

Trakcja Polska S.A.

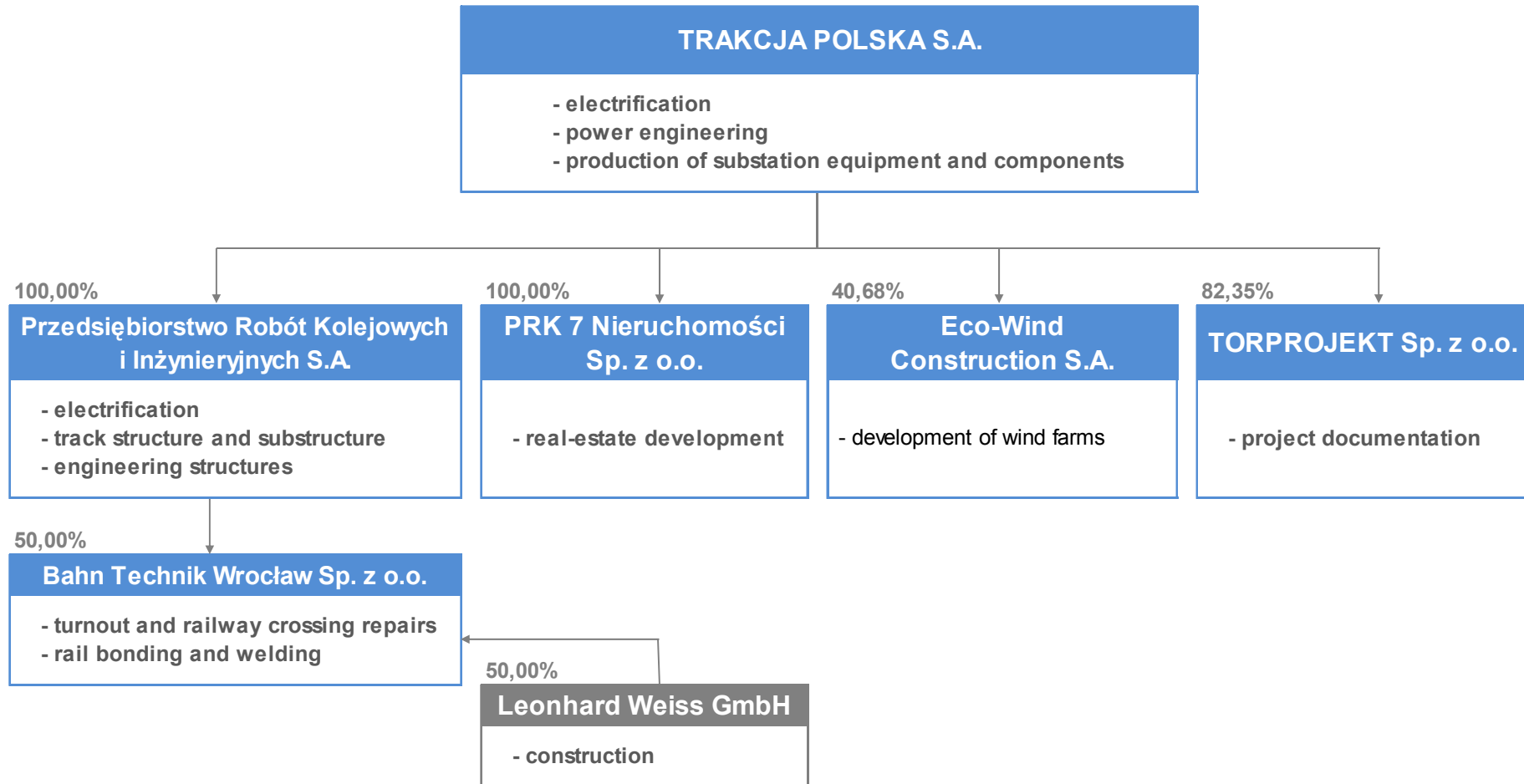
A Leading Provider of Construction and Installation Services to
Railway Sector in Poland

May 2011

Leading Provider of Construction and Installation Services to the Railway Sector in Poland

- **Large market**
 - It is estimated that total expenditure on construction and installation works in the Polish railway sector in 2011–2014 will amount to approx. EUR 6 bn and in the tramway sector – approx. EUR 2bn. The growth of the planned CAPEX exceeds the sector’s available capacity
- **Reliable payers**
 - The European Union and the Polish government are the actual payers to the Group
- **Limited competition**
 - New players face high entry barriers, including insufficient expertise, shortage of personnel and specialist equipment, insufficient knowledge of the market
- **Strong financial position**
 - Return on equity is at 8%
- **Strong strategic partner**
 - Comsa–Emte Group is the eight largest construction company in Spain, and the second largest company in the Spanish railway sector. Strategic partnership with Comsa-Emte provides us with access to the latest technology and know-how on renewable energy, and ensures financial stability

Structure of the Trakcja Polska Group



Key projects in railway infrastructure

Item	Project	Compensation for the Consortium (PLN m)	Scheduled completion date	The Group's role
1	Modernisations of Stations: Legionowo, Nowy Dwór Mazowiecki, Modlin	371	December 2010	Consortium Leader (Trakcja Polska S.A.)
2	Reconstruction and modernisation of the E-30/CE-30 railway line on the Opole - Wrocław - Legnica section, Środa Śląska - Malczyce route, together with the Malczyce station	167	March 2011	Consortium Leader (PRKiI S.A.)
3	Modernisation of the E-65 LCS Ciechanów line; LOT A – Gąsocin and Ciechanów Stations; Lot B – Świercze – Gąsocin and Gąsocin – Ciechanów routes	145	September 2011	Subcontractor (Trakcja Polska S.A.)
4	Reconstruction at the east side of Poznań Railway Station encompassing platforms 1, 2 and 3, platform roofs and stairways	43	December 2011	Consortium Leader (PRKiI S.A.)
5	Modernization of CE-30 railway line Opole Groszowice - Wrocław Brochów, Opole Wschód - Czarnowąsy section	38	November 2010	Consortium Leader (PRKiI S.A.)
6	"The modernisation of railway line no. 223 Czerwonka – Elk, on the Orzysz – Elk section at km 85.300 , 120.739".	43	November 2012	Consortium Leader (Trakcja Polska S.A.)
7	Modernisation of railway line No. 358 on section Zbąszynek – Czerwieńsk with construction of railway siding Pomorsko – Przylep bypassing Czerwieńsk station – Stage I	58	October 2012	Consortium Leader (PRKiI S.A.)
8	Modernisation of the E65/C-E65 railway line, Warsaw - Gdynia section - area of LCS Działdowo	781	February 2012	Consortium Leader (Trakcja Polska S.A.)
9	Construction of an integrated node in the area of the stadium for Euro 2012 - Euro 2012 Stadium node - the task 5.2 of the project: Integrated System of Rail Transport in the Agglomeration and in Wrocław	41	July 2011	Consortium Leader (PRKiI S.A.)
10	Modernization of railway system and elements of railway infrastructure in the area of station Wrocław Główny	40	April 2012	Consortium Leader (PRKiI S.A.)
11	Design and execution of construction works on the railway line Kraków - Medyka-state border, section Podłęże - Bochnia from km 16,000 to 39,000	589	January 2014	Consortium Leader (Trakcja Polska S.A.)
12	Tramline construction „Chełm – Nowa Łódzka” within Gdańsk City Transportation Project – faze III A and construction of Nowa Łódzka Street in Gdansk	35	April 2012	Consortium Member (Trakcja Polska S.A.)
13	Modernization of the E 30 railway line, section: Jaworzno Szczakowa - Trzebinia	300	March 2014	Consortium Leader (PRKiI S.A.)
	Design and execution of construction works on Line Kraków-Medyka-RP border on the section: Sędziszów Małopolski-Rzeszów Zachodni	298	September 2014	Consortium Leader (PRKiI S.A.)
14	Design and execution of construction works on Line Kraków – Medyka – RP border on the section: Dębica – Sędziszów Małopolski km 111,500 – 133,600	409	September 2013	Consortium Leader (PRKiI S.A.)
Total compensation for the Consortium		3 357		

- At present, we are executing fourteen key projects for a total value in excess of PLN 3,4 bn, where Group companies are hired either as general contractors or subcontractors.

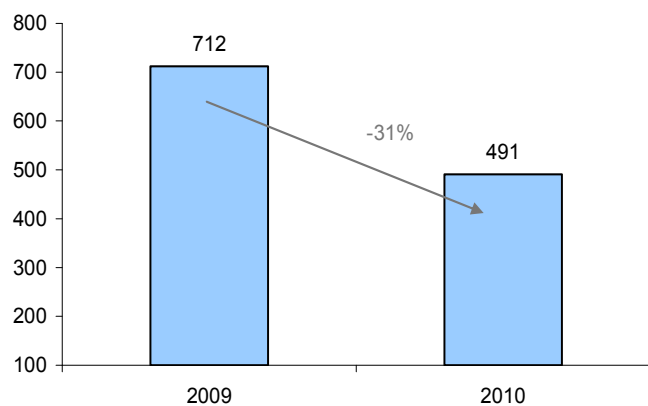
Yearly update: 2010 vs 2009

(PLN '000)

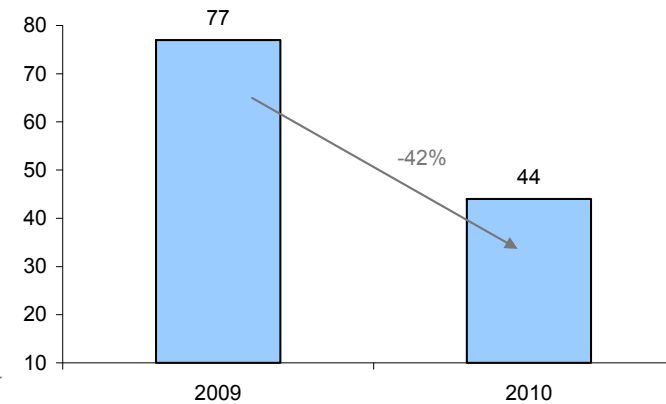
CONSOLIDATED INCOME STATEMENT (PLN '000)	2010	2009	value variance	% variance
Sales	491 163	711 624	-220 461	-31%
Gross margin	69 494	107 986	-38 492	-36%
as % of sales	14,1%	15,2%	-	-1,1 pp
Cost of sales and overheads	27 021	29 522	-2 501	-8%
Other operating activity	1 636	-1 812	3 448	-
EBIT	44 109	76 652	-32 543	-42%
% of sales	9,0%	10,8%	-	-1,8 pp
EBITDA	54 791	86 773	-31 982	-37%
Financial activity	5 235	11 140	-5 905	-53%
Share of profit of associates	-176	127	-303	-239%
Acquisition costs	8 364	-	8 364	-
Gross profit	40 804	87 919	-47 115	-54%
Profit from discontinuing operations	-	-	-	-
Net profit	32 604	70 807	-38 203	-54%

Yearly update: 2010 vs 2009

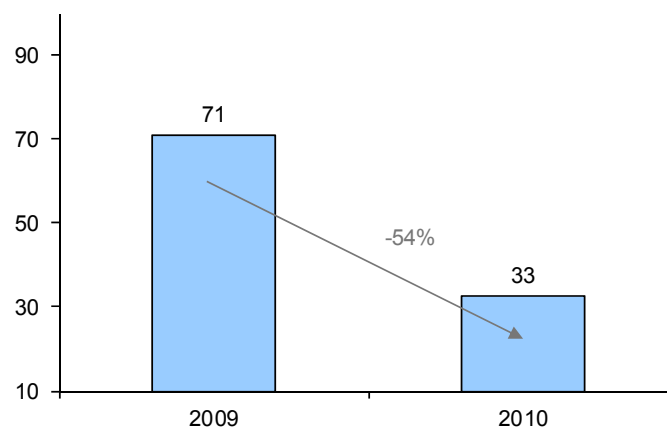
Sales revenue (PLN m)



EBIT (PLN m)



Net profit (PLN m)



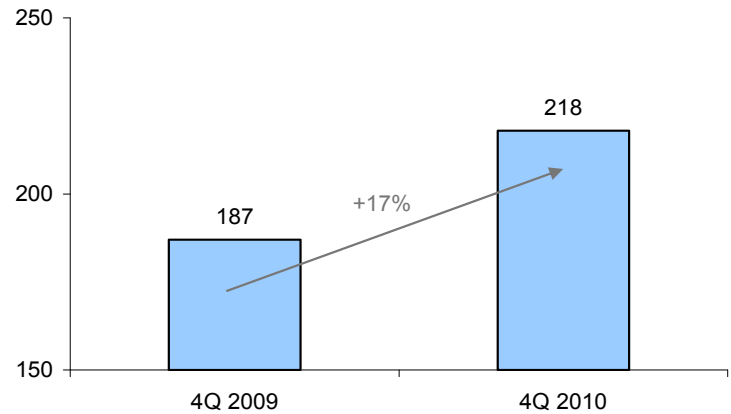
Quarterly update: Q4 2010 vs Q4 2009

(PLN '000)

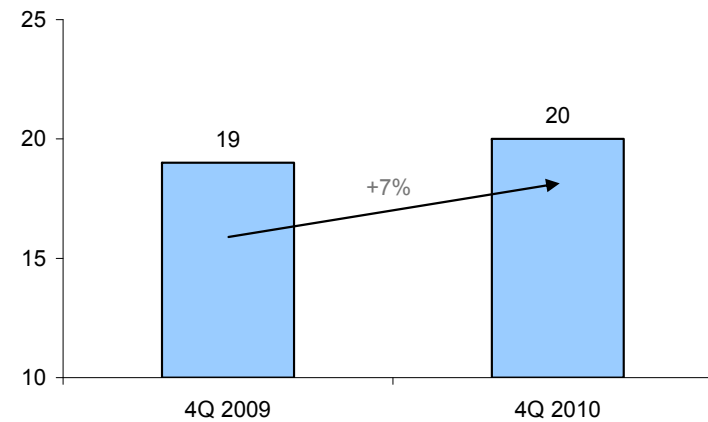
CONSOLIDATED INCOME STATEMENT (PLN '000)	Q42010	Q42009	value variance	% variance
Sales	217 690	186 847	30 843	17%
Gross margin	26 211	29 508	-3 297	-11%
<i>as % of sales</i>	12,0%	15,8%	-	-3,8 pp
Cost of sales and overheads	7 771	9 847	-2 076	-21%
Other operating activity	1 671	-813	2 484	-
EBIT	20 111	18 848	1 263	7%
<i>% of sales</i>	9,2%	10,1%	-	-0,9 pp
EBITDA	22 889	21 581	1 308	6%
Financial activity	2 777	2 262	515	23%
Share of profit of associates	1 226	355	871	245%
Acquisition costs	8 364	-	8 364	-
Gross profit	15 750	21 454	-5 704	-27%
Profit from discontinuing operations	-	-	-	-
Net profit	13 064	17 854	-4 790	-27%

Quarterly update: Q4 2010 vs Q4 2009

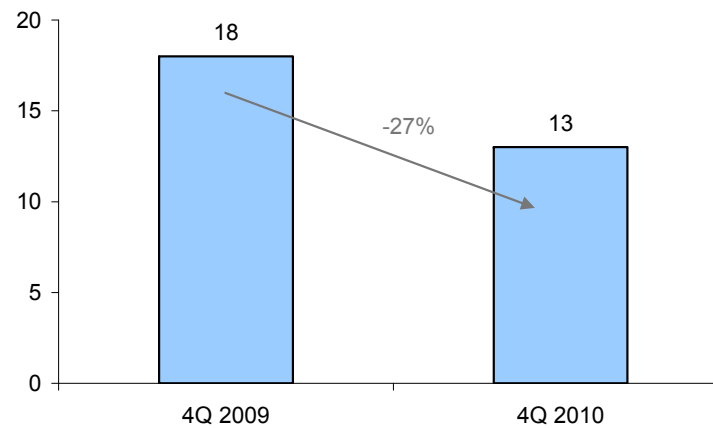
Sales revenue (PLN m)



EBIT (PLN m)



Net profit (PLN m)



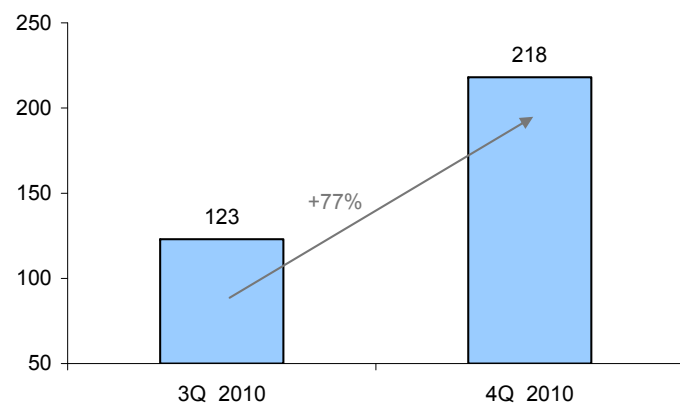
Quarterly update: Q4 2010 vs Q3 2010

(PLN '000)

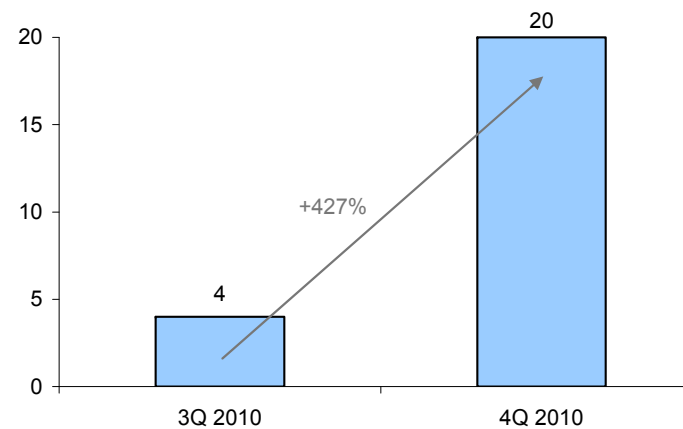
CONSOLIDATED INCOME STATEMENT (PLN '000)	Q42010	3Q2010	value variance	% variance
Sales	217 690	123 053	94 637	77%
Gross margin	26 211	10 645	15 566	146%
<i>as % of sales</i>	12,0%	8,7%	-	3,3 pp
Cost of sales and overheads	7 771	6 767	1 004	15%
Other operating activity	1 671	-63	1 734	-
EBIT	20 111	3 815	16 296	427%
<i>% of sales</i>	9,2%	3,1%	-	6,1 pp
EBITDA	22 889	6 477	16 412	253%
Financial activity	2 777	854	1 923	225%
Share of profit of associates	1 226	-319	1 545	-
Acquisition costs	8 364	-	8 364	-
Gross profit	15 750	4 350	11 400	262%
Profit from discontinuing operations	-	-	-	-
Net profit	13 064	3 090	9 974	323%

Quarterly update: Q4 2010 vs Q3 2010

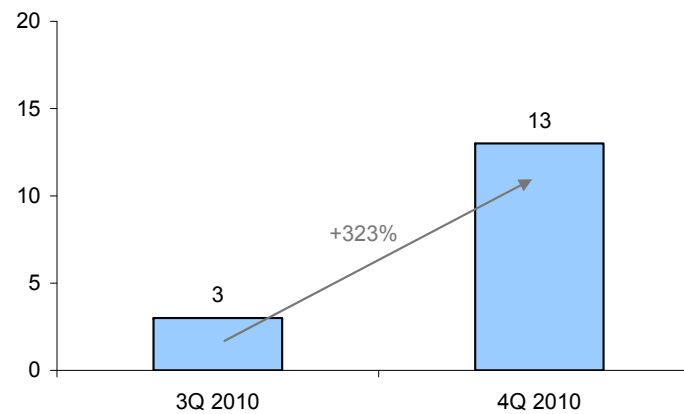
Sales revenue (PLN m)



EBIT (PLN m)



Net profit (PLN m)



Order backlog & new contracts

Order backlog* (PLN m)

31.12.2010	PLN	For 2011	For 2012+
2 612	100%	833	1 778

Order backlog* + best offers (PLN m)

31.12.2010
3 977

(*) order backlog as of 31.12.2010 and contracts signed in 2011

Best offers, not signed:

	mPLN
Modernization of the railway line nr 9, section from km 236,920 to 287,700, during the Local Area Control Center, based in Malbork	868
Modernization of railway line nr 30 Łuków – Lublin Północny section Lubartów – Lublin Północny in km 82,423 – 107,723 - Task 1	21
Design and construction of Łódź Widzew station and part of a railway track Łódź Fabryczna – Łódź Widzew from km 2,250 to km 7,200 within railway traffic control and telecommunication facilities for all section Łódź Fabryczna – Łódź Widzew and modernization of detour line Łódź Widzew – Łódź Chojny – Łódź Kaliska	238
Construction works associated with the installation of the x-ray scanner at the border crossing in Hrubieszów, Poland.	5
Laying the foundations for the Integrated Communication Center in Poznań	4
Medyka - State Border	230
Total	1 366

Contracts signed (awarded) in 2011:

	mPLN
Modernization of the railway bridge in 139.100 km of the railway line no. 4 (CMK)	9
Design, realization and implementation of power supply remote control system together with building of Central Signal Tower (NC Siedlce)	3
Development of design documentation and implementation based on that construction project: „Modernization part of technical infrastructure of railway line nr 7 Warszawa Wschodnia – Dorohusk within Lublin Północny passenger stop and Świdnik station for better communication within agglomeration SKM Gdynia	13
	9
Total	34

Contracts signed/awarded

Contracts signed (awarded) in 2010:	mPLN
Design and execution of the works of the task: The modernization of the railway line No 358 in the section: Zbąszynek - Czerwieńsk	58
Modernisation of the E65/C-E65 railway line, Warsaw – Gdynia section – area of LCS Działowo	781
Construction of an integrated node in the area of the stadium for Euro 2012 - Euro 2012 Stadium node - the task 5.2 of the project: Integrated System of Rail Transport in the Agglomeration and in Wrocław	41
Highway A1 Piekary Śląskie - Maciejów	3
Modernization of railway system and elements of railway infrastructure administrated by PKP (except for platforms, island station roofs, tunnel crossings) on station Wrocław Główny within the task: "Modernization of railway system and elements of railway infrastructure in the area of station Wrocław Główny	40
Design and execution of construction works on the railway line Kraków - Medyka-state border, section Podłęże - Bochnia from km 16,000 to 39,000 for the project: "Modernization E-30/C-E 30, railway line, section Kraków - Rzeszów , stage III, tender 1.1.	589
Tramline construction „Chełm – Nowa Łódzka” within Gdańsk City Transportation Project – faze III A and construction of Nowa Łódzka Street in Gdansk	35
Modernization of the E 30 railway line, section: Jaworzno Szczakowa - Trzebinia	300
Design and execution of construction works on Line Kraków -Medyka-RP border on the section: Sędziszów Małopolski-Rzeszów Zachodni	298
Design and execution of construction works on Line Kraków – Medyka – RP border on the section: Dębica – Sędziszów Małopolski km 111,500 – 133,600	409
Other	55
Total	2 609

Planned projects

Announced and started tenders	Offer value mPLN	Currency	Contract type	Tendering date	Notes
Basic construction works on railway line section Wrocław - Grabiszyn - Skokowa and Zmigrod - dolnoslaskie voivodship border in framework of project POIiŚ 7.1-4 "Modernization of the railway line E59 on section Wrocław - Poznan, Stage II - section Wrocław - dolnoslaskie voivodship border	230	PLN	build	11st January 2011	PRKiL - No. 1
Design and construction of Łódź Widzew station and part of a railway track Łódź Fabryczna – Łódź Widzew from km 2,250 to km 7,200 within railway traffic control and telecommunication facilities for all section Łódź Fabryczna – Łódź Widzew and modernization of detour line Łódź Widzew – Łódź Chojny – Łódź Kaliska	238	PLN	design and build	3rd February 2011	TP - No. 1
Modernization of the railway line nr 9, section from km 236,920 to 287,700, during the Local Area Control Center, based in Malbork	868	PLN	build	17th November 2010	TP - No. 1
Design and execution of works for task: Revitalization and modernization railway lines Olsztyn – Szczytno – Szymany (section Olsztyn – Szczytno – railway line nr 219 i section Szymany – Szczytno – linia kolejowa nr 35) as a railway connection of modernized Szymany airport with Olsztyn – faze I" within Regional Operational Programme Warmia i Mazury 2007-2013	131	PLN	build	8th April 2011	TP - No.12
Modernization of railway infrastructure on railway line No 132, section Pyskowice - Paczyna - Toszek - Strzelce Opolskie on a framework of programme : " Revitalization of railway line No 132/135 on section Gliwice Łabędy - Strzelce Opolskie - Opole Groszowice"	15	PLN	design and build	20th April 2011	PRKiL - No. 6
Modernization of railwayline nr 30 Łuków – Lublin Północny section Lubartów – Lublin Północny in km 82,423 – 107,723 - Task 1	20	PLN	design and build	27th April 2011	TP - No. 1
Modernization of railwayline nr 30 Łuków – Lublin Północny section Lubartów – Lublin Północny in km 82,423 – 107,723 - Task 2	21	PLN	design and build	27th April 2011	TP - No. 4
Modernization of railwayline nr 30 Łuków – Lublin Północny section Lubartów – Lublin Północny in km 82,423 – 107,723 - Task 3	9	PLN	design and build	27th April 2011	TP - No. 3
Construction on parking square for trams together with rails and traction network in Tram Exploitation Center "Zoliborz" - NZ-085-2011	8	PLN	build	28th April 2011	TP - No. 2
Construction of road tunnel in Ząbki	41	PLN	build	4th May 2011	TP - No. 4
Total	1 581				

Planned projects

Announced tenders		Currency	Contract type	Expected tendering date
1	Comprehensive realisation of assembly-construction works for tasks: 3.2 Reconstruction of trackways in Kliniczna street - section Hallera Avenue-Kliniczna junction; 3.3 Reconstruction of trackways in Kliniczna junction.	PLN	build	12th May 2011
2	Construction of new two-level crossings with other related infrastructure on the area of LCS Działdowo, including under track crossing on km 147,390; under track crossing on km 147,955; road viaduct on km 147,999 within a task POIiŚ 7.1-41 "Modernisation railway line E-65/CE-65, railway line section Warszawa - Gdynia-area of LCE Działdowo" - Tender 2D	PLN	build	20th May 2011
3	Implementation of design and construction works on the section Kozłów -Starzyny, implemented under the project "Modernization of the railway line No. 64 Psary - Kozłów "	PLN	design and build	24th May 2011
4	Reconstruction and modernization of the railway line E-30 and C-E30 section Legnica - Wrocław - Opole - rebuilding of the Czarnowąsy railway station km 10.260 - 13.130 and railway route Czarnowąsy - Borki Opolskie km 13.300 - 15,450 on railway line CE-30 Opole Groszowice - Wrocław Brochów including other related works	PLN	design and build	27th May 2011

Tenders planned to be announced in 1 H 2011		Currency	Contract type	Expected announcement date
1	Execution of works in the area of the Local Control Center Malbork under the project "Modernization of the E65/CE 65 railway line over a distance of Warsaw - Gdynia-next stage	PLN	build	1H 2011
2	Modernization of the station Skierniewice - LOT C	PLN	build	1H 2011
3	Modernization of E-30 railway line, station Lesnica	PLN	build	1H 2011
4	Modernization of the railway line E59 on section Wrocław - Poznan, Stage II - section dolnoslaskie voivodship border - Poznan	PLN	build	1H 2011
5	Modernization of E-20 railway line, on section Siedlce – Terespol – station Siedlce	PLN	build	1H 2011
6	Modernization of E-20 railway line, on section Siedlce – Terespol – station Malaszewice	PLN	build	1H 2011
7	Modernization of E-20 railway line, on section Siedlce – Terespol – station Lukow	PLN	build	1H 2011
8	Modernization of E-20 railway line, on section Siedlce – Terespol – station Biała Podlaska	PLN	build	1H 2011
9	Modernization of E-20 railway line, on section Siedlce – Terespol – station Miedzyrzec Podlaski	PLN	build	1H 2011