



**TRAKCJA  
TILTRA**

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# **Trakcja Tiltra S.A.**

**Diversified Infrastructure Construction Group**

November 2012

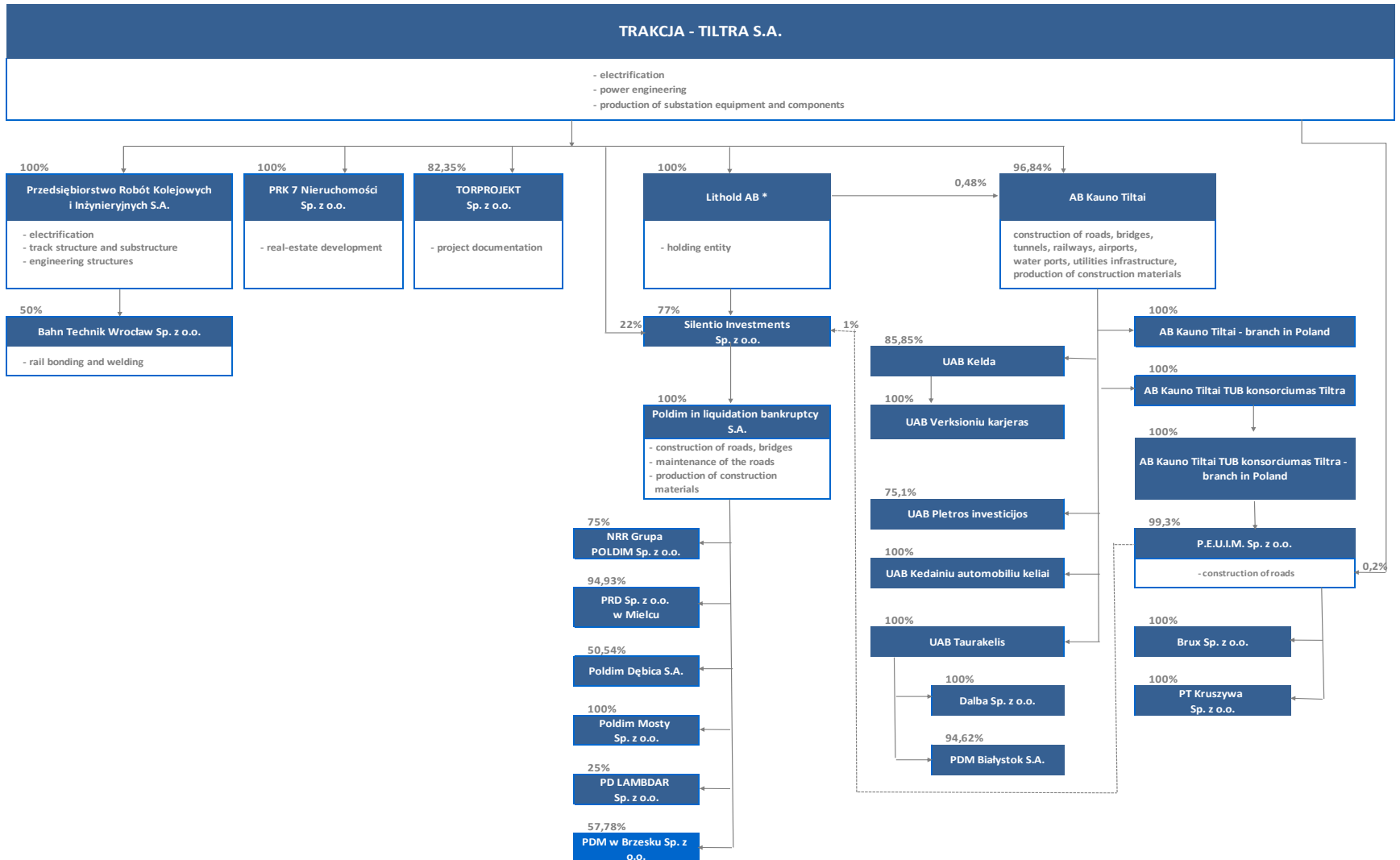
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# Diversified Infrastructure Construction Group

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- **Large market**
  - It is estimated that total expenditure on construction and installation works in the Polish railway sectors in 2012–2013 will amount to approx. EUR 3,5 bn. The growth of the planned CAPEX exceeds the sector's available capacity. Total expenditure on roadworks in 2012–2013 is expected to amount EUR 8 bn.
- **Reliable payers**
  - The European Union, the Polish and Lithuanian governments are the actual payers to the Group
- **Strong strategic partner**
  - Comsa–Emte Group is the eight largest construction company in Spain, and the second largest company in the Spanish railway sector. Strategic partnership with Comsa-Emte ensures financial stability

# Structure of the Trakcja Tiltra Group



\*in liquidation

# Current Projects

## TRAKCJA TILTRA GROUP: Key railway projects

(Projects over 30 mPLN)

Project	Compensation for the Consortium (PLN m)*	Scheduled completion date	The Group's role
1 Modernisation of railway line no. 223 Czerwonka – Elk, on the Orzysz – Elk section at km 85.300 , 120.739	44	2012	Consortium Leader (TT S.A.)
2 Modernisation of the E65/C-E65 railway line, Warsaw - Gdynia section - area of LCS Działdowo	731	2013	Consortium Leader (TT S.A.)
3 Design and execution of construction works on the railway line Kraków - Medyka - state border, section Podłęże - Bochnia from km 16,000 to 39,000	589	2014	Consortium Leader (TT S.A.)
5 Modernization of the railway line nr 9, section from km 236,920 to 287,700, during the Local Area Control Center, based in Malbork	820	2013	Consortium Leader (TT S.A.)
6 Design and construction of Łódź Widzew station and part of a railway track Łódź Fabryczna – Łódź Widzew from km 2,250 to km 7,200 within railway traffic control and telecommunication facilities for all section Łódź Fabryczna – Łódź Widzew and modernization of detour line Łódź Widzew – Łódź Chojny – Łódź Kaliska	203	2014	Consortium Leader (TT S.A.)
7 Modernisation of railway line No. 358 on section Zbąszynek – Czerwieńsk with construction of railway siding Pomorsko – Przylep bypassing Czerwieńsk station – Stage I	58	2012	Consortium Leader (PRKiI S.A.)
8 Modernization of the E 30 railway line, section: Jaworzno Szczakowa - Trzebinia	300	2014	Consortium Leader (PRKiI S.A.)
9 Design and performance of construction Works on the railway line Sędziszów Małopolski – Rzeszów Zachodni	298	2014	Consortium Leader (PRKiI S.A.)
10 The design and performance of construction works on railway tracks: Dębica – Sędziszów Małopolski	409	2013	Consortium Leader (PRKiI S.A.)
11 Modernisation of line no. E59 Wrocław - Lower Silesian Voivodeship Border	206	2014	Consortium Leader (PRKiI S.A.)
12 Modernization of railway from Radviliskis to Pagegiai	94	1905	Consortium Leader (Kauno Tilta LT)
13 Vilnius railroad bypass Kyviškės-Valčiūnai second road construction	259	2014	Consortium Leader (Kauno Tilta LT)

\*assumed LTL/PLN exchange rate of 1,1914

**4 010**

At present, Trakcja Tiltra Group is executing thirteen key projects in railway infrastructure for a total value in excess of PLN 4.0 bn, where Group companies are hired either as general contractors or subcontractors.

# Current Projects

## TRAKCJA TILTRA GROUP: Key civil projects

(Projects over 30 mPLN)

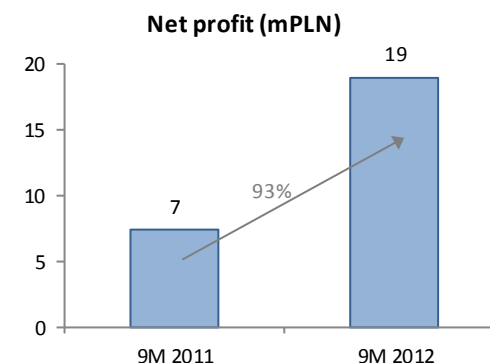
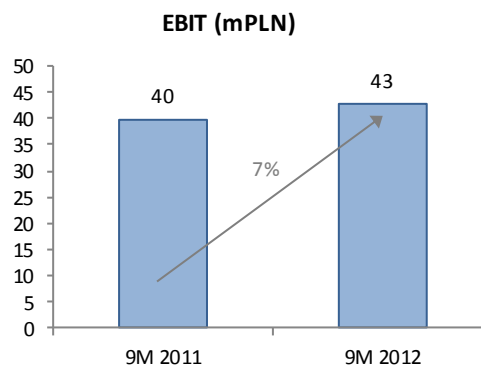
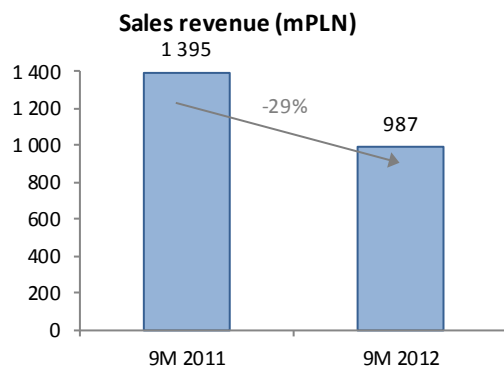
Project Name	Compensation for the Consortium (mPLN)*	Scheduled completion date	The Group's role
1 Jakai crossing construction phase II on Vilnius-Kaunas highway	56	2012	Consortium Leader (Kauno Tiltai LT)
2 Vilnius Western bypass II stage	164	2014	Consortium Leader (Kauno Tiltai LT)
3 A. Juozapavičiaus street reconstruction	39	2013	Consortium Leader (Kauno Tiltai LT)
4 Construction of a bridge between Juozapavicius str. and Tilto str.	92	2014	Consortium Leader (Kauno Tiltai LT)
5 Trans-European road network E85. Vilnius Southern bypass construction. Contract no. 3	33	2013	Consortium Partner (Kauno Tiltai LT)
6 110 kV overhead transmission line replacement cable from L. Asanaviciutes street by Ozo	38	2013	Consortium Leader (Kauno Tiltai LT)
	<b>422</b>		

\*assumed LTL/PLN exchange rate of 1,1914

# Quarterly update: 9M 2012 vs. 9M 2011

(PLN '000)

CONSOLIDATED INCOME STATEMENT	9M 2012	9M 2011	value variance	% variance
<b>Sales</b>	<b>986 773</b>	<b>1 394 841</b>	<b>-408 068</b>	<b>-29%</b>
Gross margin	46 700	84 514	-37 814	-45%
as % of sales	4,7%	6,1%		-1,4 pp
Cost of sales and overheads	44 275	53 206	-8 931	-17%
Other operating activity	40 247	8 446	31 801	377%
<b>EBIT</b>	<b>42 672</b>	<b>39 754</b>	<b>2 918</b>	<b>7%</b>
% of sales	4,3%	2,9%		1,5 pp
<b>EBITDA</b>	<b>63 200</b>	<b>71 156</b>	<b>-7 956</b>	<b>-11%</b>
Financial activity	-20 577	-26 156	5 579	
Gross profit	22 095	11 318	10 777	95%
Tax	3 172	3 973	-801	-20%
<b>Net profit</b>	<b>18 923</b>	<b>7 345</b>	<b>11 578</b>	<b>158%</b>
<b>Net profit attributable to shareholders of parent entity</b>	<b>19 317</b>	<b>6 937</b>	<b>12 380</b>	<b>178%</b>
<b>EPS (attributable to shareholders of parent entity)</b>	<b>0,08</b>	<b>0,03</b>	<b>0,05</b>	<b>167%</b>

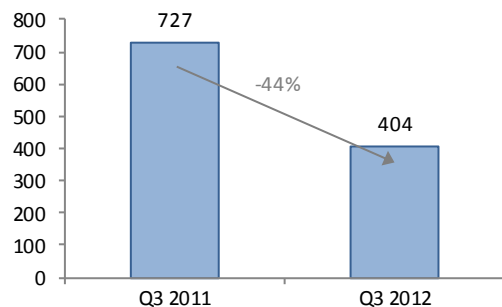


# Quarterly update: Q3 2012 vs. Q3 2011

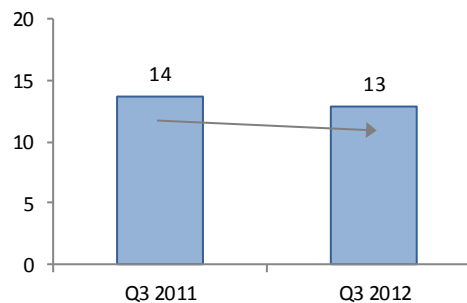
(PLN '000)

CONSOLIDATED INCOME STATEMENT	Q3 2012	Q3 2011	value variance	% variance
<b>Sales</b>	<b>404 013</b>	<b>726 545</b>	<b>-322 532</b>	<b>-44%</b>
Gross margin	19 408	38 036	-18 628	-49%
as % of sales	4,8%	5,2%		-0,4 pp
Cost of sales and overheads	12 188	23 369	-11 181	-48%
Other operating activity	-1 352	-1 218	-134	
<b>EBIT</b>	<b>5 869</b>	<b>13 449</b>	<b>-7 581</b>	<b>-56%</b>
as % of sales	1,5%	1,9%		-0,4 pp
<b>EBITDA</b>	<b>12 856</b>	<b>13 591</b>	<b>-735</b>	<b>-5%</b>
Financial activity	-3 486	-18 776	15 290	
Gross profit	2 382	-5 327	7 709	
Tax	3 028	1 181	1 847	
<b>Net profit</b>	<b>-646</b>	<b>-6 508</b>	<b>5 862</b>	
<b>Net profit attributable to shareholders of parent entity</b>	<b>-1 119</b>	<b>13 471</b>	<b>-14 590</b>	
<b>EPS (attributable to shareholders of parent entity)</b>		<b>-0,03</b>	<b>0,03</b>	

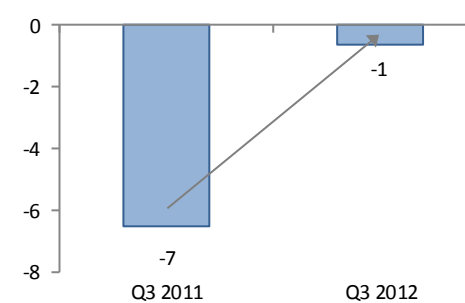
Sales revenue (mPLN)



EBITDA (mPLN)



Net profit (mPLN)

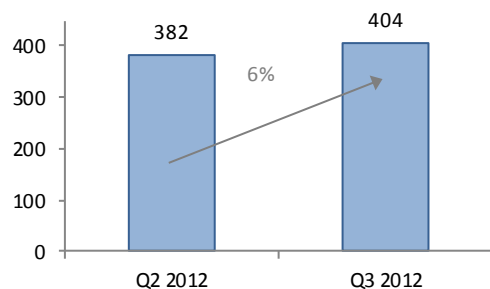


# Quarterly update: Q3 2012 vs. Q2 2012

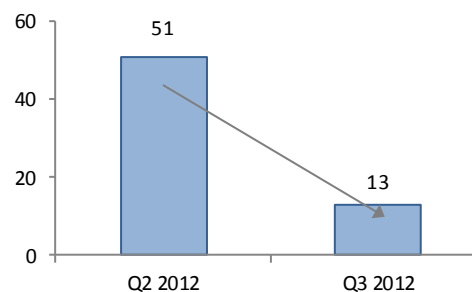
(PLN '000)

CONSOLIDATED INCOME STATEMENT	Q3 2012	Q2 2012	value variance	% variance
<b>Sales</b>	<b>404 013</b>	<b>381 565</b>	<b>22 448</b>	<b>6%</b>
Gross margin	19 408	20 270	-862	-4%
as % of sales	4,8%	5,3%		-0,5 pp
Cost of sales and overheads	12 188	17 306	-5 118	-30%
Other operating activity	-1 352	-4 118	2 767	
<b>EBIT</b>	<b>5 869</b>	<b>-1 154</b>	<b>7 023</b>	
as % of sales	1,5%	-0,3%		1,8 pp
<b>EBITDA</b>	<b>12 856</b>	<b>50 570</b>	<b>-37 714</b>	
Financial activity	-3 486	-15 168	11 682	
Gross profit	2 382	27 969	-25 587	
Tax	3 028	-311	3 339	
<b>Net profit</b>	<b>-646</b>	<b>27 658</b>	<b>-28 304</b>	
<b>Net profit attributable to shareholders of parent entity</b>	<b>-1 119</b>	<b>28 264</b>	<b>-29 383</b>	
<b>EPS (attributable to shareholders of parent entity)</b>	<b>0</b>	<b>0,12</b>	<b>-0,12</b>	

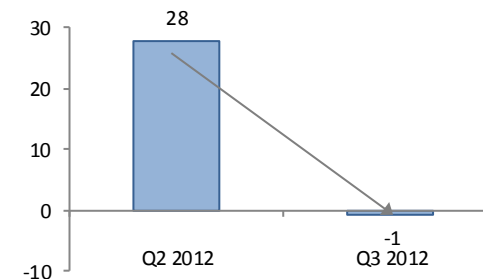
Sales revenue (mPLN)



EBITDA (mPLN)



Net profit (mPLN)





# Order backlog

## Order backlog (mPLN)

	30.09.2012*	PLN	LTL	EUR	For 2012	For 2013+
<b>Trakcja - Tiltra &amp; PRKiI</b>	<b>2 556</b>	100,0%	0,0%	0,0%	<b>305</b>	<b>2 251</b>
<b>Kauno Tiltai AB Group**</b>	<b>878</b>	3,5%	96,5%	0,0%	<b>137</b>	<b>741</b>
<b>Trakcja Tiltra Group</b>	<b>3 434</b>	75,3%	24,7%	0,0%	<b>442</b>	<b>2 992</b>

(\*) including contracts signed after September 30, 2012

(\*\*) assumed LTL/PLN exchange rate of 1,1914

# New contracts

Contracts signed in 2012:		Region	mPLN*
1	Modernization of tracks 1 and 2 and curves correction on the section Kozłów - Starzyny	Trakcja - Tiltra & PRKiI Subg	14
2	Construction of trolleybus traction and construction of Kolejarz" power substation in Lublin	Trakcja - Tiltra & PRKiI Subg	13
3	Modernization of catenary on the section of Szeligi - Idzikowice	Trakcja - Tiltra & PRKiI Subg	24
4	Other projects of Trakcja Subgroup	Trakcja - Tiltra & PRKiI Subg	16
5	Road construction No 671 Janów - Korycin	Kauno Tiltai PL Subgroup	19
6	Other contracts of Kauno Tiltai PL Subgroup	Kauno Tiltai PL Subgroup	18
7	Construction of a bridge between Juozapavicius str. and Tilto str.	Kauno Tiltai LT Subgroup	101
8	110 kV overhead transmission line replacement cable from L. Asanaviciutes street by Ozo	Kauno Tiltai LT Subgroup	40
9	Repair of bridge across the Niemen river within the A5 state highway Kaunas - Bialystok - Suwalki, at 4.91 km (right lane)	Kauno Tiltai LT Subgroup	10
10	Trans-European road network E85. Vilnius Southern bypass construction. Contract no. 3	Kauno Tiltai LT Subgroup	33
11	Repair of asphalt pavement within National Road No 129 Hammel-Jieznas-Alytus Merkinė, from 3.03 to 14.02 km	Kauno Tiltai LT Subgroup	9
12	Reconstruction of Trans-European Network road E77 (Riga-Chandigarh-Konin-Kaliningrad), Phase II, A12 road section between 92.5 and 98.0 km	Kauno Tiltai LT Subgroup	24
13	Construction of the second road within the section Kulupenai-Kretinga (Lithuania)	Kauno Tiltai LT Subgroup	119
14	Construction of the second road within the section Pavenčiai - Raudėnai (Lithuania)	Kauno Tiltai LT Subgroup	103
15	Construction of the second road within the section Telšiai - Dūseikiai (Lithuania)	Kauno Tiltai LT Subgroup	102
16	Excusion of works in the East of Latvia P36 Rezekne- Gulbene section from 76,30 km to 86,50 km; asphalt layout and reconstruction of metal bridge over Rezekne river	Kauno Tiltai LT Subgroup	26
17	Other projects of Kauno Tiltai LT Subgroup	Kauno Tiltai LT Subgroup	75
<b>Total</b>			<b>747</b>

\* assumed LTL/PLN exchange rate of 1,1914

# Pending tenders

Announced and started tenders		Offer value m PLN*	Currency	Contract type	Tendering date	Notes
1	Reconstruction of the station Tunnel under job Nr.: "modernization of the station Tunnel on the railway line no 8 Warsaw West – Kraków Główny Bed"	45	PLN	build	4 October 2012	PRKiI No3
2	Design and execution of the works within the framework of the project "Improving the quality of transport services by improving the condition of the railway line no 143 on the episode of Kalety is Kluczbork"	309	PLN	design and build	30 October 2012	PRKiI No3
		<b>354</b>				
Announced tenders			Currency	Contract type	Expected tendering date	Region
Railway projects						
1	Design and execution of the works within the framework of the project "Improving the quality of transport services by improving the condition of the railway lines No 61 and 700 for a distance of Częstochowa is Fosowskie"		PLN	design and build	13 November 2012	PRKiI
2	Design and execution of works under the project: "Improving the quality of transport services by improving the technical condition of the railway line No 132 on the section Blotnica Strzelecka - Opole Groszowice"		PLN	design and build	26 November 2012	PRKiI
3	Construction of Trolley overhead system together with its power system, traction substation „Poręba” and modernization of road lightning in streets: Jana Pawła II (section Armii Krajowej - Granitowa), Armii Krajowej (section Jana Pawła II - Orkana) and Granitowa in Lublin within project Integrated Public Transportation System in Lublin		PLN	build	03 December 2012	TT