



Equity Market
Poland

Morning Comments

Institutional Sales and Research:

M. Marczak (22 6974738)

I. Rokicka (22 6974737)

K. Kliszcz (22 6974706)

P. Grzybowski (22 6974717)

M. Stokłosa (22 6974741)

J. Szkopek (22 697 47 40)

G. Borowska (22 6974736)

P. Zybala (22 697 47 01)

Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	12 044.5	+1.76%	FTSE 100	5 545.6	+1.12%	Copper (LME)	7 915.0	+0.38%
S&P 500	1 261.2	+1.88%	WIG20	2 397.4	+1.77%	Crude Oil (Brent)	111.0	+1.36%
NASDAQ	2 698.0	+2.20%	BUX	16 700.2	-0.98%	USD/PLN	3.14	-1.34%
DAX	6 133.2	+2.81%	PX 50	923.0	+1.94%	EUR/PLN	4.33	-0.81%
CAC 40	3 195.5	+2.73%	PLBonds10	5.72	-0.47%	EUR/USD	1.38	+0.55%

Company & Sector Information

Banks

KNF will appeal for caution on dividends

In an interview for *Parkiet*, the Chair of the Financial Supervision Authority (KNF) Andrzej Jakubiak said that the supervisor will appeal to banks and pension funds to proceed cautiously in their decisions on dividends from 2011 profits. **At this stage, it is unclear whether this should be interpreted as a warning that an outright ban on bank dividends is coming (as was the case with dividends from 2008 profits in 2009), or merely a suggestion to the banks' leaders that dividend recommendations be trimmed and made with the Tier-1 ratio taken into consideration.** If the former, more radical scenario were to play out, it would constitute a major risk for the current valuation of Bank Handlowy as well as possibly Pekao, for which the market expects handsome dividend payments from 2011 profits (in the case of Pekao, only if it does not pursue acquisitions). If the latter scenario prevails, Mr. Jakubik's words may be interpreted as simply a warning to such banks as Kredyt Bank, which paid a dividend from 2010 profits in 2011 even though its Tier-1 ratio stood at just 8.9% at the end of the year. (I. Rokicka)

ING BSK

Buy – 05/09/11

Target price: PLN 900.0

Post-split trading likely to begin in November

The Management of ING BSK expects that trading in Bank's shares after the 1:10 split will begin before the end of November. (I. Rokicka)

ING wants to increase mortgage lending starting in Q4 2011

The Management of ING BSK has declared that the Bank is planning to put a greater emphasis on consumer loans in Q4 2011 and through 2012. At the moment, the Bank's portfolio of consumer loans amounts to PLN 1.5bn, or 4% of total loans. ING BSK will target its existing clients first. (I. Rokicka)

Asseco Poland

Buy – 27/05/11

Target price: PLN 65.0

Shareholders vote in favor of share buyback

At an Extraordinary General Meeting, shareholders approved share buyback for cancellation capped at 25,596,623 common shares and PLN 450m. The Management's authorization will remain valid for 36 months. **In line with our expectations, the vote on the second buyback proposal was successful. We approve of this development, because a cash flow to shareholders is bound to improve the investors' sentiment toward the Company. According to Company representatives, the buyback will not be launched immediately as an agreement with a brokerage needs to be signed first. Note also that the market price is now less attractive than one month ago (since then, the stock has gone up by ca. 20%). That said, we do expect the buyback to begin already in December.** (P. Grzybowski)

Sygnity

Buy – 11/08/11

Target price: PLN 20.8

Government contract

A consortium of Sygnity and Max Electronic signed a PLN 22.5m (gross) contract for the development of online infrastructure for authorities of the Lubuskie voivodeship. Under the contract, Sygnity will develop a regional online communications platform and a regional web portal, among others. The project is scheduled to go live in April 2013. **The fact that Sygnity submitted the best bid for the project has been known for a month now, so the contract is partially priced in. Its net value amounts to ca. 3.4% of our consolidated revenue forecast for 2011.** (P. Grzybowski)

Centrum Klima

Buy – 05/07/11

Target price: PLN 16.9

CEO interview

In an interview for PAP, CEO Perendyk said that he expected Centrum Klima to see further sales growth in Q4'11, combined with a clear improvement in margins at all levels. The Company has not seen any signs of a slowdown, and October was another record month for proprietary product sales. Centrum Klima is planning to continue the current trends, i.e. growth in manufacturing and exports. The target is for proprietary products to account for 45-50% of sales. Exports are going to exceed 35% of total revenues this year. (J. Szkopek)

Rafako

Accumulate - 05/07/11

Target price: PLN 12.8

Elektrim transfers Rafako shares to Multros Trading Company

Elektrim transferred its entire holdings in Rafako to Multros Trading Company, a company based in Cyprus. **The transfer is part of the process leading up to Rafako's takeover by PBG, expected to be finalized within the next two weeks.** (M. Stokłosa)

Dom Development

Rating confidential

Until 09/11/11 ***

DOM reports strong October sales data

Dom Development sold 169 homes in October. Q3 2011 sales amounted to 454 units. **DOM sold 8 units more than we had predicted in the third quarter. Our sales estimate for Q4 is 430 flats, and we believe based on the October sales that the company can achieve this number.** (P. Zybala)

P.A. Nova

Buy – 17/05/11

Target price: PLN 37.4

PA Nova aims to have 100k sqm of rental retail space by 2014

PA Nova wants to diversify operations by developing shopping centers for its own account in cities with 20 to 100 thousand population. By 2014, the company wants to have 100 thousand square meters of rental spaces accounting for 20-30% of annual revenues. **PA Nova's plans are consistent with our forecasts. We assume that by 2014 the company will have 91 thousand square meters of commercial rental spaces generating 25% of revenues.** (P. Zybala)

Quarterly Earnings**PKN Orlen**

Accumulate - 22/08/11

Target price: PLN 41.6

PKN reports Q3 earnings in line with guidance. Refineries disappoint.

PKN Orlen's Q3 2011 results came in line with the company's guidance, and as such fell short of our pre-guidance forecasts. EBIT came in at PLN 778m, and the bottom line showed a net loss of PLN 258m. The main reason behind the weak results was the Refining segment which posted a LIFO EBIT loss of PLN 215m (we expected an PLN 80m profit). Inventory revaluations provided a boost of PLN 562m (we expected PLN 313m). The EBIT of the Retail segment amounted to PLN 181m, much less than our expected PLN 228m (due to downward price pressures which also impacted profits in the Refining segment due to a lower "inland" premium generated in September). The Petrochemical segment posted EBIT of PLN 367m, in line with our PLN 380m estimate. General expenses were lower than expected (PLN 105m vs. PLN 150m) thanks to one-time gains of PLN 48m posted under other operating income. PKN incurred financing expenses of PLN 1.07 billion in Q3 2011 (we forecasted PLN 1bn), including on euro loan revaluations (PLN -465m) and foreign-currency trade payables (PLN -514m). A quarterly net loss of PLN 258m was in line with the company's earlier warning. The Q3 operating cash flow amounted to a positive PLN 480m despite a decrease in working capital by PLN 254m. However, net debt increased by PLN 1.4 billion to PLN 9.3 billion compared to the second quarter, driven by FX loan revaluations (including on the euro loans mentioned above and PLN 730m on a dollar loan). Summing up, PKN's financial performance in the third quarter was weak but should not come as a surprise to investors. Note that the price war between refiners which impacted the Q3 results is now over, and the "inland" premium is back to normal. The prospects to watch out for now are the Urals/Brent spread and refining margins which seem to be on the mend. (K. Kliszcz)

Reported vs. forecasted Q3 2011 results

(PLN m)	3Q 2011	3Q 2010	change	3Q 2011F	Actuals vs. Forec.	Consensus	Actuals vs. Consensus	9M 2011	9M 2010	change
Revenue	28 682	22 106	29.7%	28 243	1.6%	28 687	0.0%	76 997	60 616	27.0%
EBITDA	1 392	1 403	-0.8%	1 448	-3.9%	1 376	1.2%	4 871	4 203	15.9%
EBITDA margin	4.9%	6.3%	-	5.1%	-	4.8%	-	6.3%	6.9%	-
EBIT	778	789	-1.3%	852	-8.7%	736	5.7%	3 126	2 376	31.6%
Pre-tax profit	-288	1 463	-119.7%	-171	68.0%	-	-	2 206	2 372	-7.0%
Net profit	-258	1 242	-120.8%	-144	79.4%	-236	-	1 745	1 830	-4.7%

Source: PKN Orlen, F - forecasts by BRE Bank Securities; Consensus estimates by PAP

More News

Asseco BS	Asseco Business Solutions hopes that the launch of a new mobile solution will boost its earnings as of H2 2012. International sales of the new solution will have support from other Asseco companies. Asseco BS is hoping to end 2011 will stronger profits, but whether this is achievable will not become obvious until the end of the year. Q4 results may include two one-offs. Asseco BS's backlog is PLN 142.5m, representing 84% of the 2010 revenue. It includes PLN 125.1m orders for ERP solutions, PLN 12m-worth of outsourcing orders, and other orders worth PLN 5.4m.
Bioton	The anti-monopoly office UOKiK has allowed Bioton and Actavis to form a joint venture.
CD Project	CD Projekt Red is set to announce a new four-year strategy on November 17th.
Delko	Delko is planning a stock issue worth over PLN 10m in Q2 or Q3 2012 addressed to the owners of three companies, Delkor, Luberda, and Delko Otto. The issue price will be higher than the current market price. In other news, Delko is negotiating purchases of three more wholesale businesses.
WSE	WSE trading volumes increased 6.6% to PLN 20.3 billion in October.
Komputronik	Komputronik's estimates for the fiscal year started 1 April 2011 and ending 31 March 2012 are PLN 1bn revenue, PLN 26.9m EBITDA, and PLN 14.6m net profit.
LC CORP	LC Corp shareholders approved a repurchase of treasury stock for up to PLN 30m.
Marvipol	Marvipol obtained a building permit for a new residential project at ul. Powązkowska in Warsaw. Construction is scheduled to start in early 2012 and end in H1 2014.
Multimedia	Trading in Multimedia Polska shares is canceled as of 8 November following obtainment of a permit to rematerialize the company's shares.
NFI EMF	EM&F has launched an online kids store Smyk.com, expected to generate a revenue of about PLN 10m this year and PLN 100m eventually in the following year.
Protektor	Protektor shareholders approved a repurchase of up to 3.8 million treasury shares for up to PLN 5m, at no less than PLN 0.01 and no more than PLN 6 per share.
Qumak-Sekom	Qumak-Sekom submitted the lowest bid (PLN 133.8m) on a contract to implement a Tristar traffic management system in the Tricity. Other bidders are Sprint (PLN 138.93m), Grupa UTI Polska (PLN 159.83m), Asseco Poland (PLN 187.87m), Alcatel (PLN 225.27m), Wasko (PLN 239.07m), and Atrem (PLN 245.7m). Qumak-Sekom's order backlog as of 30 September stood at PLN 482m. The company reported a drop in Q3 profit to PLN 77,000 from PLN 3.84m a year ago, caused by FX losses and conservative profit estimates applied to difficult contracts.
Radpol	Radpol's Management are going to recommend at least the same dividend payout from 2011 earnings as the previous payout. 2011 profits are increasing at a double-digit rate.

Insider Trading and Fund Activity

Drozapol	Drozapol repurchased 13,000 treasury shares for an avg. PLN 1.57 a share on 3 November.
Milkpol	Ilopema TFI funds reduced voting interests to 0.65% from 7.50%.
TVN	An insider sold 4000 shares at an avg. PLN 14.70 a share.



Corporate Action Calendar

Friday /04.11.11/

BRE BANK	Q3 2011 report.
CEDC	Q3 2011 report.
PKN ORLEN	Q3 2011 report.

Monday /07.11.11/

ACTION	Q3 2011 report.
CIECH	EGM re: merger with Soda Mątwy and Janikosoda.
KRUK	Q3 2011 report.
POLNORD	EGM re: asset transfers to subsidiaries POLNORD MARKETING and POLNORD NIERUCHOMOŚCI INWESTYCYJNE.
ZA PUŁAWY	Last day of negotiations as exclusive bidder for 2,550,000 shares of Azoty-Adipol.

Tuesday /08.11.11/

IMPEXMETAL	Q3 2011 report.
NFI EMPIK	Q3 2011 report.
PZU	Q3 2011 report.

Wednesday /09.11.11/

ASBIS	Q3 2011 report.
CEZ	Q3 2011 report.
J.W.CONSTRUCTION	Q3 2011 report.
LPP	Q3 2011 report.
LW BOGDANKA	Q3 2011 report.
SYGNITY	Q3 2011 report.
TAURON	Q3 2011 report.

Thursday /10.11.11/

AGORA	Q3 2011 report.
ASSECO POLAND	Q3 2011 report.
ASTARTA	Q3 2011 report.
BORYSZEW	Q3 2011 report.
CIECH	Q3 2011 report.
EUROCASH	Q3 2011 report.
GTC	Q3 2011 report.
KGHM	Q3 2011 report.
KREDYT BANK	Q3 2011 report.
NG2	Q3 2011 report.
PGNiG	Q3 2011 report.
POLIMEX MOSTOSTAL	Q3 2011 report.
ROBYG	Q3 2011 report.
TVN	Q3 2011 report.

Economic Calendar

Friday /04.11.11/

Time	Region	Report	Period	Forecast	Previous
9:50	France	PMI Services	October		51.5
9:55	Germany	PMI Services	October		49.7
10:00	EU	PMI Services	October	47.13	48.8
11:00	EU	PPI	September	0.25% m/m; 5.8% y/y	-0.1% m/m; 5.9% y/y
11:00	Germany	Factory goods orders	September		-1.4% m/m; 3.61% y/y
13:30	USA	Average hourly earnings	October		19.52
13:30	USA	Average workweek hours	October		33.60
13:30	USA	Manufacturing payrolls change	October	5,000 m/m	-13,000 m/m
13:30	USA	Nonfarm payrolls change	October	94,000 m/m	103,000 m/m
13:30	USA	Unemployment rate	October	9.13%	9.10%

Monday /07.11.11/

Time	Region	Report	Period	Forecast	Previous
	Germany	Foreign reserves	October		181.43bn
	Poland	Foreign reserves	October		100.34bn
		Quarterly earnings announcements from Societe Generale, Vodafone before US market open.			

Tuesday /08.11.11/

Time	Region	Report	Period	Forecast	Previous
8:00	Germany	Current account balance	September		7.0bn
8:00	Germany	Exports	September		85.3bn
8:00	Germany	Imports	September		73.5bn
8:00	Germany	Trade balance	September		11.8bn
10:30	UK	Industrial production	September		0.2% m/m; -1.0% y/y
10:30	UK	Manufacturing production	September		-0.3% m/m; 1.5% y/y
	France	Foreign reserves	October		155.16bn
		Quarterly earnings announcements from BNP Paribas, E.ON before US market open.			
		Quarterly earnings announcement from Cisco after US market close.			

Wednesday /09.11.11/

Time	Region	Report	Period	Forecast	Previous
1:50	Japan	Capital account balance	September		-3.9bn
1:50	Japan	Current account balance	September		407.5bn
1:50	Japan	Financial account balance	September		3104.4bn
10:30	UK	Exports	September		40.77bn
10:30	UK	Imports	September		42.65bn
10:30	UK	Trade balance without EU	September		-4.9bn
10:30	UK	Trade balance	September		-1.88bn
10:30	UK	Trade balance with EU	September		-7.8bn
16:00	USA	Wholesale inventories	September		0.4% m/m; 14.4% y/y
16:00	USA	Wholesale sales	September		1.0% m/m; 15.2% y/y
	Poland	Interest rate			4.5%
		Quarterly earnings announcements from Credit Agricole, Deutsche Telekom, RWE, Siemens before US market open.			
		Quarterly earnings announcement from Walt Disney after US market close.			

Thursday /10.11.11/

Time	Region	Report	Period	Forecast	Previous
7:00	Japan	Consumer Confidence Index	October		38.6
7:30	France	CPI harmonized	October		0.6% m/m; 2.4% y/y
7:30	France	CPI	October		-0.1% m/m; 2.2% y/y
8:00	Germany	CPI harmonized	October		0.2% m/m; 2.9% y/y
8:00	Germany	CPI	October		0.1% m/m; 2.6% y/y
8:45	France	Industrial production	September		0.5% m/m; 3.5% y/y
8:45	France	Manufacturing production	September		0.7% m/m; 4.2% y/y
13:00	UK	Interest rate			0.5%
14:30	USA	Exports	October		0.4% m/m; 9.5% y/y
14:30	USA	Exports	September		177.61bn
14:30	USA	Imports	September		223.22bn
14:30	USA	Import price index	October		0.3% m/m; 13.4% y/y
14:30	USA	Trade balance	September		-45.61bn

Current recommendations of BRE Bank Securities S.A.

Company	Recommendation	Date issued	Price on report date	Target price	Current price	Upside / Downside	P/E 2011	P/E 2012	EV/EBITDA 2011	EV/EBITDA 2012
Banks										
GETIN	Hold	2011-09-05	8.65	9.30	8.15	14.1%	6.0	9.3		
HANDLOWY	Hold	2011-10-06	69.45	72.00	71.35	0.9%	13.8	12.9		
ING BSK	Buy	2011-09-05	731.50	900.00	765.00	17.6%	11.0	10.1		
KREDYT BANK	Hold	2011-10-06	13.20	13.10	13.90	-5.8%	9.6	10.8		
MILLENNIUM	Hold	2011-09-05	4.49	4.80	4.33	10.9%	11.2	10.2		
PEKAO	Accumulate	2011-09-05	142.10	160.00	153.00	4.6%	14.1	13.4		
PKO BP	Buy	2011-09-05	34.54	41.00	35.98	14.0%	11.6	11.0		
Insurance										
PZU	Hold	2011-06-03	391.00	364.00	343.00	6.1%	11.9	10.8		
Financial services										
KRUK	Buy	2011-06-22	39.70	53.00	42.50	24.7%	11.3	9.8		
Fuels, chemicals										
CIECH	Buy	2011-07-21	19.90	27.70	13.73	101.7%	56.4	6.9	4.3	3.5
LOTOS	Hold	2011-09-06	26.40	27.40	28.65	-4.4%	4.5	9.1	6.0	6.0
PGNiG	Hold	2011-09-06	4.00	4.29	3.95	8.6%	16.3	10.4	9.5	5.2
PKN ORLEN	Accumulate	2011-08-22	34.81	41.60	41.39	0.5%	8.0	10.8	5.1	6.3
POLICE	Reduce	2011-09-06	11.20	9.70	11.11	-12.7%	9.6	17.3	6.2	7.9
ZA PULAWY	Hold	2011-09-26	85.00	89.20	94.00	-5.1%	10.1	10.0	5.5	5.2
Power Utilities										
CEZ	Hold	2011-09-06	131.00	134.70	133.40	1.0%	9.5	9.0	6.8	6.5
ENEA	Buy	2011-10-06	16.00	21.24	17.77	19.5%	10.5	8.8	3.6	3.6
PGE	Buy	2011-09-06	19.01	27.09	20.00	35.5%	9.3	8.2	5.1	4.8
TAURON	Buy	2011-05-17	6.33	9.09	5.40	68.3%	7.6	6.9	3.5	3.4
Telecommunications										
NETIA	Hold	2011-01-18	5.15	5.40	5.19	4.0%	18.5	14.5	4.3	3.8
TPSA	Hold	2011-04-05	17.75	16.10	17.43	-7.6%	18.1	16.7	4.9	4.8
Media										
AGORA	Buy	2011-09-14	13.48	19.00	15.78	20.4%	14.0	15.8	4.2	4.2
CINEMA CITY	Buy	2011-10-21	26.80	33.50	28.40	18.0%	15.1	11.6	7.4	6.0
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	14.41	2.7%	15.5	12.5	10.3	8.1
TVN	Reduce	2011-09-06	13.09	12.20	12.30	-0.8%	100.3	12.5	9.6	8.1
IT										
AB	Buy	2011-10-19	17.70	21.90	18.60	17.7%	7.7	6.7	6.3	5.7
ACTION	Accumulate	2011-10-19	15.00	16.00	17.60	-9.1%	8.4	8.3	6.1	5.9
ASBIS	Buy	2011-08-17	1.72	2.16	1.09	98.2%	10.3	3.3	4.6	3.6
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	49.40	31.6%	9.8	9.1	5.9	5.4
COMARCH	Reduce	2011-10-13	50.25	45.90	50.00	-8.2%	20.2	12.5	7.9	5.4
SYGNITY	Buy	2011-08-11	14.00	20.80	19.00	9.5%	59.3	12.7	6.2	4.9
Mining & Metals										
JSW	Buy	2011-08-11	86.00	119.00	94.20	26.3%	6.4	4.8	2.7	1.9
KGHM	Buy	2011-08-12	161.90	191.40	156.80	22.1%	4.2	7.1	2.8	4.3
LW BOGDANKA	Buy	2011-09-09	111.00	131.00	114.90	14.0%	25.6	9.7	11.1	5.0
Manufacturers										
ASTARTA	Hold	2011-10-06	65.70	63.6	62.50	1.8%	5.9	11.3	1.1	1.5
BORYSZEW	Hold	2011-10-14	0.63	0.7	0.80	-18.8%	14.2	19.9	8.3	9.2
CEDC	Buy	2011-07-21	29.10	36.8	15.35	139.7%	4.5	4.3	7.8	6.7
CENTRUM KLIMA	Buy	2011-07-05	14.60	16.9	10.00	69.0%	8.5	6.9	5.5	4.5
CERSANIT	Buy	2011-10-06	4.52	7.3	4.85	50.5%	21.6	9.5	6.7	5.8
FAMUR	Accumulate	2011-08-18	2.89	3.2	2.58	24.0%	12.1	10.1	6.2	5.2
IMPEXMETAL	Buy	2011-07-29	4.76	6.3	3.75	68.0%	7.3	6.8	5.5	4.8
KERNEL	Buy	2011-08-04	71.20	87.8	66.70	31.6%	7.4	7.5	5.8	5.0
KĘTY	Buy	2011-08-23	93.00	126.9	99.00	28.2%	9.3	8.7	5.9	5.5
KOPEX	Buy	2011-09-06	18.20	22.5	18.00	25.0%	12.6	9.2	7.2	5.5
MONDI	Accumulate	2011-09-13	71.95	79.6	67.50	17.9%	7.2	8.7	5.1	6.2
Construction										
BUDIMEX	Buy	2011-10-25	75.05	90.10	77.50	16.3%	8.3	8.3	3.9	4.6
ELEKTROBUDOWA	Buy	2011-10-06	100.00	163.10	100.20	62.8%	9.6	8.5	5.5	4.7
ERBUD	Buy	2011-08-18	17.37	29.80	20.00	49.0%	-	7.4	-	4.7
MOSTOSTAL WAR.	Buy	2011-09-08	20.15	43.70	24.50	78.4%	23.2	10.5	7.9	3.9
PBG	Buy	2011-08-11	101.90	151.00	85.00	77.6%	6.1	5.7	8.3	6.0
POLIMEX MOSTOSTAL	Buy	2011-08-11	1.88	2.59	1.53	69.3%	10.2	6.8	5.4	4.6
RAFAKO	Accumulate	2011-07-05	12.51	12.80	8.49	50.8%	10.5	9.7	5.2	4.6
TRAKCJA TILTRA	Buy	2011-05-20	2.71	3.50	1.69	107.1%	5.4	4.9	4.8	4.0
ULMA CP	Buy	2011-08-04	68.60	91.40	63.00	45.1%	9.7	10.4	3.5	3.6
UNIBEP	Buy	2011-05-20	6.56	9.78	5.75	70.1%	10.0	4.8	8.1	4.9
ZUE	Buy	2011-07-05	9.95	13.20	7.90	67.1%	8.3	7.9	4.9	4.0
Property Developers										
BBi DEVELOPMENT	Buy	2011-03-08	0.44	0.53	0.30	76.7%	15.7	4.8	25.1	9.2
DOM DEVELOPMENT	Confidential until	2011-11-09	-	-	30.53	-	-	-	-	-
ECHO	Buy	2011-04-05	4.94	6.17	3.55	73.8%	7.6	3.6	8.9	6.4
GTC	Buy	2011-05-27	19.25	23.36	11.30	106.7%	5.2	3.2	8.6	7.0
J.W.C.	Confidential until	2011-11-09	-	-	7.57	-	-	-	-	-
PA NOVA	Buy	2011-05-17	30.76	37.40	20.22	85.0%	11.5	11.3	11.1	14.0
POLNORD	Confidential until	2011-11-09	-	-	15.47	-	-	-	-	-
ROBYG	Confidential until	2011-11-09	-	-	1.20	-	-	-	-	-
Retail/Wholesale										
EUROCASH	Buy	2011-09-27	22.86	26.60	25.88	2.8%	26.1	20.7	13.9	11.6
LPP	Buy	2011-10-19	1 900.00	2 300.00	2 150.00	7.0%	17.0	14.4	10.4	8.9
NFI EMF	Hold	2011-05-27	18.20	19.00	9.99	90.2%	11.9	9.5	5.8	4.9
NG2	Buy	2011-08-04	49.96	64.50	45.30	42.4%	12.1	10.1	8.3	6.8
VISTULA	Hold	2011-03-03	2.10	2.10	1.00	110.0%	10.8	5.3	6.8	5.3

CEE bank valuations /03.11.2011/

	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH BANKS													
BZ WBK	228.0	17.1	-	-	16%	-	-	2.5	-	-	1.8%	-	-
Getin	8.2	13.8	6.0	9.3	10%	20%	11%	1.3	1.1	1.0	0.0%	0.0%	0.0%
Handlowy	71.4	12.4	13.8	12.9	12%	10%	11%	1.4	1.4	1.4	5.3%	8.0%	7.2%
ING BSK	765.0	13.2	11.0	10.1	14%	15%	15%	1.8	1.6	1.4	0.0%	2.0%	3.6%
Kredyt Bank	13.9	20.3	9.6	10.8	7%	13%	11%	1.3	1.2	1.1	0.0%	2.7%	0.0%
Millenium	4.3	15.4	11.2	10.2	9%	11%	11%	1.3	1.2	1.1	0.0%	2.3%	3.6%
Pekao	153.0	15.9	14.1	13.4	13%	14%	14%	2.0	1.9	1.8	1.9%	4.4%	5.3%
PKO BP	36.0	14.0	11.6	11.0	15%	18%	17%	2.1	2.0	1.8	5.3%	5.5%	4.3%
Median		14.7	11.2	10.8	13%	14%	11%	1.6	1.4	1.4	0.9%	2.7%	3.6%
INVESTORS IN POLISH BANKS													
AIB	0.1	-	-	95.0	-	-	-	0.2	0.2	0.2	0.0%	0.0%	0.0%
BCP	0.1	2.5	4.7	3.7	4%	3%	4%	0.1	0.1	0.1	15.0%	5.5%	3.9%
Citigroup	30.8	7.8	8.1	6.6	8%	6%	7%	0.5	0.5	0.5	0.0%	0.1%	1.1%
Commerzbank	1.8	2.0	5.2	4.1	13%	9%	11%	0.3	0.4	0.3	0.0%	0.0%	3.9%
ING	6.2	5.9	4.0	4.3	10%	14%	12%	0.6	0.5	0.5	0.0%	0.0%	5.1%
KBC	14.7	3.1	3.0	2.8	15%	15%	15%	0.5	0.4	0.4	5.3%	5.3%	5.5%
UCI	0.8	10.0	6.5	5.1	2%	4%	4%	0.2	0.3	0.2	3.6%	4.6%	5.7%
Median		4.5	5.0	4.3	9%	8%	9%	0.3	0.4	0.3	0.0%	0.1%	3.9%
FOREIGN BANKS													
BEP	3.1	7.5	10.0	9.3	6%	6%	6%	0.5	0.6	0.5	7.0%	5.4%	5.7%
Deutsche Bank	29.5	5.6	5.9	5.2	7%	10%	10%	0.6	0.6	0.5	2.5%	2.8%	3.3%
Erste Bank	14.9	6.4	24.6	4.9	8%	2%	9%	0.5	0.5	0.4	4.2%	2.6%	4.9%
Komerční B.	3460.0	10.2	10.6	9.5	18%	16%	17%	1.7	1.7	1.6	5.9%	6.9%	7.6%
OTP	3250.0	7.0	6.7	5.1	10%	10%	12%	0.7	0.6	0.6	3.6%	4.2%	7.1%
Santander	5.9	6.0	6.5	6.1	12%	10%	11%	0.7	0.7	0.6	9.8%	10.0%	9.9%
Türkiye Garanti B.	6.4	8.3	8.8	8.1	22%	18%	17%	1.7	1.5	1.3	2.1%	2.2%	2.7%
Türkiye Halk B.	11.4	7.2	7.3	6.8	30%	24%	22%	2.0	1.6	1.4	2.9%	3.0%	3.6%
Sberbank	2.6	11.3	6.5	5.6	18%	25%	24%	1.9	1.5	1.2	0.8%	1.8%	2.4%
VTB Bank	4.8	15.1	10.0	7.5	10.7%	14.8%	16.7%	1.5	1.3	1.1	1.0%	1.5%	2.0%
Median		7.3	8.1	6.4	11%	13%	14%	1.1	1.0	0.9	3.3%	2.9%	4.3%

Insurance company valuations /03.11.2011/


	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES													
PZU	343.0	12.1	11.9	10.8	20%	19%	19%	2.3	2.1	1.9	46.2%	7.6%	5.0%
FOREIGN COMPANIES													
Vienna Insurance G.	29.7	9.8	9.1	8.3	9%	10%	10%	0.9	0.9	0.8	3.3%	3.7%	4.1%
Uniqa	11.0	22.4	39.9	13.1	5%	3%	9%	1.1	1.2	1.1	3.1%	1.3%	3.1%
Aegon	3.4	4.1	6.5	5.3	10%	6%	7%	0.4	0.4	0.4	0.0%	2.9%	6.3%
Allianz	79.4	7.1	7.8	6.6	12%	10%	12%	0.8	0.8	0.7	5.7%	5.7%	6.2%
Aviva	3.3	5.3	6.1	5.5	16%	11%	13%	0.8	0.8	0.7	7.8%	8.2%	8.6%
AXA	10.9	7.0	5.4	5.3	8%	11%	11%	0.5	0.5	0.5	6.2%	6.8%	7.6%
Baloise	71.1	7.7	8.5	7.0	11%	10%	11%	0.8	0.8	0.8	6.5%	6.3%	6.5%
Generali	57.3	8.1	7.5	7.3	9%	10%	10%	0.8	0.7	0.7	4.6%	6.7%	6.9%
Helvetia	314.8	8.1	7.9	7.2	11%	11%	11%	0.8	0.8	0.8	4.9%	5.4%	5.7%
Mapfre	2.7	8.9	8.3	8.0	14%	14%	13%	1.2	1.1	1.1	5.6%	5.8%	6.1%
RSA Insurance	1.1	10.0	7.7	7.2	12%	15%	15%	1.1	1.0	1.0	8.0%	8.6%	9.0%
Zurich Financial	200.9	8.0	7.5	6.7	12%	11%	13%	0.9	0.9	0.9	8.4%	9.3%	9.7%
Median		8.0	7.7	7.1	11%	11%	11%	0.8	0.8	0.8	5.7%	6.1%	6.4%

Fuels producer valuations /03.11.2011/


	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
OIL COMPANIES																
Lotos	28.7	6.7	6.0	6.0	0.5	0.3	0.3	5.5	4.5	9.1	7%	6%	5%	0.0%	0.0%	0.0%
PKN Orlen	41.4	5.1	5.1	6.3	0.3	0.3	0.3	7.5	8.0	10.8	7%	5%	5%	0.0%	0.0%	5.2%
MOL	15810.0	5.6	4.7	4.3	0.7	0.6	0.6	8.7	6.3	6.0	13%	13%	14%	3.2%	4.3%	5.4%
OMV	25.2	3.4	3.2	2.9	0.6	0.4	0.4	6.3	6.7	6.1	18%	13%	15%	4.1%	4.1%	4.3%
Hellenic Petroleum	6.4	8.7	8.7	6.6	0.5	0.5	0.4	11.0	10.1	7.0	6%	5%	6%	6.2%	6.9%	7.2%
Tupras	40.6	6.8	5.8	5.7	0.4	0.2	0.2	12.0	10.4	9.4	5%	4%	4%	6.4%	7.5%	7.9%
Unipetrol	172.0	6.0	6.1	5.6	0.4	0.3	0.3	25.9	22.3	17.7	6%	5%	5%	0.4%	1.3%	2.7%
Median		6.0	5.8	5.7	0.5	0.3	0.3	8.7	8.0	9.1	7%	5%	5%	3.2%	4.1%	5.2%
GAS COMPANIES																
PGNiG	4.0	5.5	9.5	5.2	1.1	1.3	1.1	9.5	16.3	10.4	21%	14%	21%	0.6%	3.0%	2.5%
Gazprom	185.0	4.0	2.9	2.9	1.6	1.2	1.1	4.9	3.3	3.6	40%	40%	39%	1.4%	2.8%	2.7%
GDF Suez	20.8	5.9	5.3	4.9	1.1	1.0	0.9	10.6	11.1	10.0	18%	18%	19%	7.3%	7.5%	7.8%
Gas Natural SDG	13.3	7.1	7.0	6.7	1.8	1.6	1.5	10.3	10.7	9.8	25%	23%	23%	6.0%	6.1%	6.6%
Median		5.7	6.1	5.0	1.4	1.2	1.1	9.9	10.9	9.9	23%	21%	22%	3.7%	4.6%	4.7%

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies


Power Utilities company valuations /03.11.2011/

	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
	ENERGY COMPANIES															
CEZ	133.4	6.3	6.8	6.5	2.8	3.0	2.9	8.7	9.5	9.0	45%	43%	45%	6.8%	6.5%	5.8%
ENEA	17.8	3.7	3.6	3.6	0.6	0.6	0.6	12.3	10.5	8.8	17%	16%	17%	2.1%	2.3%	2.7%
PGE	20.0	5.6	5.1	4.8	1.9	1.4	1.6	12.4	9.3	8.2	33%	27%	33%	4.2%	3.3%	5.4%
TAURON	5.4	3.6	3.5	3.4	0.6	0.5	0.5	11.0	7.6	6.9	18%	15%	16%	0.1%	2.7%	3.9%
E.ON	17.4	5.2	7.4	6.3	0.8	0.7	0.7	6.5	14.6	10.4	16%	10%	11%	8.6%	5.7%	6.3%
EDF	21.8	5.1	5.6	5.1	1.3	1.3	1.2	11.7	12.0	10.2	26%	23%	24%	5.3%	5.4%	5.7%
Endesa	17.1	5.2	5.4	5.2	1.4	1.2	1.2	8.0	8.3	8.0	28%	23%	23%	6.2%	6.1%	6.3%
ENEL SpA	3.4	5.4	5.2	5.1	1.3	1.2	1.2	7.4	7.3	7.1	25%	24%	24%	8.1%	8.3%	8.5%
Fortum	17.8	8.9	8.1	8.3	3.7	3.4	3.3	11.1	11.3	10.9	41%	42%	40%	5.6%	5.8%	5.8%
Iberdrola	5.1	7.9	7.4	6.9	2.2	1.9	1.8	9.9	10.1	9.5	28%	25%	26%	6.5%	6.5%	6.9%
RWE AG	30.7	3.6	4.4	4.1	0.7	0.7	0.7	4.4	7.1	7.0	19%	16%	17%	11.4%	7.2%	7.2%
Median		5.2	5.4	5.1	1.3	1.2	1.2	9.9	9.5	8.8	26%	23%	24%	6.2%	5.8%	5.8%

Fertilizer producers and chemical company valuations /03.11.2011/


	Fertilizer Producers															
	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
FERTILIZER PRODUCERS																
POLICE	11.1	13.4	6.2	7.9	0.5	0.4	0.4	30.4	9.6	17.3	4%	7%	6%	0.0%	0.0%	0.0%
ZA Pulawy	94.0	4.0	5.5	5.2	0.6	0.5	0.5	6.1	10.1	10.0	15%	10%	10%	1.1%	5.0%	4.9%
Acron	39.3	8.8	4.7	5.0	1.9	1.4	1.3	11.8	5.8	7.0	22%	30%	26%	2.0%	4.4%	3.0%
Agrium	57.6	7.1	3.8	3.8	1.0	0.6	0.6	11.9	6.2	6.1	14%	17%	17%	0.2%	0.2%	0.2%
DSM	38.2	3.7	3.9	3.9	1.5	1.5	1.5	33.3	30.9	30.1	41%	40%	40%	2.1%	2.2%	2.4%
K+S	45.6	9.9	7.2	6.4	1.9	1.8	1.7	20.5	12.2	10.3	19%	24%	26%	2.0%	3.4%	4.0%
Silvinit	28230.0	10.1	8.2	7.4	6.1	5.1	4.6	17.1	12.6	11.2	60%	62%	63%	1.2%	1.4%	1.5%
Uralkali	7.7	-	6.0	4.9	-	4.9	3.5	-	19.8	11.5	-	83%	72%	-	3.3%	5.8%
Yara	267.9	8.2	5.8	6.4	1.3	1.1	1.1	12.7	7.6	8.3	16%	19%	17%	2.2%	2.4%	2.6%
Median		8.5	5.8	5.2	1.4	1.4	1.3	14.9	10.1	10.3	18%	24%	26%	1.6%	2.4%	2.6%
CHEMICAL COMPANIES																
Ciech	13.7	4.9	4.3	3.5	0.5	0.4	0.4	18.8	56.4	6.9	10%	9%	10%	0.0%	0.0%	0.0%
Akzo Nobel	38.8	5.5	5.7	5.5	0.7	0.7	0.7	11.7	12.2	11.8	14%	12%	12%	3.7%	3.8%	4.0%
BASF	53.3	5.7	5.5	5.5	1.0	0.9	0.9	9.7	8.5	9.2	18%	16%	16%	4.0%	4.5%	4.6%
Croda	17.3	11.5	9.6	9.1	2.6	2.4	2.3	19.0	14.6	13.8	23%	25%	26%	2.0%	3.0%	3.3%
Dow Chemical	28.6	7.4	6.4	6.2	1.0	0.9	0.9	15.4	10.2	9.4	14%	14%	14%	2.1%	3.1%	3.6%
Rhodia	31.6	4.9	4.5	4.5	0.8	0.7	0.7	11.9	9.3	9.2	17%	16%	16%	1.3%	2.0%	2.2%
Sisecam	3.3	5.4	4.3	4.0	1.3	1.1	1.0	12.6	8.7	8.3	23%	25%	24%	1.1%	1.4%	2.6%
Soda Sanayi i	3.5	7.7	5.4	6.0	1.4	1.2	1.1	13.1	7.7	9.6	18%	22%	19%	-	2.3%	4.6%
Solvay	71.0	3.8	2.8	2.0	0.5	0.4	0.3	22.7	13.2	9.3	14%	16%	15%	4.2%	3.9%	4.1%
Tata Chemicals	328.8	7.4	7.2	6.2	1.4	1.2	1.1	11.7	11.3	10.1	19%	17%	18%	2.5%	2.7%	2.9%
Tessenderlo Chemie	21.8	4.8	4.2	4.0	0.4	0.4	0.4	28.6	9.6	9.0	8%	9%	10%	5.8%	5.9%	6.0%
Wacker Chemie	69.0	3.1	2.9	2.8	0.8	0.7	0.7	6.8	6.4	6.2	25%	25%	24%	3.3%	4.7%	4.9%
Median		5.4	5.0	5.0	0.9	0.8	0.8	12.8	9.9	9.2	18%	16%	16%	2.5%	3.1%	3.8%

European national operator valuations /03.11.2011/


	TELECOM COMPANIES															
	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
Netia	5.2	4.7	4.3	3.8	1.1	1.0	0.9	33.0	18.5	14.5	23%	24%	24%	0.0%	3.7%	5.4%
TPSA	17.4	5.9	4.9	4.8	1.8	1.8	1.8	-	18.1	16.7	30%	37%	38%	8.6%	8.6%	8.6%
Median		5.3	4.6	4.3	1.4	1.4	1.4	33.0	18.3	15.6	27%	31%	31%	4.3%	6.2%	7.0%
MID CAPS																
Belgacom	22.4	4.1	4.8	4.9	1.3	1.4	1.4	9.1	9.5	9.8	33%	29%	29%	9.8%	9.7%	9.7%
Cesky Telecom	381.0	4.9	5.6	5.8	2.2	2.3	2.4	11.9	14.8	14.4	45%	41%	41%	10.3%	9.4%	9.4%
Hellenic Telekom	3.4	3.6	4.1	4.1	1.2	1.4	1.4	4.8	6.2	5.8	34%	33%	34%	4.7%	4.6%	5.9%
Matav	519.0	4.5	4.7	4.7	1.6	1.6	1.6	10.8	11.6	11.0	35%	34%	35%	10.8%	9.7%	10.1%
Portugal Telecom	5.2	5.2	3.4	3.1	2.0	1.2	1.1	12.3	8.8	8.4	39%	36%	35%	12.2%	18.1%	12.9%
Telecom Austria	8.2	4.3	4.7	4.8	1.5	1.6	1.6	11.7	20.2	14.2	35%	34%	33%	9.1%	9.2%	9.2%
Median		4.4	4.7	4.8	1.5	1.5	1.5	11.2	10.6	10.4	35%	34%	34%	10%	10%	10%
BIG CAPS																
BT	1.9	4.6	4.3	4.2	1.2	1.2	1.3	13.4	9.5	8.6	26%	29%	30%	3.6%	3.8%	4.4%
DT	9.3	4.6	5.0	5.6	1.4	1.5	1.8	11.7	13.5	12.8	31%	30%	32%	7.7%	7.7%	7.6%
FT	12.8	4.4	4.5	4.7	1.5	1.5	1.5	7.0	8.2	8.3	34%	33%	33%	10.9%	10.9%	10.9%
KPN	9.6	4.9	5.1	5.1	2.0	2.0	2.0	8.4	7.8	7.6	41%	40%	40%	8.3%	8.9%	9.4%
Swisscom	351.1	5.8	5.9	6.0	2.3	2.3	2.4	9.7	9.5	9.4	39%	40%	40%	6.3%	6.3%	6.7%
TELEFONICA	15.2	4.8	5.7	5.4	2.1	2.0	2.0	8.7	9.3	9.0	43%	35%	37%	9.2%	10.5%	11.5%
TeliaSonera	44.4	6.8	6.9	6.6	2.4	2.4	2.3	9.6	10.1	9.3	35%	35%	36%	5.6%	6.3%	6.8%
TI	0.9	4.4	4.2	4.2	1.9	1.7	1.7	7.3	7.0	7.0	42%	41%	41%	6.4%	7.6%	8.7%
Median		4.7	5.0	5.2	1.9	1.9	1.9	9.2	9.4	8.8	37%	35%	36%	7.1%	7.6%	8.1%

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies


IT company valuations /03.11.2011/

	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
AB	18.6	6.6	6.3	5.7	0.1	0.1	0.1	5.8	7.7	6.7	2%	2%	2%	1.7%	1.3%	1.5%
ACTION	17.6	8.0	6.1	5.9	0.2	0.2	0.1	11.6	8.4	8.3	2%	2%	2%	4.7%	2.4%	2.4%
ASBIS	1.1	4.9	4.6	3.6	0.0	0.0	0.0	20.3	10.3	3.3	1%	1%	1%	0.0%	0.0%	0.0%
ASSECO POLAND	49.4	6.8	5.9	5.4	1.5	1.0	0.9	9.2	9.8	9.1	21%	18%	17%	3.0%	3.6%	3.3%
COMARCH	50.0	4.8	7.9	5.4	0.4	0.5	0.4	9.2	20.2	12.5	8%	6%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	5.3	6.1	4.3	3.4	0.1	0.1	0.1	13.9	7.5	5.0	2%	2%	2%	0.0%	0.0%	2.7%
SYGNITY	19.0	-	6.2	4.9	0.4	0.4	0.4	-	59.3	12.7	-	7%	7%	0.0%	0.0%	0.0%
Median		6.4	6.1	5.4	0.2	0.2	0.1	10.4	9.8	8.3	2%	2%	2%	0.0%	0.0%	1.5%
FOREIGN COMPANIES																
Accenture	59.2	11.1	9.6	8.6	1.7	1.5	1.4	22.5	17.5	15.5	16%	15%	16%	1.7%	1.6%	2.1%
Atos Origin	35.0	5.0	3.8	2.9	0.5	0.4	0.3	12.9	11.1	9.1	10%	10%	10%	0.5%	1.6%	1.9%
CapGemini	27.7	4.6	3.9	3.6	0.4	0.4	0.3	13.2	11.6	10.3	9%	9%	9%	3.2%	3.8%	4.2%
IBM	187.3	10.5	9.6	9.0	2.5	2.3	2.2	16.4	14.1	12.7	24%	24%	25%	1.3%	1.5%	1.6%
Indra Sistemas	12.2	7.1	7.1	6.8	0.9	0.9	0.8	9.5	10.3	10.1	12%	12%	12%	5.4%	5.5%	5.7%
LogicaCMG	0.8	4.8	4.9	4.5	0.4	0.4	0.4	7.0	7.1	6.5	9%	8%	9%	4.7%	5.4%	6.1%
Microsoft	26.5	7.1	6.2	5.8	3.0	2.7	2.5	12.9	10.3	9.3	42%	43%	43%	2.0%	2.2%	2.5%
Oracle	33.1	13.1	9.4	8.7	6.1	4.6	4.3	20.5	15.1	13.7	47%	49%	49%	0.6%	0.5%	0.7%
SAP	44.6	13.7	11.4	10.6	4.5	4.0	3.7	20.4	16.8	15.0	33%	35%	35%	1.3%	1.5%	1.7%
TietoEnator	11.6	5.5	5.0	4.7	0.5	0.5	0.5	10.0	11.7	10.5	10%	10%	11%	4.5%	5.3%	5.7%
Median		7.1	6.6	6.3	1.3	1.2	1.1	13.0	11.6	10.4	14%	14%	14%	1.8%	1.9%	2.3%

Media company valuations /03.11.2011/


	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y				
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
	POLISH COMPANIES															
AGORA	15.8	4.4	4.2	4.2	0.7	0.6	0.5	11.2	14.0	15.8	15%	13%	12%	3.2%	3.2%	3.2%
CYFROWY POLSAT	14.4	15.4	10.3	8.1	4.2	3.0	2.5	15.0	15.5	12.5	27%	29%	30%	4.0%	0.0%	3.2%
TVN	12.3	10.7	9.6	8.1	2.6	2.4	2.2	-	-	12.5	25%	25%	27%	2.5%	0.0%	0.3%
DAILY																
Arnolgo Mondadori	1.5	5.2	5.1	4.9	0.5	0.5	0.5	7.5	6.8	6.4	9%	9%	10%	10.4%	12.0%	12.0%
Axel Springer	30.1	1.9	1.7	1.6	0.3	0.3	0.3	9.8	10.3	10.0	18%	18%	19%	5.2%	5.4%	5.7%
Daily Mail	4.2	6.7	7.1	6.9	1.3	1.3	1.2	8.8	8.8	8.5	19%	18%	18%	3.7%	4.1%	4.4%
Gruppo Editorial	1.3	4.7	4.4	4.2	0.8	0.8	0.8	10.2	9.1	8.6	17%	18%	18%	5.5%	7.0%	7.5%
Mclatchy	1.5	5.4	5.9	6.5	1.5	1.6	1.7	2.3	3.1	4.7	27%	27%	25%	0.0%	0.0%	0.0%
Naspers	388.0	23.5	20.9	20.0	5.7	4.9	4.3	27.7	22.1	20.3	24%	24%	21%	0.6%	0.8%	0.9%
New York Times	7.6	4.3	4.7	4.7	0.7	0.7	0.7	11.0	12.7	11.6	16%	15%	15%	0.0%	0.0%	0.0%
Promotora de Inform	0.7	5.8	6.6	5.6	1.1	1.3	1.2	1.9	7.0	4.8	20%	19%	22%	0.0%	0.0%	0.0%
SPIR Comm	26.3	6.4	5.9	3.9	0.3	0.2	0.2	-	-	14.2	4%	4%	6%	0.0%	0.0%	0.7%
Trinity Mirror	0.5	1.8	2.1	2.1	0.3	0.4	0.4	1.8	2.0	2.0	20%	17%	17%	1.2%	1.2%	4.1%
Mediana		5.3	5.5	4.8	0.7	0.7	0.7	8.8	8.8	8.6	18%	18%	18%	0.9%	1.0%	2.5%
TV																
Antena 3 Televis	4.3	6.7	7.7	8.0	1.3	1.3	1.3	8.3	9.2	9.4	20%	17%	16%	9.4%	8.9%	8.6%
CETV	189.0	16.5	10.5	8.3	2.4	2.1	1.9	-	-	43.0	15%	20%	23%	0.0%	0.0%	0.0%
Gestevision Telecinco	4.6	7.1	8.0	8.2	1.8	1.5	1.5	7.6	11.3	11.5	26%	19%	18%	8.0%	7.9%	8.4%
ITV PLC	0.7	6.8	6.2	5.9	1.4	1.4	1.3	12.1	9.4	8.8	20%	22%	23%	0.6%	2.2%	3.4%
M6-Metropole Tel	12.2	4.0	4.1	4.1	0.9	0.9	0.9	10.2	9.9	10.1	21%	22%	21%	7.7%	8.3%	8.4%
Mediaset SPA	2.7	4.9	3.8	3.8	1.1	1.1	1.1	7.2	9.4	9.7	23%	29%	29%	12.2%	10.4%	10.0%
RTL Group	76.0	9.4	8.7	8.6	2.0	1.9	1.9	18.1	16.3	15.5	22%	22%	22%	5.9%	6.6%	7.1%
TF1-TV Francaise	9.5	6.7	5.2	5.2	0.8	0.8	0.8	15.4	9.8	9.8	12%	15%	15%	4.8%	7.0%	7.2%
Mediana		6.7	7.0	7.0	1.3	1.3	1.3	10.2	9.8	9.9	21%	21%	22%	6.8%	7.4%	7.8%
PAY TV																
BSkyB PLC	7.3	12.1	10.3	9.1	2.4	2.2	2.1	24.1	18.3	15.1	20%	22%	23%	2.6%	2.9%	3.4%
Canal Plus	4.3	3.2	3.1	3.1	0.2	0.2	0.1	13.5	12.7	12.4	5%	5%	5%	6.2%	6.7%	6.7%
Cogeco	49.8	6.6	6.0	5.7	2.6	2.4	2.3	20.5	15.8	10.7	39%	41%	41%	1.1%	1.4%	1.7%
Comcast	23.3	6.3	5.0	4.7	2.4	1.6	1.5	18.5	14.7	12.2	39%	33%	32%	1.6%	1.9%	2.0%
Liberty Global	42.3	8.1	6.9	6.5	3.6	3.2	3.0	-	33.0	24.1	45%	46%	46%	0.0%	0.0%	0.0%
Multimedia	9.1	6.9	6.6	6.3	3.5	3.4	3.3	13.3	12.1	11.0	51%	52%	52%	-	-	-
Shaw Communications	20.2	7.3	6.2	5.8	3.4	2.6	2.5	15.6	13.4	11.8	46%	43%	43%	4.3%	4.5%	4.7%
Mediana		6.9	6.2	5.8	2.6	2.4	2.3	17.1	14.7	12.2	39%	41%	41%	2.1%	2.4%	2.7%

Mining company valuations /03.11.2011/


	EV/EBITDA				EV/S				P/E		EBITDA margin			D/Y		
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
	POLISH COMPANIES															
KGHM	156.8	4.6	2.8	4.3	1.8	1.4	1.7	6.9	4.2	7.1	39%	51%	39%	1.9%	9.4%	6.4%
FOREIGN COMPANIES																
Anglo Amer.	23.6	3.6	2.9	2.6	1.4	1.2	1.1	5.9	4.3	3.8	40%	42%	42%	2.3%	3.2%	3.7%
BHP Billiton	19.9	4.7	3.1	2.7	2.2	1.6	1.5	8.4	4.8	4.4	48%	53%	54%	4.3%	4.8%	5.5%
Freeport-MCMOR	40.1	2.2	2.0	1.9	1.1	1.0	0.9	9.0	7.7	7.3	52%	49%	49%	1.8%	3.9%	3.0%
Rio Tinto	34.5	2.9	2.5	2.4	1.3	1.2	1.1	4.8	3.8	3.6	46%	47%	46%	2.8%	3.6%	3.9%
Southern Peru	31.1	9.2	6.4	5.8	5.2	3.8	3.6	16.7	10.9	10.0	57%	59%	62%	5.2%	7.1%	6.5%
Median		3.6	2.9	2.6	1.4	1.2	1.1	8.4	4.8	4.4	48%	49%	49%	2.8%	3.9%	3.9%

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies


Construction company valuations /03.11.2011/

	EV/EBITDA				EV/S				P/E		EBITDA margin			D/Y		
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
Budimex	77.5	0.4	3.9	4.6	0.0	0.2	0.3	7.4	8.3	8.3	8%	6%	5%	8.8%	11.7%	8.4%
Elektrobudowa	100.2	6.7	5.5	4.7	0.5	0.4	0.4	10.6	9.6	8.5	8%	8%	8%	3.5%	3.1%	3.5%
Erbud	20.0	5.3	-	4.7	0.1	0.2	0.2	20.8	-	7.4	3%	-	4%	2.5%	1.2%	0.0%
Mostostal Warszawa	24.5	1.6	7.9	3.9	0.1	0.2	0.1	7.8	23.2	10.5	5%	2%	4%	7.3%	2.2%	1.3%
PBG	85.0	6.3	8.3	6.0	0.7	0.9	0.5	5.4	6.1	5.7	12%	10%	8%	1.6%	1.6%	1.6%
Polimex Mostostal	1.5	4.0	5.4	4.6	0.3	0.3	0.3	6.5	10.2	6.8	7%	5%	6%	2.6%	0.0%	0.0%
Rafako	8.5	5.5	5.2	4.6	0.3	0.3	0.3	13.5	10.5	9.7	6%	5%	5%	3.5%	0.0%	0.0%
Trakcja Tiltr	1.7	1.1	4.8	4.0	0.1	0.4	0.3	8.3	5.4	4.9	11%	8%	7%	0.0%	0.0%	0.0%
Ulmia Construcccion	63.0	5.1	3.5	3.6	2.5	1.7	1.7	32.4	9.7	10.4	48%	50%	46%	0.0%	0.0%	0.0%
Unibep	5.8	5.8	8.1	4.9	0.3	0.3	0.4	8.6	10.0	4.8	5%	4%	7%	1.7%	0.0%	0.0%
Median		5.2	5.4	4.6	0.3	0.3	0.3	8.5	9.7	7.8	8%	6%	6%	2.5%	0.6%	0.0%
FOREIGN COMPANIES																
AMEC	9.1	8.4	7.2	6.2	0.8	0.7	0.6	15.3	13.1	11.4	9%	10%	10%	2.2%	3.3%	3.7%
BILFINGER	68.9	10.3	9.6	9.2	0.6	0.6	0.6	12.4	11.4	12.9	6%	6%	7%	3.4%	4.2%	4.0%
EIFFAGE	24.4	8.7	8.3	7.8	1.2	1.2	1.2	9.2	9.2	7.7	14%	14%	15%	5.0%	5.0%	5.1%
HOCHTIEF	52.3	4.3	5.0	3.4	0.3	0.2	0.2	15.7	-	11.1	6%	5%	7%	3.2%	3.2%	5.1%
NCC	115.9	6.0	6.0	4.6	0.3	0.3	0.3	10.3	10.2	7.7	5%	4%	5%	5.5%	8.4%	8.9%
SKANSKA	103.1	5.6	4.7	6.0	0.3	0.3	0.3	12.1	8.9	12.6	5%	7%	5%	5.6%	6.3%	6.0%
STRABAG	22.9	4.1	3.8	3.7	0.2	0.2	0.2	15.0	13.4	12.8	5%	5%	5%	2.2%	2.7%	2.8%
Median		6.0	6.0	6.0	0.3	0.3	0.3	12.4	10.8	11.4	6%	6%	7%	3.4%	4.2%	5.1%


Property Developers company valuations /03.11.2011/

		EV/EBITDA			P/BV			P/E			EBITDA margin			D/Y		
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
BBI Development	0.3	8.8	25.1	9.2	0.7	0.6	0.6	13.1	15.7	4.8	42%	24%	46%	0.0%	0.0%	0.0%
Dom Development	30.5	12.9	9.5	7.6	1.0	0.9	0.9	18.6	10.4	8.7	12%	16%	14%	2.6%	2.9%	5.8%
Echo Investment	3.6	18.8	8.9	6.4	0.8	0.7	0.6	10.2	7.6	3.6	40%	92%	113%	0.0%	0.0%	0.0%
GTC	11.3	16.2	8.6	7.0	0.6	0.5	0.4	13.6	5.2	3.2	66%	127%	159%	0.0%	0.0%	0.0%
J.W. Construction	7.6	6.0	14.0	13.5	0.9	0.8	0.8	4.4	16.0	12.6	25%	22%	26%	0.0%	0.0%	0.0%
PA Nova	20.2	10.0	11.1	14.0	0.9	0.8	0.7	10.0	11.5	11.3	19%	18%	19%	0.0%	0.0%	0.0%
Polnord	15.5	21.1	10.7	13.9	0.3	0.3	0.3	6.7	6.0	5.1	28%	31%	22%	5.6%	2.1%	3.3%
Robyg	1.2	14.0	61.7	5.6	0.8	0.8	0.7	9.7	36.2	4.1	17%	9%	25%	0.0%	5.8%	1.1%
Median		13.5	10.9	8.4	0.8	0.8	0.6	10.1	10.9	4.9	27%	23%	26%	0%	0%	0%
FOREIGN COMPANIES																
CA IMMO INTERNATIONAL	5.6	32.8	29.1	23.7	0.5	0.6	0.6	-	19.3	9.1	43%	45%	48%	0.0%	1.8%	3.8%
CITYCON	2.6	18.8	16.8	15.8	0.7	0.7	0.7	14.4	13.6	12.6	55%	56%	56%	5.1%	5.4%	5.3%
CORIO	35.3	17.7	16.6	15.5	0.8	0.8	0.8	12.4	12.2	11.7	78%	84%	83%	7.5%	7.8%	7.9%
DEUTSCHE EUROSHP	26.5	20.2	15.5	14.6	1.1	1.0	1.0	19.0	20.7	16.3	87%	88%	86%	4.1%	4.2%	4.5%
ECHO INVESTMENT	3.6	12.3	7.1	10.2	0.9	0.8	0.7	9.8	5.7	7.9	69%	106%	59%	0.0%	0.0%	0.0%
HAMMERSON	4.0	19.7	19.3	18.9	1.0	0.9	0.8	20.6	20.4	19.8	80%	78%	78%	3.9%	4.1%	4.2%
KLEPIERRE	22.2	16.5	16.0	15.4	1.1	0.9	0.9	14.2	12.2	12.0	84%	83%	83%	5.7%	6.2%	6.4%
SPARKASSEN IMMO	4.3	19.8	16.5	15.9	0.6	0.6	0.6	58.2	20.0	14.5	47%	46%	47%	0.0%	3.1%	3.5%
UNIBAIL-RODAMCO	139.0	19.7	18.9	18.4	1.0	1.1	1.1	15.5	15.5	14.7	84%	85%	85%	5.8%	5.8%	6.1%
Median		19.7	16.6	15.8	0.9	0.8	0.8	14.9	15.5	12.6	78%	83%	78%	4.1%	4.2%	4.5%

Machinery manufacturer valuations /03.11.2011/

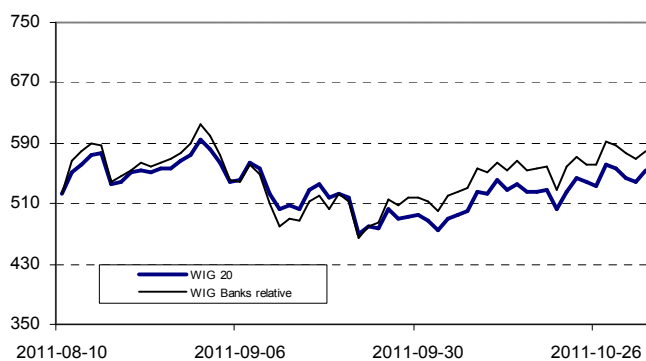
	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
FAMUR	2.6	10.5	6.2	5.2	1.9	1.8	1.5	16.9	12.1	10.1	18%	29%	30%	0.0%	4.7%	0.0%
KOPEX	18.0	10.0	7.2	5.5	0.8	0.8	0.8	40.2	12.6	9.2	8%	10%	14%	0.0%	0.0%	0.0%
Median		10.3	6.7	5.3	1.3	1.3	1.2	28.6	12.3	9.6	13%	20%	22%	0.0%	2.3%	0.0%
FOREIGN COMPANIES																
Atlas Copco	141.0	11.1	9.2	8.9	2.6	2.3	2.1	17.2	13.8	13.2	24%	25%	24%	3.0%	3.5%	3.7%
Bucyrus	92.0	12.9	10.2	9.0	2.4	2.0	1.8	23.4	17.5	14.2	19%	19%	20%	0.1%	0.1%	0.1%
Emeco	1.0	5.1	4.2	3.6	2.1	1.9	1.7	15.1	10.8	8.8	41%	46%	46%	1.5%	7.6%	5.8%
Industrea	1.2	-	-	-	-	-	-	8.4	8.3	6.6	-	-	-	2.8%	2.8%	4.7%
Joy Global	90.0	12.4	9.0	7.2	2.7	2.0	1.7	21.5	15.2	12.5	21%	23%	23%	0.8%	0.8%	0.8%
Sandvik	88.4	8.5	7.6	7.3	1.6	1.4	1.3	15.9	12.2	11.6	19%	18%	19%	3.1%	4.0%	4.5%
Median		11.1	9.0	7.3	2.4	2.0	1.7	16.6	13.0	12.1	21%	23%	23%	2.1%	3.1%	4.1%

Paper manufacturer valuations /03.11.2011/

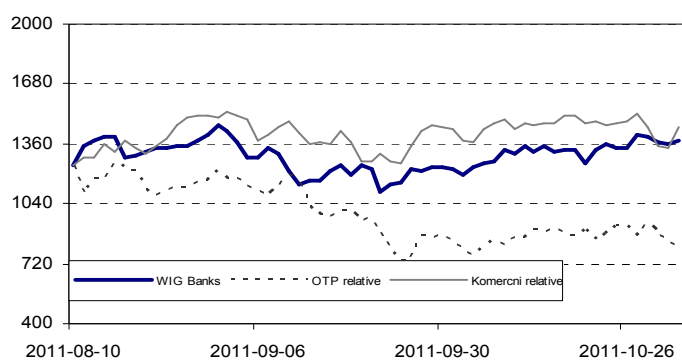
	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
MONDI	67.5	7.9	5.1	6.2	1.7	1.2	1.3	13.5	7.2	8.7	22%	24%	21%	0.0%	0.0%	13.9%
FOREIGN COMPANIES																
Billerund	53.3	3.8	3.6	4.2	0.7	0.6	0.6	8.0	7.4	9.8	18%	18%	15%	5.2%	6.9%	6.9%
Holmen	193.0	8.8	6.8	6.9	1.3	1.2	1.2	22.2	12.6	13.2	15%	17%	17%	3.6%	3.6%	3.9%
INTL Paper	28.5	5.9	5.4	5.1	0.8	0.7	0.7	14.0	9.5	9.2	13%	14%	14%	1.4%	3.5%	3.8%
M-Real	1.5	4.2	5.3	4.5	0.5	0.5	0.5	7.0	10.5	6.2	12%	9%	12%	1.1%	1.8%	3.7%
Norske Skog	4.5	8.1	6.6	5.1	0.5	0.5	0.5	-	-	-	7%	8%	9%	0.0%	0.0%	0.0%
Portucel EMP.	1.8	5.2	4.9	4.9	1.5	1.4	1.4	7.6	6.7	7.0	28%	28%	27%	8.8%	7.7%	8.3%
Stora Enso	6.8	6.0	5.5	5.6	0.8	0.7	0.7	9.3	8.6	9.0	13%	13%	13%	3.7%	3.7%	4.2%
Svenska	96.2	6.7	7.1	6.4	1.0	1.0	1.0	10.9	11.6	10.2	15%	14%	15%	4.2%	4.3%	4.7%
UPM-Kymmene	8.8	5.5	5.4	5.0	0.9	0.8	0.8	9.3	9.1	9.1	16%	15%	15%	5.3%	6.4%	6.4%
Median		5.9	5.4	5.1	0.8	0.7	0.7	9.3	9.3	9.1	15%	14%	15%	3.7%	3.7%	4.2%

Source: BRE Bank Securities for Polish companies, IBES/Bloomberg for foreign companies * polish company

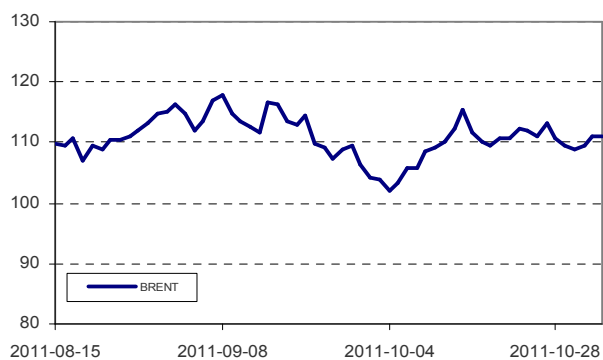
WIG Banks index vs. WIG 20 index (EUR)



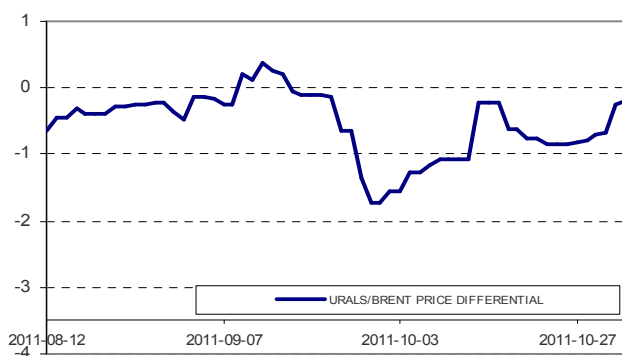
OTP and Komerční's relative performance vs. WIG Banks index (EUR)



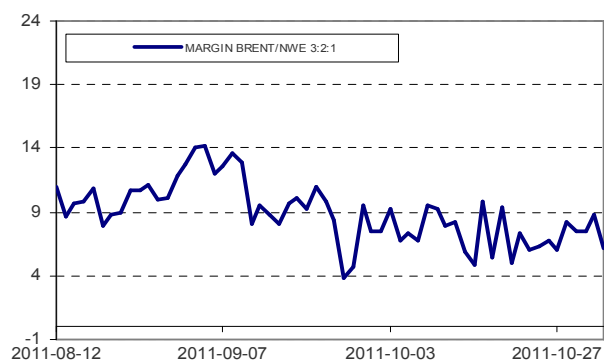
BRENT (USD/bbl)



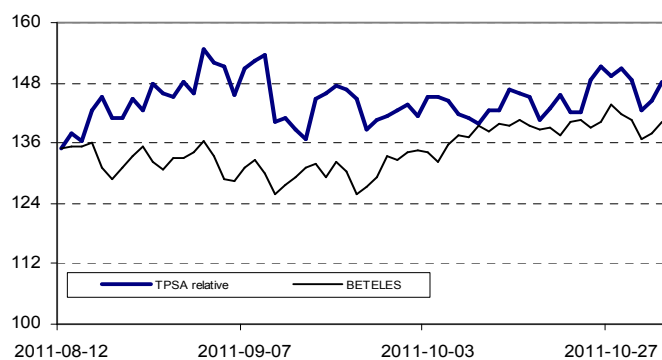
BRENT (USD/bbl)



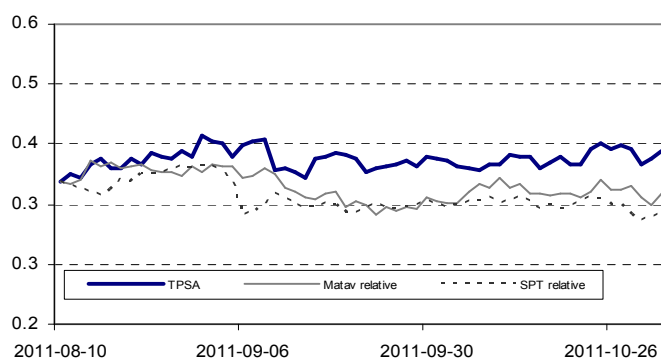
BRENT (USD/bbl)



TPSA vs. BETELES - Bloomberg Europe 500 Telecom Services Index (EUR)

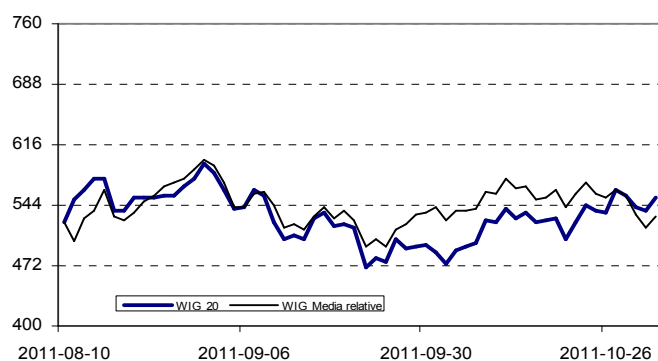


National operator quotations: TPSA, Hungarian Magyar Telecom and Czech SPT (EUR)

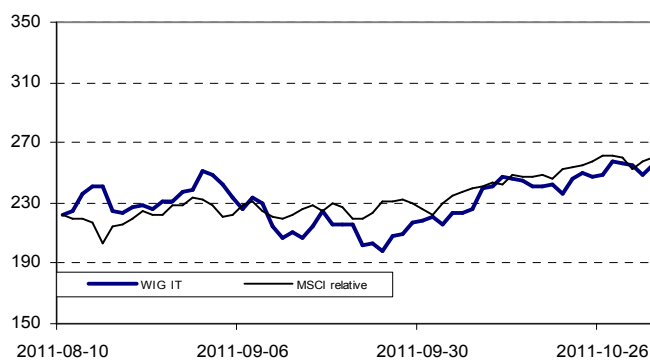


Source: Bloomberg

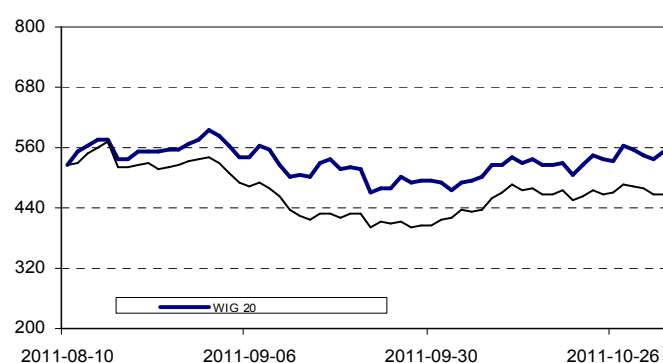
WIG Media index vs. WIG 20 index (EUR)



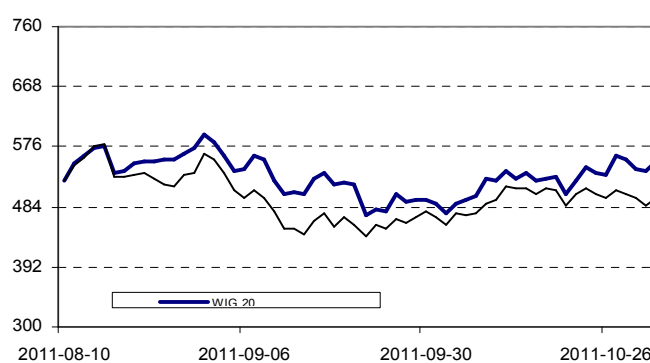
WIG IT index vs. MSCI



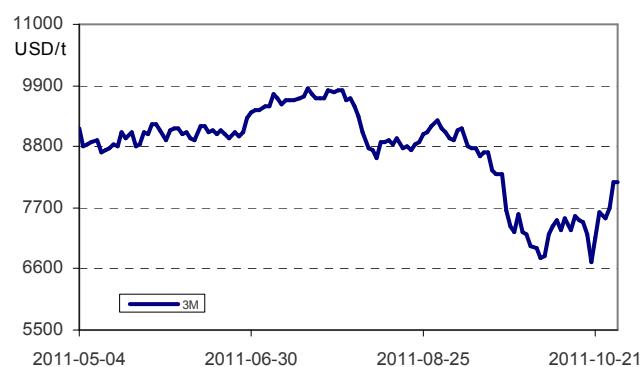
WIG Construction index vs. WIG 20 index (EUR)



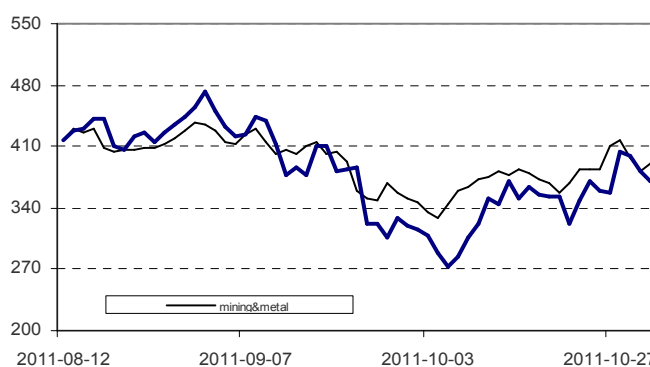
WIG Developers index vs. WIG 20 index (EUR)



Copper price on LME



KGHM vs. mining&metal sector index (USD)



Source: Bloomberg



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List of abbreviations and ratios contained in the report.

EV – net debt + market value (EV – economic value)

EBIT – Earnings Before Interest and Taxes

EBITDA – EBIT + Depreciation and Amortisation

PBA – Profit on Banking Activity

P/CE – price to earnings with amortisation

MC/S – market capitalisation to sales

EBIT/EV – operating profit to economic value

P/E – (Price/Earnings) – price divided by annual net profit per share

ROE – (Return on Equity) – annual net profit divided by average equity

P/BV – (Price/Book Value) – price divided by book value per share

Net debt – credits + debt papers + interest bearing loans – cash and cash equivalents

EBITDA margin – EBITDA/Sales

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BUY – we expect that the rate of return from an investment will be at least 15%

ACCUMULATE – we expect that the rate of return from an investment will range from 5% to 15%

HOLD – we expect that the rate of return from an investment will range from –5% to +5%

REDUCE – we expect that the rate of return from an investment will range from -5% to -15%

SELL – we expect that an investment will bear a loss greater than 15%

Recommendations are updated at least once every nine months.

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