

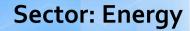
Poland's Privatisation Plan & Investment Opportunities

Addendum: Company Descriptions

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September 2013

Energa Not listed, planned IPO in 2013





Ministry of Treasury of the Republic of Poland

Company overview

- Holding company engaged in energy generation, distribution and trading
- Provides electricity to 2.5 million households and more than 300,000 companies 17% market share
- Generates more than 4.5 million MWh of electricity in 54 manufacturing facilities
- Energa Group's installed capacity is ca. 1200 MW 3% market share

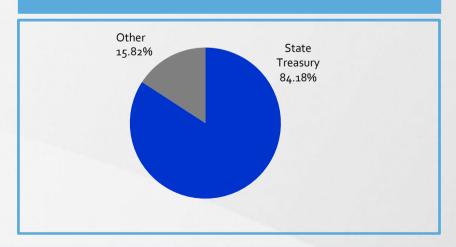
Source: Company data

Key financial data (€m)

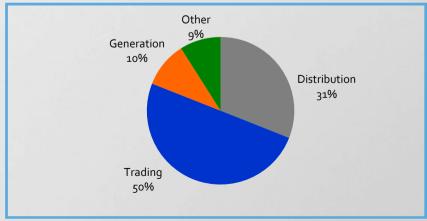
FYE -Dec	2009	2010	2011
Revenue	1 996	2 170	2 423
% growth	8.7%	8.8%	11.6%
EBIT	209	195	193
% margin	10%	9%	8%
EBITDA	251	336	350
% margin	12.6%	15.5%	14.4%
Net income	101	149	157
% margin	5.1%	6.9%	6.5%
Total assets	2 604	3 008	3 ² 57
Equity	1758	1893	1885

Source: Company data Note: PLN/EUR= 4.1991

Shareholder strucure



Revenue breakdown – by segment (2011)



Source: Company data

Polski Holding Nieruchomości Sector: Real estate



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since February 2013 (ticker: PHN-WA)
- Market cap: EUR o.2bn (Mar 2013)
- PHN is one of the leading real estate companies in Poland in terms of the portfolio value
- Established in 2011 as a result of consolidation of state-owned companies
- Company manages 150 properties in attractive locations and over 1,100ha land bank

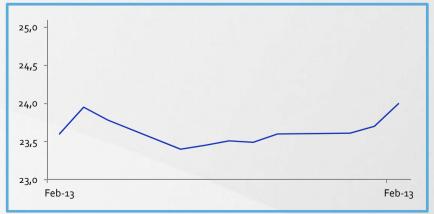
Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011
Revenue	54.2	62.9	51.8
% growth	n.a.	16.1%	-17.8%
EBIT	-84.9	16.0	-44.8
% margin	n.a.	25.5%	n.a.
EBITDA	-83.5	17.4	-43.8
% margin	n.a.	27.6%	n.a.
Net income	-71.7	13.0	-36.3
% margin	n.a.	20.6%	n.a.
Total assets	662.6	660.4	613.3
Equity	531.5	536.2	499.4

Source: Company data Note: PLN/EUR= 4.1432

Share price performance (PLN)

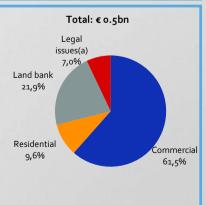


Source: Euromoney

Shareholder structure

Free float 19,95% State Treasury 75% Aviva OFE 5,05%

Portfolio structure (Sep '12)



Source: Company data; (a) Properties with legal issues and positive outlook

Azoty Tarnow

Sector: Chemical



Ministry of Treasury of the Republic of Poland

In July 2012 Azoty Tarnów announced its acquisition of ZA Pulawy. Both companies stand to benefit from significant synergies following the consolidation process.

Company overview

- Listed on WSE since 2008 (ticker: ATT-WA)
- Market Cap: EUR 1.3bn (March 2013)
- Azoty Tarnów is one of Poland's largest chemical groups
- Key product groups include:
 - Nitrogen fertilisers: calcium ammonium nitrate, ammonium nitrate, ammonium sulphate nitrate, ammonium sulphate and urea
 - Polyamide, poly-oxy-methylene and caprolactam
 - Oxo-alcohols, plasticisers and maleic anhydride
- In 2010, Azoty Tarnów acquired a 52% stake in its peer ZA Kędzierzyn for PLN150m and a further 41% in 2011 for PLN200m

Source: Company data

Source: Company data

Share price performance (PLN)



6% Company data

Aviva OFE

Free float

23%

EBRD 6%

FI PZU

9%

Key financial data (€m)

FYE -Dec	2009	2010	2011
Revenue	290.2	454.4	1,275.3
% growth	n.a.	56.6%	180.7%
EBIT	(3.4)	100.9	138.9
% margin	n.a.	22.2%	10.9%
EBITDA	15.9	122.9	184.0
% margin	5.5%	27.1%	14.4%
Net income	(0.9)	95.7	119.2
% margin	n.a.	21.1%	9.3%
Total assets	385	821	1,108
Equity	271	493	706

State

Treasury

33%

Norica

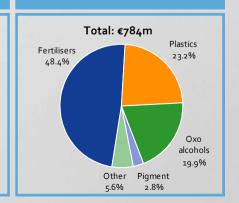
13%

Note: PLN/EUR= 4.1991

ING OFE

Shareholder structure

Revenue breakdown (2011)



Ciech

Sector: Chemical



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since 2005 (ticker: CIE-WA)
- Market Cap: EUR 0.3bn (Mar 2013)
- Established in 1945, Ciech is one of the largest chemicals producer in Poland and the CEE region, and the second largest soda ash manufacturer in Europe
- It has a diversified business portfolio which consists of the Soda Division, the Organic Division (TDI, EPI, epoxy resins), and the Agro Division (pesticides)
- The Company has successfully undergone a restructuring process, having achieved PLN550m out of PLN650m target
- In February 2011, the Company conducted a capital increase (with reduction rate in additional subscriptions of c. 94%.) raising c. PLN 440m (c. €110m) on the capital markets

Source: Company data

Key financial data (€m)

FYE-Dec	2009	2010	2011
Revenue	812.6	870.7	953.8
% growth	n.a.	7.2%	9.5%
EBIT	32.7	32.6	25.5
% margin	4.0%	3.7%	2.7%
EBITDA	84.0	85.9	78.6
% margin	10.3%	9.9%	8.2%
Net income	(23.7)	5.3	3.2
% margin	n.a.	0.6%	0.3%
Total assets	978	993	911
Equity	208	215	293

Source: Company data, excluding discontinued operations

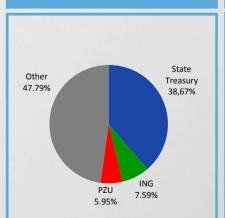
Note: PLN/EUR= 4.1991

Share price performance (PLN)



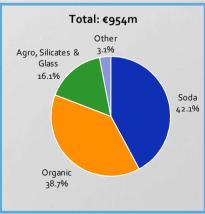
Source: Euromoney

Shareholder structure



Source: Company data

Revenue breakdown (2011)



Company data: Dec-2011, excl. discontinued operations

PKO Bank Polski

Sector: Financial



Ministry of Treasury of the Republic of Poland

or Polano

Company overview

- Listed on WSE since 2004 (ticker: PKO-WA)
- Market Cap: EUR 10.4bn (Mar 2013)
- PKO Bank Polski is the largest commercial bank in Poland
- The bank provides comprehensive retail, private and personal, SME and corporate banking services
- Over 6.1m clients have access to the banks services via 1,201 branches, 1,560 agencies, and c. 2,400 ATMs
- Leading position on the retail market with c. 19.5% market share in the loans market and c. 22.5% in the deposits market
- PKO operates predominantly in Poland, but also is present in Ukraine and Great Britain

Source: Company data

Key financial data (€m)

FYE-Dec	2009	2010	2011
Net interest income	1,207	1,557	1,818
Total income	2,119	2,436	2,667
Net income	551	768	910
Shareholders' equity	4,882	5,103	5,452
CI	47.9%	41.7%	39.6%
ROE ^(a)	11.3%	15.1%	17.5%
Loans/ Deposits	96.3%	98.3%	96.7%
Tier 1 capital	9.7%	11.3%	13.3%
Total assets	38,110	42,896	42,746
Equity	33,142	37,495	37,632

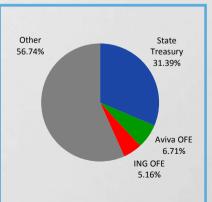
Source: Company data Note PLN/EUR= 4.1991; (a) Calculation based on average shareholders equity for past four quarters

Share price performance (PLN)



Source: Euromoney

Shareholder structure



Source: Company data

Net Income (2011)



Sector: Insurance



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since May 2010 (ticker: PZU.WA)
- Market Cap: EUR 8.5bn (Mar 2013)
- PZU is the largest insurance company in the region
- Leading position in the Polish insurance market in both life and non-life segments with 43.4% and 34.9% market share respectively (2010)
- PZU also operates Poland's third-biggest pension fund (14% market share)
- Although PZU focuses on the Polish market where it generates over 98% of its premiums, it also has subsidiaries in Lithuania and Ukraine

Source: Company data

Share price performance (PLN)



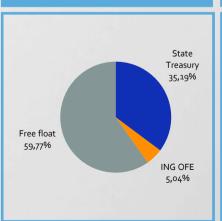
Source: Euromoney

Key financial data (€m)

FYE-Dec	2009	2010	2011
Gross Written Premium	3,431	3,475	3,650
Non-life Insurance	1,917	1,919	2, 037
Life Insurance	1,515	1,556	1, 613
Investment Result	829	665	381
Operating Profit	1,099	738	707
Non-life Insurance	650	863	652
Non-life Ins. (excl. dividend received)	311	118	177
Life Insurance	784	617	449
Net Profit	899	583	560
ROE	24.0%	20.3%	18.3%
Total assets	12,954	12,811	11,682
Equity	2,744	3,236	2,884

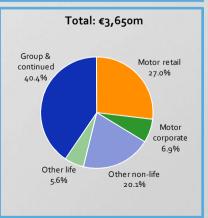
Source: Company data Note: PLN/EUR= 4.1991

Shareholder structure



Source: Company data as of Dec-2011

Gross Written Premium structure (2011)



Warsaw Stock Exchange

Sector: Financial



Ministry of Treasury of the Republic of Poland

or Polano

Company overview

- Listed on WSE since November 2011 (ticker GPW-WA)
- Market Cap: EUR o.4bn (Mar 2013)
- WSE is the largest national stock exchange in the CEE region
- Key statistics (Dec 2012)
- EUR 176bn market cap (Main Market) EUR 2.6bn market cap (NewConnect - Alternative)
- 864 listed companies (437– Main Market, 427 NewConnect)
- EUR 139bn issue value of Catalyst bond market

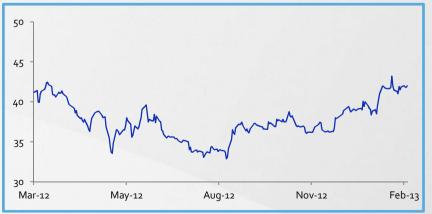
Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011
Revenue	48	54	64
% growth	8.0%	13.1%	18.9%
EBIT	19	22	32
% margin	39.9%	40.7%	49.7%
EBITDA	22	26	36
% margin	47.1%	48.1%	55.5%
Net income	24	23	32
% margin	50.5%	42.0%	49.9%
Total assets	257	141	164
Equity	127	133	118

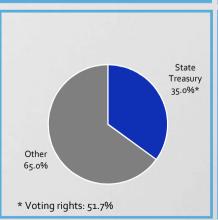
Source: Company data Note: PLN/EUR= 4.1991

Share price performance (PLN)



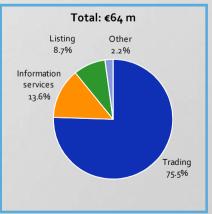
Source: Euromoney

Shareholder structure



Source: Company data as of Dec-2011

Revenue breakdown (2011)



KGHM Polska Miedź

Sector: Copper/Silver



Ministry of Treasury of the Republic of Poland

of Poland

Company overview

- Listed on WSE since July 1997 (ticker KGH-WA)
- Market cap: EUR 8.2bn (Mar 2013)
- KGHM is the number one European copper producer and the world's third largest silver producer
- The company possesses its own copper ore deposit with estimated additional 40 years of mine life
- Operates 3 mines with 29 shafts, as well as 3 smelter facilities and has 4 exploration projects in the pipeline
- KGHM increased its international presence through its 2012 acquisition of Canadian mining company, Quadra

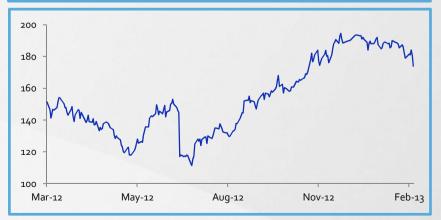
Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011 (a)
Revenue	2,896	4,131	5,287
% growth	-4.2%	42.7%	28.0%
EBIT	640	1,325	3,146
% margin	22.1%	32.1%	59.5%
EBITDA	818	1,526	3,347
% margin	28.2%	36.9%	63.3%
Net income	556	1,126	2,632
% margin	19.2%	27.3%	49.8%
Total assets	3,627	5,370	6,847
Equity	2,576	3,772	

Source: Company data; (a) Unaudited financial data; Note: PLN/EUR= 4.1991

Share price performance (PLN)

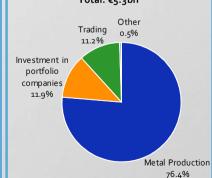


Source: Euromoney

Shareholder structure

Other

Total: €5.3bn Trading 11.2% Other 0.5% Investment in portfolio companies 11.9%



Revenue breakdown (2011)

(a) Production of copper, precious metals, and other smelter products
Source: Company data as of Dec-2011 (four quarters)

Grupa Lotos

Sector: Oil & Gas



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since June 2005 (ticker LTS-WA)
- Market Cap: EUR 1.3bn (Mar 2013)
- Grupa Lotos is the second largest refining group in Poland
- The company also runs the second largest chain of fuel stations in Poland (369 2011)
- Lotos owns upstream assets in the Baltic Sea (Pertrobaltic, Geonafta) and the Norwegian Sea

Source: Company data

Key financial data (€m)

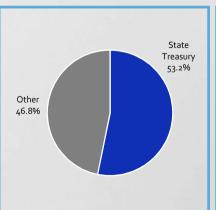
FYE -Dec	2009	2010	2011 ^(a)
Revenue	3,421	4,702	6,990
% growth	-12.1%	37.4%	48.7%
EBIT	100	182	243
% margin	2.9%	3.9%	3.5%
EBITDA	168	276	384
% margin	4.9%	5.9%	5.5%
Net income	218	163	156
% margin	6.4%	3.5%	2.2%
Total assets	3,709	4,482	4,576
Equity	1,667	1,900	1,744

Source: Company data; (a) Unaudited financial data; Note: PLN/EUR= 4.1991

Share price performance (PLN)

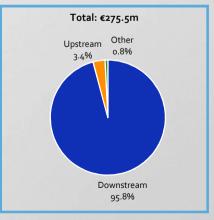


Shareholder structure



Source: Company data as of 2010

EBITDA breakdown (2010)



PKN Orlen

Sector: Oil & Gas



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since November 1999 (ticker: PKN-WA)
- Market cap: EUR 5.6bn (Mar 2013)
- PKN Orlen is the largest refinery and petrochemical group in the CEE region by revenues
- Operates 7 refineries, out of which 3 are located in Poland, 3 in the Czech Republic and 1 in Lithuania
- The group's retail network comprises approximately 2,600 outlets offering services in Poland, Germany, the Czech Republic and Lithuania

Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011 ^(a)
Revenue	16,229	19,960	25,557
% growth	-14.6%	23.0%	28.0%
EBIT	262	746	777
% margin	1.6%	3.7%	3.0%
EBITDA	874	1,325	1,346
% margin	5.4%	6.6%	5.3%
Net income	311	587	741
% margin	1.9%	2.9%	2.9%
Total assets	11,957	12,933	13,162
Equity	5,288	6,128	6,005

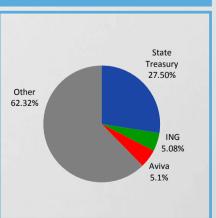
Source: Company data; (a) Unaudited financial data; Note: PLN/EUR= 4.1991

Share price performance (PLN)

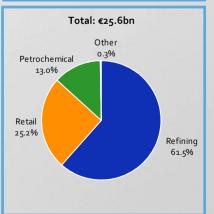


Source: Company data as of Dec 2011

Shareholder structure



Revenue breakdown (2011)



Sector: Oil & Gas



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since September 2005 (ticker PGN-WA)
- Market Cap: EUR 8.1bn (Mar 2013)
- PGNiG Group, a leader on the domestic market, is the only vertically integrated company in the Polish gas sector with annual sales exceeding 14 billion cubic meters
- The company is also active in crude-oil mining
- The Group through its subisdiaries operates on both domestic and international markets (Denmark, Egypt, Kazakhstan, Norway, Pakistan)

Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011
Revenue	4,618	5,084	5,496
% growth	4.9%	10.1%	8.1%
EBIT	328	690	402.6
% margin	7.1%	13.6%	7.3%
EBITDA	686	1,054	779
% margin	14.9%	20.7%	14.2%
Net income	296	587	389
% margin	6.4%	11.5%	7.1%
Total assets	7,570	8,676	8,507
Equity	5,221	5,947	5,490

Source: Company data Note: PLN/EUR= 4.1991

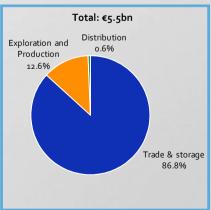
Share price performance (PLN)



Shareholder structure

Other 27.6% State Treasury Procedure 12

Revenue breakdown (2011)



Source: Company data as of 2011, sales to external clients

Sector: Energy



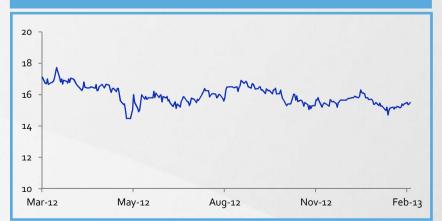
Ministry of Treasury of the Republic of Poland

Company overview

- Listed on WSE since 2008 (ticker: ENA-WA)
- Market Cap: EUR 1.6bn (Mar 2013)
- Enea is Poland's third largest vertically integrated electricity utility company
- It operates a sizeable distribution network in north-western Poland delivering electricity to ca. 2.4 m customers
- Enea's generation portfolio comprises the largest hard coal-fired plant in Poland, the 2,900MW Kozienice plant as well as 56MW of hydro capacity

Source: Company data

Share price performance (PLN)



Source: Euromoney

Key financial data (€m)

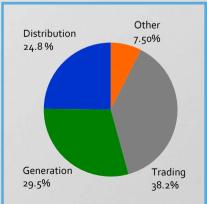
FYE -Dec	2009	2010	2011 ⁽¹⁾
Revenue	1,709.0	1,872.3	2,315.0
% growth	n.a	9.6%	23.7%
EBIT	120.8	170.1	203.2
% margin	7.1%	9.1%	8.8%
EBITDA	278.8	326.0	373.1
% margin	16.3%	17.4%	16.1%
Net income	122.7	152.8	191.2
% margin	7.2%	8.2%	8.3%
Total assets	2,980	3,245	3,070
Equity	2,283	2,497	2,348

Source: Company data; Note: PLN/EUR= 4.1991; (1) Based on 4Q 2011 report.

Shareholder structure

Other 29.8% Vattenfall 18.7%

Revenue breakdown(2011)



Source: Company data; revenue before excise tax.

Sector: Energy



Ministry of Treasury of the Republic of Poland

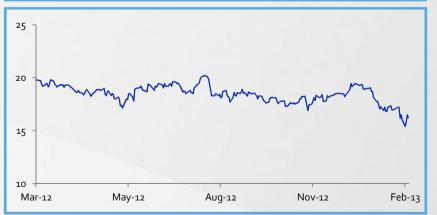
of Poland

Company overview

- Listed on WSE since 2009 (ticker: PGE-WA)
- Market Cap: EUR 7.5bn (Mar 2013)
- Polska Grupa Energetyczna (PGE) is the largest utility player in Poland and one of the largest companies in the energy sector in CEE
- The company owns generation assets with total installed capacity of 13.1GW as well as lignite mines with annual output of c. 48.9m tonnes
- PGE has ca. 40% share in the generation market, c. 25% share in distribution and 5.1m clients
- Operations are mainly focussed in southern and central Poland

Source: Company data

Share price performance (PLN)



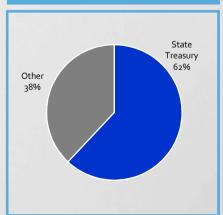
Source: Euromoney

Key financial data (€ m)

FYE -Dec	2009	2010	2011
Revenue	5,166	4,892	6,716.0
% growth	n.a.	-5.3%	37.3%
EBIT	1,277	1,000	990
% margin	24.7%	20.4%	14.7%
EBITDA	1,907	1,633	1,638
% margin	36.9%	33.4%	24.4%
Net income	1,036	867	1,188
% margin	20.1%	17.7%	17.7%
Total assets	13,264	13,622	13,168
Equity	9,464	9,495	9,227

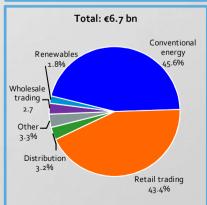
Source: Company data Note: PLN/EUR= 4.1991

Shareholder structure



Source: Company data

Revenue breakdown(2011)



Tauron Polska Energia

Sector: Energy



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- Listed on WSE since June 2010 (ticker: TPE-WA)
- Market Cap: EUR 2.obn (Mar 2013)
- Tauron Polska Energia is the second largest vertically integrated power company in Poland with installed generation capacity of 5.5GW
- Key statistics (2011)
 - 4.6 million tons of trading coal produced
 - 38.2 TWh of electric energy supplied
 - 21.4 TWh net electric energy generated
 - 4.1m clients

Source: Company data

Key financial data (€m)

FYE –Dec	2009	2010	2011
Revenue	3,272	3,686	4, 959
% growth	10.0%	12.7%	34.5%
EBIT	316	334	385
% margin	9.6%	9.1%	7.8%
EBITDA	631	659	722
% margin	19.3%	17.9%	14.6%
Net income	227	237	296
% margin	6.9%	6.4%	6.0%
Total assets	5,397	5,924	6,367
Equity	3,467	3,846	3,617

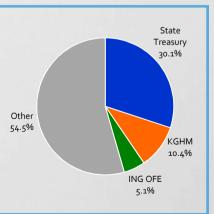
Source: Company data Note: PLN/EUR= 4.1991

Share price performance (PLN)



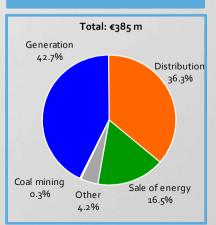
Source: Euromoney

Shareholder structure



Source: Company data

EBIT breakdown (2011)



Sector: Coking Coal Mining



Ministry of Treasury of the Republic of Poland

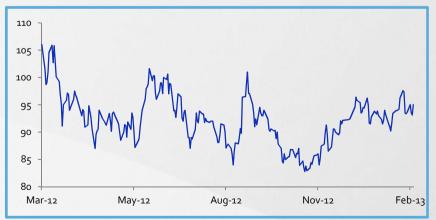
or Poland

Company overview

- Listed on WSE since 2011 (ticker: JSW-WA)
- Market cap: EUR 2.7bn (Mar 2013)
- Jastrzębska Spółka Węglowa (JSW) is the largest coking coal producer in the European Union
- JSW operates 5 underground mines located in Poland with total reserves of 552m tonnes of coal
- Coking coal (mostly HCC) accounts for ca. 70% of JSW's output
- The company also owns coke production facilities with total capacity of ca. 5m tonnes per annum
- JSW's customer base primarily consists of blue chip steel and energy producers operating within Central Europe

Source: Company data

Share price performance (PLN)



Source: Euromoney

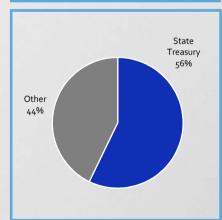
Key financial data (€m)

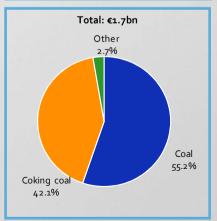
FYE -Dec	2009	2010	2011
Revenue	1,067.9	1,741.4	1,710.8
% growth	n.a.	63.1%	n.a.
EBIT	(171.2)	465.1	378.5
% margin	n.a.	26.7%	22.1%
EBITDA	8.1	661.9	521.4
% margin	0.8%	38.0%	30.5%
Net income	(159.9)	358.8	264.6
% margin	n.a.	20.6%	15.5%
Total assets	2,225	2,682	3,051
Equity	1,169	1,542	1,892

Source: Company data; Note: PLN/EUR= 4.1991

Shareholder structure(1)

Revenue breakdown (2011)





Source: Company data as of Dec-2011. (1) State Treasury, including Employee Shares.

Katowicki Holding Węglowy Not listed, planned IPO

Sector: Coal Mining



Ministry of Treasury of the Republic of Poland

Company overview

- KHW is one of the largest domestic and European producers of steam coal
- KHW consists of 4 modern coal mines
- KHW holdings guarantee the stability of supply for at least 50 years
- KHW domestic market share in coal mining is about 20 %

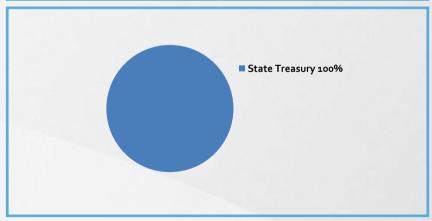
Source: Company data

Key financial data (€m)

FYE -Dec	2009	2010	2011
Revenue	968	940	1,005
% growth	13%	-3 %	7%
EBIT	57	39	64
% margin	6%	4%	6%
EBITDA	n/a	140	173
% margin	n/a	15%	17%
Net income	21.5	9	42
% margin	2.2%	1%	4%
Total assets	1,147	1,127	1,121
Equity	315	323	357

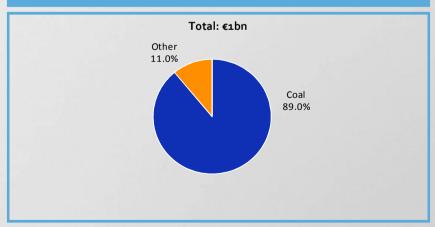
Source: Company data; (a) Unaudited financial data; Note: PLN/EUR= 4.1991

Shareholder structure



Source: Company data

Revenue breakdown (2011)



Source: Company data (a) Production of copper, precious metals, and other smelter products

Kompania Węglowa Not listed, planned IPO

Sector: Coal Mining



Ministry of Treasury of the Republic of Poland

or Poland

Company overview

- KW produces, develops and distributes hydrocarbon products. It has 15 coal mines.
- KW is the largest coal producer in Europe.
- In 2010 KW's production accounted for 29.5% of total coal production in the EU
- It has about 50% market share in coal sales in Poland

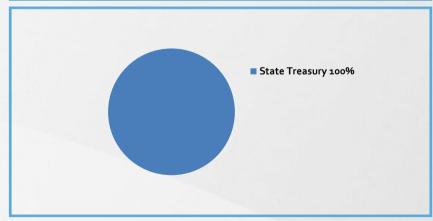
Source: Company data

Key financial data (€m)

	FYE -Dec	2009	2010	2011
	Revenue	2518	2457	2,893
	% growth	28%	(2.5%)	18%
	EBIT	(39)	22	136
1	% margin	-1.5%	0.89%	4.7%
	EBITDA	176	219	335
	% margin	7%	8.8%	11.6%
	Net income	6	9,8	127
	% margin	0.2%	0.4%	4.3%
	Total assets	2,427	2,786	2,819
	Equity	357	595	702

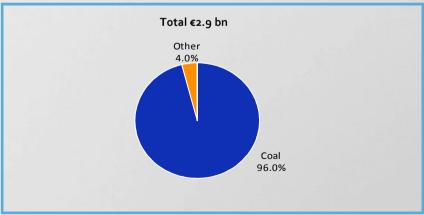
Source: Company data; (a) Unaudited financial data; Note: PLN/EUR= 4.1991

Shareholder structure



Source: Company data

Revenue breakdown – by segment (2011)



Source: Company data



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