



## Investor Presentation

Poznań, October 2022





# 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 1H22

Solid fundamentals create basis for dynamic development



**PLN 1 122 m**

Value of backlog as  
of 30.06.2022\*



**PLN 838 m**

Revenues



**136,4 m<sup>3</sup>**

prefabricated  
elements produced\*\*



**PLN 56 m**

EBITDA



**PLN 28 m**

Net profit

\*Concerns prefabrication contracts, construction services, development project on their own account (Jasielska phase 3, Casa Fiore, Casa Baia, Katedralna) and production services

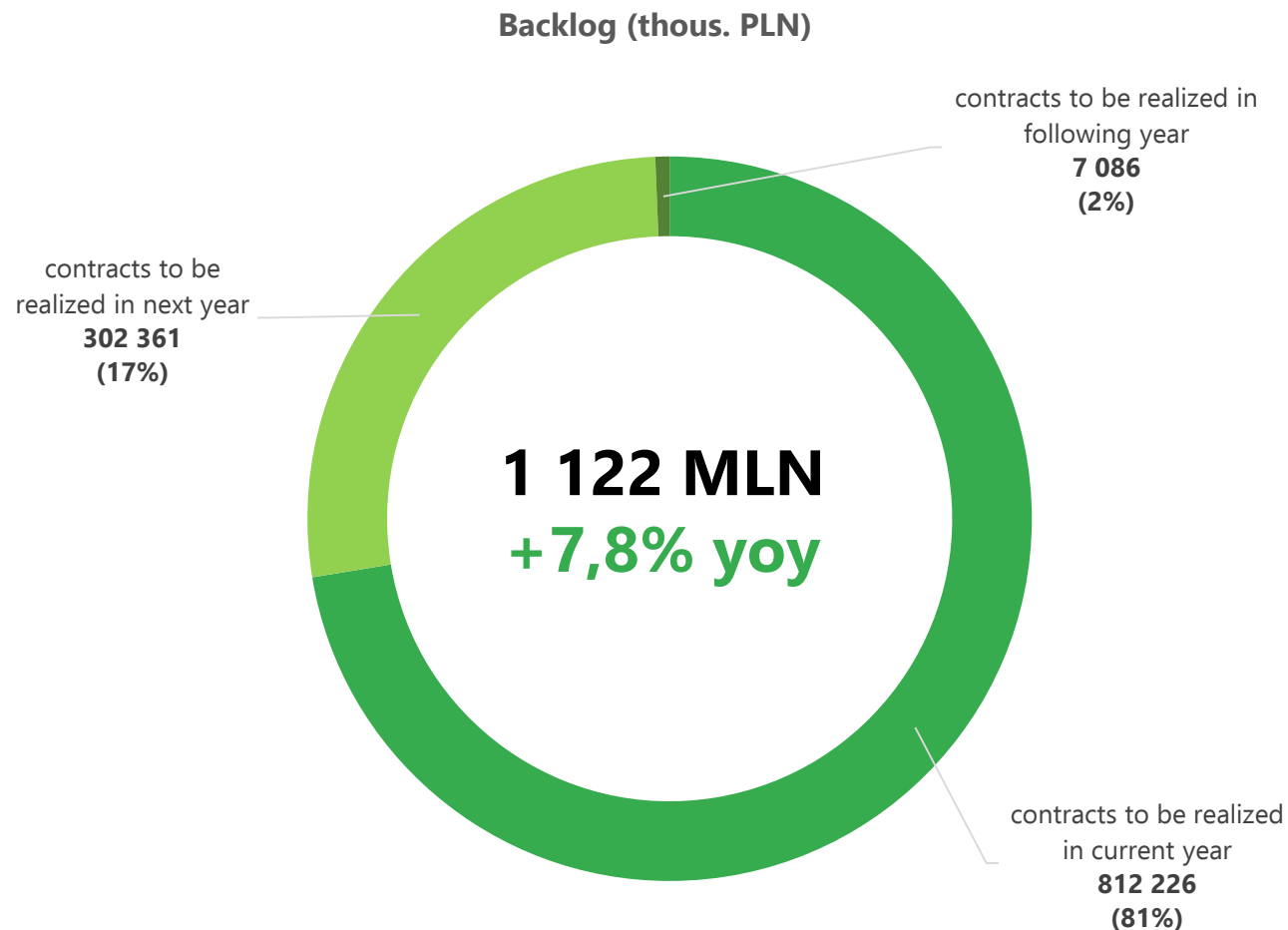
\*\* Record 1H 2022 production increased also due to higher output volumes by a new plant in Gdańsk-Kokoszki



## Backlog\*

### Strong, well-diversified backlog

- › Pekabex Group systematically builds significant 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 30.06.2022 is equal to PLN 1 122m and has decreased by about 7% comparing to 31.12.2021 and increased by 8% comparing to 30.06.2021.
- › Backlog in 30.06.2022 does contain expected revenues from projects (Casa Fiore, Jasielska 3, Casa Baia, Katedralna, Mechelinki) realized on company's own account.
- › Volume 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).



\* Eventually, revenues depend on many factors beyond company's control.



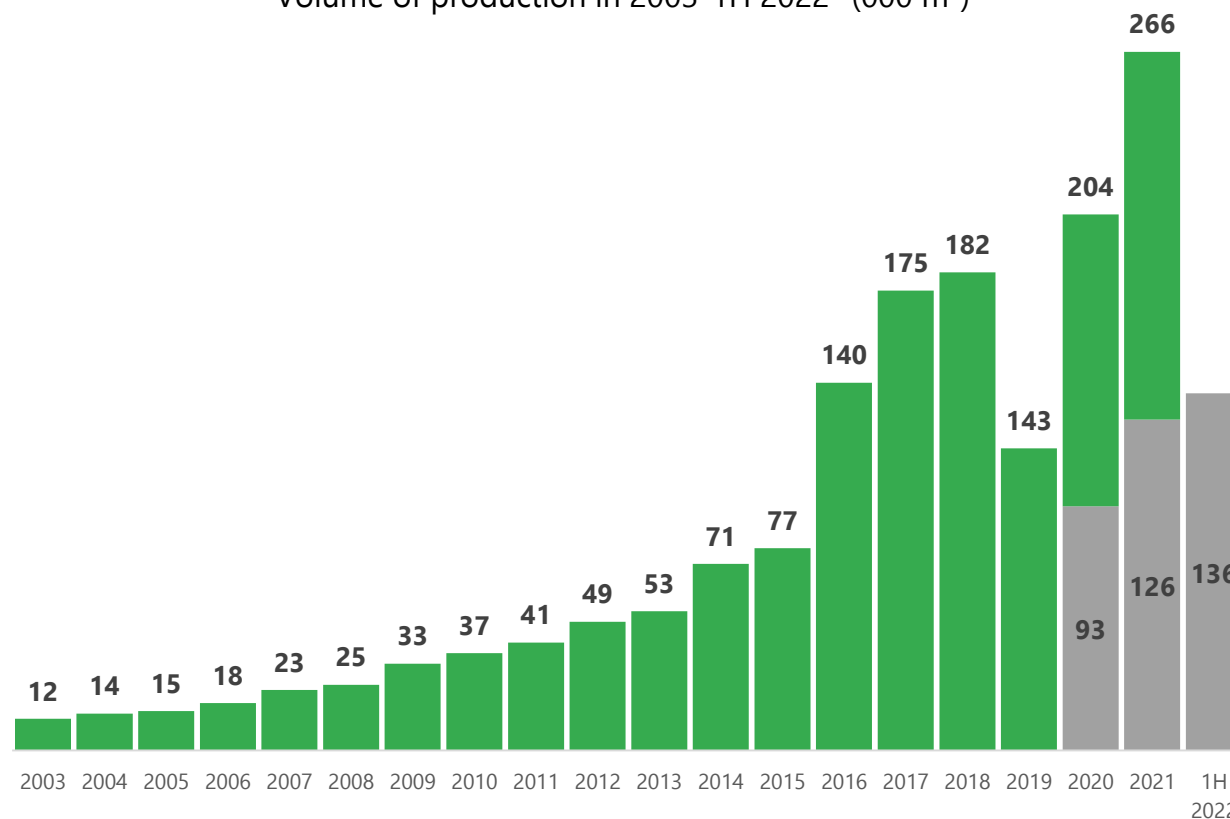
## Prefabrication production

### Stable growth of production

- Increased production in prefabrication segment results mainly from the volume of realized contracts; in the first half of 2022; production amounted to 136.399 m<sup>3</sup> while in the prior period of 2021 amounted to 125.625 m<sup>3</sup> and in 1H 2020 amounted to m<sup>3</sup>.



Volume of production in 2003-1H 2022\* (000 m<sup>3</sup>)



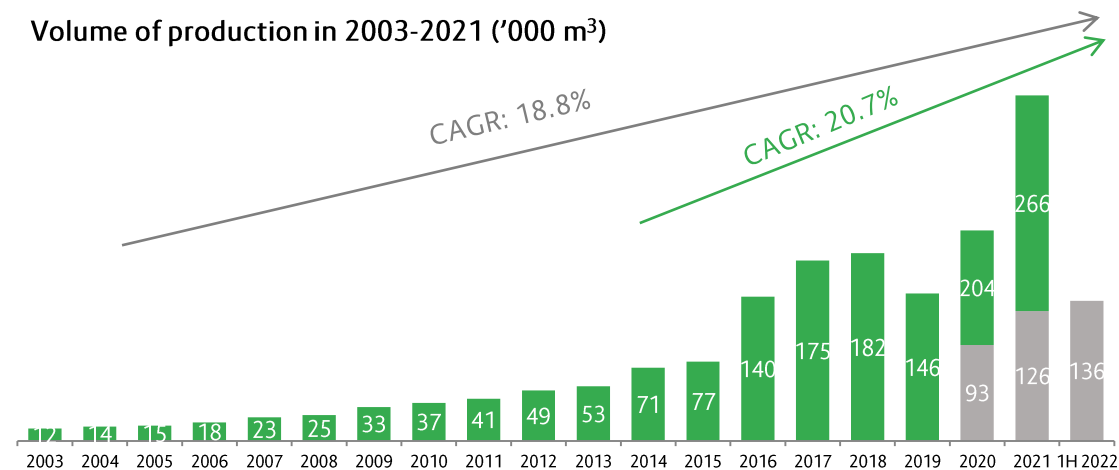
\* Additionally, production presented with prior periods of 1H 2020 and 1H 2021.

# Strong Balance Sheet & Financial Stability

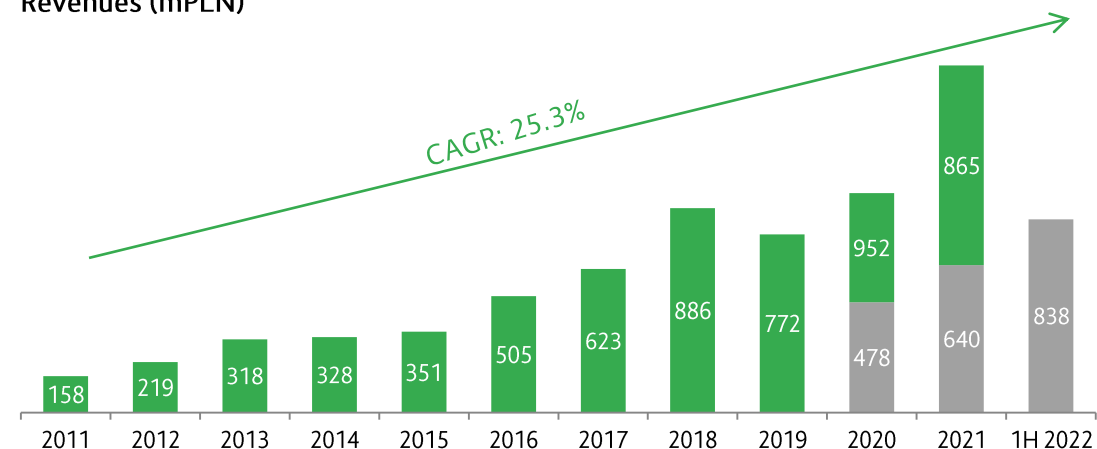
Steady and continuous growth



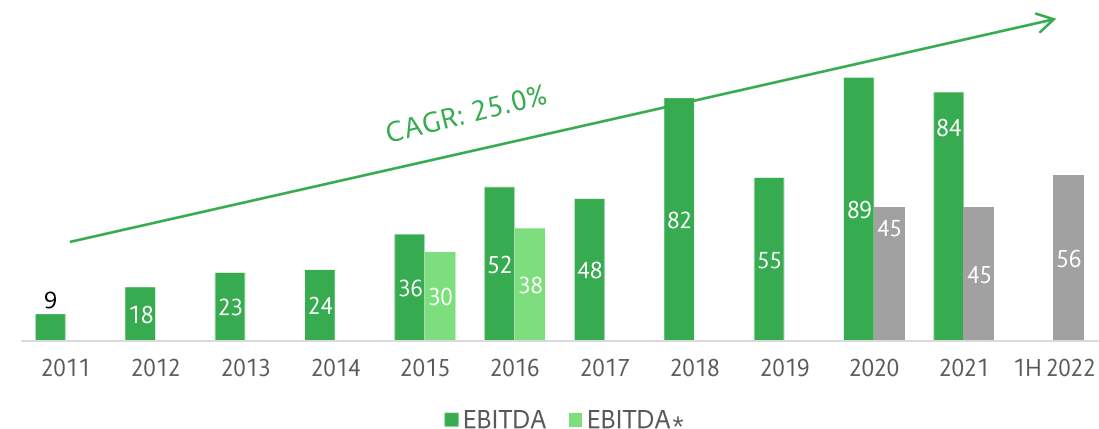
Volume of production in 2003-2021 ('000 m³)



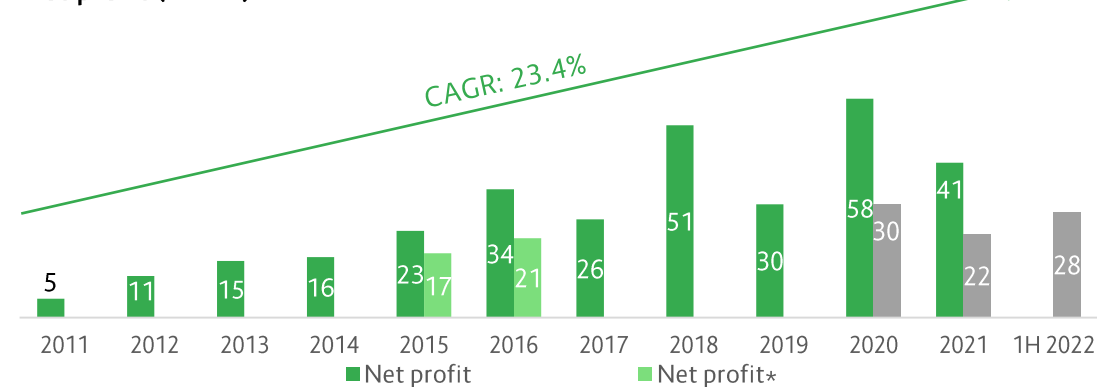
Revenues (mPLN)



EBITDA (mPLN)



Net profit (mPLN)



\* adjusted for a gain from a bargain purchase

\*\* CAGR is calculated to annual values

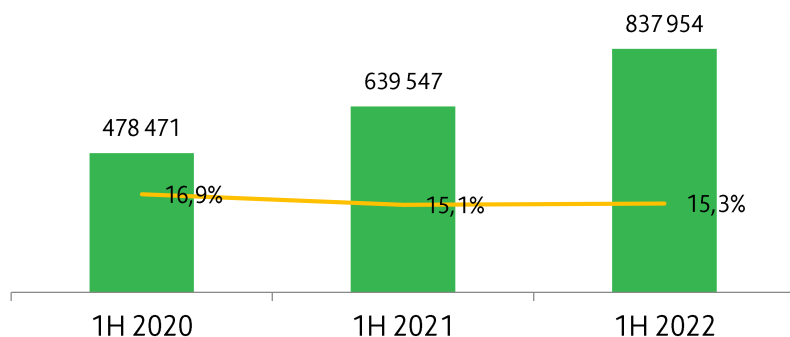
1Q 2022 values presented in comparison with prior periods of 1Q 2021 and 1Q 2020.

# Strong Balance Sheet & Financial Stability

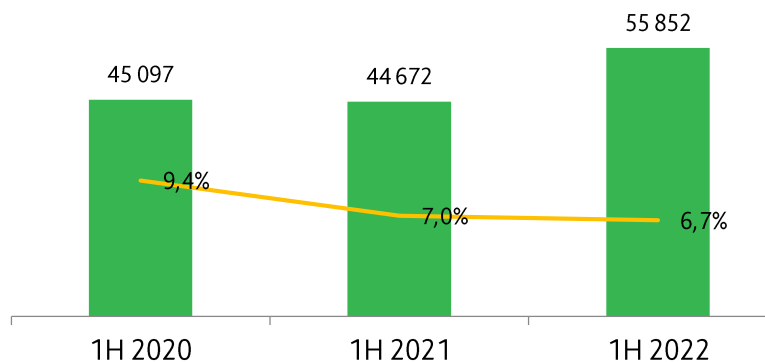
## Revenue growth and stable margins



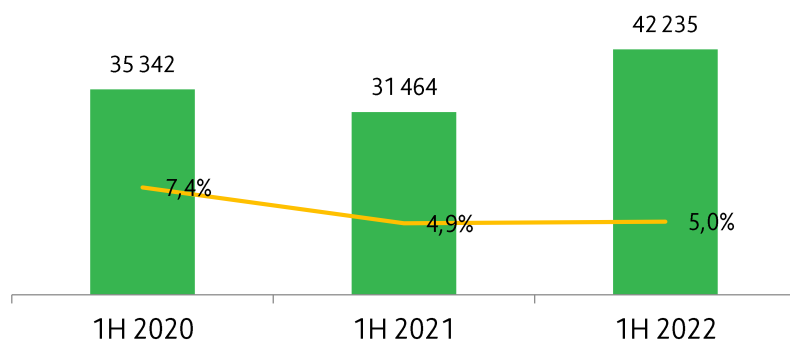
Revenues (in thous. PLN), gross margin



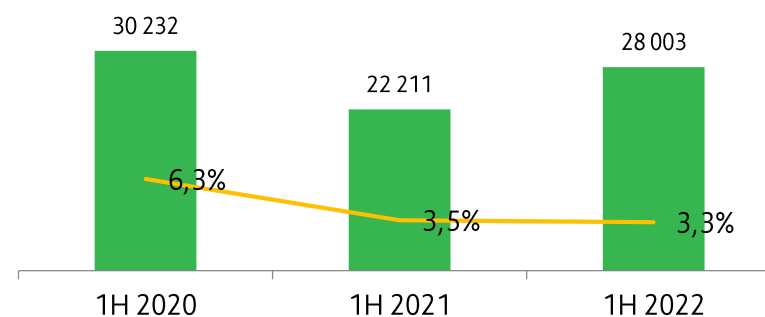
EBITDA (in thous. PLN), EBITDA margin\*



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



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



- › 1H 2022 was a record period in terms of achieved revenues.
- › Revenue from sales in 1H 2022 amounted to PLN 837.954 thous. and were higher by PLN 198.407 thous., i.e. by 31%, than the revenue achieved in 1H 2021, and at the same time higher by PLN 359.483 thous., i.e. by 75.1%, as compared to the 1H 2020.
- › This result was mainly impacted by increased production output; increase by 11 thous. M3, but also increase in the prices of realization costs incurred by the Group in 1H 2022.

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

\*\* EBIT margin calculated as EBIT divided by total revenue

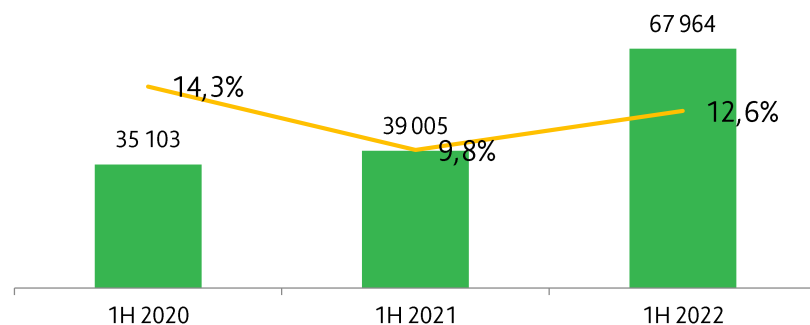
\*\*\* Net Margin calculated as net income divided by total revenue



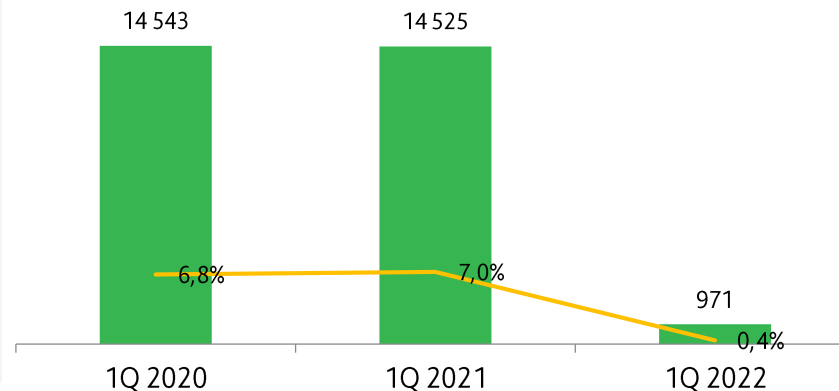
# Selected Financial Data by Segments

## The most important segments margins

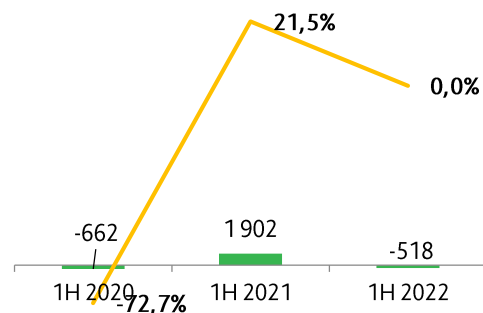
**Prefabrication contracts\* - segment profit (in thous. PLN) and margin**



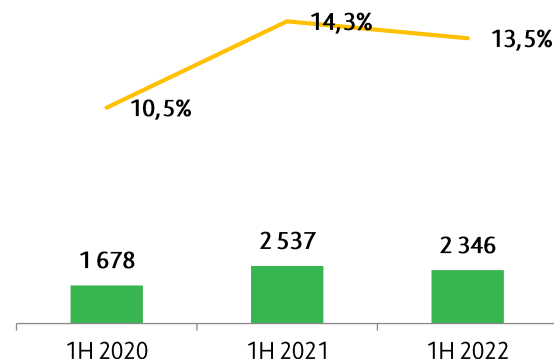
**Construction services\* - segment profit (in thous. PLN) and margin**



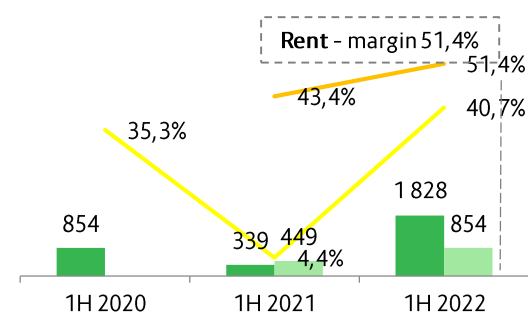
**Development\* - segment profit (in thous. PLN) and margin**



**Production services\* - segment profit (in thous. PLN) and margin**



**Others\* - segment profit (in thous. PLN) and margin**

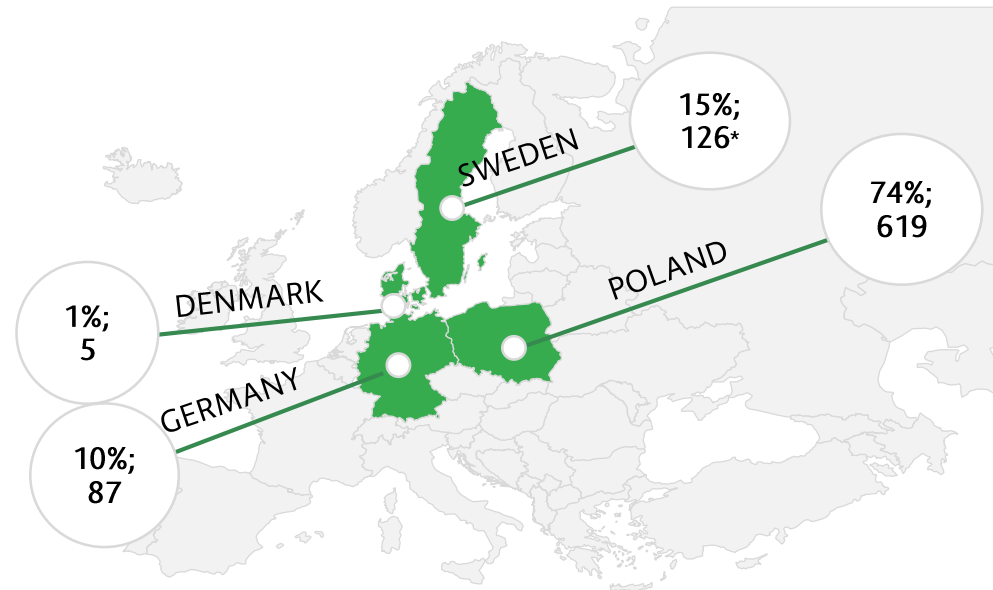


- › In 1H 2022 highest operating results were achieved in prefabrication contracts. This segment represented 93% of total operating result.
- › Significant increase in profitability of prefabrication contracts is a result of economies of scale and due to the decline in costs, which have stabilized after significant increases in 2021 and Q1 2022.

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

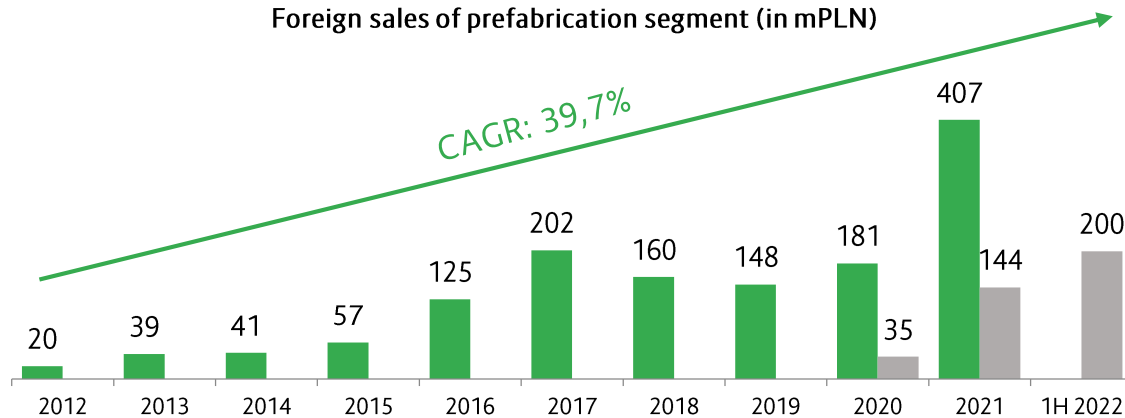
# Strong Balance Sheet & Financial Stability

Well diversified revenue sources



- › Poland is a main market for Pekabex and was responsible for 74% of total revenue in 1H 2022.
- › The second most important markets in terms of revenue is Sweden market responsible for 15% share. In Germany prefabrication contracts are realized from Poland (10 m PLN) and as in acquired G+M Group (60 mPLN).
- › 100% of revenues in construction services segment is generated in Poland.

Foreign sales of prefabrication segment (in mPLN)

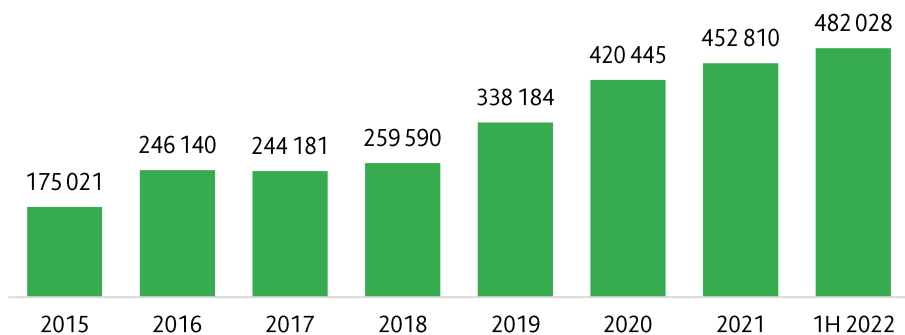


- \*sales in mPLN
- Foreign sales does not include production services (Drezno branch)
- Additionally, foreign sales is presented with prior periods of 1H 2020 and 1H 2021

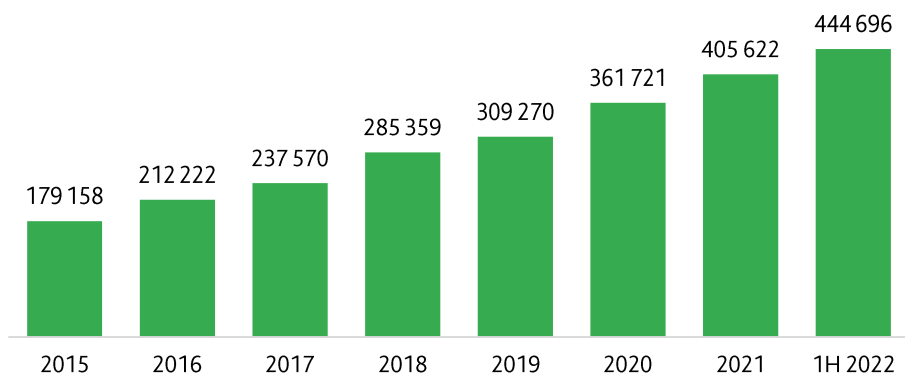
# Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

Fixed assets



Equity



<i>In thous. PLN</i>	30.06.2022	31.12.2021	Change %
<b>Fixed assets</b>	<b>482 028</b>	<b>452 810</b>	<b>+6,5%</b>
<b>Current assets, including:</b>	<b>909 144</b>	<b>767 529</b>	<b>+18,5%</b>
Inventories	219 028	176 146	+24,3%
Assets from construction contracts valuation	214 080	132 446	+61,6%
Trade and other receivables	326 544	339 494	-3,8%
Cash	144 110	114 648	+25,7%
<b>Equity</b>	<b>444 696</b>	<b>405 622</b>	<b>+9,6%</b>
<b>Long-term liabilities, including:</b>	<b>230 817</b>	<b>228 834</b>	<b>+0,9%</b>
Long-term financial liabilities*	149 747	154 373	-3,0%
<b>Short-term liabilities, including:</b>	<b>720 848</b>	<b>604 699</b>	<b>+19,2%</b>
Current financial liabilities*	127 775	83 547	+52,9%
Liabilities from construction contracts valuation	25 291	13 689	+84,8%
Trade and other payables	507 233	448 689	+13,0%
<b>Total equity and liabilities</b>	<b>1 370 916</b>	<b>1 220 339</b>	<b>+12,3%</b>
Net debt	133 412	120 786	+10,5%
Net debt/EBITDA**	1,39	1,43	-

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

\*\*EBITDA -) is calculated without purchase option to PFR and negative forward contracts valuation and is based on the Group last 12 months EBITDA (LTM EBITDA)



# Strong Balance Sheet & Financial Stability

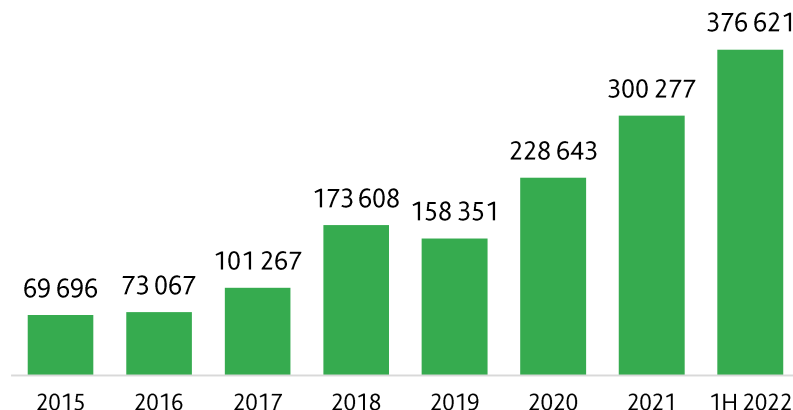
Adequate level of financial leverage



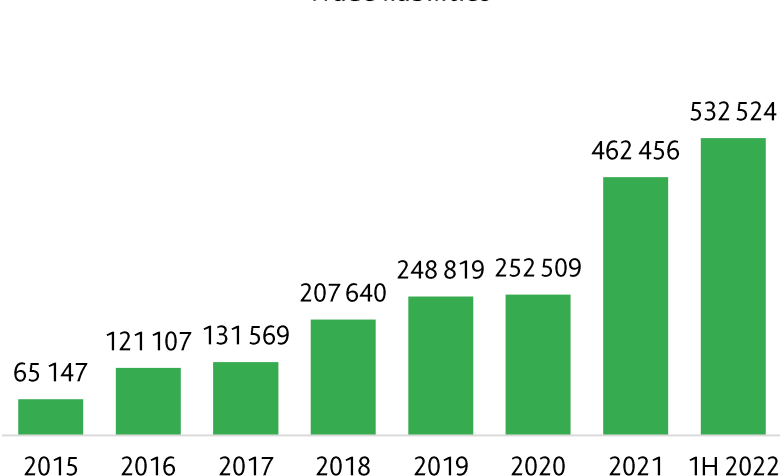
Trade receivables



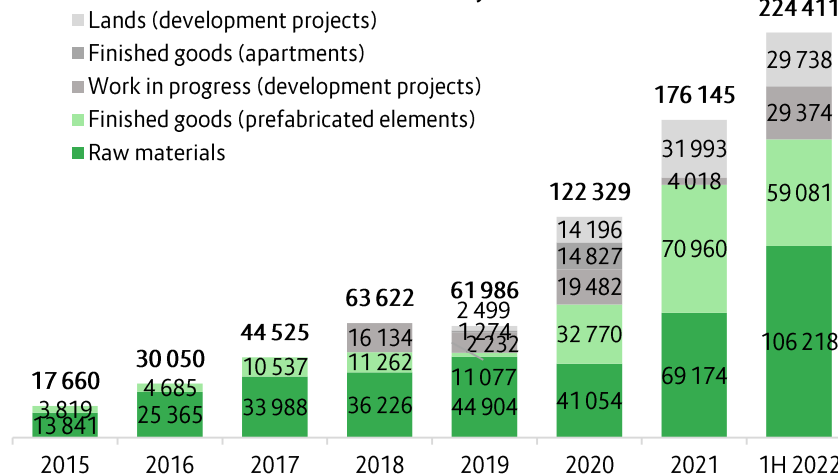
Working capital\*



Trade liabilities



Inventory



## Working capital

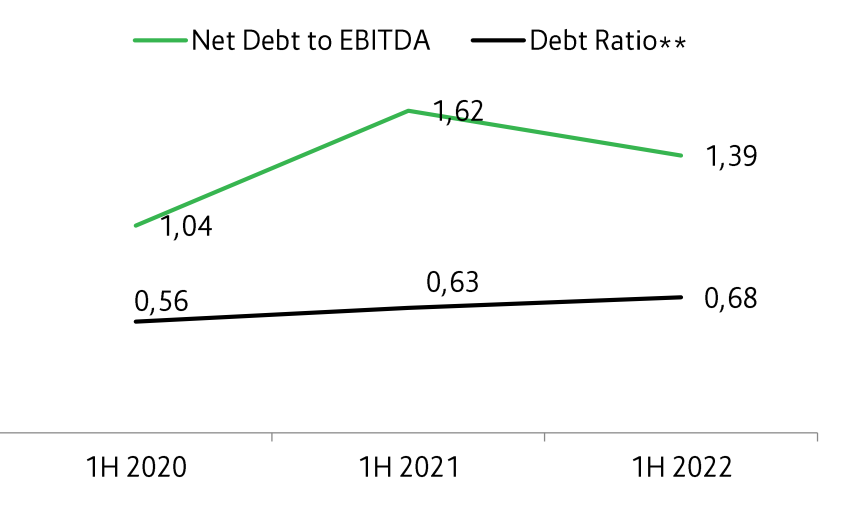
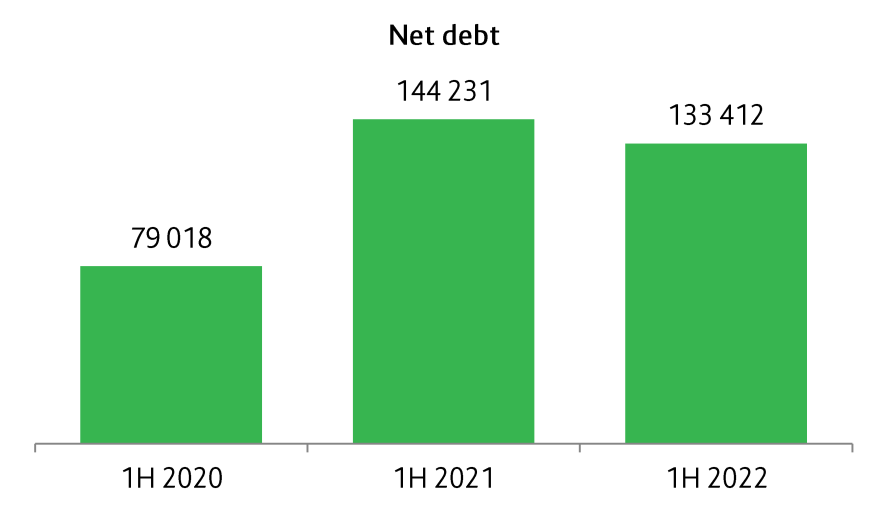
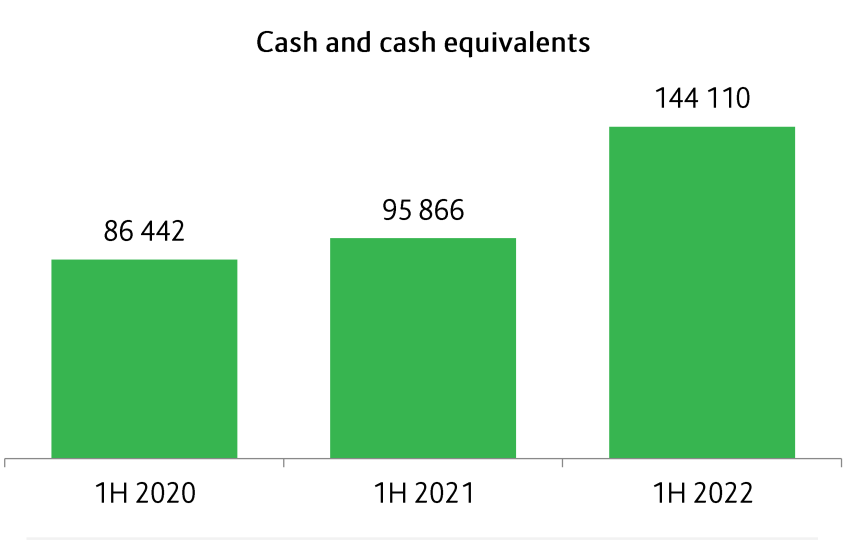
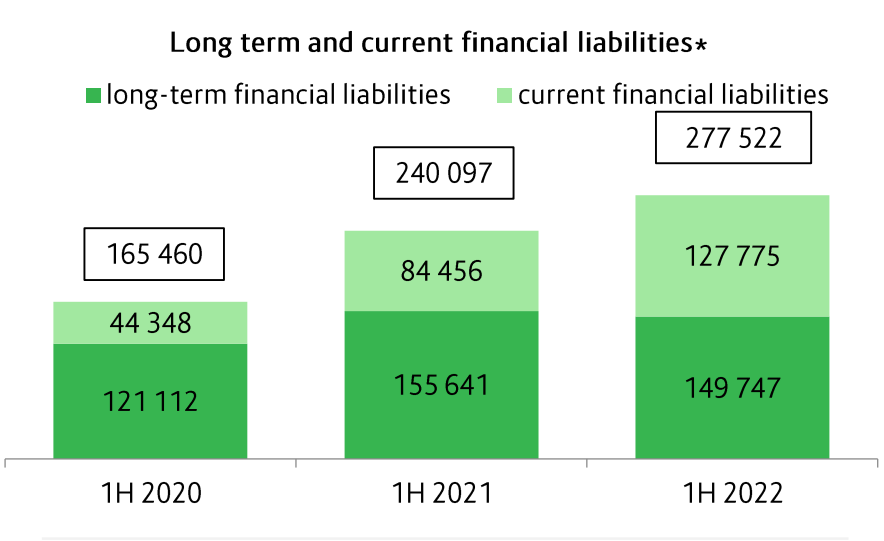
- › Positive working capital is a sort of "financial security" that facilitates liquidity.
- › At the same time, as a rule, the first quarter is a period of high demand for working capital for the Group due to seasonality of the construction market and result of economies of scale.

## 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).
- › Inventory transferred in to contract valuation in 1Q 2022 and in 4Q 2021 respectively 49,4 mPLN and 36,7 mPLN.

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

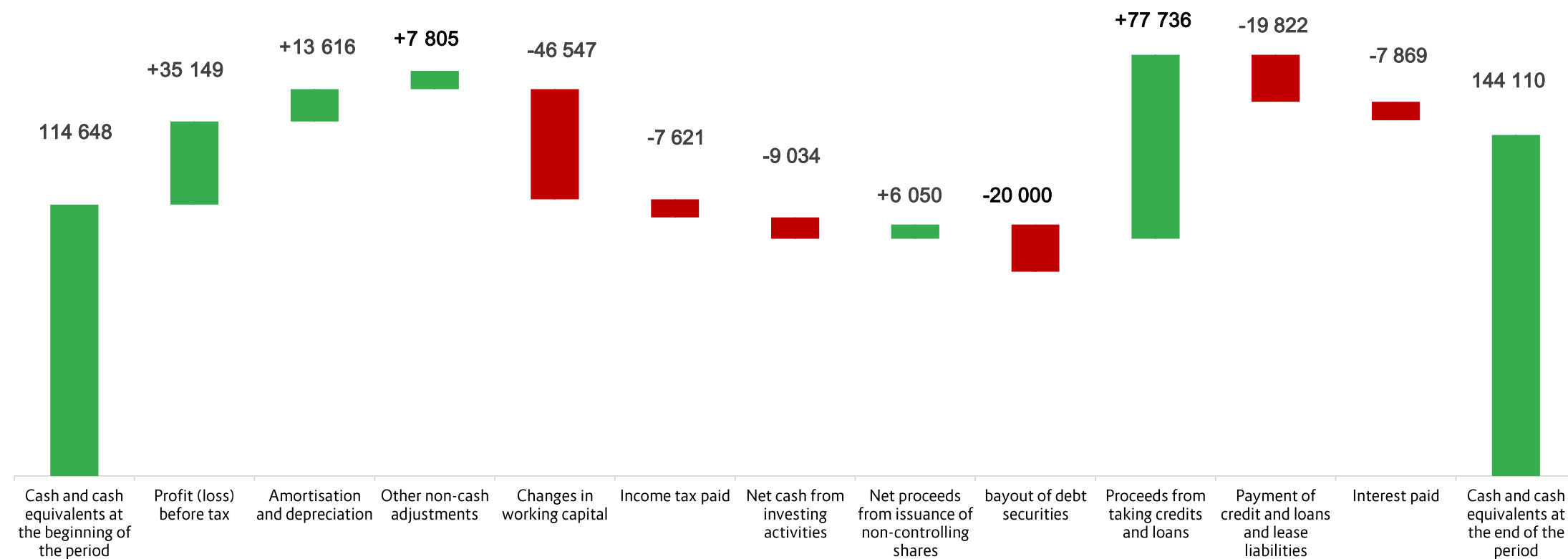
# Strong Balance Sheet & Financial Stability



- › 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 higher level due to new investments resulting in an increasing demand for working capital.

\*\* calculated as total liabilities divided by total assets

## Pekabex cash flow (in thous. PLN)





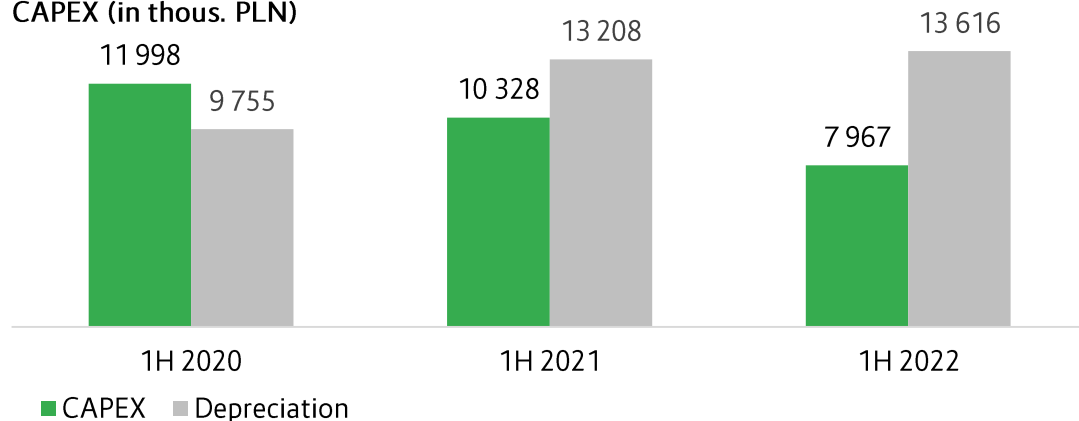
# Strong Balance Sheet & Financial Stability

## CAPEX to expand growth potential

### CAPEX policy:

- Main investments 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
- Ensuring the operational business security.

CAPEX (in thous. PLN)



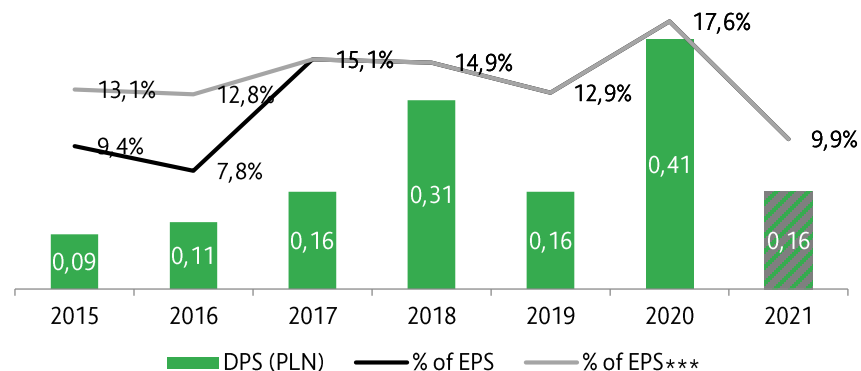
CAPEX breakdown	2015	2016	2017	2018	2019	2020	2021	1H 2022
Land	6 137	8 522	0	5 946	76	2 523	52	0
Buildings	20 487	15 109	1 967	1 252	5 126	5 564	3 963	1 976
Machinery and equipment	6 867	30 205	1 245	1 217	7 750	4 866	8 343	4 140
Vehicles	279	905	451	915	1 775	2 473	174	1
Other fixed assets	472	1 771	894	2 449	1 779	1 603	1 260	410
Fixed assets under construction	9 656	4 748	2 362	18 239	75 482	800	3 725	720
Software	235	351	359	1 672	421	1 964	2 080	719
Intangible assets under constructions	8	0	40	623	0	0	0	0
G+M acquisition	-	-	-	-	-	42 777	0	0
<b>Total CAPEX</b>	<b>44 141</b>	<b>61 611</b>	<b>7 318</b>	<b>32 313</b>	<b>92 408</b>	<b>62 570</b>	<b>19 597</b>	<b>7 967</b>
<b>Depreciation</b>	<b>6 604</b>	<b>10 628</b>	<b>12 543</b>	<b>13 779</b>	<b>16 052</b>	<b>19 999</b>	<b>26 725</b>	<b>13 616</b>

# Strong balance sheet & financial stability

## Stock market and ratios



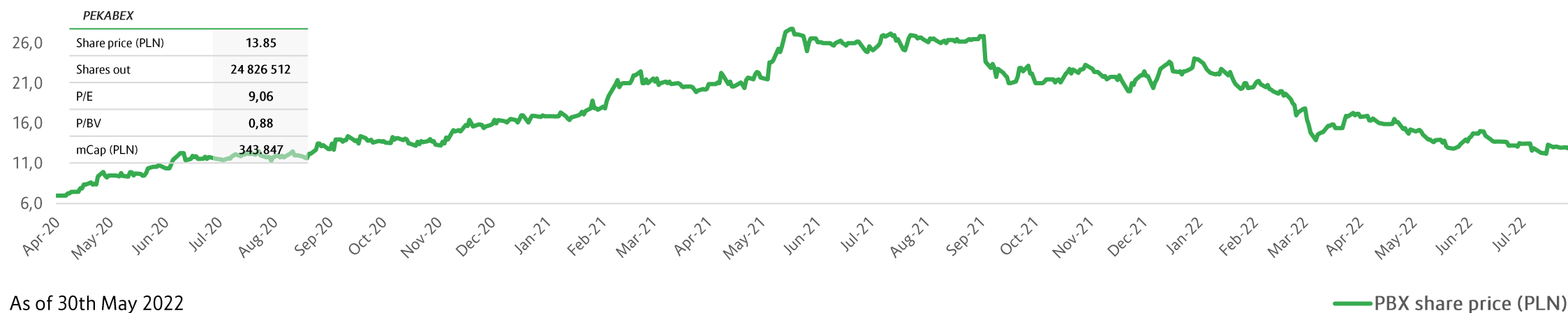
### Dividends



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

Financial year	2015	2016	2017	2018	2019	2020	2021*
Dividend date	2016	2017	2018	2019	2020	2021	2022
Dividend per share (PLN)	0.09	0.11	0.16	0.31	0,16	0,41	0,16
Total amount of dividend (thous. PLN)	2,179	2,663	3,899	7,62	3 933	10 179	3 972
Net profit (thous. PLN)	23,193	34,309	25,836	51,209	30 496	57 900	40 291
% of net profit	9.4%	7.8%	15.1%	14.9%	12,9%	17,6%	9,9%
Net profit*** (thous. PLN)	16,621	20,798	25,836	51,209	30 496	57 900	40 291
% of net profit***	13.1%	12.8%	15.1%	14.9%	12,9%	17,6%	9,9%

- 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.



\*dividend recommended by Management Board as of 27.05.2022

# Safe Development

PEKABEX STRATEGY 2020-2024



## Learning And Development



## Internal Processes



## Customer



## Finances

### Healthy organisation

- Open communication and cooperation between departments in processes and projects
- Clear procedures, organisational relationships and operating principles in the Group

### People and competences

- Effective attraction and retention of employees
- Development of competencies necessary to implement the strategy
- Building employee satisfaction and commitment

### Market expansion

- Foreign expansion in Scandinavia and Western Europe
- Development in the residential segment in Poland. Getting closer to the target customer
- Development of contracts (own system and GW) for non-residential buildings in Poland
- Increase in effectiveness and efficiency of the proactive sales process

### Product and technology development

- Creation of standards in building technologies
- Standardisation of products, processes and solutions
- Efficient supply chain management in the Group

### Technical excellence

### Comprehensiveness of solutions offered

### Speed, low costs and risk of construction execution

### Potential for execution of large contracts

### Flexibility of operation

### Confidence in the brand

### Design, functionality, safety of facilities

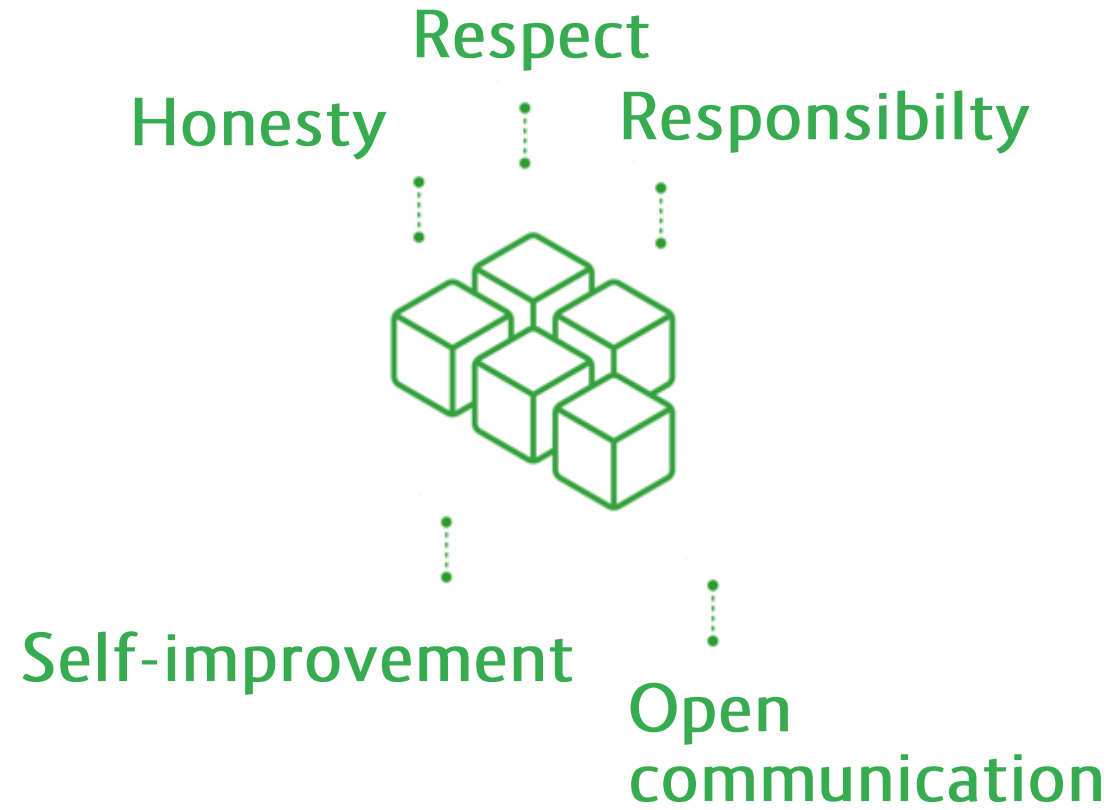
### Growth and diversification of sales

### Forward integration into the supply chain

### Increase in profitability of contracts

### Optimisation of the fixed cost base





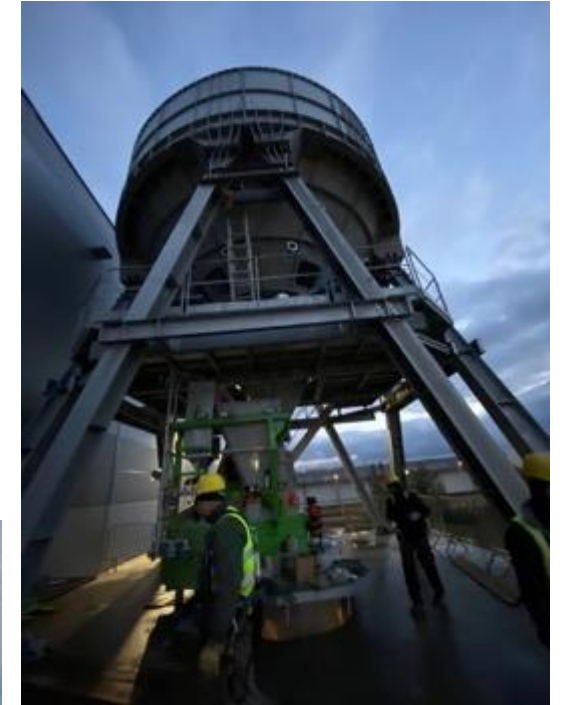
≡ Pekabex



Appendix



## Selected Development Projects in 1H 2022



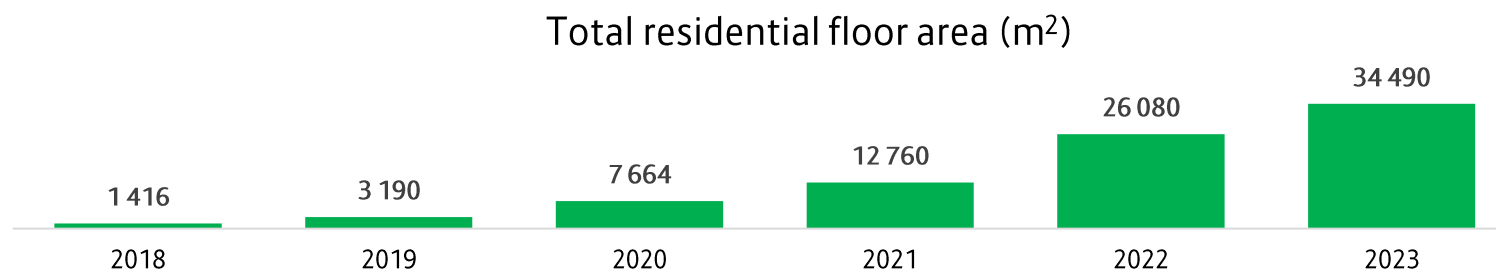
# Development Projects

Development projects gaining momentum

as of 30.06.2022	apartments number	reservation number*	preliminary agreements number**	sold apartments***	apartments for sale %
Apartamenty Origin Mechelinki	106	60	0	0	43%
Apartamenty55 + Mechelinki (SMS)	58	6	0	0	90%
Casa Fiore (Hafciarska)	40	2	29	0	22%
Casa Baia (Hel)	69	7	6	0	81%
Jasielska Phase 3 (Poznań)	124	28	2	0	76%
Katedralna (Częstochowa)	182	23	13	0	80%
<b>Total</b>	<b>579</b>	<b>126</b>	<b>50</b>	<b>0</b>	<b>69%</b>

- › Projects: Mechelinki, Katedralna in Częstochowa , Casa Baia and Ja\_Sielska phase III projects have already obtained building permits.
- › Ja\_Sielska phase IV is in designing stage.
- › Case Fiore project is planned completion of construction site and sales of the apartments in 3Q 2022.

	2018	2019	2020	2021	2022	2023
Residential floor area (m²)****	1 416	3 190	7 664	12 760	26 080	34 490



\* Reservation agreements signed  
 \*\* Development or preliminary purchase agreements signed  
 \*\*\* Agreement to transfer ownership signed  
 \*\*\*\* Usable area in the implementation phase (in m2)



Hafciarska St. | Warsaw

## Development project Casa Fiore

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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 m<sup>2</sup> 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, Group obtained approving the construction design and granting a construction permit and works on the detailed design are currently underway. Construction works were initiated in mid-August 2021 and are expected to be completed in the first quarter of 2022.

The Group has launched the option of booking premises and as of June 30, 2022, 78% of the apartments have been reserved. The Group has started signing of development agreements.



Mechelinki | Gdynia

## Development project Mechelinki

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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 m<sup>2</sup>), senior housing units (58 units in total with a total area of 1,925 m<sup>2</sup>), 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 2023.

As of June 30, 2022, nearly 57% of holiday apartments and 10% of senior housing have been reserved.





Casa Baia | Hel

## Development project Hel

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On 30 April 2021, the Group acquired a plot of land located in Hel, at Żeromskiego Street. As part of the planned modern building will be constructed, which will comprise an estimated 51 holiday flats and 1 commercial unit commercial premises.

The usable area of the investment will amount to over 3 000 m<sup>2</sup>. The investment will be located in one of the most touristic seaside resorts in the close vicinity of the beach, service outlets and the seal sanctuary.

The size of the flats on offer will range from 25 m<sup>2</sup> to 94 m<sup>2</sup>, and on the top floor there will be the flats will be located on the top floor with a mezzanine and a beautiful view of the sea. In the implementation of this investment This project will be built using prefabricated three- and one-layer walls and filigree elements from the Gdańsk plant.

On 7 October 2021 the decision was issued approving the building project and granting the building permit. As of June 30, 2022, nearly 19% of apartments have been reserved.





Katedralna | Czeszochowa

## Development project Katedralna

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For the purpose of realizing the investment, an investment agreement was signed on 15 March 2021 between Pekabex Development Sp. z o.o. (Investor 1) and Investor 2, which is the owner of land properties located in Czeszochowa at Katedralna St.

Pursuant to the concluded agreement, Investor 2 took up shares in the special purpose Entity Pakabex Katedralna Sp. z o.o., and the company acquired the real estate from Investor 2 as of 16 March 2021.

The entities intend to implement, through the special purpose vehicle, an investment project consisting in the construction of a building or a complex of service and residential buildings intended for a service part and a multi-family residential part.



The investment will be carried out by Investor 1, on the basis of a project management agreement concluded between the SPV and Investor 1.

The investment will be financed from the contribution of Investor 1 (the difference between the market price of the land and the price at which it was purchased) and from the contribution of Investor 2, as well as from debt financing (credit or bonds) obtained by the SPV for the needs of the investment.

On January 21, 2022, the building permit for the first stage was obtained, and work is currently underway on the detailed design and interior design taking into account the requirements and criteria for BREEAM, Green House and Barrier-Free Facility certification from the Integration Foundation. Sales of units began in Q2, with about 20% of units reserved at the end of June 2022. Construction is scheduled to begin in Q4 2022.

Jasielska 3 | Poznań

## Development project Jasielska 3

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JA\_SIELSKA is an intimate housing estate designed for people aware of their needs and the surrounding world.

Three five-storey buildings with mezzanine floors will be constructed in the 3rd stage of the investment at Jasielska Street, comprising 124 flats of various sizes:

- compact studios perfect for young people
- 2- and 3-room flats ideal for families
- 4- and 5-room flats for the most demanding

The units range in size from 26 to 105 sqm.



On October 9, 2021, the building permit for the third stage of the project, which will include 124 apartments in three five-story buildings, became final. The total residential area is expected to be around 6,500 sqm. The project is scheduled for completion in the third quarter of 2023. The process of reserving apartments is underway. Subsequent phases of the project are in the design phase and obtaining relevant permits. The anticipated residential area in the next phases is: in IV -- about 6,200 sqm, and in V and VI - about 12,000 sqm. The Group is awaiting building permits.



P.Homes | Poznań

## Development project P.Homes

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The Group's latest residential construction solution is direct-to-consumer offering P.HOMES - a system for building single-family houses using prefabrication technology. The technology used to build P.HOMES houses significantly exceeds the load-bearing and strength parameters of both wooden, expanded clay concrete and brick technology houses. The technology of prefabricated elements allows for:

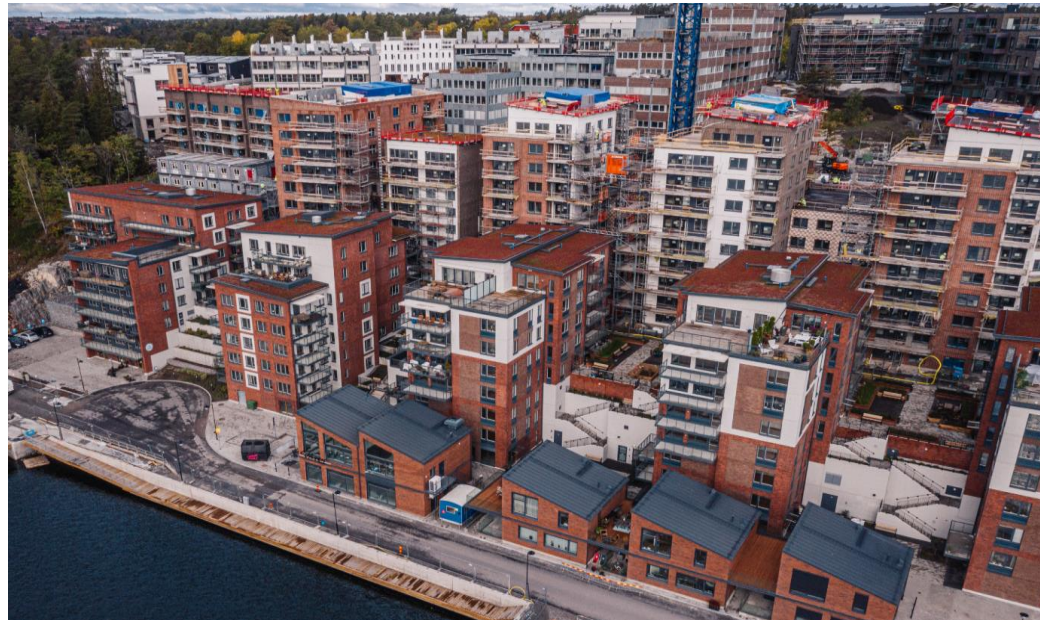
- quick and efficient assembly of the construction of the house, while providing extraordinary durability of the building
- acoustic comfort and silence between floors
- unique wall and roof construction technology,
- sustainable construction, in which ecological aspects play a leading role, the resulting buildings are warm, low-energy and low-moisture
- Comprehensively completed buildings finished in developer or turnkey condition.

The assembly of structural walls on ready-made foundations itself is a matter of just a few days. Most of the work is done prior to installation in a specialized plant, so there is definitely more order on the site than in the case of implementation by traditional methods, which in turn translates into more efficient implementation. The average time to complete the P.HOMES scope including installations to developer standard is 1-3 months.



# Selected realized contracts

## Prefabrication contracts





Lodz

## Tubings

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







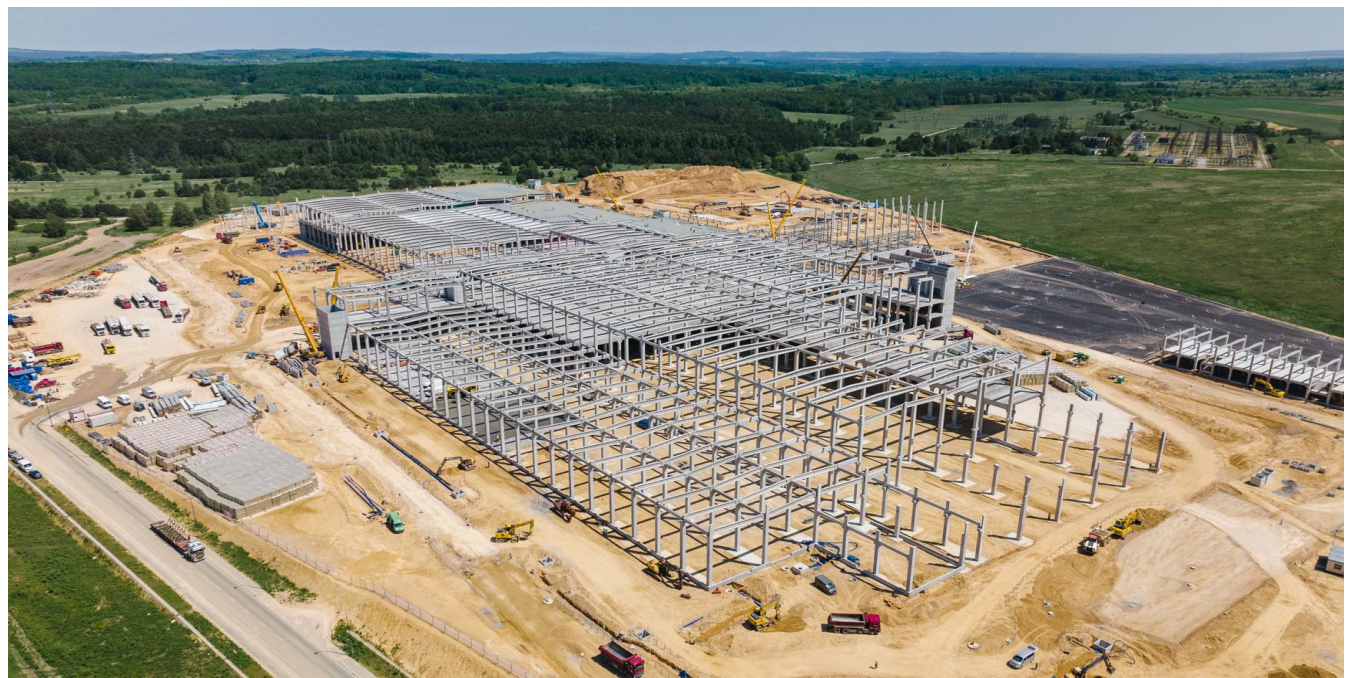
Dabrowa Gornicza

## SK Innovation

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Construction contains warehouse buildings ca.  
40 thous. m<sup>2</sup>.

Prefabrication contains 4 500 elements  
(columns, beams, solid walls).





Gorzów Wielkopolski

## TPV DISPLAYS

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Construction contains one warehouses.

Prefabrication of parking hall contains ca. 433 elements (columns, beams, HC slabs, roog beams, foundations).





## Goteborg Skanska

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Construction contains 6 residential buildings.

Prefabrication of parking hall contains ca. 3 834 elements (3-layer walls, solid walls, HC slabs, columns, balconies).



## Malmö Skanska

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Construction contains assembly of 2 residential building.

- Prefabrication contains ca. 3 800 elements (8,4 thous. m<sup>2</sup> of useable area and 6,5 thous. m<sup>2</sup> underground parking of HC slabs, filigree walls, solid walls, 2-layer walls, multi-layer walls).





Malmö

## Skanska

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Construction contains one facility building (school).

Prefabrication of parking hall contains ca. 1 960 elements (3-layer walls, solid walls, HC slabs, prestressed solid slabs).



Helsingborg

## Serneke Sveriabe

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Construction includes assembly of residential building with underground parking hall. Prefabrication contains ca. 1459 elements. External sandwich walls pigmented in the volume with matrix in several options creates an unique architectural pattern.

Solid internal walls and terrazzo finish on prefabricated staircases complete the perfect interior effect. Produced was 6,5 thous. m<sup>2</sup> of useable area including filigree slabs in the residential area + HC slabs over the garage.





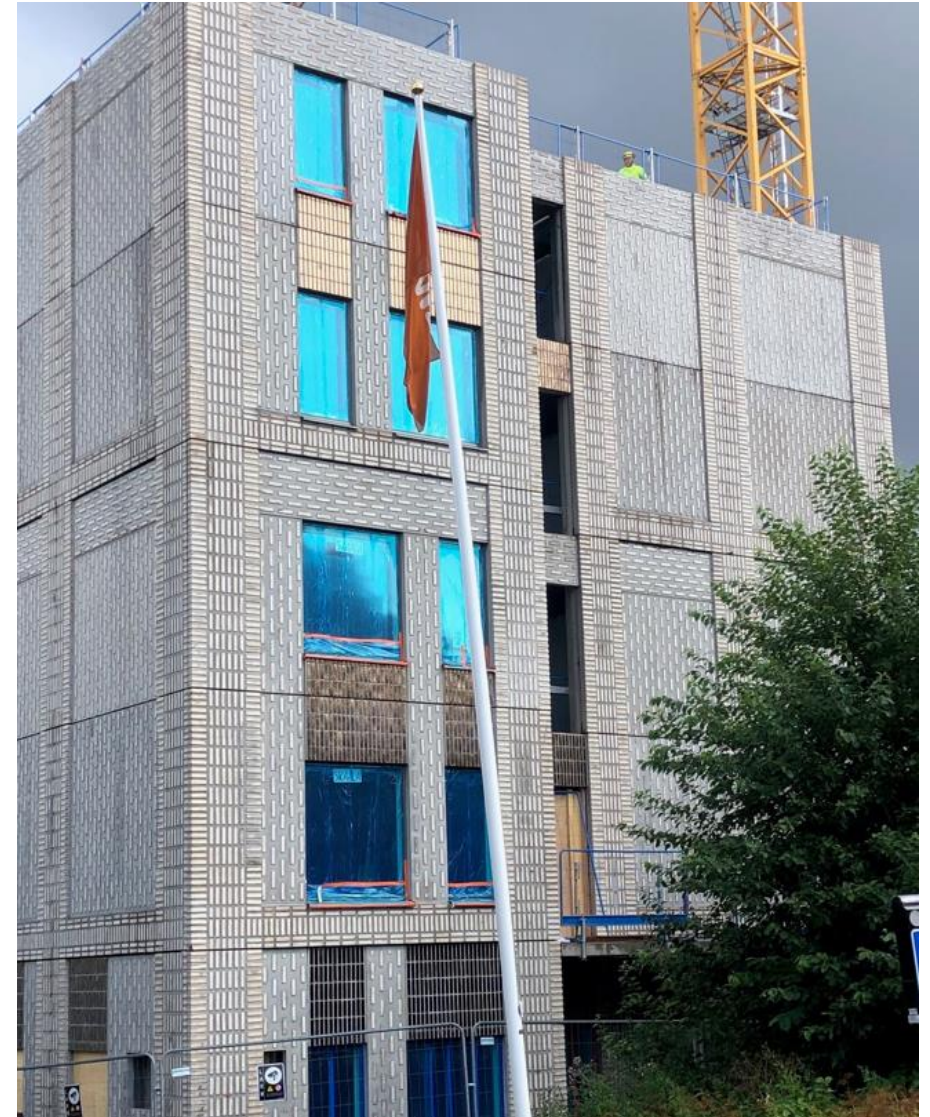
Goteborg

## Prefabsystem Syd AB

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Construction contains 3 buildings: residential building, parking hall and kindergarten.

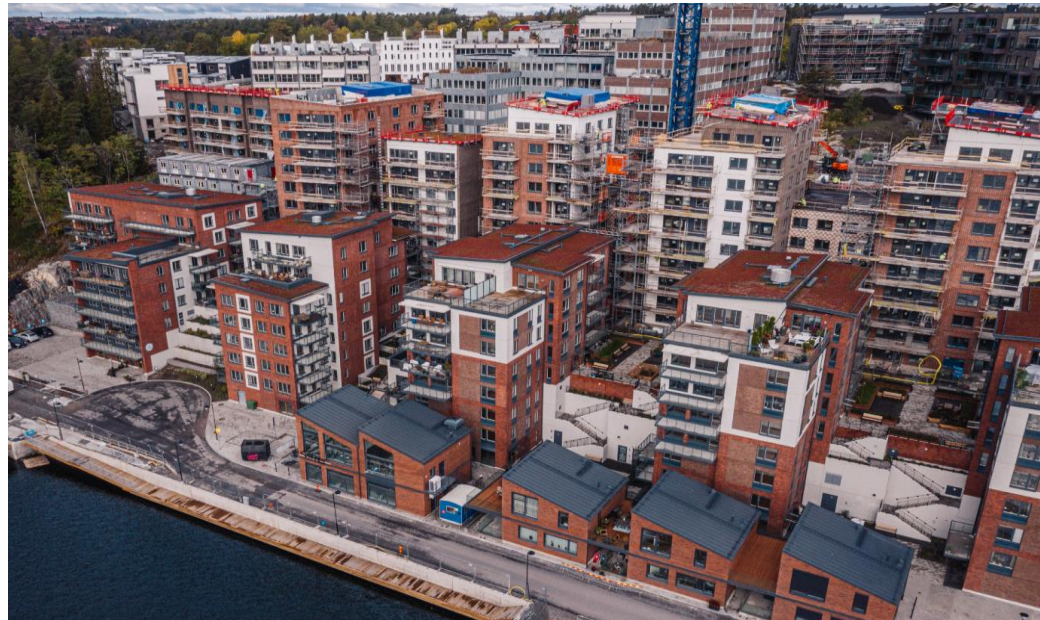
Prefabrication of parking hall contains ca. 502 elements (3-layer walls, solid brick walls, columns, beams).





# Selected realized contracts

## Construction services



Opole

## CTP - warehouse and office

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Construction contains warehouse and office building.

Total floor area - almost 19,5 thous. m<sup>2</sup>. Prefabrication includes delivery and assembly of 706 elements (columns, beams, stairs, HC slabs, filgree slabs).



łłowa

## CTP - warehouse and office

---

Construction contains warehouses and office facilities - total floor area ca. 111,9 thous. m<sup>2</sup>.

Prefabrication contains 2 641 elements (columns, beams, roof beams, 3-layer walls, docks, HC slabs).







Kobyłka

## CTP - warehouse and office

---

Construction contains warehouse and office building.

Total floor area - almost 31,5 thous. m<sup>2</sup>. Prefabrication includes delivery and assembly of 875 elements (columns, beams, stairs, HC slabs, filigree slabs).



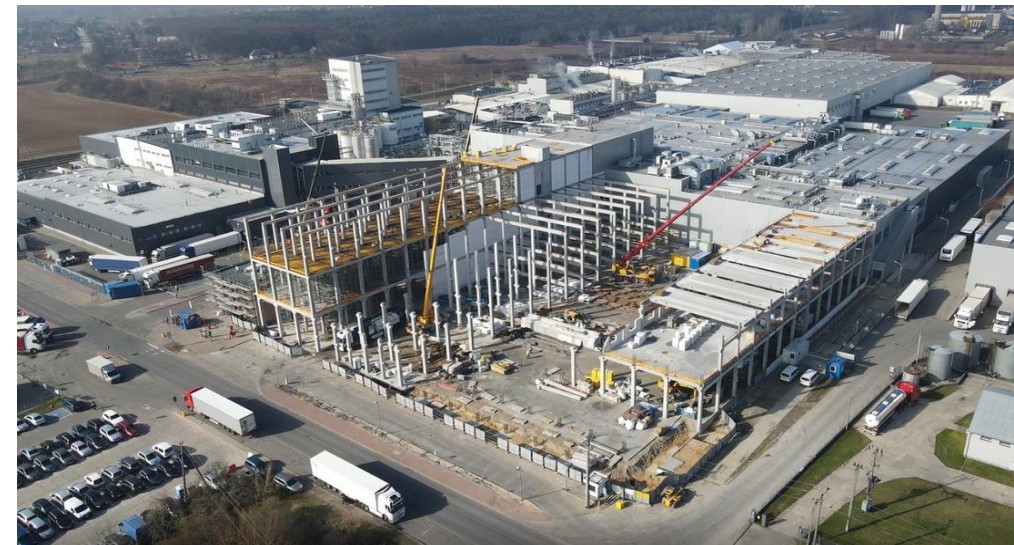
Nowy Dwór Mazowiecki

## Reckitt - warehouse and office

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Construction contains production plant extension - total floor area ca. 5,8 thous. m<sup>2</sup>.

Prefabrication contains 1 656 elements (columns, beams, solid wall, stairs, HC slabs).





Bytow

## Drutex - warehouse and office

---

Construction contains warehouse and office building.

Total floor area - almost 12 thous. m<sup>2</sup>. Prefabrication includes delivery and assembly of 1 200 elements (columns, beams, stairs, HC slabs, filgree slabs).



Lublewo

## 7R

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Construction contains warehouse and office facilities - total floor area ca. 27,6 thous. m<sup>2</sup>.

Prefabrication contains 1 520 elements (columns, beams, stairs, HC slabs).





PFR Nieruchomości | Toruń

## Housing project

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Construction contains residential complex of 8 buildings - area 15 665 m<sup>2</sup>.

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



PFR Nieruchomości | Sianów

## Housing project

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Construction contains residential complex of 7 buildings.

Prefabrication contains ca. 3 000 elements (triple-layered walls, massive walls, balconies, filigree slabs).



TTS Development | Lublin

## Housing project

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Construction contains residential complex of 6 buildings - area 12 155 m<sup>2</sup>.

Prefabrication contains ca. 3 033 elements (triple-layered walls, massive walls, balconies, filigree slabs).



MTP | Poznań

## Parking hall project

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The internal area of the parking hall is approx. 18,000 m<sup>2</sup>

Prefabrication contains ca. 2 437 elements (columns, massive walls, HC slabs).



## New key projects

Date	Contractor	Description	*Contract value (%)	Contract currency
March 18, 2022	CTP Invest Poland Ltd	The subject of the contract is comprehensive performance of "under-key" warehouse buildings together with obtaining the final use permit for the warehouse buildings with an acceptable function of light production with social and office rooms on the ground floor, technical rooms, guardhouse, and technical infrastructure and land development in the town of Ilowa	25%	PLN
March 18, 2022	CTP Invest Poland	The subject of the contract is the comprehensive execution of a "sub-key" together with obtaining the final permit for use permit for a warehouse building with an admissible production function with the area of approx. 31 482.81m <sup>2</sup> with social and office premises along with the building guard house, fire pumping station building with a fire water reservoir, trafo station building, and technical infrastructure and land development in the locality of Kobylka	7%	PLN
April 7, 2022	Anton Röhr Ltd Transport International Poznan	The subject of the contract is the implementation of an investment task consisting in the construction of a warehouse building with a social and office part, concierge and infrastructure technical, which will be implemented on the property located in Mosina at Stanisława Lema Street	6%	PLN

\* Contract value compared to revenues for 2021 (in mPLN)

## New key projects cd.

Date	Contractor	Description	*Contract value (%)	Contract currency
June 1, 2022	SK Engineering Co. Ltd. Sp. z o.o. Branch in Poland	The subject of the contract is the execution of the prefabricated structure of the OBL buildings within the framework of the Investment titled Lithium-Ion Battery Separator Factory Phase 3_4.	10%	PLN
July 21, 2022	A. Epstein and Sons International, Inc.	The subject of the contract is the preparation of workshop documentation, production delivery and assembly of elements of reinforced concrete prefabricated structure for the construction of the Newly Weds Foods food processing plant in Kutno.	2%	EUR
July 25, 2022	INVEST-PARK Development	The subject of the contract is the preparation of workshop documentation, production delivery and assembly of elements of reinforced concrete prefabricated structure for the construction of the Newly Weds Foods food processing plant in Kutno.	2%	PLN

\* Contract value compared to revenues for 2021 (in mPLN)

## New key projects cd.

Date	Contractor	Description	*Contract value (%)	Contract currency
August 18, 2022	Wałbrzyską Specjalną Strefą Ekonomiczną "INVEST-PARK" Sp. z o.o.	The subject of the contract is the construction of six warehousing and production halls with social and office space, full land development infrastructure and photovoltaic installation - part V location Brzeg.	2%	PLN
August 26, 2022	MLP Pruszków VI Sp. z o.o.	The subject of the contract is the turnkey construction of a warehouse building numbered D1.1 in axes 1-9/A-P and a three-story social and office building for hall D1.1.	6%	PLN
September 2, 2022	KOM-KBH Enterprise ApS	The subject of the contract is the design, manufacture, delivery, assembly of prefabricated elements within the framework of the investment named Søborg Hovedgade of Denmark	2%	PLN

\* Contract value compared to revenues for 2021 (in mPLN)

# Financial results

## Consolidated Statement of financial position

ASSETS	30.06.2022	30.06.2021	31.12.2021
Non-current assets			
Goodwill	25 239	17 331	25 239
Intangible assets	2 590	2 536	3 067
Property, plant and equipment	391 069	397 625	392 129
Investment properties	25 238	8 027	25 304
Investments in related parties	1 616	185	569
Receivables and loans	751	2 660	1 636
Derivative assets	7 432	0	2 209
Other long-term financial assets	-	-	-
Long-term prepayments	2 648	1 908	2 657
Deferred tax assets	-	24 018	-
Total non-current assets	<b>456 582</b>	<b>454 291</b>	<b>452 810</b>
Current assets			
Inventories	224 410	170 703	176 146
Assets related to construction contracts	214 080	60 381	132 446
Trade and other receivables	326 544	298 034	339 494
Current tax assets	701	3 585	1 997
Loans	-	-	-
Derivative assets	-	688	-
Other short-term financial assets	-	-	-
Short-term prepayments	4 489	3 330	2 797
Cash and cash equivalents	144 110	95 866	114 648
Non-current assets classified as held for sale	-	-	-
Current assets	914 335	632 586	767 529
Total assets	<b>1 370 916</b>	<b>1 086 877</b>	<b>1 220 339</b>



# Financial results

## Consolidated Statement of financial position (cont.)

EQUITY AND LIABILITIES	30.06.2022	30.06.2021	31.12.2021
Equity			
Shareholders' equity attributable to the Shareholders of the Parent Company:			
Share Capital	24 827	24 827	24 827
Own shares (-)	-	-	-
Share premium	25 245	25 245	25 245
Other reserves	5 136	(2 098)	38
Retained earnings	362 060	329 770	330 542
<b>Shareholders' equity attributable to the Shareholders of the Parent Company</b>	<b>413 271</b>	<b>327 672</b>	<b>380 542</b>
Equity attributable to non-controlling interests	31 425	16 960	25 080
<b>Total equity</b>	<b>444 696</b>	<b>394 704</b>	<b>405 622</b>
Liabilities			
Long-term liabilities			
Loans, borrowings and other external sources of financing	135 748	136 674	138 243
Liability under an investment agreement	13 522	13 568	13 522
Leasing	13 999	18 967	16 130
Derivate liabilities	-	-	-
Other liabilities	32 150	22 458	28 129
Deferred tax liabilities	8 781	10 685	12 816
Liabilities and provisions for employee benefits	1 157	1 008	1 162
Other long-term provisions	15	-	15
Long-term accruals	-	-	-
<b>Long-term liabilities</b>	<b>205 372</b>	<b>203 359</b>	<b>210 018</b>
Short-term liabilities			
Liabilities related to contracts for construction services	25 291	25 729	13 689
Liabilities for deliveries and services and other liabilities	507 233	292 051	448 767
Current tax liabilities	8 524	8 211	5 630
Loans, borrowings and other external sources of financing	118 652	75 313	72 051
Leasing	9 123	9 143	9 010
Derivate liabilities	1 471	3 408	2 486
Liabilities and provisions for employee benefits	28 490	25 000	27 860
Other short-term provisions	22 036	25 904	25 177
Short-term accruals	29	37	29
Liabilities related to non-current assets classified as held for sale	-	-	-
<b>Short-term liabilities</b>	<b>720 848</b>	<b>464 796</b>	<b>604 699</b>
<b>Total liabilities</b>	<b>926 220</b>	<b>692 173</b>	<b>814 717</b>
<b>Total equity and liabilities</b>	<b>1 370 916</b>	<b>1 086 877</b>	<b>1 220 339</b>



# Financial results

## Consolidated profit and loss accounts

	01.01.2022 - 30.06.2022	01.01.2021 - 30.06.2021	01.01.2021 - 31.12.2021
Net sales	837 954	639 547	1 504 862
Costs of sales	709 839	543 283	1 310 733
Gross profit (loss) on sales	128 115	96 265	194 129
Selling expenses	54 587	40 413	84 723
Administrative expenses	29 302	24 716	52 657
Other operating revenues	1 461	1 166	4 888
Other operating expenses	3 451	837	3 870
Operating profit (loss)	42 235	31 464	57 767
Financial income	1 265	645	530
Financial costs	8 352	4 992	9 020
Gross profit (loss)	35 149	27 117	49 277
Income tax	7 145	4 963	8 636
Net profit (loss) from continuing operations	28 003	22 155	40 641
<b>Discontinued operations</b>			
Net profit (loss) from discontinued operations	-	-	-
Net profit (loss)	28 003	22 155	40 641
Net profit (loss) attributable:			
- to the Shareholders of the Parent Company	27 619	22 172	40 291
- to non-controlling interests	384	(17)	350

# Financial results

## Consolidated cash flow statement

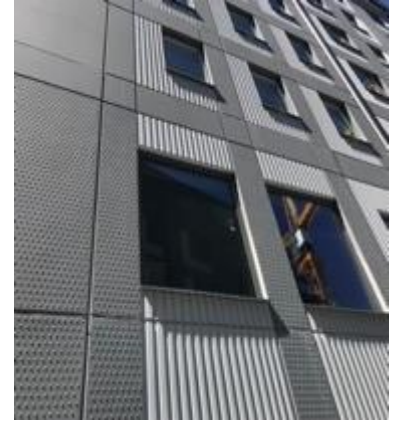
Cash-flow from operating activities	01.01.2022 - 30.06.2022	01.01.2021 - 30.06.2021	01.01.2021 - 31.12.2021
Net profit (loss) before tax	35 149	27 117	49 277
Adjustments for:			
Depreciation and impairment allowances of property, land and equipment	13 616	13 208	26 724
Change in fair value of investment properties	-	-	-
Change in fair value of financial assets (liabilities) measured by the profit and loss account	98	943	545
Cash flow hedging instruments transferred from capital	(1 088)	(1 692)	596
Impairment losses on Financial assets	-	-	-
Profit (loss) on disposal of non-financial non-current assets	9	2 385	410
Profit (loss) on the sale of financial assets (other than derivatives)	-	-	-
Foreign exchange gains (losses)	538	(483)	54
Interest costs	8 238	2 975	7 133
Interest and dividend income	-	-	-
Share-based arrangement payment (incentive programs)	-	-	-
Share in profits (losses) of associates	-	-	-
Gain on a bargain purchase of related party	-	-	-
Other adjustments	10	3 281	2 961
Adjustments in total	21 421	20 618	38 424
Changes in inventories	(48 264)	(77 298)	(53 817)
Changes in receivables	13 463	(73 241)	(108 594)
Changes in liabilities	63 110	105 335	257 767
Changes in provisions and accruals	(4 824)	4 466	1 125
Changes in retentions for construction contracts	(70 032)	(23 157)	(123 088)
Change in cash on the trust accounts*	-	-	-
Changes in working capital	(46 547)	(63 895)	(26 608)
Settlement of derivate instruments	-	-	-
Interest paid from operating activities	(33)	(10)	(39)
Income tax paid	(7 588)	(6 708)	(9 321)
Net cash generated from/used in operating activities	2 401	(22 878)	51 733

# Financial results

## Consolidated cash flow statement (cont.)

<b>Cash flow from investing activities</b>	<b>01.01.2022 - 30.06.2022</b>	<b>01.01.2021 - 30.06.2021</b>	<b>01.01.2021 - 31.12.2021</b>
Purchase of intangible assets	(719)	(361)	(2 079)
Sale of intangible assets	-	-	-
Purchase of property, plant and equipment	(7 248)	(9 967)	(17 518)
Sale of property, plant and equipment	98	175	229
Purchase of investment properties	(113)	(1 240)	(25 442)
Sale of investment properties	-	-	-
Purchase of related entities shares	-	-	-
Purchase of related entities shares	-	-	-
Loans repaid	-	-	-
Loans granted	-	-	-
Purchase of other financial assets	(1 052)	3 609	(405)
Sale of other financial assets	-	-	-
Government subsidies granted	-	-	-
Interest received	-	37	-
Dividends received	-	-	-
<b>Net cash generated from/used in investing activities</b>	<b>(9 034)</b>	<b>(7 746)</b>	<b>(45 214)</b>
<b>Cash flow from financing activities</b>			
Net proceeds from issue of shares	6 050	424	6 049
Acquisition of own shares	-	-	-
Transactions with non-controlling entities without losing control	-	-	-
Proceeds from issue of debt securities	-	40 000	40 000
Repurchase of debt securities	(20 000)	-	-
Proceeds from loans and borrowings received	77 736	8 409	20 517
Repayments of loans and borrowings	(14 568)	(17 353)	(33 881)
Repayments of liabilities under finance lease agreements	(5 255)	(6 858)	(12 219)
Interest paid	(7 869)	(2 947)	(6 955)
Dividend paid	-	-	(10 179)
<b>Net cash generated from/used in financing activities</b>	<b>36 095</b>	<b>21 674</b>	<b>3 332</b>
<b>Net change in cash and cash equivalents</b>	<b>29 461</b>	<b>(8 950)</b>	<b>9 851</b>
Cash and cash equivalents at the beginning of the period	114 648	104 816	104 797
Increase due to the acquisition of a business unit	-	-	-
<b>Cash and cash equivalents at the end of the period</b>	<b>144 110</b>	<b>95 866</b>	<b>114 648</b>

≡ Pekabex



THANK YOU

