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TRAKCJA**

Q1 2020 Results



May 26th, 2020

Agenda

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3. Financial data - TRAKCJA PRKiL S.A.
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6. Projects - execution
7. Projects - tendering

Data are presented in million Polish zlotys (mPLN)



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General Information

TRAKCJA GROUP



Summary of Q1 2020 (1/2)

Contracts signed in Q1 2020

122
mln PLN

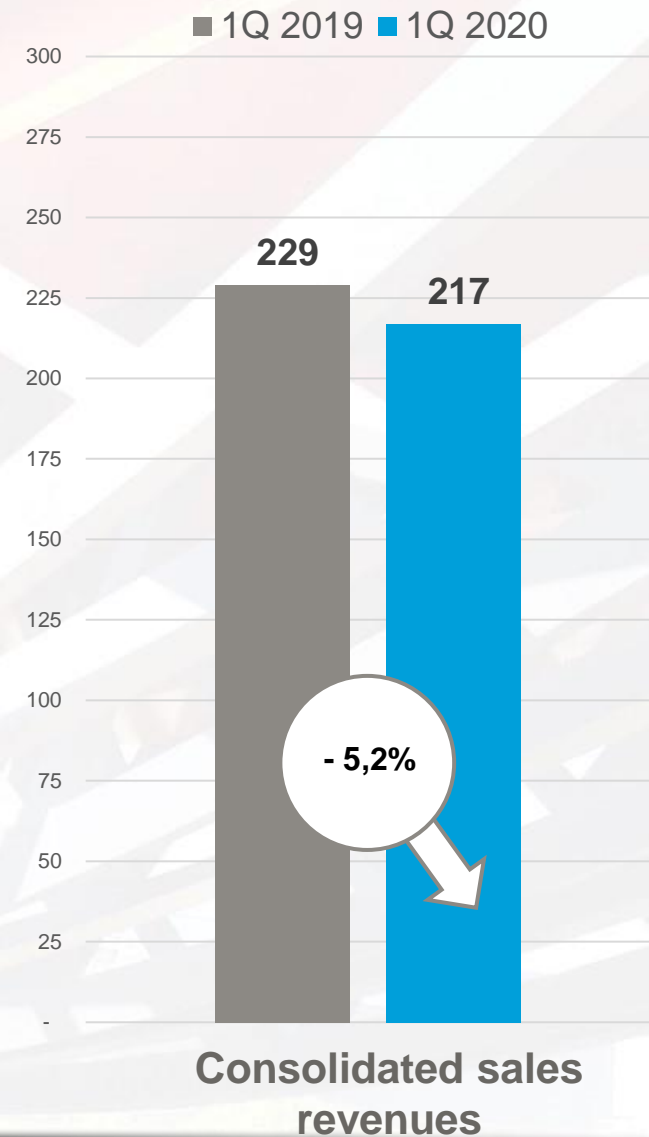
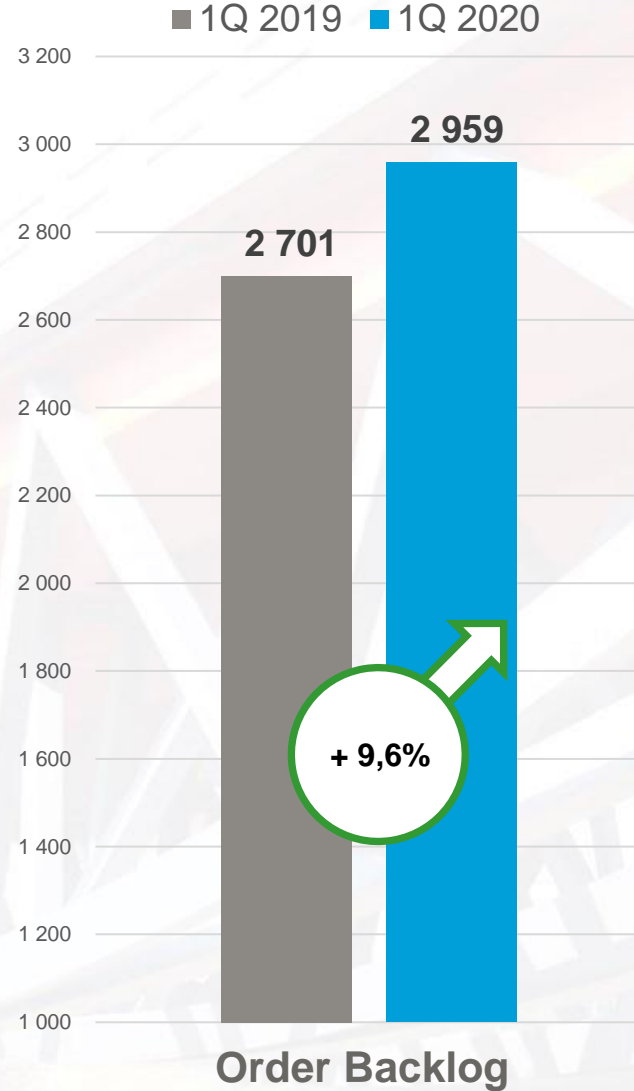
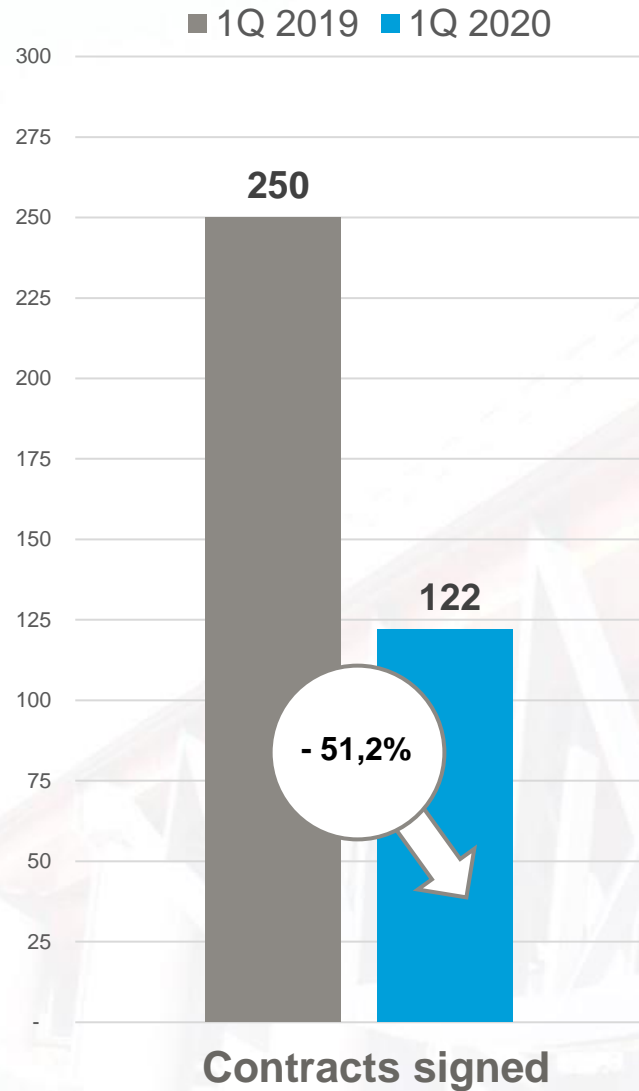
Order Backlog as of
31.03.2020

2 959
mln PLN

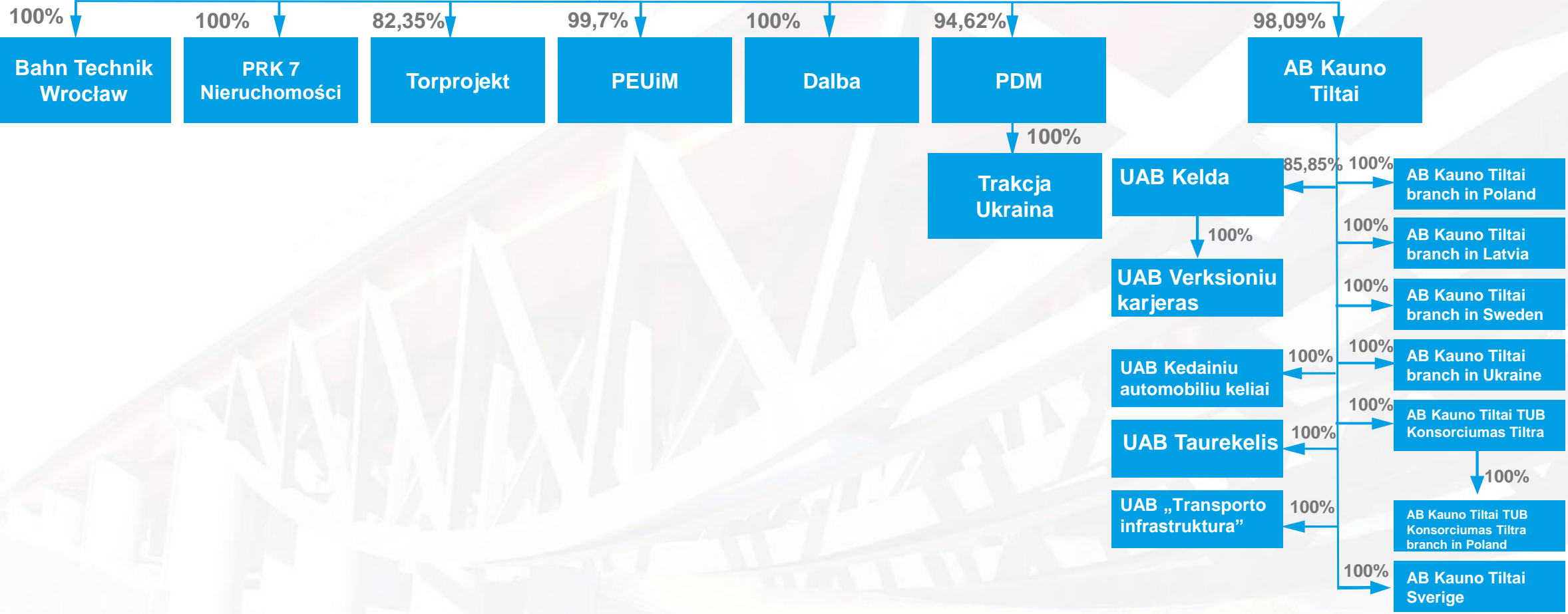
Consolidated sales
revenues

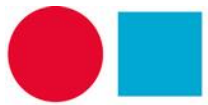
217
mln PLN

Summary of Q1 2020 (2/2)



Capital structure of Trakcja Group





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Financial data

TRAKCJA GROUP



Trakcja Group: Consolidated Profit & Loss Q1 2020

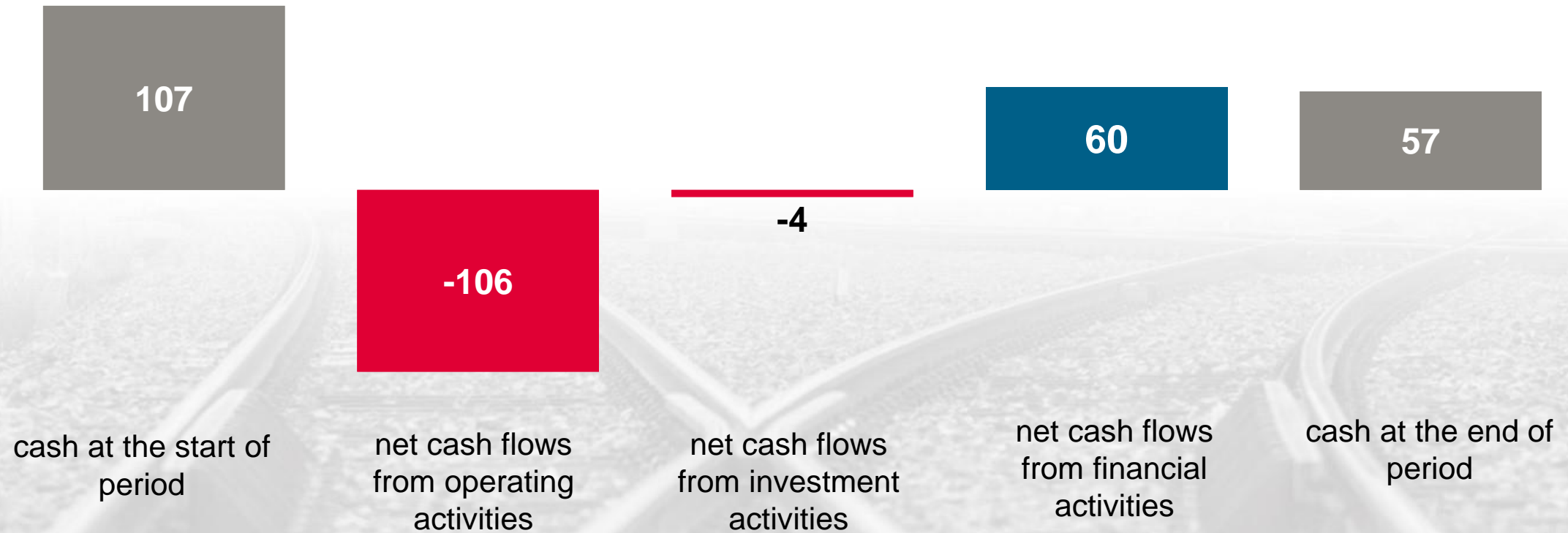
	1Q 2020	1Q 2019
Sales revenues	217	229
Gross profit (loss) on sales	-6	-3
<i>Gross profit margin on sales</i>	<i>-3,0%</i>	<i>-1,2%</i>
SG&A	-18	-17
Other operating activity (balance)	-1	-1
Operating profit (loss)	-25	-21
<i>Operating profit margin</i>	<i>-11,6%</i>	<i>-9,0%</i>
Financial activity (balance)	-9	-2
Gross profit (loss)	-34	-22
Net profit (loss)	-29	-16
<i>Net profit margin</i>	<i>-13,4%</i>	<i>-7,1%</i>
EBITDA	-16	-11
<i>EBITDA margin</i>	<i>-7,3%</i>	<i>-5,0%</i>

Trakcja Group: Consolidated BS

31.03.2020

ASSETS	31.03.2020	31.12.2019	EQUITY AND LIABILITIES	31.03.2020	31.12.2019
Non-current assets	616	596	Equity	410	425
Tangible non-current assets	293	286	Long-term liabilities	246	233
Intangible assets	51	51	Loans and borrowings	224	208
Goodwill	175	169	Other	23	25
Investment properties	22	22		0	0
Other	74	67	Short-term liabilities	819	826
Current assets	860	888	Loans and borrowings	212	154
Inventory	156	135	Provisions	87	95
Trade receivables	383	400	Trade liabilities	357	409
Assets under contracts with customers	228	211	Liabilities under contracts with customers	147	154
Cash	57	107	Other	16	14
Other	36	34			
Total Assets	1 475	1 484	Total Equity & Liabilities	1 475	1 484

Trakcja Group: Consolidated cash flow statement Q1 2020





**TRAKCJA
PRKiI**

Financial data

TRAKCJA PRKiI S.A.

Trakcja PRKiI S.A.: Stand-alone Profit & Loss Q1 2020

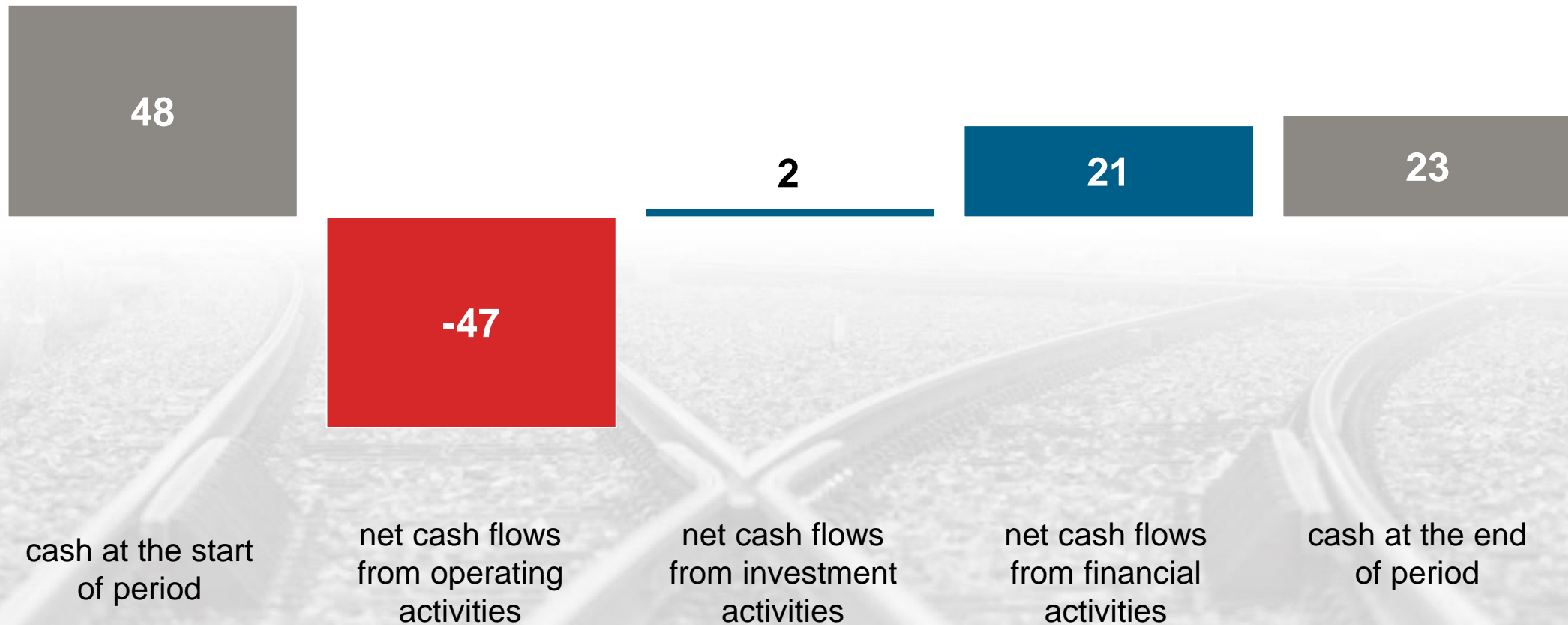
	1Q 2020	1Q 2019
Sales revenues	141	186
Cost of goods sold	-139	-180
Gross profit (loss) on sales	2	6
<i>Gross profit margin on sales</i>	<i>1,5%</i>	<i>3,4%</i>
SG&A	-10	-8
Other operating activity (balance)	-1	-1
Operating profit (loss)	-9	-3
<i>Operating profit margin</i>	<i>-6,3%</i>	<i>-1,4%</i>
Financial activity (balance)	-7	-2
Gross profit (loss)	-16	-5
Net profit (loss)	-13	-3
<i>Net profit margin</i>	<i>-9,4%</i>	<i>-1,8%</i>
EBITDA	-4	2
<i>EBITDA margin</i>	<i>-2,6%</i>	<i>1,2%</i>

Trakcja PRKiI S.A.:

Stand-alone BS 31.03.2020

ASSETS			EQUITY AND LIABILITIES		
	31.03.2020	31.12.2019		31.03.2020	31.12.2019
Non-current assets	618	614	Equity	337	350
Tangible non-current assets	170	168	Long-term liabilities	215	204
Intangible assets	51	51	Loans and borrowings	211	200
Investments in subsidiaries	311	311	Other	4	4
Investment properties	20	20			
Other	67	65	Short-term liabilities	651	674
Current assets	585	614	Loans and borrowings	179	159
Inventory	70	65	Provisions	79	86
Trade receivables	286	297	Trade liabilities	268	294
Assets under contracts with customers	177	175	Liabilities under contracts with customers	117	126
Cash	23	48	Other	9	8
Other	29	30			
Total Assets	1 203	1 228	Total Equity & Liabilities	1 203	1 228

Trakcja PRKiI S.A.: Stand-alone cash flow statement Q1 2020





Shareholders structure

TRAKCJA PRKiI S.A.

Shareholders structure of Trakcja PRKiI S.A.

Shareholder ¹	Number of shares ²	% of share capital
COMSA S.A.	28 399 145	32,85%
Agencja Rozwoju Przemysłu	16 117 647	18,64%
OFE PZU "Złota Jesień" ³	8 332 694	9,64%
Other Shareholders	33 601 490	38,87%
Total	86 450 976	100,00%

¹ shareholders with over 5% of share capital

² based on the Company's knowledge as of the date of publication of the quarterly report (May 26, 2020)

³ represented by Powszechne Towarzystwo Emerytalne PZU S.A.

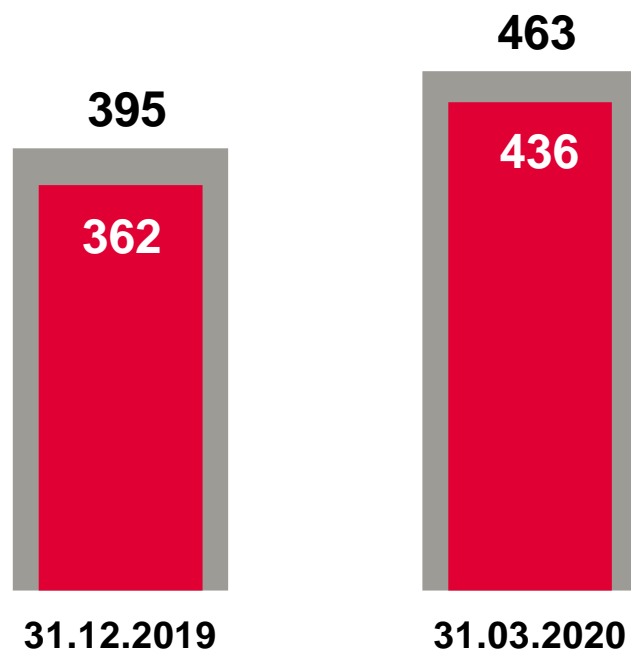


Debt

TRAKCJA GROUP

Trakcja Group Debt

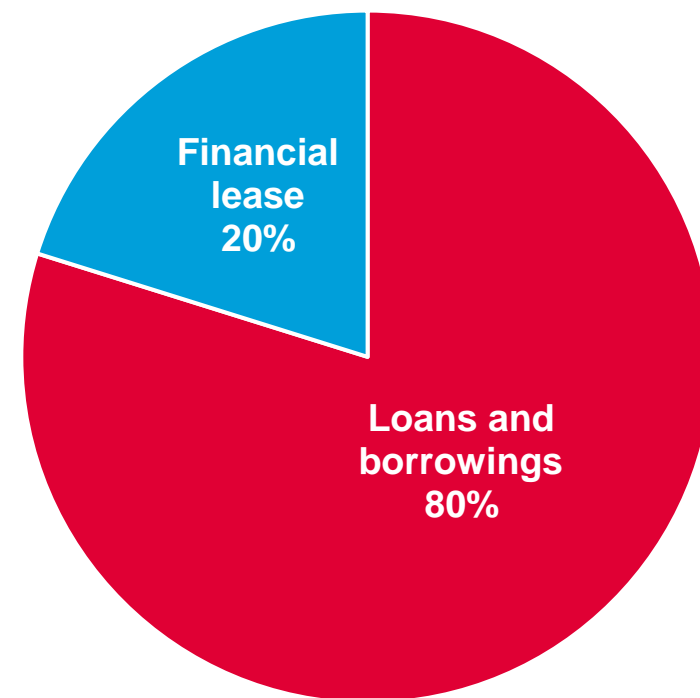
AVAILABLE FINANCING



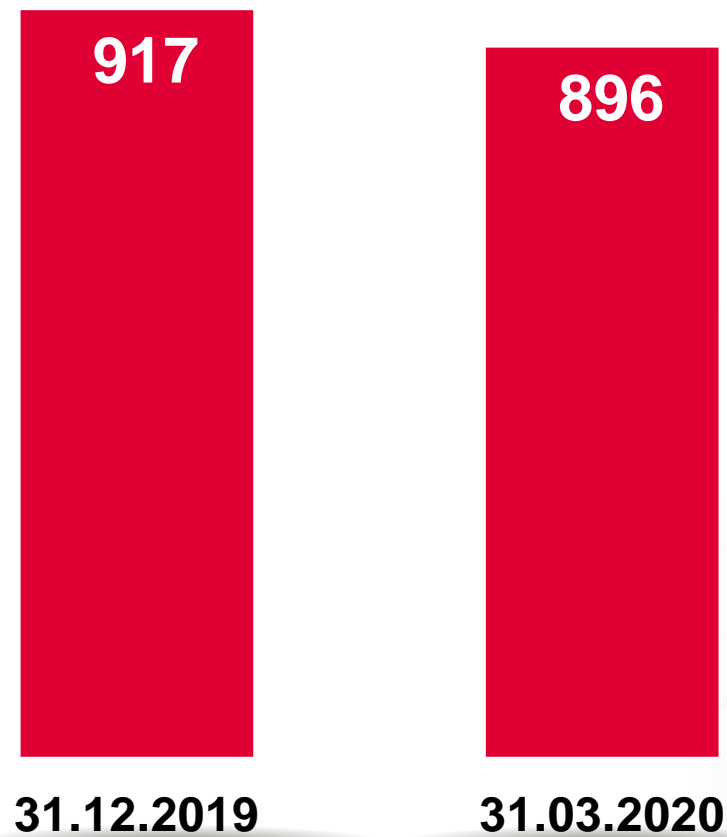
■ Available financing

■ Debt

FINANCING SOURCES IN TRAKCJA GROUP AS OF 31.03.2020



Trakcja Group: Use of guarantee lines

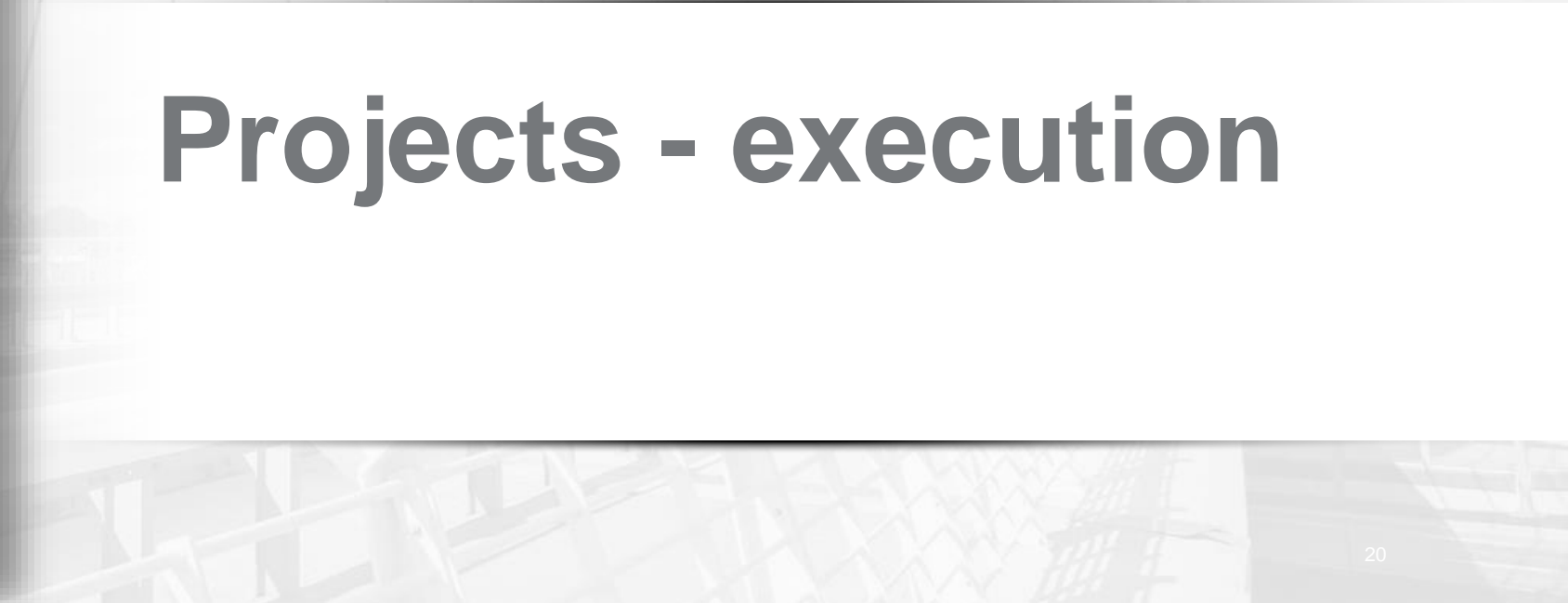


■ Use of guarantee lines





Projects - execution



Order Backlog of Trakcja Group

TOTAL VALUE

2 959 mln PLN

as of 31.03.2020

Order backlog as of 31.03.2020

Net value
(excluding consortium partners)

Trakcja PRKił	2 178
Kauno Tiltai Group	641
PEUiM+Dalba	28
Torprojekt	21
PRK7	80
Trakcja Ukraina	11

Trakcja Group 2 959



■ 2020

■ 2020+

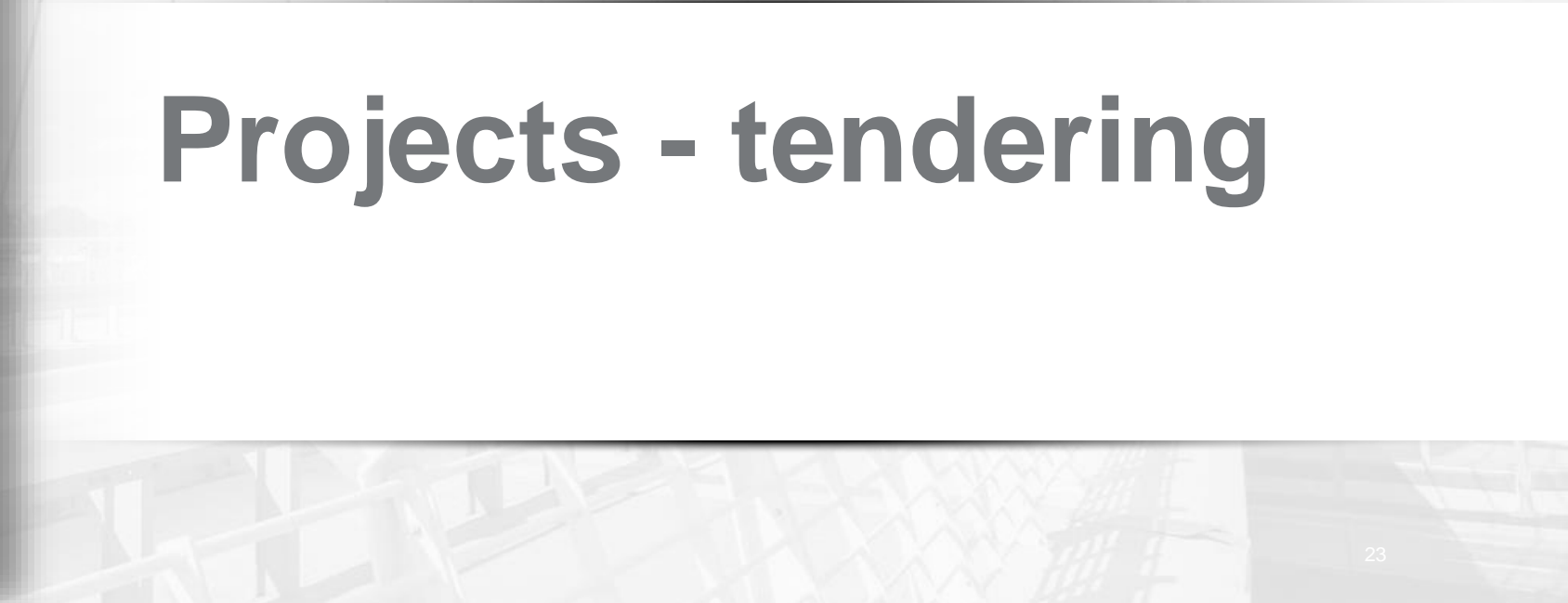
Key projects executed by Trakcja Group in Q1 2020

Net value (mPLN)*	Location	Project name
568	S61 Szczuczyn - Budzisko, section: węzeł Elk Płd. - węzeł Wysokie	Design and construction of the express road
566	E59 Poznań Główny- Szczecin Dąbie	Reconstruction of track systems together with accompanying infrastructure
430	Dębica - Sędziszów Małopolski	Modernization of the railway line
439	LCS Łowicz	Execution of construction works on the railway line
395	Chybie – Żory – Rybnik – Nędza / Turze	Design and execution of construction works on the railway line
384	Warszawa Okęcie - Radom	Execution of construction works on the railway line
381	E20 Siedlce - Terespol	Design and construction works on the railway line
376	Szczecin Główny - Police	Construction of Szczecin Metropolitan Railway, Task A
349	Bronów- Cieszyn/Wisła/Glebce	Design and execution of construction works
313	Sędziszów Małopolski - Rzeszów Zach.	Modernization of the railway line
313	S5 Szubin - Jaroszewo	Design and construction of the express road
291	Jaworzno Szczakowa - Trzebinia	Modernization of the railway line
276	E59 Poznań Główny - Rokietnica	Reconstruction of track systems together with accompanying infrastructure
213	Plungė - Šateikiai	Construction of track system on the Plungė - Šateikiai section
175	Voivodeship border - Słupsk - Ustka	Modernization of the railway line
164	E59 on the section Wrocław - Poznań	Modernization of the railway line
120	Wilno- Kowno- Kłajpeda	Reconstruction of A1 road
105	Szczecin	Construction of Szczecin Metropolitan Railway, Task B
109	North-eastern Lithuania	Design and execution of construction works - optimization of the power grid
94	E59 on the section Choszczno - Stargard	Reconstruction of track systems together with accompanying infrastructure
86	Warszawa Wschodnia – Warszawa Zachodnia	Design and construction works related to the construction of the Warszawa Główna station on the cross-city line in Warsaw

*) value includes consortium partners



Projects - tendering



Contracts signed in Q1 2020 in Trakcja Group

TOTAL VALUE
(excluding consortium partners)

122 mIn PLN

Net value (mPLN)	Segment / Project name
2	RAIL SEGMENT
54	ROAD SEGMENT
13	Renovation of district road on the Skaudvilė-Adakavas-Nemakščiai section
9	Renovation of roads in Kelme district
9	Renovation of roads and driveways in Kaunas
5	Construction works in Kaunas district
18	Other
64	GENERAL CONSTRUCTION
34	Construction of the Special Educational Center in Pruszków, Wapienna street
29	Construction of building D at the Maria Grzegorzewska's Academy of Special Education in Warsaw
2	ENERGY SEGMENT
2	Renovation of the energy substation at the Imielin A3 station of the I metro line in Warsaw
122	TOTAL

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