



Investor Presentation

1-3Q'16 financial results



Budimex Group structure

1-3Q'16 results summary

budimex

1-3Q'16 sales

(% Group sales)

4 119 M PLN

1-3Q'16 EBIT

(% Group EBIT)

309 M PLN

Internal eliminations

-241 M PLN

-6%

-8 M PLN

-2%

budimex

Construction segment

4 026 M PLN

98%

279 M PLN

90%



budimex



mostostal
kraków

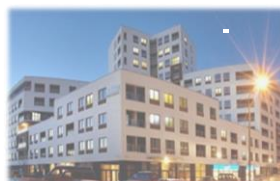
Developer segment

209 M PLN

5%

28 M PLN

9%



budimex
nieruchomości

Other activities

125 M PLN

3%

10 M PLN

3%



ELEKTROMONTAŻ
pracujemy z energią

Stake: 92%

Controlled since: Jan'13



fbserwis

Stake: 49%

Established: Mar'12



budimex
Parking Wrocław

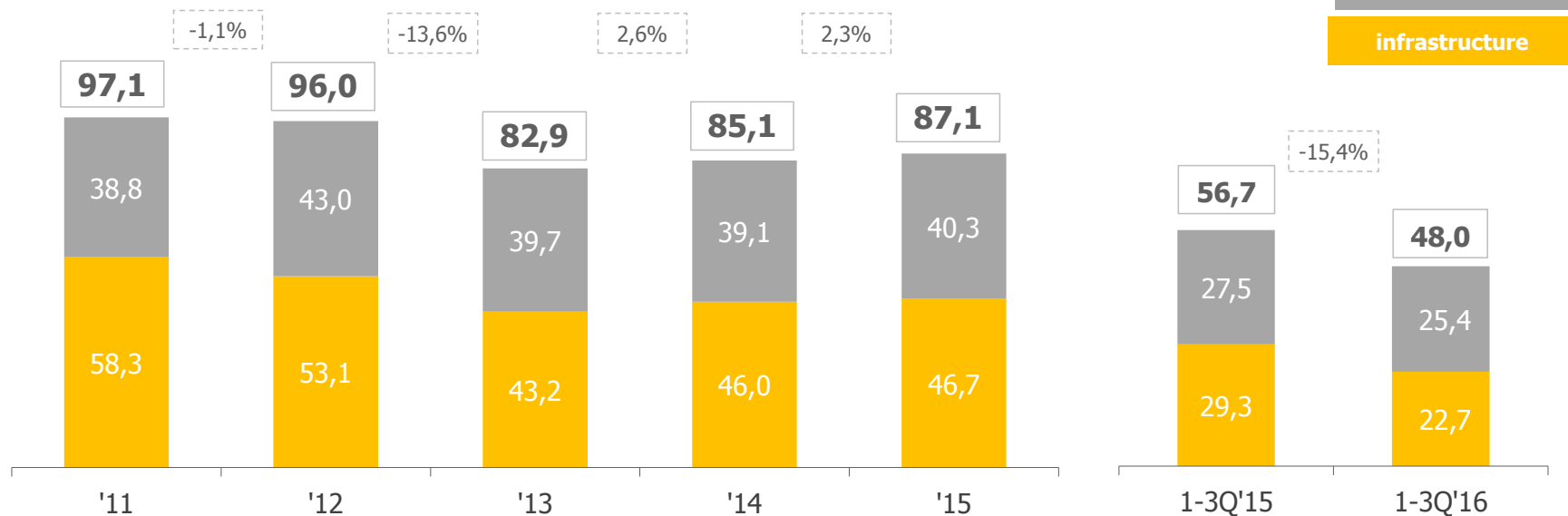
3Q'16 ytd at a glance

1-3Q'16 results summary

budimex

- **208 M PLN** dividend paid in May'16 (+33% y-o-y)
- Quarterly backlog drop to **8,7 bn PLN** (+17% y-o-y)
- Excellent **EBIT** profitability at **7,5%** (+2,2 pp. y-o-y)
- Contracts signed amounting to **4,1 bn PLN** (-14% y-o-y)
- **1 121 flats** presold by Budimex Nieruchomosci (-22% y-o-y)

Construction & assembly production (bn PLN)



Source: Central Statistical Office

All figures in M PLN, unless stated otherwise

3Q'16: strong bottom line driven by construction segment

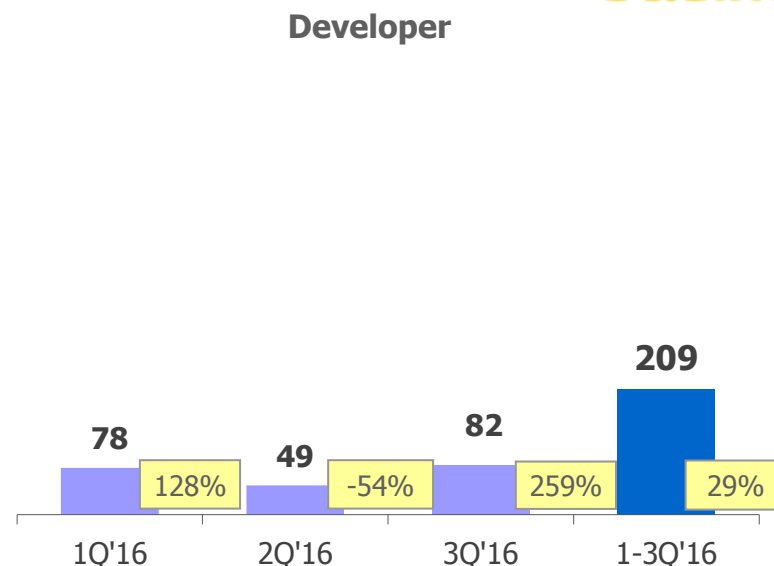
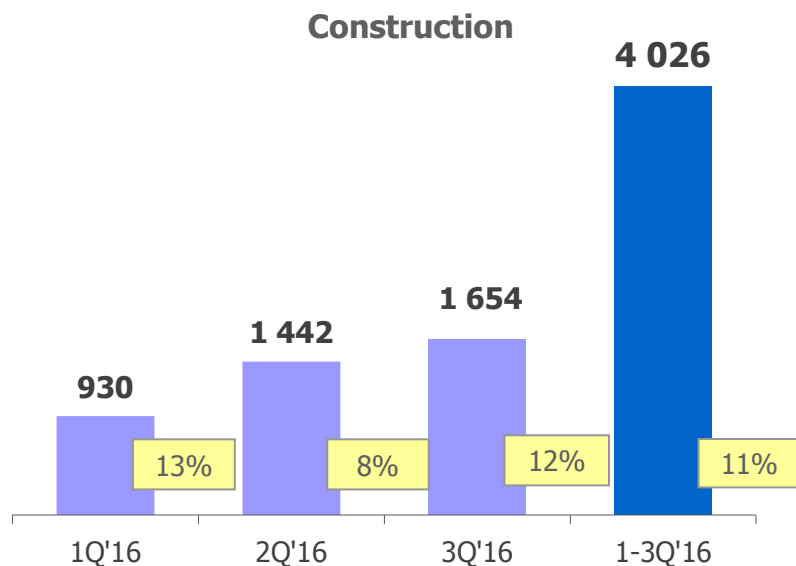
1-3Q'16 results summary

budimex

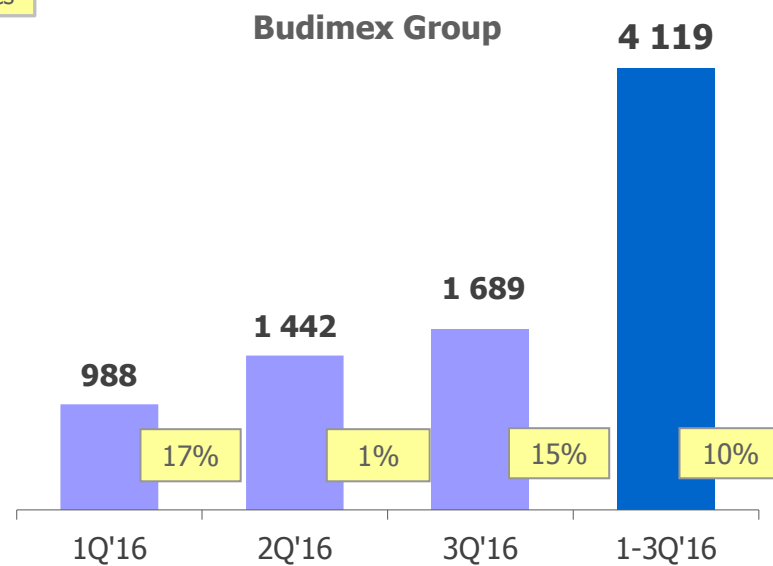
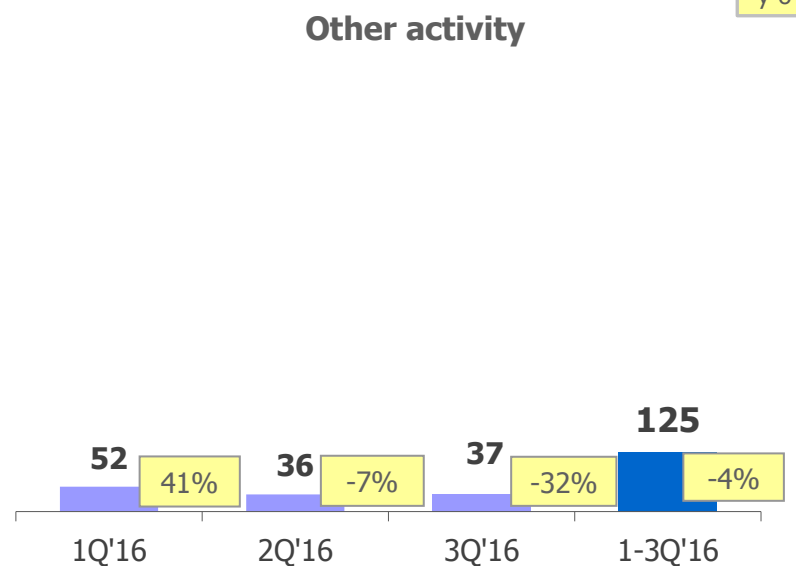
	3Q'16	3Q'15	Δ 3Q	3Q'16 ytd	3Q'15 ytd	Δ 3Q ytd
Sales	1 689	1 475	215	4 119	3 743	376
<i>y-o-y dynamics</i>			<i>14,5%</i>			<i>10,0%</i>
Gross margin	195	145	50	495	359	137
<i>% sales</i>	<i>11,6%</i>	<i>9,8%</i>	<i>1,7 pp.</i>	<i>12,0%</i>	<i>9,6%</i>	<i>2,4 pp.</i>
EBIT	131	70	61	309	199	110
<i>% sales</i>	<i>7,7%</i>	<i>4,8%</i>	<i>3,0 pp.</i>	<i>7,5%</i>	<i>5,3%</i>	<i>2,2 pp.</i>
PBT	131	69	62	313	203	110
<i>% sales</i>	<i>7,7%</i>	<i>4,7%</i>	<i>3,1 pp.</i>	<i>7,6%</i>	<i>5,4%</i>	<i>2,2 pp.</i>
Net profit	105	55	50	251	161	90
<i>% sales</i>	<i>6,2%</i>	<i>3,7%</i>	<i>2,5 pp.</i>	<i>6,1%</i>	<i>4,3%</i>	<i>1,8 pp.</i>
<hr/>						
Net cash	2 127	1 810	317	2 127	1 810	317
<i>end-period balance</i>						
<i>change in period</i>	<i>343</i>	<i>329</i>	<i>14</i>	<i>-168</i>	<i>94</i>	<i>-261</i>
Backlog	8 701	7 427	1 274	8 701	7 427	1 274
<i>end-period balance</i>						
<i>change in period</i>	<i>-565</i>	<i>439</i>	<i>-1 005</i>	<i>279</i>	<i>1 320</i>	<i>-1 041</i>

1-3Q'16 sales by segment

1-3Q'16 results summary



y-o-y dynamics

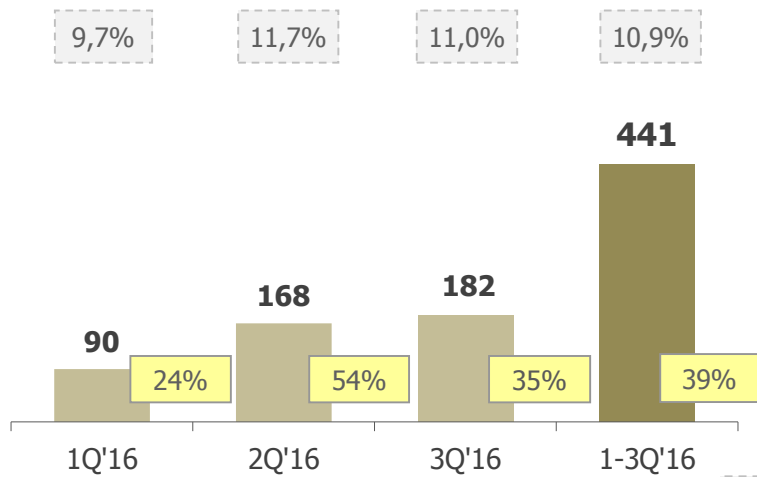


1-3Q'16 gross margin by segment

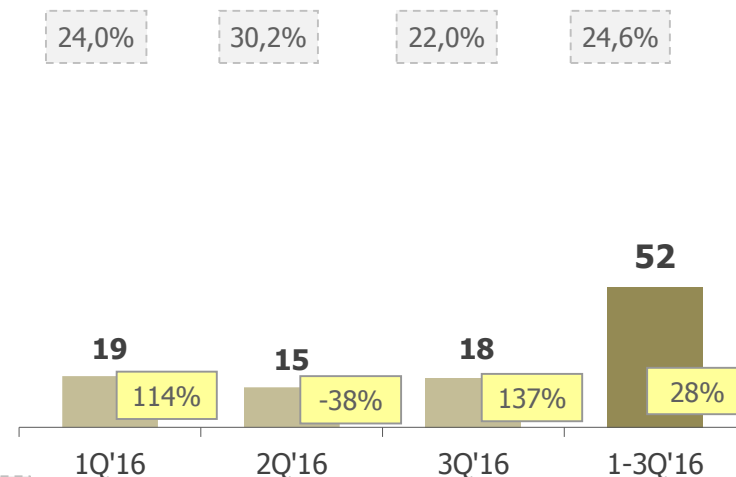
1-3Q'16 results summary



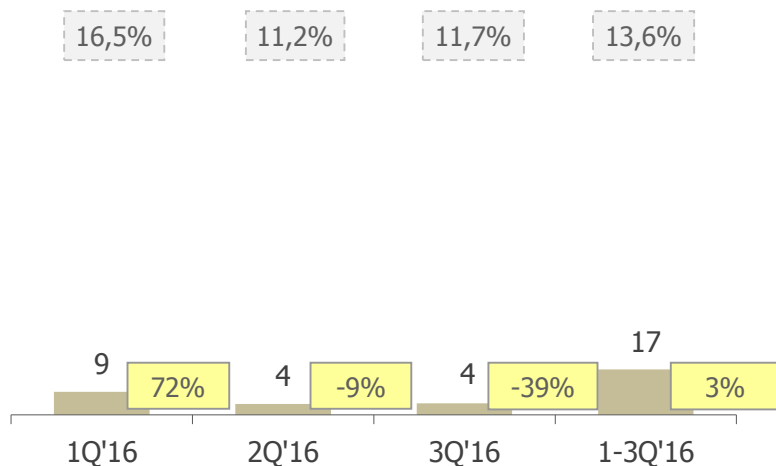
Construction



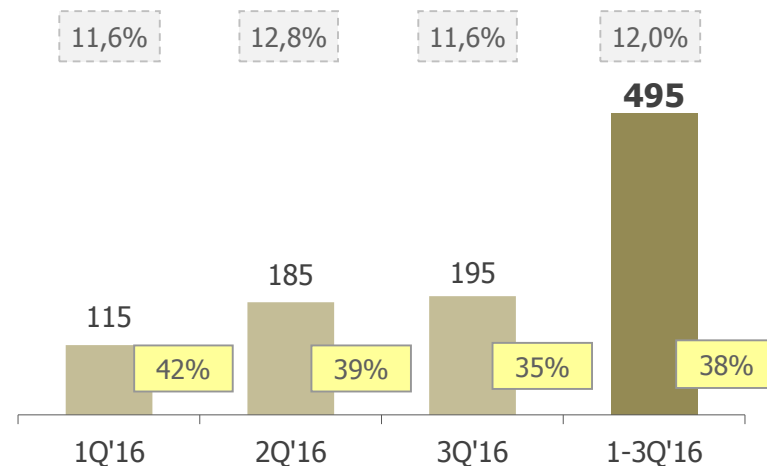
Developer



Other activity



Budimex Group



% sales

y-o-y dynamics

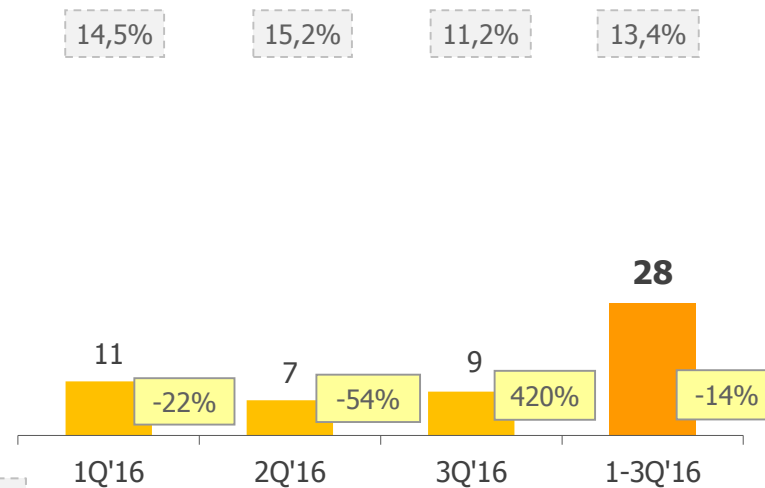
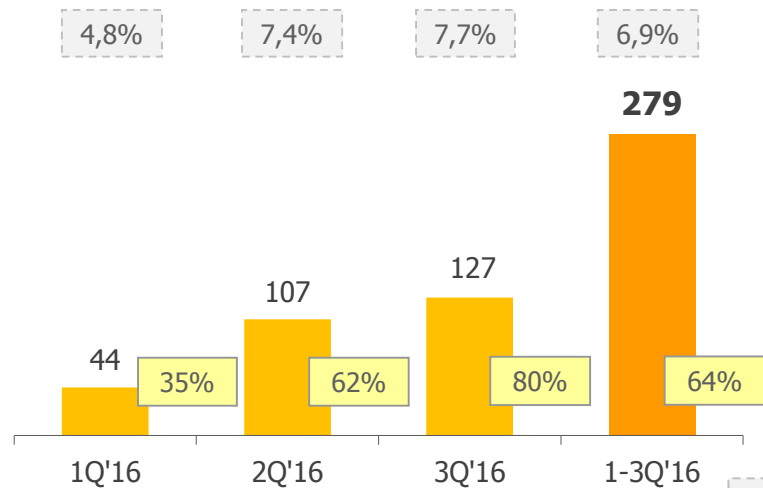
1-3Q'16 EBIT by segment

1-3Q'16 results summary



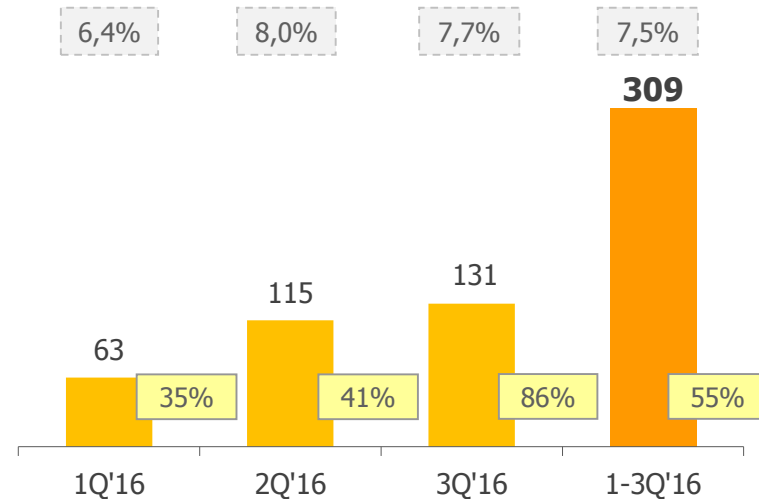
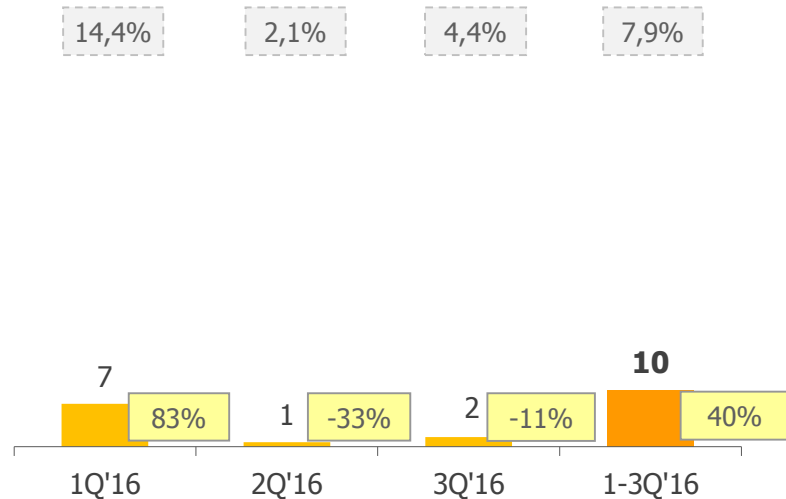
Construction

Developer



Other activity

Budimex Group

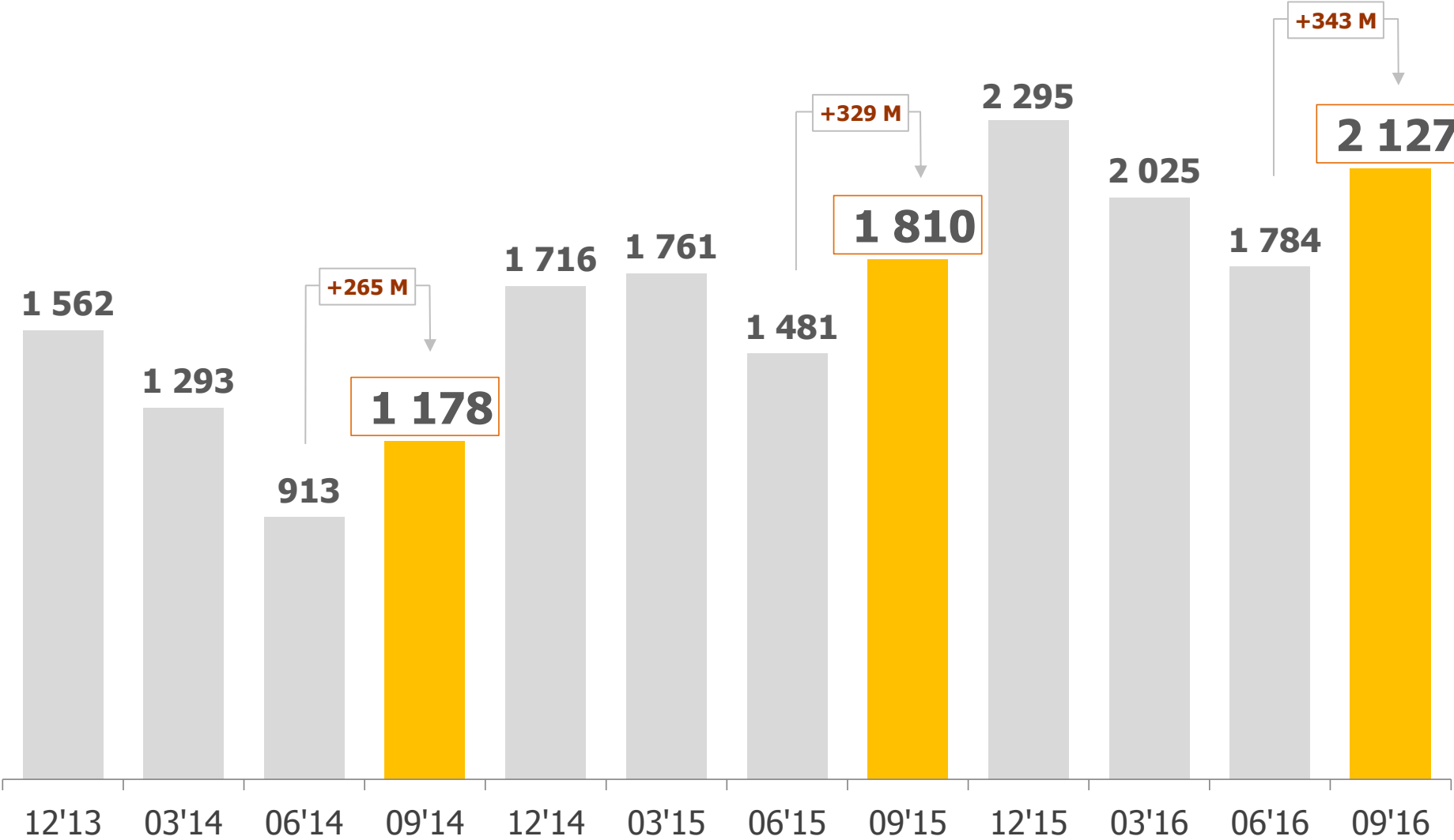


% sales

y-o-y dynamics

Net cash evolution in Budimex Group

Group results



Construction: growth delivered by Infrastructure

Construction segment

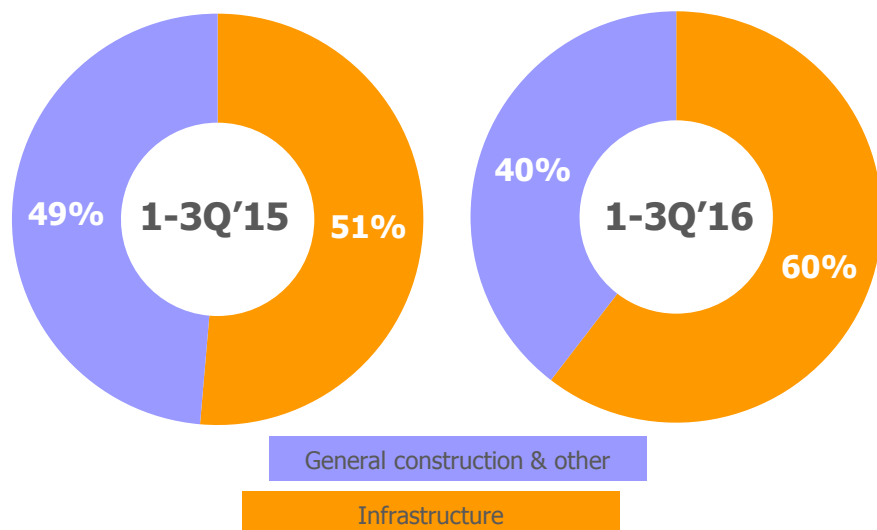
budimex

Construction results (M PLN)

	1-3Q'16	y-o-y dynamics
Sales	4 026	11%
Gross margin	441	39%
% sales	10,9%	2,2 pp.
Operating profit	279	64%
% sales	6,9%	2,3 pp.
Net profit	225	66%
% sales	5,6%	1,9 pp.

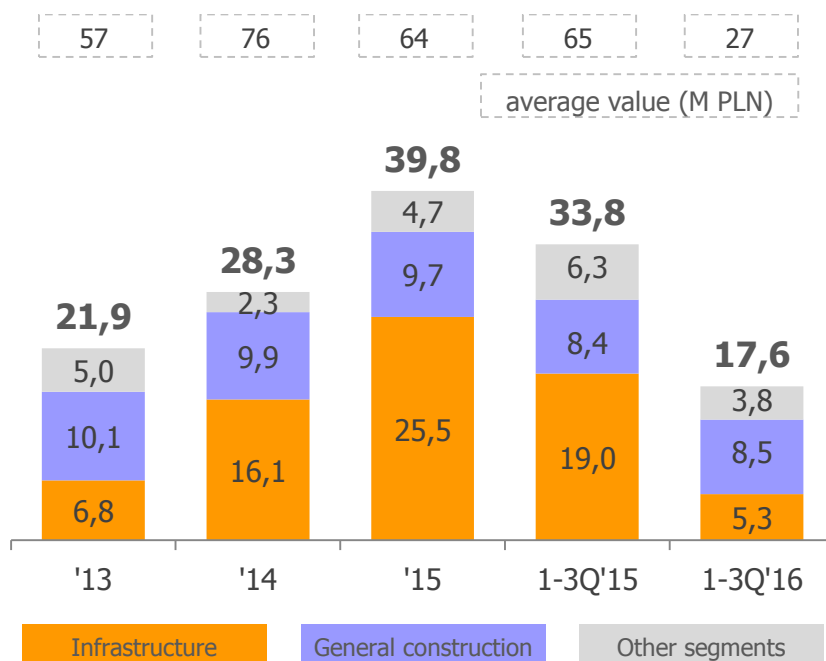
- ☑ In 1-3Q'16 construction revenues amounted to 4,1 bn PLN (+11% y-o-y) and gross margin profitability improved by 2,2 pp.
- ☑ Backlog declined by 0,6 bn PLN vs. 2Q'16 as a result of dropping infrastructure market
- ☑ General construction order bookings increased by 16% y-o-y supported by growing hit ratio

Construction sales by segment



Offers placed by Budimex SA

(by segment, bn PLN)

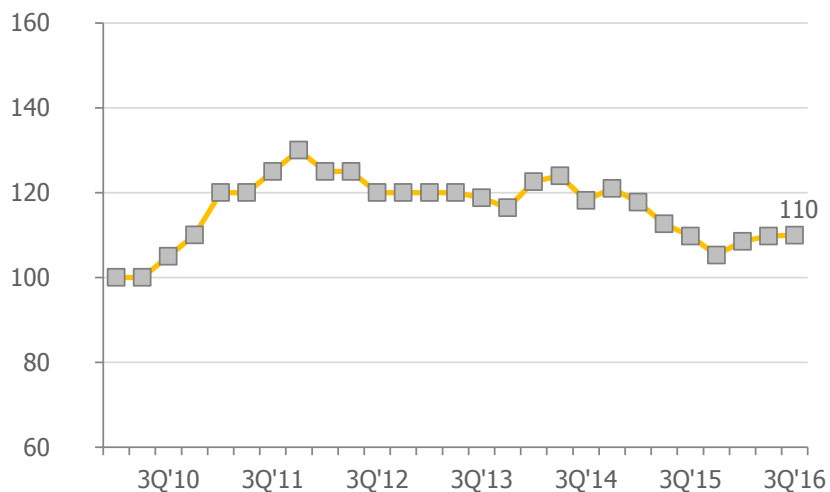


Material prices evolution

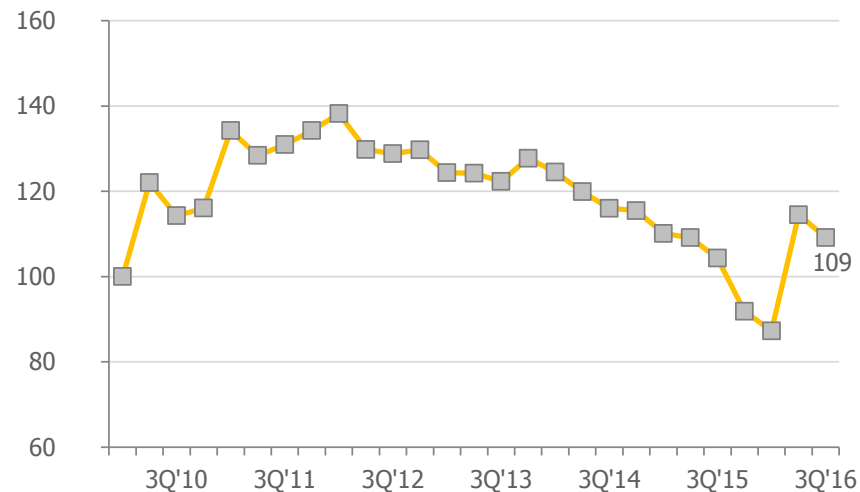
Construction segment



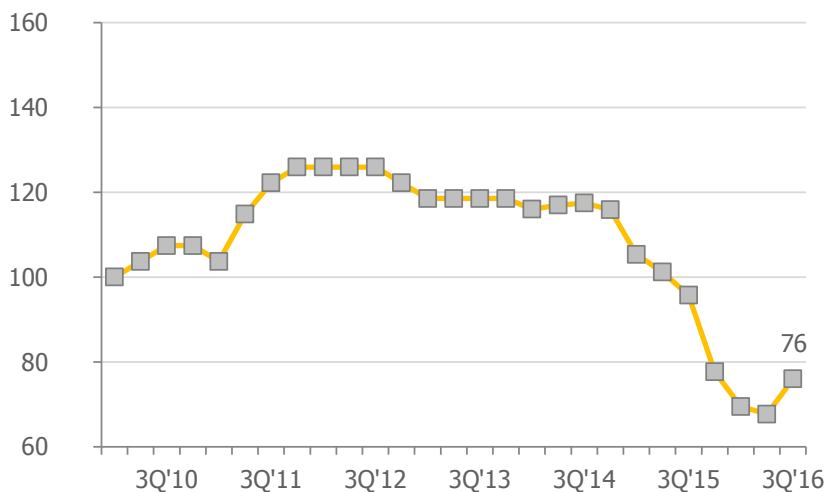
Concrete (1Q'10 = 100)



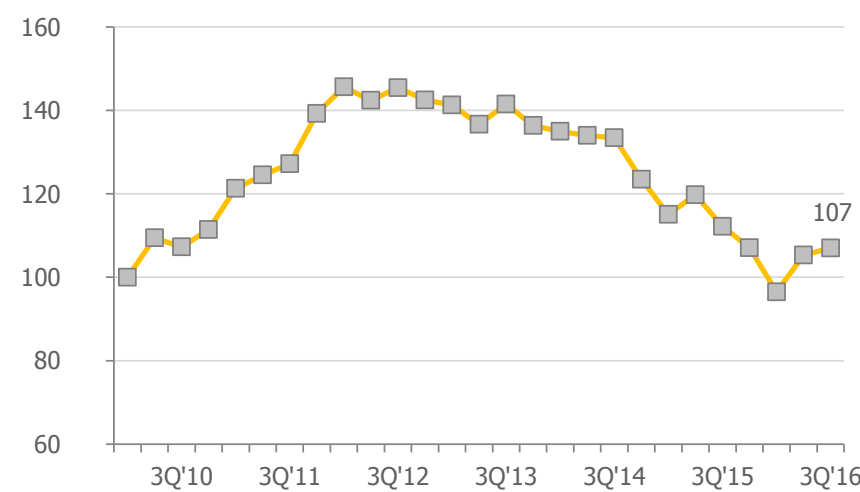
Reinforcement steel (1Q'10 = 100)



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

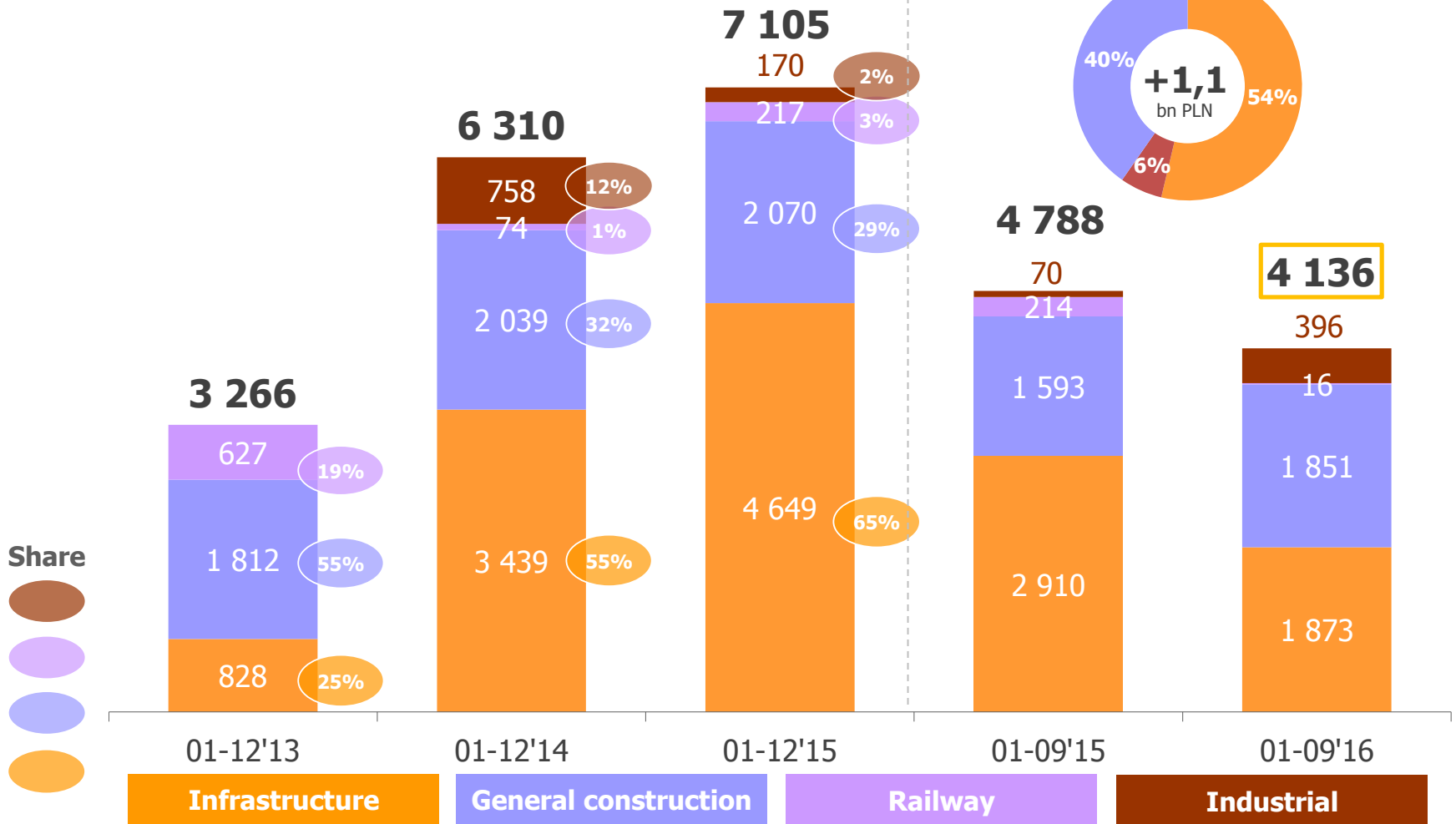
Construction segment



Annual data

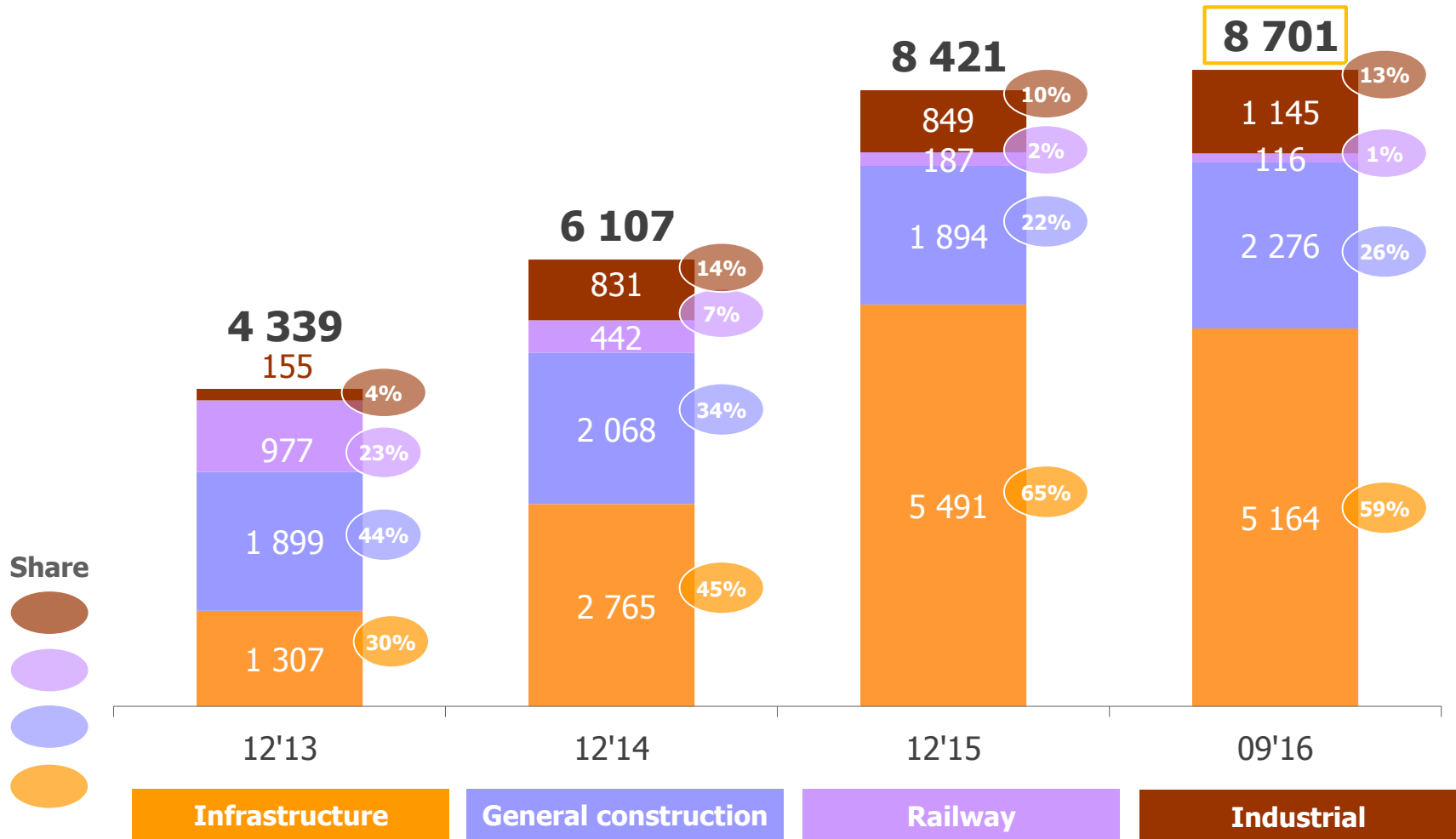
1-3Q data

Additional contracts pending (bn PLN)



Backlog in Budimex Group

Construction segment



Developer segment in 1-3Q'16

Developer segment

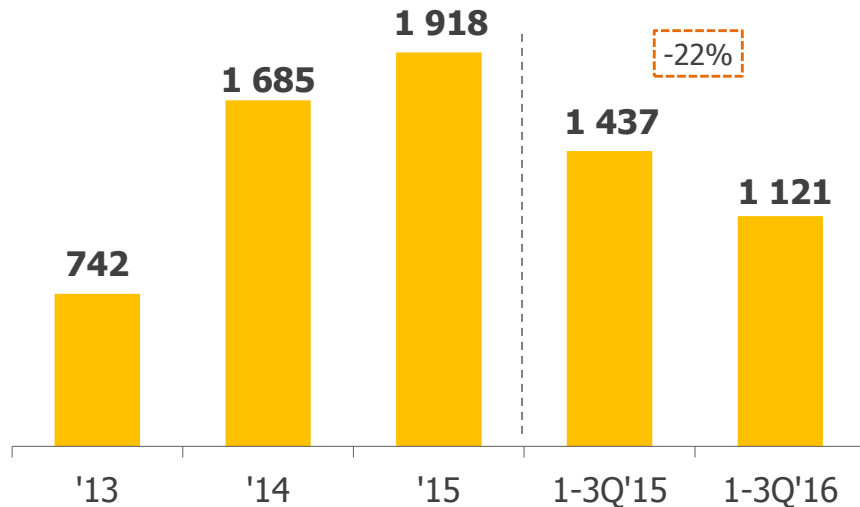


Developer segment results (M PLN)

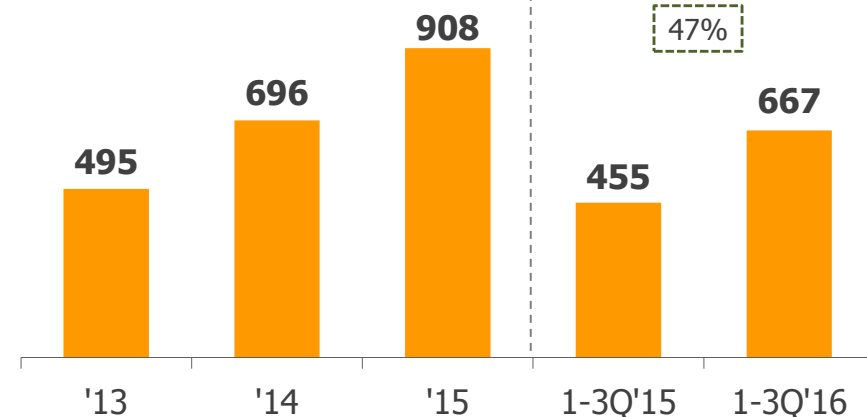
	1-3Q'16	y-o-y dynamics
Sales	209	29%
Gross margin	52	28%
	24,6%	-0,2 pp.
Operating profit	28	-14%
% sales	13,4%	-6,7 pp.
Net profit	25	-14%
% sales	12,1%	-6,0 pp.

- ☑ Developer segment improved top line by 29% y-o-y and managed to maintain healthy gross margin profitability
- ☑ Presales volume dropped by 22% y-o-y mainly due to lower contribution of „Nowe Czystyny” project (-484 flats y-o-y)
- ☑ Budimex Nieruchomosci offer covers 3 locations and amounts to 1,1 ths flats

Presales (# flats)



Notary sales (# flats)



Budimex Nieruchomosci offer

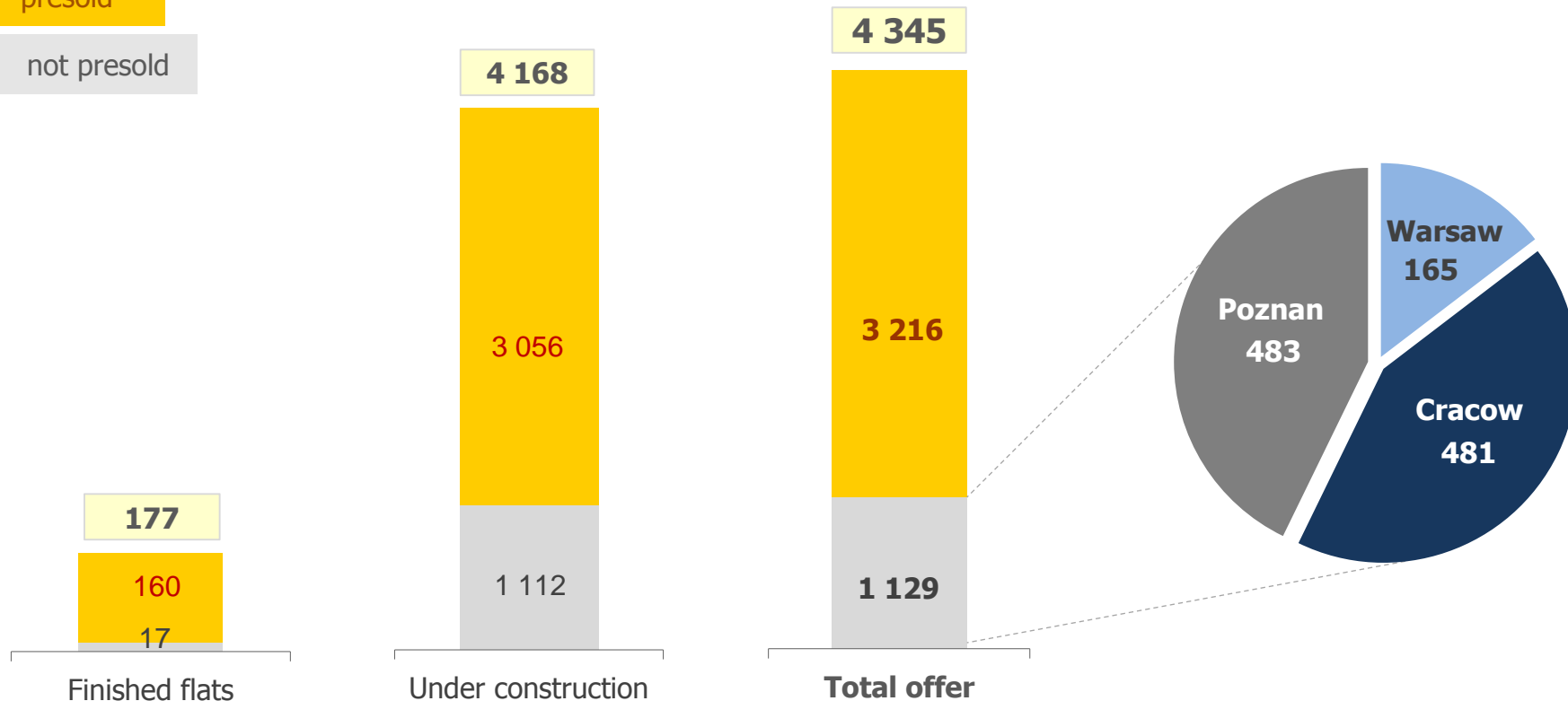
Developer segment

budimex

Offer as at 09'16 (number of flats)

presold

not presold



Under construction: 4 168 flats



Land bank: 5 568 flats

Other activities segment

Other activities segment

Other activities segment results (M PLN)

	1-3Q'16	y-o-y dynamics
Sales	125	-4%
Gross margin	17	3%
	13,6%	0,8 pp.
Operating profit	10	40%
% sales	7,9%	2,5 pp.
Net profit	7	46%
% sales	5,8%	2,0 pp.

- ✓ After strong 1Q'16 top line performance (+41% y-o-y) second & third quarter noted a y-o-y decrease due to lower volumes in Elektromontaz-Poznan
- ✓ Gross margin profitability stands at a level of 13,6% (+0,8 pp. y-o-y)
- ✓ Segment generated 7,9% operating profitability improving by 2,5 pp. y-o-y

Group's other activities segment composition

market leader in electrical system services

manufacturer of switchgears with own design office

construction & administration of underground car park in Wrocław (concession)

environmental services

infrastructure maintenance

facility management

energy efficiency services



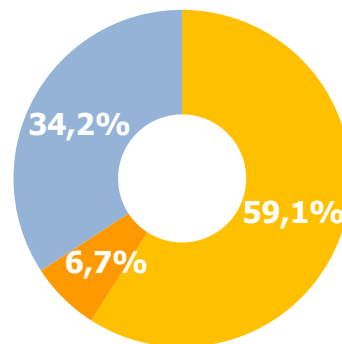
Budimex market value

Budimex on Warsaw Stock Exchange

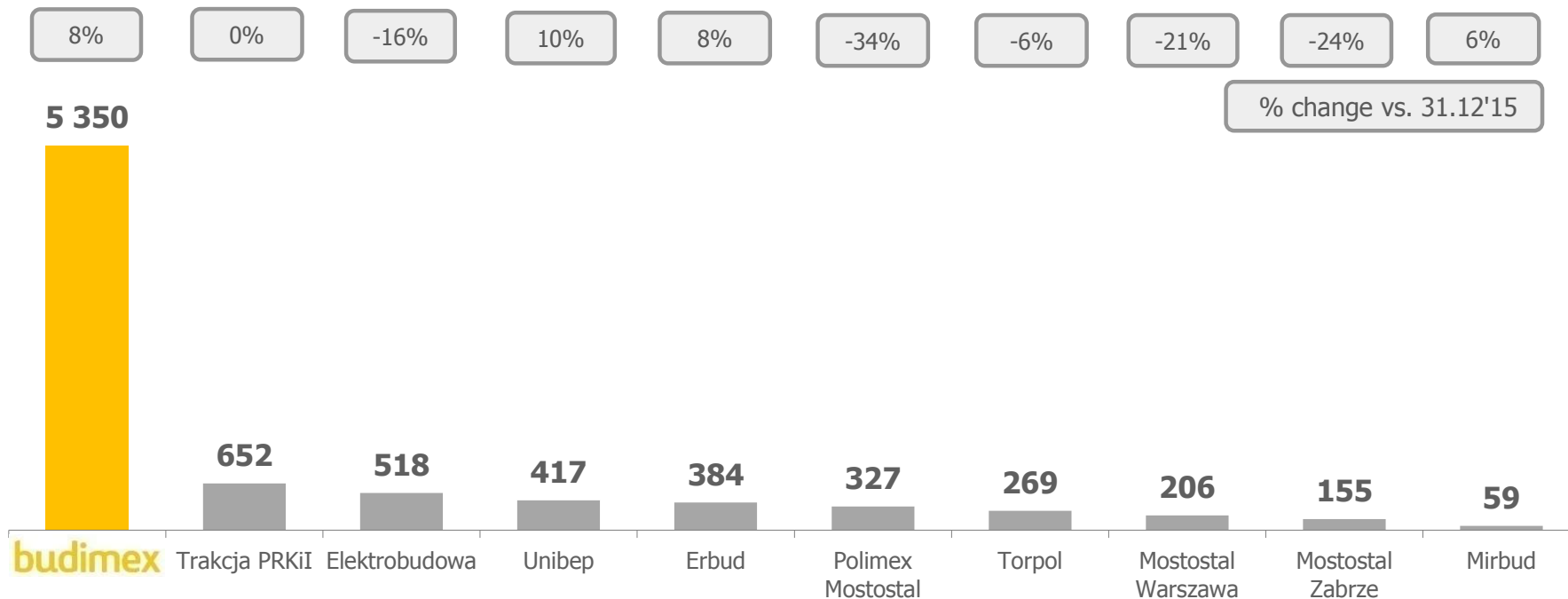


budimex	
WSE symbol	BDX
Number of shares	25 530 098
52 week min/max	168 / 218 PLN
52 week average volume	12,9 ths. shares

Shareholding structure



Market value as of 30.09'16





budimex

sense of creating

