



Investor Presentation

1Q'17 financial results



Budimex Group structure

1Q'17 results summary

budimex

1Q'17 sales
(% Group sales)

1Q'17 EBIT
(% Group EBIT)

1 053 M PLN

110 M PLN

Internal eliminations

-80 M PLN
-8%

1 M PLN
1%

budimex

Construction segment

991 M PLN
94%

95 M PLN
87%



budimex

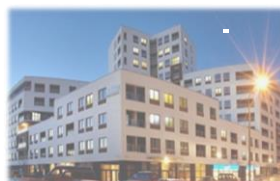


mostostal
kraków

Developer segment

101 M PLN
10%

11 M PLN
10%



budimex
nieruchomości

Other activities

42 M PLN
4%

3 M PLN
3%



ELEKTROMONTAŻ
pracujemy z energią

Controlled since: Jan'13



fbserwis

Stake: 49%

Established: Mar'12



budimex
Parking Wrocław

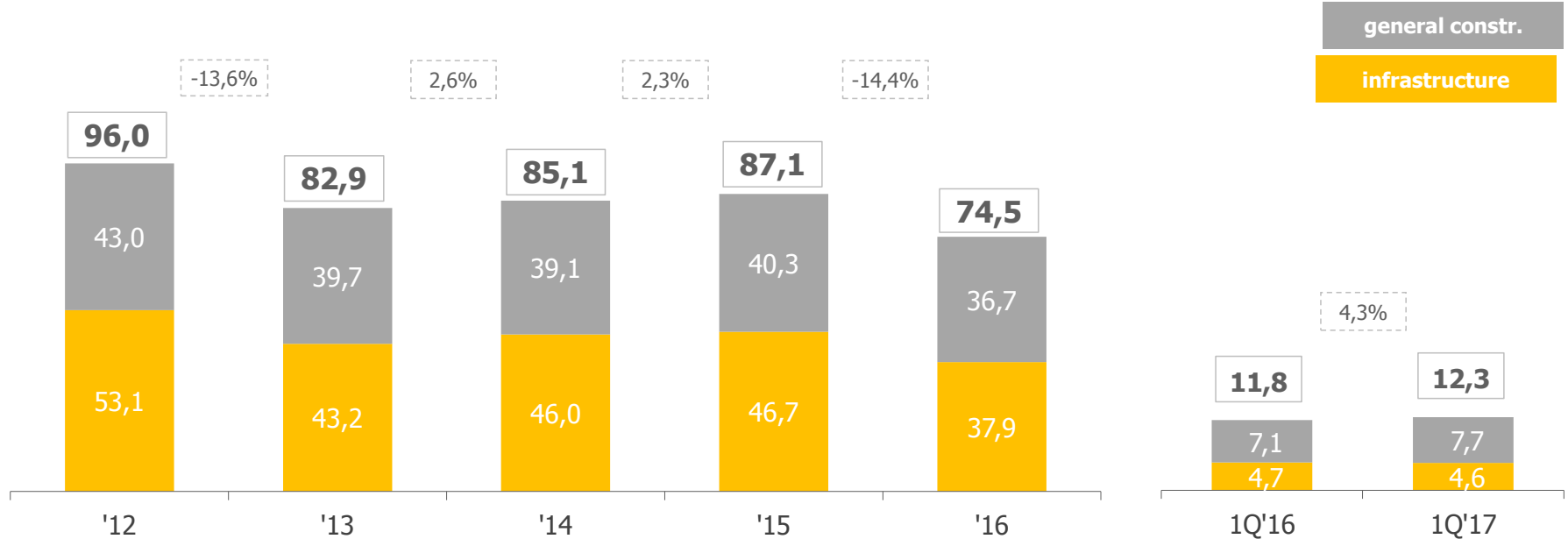
1Q'17 at a glance

1Q'17 results summary

budimex

- **383 M PLN** highest ever dividend recommended (+85% y-o-y)
- Historic order backlog of **9,3 bn PLN** (+2% y-o-y)
- Excellent **EBIT** profitability at **10,5%** (+4,1 pp. y-o-y)
- **392 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

1Q'17: strong top-line and impressive 10,5% EBIT

1Q'17 results summary

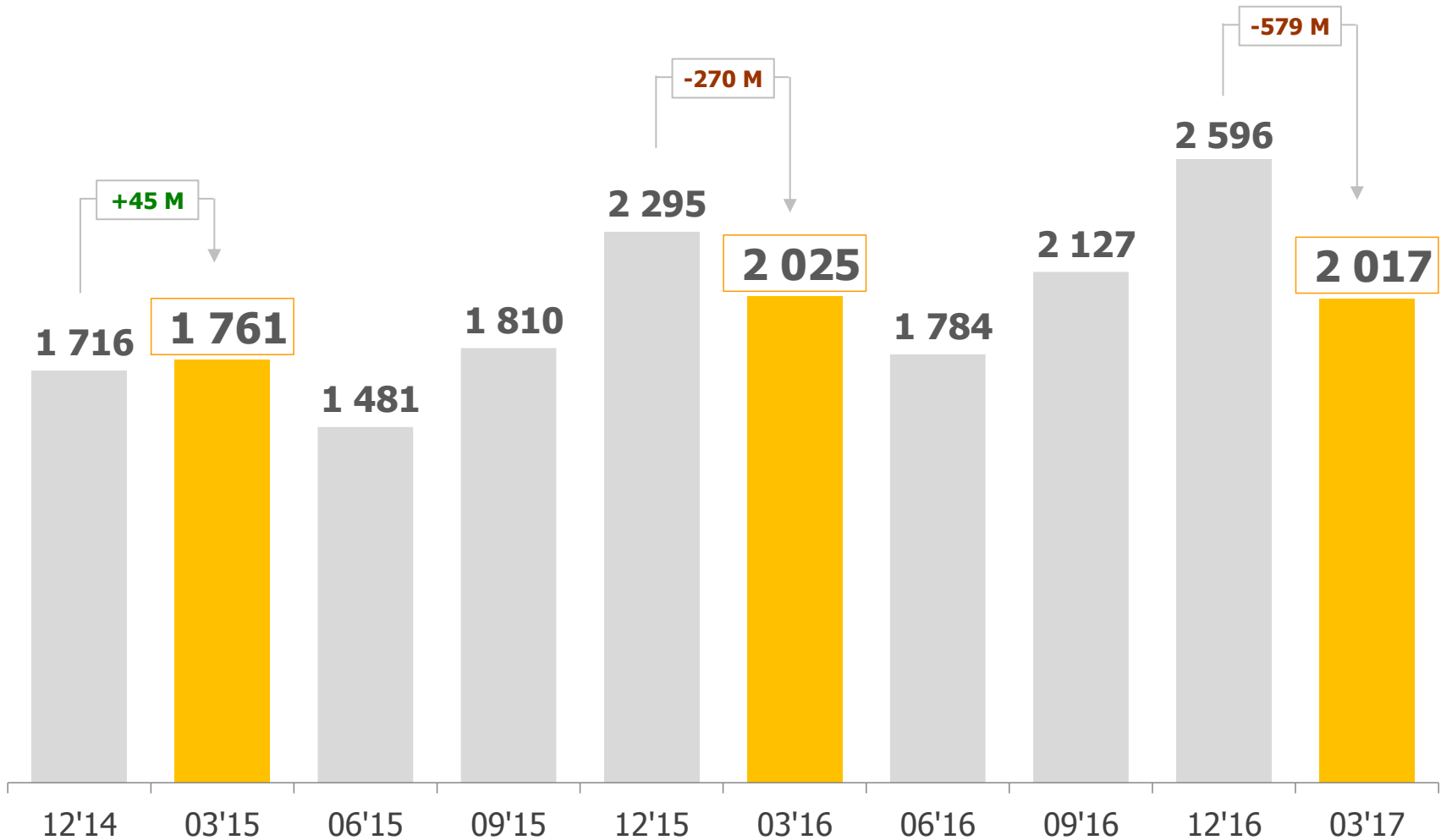
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	1Q'17	1Q'16	Δ	FY'16	FY'15
Sales	1 053	988	65	5 572	5 134
<i>y-o-y dynamics</i>	6,6%	16,7%	-10,1 pp.	8,5%	3,7%
Gross margin	163	115	48	751	493
<i>% sales</i>	15,5%	11,6%	3,8 pp.	13,5%	9,6%
SG&A	-60	-57	-4	-231	-220
<i>% sales</i>	-5,7%	-5,7%	0,0 pp.	-4,2%	-4,3%
Other operating	8	5	3	-15	19
EBIT	110	63	47	505	292
<i>% sales</i>	10,5%	6,4%	4,1 pp.	9,1%	5,7%
PBT	109	67	42	511	297
<i>% sales</i>	10,4%	6,8%	3,6 pp.	9,2%	5,8%
Net profit	85	52	34	410	236
<i>% sales</i>	8,1%	5,2%	2,9 pp.	7,4%	4,6%
Net cash	2 017	2 025	-8	2 596	2 295
<i>end-period balance</i>					
<i>change in period</i>	-579	-269	-309	301	578
Backlog	9 305	9 098	207	8 930	8 421
<i>end-period balance</i>					
<i>change in period</i>	375	677	-302	509	2 315

Net cash evolution in Budimex Group

1Q'17 results summary

budimex



Construction: strong profitability

Construction segment

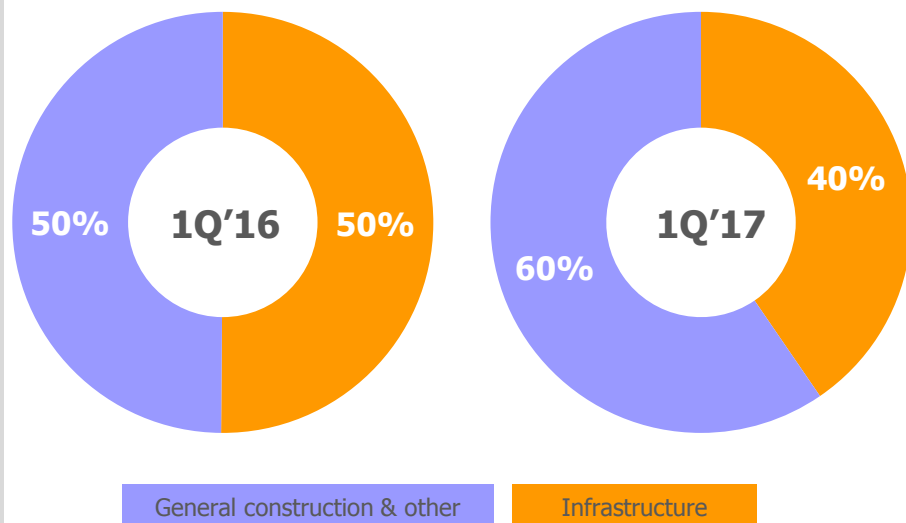


Construction results (M PLN)

	1Q'17	y-o-y dynamics
Sales	991	7%
Gross margin	140	56%
% sales	14,1%	4,5 pp.
Operating profit	95	116%
% sales	9,6%	4,9 pp.
Net profit	75	99%
% sales	7,6%	3,5 pp.

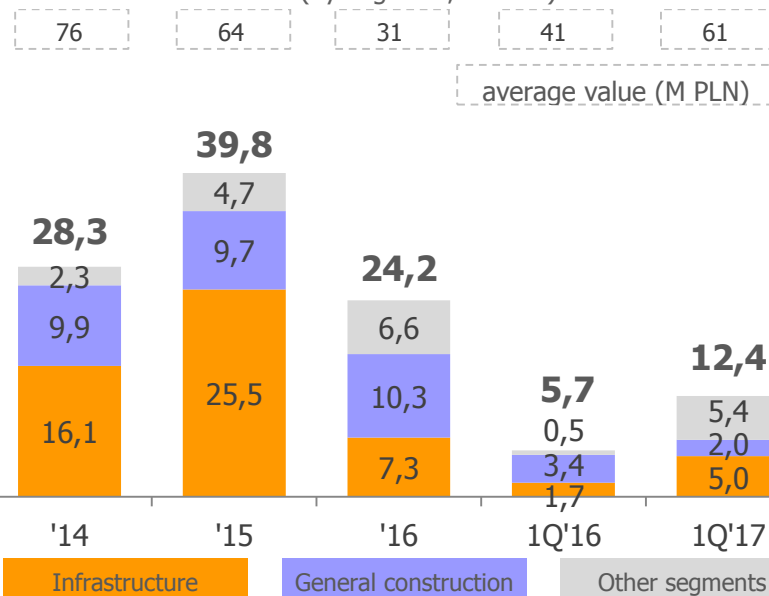
- ☑ 1Q'17 construction segment generated 991 M PLN sales (+7% y-o-y) achieving 14,1% gross margin and healthy net profit
- ☑ Backlog grew to historic 9,3 bn PLN
- ☑ Acceleration in infrastructure tendering process observed but competition remains fierce
- ☑ 4,4 bn PLN offers placed in railway in 1Q'17

Construction sales by segment



Offers placed by Budimex SA

(by segment, bn PLN)

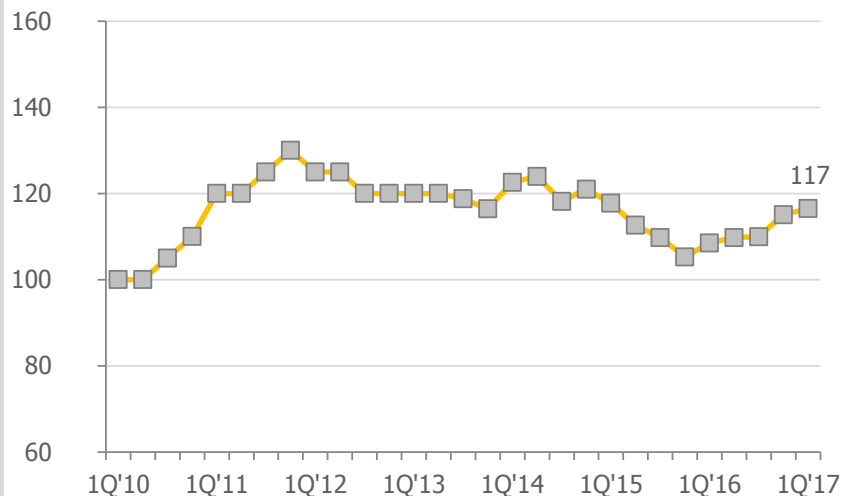


Material prices evolution

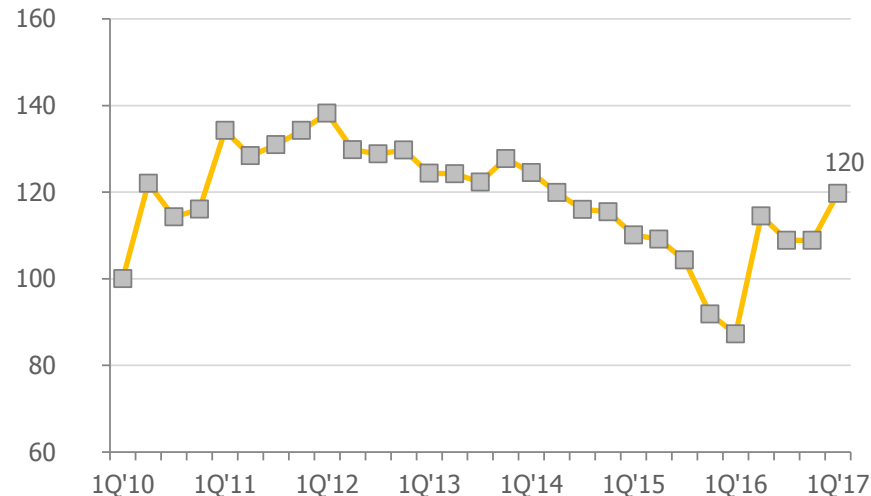
Construction segment



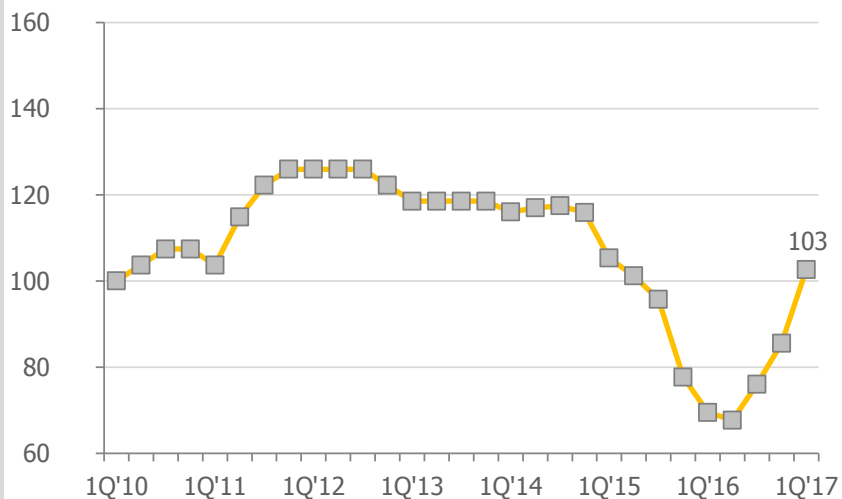
Concrete (1Q'10 = 100)



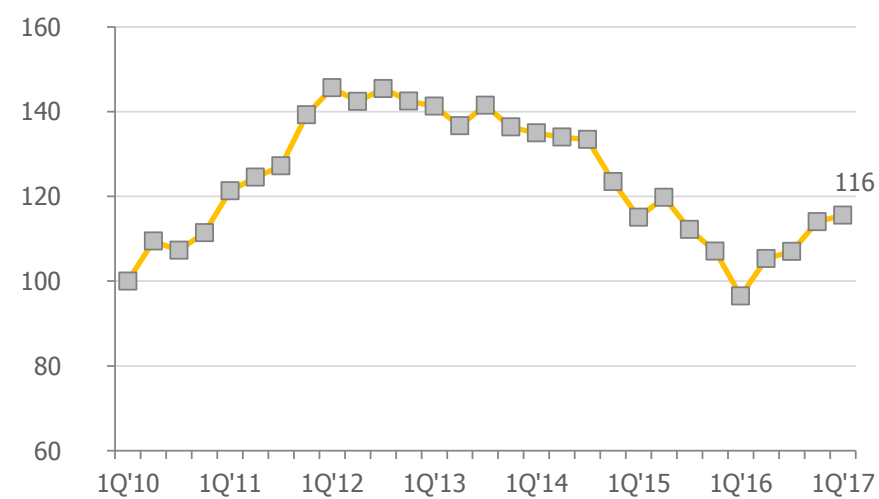
Reinforcement steel (1Q'10 = 100)



Asphalt (1Q'10 = 100)



Diesel oil (1Q'10 = 100)



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

All figures in M PLN, unless stated otherwise

Contracts signed in Budimex Group

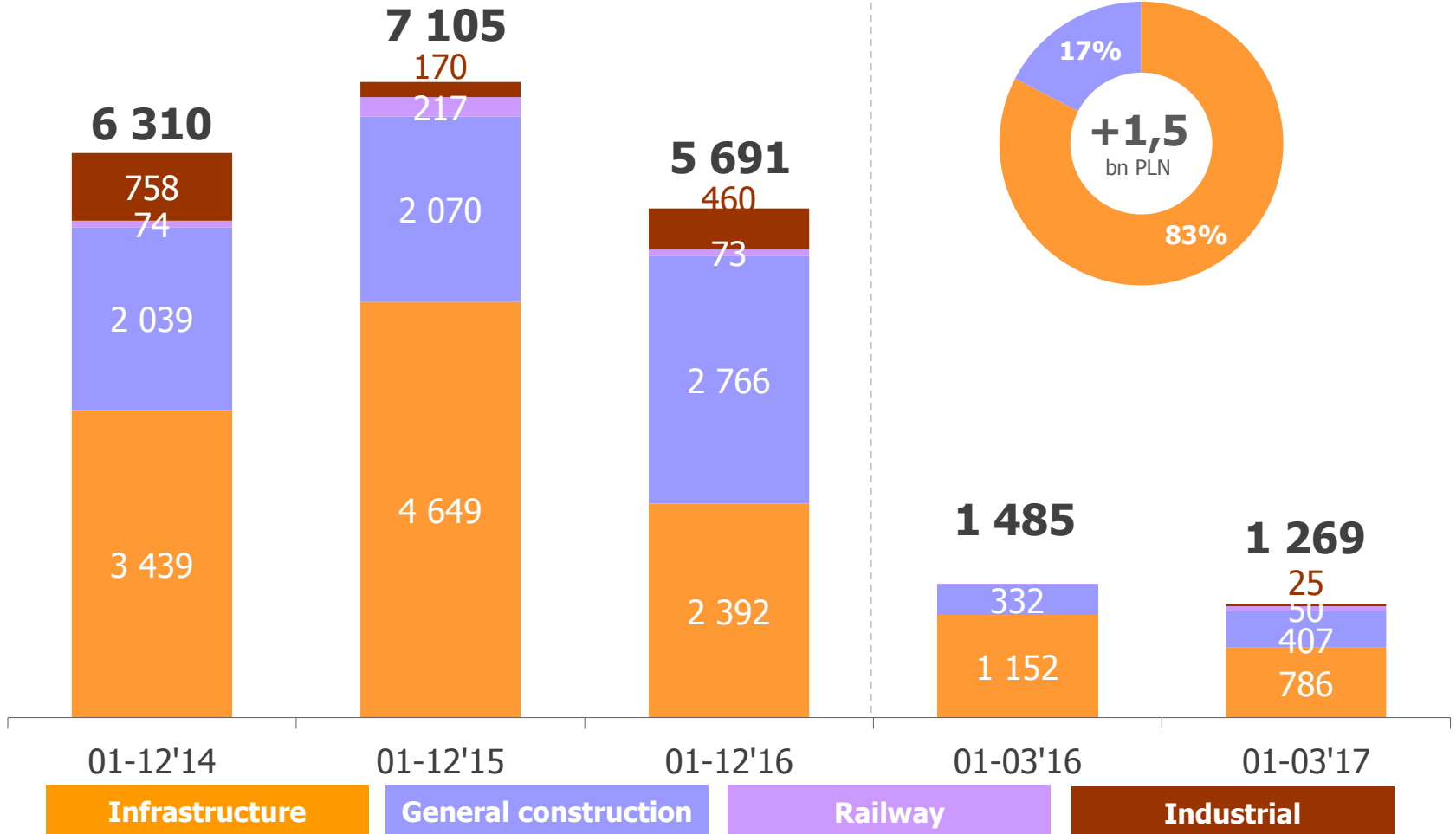
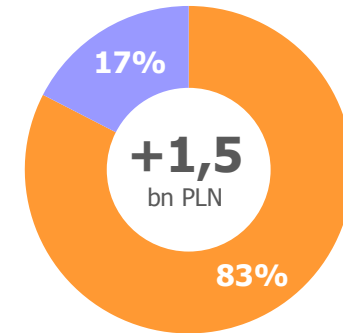
Construction segment



Annual data

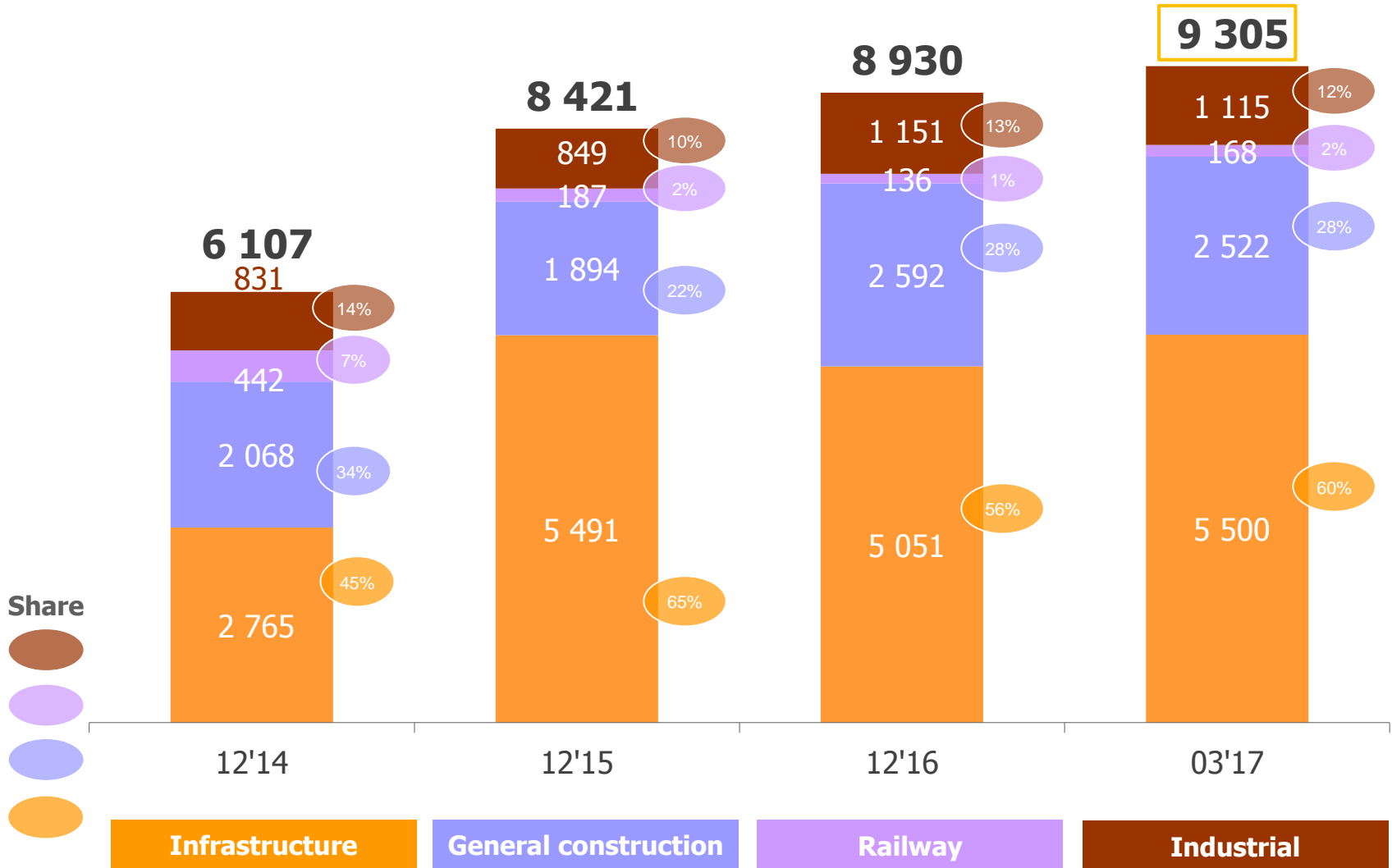
Quarterly data

Additional contracts pending
(bn PLN)



Backlog reached record-high level 9,3 bn PLN

Construction segment



Strong 1Q'17 sales due to high notary sales

Developer segment

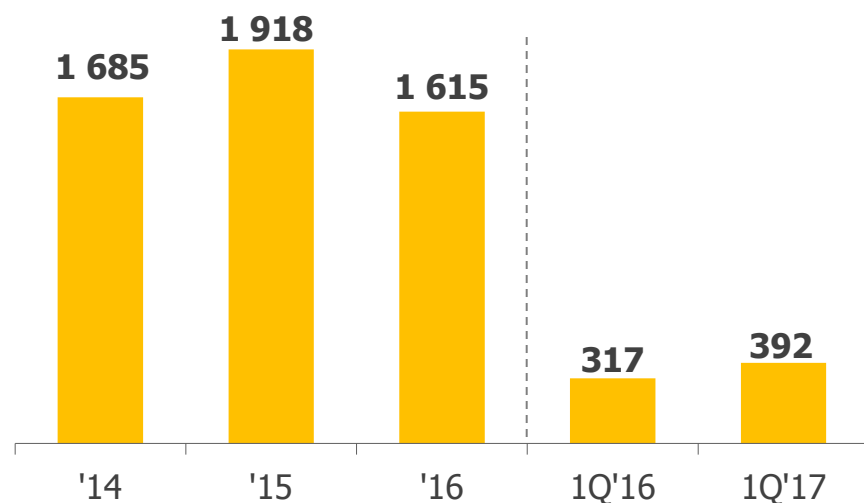
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Developer segment results (M PLN)

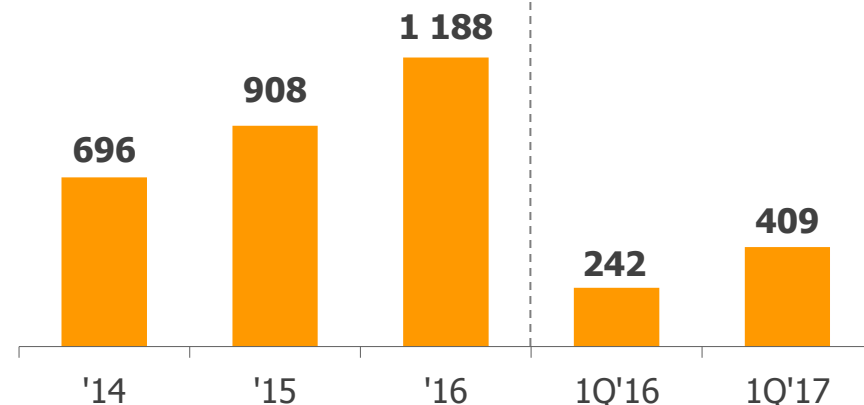
	1Q'17	y-o-y dynamics
Sales	101	29%
Gross margin	20	4%
	19,4%	-4,6 pp.
Operating profit	11	-1%
% sales	11,1%	-3,4 pp.
Net profit	10	-5%
% sales	9,6%	-3,4 pp.

- ☑ Developer segment noted strong quarter handing-over 409 flats to clients
- ☑ Presales volume soared by 24% y-o-y
- ☑ Lower margins y-o-y due to increased volume of notary sales in „Nowe Czystyny” project
- ☑ 3 new projects launched with total offer available for clients of over 570 flats

Presales (# flats)



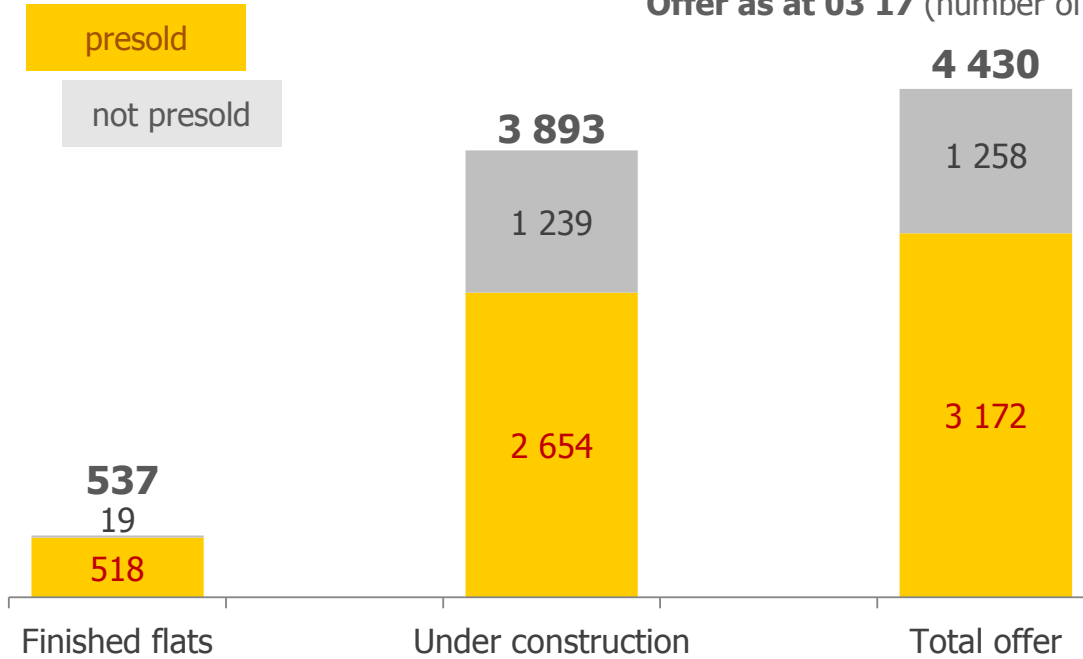
Notary sales (# flats)



Budimex Nieruchomosci project portfolio

Developer segment

Offer as at 03'17 (number of flats)

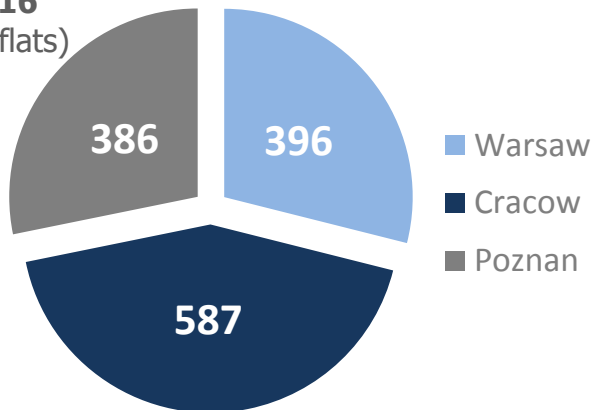


Land bank:
6 821 flats



Under construction:
3 893 flats

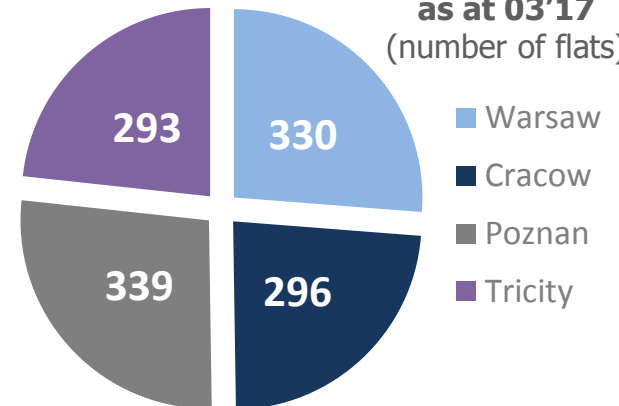
Not presold flats
as at 03'16
(number of flats)



Portfolio diversification



Not presold flats
as at 03'17
(number of flats)



Other activities segment





Other activities segment

Other activities segment results (M PLN)

	1Q'17	y-o-y dynamics
Sales	42	-20%
Gross margin	5	-38%
	12,8%	-3,7 pp.
Operating profit	3	-58%
% sales	7,5%	-7,0 pp.
Net profit	0	n/a
% sales	0,0%	-7,6 pp.

- ☑ Other activities noted a 20% y-o-y drop in sales due to lower volumes in Elektromontaż Poznań
- ☑ Segment generated 7,5% operating profitability (down by 7 pp. vs 1Q'16)
- ☑ FBSerwis filed for regulator's approval for an expected takeover of two entities which operate in waste management market

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

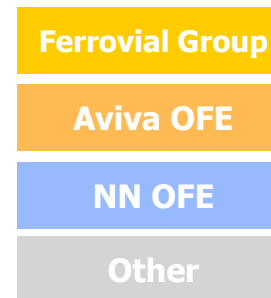
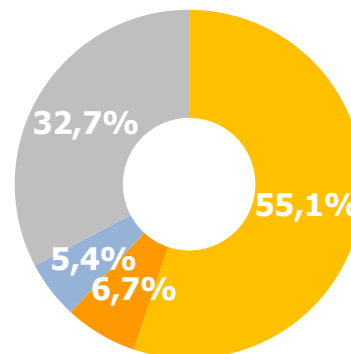
WSE symbol **BDX**

Number of shares **25 530 098**

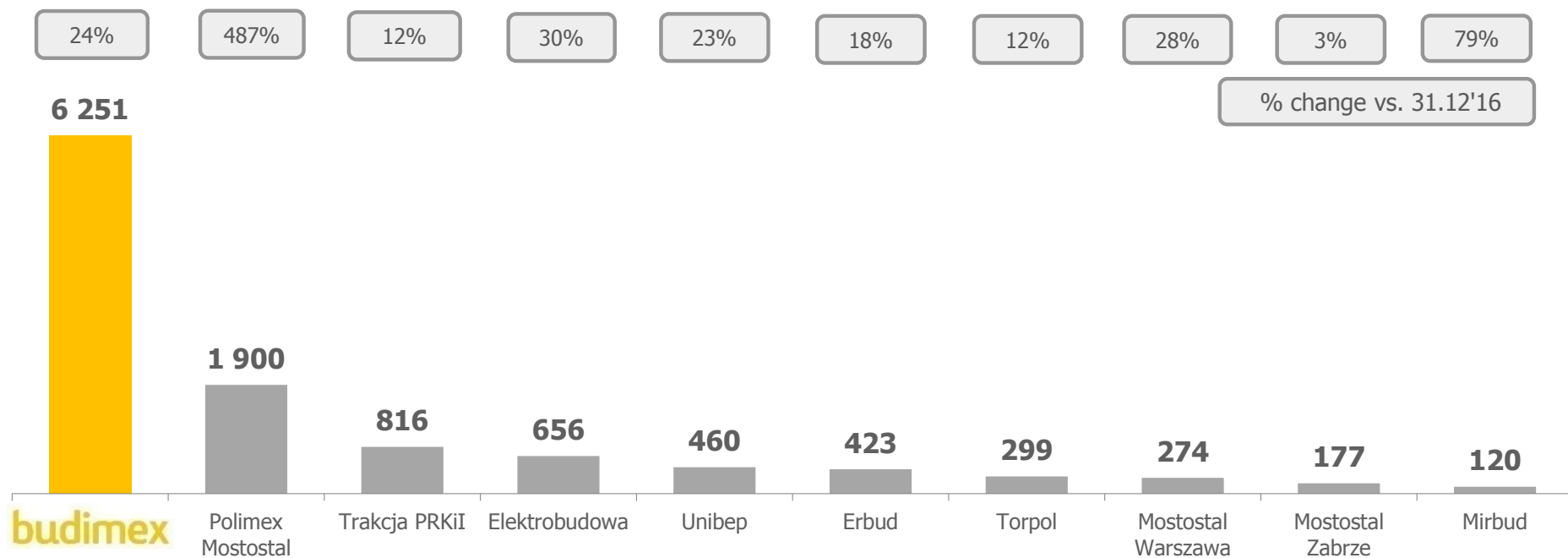
52 week min/max **168 / 275 PLN**

52 week average volume **11,4 ths. shares**

Shareholding structure



Market value as of 31.03'17

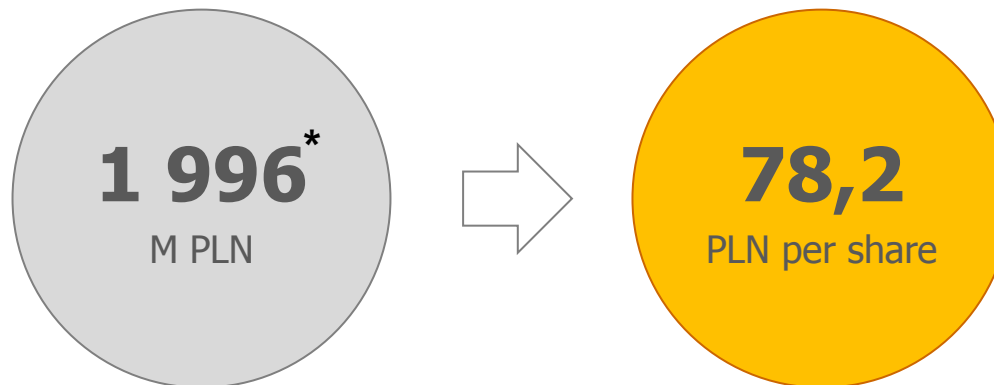


Dividend track record

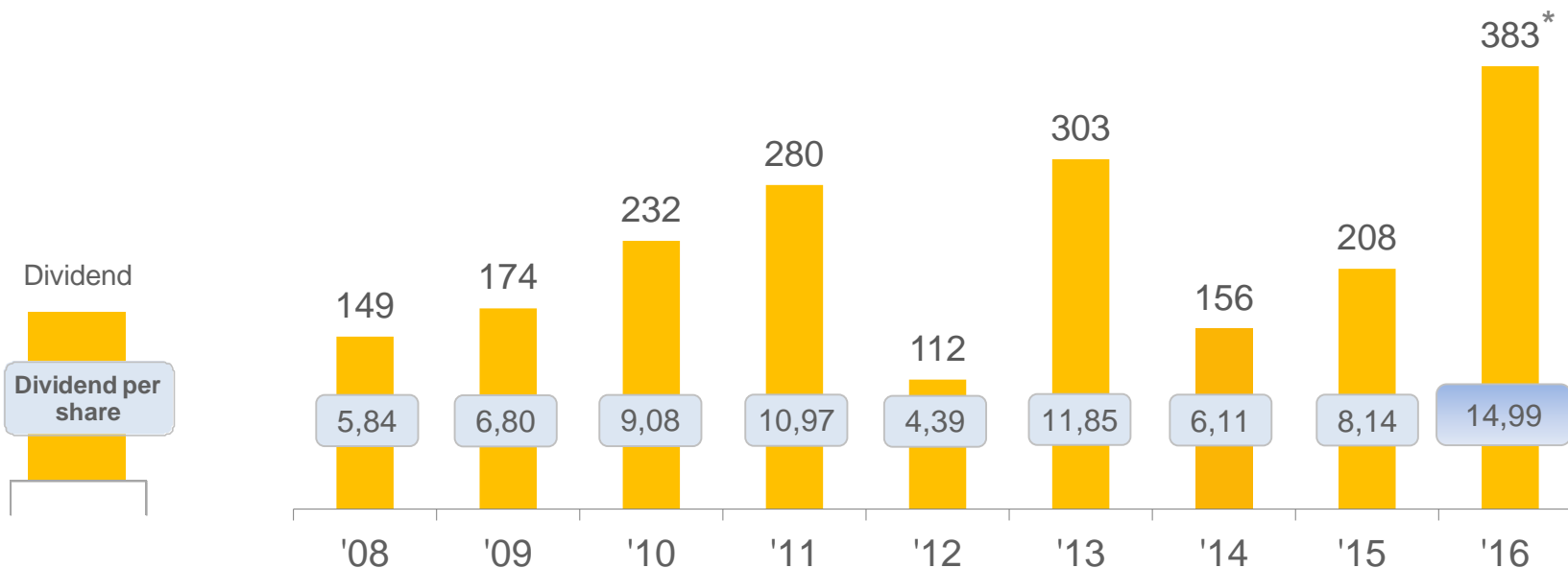
Budimex on Warsaw Stock Exchange

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Dividends paid by Budimex



Dividends per share paid by Budimex (PLN per share & dividend yield)



*Including dividend payout in 2017 recommended by the Management Board of Budimex SA



budimex

sense of creating

