

KOLEJ  
DROGI  
OBIEKTY  TRAKCJA

Q1 2022 results | TRAKCJA GROUP



# GENERAL INFORMATION

70 years

of experience in  
innovativeness



## WHO WE ARE:

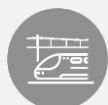
Trakcja Group comprises of entities specialized in key sectors of **infrastructure and general construction** in Poland.

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.

## 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



## 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

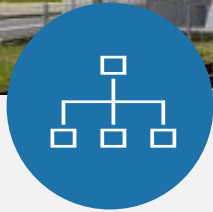
construction of modern water supply networks and collectors, sanitary sewage system, sewage treatment plants and pumping stations as well as reinforced concrete tanks, facilities related to waste management and environmental protection; construction of water supply connections



### DESIGN SERVICES

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

full offer in terms of  
infrastructure construction



## COMPANIES COMPETENCIES

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

### Trakcja

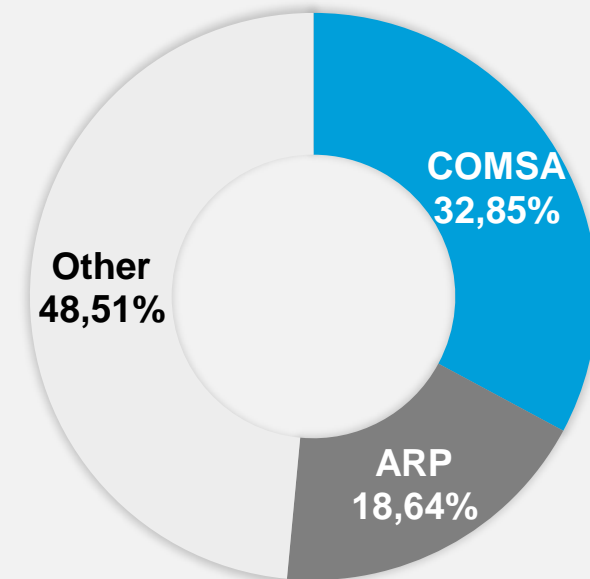
Railway, road, engineering,  
energy, cubature  
construction, design

- ..... AB Kauno Tiltai (98,09%) ..... Filie  
Construction of roads, bridges, railway, energy construction
- ..... BTW sp. z o.o. (100%)  
Tracks, welding works, equipment services
- ..... PEUIM sp. z o.o. (99,7%)  
Construction of roads and bridges
- ..... TORPROJEKT sp. z o.o. (82,35 %)  
Design activity
- ..... PRK 7 Nieruchomości sp. z o.o. (100%)  
Real-estate development activity
- ..... Dalba sp. z o.o. (100%)  
Environmental engineering
- ..... PDM S.A. (94,62%) ..... Trakcja Ukraina (100%)  
Rental of personnel and equipment ..... Road construction

# Shareholders structure of TRAKCJA S.A.

## Shareholders with over 5% of share capital

Shareholder	Number of shares
COMSA S.A.	28 399 145
Agencja Rozwoju Przemysłu*	16 117 647
Other shareholders	41 934 184
<b>Total</b>	<b>86 450 976</b>



\* 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).

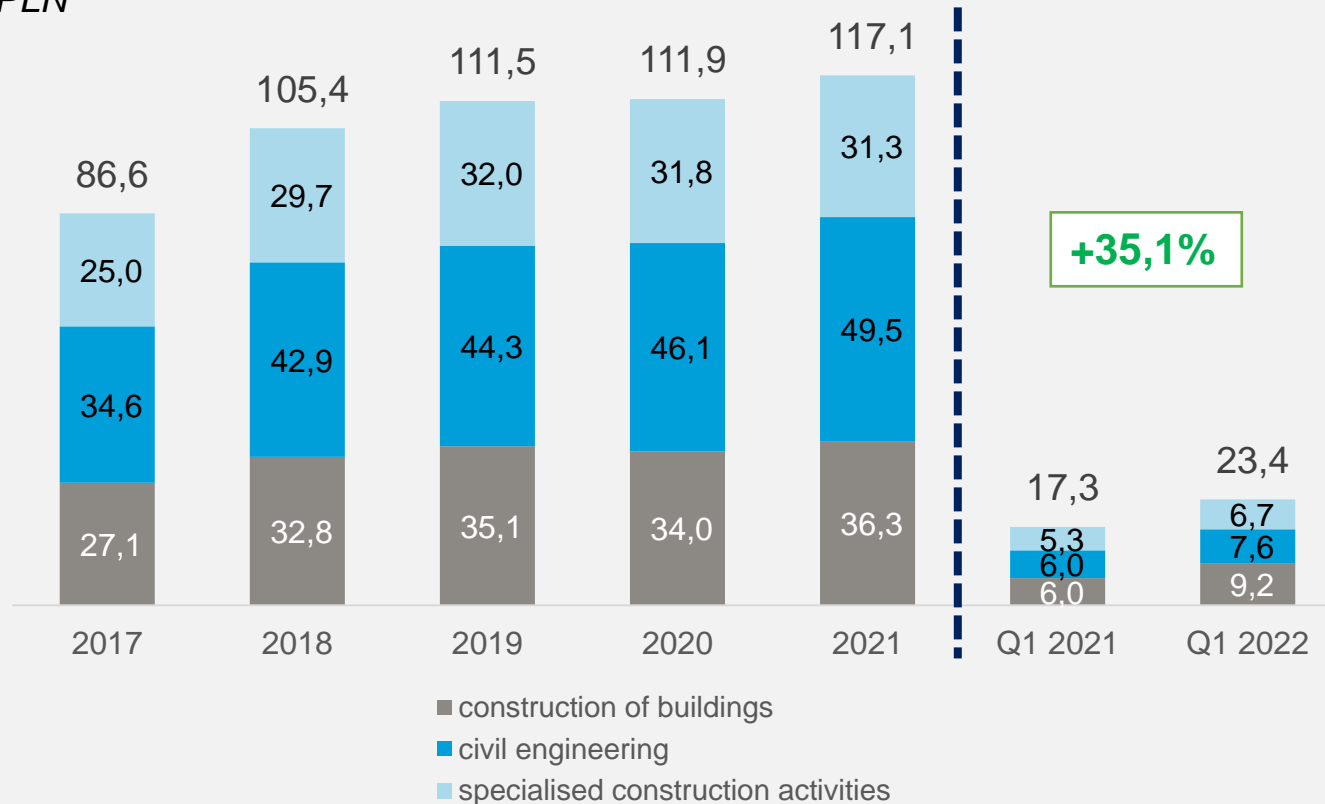


# MARKET INFORMATION



## Sales value of construction and assembly production by PKD divisions (current prices)

bn PLN

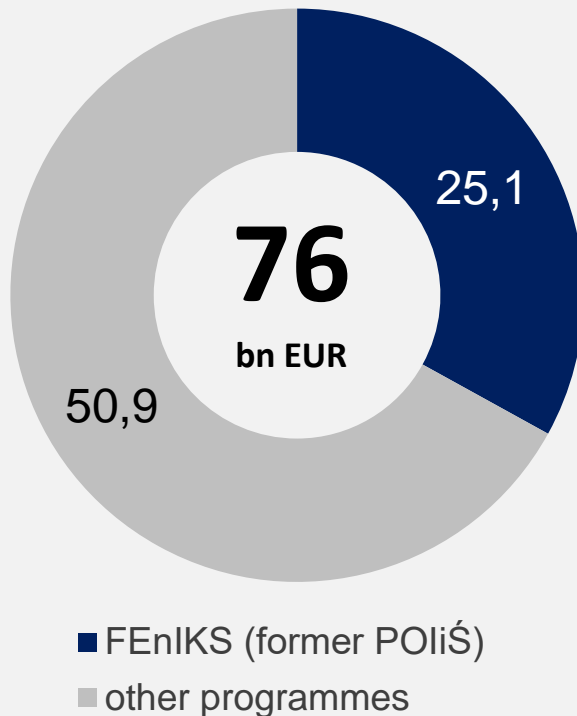


The domestic construction and assembly production market in the first quarter of 2022 was 35.1% higher than in the first quarter of 2021.

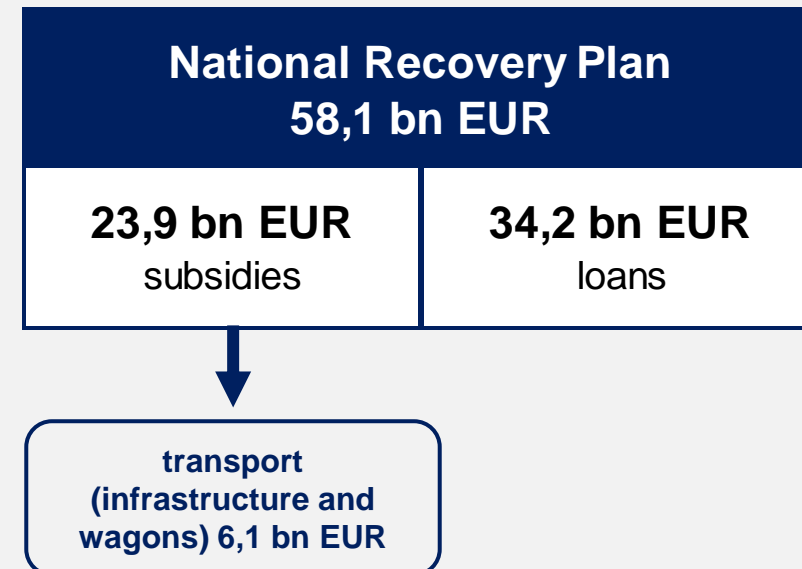
The increase was recorded in all sectors, with the largest increase in works related to the construction of buildings (+3.2 bn PLN, ie 53% q/q).

## Financing from the EU funds for the years 2021-2027

*Funds for Poland within the EU budget for years 2021-2027 (bn EUR)*

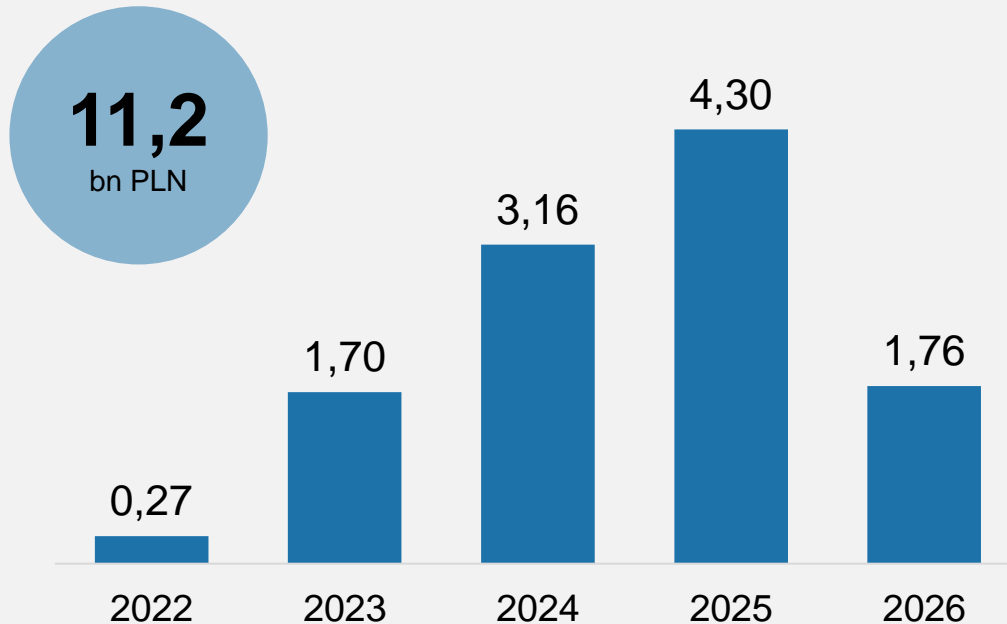


*Planned allocation of funds for Poland under UE Recovery and Resilience Facility for years 2021-2027 (bn EUR)*



## Planned expenditures for the National Railway Programme as part of KPO for 2022-2026

(bn PLN)



source: KPK Programme update from April 20, 2022

### The National Railway Program until 2023 (KPK)

On April 20, 2022, a resolution on **updating the National Railway Program until 2023** was adopted. The amendment concerns the **extension of the KPK until 2026**, in connection with the draft National Recovery Plan (KPO) adopted by the government. Until the KPO is approved by the European Commission, the projects with which KPO has been extended are included in the reserve list. The amount of planned expenditure on the projects from the list is **11.2 bn PLN**.

### Other Railway Development Programs:

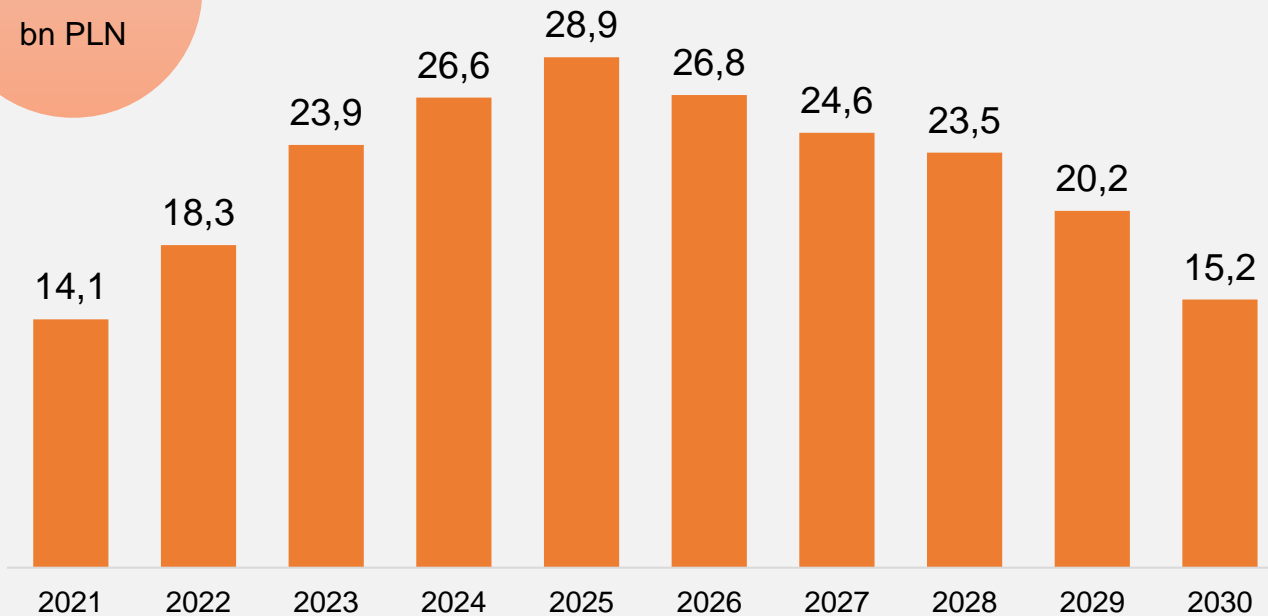
1. Aid in financing the costs of managing railway infrastructure, including maintenance and repairs until 2023 - **23.8 bn PLN**
2. Railway Stations Investments Program for 2016 - 2023 - **1.6 bn PLN**
3. Program for Supplementing the Local and Regional Railway Infrastructure „Railway +” until 2028 - **11 bn PLN** (update from April 20, 2022)
4. The government program for the construction or modernization of railway stops for the years 2021–2025 - **1 bn PLN**

**The railway component within the CPK project** – it assumes the **construction of 1,800 km of new lines by 2034**. The cost of the railway component is estimated at **8-9 bn PLN**. The first construction works are to start in 2023.

source: gov.pl, CPK.pl

## Planned expenditures for national roads in the period 2021-2030 and after 2030

**292**  
bn PLN



**+ 69,7 bn PLN**

after 2030

source: RPBDK

On August 9, 2021, the government announced the project of the "**Government Program for the Construction of National Roads until 2030 (with a perspective until 2033)**".

It is a continuation of the National Road Construction Program for 2014-2023 (with a perspective until 2025) from September 8, 2015.

The approximate total value of the program amounts to **292 bn PLN**. Currently the project is under public consultations.



# FINANCIAL DATA

# SUMMARY OF Q1 2022



Contracts signed in Q1 2022

**177**  
mPLN

Order backlog as of  
31.03.2022

**2 234**  
mPLN

Consolidated sales revenues

**272**  
mPLN

Consolidated gross  
profit (loss) on sales

**-19**  
mPLN

Consolidated EBITDA

**-26**  
mPLN

Consolidated net  
profit (loss)

**-59**  
mPLN

## Consolidated Profit & Loss for the 1Q 2022 (mPLN)

	01.01.2022 - 31.03.2022	01.01.2021 - 31.03.2021
Sales revenues	272	187
<b>Gross profit (loss) on sales</b>	<b>-19</b>	<b>-9</b>
<i>Gross profit margin on sales</i>	<i>-6,9%</i>	<i>-4,8%</i>
SG&A	-17	-16
Other operating activity (balance)	1	2
<b>Operating profit (loss)</b>	<b>-57</b>	<b>-23</b>
<i>Operating profit margin</i>	<i>-21,1%</i>	<i>-12,2%</i>
Financial activity (balance)	-5	-4
<b>Gross profit (loss)</b>	<b>-62</b>	<b>-26</b>
<b>Net profit (loss)</b>	<b>-59</b>	<b>-23</b>
<i>Net profit margin</i>	<i>-21,7%</i>	<i>-12,4%</i>
<b>EBITDA</b>	<b>-26</b>	<b>-13</b>
<i>EBITDA margin</i>	<i>-9,4%</i>	<i>-7,2%</i>

*In the first quarter of 2022, the Trakcja Group generated sales revenues of 272 mPLN, which increased by 85 mPLM compared to the corresponding period of 2021. The Group ended the first quarter of 2022 with a gross loss on sales in the amount of 19 mPLN, which is a decrease of 9.7 mPLN compared to the period ended March 31, 2021.*

*The gross profit margin on sales in the first quarter of 2022 decreased by 2.1 pp. and was -6.9%.*

*The Group ended the first quarter of 2022 with an operating loss in the amount of 57 mPLN, which means an increase in loss by 35 mPLN compared to the first quarter of 2021. The increase in the loss was influenced, among others, by recognition of an impairment loss on "Goodwill" in the consolidated balance sheet of the Trakcja Group in the amount of 22.8 mPLN.*

*In the three-month period of 2022, the Group recorded a net loss of 59 mPLN, which is a decrease of 36 mPLN compared to the period ended March 31, 2021.*

*EBITDA at the end of the first quarter of 2022 amounted to -25.6 mPLN and was 12.2 mPLN lower than in the corresponding period of 2021. The EBITDA margin decreased by 2.2 pp, reaching -9.4%.*

## Consolidated Balance Sheet as of 31.03.2022 (mPLN)

ASSETS	31.03.2022	31.12.2021	EQUITY AND LIABILITIES	31.03.2022	31.12.2021
<b>Non-current assets</b>	<b>540</b>	<b>561</b>	<b>Equity</b>	<b>263</b>	<b>320</b>
Tangible non-current assets	264	266	<b>Long-term liabilities</b>	<b>344</b>	<b>356</b>
Intangible assets	5	4	Loans and borrowings	290	302
Goodwill	160	182	Bonds	29	28
Investment properties	35	35	Other	25	26
Other	76	74	<b>Short-term liabilities</b>	<b>669</b>	<b>702</b>
<b>Current assets</b>	<b>736</b>	<b>818</b>	Loans and borrowings	140	92
Inventory	128	107	Provisions	41	37
Trade and other receivables	282	331	Trade and other liabilities	324	370
Assets under contracts with customers	233	197	Liabilities under contracts with customers	146	181
Cash	33	127	Other	18	21
Other	60	55			
<b>Total Assets</b>	<b>1 276</b>	<b>1 379</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 276</b>	<b>1 379</b>

As of March 31, 2022, the balance sheet total of the Trakcja Group reached 1,276 mPLN and decreased by 103 mPLN, i.e. 7.4% compared to the end of 2021.

Fixed assets as of March 31, 2022 amounted to 540 mPLN and decreased by 20.7 mPLN. Current assets as of March 31, 2022 amounted to 736 mPLN and decreased by 81.9 mPLN compared to the end of 2021.

At the end of the first quarter of 2022, the value of total equity decreased by 57 mPLN compared to the level on December 31, 2021 and reached the level of 263 mPLN.

Long-term liabilities as of March 31, 2022 amounted to 344 mPLN, which means a decrease by 3.6%. Short-term liabilities as of March 31, 2022 amounted to 669 mPLN and decreased by 33 mPLN compared to the end of the previous year.



## Stand-alone Profit & Loss for the Q1 2022 (mPLN)

	01.01.2022 - 31.03.2022	01.01.2021 - 31.03.2021
Sales revenues	154	140
<b>Gross profit (loss) on sales</b>	<b>-12</b>	<b>3</b>
<i>Gross profit margin on sales</i>	<i>-7,6%</i>	<i>1,9%</i>
SG&A	-9	-8
Other operating activity (balance)	1	2
<b>Operating profit (loss)</b>	<b>-20</b>	<b>-4</b>
<i>Operating profit margin</i>	<i>-13,2%</i>	<i>-2,5%</i>
Financial activity (balance)	-17	-3
<b>Gross profit (loss)</b>	<b>-37</b>	<b>-7</b>
<b>Net profit (loss)</b>	<b>-35</b>	<b>-7</b>
<i>Net profit margin</i>	<i>-23,0%</i>	<i>-4,8%</i>
<b>EBITDA</b>	<b>-16</b>	<b>2</b>
<i>EBITDA margin</i>	<i>-10,3%</i>	<i>1,1%</i>

*In the first quarter of 2022, Trakcja S.A. achieved sales revenues in the amount of 154 mPLN, which is an increase by 10% compared to the corresponding period of 2021.*

*The gross profit margin on sales for the three-month period of 2022 was -7.6% and decreased by 9.5 pp. compared to the margin in the first quarter of 2021.*

*In the 3-month period of 2022, the Company generated an operating loss of 20 mPLN, with a 4 mPLN operating loss for the 3-month period of 2021.*

*The company ended the first quarter of 2022 with a net loss of 35 mPLN, which means a decrease by 29 mPLN compared to the result achieved in the first quarter of 2021.*

*EBITDA in the 3-month period of 2022 amounted to -16 mPLN and was 17,3 mPLN lower than in the corresponding period of 2021. The EBITDA margin decreased by 11.4 pp, reaching the level of -10.3%.*

## Stand-alone Balance Sheet as of 31.03.2022 (mPLN)

ASSETS	31.03.2022	31.12.2021	EQUITY AND LIABILITIES	31.03.2022	31.12.2021
<b>Non-current assets</b>	<b>574</b>	<b>586</b>	<b>Equity</b>	<b>248</b>	<b>284</b>
Tangible non-current assets	141	144	<b>Long-term liabilities</b>	<b>326</b>	<b>335</b>
Intangible assets	52	51	Loans and borrowings	293	304
Investments in subsidiaries	277	289	Bonds	29	28
Investment properties	25	25	Other	4	3
Other	78	77	<b>Short-term liabilities</b>	<b>439</b>	<b>435</b>
<b>Current assets</b>	<b>439</b>	<b>467</b>	Loans and borrowings	96	78
Inventory	60	52	Provisions	28	24
Trade and other receivables	175	231	Trade and other liabilities	242	245
Assets under contracts with customers	164	153	Liabilities under contracts with customers	63	77
Cash	22	17	Other	10	11
Other	18	15			
<b>Total Assets</b>	<b>1 013</b>	<b>1 054</b>	<b>Total Equity &amp; Liabilities</b>	<b>1 013</b>	<b>1 054</b>

The balance sheet total as of March 31, 2022 amounted to 1 013 mPLN and was lower by 41 mPLN than at the end of 2021.

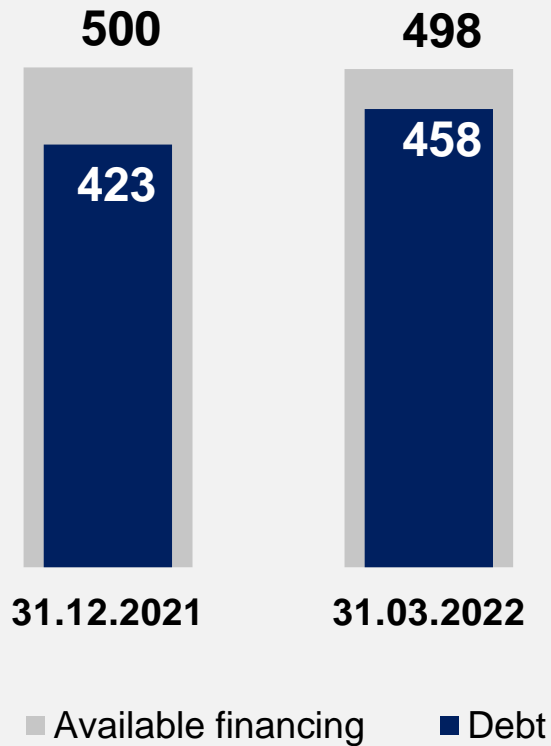
The value of non-current assets as of March 31, 2022 was 574 mPLN and decreased by 2.2% compared to December 31, 2021. Current assets at the end of March 2022 amounted to 439 mPLN compared to 467 mPLN as of December 31, 2021.

The Equity as of March 31, 2022 amounted to 248 mPLN and decreased by 35 mPLN compared to December 31, 2021.

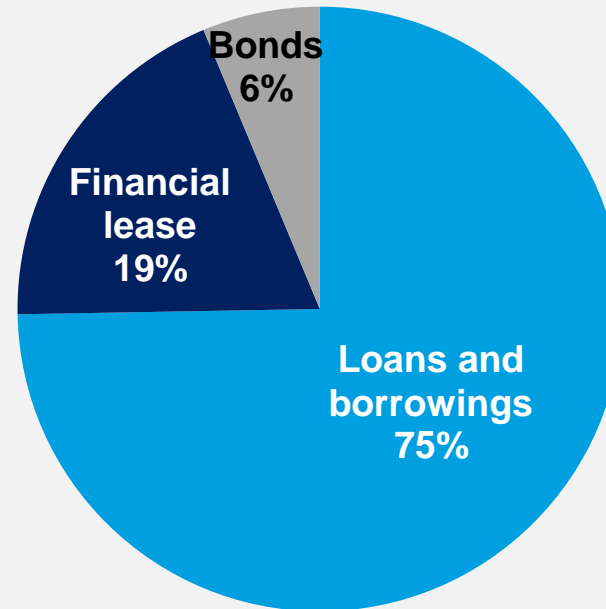
Long-term liabilities at the end of 1st quarter of 2022 amounted to 326 mPLN and decreased by 2,8% compared to the value as of December 31, 2021. Short-term liabilities amounted to 439 mPLN and increased by 4 mPLN, compared to the end of the previous year.

mPLN

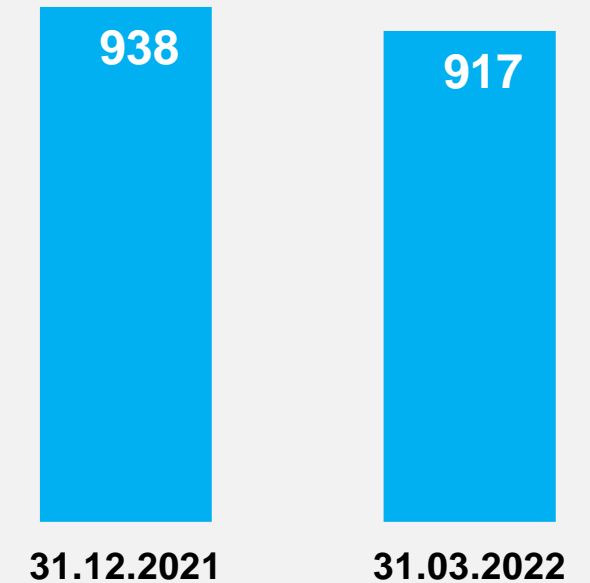
### Available financing



### Financing sources in Trakcja Group as of 31.03.2022



### Use of guarantee lines

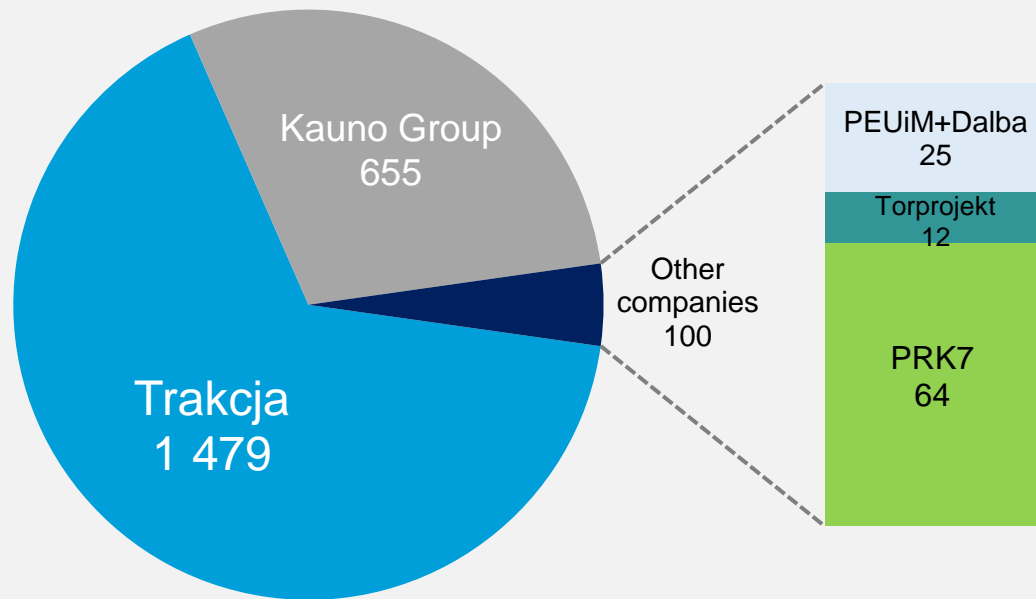




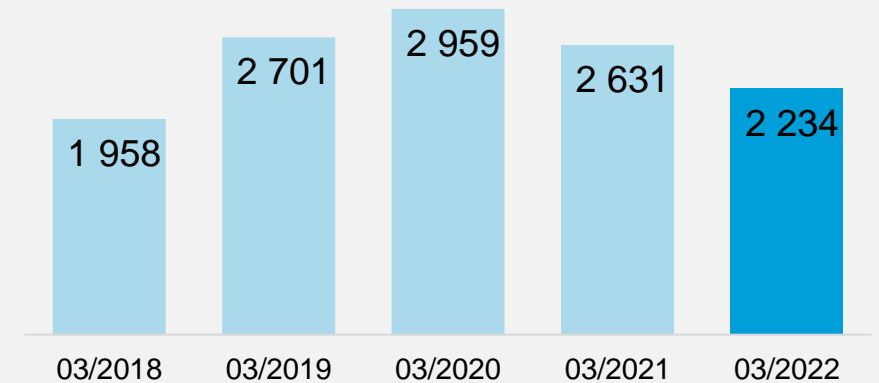
# PROJECTS

# ORDER BACKLOG

## Order backlog of Trakcja Group as of 31.03.2022



Trakcja Group Order Backlog as of 31st March in 2018-2022 (mPLN)

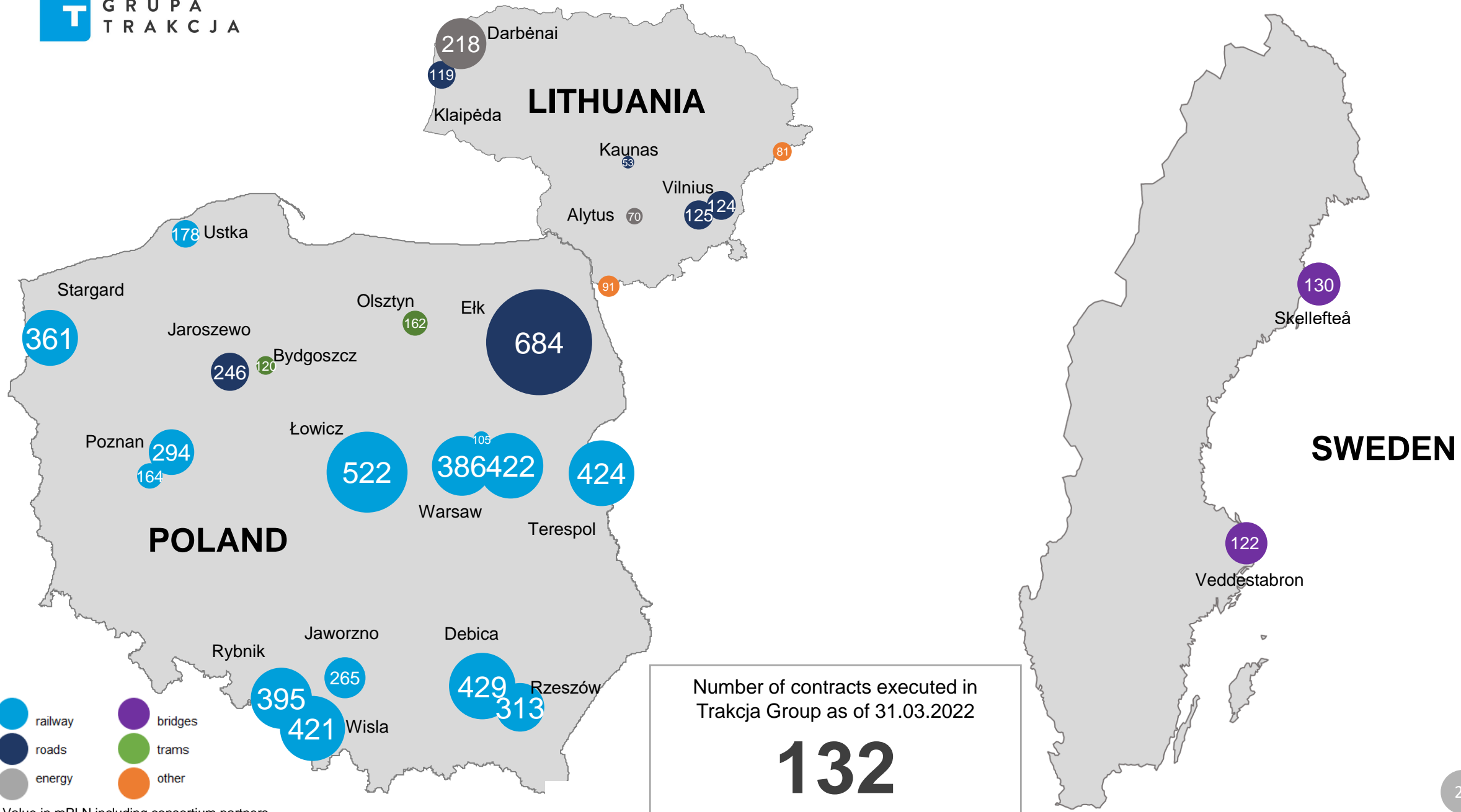


Trakcja Group Order Backlog  
as of 31.03.2022

**2 234** mPLN

*excluding consortium partners*

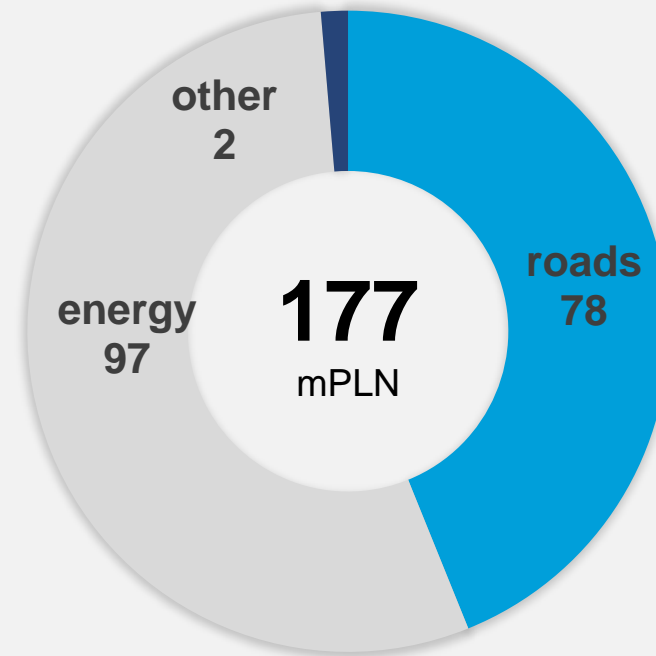
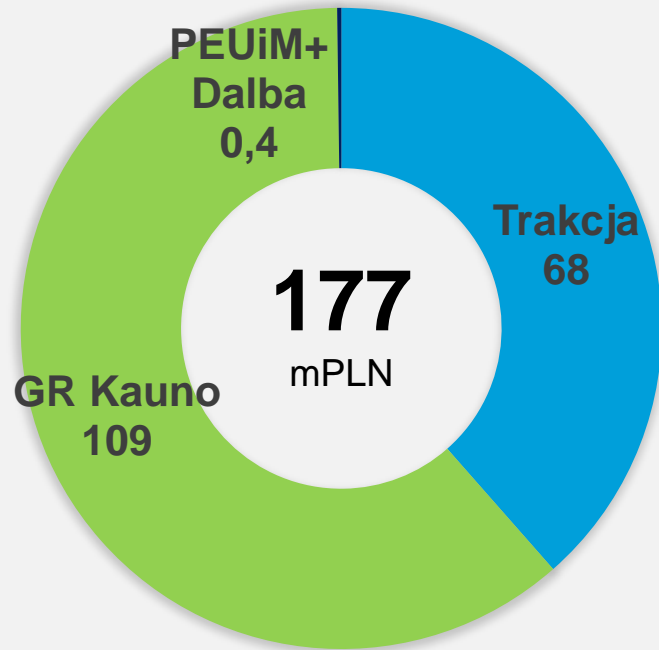
# Key contracts executed in Trakcja Group as of 31.03.2022



- railway
- roads
- energy
- bridges
- trams
- other

Value in mPLN including consortium partners

## Value of contracts signed in Trakcja Group in Q1 2022 (mPLN)





# OTHER INFORMATION





# INVESTORS CALENDAR

## Dates of upcoming General Meeting

	Date
The Extraordinary General Meeting	23.06.2022

## Publication dates of interim reports

	Date
Semi-annual report for 2022	14.09.2022
Quarterly report for the 3rd quarter of 2022	24.11.2022



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