



Investor Presentation

1H'17 financial results



Budimex Group structure

1H'17 results summary

budimex

1H'17 sales

1H'17 EBIT

2 722 M PLN

249 M PLN

Internal eliminations

-182 M PLN

1 M PLN

budimex

Construction segment

2 597 M PLN

211 M PLN

Developer segment

230 M PLN

31 M PLN

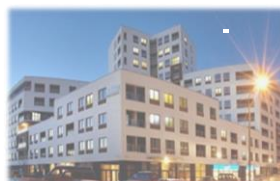
Other activities

77 M PLN

6 M PLN



budimex



budimex
nieruchomości



ELEKTROMONTAŻ
pracujemy z energią

Controlled since: Jan'13



mostostal
kraków



fbserwis

Stake: 49%

Established: Mar'12



budimex
Parking Wrocław

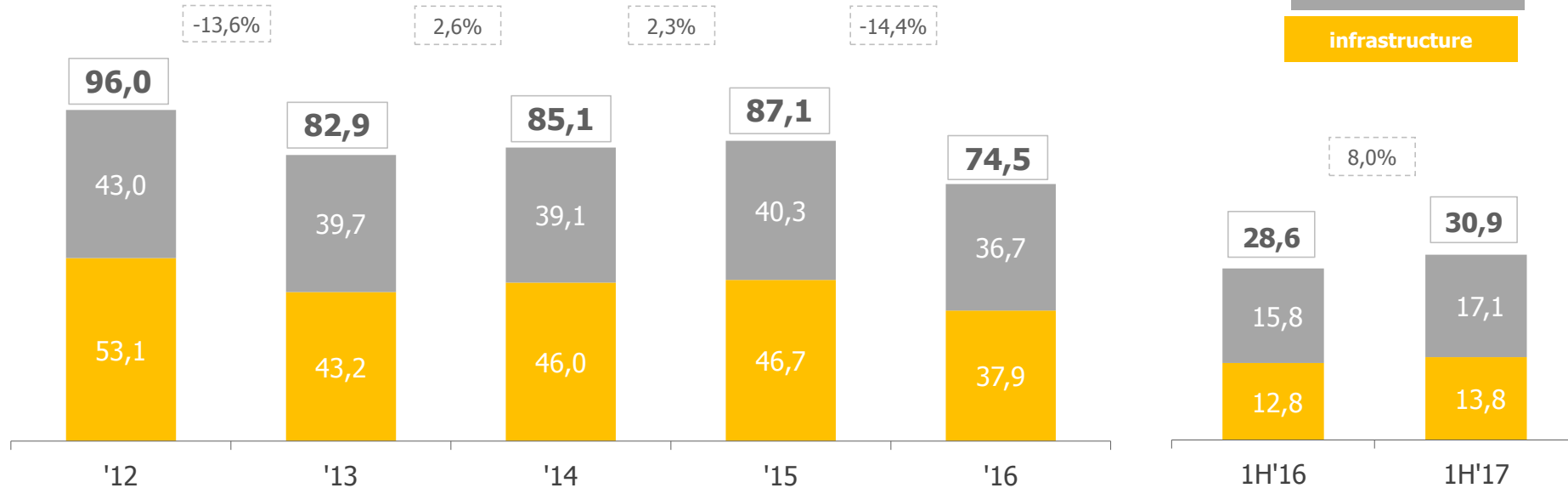
1H'17 at a glance

1H'17 results summary

budimex

- **383 M PLN** highest ever dividend paid in June (+84% y-o-y)
- Historic order backlog of **9,6 bn PLN** (+4% y-o-y)
- Excellent **EBIT** profitability at **9,2%** (+1,8 pp. y-o-y)
- **886 flats** presold by Budimex Nieruchomosci (+24% y-o-y)

Construction & assembly production (bn PLN)



Source: Central Statistical Office

All figures in M PLN, unless stated otherwise

1H'17: growing sales and healthy profitability

1H'17 results summary

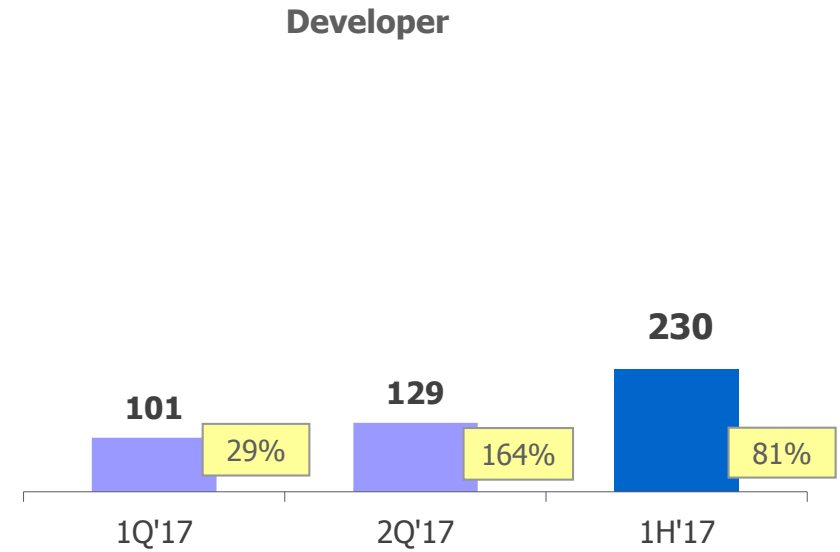
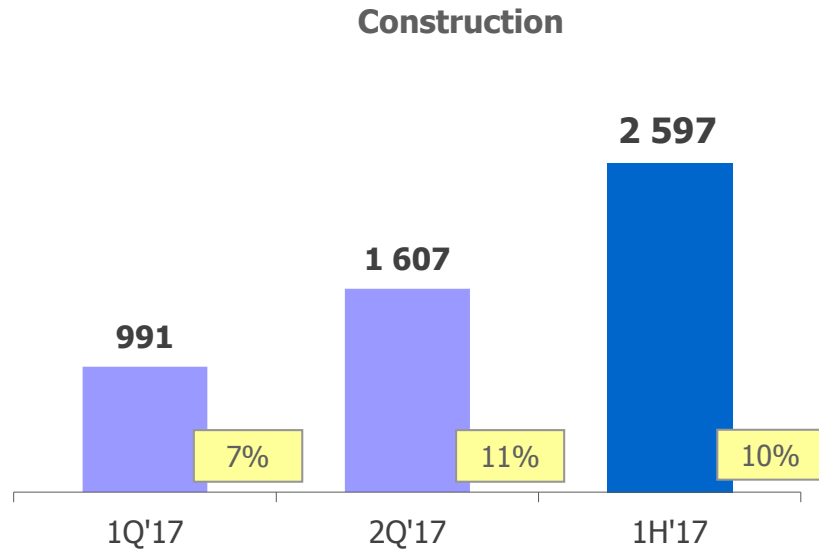
budimex

	2Q'17	2Q'16	Δ 2Q-2Q	1H'17	1H'16	Δ 1H-1H
Sales	1 669	1 442	227	2 722	2 430	292
<i>y-o-y dynamics</i>			<i>15,7%</i>			<i>12,0%</i>
Gross margin	189	185	4	352	300	52
<i>% sales</i>	<i>11,3%</i>	<i>12,8%</i>	<i>-1,5 pp.</i>	<i>12,9%</i>	<i>12,4%</i>	<i>0,6 pp.</i>
EBIT	139	115	23	249	178	71
<i>% sales</i>	<i>8,3%</i>	<i>8,0%</i>	<i>0,3 pp.</i>	<i>9,2%</i>	<i>7,3%</i>	<i>1,8 pp.</i>
PBT	137	117	20	244	183	61
<i>% sales</i>	<i>8,2%</i>	<i>8,1%</i>	<i>0,1 pp.</i>	<i>9,0%</i>	<i>7,5%</i>	<i>1,4 pp.</i>
Net profit	109	95	15	195	146	49
<i>% sales</i>	<i>6,6%</i>	<i>6,6%</i>	<i>0,0 pp.</i>	<i>7,2%</i>	<i>6,0%</i>	<i>1,1 pp.</i>
<hr/>						
Net cash	1 288	1 784	-496	1 288	1 784	-496
<i>end-period balance</i>						
<i>change in period</i>	<i>-729</i>	<i>-241</i>	<i>-488</i>	<i>-1 308</i>	<i>-511</i>	<i>-797</i>
Backlog	9 614	9 266	348	9 614	9 266	348
<i>end-period balance</i>						
<i>change in period</i>	<i>309</i>	<i>168</i>	<i>141</i>	<i>684</i>	<i>845</i>	<i>-160</i>

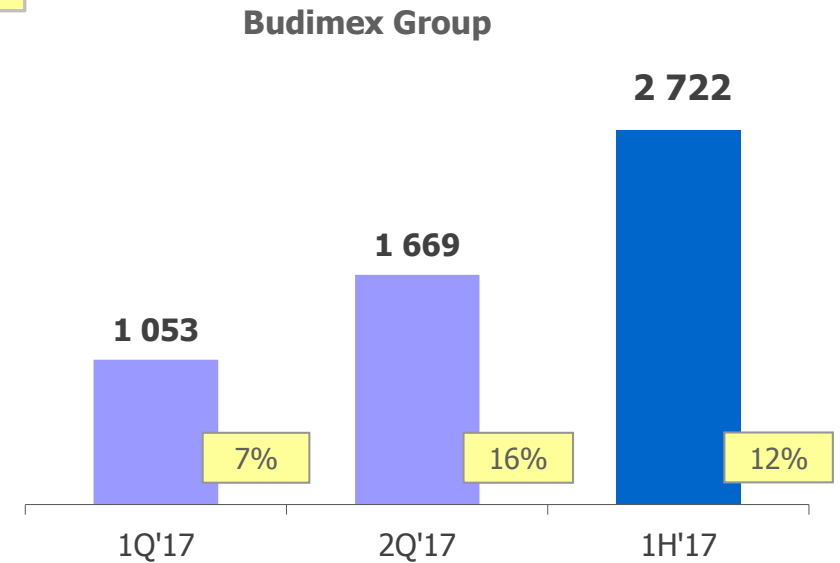
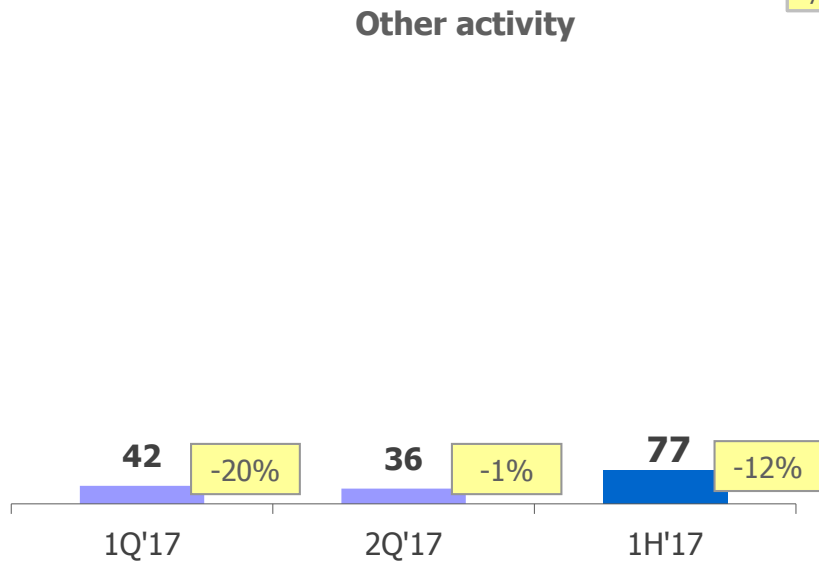
1H'17 sales by segment

1H'17 results summary

budimex

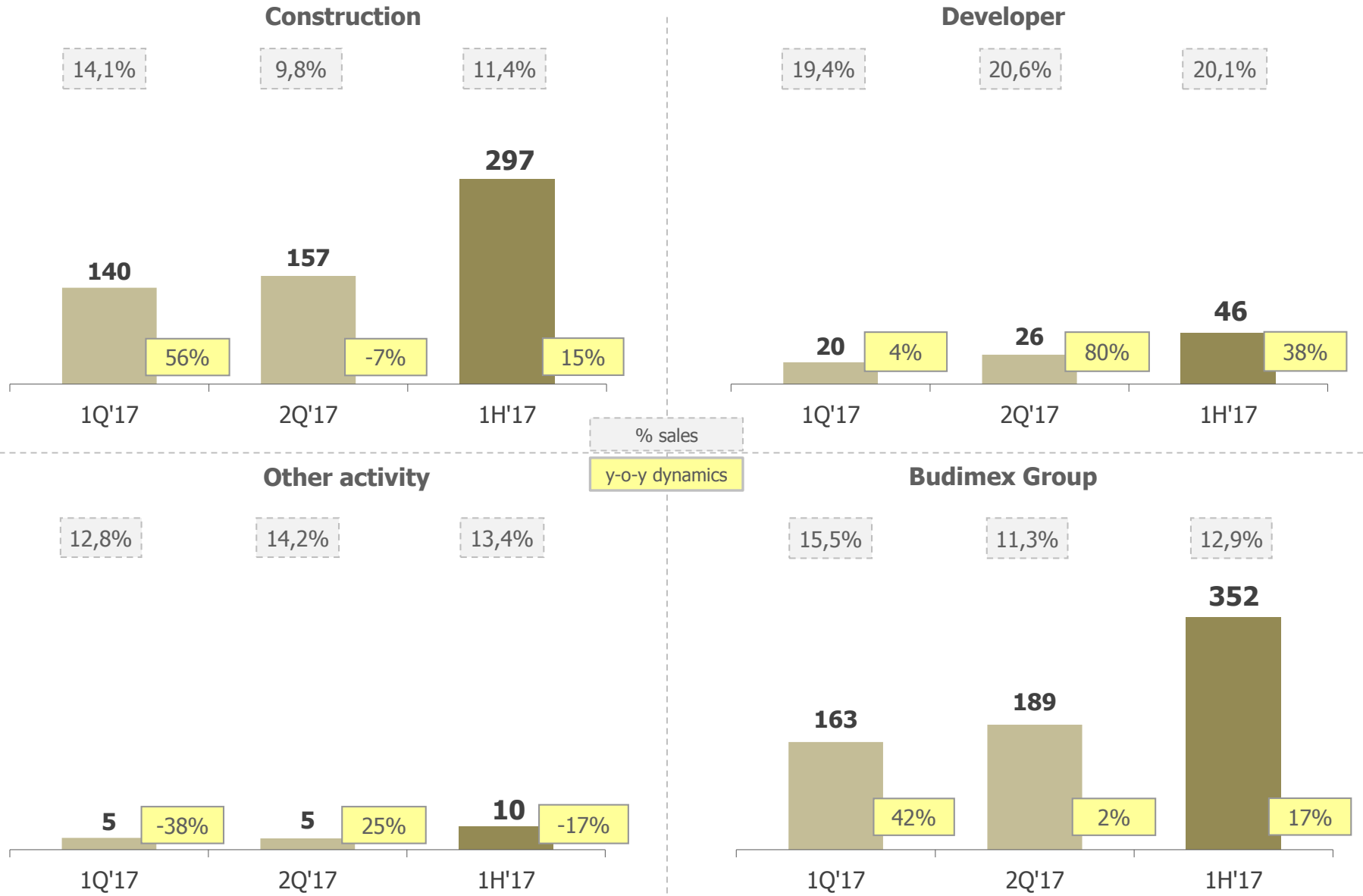


y-o-y dynamics



1H'17 gross margin by segment

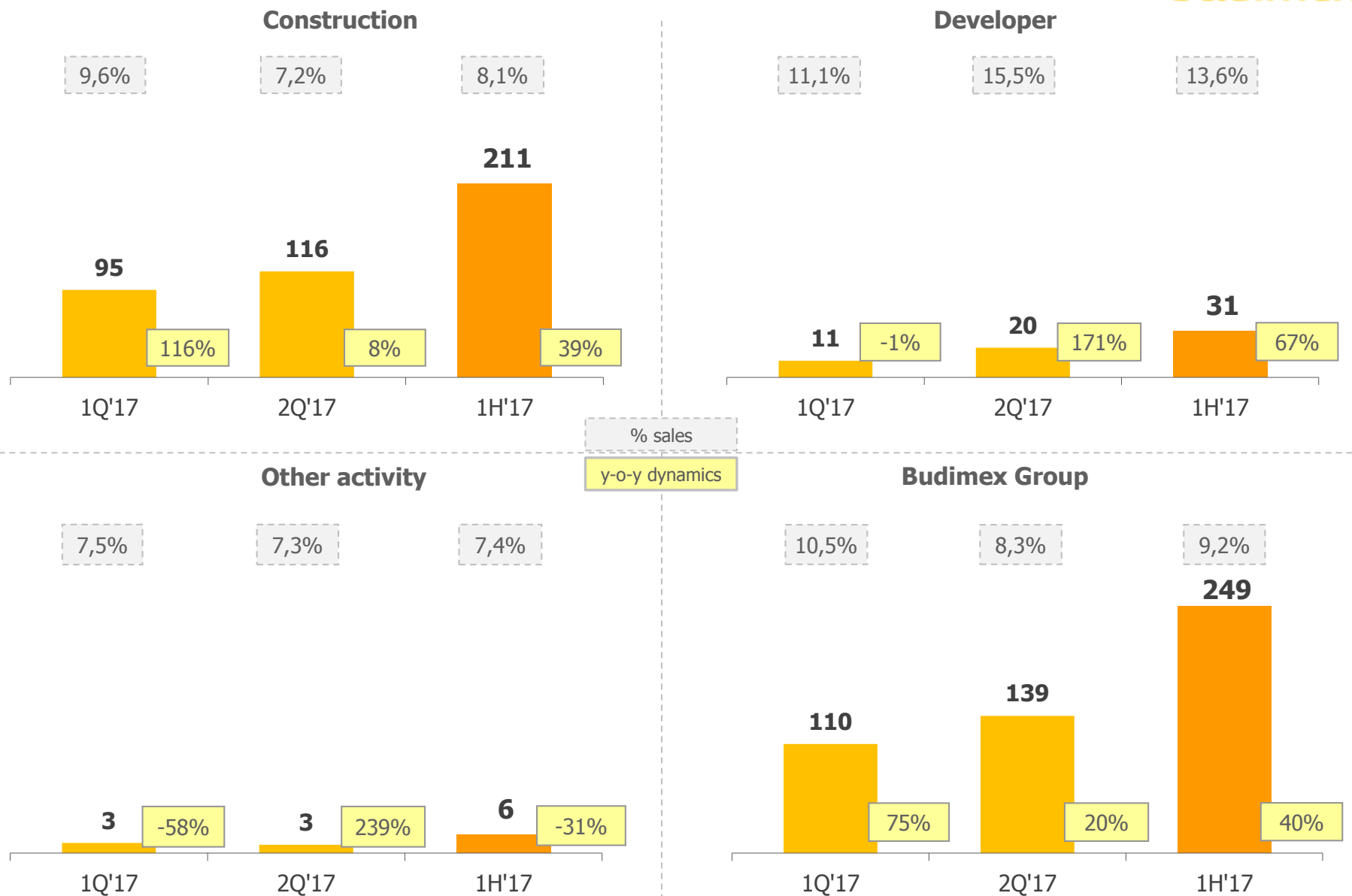
1H'17 results summary



1H'17 EBIT by segment

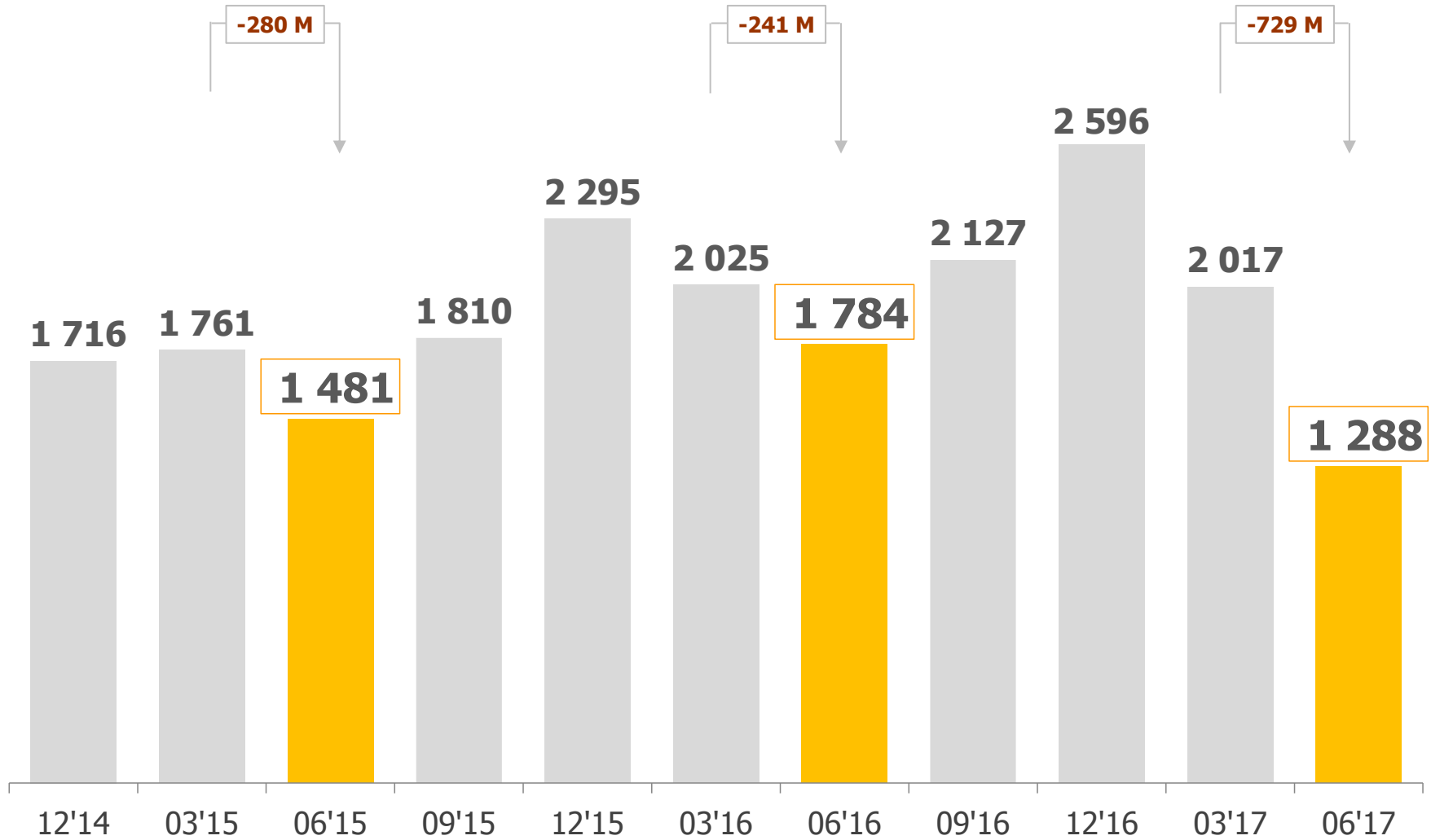
1H'17 results summary

budimex



Net cash evolution in Budimex Group

1H'17 results summary



Construction: historic backlog & strong profitability

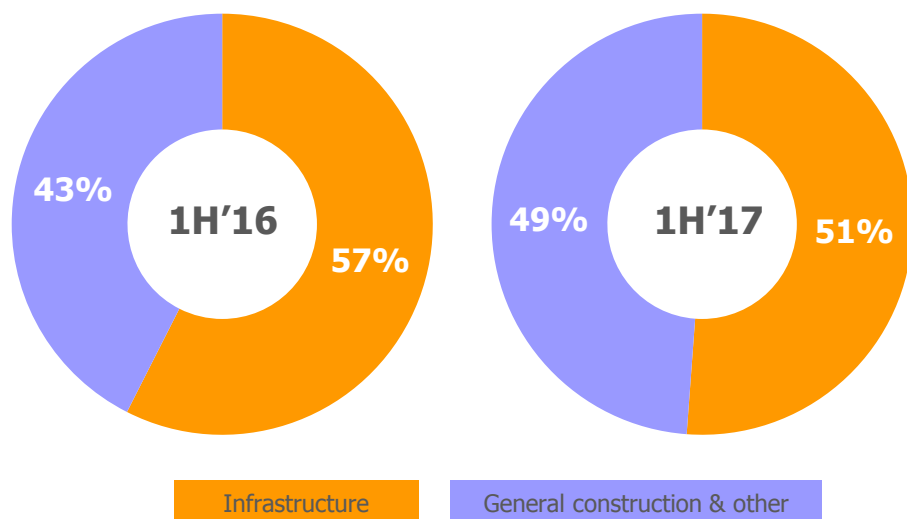
Construction segment

Construction results (M PLN)

	1H'17	y-o-y dynamics
Sales	2 597	10%
Gross margin	297	15%
% sales	11,4%	0,6 pp.
Operating profit	211	39%
% sales	8,1%	1,7 pp.
Net profit	166	35%
% sales	6,4%	1,2 pp.

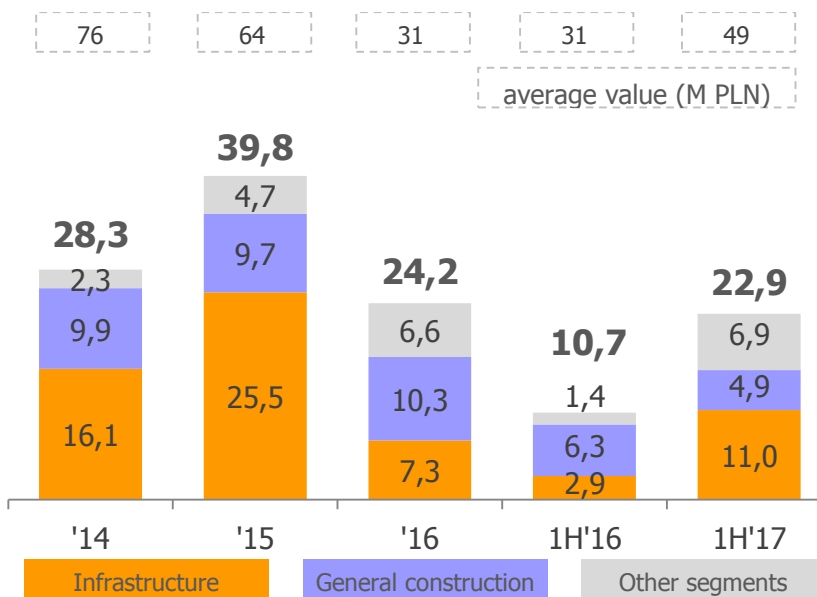
- ☑ In 1H'17 construction segment reached 2 597 M PLN sales (+10% y-o-y) improving gross margin profitability by 0,6 pp.
- ☑ Value of offers placed in 1H'17 amounted to 22,9 bn PLN (+114% y-o-y)
- ☑ Backlog grew again to historic 9,6 bn PLN mainly thanks to strong order intake in railway segment (1,0 bn PLN)

Construction sales by segment



Offers placed by Budimex SA

(by segment, bn PLN)

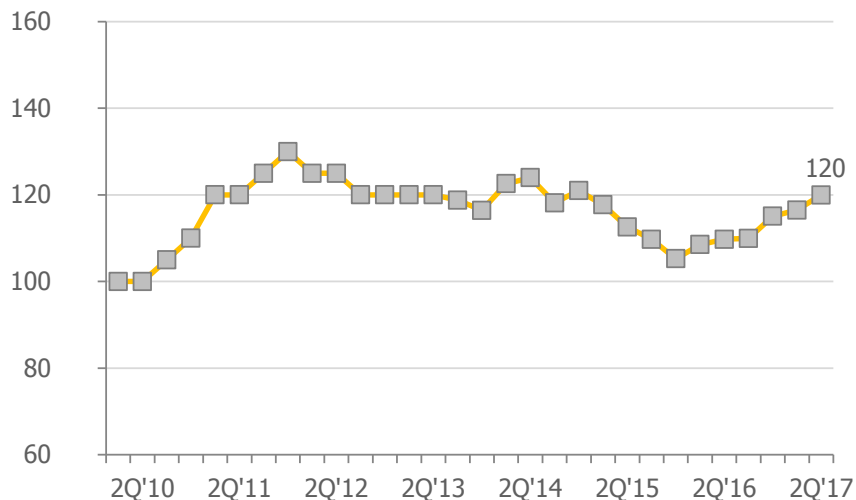


Material prices evolution

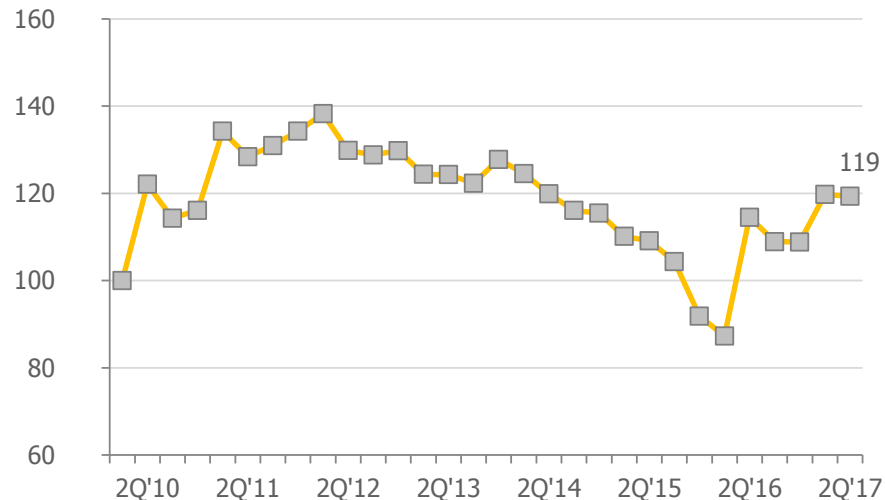
Construction segment



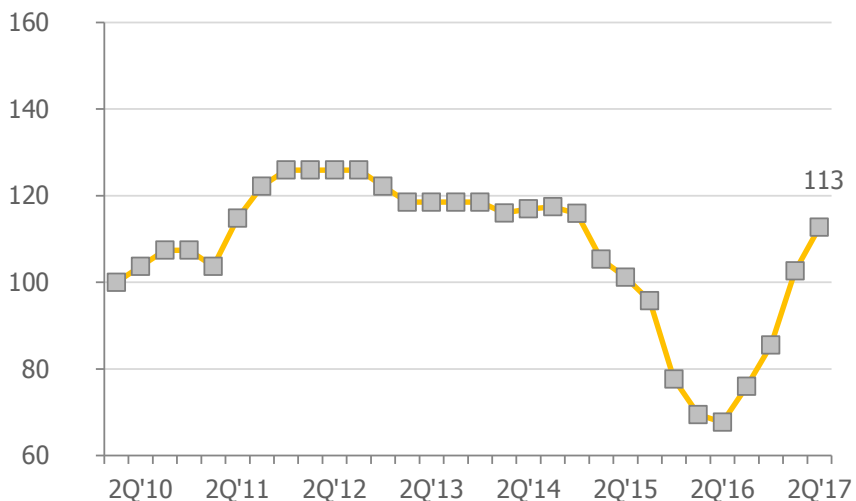
Concrete (1Q'10 = 100)



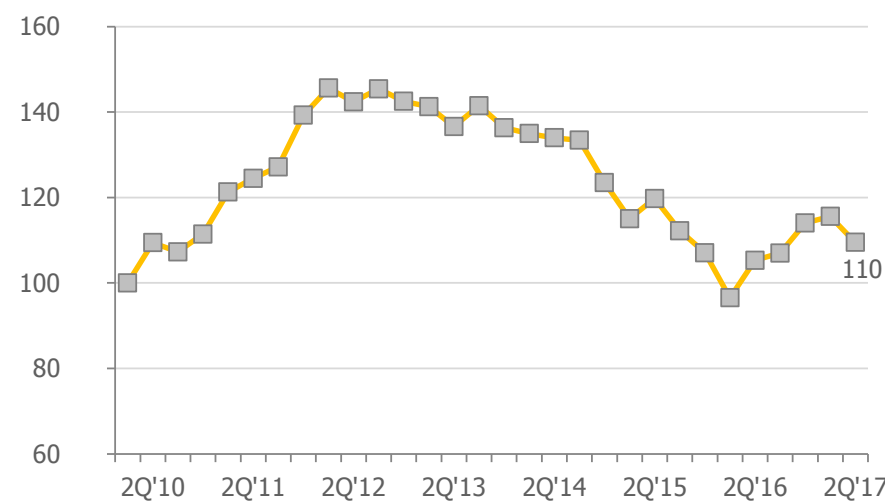
Reinforcement steel (1Q'10 = 100)



Asphalt (1Q'10 = 100)



Diesel oil (1Q'10 = 100)



Source: Budimex internal data, diesel oil prices according to Lotos SA data

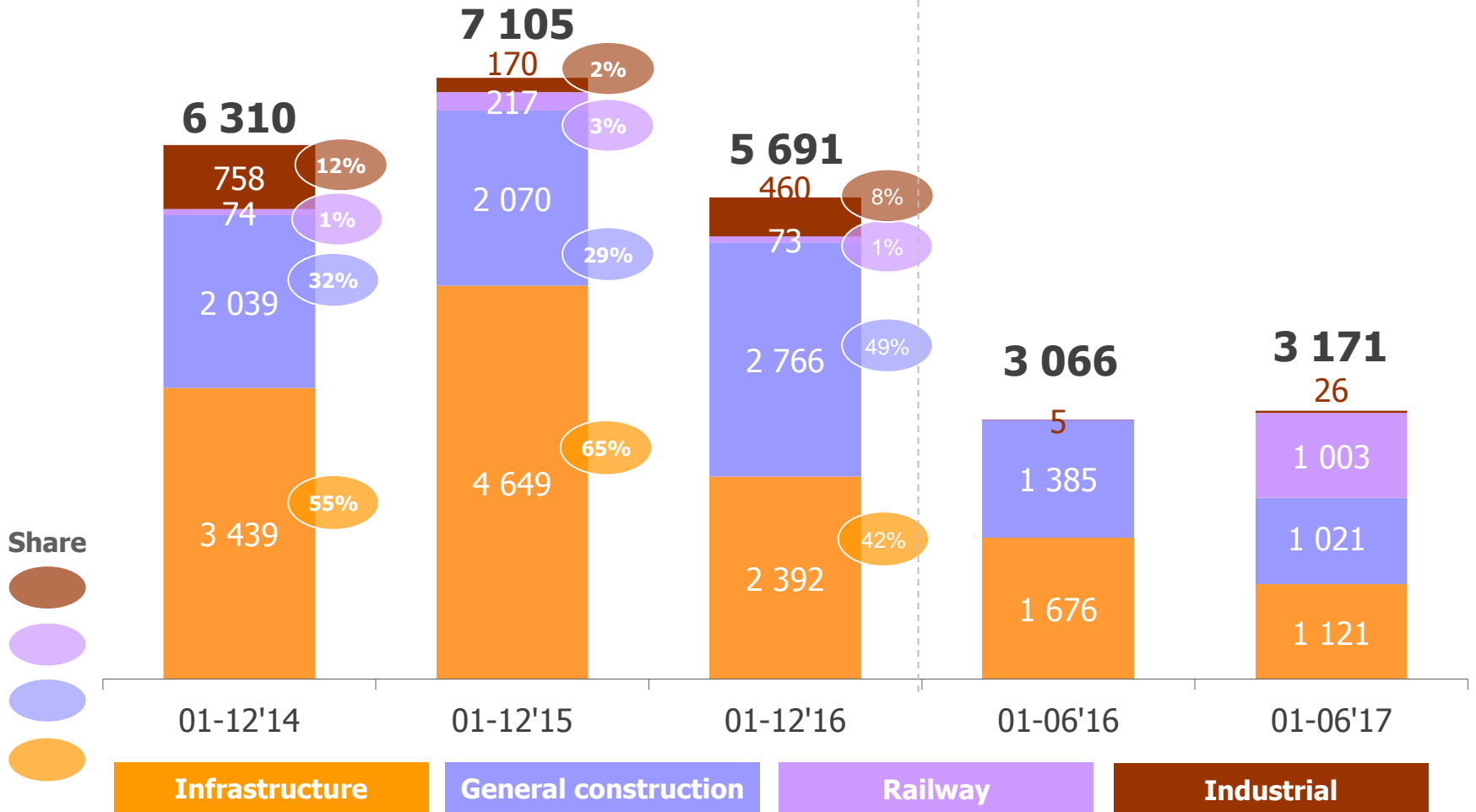
Contracts signed in Budimex Group

Construction segment



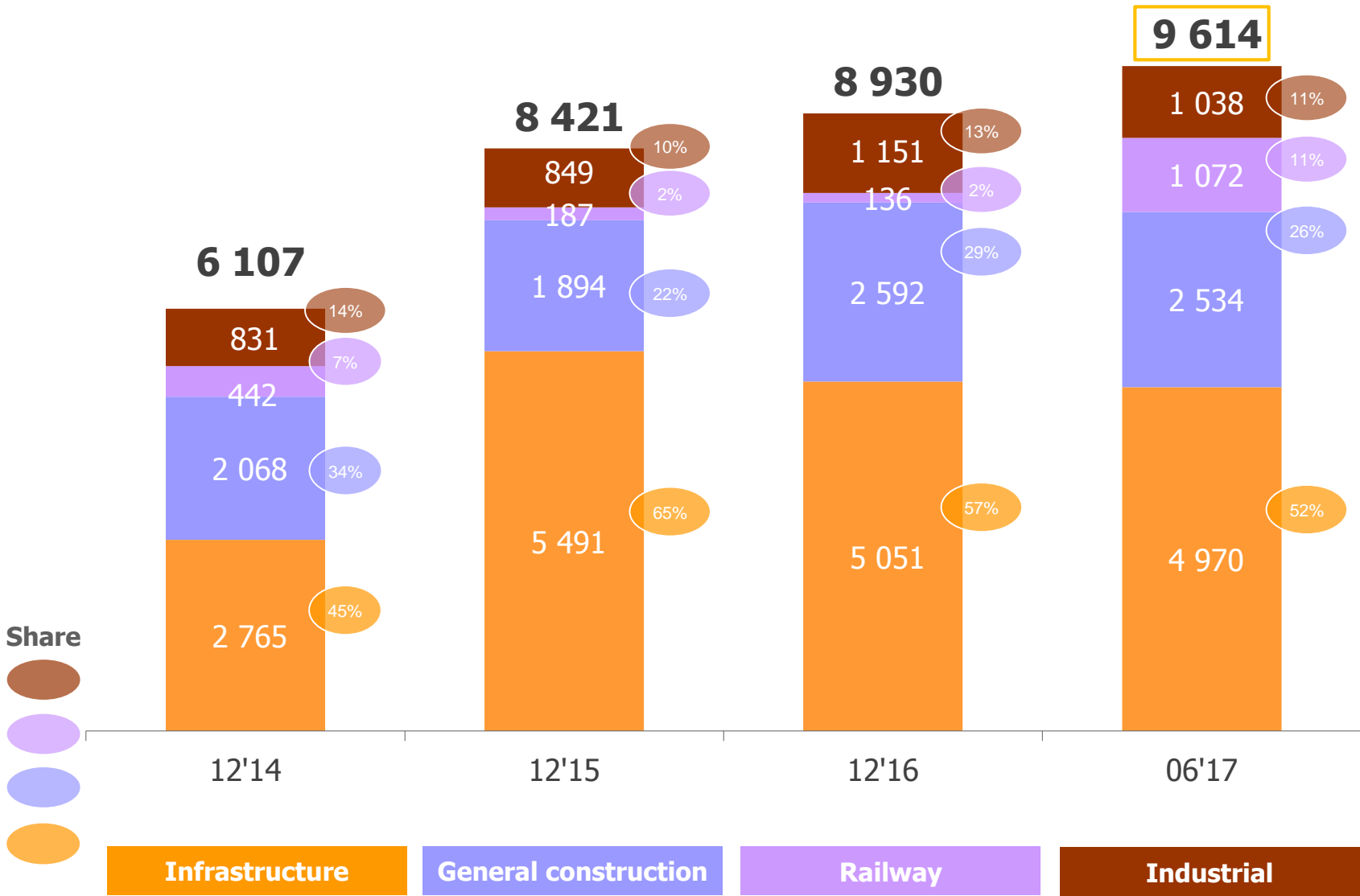
Annual data

Half-year data



Order backlog again at a record-high of 9,6 bn PLN

Construction segment



Developer segment in 1H'17

Developer segment

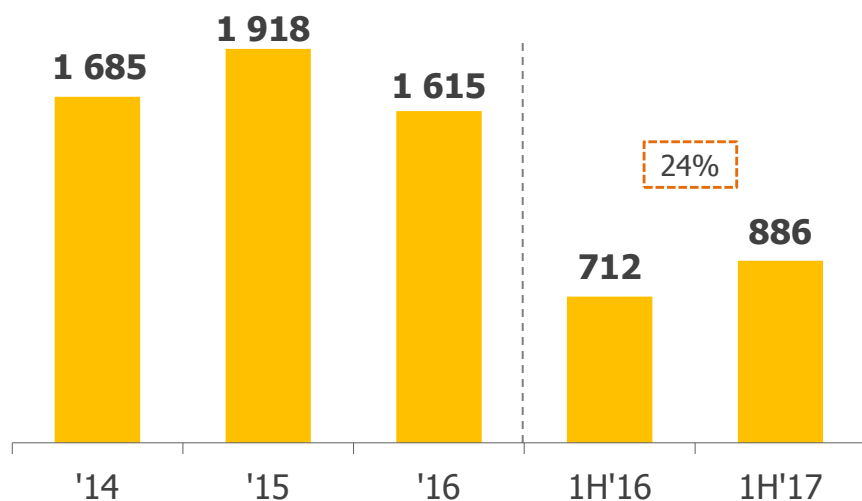


Developer segment results (M PLN)

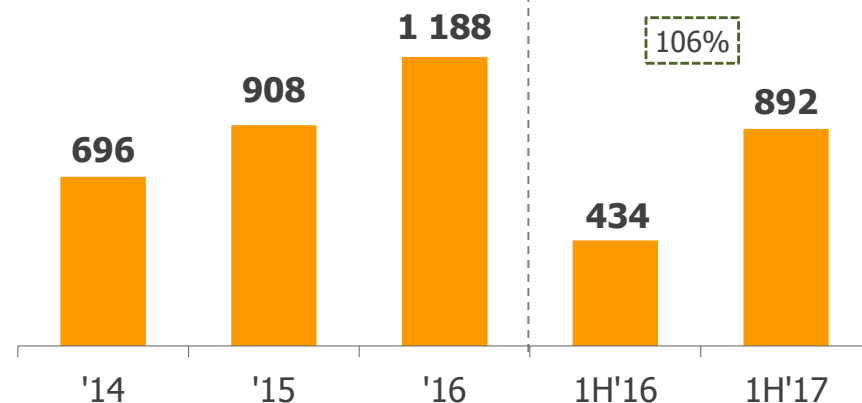
	1H'17	y-o-y dynamics
Sales	230	81%
Gross margin	46	38%
	20,1%	-6,3 pp.
Operating profit	31	67%
% sales	13,6%	-1,1 pp.
Net profit	26	55%
% sales	11,5%	-1,9 pp.

- ☑ 1H'17 sales soared by 81% y-o-y supported by increased volume of notary sales in Cracow
- ☑ Presales volume amounted to 886 flats (vs. 712 flats in 1H'16)
- ☑ Land bank expanded to 8 249 flats
- ☑ 4 new projects launched in 1H'17 with total offer available for clients of over 700 flats

Presales (# flats)



Notary sales (# flats)

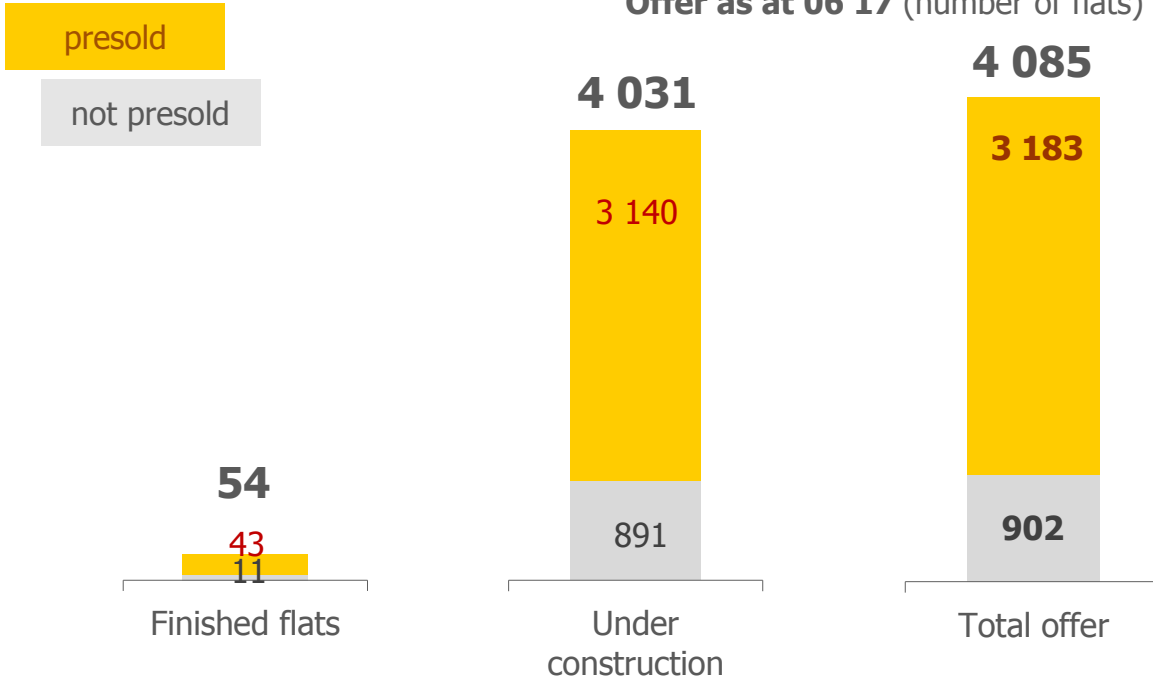


Budimex Nieruchomosci project portfolio

Developer segment



Offer as at 06'17 (number of flats)

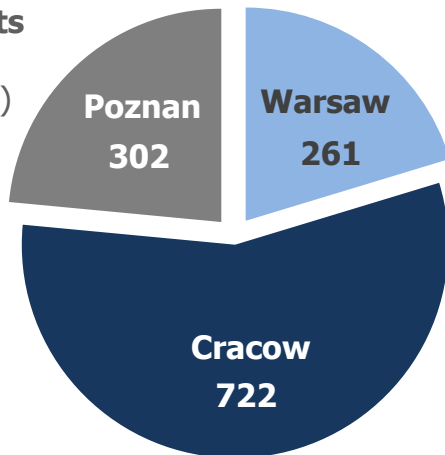


Land bank:
8 249 flats

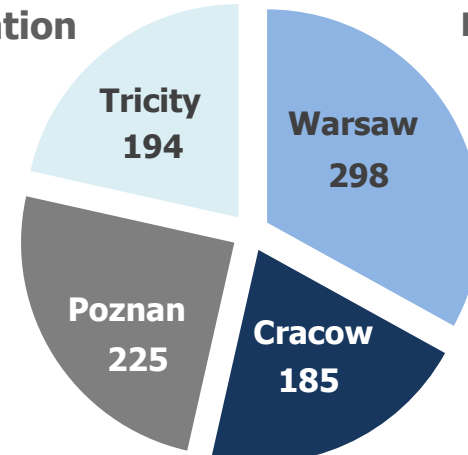


Under construction:
4 031 flats

Not presold flats as at 06'16 (number of flats)



Portfolio diversification



Not presold flats as at 06'17 (number of flats)

Other activities segment in 1H'17




Other activities segment

Other activities segment results (M PLN)

	1H'17	y-o-y dynamics
Sales	77	-12%
Gross margin	10	-17%
	13,4%	-0,9 pp.
Operating profit	6	-31%
% sales	7,4%	-2,0 pp.
Net profit	1	-84%
% sales	1,2%	-5,6 pp.

- ☑ Other activities noted a 12% y-o-y drop in sales due to lower volumes in Elektromontaż Poznań
- ☑ Segment generated 7,4% operating profitability (down by 2,0 pp. vs 1H'16)
- ☑ FBSerwis finalized takeover of two entities which operate in waste management market: Trans-Formers Wrocław & Trans-Formers Karpatia

Group's other activities segment composition

  <ul style="list-style-type: none"> ▪ market leader in electrical system services ▪ manufacturer of switchgears with own design office 	 <ul style="list-style-type: none"> ▪ construction & administration of underground car park in Wrocław (concession) 	 <ul style="list-style-type: none"> ▪ environmental services ▪ infrastructure maintenance ▪ facility management ▪ energy efficiency services
  	 	  

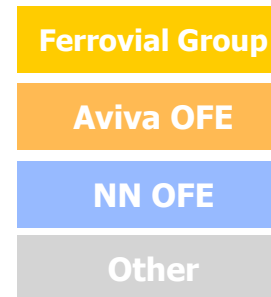
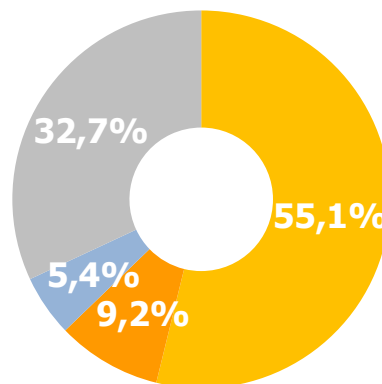
Budimex market value

Budimex on Warsaw Stock Exchange

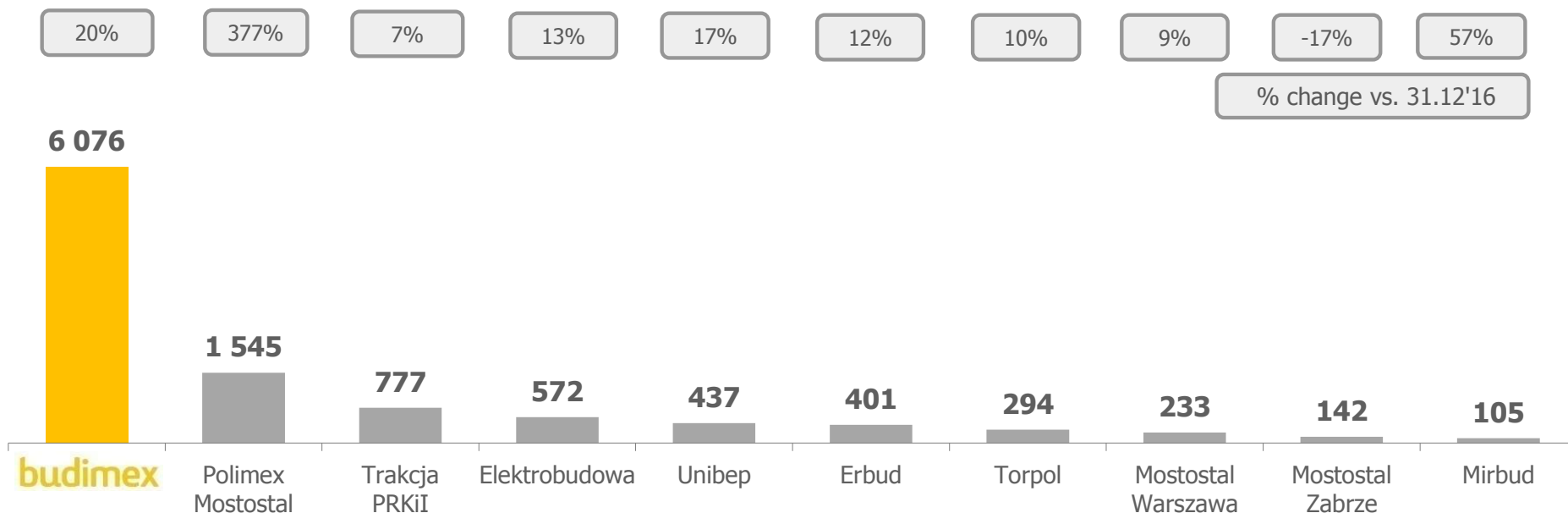


budimex	
WSE symbol	BDX
Number of shares	25 530 098
52 week min/max	171 / 284 PLN
52 week average volume	10,8 ths. shares

Shareholding structure



Market value as of 30.06'17





budimex

sense of creating

