



# 1-3Q 2020 Results

TRAKCJA GROUP

WE CHANGE THE VISION INTO REALITY



# General information TRAKCJA GROUP

# Who we are?

Trakcja Group comprises of entities specialized in key sectors of **infrastructure** and **general construction** in Poland.

We operate in the Baltic Sea area, mainly in **Poland** and **Lithuania**, but also in Latvia, Germany and Sweden, as well as Belarus and Ukraine.

We deliver contracts in scope of construction of **railway, tram and trolleybus lines**. We specialize in the construction of **roads, bridges, engineering and cubature** facilities, as well as in the field of environmental engineering.

We are also active in the energy industry as a contractor of cable and overhead power lines and a producer of equipment for the railway and trams power supply systems. We also provide design services.



# Our competencies

Trakcja Group acts as a general contractor in the area of railway and road construction

## RAILWAY CONSTRUCTION



### TRACK WORKS

complex construction and modernization of railway lines: earthworks, drainage works, track bed and surface works, both in traditional and ballastless technology



### OVERHEAD LINE WORKS

installation of foundations, poles, installation of the overhead line, disconnectors, renovation and repairs of the existing overhead line, installation of the overhead line of a special design, e.g. in tunnels



### SPECIALISTIC SERVICES

- own railway vehicle service center
- our services include P3 level inspections of wagons, locomotives, track machines and special vehicles

## ROAD CONSTRUCTION



- construction of express roads, highways and local roads: laying road pavement, construction of engineering facilities, drainage, lighting, sewage systems and infrastructure for pedestrians and cyclists
- production of bituminous masses for own contracts and external customers needs

## ENGINEERING FACILITIES



### BRIDGES, OVERPASSES, TUNNELS

construction of engineering facilities such as overpasses, railway and road bridges, culverts, tunnels, overground and underground pedestrian crossings

# Our competencies (cont.)

## ENERGY CONSTRUCTION



- construction of traction substations for the purposes of supplying railway, tram and trolleybus lines, also as sectional cabins
- installation of lighting, fire protection, lightning protection, railway traffic control and passenger infrastructure, as well as other safety systems for large-volume facilities
- construction of renewable energy sources (RES) installations and energy storage

## CUBATURE CONSTRUCTION



- construction of buildings of public utility and objects related to the operation of rail vehicles, e.g. train washes and service halls connected with administrative areas
- real estate activity - incl. detached houses, apartment blocks and housing estates

## OTHER ACTIVITIES

### INDUSTRIAL PRODUCTION

- production of medium and low voltage switchgears in the field of direct and alternating current
- production of supporting structures for the railway overhead line



### ENVIRONMENTAL ENGINEERING

construction of modern water supply networks and collectors, sanitary sewage system, sewage treatment plants and pumping stations as well as reinforced concrete tanks, facilities related to waste management and environmental protection; construction of water supply connections



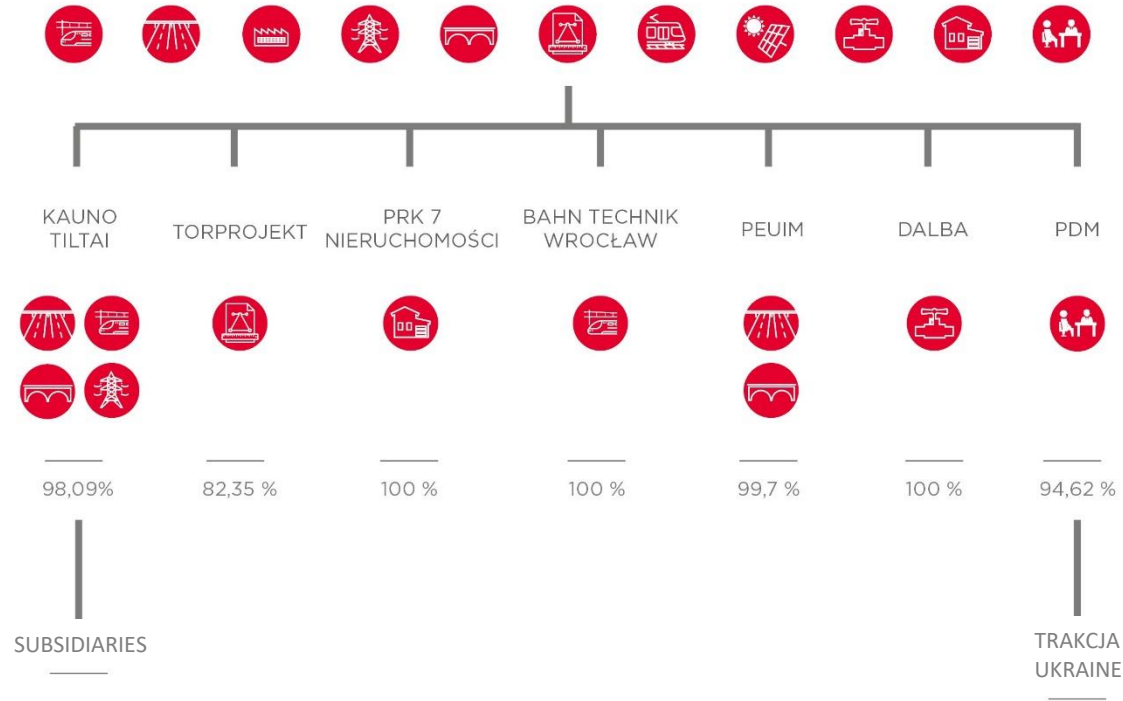
### DESIGN SERVICES

program/spatial concepts, feasibility studies, construction designs, detailed designs, cost estimates and other types of tender and construction documentation












# Capital structure of Trakcja Group

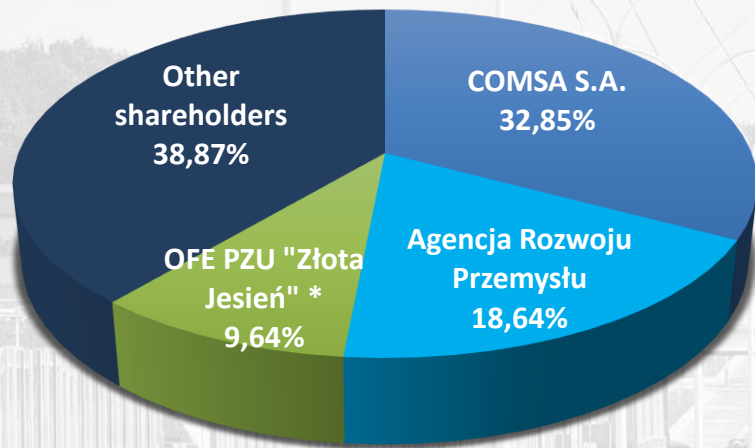
## TRAKCJA S.A.



## COMPANIES COMPETENCIES

-  railways
-  roads
-  production
-  energy
-  bridges
-  design
-  trams
-  photovoltaics
-  environmental engineering
-  cubature
-  staff loan

# Shareholders structure of Trakcja S.A.



\* Represented by Powszechne Towarzystwo Emerytalne PZU S.A.

On May 8, 2020, Trakcja S.A. issued 16,279,100 **registered bonds of F and G series convertible into the Company's shares of D series** with a total nominal value of **PLN 27.7 million**. The bonds were distributed between:

**ARP**  
11 764 705  
Bonds of F series

**COMSA S.A.**  
4 514 405  
Bonds of G series

After conversion of bonds into shares of the Company, the maximum share of the above-mentioned shareholders in the share capital and in the total number of votes in Trakcja will amount to:

- **COMSA 36,18%**
- **ARP 28,39%**



# Financial data TRAKCJA GROUP



# Summary of 1-3Q 2020

Contracts signed in  
1-3Q 2020

**702**

mIn PLN

Order Backlog as of  
30.09.2020

**2 798**

mIn PLN

Consolidated sales revenues

**957**

mIn PLN

Consolidated gross  
profit (loss)

**- 41**

mIn PLN

Consolidated EBITDA

**7**

mIn PLN

Consolidated net  
profit (loss)

**- 36**

mIn PLN

# Trakcja Group: Consolidated Profit & Loss

	01.01.2020 - 30.09.2020	01.01.2019 - 30.09.2019
Sales revenues	957	1 082
<b>Gross profit (loss) on sales</b>	<b>23</b>	<b>-31</b>
<i>Gross profit margin on sales</i>	<i>2,4%</i>	<i>-2,9%</i>
SG&A	-50	-53
Other operating activity (balance)	5	0
<b>Operating profit (loss)</b>	<b>-21</b>	<b>-84</b>
<i>Operating profit margin</i>	<i>-2,2%</i>	<i>-7,7%</i>
Financial activity (balance)	-20	-17
<b>Gross profit (loss)</b>	<b>-41</b>	<b>-101</b>
<b>Net profit (loss)</b>	<b>-36</b>	<b>-81</b>
<i>Net profit margin</i>	<i>-3,8%</i>	<i>-7,5%</i>
<b>EBITDA</b>	<b>7</b>	<b>-56</b>
<i>EBITDA margin</i>	<i>0,7%</i>	<i>-5,1%</i>

# Trakcja Group: Consolidated Balance Sheet

ASSETS	30.09.2020	31.12.2019	EQUITY AND LIABILITIES	30.09.2020	31.12.2019
<b>Non-current assets</b>	<b>611</b>	<b>596</b>	<b>Equity</b>	<b>402</b>	<b>425</b>
Tangible non-current assets	285	286	<b>Long-term liabilities</b>	<b>354</b>	<b>233</b>
Intangible assets	52	51	Loans and borrowings	303	208
Goodwill	175	169	Other	51	25
Investment properties	24	22	<b>Short-term liabilities</b>	<b>824</b>	<b>826</b>
Other	76	67	Loans and borrowings	101	154
<b>Current assets</b>	<b>969</b>	<b>888</b>	Provisions	43	95
Inventory	137	135	Trade liabilities	463	409
Trade receivables	514	400	Liabilities under contracts with customers	191	154
Assets under contracts with customers	262	211	Other	25	14
Cash	32	107			
Other	23	34			
<b>Total Assets</b>	<b>1 580</b>	<b>1 484</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 580</b>	<b>1 484</b>

# Trakcja S.A.: Stand-alone Profit & Loss

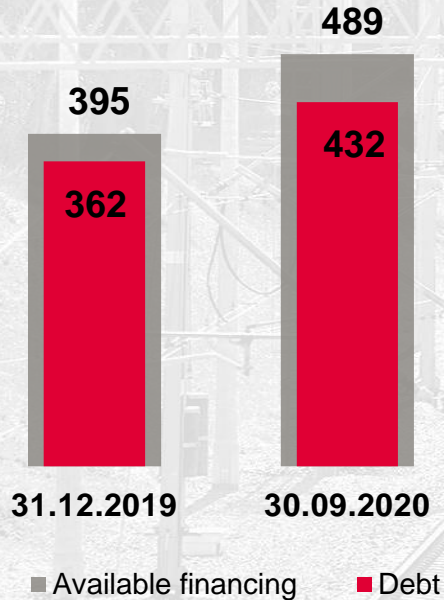
	01.01.2020 - 30.09.2020	01.01.2019 - 30.09.2019
Sales revenues	484	634
<b>Gross profit (loss) on sales</b>	<b>1</b>	<b>-46</b>
<i>Gross profit margin on sales</i>	<i>0,2%</i>	<i>-7,3%</i>
SG&A	-27	-27
Other operating activity (balance)	2	-4
<b>Operating profit (loss)</b>	<b>-23</b>	<b>-77</b>
<i>Operating profit margin</i>	<i>-4,8%</i>	<i>-12,2%</i>
Financial activity (balance)	-14	-12
<b>Gross profit (loss)</b>	<b>-37</b>	<b>-90</b>
<b>Net profit (loss)</b>	<b>-32</b>	<b>-73</b>
<i>Net profit margin</i>	<i>-6,6%</i>	<i>-11,5%</i>
	-31 76653136	-72 94842379
<b>EBITDA</b>	<b>-8</b>	<b>-63</b>
<i>EBITDA margin</i>	<i>-1,7%</i>	<i>-9,9%</i>

# Trakcja S.A.: Stand-alone Balance Sheet

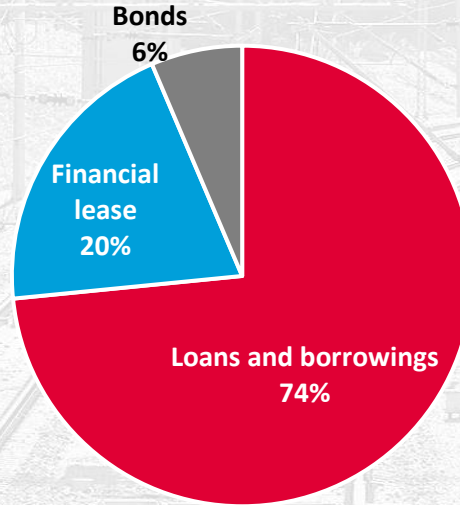
ASSETS	30.09.2020	31.12.2019	EQUITY AND LIABILITIES	30.09.2020	31.12.2019
<b>Non-current assets</b>	<b>615</b>	<b>614</b>	<b>Equity</b>	<b>318</b>	<b>350</b>
Tangible non-current assets	161	168	<b>Long-term liabilities</b>	<b>315</b>	<b>204</b>
Intangible assets	51	51	Loans and borrowings	287	200
Investments in subsidiaries	311	311	Other	28	4
Investment properties	21	20			
Other	70	65	<b>Short-term liabilities</b>	<b>542</b>	<b>674</b>
<b>Current assets</b>	<b>560</b>	<b>614</b>	Loans and borrowings	87	159
Inventory	55	65	Provisions	37	86
Trade receivables	300	297	Trade liabilities	295	294
Assets under contracts with customers	176	175	Liabilities under contracts with customers	116	126
Cash	7	48	Other	8	8
Other	21	30			
<b>Total Assets</b>	<b>1 175</b>	<b>1 228</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 175</b>	<b>1 228</b>

# Trakcja Group Debt

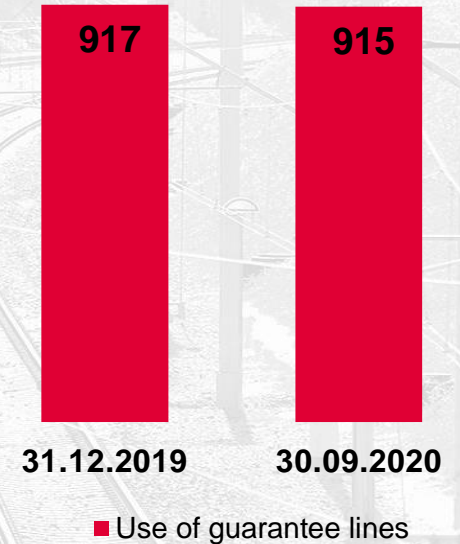
### AVAILABLE FINANCING



### FINANCING SOURCES IN TRAKCJA GROUP AS OF 30.09.2020



### USE OF GUARANTEE LINES

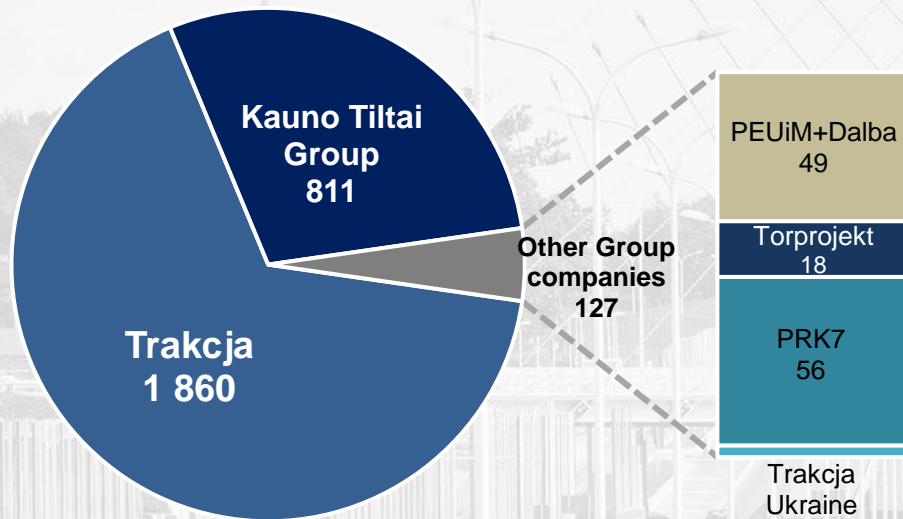




# Projects



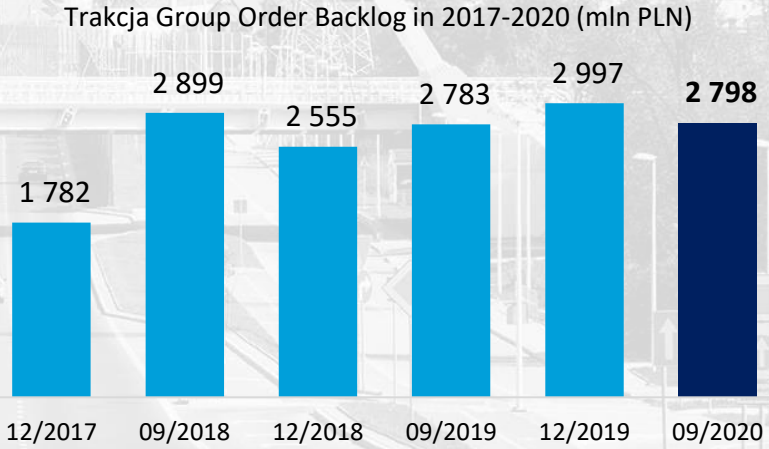
# Order Backlog of Trakcja Group



Trakcja Group Order Backlog  
as of 30.09.2020

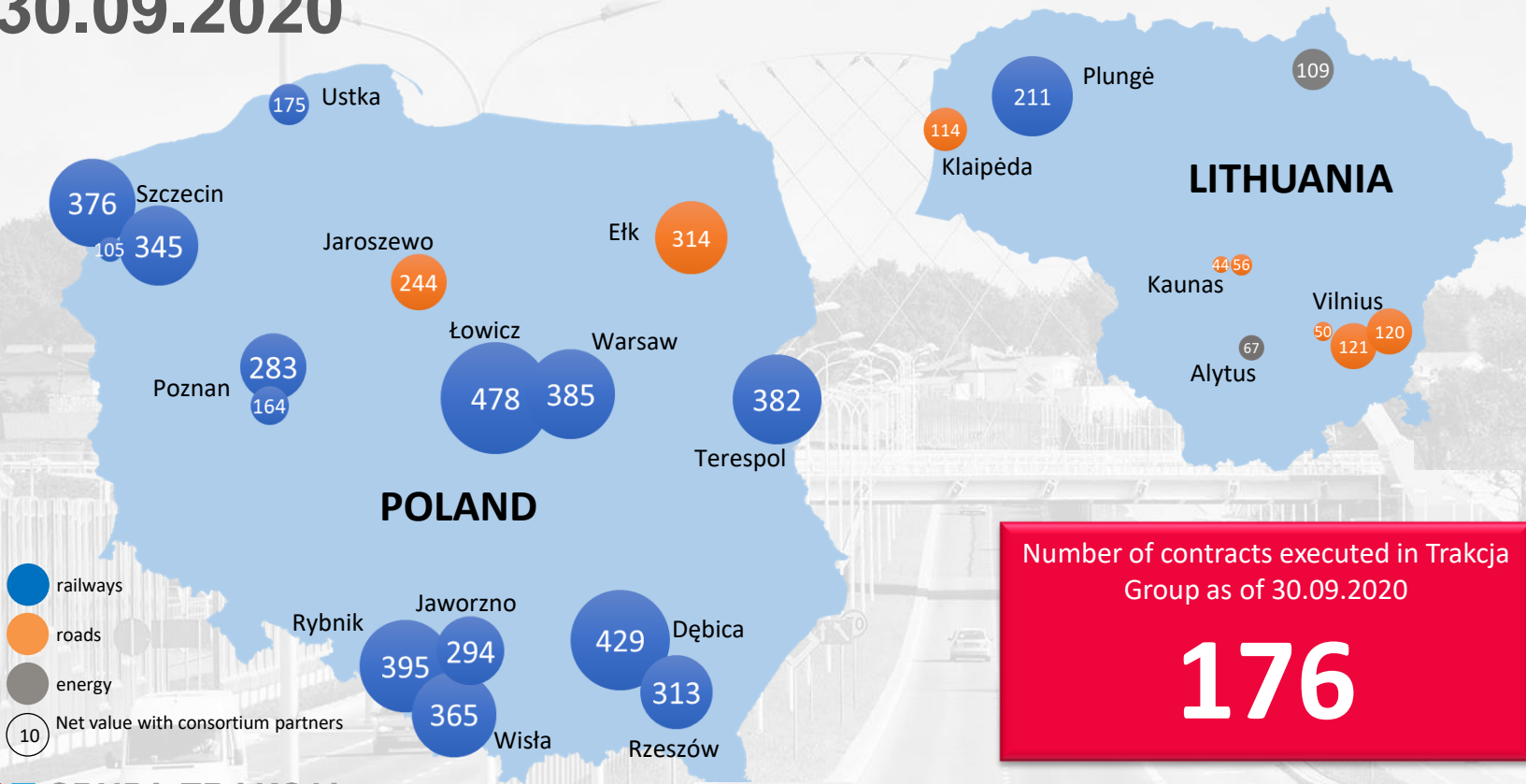
**2 798** mln PLN

excluding consortium partners





# Key contracts executed in Trakcja Group as of 30.09.2020

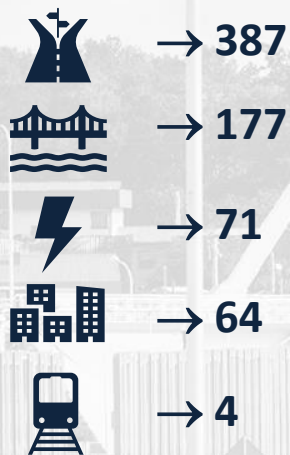


Number of contracts executed in Trakcja Group as of 30.09.2020

# 176

# Contracts signed in 1-3Q 2020 in Trakcja Group

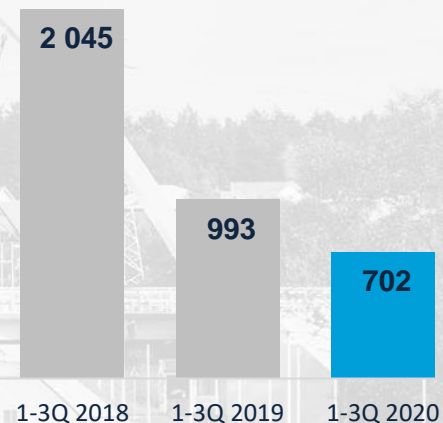
Value of contracts signed by segment



Value of contracts signed by entities



Value of contracts signed in 1-3Q 2018-2020



Total value (excluding consortium partners)

**702** mln PLN



# GRUPA TRAKCJA

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