



**GRUPA
TRAKCJA**

1-3Q 2018 Results



Agenda

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2. Financial data – TRAKCJA GROUP
3. Financial data – TRAKCJA PRKiI S.A.
4. Debt – TRAKCJA GROUP
5. Projects - execution
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 1-3Q 2018

Contracts signed in 2018
(till 30.09.2018)

2 045
mPLN

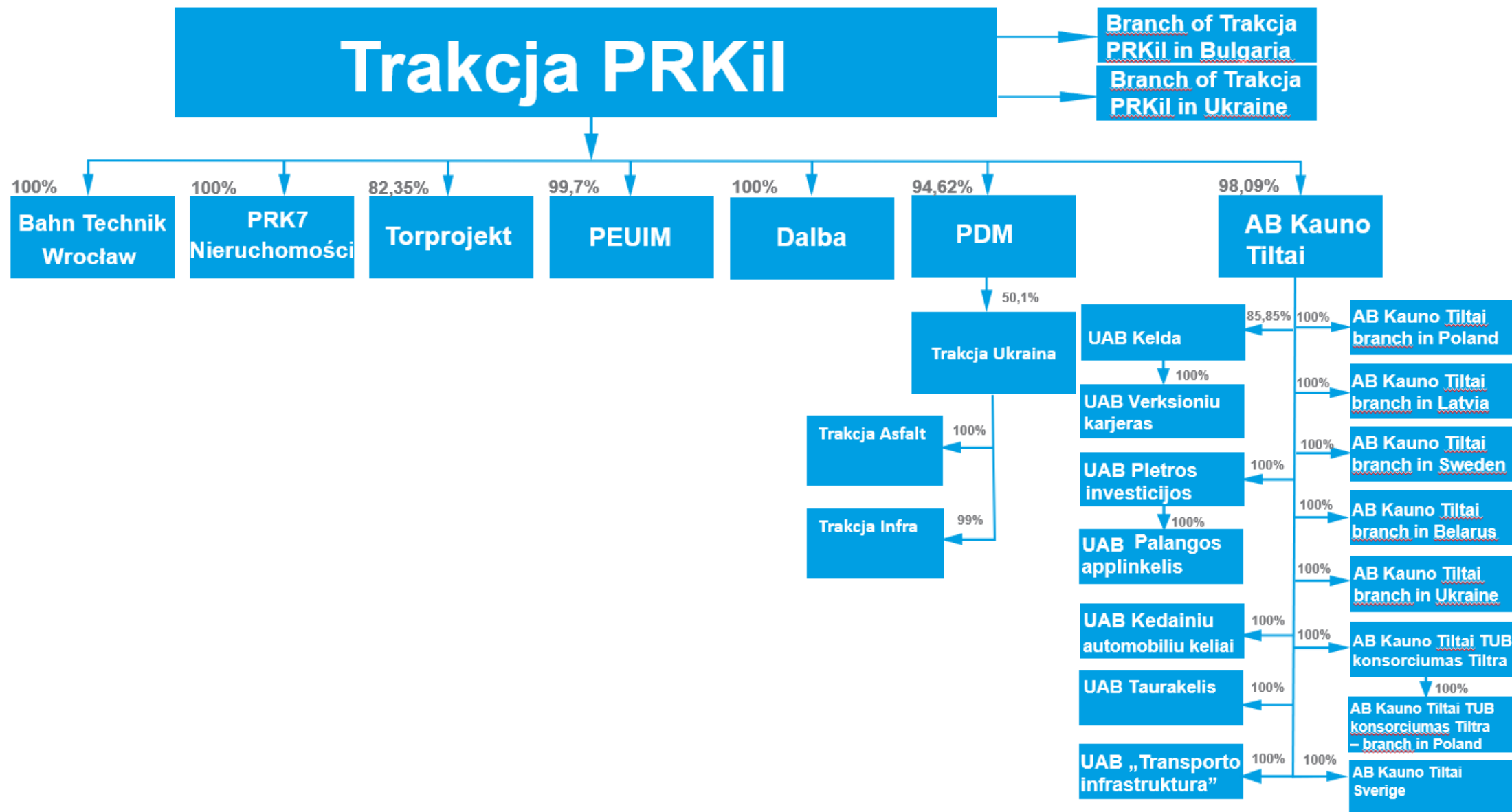
Order Backlog
as of 30.09.2018

2 899
mPLN

Consolidated
sales revenues

1 097
mPLN

Capital structure of Trakcja Group





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Financial data

TRAKCJA GROUP



TRAKCJA GROUP: Consolidated Profit & Loss 1-3Q 2018

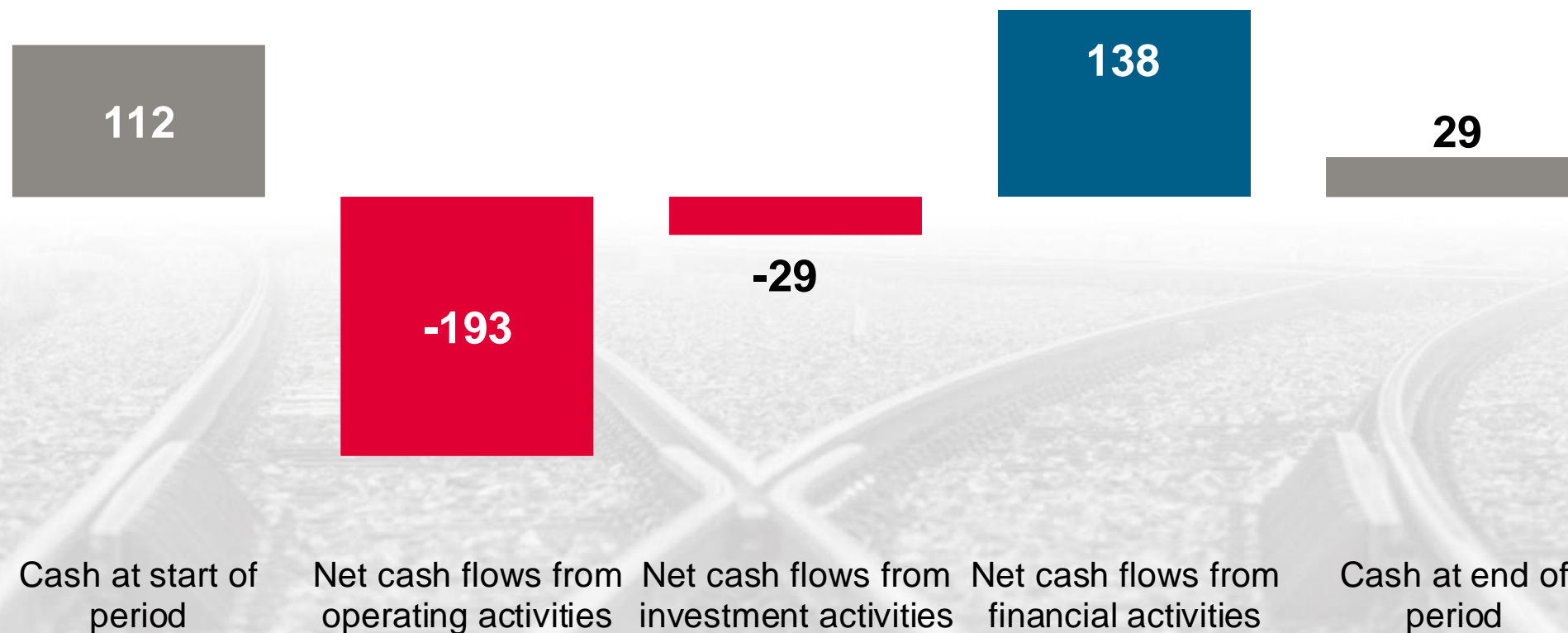
	1.01.2018 - 30.09.2018	1.01.2017 - 30.09.2017
Sales revenues	1 097	950
Gross profit (loss) on sales	38	51
<i>Gross profit margin on sales</i>	<i>3,4%</i>	<i>5,4%</i>
SG&A	-45	-40
Other operating activity	0	3
Operating profit (loss)	-7	14
<i>Operating profit margin</i>	<i>-0,7%</i>	<i>1,5%</i>
Financial activity	-7	-3
Gross profit (loss)	-14	11
Net profit (loss)	-13	8
<i>Net profit margin</i>	<i>-1,2%</i>	<i>0,9%</i>
EBITDA	16	36
<i>EBITDA margin</i>	<i>1,5%</i>	<i>3,8%</i>

TRAKCJA GROUP: Consolidated BS 30.09.2018

ASSETS	30.09.2018	31.12.2017	LIABILITIES	30.09.2018	31.12.2017
Non-current assets	767	731	Equity	750	762
Tangible non-current assets	298	267	Long-term liabilities	190	117
Intangible assets	53	54	Loans and borrowings	162	88
Goodwill	332	328	Other	28	29
Investment properties	20	20	Short-term liabilities	720	563
Other	64	63	Loans and borrowings	117	29
Current assets	893	711	Provisions	9	14
Inventory	127	94	Trade liabilities	451	335
Trade receivables	429	324	Construction contracts	123	171
Construction contracts	274	147	Other	20	14
Cash	29	112			
Other	35	34			
Total Assets	1 660	1 442	Total liabilities	1 660	1 442

TRAKCJA GROUP:

Consolidated cash flow statement 1-3Q 2018





**TRAKCJA
PRKiI**

Financial data

TRAKCJA PRKiI S.A.

TRAKCJA PRKiI: Stand-Alone Profit & Loss 1-3Q 2018

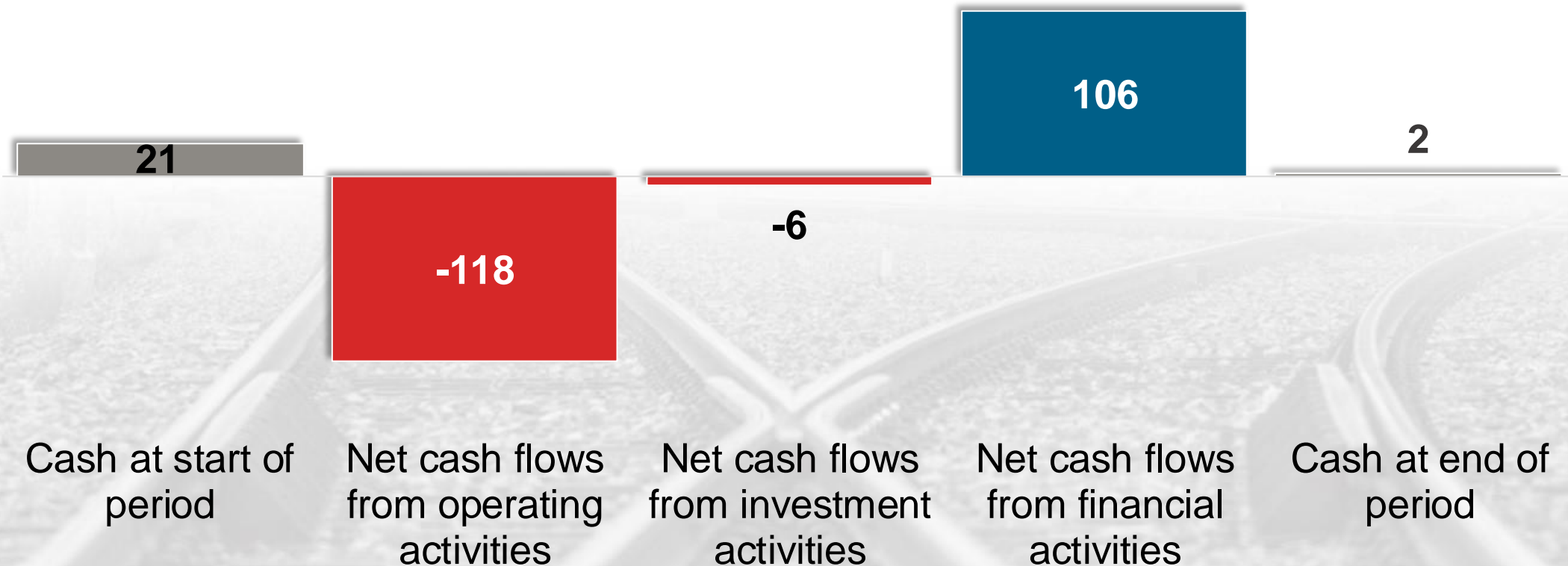
	1.01.2018 - 30.09.2018	1.01.2017 - 30.09.2017
Sales revenues	730	554
Gross profit (loss) on sales	13	21
<i>Gross profit margin on sales</i>	<i>1,8%</i>	<i>3,8%</i>
SG&A	-21	-18
Other operating activity	-1	2
Operating profit (loss)	-9	5
<i>Operating profit margin</i>	<i>-1,3%</i>	<i>0,9%</i>
Financial activity	8	19
Gross profit (loss)	-1	24
Net profit (loss)	1	23
<i>Net profit margin</i>	<i>0,2%</i>	<i>4,1%</i>
EBITDA	1	16
<i>EBITDA margin</i>	<i>0,2%</i>	<i>2,8%</i>

TRAKCJA PRKiI: Stand-Alone BS 30.09.2018

ASSETS	30.09.2018	31.12.2017	LIABILITIES	30.09.2018	31.12.2017
Non-current assets	693	665	Equity	627	632
Tangible non-current assets	168	141	Long-term liabilities	73	51
Intangible assets	52	53	Loans and borrowings	67	45
Investments in subsidiaries	436	436	Other	6	7
Investment properties	17	17			
Other	20	17	Short-term liabilities	556	426
Current assets	563	445	Loans and borrowings	127	20
Inventory	70	53	Provisions	7	7
Trade receivables	252	231	Trade liabilities	317	252
Construction contracts	211	119	Construction contracts	95	139
Cash	2	21	Other	10	8
Other	28	21			
Total Assets	1 256	1 109	Total liabilities	1 256	1 109

TRAKCJA PRKił S.A.:

Stand-Alone cash flow statement 1-3Q 2018



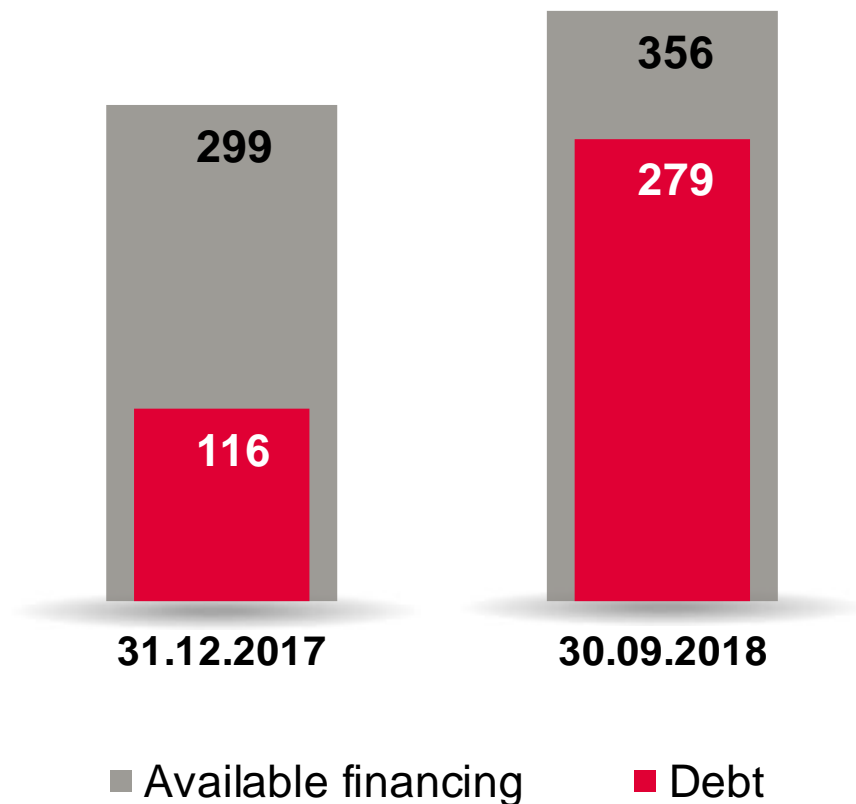


Debt

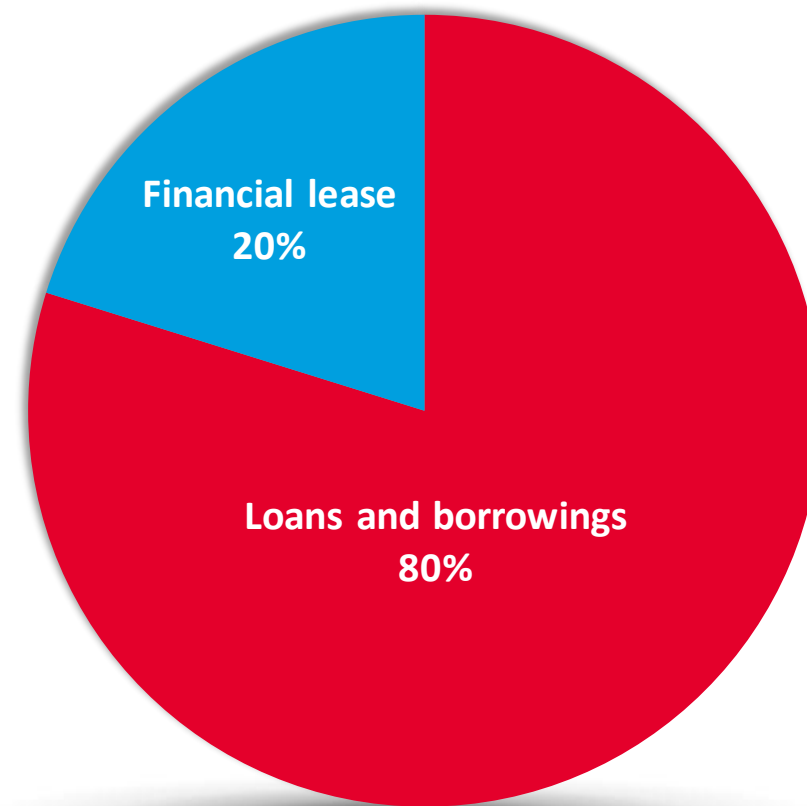
TRAKCJA GROUP

Trakcja Group Debt

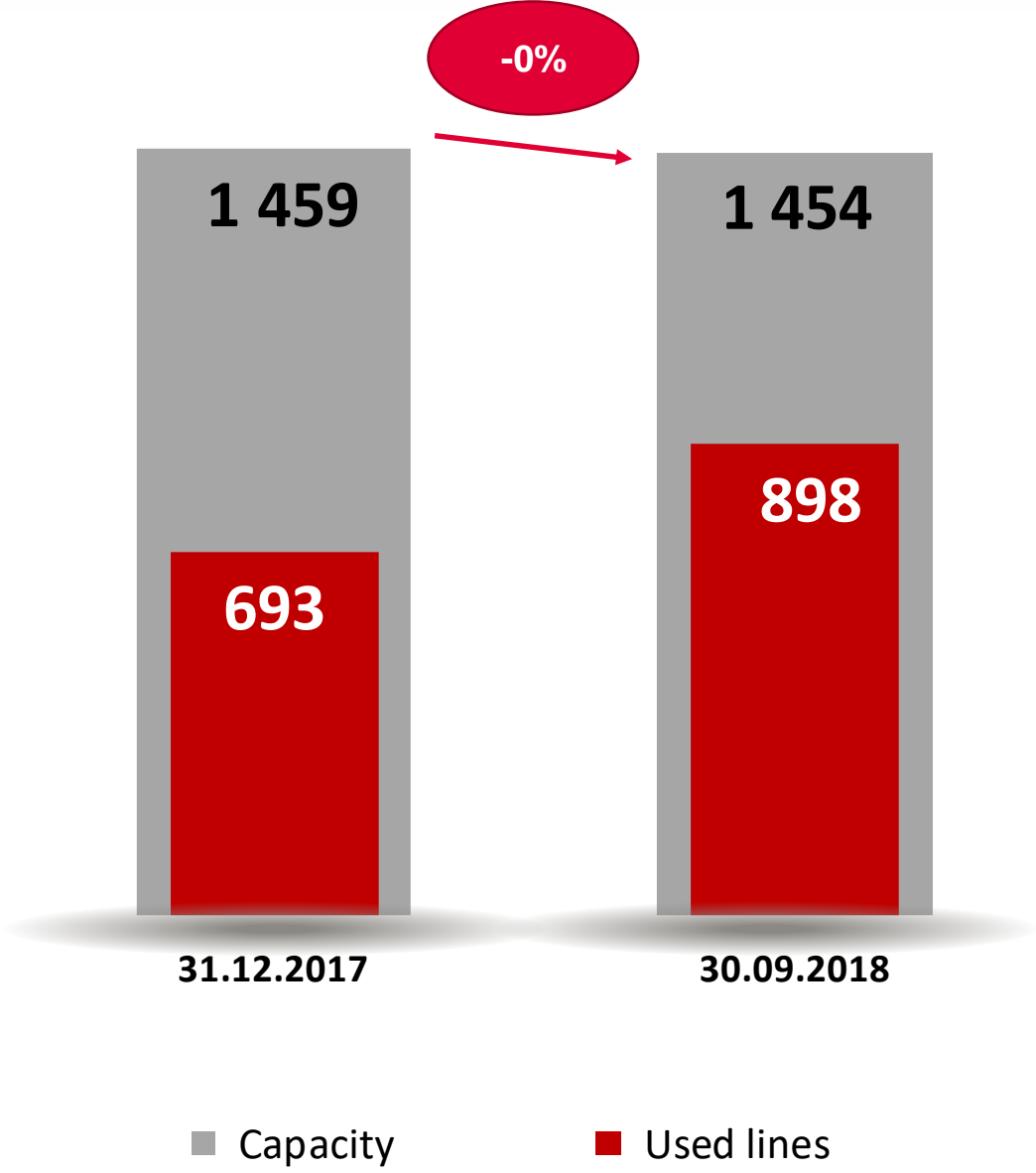
AVAILABLE FINANCING



FINANCING SOURCES IN TRAKCJA GROUP AS OF 30.09.2018

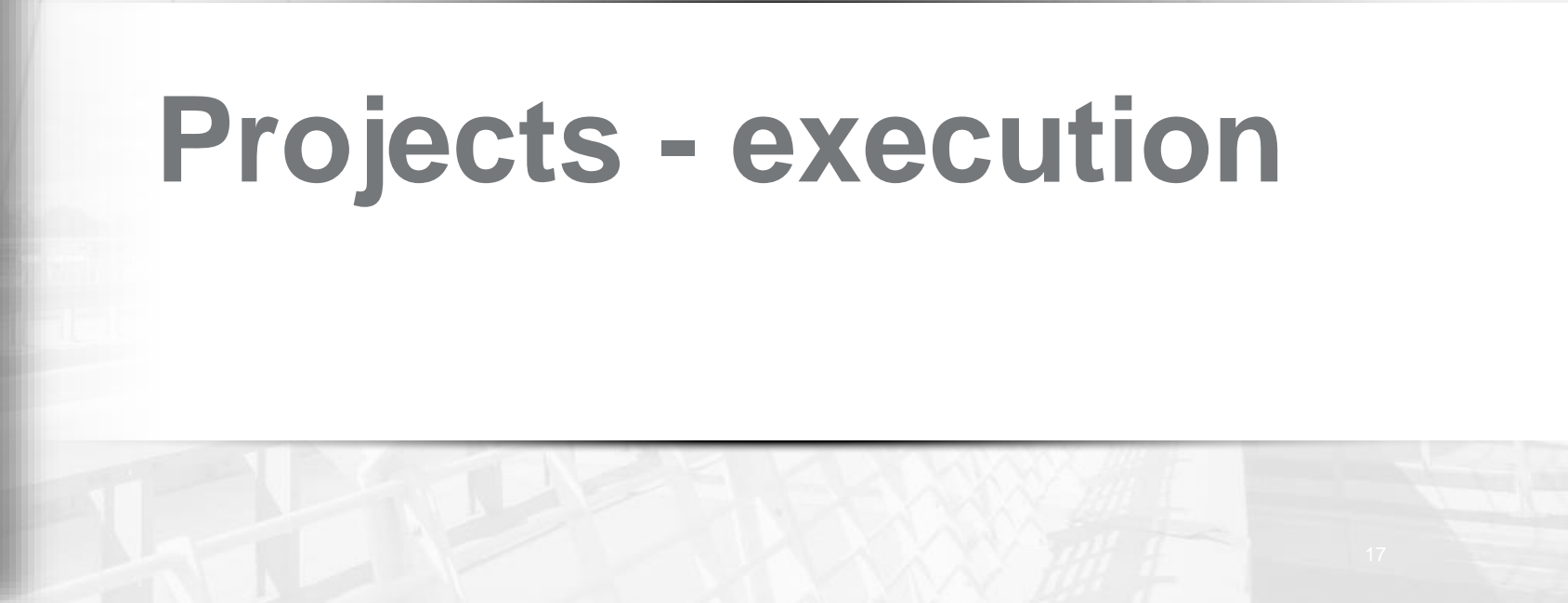


TRAKCJA GROUP: Limits of guarantee lines





Projects - execution



Order backlog of Trakcja Group

TOTAL VALUE

2 899 mPLN

as of 30.09.2018

Order backlog as of 30.09.2018	Net value (excluding consortium partners)
Trakcja PRKil	2 388
AB Kauno Group	378
PEUiM+Dalba	74
Torprojekt	34
Trakcja Ukraina	24
Trakcja Group	2 899

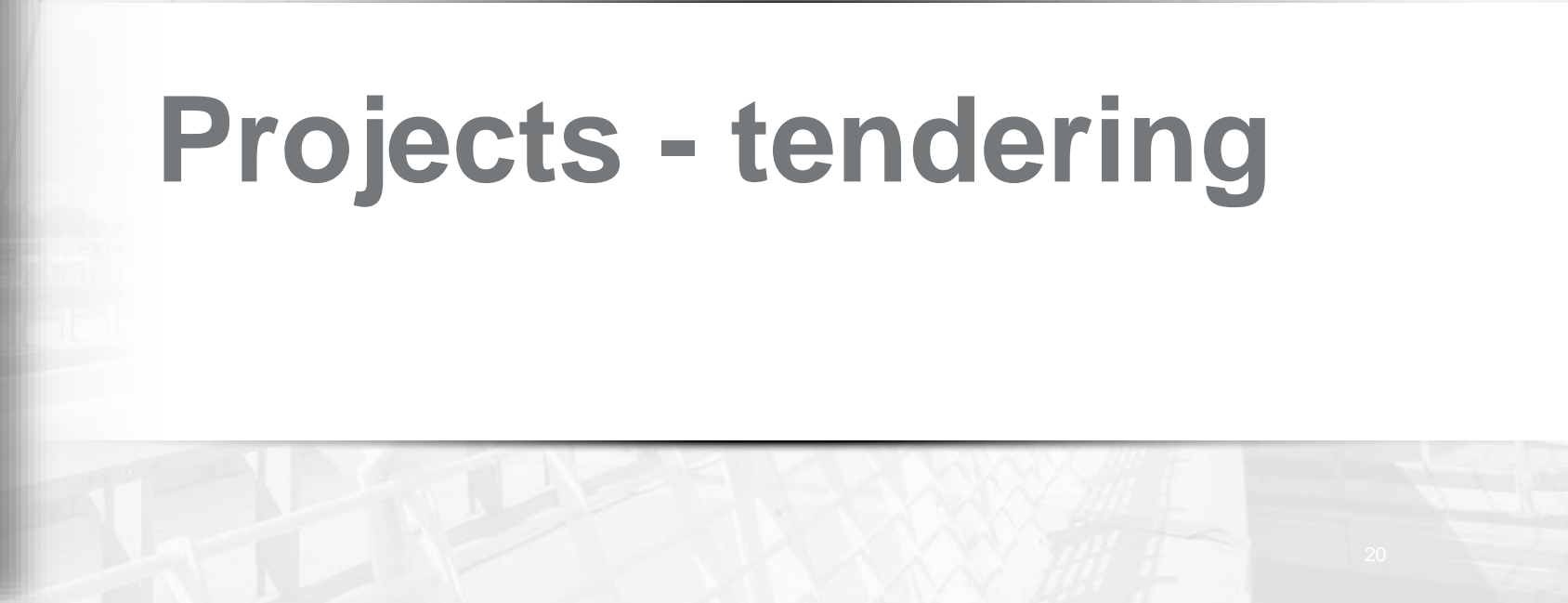
Key projects executed by Trakcja Group in 1-3Q 2018

Net value (mPLN)*	Location	Project name
558	S61 Szczuczyn - Budzisko, section: Węzeł Ełk Płd. - Węzeł Wysokie	Design and construction of the express road
423	Dębica - Sędziszów Małopolski	Modernization of the railway line
392	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
376	Szczecin Główny - Police	Construction of Szczecin Metropolitan Railway, task A
372	E20 Siedlce - Terespol	Design and execution of construction works on the railway line
329	S5 Szubin - Jaroszewo	Design and construction of the express road
305	Sędziszów Małopolski - Rzeszów Zach.	Modernization of the railway line
272	E59 Poznań Główny - Rokietnica	Reconstruction of track systems together with accompanying infrastructure
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
135	E67 (Via Baltica)	Extension of the E67 road
105	Szczecin	Construction of Szczecin Metropolitan Railway, task B
102	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 30.09.2018) in Trakcja Group

TOTAL VALUE
(excluding consortium partners)

2 045 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
42	Other
947	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
34	Road junction within A4 Kraków - Tarnów motorway
33	Construction and reconstruction of Klepacka street in Białystok
24	Expansion of the intersection of Warszawska Street and Kolska Street in Konin
347	Other
808	TOTAL

ENERGY SEGMENT

80	Optimization and preparation of the North-East Lithuanian power grid
55	Other
135	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

89	Other contracts
89	TOTAL

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