

Letter of the President of the Management Board to the Shareholders of IPOPEMA Securities S.A.

Dear Shareholders,

2010 was another good year for the business of IPOPEMA Securities, as well as other companies of the IPOPEMA Group.

Investor sentiment on the Polish capital market brightened, which was reflected in a rising value of trading on the Warsaw Stock Exchange and a significantly higher number of public offerings being brought to the market. The positive market sentiment prompted the State Treasury to step up its privatisation plans – it is worth noting that IPOPEMA Securities was actively involved in three of the transactions carried out by the State Treasury, notably the first public offering of Giełda Papierów Wartościowych w Warszawie S.A. (the Warsaw Stock Exchange). A higher aggregate value of executed transactions translated into a 30-percent year-on-year rise in the Company's revenue from investment banking for the whole year, while a higher value of secondary equity trading, despite slight erosion of the Company's market share, drove up its revenue from securities trading by 20%.

2010 was also marked by the launch of IPOPEMA Securities' brokerage services on the Budapest Stock Exchange (BSE), of which it is a remote member, and of preparations to establish a foothold on the Czech market. These moves followed from the Company's strategy to position itself as a leading brokerage house in the CEE region. It needs to be noted, though, that after a relatively bullish period on the BSE in the first half of 2010, a deterioration of Hungary's economic climate coupled with a reform of the Hungarian pension system in the second half of the year soured the investor sentiment, bringing down the value of trading.

A noteworthy corporate event was the expansion of the Company's team in Q4 2010 to include experienced experts in OTC debt trading, which allowed the Company to broaden its existing offering.

2010 was also highly successful for IPOPEMA TFI, as it recorded an over twofold growth in assets under management (to PLN 3.9bn), which boosted its revenue nearly twice and allowed it to post a net profit, which was a significant contributor to the Group's overall consolidated performance. Another important development was a steady expansion of the funds range targeted at retail investors, as part of which IPOPEMA TFI launched Poland's first open-end index-tracking fund (IPOPEMA m-indeks FIO), as well as a real-estate fund (IPOPEMA Rynku Mieszkanowego FIZAN), and added two new subfunds to the Alior SFIO umbrella.

Last year witnessed vigorous development of the Company's consultancy business, where IPOPEMA Business Consulting was rapidly building up its order book and team, which was reflected in more than a twofold surge in revenue and a substantial improvement in profit. It is all the more important as 2010 was only a second year of IPOPEMA BC's operations.

I am also pleased to report that in 2010 the quality of services delivered by IPOPEMA Securities was appreciated by the market in a number of rankings. IPOPEMA Securities was ranked second in the *Forbes* magazine's list of brokerage houses serving institutional investors, while our team of brokers was ranked as the best. Moreover, IPOPEMA's Research Office was ranked second among the best market analyst teams in two different rankings – one compiled by *Forbes* and the other by the *Parkiet* daily.

Hoping that the buoyant market in Poland continues into 2011 and that the situation on the Hungarian market stabilises, we will focus our efforts on strengthening the IPOPEMA Group's position across all areas of its business, including the asset management area, where in March 2011 IPOPEMA Securities acquired 100% of the shares in Credit Suisse Asset Management (Polska) S.A. We hope that these efforts will be reflected in improved financial performance of the IPOPEMA Group and a sustainable increase in its value.

Yours faithfully,

Jacek Lewandowski

President of the Management Board

Warsaw, March 18th 2011