



Investor Presentation

Poznań, June 2021





SAFE DEVELOPMENT

MISSION

We believe that prefabrication is the technology of the future in construction

VISION

We want to be top 5 in Europe to create new trends and build ecological, effective and beautiful buildings



Key numbers in 1Q21

Solid fundamentals create basis for dynamic development



PLN 913 m

Value of backlog as
of 31.03.2021*



PLN 246 m

Revenues



56,737 m³

prefabricated
elements produced**



PLN 14 m

Net profit

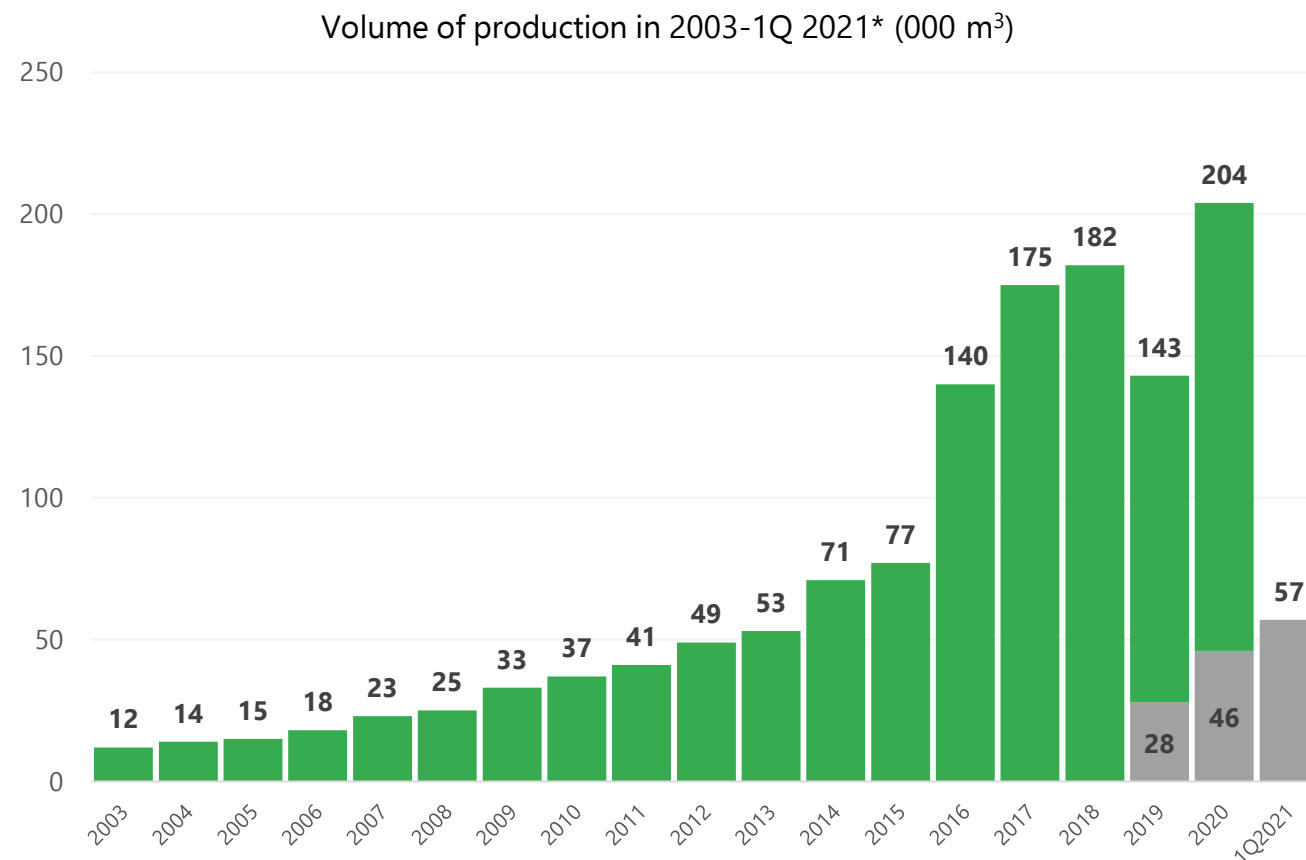
*Concerns prefabrication contracts, construction services, development project on their own account (Jasielska and Jozefoslaw) and production services

** Record 1Q 2021 production increased also due to the acquisition of a new plant (FTO) and higher output volumes by a new plant in Gdańsk-Kokoszki

Prefabrication production

Stable growth of production

- Increased production in prefabrication segment results mainly from the volume of realized contracts; in the first quarter of 2021; production amounted to 56.737 m³ while in the prior period of 2020 amounted to 45.903 m³ and in 1Q 2019 amounted to 28.426 m³.

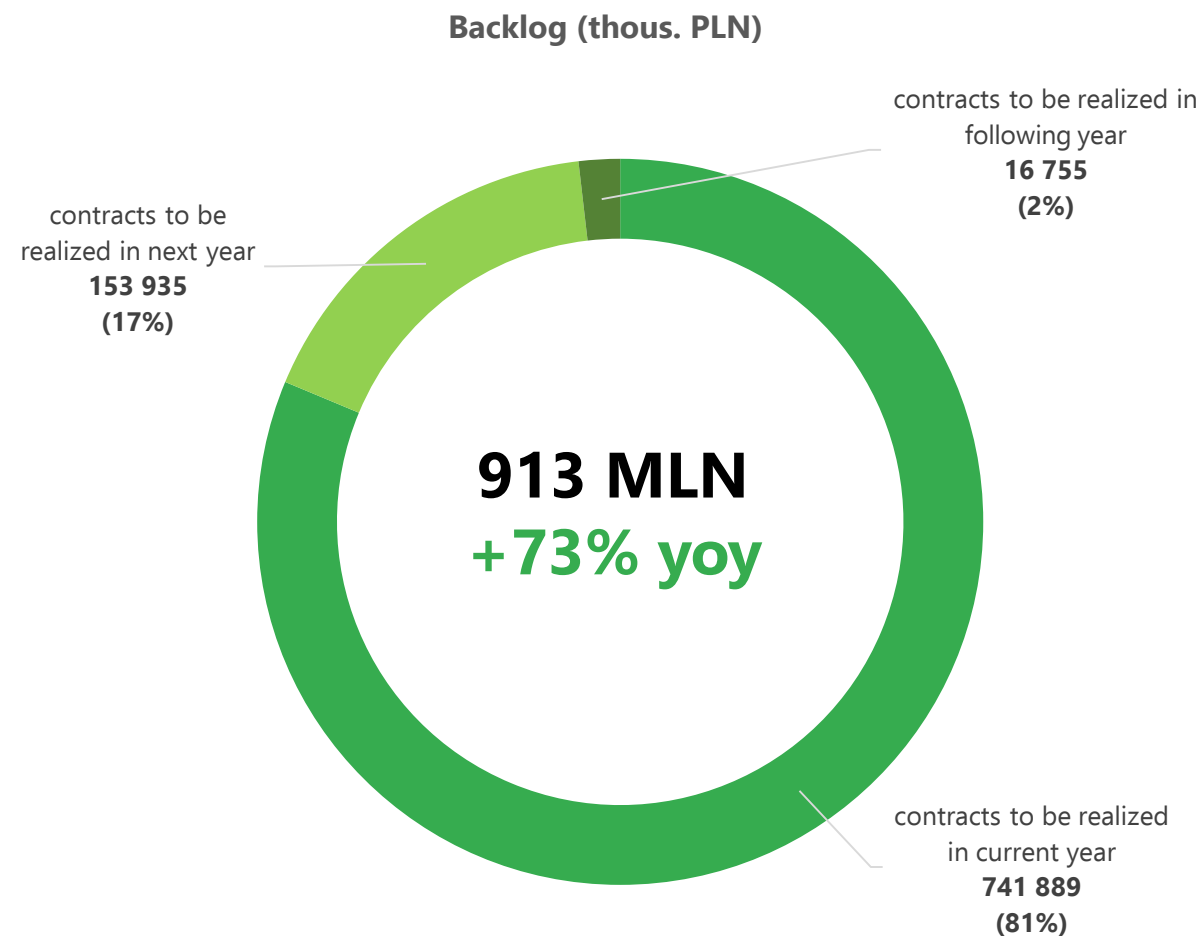


* Additionally, production presented with prior periods of 1Q 2019 and 1Q 2020.

Backlog

Strong, well-diversified backlog

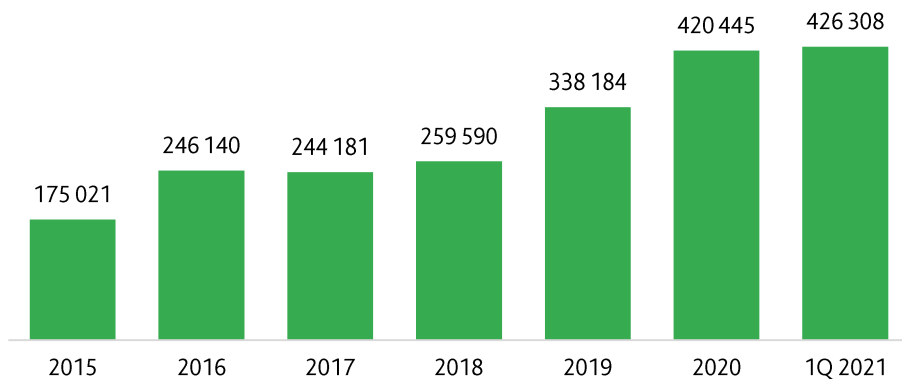
- › Pekabex Group systematically builds strong and well-diversified backlog, which will fill the production in following years. It contains aggregated value of signed contracts, which are/will be realized, and revenues will be recorded after the balance sheet date.
- › Value of contracts to be realized from 31.03.2021 is equal to PLN 913m and has decreased by about 2% comparing to 31.12.2020 and increased by 73% comparing to 31.03.2020.
- › Backlog in 31.03.2021 does contain expected revenues from pilot projects (Jasielska and Jozefoslaw) realized on company's own account.
- › Eventually, revenues depend on many factors beyond company's control.
- › Value of backlog is divided into each period/year and calculation is assuming timely execution of contracts (e.g. no delay and lack of other unexpected situations that could affect contract execution).



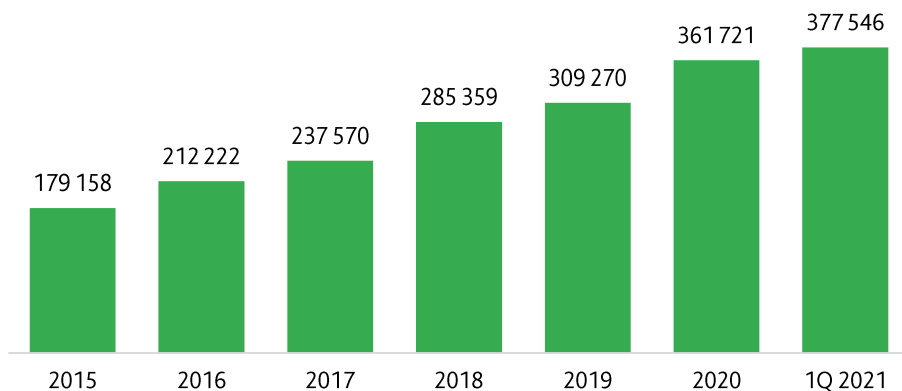
Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

Fixed assets



Equity



<i>In thous. PLN</i>	31.03.2021	31.03.2020	Change %	31.12.2020
Fixed assets	426 308	343 804	+24,0%	420 445
Current assets, including:	545 545	424 520	+28,5%	484 918
Inventories	171 907	65 202	+163,7%	122 329
Assets from construction contracts valuation	41 582	42 296	-1,7%	37 116
Trade and other receivables	234 293	235 694	-0,6%	216 910
Cash	89 227	76 143	+17,2%	104 797
Equity	377 546	318 637	+18,5%	361 721
Long-term liabilities, including:	188 952	146 198	+29,2%	198 319
Long-term financial liabilities*	138 298	123 478	+12,0%	150 153
Short-term liabilities, including:	405 356	303 490	+33,6%	345 323
Current financial liabilities*	55 436	33 033	+67,8%	41 193
Liabilities from construction contracts valuation	53 248	47 835	+11,3%	41 448
Trade and other payables	244 645	183 303	+33,5%	211 061
Total equity and liabilities	971 853	768 325	+26,5%	905 364
Net debt	118 086	80 368	+188,8%	86 549
Net debt/EBITDA**	1,24	1,27	-	0,97

*loans, borrowings and other external sources of financing, financial leasing

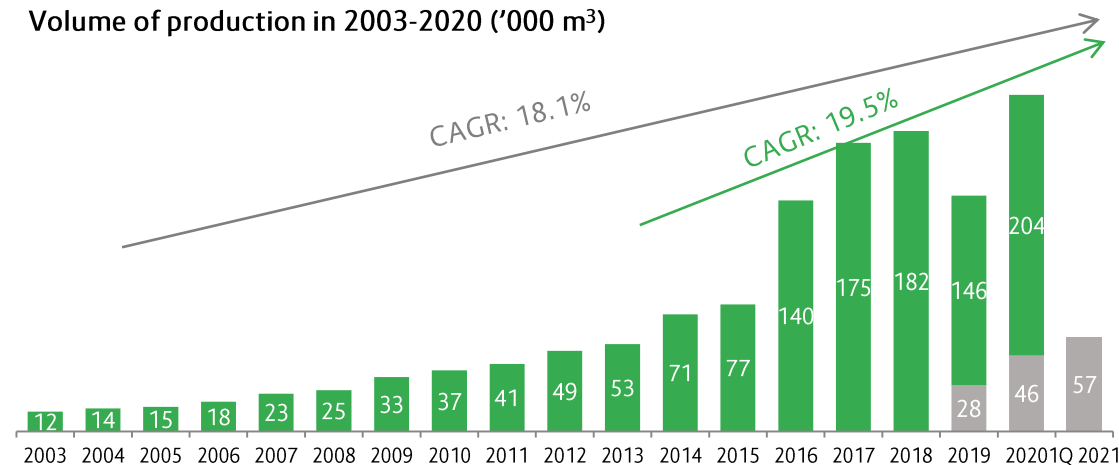
**EBITDA - based on the Group last 12 months EBITDA (LTM EBITDA)

Strong Balance Sheet & Financial Stability

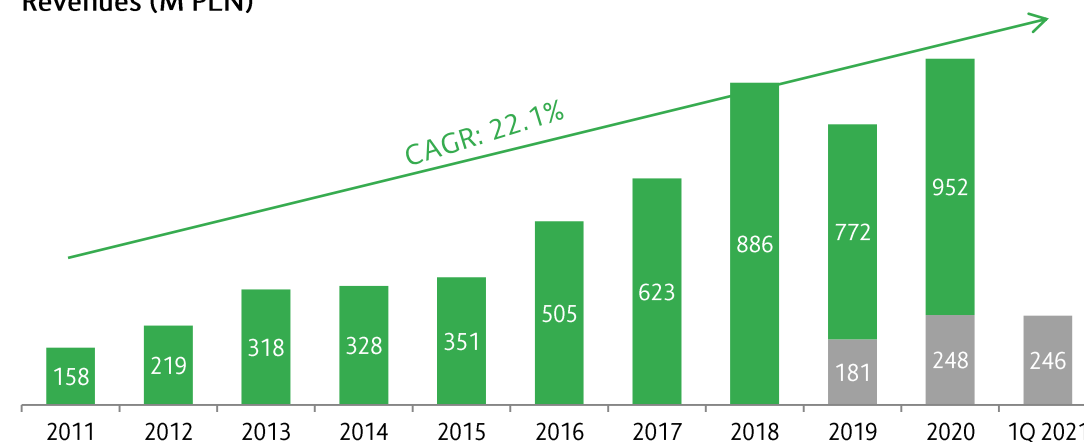
Steady and continuous growth



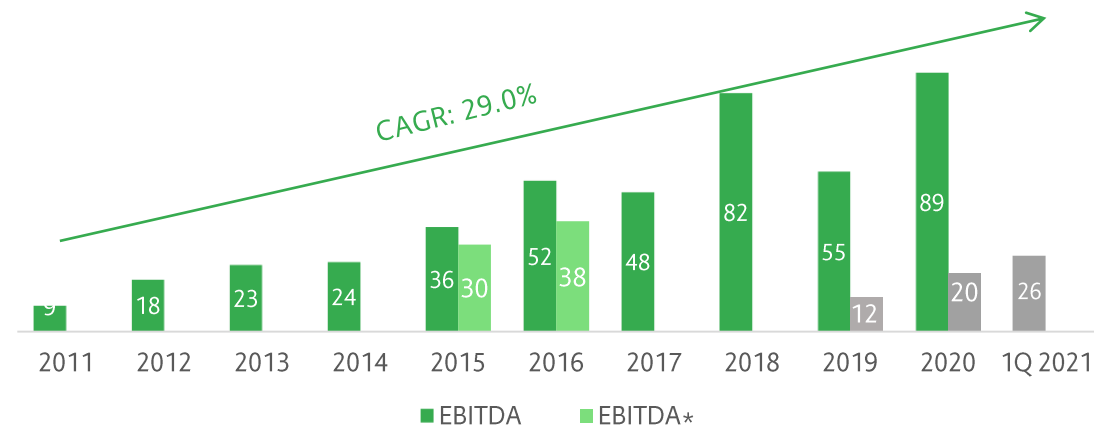
Volume of production in 2003-2020 ('000 m³)



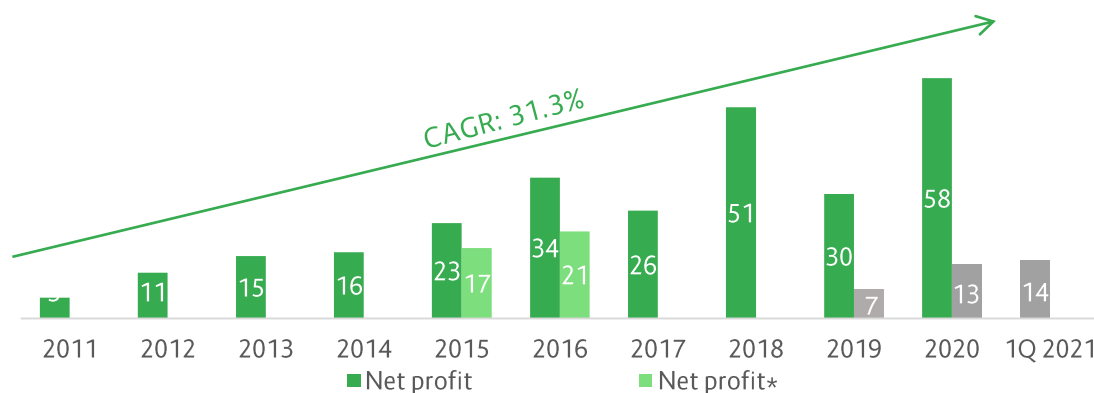
Revenues (M PLN)



EBITDA (M PLN)



Net profit (M PLN)



* adjusted for a gain from a bargain purchase

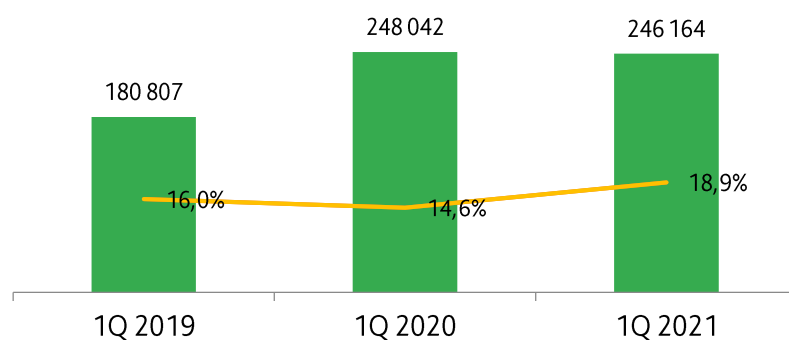
** CAGR is calculated to annual values

1Q 2021 values presented in comparison with prior periods of 1Q 2019 and 1Q 2020.

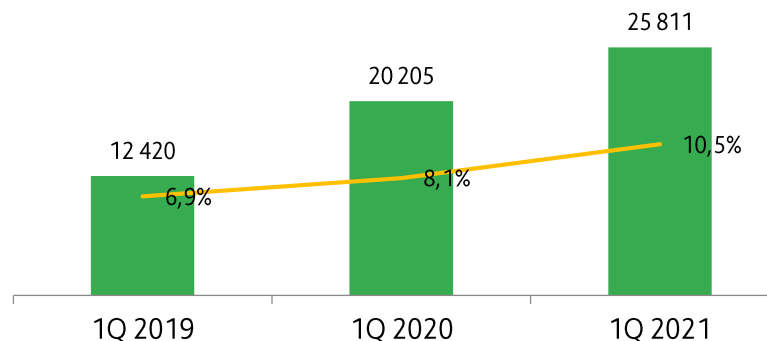
Strong Balance Sheet & Financial Stability

Revenue growth and stable margins

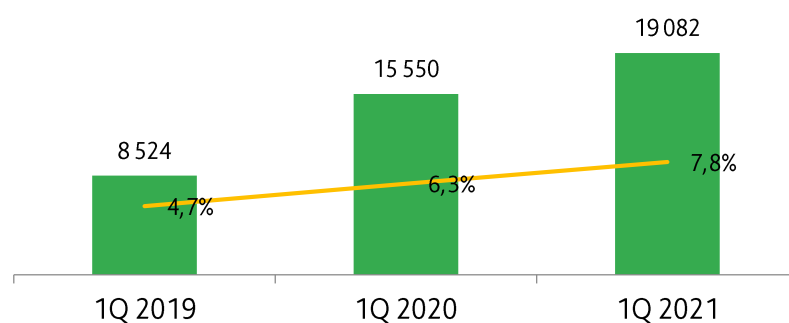
Revenues (in thous. PLN), gross margin



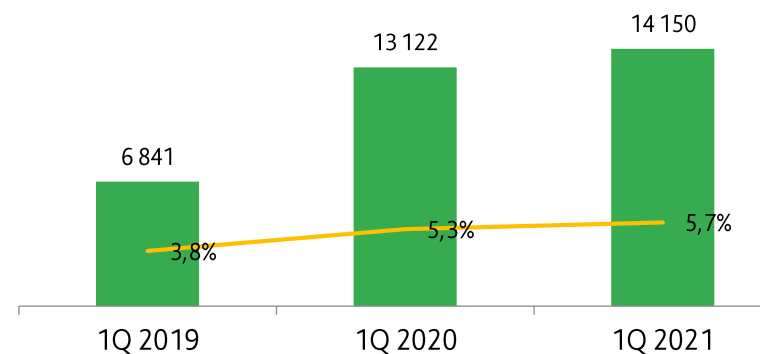
EBITDA (in thous. PLN), EBITDA margin*



EBIT (in thous. PLN), EBIT margin**



Net Income (in thous. PLN), net margin***



- › 1Q 2021 was a similar period in terms of revenues and results achieved in 1Q 2020.
- › Revenue from sales in 1Q 2021 amounted to PLN 246,164 thous. and were lower by PLN 1,878 thous., i.e. by -0.75%, than the revenue achieved in 1Q 2020, and at the same time higher by PLN 65,357 thous., i.e. by 36.1%, as compared to the 1Q 2019.
- › This result was mainly impacted by increased production output; increase by 11 thousand m3 achieved by the Group in 1Q 2021.

* EBITDA margin calculated as EBIT plus depreciation and amortization divided by total revenue

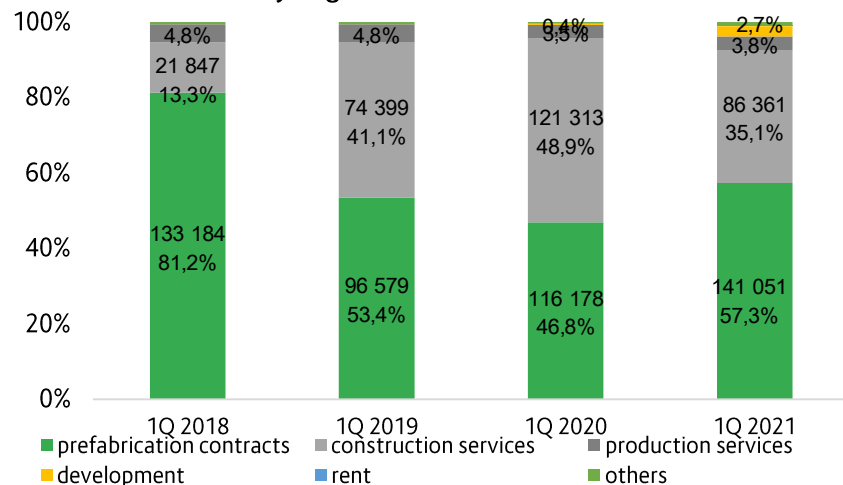
** EBIT margin calculated as EBIT divided by total revenue

*** Net Margin calculated as net income divided by total revenue

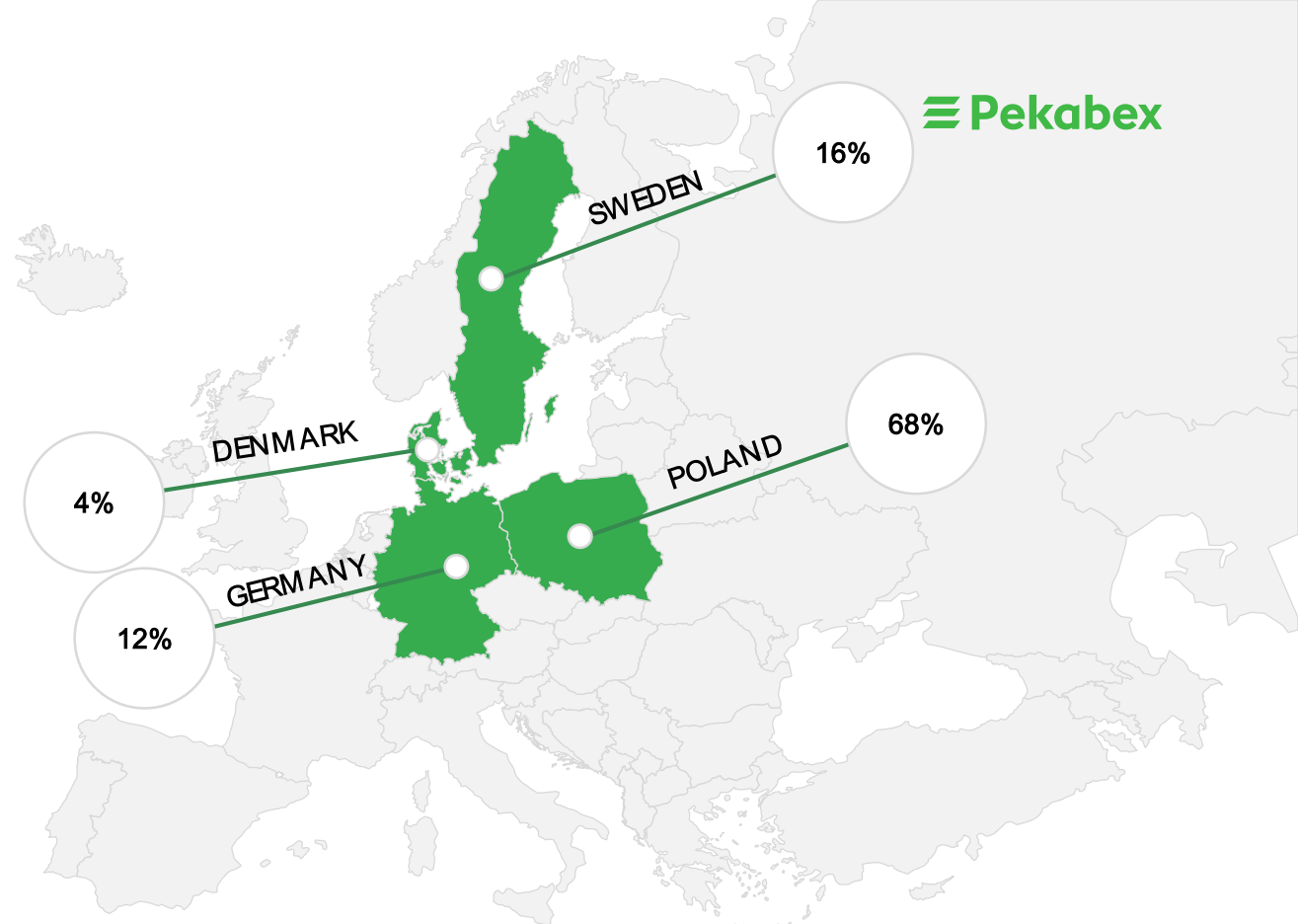
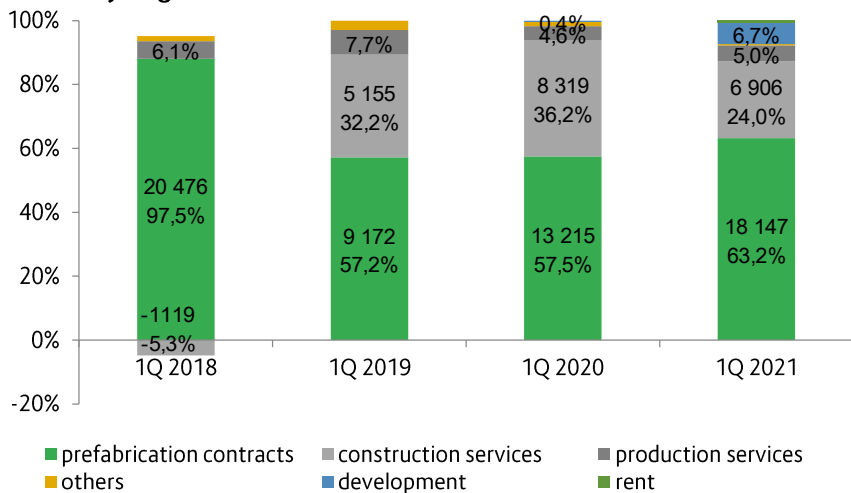
Strong Balance Sheet & Financial Stability

Well diversified revenue sources

Revenue structure by segments (in thous. PLN)



Profit by segments (in thous. PLN)



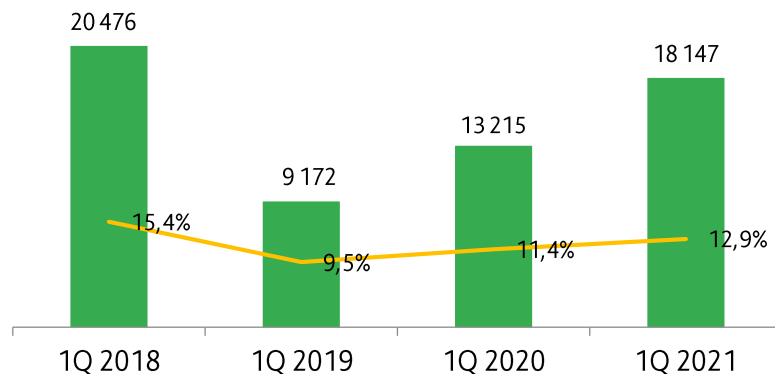
Pekabex

- › Prefabrication contracts is the leading segment and it generates the largest part of Group's revenue.
- › Prefabrication and construction services segments account for 92.4% of revenue generated by the Group.
- › Revenue in the prefabrication segment increased by nearly PLN 25,000 thous., with an operating profitability of 12.9%, which is higher 1,5% than in prior period 1Q 2020.
- › Revenue in the construction services segment - decreased by PLN 34,952 thous.
- › Poland is a main market for Pekabex and was responsible for 68% of total revenue in 1Q 2021.
- › The second most important market in terms of revenue is Scandinavian market (responsible for 16% share)
- › The third - German market - is responsible for 12% of revenue, where prefabrication contracts are realized from Poland and as in acquired G+M Group.
- › 100% of revenues in construction services segment is generated in Poland.

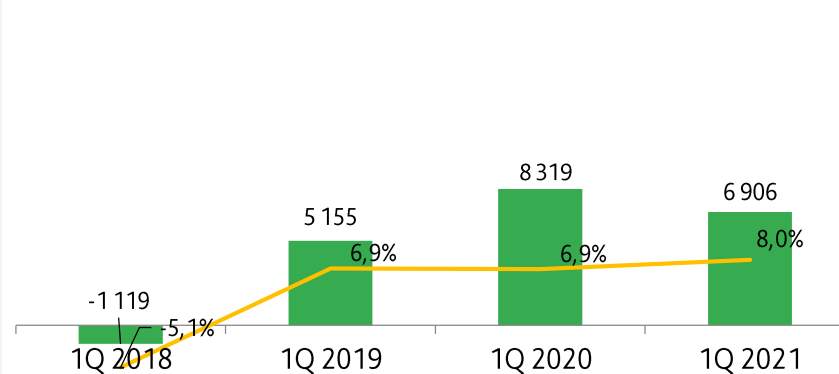
Selected Financial Data by Segments

Stable margins in most important segments

Prefabrication contracts* - segment profit (in PLN '000) and margin

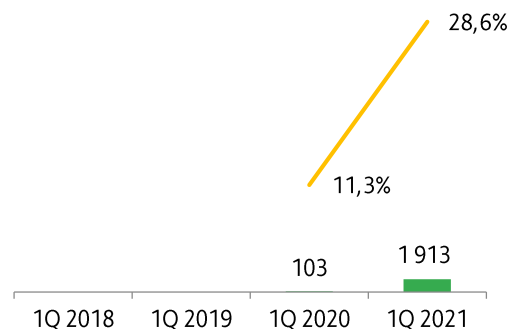


Construction services* - segment profit (in PLN '000) and margin

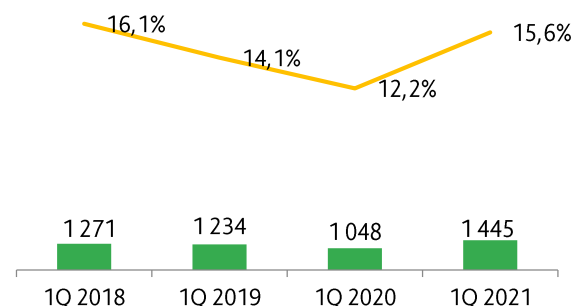


- › In 1Q 2021 highest operating results were achieved in prefabrication contracts and construction services segments. Those segments represented respectively 63% and 24% of total operating result.
- › Significant increase in profitability of construction services is a result of economies of scale and execution of contracts signed with good margin in 2020.

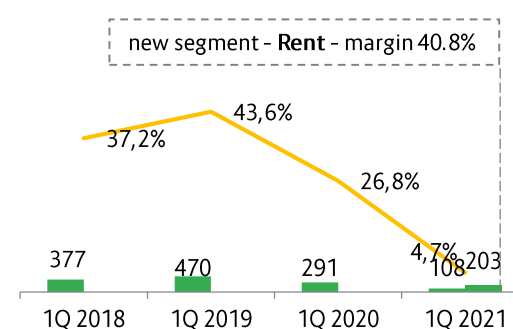
Development* - segment profit (in PLN '000) and margin



Production services* - segment profit (in PLN '000) and margin

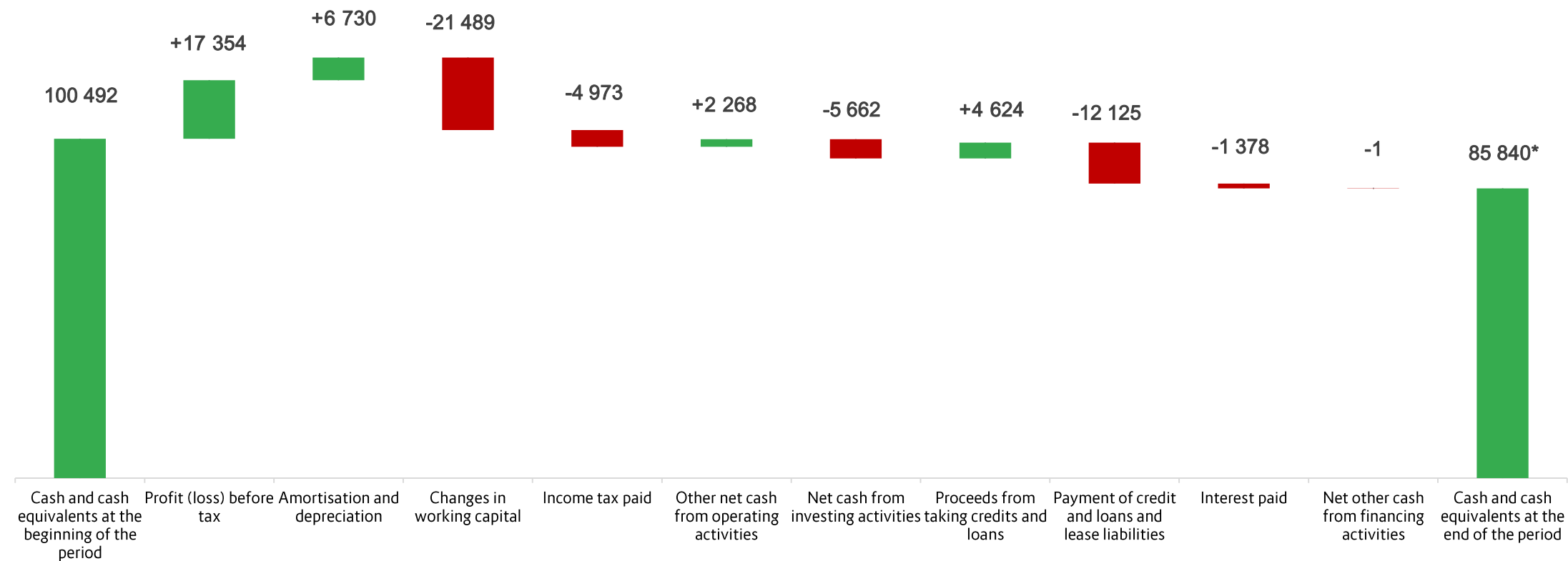


Others* - segment profit (in PLN '000) and margin



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

Pekabex cash flow (thous. PLN)

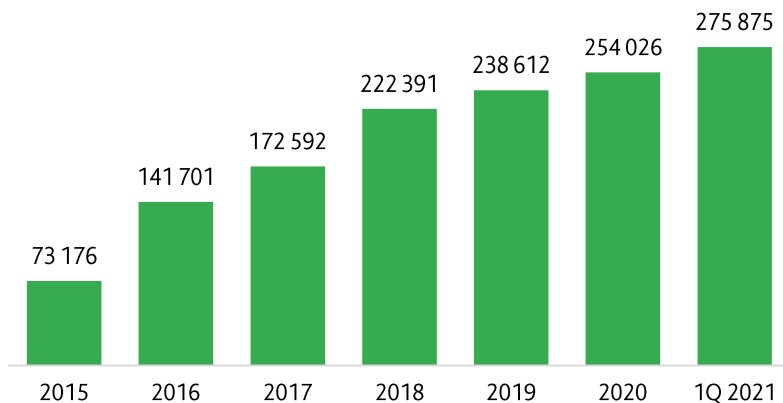


- Cash in the Group's escrow accounts
- In balance sheet at the end of the period cash and cash equivalents amounted to 89 227 thous. PLN

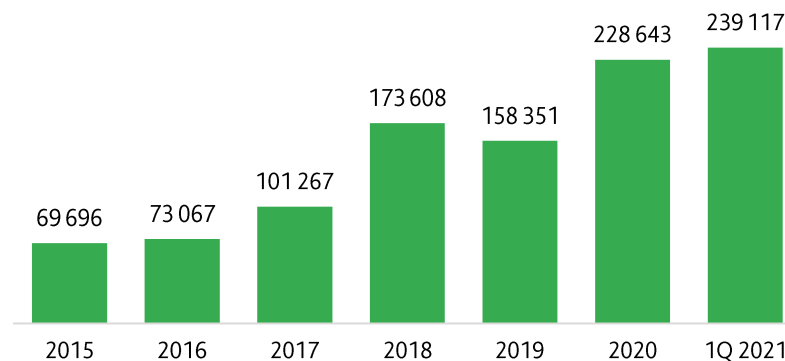
Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

Trade receivables

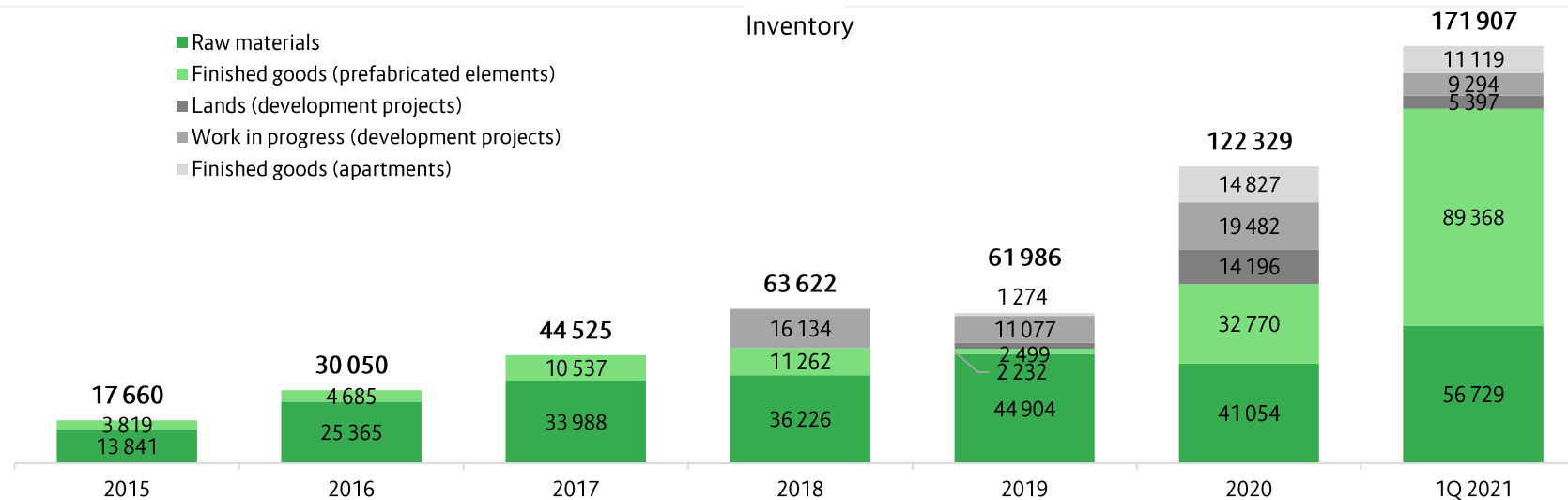


Working capital*



Inventory

■ Raw materials
■ Finished goods (prefabricated elements)
■ Lands (development projects)
■ Work in progress (development projects)
■ Finished goods (apartments)



*Working capital calculated as a trade receivables, cash and cash equivalents and inventories minus trade liabilities

Working capital

- Positive working capital is a sort of "financial security" that facilitates liquidity.

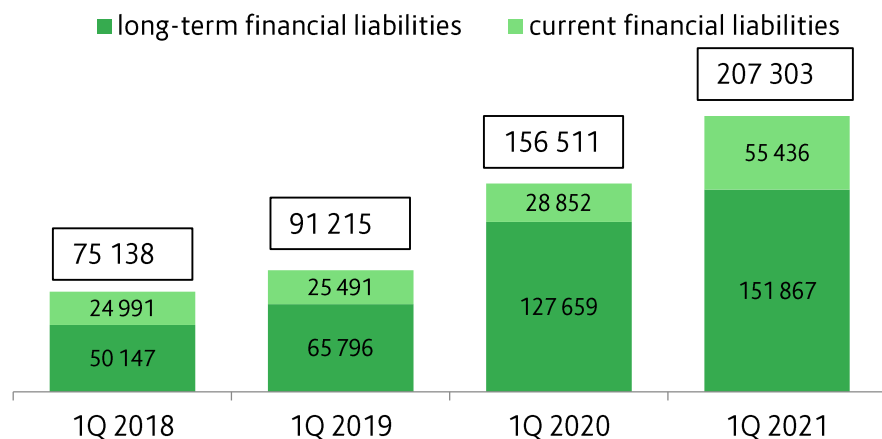
Inventory

- Group inventory significantly increased due to new development projects and increasing scale of business - mainly due to acquisition of G+M Group and contract - Łódź Tubings which is produced on stock (however, the customer pays 80% of produced goods value).

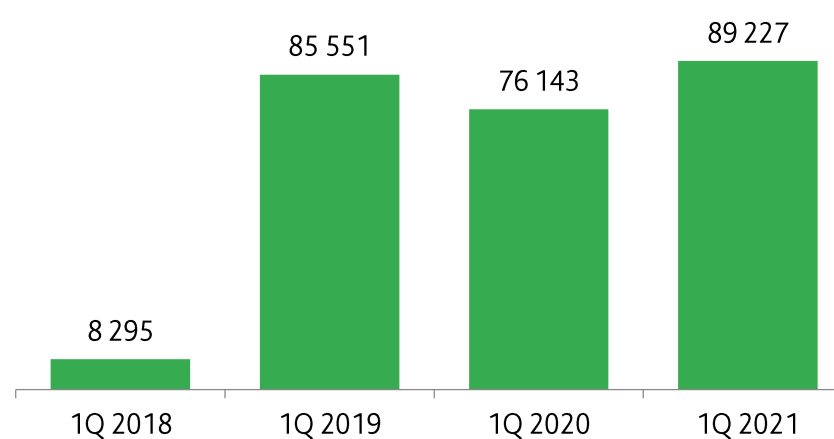
Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

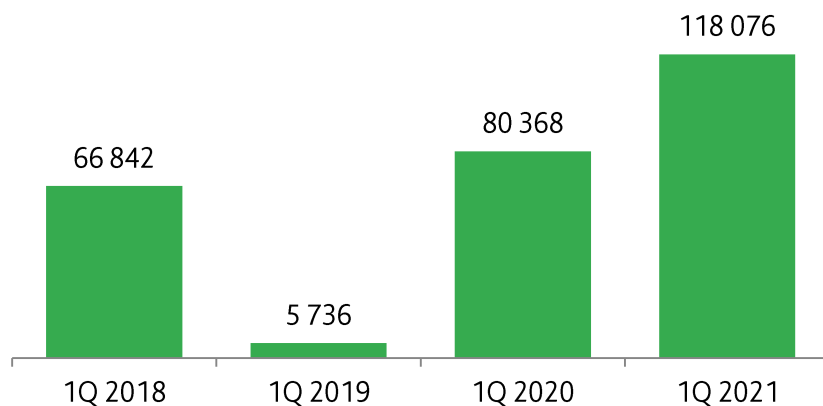
Long term and current financial liabilities*



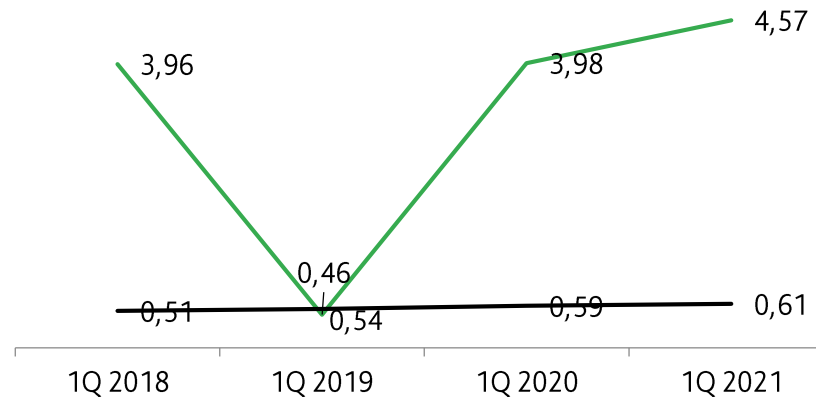
Cash and cash equivalents



Net debt



— Net Debt to EBITDA — Debt Ratio**



- › Net Debt is the difference between financial liabilities (loans, borrowings and other external sources of financing, financial leasing and cash and cash equivalents).
- › Net Debt to EBITDA ratio remains at a slightly higher level in 1Q 2021 than in 1Q 2020.

** calculated as total liabilities divided by total assets

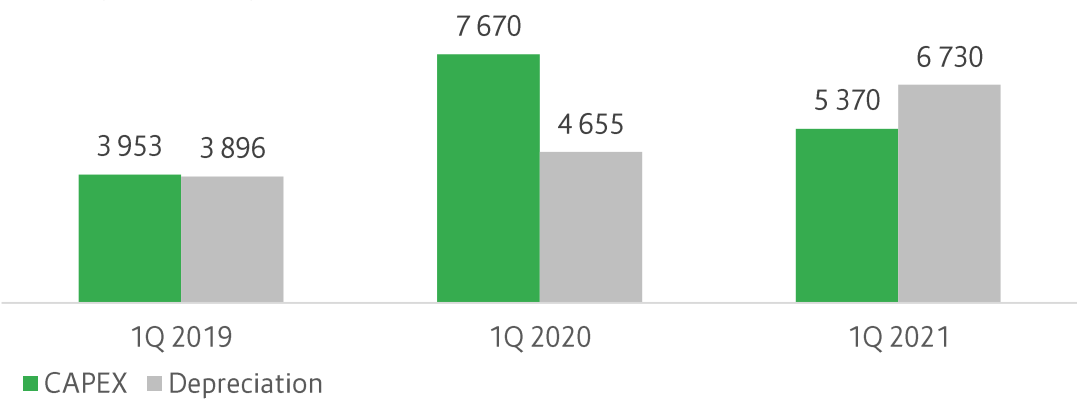
Strong Balance Sheet & Financial Stability

CAPEX to expand growth potential

CAPEX policy:

- Investments that are related to automation and computerization
- 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 at work.

CAPEX (thous. PLN)



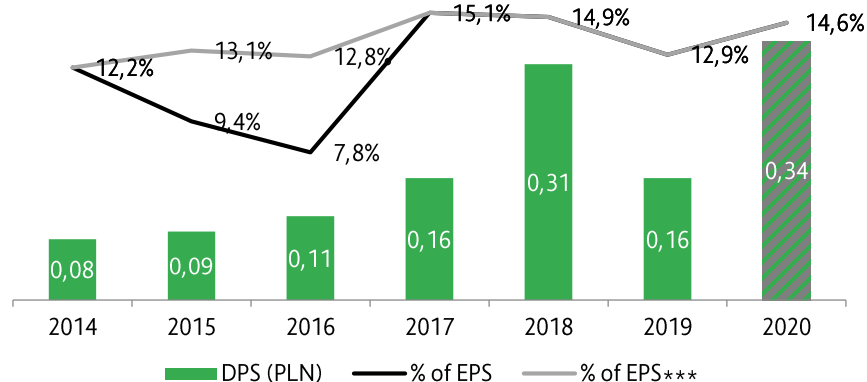
CAPEX breakdown	2014	2015	2016	2017	2018	2019	2020	1Q 2021
Land	0	6 137	8 522	0	5 946	76	2 523	0
Buildings	3 664	20 487	15 109	1 967	1 252	5 126	5 564	717
Machinery and equipment	10 697	6 867	30 205	1 245	1 217	7 750	4 866	1 528
Vehicles	1 694	279	905	451	915	1 775	2 473	284
Other fixed assets	1 864	472	1 771	894	2 449	1 779	1 603	1 015
Fixed assets under construction	204	9 656	4 748	2 362	18 239	75 482	800	1 664
Software	54	235	351	359	1 672	421	1 964	161
Intangible assets under constructions	12	8	0	40	623	0	0	0
G+M acquisition	-	-	-	-	-	-	42 762	-
Total CAPEX	18 189	44 141	61 611	7 318	32 313	92 408	62 555	5 370
Depreciation	3 853	6 604	10 628	12 543	13 779	16 052	19 999	6 730

Strong balance sheet & financial stability

Stock market and ratios



Dividends



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

Financial year	2014	2015	2016	2017	2018	2019	2020*
Dividend date	2015	2016	2017	2018	2019	2020	2021
Dividend per share (PLN)	0.08	0.09	0.11	0.16	0.31	0,16	0,34
Total amount of dividend (thous. PLN)	1,937	2,179	2,663	3,899	7,62	3 933	8 441
Net profit (thous. PLN)	15,85	23,193	34,309	25,836	51,209	30 496	57 900
% of net profit	12.2%	9.4%	7.8%	15.1%	14.9%	12,9%	14,6%
Net profit*** (thous. PLN)	15,85	16,621	20,798	25,836	51,209	30 496	57 900
% of net profit***	12.2%	13.1%	12.8%	15.1%	14.9%	12,9%	14,6%

- 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 recommendation is to pay a dividend in the amount which is at least 50% of the consolidated net profit.



*dividend recommended by Management Board

≡ Pekabex

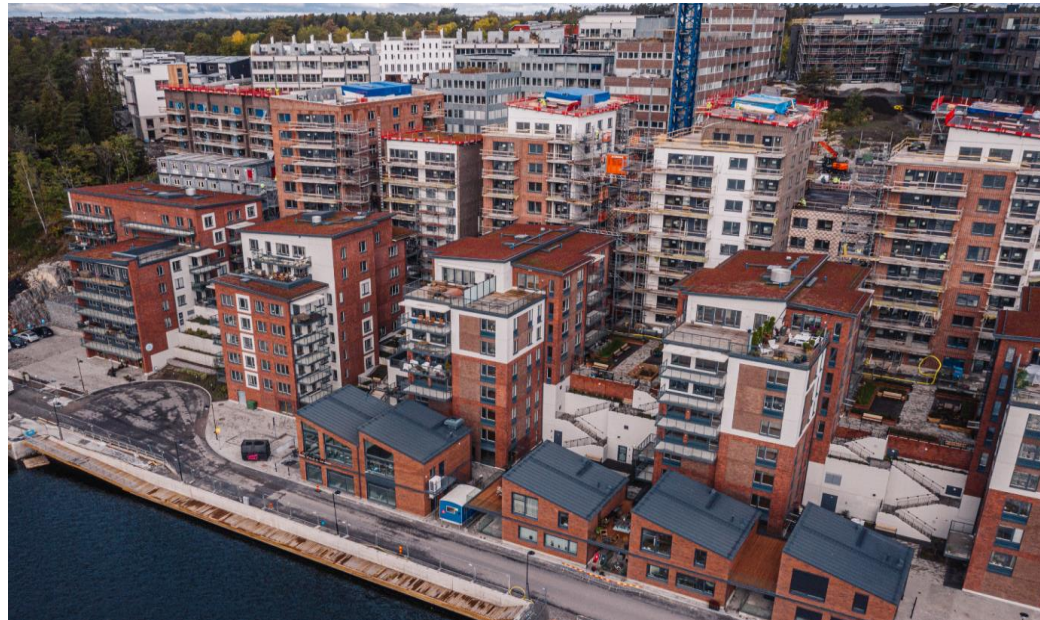


Appendix



Selected realized contracts

Prefabrication contracts





Bydgoszcz

Parking hall

Construction contains parking hall: ca. 17.000 m².

Prefabrication include delivery and assembly of 1 814 elements (columns, solid walls, stairs, HC plates, filigree slabs, elevator shaft).





Denmark

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 m³ in total).

In April 2020, Pekabex signed a new contract for the installation of three-layer and facade walls. Estimated amount of 25 846 m².





Žory

Mokate

Contract concerns development of the production and warehouse facility with a production building of the installation for the production of food concentrates with storage, technical and technological facilities as well as the necessary construction equipment.

Prefabrication contains of 1 257 elements (columns, roof beams, solid walls, HC slabs and filigree slabs)

The contract is realized by general contracting department.





Frankfurt

IT server building

Construction contains 3 buildings: 5.936 m².

Prefabrication contains 3 128 elements (columns, beams, filigrees, solid wall, stairs, solid slabs, HC slabs).





Łódź

Tubings

Contract contains production and delivery of 29.900 pcs. of tubings for 2 railroad tunnels in Łódź.





Goteborg Skanska

Construction contains 6 buildings: ca. 29 000 m²
and parking hall ca. 6 000 m² (total area 35 000 m²).

Prefabrication contains ca. 5 700 elements (3-layer
walls, solid walls, HC slabs).



Stockholm HSB

Construction contains 3 buildings: ca. 12 000 m²
and parking hall ca. 2 700m² (total area 14 700 m²).

Prefabrication contains ca. 3 500 elements (3-layer
walls, solid walls, HC slabs).



Selected realized contracts

Construction services



Pruszków

Park MLP II

Construction contains warehouse with warefare and office facility.

Total floor area – almost 8 450 m2.

The contract is realized by general contracting department.



Bielsko-Biała

Panattoni hall II

Construction contains warehouse – total area c.a. 42 000 m2 and office space 5 000 m2.

Prefabrication contains 1 702 elements (docks, columns, girders, roof beams).

The contract is realized by general contracting department.





Świebodzice

IDP Hall

Construction contains warehouse with warefare and office facility.

Total floor area – almost 4 940 m2 and other facilities ca. 9 800 m2.

Prefabrication contains 250 elements (columns, roof beams, docks, HC slabs),

The contract is realized by general contracting department.



Wałbrzych

IDP Hall

Construction contains warehouse with warefare and office facility.

Total floor area – almost 5 800 m2 and other hardened areas ca. 4 700 m2.

The contract is realized by general contracting department.



Bytów

Drutex - warehouse

Construction contains warehouse.

Total floor area – almost 3.110 m2.

Prefabrication include delivery and assembly of 43 columns.

The contract is realized by general contracting department.



Bytów

Drutex - office building

Construction contains office building.

Total floor area – almost 8.280 m2.

Prefabrication include delivery and assembly of 1 158 elements (columns, beams, stairs, HC slabs, filgree slabs),

The contract is realized by general contracting department.



Ruda Śląska

Prologis hall

Construction contains warehouse – total area ca. 10 400 m² (halls: 10 400 m², office building 600 m²).

Prefabrication contains of 423 elements (docks, columns, girders, HC slabs, roof beams).

The contract is realized by general contracting department.



Blonie

Logicor

Construction contains warehouse buildings: 17.640 m² and other necessary technical infrastructure (total area 29 600 m²).

Prefabrication contains 840 elements (docks, columns, girders, HC slabs, beams, roof beams).

The contract is realized by general contracting department.



Swarzędz

Clip 9

Construction contains warehouse building:
30 140 m².

Prefabrication include delivery and assembly of
757 elements (columns, roof beams, docks,
HC slabs).

The contract is realized by general contracting
department.



Poznań

Animals shelter in Poznań

Construction contains 4 buildings: 5.936 m² and other necessary technical infrastructure (total area 52 000 m²).

250 foundations were delivered as prefabricated elements.

The contract is realized by general contracting department





PFR Nieruchomosci | Torun

Housing project

Construction contains residential complex of 8 buildings – area 15 665 m2.

Prefabrication contains c.a. 3 600 elements (triple-layered walls, massive walls, balconies, filigree slabs).

The contract is realized by general contracting department



UM | Włocławek

Housing project

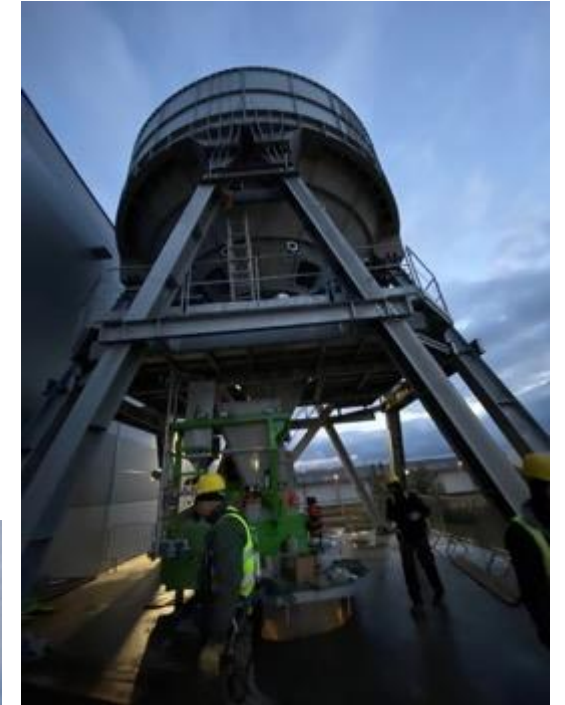
Construction contains residential complex of 8 buildings – floor area ca. 15 600 m2.

Prefabrication contains c.a. 4 150 elements (triple-layered walls, massive walls, balconies, filigree slabs).

The contract is realized by general contracting department



Selected Development Projects 1 Q2021





Józefosław | Warsaw

Development project_Osiedlowa 43

On October 29, 2019, the company Pekabex Development purchased for PLN 2,370 thous. plot in Józefosław in connection with the planned implementation of another pilot project, consisting in the construction of 12 terraced houses. On December 16, 2019, a building permit was issued. For day of the publication of this presentation 11 from 12 houses are already sold (a developer agreement has been signed or house reserved).

The project provides for many ecological and modern solutions, such as:

- photovoltaics,
- passive protection against overheating,
- wall heating (gas),
- master switch and smart home,
- ventilation with heat recovery and F9 class filters,
- in addition, all partitions of the planned buildings will meet the stricter insulation requirements (WT 2021) - their parameters will be similar to those in passive buildings,
- the sale of houses began in February 2020. By the date of publication of this presentation, the company has signed a developer contract for one house.



St. Hafciarska | Warsaw

Development project Casa Fiore

On June 3, 2020, the Group acquired a plot of land for another development investment in Warsaw. Design works and preparation of the investment for sale are currently in progress.

The Group estimates that as part of the investment, 40 independent apartments with a garden will be built (over 3,000 m² of usable floor space in total). A great advantage of the investment is the location - fast rail communication to the center of Warsaw and all amenities: education, supermarket, health care facilities, forest, etc. are located within a few hundred meters from the investment.

On May 13, 2021, The Group obtained approving the construction design and granting a construction permit and works on the detailed design are currently underway. The Group plans to start construction works no later than in the third quarter of 2021.

The Group has launched the option of booking premises and as at the date of this presentation, 43% of the apartments have been reserved.



Mechelinki | Gdynia

Development project

On June 29, 2020, Pekabex S.A. and Pekabex Development Sp. z o.o. concluded with Origin Investments Sp. z o.o. and Origin Gdynia 1 Sp. z o.o. ("Origin") an investment agreement for the joint implementation of the investment in Mechelinki consisting in the construction of the Origin health complex consisting of residential apartments (124 holiday apartments with a total area of 3,620 m²), senior housing units (58 units in total with a total area of 1,925 m²), and the Origin ReVital Rehabilitation Center (with 63 rooms and full pro-health, rehabilitation and revitalization infrastructure). The Group will be responsible, inter alia, for the development and construction process (the general contractor of the investment will be a company from the Pekabex Group), and Origin, among others for the operational activity of the Origin ReVital Rehabilitation Hotel and SMS.



The Group has applied for a building permit, prepares sales and marketing materials and plans to launch a reservation for apartments in the near future.

The estimated cost of the investment will be approximately 14% of the Pekabex Group's revenues according to the last published annual consolidated financial statements in full percent.

The necessary own contribution will be provided by the parties in the proportion of 45% Origin, 55% Pekabex. The return on investment will be 50% divided. The estimated completion date of the investment is Q2 2022.

For day of this preparation, nearly 43% of holiday apartments and 7% of senior housing have been reserved.

New key projects

<i>Date</i>	Contractor	Description	*Contract value (%)	Contract currency
January 3, 2021	Winthrop Technologies GmbH	The subject of the contract is the design and execution of a prefabricated structure within the framework building construction investment - FR11 Data Center in Frankfurt	4%	EUR
January 26, 2021	Bart Sp. z o.o.	The subject of the contract is the development of the production plant for BART sp. z o.o. by building a warehouse (stage II of the investment)	4%	PLN
March 8, 2021	SK Engineering & Construction Co. Ltd. Sp. z o.o. Branch in Polsce	The subject of the contract is the construction for investment of the construction of the second stage of a battery production factory lithium-ion M-Project for Poland Ph-2 located in Dąbrowa Górnicza, Tuczna	7%	PLN

*Until April 7, 2021, The gross contract value defined as a percentage of the Capital Group's revenue achieved in 2019, after that date the contract value defined as a percentage of the Capital Group's revenue achieved in 2020

New key projects

<i>Date</i>	Contractor	Description	*Contract value (%)	Contract currency
March 19, 2021	BIMs Plus FHH sp. z o.o. Górny Śląsk Sp. k.	The subject of the contract is building of construction works and work related to them in the field of investment consisting in the expansion of the warehouse located in Przyszowice	6%	PLN
March 31, 2021	Prologis Poland XLIII Sp. z o. o.	The subject of the contract is general contracting warehouse building for storage and the distribution of goods, the road and yard system, and providing technical infrastructure in Poznań DC2Prologis Park Poznań III	10%	PLN
May 5, 2021	Rawsko – Mazowiecka Spółdzielnia Mieszkaniowa	The subject of the contract is the construction of three buildings multi-family residential buildings with infrastructure accompanying on plots located in Rawa Mazowiecka	6%	PLN

*Until April 7, 2021, The gross contract value defined as a percentage of the Capital Group's revenue achieved in 2019, after that date the contract value defined defined as a percentage of the Capital Group's revenue achieved in 2020

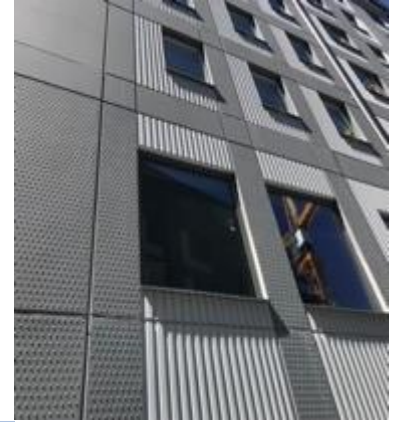
New key projects

<i>Date</i>	<i>Contractor</i>	<i>Description</i>	<i>*Contract value (%)</i>	<i>Contract currency</i>
May 7, 2021	PDC Industrial Center 163 Sp. z o. o.	The subject of the letter of intent is general construction of the investment task of building the Center production, warehouse and logistics together with social and office segments, the gatehouse, a water tank for firefighting purposes with with a pumping station, squares, parking lots and necessary elements of technical infrastructure in Bielsko Biała	10%**	PLN
April 7, 2021	MDR Sianów Sp. z o. o.	The subject of the contract is the construction of seven buildings residential, multi-family 4-storey apartments together with accompanying infrastructure on the property land located in Sianów at ul. Słowacki	4%	PLN
May 12, 2021	BIMs PLUS FHH Sp. z o.o. Warszawa Sp. k.	The subject of the contract is the construction of the building warehouse with the accompanying infrastructure in the village of Kolonia Dybów	12%	PLN

*Until April 7, 2021, The gross contract value defined as a percentage of the Capital Group's revenue achieved in 2019, after that date the contract value defined defined as a percentage of the Capital Group's revenue achieved in 2020

** The letter gives the contracting authority the possibility to commission a contractor for optional works included in the Investment, the total value of which is additionally 9% of revenues. The total amount of the basic salary and remuneration for execution all options amounts to 19% of the Pekabex group's revenues.

 **Pekabex**



THANK YOU