



# Investor presentation

January 2020

 **Pekabex**

# Agenda

Group Overview

Market Environment

Financial Overview

Summary

Appendix

# Pekabex in numbers

Solid fundamentals create basis for dynamic development

**No.1**

Leading Polish  
manufacturer

**1,947**

People working in  
Pekabex Group

**182,000**

(m<sup>3</sup>) prefabricated  
elements produced

**PLN 308 m**

Value of backlog as of  
31.12.2018\*

**PLN 886 m**

Revenues

**PLN 82 m**

EBITDA\*\*

**PLN 51 m**

Net income

**- PLN 4 m**

Net debt\*\*\*

**PLN 95 m**

Cash and cash  
equivalents

**PLN 173 m**

Net working  
capital\*\*\*\*

\*Concerns prefabrication contracts, construction services and production services

\*\*EBITDA - operating profit plus depreciation and amortization

\*\*\*Net debt is the difference between financial liabilities (loans, borrowings and other external sources of financing, financial leasing) and cash and cash equivalents.

\*\*\*\*Net working capital - sum of receivables, inventory and cash and cash equivalents minus current liabilities



# Why Pekabex?

## Response to the challenges of construction market

1

Aligned to the construction market strategic trends (time, labour, ecology)

2

High quality of products and service efficiency

3

Product, market and geographical diversification

4

Well qualified and experienced staff

5

Strong financial position and conservative financial policy





# Why Prefabrication?

## Many benefits of prefabricated constructions

1

**High quality** - increased control of production circumstances

2

**Durability** - outstanding performance in terms of acoustic and thermal insulation

3

**Cost savings**

4

**Eco-Friendly**

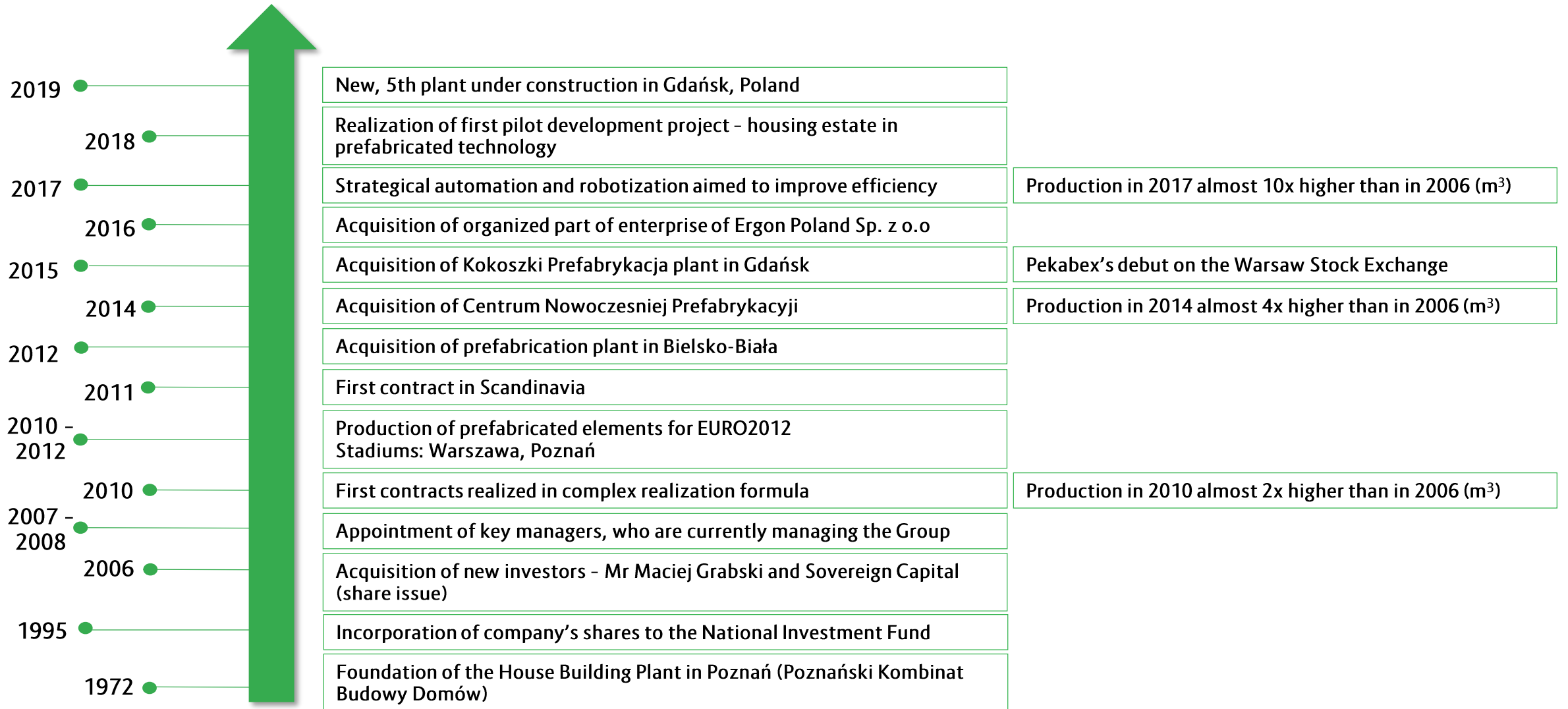
5

**Short assembly time** - production automation



# History

## Powerful transformation into the market leader

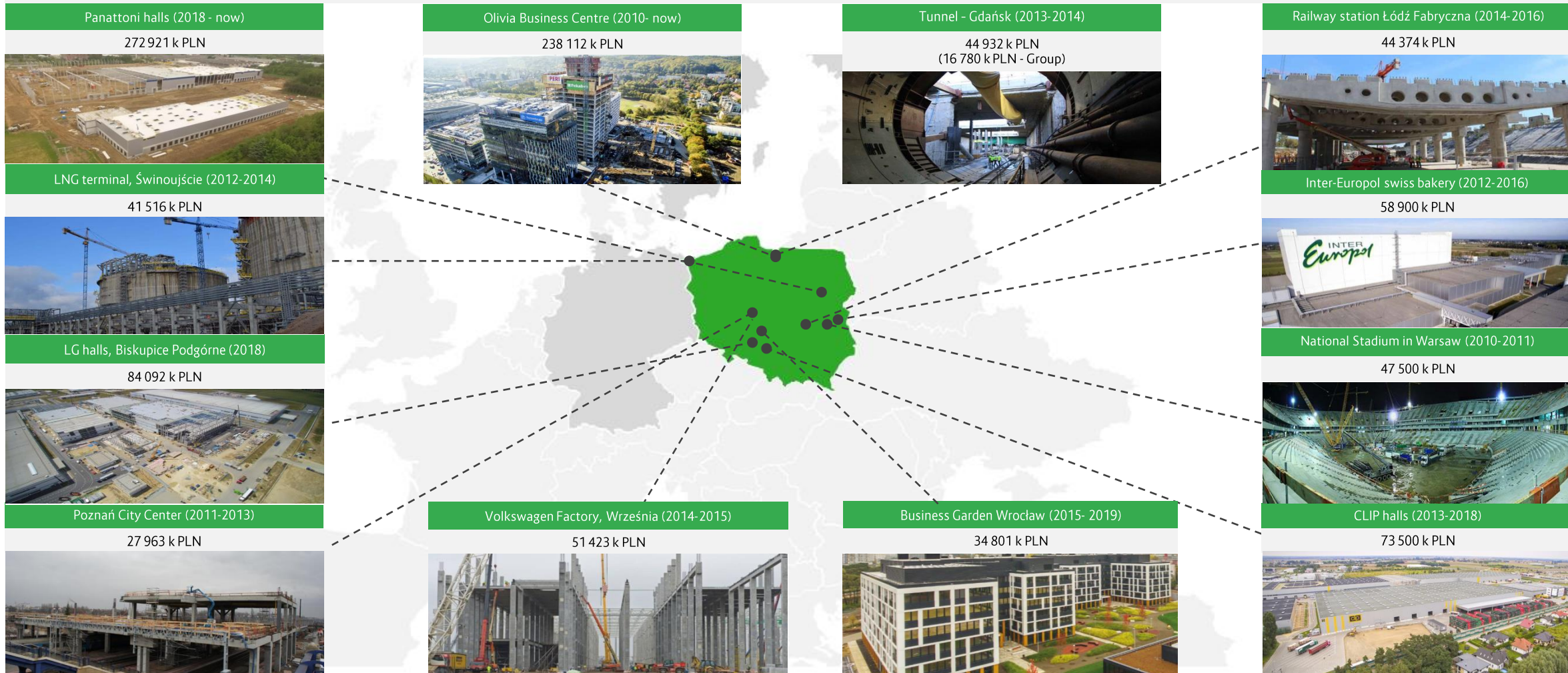




# Prefabrication technology

## Largest experience in Poland

- In 2011-2019 Prefabex Group has delivered prefabricated structures to over 1200 objects in Poland and abroad
- Pekabex Group is experienced and leading entity on Polish market





# Market Consolidation

## Organic growth supported by acquisitions

Betonex Sp. z o.o.	
Date	April 19, 2012
Price	PLN 12,51 million

Centrum Nowoczesnej Prefabrykacji Sp. z o.o.	
Date	November 17, 2014
Price	PLN 17,05 million

Kokoszki Prefabrykacja S.A.	
Date	March 31, 2015
Price	PLN 25,00 million

Organized part of enterprise of Ergon Sp. z o.o.	
Date	January 15, 2016
Price	PLN 49,48 million








### Main benefits of acquiring new businesses

- Cost synergies (mostly connected with administration, logistic and materials purchase costs)
- Obtaining well-qualified specialists
- Cost of transport optimization
- Economies of scale
- Gaining market share
- Increased production capacity in strategic region allows to reduce costs of logistic of prefabricated structures to Scandinavia
- Ability to obtain higher margins in Scandinavia i.a. by comparatively lower labour costs
- More high-margin contracts in Scandinavia will enable Group development and further foreign expansion, which will strengthen Pekabex position of a leading manufacturer of prefabricated elements

# Well located plants

## 5 strategically located plants guaranteeing customer satisfaction

- Optimal location of prefabrication plants (in the west, north, central and south of Poland) facilitate acces to the clients and to the raw material
- Group plants are modernly equipped and are being gradually expanded to optimize production capacity and to meet customers expectations

Location	Poznań	Bielsko-Biała	Gdańsk	Mszczonów	Kokoszki
					
Production capacity	<ul style="list-style-type: none"> <li>45 000 m<sup>3</sup> p.a - structural elements</li> <li>200 000 m<sup>2</sup> p.a. - slabs</li> </ul>	<ul style="list-style-type: none"> <li>18 000 m<sup>3</sup> p.a. - structural elements</li> <li>35 000 m<sup>2</sup> p.a. - slabs</li> </ul>	<ul style="list-style-type: none"> <li>40 000 m<sup>3</sup> p.a. - structural elements</li> <li>120 000 m<sup>2</sup> p.a. - slabs</li> <li>300 000 m<sup>2</sup> p.a. - filigree slabs*</li> <li>100 000 m<sup>2</sup> p.a. - walls*</li> </ul>	<ul style="list-style-type: none"> <li>45 000 m<sup>3</sup> p.a. - structural elements</li> <li>200 000 m<sup>2</sup> p.a. - slabs</li> <li>140 000 m<sup>2</sup> p.a. - filigree slabs/walls**</li> </ul>	<ul style="list-style-type: none"> <li>300 000 m<sup>2</sup> p.a. - filigree slabs/ double filigree walls</li> <li>100 000 m<sup>2</sup> p.a. - solid walls</li> </ul>
Specialization	<ul style="list-style-type: none"> <li>Most advanced and complex elemenets</li> </ul>	<ul style="list-style-type: none"> <li>Cost optimization in the production of structural elements</li> </ul>	<ul style="list-style-type: none"> <li>Residential construction</li> </ul>	<ul style="list-style-type: none"> <li>Production of prestressed and reinforced elements, filigree walls/slabs</li> </ul>	<ul style="list-style-type: none"> <li>Production of filigree slabs, double filigree walls and solid walls</li> </ul>

German Branch (Dresden)
<ul style="list-style-type: none"> <li>Production services for 4 plants</li> </ul>



\* Concerns production capacity of a plant under construction in Pomeranian Special Economic Zone  
 \*\* Concerns production capacity of a new plant in Mszczonów

# Development strategy

## Leading Polish construction Group with strong appetite to develop on EU markets

Complex offer and innovative solutions	<ul style="list-style-type: none"><li>▪ Development of product and services offer in “design and build” formula</li><li>▪ Complex offer (including designing, production, transport, assembly, general contracting)</li><li>▪ Further development of design department</li></ul>
Creation of “Pekabex System” / entering residential market In Poland	<ul style="list-style-type: none"><li>▪ Realization of pilot development project - housing estate in prefabricated (modular building) technology</li><li>▪ Implementation of products demanding high workload and innovative, more complex products, as well as products for which design plays a significant role</li></ul>
Ongoing improvement of operational efficiency	<ul style="list-style-type: none"><li>▪ Development of monitoring systems for the internal processes (e.g. labor cost per cubic metre)</li><li>▪ Implementation of complex IT solutions improving efficiency</li><li>▪ Adaptation of proven solutions e.g. in Germany</li><li>▪ Standarization, development of constructions based on repeatable, standardized elements</li></ul>
Automation and digitization	<ul style="list-style-type: none"><li>▪ Automation and robotization in all areas of activity</li><li>▪ Automation and robotization of processes aimed to improve efficiency</li><li>▪ Reducing demand for human labor in construction process thanks to prefabrication</li></ul>
Foreign expansion	<ul style="list-style-type: none"><li>▪ Further development on Scandinavian and German markets</li><li>▪ Focus on offering services in Germany</li><li>▪ Realization of projects in Denmark and Germany</li></ul>



# Comprehensive offer

## Special emphasis on meeting clients' expectations

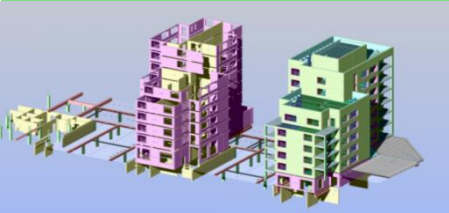
Pekabex Group combines competences in

Engineering

Production

Construction

Designing



Production



Transport



Assembly



Site work



Leading design office

Growing production capacity

External transporting entities

Own assembly team

Highest quality

Complex offer

- ✓ Customisation of provided offers
- ✓ Ability to realize more complex projects with potentially higher margins
  - ✓ Ability to realize the largest orders on the market
  - ✓ Flexibility in contract realization
- ✓ Higher quality thanks to supervision of final assembly on the construction site

# Products

## Diversification of portfolio and complex solutions

- Prefabrication is the practice of assembling components of a structure in a factory and transporting all assemblies to the construction site
- Pekabex produces traditional reinforced elements, as well as modern prestressed parts
- Reinforced and prestressed elements are applicable in practically every type of construction

columns



slabs



roof beams



tt slabs



docks



tubings



ground beams



railroad bed slabs



foundations



floor beams



stairs



auditorium slabs





# Products

## Modern solutions for housing

Advantages of prefabricated elements in housing:

- No scaffolding at the construction site (ready-made facade out of factory)
- No need for cutting into walls (fixtures installed before pouring concrete)
- No need for plastering (high surface accuracy)
- Immediate finishing work possible inside the object even in winter (rooms are closed and can be heated)

walls



balconies



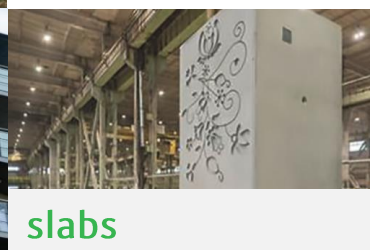
stairs



filigree slabs



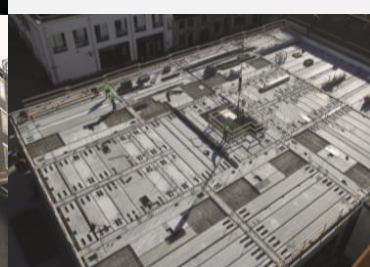
columns



double filigree walls



slabs



solid walls





# Products

## Environmental aspects

- Pekabex is aware of a huge role of natural environment for every human being and future generations
- Management is involved into environmental protection, and undertakes actions to implement greener solutions
- Pekabex has implemented the Environment Protection Policy

### values



- Efficient use of resources and optimal energy management.
- Atmospheric emission (c.a. 22% reduction of carbon footprint).
- Optimal waste management and waste recycling.
- Noise emission reduction.
- Raising employee awareness regarding environmental protection.
- Care for the environment at all stages of the production process
- Cooperation with local community in order to protect natural environment

### minimal environmental impact



- Reduction of realization time.
- Less resources needed on the construction site (less concrete, less steel, increased durability).
- Greater safety.
- Decrease of concrete volume.
- Easier potential future disassembly.

### circular economy



#### Production waste / disassembled construction elements:

- Concrete is sent to crushing plant; aggregate is used in i.e. road construction.
- Reinforcing bars are sent to recycling facilities.

#### Systems used in plants:

- Rainwater reservoir.
- Wastewater reuse.
- Concrete recycling.
- Aggregate heat-up by exhaust gases.

- Bar waste is being joined together into full sized bars.
  - Prestressed string waste is being used as transport elements
- Formwork wooden elements reuse (used again at construction site)

# Prefabrication compared to other technologies

Many advantages over other technologies available

Advantage over	Monolithic concrete construction	Steel	Wood
Prefabricated reinforced and prestressed concrete elements	<ul style="list-style-type: none"><li>▲ Quick assembly (possibility of carrying out work at low temperatures)</li><li>▲ Quality (built in the factory vs at the construction site)</li><li>▲ Shorter production time (by 40-45%)</li><li>▲ Large spans due to prestressing</li><li>▲ Greater flexibility</li></ul>	<ul style="list-style-type: none"><li>▲ High fire resistance (lower insurance cost)</li><li>▲ Durability</li><li>▲ Resistance to aggressive environment</li><li>▲ Price</li><li>▲ Lower operational costs (no need of removing snow; lower cubature)</li></ul>	<ul style="list-style-type: none"><li>▲ High fire resistance</li><li>▲ Safety</li><li>▲ Durability</li><li>▲ Resistance to chemical and biological agents</li><li>▲ Better acoustics</li></ul>

Railway station Poznań



Realization at night

Railway station in Łódź Fabryczna



Enabling implementation of the construction on time

CLIP IV Swarzędz

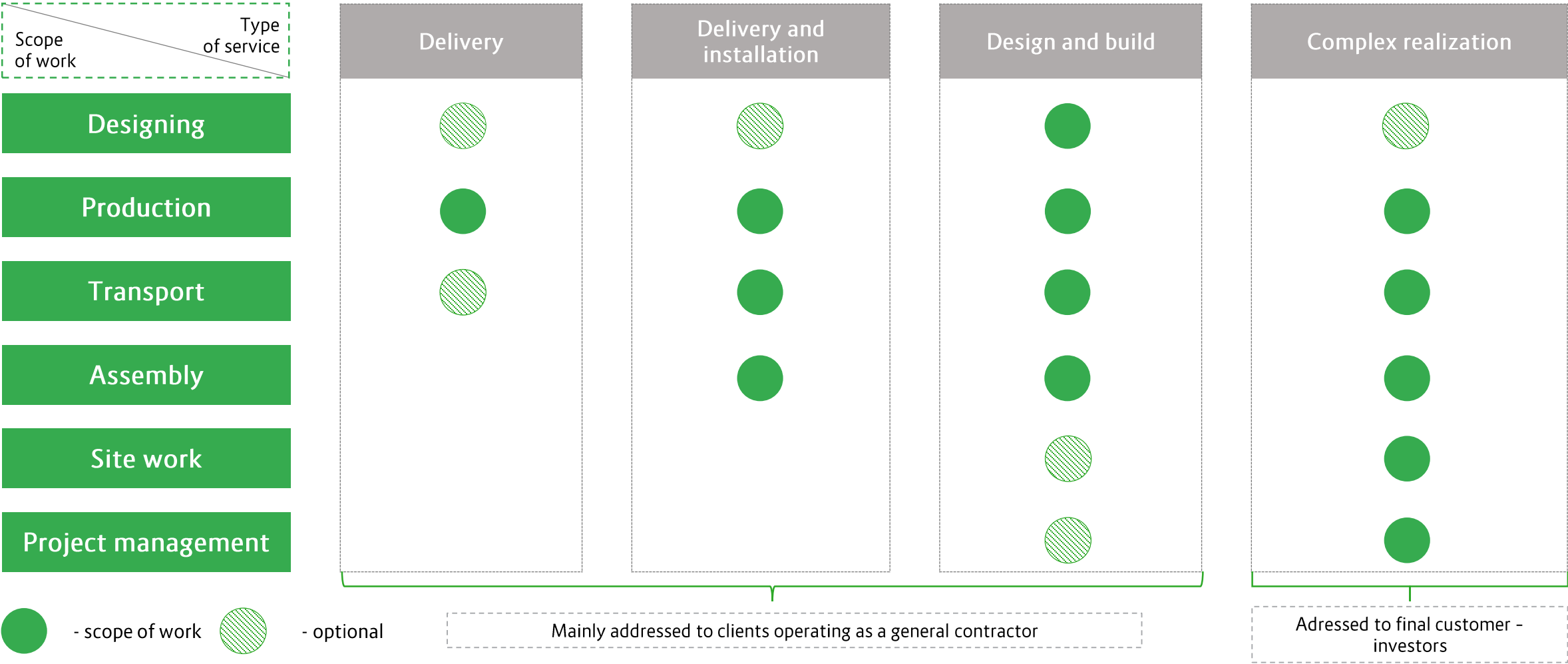


Increased carrying capacity

# Product scope

Increasing value added

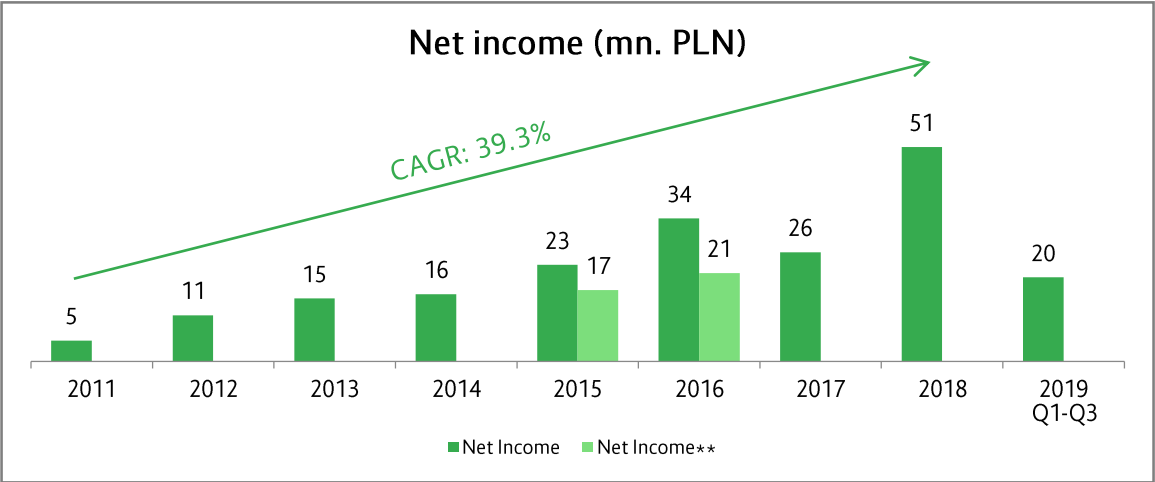
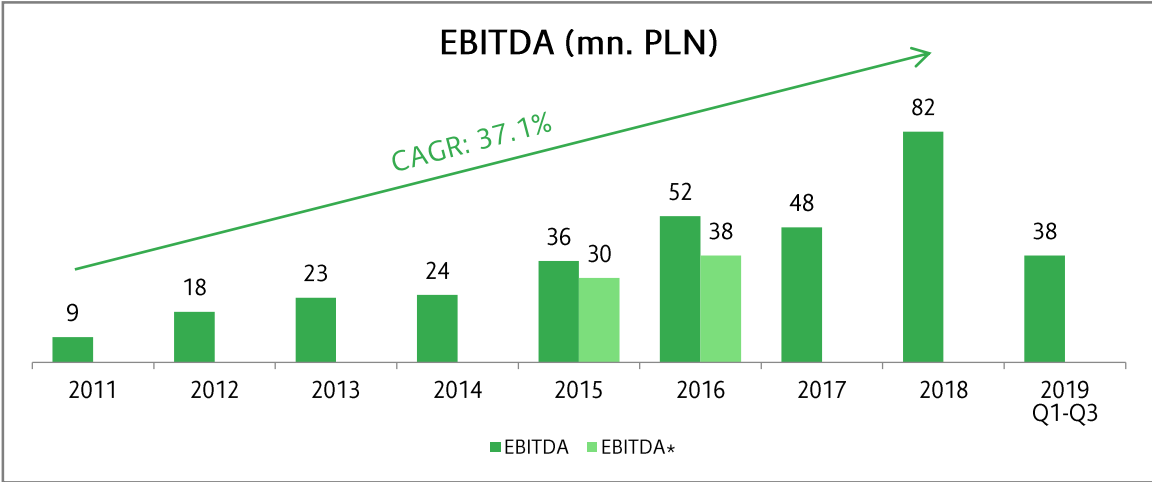
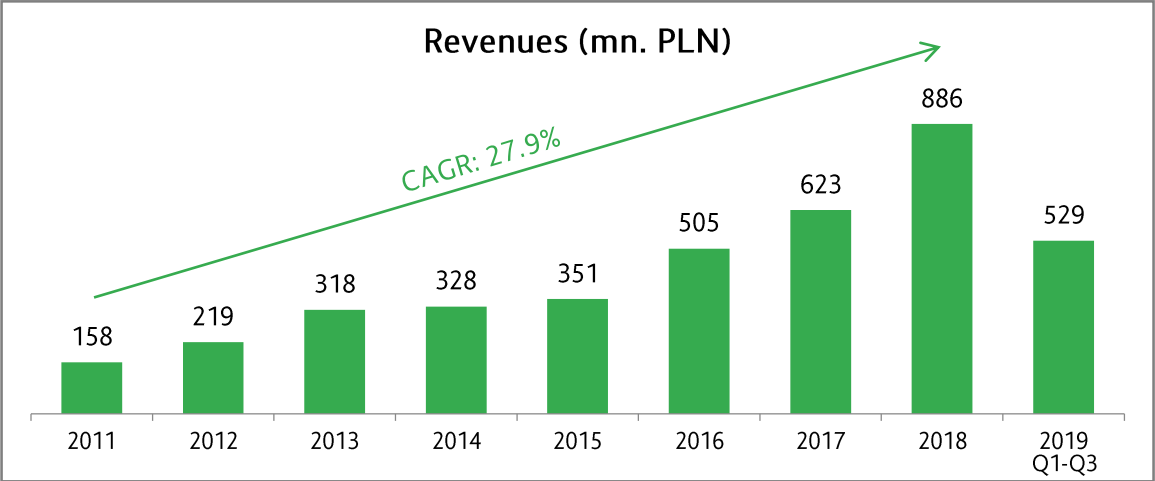
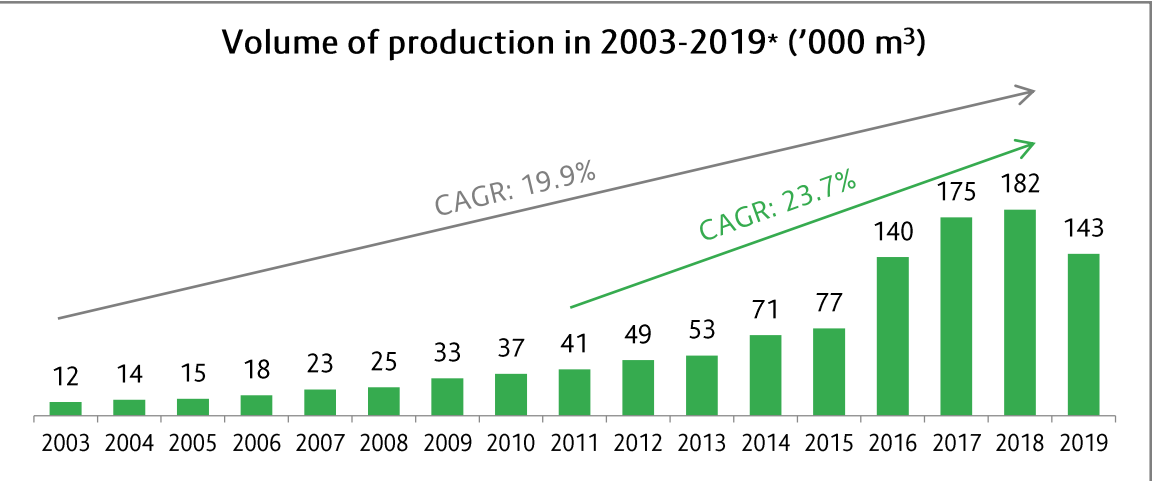
- Scope of work differs depending on the decision made by investor
- Group offers wide range of services including both delivery only and complex realization





# Production volume and financial performance

## Strong and continous growth



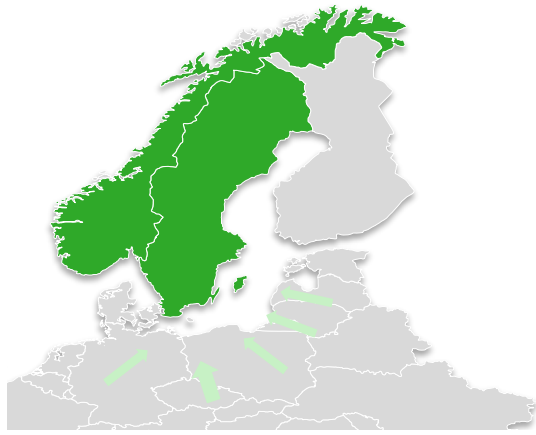
\* adjusted for a gain from a bargain purchase

# Good market prospects despite some difficulties

## Increasing presence on Scandinavian market

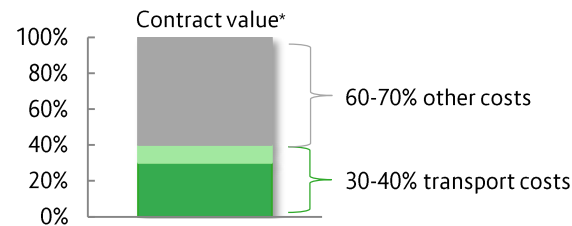
- Scandinavian market remains open for manufacturers of prefabricated elements from CEE and Baltic countries
- Attractive market with significant use of prefabricated reinforced and prestressed concrete elements
- Slowdown in Scandinavian market due to changes in Swedish law considering mortgages (higher own contribution required)

### Attractive market for prefabricated reinforced and prestressed concrete elements

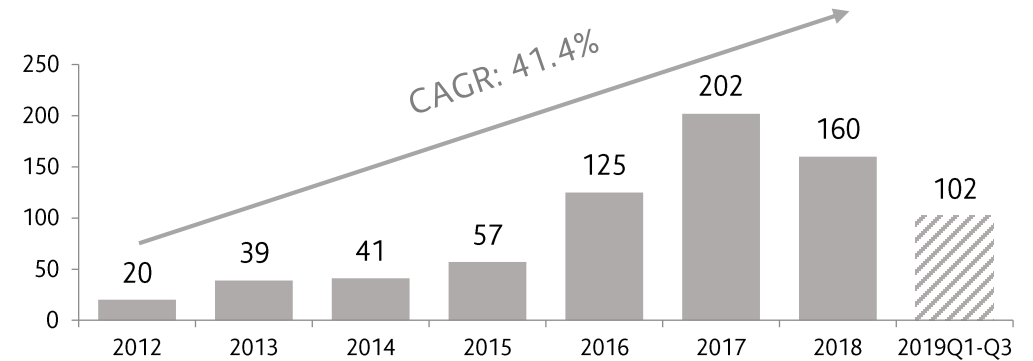


\* company's estimates

- Pekabex Group is present on the Scandinavian market since 2011. In that period Pekabex have cooperated with the biggest construction entities in Scandinavia
- In case of contracts in Scandinavia, transport costs accounted for 30-40% of contract value, on average



### Revenues – Sweden and Norway (in million PLN)



### Competition

- Local companies
- Foreign companies, mainly from Baltic countries - Lithuania, Latvia and Estonia, operating primarily in the field of prefabricated elements
- Polish entities i.a. Scanbet, Comfort, Precon, Baumat and Budizol

### Competitive advantages

- Competitive price and ability to provide complex services
- Knowledge of Scandinavian market proved by significant construction/delivery contracts realized
- Experience in every stage of prefabrication, from design to installation
- High quality of products resulting from professional design office and knowledge of installation process
- Offer contains specialized products

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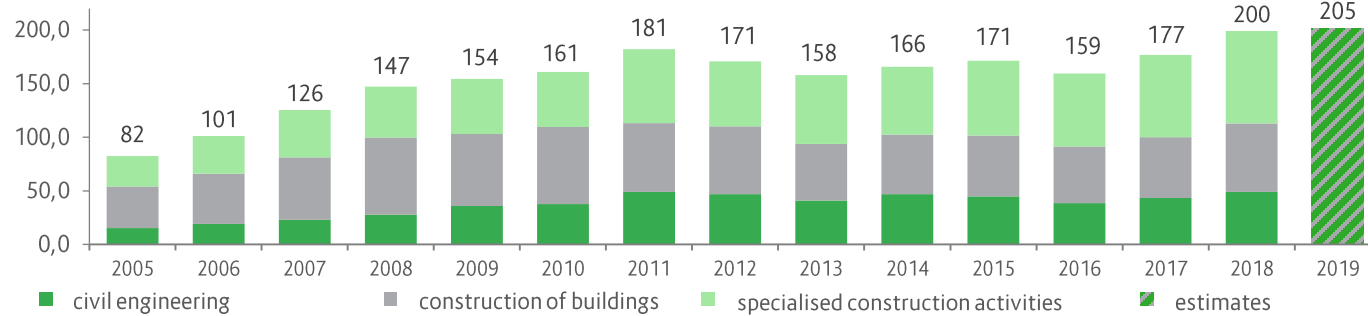


# Market Environment

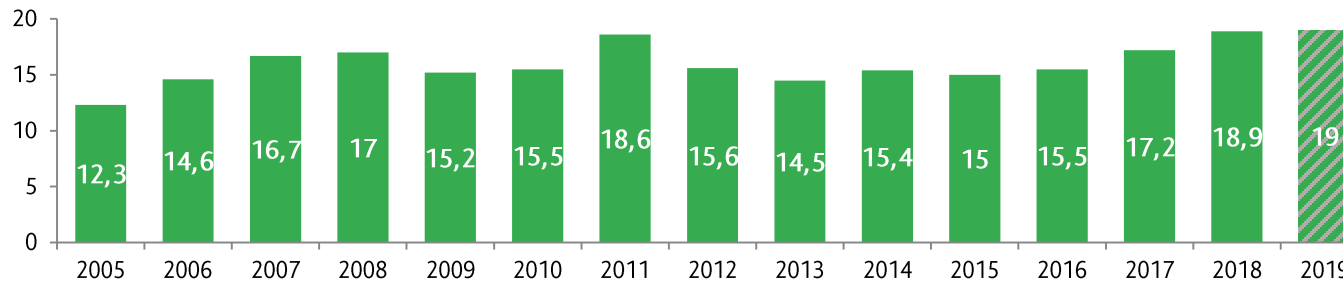
## Growth of construction market boosts Pekabex development

- Many of planned investments or those already being realized, involves the prefabrication technology
- Optimistic scenario of constant industry development rate will support growth of prefabricated structures market

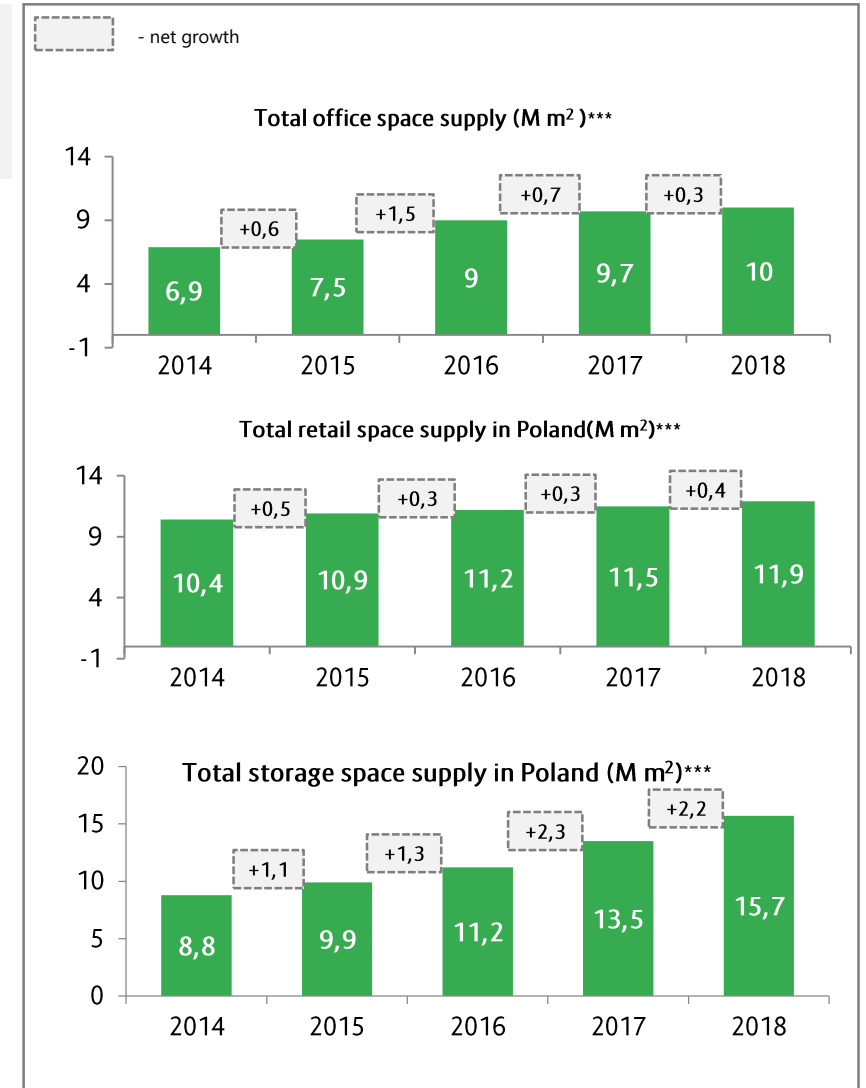
**Value of Polish construction market\***  
(bn PLN)



**Cement production\*\***  
(mn ton)



\* Source: GUS  
\*\* Source: Stowarzyszenie Producentów Cementu, Statistics Poland (GUS)  
\*\*\* Source: Colliers



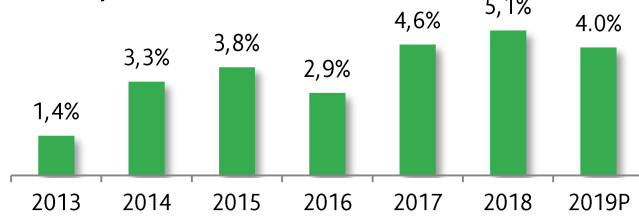
# Market Environment

## GDP growth strongly supporting construction market

- Economic growth supports prosperity in the construction market, in 2Q 2019 Polish housing and commercial real estate market remained in expansion stage\*
- Multiannual financial framework 2021-2027 represents an opportunity for construction industry in forthcoming years
- Construction and assembly production (in constant prices) was in September 2019 by 7.6% higher than a year before and by 12.7% higher compared with August this year (against increases accordingly by 16.5% and 7.5% the year before)\*\*

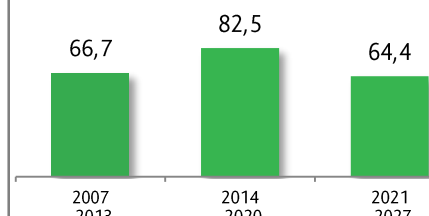
Economic upturn in Poland has a positive impact on construction industry...

Gross Domestic Product (y/y)  
(constant prices)



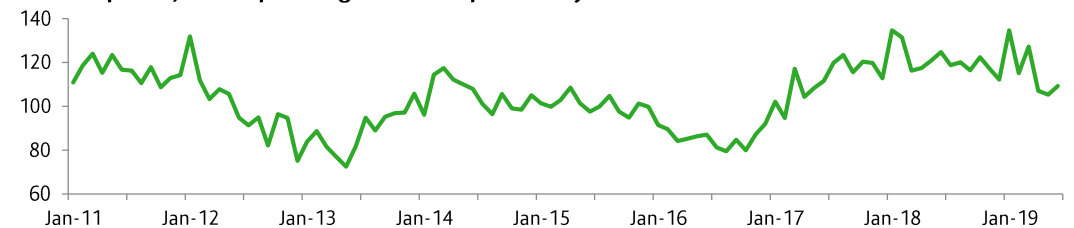
...together with favorable multiannual financial framework of EU...

EU funds in Poland  
(bn. EUR)



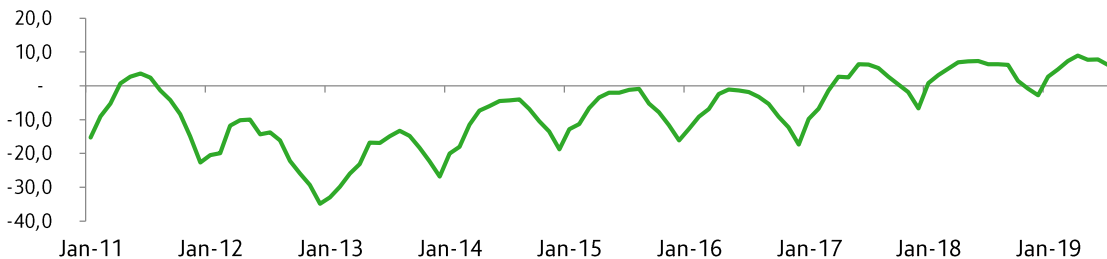
...which is illustrated by uprising trend of value of construction and assembly production

Construction and assembly production  
(constant prices; corresponding month of previous year= 100)



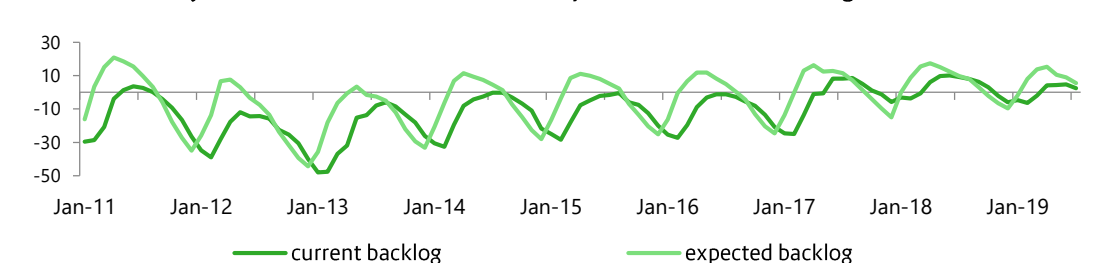
Entrepreneurs are looking with more optimism at the construction market...

General business climate indicator



... and backlog has been growing steadily over the past five years

Business tendency in construction – current and expected domestic backlog



Source: own elaboration based on Statistics Poland (GUS), IMF, MIR, Eurostat

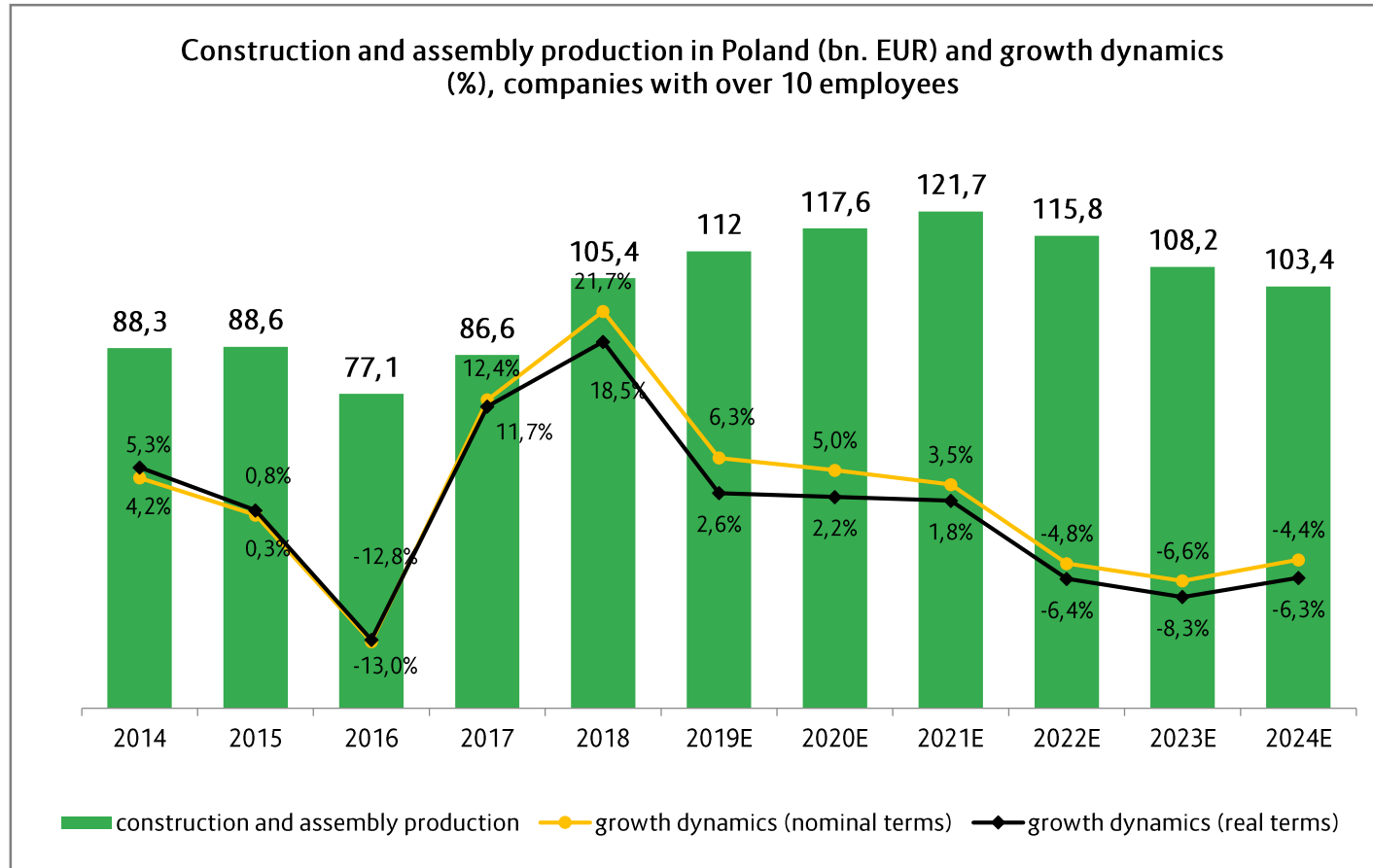
\*According to National Bank's of Poland report „Information on home prices and the situation in the residential and commercial real estate market in Poland in Q2” published in September 2019

\*\*According to Statistics Poland (GUS)

# Construction and assembly production

## Steady growth of construction and assembly production over the years

- According to PMR report, construction and assembly production in Poland in 2019-2021 will grow slightly, and then will decrease in 2022-2024



Source: PMR – construction sector in Poland H2 2019, p. 30, 2019





# Agenda

Group Overview

Market Environment

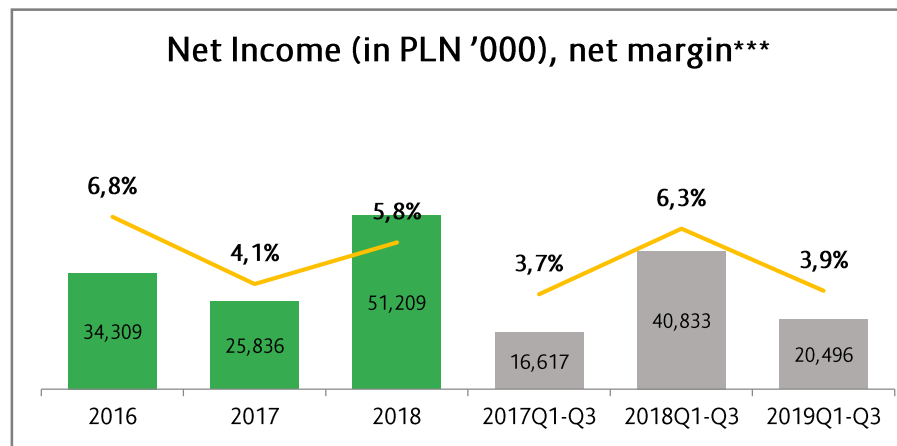
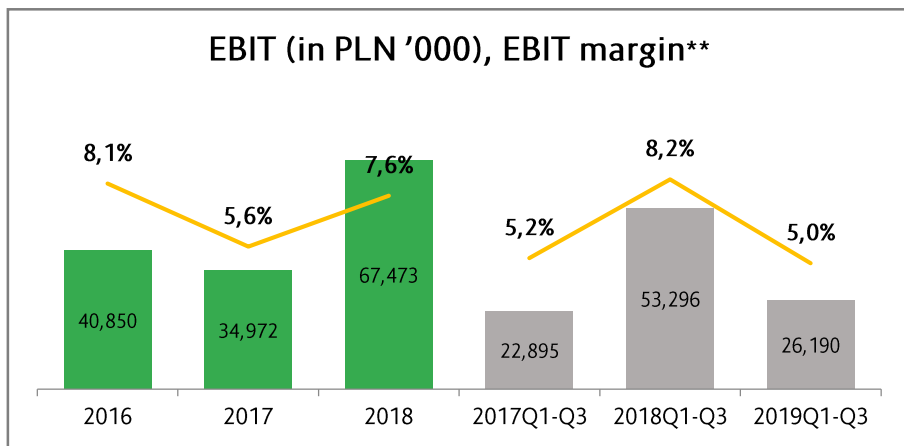
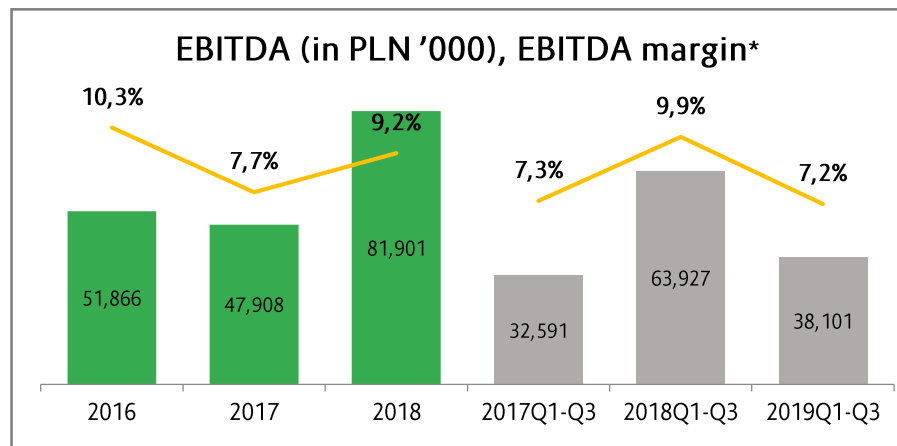
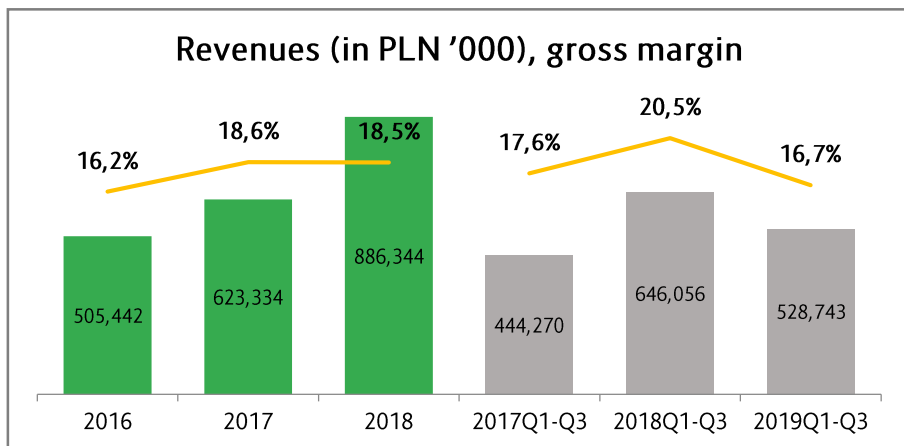
Financial Overview

Summary

Appendix

# Selected financial data

## Revenue growth and stable margins

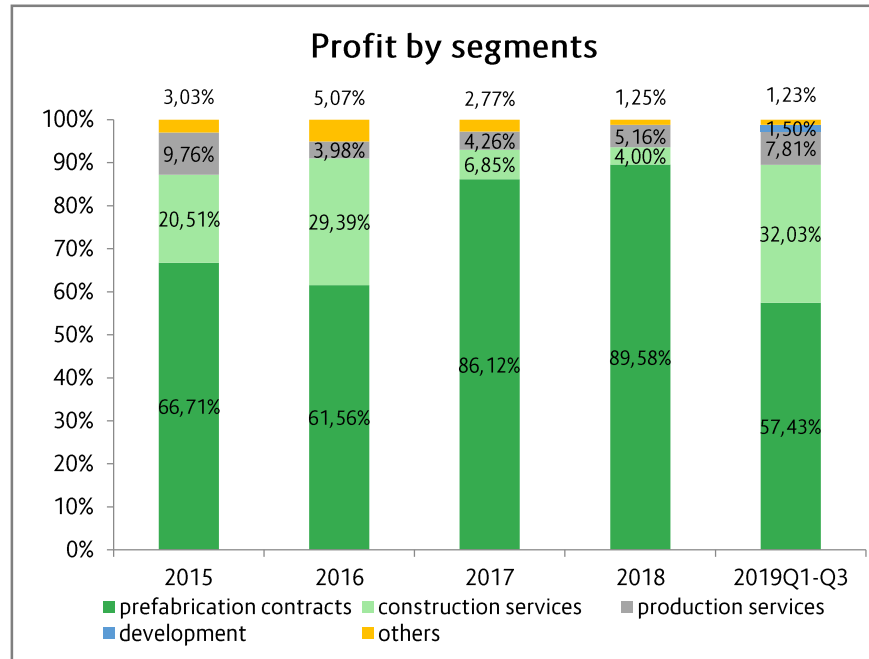
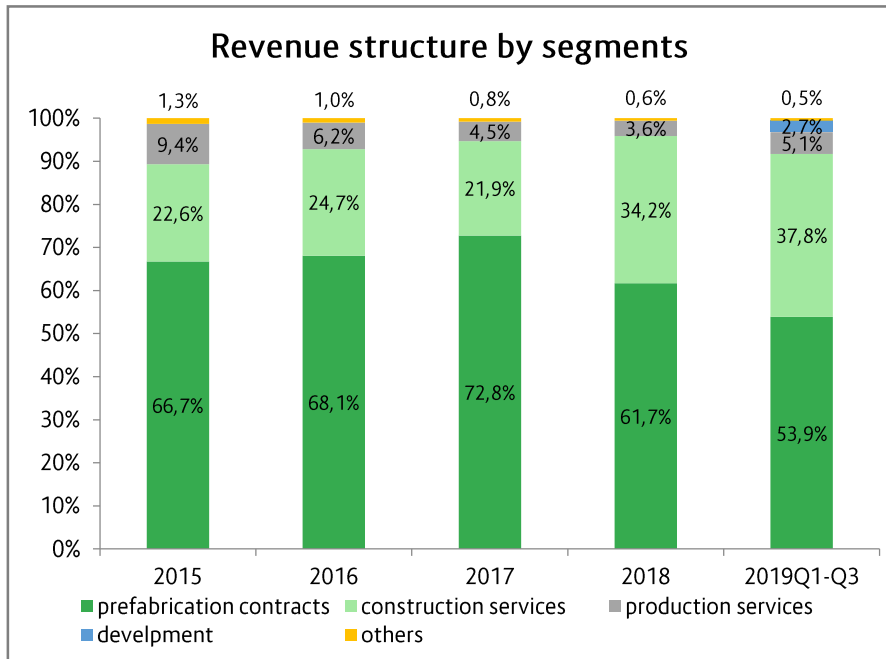
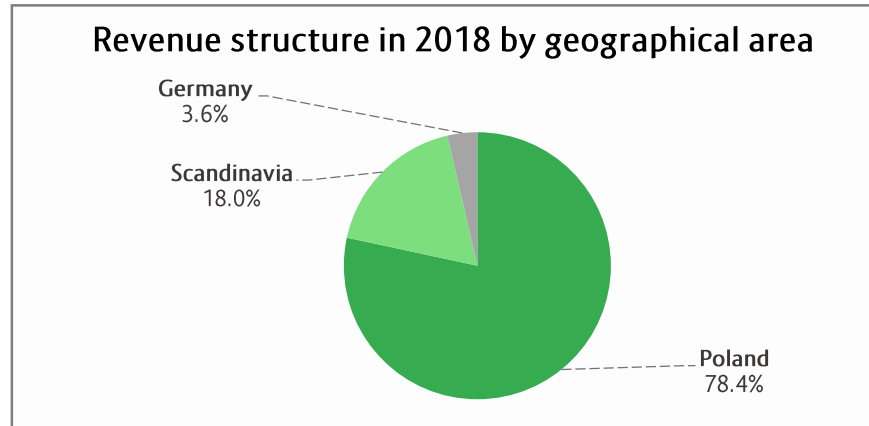
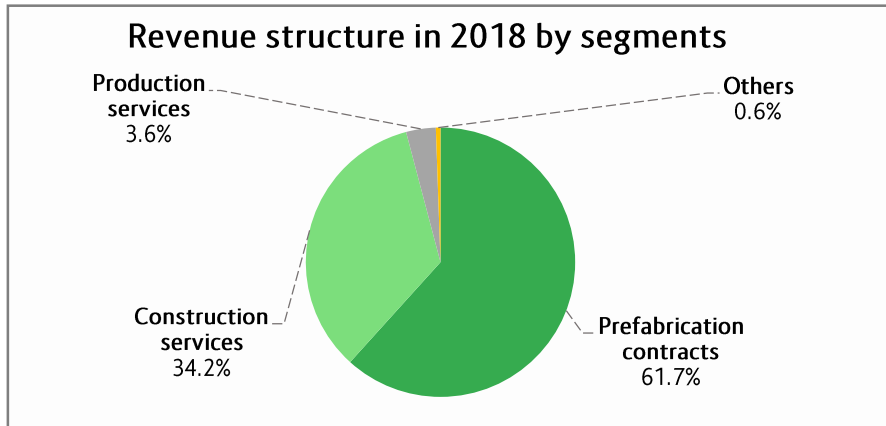


- 2018 was exceptional year in terms of revenues and results.
- Scope of contracts realized in first 3 quarters of 2019 was substantially different than in first 3 quarters of 2018. In 2018 backlog contained big, high-margin contracts in prefabrication segment, which are non-standard in winter season. Lack of similar contracts in 2019 in conjunction with reduced level of investments on the market had negative impact on financial results.
- 2019Q1-Q3 financial results should be compared with corresponding period of 2017.

\* EBITDA margin calculated as EBIT plus depreciation and amortization divided by total revenue  
 \*\* EBIT margin calculated as EBIT divided by total revenue  
 \*\*\* Net Margin calculated as net income divided by total revenue

# Selected financial data

## Well diversified revenue sources

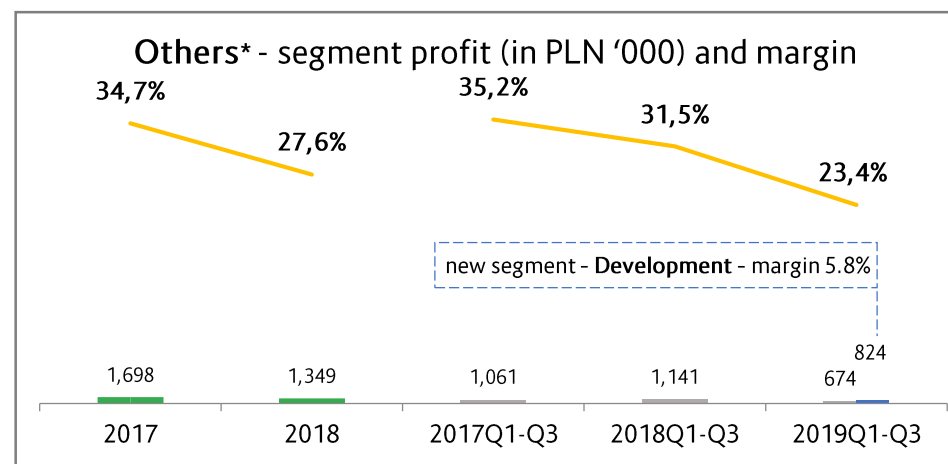
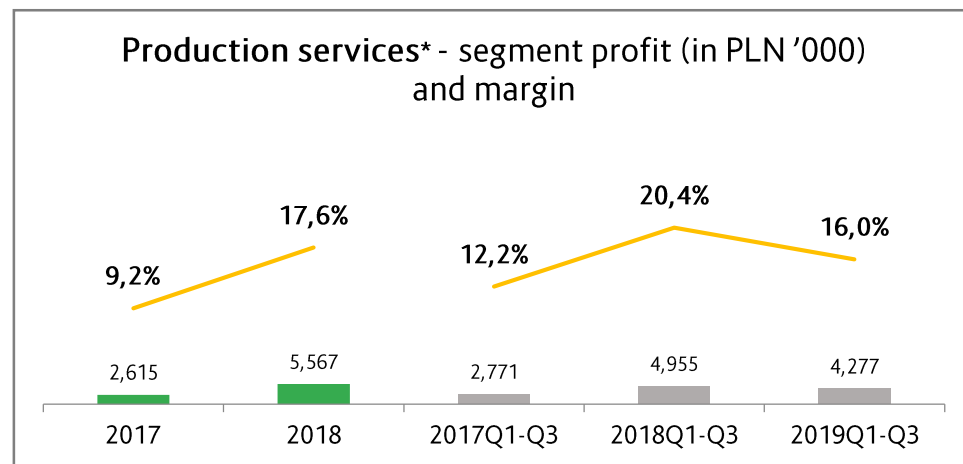
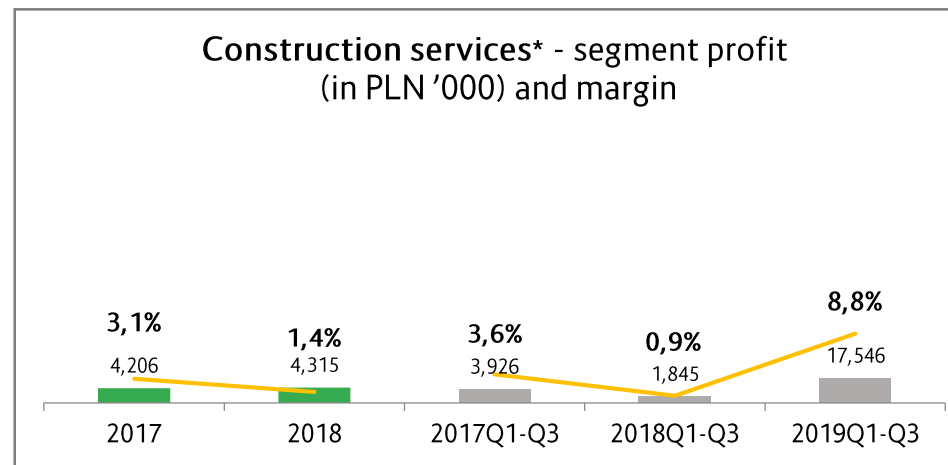
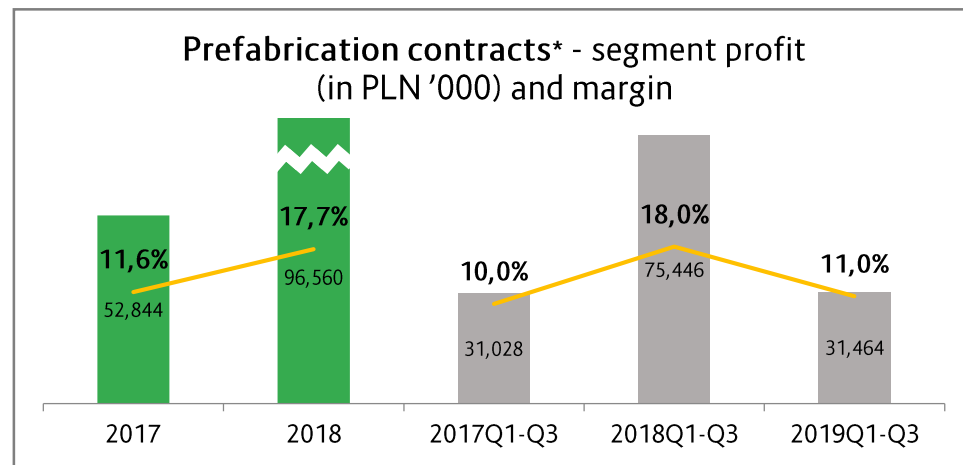


- Prefabrication contracts is a leading segment and it generates the largest part of Group's revenues.
- In connection with establishing cooperation with largest logistic companies in previous year, in 1H 2019 big increase in revenues in construction services segment occurred.
- Polish is a main market for Pekabex, and was responsible for 78% of total revenues in 2018Q1-Q3 and for 75% in 2019Q1-Q3.
- 100% of revenues in construction services segment are generated in Poland.
- The second most important market in terms of revenues is Scandinavian market, where prefabrication contracts are being realized.
- In German market Pekabex generates revenues mainly in production services segment.



# Selected financial data by segments

## Stable margins in most important segments

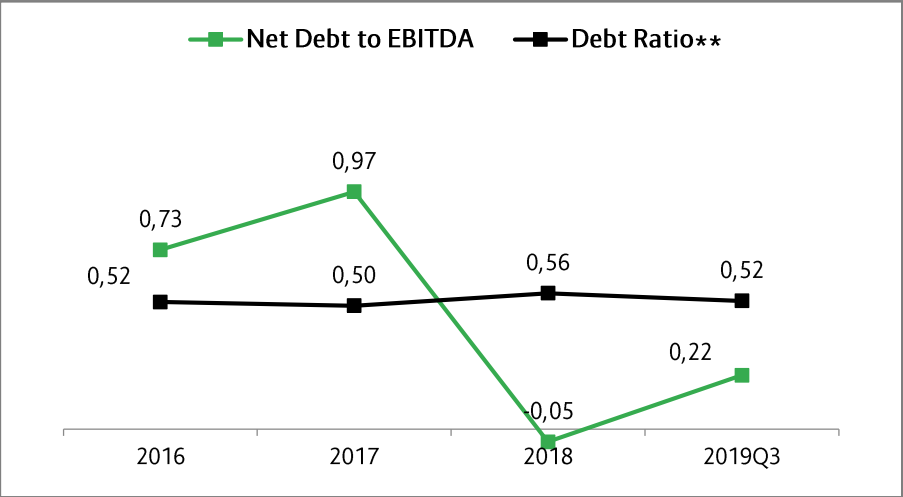
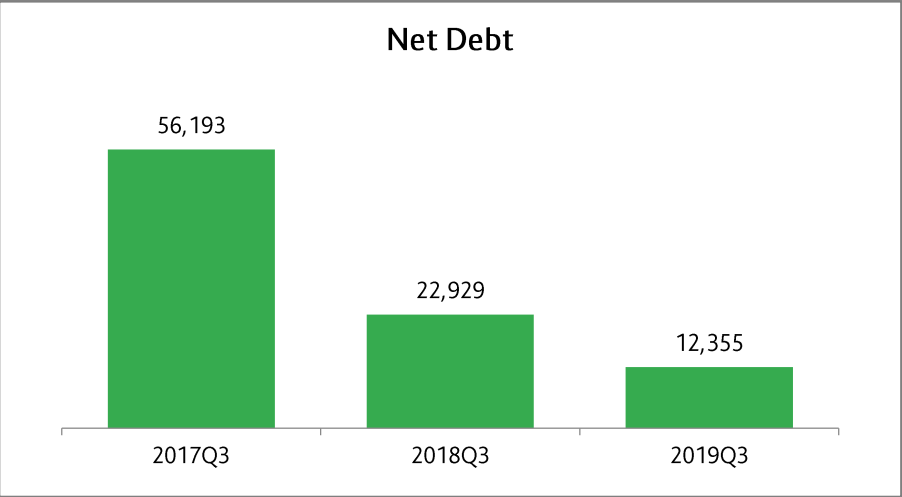
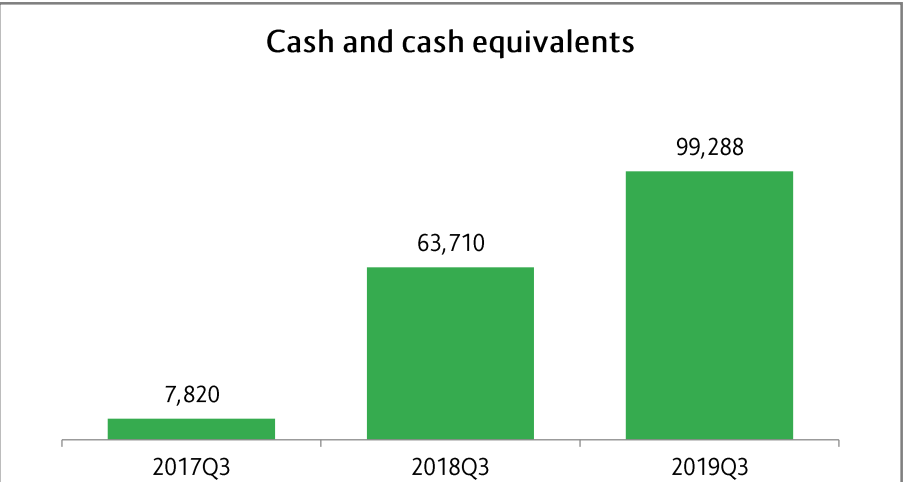
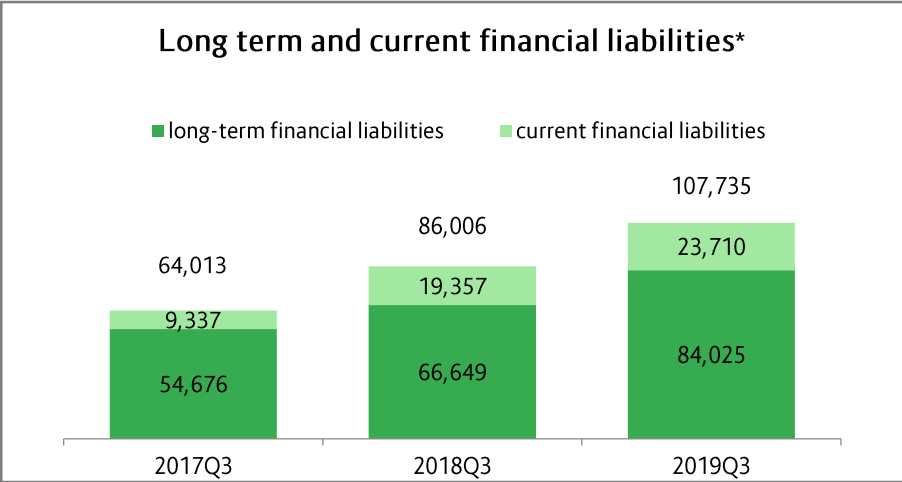


- In 2019Q1-Q3 highest operating results were achieved in prefabrication contracts and construction services segments. Those segments represented respectively 57% and 32% of total operating result.
- Significant increase in profitability of construction services is a result of economies of scale and lower subcontractor costs in this segment.

\* Segment margin calculated as segment profit divided by segment revenue

# Selected financial data

## Stable and safe level of financial leverage



**Net Debt**

- Net Debt is the difference between financial liabilities (loans, borrowings and other external sources of financing, financial leasing) and cash and cash equivalents. Level of Net Debt indicates good financial condition of Pekabex.

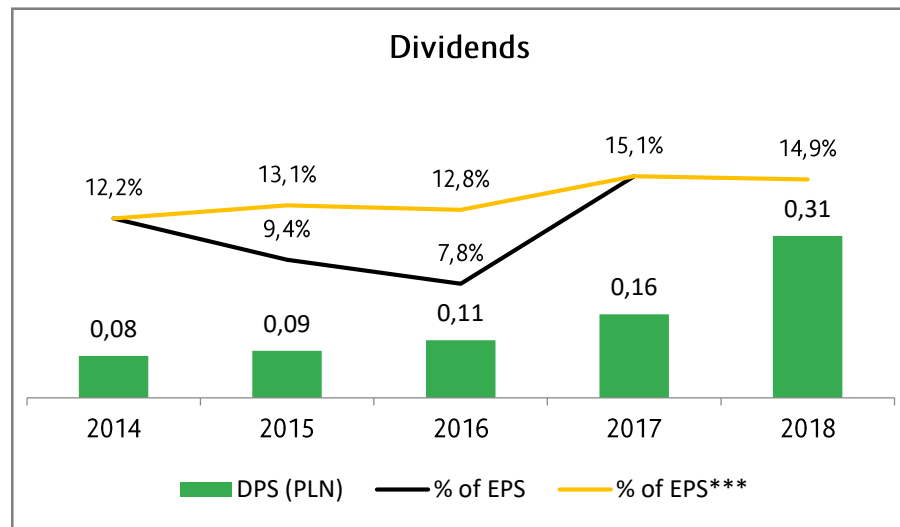
**Net Debt and EBITDA**

- Net Debt to EBITDA ratio remains at a very low level.

\*loans, borrowings and other external sources of financing, financial leasing  
\*\* calculated as total liabilities divided by total assets  
\*\*\* adjusted for a gain from a bargain purchase

# Selected financial data

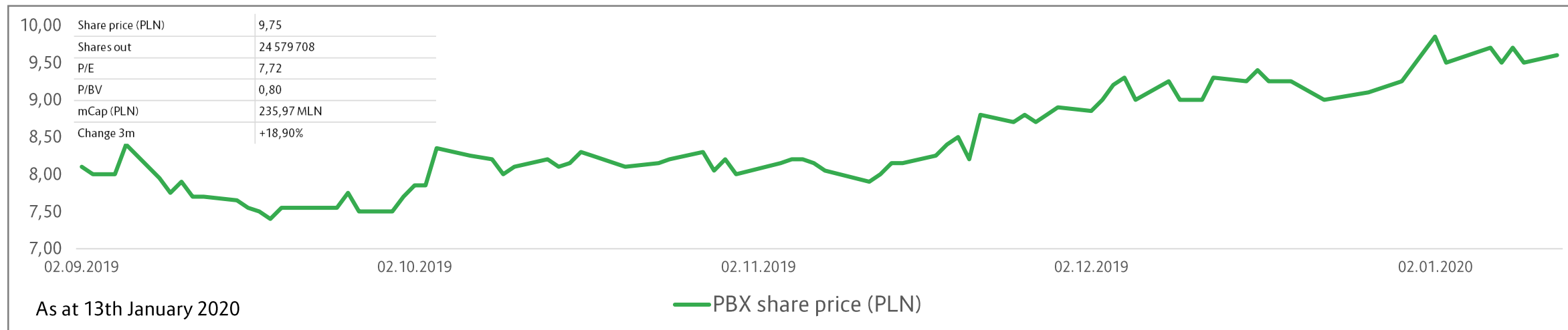
## Stock market and ratios



- Dividend payout corresponds to the generated profit and the Group's financial situation and capital needs

- A medium-term objective of the Group is to **keep the net interest-bearing debt at the level of 1x - 2x EBITDA**. If this objective is met and there is no need for reinvestments then the Management Board usually recommends to pay a dividend in the amount which is at least 50% of the consolidated net profit.

financial year	2014	2015	2016	2017	2018
dividend date	2015	2016	2017	2018	2019
Dividend per share (PLN)	0.08	0.09	0.11	0.16	0.31
Total amount of dividend (thous. PLN)	1,937	2,179	2,663	3,899	7,620
Net profit (thous. PLN)	15,850	23,193	34,309	25,836	51,209
% of net profit	12.2%	9.4%	7.8%	15.1%	14.9%
Net profit*** (thous. PLN)	15,850	16,621	20,798	25,836	51,209
% of net profit***	12.2%	13.1%	12.8%	15.1%	14.9%

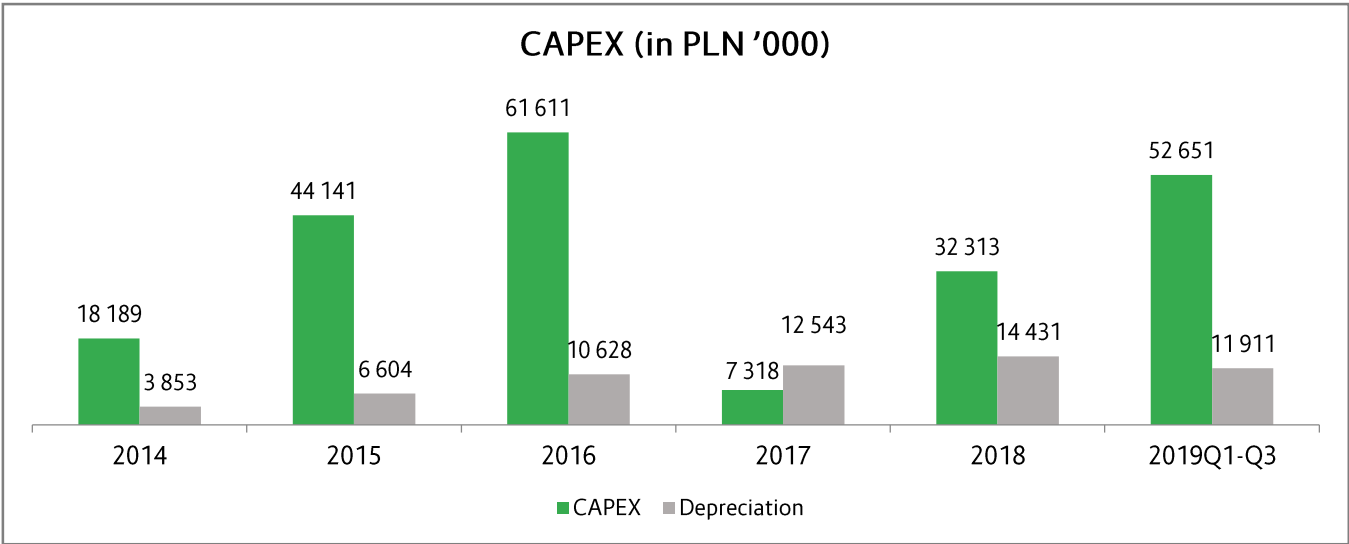


\*loans, borrowings and other external sources of financing, financial leasing  
 \*\* calculated as total liabilities divided by total assets  
 \*\*\* adjusted for a gain from a bargain purchase



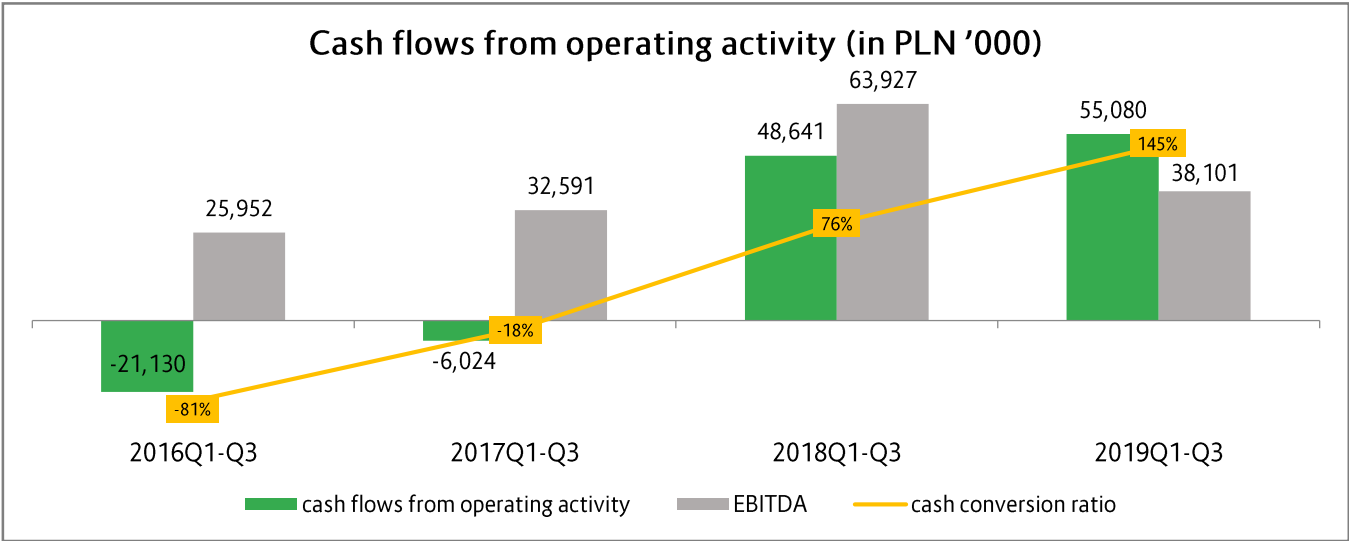
# Selected financial data

## CAPEX to expand growth potential



### CAPEX policy:

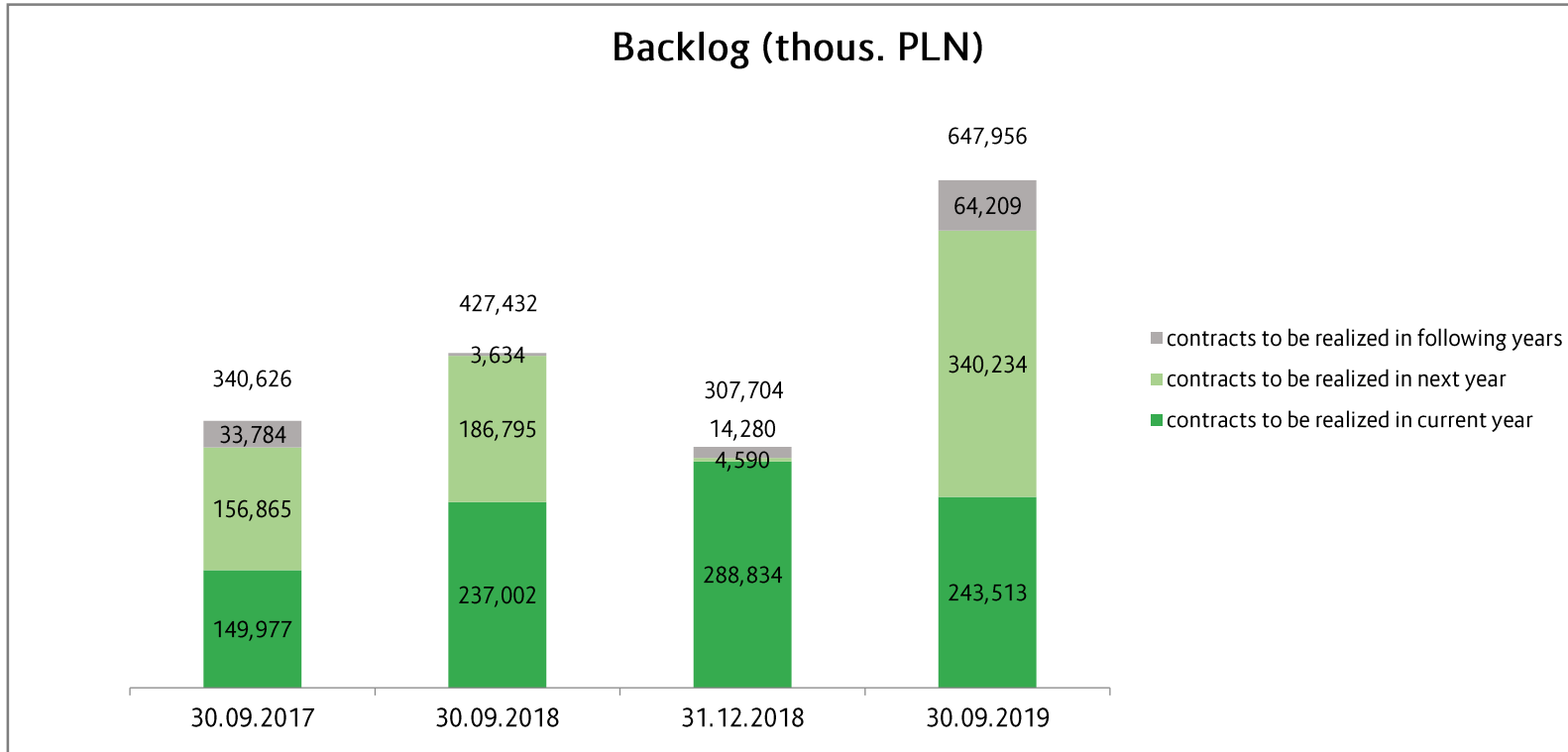
- Improving **production capacity and efficiency** (new investments with the required rate of return of 20% - target: 30%).
- Improving the **quality of products**.
- Improving **health and safety** in work.



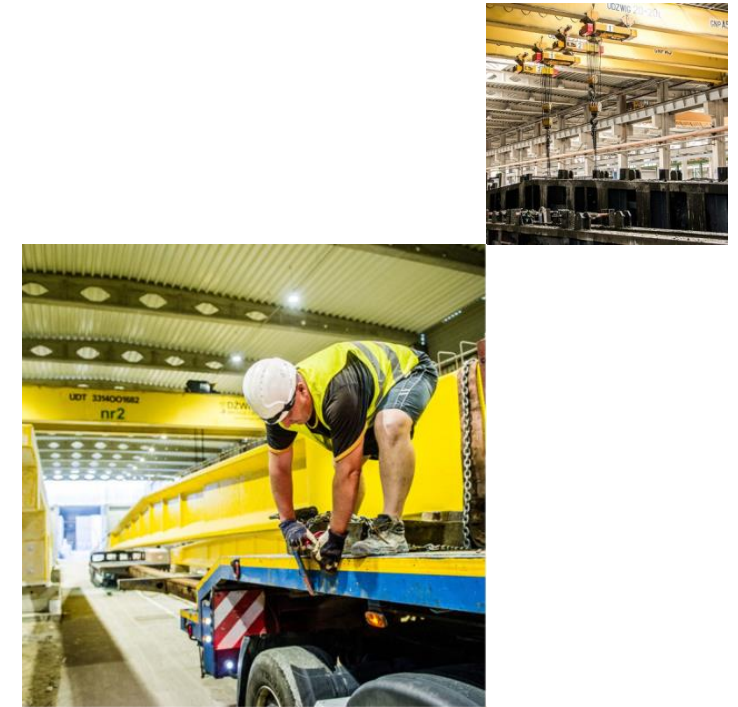
CAPEX breakdown	2014	2015	2016	2017	2018	2019 Q1-Q3
Land	0	6,137	8,522	0	5,946	52
Buildings	3,664	20,487	15,109	1,967	1,252	0
Machinery and equipment	10,697	6,867	30,205	1,245	1,217	3,454
Vehicles	1,694	279	905	451	915	2,333
Other fixed assets	1,864	472	1,771	894	2,449	1,122
Fixed assets under construction	204	9,656	4,748	2,362	18,239	45,257
Software	54	235	351	359	1,672	433
Intangible assets under construction	12	8	0	40	623	0

# Backlog

## Strong, well-diversified backlog



- Pekabex Group systematically builds strong and well-diversified backlog, which will fill the production in following years. It contains aggregated value of signed contracts, which are/will be realized, and revenues will be recorded after the balance sheet date.
- Value of contracts to be realized from 30.09.2019 is equal to PLN 648m and it has increased by about 52% comparing to 30.09.2018



- Backlog in 30.09.2019 does contain expected revenues from pilot projects realized on company's own account.
- Eventually, revenues depend on many factors beyond company's control.
- Value of backlog broken down into each period/year, is calculated assuming timely execution of contracts (e.g. no delay and lack of other unexpected situations that could affect contract execution).

# Agenda

Group Overview

Market Environment

Financial Overview

Summary

Appendix



# Summary

## Growth drivers



Prefabricated constructions as a response to the shortage of qualified employees and rising costs of materials



Balanced strategy of acquisitions and organic growth



Complex, customized solutions to satisfy even the most demanding client



Time and speed pressure of conducted contracts



Eco-Friendly - less concrete, less steel, increased durability



Strong financial position and further development of Company's production capacity and improvement of efficiency

# Agenda

Group Overview

Market Environment

Financial Overview

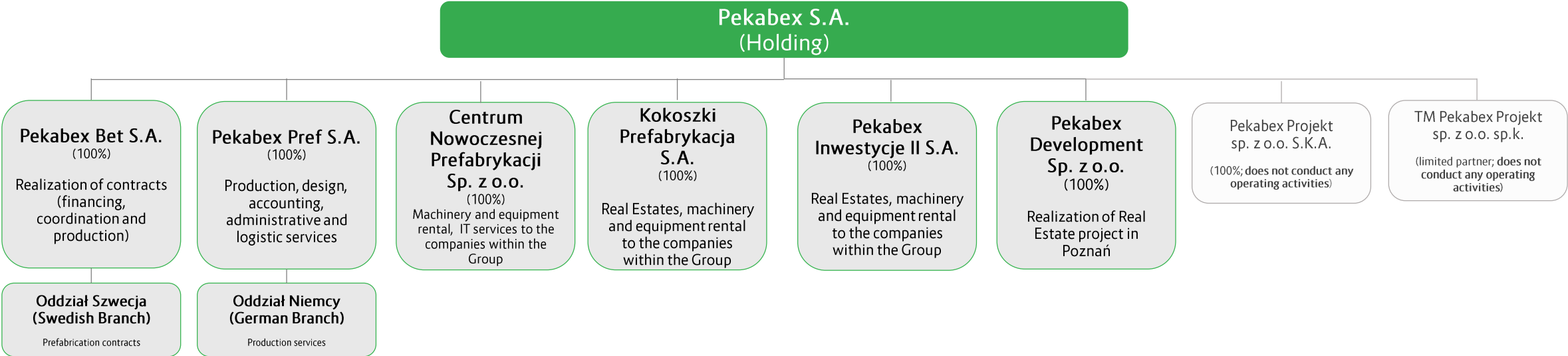
Summary

Appendix

# Group and shareholder structure

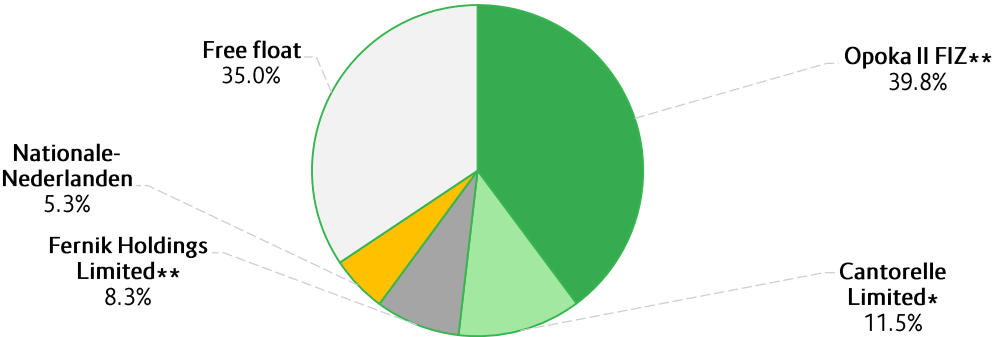
## High transparency of the company's structure

### Group structure



### Shareholder structure

Total number of shares: 24 579 708



\*Cyprus company

\*\*According to the information available at the day of the presentation Mr. Maciej Grabski is also a certificate holder investment fund of Opoka II FIZ, holding 39.8% of the Company's shares

### Shares owned by members of Management and Supervisory Board

As of 30.09.2019 :

Shareholder	Number of shares owned	% in share capital
Robert Jędrzejowski (indirectly by Fernik Holdings Ltd**) - President of the Board of Pekabex S.A.	2 046 722	8.3%
Maciej Grabski (indirectly by Pekabex Wykup Managerski S.A.) - member of the Supervisory Board of Pekabex S.A.	326 248	1.3%
Przemysław Borek (directly) - Vice-President of the Board of Pekabex S.A.	169 220	0.7%
Beata Żaczek (directly) - Vice-President of the Board of Pekabex S.A.	90 247	0.4%

# Management

## Experience, knowledge and reliability



Robert Jędrzejowski

**President of the Board of Pekabex S.A.**

He is a graduate of University of Maria Skłodowska-Curie in Lublin as a M.Sc. of law. Since 1994 he has a licence of stockbroker and since 2011 a licence of syndic. He has many years of experience in range of management received as a managing partner (president of board) of Sovereign Capital and a member of the individual portfolio companies of Sovereign Capital. He is a Member of Board of Pekabex S.A. since 2007 and since 2015 he is a President of Pekabex S.A.

Business  
Development  
Strategy



# Management

## Experience, knowledge and reliability



**Przemysław Borek**

**Vice-President of the Board of Pekabex S.A.**

Graduate of the Gdansk University of Technology, Civil Engineering Department in 1995, gained his M. Sc. degree in Building and Engineering Structures. He was using his practical skills of designing and analysis of steel and reinforced concrete structures while managing his own design office ARC Projekt. Since 2002 he has worked as a project manager in Ergon Poland LLC company, then in years 2003-2007 as a trade director, building the structures and market position of new Polish Ergon branch from a scratch. Since 2008 he has been associated with the Pekabex Group as the President of the Board and Vice-President of the Board of Pekabex S.A. since 2015.

Sales  
Operating  
Activity



**Beata Żaczek**

**CFO – Vice-President of the Board of Pekabex S.A.**

Graduate of High School of Enterprise and Management of L. Koźmiński, Department of Marketing and Management, specialization of Finances and Accounting, where she also finished the postgraduate studies in range of financial management. She completed a management program at University of California. She has knowledge of finances, controlling, accountancy (including MSR/MSSF and transfer pricing), taxes, corporate law, and IT tools supporting analyses and reporting. Ms. Beata Żaczek started her career in Hydrobudowa-6 S.A. company (Bilfinger Berger group). Since 2009 she is a financial director of Sovereign Capital Group and a member of board/CFO in Pekabex Group. Vice-President of the Board of Pekabex S.A. since 2015.

Finance  
Administration

# Management

## Experience, knowledge and reliability



**Tomasz Seremet**

**Member of the Board of Pekabex Bet S.A.**

Graduate of Technical University in Poznań, Building Engineering, Architecture and Environment Engineering Department, obtained M. Sc. title in range of building and engineering structures. Moreover Mr. Tomasz Seremet has building authorization for unlimited designing and managing the building works in the structural and building specialization, as well as Chartered Engineer of Engineers Ireland CEng MIEI certificate. Mr. Tomasz Seremet started his career as an assistant designer in Pekabex S.A. design office in years 1999-2000. In years 2000-2005 he was working in Biuro Inżynierskie Projekta LLC (belonging to Dutch group Bartels Engineering BV). Since 2010 he is bound with Pekabex Group.

Complex  
realization



**Christophe Carion**

**President of the Board of CNP Sp. z o.o.**

Graduate of De Nayer Instituut (Belgium). In 2000 he has finished the studies as Master of Science Building Engineering. He started his career as a project engineer in Ergon NV, Belgium in years 2000-2008. He worked in Ergon LLC company in Poland in years 2002-2005 as a support for the design department, and in years 2005-2007 as a production director. In Pekabex Group is responsible for production and investments.

Production

# Key events - 3Q 2019

Growing experience in Poland and abroad

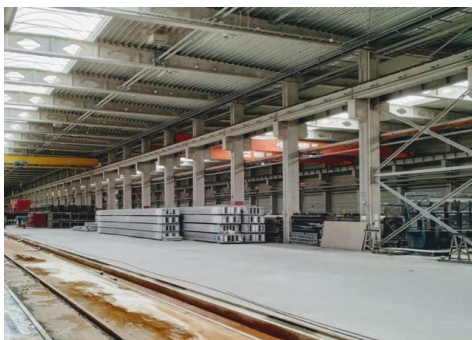
5th plant in Gdańsk



One of the most modern and advanced plant in Europe.

Extension of an existing plant in Mszczonów

Building a new hall



Construction phase II estate Ja\_Sielska



Phase I: Highest standard, all apartments sold out.

Phase II: end date - November 2020, To this day works are being according to the schedule.

New markets

Further expansion in Scandinavia



We love beauty



Entering German market to satisfy even the most demanding client



# 5th plant

## Building a new, modern plant in Gdańsk

Building area consist of a 6 713 m<sup>2</sup> hall, 446 m<sup>2</sup> welfare and office facilities, 3 136 m<sup>2</sup> entresol (10 296 m<sup>2</sup> in total).

Production capacity - 500k m<sup>2</sup> of finished product per year

In January 2018 Kokoszki Prefabrykacja obtained authorisation to operate in Pomeranian Special Economic Zone.

In relation to the investment, company will be entitled to PLN 13,5 M tax exemption.

In September 2018 company bought a 24,500 m<sup>2</sup> real estate in PSEZ.

In November 2018 Pekabex signed a EUR 7.4 M contract for technology delivery.

In April 2019 Pekabex started the construction of a new plant in Gdańsk.

Expected completion date - end of 2019.

Currently all site works have been finished, and finishing work of an office facility is now underway.

Test production - December 2019.

Current backlog for a new plant equals to 40% of assumed production capacity for the following year.

It will be one of the most modern and advanced plant in Europe.





# Construction phase II

## Estate Ja\_Sielska

Residential complex consist of 110 apartments (total usable area 5 912 m<sup>2</sup>).

In October Pekabex has obtained a building permit for phase II of Ja\_Sielska estate.

As of 5 December 2019, 22 contracts for an apartment were signed and 12 apartments were reserved.

Assembly will last 21 weeks according to the plan.





# New markets

## Denmark – building a hospital in Odense

In August 2019 Pekabex signed a construction contract regarding designing, production, transport and assembly of precast structures for the hospital in Odense (DP03 building).

In mid-October 2019 Pekabex initiated the assembly of prefabricated structure (14 000 m<sup>3</sup> in total) with an end date in June 2020.

Expected end date: June 2020





# We love beauty

## Tetris Berlin, HABL AM Tacheles Berlin, Germany

In June 2019 Pekabex started realization of contract in Germany.

Scope of work: production and delivery of prefabricated elements (692 elements).

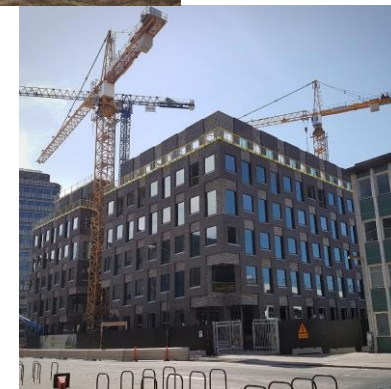
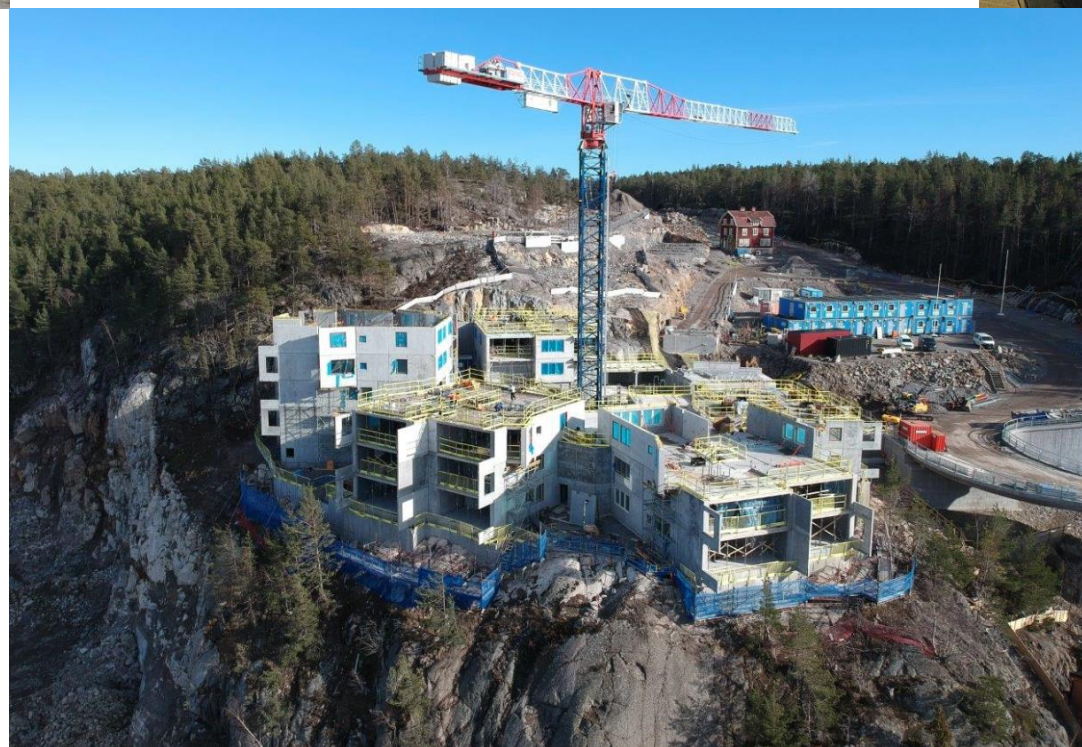
End date: April 2021.





# Selected realized contracts

## Diversity





# Panattoni hall

## Bielsko-Biała

- Construction contains production and storage hall - total area c.a. 27 000 m<sup>2</sup>.
- Contract was finished and protocol was signed in June 2019.



# Panattoni hall

## Sękocin

- Construction contains 2 production and storage hall - total area c.a. 38 000 m<sup>2</sup>.





# Panattoni hall

## Białystok

- The scope of work includes the construction of 3 warehouse and logistics buildings with a total area of approx. 38 thousand. m2. including associated infrastructure.



# Prologis Park

## Poznań

- Construction contains 2 production and storage hall - total area c.a. 13 100 m<sup>2</sup>.





# Prologis hall

## Ruda Śląska

- Construction contains warehouse - total area c.a. 51 200 m<sup>2</sup> (hall 48 600 m<sup>2</sup>, office building 2 500 m<sup>2</sup>).
- Prefabrication contains 1 200 elements (docsk, columns, griders).



# MLP

## Pruszków

- Construction contains warehouse with warefare and office facility.
- Total area - almost 11 400 m<sup>2</sup>.





# Olivia Business Center

## Gdańsk

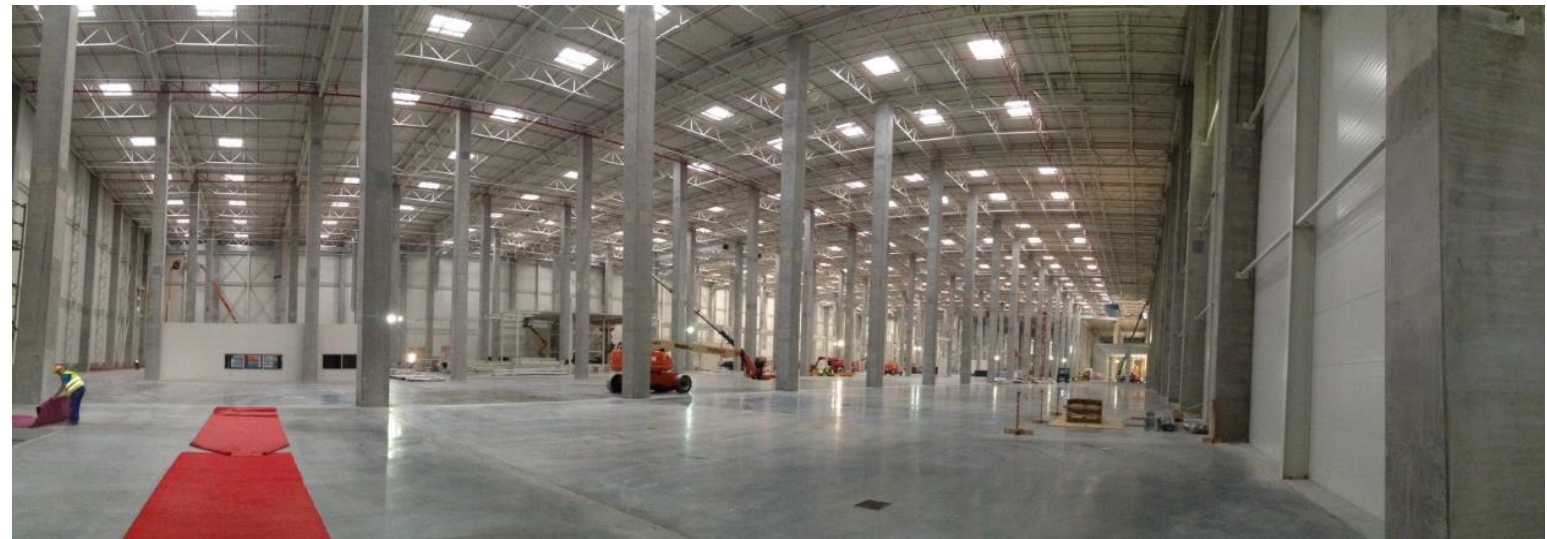
- The contracts concern the construction of a complex of 8 office buildings (c.a. 150,000 m<sup>2</sup>).
- Complex include the highest (180m) prefabricated office building in Poland.



# VW

## Września

- Contract contains the construction of 2 production and storage warehouse - total area c.a. 13 100 m<sup>2</sup>.





# Raben

## Wojanowo

- Construction contains 3 warehouses with warefare and office facilities (11 700 m<sup>2</sup>) and other necessary technical infrastructure (total area 42 000 m<sup>2</sup>)
- Expected end date: March 2020





# New market

## Poznań

- Contract contains construction of 2 office buildings in the city center of Poznań. Pekabex provided with c. a. 25.5 thousand m<sup>2</sup> of usable space area.



# Office Building

## Zielona Góra

Construction contains:

- An office building - total floor area 2 800 m<sup>2</sup>
- Total number of elements - 600 pieces
- End date: August 2019





# Business Garden

## Wrocław

- Contract include construction of a complex of office buildings. As part of the project, Pekabex carried out assembly on five 6-story buildings and one 14-story building, providing c.a. 14 thousand prefabricated elements.



# Business Garden

## Poznań

- Contract contains construction of 5 office buildings and a car park in the Business Garden Poznań complex.





# IKEA

## Lublin

- The contract includes two independent investment tasks: a storage hall and a two-level parking. Total building area approx. 38 thousand m<sup>2</sup>.





# LG

## Wrocław

- The contract included 2 production buildings of a car battery factory with a total floor area of 57,3 thous. m<sup>2</sup>.



# Metrix Metal

Tczew



- The construction includes a production and warehouse facility with a social and office building, a security building with an internal road system, a car park and the necessary technical infrastructure.
- The area of the hall being built is almost 7.3 thousand. m<sup>2</sup>, office building 1.2 thousand m<sup>2</sup>, total surface 9.7 thous. m<sup>2</sup>.





# Trollhattan-Malmö

## Sweden

- It is a 6-floor office building located in the city center of Malmö.



# Linaberg-19

## Stockholm

- Largest contract realized in Sweden started in June 2017.
- Housing area consisting of 19 buildings involving 370 apartments (41 200 m<sup>2</sup>).
- Over 8 500 elements to be installed.

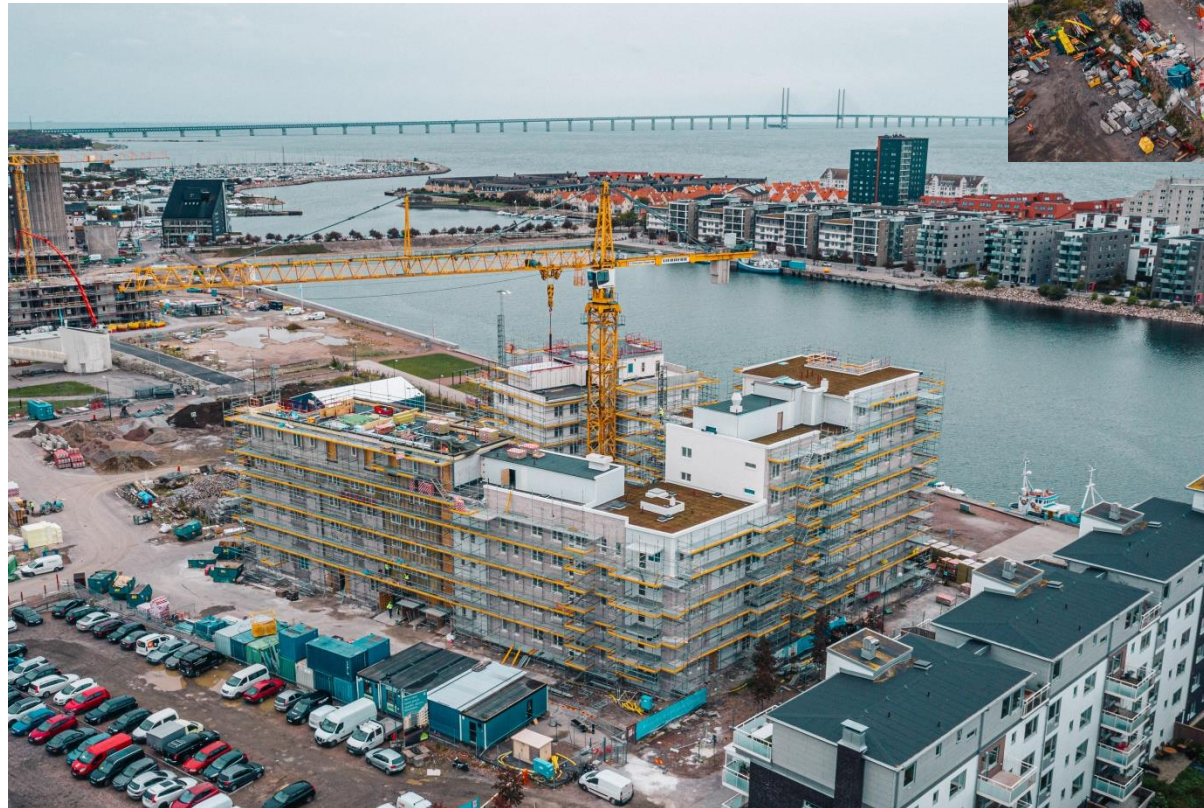




# Cementen kv A

## Malmö

- Construction contains apartment complex - area 13 000 m<sup>2</sup>.
- Over 2 394 elements to be installed

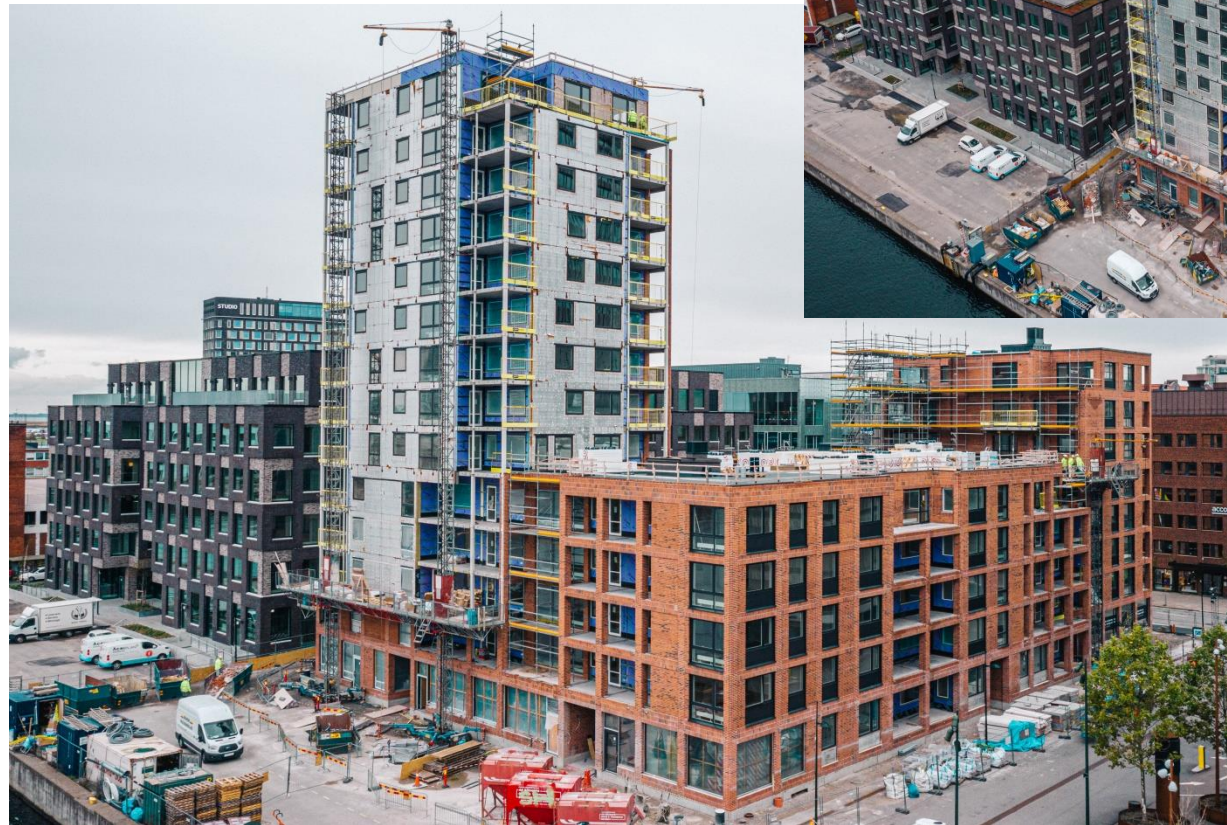




# Kaj 306

## Malmö

- Construction contains apartment complex - area 10 400 m<sup>2</sup>.
- Over 2 449 elements to be installed.





# Nytt Barnsjukhus

## Goeteborg

- Construction contains building of hospital in Ostra.





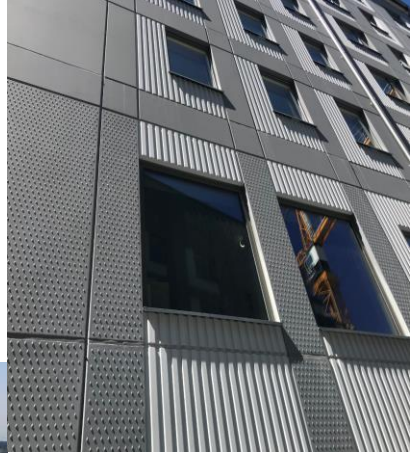
# BrF Fyrhusen

## Stockholm

- Construction contains residential complex (66 apartments) - area 5 200 m<sup>2</sup>.
- 2 266 prefabricated elements to be installed.







THANK YOU