

# Slovak growth story: All about manufacturing

- The Slovak economy recorded the fastest rate of economic growth of all EU countries during 2001-2010. The high growth was mainly due to capital deepening and concomitant very fast labor productivity growth in manufacturing this sector contributed almost with a half of growth of real value added during 2001-2010. Employment in the economy increased only slightly during the time period (+0.7%pa).
- Slovakia boasts the highest productivity of labor in Central and Eastern Europe in PPP terms both economy-wide and in manufacturing. If the Slovak economy operated at the Czech or Slovenian employment level, the country's GDP would be 12% higher than that of the Czech Republic and 2% higher than that of Slovenia. With a large buffer of the unemployed labor, Slovakia could relatively quickly surpass countries like the Czech Republic or Slovenia in GDP per capita in PPP, should additional investments in the future years take up the existing labor slack.
- Policies to improve the business environment, further improvements in the judicial system and a complex program towards creating knowledge-based economy together with the on-going fiscal consolidation would be the right response to lagging FDI recently. While the outcome of the general elections scheduled for 10 March is uncertain, the past resilience of this small country in light of its often thorny economic and political past over the last twenty years justifies our moderate optimism.

# Slovakia is a top EU growth performer

After the problematic 1990's, the Slovak economy recorded some remarkable achievements in the past decade. On the growth count, it triumphed over all other EU countries with its average growth of 4.8% pa during 2001-2010. Its manufacturing output in real terms almost tripled during the decade recording astronomical labor productivity growth. The country's productivity of labor in PPP is the highest in CEE, both economy-wide and in manufacturing. With a large buffer of the unemployed labor, Slovakia could relatively quickly surpass countries like the Czech Republic or Slovenia in GDP per capita, should additional investments in the future years take up the existing labor slack

# TOP 10 GROWTH PERFORMERS IN EU (2001-2010)<sup>1</sup>

	Index 2000=100	CAGR 2000-2010 <sup>2</sup>
Slovakia	159,7	4,8%
Lithuania	153,3	4,4%
Romania	149,2	4,1%
Bulgaria	148,8	4,1%
Poland	146,4	3,9%
Estonia	145,9	3,8%
Latvia	143,2	3,7%
Czech Republic	136,9	3,2%
Luxembourg	135,1	3,1%
Cyprus	132,1	2,8%

Source: Eurostat, UniCredit Research

Taping into recently published Eurostat data, in this brief note we break down the overall economic performance sector by sector trying to highlight the main driving forces of the Slovakia's performance during the past decade. Which sectors over-performed in terms of value added generation and which disappointed? Where was labor productivity growth the fastest and which sectors generated most jobs? Finally, what are the main challenges for Slovakia to sustain or come close to the growth dynamic from the past ten years?

#### Slovakia as a latecomer

The economic transformation this small country has undergone in the past ten years is nothing short of remarkable. Slovakia was entering the past decade in the midst of the second transformational recession just as the new pro-market government of PM Dzurinda was embarking upon a complex reform agenda. Sweeping reforms of the first half of the decade left no problematic area untouched and have unleashed the economic potential of the country. An FDI boom followed triggering an economic take-off – in 2007 GDP growth reached double-digit levels.

During the period 2000-10, the overall nominal size of the economy in euro terms tripled from EUR 22bn to EUR 65.9bn (average growth 11,6% pa). This was due strong real economic growth (avg 4.8% pa) but also very fast real currency appreciation driven by productivity gains and inflow of capital. The headline economic numbers are well-known, but what were the driving forces of the fast growth on a sectoral level?

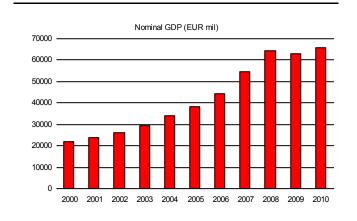
<sup>2</sup> CAGR – compound annual growth rate

UniCredit Research page 1 See last pages for disclaimer.

Measured by the real GDP growth rates during 2001-2010



# SLOVAKIA'S NOMINAL GDP TRIPLED DURING THE PAST DECADE<sup>3</sup>

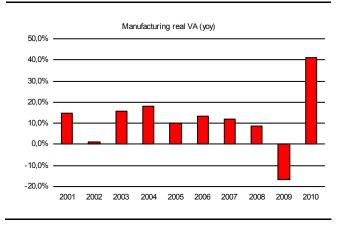


Source: Eurostat, UniCredit Research

# Manufacturing the chief engine of growth

Breaking down the value added in the economy during the time period shows that the growth was to a large extent driven by the stellar performance of manufacturing. The average real growth of value added in manufacturing was 10.9% pa suggesting that this sector contributed almost half to the growth of real value added during the past decade (49.8ppt). The other two sectors which contributed most – e.g. they grew relatively fast and their weights in the economy are high – were construction (9.9ppt) and trade (9.4ppt). This means that nearly 70% of the growth of the value in the Slovak economy during the last decade was generated by these three large sectors! Other dynamic branches of the economy were art, entertainment and recreation (average 9.3% pa) electricity, gas, steam (6.5%) and information & communication (5.3%).

### **MANUFACTURING GROWING BY 10.9% ANNUALLY**



Source: Eurostat, UniCredit Research

#### MANUFACTURING "CREATING" HALF OF THE GROWTH

Economic Sectors	CAGR 2010- 2000	Share in Economy 2010 (constant prices)	Contribution to Growth 2010-2000
A - Agriculture	3,3%	2,9%	2,1
B - Mining and quarrying	2,0%	0,7%	0,3
C - Manufacturing	10,9%	29,3%	49,6
D - Electricity, gas, steam and air conditioning supply	6,5%	6,4%	7,8
E - Water collection, sewerage, waste management	-1,2%	0,8%	-0,3
F - Construction	5,9%	8,6%	9,9
G - Wholesale and retail trade	3,8%	11,4%	9,4
H - Transportation and storage	-4,2%	4,3%	-6,0
I - Accommodation and food service activities	-1,7%	1,0%	-0,5
J - Information and communication	5,3%	4,1%	4,3
K - Financial and insurance activities	4,8%	3,3%	3,2
L - Real estate activities	0,6%	6,7%	1,0
M - Professional, scientific and technical activities	4,3%	4,5%	4,0
N - Administrative and support-service activities	2,8%	2,2%	1,4
O - Public administration and defense; compulsory social security	2,9%	6,5%	4,2
P - Education	3,8%	3,2%	2,6
Q - Human health and social work activities	-0,2%	2,7%	-0,1
R - Art, entertainment and recreation	9,3%	2,2%	3,3
S - Other service activities	2,3%	0,9%	0,5
TOTAL VALUE ADDED	4,9%	100,0%	100,0

Source: Eurostat, UniCredit Research

UniCredit Research page 2 See last pages for disclaimer.

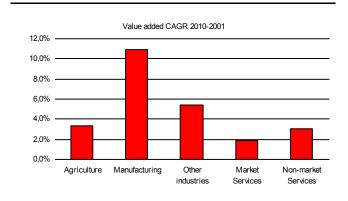
<sup>&</sup>lt;sup>3</sup> Converted to Euro by the yearly market exchange rates



### Manufacturing posting double-digit growth

We have also grouped the individual sectors into five groups of sectors: agriculture, manufacturing, other industries, market services and non-market services. The inspection of the data shows two groups of sectors reporting the highest growth were manufacturing (+10.9%) and other industries<sup>4</sup> (+5.4%) while agriculture grew by a decent 3.3% (but registered a very high growth of labor productivity). Interestingly, the growth of market services was rather slow (+1.9% pa) negatively impacted by the recent (after 2008) poor performance of several market services (such as trade, transportation and storage and hotels and restaurants). If we calculated the growth of market services during 2000-2008 period the average rate of growth would have been much higher 4.2%. Weak domestic demand in recent years is clearly one of the main reasons for this sectoral development.

#### MANUFACTURING AND OTHER INDUSTRIES GREW FASTEST



Source: Eurostat, UniCredit Research

#### Cars and flat TV-screens the main production articles

As said above, manufacturing was the chief engine of the growth fuelled by the investment boom. However, not all sub-sectors within manufacturing performed the same – some sectors have boomed while others have stagnated. A glance at the table, which shows performance of manufacturing sub-sectors, reveals that the top 3 growth champions were 1. computer, electronic and optical products, 2. motor vehicles and 3. other transport equipment all registering average per annum growth of above 20%! Other six sectors – furniture; rubber and plastics; coke and refined petroleum products; fabricated metal products, machinery and equipment and wood products – reported the average growth rate above 10% pa.

On the other side of the spectrum, textile and leather production stagnated over the last decade while printing and basic metals showed relatively weak growth rates (2.4% and 3.0% pa resp.).

The two main articles the Slovak manufacturing sector produces are flat-screen TVs and cars — they together account for about 20% of real value added in manufacturing. While this is no small number, it is not as high as is often presumed or the impression one gains from anecdotal evidence. Furthermore, going forward, we do not expect this figure to further increase. Rather, we expect the Slovakia's manufacturing base to become more diversified.

### **ELECTRONICS AND CARS GROWING BY OVER 20% PA**

Manufacturing sub-sectors	CAGR 2010- 2000	Share in Mfg 2010 (constant prices)	Contribution to Mfg Growth 2010-2000
Computer, electronic and optical products	26,2%	8,5%	11,8
Motor vehicles, trailers and semi- trailers	21,2%	12,8%	17,0
Other transport equipment	20,3%	1,0%	1,3
Furniture; other manufacturing	16,3%	3,5%	4,3
Rubber and plastic products	16,1%	5,2%	6,2
Coke and refined petroleum products	13,6%	8,1%	9,1
Fabricated metal products	13,5%	10,1%	11,2
Machinery and equipment n.e.c.	13,1%	6,8%	7,5
Wood and of products of wood (except furniture)	12,1%	3,3%	3,5
Chemicals and chemical products	9,9%	4,9%	4,6
Electrical equipment	9,4%	3,7%	3,4
Food products, beverages, tobacco	9,3%	8,4%	7,7
Repair and installation of machinery and equipment	8,6%	3,6%	3,1
Basic pharmaceutical products	7,8%	1,2%	1,0
Paper and paper products	7,7%	2,7%	2,2
Non-metallic mineral products	5,3%	4,4%	2,8
Basic metals	3,0%	7,5%	2,9
Printing and reproduction of recorded media	2,4%	1,1%	0,4
Textiles, wearing apparel, leather and related products	0,1%	3,3%	0,1
MANUFACTURING TOTAL	10,9%	100,0%	100,0

Source: Eurostat, UniCredit Research

We have also grouped the manufacturing sectors according to technological intensity based on NACE 2. The data show that during the last ten years Slovakia substantially increased the share of high and medium-high technology production. The average annual growth of high tech production was 21,5% and that of medium-high technology was 14,6%. We expect the technological sophistication of Slovak manufacturing to keep increasing going forward.

<sup>&</sup>lt;sup>4</sup> Other industries include mining and quarrying (B), utilities (D,E) and construction (F).



# NEARLY 40% OF SLOVAK MANUFACTURING HIGH OR MEDIUM-HIGH TECH

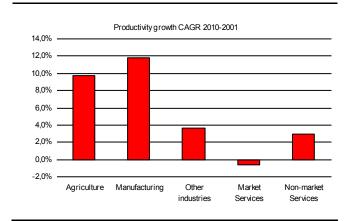
	2000	2010	CAGR 2010-2001
High tech	3,9%	9,6%	21,5%
Medium-high tech	20,9%	29,2%	14,6%
Medium-low tech	45,1%	38,9%	9,2%
Low tech	30,1%	22,4%	7,7%
Total	100%	100,0%	10,9%

Source: Eurostat, UniCredit Research

### Productivity gains led by manufacturing and agriculture

During the past ten years most of the sectors of the Slovak economy recorded strong productivity gains. This was possible due to significant imports of new technology and improvements in the managerial and organizational techniques brought about by FDI. At the aggregate level the increase in real labor productivity reached 4.2 % on average. This aggregate number masks significant differences on the sectoral level. The labor productivity was fastest growing in two traditional sectors - agriculture and manufacturing. Interestingly, Slovak agriculture was able to register nearly double-digit productivity gains (average growth 9.7% pa) and Slovak agricultural workers now achieve by far the highest productivity level in Central and Eastern Europe. This growth or productivity is trumped only by manufacturing productivity growth which was nearly 12% on average during the past decade. On the other hand, productivity in market services declined by -0.6% CAGR (mostly due to unfavorable developments after 2008).

# MANUFACTURING ANNUAL PRODUCTIVITY GROWTH AVERAGED NEARLY 12%



Source: Eurostat, UniCredit Research

Looking at the labor productivity growth in manufacturing subsectors, three sectors reported average annual labor productivity growth above 20% and additional ten sectors productivity growth above 10% pa. The productivity surge in the Slovak manufacturing during the last ten years has been truly remarkable! Slovakia's strong manufacturing base can be its competitive advantage and conduce to fast income growth going forward – manufacturing sector traditionally reports higher productivity growth than other sectors such as services.

# TRANSPORT EQUIPMENT, ELECTRONICS AND REFINERY PRODUCTS REPORTING HIGHEST PRODUCTIVITY GROWTH

Manufacturing sub-sectors	Average annual productivity growth 2010-2001
Other transport equipment	24,1%
Computer, electronic and optical products	22,3%
Coke and refined petroleum products	21,0%
Machinery and equipment n.e.c.	16,5%
Chemicals and chemical products	16,2%
Furniture; other manufacturing	15,2%
Basic pharmaceutical products	14,8%
Food products, beverages, tobacco	13,6%
Paper and paper products	11,7%
Rubber and plastic products	11,6%
Motor vehicles, trailers and semi-trailers	11,0%
Fabricated metal products, except machinery and equipment	10,5%
Wood and of products of wood (except furniture)	10,0%
Electrical equipment	9,6%
Repair and installation of machinery and equipment	9,3%
Non-metallic mineral products	9,1%
Textiles, wearing apparel, leather and related products	7,1%
Basic metals	5,6%
Printing and reproduction of recorded media	1,2%
MANUFACTURING TOTAL	11,8%

Source: Eurostat, UniCredit Research

The two sectors which saw the highest productivity gains during the past ten years – manufacturing and agriculture – released labor on net during the time period (avg. -5.8% pa and -0.8% resp.) The highest growth in terms of employment was seen in market services (+2.5%pa) with professional & scientific services (+4.3% pa), trade (+3.6%pa) and administrative and support services (+3.0% pa) registering the highest job generation. Other industries (+1.7%pa), construction in particular also generated a high job growth (+4.2%) while employment in non-market services stagnated.



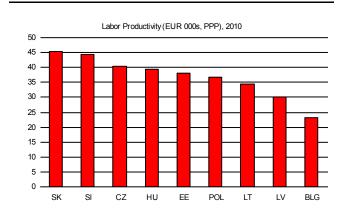
### **EMPLOYMENT GROWTH BY SECTORS**

Sectors	2010/2000	2010/2000
	%	thousands
A - Agriculture	-5,8%	-56,8
B - Mining and quarrying	-6,6%	-7,3
C - Manufacturing	-0,8%	-37,4
D - Electricity, gas, steam and air conditioning supply	-3,6%	-8,8
E - Water collection, sewerage, waste management	-3,2%	-8,9
F - Construction	4,2%	61,9
G - Wholesale and retail trade	3,6%	114,7
H - Transportation and storage	-0,4%	-5,7
I - Accommodation and food service activities	2,6%	15,5
J - Information and communication	1,3%	5,9
K - Financial and insurance activities	0,8%	3,2
L - Real estate activities	1,8%	3,8
M - Professional, scientific and technical activities	4,3%	40,0
N - Administrative and support-service activities	3,0%	21,1
O - Public administration and defense; compulsory social security	1,6%	22,1
P - Education	-0,7%	-12,5
Q - Human health and social work activities	-0,8%	-11
R - Art, entertainment and recreation	-0,9%	-2,1
S - Other service activities	2,6%	7,4
TOTAL EMPLOYMENT	0,7%	+145,1

Source: Eurostat, UniCredit Research

We have compared the labor productivity adjusted for PPP across the CEE universe in 2010. The data shows that Slovakia is a productivity leader both when comparing the whole economies and also in its strongest sector, manufacturing. We also conducted a following thought experiment: we calculated what GDP per capita Slovakia would generate if it employed its labor at the same rate as do the two countries in CEE which have a higher GDP per capita, Slovenia and Czech Republic. Of course, this calculation is simplification because it assumes that average labor productivity of those to be employed is equal to that of those already employed. The results are nevertheless staggering - Slovak GDP per capita in PPP would be 12% higher than that of the Czech Republic and 2% higher than that of Slovenia (at these two countries' respective employment levels).

### SLOVAKIA IS A LABOR PRODUCTIVITY LEADER IN CEE



Source: Eurostat, UniCredit Research

# SLOVAKIA WITH A CLEAR LEAD IN LABOR PRODUCTIVITY IN MANUFACTURING IN CEE



Source: Eurostat, UniCredit Research

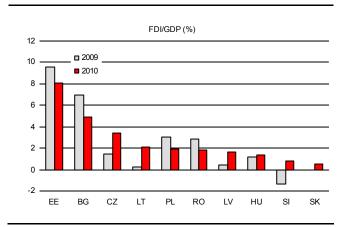
This experiment clearly shows one potential avenue for a future fast income growth in Slovakia – expansion of the currently low employment level. Given the very high productivity of the Slovak labor force if additional investments in the future years – especially if taking place in higher value-added sectors - take up the labor slack, Slovakia could relatively quickly become the richest CEE country! At least by official GDP per capita (PPP) metric...



# Policies to spur FDI inflow necessary to keep the growth dynamic

What are the policies which would be conducive to further investment growth? Since 2009, Slovakia has been lagging behind other CEE countries in the inflow of FDI. Policies to improve the business environment (such those contained in the government's Singapore project), further improvements in the judicial system and a complex program towards creating knowledge-based economy together with the on-going fiscal consolidation would be the right policy response.

#### **SLOVAKIA LAGGING IN FDI RECENTLY**



Source: Eurostat, UniCredit Research

General elections scheduled for 10 March this year will reveal whether the elected government will be committed to such reform undertakings. While the outcome of the elections is uncertain, resilience of this small country in light of its often thorny but ultimately rewarding economic and political path which it has travelled over the last twenty years justifies our moderate optimism.

Stay tuned for more from Slovakia and its politics!

Vladimír Zlacký +421 2 4950 2267



#### Disclaimer

Our recommendations are based on information obtained from, or are based upon public information sources that we consider to be reliable but for the completeness and accuracy of which we assume no liability. All estimates and opinions included in the report represent the independent judgment of the analysts as of the date of the issue. We reserve the right to modify the views expressed herein at any time without notice. Moreover, we reserve the right not to update this information or to discontinue it altogether without notice.

This analysis is for information purposes only and (i) does not constitute or form part of any offer for sale or subscription of or solicitation of any offer to buy or subscribe for any financial, money market or investment instrument or any security, (ii) is neither intended as such an offer for sale or subscription of or solicitation of an offer to buy or subscribe for any financial, money market or investment instrument or any security nor (iii) as an advertisement thereof. The investment possibilities discussed in this report may not be suitable for certain investors depending on their specific investment objectives and time horizon or in the context of their overall financial situation. The investments discussed may fluctuate in price or value. Investors may get back less than they invested. Changes in rates of exchange may have an adverse effect on the value of investments. Furthermore, past performance is not necessarily indicative of future results. In particular, the risks associated with an investment in the financial, money market or investment instrument or security under discussion are not explained in their entirety.

This information is given without any warranty on an "as is" basis and should not be regarded as a substitute for obtaining individual advice. Investors must make their own determination of the appropriateness of an investment in any instruments referred to herein based on the merits and risks involved, their own investment strategy and their legal, fiscal and financial position. As this document does not qualify as an investment recommendation or as a direct investment recommendation, neither this document nor any part of it shall form the basis of, or be relied on in connection with or act as an inducement to enter into, any contract or commitment whatsoever. Investors are urged to contact their bank's investment advisor for individual explanations and advice.

Neither UniCredit Bank AG, UniCredit Bank AG London Branch, UniCredit Bank AG Vienna Branch, UniCredit Bank AG Milan Branch, UniCredit Securities, UniCredit Menkul Değerler A.Ş., UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank, ATFBank nor any of their respective directors, officers or employees nor any other person accepts any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this document or its contents or otherwise arising in connection therewith.

This analysis is being distributed by electronic and ordinary mail to professional investors, who are expected to make their own investment decisions without undue reliance on this publication, and may not be redistributed, reproduced or published in whole or in part for any purpose.

### Responsibility for the content of this publication lies with:

a) UniCredit Bank AG, Am Tucherpark 16, 80538 Munich, Germany, (also responsible for the distribution pursuant to §34b WpHG). The company belongs to UniCredit Group. Regulatory authority: "BaFin" - Bundesanstalt für Finanzdienstleistungsaufsicht, Lurgiallee 12, 60439 Frankfurt, Germany.

b) UniCredit Bank AG London Branch, Moor House, 120 London Wall, London EC2Y 5ET, United Kingdom.

Regulatory authority: "BaFin" – Bundesanstalt für Finanzdienstleistungsaufsicht, Lurgiallee 12, 60439 Frankfurt, Germany and subject to limited regulation by the Financial Services Authority (FSA), 25 The North Colonnade, Canary Wharf, London E14 5HS, United Kingdom. Details about the extent of our regulation by the Financial Services Authority are available from us on request.

c) UniCredit Bank AG Milan Branch, Via Tommaso Grossi 10, 20121 Milan, Italy, duly authorized by the Bank of Italy to provide investment services. Regulatory authority: "Bank of Italy", Via Nazionale 91, 00184 Roma, Italy and Bundesanstalt für Finanzdienstleistungsaufsicht, Lurgiallee 12, 60439 Frankfurt, Germany.

d) UniCredit Bank AG Vienna Branch, Julius-Tandler-Platz 3, 1090 Vienna, Austria Regulatory authority: Finanzmarktaufsichtsbehörde (FMA), Otto-Wagner-Platz 5, 1090 Vienna, Austria and subject to limited regulation by the "BaFin" – Bundesanstalt für Finanzdienstleistungsaufsicht, Lurgiallee 12, 60439 Frankfurt, Germany. Details about the extent of our regulation by the Bundesanstalt für Finanzdienstleistungsaufsicht are

e) UniCredit Securities, Boulevard Ring Office Building, 17/1 Chistoprudni Boulevard, Moscow 101000, Russia Regulatory authority: Federal Service on Financial Markets, 9 Leninsky prospekt, Moscow 119991, Russia

f) UniCredit Menkul Değerler A.Ş., Büyükdere Cad. No. 195, Büyükdere Plaza Kat. 5, 34394 Levent, Istanbul, Turkey

Regulatory authority: Sermaye Piyasası Kurulu - Capital Markets Board of Turkey, Eskişehir Yolu 8.Km No:156, 06530 Ankara, Turkey

g) UniCredit Bulbank, Sveta Nedelya Sq. 7, BG-1000 Sofia, Bulgaria

Regulatory authority: Financial Supervision Commission (FSC), 33 Shar Planina str.,1303 Sofia, Bulgaria

h) Zagrebačka banka, Paromlinska 2, HR-10000 Zagreb, Croatia

Regulatory authority: Croatian Agency for Supervision of Financial Services, Miramarska 24B, 10000 Zagreb, Croatia

i) UniCredit Bank, Na Príkope 858/20, CZ-11121 Prague, Czech Republic

Regulatory authority: CNB Czech National Bank, Na Příkopě 28, 115 03 Praha 1, Czech Republic

j) Bank Pekao, ul. Grzybowska 53/57, PL-00-950 Warsaw, Poland Regulatory authority: Polish Financial Supervision Authority, Plac Powstańców Warszawy 1, 00-950 Warsaw, Poland

k) UniCredit Bank, Prechistenskaya emb. 9, RF-19034 Moscow, Russia

Regulatory authority: Federal Service on Financial Markets, 9 Leninsky prospekt, Moscow 119991, Russia

I) UniCredit Bank, Šancova 1/A, SK-813 33 Bratislava, Slovakia

Regulatory authority: National Bank of Slovakia, Imricha Karvaša 1, 813 25 Bratislava, Slovakia

m) Yapi Kredi, Yapi Kredi Plaza D Blok, Levent, TR-80620 Istanbul, Turkey Regulatory authority: Sermaye Piyasasi Kurulu - Capital Markets Board of Turkey, Eskişehir Yolu 8.Km No:156, 06530 Ankara, Turkey

n) UniCredit Tiriac Bank, Ghetarilor Street 23-25, RO-014106 Bucharest 1, Romania

Regulatory authority: CNVM, Romanian National Securities Commission, Foişorului street, no.2, sector 3, Bucharest, Romania

o) ATFBank, 100 Furmanov Str., KZ-050000 Almaty, Kazakhstan

Agency of the Republic of Kazakhstan on the state regulation and supervision of financial market and financial organisations, 050000, Almaty, 67 Aiteke Bi str., Kazakhstan

#### POTENTIAL CONFLICTS OF INTEREST

UniCredit Bank AG acts as a Specialist or Primary Dealer in government bonds issued by the Italian, Portuguese and Greek Treasury. Main tasks of the Specialist are to participate with continuity and efficiency to the governments' securities auctions, to contribute to the efficiency of the secondary market through market making activity and quoting requirements and to contribute to the management of public debt and to the debt issuance policy choices, also through advisory and research activities.

#### ANALYST DECLARATION

The author's remuneration has not been, and will not be, geared to the recommendations or views expressed in this study, neither directly nor indirectly.

#### ORGANIZATIONAL AND ADMINISTRATIVE ARRANGEMENTS TO AVOID AND PREVENT CONFLICTS OF INTEREST

To prevent or remedy conflicts of interest, UniCredit Bank AG, UniCredit Bank AG London Branch, UniCredit Bank AG Vienna Branch, UniCredit Bank AG Milan Branch, UniCredit Securities, UniCredit Menkul Degerler A.Ş., UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank, ATFBank have established the organizational arrangements required from a legal and supervisory aspect, adherence to which is monitored by its compliance department. Conflicts of interest arising are managed by legal and physical and non-physical barriers (collectively referred to as "Chinese Walls") designed to restrict the flow of information between one area/department of UniCredit Bank AG, UniCredit Bank AG London Branch, UniCredit Bank AG Vienna Branch, UniCredit Bank AG Milan Branch, UniCredit Securities, UniCredit Menkul Değerler A.Ş., UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank, ATFBank and another. In particular, Investment Banking units, including corporate finance, capital market activities, financial advisory and other capital raising activities, are segregated by physical and non-physical boundaries from Markets Units, as well as the research department. In the case of equities execution by UniCredit Bank AG Milan Branch, other than as a matter of client facilitation or delta hedging of OTC and listed derivative positions, there is no proprietary trading. Disclosure of publicly available conflicts of interest and other material interests is made in the research. Analysts are supervised and managed on a day-to-day basis by line managers who do not have responsibility for Investment Banking activities, including corporate finance activities, or other activities other than the sale of securities to clients.

UniCredit Research page 7



#### ADDITIONAL REQUIRED DISCLOSURES UNDER THE LAWS AND REGULATIONS OF JURISDICTIONS INDICATED

#### Notice to Australian investors

This publication is intended for wholesale clients in Australia subject to the following:

UniCredit Bank AG and its branches do not hold an Australian Financial Services licence but are exempt from the requirement to hold a licence under the Act in respect of the financial services to wholesale clients. UniCredit Bank AG and its branches are regulated by BaFin under German laws, which differ from Australian laws. This document is only for distribution to wholesale clients as defined in Section 761G of the Corporations Act. UniCredit Bank AG and its branches are not Authorised Deposit Taking Institutions under the Banking Act 1959 and are not authorised to conduct a banking business in Australia.

#### Notice to Austrian investors

This document does not constitute or form part of any offer for sale or subscription of or solicitation of any offer to buy or subscribe for any securities and neither this document nor any part of it shall form the basis of, or be relied on in connection with or act as an inducement to enter into, any contract or commitment whatsoever.

This document is confidential and is being supplied to you solely for your information and may not be reproduced, redistributed or passed on to any other person or published, in

This document is confidential and is being supplied to you solely for your information and may not be reproduced, redistributed or passed on to any other person or published, in whole or part, for any purpose.

#### **Notice to Czech investors**

This report is intended for clients of UniCredit Bank AG, UniCredit Bank AG London Branch, UniCredit Bank AG Vienna Branch, UniCredit Bank AG Milan Branch, UniCredit Securities, UniCredit Menkul Değerler A.Ş., UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank, ATFBank in the Czech Republic and may not be used or relied upon by any other person for any purpose.

#### Notice to Italian investors

This document is not for distribution to retail clients as defined in article 26, paragraph 1(e) of Regulation n. 16190 approved by CONSOB on October 29, 2007.

In the case of a short note, we invite the investors to read the related company report that can be found on UniCredit Research website www.research.unicreditgroup.eu.

#### Notice to Japanese investors

This document does not constitute or form part of any offer for sale or subscription for or solicitation of any offer to buy or subscribe for any securities and neither this document nor any part of it shall form the basis of, or be relied on in connection with or act as an inducement to enter into, any contract or commitment whatsoever.

#### Notice to Polish investors

This document is intended solely for professional clients as defined in Art. 3 39b of the Trading in Financial Instruments Act of 29 July 2005. The publisher and distributor of the recommendation certifies that it has acted with due care and diligence in preparing the recommendation, however, assumes no liability for its completeness and accuracy.

#### Notice to Russian investors

As far as we are aware, not all of the financial instruments referred to in this analysis have been registered under the federal law of the Russian Federation "On the Securities Market" dated 22 April 1996, as amended (the "Law"), and are not being offered, sold, delivered or advertised in the Russian Federation. This analysis is intended for qualified investors, as defined by the Law, and shall not be distributed or disseminated to a general public and to any person, who is not a qualified investor.

#### **Notice to Turkish investors**

Investment information, comments and recommendations stated herein are not within the scope of investment advisory activities. Investment advisory services are provided in accordance with a contract of engagement on investment advisory services concluded with brokerage houses, portfolio management companies, non-deposit banks and the clients. Comments and recommendations stated herein rely on the individual opinions of the ones providing these comments and recommendations. These opinions may not suit your financial status, risk and return preferences. For this reason, to make an investment decision by relying solely on the information stated here may not result in consequences that meet your expectations.

#### Notice to UK investors

This communication is directed only at clients of UniCredit Bank AG, UniCredit Bank AG London Branch, UniCredit Bank AG Vienna Branch, UniCredit Bank AG Milan Branch, UniCredit Securities, UniCredit Menkul Değerler A.Ş., UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank, ATFBank in the Czech Republic who (i) have professional experience in matters relating to investments or (ii) are persons falling within Article 49(2)(a) to (d) ("high net worth companies, unincorporated associations, etc.") of the United Kingdom Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 or (iii) to whom it may otherwise lawfully be communicated (all such persons together being referred to as "relevant persons"). This communication must not be acted on or relied on by persons who are not relevant persons. Any investment or investment activity to which this communication relates is available only to relevant persons and will be engaged in only with relevant persons.

#### Notice to U.S. investors

This report is being furnished to U.S. recipients in reliance on Rule 15a-6 ("Rule 15a-6") under the U.S. Securities Exchange Act of 1934, as amended. Each U.S. recipient of this report represents and agrees, by virtue of its acceptance thereof, that it is such a "major U.S. institutional investor" (as such term is defined in Rule 15a-6) and that it understands the risks involved in executing transactions in such securities. Any U.S. recipient of this report that wishes to discuss or receive additional information regarding any security or issuer mentioned herein, or engage in any transaction to purchase or sell or solicit or offer the purchase or sale of such securities, should contact a registered representative of UniCredit Capital Markets, LLC.

Any transaction by U.S. persons (other than a registered U.S. broker-dealer or bank acting in a broker-dealer capacity) must be effected with or through UniCredit Capital Markets. The securities referred to in this report may not be registered under the U.S. Securities Act of 1933, as amended, and the issuer of such securities may not be subject to U.S.

The securities referred to in this report may not be registered under the U.S. Securities Act of 1933, as amended, and the issuer of such securities may not be subject to U.S. reporting and/or other requirements. Available information regarding the issuers of such securities may be limited, and such issuers may not be subject to the same auditing and reporting standards as U.S. issuers.

The information contained in this report is intended solely for certain "major U.S. institutional investors" and may not be used or relied upon by any other person for any purpose. Such information is provided for informational purposes only and does not constitute a solicitation to buy or an offer to sell any securities under the Securities Act of 1933, as amended, or under any other U.S. federal or state securities laws, rules or regulations. The investment opportunities discussed in this report may be unsuitable for certain investors depending on their specific investment objectives, risk tolerance and financial position. In jurisdictions where UniCredit Capital Markets is not registered or licensed to trade in securities, commodities or other financial products, transactions may be executed only in accordance with applicable law and legislation, which may vary from jurisdiction to jurisdiction and which may require that a transaction be made in accordance with applicable exemptions from registration or licensing requirements.

The information in this publication is based on carefully selected sources believed to be reliable, but UniCredit Capital Markets does not make any representation with respect to

The information in this publication is based on carefully selected sources believed to be reliable, but UniCredit Capital Markets does not make any representation with respect to its completeness or accuracy. All opinions expressed herein reflect the author's judgment at the original time of publication, without regard to the date on which you may receive such information, and are subject to change without notice.

such information, and are subject to change without notice.

UniCredit Capital Markets may have issued other reports that are inconsistent with, and reach different conclusions from, the information presented in this report. These publications reflect the different assumptions, views and analytical methods of the analytics who prepared them. Past performance should not be taken as an indication or guarantee of future performance, and no representation or warranty, express or implied, is provided in relation to future performance.

UniCredit Capital Markets and any company affiliated with it may, with respect to any securities discussed herein: (a) take a long or short position and buy or sell such securities;

UniCredit Capital Markets and any company affiliated with it may, with respect to any securities discussed herein: (a) take a long or short position and buy or sell such securities; (b) act as investment and/or commercial bankers for issuers of such securities; and (e) act as paid consultant or advisor to any issuer.

The information contained herein may include forward-looking statements within the meaning of U.S. federal securities laws that are subject to risks and uncertainties. Factors

The information contained herein may include forward-looking statements within the meaning of U.S. federal securities laws that are subject to risks and uncertainties. Factors that could cause a company's actual results and financial condition to differ from expectations include, without limitation: political uncertainty, changes in general economic conditions that adversely affect the level of demand for the company's products or services, changes in foreign exchange markets, changes in international and domestic financial markets and in the competitive environment, and other factors relating to the foregoing. All forward-looking statements contained in this report are qualified in their entirety by this cautionary statement

This document may not be distributed in Canada.





#### UniCredit Research\*

Michael Baptista Global Head of Research +44 207 826-1328 michael.baptista@unicredit.eu Dr. Ingo Heimig Head of Research Operations +49 89 378-13952 ingo.heimig@unicreditgroup.de

### **Economics & FI/FX Research**

Erik F. Nielsen, Global Chief Economist +44 207 826 1765 erik.nielsen@unicredit.eu

#### **Economics & Commodity Research**

#### European Economics

Marco Valli, Chief Eurozone Economist +39 02 8862-8688 marco.valli@unicredit.eu

Dr. Andreas Rees, Chief German Economist +49 89 378-12576 andreas.rees@unicreditgroup.de

Stefan Bruckbauer, Chief Austrian Economist +43 50505 41951 stefan.bruckbauer@unicreditgroup.at

Tullia Bucco +39 02 8862-2079 tullia.bucco@unicredit.eu

Chiara Corsa +39 02 8862-2209 chiara.corsa@unicredit.eu

Dr. Loredana Federico +39 02 8862-3180 loredana.federico@unicredit.eu

Mauro Giorgio Marrano +39 02 8862-8222 mauro.giorgiomarrano@unicredit.eu

Alexander Koch, CFA +49 89 378-13013 alexander.koch1@unicreditgroup.de

Chiara Silvestre chiara.silvestre@unicredit.eu

# US Economics

Dr. Harm Bandholz, CFA, Chief US Economist harm.bandholz@unicredit.eu

#### Commodity Research

Jochen Hitzfeld +49 89 378-18709 jochen.hitzfeld@unicreditgroup.de

Nikolaus Keis +49 89 378-12560 nikolaus.keis@unicreditgroup.de

### **EEMEA Economics & FI/FX Strategy**

Gillian Edgeworth, Chief EEMEA Economist +44 0207 826 1772, gillian.edgeworth@unicredit.eu

Gyula Toth, Head of EEMEA FI/FX Strategy +43 50505 823-62, gyula.toth@unicreditgroup.at

Artem Arkhipov, Head of Macroeconomic Analysis and Research, Russia +7 495 258-7258, artem.arkhipov@unicreditgroup.ru

Güldem Atabay, Economist, Turkey +90 212 385 9551, guldem.atabay@unicreditgroup.com.tr

Dan Bucsa, Economist, Romania +40 21 203-2376, dan.bucsa@unicredit.ro

Hans Holzhacker, Chief Economist, Kazakhstan +7 727 244-1463, h.holzhacker@atfbank.kz

Marcin Mrowiec, Chief Economist, Poland +48 22 656-0678, marcin.mrowiec@pekao.com.pl

Rozália Pál, Ph.D., Chief Economist, Romania +40 21 203-2376, rozalia.pal@unicredit.ro

Kristofor Paylov, Chief Economist, Bulgaria +359 2 9269-390, kristofor.pavlov@unicreditgroup.bg

Pavel Sobisek, Chief Economist, Czech Republic +420 2 211-12504, pavel.sobisek@unicreditgroup.cz

Dmitry Veselov, Ph.D., Economist, EEMEA +44 207 826 1808, dmitry.veselov@unicredit.eu

Vladimír Zlacký, Chief Economist, Slovakia +421 2 4950-2267, vladimir.zlacky@unicreditgroup.sk

#### Global FI/FX Strategy

Michael Rottmann, Head

+49 89 378-15121, michael.rottmann1@unicreditgroup.de

Dr. Luca Cazzulani, Deputy Head, FI Strategy +39 02 8862-0640, luca.cazzulani@unicredit.eu

Chiara Cremonesi, FI Strategy

+44 20 7826-1771, chiara.cremonesi@unicredit.eu

Elia Lattuga, FI Strategy +39 02 8862-2027, elia.lattuga@unicredit.eu

Armin Mekelburg, FX Strategy +49 89 378-14307, armin.mekelburg@unicreditgroup.de

Roberto Mialich, FX Strategy

+39 02 8862-0658, roberto.mialich@unicredit.eu

Kornelius Purps, FI Strategy +49 89 378-12753, kornelius.purps@unicreditgroup.de

Herbert Stocker, Technical Analysis

+49 89 378-14305, herbert.stocker@unicreditgroup.de

# **Publication Address**

UniCredit Research Corporate & Investment Banking UniCredit Bank AG Arabellastrasse 12 D-81925 Munich Tel. +49 89 378-18927 Fax +49 89 378-18352

Bloomberg **UCGR** 

Internet

www.research.unicreditgroup.eu

UniCredit Research page 9

<sup>\*</sup>UniCredit Research is the joint research department of UniCredit Bank AG (UniCredit Bank), UniCredit CAIB Group (UniCredit CAIB), UniCredit Securities (UniCredit Securities), UniCredit Menkul Değerler A.Ş. (UniCredit Menkul), UniCredit Bulbank, Zagrebačka banka, UniCredit Bank, Bank Pekao, Yapi Kredi, UniCredit Tiriac Bank and ATFBank