



# TRAKCJA PRKiI

JUNE 2014





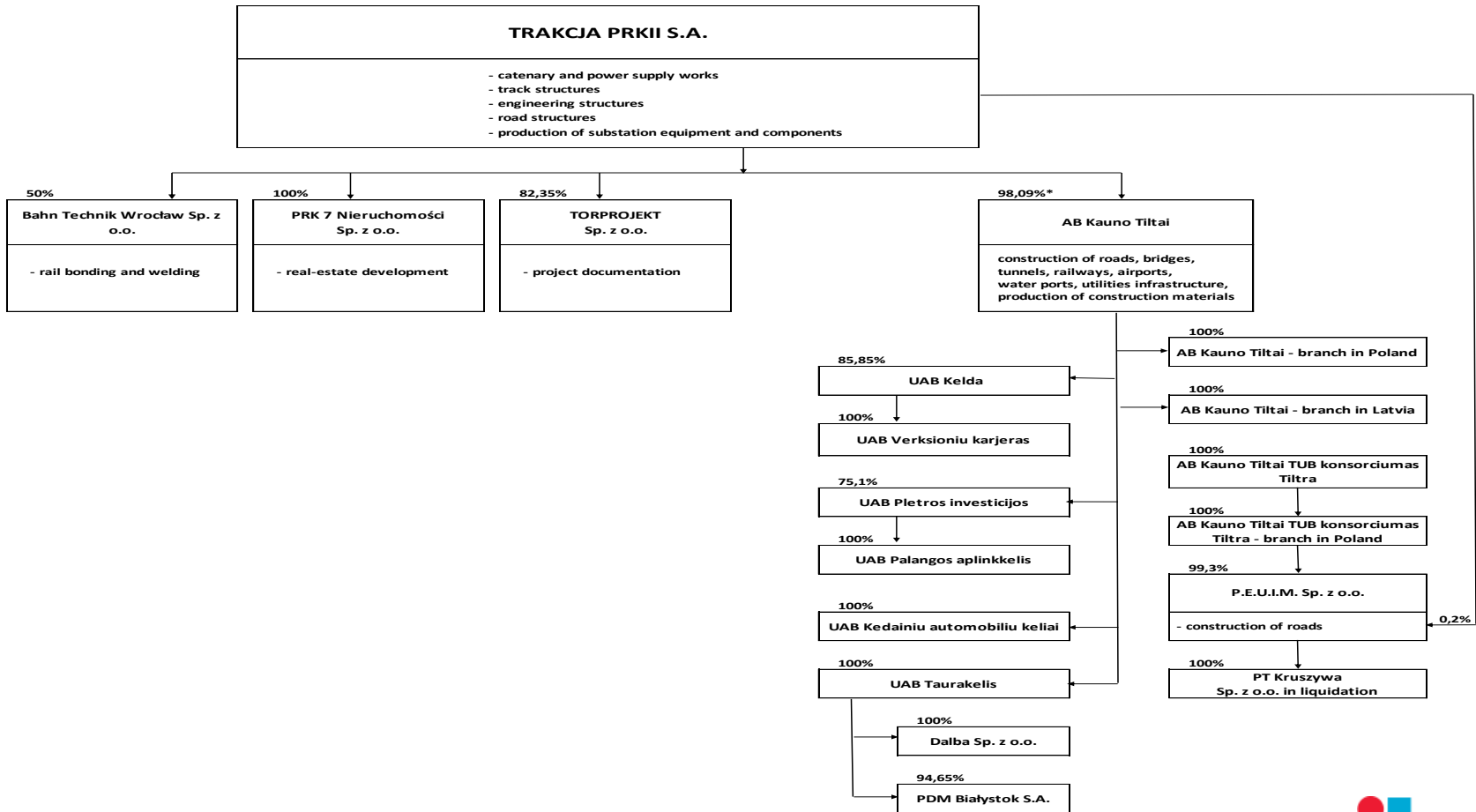
# 1

## Diversified Infrastructure Construction Group

- **Large market**
  - It is estimated that total expenditure on construction and installation works in the Polish railway sectors in 2015–2020 will amount to approx. EUR 9 bn. The growth of the planned CAPEX exceeds the sector's available capacity.
- **Reliable payers**
  - The European Union, the Polish and Lithuanian governments are the actual payers to the Group
- **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 ensures financial stability



# 2 Structure of the Trakcja PRKil Group





# 3

## Current Projects

### Key railway projects

(Projects over 30 mPLN)

No	Project name	Compensation for the Consortium (PLN m)*	Scheduled completion date	The Group's role
1	Design and execution of construction works on the railway line Kraków - Medyka - state border, section Podłęże - Bochnia from km 16,000 to 39,000	620	2015	Consortium Leader (Trakcja PRKiI S.A.)
2	Modernization of the railway line nr 9, section from km 236,920 to 287,700, during the Local Area Control Center, based in Malbork	814	2014	Consortium Leader (Trakcja PRKiI S.A.)
3	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	277	2015	Consortium Leader (Trakcja PRKiI S.A.)
4	Design and execution of works for task: Technical Depot within Project "Construction of agglomeration rail in Łódź"	56	2014	Consortium Leader (Trakcja PRKiI S.A.)
5	Modernization of the E 30 railway line, section: Jaworzno Szczakowa - Trzebinia	300	2014	Consortium Leader (Trakcja PRKiI S.A.)
6	Design and performance of construction Works on the railway line Sędziszów Małopolski – Rzeszów Zachodni	299	2014	Consortium Leader (Trakcja PRKiI S.A.)
7	The design and performance of construction works on railway tracks: Dębica – Sędziszów Małopolski	420	2014	Consortium Leader (Trakcja PRKiI S.A.)
8	Modernisation of line no. E59 Wrocław - Lower Silesian Voivodeship Border	525	2014	Consortium Leader (Trakcja PRKiI S.A.)
9	Revitalization of no. 144 railway line, section Fosowskie – Opole	130	2014	Consortium Leader (Trakcja PRKiI S.A.)
10	Revitalisation of Strzałki Rail Station	60	2014	Consortium Leader (Trakcja PRKiI S.A.)



# 4

## Current Projects

### Key railway projects

(Projects over 30 mPLN)

No	Project name	Compensation for the Consortium (PLN m)*	Scheduled completion date	The Group's role
11	Execution of works of traction on the trail Czempirń-Mosina and Luboń-Poznan	53	2015	Consortium Leader (Trakcja PRKiI S.A.)
12	Track works and drainage and medium pressure gas pipeline on the section Pruszkow - Grodzisk Mazowiecki - section IV	78	2014	Consortium Leader (Trakcja PRKiI S.A.)
13	Construction of the Second Track in Kyviškės - Valčiūnai section of Vilnius Bypass on the Corridor IXB	263	2014	Consortium Leader (Kauno Tiltai LT)
14	Construction of the Double Tracks in section Pavenčiai-Raudėnai	106	2014	Consortium Leader (Kauno Tiltai LT)
15	Construction of the Double Tracks in section Telšiai-Dūseikiai	105	2014	Consortium Leader (Kauno Tiltai LT)
16	Construction of the Double Tracks in section Kūlpėnai-Kretinga	122	2014	Consortium Leader (Kauno Tiltai LT)
17	Reconstruction of "Rail Baltica" railway section Marijampolė - Šeštokai, Part I - Part IV	115	2014	Consortium Leader (Kauno Tiltai LT)
18	Reconstruction of "Rail Baltica" railway section Marijampolė - Šeštokai, Part V	263	2014	Consortium Leader (Kauno Tiltai LT)

**Total**

4 604

\* assumed LTL/PLN exchange rate of 1,2081



# 5

## Current projects

### Key civil projects

(Projects over 30 mPLN)

No	Project name	Compensation for the Consortium (mPLN)*	Scheduled completion date	The Group's role
1	Vilnius Western bypass II stage	170	2014	Consortium Leader (Kauno Tiltai LT)
2	Construction of a bridge between Juozapavicius str. and Tiltu str.	94	2016	Consortium Leader (Kauno Tiltai LT)
3	Trans-European road network E85. Vilnius Southern bypass construction. Contract no. 3	35	2014	Consortium Partner (Kauno Tiltai LT)
4	110 kV overhead transmission line replacement cable from L. Asanaviciutes street by Ozo	38	2014	Consortium Leader (Kauno Tiltai LT)
5	Construction and maintenance works of bypass of Palanga (Lithuania)	41	2015	Consortium Leader (UAB „Palangos aplinkelis“, UAB „Pietros investicijos“)
<b>Total</b>		<b>377</b>		

\* assumed LTL/PLN exchange rate of 1,2081

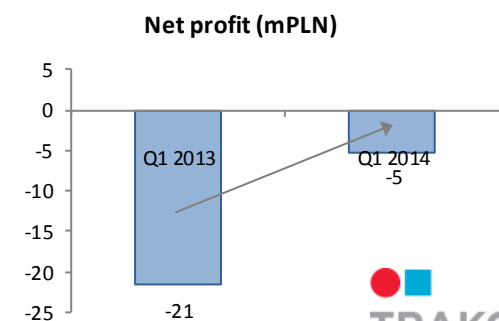
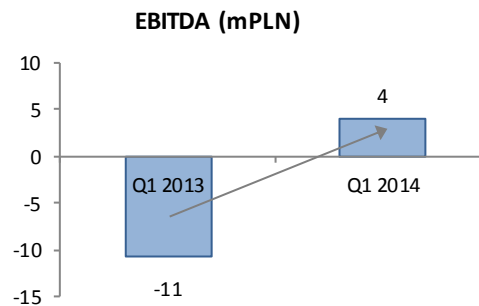
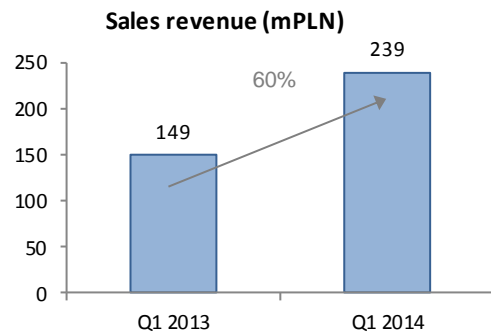


# 6

## Quarterly update: Q1 2014 vs. Q1 2013

(PLN '000)

CONSOLIDATED INCOME STATEMENT	Q1 2014	Q1 2013	value variance
<b>Sales</b>	<b>239 072</b>	<b>149 288</b>	<b>89 784</b>
Gross margin	12 204	-4 789	16 993
as % of sales	5,1%	-3,2%	
Cost of sales and overheads	13 704	14 344	-640
Other operating activity	-401	2 899	-3 300
<b>EBIT</b>	<b>-1 901</b>	<b>-16 234</b>	<b>14 333</b>
as % of sales	-0,8%	-10,9%	
<b>EBITDA</b>	<b>3 936</b>	<b>-10 610</b>	<b>14 546</b>
Financial activity	-4 046	-5 766	1 720
Gross profit	-5 947	-22 000	16 053
Tax	708	562	146
<b>Net profit</b>	<b>-5 239</b>	<b>-21 438</b>	<b>16 199</b>





# 9

## ORDER BACKLOG: Current Portfolio for 2014 and 2015

amounts in M PLN

### TRAKCJA GROUP: Order backlog (mPLN)

#### Order backlog (mPLN)

	31.03.2014*	PLN	LTL	LVL	EUR	For 2014	For 2015+
<b>Trakcja PRKiI</b>	<b>2 031</b>	100,0%	0,0%	0,0%	0,0%	<b>1 139</b>	<b>892</b>
<b>Kauno Tiltai AB Group**</b>	<b>828</b>	2,7%	94,0%	1,1%	2,1%	<b>608</b>	<b>220</b>
<b>Trakcja Group</b>	<b>2 859</b>	71,8%	27,2%	0,3%	0,6%	<b>1 747</b>	<b>1 112</b>

(\*) including contracts signed after March 31, 2014

(\*\*) assumed LTL/PLN exchange rate of 1,2081

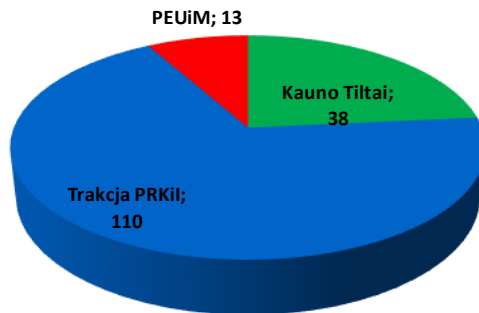




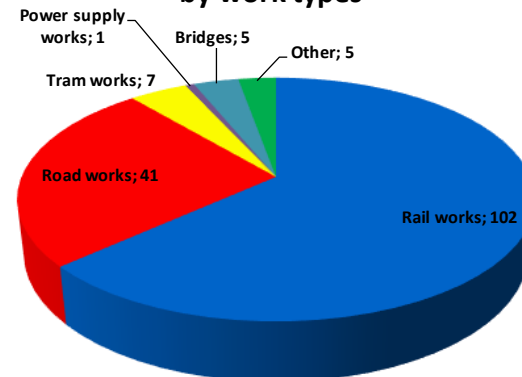
# 10 ORDERS RECEIVED 2014

Contract	mPLN*	Company	Signing Date	Work types
1 Reconstruction of the railway Warszawa - Łódź, stage 2, section Warszawa Zach.- Skierniewice	78	Trakcja PRKiI	2014-03-17	Rail works
2 Reconstruction of Road P104 Tukums-Auce-Vitiniai(Lithuania border) Section Zebrene - Lielauce 45,40 - 55,70km	18	Kauno Tiltai	2014-03-03	Road works
3 The construction of two-level junction or parallel roads to eliminate crossing at km 142.850	10	Trakcja PRKiI	2014-04-25	Rail works
4 The construction of two-level junction or parallel roads to eliminate crossing at km 149,500	14	Trakcja PRKiI	2014-04-25	Rail works
5 Other contracts of Trakcja PRKiI	8	Trakcja PRKiI	-	-
6 Other contracts of Kauno Tiltai LT Subgroup	20	Kauno Tiltai	-	-
7 Other contracts of PEUiM Subgroup	13	PEUiM	-	-
<b>Total</b>	<b>160</b>			

Total Contracts signed in 2014 (mPLN)



Total Contracts signed in 2014 (mPLN)  
by work types



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