



# Investor presentation

1H'14 financial results



# Budimex Group

**1H'14 sales\***  
(% Group sales)

**1H'14 EBIT\***  
(% Group EBIT)

## budimex

### Construction segment

**1 960 M PLN**  
91%

**73 M PLN**  
66%



**budimex**



**mostostal**  
kraków

### Developer segment

**197 M PLN**  
9%

**28 M PLN**  
25%



**budimex**  
nieruchomości

### Other activities

**79 M PLN**  
4%

**1 M PLN**  
1%



**ELEKTROMONTAŻ**  
*pracujemy z energią*

Stake: 51%

Controlled since: Jan'13



**fb**serwis

Stake: 49%

Established: Mar'12



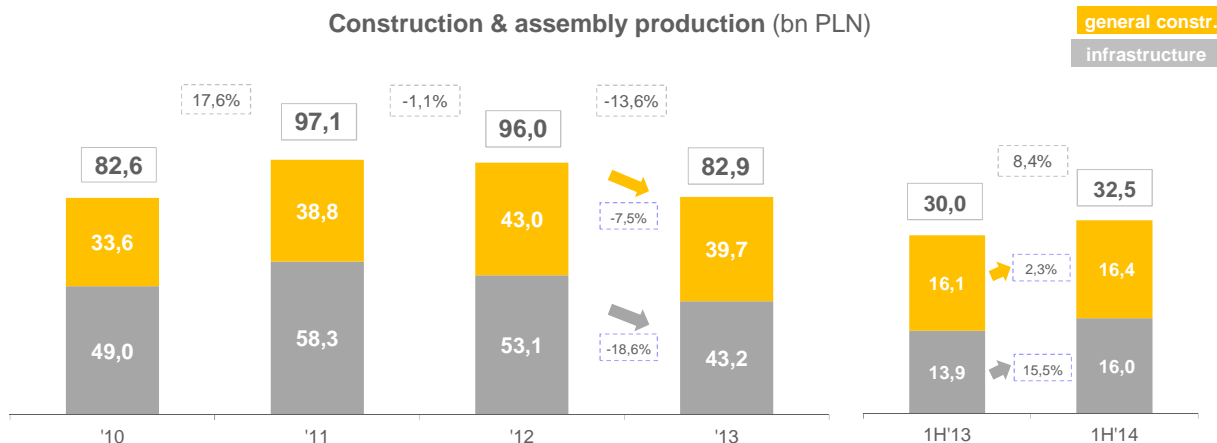
**budimex**  
Parking Wrocław

\*numbers do not add up due to internal eliminations



# 1H'14 at a glance

- ✓ Historical dividend payment amounting to 302,5 M PLN (11,85 PLN per share)
- ✓ Solid cash position at end-June (913 M PLN vs. 640 M PLN in June'13)
- ✓ Contracts signed amounting to 1,4 bn PLN and over 2,0 bn PLN probable contracts pending (excl. Turow)
- ✓ Signing of Turow power plant project totaling 3,25 bn PLN in July'14 (Budimex stake at 22,3%)
- ✓ Record-high developer segment presales (553 vs. 280 flats in 1H'13)

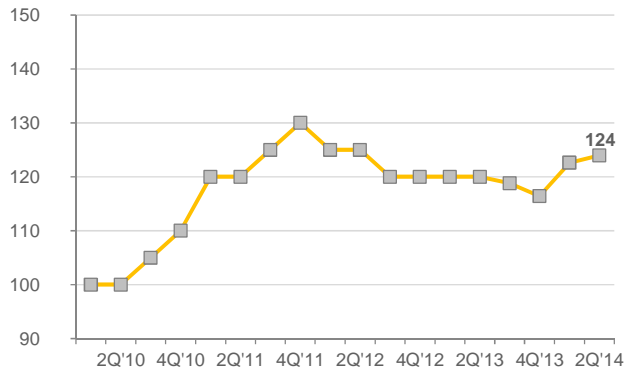


Source: Central Statistical Office

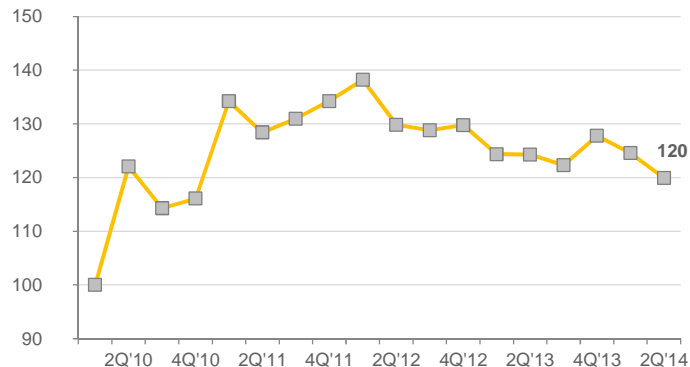


# Material prices evolution

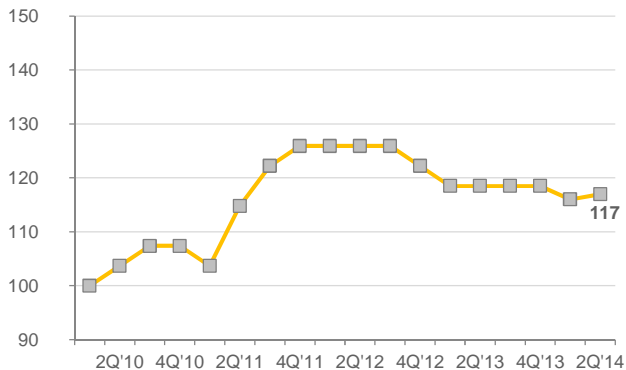
### Concrete (1Q'10 = 100)



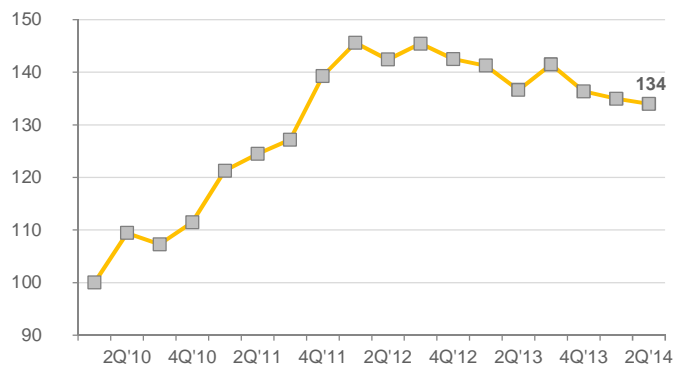
### Reinforcement steel (1Q'10 = 100)



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



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



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



# 1H'14 results (M PLN)

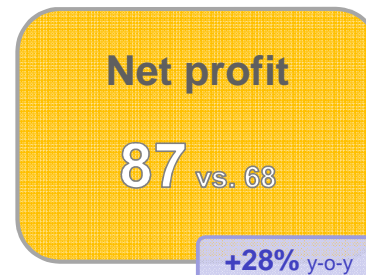


y-o-y dynamics  
excl. Danwood\*

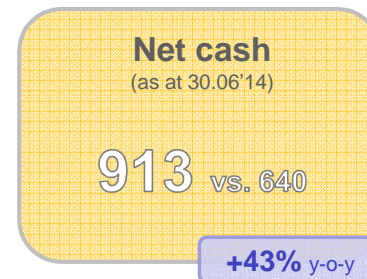
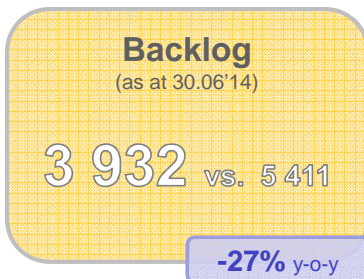
+13% y-o-y



+42% y-o-y



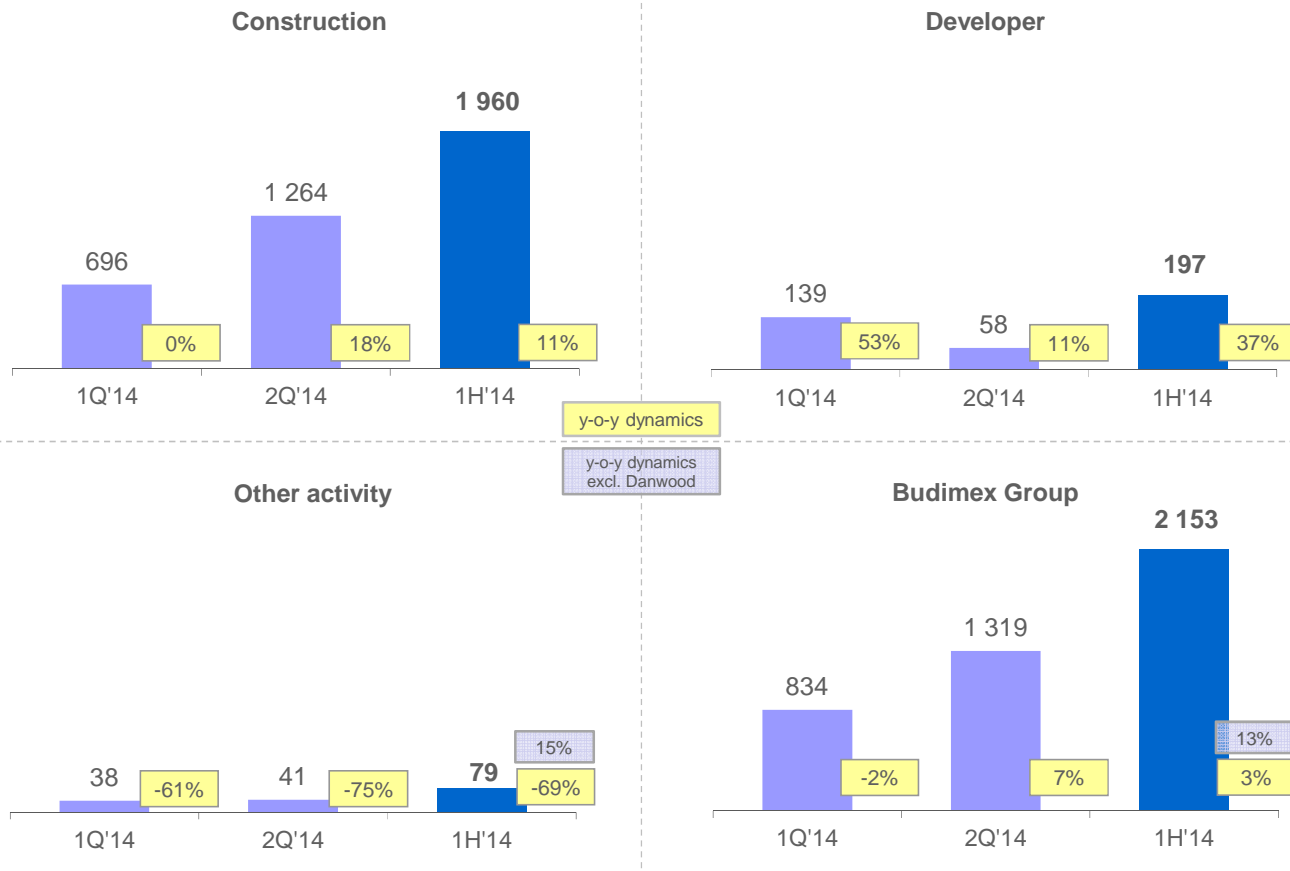
+41% y-o-y



\*dynamics based on pro-forma 2013 results (excluding Danwood results)

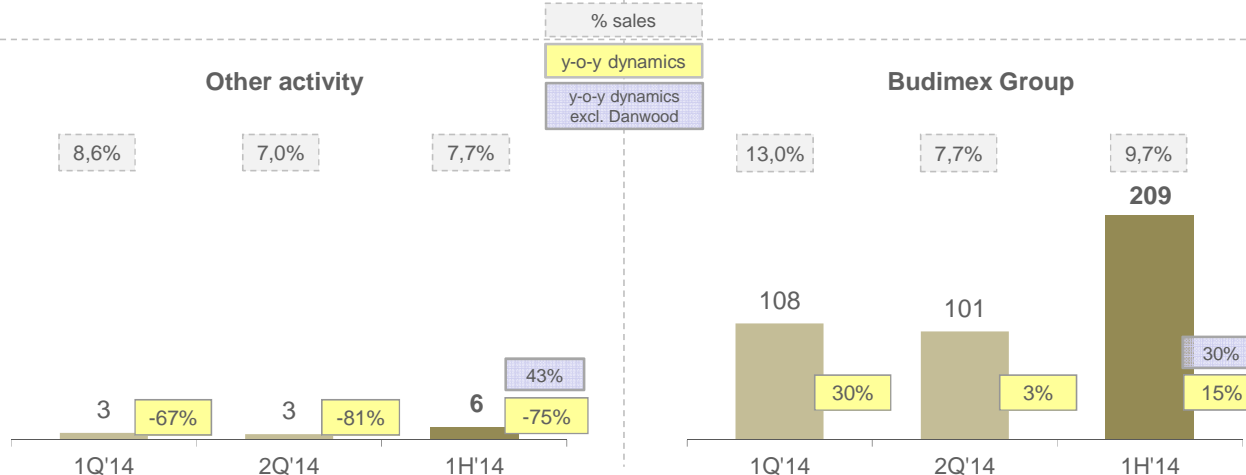
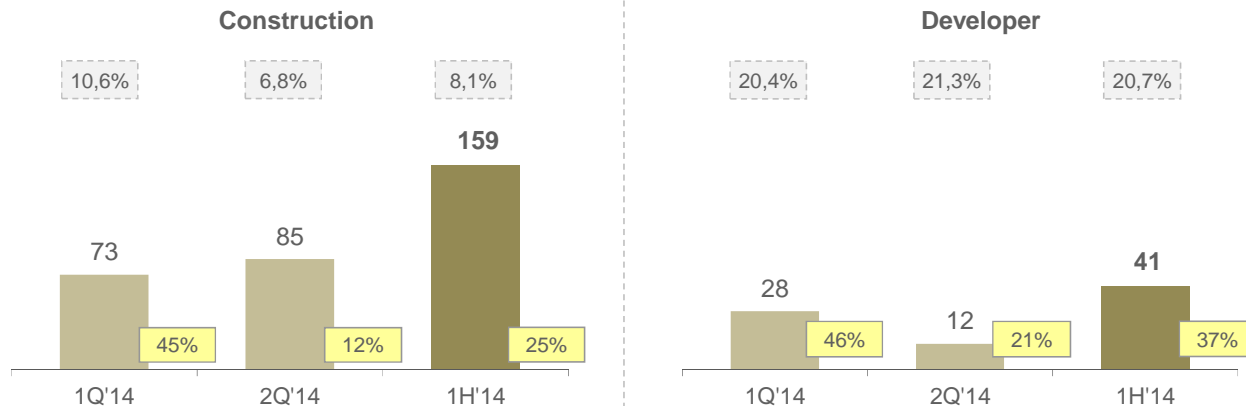


# 1H'14 sales by segments (M PLN)



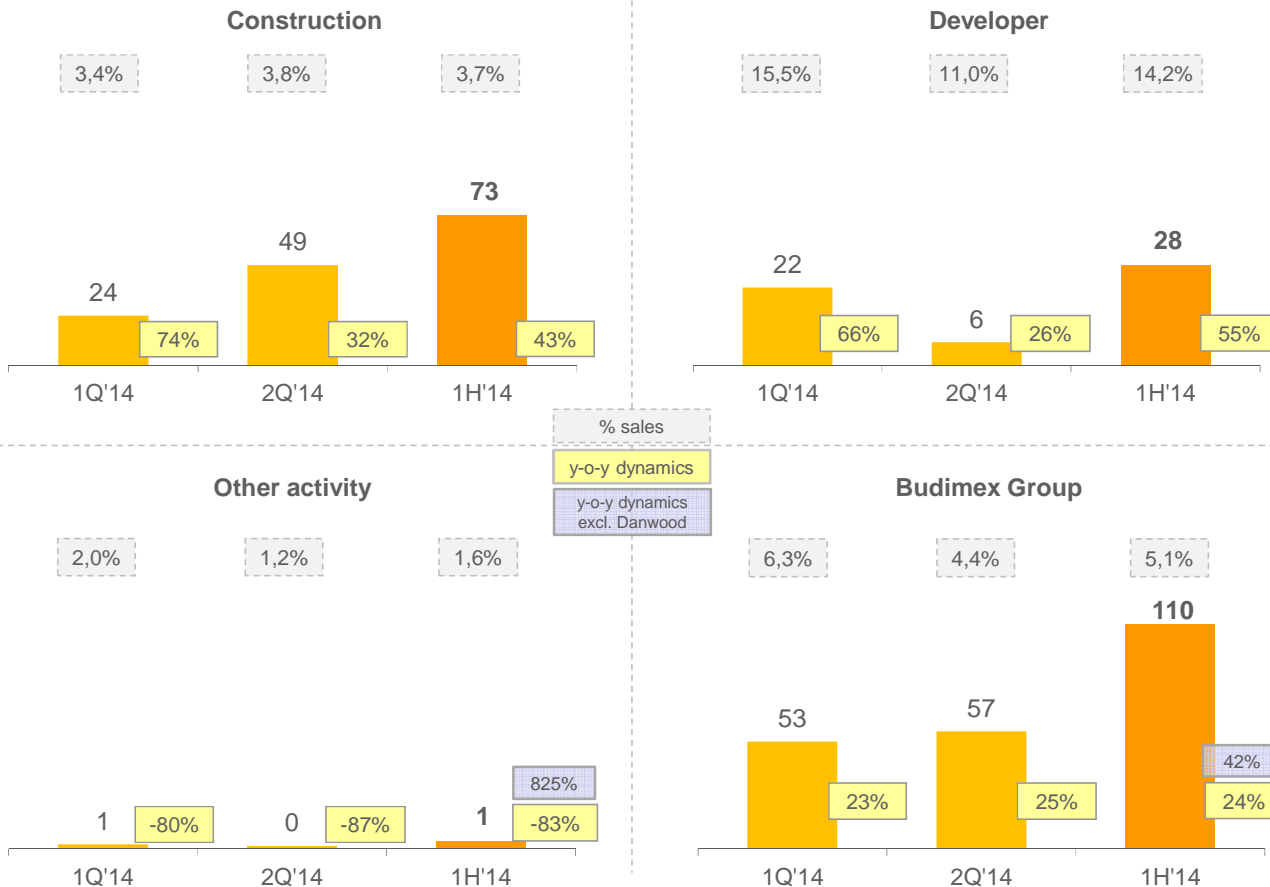


# 1H'14 gross margin by segments (M PLN)





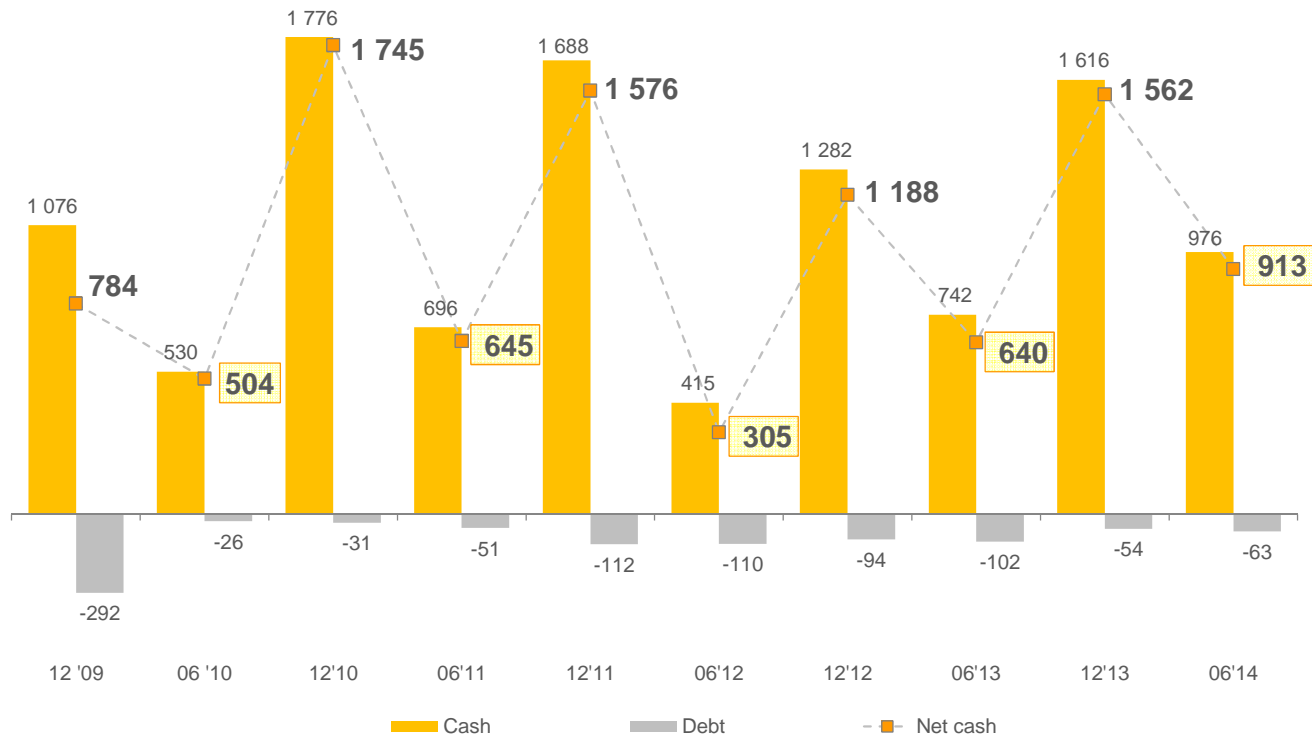
# 1H'14 EBIT by segments (M PLN)







# Net cash (M PLN)



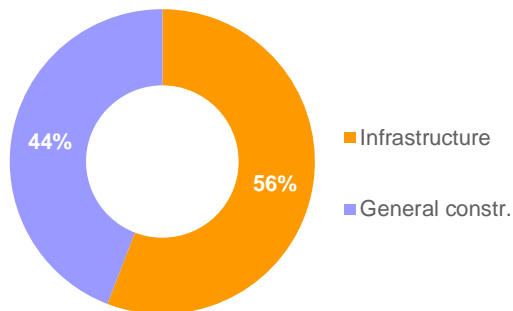


# Construction segment in 1H'14

## Construction segment results (M PLN)

	1H'14	y-o-y dynamics
<b>Sales</b>	<b>1 960</b>	<b>11%</b>
<b>Gross margin</b>	<b>159</b>	<b>25%</b>
% sales	8,1%	0,9 pp.
<b>Operating profit</b>	<b>73</b>	<b>43%</b>
% sales	3,7%	0,8 pp.
<b>Net profit</b>	<b>55</b>	<b>47%</b>
% sales	2,8%	0,7 pp.

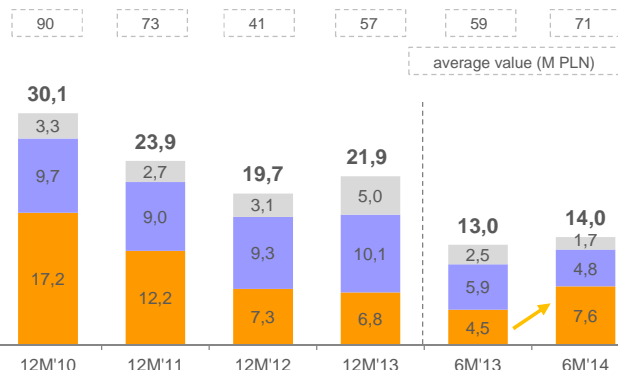
## Sales in construction segment



- ☑ In 1H'14 construction segment noted a 11% y-o-y growth (18% increase in 2Q'14)
- ☑ Growth in GDDKiA market resulted in strong tendering and several bids with best price (1,7 bn PLN net – *details on slide 12*)
- ☑ 2H'14 may see the reconstruction of order backlog as a consequence of Turow project (already signed) and other pending contracts signing

## Offers placed by Budimex SA

(all segments, bn PLN)



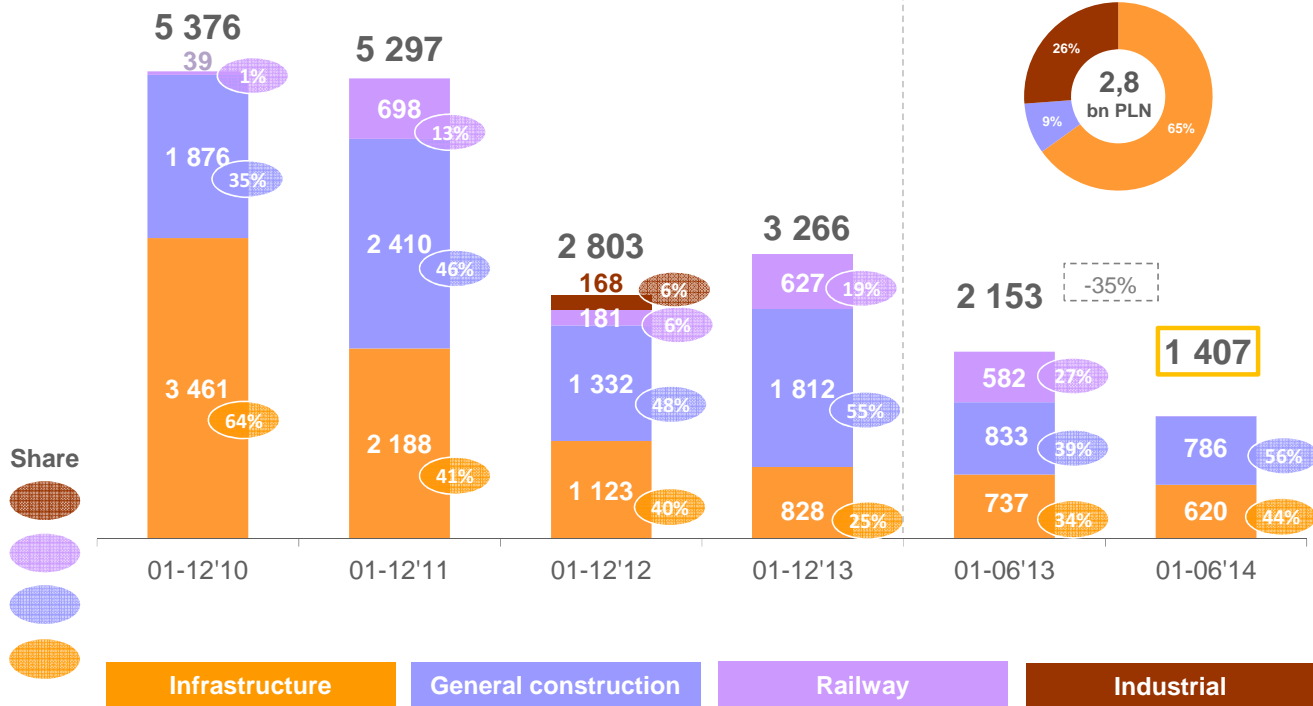


# Contracts signed (M PLN)

## Annual data

## Half-year data

Highly probable contracts\*  
(details on next slide)

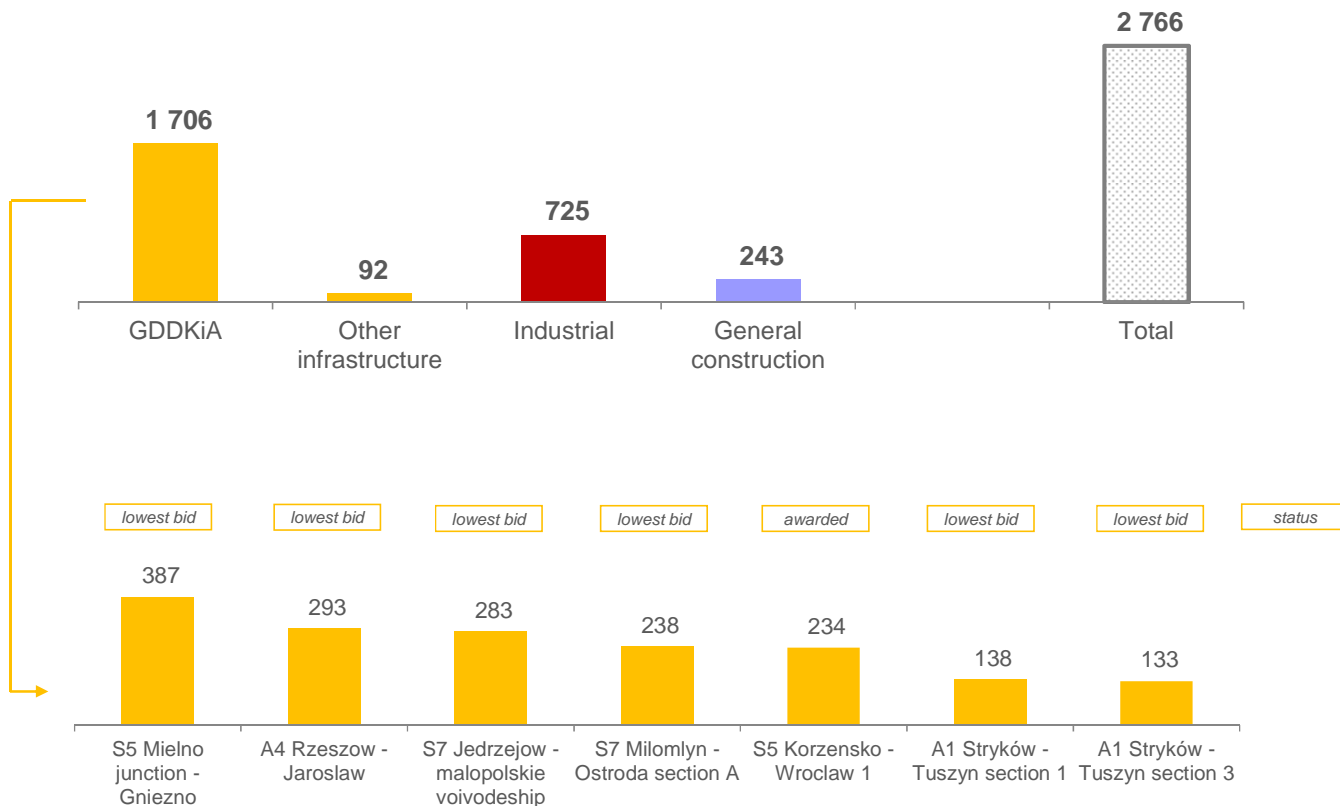


\*including Turow project



# Budimex Group probable contracts pending

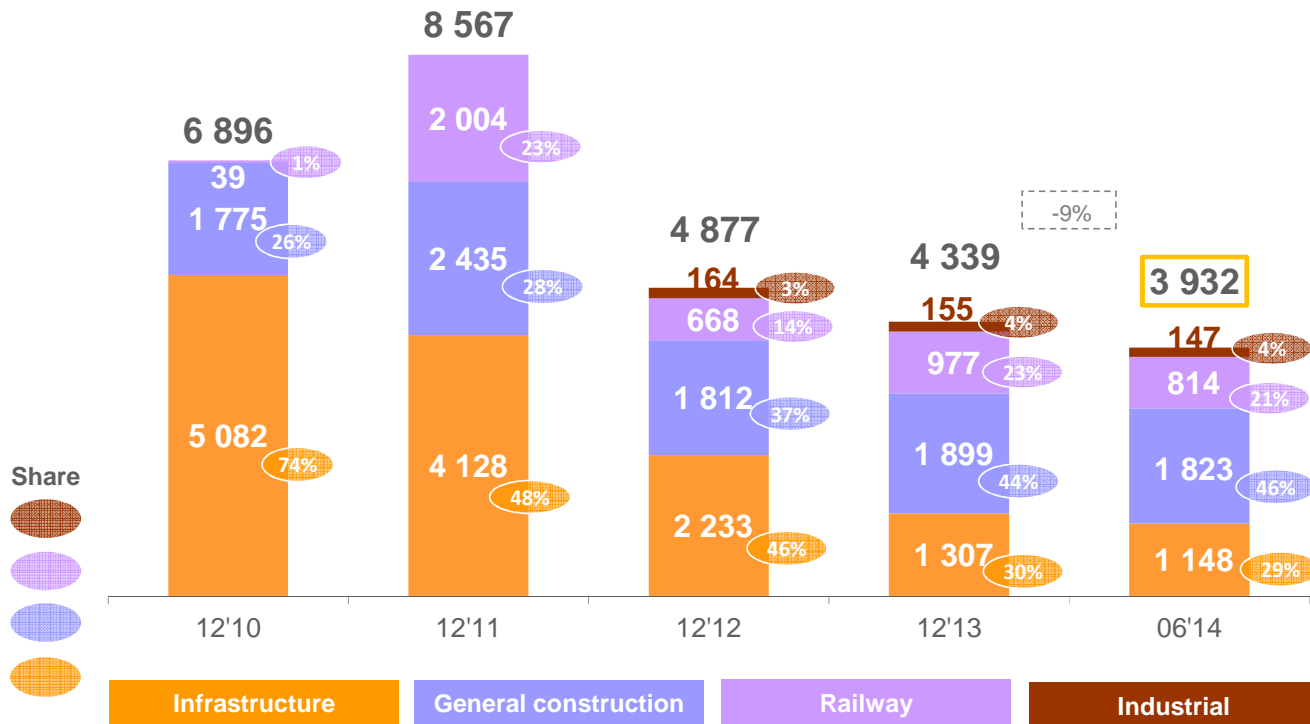
Probable contracts pending (M PLN)\*



\*net offer excl. consortium part, as of 18.07.2014



# Backlog (M PLN)





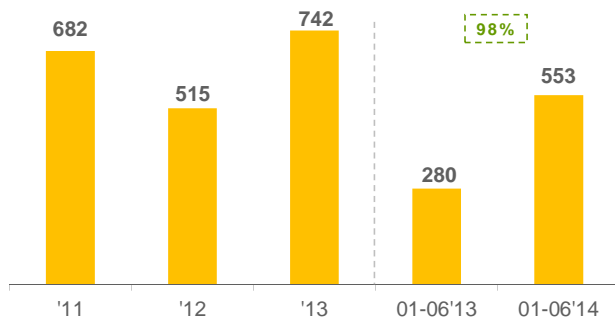
# Developer segment in 1H'14

## Developer segment results (M PLN)

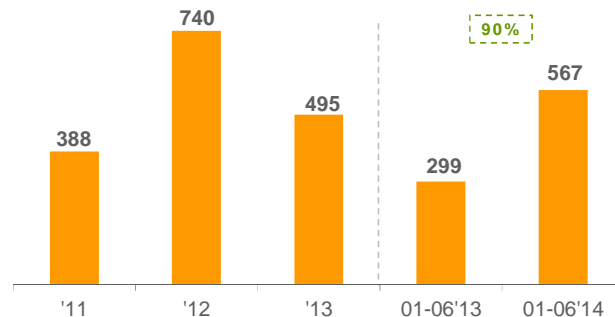
	1H'14	y-o-y dynamics
<b>Sales</b>	<b>197</b>	<b>37%</b>
<b>Gross margin</b>	<b>41</b>	<b>37%</b>
	20,7%	0,0 pp.
<b>Operating profit</b>	<b>28</b>	<b>55%</b>
% sales	14,2%	1,6 pp.
<b>Net profit</b>	<b>26</b>	<b>53%</b>
% sales	13,1%	1,3 pp.

- ☑ Budimex Nieruchomosci reached historical presales level (553 flats) in first half of the year
- ☑ Sales revenues grew by 37% y-o-y
- ☑ In 2H'14 Budimex Nieruchomosci plans to launch 7 new project totaling ≈1 600 flats

## Net presales (number of flats)



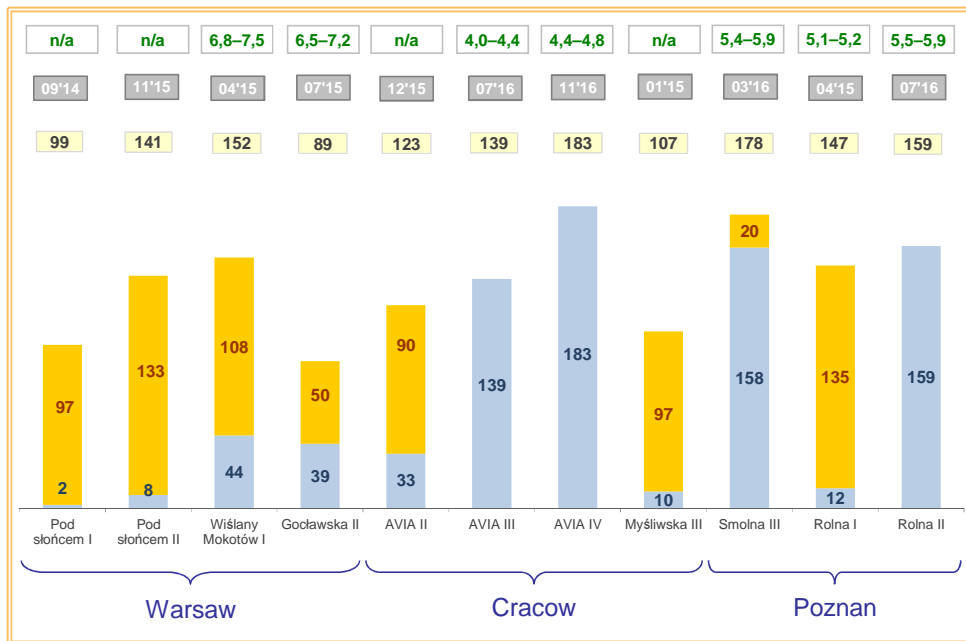
## Notary sales (number of flats)





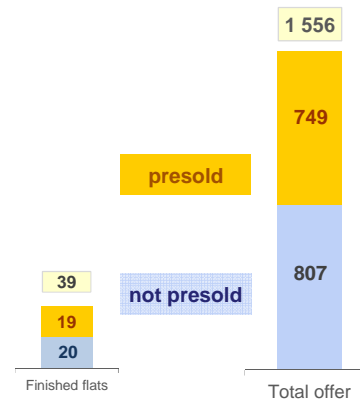
# Budimex Nieruchomosci projects

## Flats under construction



Offer price range\*

Date of notary sales start



Land bank: **6 488 flats**



Under construction: **1 517 flats**

\*gross offer prices



# Other activities segment in 1H'14

## Other activities (M PLN)

	1H'14	y-o-y dynamics
<b>Sales</b>	<b>78,8</b>	<b>-69%</b>
<b>Gross margin</b>	<b>6,1</b>	<b>-75%</b>
	7,7%	-1,9 pp.
<b>Operating profit</b>	<b>1,2</b>	<b>-83%</b>
% sales	1,6%	-1,3 pp.
<b>Net profit</b>	<b>- 0,2</b>	<b>n/a</b>
% sales	-0,3%	-1,2 pp.

1H'13	y-o-y dynamics
excl. Danw ood	excl. Danw ood
<b>68,8</b>	<b>15%</b>
<b>4,3</b>	<b>43%</b>
6,2%	1,5 pp.
<b>0,1</b>	<b>825%</b>
0,2%	1,4 pp.
<b>- 0,4</b>	<b>n/a</b>
-0,5%	0,2 pp.



- ☑ Other activities segment noted a 15% y-o-y sales growth in comparable terms
- ☑ Segment improved profitability and generated positive operating profit of 1,2 M PLN (1,6% of sales)
- ☑ Budimex Parking Wrocław finalized the construction of underground car park in Wrocław based on concession scheme





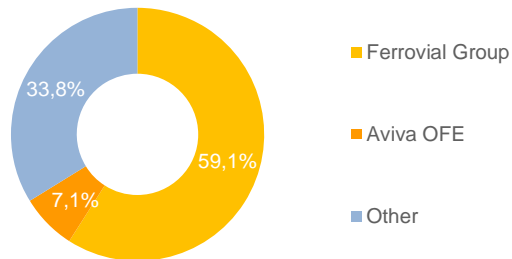


# Construction companies capitalization

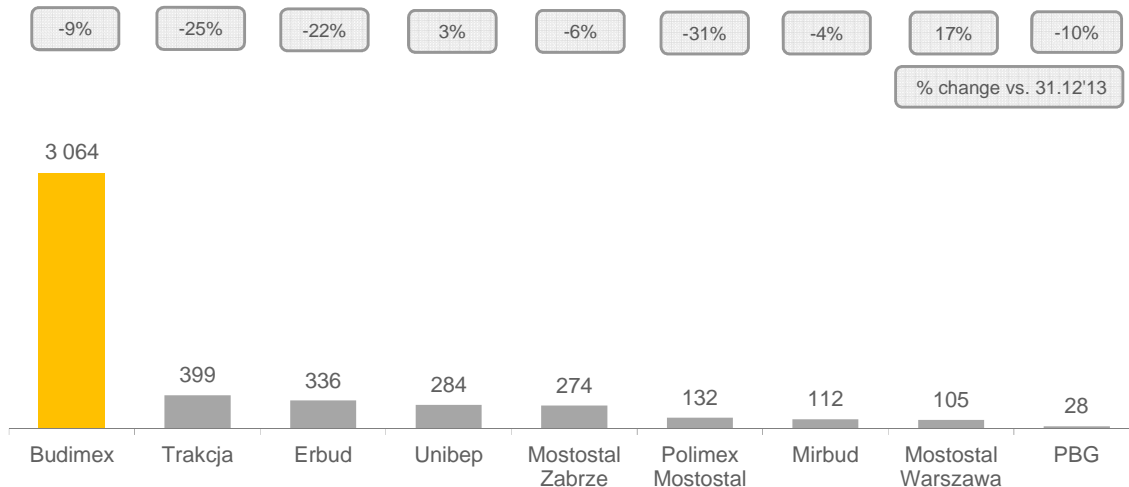
## budimex

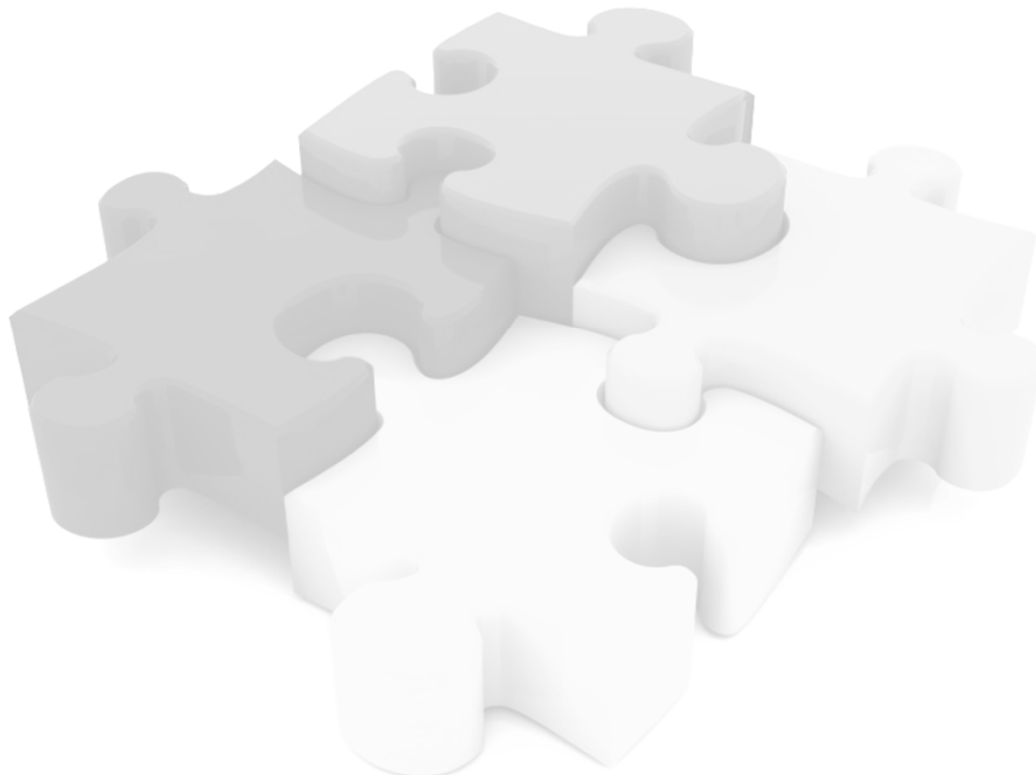
WSE symbol **BDX**  
 Number of shares **25 530 098**  
 52 week min/max **88 / 148 PLN**  
 52 week average volume **14,8 ths. shares**

## Shareholder structure



## Market value as of 30.06'14 (M PLN)





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**budimex**