



Equity Market
Poland

Morning Comments

Institutional Sales and Research:

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Index	Close	Change	Index	Close	Change	Index	Close	Change
DJIA	12 716.5	+0.66%	FTSE 100	5 790.7	+1.92%	Copper (LME)	8 440.0	+1.44%
S&P 500	1 324.1	+0.89%	WIG20	2 363.6	+1.35%	Crude Oil (Brent)	110.6	-0.17%
NASDAQ	2 848.3	+1.22%	BUX	19 148.6	+1.36%	USD/PLN	3.18	-1.41%
DAX	6 616.6	+2.44%	PX 50	983.3	+1.24%	EUR/PLN	4.19	-0.73%
CAC 40	3 367.5	+2.09%	PLBonds10	5.54	-0.77%	EUR/USD	1.32	+0.59%

Company & Sector Information

Cyfrowy Polsat

Hold - 13/10/11

Target price: PLN 14.8

TVN

Hold - 05/12/11

Target price: PLN 10.3

December ratings

In December, Polsat's 24-hour ratings increased from 14.4% to 15.4%. In the same period, the ratings of the TVN channel decreased from 14.4% to 13.4%, TVP1 saw its ratings fall from 20.1% to 17.1%, and TVP2 from 14.5% to 13.2%. The Polsat group as a whole saw its ratings go up from 17.7% to 19.3%, while the TVN group experienced an increase from 19.8% to 19.9%. **A downward trend is persisting in the ratings of top networks except for Polsat, which is shielded for the time being by the expansion in its coverage area. The ratings of the majors are declining especially fast for the target commercial demographic. (P. Grzybowski)**

Construction

20 consortia allowed to bid for S8 expressway contract

Of the 22 consortia that applied to be allowed to bid for a contract for the construction of a Warsaw stretch of the S8 expressway, 20 have been admitted. The estimated value of the contract exceeds PLN 1bn. Poland's road authority GDDKiA is preparing six more contracts with total value of PLN 1.1bn, including bypasses around Leżajsk, Szczurzyn and Nowe Miasto Lubawskie. Further contracts will require the government's permit to use saved funds in the amount of nearly PLN 2bn. According to the CEO of Budimex, in 2012 the GDDKiA will award contracts for a total of PLN 4bn in 2012, with a further PLN 800m road construction contracts awarded by local authorities. **We believe that there will be fewer bidders for road construction contracts as some of the companies exit the segment, which is going to happen towards the end of 2012 when these companies complete the projects they are working on now and restructure their employment. In addition, the total value of GDDKiA's contracts may be higher at PLN 5-8bn as funds are shifted from railroads. (M. Stokłosa)**

Mostostal Zabrze

Favorable court rulings

A court of appeals in Katowice allowed further debt collection on the assets of Reliz (PLN 34m). Meanwhile, district court in Katowice dismissed a lawsuit by Reliz and refused to exclude the Altus building from debt collection proceedings. The next step might be putting Reliz's main asset, i.e. Altus, on sale, so that proceeds can be used to pay Mostostal's claims. **Good news. The story so far: the Altus building was taken over by Kredyt Bank from Mostostal Zabrze nearly 10 years ago at a price which Mostostal considers artificially low. Mostostal has now won a court ruling allowing it to collect the disputed amount, i.e. PLN 34m plus statutory interest, or PLN 90m, which amounts to 37% of its market cap. Kredyt Bank, which owns Reliz, attempted to block the proceedings with counter-litigation, which has now been dismissed by court. The next step is selling the building in order to satisfy Mostostal's claims, although Kredyt Bank's claims will have to be satisfied first due to the Reliz's peculiar financing structure (zero equity, all financing in loans from Kredyt Bank). (M. Stokłosa)**

Residential Developers

REAS on Q4 2011 housing market trends

According to data for the six Polish municipal markets monitored by REAS, developers listed a combined 7.3 thousand new homes for sale in Q4 2011, representing a drop of 17.5% relative to Q3 and a decrease of 14% compared to the same period in 2010. The number of preliminary purchase contracts signed in the period was over 8% higher than in the preceding quarter at close to 7.4 thousand. The total supply of homes available for sale remained steady compared to Q3 at ca. 48 thousand units. **REAS's data confirm the strength of the 2011 fourth-quarter demand for homes, driven probably by a rush to buy before the entry into force of Recommendation S lending restrictions in 2012. We expect a downturn in housing sales in Q1 2012. (P. Zybala)**

J.W. Construction

 Reduce - 23/01/12
 Target price: PLN 6.1

JWC extends term of conditional property purchase agreement

JWC signed an annex to a property purchase contract with VIS Investments extending the term of the contract until 29 February 2012 to allow more time for obtainment of necessary zoning approvals. **News in line with expectations. (P. Zybala)**

LPP

 Accumulate - 23/01/12
 Target price: PLN 2 300

LPP reports strong January sales data

LPP's consolidated sales for January 2012 amounted to PLN 236m, representing an increase of 28% relative to the same month a year ago. The monthly gross margin approximated 45% after a 1ppt y/y increase. **Good news from LPP which continues to generate strong sales in 2012. The margin expansion suggests that the company has cut back on closeout sales, or that it is selling its new collection at full margins. Margin growth is also supported by a low base; in the initial months of 2011, margins were 2-3 ppts lower than a year earlier. (G. Borowska)**

NFI EMF

 Hold - 29/12/11
 Target price: PLN 8.8

Empik under scrutiny by competition authority

Inspectors with the competition authority UOKiK reportedly entered Empik's headquarters last week and seized documents and computer records as part of an inquiry into the claims filed by book publishers who are complaining that the book retailer is forcing them to accept long payment periods which affect their liquidity. UOKiK typically takes about 2-3 weeks to determine whether it is going to continue the investigation or dismiss the claims. **The end of the year is usually when Empik's book suppliers take to the media to voice their complaints about the payment arrangements. This time, they have threatened to have Empik listed in the National Debt Register, and to stop deliveries. (G. Borowska)**

NG2

 Buy - 29/12/11
 Target price: PLN 54.0

NG2 reports strong January sales data

NG2's consolidated sales for January 2012 amounted to PLN 66.2m, representing an increase of 59.9% relative to the same month a year ago. Retail sales showed a year-on-year surge by 63.2% to PLN 59.4m. **Good news from NG2 which had anticipated a strong January. Sales in the period were supported by a low year-ago base (when sales showed a 27% y/y drop), a diverse footwear range, and the weather. An additional boost came from marked-down sales which, however, are affecting profit margins. NG2 expects that on strong sales it can post a profit for the first quarter of 2012 (vs. a PLN 6.2m net loss reported in Q1 2011). (G. Borowska)**

More News

ABC Data	ABC Data estimates FY11 consolidated net profit at PLN 70m (PLN 47.2m excluding an in-kind contribution to a subsidiary).
Azoty Tarnów	The reduction in gas supplies to ZCh Police will not affect the consolidated earnings of Azoty Tarnów. The Company expects to make up for the reduction in ammonia sales in Q1'12.
Helio	Helio expects to sustain single digit growth seen in H1 2011/12 in H2. The Company will be in the black at the end of the year, although its net profit will not approach the 2009/2010 level of PLN 8.23m. Helio is still on the lookout for acquisition opportunities.
Hygienika	Hygienika to buy back up to 2m treasury shares for up to PLN 4m. The buyback will run from 31 January 2012 until 31 January 2014.
Pelion	Pelion believes that it outpaced the market in 2011 and improved its market standing in all business areas. In the next few years, Pelion is planning to continue its policy of combining dividends with share buyback in a proportion determined by the situation in the capital markets. Pelion does not expect that the new law on the reimbursement of medications by the national health insure to have a major impact on its 2012 results. In H1, the pharma market may grow somewhat slower than usual, but in April the demand for medications should go up.
Petrolinvest	Shareholders approved a PLN 600m conditional share capital increase.
PGNiG, PKN, Puławy, Police	At the request of Gaz-System, PGNiG is reducing gas supplies to ZCh Police, Orlen and ZA Puławy due to the expected increase in gas demand to over 70m cubic meters per day, which poses the risk of putting the transfer system out of balance.
PKN	In January, the theoretical refining margin increased from USD 1.5/bbl to USD 4.7/bbl. In January 2011, it amounted to USD 1.7/bbl. The Urals/Brent pricing differential now stands at USD 1.0/bbl. vs. USD 0.1/bbl. in December and USD 2.6/bbl. in January 2011.
PKN Orlen	Reduced gas supply will not affect the operations of PKN Oren's facilities.

PKN, Lotos	Decisions on the Odessa-Brody-Płock pipeline should come in 2012 if petroleum is to flow in 2016.
Police	ZCh Police is cutting ammonia production by 35% due to the reduced gas supply.
Puławy	ZAP estimates the cut in gas supply at ca. 5%.
Equity market, stock exchanges	On Wednesday, the European commission blocked the planned merger of Deutsche Boerse and NYSE Euronext, which would have created the world's biggest stock exchange.
Stalprodukt, KGHM	Stalprodukt is the only bidder for an 86.92% stake in ZGH Bolesław. KGHM, which was also shortlisted, did not make a bid.
Tauron	Tauron Wytwarzanie, which groups nine power plants and CHPs, is planning to reduce employment this year through voluntary redundancy, shifting employees to other subsidiaries or providing them with pre-retirement benefits.
Trakcja, ZUE, Construction	The construction of most roads, railroads and railway stations scheduled for completion prior to the Euro 2012 soccer championship is severely delayed. Only two out of 10 railroad projects are on schedule. Several motorway stretches will certainly not be completed in time.
Wasko	The State Treasury granted Wasko negotiating exclusivity for COIG (Center for Mining IT).

Insider Trading and Fund Activity

ABC Data	ABC Data bought 40,502 treasury shares at PLN 2.61 per share.
Alchemia	Alchemia bought 18,544 treasury shares at PLN 5.04 per share.
Bakalland	Bakalland bought 865 treasury shares at PLN 4.89 per share.
Benefit	Amplico OFE reduced equity interests to 4.70%% from 5.53%%. Generali OFE reduced its stake in share capital from 5/28% to 4.42%.
Colian	Colian bought 22,847 treasury shares at PLN 2.84 per share.
Ferrum	Ferrum bought 5,000 treasury shares at PLN 9.40 per share.
Integer.PI	CEO purchased 350 shares for an avg. PLN 129.33 a share on 31 January.
JSW	As a result of the free-of-charge acquisition of shares by employees, the Treasury's stake has fallen from 58.25% to 57.18%.
Lentex	Krzysztof Moska reduced his stake from 20.02% to 18.53%. The EBRD acquired newly-issued shares and increased its stake to 5.64%.
Skotan	NFI Krezus increased equity interests from 4.51% to 5.05% on 1 February.

Corporate Action Calendar

Monday /06.02.12/	
BANK HANDLOWY	Q4 2011 earnings announcement.
ECHO INVESTMENT	Q4 2011 earnings announcement.
Wednesday /08.02.12/	
BRE Bank	Q4 2011 earnings announcement.
ECHO	First day of tender offer by Park Postępu-Projekt Echo-93.
PZU	EGM re: changes to bylaws.

Economic Calendar

Thursday /02.02.12/

Time	Region	Report	Period	Forecast	Previous
0:50	Japan	Foreigners buying Japan bonds	Week		-363.0bn
0:50	Japan	Foreigners buying Japan stocks	Week		176.6bn
0:50	Japan	Japan buying foreign bonds	Week		76.1bn
0:50	Japan	Japan buying foreign stocks	Week		27.25bn
11:00	EU	PPI	December	-0.2% m/m; 4.2% y/y	0.2% m/m; 5.3% y/y
14:30	USA	Initial jobless claims	Week		377,000
14:30	USA	Nonfarm productivity	4Q	0.8% m/m	2.3% m/m; 0.9% y/y
14:30	USA	Unit labor cost	4Q	0.7% m/m	-2.5% m/m; 0.4% y/y
16:30	USA	Natural gas inventory	Week		3098bn

Friday /03.02.12/

Time	Region	Report	Period	Forecast	Previous
1:15	Japan	PMI Services	January	50.9	50.4
9:50	France	PMI Services	January	44.2	44.5
9:55	Germany	PMI Services	January		50.3
10:00	EU	PMI Services	January		52.4
10:00	Poland	Retail sales	December		12.6% y/y
10:30	UK	Foreign reserves	January		43.62bn
10:30	UK	PMI Services	January	53.25	54
11:00	EU	Retail sales	December	0.25% m/m	-0.8% m/m; -2.5% y/y
14:30	USA	Average hourly earnings	January		19.54
14:30	USA	Average workweek hours	January		33.7
14:30	USA	Manufacturing payrolls change	January	17,000 m/m	23,000 m/m
14:30	USA	Nonfarm payrolls change	January	163,330 m/m	200,000 m/m
14:30	USA	Unemployment rate	January	8.5%	8.5%
16:00	USA	ISM Non-Manufacturing	January	52.83	52.6

Tuesday /07.02.12/

Time	Region	Report	Period	Forecast	Previous
8:00	Germany	Retail sales	December		0.9% m/m; 0.8% y/y
8:45	France	Exports	December		37.43bn
8:45	France	Imports	December		41.84bn
8:45	France	Trade balance	December		-4.41bn
12:00	Germany	Industrial production	December		-0.6% m/m; 3.6% y/y
21:00	USA	Consumer credit	December		20.4bn
	Japan	Leading indicators	December		93.2

Wednesday /08.02.12/

Time	Region	Report	Period	Forecast	Previous
0:50	Japan	Capital account balance	December		5.4bn
0:50	Japan	Current account balance	December		138.5bn
0:50	Japan	Financial account balance	December		7699.3bn
	Japan	Consumer confidence index	January		38.2

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										
GET BANK	Hold	2012-01-23	1.56	1.55	1.97	-21.3%	5.0	16.3		
HANDLOWY	Hold	2012-01-19	73.95	72.00	77.10	-6.6%	14.3	13.9		
ING BSK	Hold	2012-01-19	80.70	80.00	83.00	-3.6%	12.2	12.6		
KREDYT BANK	Reduce	2012-01-19	9.61	9.10	11.05	-17.6%	9.3	13.3		
MILLENNIUM	Reduce	2012-01-19	3.82	3.30	4.20	-21.4%	11.0	13.6		
PEKAO	Reduce	2012-01-19	145.90	135.00	161.00	-16.1%	14.7	15.4		
PKO BP	Accumulate	2012-01-19	32.89	35.00	35.50	-1.4%	11.9	13.2		
Insurance										
PZU	Accumulate	2012-01-23	327.00	345.00	341.20	1.1%	12.3	12.6		
Financial services										
KRUK	Buy	2011-06-22	39.70	53.00	42.70	24.1%	11.2	9.6		
Fuels, chemicals										
CIECH	Buy	2012-01-16	17.35	21.50	19.40	10.8%	73.7	14.3	5.5	5.1
LOTOS	Hold	2012-01-16	21.80	21.60	26.50	-18.5%	4.7	8.2	6.0	8.2
PGNIG	Reduce	2012-01-16	4.04	3.69	3.83	-3.7%	17.6	23.4	9.0	7.8
PKN ORLEN	Hold	2011-11-17	39.25	39.00	37.75	3.3%	3.9	13.5	3.9	6.3
POLICE	Hold	2012-01-16	9.62	10.00	10.15	-1.5%	3.2	10.0	3.0	5.7
ZA PULAWY	Hold	2011-09-26	85.00	85.54	93.50	-8.5%	10.1	9.9	5.5	5.2
Power Utilities										
CEZ	Reduce	2012-01-05	140.00	124.90	130.00	-3.9%	10.9	9.5	7.1	6.7
ENEA	Accumulate	2011-11-04	17.77	21.24	18.05	17.7%	10.6	9.0	3.6	3.6
PGE	Accumulate	2012-01-02	20.70	23.07	20.50	12.5%	6.5	8.6	4.5	4.5
TAURON	Buy	2012-01-02	5.35	7.44	5.47	36.0%	7.5	7.1	4.5	4.1
Telecommunications										
NETIA	Hold	2012-01-23	5.66	5.70	5.74	-0.7%	20.4	16.1	4.8	4.4
TPSA	Hold	2012-01-23	17.90	17.40	17.10	1.8%	11.8	19.0	4.1	4.9
Media										
AGORA	Buy	2012-01-23	10.66	15.30	12.55	21.9%	11.2	12.6	3.2	3.2
CINEMA CITY	Buy	2011-10-21	26.80	33.50	31.35	6.9%	17.2	13.2	8.3	6.8
CYFROWY POLSAT	Hold	2011-10-13	15.35	14.80	13.70	8.0%	14.7	11.9	10.0	7.8
TVN	Hold	2011-12-05	10.13	10.30	11.08	-7.0%	-	13.3	9.9	8.4
IT										
AB	Accumulate	2012-01-23	20.20	22.50	22.10	1.8%	9.1	7.9	7.2	6.5
ACTION	Hold	2012-01-23	19.89	18.10	20.63	-12.3%	8.9	9.7	6.5	6.7
ASBIS	Buy	2012-01-23	2.05	2.47	2.40	2.9%	22.4	7.1	6.2	4.8
ASSECO POLAND	Buy	2011-05-27	49.60	65.00	47.65	36.4%	9.5	8.8	5.7	5.3
COMARCH	Reduce	2011-10-13	50.25	45.90	61.00	-24.8%	24.7	15.3	9.9	6.8
SYGNITY	Buy	2012-01-23	18.59	20.80	19.50	6.7%	60.9	13.1	6.3	5.0
Mining & Metals										
JSW	Buy	2012-01-23	99.00	127.00	107.20	18.5%	7.3	5.4	3.2	2.3
KGHM	Buy	2012-01-23	129.90	151.50	143.10	5.9%	2.6	8.3	1.7	3.1
LW BOGDANKA	Buy	2012-01-23	109.90	132.00	123.80	6.6%	26.8	12.2	11.7	6.1
Manufacturers										
ASTARTA	Hold	2011-12-29	51.50	53.9	56.35	-4.3%	2.8	3.8	3.7	4.5
BORYSZEW	Hold	2012-01-04	0.67	0.65	0.76	-14.5%	13.5	18.9	8.0	8.9
CEDC	Hold	2012-01-23	13.10	13.8	13.74	0.4%	3.9	3.8	7.6	6.5
CENTRUM KLIMA	Buy	2011-11-15	9.65	15.0	10.00	50.0%	9.7	8.5	6.3	5.4
FAMUR	Buy	2011-11-28	2.50	3.2	3.10	3.2%	14.8	12.3	6.3	5.8
IMPEXMETAL	Buy	2012-01-19	3.46	5.7	3.88	46.9%	7.7	9.7	5.9	6.3
KERNEL	Reduce	2012-01-10	71.00	61.1	67.45	-9.4%	6.5	5.7	5.4	4.4
KĘTY	Buy	2011-11-07	101.00	136.7	107.10	27.6%	9.5	8.9	5.9	5.7
KOPEX	Accumulate	2012-01-23	21.30	22.5	23.45	-4.1%	12.7	12.2	8.4	6.8
MONDI	Buy	2012-01-23	58.30	77.0	61.00	26.2%	7.4	9.0	5.0	6.2
ROVESE	Buy	2011-12-29	4.02	6.0	5.44	10.3%	18.7	13.0	8.1	6.9
Construction										
BUDIMEX	Accumulate	2012-01-23	79.00	87.30	84.60	3.2%	9.1	9.0	4.5	5.1
ELEKTROBUDOWA	Accumulate	2012-01-26	97.80	112.40	100.00	12.4%	12.0	10.3	6.4	6.1
ERBUD	Buy	2012-01-26	17.25	24.00	19.88	20.7%	-	7.3	-	4.7
MOSTOSTAL WAR.	Buy	2012-01-26	18.72	27.20	19.51	39.4%	20.9	8.4	6.5	2.9
PBG	Hold	2012-01-26	76.90	78.50	82.20	-4.5%	5.9	5.5	8.2	5.9
POLIMEX MOSTOSTAL	Buy	2012-01-26	1.69	2.01	1.86	8.1%	12.4	8.2	6.1	5.2
RAFAKO	Buy	2012-01-23	7.63	11.00	8.20	34.1%	8.2	9.3	3.4	3.2
TRAKCJA TILTRA	Suspended	2011-12-19	1.10	-	1.25	-	-	-	-	-
ULMA CP	Accumulate	2012-01-23	60.70	69.30	59.00	17.5%	9.1	9.8	3.3	3.5
UNIBEP	Buy	2012-01-23	6.04	7.00	6.00	16.7%	10.5	5.0	8.4	5.0
ZUE	Buy	2012-01-26	7.33	9.20	7.49	22.8%	7.9	7.4	4.7	3.8
Property Developers										
BBI DEVELOPMENT	Hold	2012-01-23	0.32	0.34	0.32	6.3%	16.8	5.1	25.9	9.4
DOM DEVELOPMENT	Hold	2012-01-23	29.50	31.40	33.02	-4.9%	11.2	9.4	10.2	8.2
ECHO	Buy	2012-01-24	3.75	4.70	3.96	18.7%	8.5	4.0	9.3	6.6
GTC	Hold	2012-01-24	9.00	9.40	10.30	-8.7%	4.9	3.1	8.5	6.9
J.W.C.	Reduce	2012-01-23	7.15	6.10	7.45	-18.1%	15.7	12.4	13.9	13.5
PA NOVA	Buy	2012-01-23	19.23	25.80	20.23	27.5%	11.5	11.3	11.1	14.0
POLNORD	Hold	2012-01-23	15.10	15.70	17.15	-8.5%	6.6	5.6	11.2	14.4
ROBYG	Accumulate	2012-01-23	1.22	1.43	1.34	6.7%	40.4	4.6	64.8	5.8
Retail/Wholesale										
EUROCASH	Buy	2012-01-20	29.40	37.40	29.98	24.7%	30.2	23.9	16.1	13.4
LPP	Buy	2012-01-23	2 017.50	2 300.00	2 014.00	14.2%	15.9	13.5	9.7	8.4
NFI EMF	Hold	2011-12-29	8.34	8.80	9.55	-7.9%	14.8	19.1	6.8	6.2
NG2	Buy	2011-12-29	46.50	54.00	50.90	6.1%	15.0	13.6	11.2	9.8
VISTULA	Hold	2011-11-21	0.86	0.90	1.15	-21.7%	-	18.7	9.7	8.2

CEE bank valuations /01.02.2012/

	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH BANKS													
Get Bank	1.97	10.5	5.0	16.3	14%	24%	6%	1.3	1.1	1.0	0.0%	0.0%	0.0%
Handlowy	77.1	13.3	14.3	13.9	12%	11%	11%	1.6	1.6	1.5	4.9%	7.4%	3.5%
ING BSK	83.0	14.3	12.2	12.6	14%	15%	13%	1.9	1.7	1.5	0.0%	1.8%	0.8%
Kredyt Bank	11.1	16.1	9.3	13.3	7%	11%	7%	1.1	1.0	0.9	0.0%	3.3%	0.0%
Millenium	4.2	14.9	11.0	13.6	9%	11%	8%	1.2	1.1	1.0	0.0%	2.4%	0.0%
Pekao	161.0	16.7	14.7	15.4	13%	14%	12%	2.1	2.0	1.9	1.8%	4.2%	3.4%
PKO BP	35.5	13.8	11.9	13.2	15%	17%	14%	2.1	1.9	1.8	5.4%	5.6%	4.2%
Median		14.3	11.9	13.6	13%	14%	11%	1.6	1.6	1.5	0.0%	3.3%	0.8%
INVESTORS IN POLISH BANKS													
AIB	0.1	-	-	-	-	-	-	0.2	0.1	0.1	0.0%	0.0%	0.0%
BCP	0.1	2.8	7.0	6.0	4%	3%	3%	0.1	0.1	0.2	13.7%	2.9%	2.9%
Citigroup	31.6	8.1	8.1	7.3	8%	7%	7%	0.6	0.5	0.5	0.0%	0.1%	1.0%
Commerzbank	1.9	2.2	14.0	6.5	13%	3%	6%	0.3	0.4	0.4	0.0%	0.0%	0.8%
ING	7.3	7.0	5.1	5.5	10%	13%	11%	0.7	0.6	0.6	0.0%	0.0%	3.0%
KBC	15.3	3.3	4.6	3.3	15%	8%	14%	0.5	0.5	0.5	5.0%	2.3%	3.8%
UCI	4.0	4.8	-	3.8	2%	-	4%	0.1	0.2	0.2	7.6%	0.2%	6.8%
Median		4.0	7.0	5.8	9%	7%	7%	0.3	0.4	0.4	0.0%	0.1%	2.9%
FOREIGN BANKS													
BEP	3.4	8.2	11.7	12.3	6%	6%	5%	0.6	0.6	0.6	6.4%	5.0%	4.8%
Deutsche Bank	34.1	6.5	7.0	6.6	7%	9%	9%	0.7	0.6	0.6	2.2%	2.2%	2.3%
Erste Bank	17.7	7.6	41.6	7.6	8%	-	8%	0.5	0.6	0.6	3.5%	0.0%	2.4%
Komercni B.	3750.0	11.1	12.4	10.8	18%	15%	17%	1.9	1.8	1.7	5.4%	5.8%	6.6%
OTP	4117.0	8.9	9.7	7.7	10%	9%	11%	0.8	0.8	0.7	2.9%	2.7%	4.4%
Santander	6.2	6.3	7.3	7.0	12%	10%	11%	0.7	0.7	0.7	9.4%	9.5%	9.2%
Turkiye Garanti B.	6.7	8.6	9.2	8.9	22%	18%	16%	1.8	1.6	1.4	2.0%	2.0%	2.1%
Turkiye Halk B.	12.2	7.7	7.7	7.6	30%	25%	21%	2.1	1.7	1.5	2.8%	2.6%	3.0%
Sberbank	3.1	13.1	6.5	6.7	18%	27%	22%	2.2	1.6	1.4	0.7%	2.1%	2.4%
VTB Bank	4.8	15.1	7.8	7.9	10.7%	15.2%	13.5%	1.5	1.1	1.0	1.0%	1.2%	1.3%
Median		8.4	8.5	7.6	11%	15%	12%	1.2	1.0	0.9	2.8%	2.4%	2.7%

Insurance company valuations /01.02.2012/

	Price	P/E			ROE			P/BV			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES													
PZU	341.2	12.1	12.3	12.6	20%	19%	18%	2.3	2.3	2.3	46.5%	7.6%	7.3%
FOREIGN COMPANIES													
Vienna Insurance G.	33.2	11.0	10.4	9.5	9%	10%	9%	1.0	1.0	0.9	3.0%	3.3%	3.7%
Uniqa	11.3	23.0	-	11.7	5%	-	12%	1.1	1.4	1.4	3.0%	0.3%	3.5%
Aegon	3.8	4.6	8.6	6.5	10%	4%	6%	0.4	0.4	0.4	0.0%	2.7%	5.4%
Allianz	86.8	7.7	10.9	7.5	12%	8%	11%	0.9	0.9	0.8	5.2%	4.9%	5.4%
Aviva	3.6	5.7	7.1	6.2	16%	12%	13%	0.9	0.8	0.8	7.2%	7.5%	7.9%
AXA	12.3	7.8	6.2	6.2	8%	11%	11%	0.6	0.6	0.6	5.5%	5.8%	6.5%
Baloise	71.8	7.8	17.8	7.6	11%	6%	11%	0.8	0.8	0.8	6.5%	6.1%	6.4%
Generali	57.8	8.1	7.6	7.3	9%	9%	10%	0.8	0.8	0.7	4.5%	6.6%	6.8%
Helvetia	319.3	8.2	9.1	7.6	11%	10%	11%	0.9	0.9	0.8	4.8%	5.2%	5.5%
Mapfre	2.6	8.5	8.2	7.7	14%	14%	14%	1.1	1.1	1.0	5.8%	6.0%	6.2%
RSA Insurance	1.1	10.0	7.6	7.3	12%	15%	14%	1.0	1.0	1.0	8.0%	8.7%	9.0%
Zurich Financial	223.1	8.9	8.2	7.7	12%	12%	12%	1.0	1.0	1.0	7.6%	8.0%	8.2%
Median		8.2	8.2	7.5	11%	10%	11%	0.9	0.9	0.8	5.4%	5.9%	6.3%

Fuel producer valuations /01.02.2012/

	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	26.5	6.5	6.0	8.2	0.5	0.4	0.3	5.1	4.7	8.2	7%	6%	4%	0.0%	0.0%	0.0%
PKN Orlen	37.8	4.8	3.9	6.3	0.3	0.2	0.2	6.8	3.9	13.5	7%	6%	4%	0.0%	0.0%	7.8%
MOL	19100.0	6.2	5.2	4.8	0.8	0.6	0.7	10.5	7.8	7.6	13%	12%	14%	2.6%	3.6%	4.4%
OMV	25.7	3.7	3.6	3.2	0.6	0.5	0.5	6.4	7.6	6.5	18%	13%	15%	4.0%	4.0%	4.2%
Hellenic Petroleum	5.7	8.3	9.2	6.7	0.5	0.4	0.4	9.8	10.4	6.6	6%	5%	5%	6.9%	7.7%	8.2%
Tupras	42.2	7.1	5.1	5.7	0.4	0.2	0.2	12.5	9.8	9.3	5%	5%	4%	6.2%	7.6%	8.0%
Unipetrol	174.1	6.1	7.4	6.0	0.4	0.3	0.3	26.2	38.0	19.4	6%	4%	6%	0.3%	0.9%	2.3%
Median		6.2	5.2	6.0	0.5	0.4	0.3	9.8	7.8	8.2	7%	6%	5%	2.6%	3.6%	4.4%
GAS COMPANIES																
PGNiG	3.8	5.3	9.0	7.8	1.1	1.1	1.1	9.2	17.6	23.4	21%	12%	15%	0.6%	3.1%	2.3%
Gazprom	180.1	4.0	2.8	2.9	1.6	1.1	1.1	4.8	3.2	3.5	40%	41%	38%	1.4%	3.2%	3.5%
GDF Suez	21.2	6.2	5.6	5.1	1.1	1.0	1.0	10.9	12.8	11.6	18%	18%	19%	7.2%	7.2%	7.4%
Gas Natural SDG	12.7	7.2	7.1	6.8	1.8	1.6	1.6	9.8	10.1	9.3	25%	23%	23%	6.3%	6.4%	6.9%
Median		5.7	6.3	5.9	1.3	1.1	1.1	9.5	11.4	10.4	23%	21%	21%	3.9%	4.8%	5.2%

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

Power utilities valuations /01.02.2012/

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	
ENERGY COMPANIES																
CEZ	130.0	6.4	7.1	6.7	2.9	2.9	2.8	8.9	10.9	9.5	45%	41%	42%	6.7%	6.4%	5.5%
ENEA	18.1	3.8	3.6	3.6	0.7	0.6	0.6	12.5	10.6	9.0	17%	16%	17%	2.1%	2.3%	2.7%
PGE	20.5	5.7	4.5	4.5	1.9	1.2	1.3	12.7	6.5	8.6	33%	28%	28%	4.1%	3.2%	7.7%
TAURON	5.5	3.6	4.5	4.1	0.6	0.6	0.6	11.2	7.5	7.1	18%	14%	14%	0.1%	2.7%	4.0%
E.ON	16.9	5.1	7.4	6.3	0.8	0.7	0.7	6.3	13.6	10.2	16%	10%	11%	8.8%	5.9%	6.4%
EDF	18.1	4.7	5.2	4.8	1.2	1.2	1.2	9.8	10.0	8.7	26%	23%	24%	6.3%	6.4%	6.7%
Endesa	15.2	5.0	5.2	5.0	1.4	1.2	1.1	7.1	7.5	7.2	28%	23%	23%	7.0%	6.7%	7.0%
ENEL SpA	3.1	5.4	5.3	5.3	1.3	1.2	1.2	6.9	7.1	6.9	25%	23%	23%	8.7%	8.5%	8.7%
Fortum	18.0	9.0	8.3	8.6	3.7	3.5	3.4	11.2	11.7	11.4	41%	42%	40%	5.6%	5.7%	5.6%
Iberdrola	4.6	7.8	7.4	6.9	2.1	1.9	1.8	9.0	9.2	8.7	28%	25%	26%	7.1%	7.2%	7.5%
RWE AG	30.7	3.8	4.6	4.3	0.7	0.7	0.7	4.4	7.3	7.2	19%	16%	17%	11.4%	6.9%	7.0%
Median		5.1	5.2	5.0	1.3	1.2	1.2	9.0	9.2	8.7	26%	23%	23%	6.7%	6.4%	6.7%

Fertilizer producer and chemical company valuations /01.02.2012/

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	10.2	12.5	3.0	5.7	0.5	0.4	0.3	27.7	3.2	10.0	4%	12%	6%	0.0%	0.0%	0.0%
ZA Pulawy	93.5	3.9	5.5	5.2	0.6	0.5	0.5	6.0	10.1	9.9	15%	10%	10%	1.1%	5.0%	5.0%
Acron	42.4	9.2	4.2	4.9	2.0	1.4	1.4	12.6	5.5	6.9	22%	32%	28%	1.9%	7.7%	3.4%
Agrium	62.4	7.6	4.2	4.1	1.0	0.7	0.7	12.9	6.6	6.7	14%	16%	16%	0.2%	0.2%	0.4%
DSM	39.8	3.5	3.6	3.6	1.4	1.4	1.4	34.7	32.4	31.9	41%	40%	40%	2.0%	2.1%	2.3%
K+S	37.7	8.3	6.4	6.0	1.6	1.5	1.5	16.9	10.8	9.9	19%	23%	24%	2.4%	3.9%	4.3%
Silv init	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	7.3	-	10.1	6.9	-	6.6	4.8	-	15.4	10.7	-	66%	69%	-	3.6%	6.2%
Yara	246.5	7.6	5.2	5.8	1.2	1.0	1.0	11.6	7.0	7.8	16%	20%	18%	2.4%	2.6%	2.9%
Median		8.0	5.2	5.7	1.3	1.4	1.4	14.9	10.1	9.9	18%	23%	24%	1.6%	2.6%	2.9%
CHEMICAL COMPANIES																
Ciech	19.4	5.3	5.5	5.1	0.5	0.5	0.5	26.5	-	14.3	10%	8%	10%	0.0%	0.0%	0.0%
Akzo Nobel	40.8	5.8	6.2	6.0	0.8	0.7	0.7	12.3	13.4	12.8	14%	12%	12%	3.5%	3.5%	3.7%
BASF	59.9	6.2	6.0	6.4	1.1	1.0	1.0	10.9	9.4	10.9	18%	16%	16%	3.6%	4.0%	4.0%
Croda	19.5	12.6	10.6	10.0	2.9	2.7	2.6	21.4	16.5	15.5	23%	25%	26%	1.8%	2.7%	3.0%
Dow Chemical	33.9	8.4	7.5	7.4	1.2	1.0	1.0	18.2	12.9	12.1	14%	14%	13%	1.8%	2.6%	3.0%
Rhodia	31.6	4.9	4.4	4.4	0.8	0.7	0.7	11.9	9.2	9.0	17%	16%	16%	1.3%	2.0%	2.1%
Sisecam	3.7	6.4	5.0	4.8	1.5	1.3	1.2	14.1	9.0	9.1	23%	25%	24%	1.0%	1.4%	2.2%
Soda Sanayii	3.4	7.4	4.7	5.1	1.4	1.1	1.0	12.6	6.4	7.8	18%	23%	20%	-	3.3%	4.7%
Solvay	78.6	4.5	3.5	2.5	0.6	0.5	0.4	25.1	15.9	11.9	14%	16%	15%	3.8%	3.7%	3.9%
Tata Chemicals	346.5	7.7	7.5	6.1	1.5	1.2	1.1	12.3	11.9	10.1	19%	17%	18%	2.4%	2.6%	3.1%
Tessenderlo Chemie	27.0	5.7	5.2	5.0	0.4	0.5	0.5	35.4	12.1	11.4	8%	9%	9%	4.7%	5.0%	5.0%
Wacker Chemie	71.0	3.2	3.2	3.8	0.8	0.8	0.8	7.0	7.6	11.2	25%	23%	20%	3.2%	4.1%	3.3%
Median		6.0	5.4	5.1	1.0	0.9	0.9	13.4	11.9	11.3	18%	16%	16%	2.4%	3.0%	3.2%

European national telecom operator valuations /01.02.2012/

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	5.7	5.3	4.8	4.4	1.2	1.1	1.0	36.5	20.4	16.1	23%	24%	24%	0.0%	3.4%	4.9%
TPSA	17.1	5.8	4.1	4.9	1.8	1.7	1.8	-	11.8	19.0	30%	42%	38%	8.8%	12.3%	8.8%
Median		5.5	4.5	4.6	1.5	1.4	1.4	36.5	16.1	17.5	27%	33%	31%	4.4%	7.8%	6.8%
MID CAPS																
Belgacom	24.1	4.5	5.2	5.3	1.5	1.5	1.6	9.9	10.1	10.5	33%	30%	29%	9.0%	9.0%	9.1%
Cesky Telecom	385.0	4.9	5.7	6.3	2.2	2.4	2.4	12.0	15.4	14.8	45%	41%	38%	10.2%	9.7%	9.2%
Hellenic Telekom	2.9	3.4	3.8	3.8	1.1	1.3	1.3	4.1	5.3	4.8	34%	33%	34%	5.4%	5.1%	6.7%
Matav	536.0	4.6	4.8	4.8	1.6	1.6	1.7	11.2	11.6	11.1	35%	34%	35%	10.5%	9.4%	9.7%
Portugal Telecom	3.8	3.8	2.5	2.3	1.5	0.9	0.8	9.0	6.8	6.6	39%	36%	35%	16.8%	24.0%	17.8%
Telecom Austria	9.0	4.5	4.9	5.1	1.6	1.7	1.7	12.7	20.5	16.5	35%	34%	33%	8.4%	7.4%	7.3%
Median		4.5	4.8	5.0	1.5	1.6	1.6	10.5	10.9	10.8	35%	34%	35%	10%	9%	9%
BIG CAPS																
BT	2.1	4.8	4.4	4.4	1.3	1.3	1.3	14.3	10.2	9.2	26%	29%	31%	3.3%	3.6%	4.0%
DT	8.7	4.4	4.7	4.9	1.4	1.5	1.5	11.0	11.8	12.0	31%	31%	31%	8.2%	8.1%	8.1%
FT	11.6	4.2	4.3	4.4	1.4	1.4	1.4	6.3	7.5	7.7	34%	33%	33%	12.1%	12.1%	12.1%
KPN	8.4	4.4	4.6	4.6	1.8	1.8	1.8	7.3	6.8	6.7	41%	40%	40%	9.5%	10.1%	10.7%
Swisscom	368.5	5.9	6.0	6.1	2.3	2.4	2.4	10.2	9.9	10.0	39%	40%	40%	6.0%	6.0%	6.3%
TELEFONICA	13.5	4.7	5.8	5.4	2.0	2.0	2.0	7.7	9.3	8.5	43%	34%	36%	10.4%	11.9%	9.6%
TeliaSonera	46.2	6.8	6.8	6.5	2.4	2.4	2.3	10.0	10.6	9.8	35%	35%	36%	5.4%	6.1%	6.6%
TI	0.8	4.5	4.2	4.3	1.9	1.7	1.7	6.5	6.3	6.4	42%	41%	41%	7.1%	8.5%	9.6%
Median		4.6	4.7	4.7	1.8	1.8	1.8	8.9	9.6	8.9	37%	35%	36%	7.6%	8.3%	8.8%

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

IT company valuations /01.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
POLISH COMPANIES																
AB	22.1	7.4	7.2	6.5	0.1	0.1	0.1	6.9	9.1	7.9	2%	2%	2%	1.4%	1.1%	1.3%
ACTION	20.6	9.2	6.5	6.7	0.2	0.2	0.2	13.6	8.9	9.7	2%	3%	2%	4.0%	2.0%	2.2%
ASBIS	2.4	6.7	6.2	4.8	0.1	0.1	0.1	44.1	22.4	7.1	1%	1%	1%	0.0%	0.0%	0.0%
ASSECO POLAND	47.7	6.6	5.7	5.3	1.4	1.0	0.9	8.9	9.5	8.8	21%	18%	17%	3.1%	3.8%	3.4%
COMARCH	61.0	6.2	9.9	6.8	0.5	0.6	0.5	11.2	24.7	15.3	8%	6%	8%	0.0%	0.0%	0.0%
KOMPUTRONIK	7.0	7.2	5.1	4.0	0.1	0.1	0.1	18.4	9.9	6.6	2%	2%	2%	0.0%	0.0%	2.0%
SYGNITY	19.5	-	6.3	5.0	0.5	0.4	0.4	-	60.9	13.1	-	7%	7%	0.0%	0.0%	0.0%
Median		6.9	6.3	5.3	0.2	0.2	0.2	12.4	9.9	8.8	2%	3%	2%	0.0%	0.0%	1.3%
FOREIGN COMPANIES																
Accenture	58.4	11.0	9.4	8.5	1.7	1.5	1.3	22.2	17.3	15.4	16%	15%	16%	1.7%	1.6%	2.3%
Atos Origin	39.6	6.6	5.0	3.9	0.7	0.5	0.4	14.6	12.5	10.3	10%	10%	10%	0.4%	1.4%	1.8%
CapGemini	28.8	4.9	4.1	3.9	0.4	0.4	0.4	13.7	12.2	11.4	9%	9%	9%	3.1%	3.5%	3.8%
IBM	192.6	10.3	9.3	8.8	2.5	2.3	2.2	16.8	14.4	13.0	24%	24%	25%	1.3%	1.5%	1.6%
Indra Sistemas	10.2	6.1	6.1	5.9	0.8	0.7	0.7	8.0	8.9	9.0	12%	12%	11%	6.4%	6.4%	6.5%
LogicaCMG	0.8	4.4	5.1	4.8	0.4	0.4	0.4	6.3	8.0	7.0	9%	7%	8%	5.2%	5.9%	6.0%
Microsoft	29.9	8.1	7.0	6.6	3.4	3.0	2.8	14.5	11.6	10.8	42%	43%	43%	1.8%	1.9%	2.6%
Oracle	28.9	11.4	8.2	8.0	5.3	4.0	3.8	17.9	13.2	12.3	47%	49%	48%	0.7%	0.6%	0.8%
SAP	46.8	14.4	11.5	11.0	4.8	4.2	3.8	21.5	16.9	15.6	33%	36%	35%	1.2%	1.5%	1.6%
TietoEnator	11.6	5.4	4.6	4.6	0.5	0.5	0.5	10.0	10.5	10.0	10%	11%	11%	4.5%	5.7%	5.8%
Median		7.3	6.5	6.2	1.2	1.1	1.0	14.6	12.3	11.1	14%	14%	14%	1.7%	1.8%	2.4%

Media company valuations /01.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
POLISH COMPANIES																
AGORA	12.6	3.4	3.2	3.2	0.5	0.4	0.4	8.9	11.2	12.6	15%	13%	12%	4.0%	4.0%	4.0%
CYFROWY POLSAT	13.7	14.9	10.0	7.8	4.1	2.9	2.4	14.2	14.7	11.9	27%	29%	30%	4.2%	0.0%	3.4%
TVN	11.1	10.0	9.9	8.4	2.4	2.4	2.2	-	-	13.3	25%	24%	26%	2.8%	0.0%	-
DAILY																
Arnolgo Mondadori	1.4	4.9	5.2	5.4	0.4	0.5	0.5	7.0	7.4	8.2	9%	9%	8%	11.3%	10.8%	10.9%
Axel Springer	36.4	7.2	6.3	6.3	1.3	1.2	1.2	11.9	12.2	12.1	18%	19%	18%	4.3%	4.6%	4.7%
Daily Mail	4.5	7.1	7.6	7.4	1.3	1.3	1.3	9.6	9.6	9.4	19%	18%	18%	3.4%	3.8%	4.0%
Gruppo Editoriale	1.1	3.9	3.6	3.7	0.7	0.7	0.7	8.2	7.3	7.2	17%	18%	18%	6.9%	7.8%	8.1%
Mclatchy	2.4	5.6	6.4	6.9	1.5	1.7	1.7	3.8	4.3	5.8	27%	26%	25%	0.0%	0.0%	0.0%
Naspers	399.9	24.4	21.6	22.3	5.9	5.1	4.4	28.5	22.8	22.0	24%	24%	20%	0.6%	0.8%	0.8%
New York Times	7.7	4.3	4.6	4.7	0.7	0.7	0.7	11.1	12.4	11.6	16%	15%	15%	0.0%	0.0%	0.0%
Promotora de Inform	0.8	6.8	8.1	7.0	1.3	1.5	1.5	2.2	11.3	9.1	20%	18%	21%	0.0%	0.0%	0.0%
SPIR Comm	23.8	5.7	5.7	3.8	0.2	0.2	0.2	-	-	20.9	4%	4%	6%	0.0%	0.0%	0.4%
Trinity Mirror	0.5	1.7	1.9	2.0	0.3	0.4	0.4	1.8	1.8	1.9	20%	18%	18%	1.3%	1.3%	3.9%
Mediana		5.7	6.0	5.9	1.0	0.9	0.9	8.2	9.6	9.3	18%	18%	18%	0.9%	1.0%	2.3%
TV																
Antena 3 Televis	4.9	7.6	9.1	10.0	1.5	1.5	1.5	9.6	11.2	12.3	20%	16%	15%	8.2%	7.5%	6.6%
CETV	136.7	14.5	9.4	7.8	2.1	1.8	1.7	-	-	-	15%	19%	21%	0.0%	0.0%	0.0%
Gestevision Telecinco	4.5	8.3	9.6	11.1	2.1	1.8	1.8	7.4	11.2	12.9	26%	18%	16%	8.2%	8.0%	7.4%
ITV PLC	0.8	7.7	6.9	6.7	1.6	1.5	1.5	13.9	10.6	10.2	20%	22%	23%	0.5%	1.9%	3.1%
M6-Metropole Tel	13.1	4.3	4.4	4.6	0.9	1.0	1.0	11.0	10.8	11.3	21%	22%	21%	7.2%	7.7%	7.5%
Mediaset SPA	2.3	5.0	4.1	4.1	1.2	1.2	1.2	6.2	8.8	9.4	23%	28%	28%	14.2%	10.3%	9.9%
RTL Group	74.0	9.1	8.4	8.6	2.0	1.9	1.9	17.6	16.1	15.6	22%	22%	22%	6.1%	6.8%	7.3%
TF1-TV Francaise	8.6	6.0	5.2	5.4	0.7	0.7	0.7	13.9	10.2	10.6	12%	14%	13%	5.3%	7.2%	7.1%
Mediana		7.7	7.7	7.3	1.5	1.5	1.5	11.0	10.8	11.3	21%	20%	21%	6.6%	7.4%	7.2%
PAY TV																
BSkyB PLC	6.8	11.3	9.6	8.4	2.3	2.1	1.9	22.4	17.1	13.9	20%	22%	23%	2.8%	3.1%	3.7%
Canal Plus	4.4	3.3	3.2	3.2	0.2	0.2	0.2	13.8	13.0	12.6	5%	5%	5%	6.1%	6.6%	6.6%
Cogeco	47.8	6.4	5.8	5.3	2.5	2.4	2.2	19.6	14.1	10.0	39%	41%	42%	1.2%	1.5%	2.1%
Comcast	26.9	6.8	5.4	5.0	2.6	1.7	1.6	21.3	17.7	14.4	39%	32%	32%	1.4%	1.7%	1.8%
Liberty Global	46.8	8.1	7.0	6.7	3.6	3.2	3.0	-	-	27.2	45%	46%	45%	0.0%	0.0%	0.0%
Multimedia	9.1	5.5	5.2	5.0	2.8	2.7	2.6	13.3	12.1	11.0	51%	52%	52%	-	-	-
Shaw Communications	19.8	7.3	6.1	5.8	3.3	2.6	2.5	15.3	12.7	11.8	46%	43%	43%	4.4%	4.6%	4.8%
Mediana		6.8	5.8	5.3	2.6	2.4	2.2	17.5	13.5	12.6	39%	41%	42%	2.1%	2.4%	2.9%

Mining company valuations /01.02.2012/

	Price	EV/EBITDA			EV/S			P/E		EBITDA margin			D/Y			
		2010	2011	2012	2010	2011	2012	2010	2011	2010	2011	2012	2010	2011	2012	
POLISH COMPANIES																
KGHM	143.1	4.2	1.7	3.1	1.6	0.9	1.3	6.3	2.6	8.3	39%	57%	40%	10.3%	10.3%	14.0%
FOREIGN COMPANIES																
Anglo Amer.	27.3	4.2	3.5	3.2	1.7	1.4	1.3	6.9	5.3	4.7	40%	41%	41%	1.9%	2.7%	3.1%
BHP Billiton	21.7	4.9	3.2	3.0	2.3	1.7	1.6	9.2	5.2	5.2	48%	53%	53%	3.9%	4.4%	5.0%
Freeport-MCMOR	46.2	4.8	4.6	4.6	2.5	2.2	2.2	10.4	9.5	9.7	52%	49%	48%	1.6%	3.3%	2.8%
Rio Tinto	39.1	3.3	3.1	3.0	1.5	1.4	1.3	5.5	4.8	4.6	46%	45%	44%	2.5%	3.1%	3.3%
Southern Peru	34.8	10.1	7.5	7.1	5.8	4.3	4.2	18.7	12.6	12.3	57%	57%	59%	4.6%	6.2%	5.3%
Median		4.8	3.5	3.2	2.3	1.7	1.6	9.2	5.3	5.2	48%	49%	48%	2.5%	3.3%	3.3%

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

Construction company valuations /01.02.2012/

	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																
Budimex	84.6	0.9	4.5	5.1	0.1	0.3	0.3	8.1	9.1	9.0	8%	6%	5%	8.0%	10.7%	5.5%
Elektrobudowa	100.0	6.7	6.4	6.1	0.5	0.5	0.4	10.5	12.0	10.3	8%	7%	7%	3.5%	6.0%	2.9%
Erbud	19.9	5.2	-	4.7	0.1	0.2	0.2	20.7	-	7.3	3%	-	4%	2.5%	1.2%	0.0%
Mostostal Warszawa	19.5	0.8	6.5	2.9	0.0	0.1	0.1	6.2	20.9	8.4	5%	2%	3%	9.2%	2.8%	1.4%
PBG	82.2	6.2	8.2	5.9	0.7	0.9	0.5	5.2	5.9	5.5	12%	10%	8%	1.7%	1.7%	1.7%
Polimex Mostostal	1.9	4.5	6.1	5.2	0.3	0.3	0.3	7.9	12.4	8.2	7%	5%	6%	2.1%	0.0%	0.0%
Rafako	8.2	5.2	3.4	3.2	0.3	0.3	0.2	13.1	8.2	9.3	6%	8%	7%	3.7%	7.0%	0.0%
Trakcja Tiltra	1.3	-	4.2	3.5	-	0.3	0.2	6.1	4.0	3.7	-	8%	7%	0.0%	0.0%	0.0%
Ulma Construccoon	59.0	4.9	3.3	3.5	2.4	1.6	1.6	30.3	9.1	9.8	48%	50%	46%	0.0%	0.0%	0.0%
Unibep	6.0	6.0	8.4	5.0	0.3	0.4	0.4	9.0	10.5	5.0	5%	4%	7%	1.7%	0.0%	0.0%
ZUE	7.5	5.8	4.7	3.8	0.5	0.4	0.3	9.8	7.9	7.4	8%	8%	8%	0.9%	0.0%	0.0%
Median		5.2	6.1	4.8	0.3	0.3	0.3	8.5	9.1	8.3	7%	7%	7%	2.3%	1.5%	0.0%
FOREIGN COMPANIES																
AMEC	10.2	9.8	8.4	7.3	0.9	0.8	0.7	17.3	15.1	13.1	9%	10%	10%	2.0%	2.9%	3.3%
BILFINGER	70.1	10.4	9.9	9.5	0.6	0.6	0.6	12.6	14.2	13.1	6%	6%	7%	3.4%	4.2%	3.8%
EIFFAGE	25.4	8.5	8.0	7.7	1.2	1.2	1.1	9.5	10.0	8.8	14%	14%	15%	4.8%	4.7%	4.8%
HOCHTIEF	50.7	4.7	5.8	3.8	0.3	0.3	0.3	15.3	-	12.2	6%	4%	7%	3.3%	3.0%	5.3%
NCC	142.0	7.2	7.5	5.8	0.3	0.3	0.3	12.6	13.7	9.9	5%	4%	5%	4.4%	6.6%	7.2%
SKANSKA	122.0	6.9	7.5	7.6	0.4	0.4	0.4	14.3	12.4	15.2	5%	5%	5%	4.8%	4.9%	5.1%
STRABAG	22.7	4.1	3.7	3.7	0.2	0.2	0.2	14.9	13.2	12.7	5%	5%	5%	2.3%	2.8%	2.9%
Median		7.2	7.5	7.3	0.4	0.4	0.4	14.3	13.4	12.7	6%	5%	7%	3.4%	4.2%	4.8%

Property developer valuations /01.02.2012/

	Price	EV/EBITDA			P/BV				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
BBI Development	0.3	9.2	25.9	9.4	0.7	0.7	0.6	14.0	16.8	5.1	42%	24%	46%	0.0%	0.0%	0.0%
Dom Development	33.0	13.9	10.2	8.2	1.0	1.0	0.9	20.1	11.2	9.4	12%	16%	14%	2.4%	2.7%	5.4%
Echo Investment	4.0	19.8	9.3	6.6	0.9	0.8	0.7	11.3	8.5	4.0	40%	92%	113%	0.0%	0.0%	0.0%
GTC	10.3	15.9	8.5	6.9	0.5	0.5	0.4	12.9	4.9	3.1	66%	127%	159%	0.0%	0.0%	0.0%
J.W. Construction	7.5	6.0	13.9	13.5	0.9	0.8	0.8	4.4	15.7	12.4	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	17.2	21.8	11.2	14.4	0.3	0.3	0.3	7.4	6.6	5.6	28%	31%	22%	5.0%	1.9%	3.0%
Robyg	1.3	14.8	64.8	5.8	0.8	0.9	0.8	10.9	40.4	4.6	17%	9%	25%	0.0%	5.2%	1.0%
Median		14.3	11.1	8.8	0.9	0.8	0.7	11.1	11.4	5.4	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	19.6	17.7	16.5	0.7	0.7	0.8	14.2	13.5	12.9	55%	55%	57%	5.1%	5.4%	5.5%
CORIO	36.1	18.1	17.2	16.3	0.8	0.8	0.8	12.7	12.4	11.8	78%	83%	82%	7.3%	7.6%	7.7%
DEUTSCHE EUROSHOP	26.6	21.5	16.5	15.0	1.1	1.0	1.1	19.1	19.6	17.4	87%	87%	87%	4.1%	4.2%	4.4%
ECHO INVESTMENT	4.0	13.0	7.8	15.7	1.0	0.9	0.8	10.9	7.5	11.6	69%	114%	46%	0.0%	0.0%	0.0%
HAMMERSON	3.8	19.0	18.6	18.1	0.9	0.8	0.7	19.3	19.3	18.7	80%	77%	77%	4.2%	4.3%	4.5%
KLEPIERRE	23.6	16.9	16.2	15.6	1.1	0.9	1.0	15.1	12.5	12.8	84%	85%	85%	5.3%	5.8%	6.0%
SPARKASSEN IMMO	4.4	19.8	15.8	15.4	0.6	0.6	0.6	60.3	18.7	15.2	47%	48%	48%	0.0%	3.0%	3.4%
UNIBAIL-RODAMCO	150.8	20.8	20.0	19.4	1.1	1.2	1.1	16.8	16.9	16.1	84%	84%	85%	5.3%	5.4%	5.5%
Median		19.6	17.2	16.3	0.9	0.8	0.8	15.9	16.9	12.9	78%	83%	77%	4.2%	4.3%	4.5%

Machinery manufacturer valuations /01.02.2012/

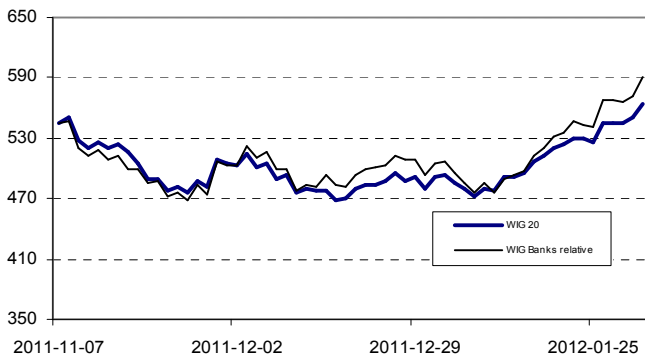
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
FAMUR	3.1	12.7	6.3	5.8	2.3	2.0	1.8	20.3	14.8	12.3	18%	32%	30%	0.0%	5.8%	0.0%
KOPEX	23.5	12.4	8.4	6.8	1.0	1.0	1.0	52.4	12.7	12.2	8%	12%	14%	0.0%	0.0%	0.8%
Median		12.6	7.3	6.3	1.6	1.5	1.4	36.4	13.7	12.2	13%	22%	22%	0.0%	2.9%	0.4%
FOREIGN COMPANIES																
Atlas Copco	167.4	13.0	10.7	10.6	3.1	2.7	2.5	20.5	15.9	15.8	24%	25%	24%	2.6%	2.9%	3.1%
Caterpillar	92.0	14.9	9.4	7.6	2.1	1.5	1.3	23.0	13.5	10.2	14%	16%	17%	1.9%	1.9%	2.0%
Emeco	1.1	5.3	4.4	3.9	2.2	2.0	1.8	16.4	11.8	9.5	41%	46%	46%	1.3%	7.0%	5.2%
Industrea	1.2	5.4	4.8	4.0	1.8	1.6	1.4	7.9	7.7	6.3	34%	34%	35%	3.0%	3.0%	4.7%
Joy Global	91.3	12.9	9.3	7.3	2.7	2.1	1.7	21.8	15.4	12.4	21%	23%	23%	0.8%	0.8%	0.8%
Sandvik	99.9	9.5	8.7	8.3	1.8	1.5	1.5	18.0	14.2	14.3	19%	18%	18%	2.8%	3.2%	3.7%
Median		11.2	9.0	7.4	2.1	1.8	1.6	19.2	13.9	11.3	22%	24%	24%	2.2%	2.9%	3.4%

Paper manufacturer valuations /01.02.2012/

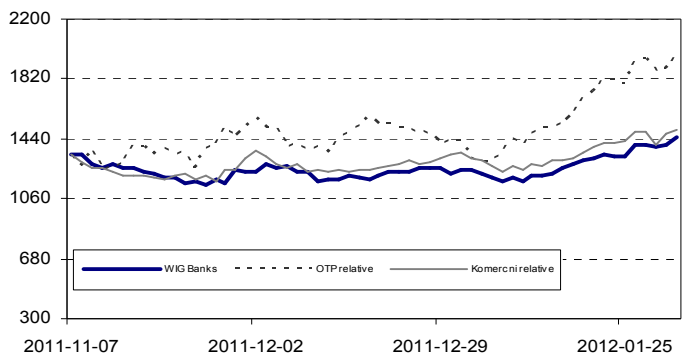
	Price	EV/EBITDA			EV/S				P/E		EBITDA margin			D/Y		
		2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012	2010	2011	2012
POLISH COMPANIES																
MONDI	61.0	7.3	5.0	6.2	1.6	1.1	1.2	12.2	7.4	9.0	22%	22%	19%	0.0%	0.0%	13.5%
FOREIGN COMPANIES																
Billerund	58.0	4.1	3.9	5.1	0.7	0.7	0.7	8.7	8.1	12.2	18%	18%	15%	4.8%	6.1%	5.7%
Holmen	200.3	9.1	6.9	7.3	1.3	1.2	1.2	23.0	12.7	14.5	15%	18%	17%	3.5%	-	-
INTL Paper	31.4	6.3	5.7	5.6	0.8	0.8	0.8	15.5	10.2	10.4	13%	14%	14%	1.3%	3.2%	3.4%
M-Real	1.8	4.5	8.7	6.9	0.5	0.5	0.6	8.5	-	14.3	12%	6%	9%	0.9%	0.4%	1.6%
Norske Skog	7.1	8.5	6.9	5.9	0.6	0.5	0.5	-	-	-	7%	8%	9%	0.0%	0.0%	0.0%
Portucel EMP	1.9	5.3	5.2	5.2	1.5	1.4	1.4	7.8	7.2	7.5	28%	27%	27%	8.5%	7.2%	7.7%
Stora Enso	6.6	5.9	5.7	6.3	0.7	0.7	0.7	9.0	10.4	11.8	13%	12%	11%	3.8%	4.1%	4.4%
Svenska	116.3	7.6	8.1	7.4	1.1	1.1	1.1	13.2	13.9	12.4	15%	14%	15%	3.5%	3.6%	3.8%
UPM-Kymmene	10.4	6.1	6.2	6.0	1.0	0.9	0.9	10.9	11.1	12.5	16%	14%	14%	4.5%	5.4%	5.4%
Median		6.1	6.2	6.0	0.8	0.8	0.8	10.0	10.4	12.3	15%	14%	14%	3.5%	3.9%	4.1%

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

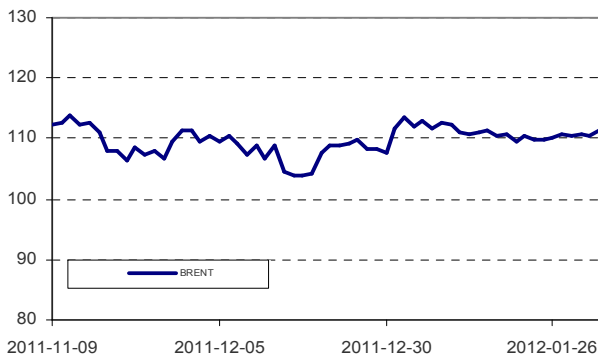
WIG Banks index vs. WIG 20 index (EUR)



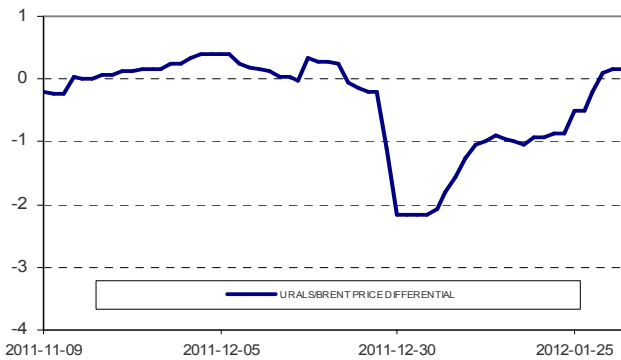
OTP and Komerčni's relative performance vs. WIG Banks index (EUR)



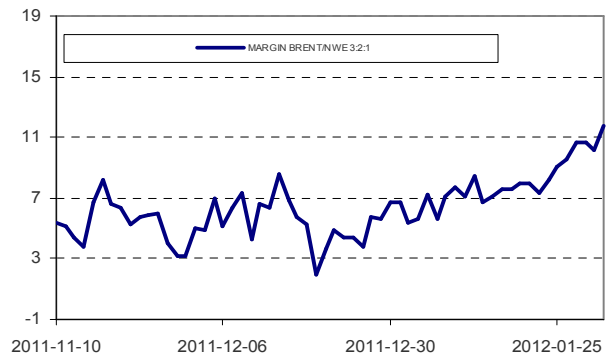
BRENT (USD/bbl)



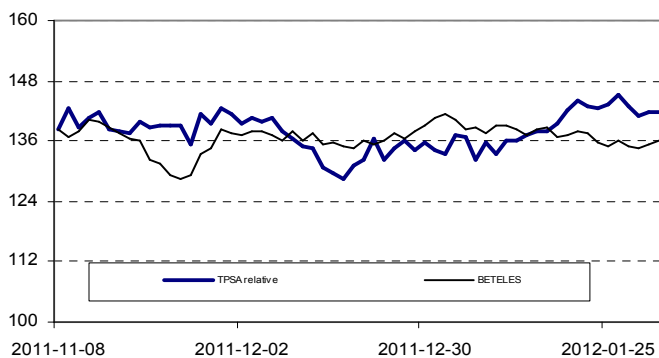
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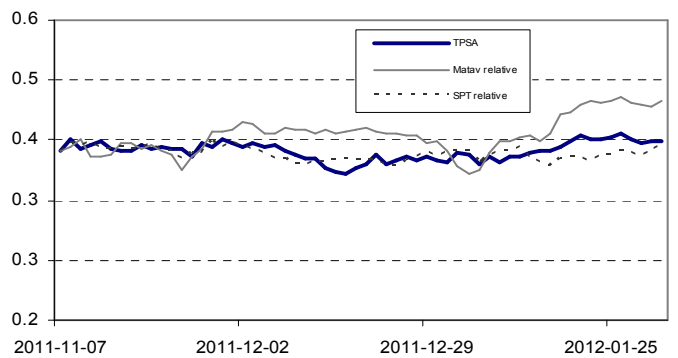
BRENT (USD/bbl)



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

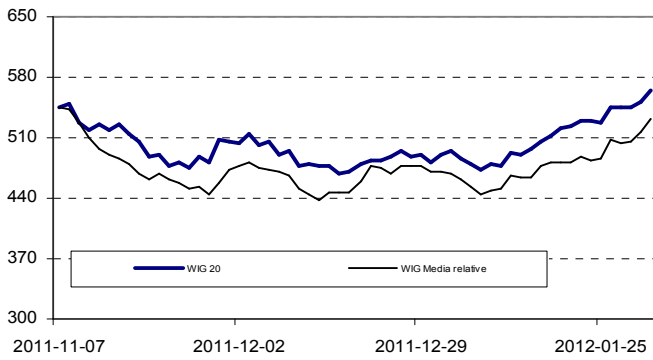


National operator quotations: TPSA, Hungarian Magyar Telecom and Czech SPT (EUR)

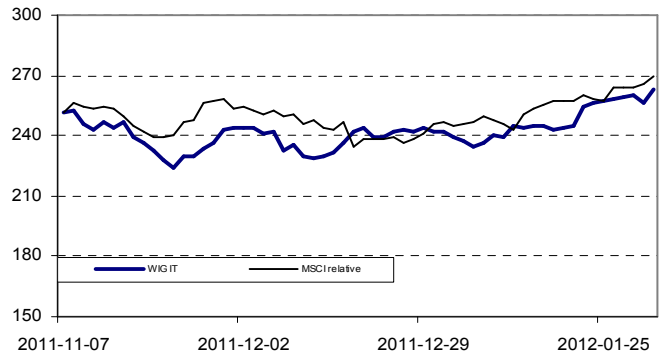


Source: Bloomberg

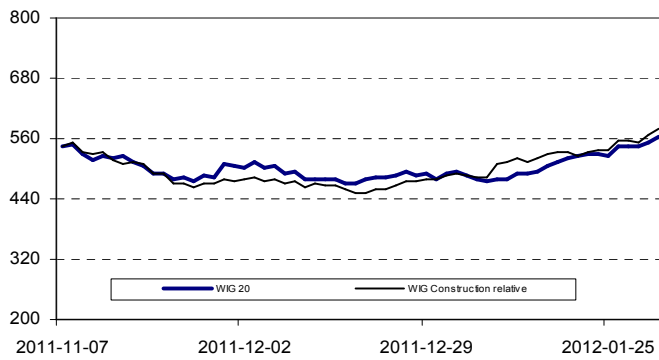
WIG Media index vs. WIG 20 index (EUR)



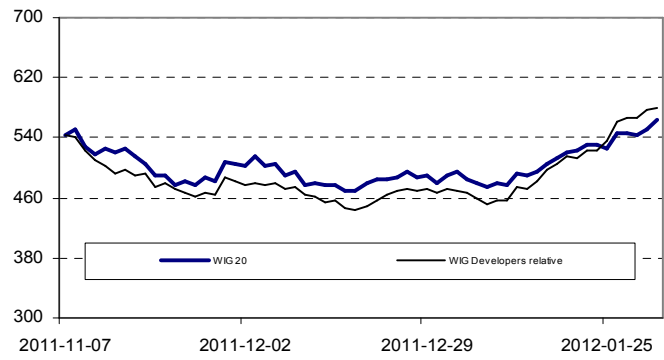
WIG IT index vs. MSCI



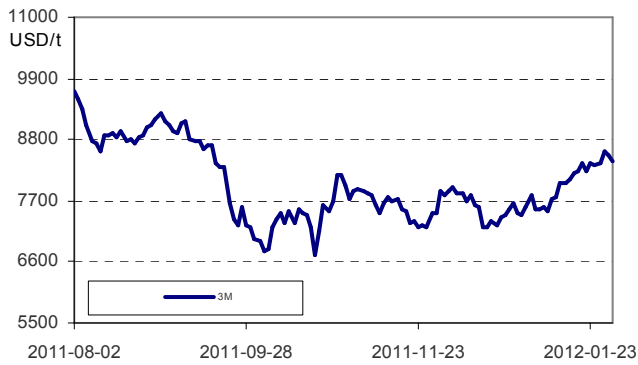
WIG Construction index vs. WIG 20 index (EUR)



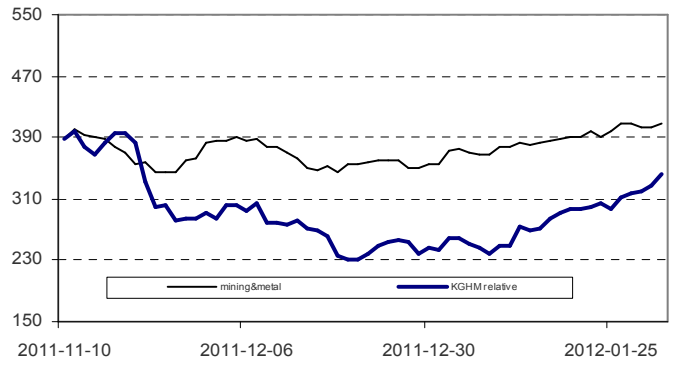
WIG Developers index vs. WIG 20 index (EUR)



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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A recommendation is valid for a period of 6-9 months, unless a subsequent recommendation is issued within this period. Expected returns from individual recommendations are as follows:

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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