



TRAKCJA PRKiI

MARCH 2014





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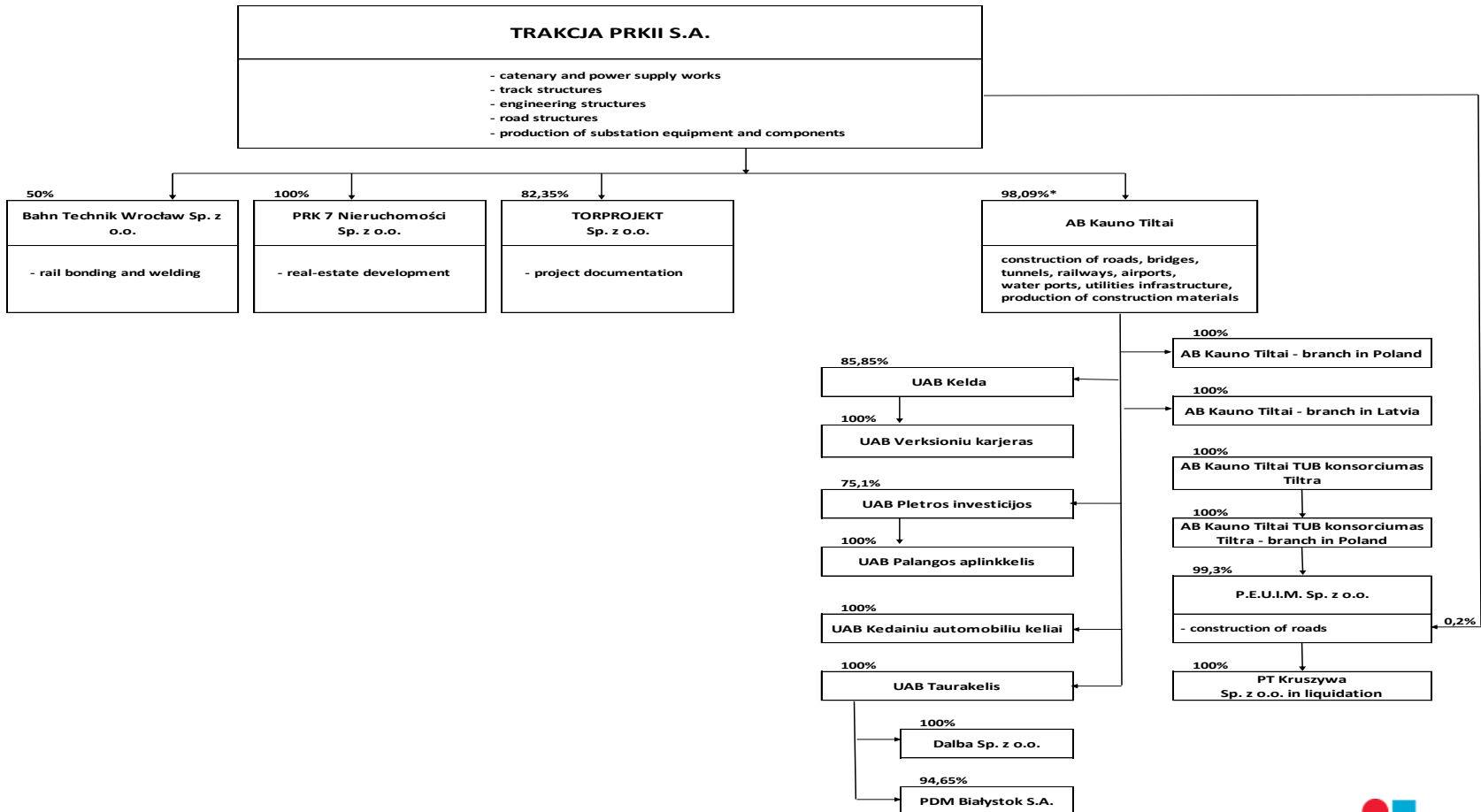
Diversified Infrastructure Construction Group

- **Large market**
 - It is estimated that total expenditure on construction and installation works in the Polish railway sectors in 2015–2020 will amount to approx. EUR 9 bn. The growth of the planned CAPEX exceeds the sector's available capacity.
- **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



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Structure of the Trakcja PRKil Group





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Current Projects

Key railway projects

(Projects over 30 mPLN)

| No | Project name | Compensation for the Consortium (PLN m)* | Scheduled completion date | The Group's role |
|----|--|--|---------------------------|--|
| 1 | Design and execution of construction works on the railway line Kraków - Medyka - state border, section Podłęże - Bochnia from km 16,000 to 39,000 | 620 | 2015 | Consortium Leader (Trakcja PRKiI S.A.) |
| 2 | Modernization of the railway line nr 9, section from km 236,920 to 287,700, during the Local Area Control Center, based in Malbork | 814 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 3 | 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 | 258 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 4 | Design and execution of works for task: Technical Depot within Project "Construction of agglomeration rail in Łódź" | 56 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 5 | Modernization of the E 30 railway line, section: Jaworzno Szczakowa - Trzebinia | 300 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 6 | Design and performance of construction Works on the railway line Sędziszów Małopolski – Rzeszów Zachodni | 299 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 7 | The design and performance of construction works on railway tracks: Dębica – Sędziszów Małopolski | 415 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 8 | Modernisation of line no. E59 Wrocław - Lower Silesian Voivodeship Border | 525 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 9 | Revitalization of no. 144 railway line, section Fosowskie – Opole | 124 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |
| 10 | Revitalisation of Strzałki Rail Station | 60 | 2014 | Consortium Leader (Trakcja PRKiI S.A.) |



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Current Projects

Key railway projects

(Projects over 30 mPLN)

| No | Project name | Compensation for the Consortium (PLN m)* | Scheduled completion date | The Group's role |
|--------------|--|--|---------------------------|-------------------------------------|
| 11 | Construction of the Second Track in Kyviškės - Valčiūnai section of Vilnius Bypass on the Corridor IXB | 262 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 12 | Construction of the Double Tracks in section Pavenčiai-Raudėnai | 105 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 13 | Construction of the Double Tracks in section Telšiai-Dūseikiai | 104 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 14 | Construction of the Double Tracks in section Kūlpėnai-Kretinga | 121 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 15 | Reconstruction of "Rail Baltica" railway section Marijampolė - Šeštokai, Part I - Part IV | 114 | 2015 | Consortium Leader (Kauno Tiltai LT) |
| 16 | Reconstruction of "Rail Baltica" railway section Marijampolė - Šeštokai, Part V | 262 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| Total | | 4 437 | | |

* assumed LTL/PLN exchange rate of 1,2011



5 Current projects

Key civil projects

(Projects over 30 mPLN)

| No | Project name | Compensation for the Consortium (mPLN)* | Scheduled completion date | The Group's role |
|--------------|---|---|---------------------------|---|
| 1 | Vilnius Western bypass II stage | 169 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 2 | Construction of a bridge between Juozapavicius str. and Tilto str. | 93 | 2015 | Consortium Leader (Kauno Tiltai LT) |
| 3 | 110 kV overhead transmission line replacement cable from L. Asanaviciutes street by Ozo | 38 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 4 | Reconstruction of the road and traffic safety improvements (contract no.2) under project "Reconstruction the trans-European road network E85" | 119 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 5 | Construction works of the transportation corridor IXB and the connection of International Airport of Vilnius | 54 | 2014 | Consortium Leader (Kauno Tiltai LT) |
| 6 | Construction and maintenance works of bypass of Palanga (Lithuania) | 122 | 2015 | Consortium Leader (UAB „Palangos aplinkelis“, UAB „Dietros investicijos“) |
| Total | | 594 | | |

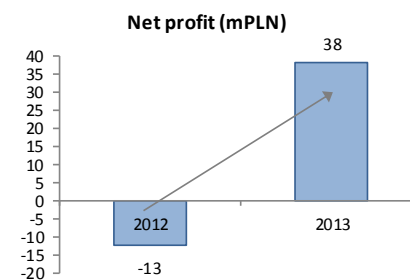
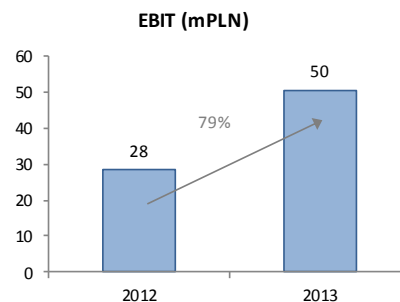
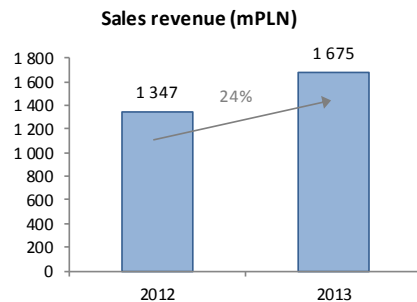
* assumed LTL/PLN exchange rate of 1,2011



6 Quarterly update: 2013 vs. 2012

(PLN '000)

| CONSOLIDATED INCOME STATEMENT | 2013 | 2012 | value variance | % variance |
|-------------------------------|------------------|------------------|----------------|------------|
| Sales | 1 674 984 | 1 346 676 | 328 308 | 24% |
| Gross margin | 108 341 | 42 104 | 66 237 | 157% |
| as % of sales | 6,5% | 3,1% | | 2,6 pp |
| Cost of sales and overheads | 59 049 | 58 486 | 563 | 1% |
| Other operating activity | 1 160 | -499 | 1 659 | |
| EBIT | 50 498 | 28 268 | 22 230 | 79% |
| % of sales | 3,0% | 2,1% | | 0,9 pp |
| EBITDA | 73 616 | 55 445 | 18 171 | 33% |
| Financial activity | -17 523 | -27 639 | 10 116 | |
| Gross profit | 32 975 | 629 | 32 346 | 5142% |
| Tax | -4 941 | 13 146 | -18 087 | |
| Net profit | 37 916 | -12 517 | 50 433 | |



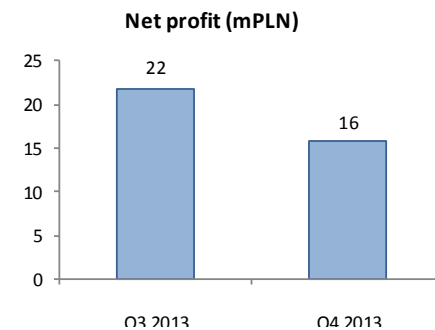
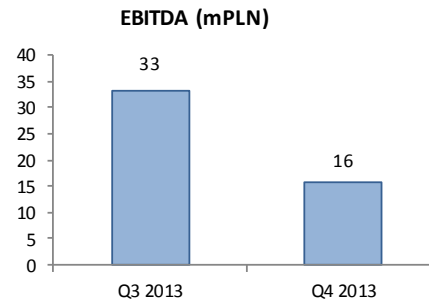
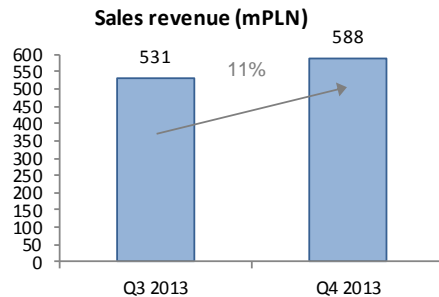


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Quarterly update: Q4 2013 vs. Q3 2013

(PLN '000)

| CONSOLIDATED INCOME STATEMENT | Q4 2013 | Q3 2013 | value variance | % variance |
|-------------------------------|----------------|----------------|----------------|------------|
| Sales | 587 801 | 531 335 | 56 466 | 11% |
| Gross margin | 29 798 | 43 691 | -13 893 | -32% |
| as % of sales | 5,1% | 8,2% | | -3,2 pp |
| Cost of sales and overheads | 18 928 | 13 393 | 5 535 | |
| Other operating activity | -1 070 | -2 781 | 1 711 | |
| EBIT | 9 846 | 27 517 | -17 671 | |
| as % of sales | 1,7% | 5,2% | | -3,5 pp |
| EBITDA | 15 819 | 33 131 | -17 312 | |
| Financial activity | -4 925 | -3 337 | -1 588 | |
| Gross profit | 4 921 | 24 180 | -19 259 | |
| Tax | -10 836 | 2 398 | -13 234 | |
| Net profit | 15 757 | 21 782 | -6 025 | |

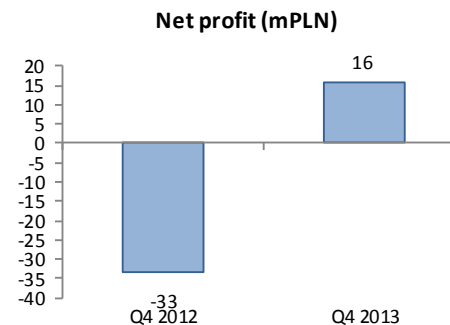
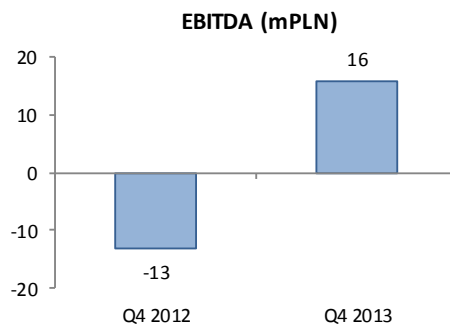
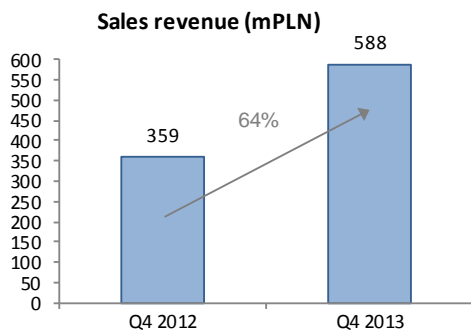




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Quarterly update: Q4 2013 vs. Q4 2012

| CONSOLIDATED INCOME STATEMENT | Q4 2013 | Q4 2012 | value variance | % variance |
|-------------------------------|----------------|----------------|----------------|------------|
| Sales | 587 801 | 358 984 | 228 817 | 64% |
| Gross margin | 29 798 | -3 792 | 33 590 | - |
| as % of sales | 5,1% | -1,1% | | 6,1 pp |
| Cost of sales and overheads | 18 928 | 15 934 | 2 994 | 19% |
| Other operating activity | -1 070 | 120 | -1 190 | |
| EBIT | 9 846 | -19 606 | 29 452 | - |
| as % of sales | 1,7% | -5,5% | | 7,1 pp |
| EBITDA | 15 819 | -12 957 | 28 776 | - |
| Financial activity | -4 925 | -6 346 | 1 421 | |
| Gross profit | 4 921 | -6 239 | 11 160 | - |
| Tax | -10 836 | 7 867 | -18 703 | - |
| Net profit | 15 757 | -33 229 | 48 986 | |





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ORDER BACKLOG: Current Portfolio for 2014 and 2015

amounts in M PLN

Order backlog (mPLN)

| | 31.12.2013* | PLN | LTL | LVL | For 2014 | For 2015+ |
|-------------------------|--------------|--------------|--------------|-------------|--------------|--------------|
| Trakcja PRKiI | 2 097 | 100,0% | 0,0% | 0,0% | 1 161 | 936 |
| Kauno Tiltai AB Group** | 895 | 1,9% | 97,0% | 1,0% | 671 | 223 |
| Trakcja Group | 2 992 | 70,7% | 29,0% | 0,3% | 1 833 | 1 159 |

(*) including contracts signed after December 31, 2013

(**) assumed LTL/PLN exchange rate of 1,2011



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ORDERS RECEIVED 2013:

Group signed new contracts amounting to +1,1 bill. PLN during the year

amounts in mPLN

Last update: 31.12.2013

TRAKCJA GROUP: Contracts signed in 2013 (mPLN)

| | Contract | mPLN* | Company | Signing Date | Work type | Contract currency |
|--------------|--|--------------|---|---------------|--------------------|-------------------|
| 1 | Reconstruction of the railway Marijampole-Šeštokai (from 28+500km to the train station in Šeštokai) | 260 | Kauno Tiltai | 2013-06-11 | Rail works | LTL |
| 2 | Reconstruction of the train station in Marijampole and the railway Marijampole-Šeštokai to 28+500km | 90 | Kauno Tiltai | 2013-06-11 | Rail works | LTL |
| 3 | Reconstruction of the road and traffic safety improvements (contract no.2) under project "Reconstruction of the trans-European road network E85" | 112 | Kauno Tiltai | 2013-01-22 | Road works | LTL |
| 4 | Construction works in the IXB transport corridor (Žirnių street in Vilnius, Lithuania) | 53 | Kauno Tiltai | 2013-03-25 | Road works | LTL |
| 5 | Reconstruction of Vilnius International Airport perimeter fence | 14 | Kauno Tiltai | 2013-09-25 | Other | LTL |
| 6 | Road renovation in Kaunas - hot regeneration method***** | 18 | Kauno Tiltai | 2013-10-09 | Road works | LTL |
| 7 | Construction and maintenance works of bypass of Palanga (Lithuania)** | 122 | UAB „Palangos aplinkkelis" UAB „Pletros | 2013-04-10 | Road works | LTL |
| 8 | Other contracts of Kauno Tiltai LT Subgroup**** | 111 | Kauno Tiltai | - | | LTL |
| 9 | Design and execution of works for task: Technical Depot within Project "Construction of agglomeration rail in Łódź" | 55 | Trakcja | 2013-02-06 | Rail works | PLN |
| 10 | Catenary works on the section Czempień-Mosina and Luboń-Poznań | 18 | Trakcja | 2013-04-15*** | Rail works | PLN |
| 11 | Construction of a single-track overhead cable line Przasnysz Chorzele | 16 | Trakcja | 2013-06-21 | Rail works | PLN |
| 12 | Revitalization of no. 144 railway line, section Fosowskie – Opole | 89 | PRKiI | 2013-04-02 | Rail works | PLN |
| 13 | Revitalization of no. 144 railway line, section Fosowskie – Opole - additional works | 24 | PRKiI | 2013-07-31 | Rail works | PLN |
| 14 | Rebuilding of Strzałki station | 60 | PRKiI | 2013-07-30 | Rail works | PLN |
| 15 | Delivery of DC switchgear 3kV | 33 | Trakcja | 2013-03-19 | Power supply wor | PLN |
| 16 | Reinforcement of railway substructure section Podłęże – Bochnia stage III | 9 | Trakcja | 2013-08-26 | Rail works | PLN |
| 17 | Delivery of sectioning cabin 3 kV | 8 | Trakcja | 2013-06-17 | Power supply works | PLN |
| 18 | Building of trolley traction and substation „Zana” in Lublin | 8 | Trakcja | 2013-07-11 | Tram works | PLN |
| 19 | Other contracts of Trakcja & PRKiI Subgroup***** | 15 | Trakcja & PRKiI | - | | PLN |
| 20 | Other contracts of Kauno Tiltai PL Subgroup | 22 | PEUiM | - | | PLN |
| Total | | 1.136 | | | | |

* assumed LTL/PLN exchange rate of 1,2011

** Backlog for this project - according to the Company - will be only for the construction part - approx. 34,4 mLTL

*** an order - 09/04/2013

**** Including Latvian contracts of 12,3 mLTL

***** including estimated value of contract Rail Baltika - Warszawa - Białystok - state border with Lithuania (5% of 21,2 mPLN)

***** 14,8mLTL is the maximum value of the contract

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