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# Investor presentation

3Q'12 financial results

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# Budimex Group

## budimex

### Construction segment



**budimex**



**mostostal**  
kraków



**pni**

### Developer segment



**budimex**  
nieruchomości

### Other activities



**budimex**  
danwood



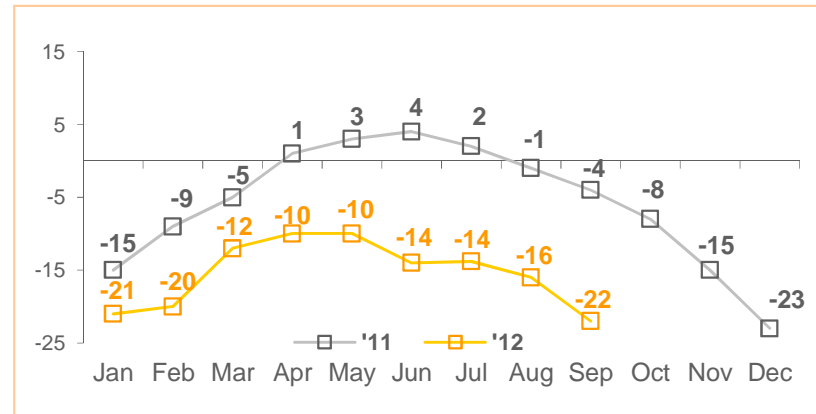
**ELEKTROMONTAŻ**  
pracujemy z energią



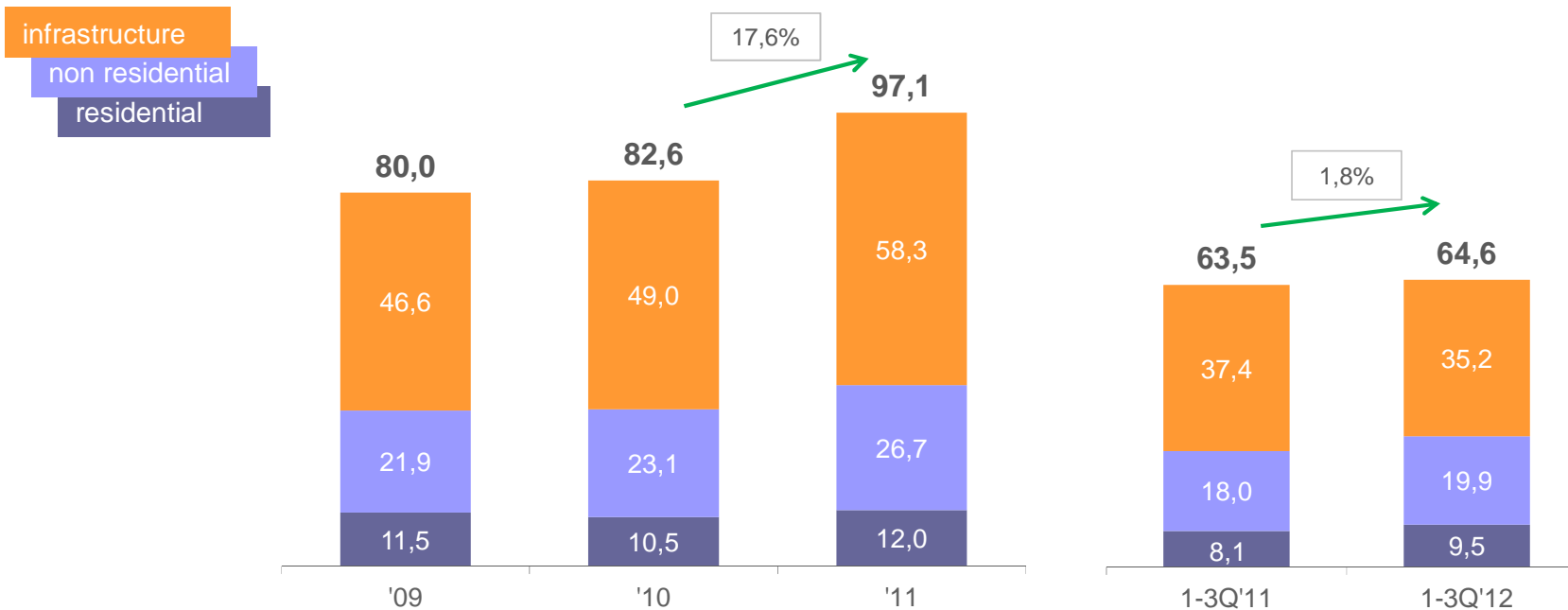
# Construction market climate

- ✓ Further market climate deterioration observed on the market
- ✓ Dynamics of construction production sold is diminishing (-18% y-o-y drop in September\*)
- ✓ 3Q'12 ytd Budimex construction sales grew by 22% y-o-y outperforming the market

Construction market climate index ('12 vs. '11)



Construction market value (bn PLN)



Source: Central Statistical Office  
\*dynamics in constant prices



# 3Q'12 ytd results (M PLN)

## Sales

4 580 vs. 3 823

+20% y-o-y

## Operating profit

109 vs. 237

-54% y-o-y

## Net profit

77 vs. 194

-60% y-o-y

## Backlog

(as at 30.09'12)

6 356 vs. 7 663

-17% y-o-y

## Contracts signed

1 962 vs. 4 203

-53% y-o-y

## Net cash

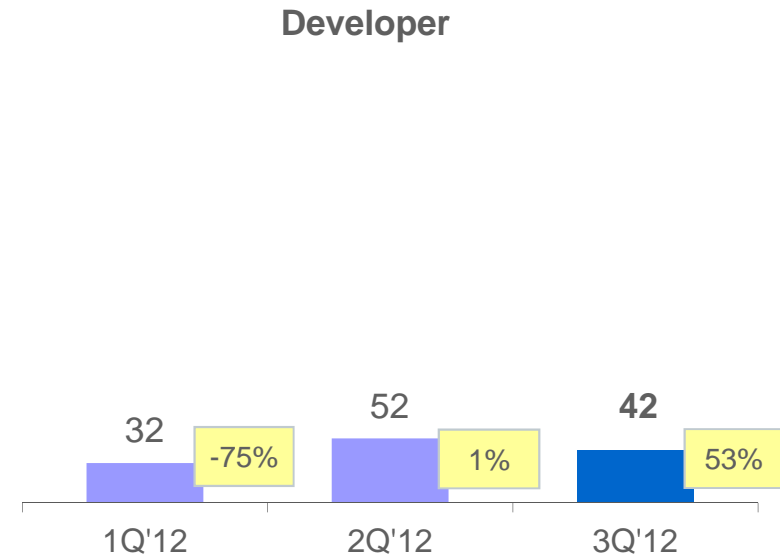
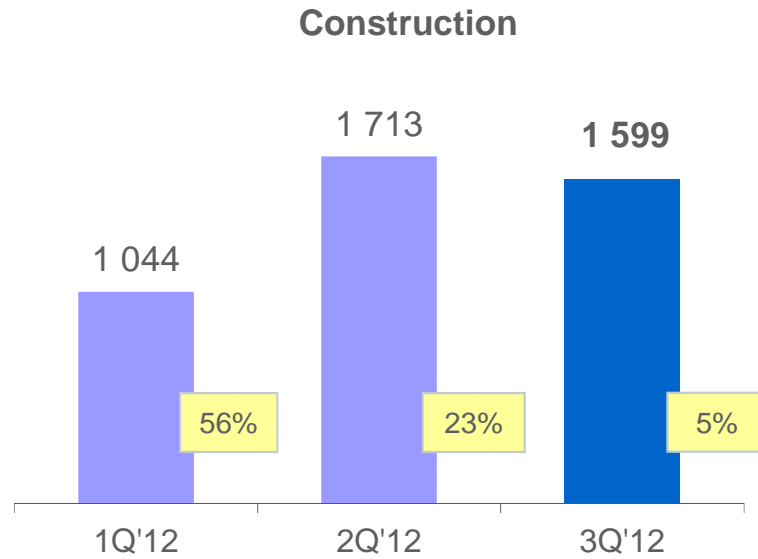
(as at 30.09'12)

718 vs. 889

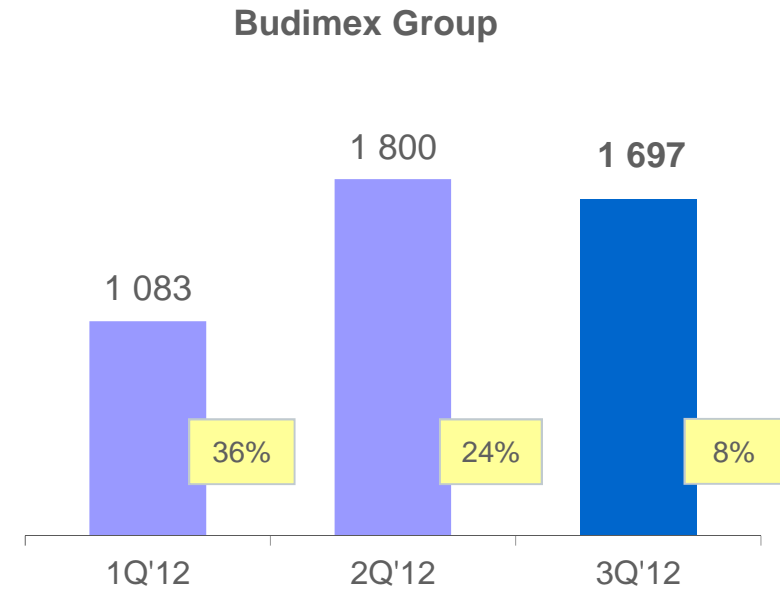
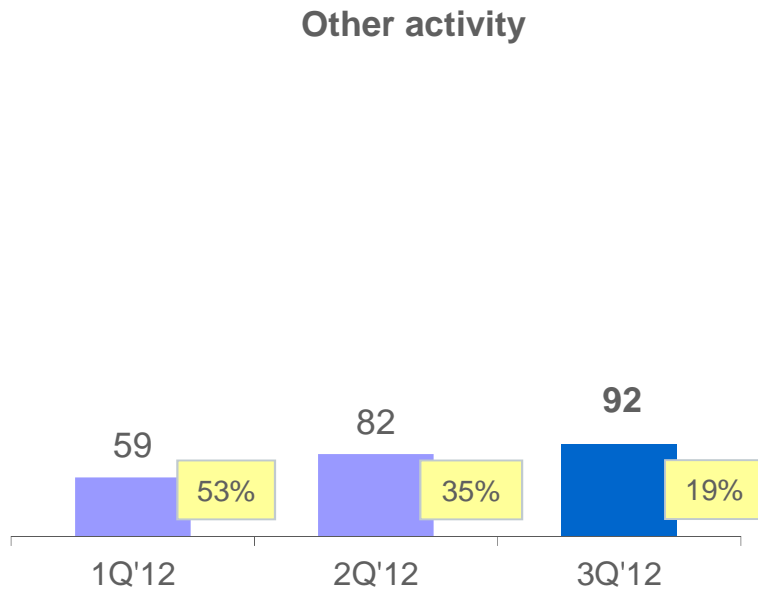
-19% y-o-y



# Sales by segments, quarterly (M PLN)

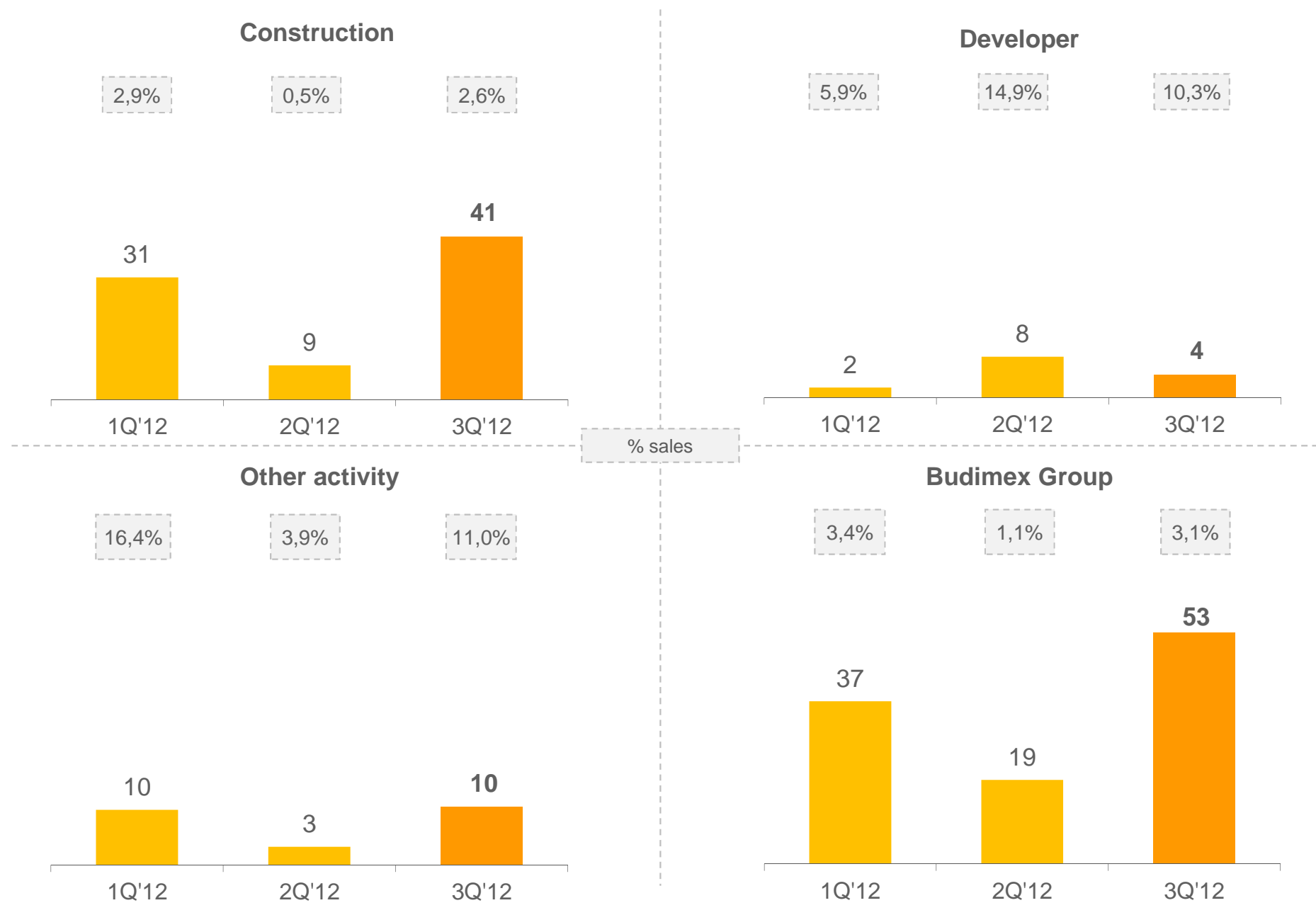


y-o-y dynamics



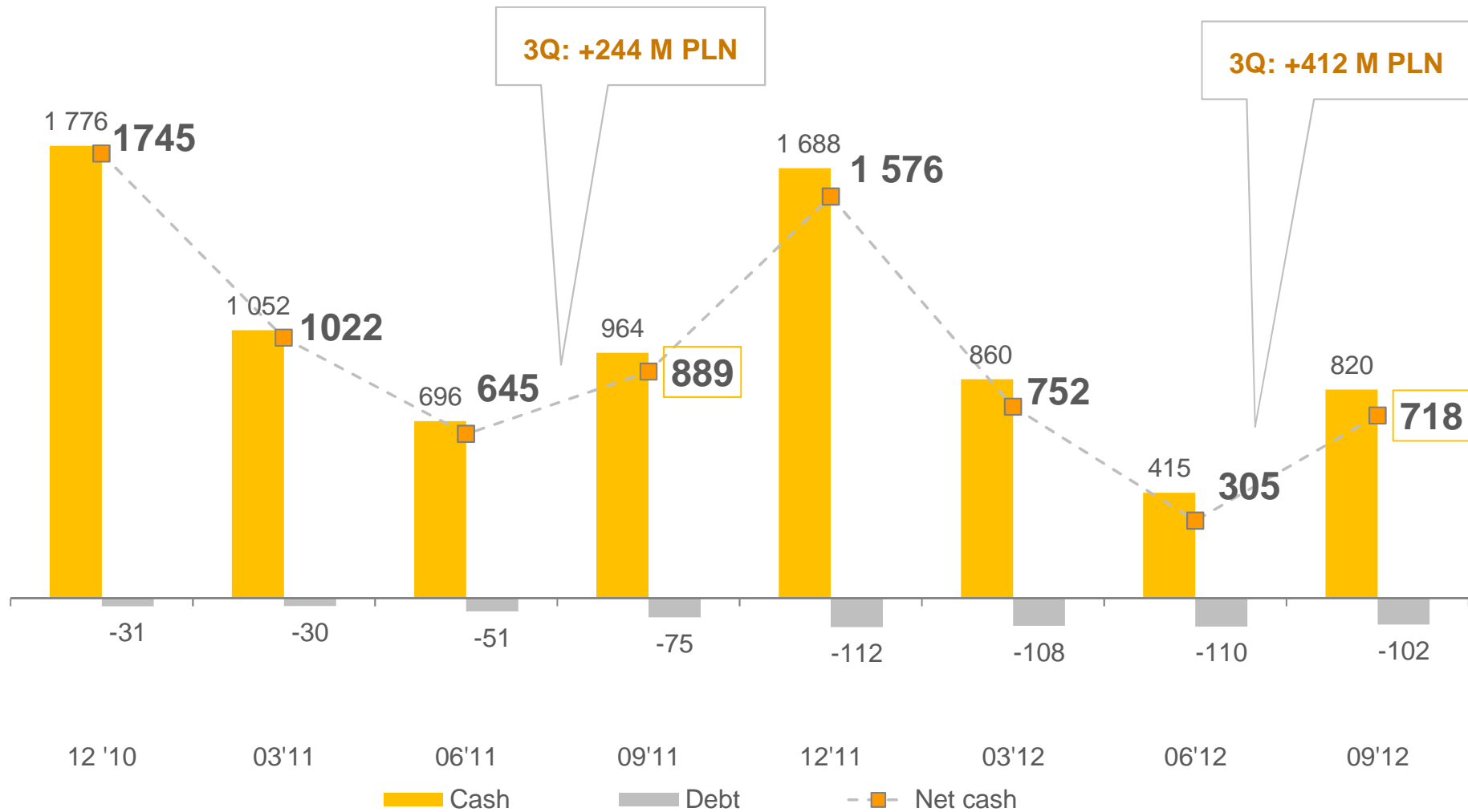


# EBIT by segments, quarterly (M PLN)





# Net cash (M PLN)



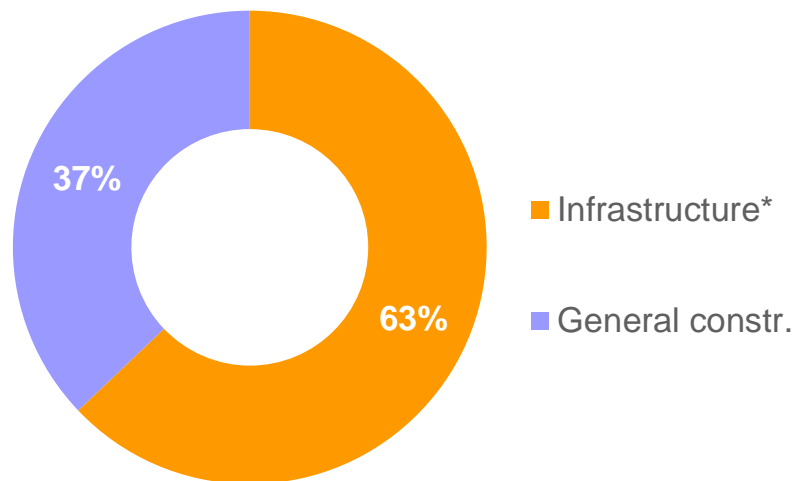


# Construction segment in 3Q'12 ytd

## Construction segment results (M PLN)

	3Q'12 ytd	y-o-y dynamics
<b>Sales</b>	<b>4 357</b>	<b>22%</b>
<b>Operating profit</b>	<b>80</b>	<b>-62%</b>
% sales	1,8%	-4,0 pp.
<b>Net profit</b>	<b>49</b>	<b>-72%</b>
% sales	1,1%	-3,7 pp.

## Sales in construction segment



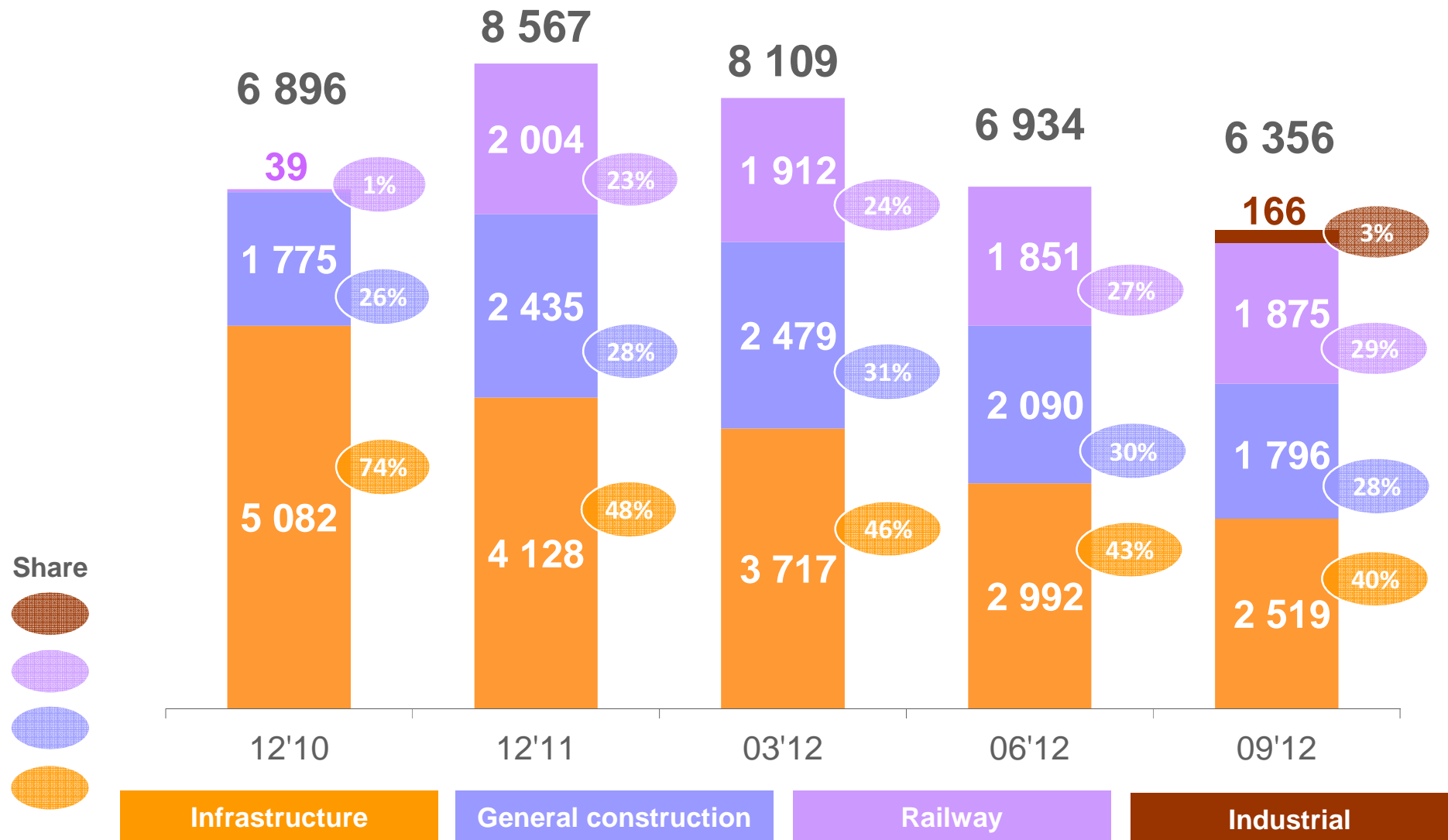
\*including railway infrastructure

- ☑ Despite a 7% q-o-q drop in 3Q'12, core segment maintained positive y-o-y sales dynamics
- ☑ Gross margin in 3Q'12 was under pressure due to realization of some loss-generating contracts (recognized with 0% gross margin) and revision of contracts' budgets
- ☑ In 3Q'12 core segment secured new contracts worth ca. 1 bn PLN
- ☑ Results of 3Q'12 were influenced positively by favorable outcome of Augustow bypass lawsuit vs. GDDKiA
- ☑ Stabilization of material prices observed on the market



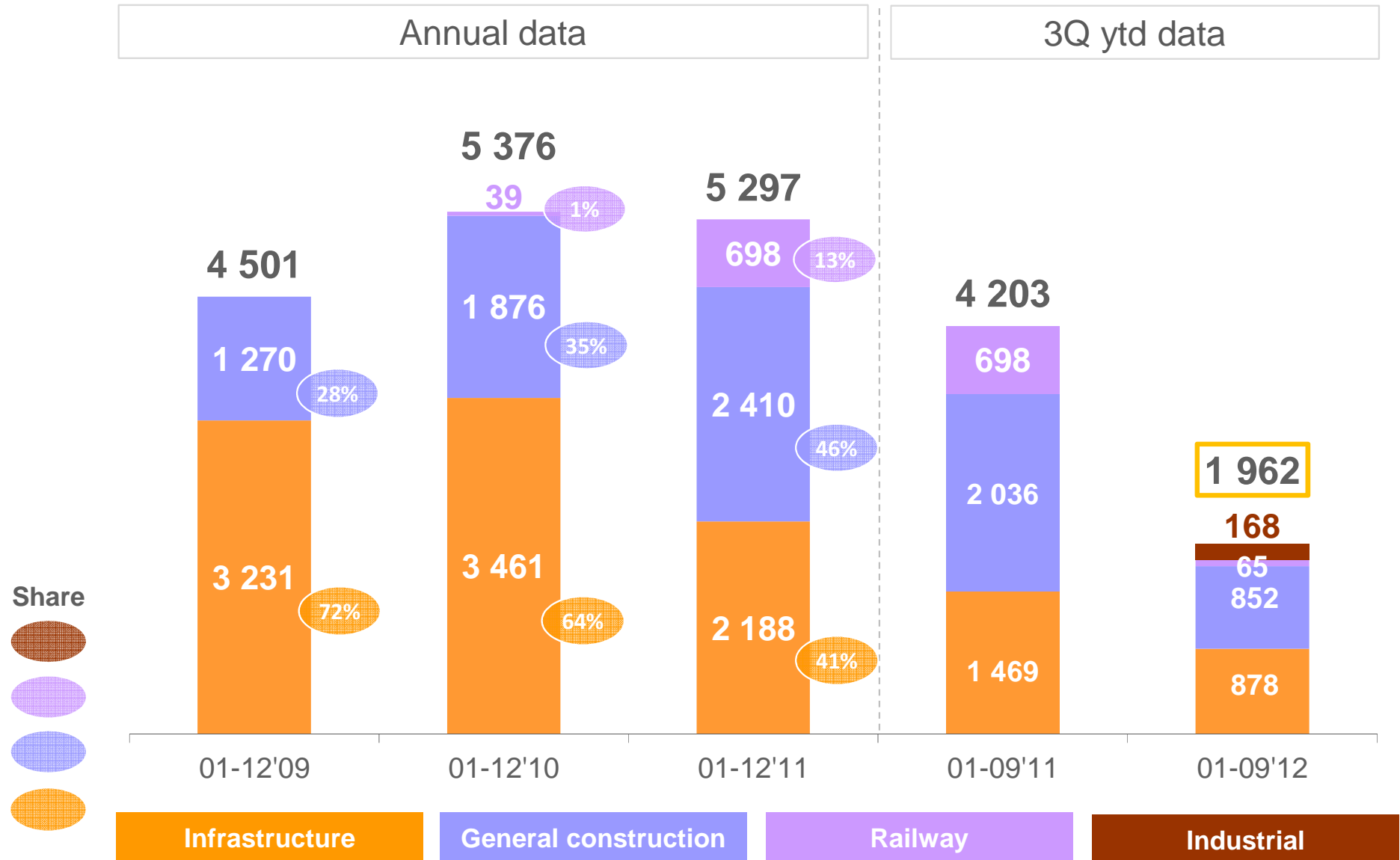


# Backlog (M PLN)





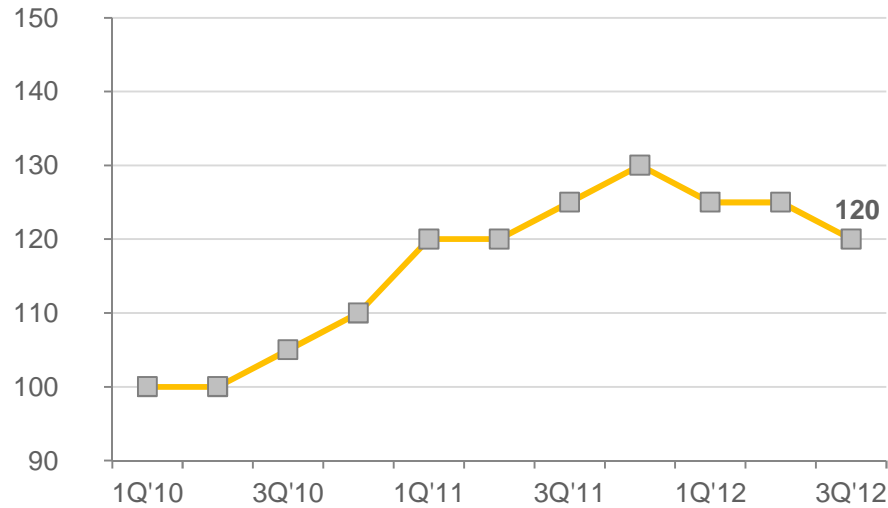
# Contracts signed (M PLN)



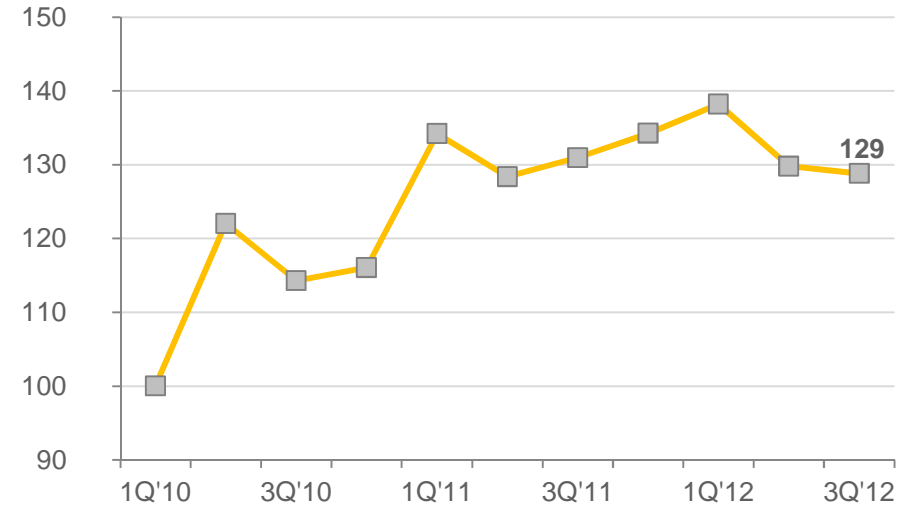


# Material prices evolution\*

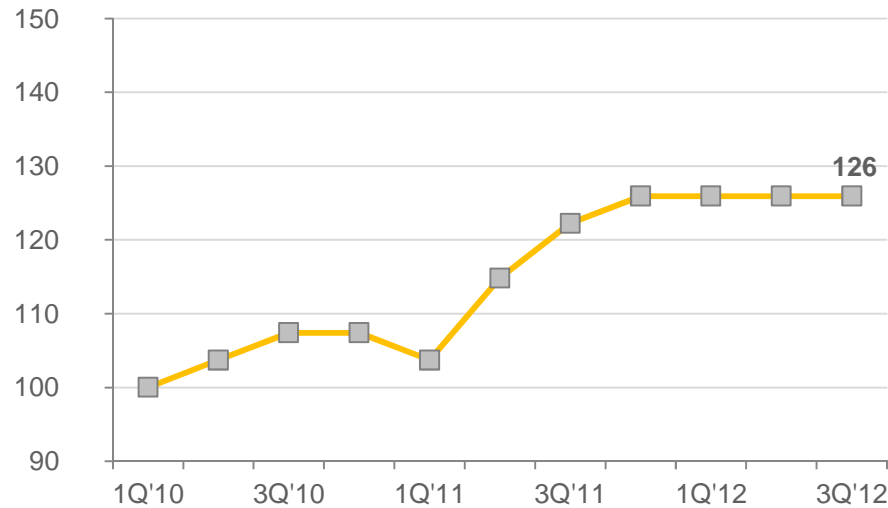
### Concrete (1Q'10 = 100)



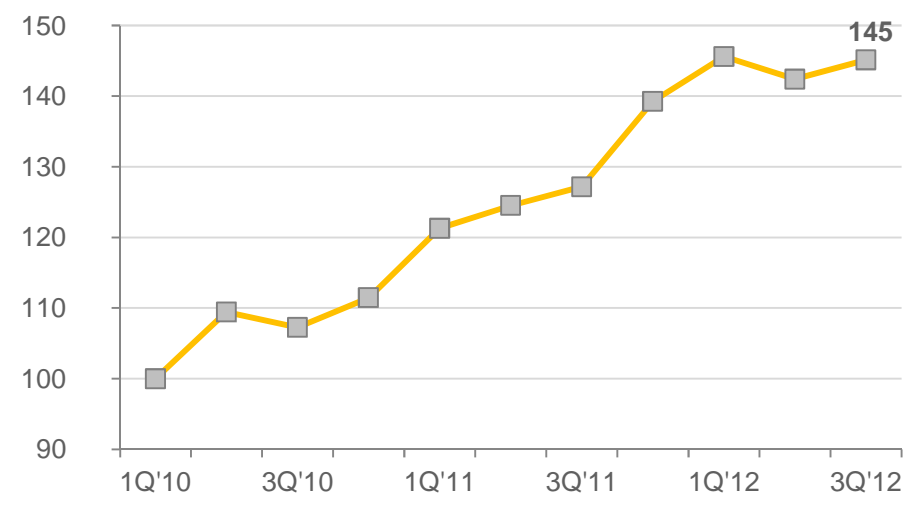
### Reinforcement steel (1Q'10 = 100)



### Asphalt (1Q'10 = 100)



### Diesel oil (1Q'10 = 100)



\*based on Budimex internal data, diesel oil prices according to Lotos SA data



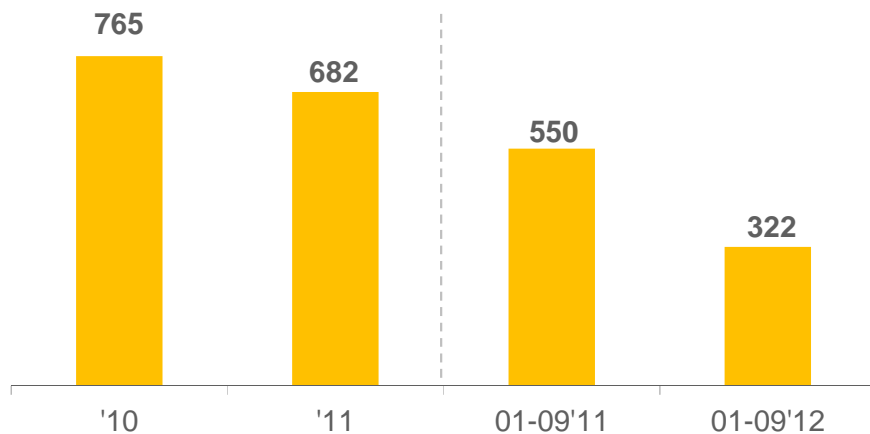
# Developer segment in 3Q'12 ytd

## Developer segment results (M PLN)

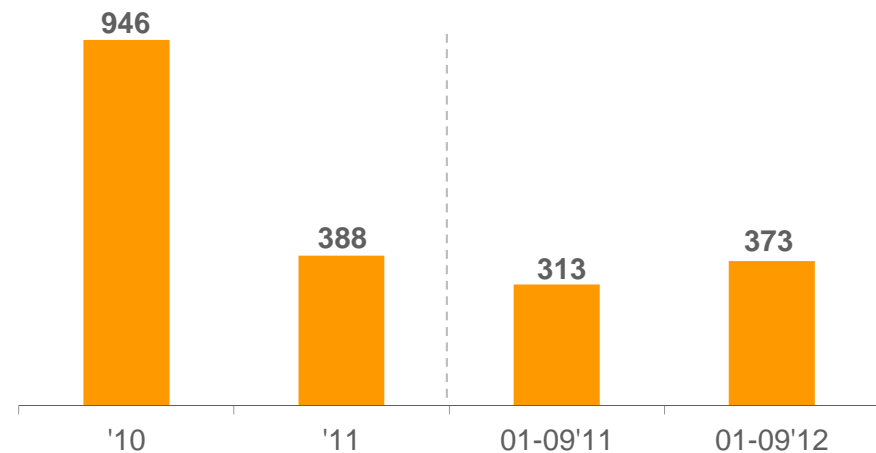
	3Q'12 ytd	y-o-y dynamics
<b>Sales</b>	<b>125</b>	<b>-40%</b>
<b>Operating profit</b>	<b>14</b>	<b>-47%</b>
% sales	11,1%	-1,6 pp.
<b>Net profit</b>	<b>15</b>	<b>-38%</b>
% sales	11,8%	0,2 pp.
<b>Presales (no. flats)</b>	<b>322</b>	<b>-41%</b>

- ☑ Developer segment performance remained stable during 3Q'12
- ☑ Majority of notary sales came from Smolna 13A project (stage I) and Mysliwska (stage I)
- ☑ Significant increase of 4Q'12 revenues expected due to completion (and therefore start of notary sales) of 2 projects in Warsaw

Net presales (number of flats)



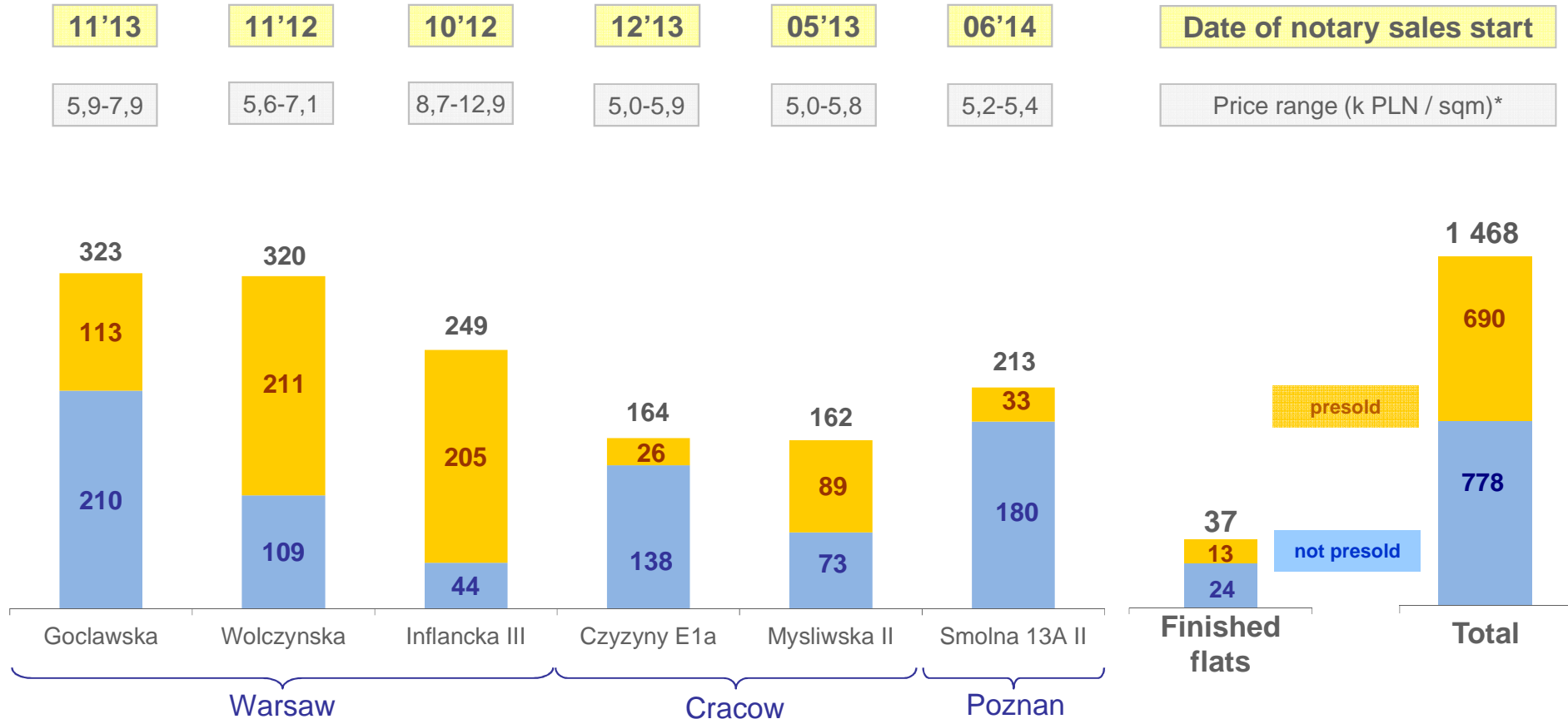
Notary sales (number of flats)





# Budimex Nieruchomosci projects

## Flats under construction



Under construction: **1 431 flats**



Land bank: **7 236 flats**

\*gross offer prices

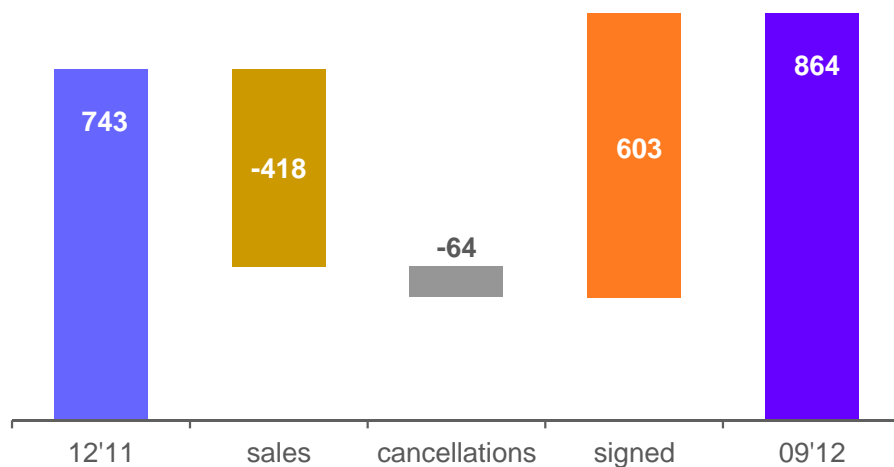


# Other activities in 3Q'12 ytd

## Other activities (M PLN)

	3Q'12 ytd	y-o-y dynamics
<b>Sales</b>	<b>232</b>	<b>32%</b>
<b>Operating profit</b>	<b>23</b>	<b>n.a.</b>
% sales	9,8%	11,2 pp.
<b>Net profit</b>	<b>18</b>	<b>n.a.</b>
% sales	7,9%	11,5 pp.
<b>Net cash (09'12)</b>	<b>54</b>	<b>65%</b>

## Budimex Danwood backlog (number of houses)



**budimex**  
danwood

- ☑ Budimex Danwood noted a very good quarter with record-high sales of 91,5 M PLN
- ☑ Company steadily improves its cash position

## Average house price (backlog)

	Local currency (net)	Polish Zloty* (net)
	126 k EUR	517 k PLN
	346 k PLN	346 k PLN
	188 k GBP	971 k PLN

Estimated net value of backlog: **439 M PLN**

\*NBP exchange as of 28.09.2012

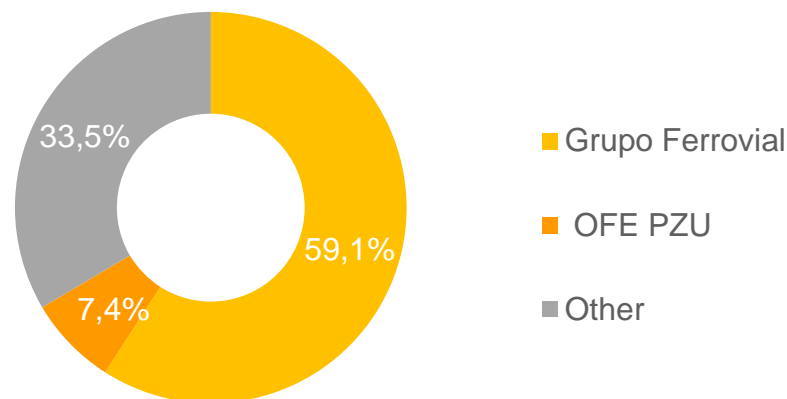


# Construction companies' capitalization

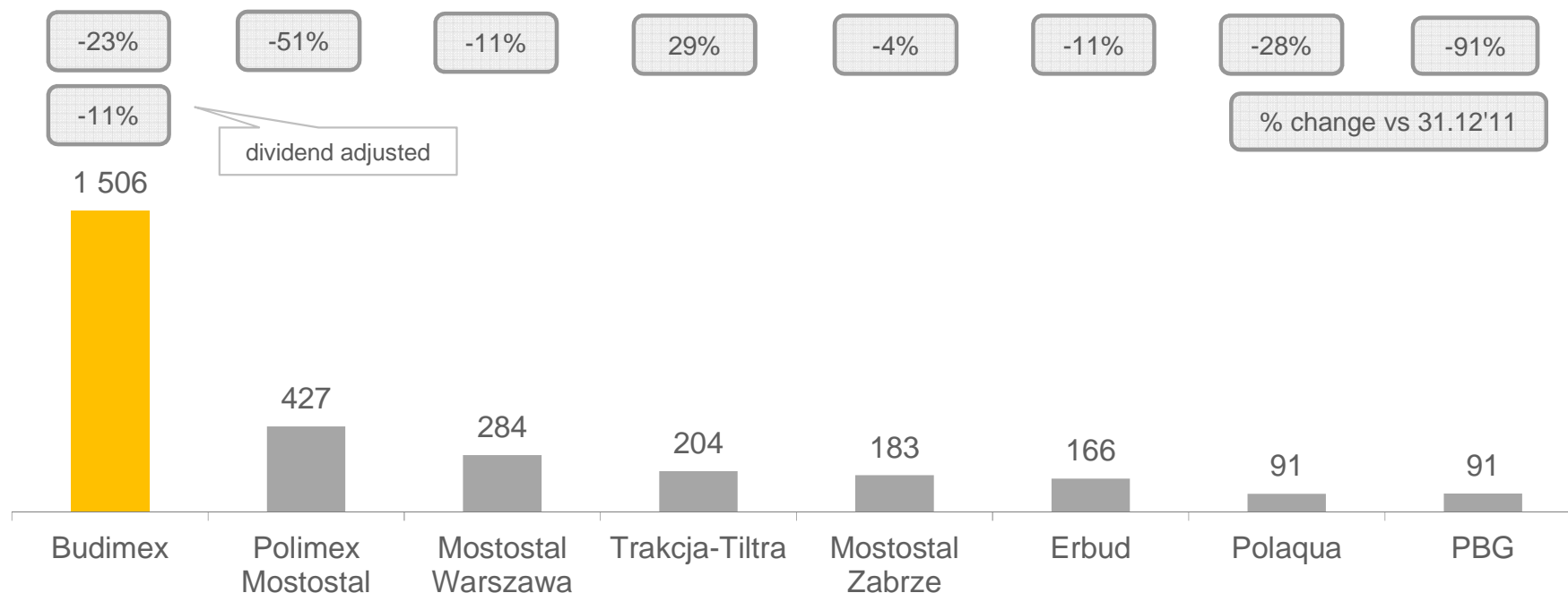
**budimex**

WSE symbol **BDX**  
 Number of shares **25 530 098**  
 52 week min/max **46 / 88 PLN**  
 52 week average volume **13,9 ths. shares**

Shareholder structure (as of 26.04'12)



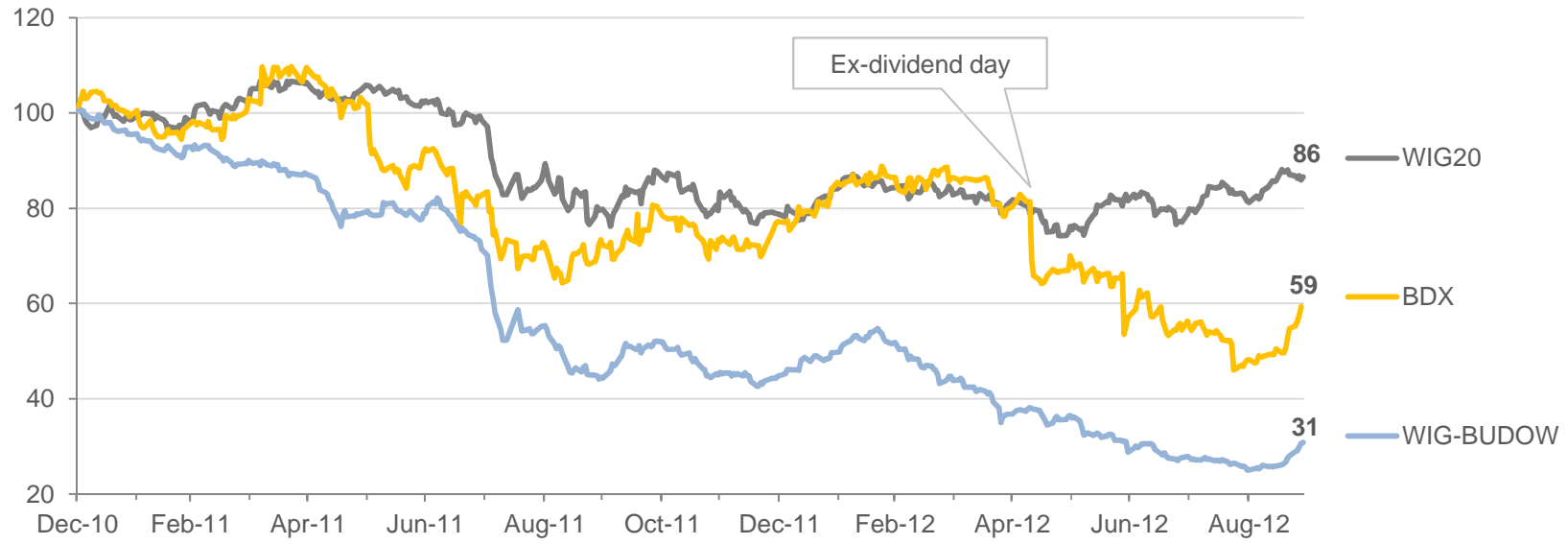
Capitalization as of 30.09'12 (M PLN)



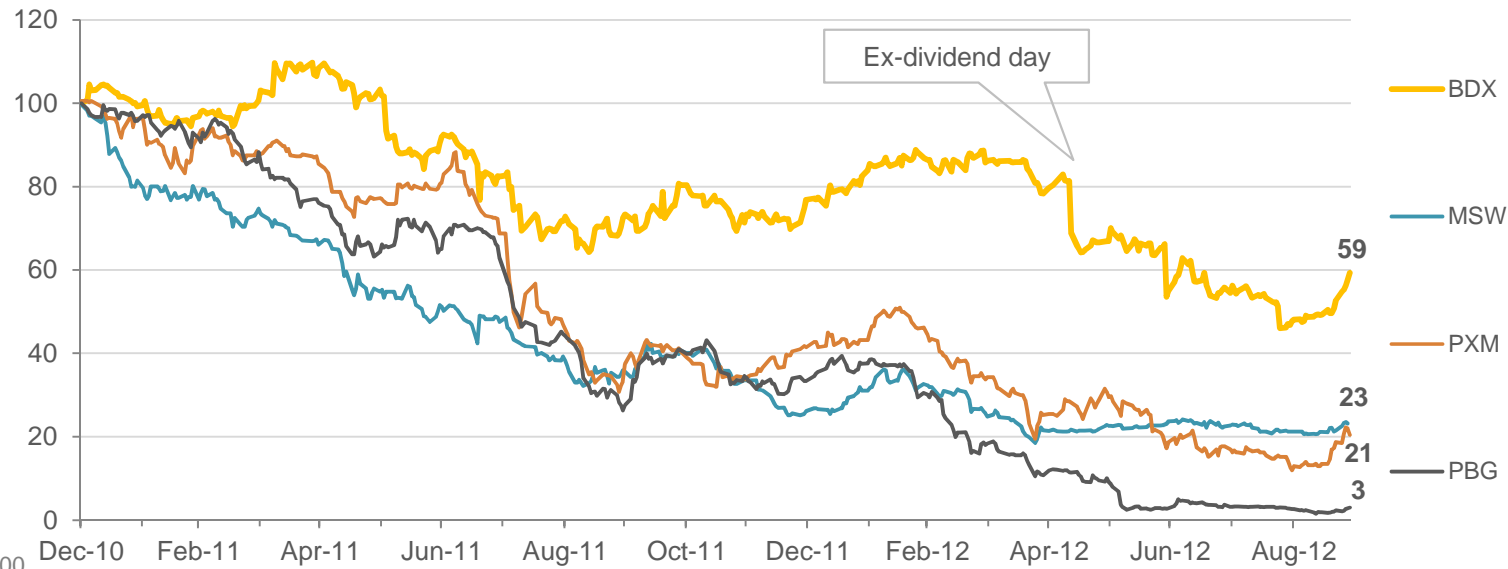


# Performance on WSE

## Budimex vs. market



## Budimex vs. other construction companies



31.12'10 = 100





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**budimex**