

budimex

Budimex Group

**Presentation for investors
for 1H 2008**

40 years on the market

„Building long term value”

backlog value significant growth and structure change



solid platform for future growth

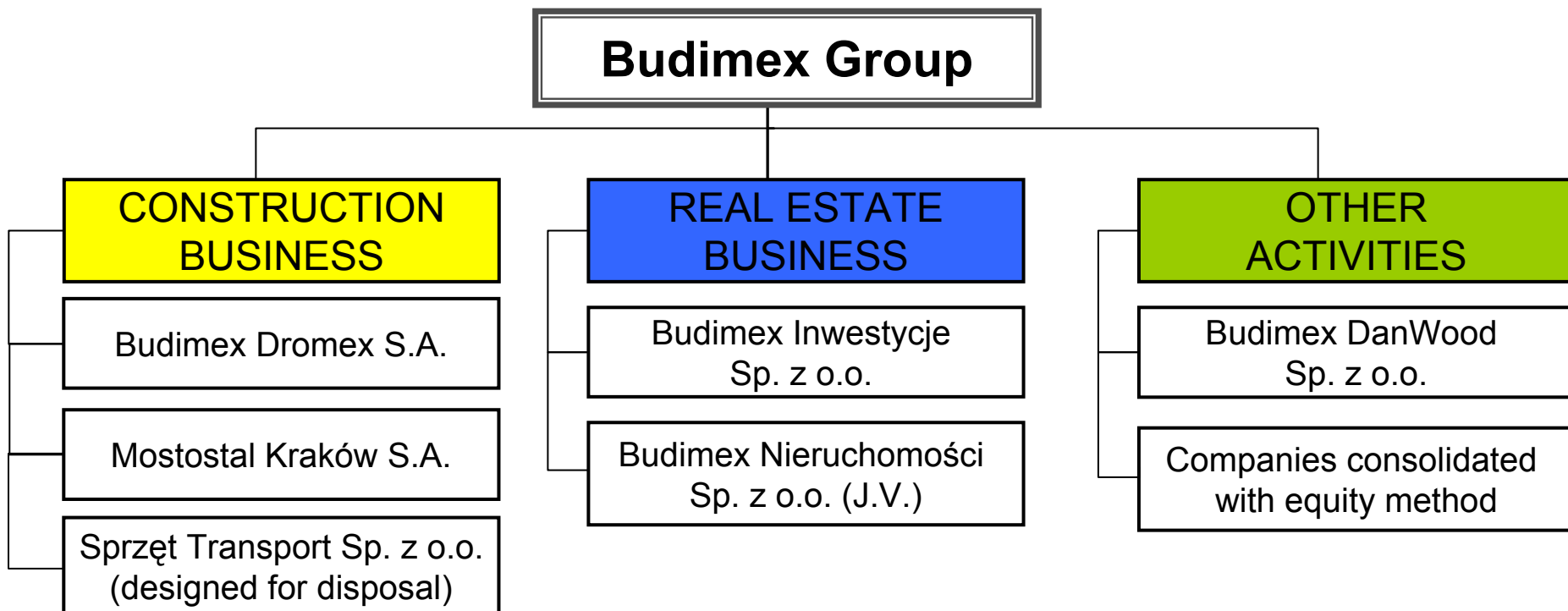


our goals:

- high quality service
- satisfaction of clients
- comfort of users
- profitability improvement
- backlog growth
- turnover growth



**shareholders
value**



Budimex Group

CONSTRUCTION BUSINESS

Infrastructure

- Construction of roads, highways,
- Renovations of existing roads,
- Construction of bridges.

General construction

- Residential construction,
- Non-residential general construction (office buildings, shopping malls, plants),
- Airports.

Ecological

- Construction of sewage treatment plants,
- Canalization systems.

REAL ESTATE BUSINESS

Residential development

- Development of residential property (flats).

Rental activity

- Rental of investment property to external clients.
- Operating one commercial parking lot.

Other services

- Operating one hotel in Poland.

OTHER ACTIVITIES

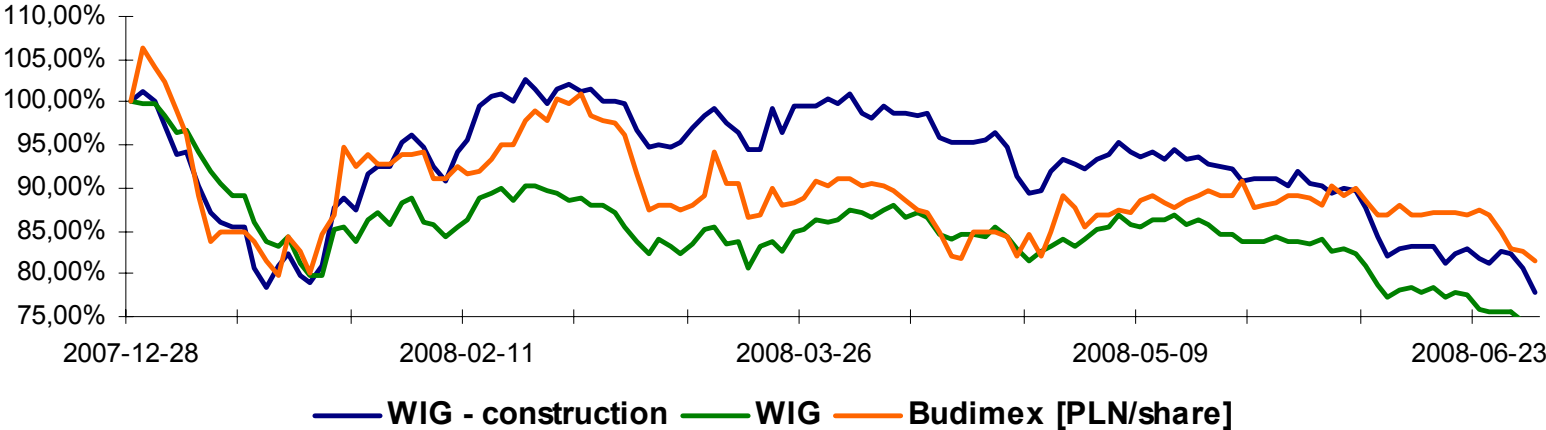
Timber – frame houses

- Production and development of timber – frame houses.

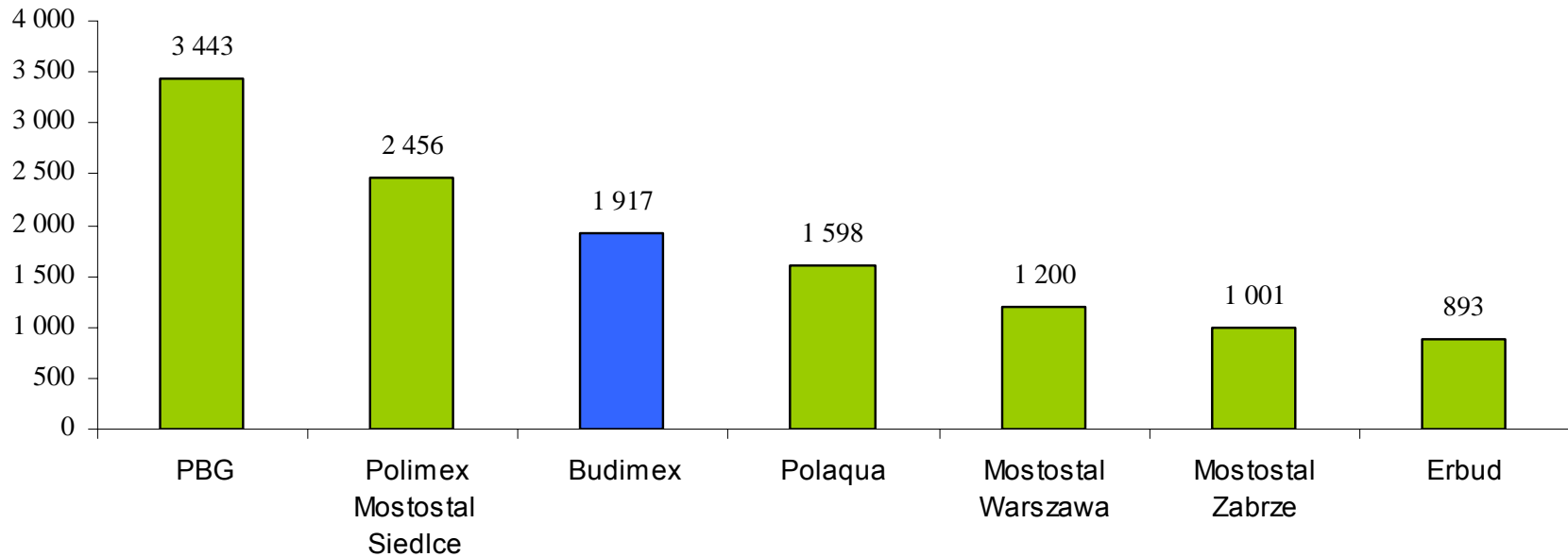
Other activity (equity pick-up)

- Electro – installation company (Elektromontaż Poznań S.A.),
- Production of switchboards (Elektromontaż Poznań S.A.).

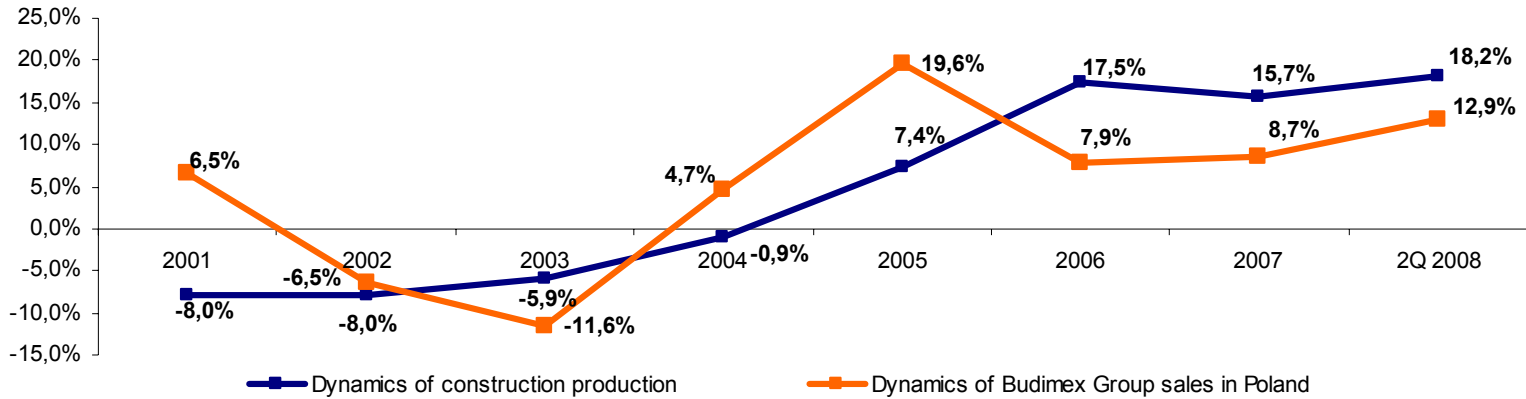
Warsaw Stock Exchange performance 1H 2008



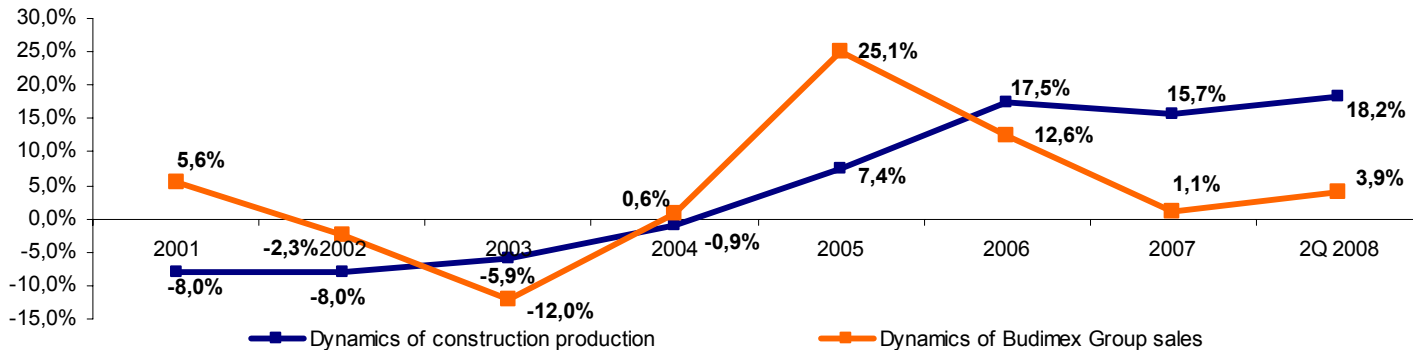
Capitalization as at 30 June 2008 vs competitors (mln PLN)



Dynamics of Budimex Group sales in Poland 2001-2008



Dynamics of Budimex Group total sales 2001-2008



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Results 1H 2008

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Financial highlights

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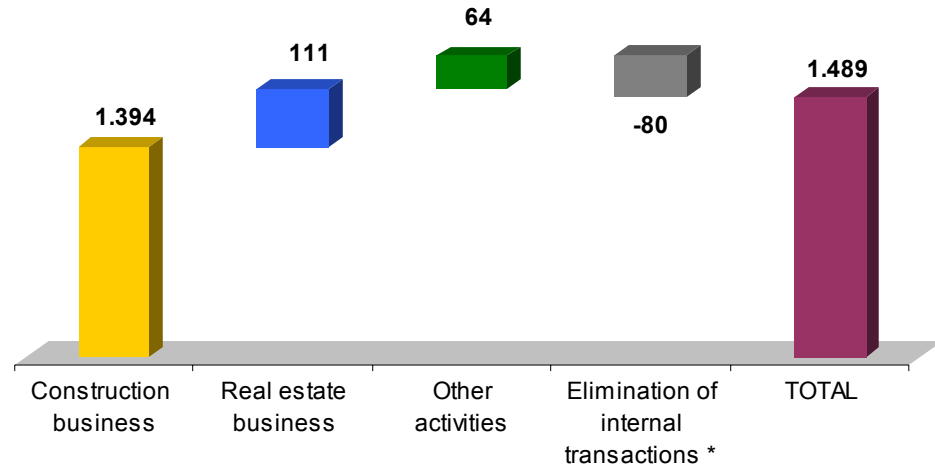
| <i>mln PLN</i> | 1H 2008 | 1H 2007 | Δ |
|---|---------|---------|------|
| Sales | 1 489 | 1 434 | 55 |
| <i>% change 1H 2008 vs. 1H 2007</i> | | | 3,9% |
| Gross margin | 96 | 51 | 45 |
| <i>as % of sales</i> | 6,5% | 3,5% | |
| Cost of sales and overheads | -73 | -59 | -14 |
| <i>as % of sales</i> | -4,9% | -4,1% | |
| Result on sales | 23 | -8 | 31 |
| Other operating activity | 29 | 10 | 19 |
| EBIT | 52 | 3 | 50 |
| <i>as % of sales</i> | 3,5% | 0,2% | |
| Financial activity | 9 | -5 | 14 |
| Gross profit | 62 | -3 | 65 |
| Net profit | 46 | -4 | 50 |
| Capital Expenditure | -16 | -12 | -4 |
| Construction backlog (as at 30 June) | 3 098 | 3 020 | 78 |
| Presales of flats value | 132 | 80 | 52 |
| Land Bank (k m2 of flats) (as at 30 June) | 256 | | |

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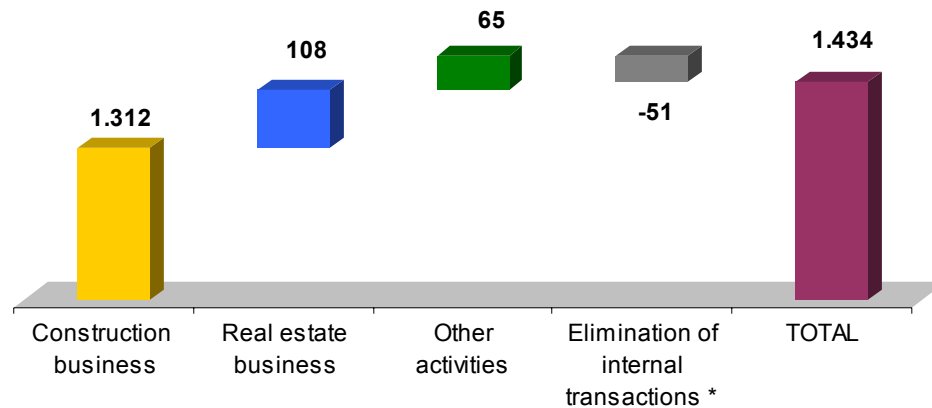
Result by segments – sales (1H 2008 vs 1H 2007)

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sales 1H 2008



sales 1H 2007



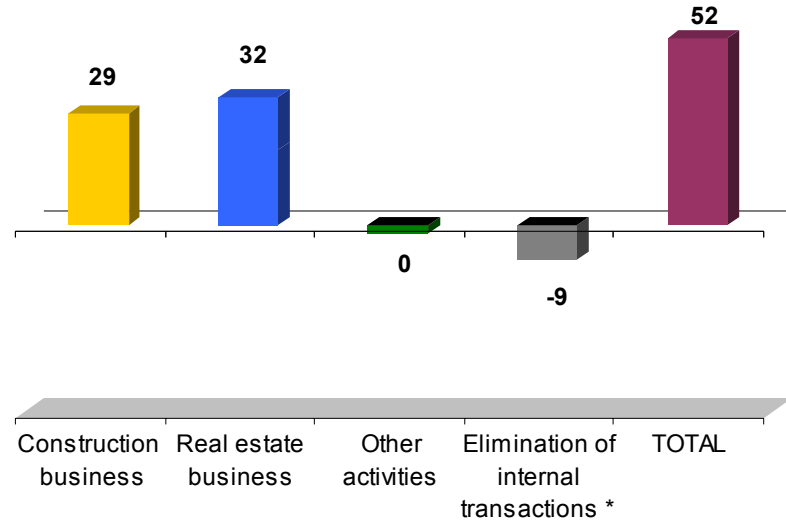
* mainly Budimex Dromex
(Construction segment) sales to Real
Estate segment

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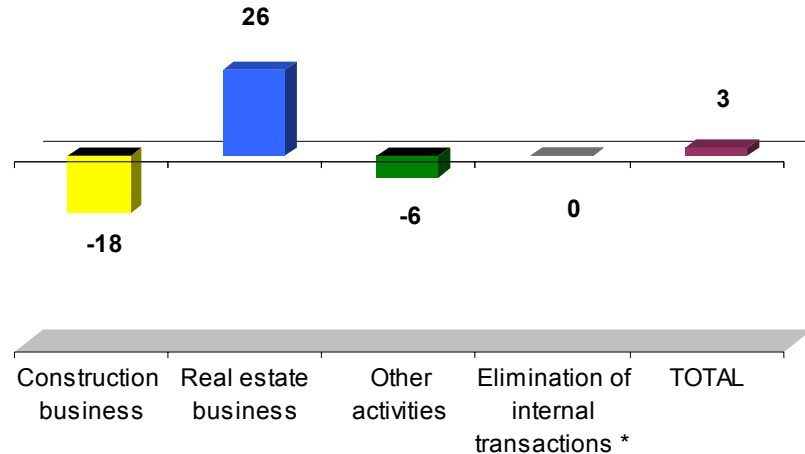
Result by segments - EBIT (1H 2008 vs 1H 2007)

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EBIT 1H 2008



EBIT 1H 2007



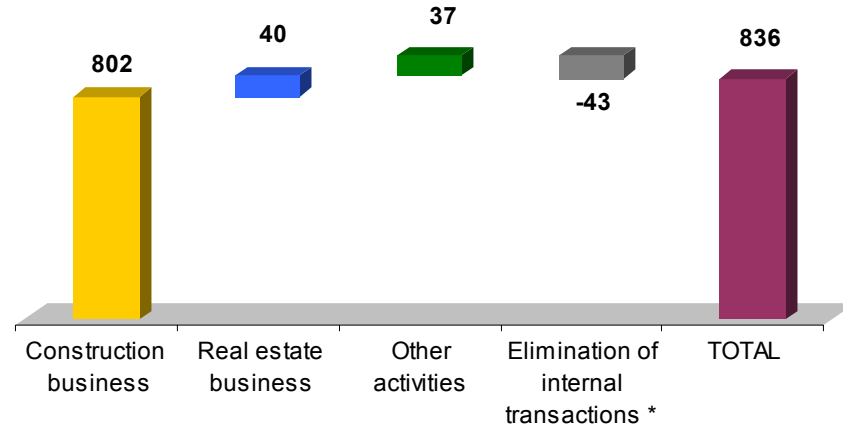
* mainly Budimex Dromex (Construction segment) margin on sales to Real Estate segment

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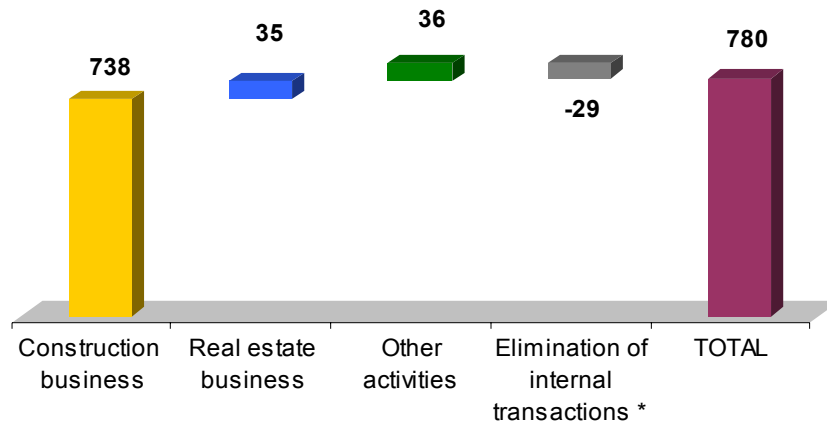
Result by segments - sales (2Q 2008 vs 2Q 2007)

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sales 2Q 2008

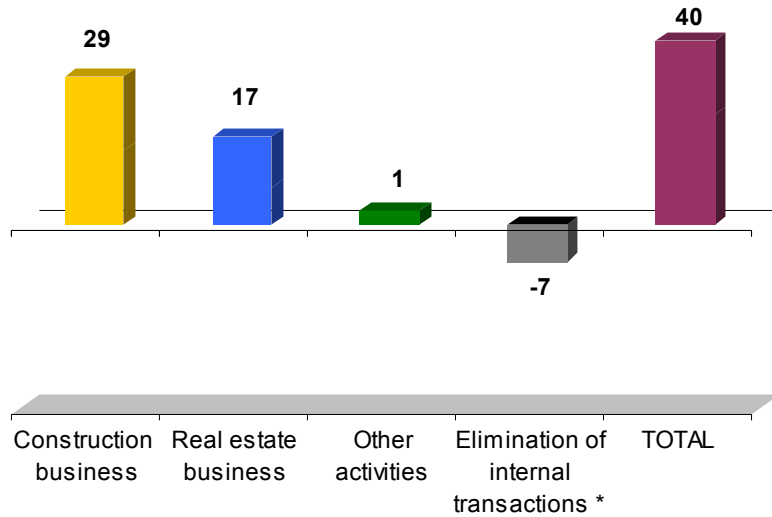


sales 2Q 2007

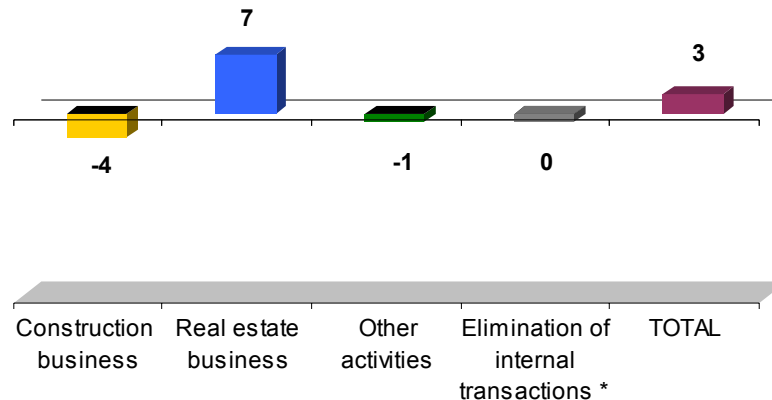


* mainly Budimex Dromex
(Construction segment) sales to Real
Estate segment

EBIT 2Q 2008



EBIT 2Q 2007



* mainly Budimex Dromex (Construction segment) margin on sales to Real Estate segment

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Construction segment

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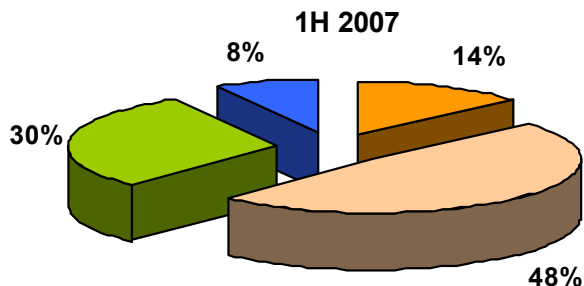
Construction segment

Financial highlights

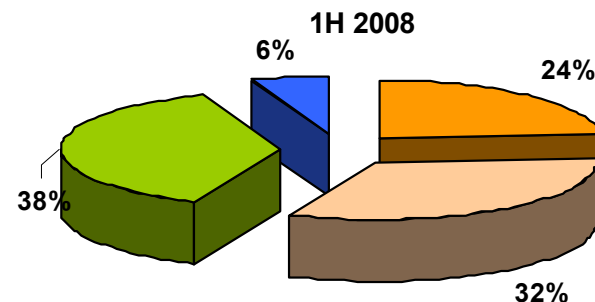
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| <i>mIn PLN</i> | 1H 2008 | 1H 2007 | Δ |
|--------------------------------------|---------|---------|------|
| Sales | 1 394 | 1 312 | 82 |
| <i>% change 1H 2008 vs. 1H 2007</i> | | | 6,2% |
| EBITDA | 37 | -9 | 46 |
| <i>as % of sales</i> | 2,6% | -0,7% | |
| EBIT | 29 | -18 | 47 |
| <i>as % of sales</i> | 2,1% | -1,3% | |
| Gross Profit | 44 | -19 | 63 |
| Net profit | 31 | -19 | 50 |
| Capital Expenditure | -15 | -11 | -4 |
| Construction backlog (as at 30 June) | 3 098 | 3 020 | 78 |

Sales structure by type of works



- General construction - residential
- General construction - non residential
- Infrastructure construction
- Other (German market)

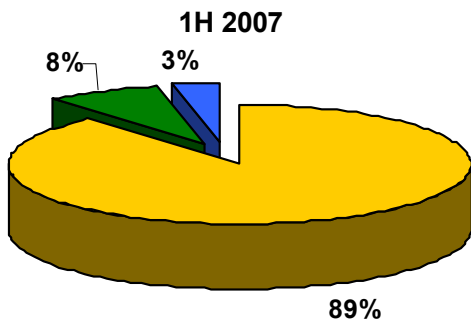


- General construction - residential
- General construction - non residential
- Infrastructure construction
- Other (German market)

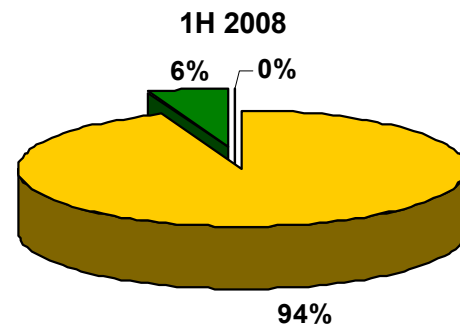
residential: 1H2007 1H2008

- **internal:** 38% 45%
- **external:** 62% 55%

Sales structure by markets

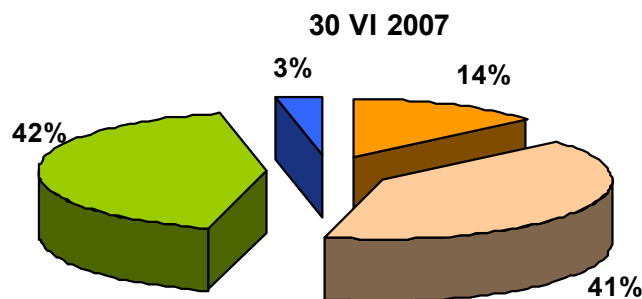


- Polish Market
- German Market
- Eastern Markets

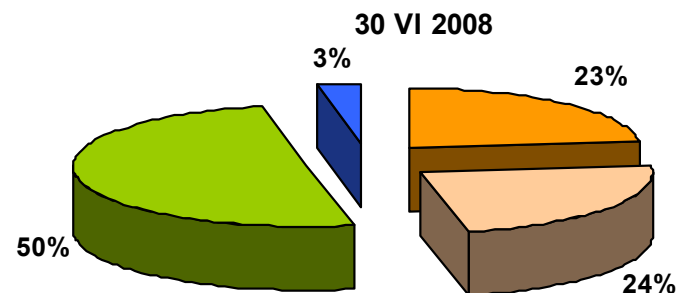


- Polish Market
- German Market
- Eastern Markets

Backlog structure by type of works

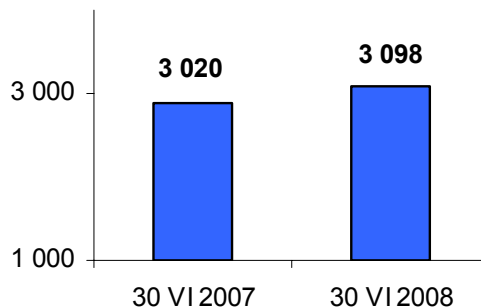


- General construction - residential
- General construction - non residential
- Infrastructure construction
- Others (German market)



- General construction - residential
- General construction - non residential
- Infrastructure construction
- Others (German market)

Budimex Group backlog



*residential including:
internal backlog: 24%
external backlog: 76%*

*residential including:
internal backlog: 54%
external backlog: 46%*

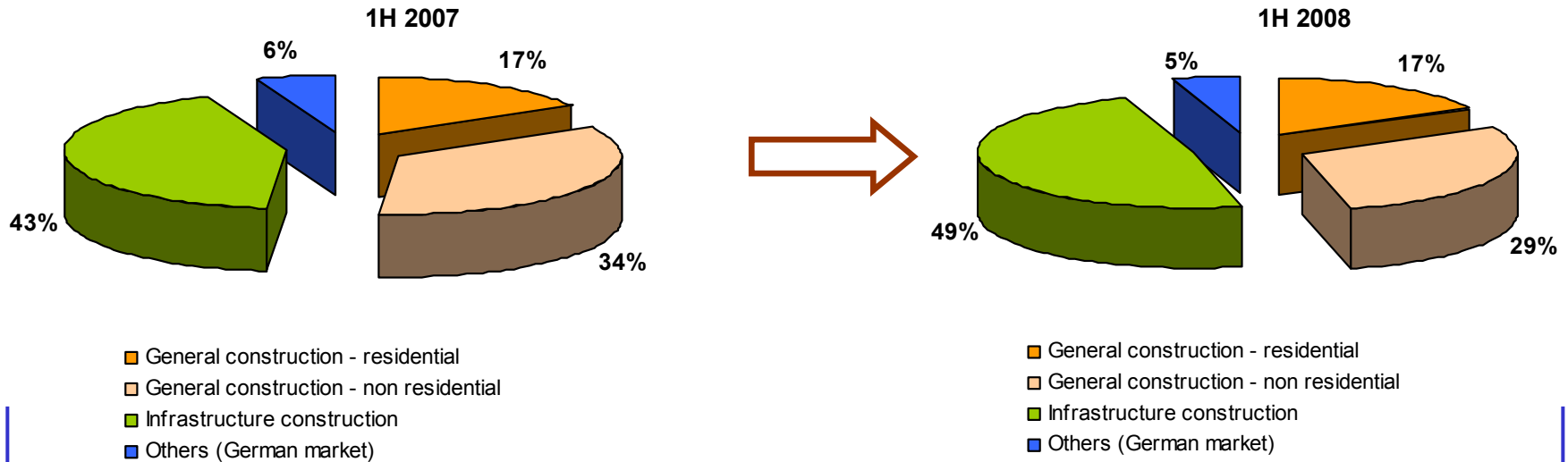
Contracts with value to be realized > 1mln PLN

| | VI 2007 | VI 2008 |
|-------------------------|---------|---------|
| number of contracts | 77 | 60 |
| average value (mln PLN) | 34 | 47 |

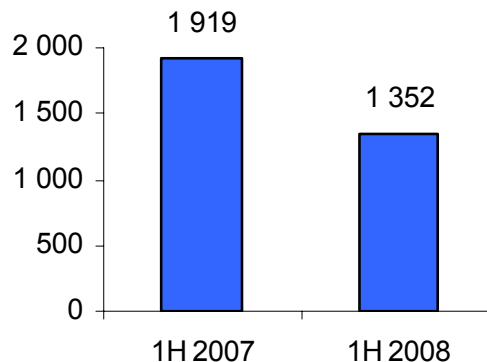
Budimex Dromex backlog value to be realized in 2008: 1.239 mln PLN (including backlog with gross margin „0”: 167 mln PLN)

average period of contract realization (contracts included in backlog as at 30 June 2008): 19 months

Contracts signed structure by type of works



Contracts signed by Budimex Group



*residential including:
internal contracts signed: 61%*

*residential including:
internal contracts signed: 0%*

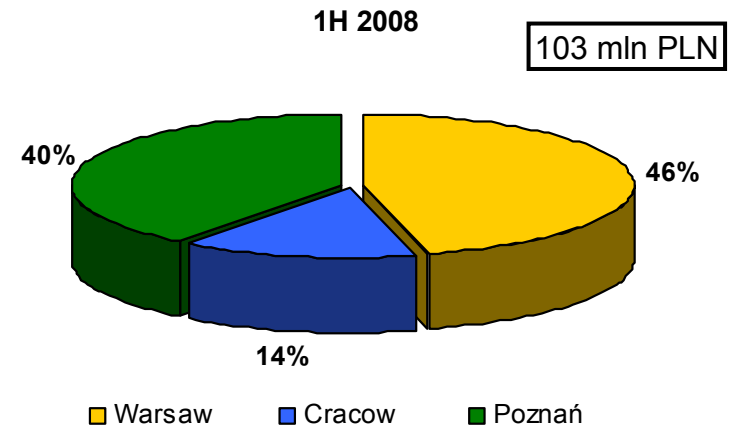
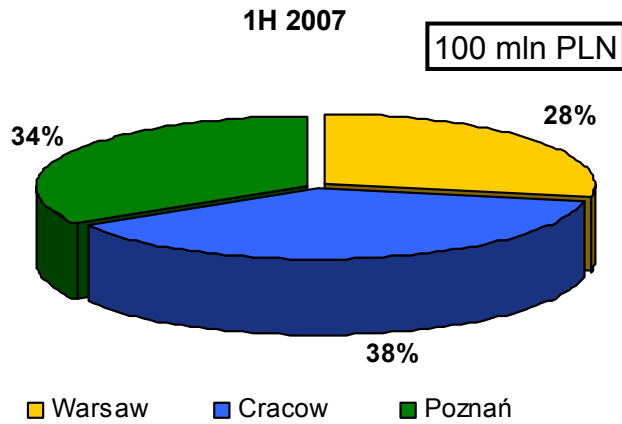
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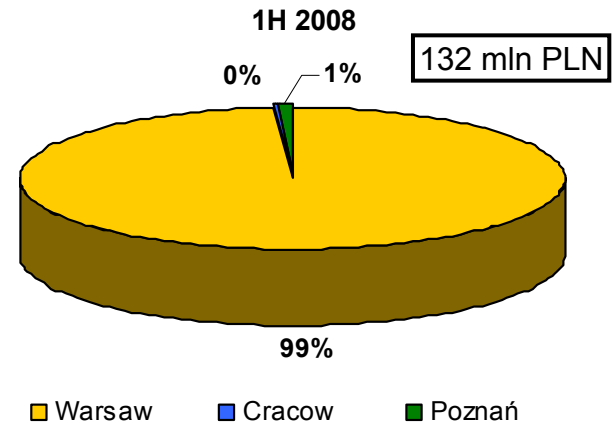
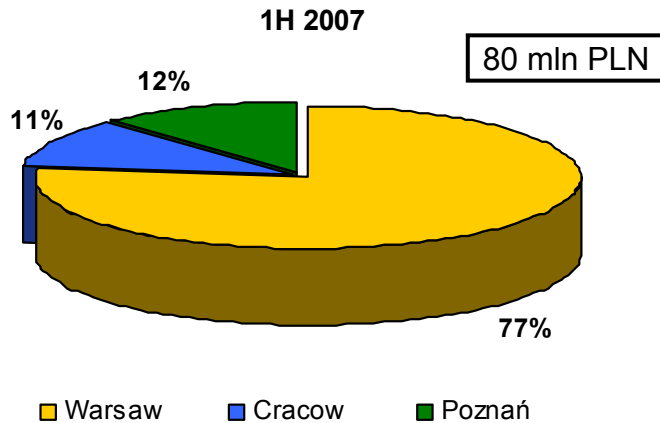
Real Estate segment

| <i>mln PLN</i> | 1H 2008 | 1H 2007 | Δ |
|---|----------------|----------------|----------|
| Sales | 111 | 108 | 3 |
| <i>% change 1H 2008 vs. 1H 2007</i> | | | 3,0% |
| EBITDA | 33 | 27 | 6 |
| <i>as % of sales</i> | 29,9% | 25,4% | |
| EBIT | 32 | 26 | 6 |
| <i>as % of sales</i> | 29,0% | 24,6% | |
| Gross Profit | 27 | 25 | 2 |
| Net profit | 22 | 20 | 2 |
| Presales (mln PLN) | 132 | 80 | 52 |
| Land Bank (k m2 of flats) (as at 30 June) | 256 | | |
| 100% of J.V | 1H 2008 | 1H 2007 | Δ |
| Sales | 168 | 115 | 54 |
| <i>% change 1H 2008 vs. 1H 2007</i> | | | 47% |
| Presales (mln PLN) | 218 | 122 | 96 |
| Presales (volume of flats) | 334 | 290 | 44 |
| Land Bank (k m2 of flats) (as at 30 June) | 498 | | |

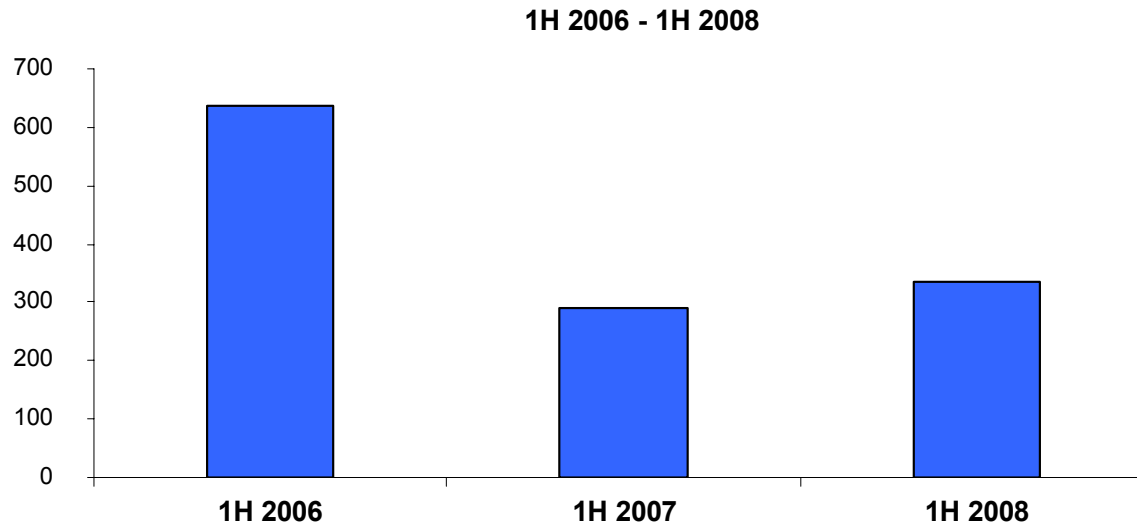
Notary sales of flats structure



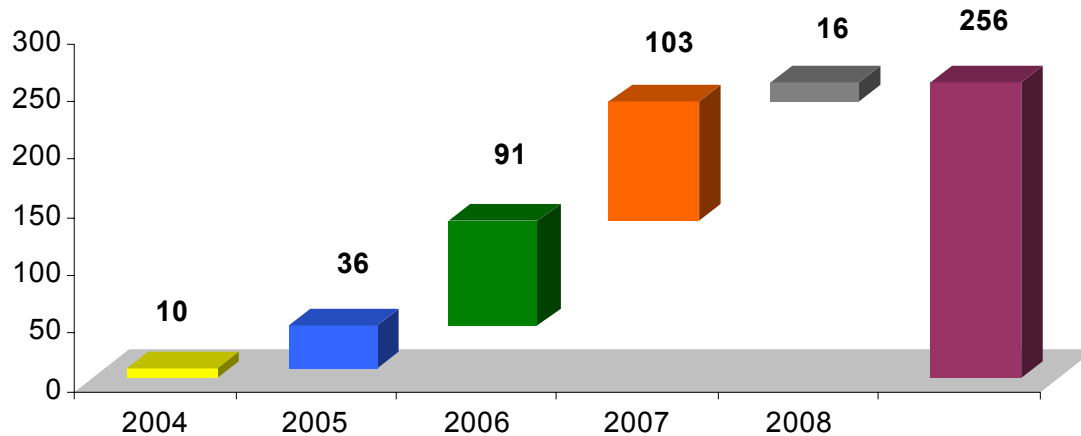
Presales of flats structure



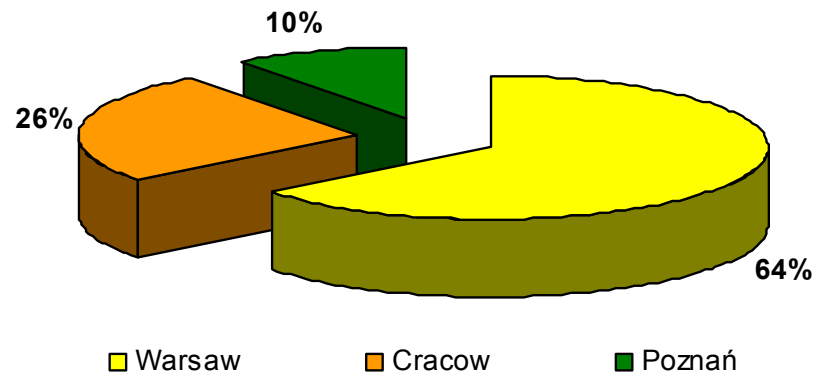
Presales volume of flats (incl. 100% of J.V.)



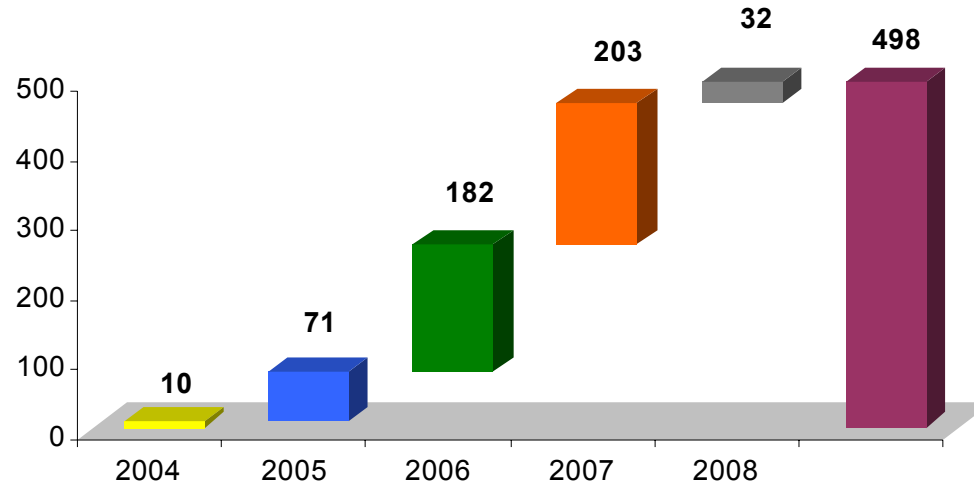
Land bank ageing (*k m² of flats*), average flat is 61 m² (incl. 50% of J.V.)



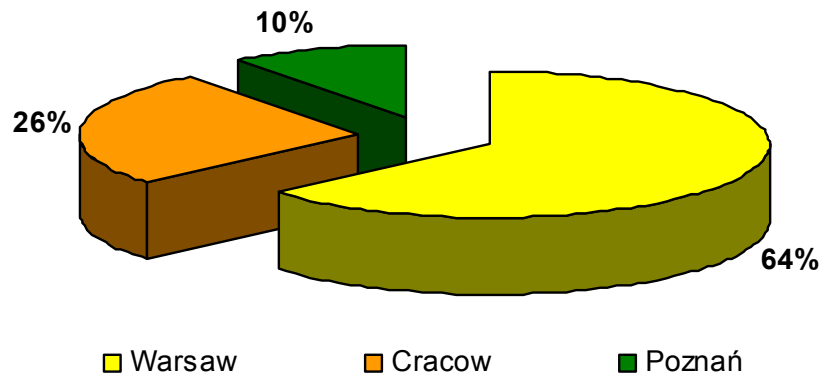
Land bank geographical structure (*k m² of flats*) (incl. 50% of J.V.)



Land bank ageing (*k m² of flats*), average flat is 61 m² (incl. 100% of J.V.)



Land bank geographical structure (*k m² of flats*) (incl. 100% of J.V.)

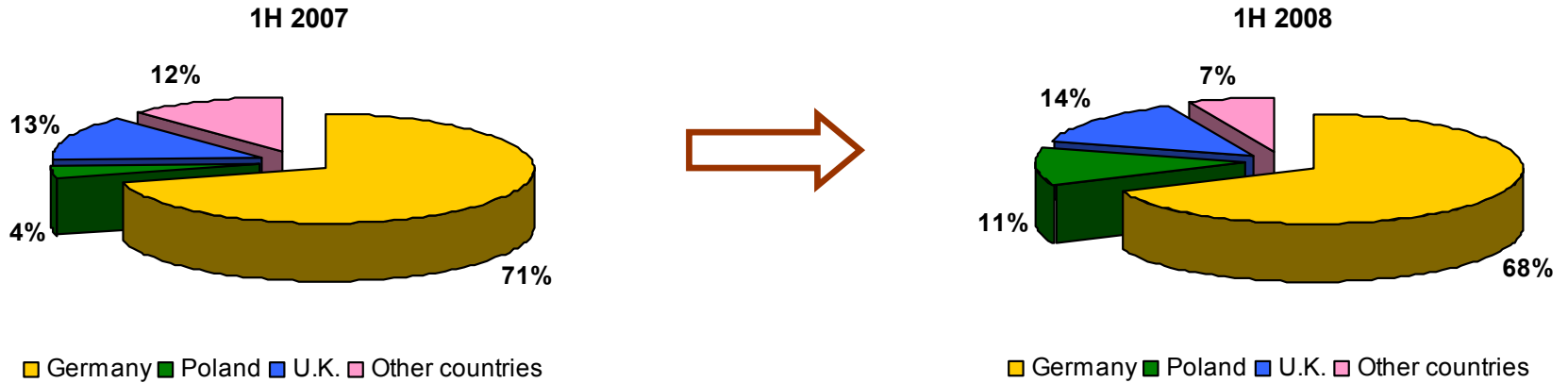


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Other Activity

| <i>mln PLN</i> | 1H 2008 | 1H 2007 | Δ |
|-------------------------------------|----------------|----------------|----------|
| Sales | 64 | 65 | -1 |
| <i>% change 1H 2008 vs. 1H 2007</i> | | | -2,1% |
| EBITDA | 2 | -4 | 6 |
| <i>as % of sales</i> | 2,5% | -6,7% | |
| EBIT | 0 | -6 | 6 |
| <i>as % of sales</i> | 0,4% | -9,0% | |
| Gross Profit | 1 | -6 | 7 |
| Net Profit | 0 | -5 | 5 |

Sales structure by country



Timber-frame houses backlog as at 30 June 2008

