



**GRUPA
TRAKCJA**

IH 2018 Results



Agenda

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6. Projects - tendering



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Data are presented in million Polish zlotys (mPLN)



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General Information

TRAKCJA GROUP



Summary of IH 2018

Contracts signed in 2018
(till 31.08.2018)

1 901
mPLN

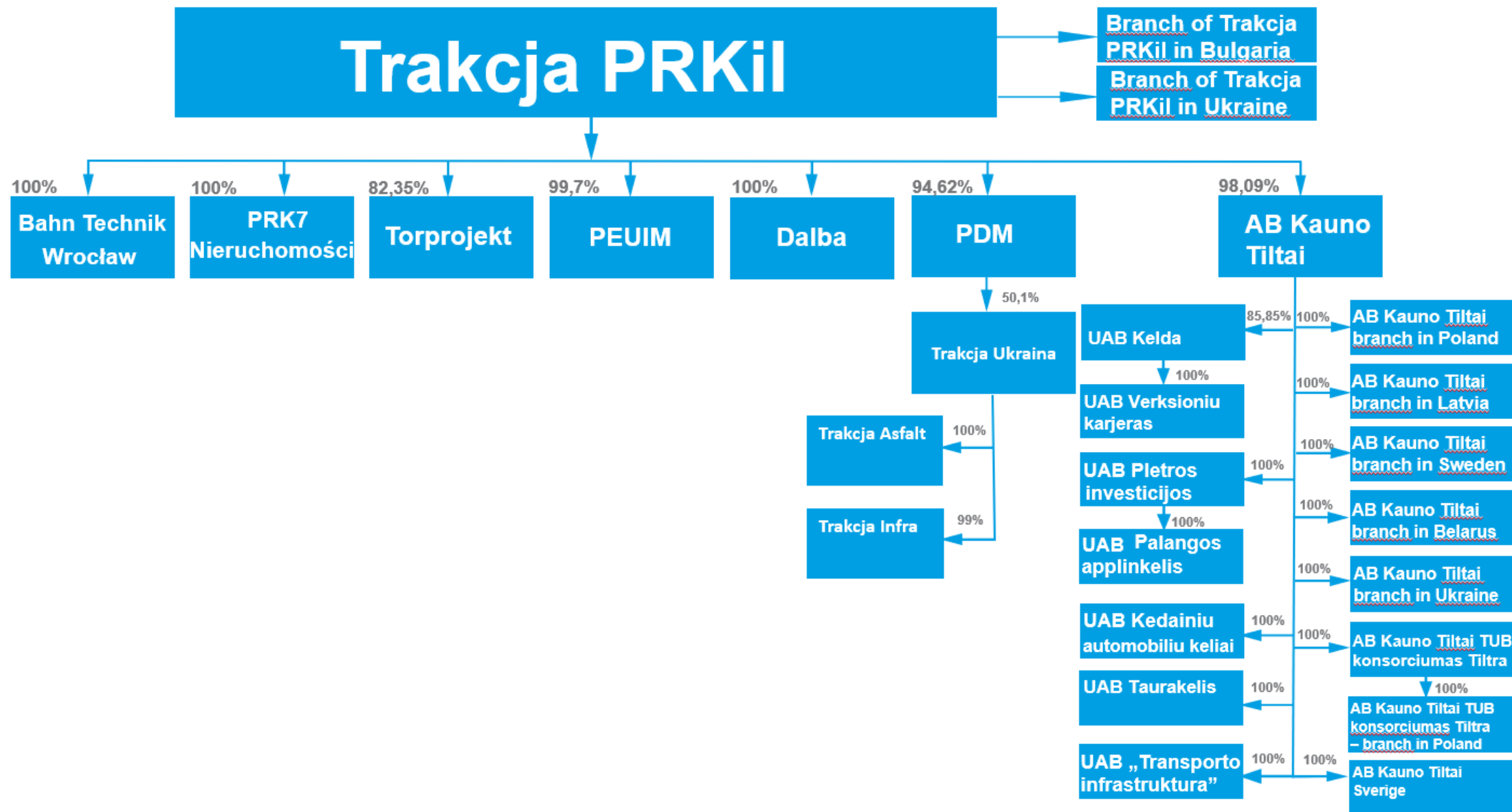
Order Backlog
as of 30.06.2018

2 027
mPLN

Consolidated
sales revenues

579
mPLN

Capital structure of Trakcja Group





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Financial data

TRAKCJA GROUP



TRAKCJA GROUP: Consolidated Profit & Loss IH 2018

	1.01.2018 - 30.06.2018	1.01.2017 - 30.06.2017
Sales revenues	579	538
Gross profit (loss) on sales	11	30
<i>Gross profit margin on sales</i>	<i>1,9%</i>	<i>5,5%</i>
SG&A	-29	-26
Other operating activity	0	3
Operating profit (loss)	-18	6
<i>Operating profit margin</i>	<i>-3,1%</i>	<i>1,1%</i>
Financial activity	-5	-4
Gross profit (loss)	-23	2
Net profit (loss)	-21	1
<i>Net profit margin</i>	<i>-3,6%</i>	<i>0,2%</i>
EBITDA	-3	20
<i>EBITDA margin</i>	<i>-0,5%</i>	<i>3,8%</i>

TRAKCJA GROUP: Consolidated Profit & Loss IH 2018

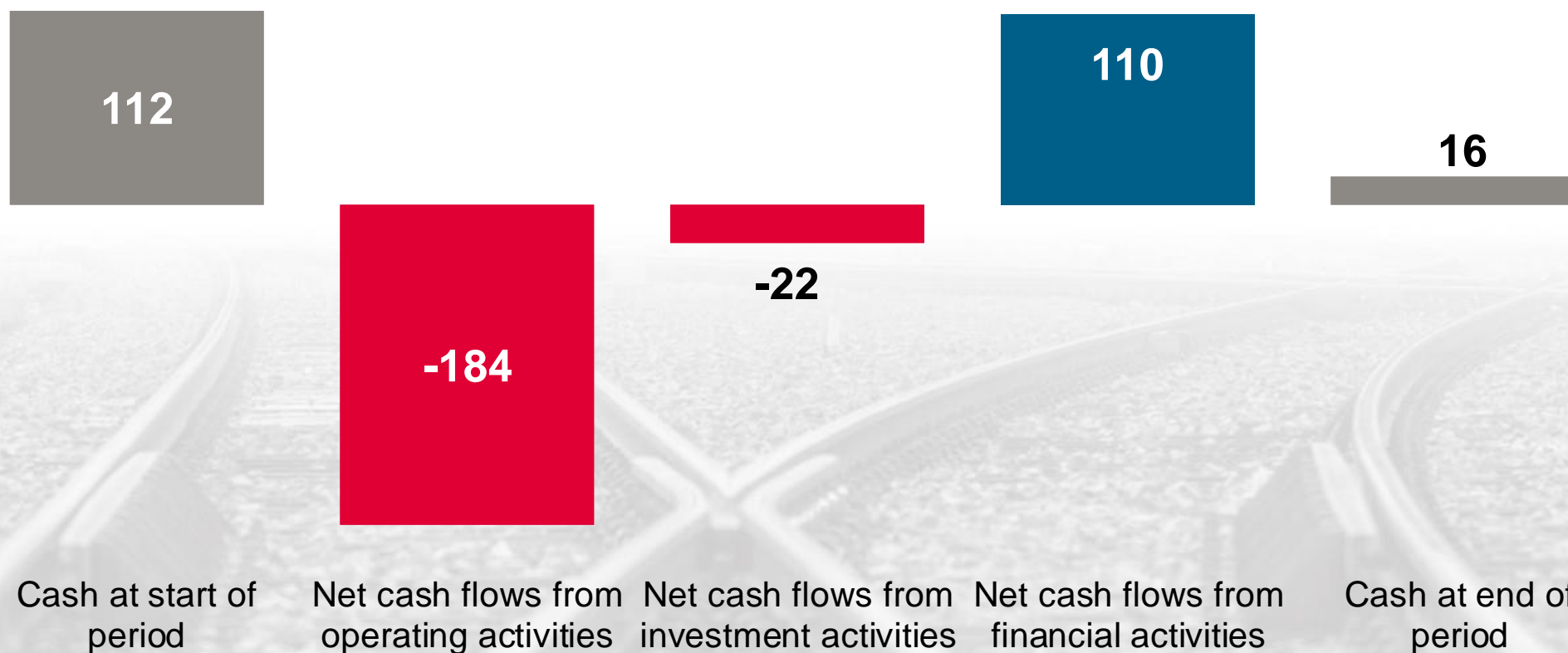
	IQ2018	IIQ2018	1.01.2018 - 30.06.2018
Sales revenues	205	374	579
Gross profit (loss) on sales	-8	19	11
<i>Gross profit margin on sales</i>	<i>-3,9%</i>	<i>5,0%</i>	<i>1,9%</i>
SG&A	-16	-14	-29
Other operating activity	0	0	0
Operating profit (loss)	-24	6	-18
<i>Operating profit margin</i>	<i>-11,6%</i>	<i>1,5%</i>	<i>-3,1%</i>
Financial activity	-2	-3	-5
Gross profit (loss)	-26	3	-23
Net profit (loss)	-23	2	-21
<i>Net profit margin</i>	<i>-11,0%</i>	<i>0,5%</i>	<i>-3,6%</i>
EBITDA	-16	13	-3
<i>EBITDA margin</i>	<i>-8,0%</i>	<i>3,6%</i>	<i>-0,5%</i>

TRAKCJA GROUP: Consolidated BS 30.06.2018

ASSETS	30.06.2018	31.12.2017
Non-current assets	762	731
Tangible non-current assets	287	267
Intangible assets	53	54
Goodwill	335	328
Investment properties	20	20
Other	66	63
Current assets	764	711
Inventory	139	94
Trade receivables	346	324
Construction contracts	230	147
Cash	16	112
Other	32	34
Total Assets	1 526	1 442

LIABILITIES	30.06.2018	31.12.2017
Equity	745	762
Long-term liabilities	182	117
Loans and borrowings	155	88
Other	27	29
Short-term liabilities	598	563
Loans and borrowings	87	29
Provisions	8	14
Trade liabilities	351	335
Construction contracts	132	171
Other	19	14
Total liabilities	1 526	1 442

TRAKCJA GROUP: Consolidated cash flow statement IH 2018





**TRAKCJA
PRKiI**

Financial data

TRAKCJA PRKiI S.A.

TRAKCJA PRKiI: Stand-Alone Profit & Loss IH 2018

	1.01.2018 - 30.06.2018	1.01.2017 - 30.06.2017
Sales revenues	412	322
Gross profit (loss) on sales	3	17
<i>Gross profit margin on sales</i>	<i>0,8%</i>	<i>5,2%</i>
SG&A	-15	-12
Other operating activity	0	2
Operating profit (loss)	-12	7
<i>Operating profit margin</i>	<i>-2,8%</i>	<i>2,1%</i>
Financial activity	10	18
Gross profit (loss)	-1	25
Net profit (loss)	1	24
<i>Net profit margin</i>	<i>0,3%</i>	<i>7,3%</i>
EBITDA	-4	14
<i>EBITDA margin</i>	<i>-1,1%</i>	<i>4,2%</i>

TRAKCJA PRKiI: Stand-Alone Profit & Loss IH 2018

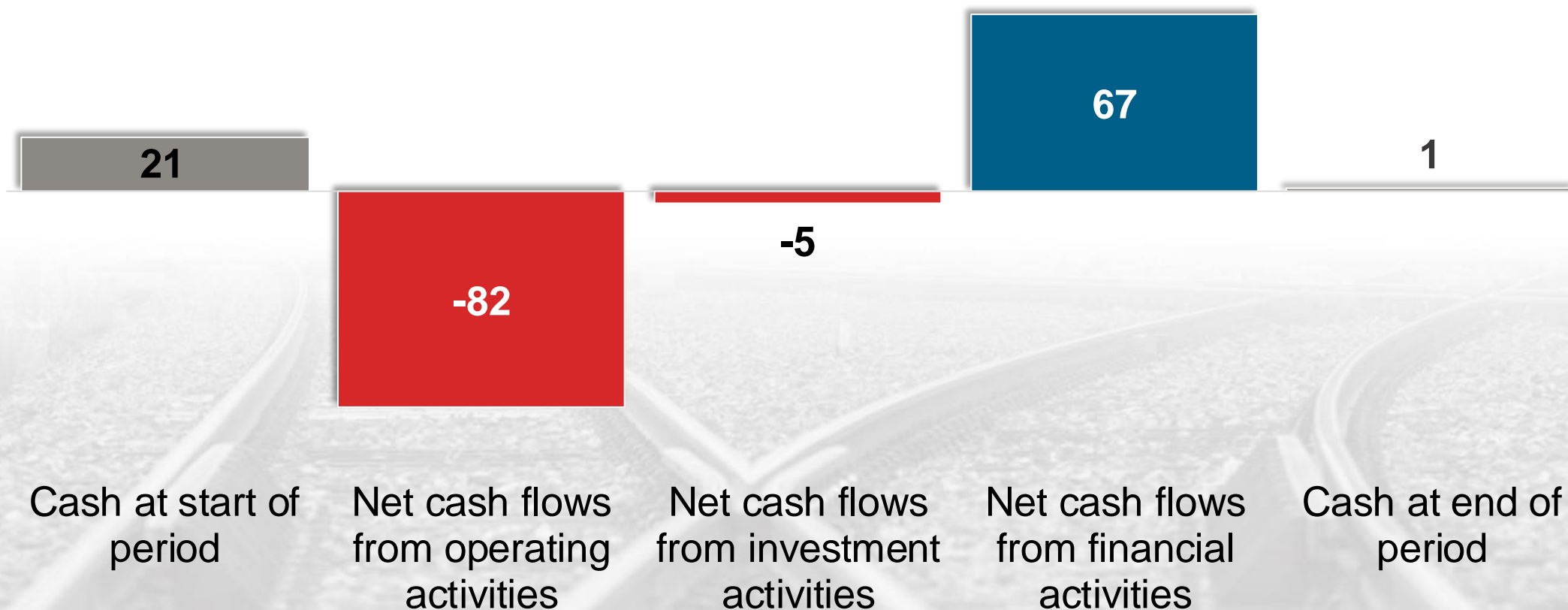
	IQ2018	IIQ2018	1.01.2018 - 30.06.2018
Sales revenues	170	242	412
Gross profit (loss) on sales	-3	6	3
<i>Gross profit margin on sales</i>	<i>-1,6%</i>	<i>2,5%</i>	<i>0,8%</i>
SG&A	-7	-7	-15
Other operating activity	0	0	0
Operating profit (loss)	-10	-2	-12
<i>Operating profit margin</i>	<i>-5,9%</i>	<i>-0,6%</i>	<i>-2,8%</i>
Financial activity	-1	11	10
Gross profit (loss)	-11	10	-1
Net profit (loss)	-10	11	1
<i>Net profit margin</i>	<i>-5,6%</i>	<i>4,5%</i>	<i>0,3%</i>
EBITDA	-7	2	-4
<i>EBITDA margin</i>	<i>-3,9%</i>	<i>0,9%</i>	<i>-1,1%</i>

TRAKCJA PRKiI: Stand-Alone BS 30.06.2018

ASSETS	30.06.2018	31.12.2017	LIABILITIES	30.06.2018	31.12.2017
Non-current assets	682	665	Equity	627	632
Tangible non-current assets	158	141	Long-term liabilities	72	51
Intangible assets	52	53	Loans and borrowings	65	45
Investments in subsidiaries	436	436	Other	6	7
Investment properties	17	17			
Other	18	17	Short-term liabilities	469	426
Current assets	486	445	Loans and borrowings	77	20
Inventory	86	53	Provisions	6	7
Trade receivables	214	231	Trade liabilities	262	252
Construction contracts	161	119	Construction contracts	113	139
Cash	1	21	Other	11	8
Other	25	21			
Total Assets	1 168	1 109	Total liabilities	1 168	1 109

TRAKCJA PRKił S.A.:

Stand-Alone cash flow statement IH 2018



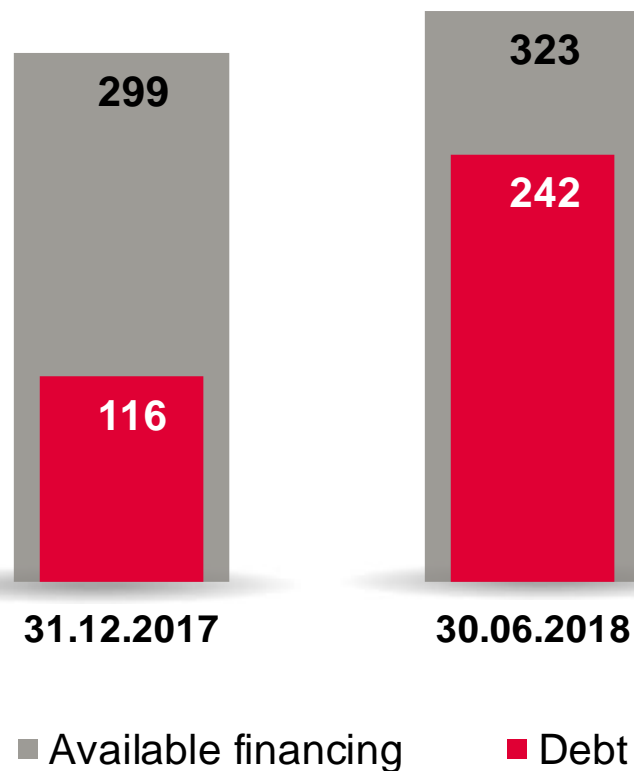


Debt

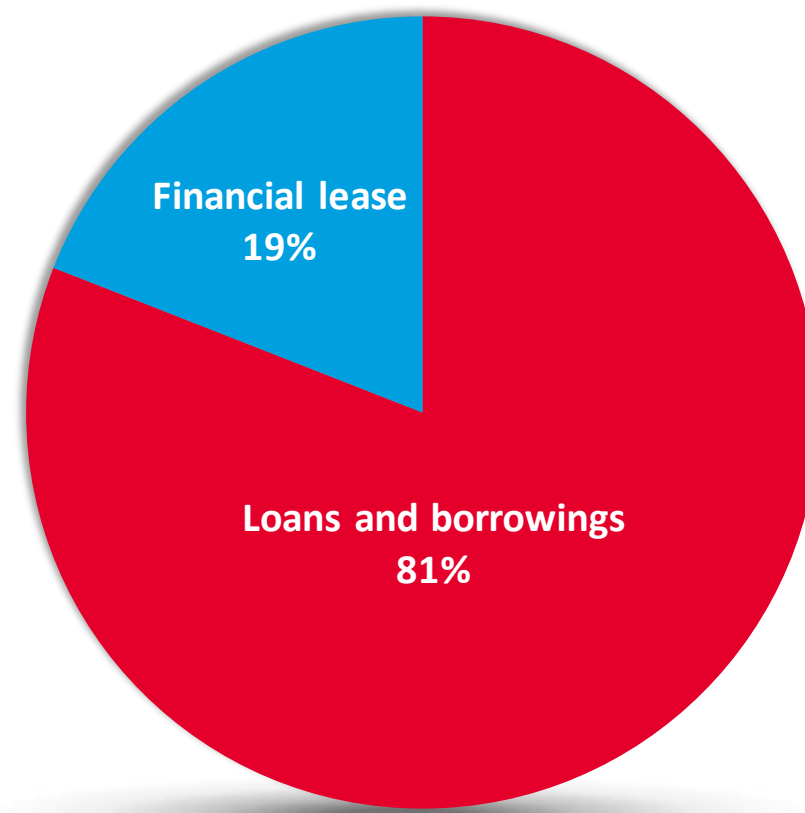
TRAKCJA GROUP

Trakcja Group Debt

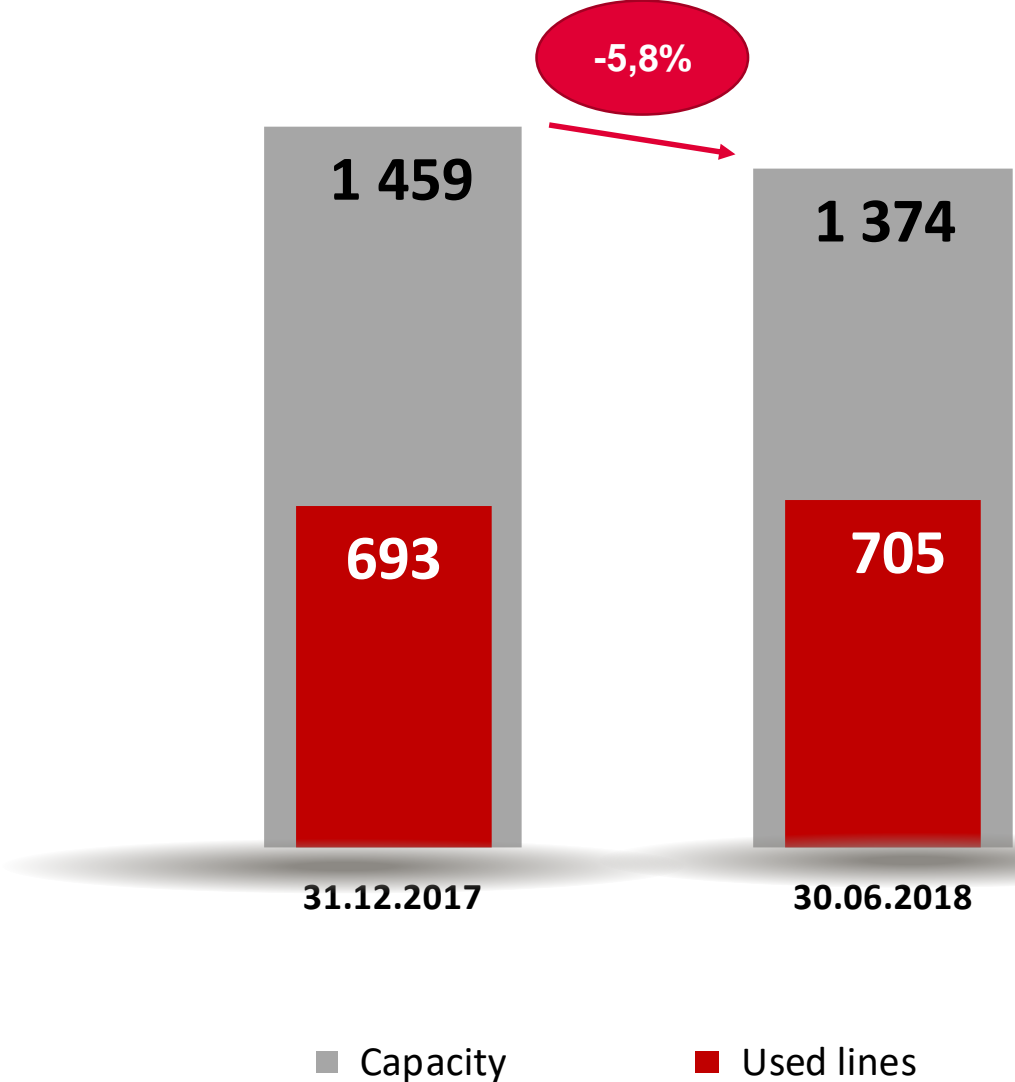
AVAILABLE FINANCING



FINANCING SOURCES IN TRAKCJA GROUP AS OF 30.06.2018

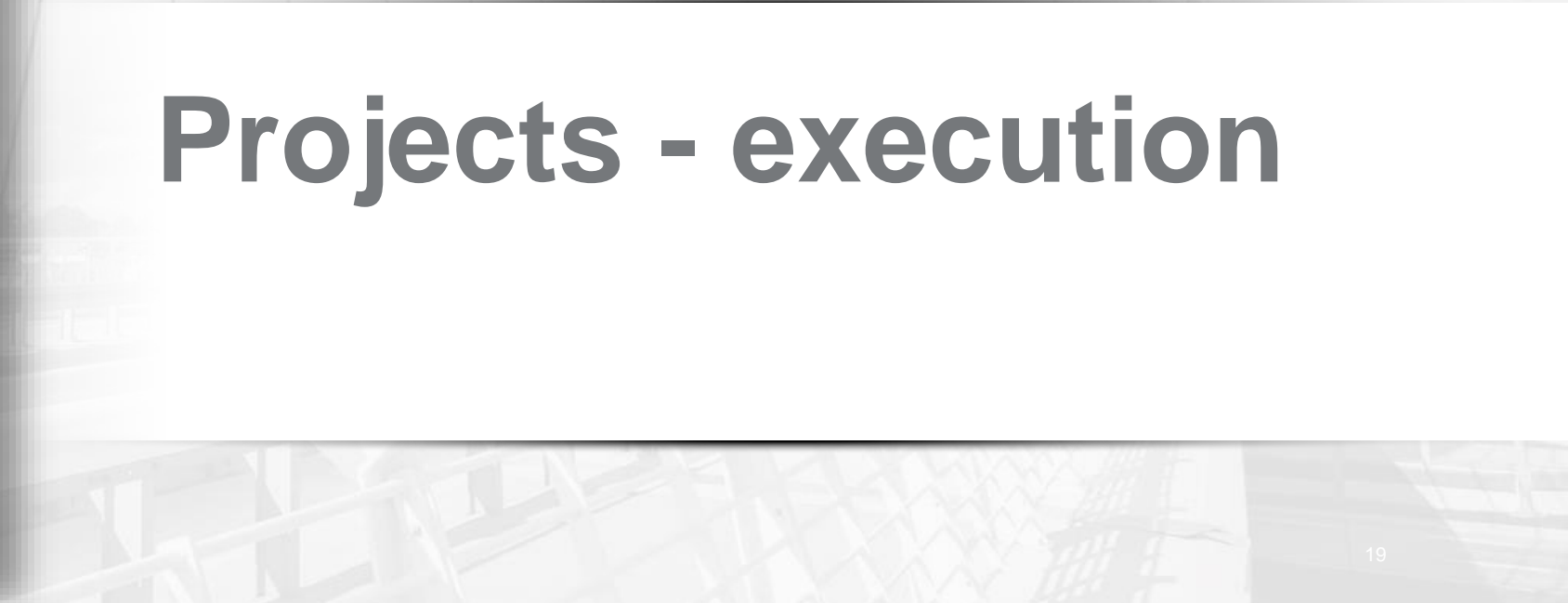


TRAKCJA GROUP: Limits of guarantee lines





Projects - execution



Order backlog of Trakcja Group

TOTAL VALUE

2 027 mPLN

as of 30.06.2018

Order backlog as of
30.06.2018

Net value
(excluding consortium partners)

Trakcja PRKiI

1 537

AB Kauno Group

387

PEUiM+Dalba

65

Torprojekt

38

Trakcja Group

2027

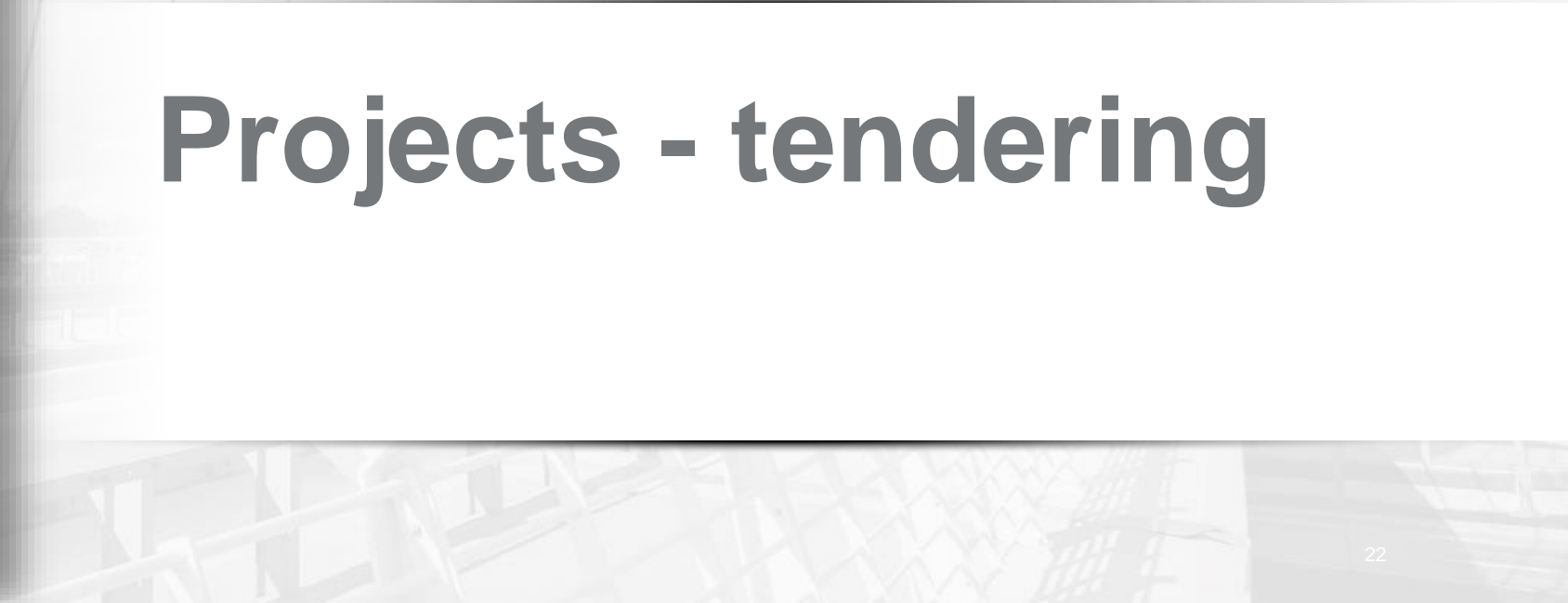
Key projects executed by Trakcja Group in IH 2018

Net value (mPLN)*	Location	Project name
423	Dębica - Sędziszów Małopolski	Modernization of the railway line
379	Chybie – Żory – Rybnik – Nędza / Turze	Design and execution of construction works on the railway line
379	LCS Łowicz	Execution of construction works on the railway line
377	Warszawa Okęcie - Radom	Execution of construction works on the railway line
364	E20 Siedlce - Terespol	Design and execution of construction works on the railway line
324	S5 Szubin - Jaroszewo	Design and construction of the road
305	Sędziszów Małopolski - Rzeszów Zach.	Modernization of the railway line
259	Jaworzno Szczakowa - Trzebinia	Modernization of the railway line
165	Voivodeship border - Słupsk - Ustka	Modernization of the railway line
163	E59 on the section Wrocław - Poznań	Modernization of the railway line
133	E67 (Via Baltica)	Extension of the E67 road
100	North-eastern Lithuania	Design and execution of construction works - optimization of the power grid

*) value includes consortium partners



Projects - tendering



Contracts signed in 2018 (till 31.08.2018) in Trakcja Group

TOTAL VALUE
(excluding consortium partners)

1 901 mPLN

RAIL SEGMENT

Net Value (mPLN)	Project name
376	Railway line No. 406 Szczecin Gł. - Police, Part A
292	E59 Poznań Główny - Rokietnica
105	Construction of Szczecin Metropolitan Railway, task B
81	Warszawa Główna Station - design and construction works
33	LCS Malbork - improvement of railway embankment
17	Diametral line in Warsaw
38	Other
943	TOTAL

ROAD SEGMENT

251	S61 Szczuczyn - Budzisko Express Road, Ełk junction
68	Provincial Road No. 211 - section C: Mojusz - Kartuzy
52	Extension of the Provincial Road No. 190 in Krajenka
33	Construction and reconstruction of Klepacka street in Białystok
24	Expansion of the intersection of Warszawska Street and Kolska Street in Konin
290	Other
718	TOTAL

ENERGY SEGMENT

80	Optimization and preparation of the North-East Lithuanian power grid
42	Other
122	TOTAL

URBAN SEGMENT

45	Road reconstruction with reconstruction of the tram tracks in Gorzów Wlkp.
45	TOTAL

GENERAL CONSTRUCTION

20	Design and construction works - BUW
20	TOTAL

OTHER

54	Other contracts
54	TOTAL

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