

Who are we...?

Erste Securities Polska S.A. is one of the largest brokers in Poland in terms of session trading on the WSE (institutional client business) and the market leader in terms of trading in index futures.

We have over 25 years of experience in working with Polish and regional corporate and institutional clients. Erste Securities Polska S.A. operates in the Polish market as an agent for the Vienna-based investment firm Erste Group Bank AG: the largest financial institution in the CEE region by assets.

About Erste Securities Polska S.A.

We have been operating on the Polish market since 1995 and are one of the leading members of the Warsaw Stock Exchange and a participant in the National Depository for Securities and KDPW_CCP.



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Business profile

Capital Markets Department

We offer advisory services on transactions in equity and debt securities: **IPOs, equity and bond issues on local and international markets including SSD (bonds under German law) and raising financing in CEE currencies (PLN, EUR, CZK, RON etc.), as well as tender offers and dual listings on stock exchanges in the region.**

Selected transactions

ECM

2021



CTP B.V.

EUR 1.0bn
IPO
Joint Global
Coordinator

2021



Celon Pharma

PLN 270mln
SPO

Supporting Arranger

2020



Allegro

PLN 10.6bn
IPO

Co - Lead Manager

DCM

2020



Cyfrowy Polsat

PLN 1bn
Green bond issue
Joint Lead Arranger
and Joint Book Runner

2020



Play Communication

PLN 750m
PLN bond issue

Junior Bookrunner

2020



Tauron Polska Energia

PLN 1bn
Green bond issue

Supporting Arranger



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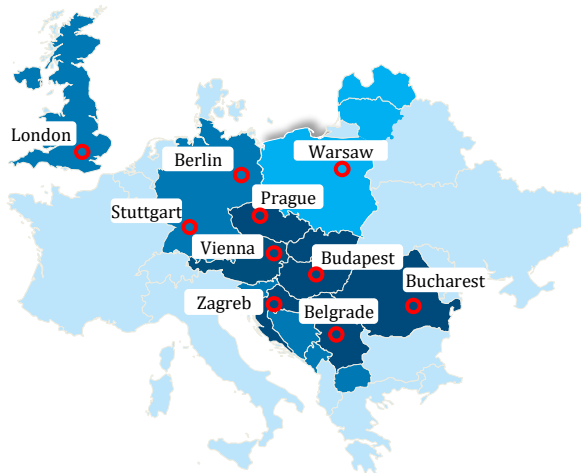
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Stock Market Analysis Department

We support our clients in making investment decisions by preparing analyses and recommendations on companies. The Polish equity research team consists of **5 analysts and, together with foreign analysts, monitors a total of over +65 companies listed on the Warsaw Stock Exchange.** The remaining CEE and Turkish companies and the macroeconomic environment are covered by some **60 regional equity and debt analysts of Erste Group.** In total, Erste Group's analysis team covers **more than 150 listed companies in Central and Eastern Europe.** Locally, the following sectors are covered from Poland: **banking and finance, industrials, mining and chemicals, retail, e-commerce and gaming and IT.**

About Erste Group Bank AG

- 16,2 million clients
- 47,700 employees
- 2,168 branches in 7 countries
- Net assets: 277 mld €
- Net profit: 1,03 mld €
- Equity capital: 22,4 mld €



Institutional Sales Department

We offer **brokerage services (transactions in shares, bonds and derivatives) to Polish and foreign institutional investors.** As a capital group of Erste Group, we have local sales teams in the CEE markets (the largest institutional sales team - 29 people). **We provide access to all CEE, European and global exchanges through partner relationships.** We offer a wide range of order execution techniques depending on clients' expectations. **From block trades and cross trades, to executions using execution algorithms as well as shares buyback programmes.**

First place in the category of the number of transactions in index futures



First place in the category of number of cleared transactions, activity and innovation in the derivatives market



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Cezary Bernatek - a leading analyst of the real estate sector in Poland, for years awarded in rankings conducted among institutional investors



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