ERSTE
Securities Polska

About Erste Securities Polska S.A.

Erste Securities Polska S.A. is one of the largest brokers in Poland in terms of session trading on WSE (institutional agency client business) and the **market leader in trading index futures.** We are also participant in the National Depository for Securities and KDPW_CCP.

We have **30 years of experience with Polish and regional corporate and institutional clients**. Erste Securities Polska S.A. operates in the Polish market as an agent for Vienna-based investment firm **Erste Group Bank AG: the largest financial institution in the CEE region by assets.**

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Chief Financial Officer
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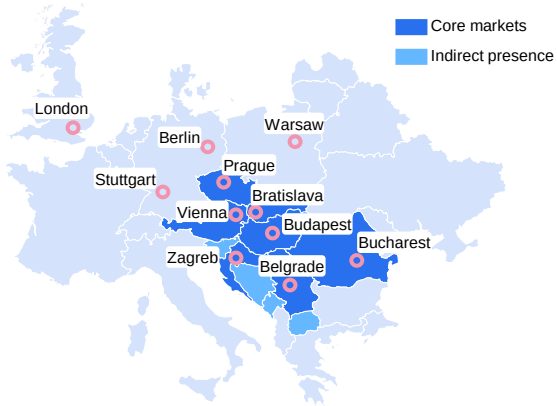
About Erste Group Bank AG

- 16.6 million clients
- 45,717 employees
- 1,871 branches in 7 countries
- Assets 343 bn €
- Net Profit 3 bn €
- Equity Capital 31 bn €



Corporate Capital Markets

We offer advisory services on transactions in equity and debt securities: **IPOs, SPOs, ABBs, 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.**

Institutional Sales Department

We offer **brokerage services (transactions in shares, bonds and derivatives) to Polish and foreign institutional investors providing access to all CEE, European and global exchanges through partner relationships**. We offer a wide range of low and high touch order execution techniques depending on clients' expectations. **From block trades, cross trades, to execution algorithms as well as shares buyback programmers.**

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Selected Polish Transactions

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**

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 68 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**.

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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