



Equity Market
Poland

Morning Comments

Institutional Sales and Research:

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Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	13 228.3	+0.18%	FTSE 100	5 777.1	+0.49%	Copper (LME)	8 415.0	+1.14%
S&P 500	1 403.4	+0.24%	WIG20	2 244.3	+1.57%	Crude Oil (Brent)	120.0	+0.31%
NASDAQ	3 069.2	+0.61%	BUX	18 235.0	+0.28%	USD/PLN	3.14	-0.43%
DAX	6 801.3	+0.91%	PX 50	935.0	+0.52%	EUR/PLN	4.17	-0.15%
CAC 40	3 266.3	+1.14%	PLBonds10	5.40	+0.22%	EUR/USD	1.33	+0.27%

Company & Sector Information

Handlowy

Hold – 19/01/12

Target price: PLN 72.0

Deputy CEO resigns

Bank Handlowy announced that its Deputy CEO in charge of retail banking, Sonia Wędrychowicz-Horbatowska, had resigned for personal reasons. The CEO will propose her replacement at the next Supervisory Board meeting on 21 May. (I. Rokicka)

MOL

Reduce - 19/04/12

Target price: HUF 15 265

INA's results for Q1 2012

INA published its results for Q1 2012. We have no separate earnings forecasts for INA. Because of reporting differences vs. MOL's consolidated accounts (different segmental breakdown, lower D&A charges), they cannot be compared directly with MOL's earnings. That said, q/q changes in individual positions are worth scrutinizing, because they may shed some light on MOL's performance (its Q1 report will be published on 15 May). INA's adjusted operating profit increased by ca. HUF 700m q/q. We note an improvement in Downstream (+HUF 28bn), where, in addition to there having been no technical problems (improved yields), earnings were boosted by the LIFO effect and F/X differences (HUF 5bn q/q). Upstream earnings declined vs. Q4 (-HUF 27.5bn) due to the lack of crude volumes from Syria, inflated base of comparison (processing of crude inventories from the Sisak refinery) and a HUF 10bn increase in the loss on regulated gas sales (MOL reports this business in a different segment). To sum up, INA's results do not suggest major discrepancies vs. our forecasts for MOL. The slightly better-than expected performance in Downstream is neutralized by the higher loss incurred by Prirodni Plin (we expected a result ca. HUF 6bn higher in the latter area). (K. Kliszcz)

Telecoms

EC investigates

The European Commission has launched a three-month in-depth investigation of whether the Polish telecom regulator, the UKE, should allow TPSA to grant other operators only limited access to its planned fiber-optic network. If, under pressure from the EC, the UKE forces TPSA to grant greater access to its infrastructure to competitors, this will be bad news for the incumbent, as it will eliminate incentives for further investment, and infrastructural investment is something that could allow TPSA to strengthen its position in the broadband access market. Such a development would be good for Netia, which does not have enough funds to make major investments in fiber-optic infrastructure by itself. (P. Grzybowski)

AB

Hold – 05/03/12

Target price: PLN 22.5

Raiffeisen's appeal is successful

The Supreme Court has accepted Raiffeisen's appeal and remanded a lower court ruling on swap settlement. **Bad news.** The Company has already released PLN 7.5m worth of provisions on the dispute and booked PLN 1.7m in interest charges on the disputed amount. The Supreme Court ruling may force the Company to create provisions again, and, if the lower court ruling is changed, deprive it of PLN 9.2m cash. (P. Grzybowski)

Action

Reduce - 05/03/12

Target price: PLN 18.1

Shareholders approve dividend payout

Actions shareholders approved a PLN 13.8m dividend payout from 2011 profits (PLN 0.84 per share). Dividend record day will be 17 May 2012, with payout on 1 June 2012. **The approved payout is in line with earlier proposals.** (P. Grzybowski)

Comarch

Reduce - 13/10/11

Target price: PLN 45.9

New acquisition

Comarch's subsidiary CASA Management and Consulting bought a 100% stake in Esaprojekt for PLN 12.2m. Esaprojekt is a producer and supplier of comprehensive IT solutions for the healthcare

industry. This is a further step aimed at strengthening Comarch's standing in the healthcare segment. Earlier, Comarch launched its own diagnostic unit, and it is developing software for healthcare providers within iMed24. (P. Grzybowski)

Centrum Klima

Buy - 15/11/11

Target price: PLN 15.0

Lindab to buy controlling stake from main shareholders, make tender offer for remaining shares

The Company announced that on 27 April 2012 terms had been agreed for the sale of shares by current shareholders, Messrs. Marek Perendyk and Wojciech Jakrzewski, to Lindab AB. As a result of the transaction, Lindab AB will control 51.8% stake in the Company. The agreement will be signed on 30 April 2012. On the next working day, Lindab will make a tender offer for the remaining shares at PLN 14.50 apiece, i.e. at the price at which the majority shareholders will sell their shares. Lindab and Centrum Klima have many markets in common, including Poland. **The price in the tender offer, taking into account PLN 0.50 per-shared dividend (record day is 23 April) matches perfectly the 9M target price set in our report published in 15 November 2011. The price is 26.3% above the market average for the past three months and 29.3% above the April 27 closing price. Under our forecasts, CKL is trading at 12.2x P/E and 7.8x EV/EBITDA. Note that in our November report, we cut our earnings forecasts for 2011 and 2012, but the Company still missed our 2011 projection. Moreover, net debt was PLN 1.7m higher at the end of 2011 than we had expected (-PLN 0.2 per share). Q1'12 earnings disappointed at every level, as well as showed y/y decline at the EBIT level and the bottom line. Moreover, operating cash flows were weak, and 2012 earnings will be impacted by Q1'12 F/X losses (PLN 0.24m). Given all the above, we see no justification for a price higher than the proposed tender offer price. We will announce our final verdict on Lindab's tender offer soon.** (J. Szkopek)

Erbud

Buy - 26/01/12

Target price: PLN 24.0

PLN 22.7m contract

Erbud signed a PLN 22.7m agreement with FSB Piekarnie for the construction of a bakery. The contract accounts for 1.6% of 2012 forecasted revenues and has a deadline in December 2012. In addition, in consortium with its subsidiary PBDI, Erbud signed an agreement for the construction of a wind farm in Rząśnia. The fee is PLN 43.2m (3.1% of 2012 forecasted revenues), and the timeline is 14 months. **Good news.** (M. Stokłosa)

Mostostal Warszawa

Buy - 26/01/12

Target price: PLN 27.2

PBG

Buy - 12/03/12

Target price: PLN 67.4

Polimex Mostostal

Accumulate - 05/03/12

Target price: PLN 2.01

Mostostal's PLN 598.3m bid rejected

The National Chamber of Appeals has upheld PBG's appeal and mandated that bids for the construction of a waste incineration plant in Kraków be reconsidered. The Chamber has also mandated that Mostostal Warszawa's bid be rejected on the grounds that it did not include precise parameters for Trace Lock, a chemical used to stabilize and solidify the waste. **Bad news for MSW, potentially good news for PBG, as its bid is now more likely to win. The bid submitted by the consortium of PBG, CNIM and Control Process had a price tag of PLN 574.5m, compared to MSW's PLN 598.3m, Budimex's PLN 609.5m and Posco's PLN 653.2m.** (M. Stokłosa)

Mostostal's PLN 528.3m bid rejected

The National Chamber of Appeals has upheld PBG's appeal and mandated that bids for the construction of a waste incineration plant in Bydgoszcz be reconsidered. The Chamber has also mandated that Mostostal Warszawa's bid be rejected. **Bad news for MSW, potentially good news for PXM or PBG. The bid submitted by the consortium of PBG, CNIM and Rafako had a price tag of PLN 647.2m, compared to MSW's PLN 528.3m and PLN 653.9m bid submitted by a consortium of Polimex, Fisia Babcock and Doraco. Earlier, the Chamber sided with MSW and rejected Astaldi's PLN 477.2m bid.** (M. Stokłosa)

Polimex Mostostal

Accumulate - 05/03/12

Target price: PLN 2.01

Deleveraging plans

Polimex is not planning a stock offering and is not preparing for such a move. In the next few months, Polimex might sell PLN 80m worth of assets, with the first transactions coming before the end of Q2 2012. The Company might sell Sefako, a 33% stake in Torpol as well as shares in two Ukrainian companies and one Romanian one. Polimex has property development assets with book value exceeding PLN 360m. It is planning to repay PLN 100m worth of bonds maturing in July 2012, and to roll over PLN 194.5m worth of bonds maturing in October. Its order backlog amounts to PLN 12bn, including over PLN 4.5bn in orders for 2012. If the Company wins a contract at the Kozienice power plant, it will make further bids. **An SPO is the measure of last resort. We do not assume it in our forecasts.** (M. Stokłosa)

Ulma Construcccion

Hold - 05/04/12

Target price: PLN 69.3

Ulma incorporates Lithuanian subsidiary

Ulma has incorporated a subsidiary in Lithuania called Ulma Construcccion Baltic. The subsidiary will lease and sell formworks and scaffoldings. **A minor piece of good news.** (M. Stokłosa)

Unibep

Buy - 23/01/12

Target price: PLN 7.0

Unibep buys an office project for PLN 13.8m

Unibep has bought a 100% stake in Wola House from Selvaag Eiendom. The total value of the transaction (cash payment and repayment of loans extended by previous shareholders) is PLN

13.8m. The payment will be made in installments, with the final one scheduled for 20 April 2013. Wola House owns a 4964 m² lot in Warsaw, where Unibep is planning to build an office building with GLA of 20 thousand square meters. **An attractive transaction and good news. Unibep is paying PLN 690 per square meter of leasable area. Construction is set to start in June 2012. Towards the end of 2012, Unibep will complete and sell another office building in Warsaw, which will free considerable amount of cash and allow it to secure financing for the new project.** (M. Stokłosa)

J.W. Construction

Reduce - 23/01/12

Target price: PLN 6.1N

Land acquisition from Black Lion

The Company signed an agreement for the acquisition of perpetual usufruct to an 81.2k m² lot in Warsaw for PLN 155m, of which PLN 62.6m has already been paid into an escrow account and PLN 95m has been paid through the issue of 3Y bonds and 3M WIBOR plus an unspecified margin. The price will be reduced by PLN 30m if a zoning plan for the area is not approved by 31 December 2013. **The final agreement is better for JWCH than the preliminary agreement signed in March 2011, which put the price at PLN 174m with no option for reduction. The announcement suggests that JWCH will not launch construction before new zoning decisions are in, which might not happen this year. We are pleased that the transaction has been finalized, and we like the price.** (P. Zybała)

JWCH wants to force the city of Warsaw to buy land for PLN 91.13m

JWCH is suing the city of Warsaw, demanding that it buy a 3.2 ha lot for PLN 91.13m plus interest calculated since 8 January 2010. The city has zoned the property for a freeway, but no zoning plan was in force when JWCH bought it. Since the change significantly affects JWCH's ability to use the property, it believes it is justified in demanding that the city buy it. City authorities have declined to do this voluntarily. **Our forecasts do not assume that JWCH sells the lot to the city and gets cash for it. If this happens, it will be good news.** (P. Zybała)

NFI EMF

Hold - 29/12/11

Target price: PLN 8.8

Penta Investments and Eastbridge increase tender offer price to PLN 10.38 per share

The new price will apply to all shares tendered, including shares tendered before the announcement of the price increase. Subscriptions will last through 8 May. **As we said earlier, the weak 2012 earnings give no grounds for an increase in our valuation.** (G. Borowska)

NG2

Buy - 29/12/11

Target price: PLN 54.0

NG2 hoping to boost its market share in Polish footwear market to 20% by the end of 2013

In a letter to shareholders, the CEO added that the Company was planning to continue its expansion in the CEE area, as well as to stand by its dividend policy in the upcoming years. **News in line with earlier declarations.** (G. Borowska)

Redan

Bankruptcy motion for subsidiary Baleno Sp. z o.o.

The filing was made by Baleno itself, which operates two franchise stores. Redan will have to recognize total write downs in the amount of PLN 536 thousand (on shares, receivables, PP&E and losses from previous periods). On the other hand, future earnings will improve as Baleno will no longer generate losses. (G. Borowska)

More News

Ciech	Supervisory Board is recruiting CEO and two Management Board members.
Dębica	Management Board is recommending PLN 3.29 per-share dividend from 2011 earnings.
Duda	PKM Duda expects a major y/y decline in margins in Q1 2011 due to high livestock prices. The situation in early Q2 looks no better. FY 2012 earnings will be weaker than in FY 2011.
Ergis-Eurofilms	Ergis-Eurofilms was forced to recognize impairment charges on its German subsidiaries, as a result of which it reported a consolidated loss.
Gant	Gant Development will issue PLN 50m worth of bonds in Q2 2012. By the end of the year, it will sell 1100 units (net).
Instal Kraków	Instal Kraków has won a PLN 22.9m (gross) contract for the overhaul of the Łabędy water treatment station in Gliwice. The deadline is 28 February 2014.
Kernel	Kernel will buy two companies which manage 119.2k ha of land between them for USD 98m. As a result, its land bank will increase to 330k ha and its storage capacity to 2.7 Mt of grain. Antitrust clearance will be necessary.

LW Bogdanka	Management Board does not rule out external financing in order to pay a higher dividend. If problems increase, investment budget may be cut. Shareholders approved a PLN 4 per-share dividend payout, against the Management's PLN 2 per-share recommendation.
Orzeł Biały	Shareholders approved a PLN 0.75 per-share dividend payout. The record date will be 28 May, and payout is scheduled for 14 June.
PEKAO	Shareholders will vote on profit allocation proposals on 1 June, and the proposed day of record is 19 June.
PGE	Shareholders will vote on dividends on 30 May, the proposed payout is 6 September.
PZU	Shareholders will vote on profit allocation proposals on 30 May, and the proposed day of record is 30 July. The Management Board is recommending a PLN 20.3 per-share dividend.
Tarnów	ZAT will pay no dividend for 2011. The payout for 2012 may amount to 40-60% of the net profit.
Tauron, Puławy	Profit allocation at ZAT and ZAP will follow Management recommendations.
Warimpex	Warimpex is planning to sell 2-3 facilities in 2012, including the Intercontinental Hotel in Warsaw by the end of June. The Company wants to sustain this pace in the next two years. If the plans work through, Warimpex may pay a dividend for 2012.
Wikana	Wikana's subsidiaries signed six purchase agreements with Redevco Polska Gamma concerning properties spanning a combined area of 2.2 hectares. The total purchase prices is EUR 7.57m.

Insider Trading and Fund Activity

4Fun Media	4Fun Media repurchased 1935 treasury shares.
Marvipol	Marvipol repurchased 3300 treasury shares at an avg. PLN 7,70 a share on 27 April.
Polimex MS	PPIM reduced equity interests to 4.97% from 5.71%.

Corporate Action Calendar

Monday /30.04.12/	
CEZ	2011 report.
COMARCH	2011 report.
ECHO INVESTMENT	2011 report.
FAMUR	2011 report.
KOPEX	2011 report.
PBG	2011 report.
RAFAKO	2011 report.

Economic Calendar

Monday /30.04.12/

Time	Region	Report	Period	Forecast	Previous
10:00	EU	M3 money supply	March		2.8% y/y
14:30	USA	Core PCE Deflator	March		0.1% m/m; 1.9% y/y
14:30	USA	PCE Deflator	March		0.3% m/m; 2.3% y/y
14:30	USA	Personal income	March		0.2% m/m
14:30	USA	Personal spending	March		0.8% m/m
15:45	USA	Chicago PMI	April		62.2

Tuesday /01.05.12/

Time	Region	Report	Period	Forecast	Previous
10:30	UK	PMI Manufacturing	April		52.1
16:00	USA	Construction spending	March		-1.1%
16:00	USA	ISM Manufacturing	April		53.4
	Poland	WSE closed for bank holiday			
		Quarterly earnings announcements from Automatic Data Processing, BP, Pfizer before US market open.			
		Quarterly earnings announcement from Broadcom after US market close.			

Wednesday /02.05.12/

Time	Region	Report	Period	Forecast	Previous
4:30	China	PMI Manufacturing	April		48.3
8:00	Germany	Unemployment rate	March		5.7%
9:00	Poland	PMI Manufacturing	April		50.1
10:30	UK	M4 money supply	March		-1.9% m/m; -3.4% y/y
10:30	UK	Mortgage approvals	March		48,990
11:00	EU	Unemployment rate	March		10.8%
14:15	USA	ADP Employment report	April		209,000
16:00	USA	Industrial orders	March		1.3% m/m
		Quarterly earnings announcements from MasterCard, Time Warner before US market open.			
		Quarterly earnings announcements from MetLife, Visa after US market close.			

Thursday /03.05.12/

Time	Region	Report	Period	Forecast	Previous
10:30	UK	Foreign reserves	April		45.71bn
10:30	UK	PMI Services	April		55.3
11:00	EU	PPI	March		0.6% m/m; 3.6% y/y
11:00	EU	Interest rate			1.0%
14:30	USA	Nonfarm productivity	1Q		0.9% q/q; 3.1% y/y
14:30	USA	Unit labor cost	1Q		2.8% q/q; 3.1% y/y
16:00	USA	ISM Non-Manufacturing	April		56
	Poland	WSE closed for bank holiday			
		Quarterly earnings announcements from BMW, France Telecom, Societe Generale before US market open.			

Friday /04.05.12/

Time	Region	Report	Period	Forecast	Previous
4:30	China	PMI Services	April		53.3
11:00	EU	Retail sales	March		-0.1% m/m; -2.1% y/y
14:30	USA	Average hourly wages	April		19.68
14:30	USA	Average weekly hours	April		33.8
14:30	USA	Change in manufacturing payrolls	April		37,000 m/m
14:30	USA	Change in private payrolls	April		120,000 m/m
14:30	USA	Unemployment rate	April		8.2%
		Quarterly earnings announcements from BNP Paribas before US market open.			

Current recommendations of BRE Bank Securities S.A.

Company	Recommendation	Date issued	Price on report date	Target price	Current price	Upside / Downside	P/E 2012	P/E 2013	EV/EBITDA 2012	EV/EBITDA 2013
Banks										
GET BANK	Reduce	2012-03-21	1.98	1.85	1.91	-3.1%	10.3	10.1		
HANDLOWY	Hold	2012-01-19	73.95	72.00	74.80	-3.7%	13.4	12.6		
ING BSK	Hold	2012-01-19	80.70	80.00	80.85	-1.1%	12.2	11.1		
KREDYT BANK	Suspended	2012-02-28	11.96	-	13.44	-	-	-	-	-
MILLENNIUM	Sell	2012-03-05	4.34	3.30	4.20	-21.4%	13.6	11.2		
PEKAO	Reduce	2012-01-19	145.90	135.00	147.00	-8.2%	14.1	13.1		
PKO BP	Accumulate	2012-04-05	33.00	35.00	32.70	7.0%	12.1	10.9		
Insurance										
PZU	Accumulate	2012-01-23	327.00	345.00	319.60	7.9%	11.8	11.1		
Financial services										
KRUK	Buy	2012-03-29	50.90	59.40	48.20	23.2%	9.9	8.7		
Fuels, chemicals										
CIECH	Buy	2012-01-16	17.35	21.50	17.35	23.9%	12.8	9.7	4.9	4.3
LOTOS	Reduce	2012-03-05	26.84	21.60	28.80	-25.0%	8.9	6.9	8.4	6.5
MOL	Reduce	2012-04-19	242.10	214.57	240.70	-10.9%	12.3	9.6	6.0	5.1
PGNIG	Reduce	2012-01-16	4.04	3.69	4.08	-9.6%	24.9	8.3	8.1	4.6
PKN ORLEN	Hold	2011-11-17	39.25	39.00	36.67	6.4%	13.1	11.0	6.2	5.4
POLICE	Hold	2012-01-16	9.62	10.00	9.28	7.8%	9.1	8.1	5.3	4.2
ZA PULAWY	Reduce	2012-04-05	102.00	85.54	98.85	-13.5%	10.5	10.2	5.5	5.3
Power Utilities										
CEZ	Reduce	2012-01-05	140.00	124.90	126.80	-1.5%	9.2	9.0	6.6	6.6
ENEA	Accumulate	2011-11-04	17.77	21.24	16.28	30.5%	8.1	7.9	3.2	3.6
PGE	Buy	2012-03-05	19.80	23.07	18.52	24.6%	7.8	8.8	4.1	4.8
TAURON	Buy	2012-01-02	5.35	7.44	4.64	60.3%	6.0	7.8	3.7	4.2
Telecommunications										
NETIA	Reduce	2012-04-05	6.35	5.70	5.94	-4.0%	19.5	16.0	4.9	4.5
TPSA	Hold	2012-01-23	17.90	17.40	16.63	4.6%	18.5	16.5	4.8	4.6
Media										
AGORA	Buy	2012-01-23	10.66	15.30	11.05	38.5%	18.6	16.8	3.4	3.1
CINEMA CITY	Hold	2012-03-05	32.00	33.50	29.05	15.3%	12.3	10.0	6.3	5.4
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	13.71	8.0%	12.2	11.6	7.9	7.4
TVN	Hold	2011-12-05	10.13	10.30	9.50	8.4%	11.1	10.5	7.7	6.9
IT										
AB	Hold	2012-03-05	21.72	22.50	20.40	10.3%	7.6	6.8	6.2	5.7
ACTION	Reduce	2012-03-05	23.25	18.10	22.00	-17.7%	9.8	9.1	6.9	6.4
ASBIS	Hold	2012-03-05	2.80	2.60	2.46	5.7%	8.3	7.3	4.9	5.0
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	46.44	40.0%	8.6	8.0	5.1	4.6
COMARCH	Reduce	2011-10-13	50.25	45.90	63.00	-27.1%	15.8	14.7	7.0	6.2
SYGNITY	Hold	2012-03-05	21.76	23.00	21.99	4.6%	15.2	10.8	6.3	5.1
Mining & Metals										
JSW	Buy	2012-01-23	99.00	127.00	90.50	40.3%	7.3	9.0	3.0	3.3
KGHM	Hold	2012-03-05	151.40	151.50	134.60	12.6%	6.4	10.5	2.1	2.8
LW BOGDANKA	Hold	2012-03-05	127.80	132.00	125.10	5.5%	14.2	9.2	6.5	4.5
Manufacturers										
ASTARTA	Reduce	2012-03-01	66.00	56.1	60.90	-7.9%	4.6	3.7	5.0	4.1
BORYSZEW	Reduce	2012-03-05	0.82	0.65	0.71	-8.5%	17.7	17.0	8.6	8.2
CEDC	Hold	2012-01-23	13.10	13.8	14.95	-7.7%	27.6	12.4	11.5	9.2
CENTRUM KLIMA	Buy	2011-11-15	9.65	15.0	10.87	38.0%	9.2	8.7	5.9	5.4
FAMUR	Hold	2012-03-05	3.66	3.6	3.50	2.9%	12.2	11.9	7.0	7.0
IMPEXMETAL	Buy	2012-01-19	3.46	5.7	3.90	46.2%	9.7	8.2	6.4	5.4
KERNEL	Reduce	2012-01-10	71.00	61.1	66.40	-8.0%	6.4	5.7	5.4	4.4
KĘTY	Accumulate	2012-03-05	123.40	136.7	116.50	17.3%	9.6	9.2	6.0	5.7
KOPEX	Hold	2012-03-05	23.10	22.6	19.00	18.9%	8.7	8.9	5.7	5.5
MONDI	Sell	2012-04-05	71.50	74.4	70.95	4.9%	12.1	14.0	8.3	9.0
ROVESE	Accumulate	2012-03-05	5.38	6.0	4.18	43.5%	10.0	9.0	5.7	5.1
Construction										
BUDIMEX	Accumulate	2012-02-27	87.80	98.10	78.00	25.8%	8.4	10.5	3.5	6.4
ELEKTROBUDOWA	Hold	2012-03-05	116.00	112.40	105.00	7.0%	10.9	9.1	6.8	5.7
ERBUD	Buy	2012-01-26	17.25	24.00	15.30	56.9%	7.1	7.0	4.3	3.7
MOSTOSTAL WAR.	Buy	2012-01-26	18.72	27.20	13.61	99.9%	7.0	5.2	2.5	1.8
PBG	Buy	2012-03-12	52.10	67.40	23.21	190.4%	3.7	3.3	6.2	4.9
POLIMEX MOSTOSTAL	Accumulate	2012-03-05	1.74	2.01	1.03	95.1%	5.2	4.9	4.6	4.1
RAFAKO	Hold	2012-03-05	10.60	11.00	8.84	24.4%	9.4	8.0	5.8	4.3
TRAKCJA TILTRA	Suspended	2011-12-19	1.10	-	1.06	-	-	-	-	-
ULMA CP	Hold	2012-04-05	67.50	69.30	58.20	19.1%	10.6	21.2	3.2	3.6
UNIBEP	Buy	2012-01-23	6.04	7.00	5.11	37.0%	6.4	6.3	6.1	3.3
ZUE	Buy	2012-01-26	7.33	9.20	7.00	31.4%	7.8	7.6	3.9	3.4
Property Developers										
BBI DEVELOPMENT	Hold	2012-01-23	0.32	0.34	0.33	3.0%	360.6	39.2	32.3	50.0
DOM DEVELOPMENT	Hold	2012-01-23	29.50	31.40	36.50	-14.0%	10.5	17.3	8.5	15.2
ECHO	Buy	2012-01-24	3.75	4.70	3.92	19.9%	6.2	11.3	9.8	27.8
GTC	Suspended	2012-04-05	6.28	-	7.15	-	-	-	-	-
J.W.C.	Reduce	2012-01-23	7.15	6.10	5.44	12.1%	10.4	10.5	13.6	16.1
PA NOVA	Buy	2012-01-23	19.23	25.80	21.50	20.0%	12.0	6.7	14.4	7.7
POLNORD	Hold	2012-01-23	15.10	15.70	13.90	12.9%	5.7	5.0	17.9	-
ROBYG	Hold	2012-03-05	1.46	1.43	1.30	10.0%	7.9	11.1	8.4	11.6
Retail/Wholesale										
EUROCASH	Hold	2012-03-05	34.40	34.70	39.40	-11.9%	22.5	17.5	13.3	11.1
LPP	Suspended	2012-04-05	2 950.00	-	2 752.50	-	-	-	-	-
NFI EMF	Hold	2011-12-29	8.34	8.80	9.59	-8.2%	19.2	11.3	6.2	5.2
NG2	Buy	2011-12-29	46.50	54.00	56.00	-3.6%	15.0	12.0	10.7	8.7
VISTULA	Hold	2011-11-21	0.86	0.90	1.04	-13.5%	16.9	9.9	7.9	7.0

CEE bank valuations /27.04.2012/

	Price	P/E			ROE			P/BV			D/Y		
		2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH BANKS													
Get Bank	1.90	5.8	10.2	10.1	20%	10%	9%	1.1	1.0	0.9	0.0%	0.0%	0.0%
Handlowy	77.0	13.7	13.8	12.9	11%	11%	11%	1.6	1.5	1.5	7.4%	3.5%	7.2%
ING BSK	80.6	11.9	12.2	11.1	15%	13%	13%	1.6	1.5	1.3	1.9%	0.8%	2.5%
Kredyt Bank	13.5	11.2	16.2	13.8	11%	7%	8%	1.2	1.1	1.0	2.7%	0.0%	0.0%
Millenium	4.2	10.8	13.4	11.1	11%	8%	9%	1.1	1.0	0.9	2.4%	0.0%	0.0%
Pekao	152.0	13.8	14.5	13.6	14%	13%	13%	1.9	1.8	1.7	4.5%	3.6%	4.8%
PKO BP	33.5	11.0	12.4	11.2	17%	14%	15%	1.8	1.7	1.6	5.9%	4.5%	4.0%
Median		11.2	13.4	11.2	14%	11%	11%	1.6	1.5	1.3	2.7%	0.8%	2.5%
INVESTORS IN POLISH BANKS													
AIB	0.1	-	-	-	-	-	-	-	-	-	-	-	-
BCP	0.1	-	10.7	3.8	-	1%	3%	0.1	0.1	0.1	0.0%	0.0%	4.7%
Citigroup	33.5	8.7	8.4	7.1	7%	7%	7%	0.5	0.5	0.5	0.1%	0.7%	1.9%
Commerzbank	1.6	4.5	6.2	4.9	5%	6%	7%	0.4	0.4	0.3	0.0%	1.0%	2.8%
ING	5.4	4.1	4.2	3.9	12%	10%	10%	0.5	0.4	0.4	0.0%	1.9%	5.8%
KBC	14.7	7.7	4.2	3.2	6%	13%	14%	0.5	0.5	0.4	1.7%	1.9%	3.3%
UCI	3.1	10.0	9.0	6.1	-	2%	5%	0.2	0.3	0.3	0.2%	3.4%	5.9%
Median		7.7	7.3	4.4	6%	6%	7%	0.4	0.4	0.4	0.0%	1.4%	4.0%
FOREIGN BANKS													
BEP	2.5	7.8	22.3	8.9	6%	3%	6%	0.4	0.5	0.5	6.9%	4.4%	6.6%
Deutsche Bank	33.5	7.0	6.8	6.0	9%	9%	9%	0.6	0.6	0.5	2.2%	2.4%	2.9%
Erste Bank	17.1	17.5	8.0	5.9	-	8%	9%	0.6	0.6	0.6	0.0%	2.4%	3.5%
Komerční B.	3460.0	12.0	10.2	9.5	15%	16%	17%	1.7	1.6	1.5	5.9%	6.6%	7.5%
OTP	3810.0	9.6	7.7	5.5	7%	10%	12%	0.7	0.7	0.6	2.4%	4.6%	6.7%
Santander	4.8	5.6	6.6	5.5	10%	9%	11%	0.6	0.6	0.6	12.4%	11.7%	11.9%
Türkiye Garanti B.	6.6	9.2	8.9	7.9	18%	16%	17%	1.6	1.4	1.2	2.1%	2.1%	2.7%
Türkiye Halk B.	12.4	7.7	7.3	6.6	25%	22%	21%	1.8	1.5	1.3	2.6%	2.6%	3.1%
Sberbank	3.2	6.4	6.4	5.9	27%	22%	21%	1.6	1.4	1.2	2.3%	2.6%	3.4%
VTB Bank	4.3	7.1	6.6	5.4	16.0%	15.9%	16.3%	1.1	1.0	0.8	1.5%	1.6%	2.1%
Median		7.8	7.5	5.9	15%	13%	14%	0.9	0.8	0.7	2.3%	2.6%	3.4%

Insurance company valuations /27.04.2012/

	Price	P/E			ROE			P/BV			D/Y		
		2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES													
PZU	324.5	11.9	11.9	11.2	18%	18%	19%	2.2	2.1	2.1	8.0%	7.6%	7.5%
FOREIGN COMPANIES													
Vienna Insurance G.	31.2	10.1	9.2	8.4	9%	10%	10%	0.9	0.8	0.8	3.5%	3.9%	4.3%
Uniqa	13.0	-	15.1	14.2	-	13%	13%	2.0	1.8	1.6	0.0%	2.5%	2.7%
Aegon	3.6	7.3	6.3	5.6	4%	6%	6%	0.4	0.4	0.4	2.8%	5.4%	6.2%
Allianz	85.3	13.0	7.6	7.1	7%	11%	11%	0.9	0.8	0.8	5.1%	5.5%	5.9%
Aviva	3.2	5.9	5.5	5.3	11%	13%	13%	0.7	0.7	0.7	8.5%	8.7%	9.1%
AXA	11.0	6.5	6.0	5.5	11%	10%	10%	0.6	0.5	0.5	6.4%	6.9%	7.5%
Baloise	71.2	28.3	7.4	6.8	3%	10%	11%	0.8	0.8	0.7	6.1%	6.5%	6.6%
Generali	63.9	8.3	7.9	7.3	10%	10%	10%	0.8	0.8	0.8	6.1%	6.6%	6.8%
Helvetia	328.3	10.6	8.3	7.9	9%	11%	11%	0.9	0.8	0.8	4.9%	5.1%	5.2%
Mapfre	2.2	7.0	6.5	6.2	14%	14%	14%	0.9	0.9	0.9	7.0%	7.2%	7.6%
RSA Insurance	1.0	7.4	7.6	7.4	14%	13%	13%	1.0	0.9	0.9	8.9%	9.2%	9.5%
Zurich Financial	224.1	8.5	7.9	7.4	12%	13%	13%	1.0	1.0	0.9	8.2%	8.3%	8.5%
Median		8.3	7.6	7.2	10%	11%	11%	0.9	0.8	0.8	6.1%	6.5%	6.7%


Fuel producer valuations /27.04.2012/

	Price	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y		
		2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
OIL COMPANIES																
Lotos	28.7	6.7	8.4	6.5	0.4	0.3	0.3	5.7	8.9	6.9	5%	4%	5%	0.0%	0.0%	2.3%
PKN Orlen	36.7	5.8	6.2	5.5	0.2	0.2	0.2	6.6	13.1	11.0	4%	4%	4%	0.0%	8.0%	4.1%
MOL	17900.0	5.6	5.0	4.8	0.6	0.6	0.6	7.9	8.1	7.0	11%	12%	13%	3.6%	4.0%	4.7%
OMV	25.2	4.0	3.1	3.0	0.5	0.5	0.4	7.9	6.0	5.5	12%	15%	15%	4.1%	4.6%	4.9%
Hellenic Petroleum	5.6	10.5	8.0	6.8	0.5	0.4	0.4	11.6	7.5	6.1	4%	5%	6%	8.0%	8.7%	9.3%
Tupras	37.0	4.2	5.1	4.7	0.2	0.2	0.2	7.8	8.1	7.5	5%	4%	4%	9.5%	9.6%	10.2%
Unipetrol	171.5	12.5	8.7	8.3	0.3	0.3	0.3	-	55.3	-	3%	4%	4%	0.0%	2.7%	1.9%
Median		5.8	6.2	5.5	0.4	0.3	0.3	7.9	8.1	7.0	5%	4%	5%	3.6%	4.6%	4.7%
GAS COMPANIES																
PGNiG	4.1	8.4	8.1	4.6	1.2	1.2	1.1	14.8	24.8	8.3	14%	15%	23%	2.9%	2.1%	2.0%
Gazprom	169.0	-	-	-	-	-	-	3.2	3.3	3.6	-	-	-	4.1%	4.8%	4.6%
GDF Suez	17.7	5.9	5.6	5.3	1.1	1.0	1.0	11.8	10.7	9.9	18%	18%	19%	8.6%	8.6%	8.8%
Gas Natural SDG	10.9	6.3	6.1	5.9	1.5	1.4	1.3	9.0	8.1	7.7	23%	22%	22%	7.5%	8.1%	8.8%
Median		6.3	6.1	5.3	1.2	1.2	1.1	10.4	9.4	8.0	18%	18%	22%	5.8%	6.5%	6.7%

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


Power utilities valuations /27.04.2012/



	ENERGY COMPANIES															
	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
CEZ	126.3	6.6	6.6	6.6	2.8	2.8	2.5	9.9	9.2	9.0	42%	42%	38%	6.6%	5.7%	6.0%
ENEA	16.5	3.2	3.3	3.6	0.5	0.6	0.6	9.1	8.2	8.0	16%	17%	17%	2.5%	2.9%	0.0%
PGE	18.6	4.5	4.1	4.9	1.1	1.1	1.2	7.0	7.8	8.8	24%	28%	25%	3.5%	8.5%	6.4%
TAURON	4.7	4.2	3.7	4.2	0.6	0.5	0.6	6.7	6.0	7.9	15%	14%	13%	3.1%	4.7%	3.3%
E.ON	17.2	6.8	6.2	5.4	0.6	0.6	0.6	13.9	12.2	9.6	10%	9%	10%	5.8%	6.4%	6.5%
EDF	16.1	4.7	4.5	4.3	1.1	1.0	1.0	8.6	8.1	7.8	23%	23%	23%	7.2%	7.4%	7.7%
Endesa	13.7	4.5	4.5	4.4	1.0	1.0	0.9	6.7	7.0	6.7	22%	22%	22%	7.5%	6.1%	6.4%
ENEL SpA	2.5	4.8	5.2	5.0	1.1	1.1	1.1	5.8	6.9	6.7	24%	22%	22%	10.3%	6.1%	6.3%
Fortum	16.5	8.5	8.5	8.3	3.5	3.5	3.3	11.5	10.8	10.7	41%	41%	40%	6.2%	6.1%	6.1%
Iberdrola	3.6	6.7	6.4	6.2	1.7	1.6	1.6	7.3	7.5	7.3	25%	25%	25%	9.1%	9.0%	9.1%
RWE AG	32.9	4.8	4.6	4.5	0.8	0.8	0.8	7.7	7.9	8.2	16%	17%	17%	6.2%	6.3%	6.3%
Median		4.8	4.6	4.9	1.1	1.0	1.0	7.7	7.9	8.0	23%	22%	22%	6.2%	6.1%	6.3%


Fertilizer producer and chemical company valuations /27.04.2012/



	EV/EBITDA			EV/S			P/E			EBITDA margin			D/Y			
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2010	2011	2012
FERTILIZER PRODUCERS																
POLICE	9.2	2.6	5.3	4.1	0.3	0.3	0.3	2.2	9.0	8.0	12%	6%	7%	0.0%	0.0%	0.0%
ZA Pulawy	98.9	5.8	5.5	5.3	0.6	0.6	0.5	10.7	10.5	10.2	10%	10%	10%	4.7%	4.7%	4.8%
Acron	45.8	4.8	5.8	6.1	1.5	1.5	1.5	5.0	6.4	7.3	31%	26%	24%	7.4%	3.6%	3.0%
Agrium	67.1	4.5	4.6	4.6	0.7	0.7	0.7	7.1	7.2	7.3	16%	16%	15%	0.2%	0.6%	0.6%
DSM	43.5	3.8	4.2	4.2	1.5	1.6	1.6	36.7	46.9	45.5	40%	38%	38%	2.0%	2.0%	2.1%
K+S	37.9	6.1	6.3	5.6	1.4	1.4	1.3	11.2	11.8	10.4	23%	22%	24%	3.5%	3.5%	4.0%
Silvinit	28230.0	7.8	7.0	6.3	4.8	4.3	3.9	12.6	11.2	9.4	62%	63%	62%	1.4%	1.5%	1.5%
Uralkali	7.7	310.9	247.8	195.0	205.2	160.8	122.4	-	-	-	66%	65%	63%	0.2%	0.4%	0.9%
Yara	276.9	5.3	5.9	6.1	1.0	1.0	1.0	8.1	8.5	9.0	20%	18%	17%	2.4%	2.7%	2.8%
Median		5.3	5.8	5.6	1.4	1.4	1.3	9.4	9.8	9.2	23%	22%	24%	2.0%	2.0%	2.1%
CHEMICAL COMPANIES																
Ciech	17.3	5.8	4.9	4.3	0.5	0.5	0.5	-	12.7	9.6	8%	10%	11%	0.0%	0.0%	0.0%
Akzo Nobel	40.9	6.4	6.1	5.5	0.7	0.7	0.7	14.3	12.7	10.8	12%	12%	13%	3.5%	3.7%	3.9%
BASF	65.3	6.3	6.0	5.6	1.0	1.0	0.9	10.5	11.0	10.0	16%	16%	17%	3.6%	3.9%	4.1%
Croda	22.8	12.5	11.4	10.4	3.2	3.0	2.8	19.3	17.5	15.8	25%	27%	27%	2.4%	2.6%	2.9%
Dow Chemical	34.7	7.3	7.0	6.2	1.0	1.0	0.9	13.2	12.8	10.3	14%	14%	15%	2.6%	2.9%	3.3%
Rhodia	31.6	4.2	4.3	4.6	0.7	0.7	0.7	10.3	11.0	13.3	17%	16%	15%	2.0%	1.9%	1.5%
Sisecam	3.0	3.9	4.0	3.6	1.0	0.9	0.8	6.5	7.6	6.9	26%	24%	24%	1.5%	2.2%	2.4%
Soda Sanayi	3.5	5.2	5.3	5.2	1.3	1.1	1.0	5.5	8.0	6.8	24%	21%	20%	3.7%	4.3%	3.3%
Solvay	93.9	8.0	5.3	4.8	1.2	0.8	0.7	18.8	13.2	10.9	15%	14%	15%	3.1%	3.2%	3.5%
Tata Chemicals	336.0	6.4	5.2	4.9	1.1	0.9	0.8	11.6	9.5	8.8	17%	17%	17%	2.7%	3.2%	3.3%
Tessenderlo Chemie	23.6	4.3	4.7	4.2	0.4	0.4	0.4	10.6	12.7	10.6	9%	9%	10%	5.7%	5.6%	5.6%
Wacker Chemie	63.3	3.0	3.7	3.2	0.7	0.7	0.6	7.8	15.0	11.9	23%	19%	20%	4.0%	2.4%	2.8%
Median		6.0	5.2	4.8	1.0	0.8	0.8	10.6	12.7	10.4	16%	16%	16%	2.9%	3.1%	3.3%


European national telecom operator valuations /27.04.2012/




	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
Netia	6.0	4.7	4.9	4.6	1.8	1.3	1.2	9.4	19.7	16.2	38%	26%	27%	2.6%	10.9%	5.2%
TPSA	16.7	4.3	4.8	4.6	1.7	1.8	1.7	11.6	18.6	16.6	40%	38%	38%	12.6%	9.0%	7.2%
Median		4.5	4.9	4.6	1.7	1.5	1.5	10.5	19.2	16.4	39%	32%	32%	7.6%	9.9%	6.2%
MID CAPS																
Belgacom	21.6	4.7	5.0	5.0	1.4	1.4	1.4	9.0	9.8	10.0	30%	29%	29%	10.1%	10.1%	10.1%
Cesky Telecom	379.0	5.5	6.2	5.9	2.3	2.3	2.4	15.2	14.9	14.6	41%	38%	41%	10.5%	10.0%	9.6%
Hellenic Telekom	2.5	3.3	3.4	3.5	1.1	1.2	1.2	4.3	4.7	4.2	34%	34%	35%	5.1%	3.2%	6.4%
Matav	546.0	4.7	4.6	4.4	1.6	1.6	1.6	13.8	10.9	9.5	34%	35%	37%	9.2%	9.3%	10.4%
Portugal Telecom	4.0	4.9	4.8	4.8	1.8	1.6	1.6	7.4	9.2	8.8	36%	34%	34%	21.5%	14.5%	14.4%
Telecom Austria	8.3	4.6	4.8	4.8	1.6	1.6	1.6	15.8	18.9	16.0	34%	34%	34%	4.6%	4.4%	5.3%
Median		4.7	4.8	4.8	1.6	1.6	1.6	11.4	10.3	9.7	34%	34%	34%	10%	10%	10%
BIG CAPS																
BT	2.1	4.4	4.2	4.2	1.3	1.3	1.3	10.5	9.1	8.7	29%	31%	32%	3.5%	4.0%	4.7%
DT	8.5	4.5	4.6	4.7	1.4	1.4	1.5	12.6	13.1	12.5	32%	31%	31%	8.2%	8.2%	8.2%
FT	10.5	4.0	4.3	4.4	1.3	1.4	1.4	6.5	7.8	8.0	33%	32%	32%	13.4%	12.0%	11.5%
KPN	6.9	4.2	4.6	4.6	1.7	1.7	1.7	5.8	7.4	7.2	40%	38%	38%	12.4%	12.9%	13.1%
Swisscom	338.3	5.7	5.9	5.9	2.3	2.3	2.3	9.0	9.7	9.8	40%	39%	39%	6.5%	6.5%	6.8%
TELEFONICA	11.3	5.4	5.1	5.1	1.8	1.8	1.8	7.3	7.8	7.4	34%	35%	35%	13.6%	11.6%	11.3%
TeliaSonera	44.6	7.1	6.9	6.8	2.5	2.5	2.4	10.2	10.0	9.5	35%	35%	36%	6.3%	6.8%	7.2%
TI	0.9	4.2	4.3	4.2	1.7	1.7	1.7	6.7	6.8	6.6	41%	40%	40%	5.3%	5.3%	5.5%
Median		4.4	4.6	4.6	1.7	1.7	1.7	8.1	8.5	8.3	34%	35%	35%	7.3%	7.5%	7.7%

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


IT company valuations /27.04.2012/

	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
AB	20.4	6.7	6.2	5.7	0.1	0.1	0.1	8.2	7.6	6.8	2%	2%	2%	1.2%	1.3%	1.5%
ACTION	21.6	6.5	6.8	6.3	0.2	0.2	0.1	8.6	9.7	8.9	2%	2%	2%	3.9%	2.2%	2.1%
ASBIS	2.4	4.0	4.8	4.9	0.1	0.1	0.1	7.8	8.1	7.1	1%	1%	1%	7.7%	7.4%	8.4%
ASSECO POLAND	46.7	5.6	5.2	4.7	1.0	0.9	0.8	9.3	8.6	8.0	18%	17%	17%	3.9%	3.5%	3.7%
COMARCH	63.0	5.8	7.0	6.2	0.6	0.6	0.5	13.5	15.8	14.7	10%	8%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	7.5	7.5	5.3	4.2	0.1	0.1	0.1	19.7	10.6	7.0	2%	2%	2%	0.0%	0.0%	1.9%
SYGNITY	22.0	12.1	6.3	5.1	0.5	0.4	0.4	31.9	15.2	10.8	4%	7%	7%	0.0%	0.0%	2.8%
Median		6.5	6.2	5.1	0.2	0.2	0.1	9.3	9.7	8.0	2%	2%	2%	1.2%	1.3%	2.1%
FOREIGN COMPANIES																
Accenture	65.0	10.4	9.2	8.4	1.6	1.4	1.3	19.2	16.9	15.3	15%	16%	16%	1.4%	2.1%	2.4%
Atos Origin	48.1	6.2	4.8	4.4	0.6	0.5	0.5	14.9	12.2	10.5	10%	10%	11%	1.1%	1.4%	1.5%
CapGemini	30.1	5.1	4.8	4.4	0.5	0.4	0.4	13.0	12.0	10.7	9%	9%	10%	3.3%	3.4%	3.6%
IBM	207.0	9.9	9.5	8.8	2.4	2.4	2.3	15.5	13.8	12.5	24%	25%	26%	1.4%	1.5%	1.7%
Indra Sistemas	7.8	5.5	6.2	5.8	0.7	0.6	0.6	6.7	8.4	7.5	12%	10%	11%	8.9%	7.0%	7.7%
LogicaCMG	0.8	5.3	5.1	4.7	0.4	0.4	0.4	7.6	7.3	6.6	8%	8%	9%	5.4%	5.6%	6.1%
Microsoft	32.0	7.3	7.0	6.4	3.2	3.0	2.7	12.4	11.8	10.5	43%	42%	43%	1.8%	2.4%	2.5%
Oracle	29.2	7.9	7.5	7.0	3.9	3.7	3.5	13.4	12.1	11.1	49%	50%	50%	0.6%	0.8%	0.8%
SAP	50.5	11.7	11.3	9.8	4.3	3.8	3.5	18.3	16.6	14.5	37%	34%	36%	1.4%	1.7%	1.9%
TietoEnator	13.4	5.1	5.0	4.4	0.6	0.6	0.5	11.8	10.7	9.1	11%	11%	12%	4.9%	5.8%	6.4%
Median		6.7	6.6	6.1	1.1	1.0	1.0	13.2	12.0	10.6	14%	13%	14%	1.6%	2.3%	2.5%

Media company valuations /27.04.2012/


	EV/EBITDA				EV/S			P/E			EBITDA margin			D/Y		
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
AGORA	11.7	3.5	3.6	3.4	0.4	0.4	0.4	14.1	19.7	17.8	12%	11%	11%	4.3%	4.3%	4.3%
CYFROWY POLSAT	13.9	9.5	8.0	7.4	2.9	2.4	2.3	30.3	12.3	11.7	30%	30%	30%	0.0%	0.0%	4.1%
TVN	9.6	8.8	7.7	6.9	2.4	2.0	1.8	-	11.1	10.6	27%	26%	26%	0.0%	0.0%	2.7%
DAILY																
Arnolgo Mondadori	1.1	5.0	5.8	5.2	0.4	0.4	0.4	5.7	7.7	6.2	9%	8%	8%	12.4%	9.0%	10.8%
Axel Springer	34.2	6.9	6.6	6.4	1.3	1.2	1.2	11.6	11.4	11.0	19%	19%	19%	4.9%	5.2%	5.5%
Daily Mail	4.2	7.0	6.8	6.4	1.2	1.2	1.2	9.0	9.0	8.1	18%	18%	19%	4.0%	4.3%	4.6%
Gruppo Editorial	1.0	3.4	3.8	3.7	0.6	0.6	0.6	7.0	9.1	8.2	18%	16%	17%	6.7%	6.1%	6.1%
Mcclatchy	2.7	6.3	7.3	7.7	1.7	1.7	1.8	4.7	5.2	5.6	27%	24%	23%	0.0%	0.0%	0.0%
Naspers	461.0	24.7	26.5	22.6	5.9	4.9	4.4	26.3	26.2	20.9	24%	19%	19%	0.7%	0.7%	0.9%
New York Times	6.3	3.8	4.2	4.1	0.6	0.7	0.7	10.2	9.6	9.6	15%	16%	16%	0.0%	0.0%	0.0%
Promotora de Inform	0.4	8.3	7.3	6.7	1.5	1.5	1.4	7.1	6.5	3.6	18%	20%	22%	0.0%	0.0%	0.0%
SPIR Comm	19.6	4.7	3.3	2.3	0.2	0.2	0.2	-	10.5	7.5	4%	6%	8%	0.0%	0.0%	0.0%
Trinity Mirror	0.3	2.2	2.3	2.6	0.4	0.4	0.4	1.2	1.4	1.4	18%	18%	17%	2.7%	3.1%	0.0%
Mediana		5.6	6.2	5.8	0.9	1.0	0.9	7.1	9.0	7.8	18%	18%	18%	1.7%	1.9%	0.4%
TV																
Antena 3 Televis	4.1	7.5	10.5	8.8	1.2	1.1	1.1	9.6	13.7	11.9	16%	11%	12%	8.6%	5.7%	6.4%
CETV	146.0	10.6	9.8	8.4	2.0	2.0	1.8	-	-	-	19%	20%	22%	0.0%	0.0%	0.0%
Gestevision Telecinco	3.6	8.2	12.7	8.6	1.5	1.5	1.5	9.1	14.7	10.0	18%	12%	17%	9.6%	5.9%	8.7%
ITV PLC	0.9	7.0	6.5	6.2	1.6	1.5	1.5	12.1	10.5	9.9	23%	23%	24%	1.6%	2.7%	3.4%
M6-Metropole Tel	11.6	3.6	3.7	3.6	0.8	0.8	0.7	10.0	10.3	10.0	21%	21%	21%	8.5%	8.5%	8.7%
Mediaset SPA	1.8	3.0	4.0	3.6	1.1	1.1	1.1	8.1	9.7	7.8	37%	28%	31%	9.2%	7.4%	9.3%
RTL Group	73.2	8.5	8.5	8.3	1.9	1.9	1.9	16.6	15.4	14.7	22%	22%	22%	7.0%	7.0%	7.1%
TF1-TV Francaise	7.3	4.1	4.1	3.8	0.6	0.6	0.6	9.0	8.9	8.0	14%	14%	15%	8.4%	7.8%	8.6%
Mediana		7.3	7.5	7.2	1.3	1.3	1.3	9.6	10.5	10.0	20%	20%	21%	8.4%	6.5%	7.9%
PAY TV																
BSkyB PLC	6.7	9.0	8.0	7.4	1.9	1.8	1.7	16.7	13.7	12.1	22%	23%	23%	3.2%	3.7%	4.2%
VIVENDI	14.3	4.0	4.2	4.2	1.2	1.2	1.1	6.2	6.8	6.7	29%	27%	27%	10.2%	7.8%	7.9%
Cogeco	48.4	5.7	5.6	5.3	2.4	2.5	2.4	13.2	13.0	10.8	42%	45%	45%	1.3%	2.1%	2.3%
Comcast	30.3	7.3	6.7	6.4	2.4	2.2	2.1	19.7	16.1	13.8	32%	32%	33%	1.5%	2.1%	2.4%
Liberty Global	50.0	7.7	7.1	6.7	3.5	3.4	3.2	-	36.6	20.4	45%	48%	48%	0.0%	0.0%	0.0%
Shaw Communications	20.4	7.0	6.8	6.6	3.0	2.8	2.8	13.1	13.3	12.9	43%	42%	42%	4.5%	4.7%	4.9%
Mediana		7.1	6.8	6.5	2.4	2.4	2.3	13.2	13.5	12.5	37%	37%	38%	2.3%	2.9%	3.3%

Mining company valuations /27.04.2012/


	EV/EBITDA				EV/S				P/E		EBITDA margin			D/Y		
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
KGHM	137.7	1.0	2.2	2.9	0.7	1.0	1.1	2.4	6.5	10.8	71%	43%	37%	10.8%	14.5%	5.4%
FOREIGN COMPANIES																
Anglo Amer.	23.8	2.9	3.0	2.5	1.2	1.1	1.0	5.0	5.3	4.5	40%	37%	39%	3.0%	3.3%	3.7%
BHP Billiton	19.7	3.0	3.1	2.8	1.6	1.5	1.4	4.7	5.5	5.0	53%	49%	50%	4.9%	5.7%	6.1%
Freeport-MCMOR	38.1	3.7	4.4	3.4	1.8	1.9	1.6	8.0	9.4	7.3	49%	43%	47%	3.9%	3.4%	3.6%
Rio Tinto	35.0	3.0	3.2	2.8	1.3	1.4	1.2	4.3	4.7	4.2	45%	43%	44%	3.6%	4.4%	4.8%
Southern Peru	32.4	7.4	7.4	6.8	4.2	4.2	3.9	11.8	12.5	11.9	57%	57%	58%	7.1%	4.8%	4.8%
Median		3.0	3.2	2.8	1.6	1.5	1.4	5.0	5.5	5.0	49%	43%	47%	3.9%	4.4%	4.8%

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


Construction company valuations /27.04.2012/

	EV/EBITDA				EV/S				P/E	EBITDA margin				D/Y		
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
Budimex	78.0	1.2	3.5	6.3	0.1	0.2	0.3	7.6	8.4	10.5	6%	5%	5%	11.6%	13.4%	8.3%
Elektrobudowa	109.9	7.9	7.2	6.0	0.5	0.5	0.4	13.8	11.4	9.6	7%	7%	7%	5.5%	2.6%	3.1%
Erbud	15.3	-	4.3	3.7	0.1	0.2	0.2	-	7.1	6.9	-	4%	4%	0.1%	0.0%	2.8%
Mostostal Warszawa	13.2	-	2.4	1.8	0.1	0.1	0.1	-	6.8	5.0	-	4%	4%	4.7%	0.0%	4.4%
PBG	23.0	6.0	6.2	4.9	0.6	0.4	0.4	1.6	3.7	3.3	11%	6%	9%	6.1%	0.0%	0.0%
Polimex Mostostal	1.0	4.8	4.5	4.1	0.2	0.2	0.2	4.7	5.1	4.8	5%	6%	6%	3.9%	0.0%	0.0%
Rafako	9.1	7.7	5.9	4.5	0.5	0.4	0.3	10.9	9.7	8.3	7%	6%	6%	6.3%	0.0%	0.0%
Trakcja Tiltr	1.0	3.5	3.2	2.9	0.3	0.2	0.2	2.3	3.0	3.4	8%	7%	6%	0.0%	0.0%	0.0%
Ulm Construction	58.3	2.8	3.2	3.6	1.5	1.4	1.4	6.2	10.7	21.3	53%	44%	39%	0.0%	4.5%	2.8%
Unibep	5.1	5.5	6.1	3.3	0.2	0.3	0.2	8.2	6.4	6.3	4%	5%	5%	2.3%	0.0%	0.0%
ZUE	7.0	5.3	3.9	3.4	0.3	0.2	0.2	7.3	7.8	7.6	6%	6%	6%	0.0%	0.0%	0.0%
Median		5.3	4.4	3.9	0.2	0.3	0.3	6.9	7.0	6.6	7%	6%	6%	4.3%	0.0%	1.4%
FOREIGN COMPANIES																
AMEC	11.3	9.9	8.9	7.9	0.9	0.8	0.7	16.4	14.3	12.1	10%	9%	9%	2.6%	2.9%	3.3%
BILFINGER	70.1	5.7	5.1	5.1	0.4	0.4	0.3	14.1	11.7	12.1	6%	7%	7%	4.4%	4.1%	4.1%
EIFFAGE	25.3	8.1	7.8	7.5	1.2	1.1	1.1	10.0	9.3	7.8	14%	15%	15%	4.8%	4.9%	5.0%
HOCHTIEF	44.4	5.4	4.1	3.3	0.3	0.2	0.2	-	15.9	10.7	5%	6%	7%	2.5%	3.2%	5.0%
NCC	131.9	6.9	5.5	5.5	0.3	0.3	0.3	11.6	8.6	8.4	5%	6%	6%	7.3%	8.0%	8.3%
SKANSKA	109.4	7.2	7.0	6.5	0.3	0.3	0.3	15.2	13.5	12.5	5%	5%	5%	6.0%	5.8%	6.0%
STRABAG	20.4	3.3	3.4	3.3	0.2	0.2	0.2	12.0	12.1	11.8	5%	5%	5%	3.1%	3.0%	3.2%
Median		6.9	5.5	5.5	0.3	0.3	0.3	13.0	12.1	11.8	5%	6%	7%	4.4%	4.1%	5.0%


Property developer valuations /27.04.2012/

	EV/EBITDA				P/BV			P/E			EBITDA margin			D/Y		
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
	POLISH COMPANIES															
BBI Development	0.3	14.4	31.9	49.5	0.7	0.7	0.7	11.7	-	38.0	37%	21%	24%	0.0%	0.0%	0.0%
Dom Development	36.3	9.4	8.4	15.1	1.1	1.0	1.0	10.8	10.4	17.2	18%	13%	10%	2.5%	4.8%	7.7%
Echo Investment	3.9	6.6	9.8	27.6	0.8	0.7	0.6	9.9	6.2	11.1	136%	72%	28%	0.0%	0.0%	0.0%
GTC	7.5	-	23.4	12.2	0.5	0.4	0.4	-	23.1	6.2	-	38%	78%	0.0%	0.0%	0.0%
J.W. Construction	5.4	11.3	13.6	16.1	0.6	0.6	0.5	10.5	10.3	10.4	22%	22%	27%	0.0%	0.0%	0.0%
PA Nova	21.5	9.3	14.4	7.7	0.9	0.8	0.7	10.1	12.0	6.7	19%	14%	23%	0.0%	0.0%	0.0%
Polnord	13.8	10.4	17.8	-	0.2	0.2	0.2	5.0	5.7	4.9	28%	20%	-	2.3%	3.7%	5.3%
Robyg	1.3	41.8	8.6	11.7	0.8	0.8	0.8	9.9	8.2	11.4	11%	18%	16%	5.2%	4.1%	4.9%
Median		10.4	14.0	15.1	0.7	0.7	0.7	10.1	10.3	10.8	22%	20%	24%	0%	0%	0%
FOREIGN COMPANIES																
CA IMMO INTERNATIONAL	5.6	30.4	24.8	-	0.6	0.6	0.5	19.3	9.1	-	45%	48%	-	1.8%	3.8%	-
CITYCON	2.5	18.8	17.3	16.7	0.7	0.7	0.7	13.1	11.7	11.9	55%	57%	57%	5.6%	6.0%	6.1%
CORIO	34.5	16.9	16.4	15.5	0.8	0.7	0.7	11.9	11.8	11.4	82%	79%	80%	7.9%	8.1%	8.2%
DEUTSCHE EUROSHOP	27.5	19.1	17.2	17.0	1.1	1.1	1.1	21.9	17.5	17.7	87%	86%	88%	4.1%	4.2%	4.4%
ECHO INVESTMENT	3.9	6.9	38.9	10.5	0.9	0.8	0.7	8.0	8.2	8.1	120%	17%	54%	0.0%	0.0%	0.0%
HAMMERSON	4.2	21.1	21.5	21.5	0.9	0.8	0.8	21.6	21.7	20.6	77%	78%	78%	3.9%	4.1%	4.3%
KLEPIERRE	24.4	16.4	16.3	16.0	1.0	1.0	1.1	12.9	12.9	13.2	88%	85%	84%	5.6%	6.0%	6.2%
SPARKASSEN IMMO	4.3	16.9	17.2	17.1	0.6	0.6	0.6	16.4	14.9	12.5	49%	50%	51%	2.3%	2.3%	2.4%
UNIBAIL-RODAMCO	144.8	19.8	19.0	18.0	1.2	1.1	1.1	16.2	15.5	14.6	83%	82%	82%	5.6%	5.7%	6.0%
Median		18.8	17.3	16.9	0.9	0.8	0.7	16.2	12.9	12.9	82%	78%	79%	4.1%	4.2%	5.2%

Machinery manufacturer valuations /27.04.2012/

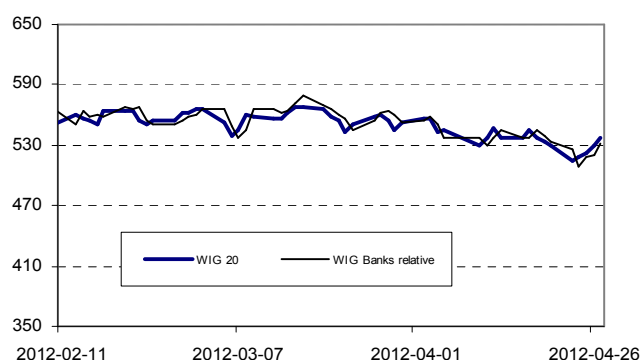
	EV/EBITDA				EV/S			P/E		EBITDA margin			D/Y			
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
	POLISH COMPANIES															
FAMUR	3.7	7.5	7.2	7.3	2.1	2.1	2.1	18.5	12.7	12.4	28%	29%	28%	4.4%	0.0%	3.9%
KOPEX	19.0	7.4	5.7	5.5	1.0	0.9	0.9	9.2	8.6	8.9	13%	16%	16%	0.0%	1.2%	5.6%
Median		7.4	6.5	6.4	1.5	1.5	1.5	13.8	10.7	10.6	21%	23%	22%	2.2%	0.6%	4.8%
FOREIGN COMPANIES																
Atlas Copco	164.5	10.7	10.0	9.4	2.6	2.4	2.3	15.6	14.8	13.8	25%	24%	25%	2.9%	3.4%	3.5%
Caterpillar	92.0	8.7	6.7	5.8	1.4	1.1	1.0	13.5	9.6	8.1	16%	17%	17%	1.9%	2.0%	2.1%
Emeco	1.0	4.1	3.6	3.1	1.9	1.6	1.4	11.2	9.0	7.6	46%	45%	46%	7.3%	5.8%	7.1%
Industrea	1.0	4.2	3.8	3.4	1.4	1.3	1.2	6.3	6.7	5.7	34%	34%	35%	3.7%	4.2%	5.4%
Joy Global	71.6	7.1	5.2	4.6	1.6	1.2	1.1	12.1	9.4	8.3	23%	24%	24%	1.0%	1.0%	1.0%
Sandvik	104.0	8.8	8.4	7.6	1.7	1.6	1.5	14.7	14.3	12.4	19%	19%	20%	3.1%	3.5%	3.9%
Median		7.9	5.9	5.2	1.6	1.4	1.3	12.8	9.5	8.2	24%	24%	24%	3.0%	3.4%	3.7%

Paper manufacturer valuations /27.04.2012/

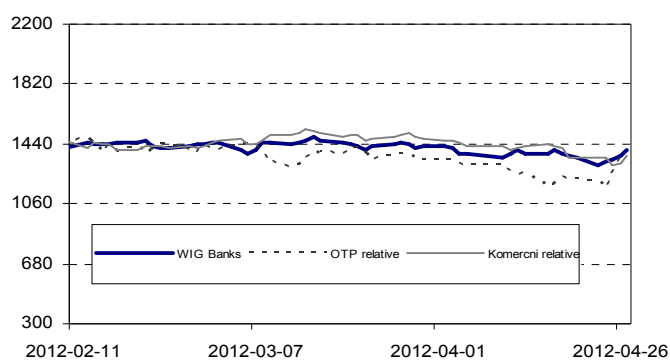
	EV/EBITDA				EV/S				P/E		EBITDA margin			D/Y		
	Price	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013	2011	2012	2013
POLISH COMPANIES																
MONDI	71.2	5.7	8.3	9.0	1.3	1.6	1.6	9.0	12.2	14.1	22%	19%	18%	0.0%	11.1%	8.3%
FOREIGN COMPANIES																
Billerund	64.3	4.0	5.2	4.6	0.7	0.7	0.7	9.1	14.5	11.1	18%	14%	15%	5.4%	5.0%	5.4%
Holmen	183.0	6.0	7.2	6.8	1.2	1.2	1.2	11.7	14.1	12.7	19%	16%	17%	-	-	-
INTL Paper	33.9	5.7	5.5	4.8	0.8	0.7	0.7	11.0	12.6	9.6	14%	13%	14%	2.9%	3.1%	3.2%
METSA BOARD OYJ	2.1	7.9	7.7	6.7	0.6	0.8	0.8	-	24.5	11.1	8%	10%	11%	0.1%	0.7%	2.0%
Norske Skog	5.6	6.2	5.1	5.0	0.5	0.5	0.5	-	-	-	8%	10%	10%	0.0%	0.0%	-
Portucel EMP.	1.9	5.0	5.1	5.1	1.4	1.3	1.3	7.4	7.9	8.3	27%	26%	26%	6.8%	7.9%	7.7%
Stora Enso	6.5	5.8	6.6	5.9	0.7	0.7	0.7	10.0	13.1	11.3	12%	11%	12%	4.4%	4.5%	4.6%
Svenska	106.5	7.4	7.8	7.1	1.0	1.3	1.2	12.7	12.4	11.3	14%	16%	17%	4.0%	4.1%	4.3%
UPM-Kymmene	10.0	6.3	6.3	5.6	0.9	0.9	0.9	10.7	13.6	10.4	14%	14%	15%	5.7%	5.9%	6.0%
Median		6.0	6.3	5.6	0.8	0.8	0.8	10.7	13.4	11.1	14%	14%	15%	4.2%	4.3%	4.6%

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

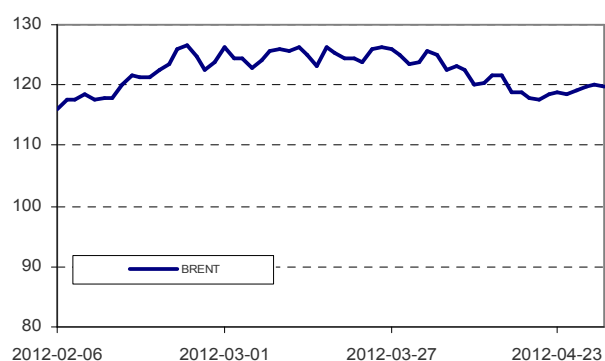
WIG Banks index vs. WIG 20 index (EUR)



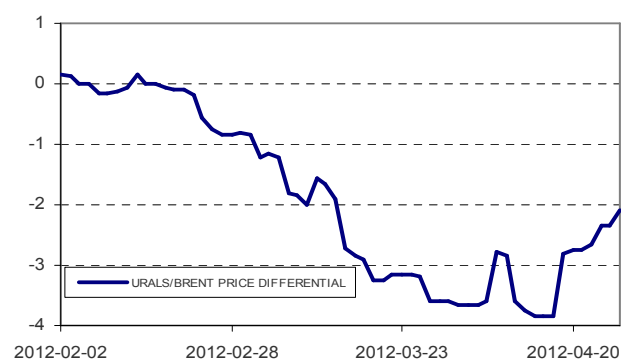
OTP and Komerční's relative performance vs. WIG Banks index (EUR)



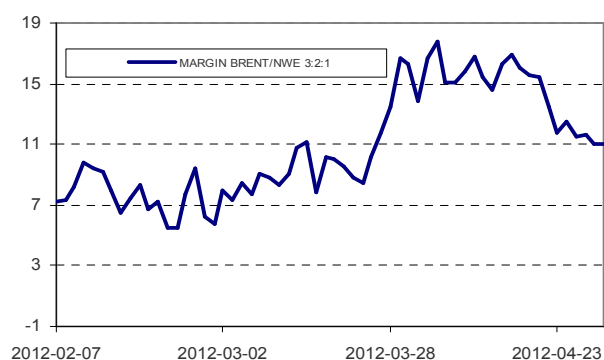
BRENT (USD/bbl)



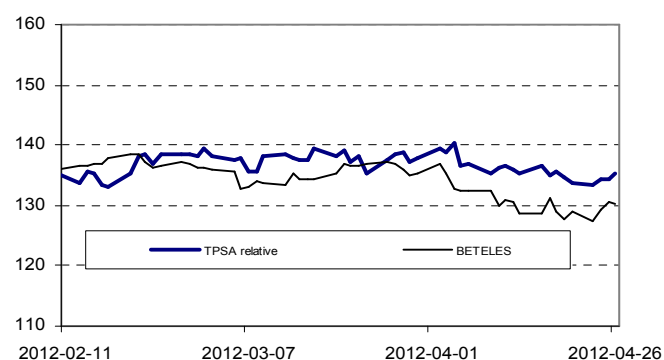
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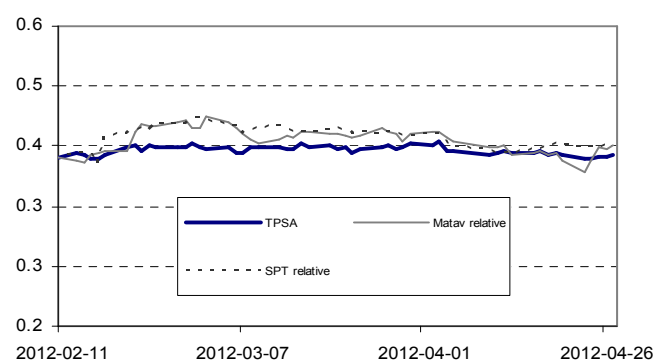
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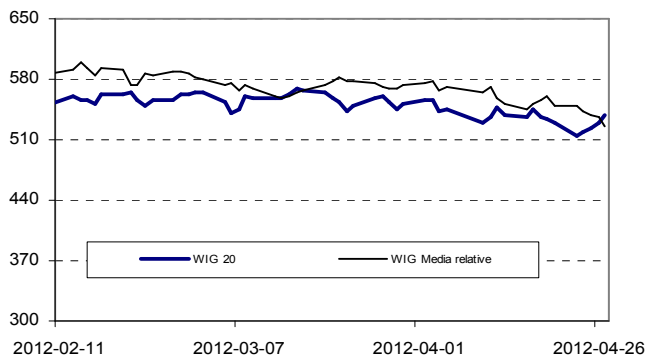
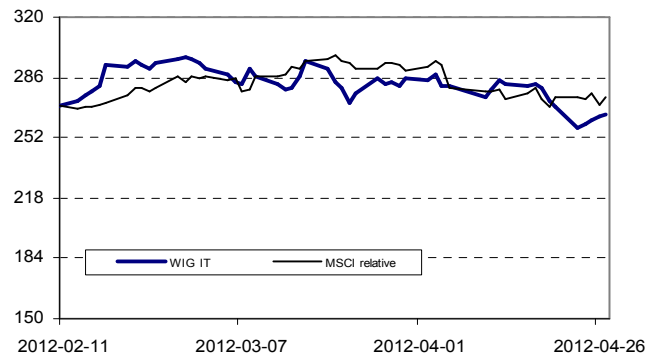
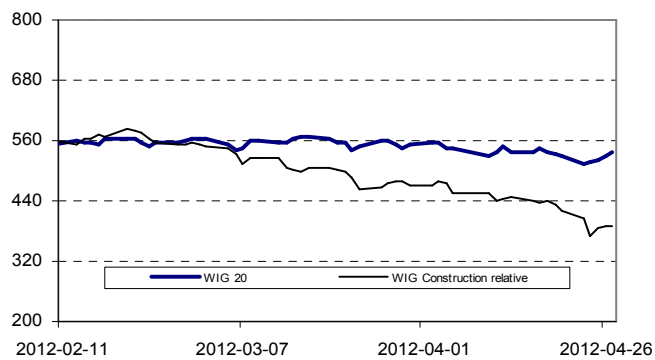
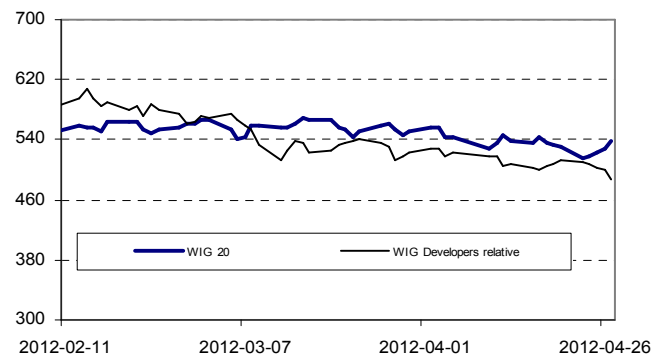
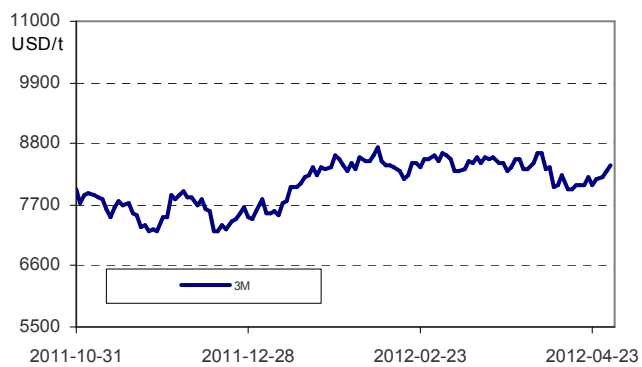
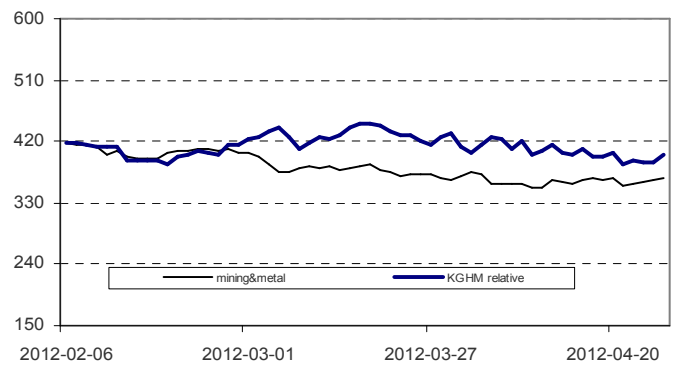
TPSA vs. BETELES - Bloomberg Europe 500 Telecom Services Index (EUR)



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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Comparative – based on a comparison of valuation multipliers of companies from a given sector; simple in construction, reflects the current state of the market better than DCF; weak points include substantial variability (fluctuations together with market indices) as well as difficulty in the selection of the group of comparable companies.