



Poland and CEE

Macroeconomic picture

16 October 2014

Cbonds Poland & CEE Bond Conference

Maciej Reluga

Chief Economist

Bank Zachodni WBK

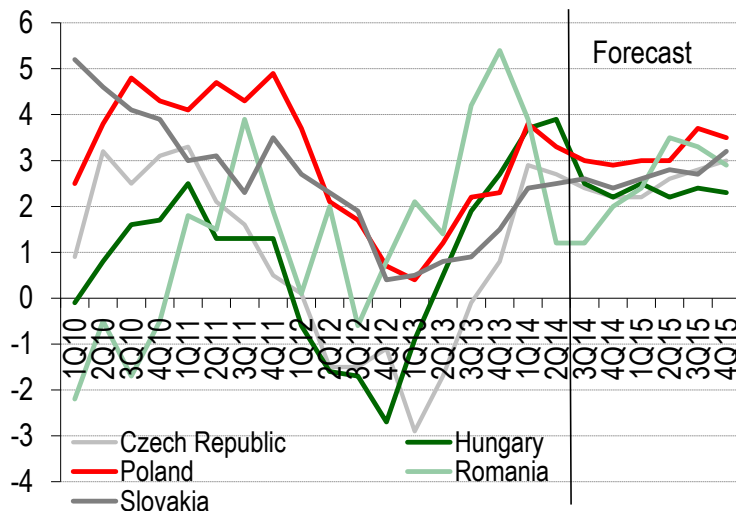


Bank Zachodni WBK

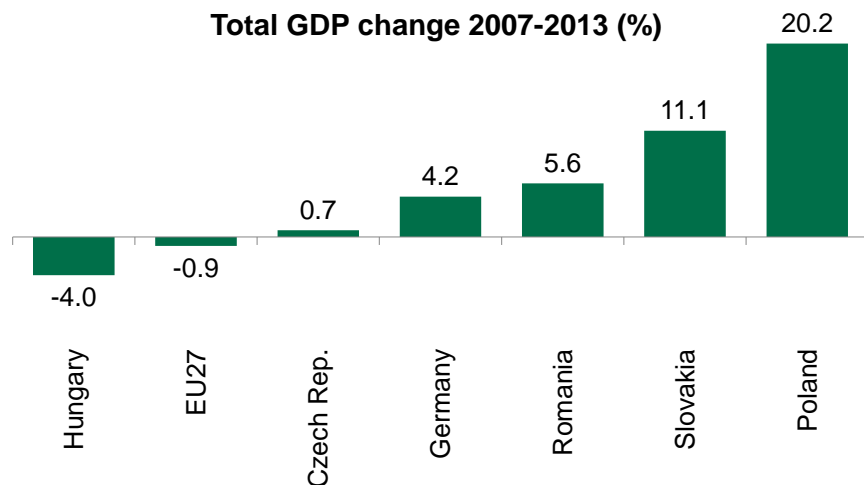
 Grupa Santander

GDP in CEE – moderate growth expected...

Growth in CEE countries

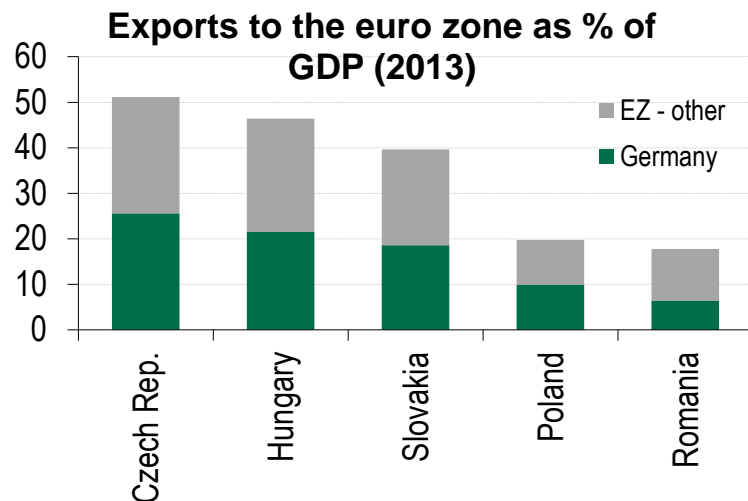


Total GDP change 2007-2013 (%)



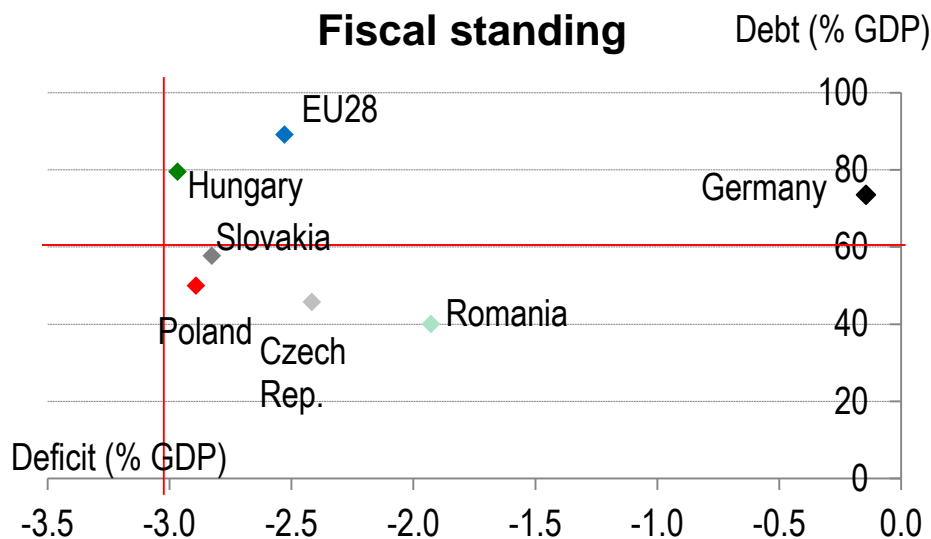
- ▶ The Polish economic outlook deteriorated due to weaker prospects of growth in the euro zone and effects of conflict in Ukraine.
- ▶ The Polish economy is still mostly likely to outperform its peers in 2014-2015 period.
- ▶ The Czech economic growth decelerated only slightly and is driven mostly by domestic demand with weaker external demand. Most economic sentiment indices (including the PMI) point to a further growth.
- ▶ Growth in Hungary picked up recently, but weak domestic demand and Russia-related risk weigh on economic outlook. Moreover, high political risk and an unorthodox economic policy are viewed as long-term risk factors.
- ▶ The Romanian economy slowed down considerably on the back of weakening exports, but a recovery thanks to rebounding investment is expected.
- ▶ Slovakia is likely to continue growing at current pace.
- ▶ In general, all these countries are expected to grow by 2.0-3.5% in 2015, mainly thanks to domestic demand.

... but Russia (and the euro zone!) poses risks

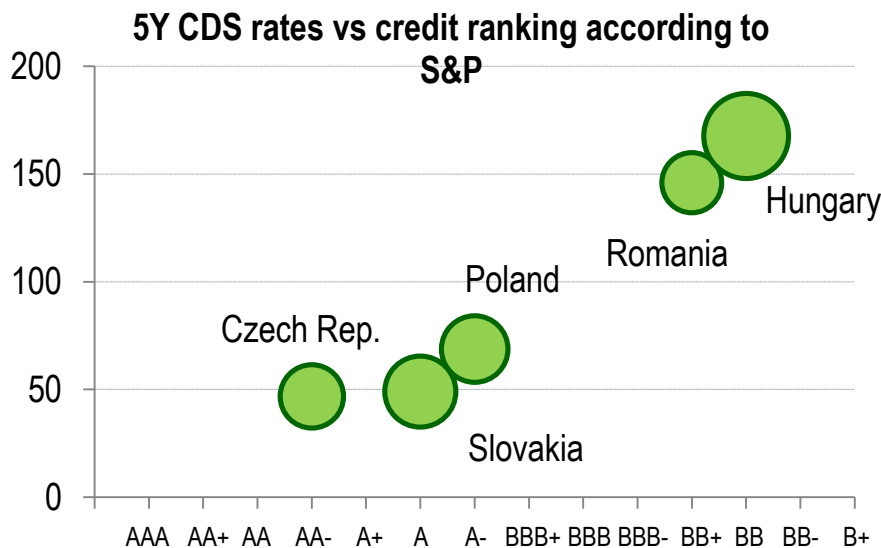


- Exports to Russia and Ukraine make up a few percent of CEE countries' GDP. Thus, slowdown in these countries will surely negatively affect GDP growth. Poland and Hungary are major exporters of food to Russia (0.3% and 0.2% of GDP, respectively, other countries below 0.05%), so are more vulnerable to counter-sanctions (so far).
- Still, the euro zone remains the main trading partner of CEE countries, so economic climate in the monetary union is crucial as regards CEE economic outlook. Czech Republic, Hungary and Slovakia are especially vulnerable to demand from the euro zone. Poland and Romania are more dependent on their internal markets.
- A risk-case scenario of Russian gas supply disruptions would see Poland with a shortfall already 3 months after supply disruption. Czech Republic, Slovakia and Hungary less vulnerable, only Romania is immune.

Some room for fiscal manoeuvre



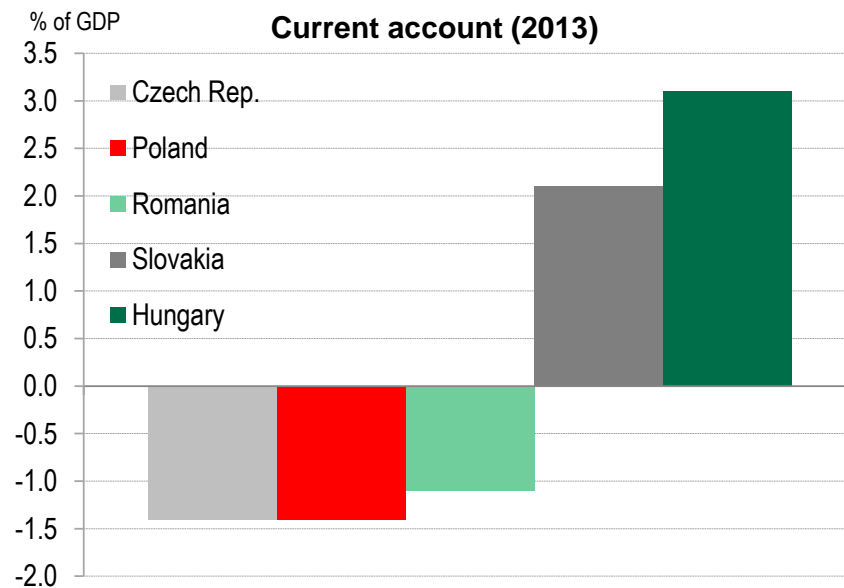
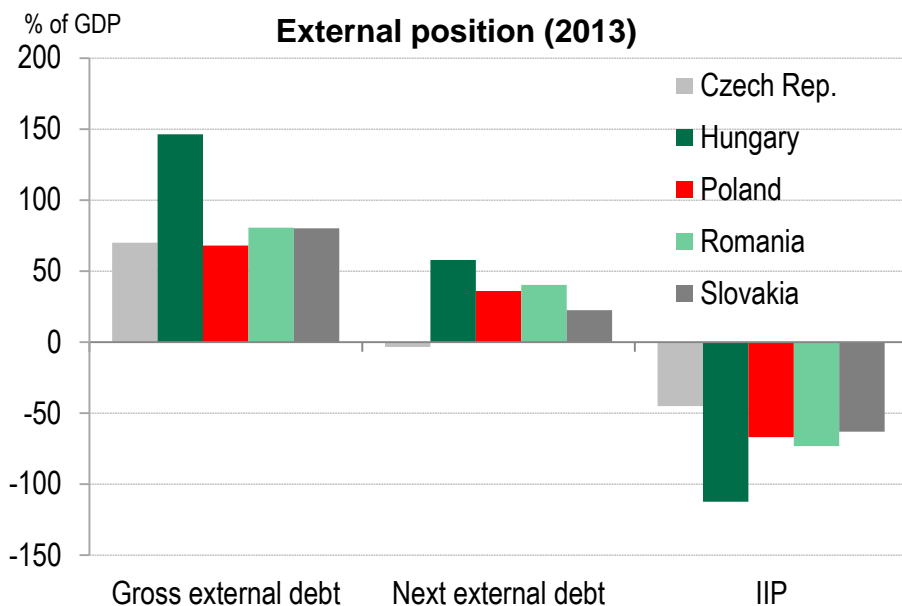
Note: data show European Commission's forecasts for 2015



Note: Size of bubbles reflects the debt/GDP ratio

- CEE countries are expected to reach rather favourable fiscal positions in 2015, with deficits below 3% of GDP and public debts below 60% of GDP. (Hungary as an exception with debt above 80%) This leaves room for fiscal stimulus, if necessary.
- Poland is still under Excessive Deficit Procedure, expected to be abrogated in 2016 (based on 2015 data). Other countries managed to close the EDP recently.

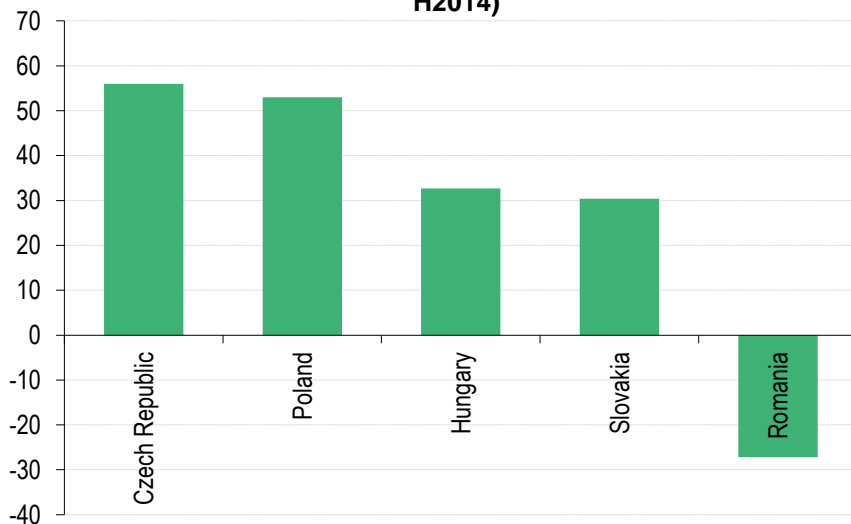
Improving external position



- ▶ External positions of CEE countries (as measured by gross external debt or international investment position) show a clear outperformance of Czech Republic and underperformance of Hungary.
- ▶ Current account deficits relatively low, suggesting a resistance to sudden stops in foreign financing. Slovakia and Hungary showing surpluses, meaning an ongoing improvement in external position.

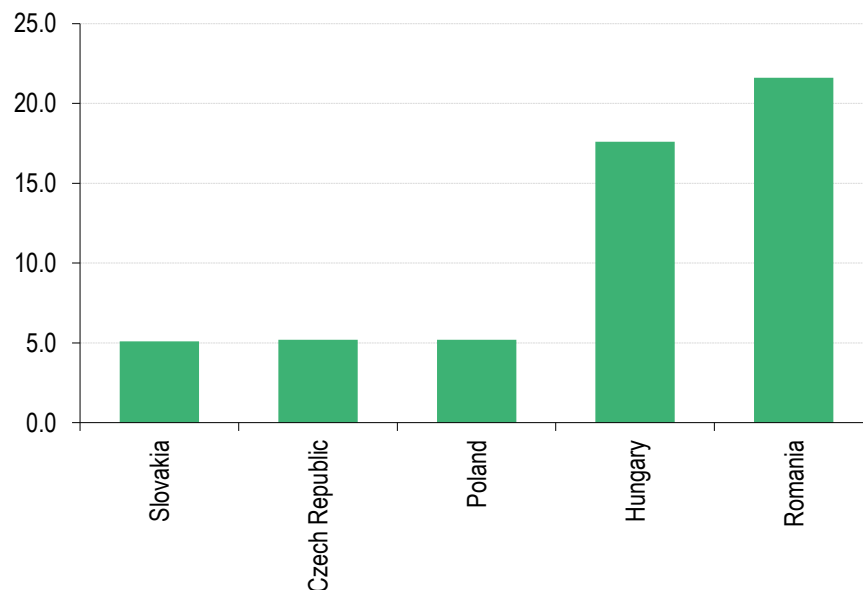
Expectations for higher demand for corporate borrowing

Net percent of banks expecting higher demand for loans (most recent survey, concerning 3Q2014 or H2014)



Note: number for Poland is an average of answers in four categories

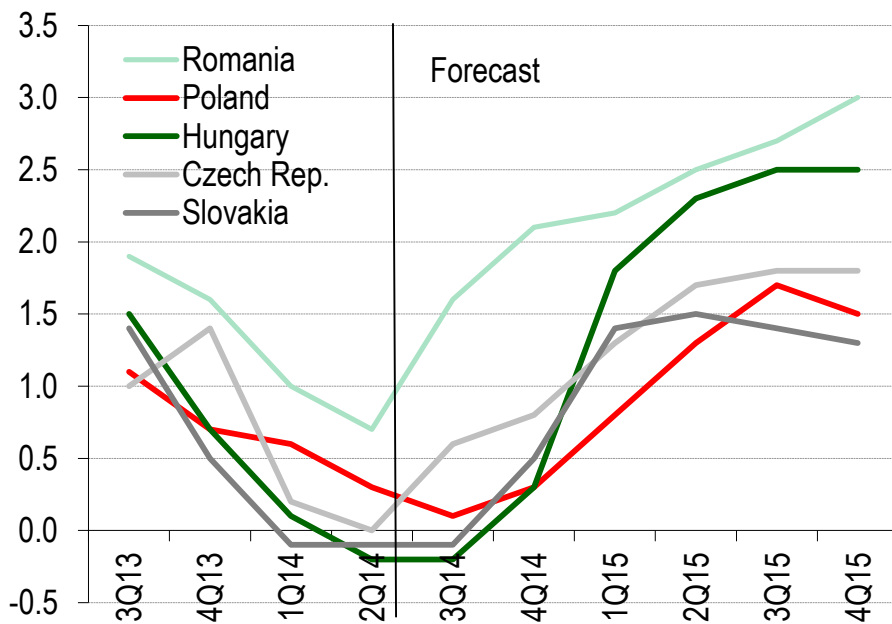
Non-performing loans (% of total loans, 2013)



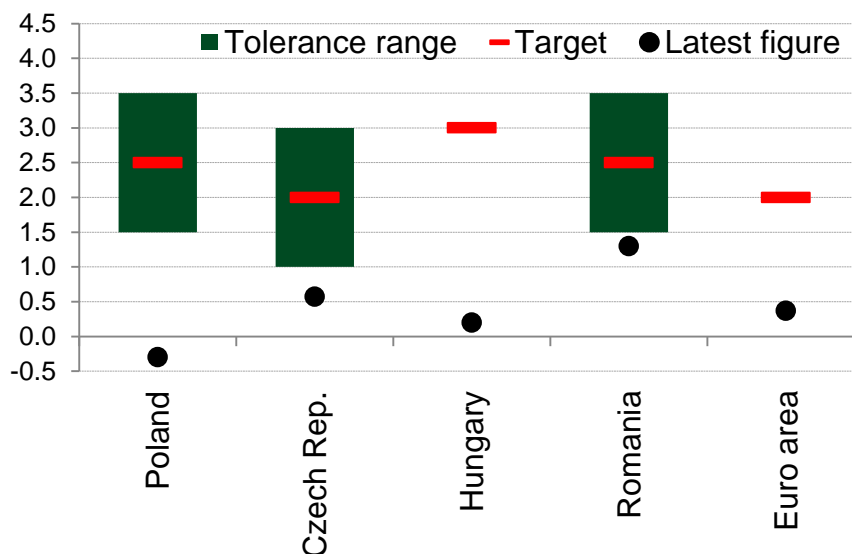
- Banks in most CEE countries expect higher demand for corporate loans in the upcoming period, with an exception of Romania. Hungary and Romania clearly lag behind with borrowers' quality.
- There are major differences among countries as regards sectors: Slovak banks expect an equal rise of demand across the sectors, Czech: strong rise of long-term loans for large companies, Polish: rise of short- and long-term loans for SMEs, Hungarian: rise of short-term loans, Romanian: decline of long-term loans for large companies.

Inflation – running low, only moderate rebound expected

Inflation in CEE countries



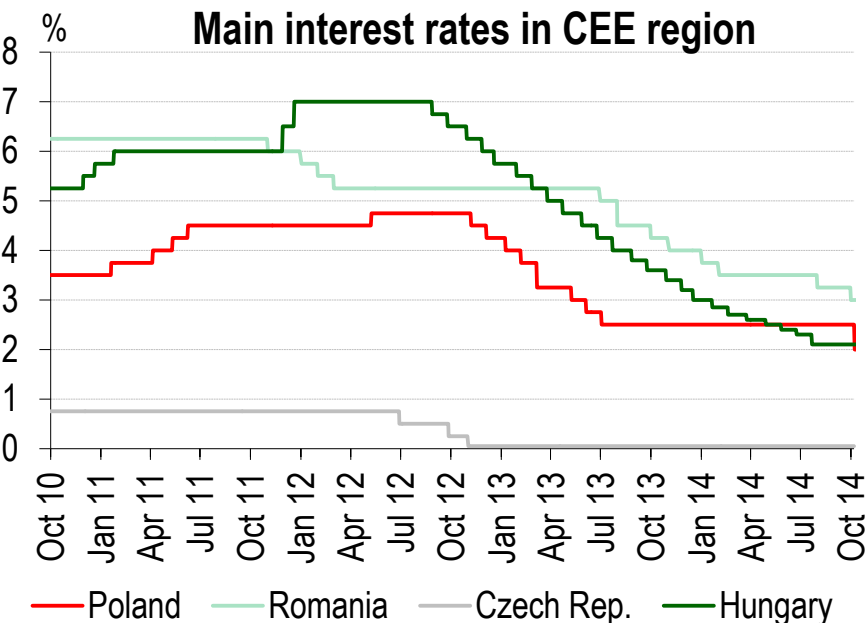
Inflation rates vs targets (%)



- Inflation is running close to zero in most CEE countries driven by positive supply-side shocks, disinflation in the euro zone and some economic slowdown. It is expected to rebound in 2015, yet to still remain relatively low (relative to targets). Additionally, risk is skewed downwards, given a general disinflationary tendency in Europe and impact of sanctions in Russia on food prices.

Monetary policy – still dovish bias

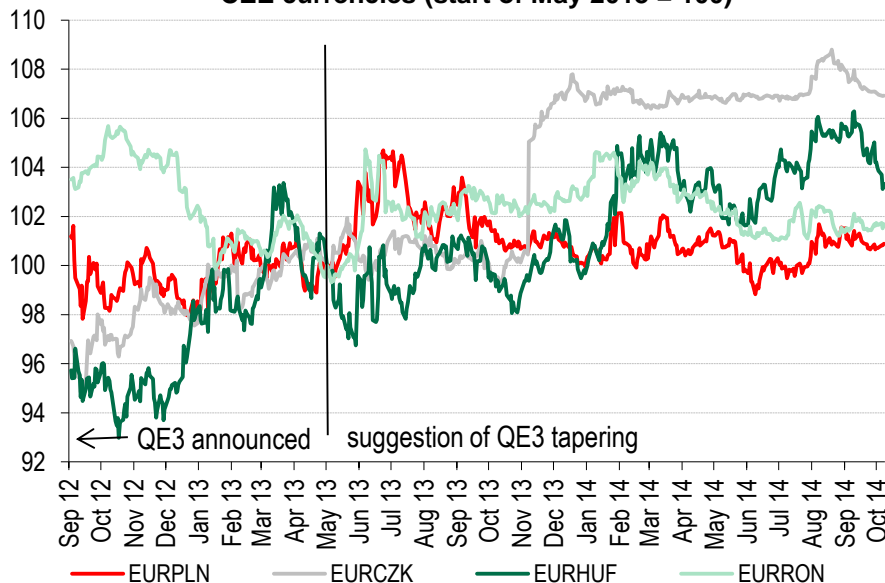
Main interest rates in CEE region



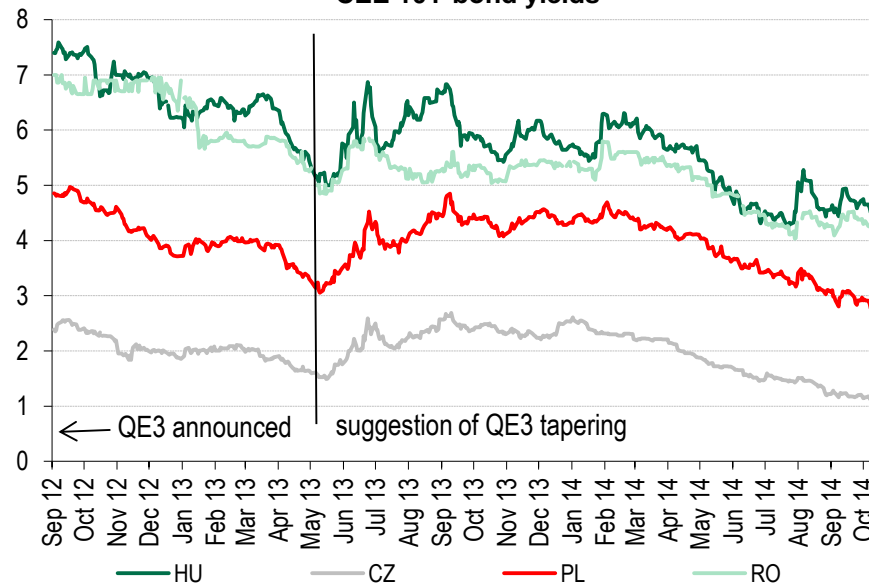
- The National Bank of Poland cut rates by 50bp in October, bringing the reference rate to all-time low 2.00%. One more cut is possible in November.
- The Czech National Bank keeps rates close to zero. The CNB reaffirmed its intention to continue using the exchange rate as a monetary policy instrument at least until 2016. Outlook for growth and inflation shifted slightly down, yet the CNB views domestic economic environment as inflationary with external environment acting anti-inflationary.
- The Hungarian National Bank (MNB) ended the two-year long easing cycle, bringing the main rate to 2.10% and declared it will remain stable for an extended period. The MNB views inflationary pressure as moderate.
- The National Bank of Romania (BNR) cut its reference rate to 3.00% and lowered the minimum requirement rate. Romanian economy is slowing down and inflation declining. The BNR is ready to use all its instruments to meet its objectives, so further cuts are likely

Main central banks' policy affecting CEE assets

CEE currencies (start of May 2013 = 100)

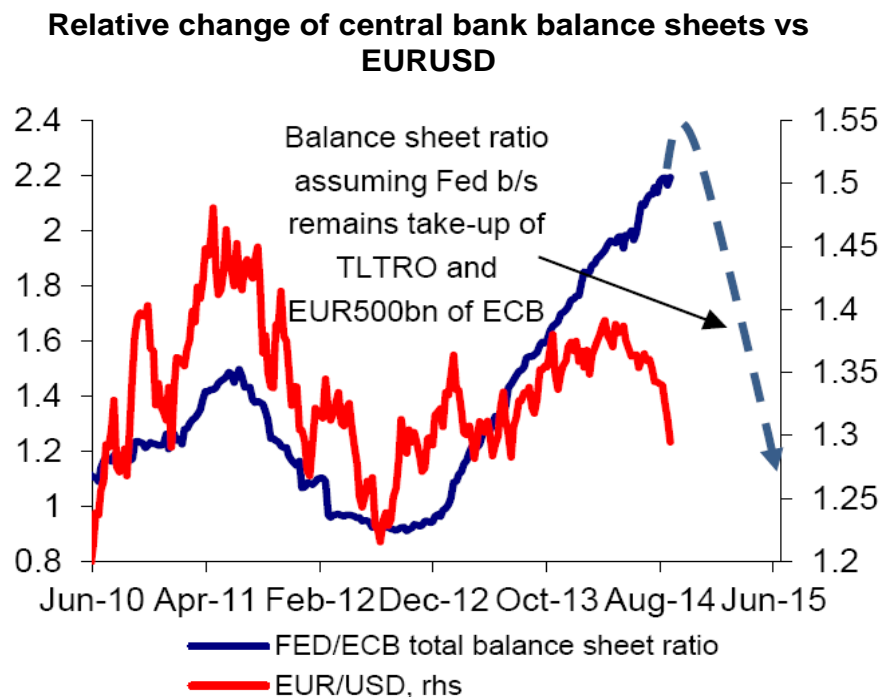


CEE 10Y bond yields



- ▶ Fed's QE3 provided an inflow of fresh cash into CEE market, supporting mostly bonds, which gained 100-250bp until May 2013. FX market was less affected.
- ▶ Suggestion of QE3 tapering by the Fed in early May 2013 undermined both the CEE bonds (yields climbed by 100-200bp) and currencies, with EURRON and EURPLN suffering by most (depreciation by c4%). EURCZK was mostly driven by the central bank policy (floor on the rate) and EURHUF was more vulnerable to domestic issues (FX-denominated loans).
- ▶ Fed's tapering talk had only temporary impact on CEE markets. Will it be the same with the beginning of Fed's rates normalisation? Is this time (because of the ECB) different?

Stagnation in the euro zone encouraged the ECB to act



- ▶ The euro zone unexpectedly slid into recession in 2Q2014 after growing by 0.2% QoQ in Q1.
- ▶ The growth breakdown showed that the economic slowdown was due to weakening of domestic demand, clearly showing that the underlying trend deteriorated. Inflation outlook remains subdued.
- ▶ The ECB effectively reached zero lower bound, introduced asset purchase programmes and is ready too apply more instruments given prolonged risk of low inflation. This should be the factor offsetting (at least to some extent) negative signals from Fed (at least for CEE countries with good credit).

Summary

- ▶ Economic growth expected to remain moderate, driven mainly by domestic demand.
- ▶ Main risk factors are external: conflict in Ukraine, sanctions imposed by Russia and (last but not least!) slowdown in the euro zone.
- ▶ Room for fiscal policy gives some hope for a stimulus if necessary (depends on current fiscal position and investors' appetite for local debt).
- ▶ Negative balance of risks for growth and inflation support dovish stance of central banks.
- ▶ CEE financial markets driven (also?) by the policy of central banks

Important Disclosures

ANALYST CERTIFICATION:

The views expressed in this report accurately reflect the personal views of the undersigned analyst(s). In addition, the undersigned analyst(s) have not and will not receive any compensation for providing a specific recommendation or view in this report: **Maciej Reluga***.

* Employed by a non-US affiliate of Santander Investment Securities Inc. and not registered/qualified as a research analyst under FINRA rules, and is not an associated person of the member firm, and, therefore, may not be subject to the FINRA Rule 2711 and Incorporated NYSE Rule 472 restrictions on communications with a subject company, public appearances, and trading securities held by a research analyst account.

This report has been prepared by Bank Zachodni WBK S.A. and is provided for information purposes only. Bank Zachodni WBK S.A. is registered in Poland and is authorised and regulated by The Polish Financial Supervision Authority.

This report is issued in the United States by Santander Investment Securities Inc. ("SIS"), in Poland by Bank Zachodni WBK S.A. ("BZ WBK"), in Spain by Banco Santander, S.A., under the supervision of the CNMV and in the United Kingdom by Banco Santander, S.A., London Branch ("Santander London"). SIS is registered in the United States and is a member of FINRA. Santander London is registered in the United Kingdom and subject to limited regulation by the FCA and PRA. SIS, BZ WBK, Banco Santander, S.A. and Santander London are members of Grupo Santander. A list of authorised legal entities within Grupo Santander is available upon request.

This material constitutes "investment research" for the purposes of the Markets in Financial Instruments Directive and as such contains an objective or independent explanation of the matters contained in the material. Any recommendations contained in this document must not be relied upon as investment advice based on the recipient's personal circumstances. The information and opinions contained in this report have been obtained from, or are based on, public sources believed to be reliable, but no representation or warranty, express or implied, is made that such information is accurate, complete or up to date and it should not be relied upon as such. Furthermore, this report does not constitute a prospectus or other offering document or an offer or solicitation to buy or sell any securities or other investment. Information and opinions contained in the report are published for the assistance of recipients, but are not to be relied upon as authoritative or taken in substitution for the exercise of judgement by any recipient, are subject to change without notice and not intended to provide the sole basis of any evaluation of the instruments discussed herein.

Any reference to past performance should not be taken as an indication of future performance. This report is for the use of intended recipients only and may not be reproduced (in whole or in part) or delivered or transmitted to any other person without the prior written consent of BZ WBK.

Investors should seek financial advice regarding the appropriateness of investing in financial instruments and implementing investment strategies discussed or recommended in this report and should understand that statements regarding future prospects may not be realised. Any decision to purchase or subscribe for securities in any offering must be based solely on existing public information on such security or the information in the prospectus or other offering document issued in connection with such offering, and not on this report.

Important Disclosures

The material in this research report is general information intended for recipients who understand the risks associated with investment. It does not take into account whether an investment, course of action, or associated risks are suitable for the recipient. Furthermore, this document is intended to be used by market professionals (eligible counterparties and professional clients but not retail clients). Retail clients must not rely on this document.

To the fullest extent permitted by law, no Santander Group company accepts any liability whatsoever (including in negligence) for any direct or consequential loss arising from any use of or reliance on material contained in this report. All estimates and opinions included in this report are made as of the date of this report. Unless otherwise indicated in this report there is no intention to update this report.

BZ WBK and its legal affiliates may make a market in, or may, as principal or agent, buy or sell securities of the issuers mentioned in this report or derivatives thereon. BZ WBK and its legal affiliates may have a financial interest in the issuers mentioned in this report, including a long or short position in their securities and/or options, futures or other derivative instruments based thereon, or vice versa.

BZ WBK and its legal affiliates may receive or intend to seek compensation for investment banking services in the next three months from or in relation to an issuer mentioned in this report. Any issuer mentioned in this report may have been provided with sections of this report prior to its publication in order to verify its factual accuracy.

Bank Zachodni WBK S.A. (BZ WBK) and/or a company in the Santander Group is a market maker or a liquidity provider for EUR/PLN.

Bank Zachodni WBK S.A. (BZ WBK) and/or a company of the Santander Group has been lead or co-lead manager over the previous 12 months in a publicly disclosed offer of or on financial instruments issued by the Polish Ministry of Finance or Ministry of Treasury.

Bank Zachodni WBK S.A. (BZ WBK) and/or a company in the Santander Group expects to receive or intends to seek compensation for investment banking services from the Polish Ministry of Finance or Ministry of Treasury in the next three months.

ADDITIONAL INFORMATION

BZ WBK or any of its affiliates, salespeople, traders and other professionals may provide oral or written market commentary or trading strategies to its clients that reflect opinions that are contrary to the opinions expressed herein. Furthermore, BZ WBK or any of its affiliates' trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

No part of this report may be copied, conveyed, distributed or furnished to any person or entity in any country (or persons or entities in the same) in which its distribution is prohibited by law. Failure to comply with these restrictions may breach the laws of the relevant jurisdiction.

Investment research issued by BZ WBK is prepared in accordance with the Santander Group policies for managing conflicts of interest. In relation to the production of investment research, BZ WBK and its affiliates have internal rules of conduct that contain, among other things, procedures to prevent conflicts of interest including Chinese Walls and, where appropriate, establishing specific restrictions on research activity. Information concerning the management of conflicts of interest and the internal rules of conduct are available on request from BZ WBK.

Important Disclosures

COUNTRY & REGION SPECIFIC DISCLOSURES

U.K. and European Economic Area (EEA): Unless specified to the contrary, issued and approved for distribution in the U.K. and the EEA by Banco Santander, S.A. Investment research issued by Banco Santander, S.A. has been prepared in accordance with Grupo Santander's policies for managing conflicts of interest arising as a result of publication and distribution of investment research. Many European regulators require that a firm establish, implement and maintain such a policy. This report has been issued in the U.K. only to persons of a kind described in Article 19 (5), 38, 47 and 49 of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (all such persons being referred to as "relevant persons"). This document must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this document relates is only regarded as being provided to professional investors (or equivalent) in their home jurisdiction. **United States of America (US):** This report is being distributed to US persons by Santander Investment Securities Inc ("SIS") or by a subsidiary or affiliate of SIS that is not registered as a US broker dealer, to US major institutional investors only. Any US recipient of this report (other than a registered broker-dealer or a bank acting in a broker-dealer capacity) that would like to effect any transaction in any security or issuer discussed herein should contact and place orders in the United States with the company distributing the research, SIS at (212) 692-2550, which, without in any way limiting the foregoing, accepts responsibility (solely for purposes of and within the meaning of Rule 15a-6 under the US Securities Exchange Act of 1934) under this report and its dissemination in the United States. US recipients of this report should be advised that this research has been produced by a non-member affiliate of SIS and, therefore, by rule, not all disclosures required under NASD Rule 2711 apply. **Hong Kong (HK):** This report is being distributed in Hong Kong by a subsidiary or affiliate of Banco Santander, S.A. Hong Kong Branch, a branch of Banco Santander, S.A. whose head office is in Spain. The 1% ownership disclosure satisfies the requirements under Paragraph 16.5(a) of the Hong Kong Code of Conduct for persons licensed by or registered with the Securities and Futures Commission, HK. Banco Santander, S.A. Hong Kong Branch is regulated as a Registered Institution by the Hong Kong Monetary Authority for the conduct of Advising and Dealing in Securities (Regulated Activity Type 4 and 1 respectively) under the Securities and Futures Ordinance. The recipient of this material must not distribute it to any third party without the prior written consent of Banco Santander, S.A. **Japan (JP):** This report has been considered and distributed in Japan to Japanese-based investors by a subsidiary or affiliate of Banco Santander, S.A. - Tokyo Representative Office, not registered as a financial instruments firm in Japan, and to certain financial institutions defined by article 17-3, item 1 of the Financial Instruments and Exchange Law Enforcement Order. Some of the foreign securities stated in this report are not disclosed according to the Financial Instruments and Exchange Law of Japan. There is a risk that a loss may occur due to a change in the price of the shares in the case of share trading and that a loss may occur due to the exchange rate in the case of foreign share trading. **China (CH):** This report is being distributed in China by a subsidiary or affiliate of Banco Santander, S.A. Shanghai Branch ("Santander Shanghai"). Santander Shanghai or its affiliates may have a holding in any of the securities discussed in this report; for securities where the holding is greater than 1%, the specific holding is disclosed in the Important Disclosures section above. **Poland (PL):** This publication has been prepared by Bank Zachodni WBK S.A. for information purposes only and it is not an offer or solicitation for the purchase or sale of any financial instrument. All reasonable care has been taken to ensure that the information contained herein is not untrue or misleading. But no representation is made as to its accuracy or completeness. No reliance should be placed on it and no liability is accepted for any loss arising from reliance on it. Information presented in the publication is not an investment advice. Resulting from the purchase or sale of financial instrument, additional costs, including taxes, that are not payable to or through Bank Zachodni WBK S.A., can arise to the purchasing or selling party. Rates used for calculation can differ from market levels or can be inconsistent with financial calculation of any market participant. Conditions presented in the publication are subject to change. Examples presented in the publication is for information purposes only and shall be treated only as a base for further discussion.