

Presentation of Polimex Mostostal Capital Group's Financial Results for Q1-Q3 2017



13 November 2017



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Polimex Mostostal Capital Group

in PLN million	I-III Q 2016	I-III Q 2017	
OPERATING REVENUE	2 041	1 672	Ļ
OPERATING PROFIT	-24	66	1
EBITDA	0	88	1
GROSS PROFIT	-44	47	1
NET PROFIT	-45	31	1

Polimex Mostostal Capital Group's revenues in Q1-Q3 2017 (million PLN)





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Polimex Mostostal Capital Group's order portfolio (in billion PLN)





The order portfolio as of the end of September 2017 (in million PLN)



* Includet strategic projects



- Completing the operationalization stage of the Polimex Mostostal Capital Group's Development Plan.
- Winning new contracts/projects for the Capital Group using the full potential of the Companies that form part of the Group.
- Hand over for operation of the Unit 11 in the Kozienice power plant in accordance with the project's schedule -- December 2017



- Implementation of the initiatives of the Polimex Mostostal Capital Group's Development Plan.
- Building the Company's value through the acquisition and implementation of high-margin projects (power, oil, chemical and gas, manufacturing and industrial construction).
- Acquisition of projects for the Group, especially in the EPC formula.
- Group's order portfolio diversification further increase in the value of non-strategic projects in the revenue structure.
- Expansion of the Group's activities in foreign markets.
- MoU with the General Directorate for National Roads and Motorways.

Polimex Mostostal Capital Group's general management costs (in million PLN)





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Polimex Mostostal Capital Group

in PLN million	Q I-III kw. 2016	Q I-III 2017
OPERATING REVENUE	2 041	1 672
OWN SALES COSTS	-2016	-1 549
GROSS SALES PROFITS	25	122
SALES COSTS	-17	-19
GENERAL MANAGEMENT COSTS	-46	-49
OTHER OPERATING REVENUES	23	15
OTHER OPERATING COSTS	-9	-3
OPERATING RESULTS	-24	66
FINANCIAL REVENUES	6	8
FINANCIAL COSTS	-25	-26
SHARE IN THE PROFIT OF AN AFFILIATE	-1	-2
GROSS RESULTS	-44	47
INCOME TAX	-1	-15
NET PROFIT	-45	31
EBITDA	0	88



Polimex Mostostal Capital Group consists of companies with the following profiles: manufacturing, services in the energy sector; oil, chemical and gas; industrial construction and manufacturing.





"As the largest construction company with Polish capital we are here to pursue strategic industrial construction projects important for the Polish economy, using the latest technology, while maintaining the highest standards of quality and respect for the environment."

> Antoni Józwowicz President of Polimex-Mostostal S.A.'s Management Board

Polimex Mostostal Capital Group's strategic projects





Kozienice project for CG ENEA



Opole project for CG PGE



Project Żerań for CG PGNiG



Strategic projects- Unit 11 in the Kozienice power plant

Construction of a power plant in Kozienice with gross electrical power output of 1075 MW. The value of the contract is PLN 5.1 billion gross, with 42.6% Polimex-Mostostal share.

The main scope of Polimex Mostostal works includes:

- civil works including general construction works of all building structures
- cooling water system including a cooling tower, a water treatment station, raw water pumping station,
- coal handling, ash removal, slag removal, oil management systems, along with rail track network,
- 110 KV and 400 KV power transmission system, LV electrical part, I&C for the above-mentioned process systems and structures,
- assembly of boiler house and turbine hall process equipment, with the exception of turbogenerator







Strategic projects- Units 5 and 6 in the Opole power plant



Polimex-Mostostal is carrying out construction works on two new 900MW units in the Opole power plant.

The value of the contract is PLN 11.5 billion gross, with 42% Polimex-Mostostal share. This is the largest and most critical investment in the history of the Polish energy sector.

Gross power of each of the units is 900 MWe

The main scope of Polimex Mostostal works includes:

- complete turbine Islands,
- the two cooling towers along with cooling-water system
- electrical installations, including I&C,
- rail track network,
- internal roads within the plant.





Strategic projects -- CCGT at EC Żerań



Construction of a gas and steam unit for the Żerań heat and power plant that belongs to PGNiG TERMIKA is a strategic energy industry investment for the Warsaw metropolitan area. This will be the second-largest gas and steam unit in Poland.

Electrical power output of approximately 497 MWe net

Thermal power output of approximately 326 MWt

The main scope of Polimex Mostostal works includes:

- basic engineering and Detail engineering PxM's scope/Civil part,
- erection and supplies:
 - GT and generator erection,
 - HRSG erection,
 - transformer station assembly,
 - BOP equipment and system erection/installation,
 - HP/HT piping erection,
- carrying out all civil/construction works (in PxM's scope),
- preparing and managing construction site,
- BOP equipment and system erection/installation.









KONTAKT

Polimex Mostostal Group al. Jana Pawła II 12 00-124 Warszawa

Tel: +48 22 829 71 00 to 09 Email: relacje@polimex.pl

www.polimex-mostostal.pl