

# 3Q 2023

## FINANCIAL RESULTS

**POLIMEX MOSTOSTAL CAPITAL GROUP**



Q3 FY2023 - FINANCIAL RESULTS



C A P I T A L G R O U P



**WE BUILD THE FUTURE**

The company carries out specialized investments in Poland and abroad for the energy, petrochemical, gas and environmental protection industries.

It is a producer and an exporter of steel structures and platform gratings. It also provides services in the galvanizing and painting of steel structures.



- **MARKET LEADER IN CONSTRUCTION**
- **5 000 EMPLOYEES**
- **700 EPC REFERENCES**
- **78 YEARS OF MARKET PRESENCE**
- **OVER 70 COUNTRIES**
- **5 CONTINENTS**
- **SAFETY LEADER**

# Business segment's of Polimex Mostostal Capital Group

Polimex Mostostal Capital Group consists companies operating in the following key sectors:



## POWER SECTOR AND SERVICES



## OIL, GAS AND CHEMICAL



## INDUSTRIAL CONSTRUCTION



## MANUFACTURING



## INFRASTRUCTURE



## EQUIPMENT BASE



# Location of Polimex Mostostal Capital Group

## POLIMEX MOSTOSTAL B.V.

Zuid Hollandlaan 7, The Hague 2596 AL  
Netherlands

**Haga** ●

**Dortmund** ●

## POLIMEX MOSTOSTAL GMBH

Ruhrallee 9, 44139 Dortmund  
Germany



## HEADQUARTERS OF POLIMEX MOSTOSTAL S.A.

al. Jana Pawła II 12,  
00-124 Warszawa

## POLIMEX ENERGETYKA SP. Z O. O.

al. Jana Pawła II 12  
00-124, Warszawa

## POLIMEX INFRASTRUKTURA SP. Z O. O.

al. Jana Pawła II 12  
00-124, Warszawa



## MOSTOSTAL SIEDLCE SP. Z O.O.

ul. Terespolska 12  
08-110 Siedlce

## ZAKŁAD W RUDNIKU

ul. Stalowa 5  
37-420 Rudnik

## NAFTOREMONT-NAFTOBUDOWA SP. Z O.O.

ul. Zglenickiego 46  
09-411 Płock

## ZAKŁAD W JEDLICZU

ul. Sikorskiego 17  
38-460 Jedlicze

## POLIMEX OPERATOR SP. Z O.O. SP. K.

al. Jana Pawła II 12  
00-124 Warszawa

## BAZA SPRZĘTU POLIMEX OPERATOR SP. Z O.O.

ul. Augustyna Kordeckiego 25  
09-411 Biała, Płock

## POLIMEX BUDOWNICTWO SP. Z O.O. SP. K.

ul. Terespolska 12  
08-110 Siedlce

## ENERGOMONTAŻ - PÓŁNOC BEŁCHATÓW S.A.

ul. Montażowa 2  
97-427 Rogowiec

## INSTAL-LUBLIN S.A.

ul. Anny Walentynowicz 9  
20-328 Lublin

## Червоноградський завод металокопструкцій

ul. Lviv, 53, Czerwonograd, region Lwów, 80100, Ukraina

## Polimex Mostostal Capital Group

# 5,000

### highly qualified staff

● white-collar workers  
almost 37,5%

● blue-collar workers  
almost 62,5%

● directors  
over than 2,5%

● women: almost 14%



- **PLN 54 million** net profit for Q3 2023. - **decrease by PLN 64 million (-54% y/y)**
- **PLN 2,400 million** in sales revenue for Q3 2023. - **decrease by PLN 473 million (-16% y/y)**
- **Order portfolio** worth **PLN 8.0 billion**
- New **strategic contract in the oil, chemicals, gas segment: Olefiny III project** ("K-003 package from the OSBL scope of the Olefiny plant expansion package"). Value attributable to the Polimex Mostostal Group: **PLN 3.4 billion net**.
- A **new strategic contract from the oil, gas, chemicals industry for the project of a modern rapeseed oil crushing plant in Kętrzyn, in the Warmińsko-Mazurskie province for Orlen Południe**. Value attributable to the Polimex Mostostal Group: **PLN 386.2 million and €32.3 million net**.
- **New strategic energy contract: 882 MW gas-steam unit in Rybnik** (value for the entire contracting consortium: PLN 3.05 billion net + PLN 0.76 billion net for subsequent multi-year service) Value attributable to the Polimex Mostostal Capital Group: **PLN 1.37 billion**)
- **Partner Awards TotalEnergies Refinery Antwerp award and commendation for Naftoremont-Naftobudowa** the best of the companies working in refinery facilities in 2022 for TotalEnergies





**Polimex  
Mostostal**

GRUPA KAPITAŁOWA

**Selected ongoing deliveries**





# Strategic Projects: Puławy (coal power)

Puławy



New coal power unit with the capacity of 100 MW<sub>el</sub> and 300 MW<sub>th</sub>

- Total value of the contract: PLN 1,197 million net



Contractor:



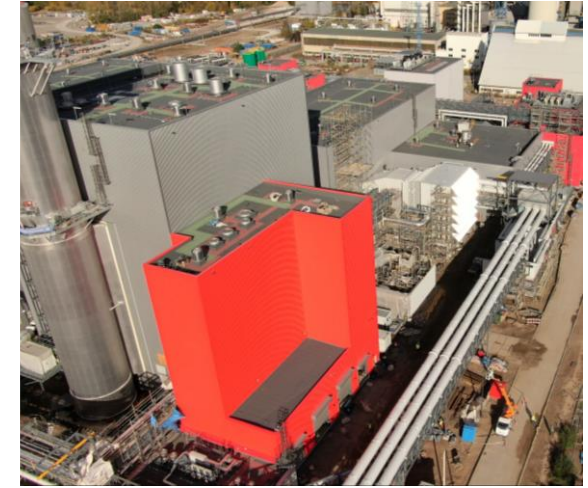
# Strategic Projects: Dolna Odra (gas power)

Dolna Odra



Two new CCGT power units  
at Dolna Odra Power Station

- Total value of the contract:  
PLN 3,650 million net



Contractors:



## Siechnice



New CCGT CHP plant  
for ZEW KOGENERACJA S.A.

- Total value of the contract:  
PLN 1,159 million net
- LTSA value:  
PLN 118 million net



Wykonawcy:



# Strategic projects: Bydgoszcz (gas power)

Bydgoszcz



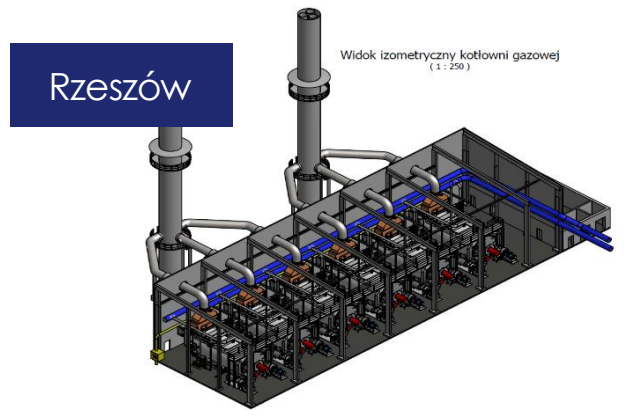
New gas-fired cogeneration source with a capacity of min. 50 MWel based on gas engines and a reserve-peak heat source for PGE Energia Ciepła S.A. Oddz. Elektrociepłownia Bydgoszcz

- **Total value of the contract:**  
PLN 359.3 million net
- **LTSA value:**  
PLN 110 million net

Contractors:



# Strategic Projects: Rzeszów (gas energy)



Construction of a gas-fired boiler plant  
with a capacity 186 MWth  
for PGE Energia Ciepła S.A.  
Oddz. Ec Rzeszów

- **Total value of the contract:  
PLN 78.4 million net**



Contractors:



# Strategic Project: Olsztyn (infrastructure)

Olsztyn



Extension of tram network in Olsztyn

- Total value of the contract:  
PLN 394 million net



Contractors:



Lesznów



Central Museum Collections Warehouse with associated park and required infrastructure

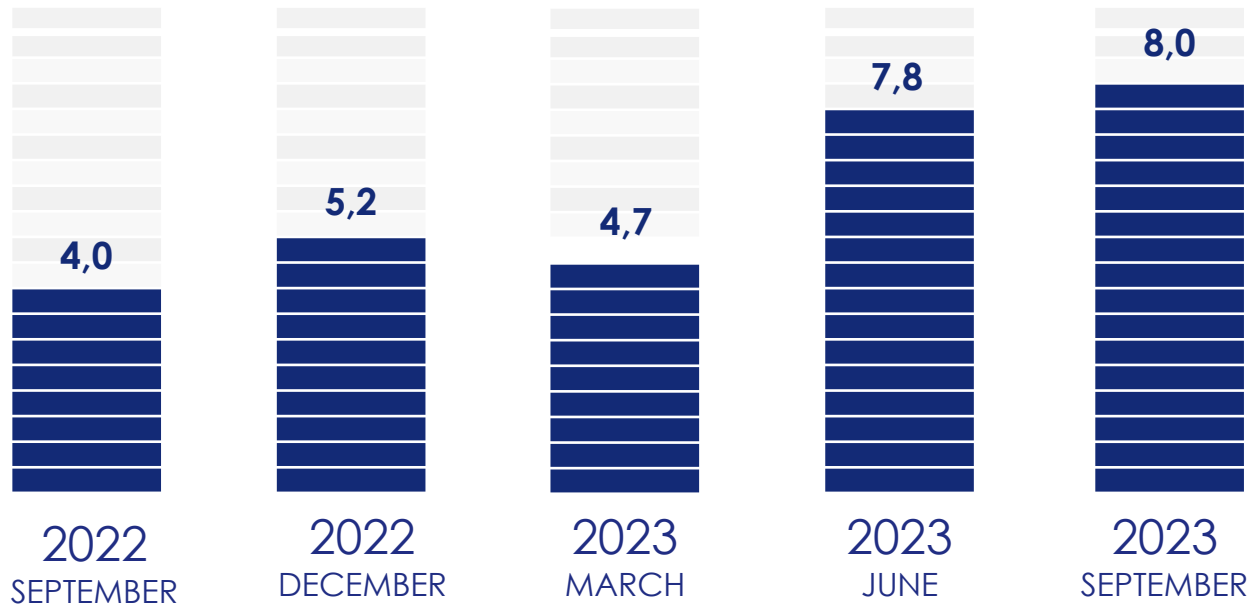
- Total value of the contract: PLN 117,3 million net.



Contractors:



# Polimex Mostostal Capital Group Order Book (in billion PLN)



## Order portfolio after Q3 2023 r. in million PLN





## New projects as from 01.01.2023 (net values)

- Olefiny III - K-003 PACKAGE from the OSBL scope of the Olefiny plant expansion package (value: PLN 3.43 billion), Client: **ORLEN (Poland)**
- Construction of an 882 MWe gas and steam unit in Rybnik and subsequent long-term maintenance (value: PLN 3.05 billion + PLN 0.76 billion), Client: **Rybnik 2050 of the PGE SA Group (Poland)**
- Design, provision of supplies and turnkey construction, commissioning, start-up of a 200,000-ton-per-year oil extraction pressing plant, as well as storage facilities, along with associated facilities and the necessary infrastructure in Kętrzyn (value: PLN 547.2 million and PLN 32.3 million), Client: **ORLEN Południe (Poland)**
- Aircraft maintenance base at Rzeszów-Jasionka Airport (value: PLN 214.65 million), Client: **LOT Aircraft Maintenance Services (Poland)**
- Construction of a road system in the area of the Northern Port in Gdansk (value: PLN 56.89 million), Client: **Municipality of the City of Gdansk (Poland)**
- Construction of a multi-family residential building "A" and "B" with underground garage halls and first floor services (value: PLN 46.96 million), Client: **TDG 22 HALLERA (Poland)**
- "Reconstruction of a section of DW 218 - Kielnieńska St. on the section from the S6 bypass to the railroad viaduct at the junction of the Tri-City Ring Road with the Metropolitan Ring Road Stage I" (value: PLN 51.7 million), Client: **Municipality of the City of Gdansk (Poland)**
- Design and comprehensive execution of construction and electrical works for the construction of Photovoltaic Installations with associated infrastructure and power derivation - PV Zoltańce 1 with a capacity of up to 5 MW, Zoltańce 2 with a capacity of up to 5 MW, Zoltańce 3 with a capacity of up to 5 MW, (value of PLN 46.1 million), Client: **PGE Energia Odnawialna (Poland)**

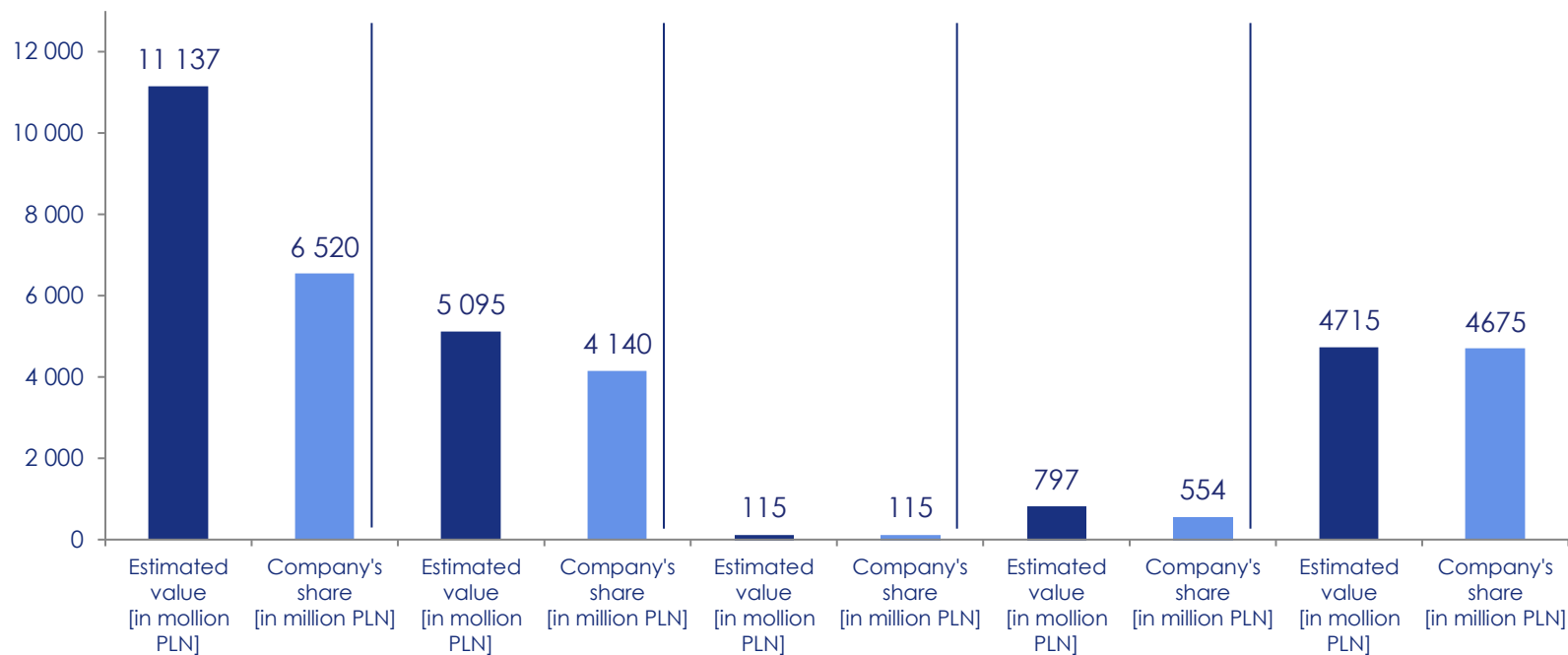


## New projects as from 01.01.2023 (net values)

- Construction of the Railport - a transshipment terminal in Kędzierzyn Koźle, under the design and build formula (value: PLN 33.87 million), Client: **DB Cargo Spedkol**
- Construction of steel structure for sheet metal processing line - expansion of Big River Steel steelworks in Arkansas, USA (value: PLN 31.0 million), Client: **SMS Group (Germany)**
- Construction of a road to investment areas in Golina (value: PLN 27.5 million), Client: **Jarocin Municipality (Poland)**
- Mechanical works in LOT1 and 4NC3\_ROG scopes during the 2023 overhaul (value: PLN 25.8 million), Client: **TotalEnergies (Belgium)**
- Marine Training Department in Gdansk Westerplatte - modernization of buildings No. 13 and 61 for the sake of technical security (value: PLN 21.5 million), Client: **Rejonowy Zarząd Infrastruktury in Gdynia (Poland)**
- Construction of a Wind Power Plant Complex in the Sianów municipality (value: PLN 19.7 million), Client: **Eko-En Skibno 2 (Poland)**



# Value of Currently Offered Projects in the Companies (gross)



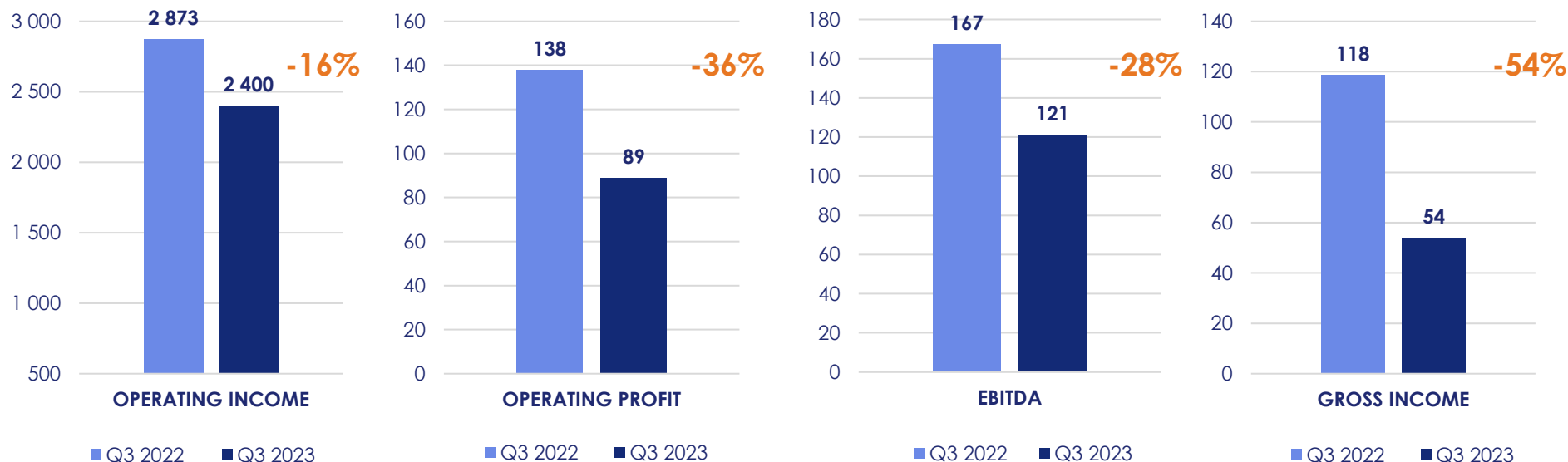
## Priorytetowe projekty:

General contracting of the onshore connection (line and station part) for the offshore wind farm Baltica-2



**SELECTED FINANCIAL DATA  
FOR Q3 OF 2023**

### Polimex Mostostal Capital Group



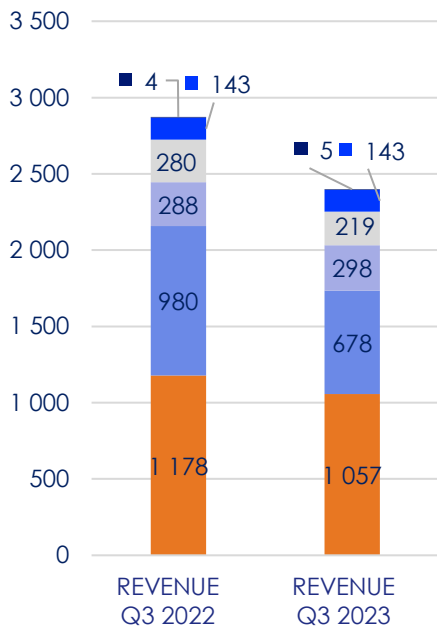
### COMMENTARY

- Polimex Mostostal Capital Group's Q3 2023 operating income amounted to PLN 2,400 million and is lower than the Q3 2022 operating income by PLN 473 million (-16%)
- The Capital Group's EBITDA for Q3 2023 was PLN 121 million (5.0%), a decrease of PLN 46 million compared to the Q3 2022 result. (Mainly due to the lower EBITDA generated in the Production Segment)
- Operating profit decreased by 36% compared to the result for the same period in 2022.
- The Capital Group's net result for Q3 2023 is lower by PLN 64 million than the result for Q3 2022, by a margin of 2.2% (The reason is mainly the lower result of the Production Segment and a higher % deferred tax charge (written-off assets on loss carryforwards))

# Financial results of the Polimex Mostostal Capital Group for H1 2023

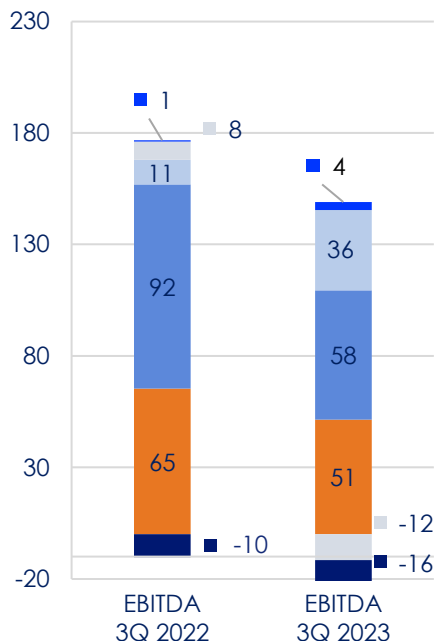
## Segments of the Capital Group (in million PLN)

Revenue by the sector  
PxM CG



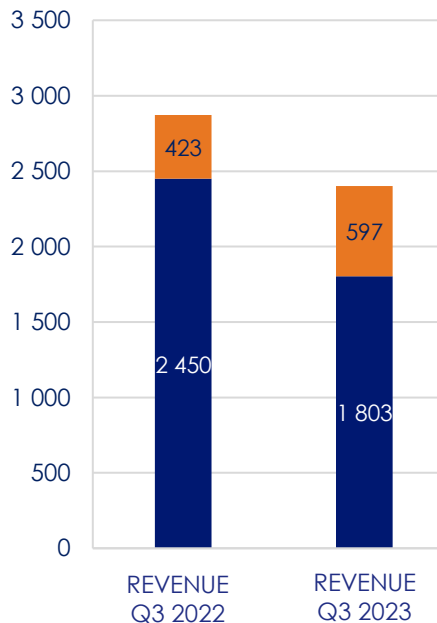
- Other activities
- Infrastructure construction
- Industrial construction
- Oil, gas, chemicals
- Manufacturing
- Power Industry

Revenue by the sector  
PxM CG



- Other activities
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Revenue by the sector  
PxM CG

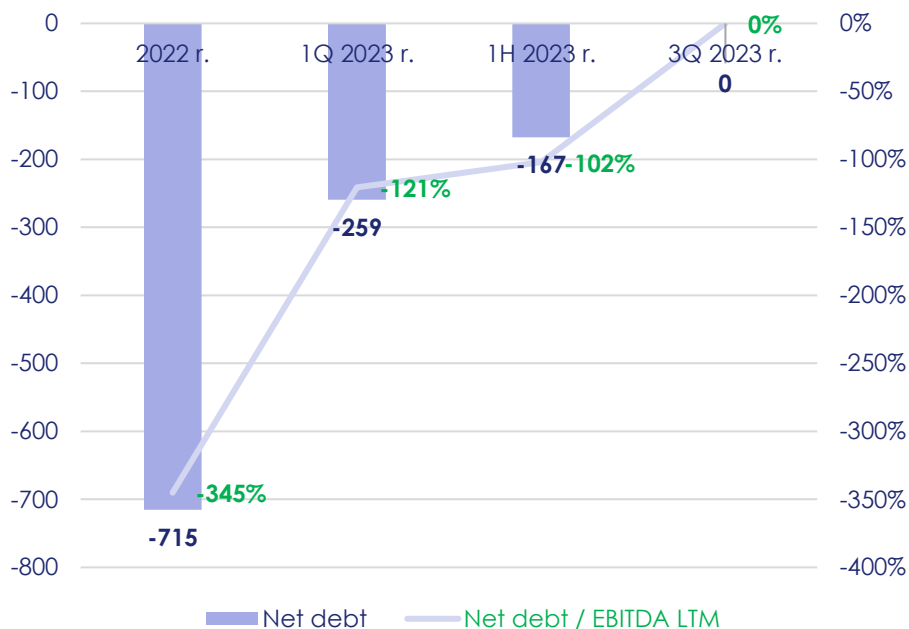


- Poland
- Abroad

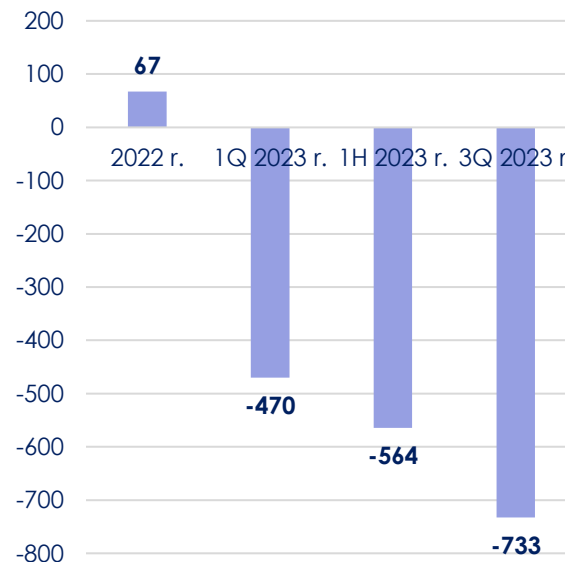
### COMMENTARY

- The largest sales revenues were generated in the Production and Energy segments - together the two segments accounted for 72% of total revenues.
- In q3 2023 and in q3 2022, the highest results were generated by the Production Segment (EBITDA).
- Revenues from foreign sales amount to PLN 597 million and account for 25% of the Group's total revenues. In Q3 2022, the share was 15%.

### Net debt\* in relations to EBITDA LTM



### Net debt\* in relations to EBITDA LTM



### COMMENTARY

- At the end of Q3 2023, the cash balance was equal to interest-bearing debt.
- Net cash flow in Q3 2023. - negative level related to, among other things, implementation of strategic projects (execution of planned flows), as well as the processed valorizations of contract prices.

- \* **Net debt** - the sum of loans and bonds payable (short-term and long-term) less cash balance
- \*\* **Net cash flow** - accumulated cash flow for the accounting year

# International projects – Our Clients

## Clients



## Partners





# International projects – Our Clients



NESTE OIL



NYNAS



Oiltanking



ABB



Donges  
STEELTEC



uni  
per



THI  
TULSA  
HEATERS  
INC.



Saipem



Ruhrkühlturm



# International projects – Our Partners



**Naftoremont-Naftobudowa sp. z o.o.**, a Polimex Mostostal Group company, **was doubly recognized by TotalEnergies** and ranked:

1<sup>st</sup> place in "Categorie TA big B/C > 20.000 uren" — Turn Around (plant overhaul as part of planned downtime)

and

2<sup>nd</sup> place in "Categorie medium B/C — 25,000-50,000 uren" — Tank Maintenance (refurbishment of storage tanks)



Awarded the top prize in the most prestigious category of the Partner Awards TotalEnergies Refinery Antwerp is a result of the overall cooperation to date, in particular the TA2022 – Mechanical and piping works U72 PLF, U72 CCR, U74 DHT2 project completed in December 2022.



**TECHNICAL SAFETY LEADER**