



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

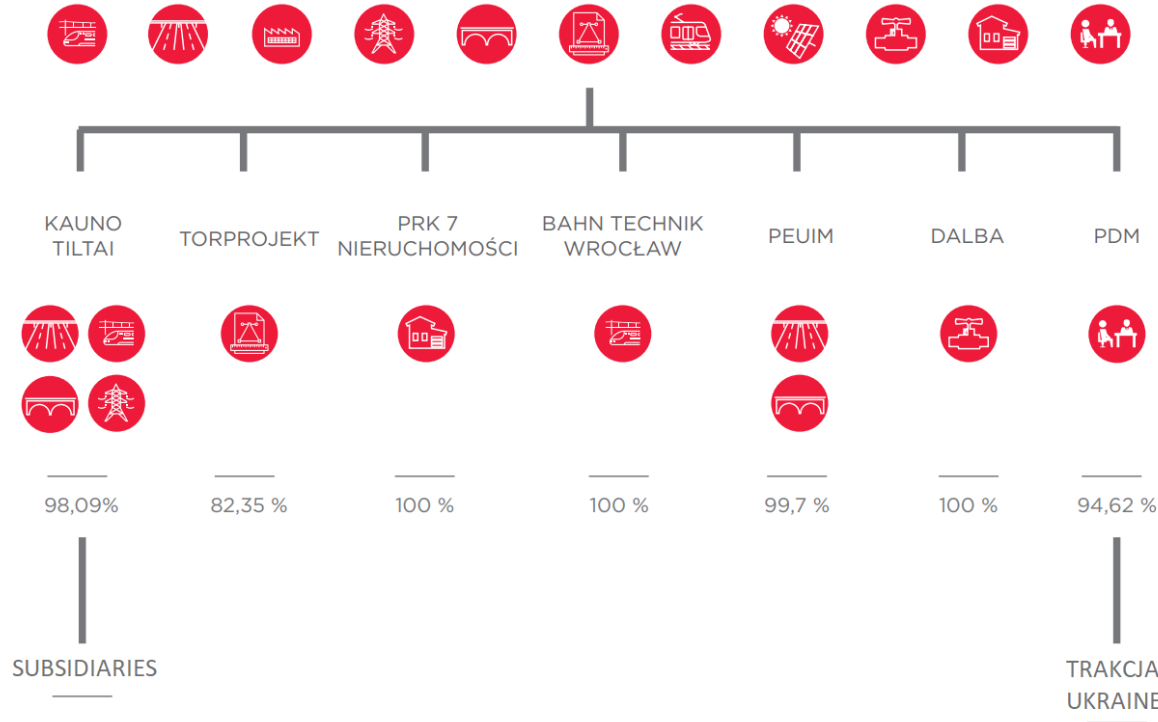
program/spatial concepts, feasibility studies, construction designs, detailed designs, cost estimates and other types of tender and construction documentation














Capital structure of Trakcja Group

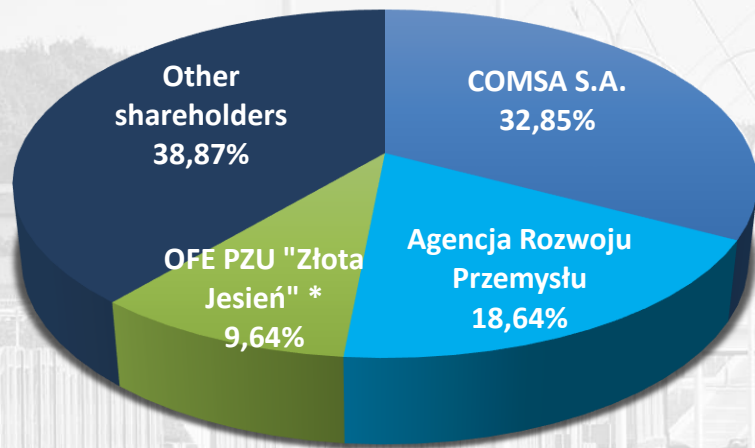
TRAKCJA S.A.

COMPANIES COMPETENCIES



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

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 2020

Contracts signed in
2020

762

mIn PLN

Order Backlog as of
31.12.2020

2 573

mIn PLN

Consolidated sales revenues

1 339

mIn PLN

Consolidated gross
profit (loss)

11

mIn PLN

Consolidated EBITDA

- 14

mIn PLN

Consolidated net
profit (loss)

- 110

mIn PLN

Trakcja Group: Consolidated Profit & Loss

	01.01.2020 - 31.12.2020	01.01.2019 - 31.12.2019
Sales revenues	1 339	1 441
Gross profit (loss) on sales	11	-71
<i>Gross profit margin on sales</i>	<i>0,8%</i>	<i>-4,9%</i>
SG&A	-67	-70
Other operating activity (balance)	4	-10
Goodwill impairment	-39	-138
Operating profit (loss)	-90	-288
<i>Operating profit margin</i>	<i>-6,7%</i>	<i>-20,0%</i>
Financial activity (balance)	-30	-25
Gross profit (loss)	-120	-313
Net profit (loss)	-110	-285
<i>Net profit margin</i>	<i>-8,2%</i>	<i>-19,8%</i>
EBITDA	-14	-112
<i>EBITDA margin</i>	<i>-1,0%</i>	<i>-7,8%</i>

Trakcja Group: Consolidated Balance Sheet

ASSETS	31.12.2020	31.12.2019	EQUITY AND LIABILITIES	31.12.2020	31.12.2019
Non-current assets	581	596	Equity	337	425
Tangible non-current assets	285	286	Long-term liabilities	341	233
Intangible assets	52	51	Loans and borrowings	281	208
Goodwill	139	169	Bonds	28	0
Investment properties	27	22	Other	32	25
Other	79	67	Short-term liabilities	800	826
Current assets	896	888	Loans and borrowings	86	154
Inventory	113	135	Provisions	54	95
Trade receivables	420	400	Trade liabilities	437	409
Assets under contracts with customers	203	211	Liabilities under contracts with customers	201	154
Cash	136	107	Other	23	14
Other	24	34			
Total Assets	1 478	1 484	Total Equity & Liabilities	1 478	1 484

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

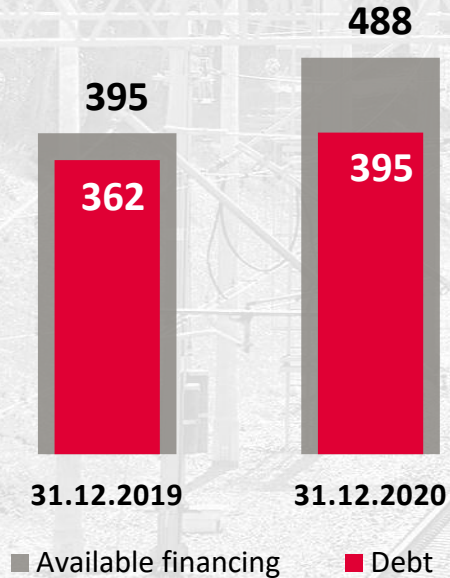
	01.01.2020 - 31.12.2020	01.01.2019 - 31.12.2019
Sales revenues	653	834
Gross profit (loss) on sales	-20	-96
<i>Gross profit margin on sales</i>	<i>-3,1%</i>	<i>-11,5%</i>
SG&A	-34	-36
Other operating activity (balance)	0	-10
Operating profit (loss)	-55	-141
<i>Operating profit margin</i>	<i>-8,4%</i>	<i>-16,9%</i>
Financial activity (balance)	-25	-134
Gross profit (loss)	-79	-276
Net profit (loss)	-70	-250
<i>Net profit margin</i>	<i>-10,8%</i>	<i>-29,9%</i>
EBITDA	-34	-121
<i>EBITDA margin</i>	<i>-5,3%</i>	<i>-14,5%</i>

Trakcja S.A.: Stand-alone Balance Sheet

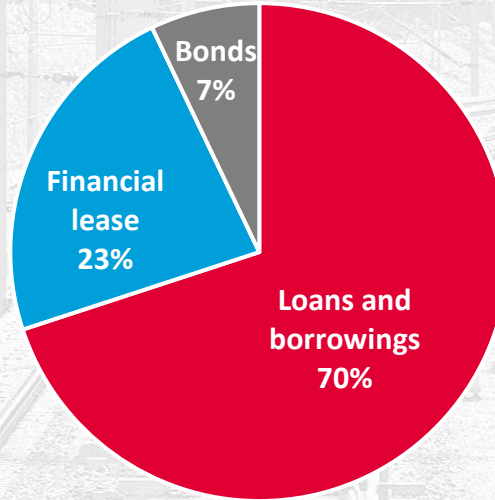
ASSETS	31.12.2020	31.12.2019	EQUITY AND LIABILITIES	31.12.2020	31.12.2019
Non-current assets	614	614	Equity	280	350
Tangible non-current assets	159	168	Long-term liabilities	294	204
Intangible assets	51	51	Loans and borrowings	264	200
Investments in subsidiaries	307	311	Bonds	28	0
Investment properties	24	20	Other	3	4
Other	72	65	Short-term liabilities	560	674
Current assets	521	614	Loans and borrowings	95	159
Inventory	46	65	Provisions	42	86
Trade receivables	308	297	Trade liabilities	302	294
Assets under contracts with customers	137	175	Liabilities under contracts with customers	111	126
Cash	7	48	Other	11	8
Other	22	30			
Total Assets	1 135	1 228	Total Equity & Liabilities	1 135	1 228

Trakcja Group Debt

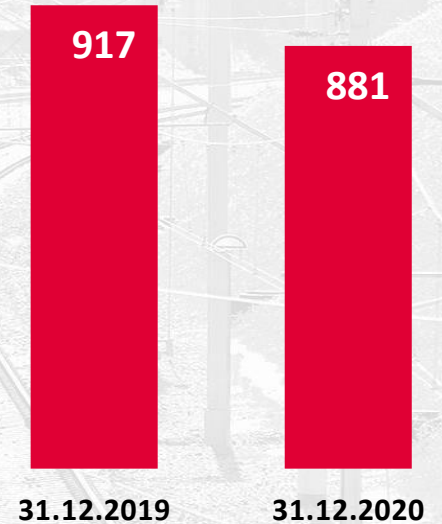
AVAILABLE FINANCING



FINANCING SOURCES IN TRAKCJA GROUP AS OF 31.12.2020



USE OF GUARANTEE LINES

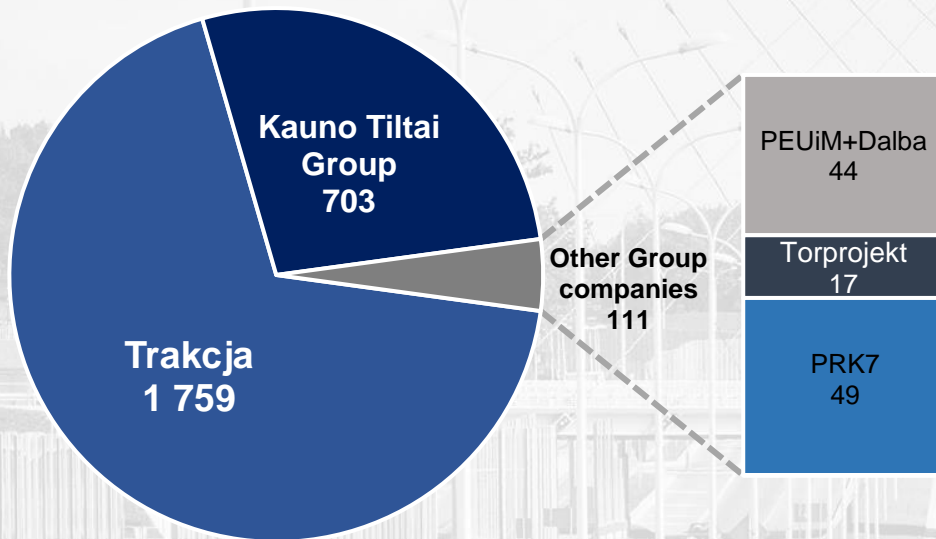




Projects



Order Backlog of Trakcja Group

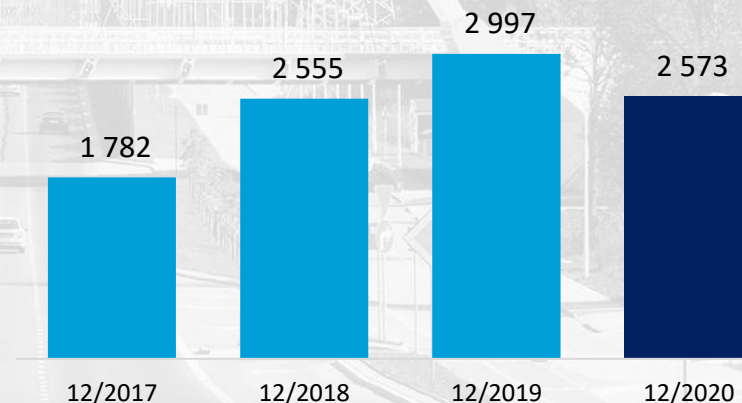


Trakcja Group Order Backlog
as of 31.12.2020

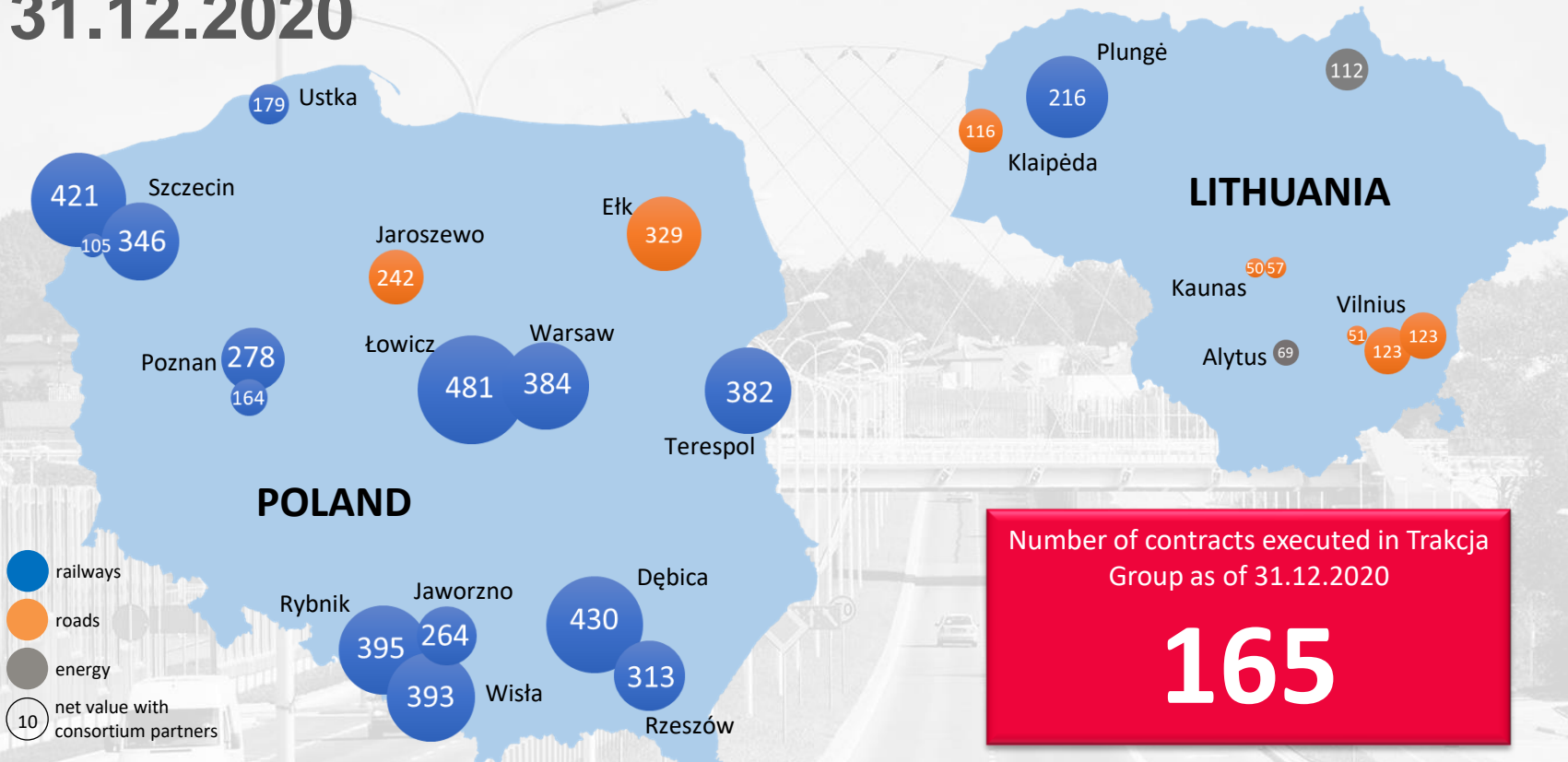
2 573 mln PLN

excluding consortium partners

Trakcja Group Order backlog in 2017-2020 (mln PLN)



Key contracts executed in Trakcja Group as of 31.12.2020

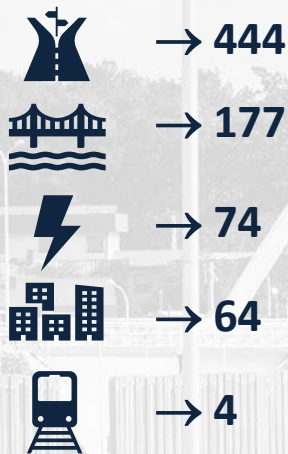


Number of contracts executed in Trakcja Group as of 31.12.2020

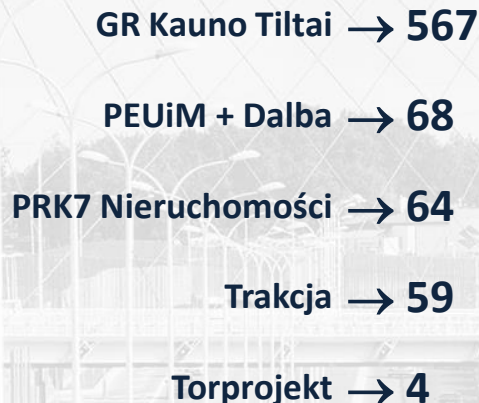
165

Contracts signed in Trakcja Group in 2020

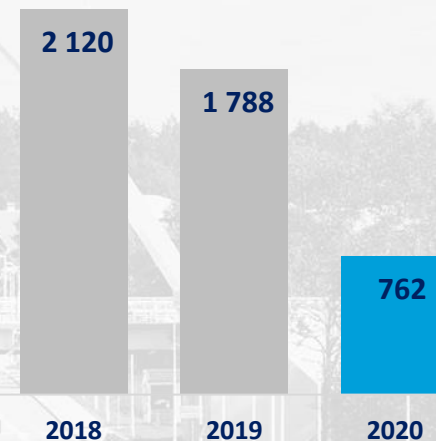
Value of contracts signed by segment



Value of contracts signed by entities



Value of contracts signed in 2018-2020



Total value (excluding consortium partners)

762 mln PLN



GRUPA TRAKCJA

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