POLISH RETAIL

SECTOR REPORT

JULY, 2005

THE REPORT COVERS THE PERIOD FEBRUARY –JUNE 2005

e-mail: intellinews@securities.com
EDITORIAL: +359 (2) 816 04 04
US SALES: +1-888-ISI-4-INFO
UK SALES: +44 (207) 779 8100

HIGHLIGHTS

* GUS: Retail sales go up by 8% y/y in May
* WOK declines to 87.75pts in June
* GfK Polonia observes slowdown in traditional retail expansion
* DTZ and King Sturge: Demand for retail space to remain strong
* New car sales reach 106,265 in Jan-May
* Wal-Mart to enter Poland soon
* Zabka postpones its IPO for the turn of 2005/2006
* Ruch gears for market floatation in August
* Clothing distributors to expand abroad
* Dixons to launch two hypermarkets in Warsaw in 2005
* PKN Orlen’s market share falls down to 27%

OVERVIEW

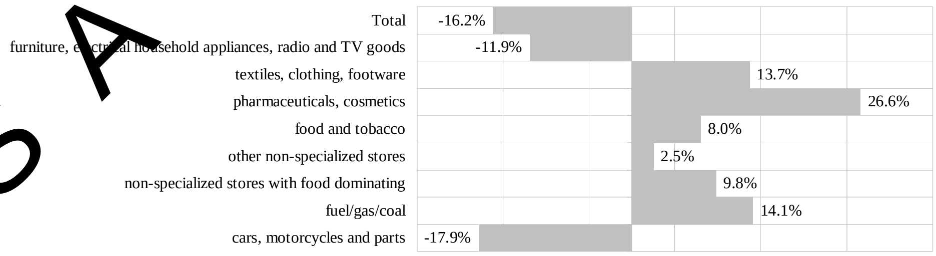
Rate cut to generate higher sales

In line with analysts’ forecasts retail sales rose by 0.2% m/m in May and went up 8.0% in annual terms, announced the Central Statistical Office (GUS). We recall that in April, retail sales declined by 14.4% y/y after decreasing 0.3% y/y in March. Better retail results are now fuelled by recovering new car sales. According to Samar, the company monitoring this market, car sales grew 8.2% in May from April (though they were down 19.6% in annual terms). GUS data confirms this tendency as in monthly terms May saw the largest growth in the sales of motor vehicles, motorcycles and spare parts (5.8% m/m). In annual terms the steepest growth was noted in the sales of pharmaceuticals and cosmetics (25.6% y/y), furniture and household appliances (16.3% y/y), and fuels (15.1% y/y). Analysts claim that the retail sales figures show that consumer demand is improving. **Following the recent interest rate cut, the purchasing power of Poles should increase in the coming months leading to higher sales.** The study conducted by the Polish consulting and market research company, PMR shows that Poland’s non-food retail sales will expand by over PLN 7bn in 2005 to some PLN 247bn.

Retail sales growth (previous month=100)

Source: GUS

Retail sales growth Jan-May 2005 / Jan-May 2004 (current prices, %)



Source: GUS

WOK drops by 1.16pts m/m to 87.75pts in June

In June, the Consumer Optimism Indicator (WOK) went down by 1.16pts m/m to 87.75pts (on a scale of 0-200), reported the market and public opinion research agency Ipsos. However the “tendency to buy” indicator rose by close to 1pts m/m to 95.28pts. The survey was conducted between Jun 9 and Jun 14 among a randomly chosen group of 1,015 Poles aged 15 years or more.

Draft curbing development of large-area retail stores unlikely to be passed during current parliamentary session

The draft on large-area retail stores proposed in 2004 by two political parties, namely Law and Justice (PiS) and Samoobrona, is not likely to be passed during this parliamentary tenure. Its aim is to curb the expansion of foreign hyper- and supermarkets. The current government did not support the controversial draft, arguing that it would lead to restriction of economic freedom. PiS representatives claim that the draft might become a government proposal should their party win the parliamentary elections due on Sept 25, 2005. The Polish Organization of Commerce and Distribution, representing the interests of Western retail networks, says that a group of independent experts should prepare a comprehensive set of regulations.

e-mail: intellinews@securities.com
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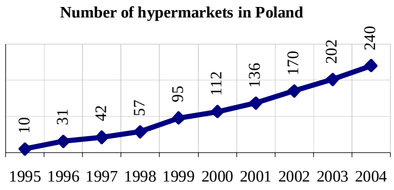
GfK Polonia: Total number of retail outlets goes down in 2004

Source: GfK Polonia (ZycieWarszawy Mar 11, 2005)

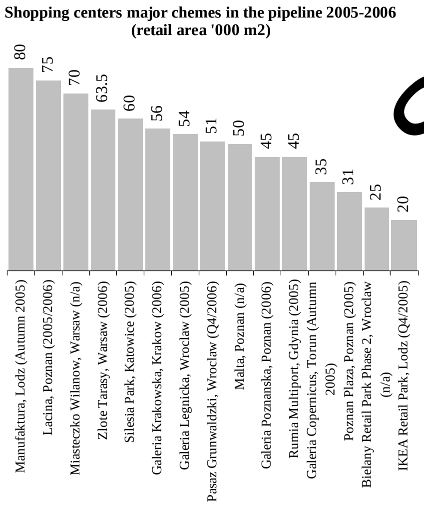


Source: GfK Polonia (ZycieWarszawy Mar 11, 2005)

Source: Handel, GfK (PulsBiznesu Jun 7, 2005)

According to the results of the survey conducted by market research agency GfK Polonia **at the end of 2004, the total number of FMCG points of sale (POS) declined in comparison with 2003**. Currently there are about 139,000 POS selling food products and drugs: among them there are 117,800 grocery stores and 21,000 drugstores. Analysing the retail market trends, GfK notices that the number of chains stores went up to 2,500. Comparing the number of new store openings in 2003 and 2004, the highest growth has been marked in the supermarket sector: 30 new supermarkets were opened in 2004, while only two in 2003. Last year the number of hypermarkets rose by 18% (to 240), and this market segment seems to show signs to saturation, observe GfK analysts. Retailers are shifting back to smaller, supermarket-sized outlets (2,000-3,000sqm). The share of model distribution channels (supermarkets, hypermarkets, and discount outlets) in the overall sales of fast moving consumer goods came to 42% last year, although in large cities the trend in reversing. The dynamic growth of discount stores observed in 2002 and 2003 slowed down. In 2004, 80 new discount stores we opened, while in the previous years it was about 100 new discount markets annually. According to GfK Polonia data, there are about 115,000 traditional grocery stores operating on the Polish market and 21,000 drugstores (including pharmacies). The slight 1% y/y decline concerns mainly small traditional grocery stores that are still in great number (over 61,000) and specialist stores, the number of which has been steadily decreasing for many years. Retail chains (hypermarkets, supermarkets, and discount stores) sell, on average, about 41-42% FMCG articles of the total retail of FMCG (excluding alternative channels). Every year the traditional retail stores lose a few percentage points shares in retail sales. Regardless of the consolidation of the retail market and the growing share of modern network-retail channels, Polish market is still dispersed. Relatively large share of traditional FMCG POS as well as the market position of the largest chains of stores proves the case. Top 10 chains of stores in Poland hold about 25% share in retail of FMCG. Poland's top ten retail chains are responsible for approximately 24% of the overall turnover in the sector. In Germany the figure tops 87%, in Hungary - 83% and in Slovakia - 39%. This, according to experts, means that further consolidation in the sector is inevitable.

King Sturge: Warsaw retail market is to reach saturation



Source: PMR Press Release Jun 24, 2005

According to the report Warsaw Property Commercial Market 2005 prepared by a real estate consulting agency King Sturge, **Warsaw retail space market is likely to reach saturation within the coming months**. Meanwhile, Jones Lang LaSalle estimates that by 2006 the amount of modern retail space in Warsaw will increase by a fifth. The most significant events on Warsaw's retail market in 2005 include: the launching of Promenada phase III, expansion of Galeria Mokotow by 4,000sqm and completion of the retail & office section of the Rondo 1 project. In the coming two years, however, the capital city will witness the opening of ING's Zlote Tarasy (65,000sqm) near the central station, large investments surrounding the landmark Palace of Culture, and rebuilding of palaces on the Pilsudskiego square. On the outskirts of the city IKEA and Spanish Neinver are expanding their shopping centers Targowek and Ursus. Thus, developers are focusing on large and medium regional cities such as Krakow, Poznan, Wroclaw and Trojmiasto. In 2005 the following shopping centers are to be opened: Silesia City Center (Katowice), Manufaktura (Lodz), Bus Station, Centrum Plaza and King Cross Marcelin (Poznan), Rumia Multiport and Wzgorze Gdynia (Trojmiasto). 2006 is to be a breakthrough year for Wroclaw as Galeria Legnicka, Pasaz Grunwaldzki, and Galeria Europa are to be launched. Analysts claim that after the launch of Arkady Wroclaw, the market may witness oversupply of retail space. King Sturge also points out that supermarket operators are deciding against building very large stores in favor of smaller outlets in the city centre. The demand from Polish and international retail chains is to remain very strong as new players already announced their intentions of conquering the market (Humanic, BHS, Next), predicts King Sturge.

DTZ: Demand for retail space to remain strong

The same opinion was expressed by the research company DTZ in the report Retail Market Update. **Demand for modern retail space in shopping centres and high street locations is to remain high due to further expansion Polish and international retail chains following encouraging economic forecasts and improving retail statistics**, reads the report. By the end of 2005 a total retail space of some 486,000sqm is to be launched in

Poland.

ACNielsen: number of hypermarkets goes up by 80% between 2000-2004

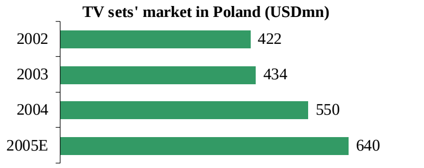
According to the ACNielsen report, **the number of hypermarkets in Poland rose by 80% between 2000 and 2004.** The survey showed that Poles spend less money in hypermarkets compared to other central Europeans, since they prefer traditional food stores to hypermarkets. Some 16% of the Poles prefer traditional shops, against 13% in Hungary, 11% in the Czech Republic and 7% in Slovakia.

SECTOR NEWS

Samar: 106,265 new cars sold in Jan-May

May's passenger car sales in Poland saw a slight improvement against April, with a total 20,929 vehicles sold (some 20% less than in the corresponding period of 2004). A vast selection of special offers from dealers boosted monthly sales by 8%. In the whole of 2004 dealers sold 316,013 cars, some 11% less than in 2003. In the first five months of 2005 the figure came to 106,265 vehicles and was 37% lower than in the corresponding period in the last year. At the same time, private importers brought some 355,000 used cars from the EU to Poland. Skoda scored the highest number of sales, with cars made by the Volkswagen-owned group totalling 12,555 between January and May. Japan's Toyota was a close second, with 12,305 vehicles sold in the same period, followed by Fiat (10,802), Opel (9,494) and Ford (8,384). Since Poland's EU accession Asian carmakers have enjoyed lower imports duties, which reflect in the rising sales of KIA, Hyundai, and Chevrolet (formerly known as Daewoo).

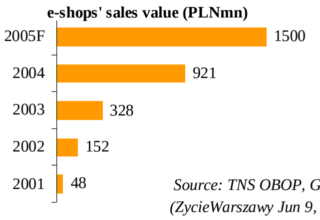
Poles urge to buy more household appliances make retailers to boost their chains



Source: HGM (Rzeczpospolita Apr 25, 2005/Apr 9, 2004)

In 2004 Poles bought small household appliances worth PLN 820mn, an increase of 3% over 2003, claims a research company HGM. **This year's sales are expected to grow by 5%.** The most popular categories in 2004 included vacuum cleaners (PLN 350mn), electric kettles (PLN 150mn) and multi-functional mixers (PLN 135.5mn). Meanwhile, a total of 1.4mn TV sets were sold in Poland in 2004, up by 10% in annual terms. The most popular TV sets were those with a 29-inch screen. Sales of this kind of TV sets made up 30% of the total TV sets sales in 2004, compared to 25% in 2003. The demand for TV sets made in the newest technologies is rising and the traditional TV sets, which still dominate the market, are expected to be replaced by LCD and plasma TV sets by 2008. Polish market of TV sets is expected to rise to USD 640mn or 1.5mn TV sets in 2005. Such good predictions encouraged domestic and foreign retail players to boost their presence on the Polish market.

Internet users buy books, music cds and computer accessories



Source: TNS OBOP, Gemius (ZycieWarszawy Jun 9, 2005)

According to a market research company ARC Rynek Opinia, **some 50% of Polish internet users shop online at least once in two months.** Regular shoppers represent some 14% of respondents. The most popular items bought online are books, music CDs, computer parts and accessories. According to ARC representatives, Poles most often turn to Internet shopping because of low prices and possibility of buying specialised products not available in traditional shops. Apart from stores, Poles are getting more and more attracted to internet auctions, where the turnover reached PLN 1bn in 2004. The most popular auction site is Allegro (PLN 830mn). The second is Swistak.pl, however the launch of eBay in April may contribute to the market shake-up. There are some 10mn Internet users in Poland.

IMS Health: sales of pharmaceuticals go up by 9.3% y/y in the first five months of 2005

In the first five months of this year Poland's pharmaceutical market increased by 9.3% to PLN 6.21bn (VAT excluded) in comparison with the corresponding period of the previous year, claims IMS Health. The company confirmed its earlier forecasts of a 5.9% increase in Poles' total expenditure on drugs in 2005. After more than four months of 2005 pharmacy drug sales (57% of which are made up of refundable drugs) totalled PLN 7.323bn (up 9.3% y/y, the difference between market value and drug sales is due to sales margins and refunds value) while hospitals spent PLN 745mn (up 15% y/y). The main reason behind the increase in sales of pharmaceuticals was the long winter, which led to a high demand for remedies for colds and antibiotics.

PMR: Clothing retail sales to reach PLN 22bn in 2005

According to the PMR report, the clothing distribution market has growth potential in 2005 due to the rise of Poles' disposable income. Moreover, the largest group of consumers – young people – is characterised by spending more on clothes than the average customer. **This year clothing retail sales are to reach PLN 22bn (including footwear sales of PLN 5.5-6bn), twice as much as in 1995.** Analysts from PMR claim that increase in the importance of such distribution channels in the clothing retail sector as hypermarkets, discount shops and clothing specialists is a certainty with the corresponding loss of market share by independent retailers and bazaar traders. Consumer preference will continue its shift towards exclusive brands, while producers will concentrate on marketing rather than manufacturing due both to heightened brand awareness and competition from cheap Asian imports.

COMPANY NEWS

Wal-Mart to enter Poland

According to *The Financial Times*, the world's largest retail chain Wal-Mart considers entering the Polish market in the nearest future. Wal-Mart, which is well-known for its price cutting policy, would most likely take over an existing retail chain of hypermarkets or one of the discount store chains, such as Zabka, Biedronka or Lewiatan, which would give it a few hundred stores. In any case, customers may expect a marketing battle between Wal-Mart and the current players for a market worth PLN 50bn.

Biedronka plans to launch 275 new stores; does not exclude WSE debut

Biedronka, a chain of discount stores owned by the Portuguese-based Jeronimo Martins Dystrubucja (JMD), plans to open 275 stores within the next three years. At present the chain comprises 740 outlets. Investment in new stores and in the modernization of existing ones will amount to EUR 60-80mn annually. The company is considering various ways of raising capital, and Pedro Silva, JMD's CEO, says that one of the options being considered is a stock debut.

JMD taken to court by former employees

Meanwhile, **a hundred former employees of Biedronka are taking their employer to court demanding some PLN 3mn compensation for "a loss of dignity"** which consisted in working without proper medical supervision, performing heavy physical tasks and working overtime without extra pay. Earlier JMD was taken to court by a former employee Bozena Lopacka for unpaid overtime. A lower court awarded Lopacka PLN 35,000 for 2,600 hours of unpaid work, though an appeals court in January ordered that the amount be recalculated given the precedent it would set for other pending claims by current and former JMD employees.

Eurocash debuts on WSE

The shares of a Polish company running a network of discount cash&carry warehouses as well as over 1800 "abc" franchise shops Eurocash debuted on the Warsaw Stock Exchange (WSE) at a price of PLN 3.17. Eurocash offered 127,742,000 shares in an initial public offering (IPO). A total of 48,541,960 shares were offered to institutional investors and 8,941,940 shares to individual investors. The "abc" chain is the largest chain in Poland, followed by PSH Lewiatan (1,609 shops) and Zabka (1,206 shops). Eurocash plans to launch another 17 cash&carry outlets over the coming two years. In Q1/2005 the company net profit amounted to PLN 2.4mn on PLN 397.5mn sales revenue.

Zabka postpones its IPO

A Polish grocery chain operator Zabka SA postponed its IPO from October 2005 to the turn of 2005/2006. Analysts estimated the value of the offer at PLN 100mn. Zabka intends to use the proceeds from IPO for the further expansion. The chain operator currently runs 1,500 groceries across the country and plans to boost their number to 7,500 over the next 20 years. In 2004 the company generated a PLN 5.8mn net profit on PLN 1.09bn sales revenue. Zabka posted a net loss of PLN 4.8mn and PLN 237mn revenues in Q1. Nevertheless, the company sticks to its earlier forecasts of doubling the net profit for the full 2005 compared to 2004.

Eldorado's net profit goes down to PLN 1.7mn in Q1

WSE-listed supermarket chain operator Eldorado SA reported a net profit of PLN 1.7mn in Q1 down from PLN 3.5mn in the same quarter of 2004. At the same time, the company increased its sales revenue to PLN 304.1mn from PLN 253.8mn in Q1/2004. Eldorado is planning to achieve consolidated sales revenue this year of PLN 1.51bn by enlarging its supermarket chain of Stokrotka and grocery chain Groszek**.** In 2004, investment outlays reached PLN 58.4mn.

Tesco to open 20 new outlets in 2005

British hypermarket chain Tesco wants to launch 10-14 new hypermarkets and six

e-mail: intellinews@securities.com
EDITORIAL: +359 (2) 816 04 04
US SALES: +1-888-ISI-4-INFO
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smaller supermarkets to its 48 stores in Poland (17 under the Tesco name and 31 trading under the brand name of Savia). It is part of the company's CEE expansion plan, which provides for the opening of over 40 outlets in the region. The largest of the new Tesco stores scheduled for opening in 2005 will range from 5,000 to 12,000 sqm, although most of the new outlets will be below 2,000sqm. In 2004 Tesco opened nine hypermarkets and boosted its turnover by 10% (to PLN 4.6bn). Apart from retail outlets, Tesco also operates four petrol stations nationwide, all of which were opened in 2004. In line with its policy of expansion, the company intends to increase this number to 8-13 this year. Since its entry to Poland in 1995 the British retailer has invested more than PLN 1bn in the country, although precise figures are not available.

Carrefour to become market leader

Carrefour Polska, the French retail chain including Carrefour, Champion and Globi supermarkets, **targets to become a leader in the Polish hypermarket segment**, said Alain Souillard, the CEO of Carrefour Polska. The retail giant has already invested PLN 3.6bn in Poland, and it will earmark EUR 100mn annually for opening new stores in the country from 2005 to 2008. The number of its hypermarkets is to increase between 40 and 50 by 2008. The company also mulls to purchase local sector companies after a takeover of 12 largest Hypernova hypermarkets previously owned by the Dutch shopping chain Ahold. Currently, Carrefour has 30 hypermarkets in Poland, and is the second largest chain after Tesco. In 2004 the French company increased its turnover in Poland by 5.5% y/y to PLN 3.8bn, and wants to boost it by 35% y/y in 2005.

Ahold to focus on Albert and Hypernova

Meanwhile, **Ahold is to focus on the further development of Albert supermarkets and Hypernova compact hypermarkets. In 2005 the retail giant wants to add 10 new Alberts to its 170 outlets and 4 Hypernovas to its 13 stores.** Ahold also announced that it has appointed a new general director for Ahold Poland. Kef van Helbergen, who had previously worked as hypermarket director in Ahold Polska, has replaced Zdzislaw Potempa, Ahold Polska's former CEO, who became franchise director at Ahold Central Europe.

Alma Market opens supermarket in Warsaw

Polish retail chain operator listed on WSE, **Alma Market opened its supermarket in Warsaw, and plans to launch two more this year - in Krakow and Debica.** Currently, Alma Market runs one supermarket in Krakow and one in Tarnow. It will invest some PLN 108mn in the chain expansion. The company forecasts to post PLN 7mn net profit for 2005 on PLN 430mn revenue. Alma increased its revenues by PLN 24mn to PLN 80.2mn in Q1 and net profit from PLN 1mn to PLN 1.4mn.

ITM Entreprises to expand its Intermarche and Bricomarche chains

French supermarket network **operator ITM Entreprises plans to open 18 food supermarkets Intermarche and 14 do-it-yourself (DIY) supermarkets Bricomarche in 2005.** Last year the company opened 12 Intermarche supermarkets, and currently the whole network comprises over 100 supermarkets. ITM Entreprises opened 11 Bricomarche supermarkets in Poland in 2004 and currently runs 29 such stores. In 2004 sales of Intermarche went up by 15% y/y to PLN 1.5bn, while the ones of Bricomarche reached PLN 190mn. ITM Entreprises also runs a network of 10 petrol stations in the country.

Polish meat processing companies to expand retail networks

Polish meat processing companies are also planning expansion of their own retail networks in order to be independent from large retail chains, to improve their liquidity and to promote more efficiently their brands. Polish meat processing company ZM Biernacki plans to expand its food supermarket network under Dino brand and to open between 70 and 100 outlets over the next several years. ZM Biernacki currently operates 69 Dino supermarkets across the country. Farmutil, which currently operates 500 meat and meat product stores, targets to have 800 such outlets by the end of 2006. PPM Polesie runs 70 own meat stores and outlets operating under its banner and sells 60% of its overall output through them. The company considers possibilities of opening supermarkets, which will offer meat products and other food products in the future.

Ruch likely to be floated in August

Ruch, the country's largest press distributor, is to submit its prospectus to the Securities and Stock Exchanges Commission (KPWiG) in the first half of August. The

IPO value is to reach PLN 120mn. The final floatation date is subject to “market conditions.” The proceeds are to be earmarked for implementing an integrated computer system, extending and upgrading the sales network as well as modernising the press distribution network. The total value of investment is to reach PLN 340mn between 2005 and 2007. Ruch is pushing for the IPO, in the face of strengthening competition from retail chains, which sell press along with fast moving consumer goods. Currently Ruch controls exactly 50% of Poland's press retail market and aims to raise this figure by three percentage points by 2008. In 2004 Ruch posted revenues of PLN 3.72bn (up from 3.63bn in 2003) and posted net profit of PLN 25m (compared to PLN 10m in the preceding year).

Kolporter to increase its market share to 40% in 2005

Meanwhile, Ruch's main competitors Kolporter and Hachette Distribution Services are moving away from a simple newsstand concept towards development of more universal convenience stores and coffee shops. **Kolporter wants to raise its market share by some 2ppts to over 40% in 2005.** The company plans to focus on the development of multimedia outlet and convenience store chains. The new venture will not replace Kolporter's existing newsstand network called *Saloniki Prasowe*, set to reach 1,000 outlets by year-end. Kolporter is testing also a new convenience store concept *Markeciki Spozywcze* on its first three outlets (80-200sqm in size, with a range of 2,000 items, snack bar, and expanded press section). At present, Kolporter runs a network of 952 outlets and some 7,000 news stands. In 2004 Kolporter Holding recorded sales of PLN 2.14bn, and a net profit of PLN 19mn, both of which the company wants to increase by 20% this year.

KAN expands its network in Russia and Ukraine; considers IPO

Polish clothing distributor KAN, owner of Tatuum brand clothing stores chain, signed an agreement with Swedish furniture retailer Ikea on distributing its clothes in Ikea's outlets to be opened in Russia and Ukraine. Ikea will construct its commercial centres, including stores, cinema theatres and restaurants in Moscow, Saint Petersburg, Kazan, Nizhni Nowgorod, Jekaterinburg and Kiev over the next two years. Currently, sales of the company's stores in Moscow make up 24% of its overall sales. Tatuum runs 34 stores in Poland and abroad, and seeks to boost their number to 60 by 2006. In 2004 Kan generated a PLN 6mn net profit on PLN 119mn sales revenue. This year the company expects a PLN 10mn net profit and PLN 130mn revenue. In order to raise proceeds for further expansion Kan mulls over initial public offering in 2006.

According to the PMR report, the clothing distribution market has the strongest growth potential in 2005 due to Poles’ higher disposable income. Moreover, the largest group of consumers – young people – is characterised by spending more on clothes than the average customer. This year clothing retail sales are to reach PLN 22bn (including footwear sales of PLN 5.5-6bn), twice as much as in 1995.

LPP opens CroppTown stores in Estonia

A Polish clothing designer and retailer LPP SA opened two CroppTown stores in Estonia. The third outlet is to be launched in Tallinn. As a result, the CroppTown chain will consist of 52 stores with all but the 3 Estonian shops located in Poland. LPP plans to increase the number of its Cropp brand outlets to 70 by the end of 2005. The retailer also wants to invest around PLN 62mn this year and of a similar amount in 2006. Its representatives also repeated forecasts presented in February, according to which consolidated sales revenue will amount to around PLN 750mn this year and PLN 1bn in 2006. Consolidated net profit in 2005 is to come to PLN 60mn. In Q1/2005, LPP posted consolidated sales revenue of PLN 144.9mn, net profit of PLN 2.3mn. A total 60.6% of the sales revenue for Q1 was generated in Reserved outlets and 15.1% from Cropp outlets. Some 12% of the sales revenue for the first three months of 2005 came from sales abroad. In the whole of 2004, the group posted a consolidated net profit of PLN 42.80mn on a turnover of PLN 546.65mn.

W.Kruk abandons plans for sale of Deni Cler

WSE-listed luxury clothing and jewellery distributor W.Kruk will not sell its women's wear unit Deni Cler. In 2004 Deni Cler generated over PLN 600,000 net profit after posting PLN 3.5mn net loss in 2003. W.Kruk posted consolidated loss of PLN 1.6mn in Q1 down from PLN 2.74mn in the comparable period in the previous year. The distributor wants to increase its consolidated net profit to some PLN 5mn in 2005 through boosting the profitability of its existing stores and opening three new stores this year.

e-mail: intellinews@securities.com
EDITORIAL: +359 (2) 816 04 04
US SALES: +1-888-ISI-4-INFO
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Currently, W.Kruk runs 22 Deni Cler outlets and 34 jewellery stores across Poland.

Vistula to expand abroad and introduce new brands

Polish manufacturer and distributor of men's clothing Vistula seeks to expand its retail network in include stores in Latvia and the Czech Republic, as well as new apparel brands, namely Italy's Murphy & Nye sailwear brand. Vistula aims to launch seven Murphy & Nye stores by 2008 at the cost of PLN 1.35mn, which according to plans will generate some PLN 17mn worth of turnover. The Polish company is currently negotiating a franchise deal regarding a foreign jeanswear brand. Currently Vistula has 51 outlets across Poland and plans to launch another 15 over the coming two years in Poland and abroad. Last year Vistula generated a turnover of over PLN 121mn and net profit of PLN 21mn, although its net result was artificially boosted as a result of restructuring. In 2005 the respective figures are set to top PLN 133mn and PLN 16mn.

Inditex to take over 51% stake in Zara

Spanish fashion retailer Inditex concluded a preliminary agreement to acquire a 51% stake in the Zara chain in Poland from its franchisee NFI Empik Media & Fashion (EMF), and raise its stake in the company to more than 80% by 2008. Inditex will directly operate the seven Polish Zara outlets. The company plans to open four new stores in 2005. Last year the company recorded PLN 103mn revenues. EMF focuses mainly on its own brands (kids goods stores Smyk, department stores Galeria Centrum and multimedia outlets Empik*)* although some new franchise shops (Wallis, Esprit, River Island*)* will also be added to the existing chain. The company is negotiating two new franchise deals, yet the expansion of new chains will not begin earlier than next year. In 2004 EMF turned over in excess of PLN 1.1bn and its net profits neared PLN 31mn.

CCC doubles its net profit to PLN 5.4mn in Q1

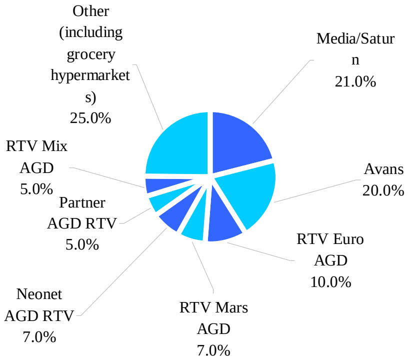
Following domestic and foreign expansion in Q1, CCC doubled its net profit to PLN 5.4mn, and its sales revenue to PLN 62.5mn. It opened 11 own stores and 4 franchise stores between January and March. The company wants to increase the number of its shops in Poland to 113. It has 79 own outlets, 52 partner and 141 franchise stores. CCC, which debuted on the WSE in December 2004, maintains its earlier forecasts for PLN 325mn revenue and PLN 43.6mn net profit for 2005. The company claims to control 2.2% of the domestic shoe production market and 5% of the shoe retail market.

Gino Rossi to set up 100 new stores in Poland

The Polish-Italian high-profile shoe producer and retailer **Gino Rossi wants to open 100 new stores in Poland.** Currently the company runs more than 60 shops, some of which operate on a franchising basis. At the same time, it wants to continue international expansion started two years ago. So far it has opened five outlets in Lithuania, two in Germany (Berlin) and one in each of the following: the Czech Republic (Prague), Slovakia, Hungary, Canada (Toronto) and Russia. In order to gain proceeds for expansion, the company still considers IPO worth PLN 50mn. In 2004 Gino Rossi generated sales of PLN 78mn and a net profit of PLN 1.6mn.

Dixons to start operations in Poland with two hypermarkets

Consumer electronics retail market share in Poland 2004 (%, total value=PLN 9.5bn)



Source: PMR Press Release Jun 24, 2005

British electronic appliances retail chain Dixons is to open two electronics hypermarkets in Warsaw 2005, the *Gazeta Wyborcza* daily reported. Dixons already runs five hypermarkets in the Czech Republic and four in Hungary. Dixons main competitors in Poland will be Media Markt, RTV Euro AGD, Saturn, Mars, Neonet and Mix Electronics. All those players will fight for the market primacy as the market is far from saturation. Media Markt and Saturn, owned by German retailer Metro and local RTV Euro AGD, are major players in the cities with more than 200,000 inhabitants and control 40% of the domestic consumer electronics and home appliance market. Neonet, Mars, Avans and Mix-Electronics, with a combined market share of 45%, are focusing on expanding their business in the small towns. Due to a fierce competition, some of the players might be ousted from the market. This was the case of one of the Polish chains namely Mega Avans, which was declared bankrupt and is now in settlement proceedings. The amount due to its suppliers reached PLN 17.85mn. According to a local research company GfK Polonia, Polish consumer electronics and home appliances market is worth some PLN 8.7bn, and is expected to rise at a pace of 8% annually within the next two-three years. The EIU forecasts for electronic&domestic appliances sector are very promising due to rising purchasing power of the Polish population. Sales of television sets are to grow from 842,000 to 928,000 units between 2005 and 2009. In the same period sales of washing machines will go up from 837,000 to 1,032,000 units and refrigerators –

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from 1,299,000 to 1,525,000 pieces. PMR predicts further consolidation as there are currently more than 1,000 independent distributors who face increasing competition.

Neonet postpones IPO due to low demand

The owner of the network of electrical equipment and household appliance shops Neonet decided to postpone its IPO due to unsatisfactory demand for the company's shares after book-building. However, the company is not resigning from entering the stock exchange. At the end of May, Neonet operated 400 stores, a mixture of its own establishments and some run on a franchise. Over the next two years the retailer plans to boost its market share from the current 8% to 15%. It also wants to launch stores abroad: in the Czech Republic, Latvia, Estonia and Lithuania. Neonet planned to raise PLN 65mn from the IPO that would have been earmarked for expanding of its sales network (PLN 14mn), infrastructure investments (PLN 8mn), acquisitions of local retailers (PLN 20mn), brand name's development (PLN 2mn), IT system development (PLN 1mn) as well as capital increase (PLN 20mn). In 2004, Neonet posted a net profit of PLN 9.43mn and PLN 11.44mn operating profit on PLN 409.29mn revenue. The comparable figures for 2003 were PLN 1.37mn net profit and PLN 4.94mn operating profit on PLN 260.89mn revenue. The company posted a loss of PLN 995,000 and an operating loss of PLN 377,000, on revenue of PLN 98.67mn in Q1.

MCI purchases 63.64% of Hoopla.pl for 350,000

The WSE-listed venture capital fund MCI Management purchased a 63.64% stake in the Polish online electronics and household appliance store Hoopla.pl for PLN 350,000. Over the coming two years MCI is to spend PLN 1.2mn on expanding the store's product range and boosting its sales via targeted marketing efforts. As a result of the investment MCI's stake in Hoopla.pl will come to 85% by the end of 2007. Initially the company is to provide Hoopla.pl with PLN 0.8mn. Hoopla.pl is a relatively new player (it was launched at end-2004) on the market of online distributors of household appliances, consumer electronics and computers, but its turnover has been growing at the monthly rate of 15% since its start. Sales are to top PLN 3mn this year and increase rapidly to reach PLN 60m by 2009 (which according to estimates will correspond to an estimated 22% market share).

Jysk to construct warehouse in Radomsko

Danish bedding and furniture retailer and wholesaler Jysk Holding is to open a furniture warehouse in Radomsko in the Lodzkie voievodship by the end of 2006. It will be used as the company's distribution centre for the whole region of central and eastern Europe. Meanwhile, Jysk wants to establish more outlets in the Polish cities of more than 40,000 inhabitants. It currently has 43 stores in Poland.

Carre Blanc to extend its network by 40 outlets

French distributor of linen and towels Carre Blanc is planning to open 40 stores in the Polish cities of more than 150,000 inhabitants. Currently the company has nine outlets: six in Warsaw, one in Bialystok, Poznan and Krakow. Contrary to Carre Blanc, Polish-owned Frotex closed down its distribution network. In the 1990s the company had around 20 stores. By 2002 they had all been shut down and Frotex chose to distribute its products through sixty wholesalers.

Inter Ikea Centre Polska to focus on retail parks in Warsaw, Gdansk, and Katowice

The Polish development branch of Swedish retail giant IKEA, Inter IKEA Centre Polska, is to construct 100,000sqm retail complex (Park Handlowy Targowek) next to its furniture warehouse in Warsaw's eastern Targowek district. The whole project is set to cost PLN 300mn and its phase one (some 40,000sqm) should be completed in the spring of 2006. Similar projects are to be carried out in Gdansk (Park Handlowy Matarnia, 72,000sqm worth PLN 180mn), Katowice (Park Handlowy Rawa, 16,000 sqm, PLN 40mn) and Wroclaw (expansion of Park Handlowy Bielany, 11,000sqm). So far IKEA has invested more than USD 800mn in Poland.

PSB to issue bonds to finance its chain expansion

Polish building materials wholesalers group Polskie Sklady Budowlane SA (PSB) plans to open 60 retail outlets under the PSB Mrowka brand in the coming years. The new stores are to be located in small towns and thus, will not be direct competitors of large hypermarkets such as Obi, Leroy-Merlin, Castorama and Praktiker. Currently, PSB owns 10 stores in Poland. The company plans to raise funds for the retail network expansion through issuing bonds with a combined value of PLN 60mn on the CeTO market. PSB also considers its debut on the Warsaw Stock Exchange (WSE) in 2007. PSB controls 15%

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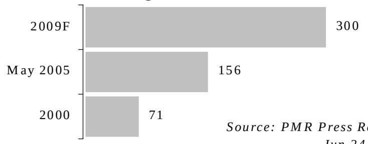
Number of DIY/building materials retail outlets in Poland

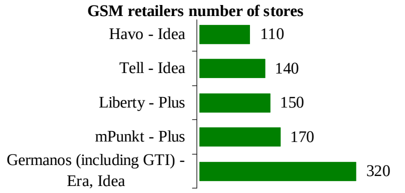


Source: PMR Press Release Jun 24, 2005

of the domestic market. According to consulting and market research company PMR, 2005 DIY sales will exceed the 2004 level of PLN 6-6.5bn in 2005.

Germanos to boost its market share by opening 35-40 stores

GSM retailers number of stores



Source: companies (Rzeczpospolita Jul 1, 2005)

Greek distributor of telecommunications goods and services Germanos is to open between 35 and 40 new stores in Poland in 2005. Currently Germanos owns 321 outlets where it distributes products for IDEA and Era network, operated by Polska Telefonia Cyfrowa (PTC). In 2004 the company posted a EUR 3.3mn operating profit on sales of EUR 56.8mn. Such robust results were due to the takeover of the two Polish competitors GTI and Genimpex. Germanos wants to boost its share in the Polish telecommunications goods and services market from 14% to 20% by 2006. The company's main competitors in Poland are mPunkt with 170 stores, Liberty **-** 150 stores, Tell – 140 stores, and Havo **-** 110 stores. There are many smaller dealers with less than 100 stores.

Tell to raise PLN 20mn through IPO set for H2/2005

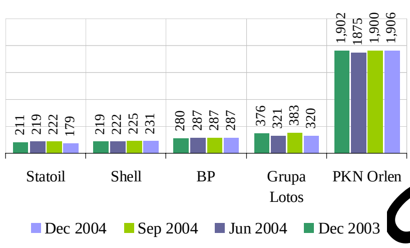
Subscriptions for shares in Tell, a distributor of the products and services of the mobile telephony operator PTK Centertel, are to take place between Sep 12 and Sep 20. Tell plans to raise PLN 20mn from the offer so as to expand its store network and reach a 10% market share. The company owns 140 stores across the country and wants to boost their number to between 250 and 300 by the end of 2006. It expects to make a debut on the Warsaw Stock Exchange 9WSE) in September 2005, but has not yet set an IPO date. Tell, 36.66%-owned by BBI Capital, posted PLN 1.1mn net profit in 2004 on sales of PLN 98.7mn.

Mazeikiu Nafta to build petrol stations in Poland

Lithuania's Mazeikiu Nafta, in which 53.7% is controlled by Russia's Yukos, makes plans for expansion of its petrol stations network to the other Baltic states and Poland. If this turns out to be the case, the first stations will start functioning still this year, according to Wlodzimierz Olbrych, president of Mozejki Nafta Trading House, the company's representative in Poland. The company is the owner of over 30 Ventus stations in Lithuania. The number of its stations in Poland might be at least 100.

PKN Orlen to implement new strategy to prevent decline in market share

Biggest fuel station nets in Poland



Source: companies (GazetaWyborcza Apr 21, 2005)

Poland's largest downstream oil concern PKN Orlen is counting on being able to stem and reverse the falling trend of the company's share in the retail fuel market by implementing its plan in H2, said PKN's Vice-President Wojciech Heydel, responsible for retail trade. Heydel admitted that after Q1, PKN's share in the retail market fell to around 27%. According to Heydel, the first effects should be seen with the opening of 30 new self-service stations under a new brand name in the so-called economy sector, at the beginning of Q4. The plan envisages that there will be 1,000 Orlen petrol stations and 900 under the new name. The oil major will spend PLN 480mn on this investment in 2005. The firm will also improve its position by carrying out market acquisitions.

BP to invest PLN 231mn in petrol stations

BP is to invest some PLN 231mn in expansion of its network of gas stations over the next four years. Around 70% of the new stations would be franchised, while the remaining would be managed by BP itself. The concern estimates the cost of launching its own station at USD 2mn, while a franchised venue at USD 0.1mn. Currently, BP has 293 stations in Poland, of which 71 operate as franchise. BP has already invested in Poland more than USD 800mn. The British concern is aiming for a further 15 new stations by the end of the year in order to boost its market share estimated at 11%.

Aneta Witczak, Jacek Frączyk

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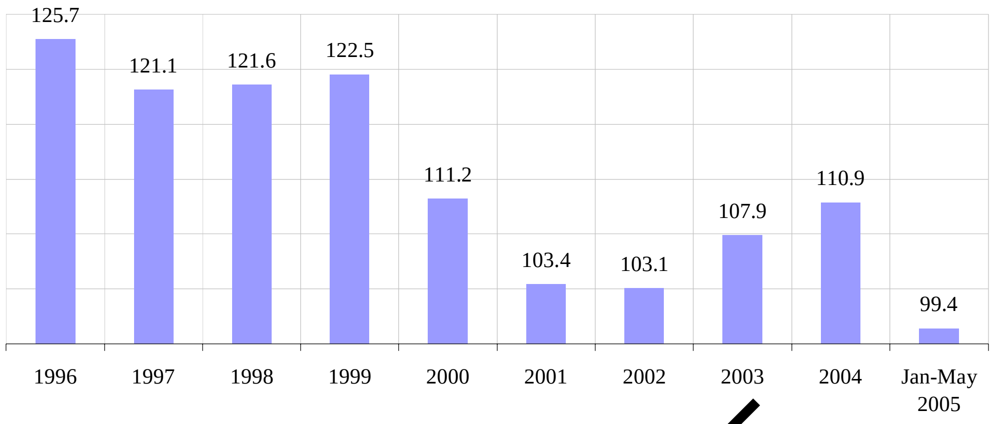
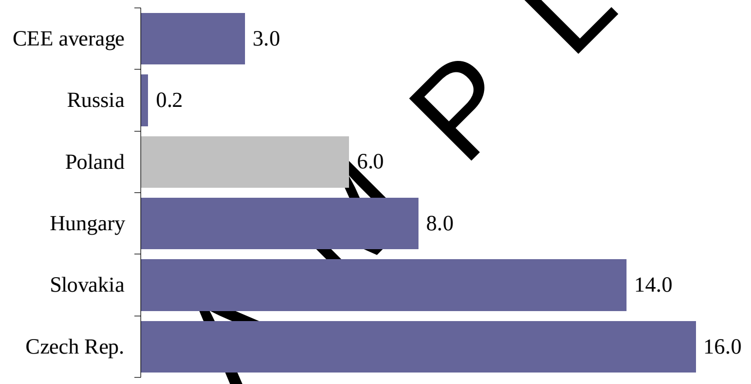
APPENDIX

Retail sales value growth (current prices, corresponding period of previous year=100)



Source: GUS

Number of hypermarkets per 1mn inhabitants in 2004 in selected countries



Source: CEEretail.com (Rzeczpospolita Jan 24, 2005)

Shopping centre space due to come on stream in Europe 2005-2006

	due to come in "000 m2	due to come in m2 per '000 inhabitants	current area (in million m2)
Poland	1597	41.3	3.95
Russia	1222	8.0	1.78
Germany	842	10.2	11.26
Spain	809	20.1	8.21
UK	753	12.0	13.66
Italy	500	8.0	7.44
Portugal	473	45.0	1.74
Netherlands	441	27.0	5.27
Czech Rep.	308	30.1	1.10
France	282	4.0	12.86
Austria	268	32.0	-
France	233	58.6	-

Source: Cushman & Wakefield Healey & Baker (GazetaWyborcza Feb 15, 2005, PulsBiznesu Feb 15, 2005)

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Biggest foreign retailers in Poland (sales in PLN mn)

		2005F	2004	2003	2002
Metro AG (Germany)	-	n/a	n/a	11,551	10,505
- Makro Cash and Carry	wholesale/retail trade	n/a	n/a	n/a	6,965
- Real	hypermarkets	n/a	n/a	n/a	2,600
- Praktiker	DIY stores	n/a	n/a	590	400
- Media Markt	HI-FI and white goods supermarkets	n/a	n/a	n/a	540
Carrefour (France)	-	5,130	3,800	3,600	3,500
- Carrefour	hypermarkets	n/a	n/a	n/a	2,400
- Champion	supermarkets	n/a	n/a	n/a	1,100
Tesco (UK)	-	n/a	4,600	4,220	2,972
- Tesco	hypermarkets	n/a	n/a	n/a	2,691
- Savia	supermarkets	n/a	n/a	n/a	281
Auchan (France)	-	n/a	4,300	3,900	3,484
- Auchan	hypermarkets	n/a	3,900	n/a	3,090
- Leroy Merlin	DIY stores	n/a	n/a	n/a	n/a
- Elea	supermarkets	n/a	n/a	n/a	394
Jeronimo Martins (Portugal)	-	n/a	n/a	4,233	4,927
- Biedronka	discount shops	n/a	4,000	4,062	3,541
- Jumbo	hypermarkets	n/a	n/a	n/a	221
Geant (France)	-	n/a	4,000	n/a	3,257
- Geant	hypermarkets	n/a	n/a	n/a	2,500
- Leader Price	discount shops	n/a	n/a	n/a	750
E. Leclerc	-	n/a	1,698	1,602	1,532
Rewe (Germany)	-	n/a	n/a	n/a	2,324
- Selgros	wholesale trade	n/a	n/a	n/a	1,686
- Minimal	supermarkets	n/a	n/a	n/a	638
Ahold (Netherlands)	-	n/a	n/a	n/a	2,500
- Hypernova	hypermarkets	n/a	n/a	n/a	1,250
- Albert	supermarkets	n/a	n/a	n/a	1,250
Tengelmann (Germany)	-	n/a	n/a	n/a	2,130
- Plus Discount	discount shops	n/a	n/a	1,240	1,105
- OBI	DIY stores	n/a	n/a	n/a	945
Musketeers Group	-	n/a	n/a	n/a	1,165
- Intermarche	supermarkets	n/a	n/a	n/a	n/a
- Bricomarche	DIY stores	n/a	n/a	n/a	n/a
Milo	wholesale trade	n/a	n/a	n/a	2,003
Kaufland	hypermarkets	n/a	n/a	n/a	366
Piotr i Pawel	supermarkets	n/a	n/a	534	n/a
Eurocash		1,890	1,608	1,375	n/a
- Eurocash	wholesale trade	n/a	n/a	n/a	1,165
- abc	local groceries	n/a	n/a	2,140	n/a
Eldorado	groceries&wholesale trade	n/a	1,130	892	667
- Groszek	groceries	n/a	520	400	n/a
Avans Group	electrical household appliances stores	n/a	n/a	2,000	n/a
Mars	electrical household appliances stores	n/a	n/a	570	n/a
Neonet	electrical household appliances stores	581	409	261	173
Apofarm	pharmacies	n/a	n/a	2,450	n/a
Lewiatan	groceries	n/a	n/a	2,888	n/a
Sieć 34	groceries	n/a	n/a	2,182	n/a

PSB	building materials wholesalers	n/a	n/a	2,400	n/a
Lewiatan Detal Holding	groceries	n/a	n/a	629	n/a
SBS	groceries	n/a	600	420	n/a
Delikatesy Centrum DC	groceries	750	597	444	n/a
Chata Polska	groceries	n/a	375	330	n/a

Source: PulsBiznesu Jun 20, 2005/Apr 5, 2005, Rzeczpospolita Jan 19, 2005, Handel (Rzeczpospolita Dec 29, 2004, Newsweek Jul 4, 2004, Gazeta Jul 18, 2003), GfK Polonia (Polityka Dec 13, 2003)

Biggest foreign retailers in Poland (number of stores)

		2005F	2004	2003	2002
Metro AG (Germany)	-	n/a	n/a	n/a	77
- Makro Cash and Carry	wholesale/retail trade	n/a	n/a	n/a	20
- Real	hypermarkets	n/a	27	27	25
- Praktiker	DIY stores	n/a	n/a	16	16
- Media Markt	HI-FI and white goods supermarkets	n/a	24	20	16
Jeronimo Martins (Portugal)	-	n/a	n/a	n/a	643
- Biedronka	discount shops	n/a	725	672	638
- Jumbo	hypermarkets	n/a	n/a	n/a	5
Carrefour (France)	-	n/a	n/a	n/a	68
- Carrefour	hypermarkets	n/a	30	15	13
- Champion and Globi	supermarkets	n/a	n/a	n/a	55
Geant (France)	-	221	180	156	121
- Geant	hypermarkets	19	18	17	15
- Leader Price	discount shops	202	162	139	106
Auchan (France)	-	n/a	n/a	n/a	n/a
- Auchan	hypermarkets	n/a	16	18	15
- Leroy Merlin	DIY stores	17	14	12	n/a
- Elea	supermarkets	n/a	n/a	n/a	11
Rewe (Germany)	-	n/a	n/a	n/a	35
- Selgros	wholesale trade	n/a	n/a	n/a	8
- Minimal	supermarkets	n/a	n/a	n/a	27
Ahold (Netherlands)	-	n/a	n/a	n/a	184
- Hypernova	hypermarkets	n/a	12	25	24
- Albert	supermarkets	n/a	170	n/a	160
Tesco (UK)	-	98	78	73	n/a
- Tesco	hypermarkets	61	47	38	n/a
- Savia	supermarkets	37	31	35	n/a
Hit (Germany)	-	n/a	n/a	-	-
- HIT	hypermarkets	n/a	n/a	-	-
Tengelmann (Germany)	-	n/a	n/a	n/a	159
- Plus Discount	discount shops	n/a	n/a	150	137
- OBI	DIY stores	n/a	25	n/a	22
Musketers Group	-	n/a	155	109	n/a
- Intermarche	supermarkets	n/a	121	91	n/a
- Bricomarche	DIY stores	n/a	34	18	n/a
E. Leclerc	-	n/a	15	12	9
- E. Leclerc	hypermarkets	n/a	11	10	9
- E. Leclerc	supermarkets	n/a	4	2	n/a
Milo	wholesale trade	n/a	n/a	n/a	16
Kaufland	hypermarkets	n/a	n/a	36	n/a
Piotr i Pawel	supermarkets	n/a	25	23	n/a
Eurocash	n/a	n/a	n/a	n/a	80

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- Eurocash	wholesale trade	n/a	n/a	n/a	n/a
- abc	local groceries	n/a	n/a	1,836	n/a
Eldorado	groceries&wholesale trade	n/a	n/a	248	n/a
- Groszek	groceries	460	364	284	n/a
Castorama	supermarkets	n/a	26	n/a	n/a
Avans Group	electrical household appliances stores	n/a	600	600	n/a
Mars	electrical household appliances stores	n/a	350	n/a	n/a
Neonet	electrical household appliances stores	404	354	295	n/a
RTV Euro AGD	electrical household appliances stores	n/a	103	n/a	n/a
Apofarm	pharmacies	n/a	n/a	4,000	n/a
Lewiatan	groceries	n/a	n/a	1,600	n/a
Sieć 34	groceries	n/a	n/a	900	n/a
PSB	building materials wholesalers	n/a	369	349	415
Lewiatan Detal Holding	groceries	n/a	n/a	330	n/a
SBS	groceries	n/a	n/a	44	n/a
Delikatesy Centrum DC	groceries	203	203	203	n/a
Chata Polska	groceries	197	162	143	n/a

Source: PulsBiznesu Jun 20, 2005, Rzeczpospolita Mar 15, 2005/Jan 19, 2005, Handel/Rzeczpospolita Dec 29, 2004, GazetaWyborcza Jul 18, 2003/Jun 26, 2002), ZycieWarszawy Oct 5, 2004, Parkiet Oct 5, 2004/Sep 24, 2004, GfK Polonia (PulsBiznesu Sep 13, 2004, Polityka Dec 13, 2003), PulsBiznesu Jan 7,2004

Biggest commercial centres in Poland - 2004

		area ('000 m2)	number of stores	launch date
Arkadia	Warszawa	110	180	2004
Centrum Bielany	Wroclaw	75	65	1999/2004
Wola Park	Warszawa	73	148	2002
Promenada	Warszawa	66	220	1999/2005
Galeria Mokotow	Warszawa	59	251	2000
Galeria Kazimierz	Krakow	36.2	160	2005
Marcelin	Poznan	36	130	2005
Poznan Plaza	Poznan	30	180	2005
Galeria Dominikanska	Wroclaw	30	90	2001
3 Stawy	Katowice	23.5	81	1999
Manhattan	Gdansk	23	120	2004

Source: DTZ Consulting&Pesearch (Parkiet Jun 30, 2005)

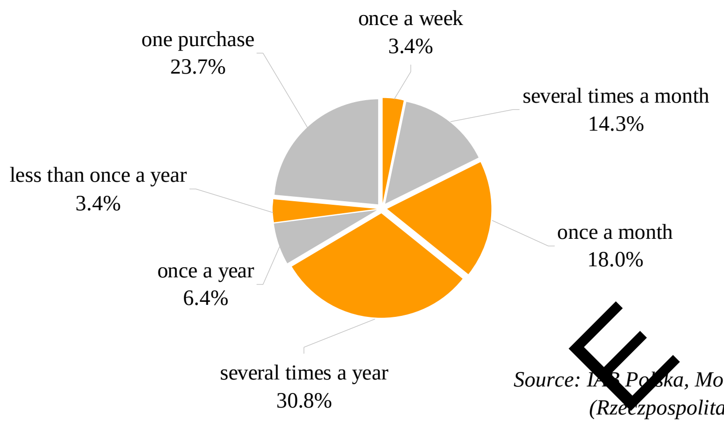
Factory outlets in Europe (space in square meters)

	existing	planned	total
Denmark	0	12,000	12,000
Czech Rep.	22,400	0	22,400
Hungary	29,000	0	29,000
Ireland	17,790	20,000	37,790
Netherlands	25,600	14,000	39,600
Sweden	41,722	0	41,722
Austria	20,000	23,000	43,000
Belgium	34,500	10,000	44,500
Germany	37,200	10,000	47,200
Switzerland	41,700	15,000	56,700
Poland	18,000	84,000	102,000
Portugal	126,700	0	126,700

Spain	165,535	14,743	180,278
Italy	207,500	55,000	262,500
France	281,340	188,600	469,940
UK	556,396	19,850	576,246

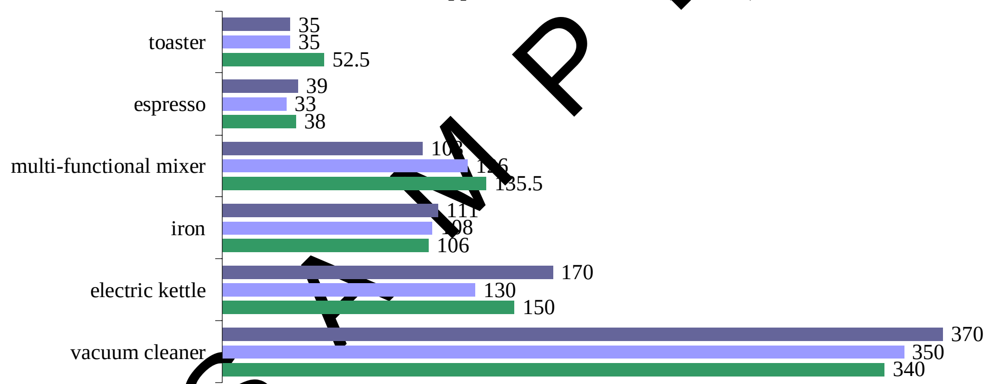
Source: Cushman&Wakefield Healey&Baker (Rzeczpospolita Jun 13, 2005)

Frequency of Internet purchasing (%)



Source: IAB Polska, Money.pl, Gemius (Rzeczpospolita Apr 29, 2005)

Electrical household appliances market value (PLN mn)



Source: HGM (Rzeczpospolita Mar 24, 2005/May 25, 2004)

Financial results of top companies from the Retail Trade sector

	Name		Sales (PLN mn) 2004	Change/2003 (%)
1	Metro AG Group (cons.)	hyper-/supermarket chain	12,400.0	7.4
2	JERONIMO MARTINS Dystrybucja Sp. z o.o.	supermarket chain	4,730.0	11.7
3	BP Polska Sp. z o.o.	petrol stations	4,620.0	9.2
4	TESCO POLSKA Sp. z o.o.	hypermarket chain	4,616.0	18.4
5	Auchan Polska Sp. z o.o.	super- and hypermarkets chain	4,290.0	26.9
6	RUCH S.A. Warszawa	kiosks	3,848.0	6.0
7	Carrefour Polska Sp. z o.o.	hyper-/supermarket chain	3,800.0	5.6
8	GÉANT POLSKA Sp. z o.o.	hypermarket chain	3,678.5	11.5
9	Ahold Polska sp. z o.o., Kraków	supermarket chain	3,120.0	15.6
10	real,- Sp. z o.o.	hypermarket chain	2,780.0	2.8
11	STATOIL Polska Sp. z o.o.	petrol stations	2,346.7	13.1

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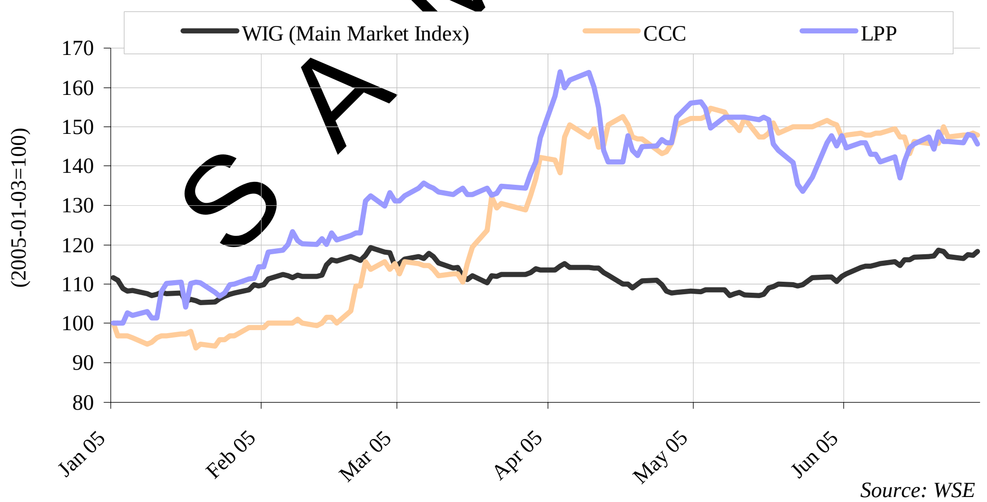
12	SELGROS Sp. z o.o.	hypermarket chain	2,217.2	12.8
13	KOLPORTER S.A. (cons.)	kiosks	2,135.6	15.9
14	AVANS Polska Sp. z o.o.	electrical appliance stores	1,911.8	819.4
15	E. Leclerc Polska	hypermarket chain	1,698.0	6.0
	Sector (medium and big companies)		116,885.6	13.4

			Net Result (PLNmn)	
	Name		2004	Change/2003 (%)
1	SELGROS Sp. z o.o.	hypermarket chain	99.3	525.8
2	RUCH S.A. Warszawa	kiosks	24.8	161.1
3	KOLPORTER S.A. (cons.)	kiosks	19.4	73.2
4	real,- Sp. z o.o.	hypermarket chain	7.0	n/a
5	BP Polska Sp. z o.o.	petrol stations	5.0	107.4
6	JERONIMO MARTINS Dystrybucja Sp. z o.o.	supermarket chain	n/a	n/a
7	Auchan Polska Sp. z o.o.	super- and hypermarkets chain	n/a	n/a
8	TESCO POLSKA Sp. z o.o.	hypermarket chain	n/a	n/a
9	GÉANT POLSKA Sp. z o.o.	hypermarket chain	n/a	n/a
10	E. Leclerc Polska	hypermarket chain	n/a	n/a
11	Carrefour Polska Sp. z o.o.	hyper-/supermarket chain	n/a	n/a
12	Ahold Polska sp. z o.o., Kraków	supermarket chain	n/a	n/a
13	Metro AG Group (cons.)	hypermarket chain	n/a	n/a
14	STATOIL Polska Sp. z o.o.	petrol stations	n/a	n/a
15	AVANS Polska Sp. z o.o.	electrical appliance stores	n/a	n/a
	Sector (medium and big companies)		1,762.6	4,060.9

Sources: GUS, companies, IS Corporate DB, GazetaBankowa/Parkiet/Polityka/Rzeczpospolita rankings, Monitor B

WIG Index and main retail trade companies growth



Source: WSE