



Investor Presentation

FY'17 financial results



Budimex Group structure

FY'17 results summary

budimex

FY'17 sales
(% Group sales)

FY'17 EBIT
(% Group EBIT)

6 369 M PLN

588 M PLN

Internal eliminations
-353 M PLN -6%
+ 5 M PLN +1%

budimex

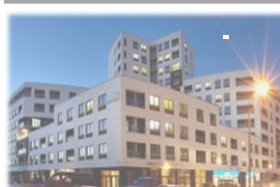
Construction segment
6 070 M PLN 95%
506 M PLN 86%

Developer segment
499 M PLN 8%
65 M PLN 11%

Other activities
154 M PLN 2%
12 M PLN 2%



budimex



budimex
nieruchomości



ELEKTROMONTAŻ
pracujemy z energią

Stake: 99%
Controlled since: Jan'13



mostostal
kraków



fbserwis

Stake: 49%
Established: Mar'12



budimex
Parking Wrocław

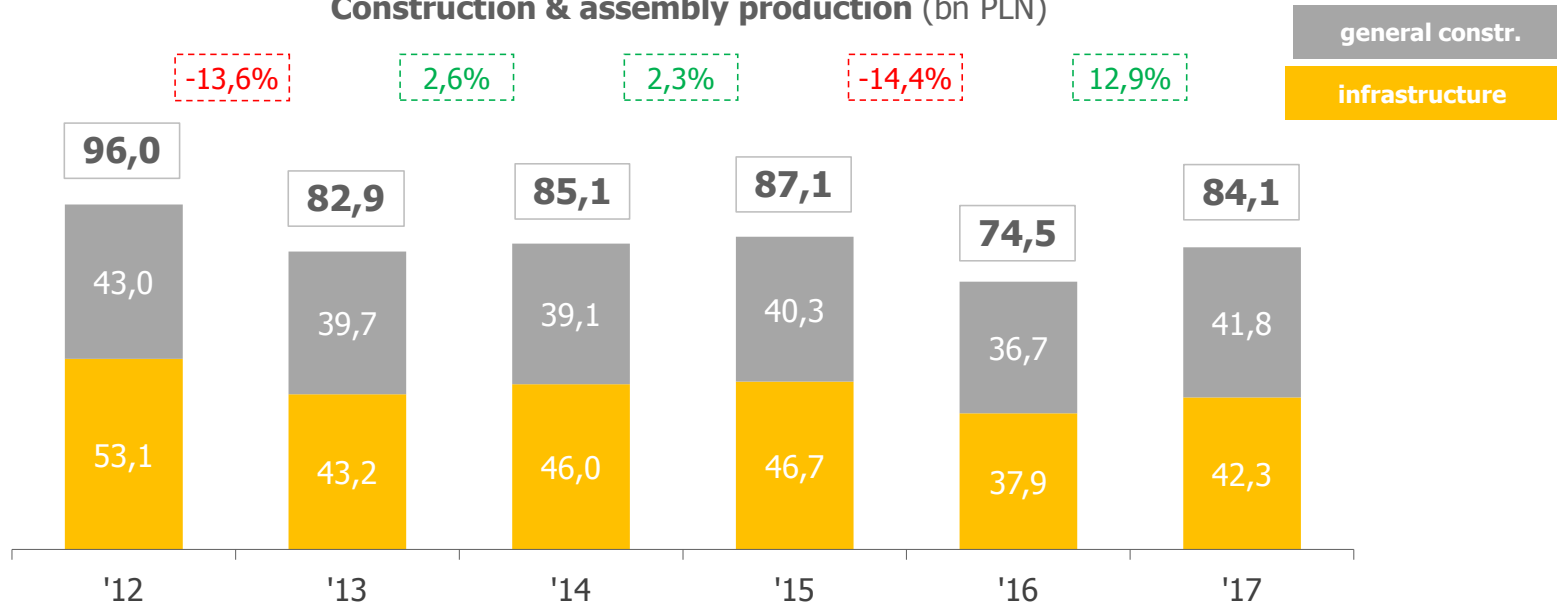
FY'17 at a glance

FY'17 results summary



- Solid net cash reaching **2,2 bn PLN** *(-0,4 bn y-o-y)*
- Top line at the level of **6,4 bn PLN** *(+14% y-o-y)*
- Excellent **EBIT** profitability at **9,2%** *(+0,2 pp. y-o-y)*
- Contracts signed amounting to impressive **7,3 bn PLN** *(+28% y-o-y)*
- **1 457 flats** presold by Budimex Nieruchomosci *(-10% y-o-y)*

Construction & assembly production (bn PLN)



Source: Central Statistical Office (current prices, companies with 9 or more employees)

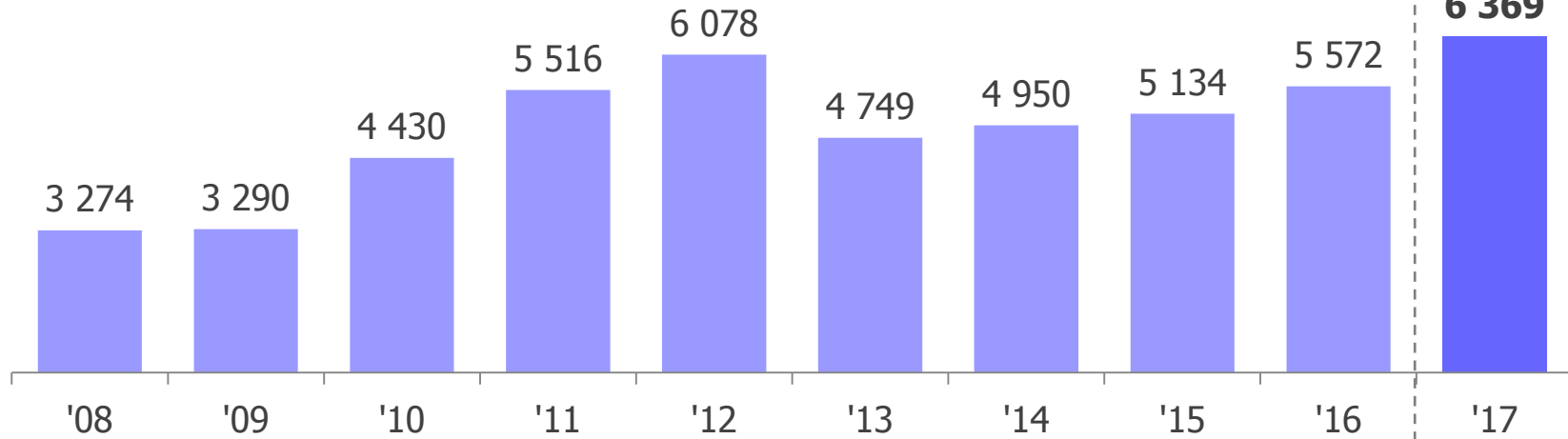
All figures in M PLN, unless stated otherwise

FY'17: record high sales

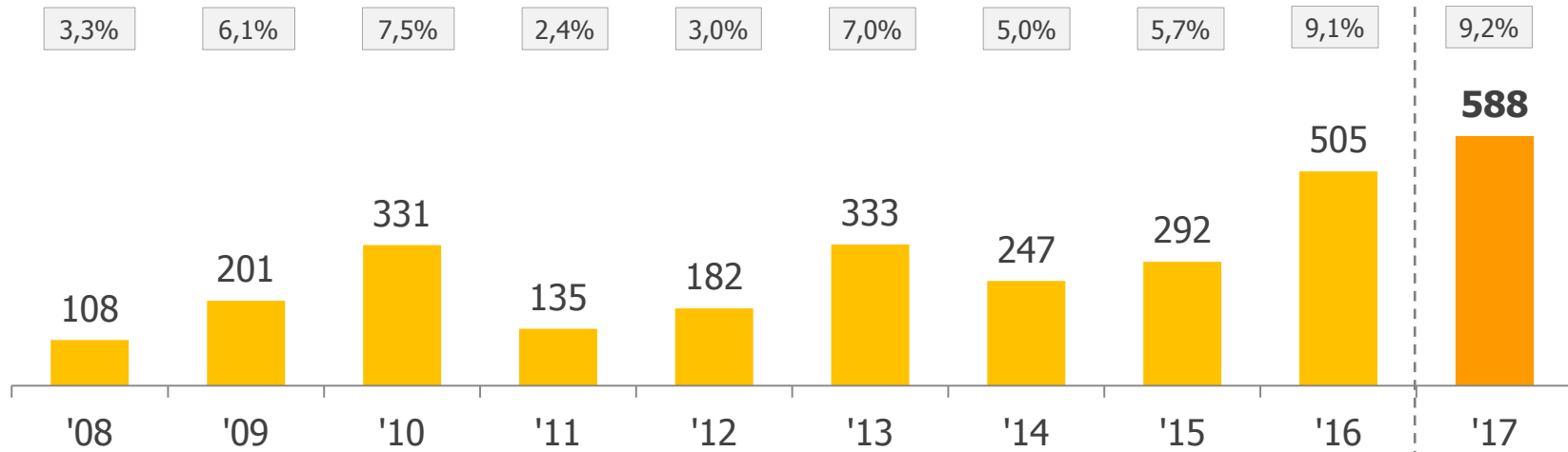
Group performance

budimex

Sales



EBIT



4Q'17: strong bottom line driven by construction segment

FY'17 results summary

budimex

	4Q'17	4Q'16	Δ 4Q	4Q'17 ytd	4Q'16 ytd	Δ 4Q ytd
Sales	1 816	1 453	363	6 369	5 572	797
<i>y-o-y dynamics</i>			<i>25,0%</i>			<i>14,3%</i>
Gross margin	228	256	-28	810	751	59
<i>% sales</i>	<i>12,6%</i>	<i>17,6%</i>	<i>-5,1 pp.</i>	<i>12,7%</i>	<i>13,5%</i>	<i>-0,8 pp.</i>
EBIT	162	196	-34	588	505	83
<i>% sales</i>	<i>8,9%</i>	<i>13,5%</i>	<i>-4,6 pp.</i>	<i>9,2%</i>	<i>9,1%</i>	<i>0,2 pp.</i>
PBT	158	196	-38	580	511	69
<i>% sales</i>	<i>8,7%</i>	<i>13,5%</i>	<i>-4,8 pp.</i>	<i>9,1%</i>	<i>9,2%</i>	<i>-0,1 pp.</i>
Net profit	127	159	-31	464	410	55
<i>% sales</i>	<i>7,0%</i>	<i>10,9%</i>	<i>-3,9 pp.</i>	<i>7,3%</i>	<i>7,4%</i>	<i>-0,1 pp.</i>
<hr/>						
Net cash	2 237	2 596	-359	2 237	2 596	-359
<i>end-period balance</i>						
<i>change in period</i>	<i>766</i>	<i>469</i>	<i>297</i>	<i>-359</i>	<i>301</i>	<i>-660</i>
Backlog	10 300	8 930	1 370	10 300	8 930	1 370
<i>end-period balance</i>						
<i>change in period</i>	<i>1 020</i>	<i>229</i>	<i>790</i>	<i>1 370</i>	<i>509</i>	<i>861</i>

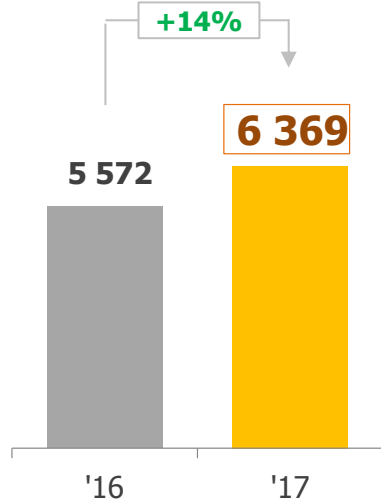
FY'17 key performance indicators

FY'17 results summary

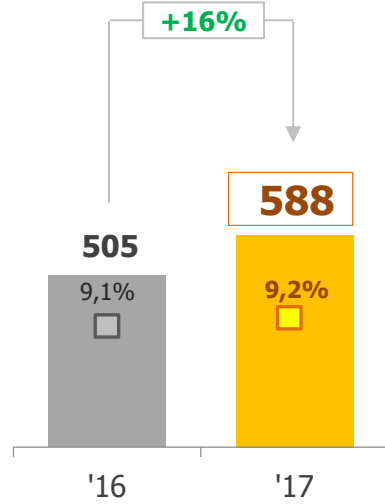


Sales

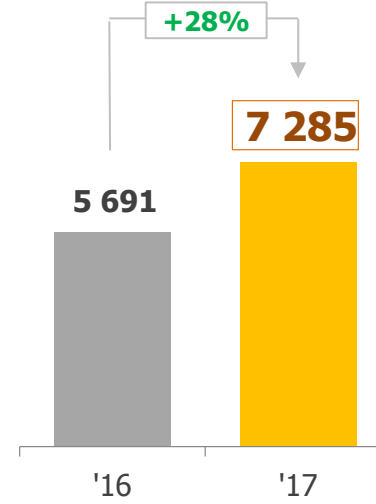
Annual data



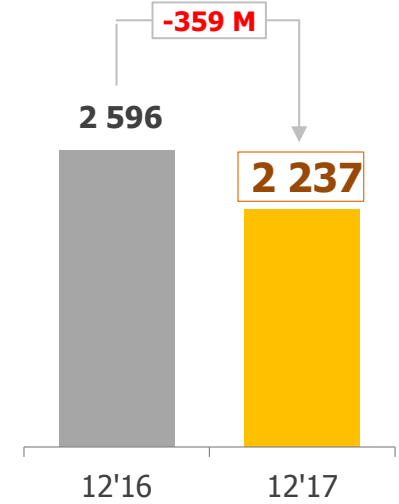
EBIT (% sales)



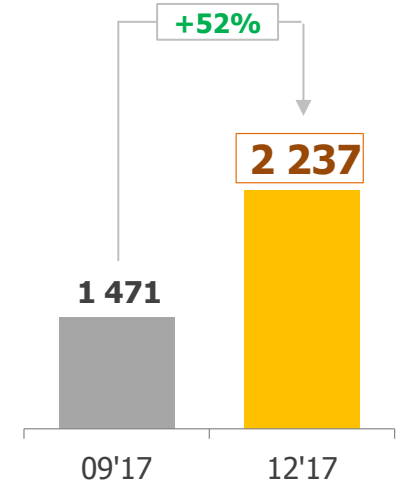
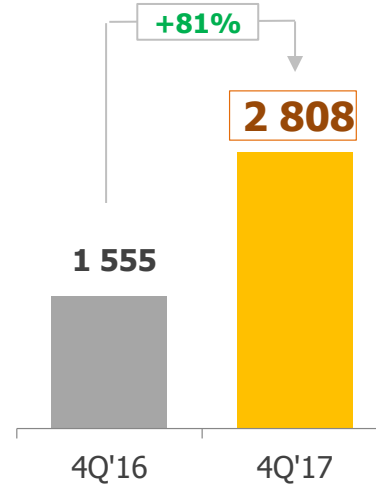
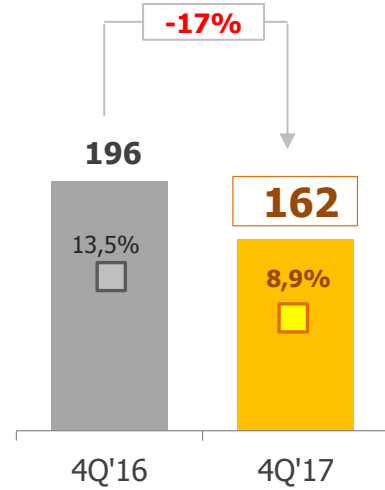
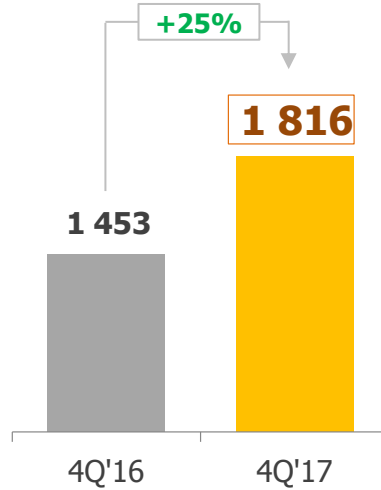
Contracts signed



Net cash



Quarterly data

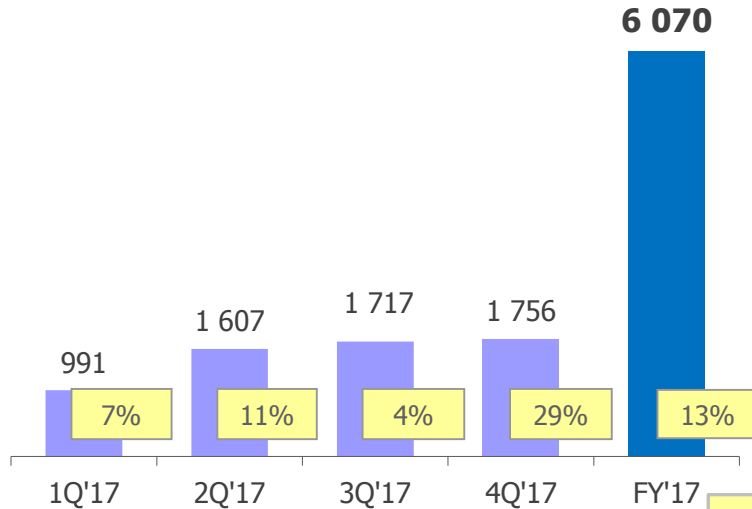


FY'17 sales by segment

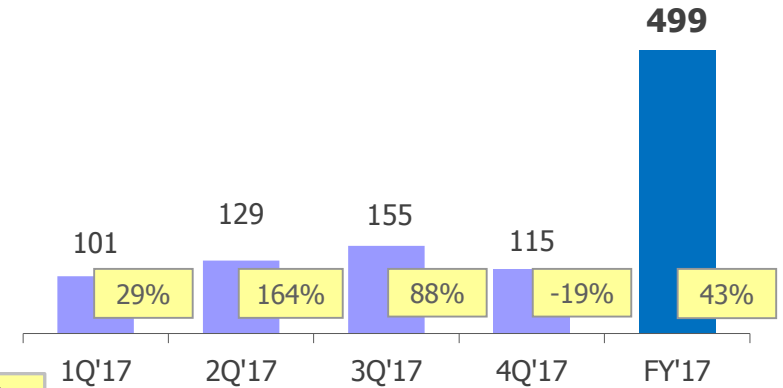
FY'17 results summary



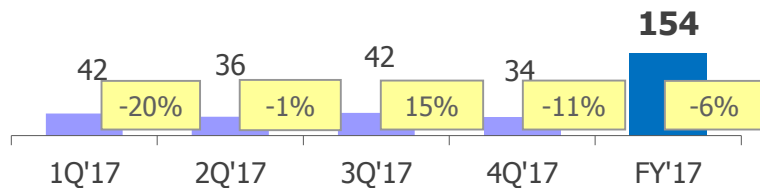
Construction



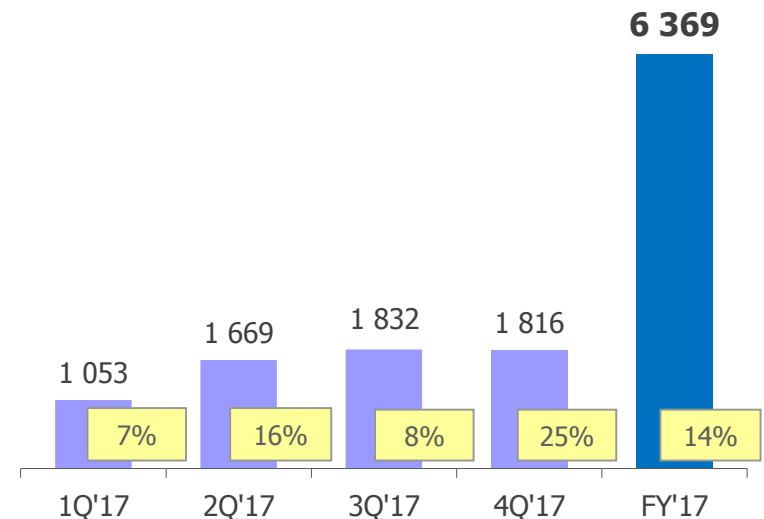
Developer



Other activity



Budimex Group



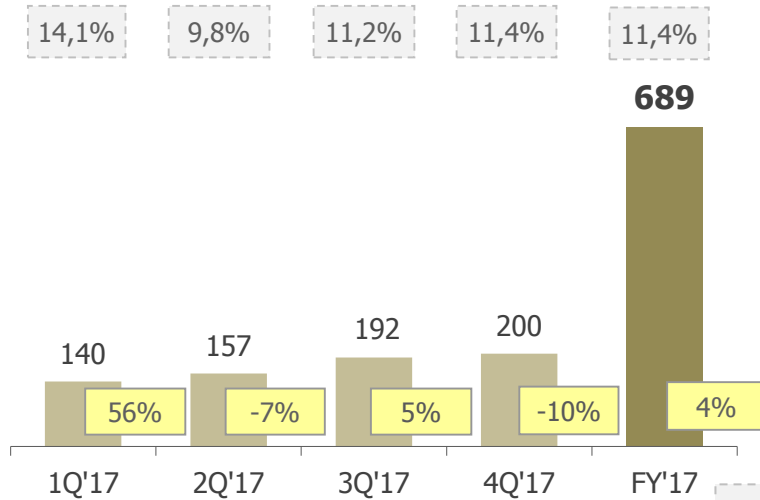
y-o-y dynamics

FY'17 gross margin by segment

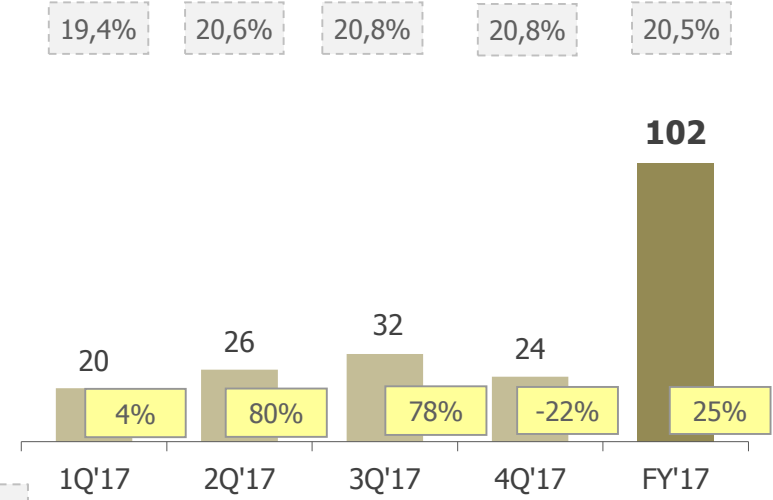
FY'17 results summary



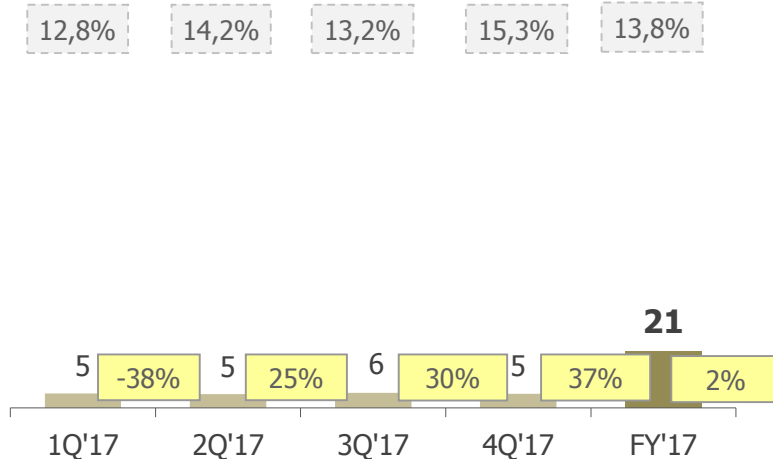
Construction



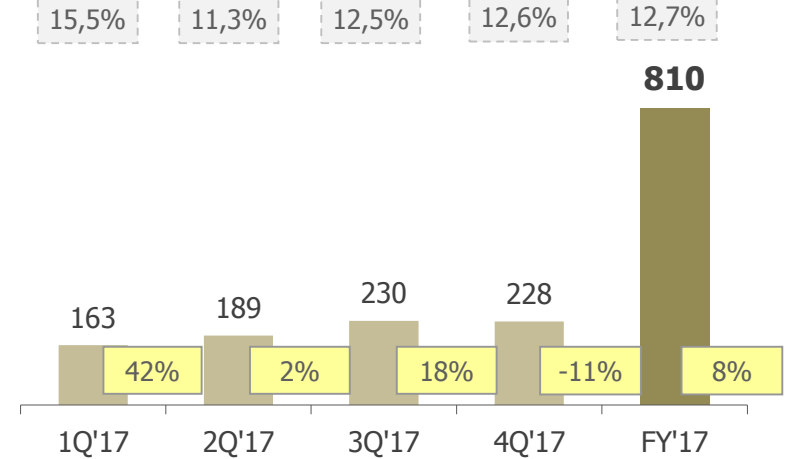
Developer



Other activity



Budimex Group



% sales

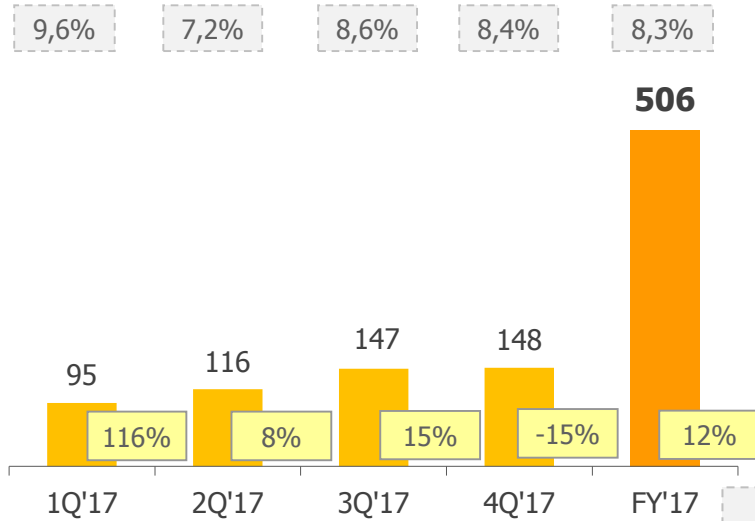
y-o-y dynamics

FY'17 EBIT by segment

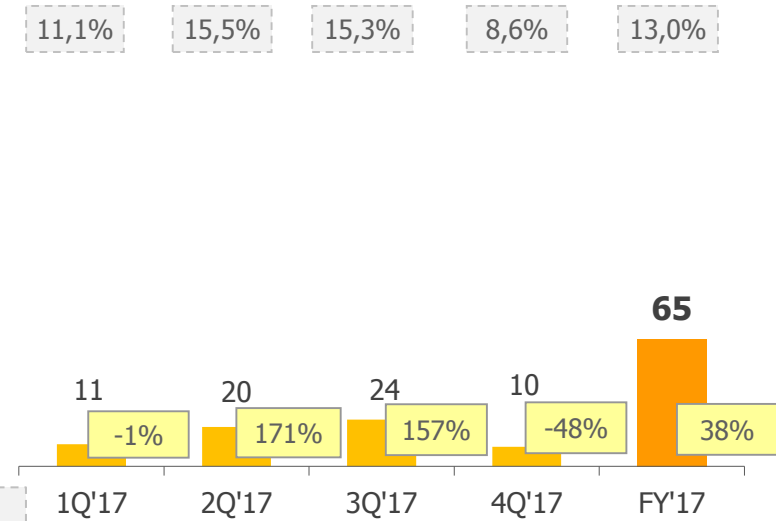
FY'17 results summary



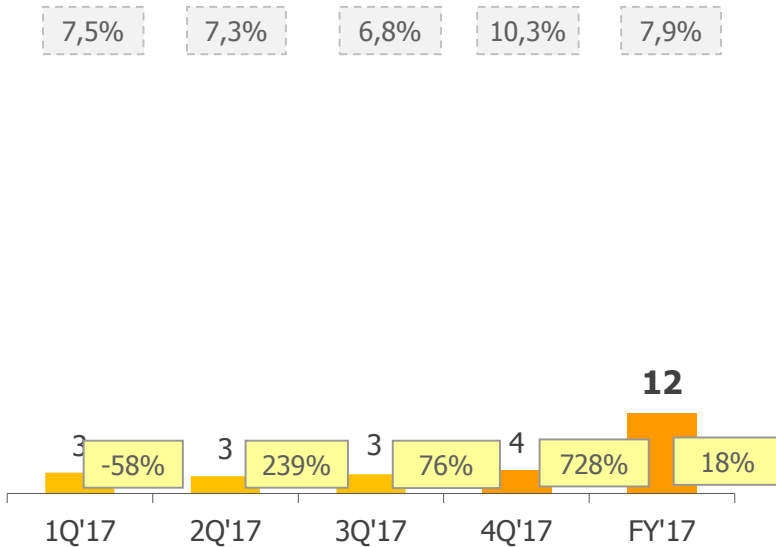
Construction



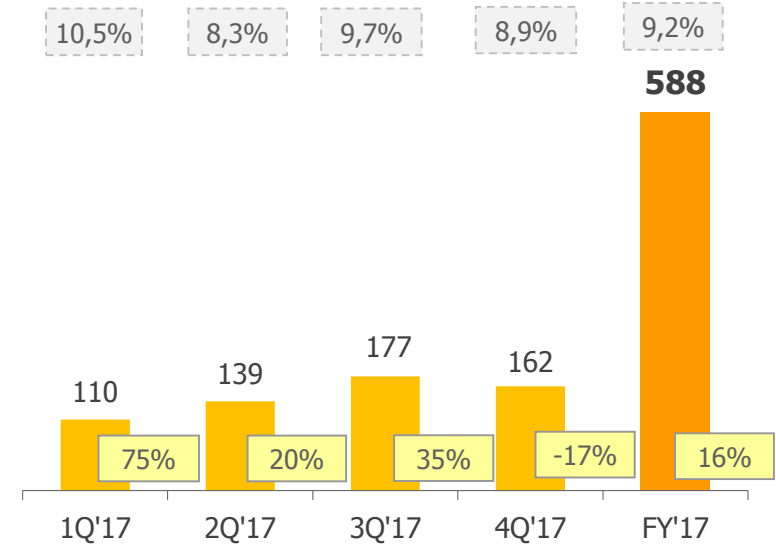
Developer



Other activity

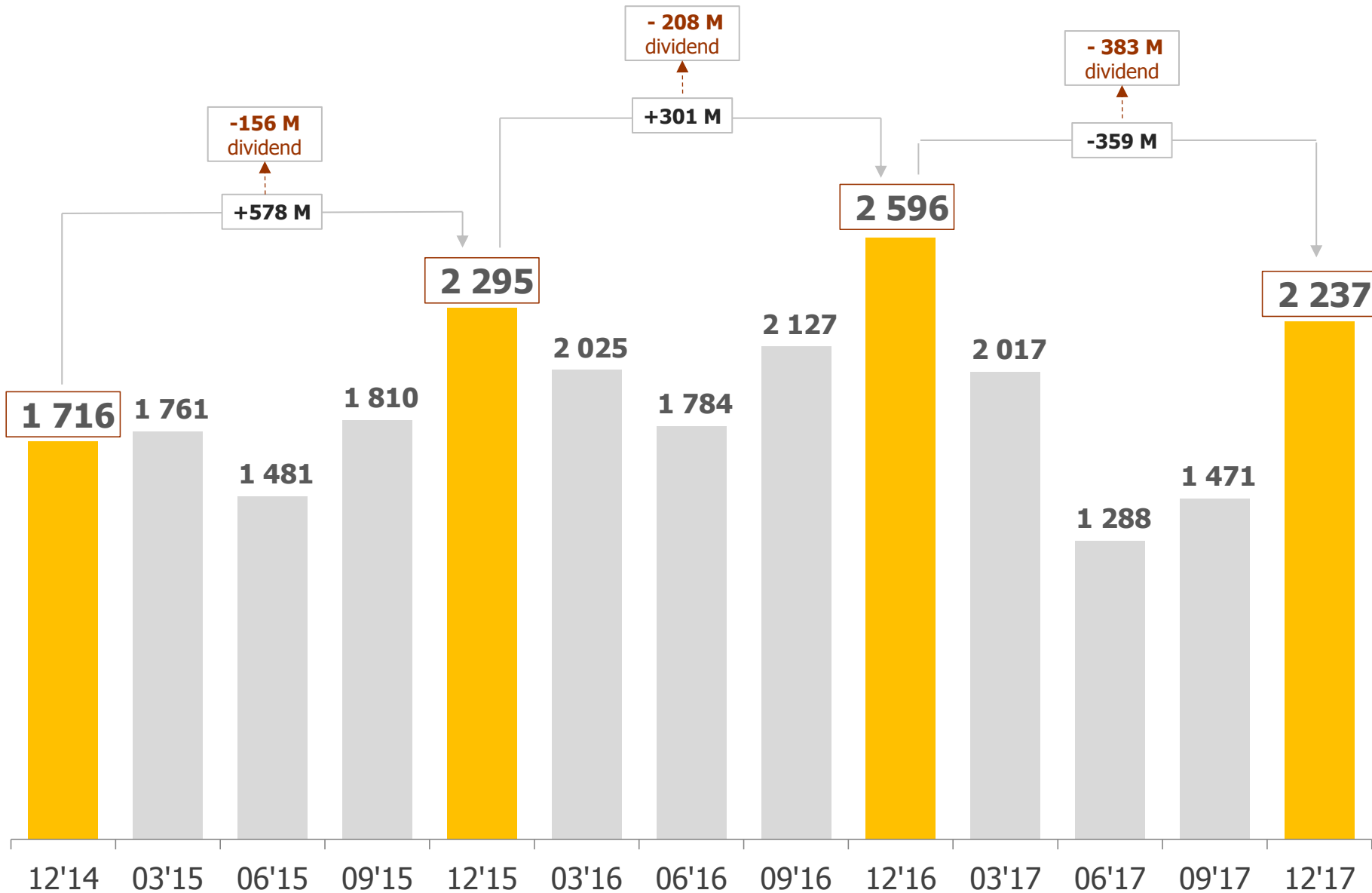


Budimex Group



Net cash evolution in Budimex Group

Group results



Construction: growth delivered by general construction

Construction segment

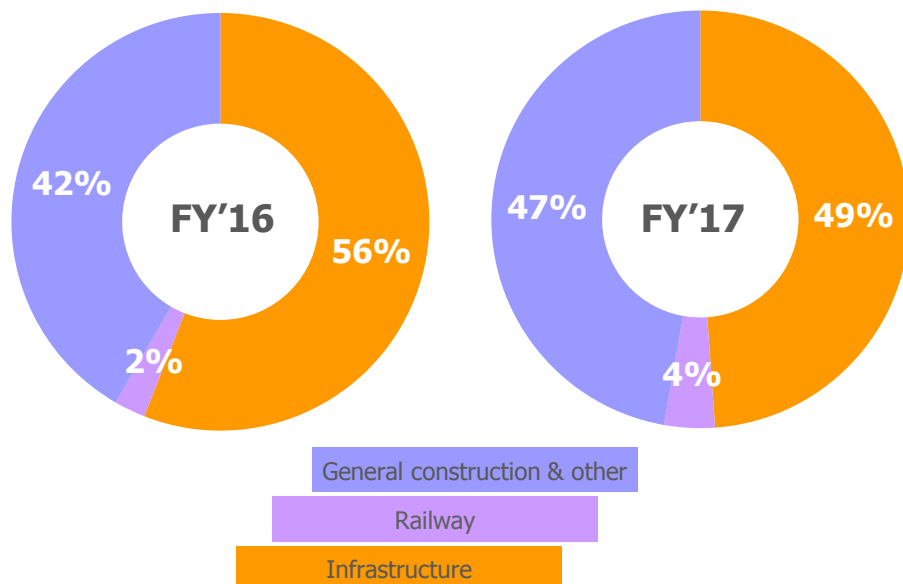


Construction results (M PLN)

	FY'17	y-o-y dynamics
Sales	6 070	13%
Gross margin	689	4%
% sales	11,4%	-0,9 pp.
Operating profit	506	12%
% sales	8,3%	-0,1 pp.
Net profit	399	9%
% sales	6,6%	-0,2 pp.

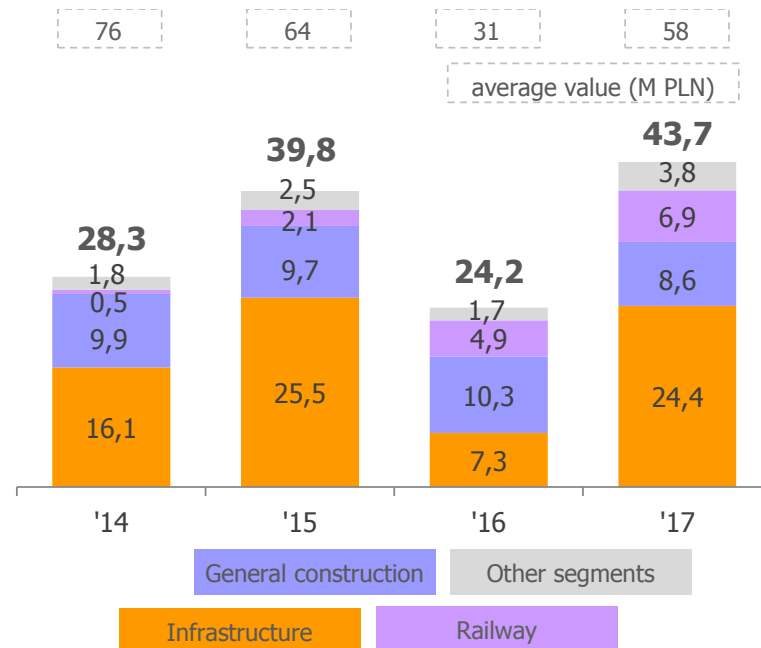
- ☑ In 2017 construction revenues amounted to 6,1 bn PLN (+13% y-o-y) and gross margin profitability remained solid
- ☑ Order backlog grew by 1,4 bn PLN mainly due to inflow of big contracts signed in infrastructure
- ☑ Total value of offers placed increased by 81% and was driven by high activity in infrastructure segment

Construction sales by segment



Offers placed by Budimex SA

(by segment, bn PLN)

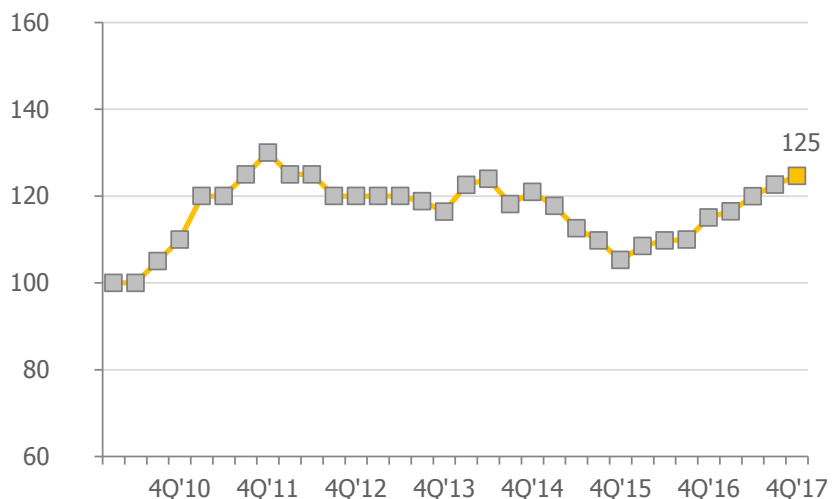


Material prices evolution

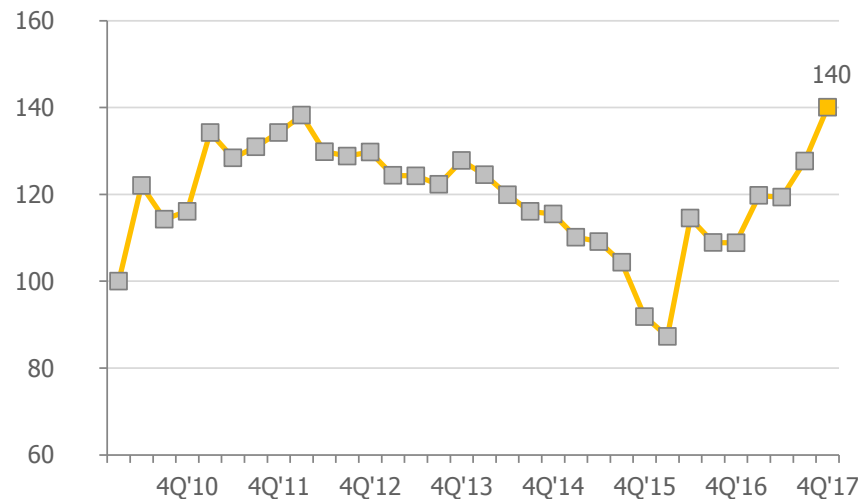
Construction segment



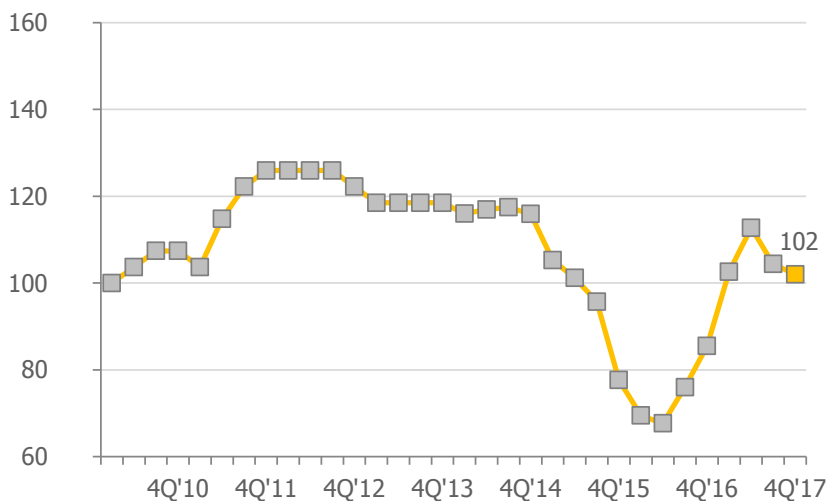
Concrete (1Q'10 = 100)



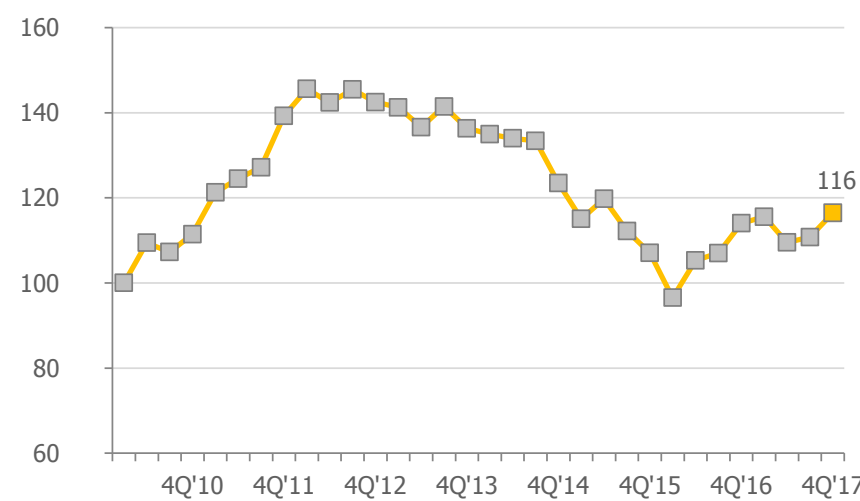
Reinforcement steel (1Q'10 = 100)



Asphalt (1Q'10 = 100)



Diesel oil (1Q'10 = 100)

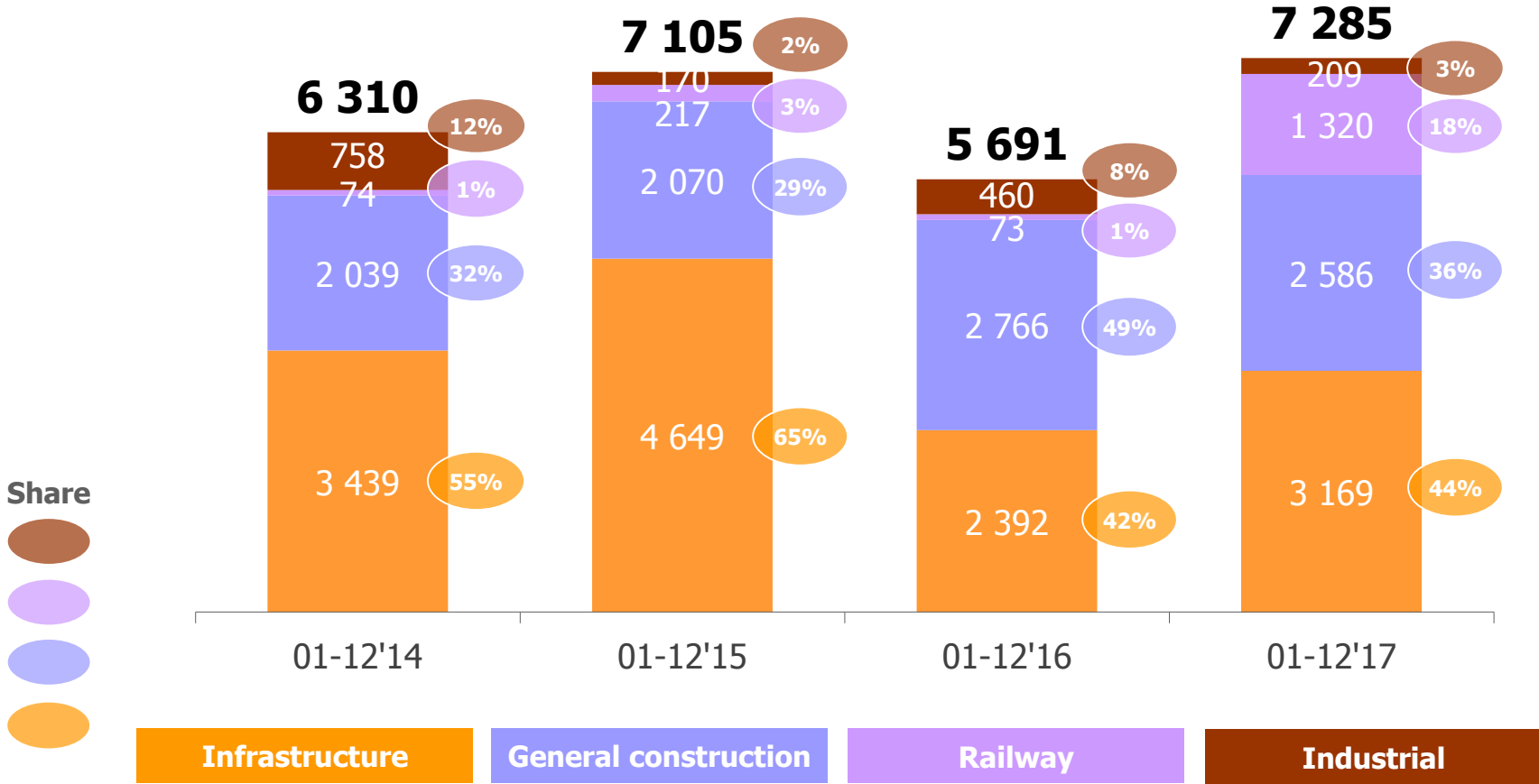


Source: Budimex internal data & estimations, diesel oil prices according to Lotos SA data

All figures in M PLN, unless stated otherwise

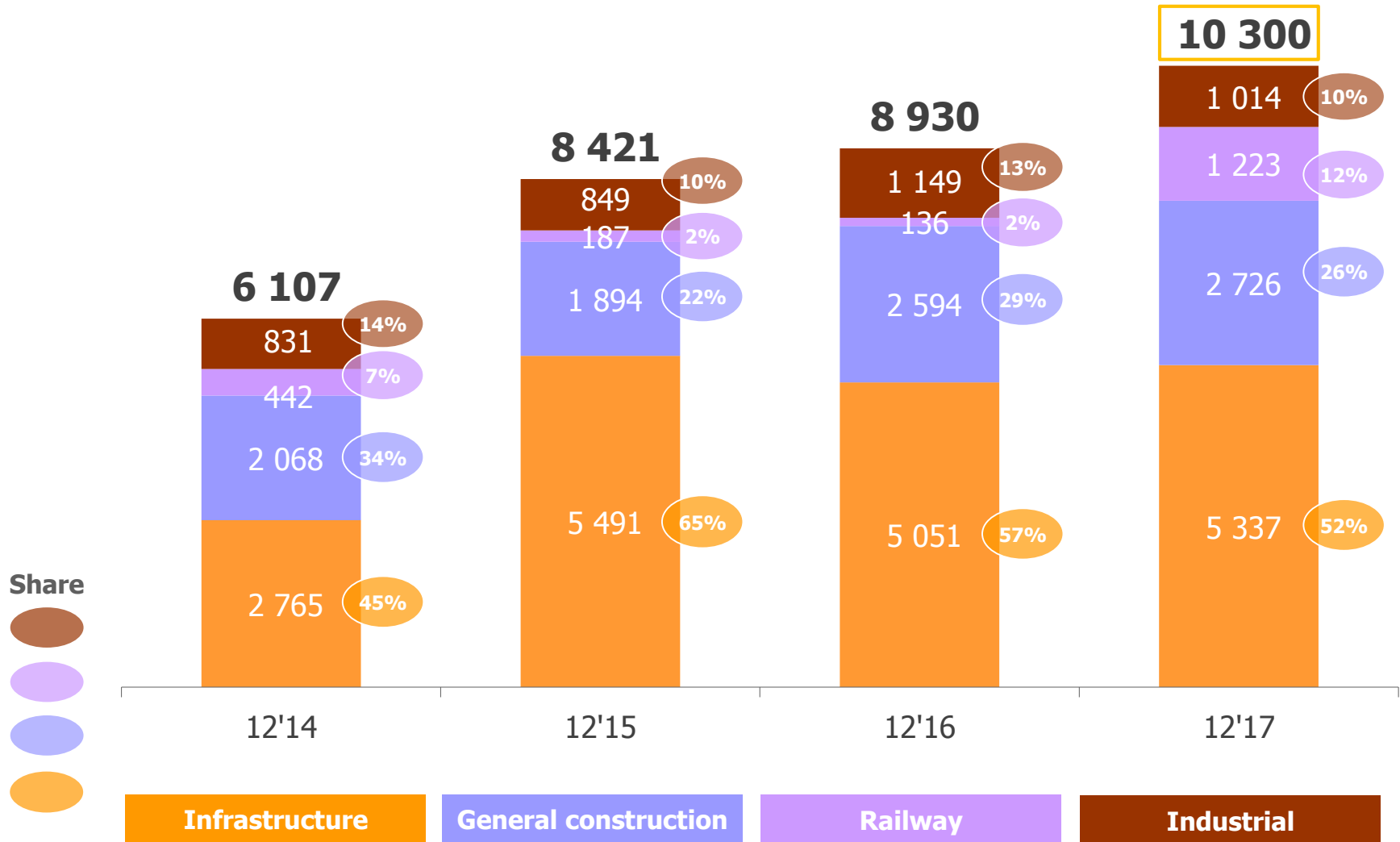
Contracts signed in Budimex Group

Construction segment



Backlog in Budimex Group

Construction segment



Developer segment in 2017

Developer segment

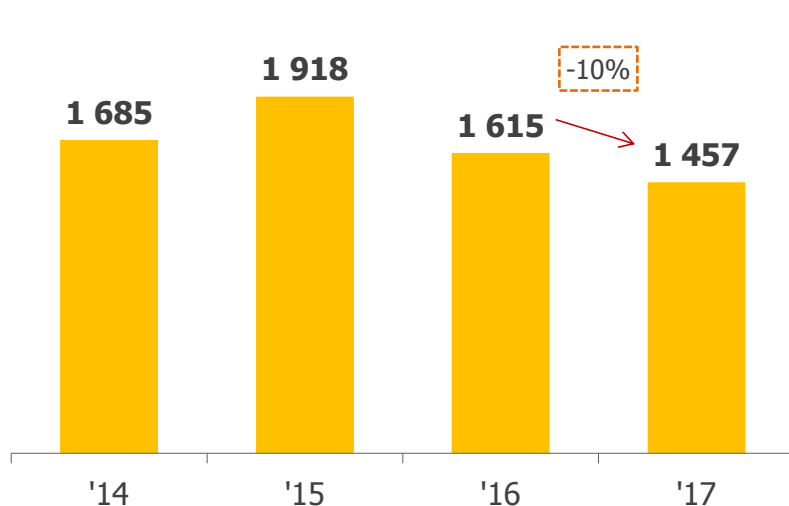
budimex

Developer segment results (M PLN)

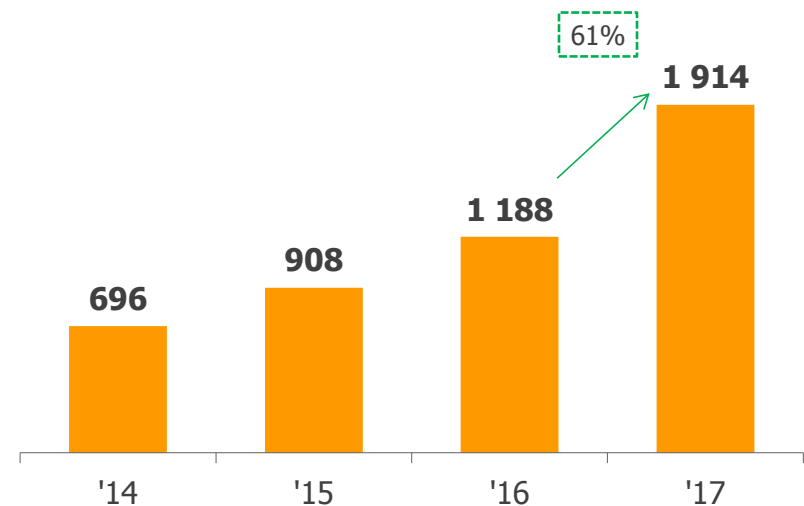
	FY'17	y-o-y dynamics
Sales	499	43%
Gross margin	102	25%
% sales	20,5%	-3,0 pp.
Operating profit	65	38%
% sales	13,0%	-0,4 pp.
Net profit	54	32%
% sales	10,9%	-0,9 pp.

- ☑ Strong improvement of top line by 43% y-o-y and stable operating profit profitability
- ☑ Presales volume dropped by 10% y-o-y mainly due to lower contribution of „Nowe Czystyny” project (-667 flats y-o-y)
- ☑ Budimex Nieruchomosci land bank currently covers 5 locations and amounts to 7,9 ths flats

Presales (# flats)



Notary sales (# flats)



Budimex Nieruchomosci offer

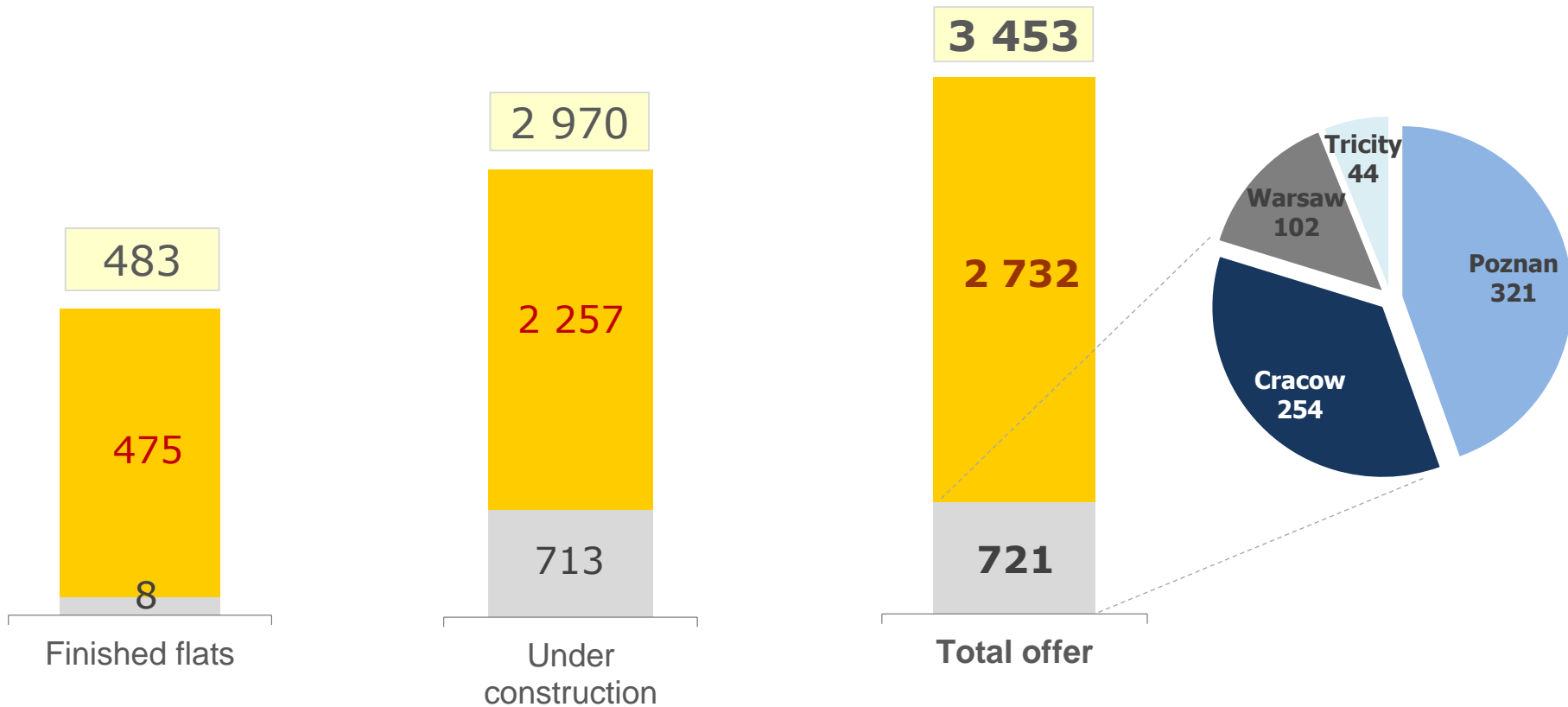
Developer segment

budimex

presold

not presold

Offer as at 12'17 (number of flats)



Under construction: 2 970 flats



Land bank: 7 946 flats

Other activities segment

Other activities segment



Other activities segment results (M PLN)

	FY'17	y-o-y dynamics
Sales	154	-6%
Gross margin	21	2%
% sales	13,8%	1,1 pp.
Operating profit	12	18%
% sales	7,9%	1,6 pp.
Net profit	7	-12%
% sales	4,4%	-0,3 pp.

- ☑ In 2017 noted a y-o-y sales decrease mainly due to lower volumes in Elektromontaż-Poznan
- ☑ Gross margin profitability stood at a level of 13,8% (+1,1 pp. y-o-y)
- ☑ Segment generated 7,9% operating profitability improving by 1,6 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

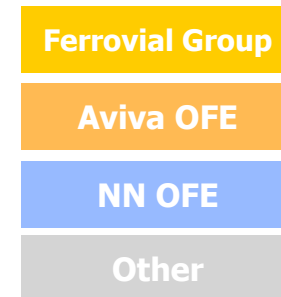
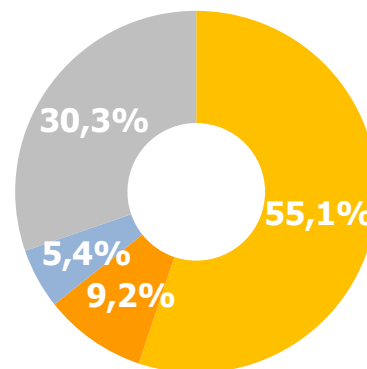
WSE symbol **BDX**

Number of shares **25 530 098**

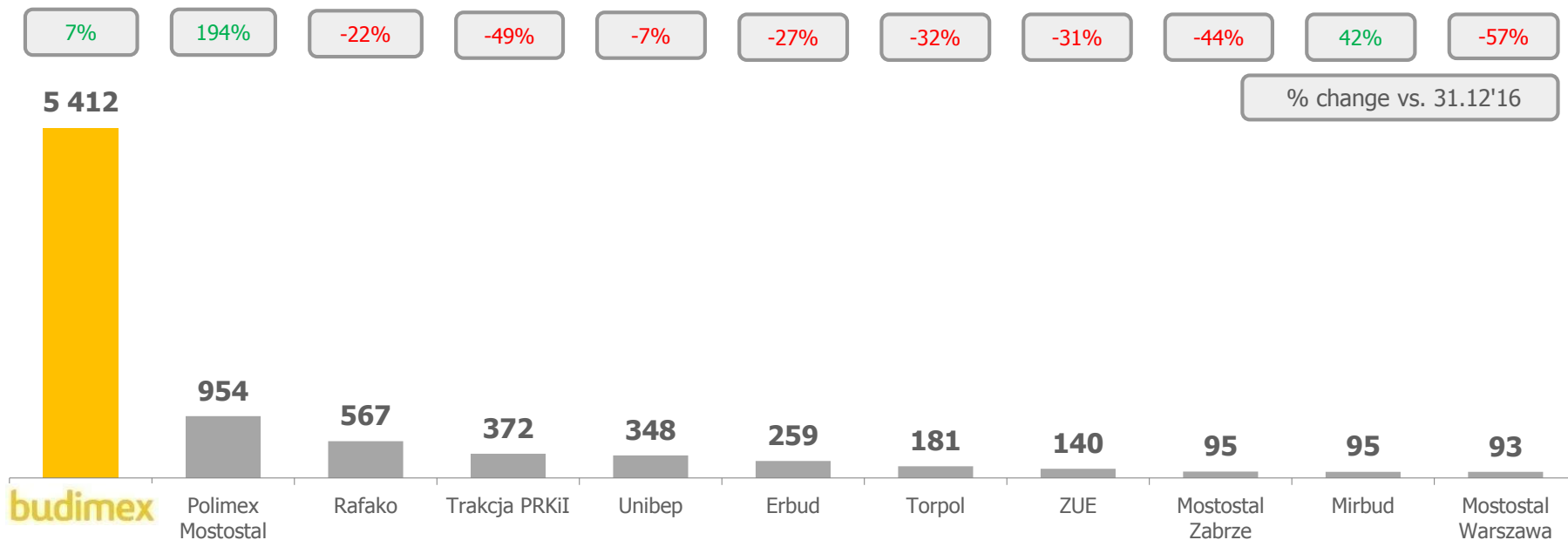
52 week min/max **176 / 284 PLN**

52 week average volume **11,6 ths. shares**

Shareholding structure



Market value as of 31.12'17

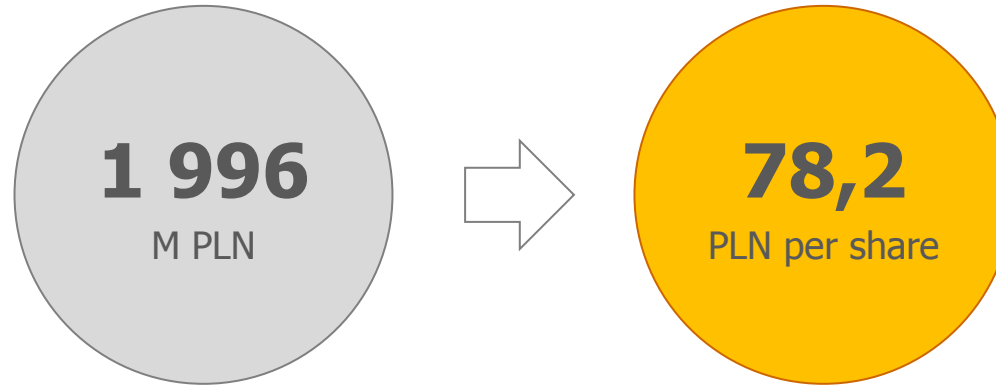


Dividend payment history

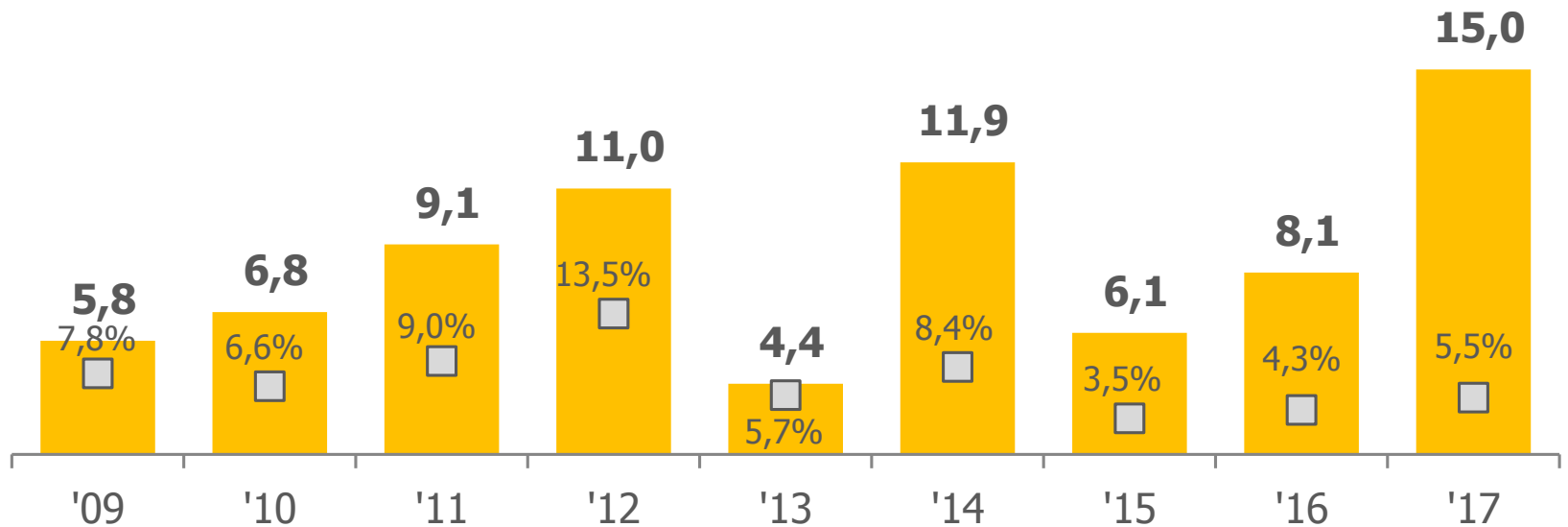
Budimex on Warsaw Stock Exchange

budimex

Dividends paid by Budimex



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





budimex

sense of creating

