



# Q1 2021 Results

TRAKCJA GROUP

A faded background image of two construction workers wearing white hard hats and safety gear. One worker is pointing towards the camera.  
**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



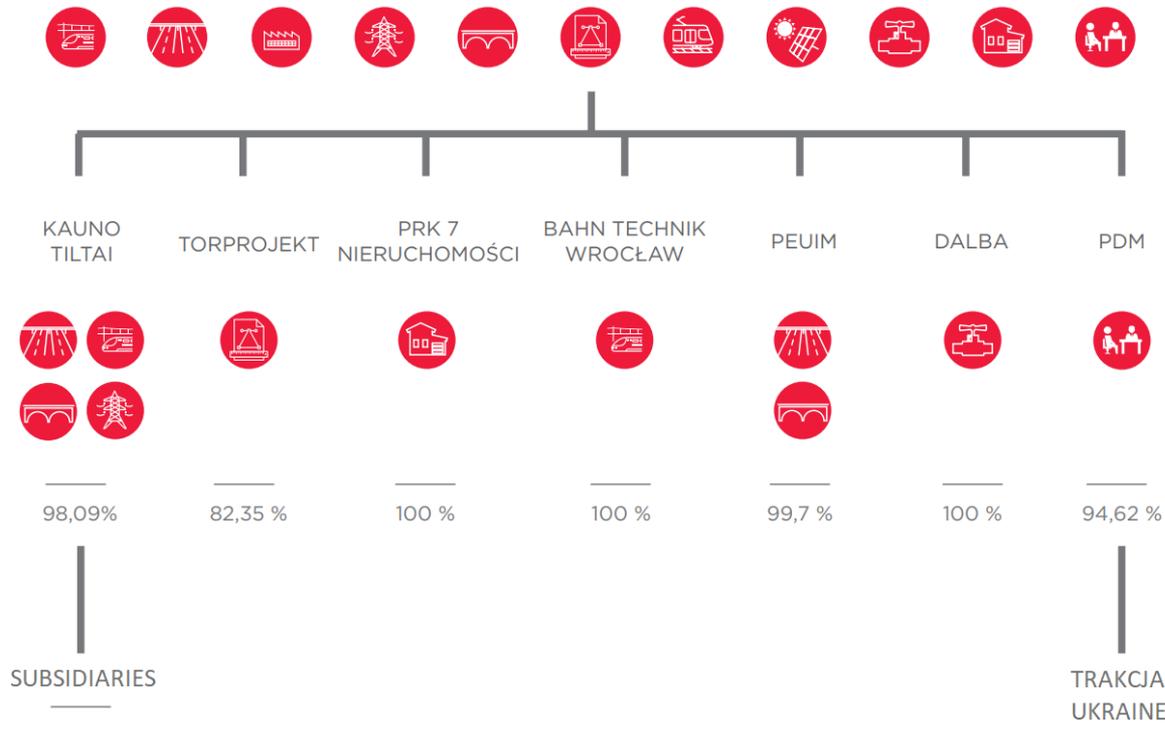
### DESIGN SERVICES

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

# Capital structure of Trakcja Group

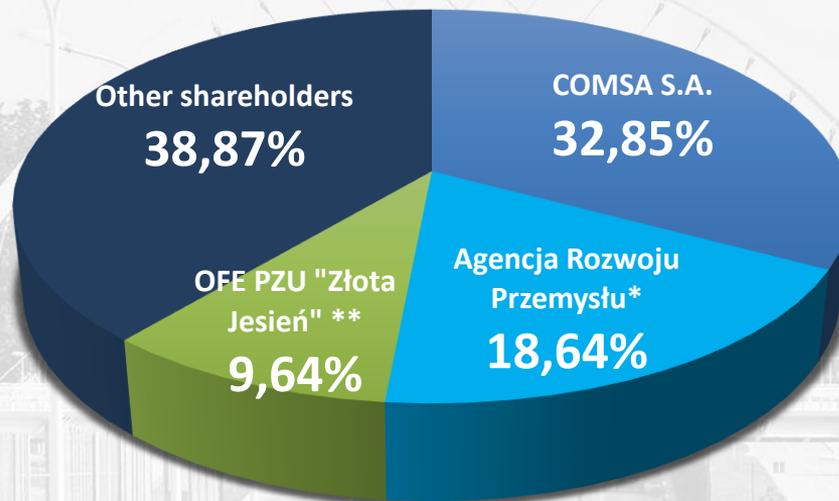
TRAKCJA S.A.

COMPANIES COMPETENCIES



-  railways
-  roads
-  production
-  energy
-  bridges
-  design
-  trams
-  photovoltaics
-  environmental engineering
-  cubature
-  personnel rental

# Shareholders structure of Trakcja S.A.



\* Under an agreement concluded between Agencja Rozwoju Przemysłu (ARP) and PKP Polskie Linie Kolejowe S.A. (PKP PLK), ARP, in a way agreed with PKP PLK, executes voting right from the shares held in the share capital of Trakcja S.A. (in accordance with the information released by Trakcja S.A. in the Current Report 12/21 from May 24, 2021).

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



# Financial data TRAKCJA GROUP

# Summary of Q1 2021

Contracts signed in  
Q1 2021

**178**

mIn PLN

Order Backlog as of  
31.03.2021

**2 631**

mIn PLN

Consolidated sales revenues

**187**

mIn PLN

Consolidated gross  
profit (loss) on sales

**-9**

mIn PLN

Consolidated EBITDA

**-13**

mIn PLN

Consolidated net  
profit (loss)

**-23**

mIn PLN

# Trakcja Group: Consolidated Profit & Loss

mPLN	01.01.2021 - 31.03.2021	01.01.2020 - 31.03.2020 Modified*
Sales revenues	187	217
<b>Gross profit (loss) on sales</b>	<b>-9</b>	<b>-7</b>
<i>Gross profit margin on sales</i>	<i>-4,8%</i>	<i>-3,4%</i>
SG&A	-16	-17
Other operating activity (balance)	2	-1
<b>Operating profit (loss)</b>	<b>-23</b>	<b>-25</b>
<i>Operating profit margin</i>	<i>-12,2%</i>	<i>-11,6%</i>
Financial activity (balance)	-4	-9
<b>Gross profit (loss)</b>	<b>-26</b>	<b>-34</b>
<b>Net profit (loss)</b>	<b>-23</b>	<b>-29</b>
<i>Net profit margin</i>	<i>-12,4%</i>	<i>-13,4%</i>
<b>EBITDA</b>	<b>-13</b>	<b>-16</b>
<i>EBITDA margin</i>	<i>-7,2%</i>	<i>-7,3%</i>

\* The modification for the period from January 1 to March 31, 2020 concerns the reclassification of costs between SG&A and the cost of goods sold.

# Trakcja Group: Consolidated Balance Sheet

mPLN

ASSETS	31.03.2021	31.12.2020	EQUITY AND LIABILITIES	31.03.2021	31.12.2020
<b>Non-current assets</b>	<b>576</b>	<b>581</b>	<b>Equity</b>	<b>310</b>	<b>337</b>
Tangible non-current assets	281	285	<b>Long-term liabilities</b>	<b>293</b>	<b>341</b>
Intangible assets	53	52	Loans and borrowings	237	281
Goodwill	134	139	Bonds	28	28
Investment properties	27	27	Other	28	32
Other	81	79	<b>Short-term liabilities</b>	<b>751</b>	<b>800</b>
<b>Current assets</b>	<b>779</b>	<b>896</b>	Loans and borrowings	94	86
Inventory	114	113	Provisions	52	54
Trade receivables	349	420	Trade liabilities	394	437
Assets under contracts with customers	215	203	Liabilities under contracts with customers	185	201
Cash	71	136	Other	27	23
Other	29	24			
<b>Total Assets</b>	<b>1 354</b>	<b>1 478</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 354</b>	<b>1 478</b>

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

mPLN	01.01.2021 - 31.03.2021	01.01.2020 - 31.03.2020 Modified*
Sales revenues	140	141
<b>Gross profit (loss) on sales</b>	<b>3</b>	<b>1</b>
<i>Gross profit margin on sales</i>	<i>1,9%</i>	<i>0,8%</i>
SG&A	-8	-9
Other operating activity (balance)	2	-1
<b>Operating profit (loss)</b>	<b>-4</b>	<b>-9</b>
<i>Operating profit margin</i>	<i>-2,5%</i>	<i>-6,3%</i>
Financial activity (balance)	-3	-7
<b>Gross profit (loss)</b>	<b>-7</b>	<b>-16</b>
<b>Net profit (loss)</b>	<b>-7</b>	<b>-13</b>
<i>Net profit margin</i>	<i>-4,8%</i>	<i>-9,4%</i>
<b>EBITDA</b>	<b>2</b>	<b>-4</b>
<i>EBITDA margin</i>	<i>1,1%</i>	<i>-2,6%</i>

\* The modification for the period from January 1 to March 31, 2020 concerns the reclassification of costs between SG&A and the cost of goods sold.

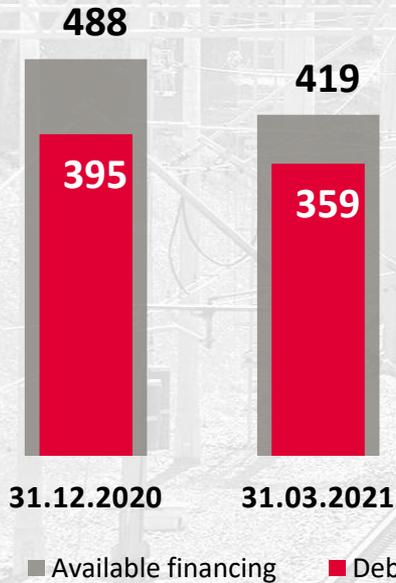
# Trakcja S.A.: Stand-alone Balance Sheet

mPLN

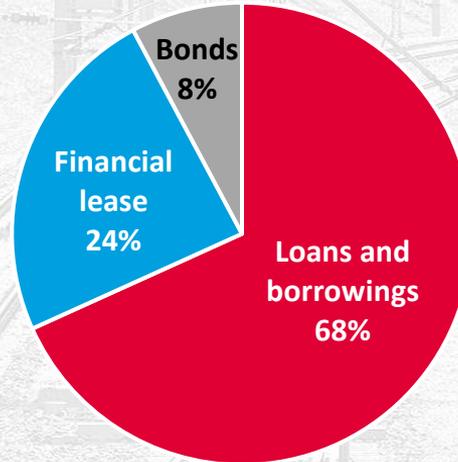
ASSETS	31.03.2021	31.12.2020	EQUITY AND LIABILITIES	31.03.2021	31.12.2020
<b>Non-current assets</b>	<b>619</b>	<b>614</b>	<b>Equity</b>	<b>273</b>	<b>280</b>
Tangible non-current assets	154	159	<b>Long-term liabilities</b>	<b>271</b>	<b>294</b>
Intangible assets	52	51	Loans and borrowings	240	264
Investments in subsidiaries	307	307	Bonds	28	28
Investment properties	24	24	Other	3	3
Other	81	72	<b>Short-term liabilities</b>	<b>541</b>	<b>560</b>
<b>Current assets</b>	<b>466</b>	<b>521</b>	Loans and borrowings	83	95
Inventory	43	46	Provisions	40	42
Trade receivables	256	308	Trade liabilities	316	302
Assets under contracts with customers	143	137	Liabilities under contracts with customers	92	111
Cash	4	7	Other	10	11
Other	20	22			
<b>Total Assets</b>	<b>1 085</b>	<b>1 135</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 085</b>	<b>1 135</b>

# Trakcja Group Debt

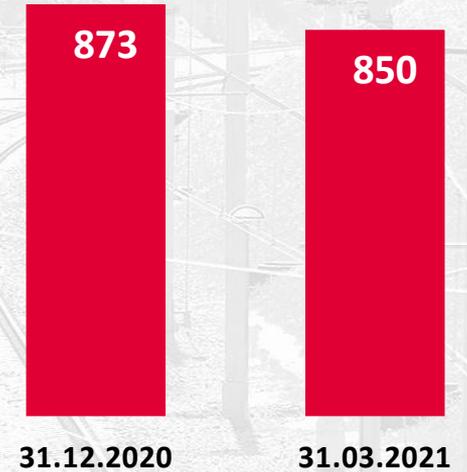
### AVAILABLE FINANCING



### FINANCING SOURCES IN TRAKCJA GROUP AS OF 31.03.2021



### USE OF GUARANTEE LINES

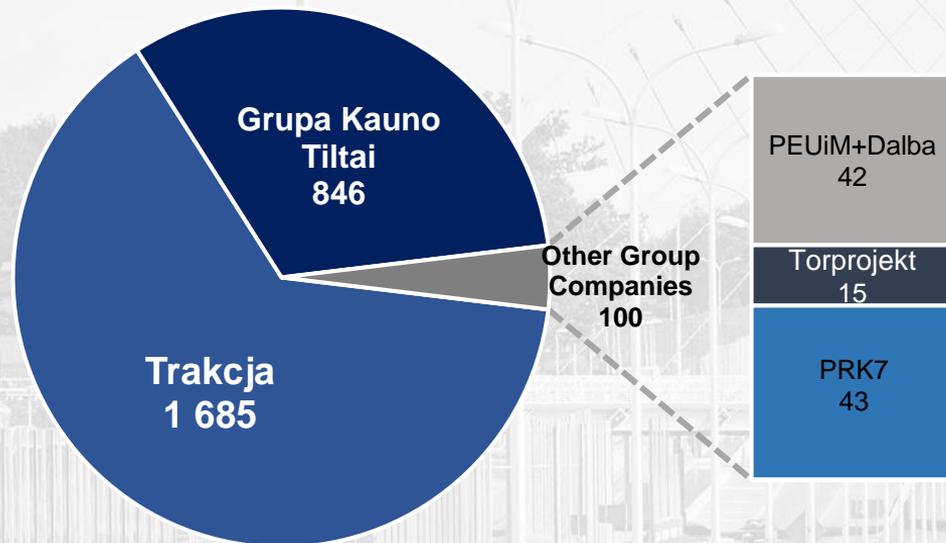




# Projects



# Order Backlog of Trakcja Group



Trakcja Group Order Backlog  
as of 31.03.2021

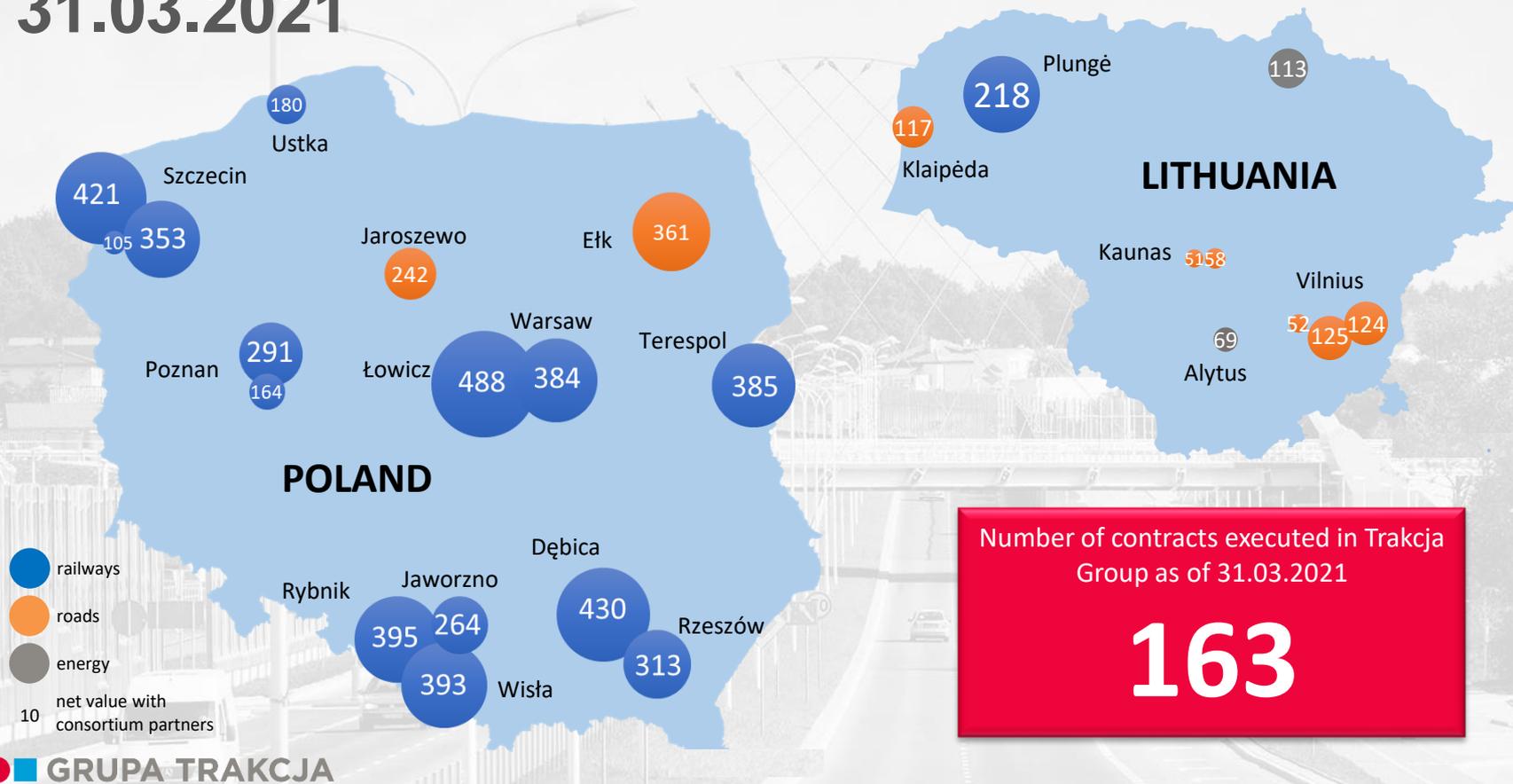
**2 631** mln PLN

excluding consortium partners

Trakcja Group Order Backlog in Q1 in 2018-2021  
(mln PLN)



# Key contracts executed in Trakcja Group as of 31.03.2021



# Contracts signed in Trakcja Group in Q1 2021

Value of contracts signed by segment

 → 101

 → 73

 → 2

 → 1

Value of contracts signed by entities

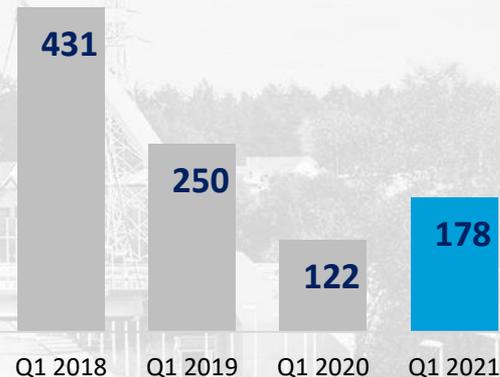
GR Kauno Tiltai → 143

Trakcja → 31

PEUiM + Dalba → 3

Torprojekt → 1

Value of contracts signed in Q1 2018-2021



Total value (excluding consortium partners)

**178** mIn PLN



# GRUPA TRAKCJA

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