



## Investor Presentation

Poznan, November 2023







# 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 3Q23

Solid fundamentals create basis for dynamic development

**No.1**

Leading Polish  
manufacturer



**2 473**

Number of employees<sup>1</sup>



**160 263 m<sup>3</sup>**

prefabricated  
elements produced



**PLN 1 020 m**

Value of backlog as  
of 30.09.2023<sup>2</sup>



**PLN 1 183 m**

Revenues



**PLN 112 m**

EBITDA<sup>3</sup>



**PLN 61 m**

Net profit



**PLN 190 m**

Net debt<sup>4</sup>



**PLN 127 m**

Cash and cash equivalents



**PLN 453 m**

Net working capital<sup>5</sup>

1) Including cooperating employees, according to the average employment as for 3Q 2023

2) Concerns prefabrication contracts, construction services and production services

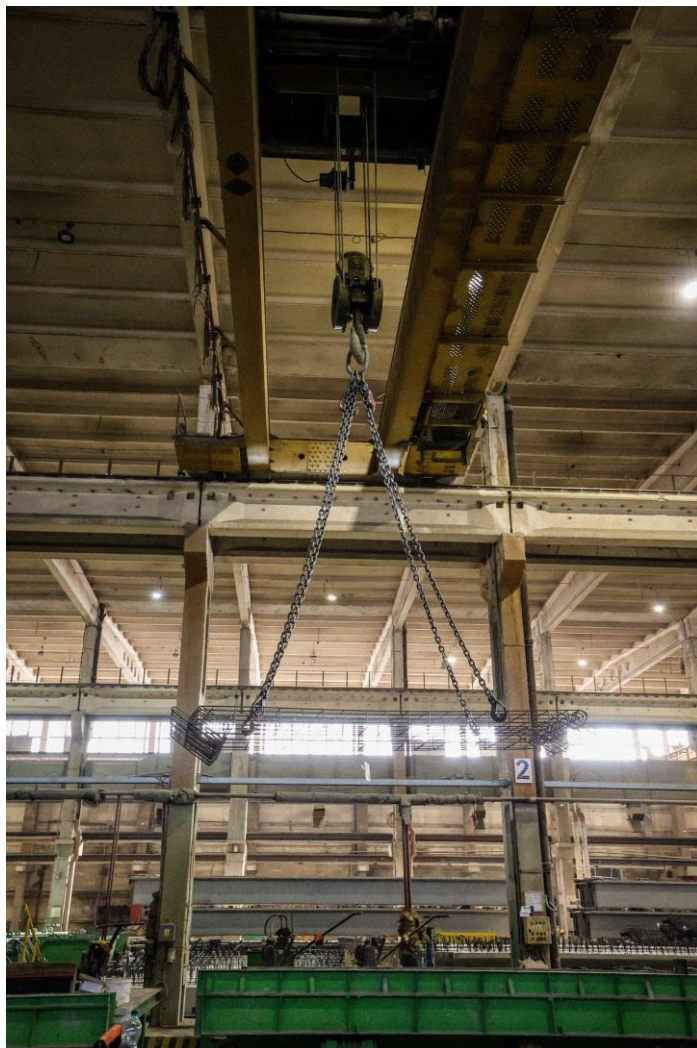
3) EBITDA - operating profit plus depreciation and amortization

4) Net debt is the difference between financial liabilities (loans, borrowings and other external sources of financing, financial leasing, without liabilities resulting from investment agreement with PFR) and cash and cash equivalents.

5) Net working capital - sum of receivables, inventory and cash and cash equivalents minus current liabilities

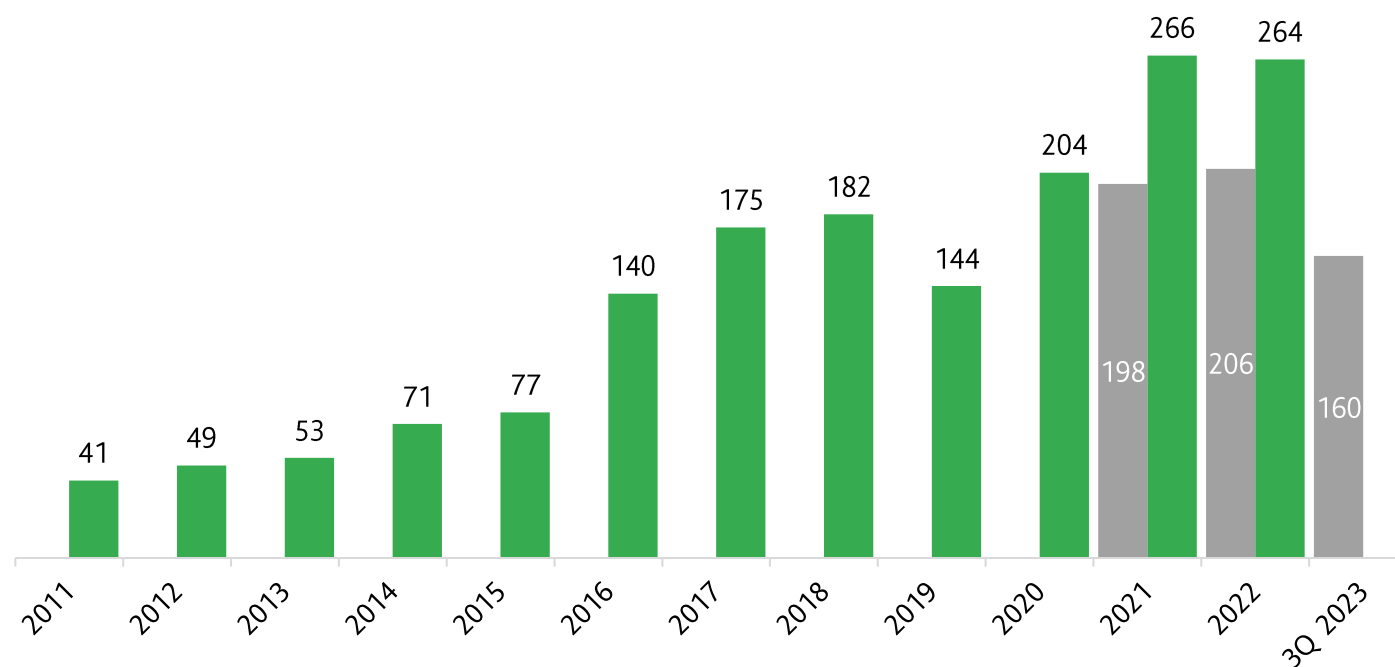
# Prefabrication production

## Strong core bussiness



- › In three quarters of 2023, the volume of prefabrication production reached 160.263 m<sup>3</sup>; in the prior period of 2022 production amounted to 205.723 m<sup>3</sup> and in three quarters of 2021 amounted to 197.770 m<sup>3</sup>.

Volume of production in 2011-3Q 2023\* ('000 m<sup>3</sup>)



\*Additionally, production presented with prior periods of 3Q 2021 and 3Q 2022



# Backlog\*

## Strong, well-diversified backlog

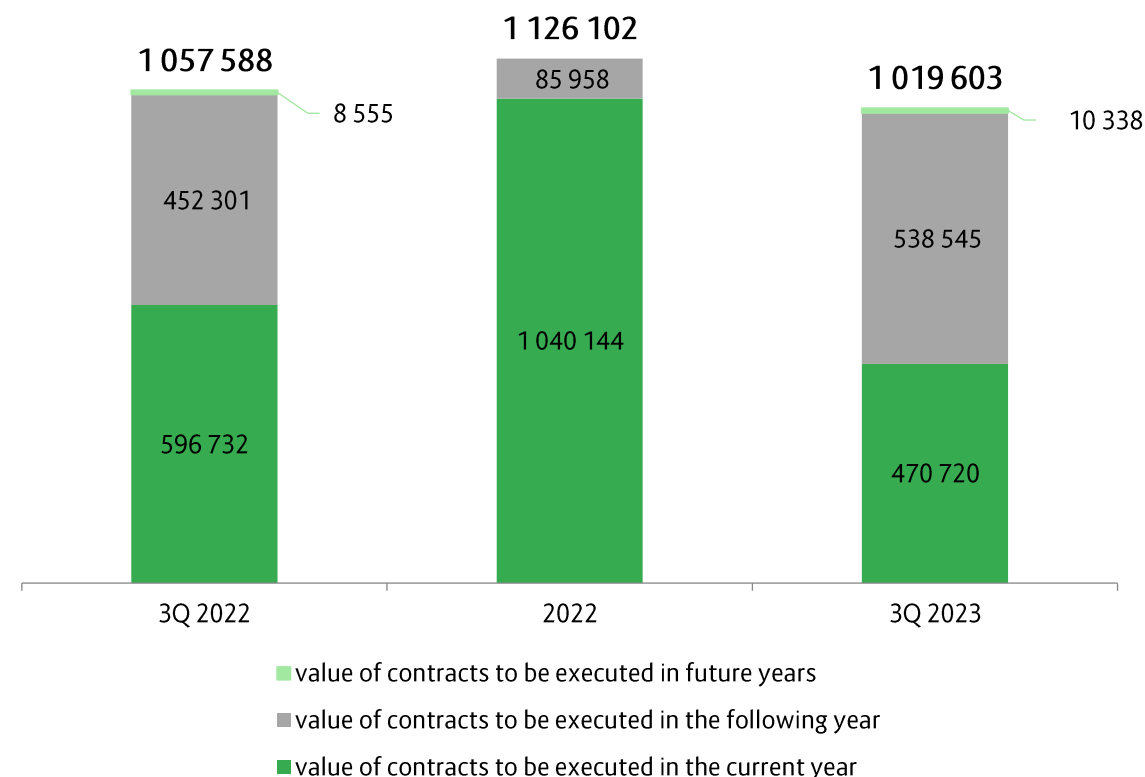
- › Pekabex Group systematically builds significant and well-diversified backlog, which will fill the production in following years. It contains aggregated value of signed contracts, which are/will be executed and recognized in sales revenues after the balance sheet date.
- › The value of signed contracts as of September 30, 2023, amounted to PLN 1,019,603 thousand, including for implementation in 2023: PLN 470,720 thousand and for implementation in the following year and future years PLN 470,720 thousand.
- › Pekabex Group's backlog as of September 30, 2023, remained at a similar level to that as of September 30, 2022. However, the share of orders for the following year and beyond is higher at 53.8 %, where it was 43.6 % in the same period last year.
- › Backlog includes planned\*\* and estimated\*\*\* revenues from the Casa Baia Apartments on Hel and the Ja\_Sielska III estate, with a total value of PLN 103,962 thousand, including PLN 50,262 thousand to be realized in 2023 and PLN 53,700 thousand to be realized in 2024.
- › The values of backlog for individual periods/years result from the schedules indicated in the contracts and the assumption of their timely implementation.

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

\*\* Planned revenues - based on signed development agreements

\*\*\* Revenue estimated - based on Group budget assumptions

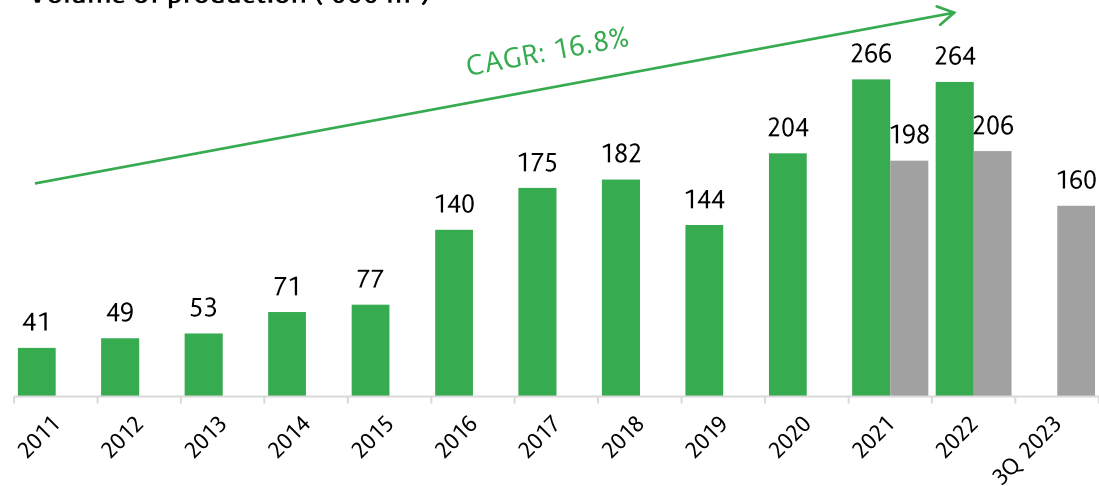
Backlog (thous. PLN)



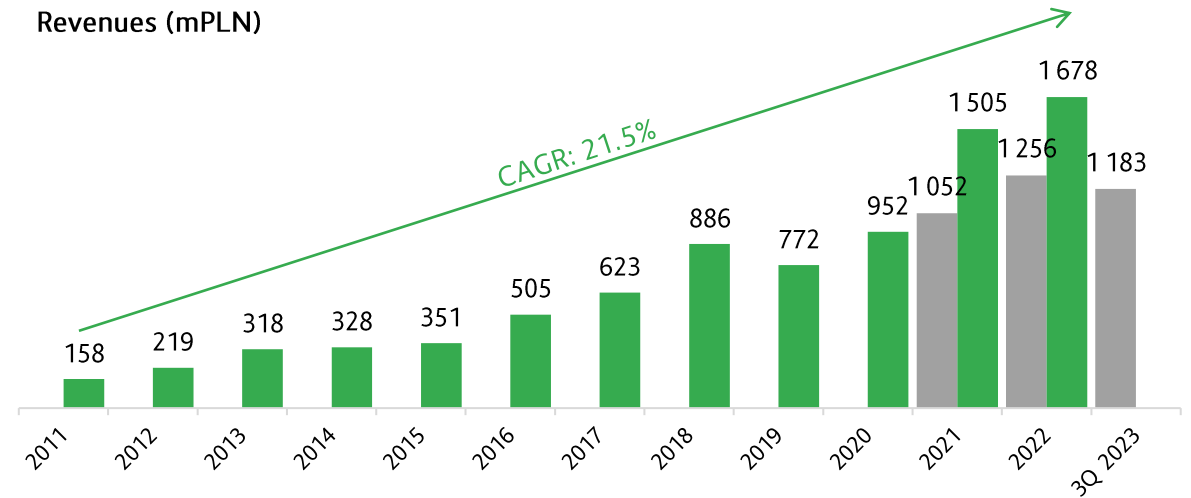
# Strong Balance Sheet & Financial Stability

Steady and continuous growth

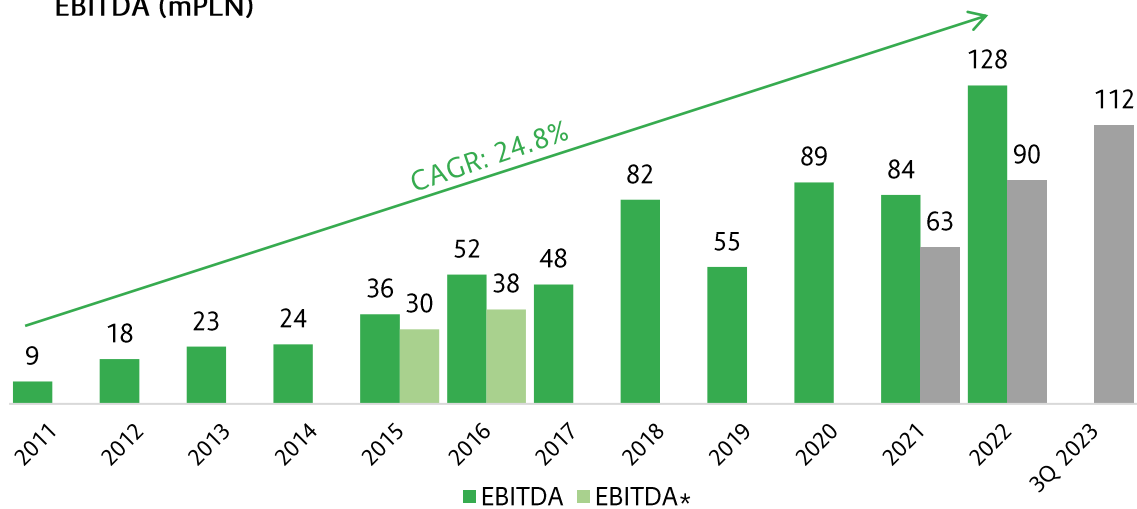
Volume of production ('000 m³)



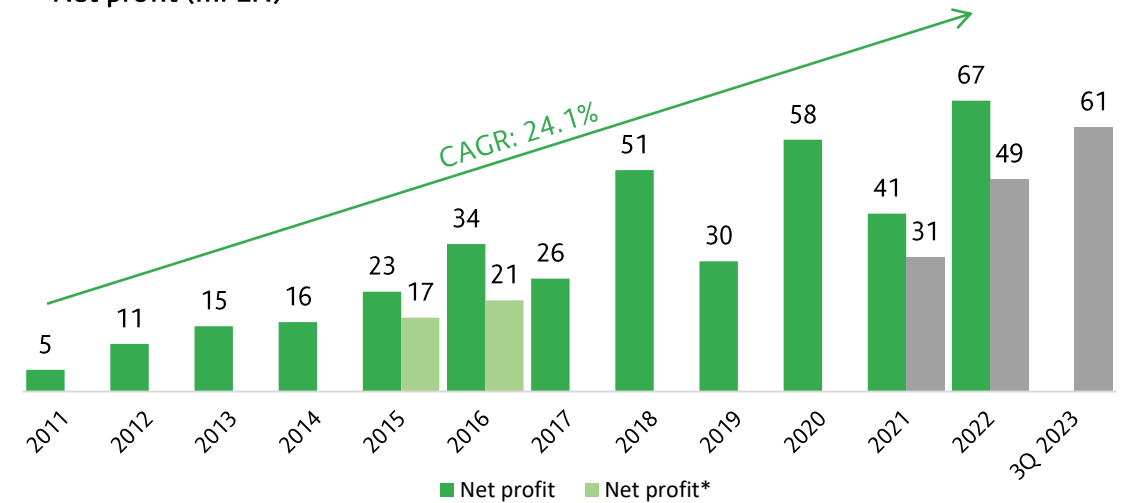
Revenues (mPLN)



EBITDA (mPLN)



Net profit (mPLN)



CAGR is calculated to annual values

3Q 2023 values presented in comparison with prior periods of 3Q 2022 and 3Q 2021

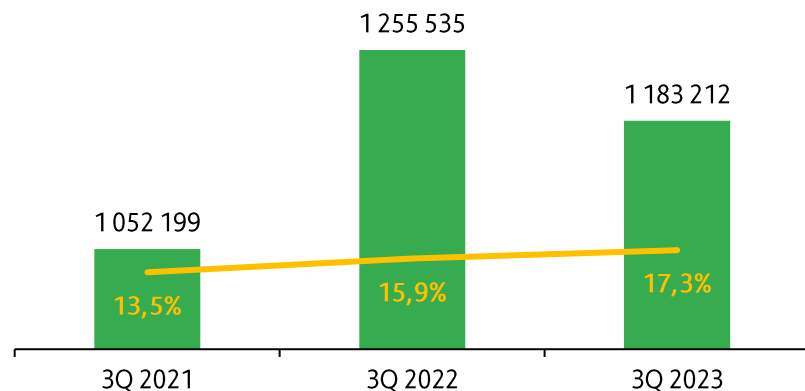
\*adjusted for a gain from a bargain purchase



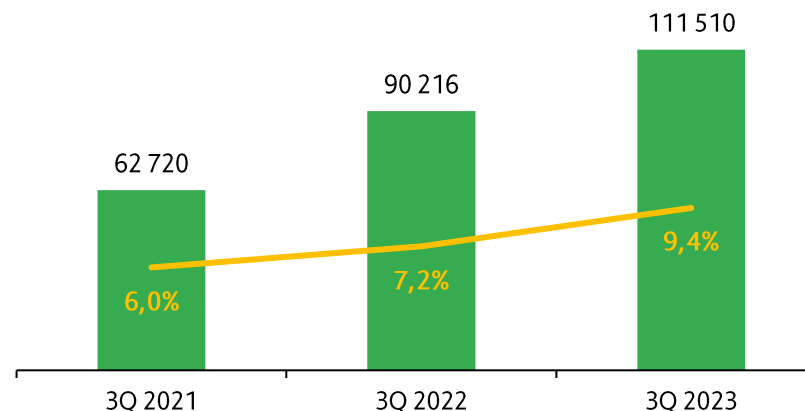
# Strong Balance Sheet & Financial Stability

## Revenue growth and stable margins

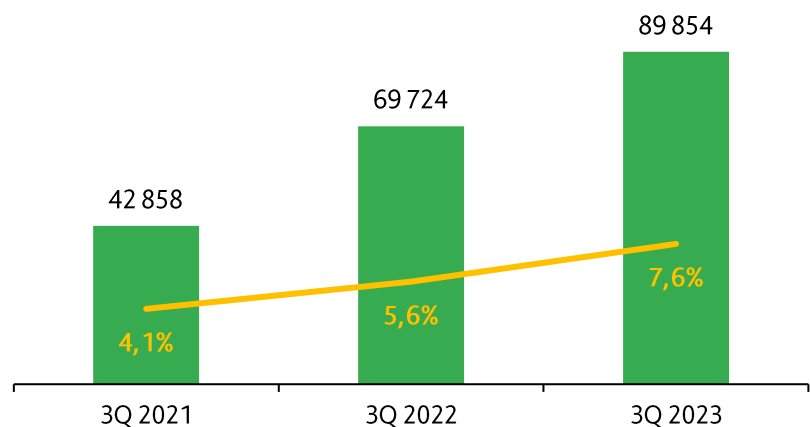
Revenues (thous. PLN), gross margin



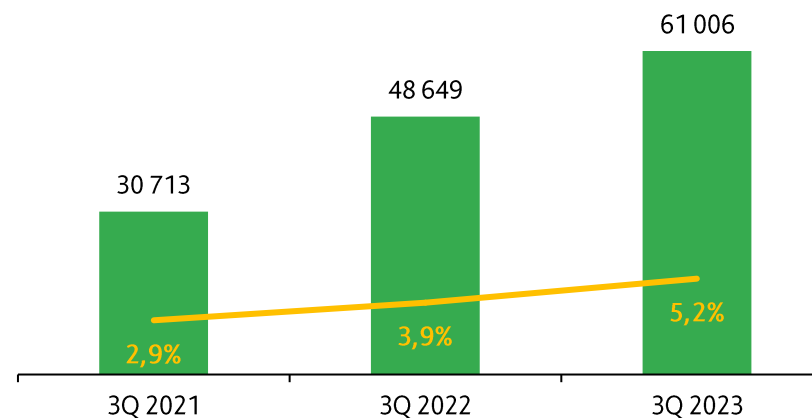
EBITDA (thous. PLN), EBITDA margin<sup>1</sup>



EBIT (thous. PLN), EBIT margin<sup>2</sup>



Net Income (thous. PLN), net margin<sup>3</sup>



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

2) EBIT margin calculated as EBIT divided by total revenue

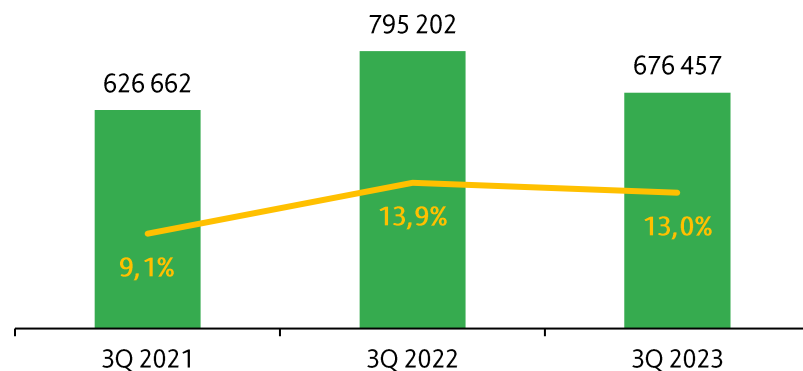
3) Net Margin calculated as net income divided by total revenue

- › EBITDA result for three quarters of 2023 amounted to PLN 111,510 thousand and was higher by PLN 21,294 thousand (23.6%) than EBITDA result for three quarters of 2022.
- › Revenue from sales in three quarters of 2023 was lower by PLN 72,323 thous., i.e. by 5.7%, than the revenue achieved in three quarters 2022, and at the same time higher by PLN 131,013 thous., i.e. by 12.5%, as compared to three quarters of 2021.
- › The decrease in revenue was recorded in prefabrication segment, which is mainly related to economic uncertainty in the market and investors holding back on investments.
- › The result for three quarters of 2023 is nominally the highest result achieved in three quarters of the corresponding periods.

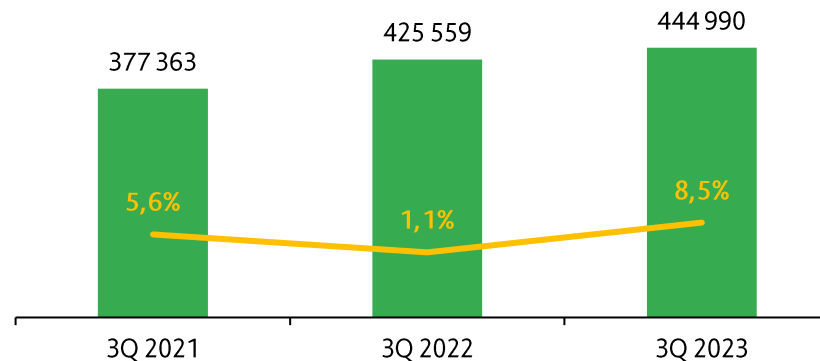
# Selected Financial Data by Segments

The most important segments' margins\*

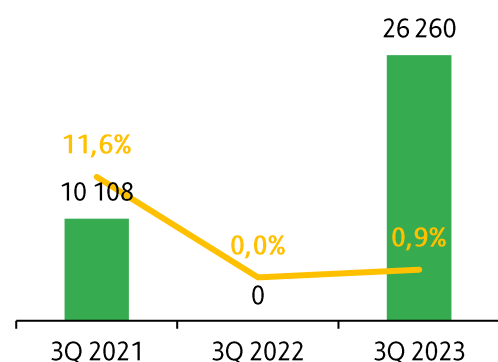
**Prefabrication contracts\*** - segment revenue (thous. PLN) and margin



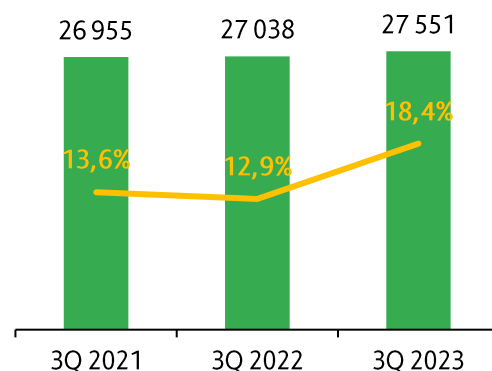
**Construction services\*** - segment revenue (thous. PLN) and margin



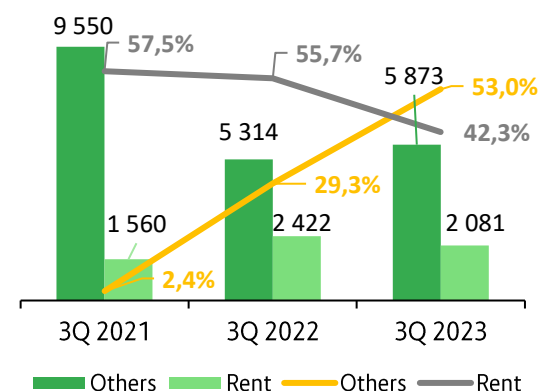
**Development\*\*** - segment revenue (thous. PLN) and margin



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



**Others and rent\*** - segments revenue (thous. PLN) and operation margin



- › Prefabrication contracts is the leading segment and it generates the largest part of Group's revenue. There is a strong tendency to increase share of construction services in Group's revenue. Prefabrication and construction services segments account for almost 95% of revenue generated by the Group.
- › Revenue in three quarters of 2023 from the prefabrication segment decreased by 15% compared to three quarters of 2022. Operating profitability remains on steady level.
- › Revenue in the construction services segment increased by 5% compared to three quarters of 2022. Operating reached 8.5% with a noticeable growth trend.
- › The value of General Contracting contracts accounted for over 50% of the Group's total sales.

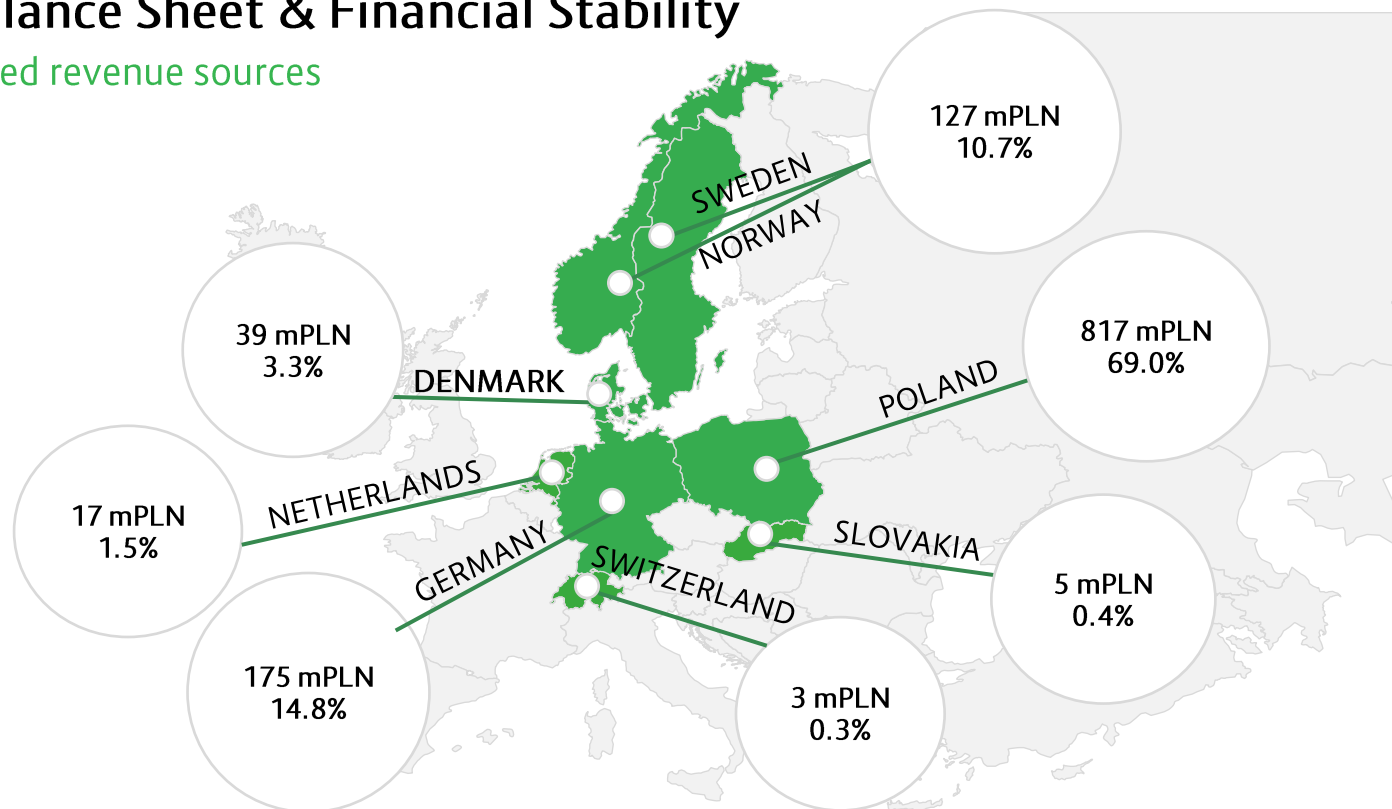
\* Segment margin is calculated as segment profit divided by segment revenue

\*\* Due to the specific of the development segment, the results of the segment cannot be considered on an annual basis but on a project basis

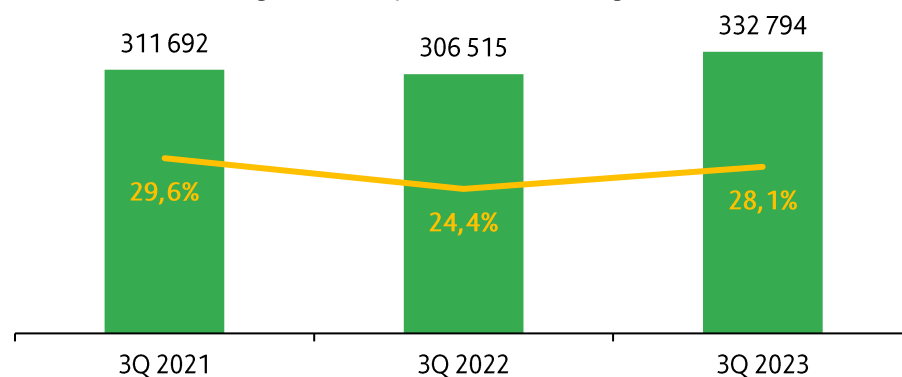


# Strong Balance Sheet & Financial Stability

Well diversified revenue sources



Foreign sales of prefabrication segment (in mPLN)\*

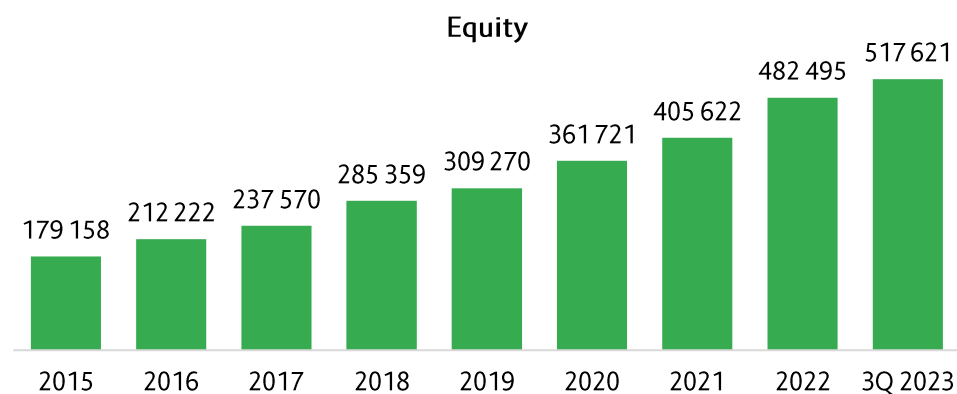
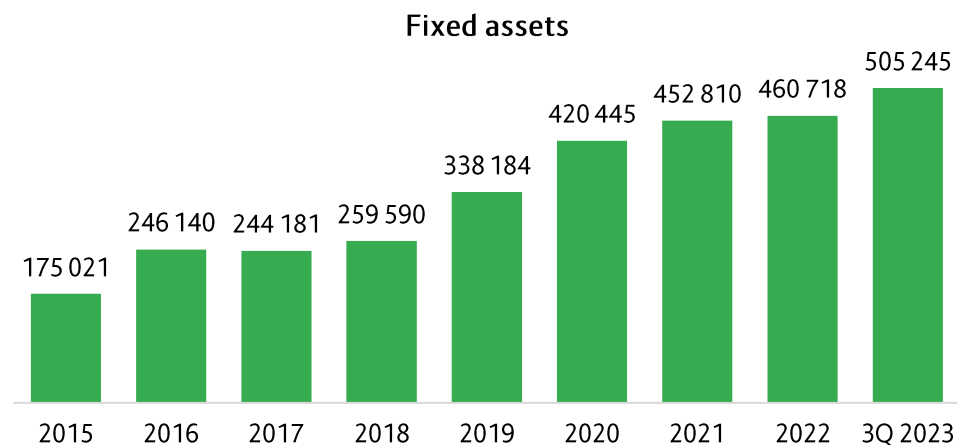


- › The share of foreign sales after three quarters of 2023 reached a record level - 31.0% of the Group's total revenues.
- › The most important foreign markets in terms of revenue is Germany and Scandinavian markets (respectively responsible for 14.8% and 14.0% share). In Germany prefabrication contracts are realized from Poland and as in acquired G+M Group.

\*Foreign sales does not include production services (Drezno branch)  
Additionally, foreign sales is presented with prior periods of 3Q 2021 and 3Q 2022

# Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage



<i>In thous. PLN</i>	30.09.2023	31.12.2022	Change %
<b>Fixed assets</b>	<b>505 245</b>	<b>460 718</b>	<b>9.66%</b>
<b>Current assets, including:</b>	<b>991 458</b>	<b>864 192</b>	<b>14.73%</b>
Inventories	285 982	265 907	7.55%
Assets from construction contracts valuation	120 775	113 668	6.25%
Trade and other receivables	448 382	354 458	26.50%
Cash and cash equivalents	127 397	119 496	6.61%
<b>Equity</b>	<b>517 621</b>	<b>482 495</b>	<b>7.28%</b>
<b>Long-term liabilities, including:</b>	<b>195 826</b>	<b>200 604</b>	<b>-2.38%</b>
Long-term financial liabilities*	143 559	154 774	-7.25%
<b>Short-term liabilities, including:</b>	<b>783 256</b>	<b>641 811</b>	<b>22.04%</b>
Current financial liabilities*	186 294	66 418	180.49%
Liabilities from construction contracts valuation	64 406	42 951	49.95%
Trade and other payables	464 927	470 452	-1.17%
<b>Total equity and liabilities</b>	<b>1 496 703</b>	<b>1 324 910</b>	<b>12.97%</b>
Net debt	189 745	87 909	115.84%
Net debt/EBITDA**	1,27	0,69	-

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

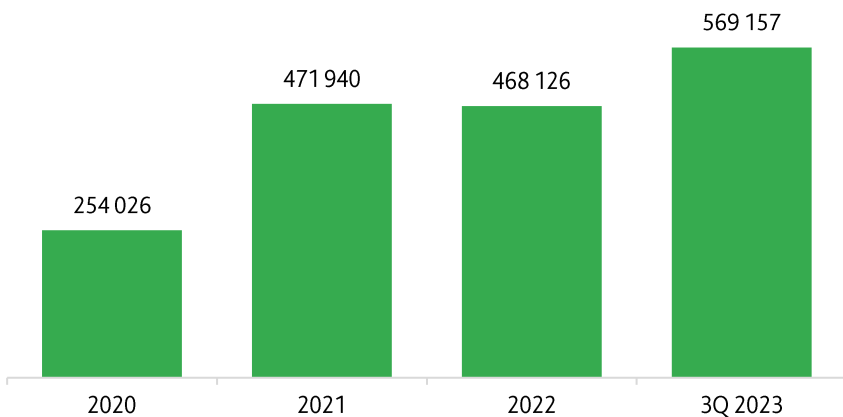
\*\*EBITDA - is calculated without purchase option to PFR and negative forward contracts valuation and is based on the Group last 12 months EBITDA (LTM EBITDA)



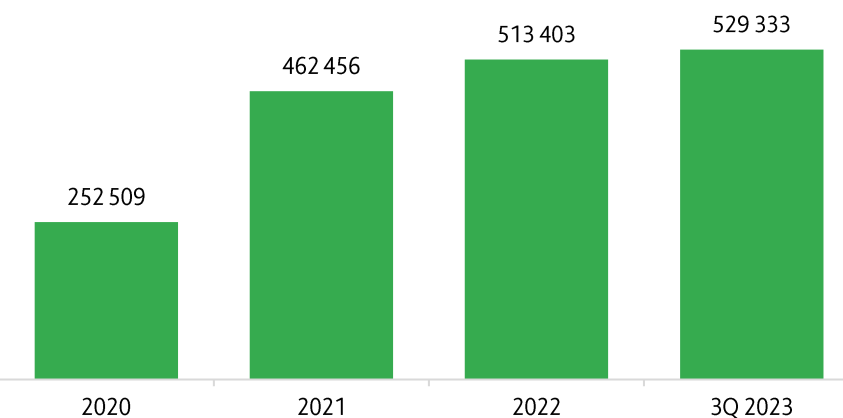
# Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

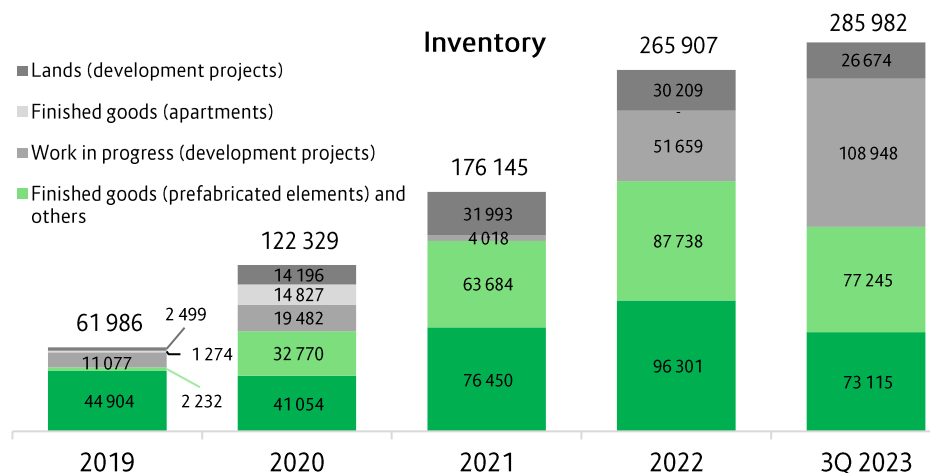
Trade receivables



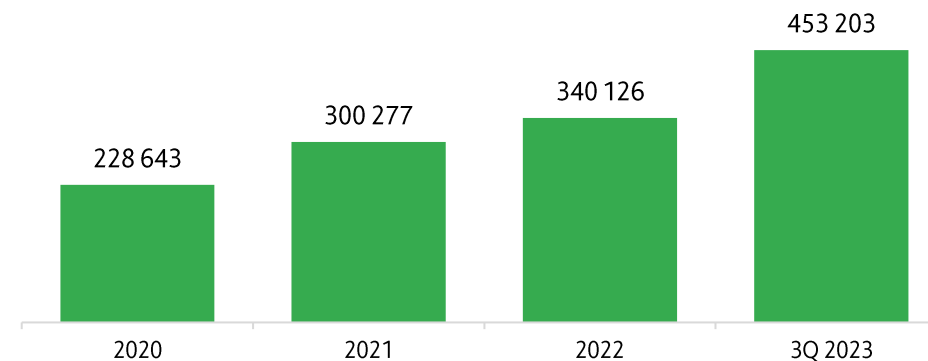
Trade liabilities



Inventory



Working capital\*



## Working capital

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

## Inventory

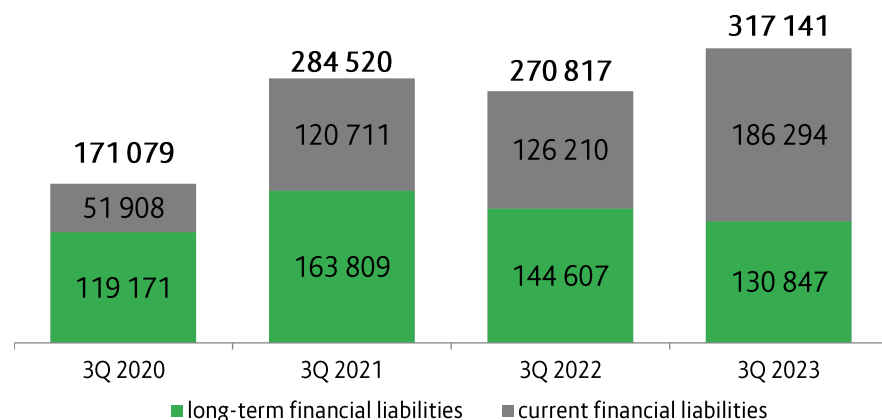
- › Increase caused mainly by increase in development investments.
- › Inventory transferred into contract valuation as of September 30, accounted for 29,5 mPLN and for 38,2 mPLN as of December 31, 2022.

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

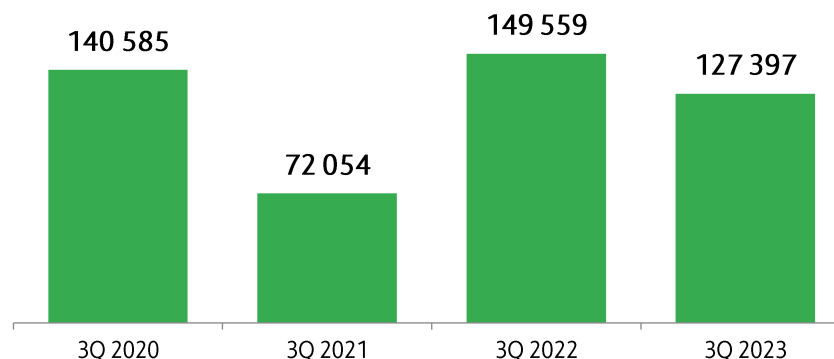
# Strong Balance Sheet & Financial Stability

Stable and safe level of financial leverage

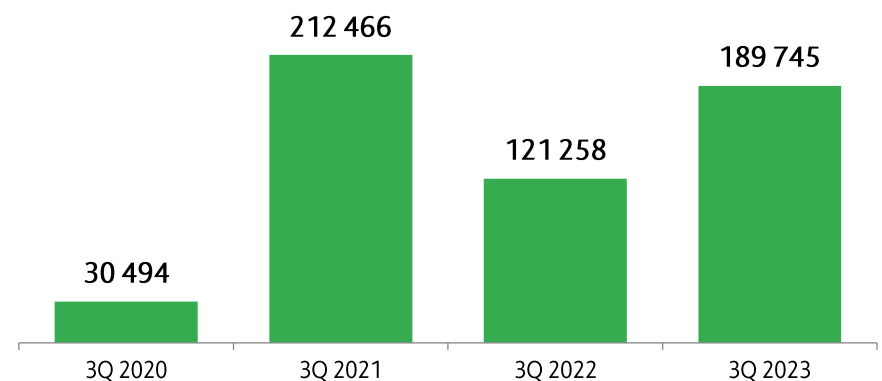
Long term and current financial liabilities\*



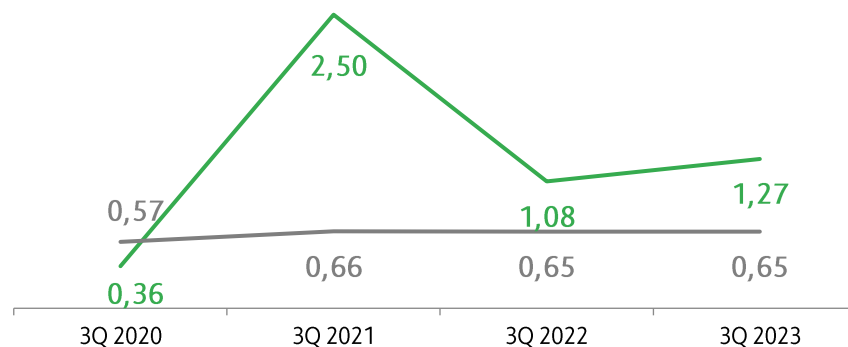
Cash and cash equivalents



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, without purchase option of FTO shares) and cash and cash equivalents.

› Net Debt to EBITDA ratio remains at a lower level as a result of achieved profit.

\*loans, borrowings and other external sources of financing, financial leasing (without purchase option of FTO shares)

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

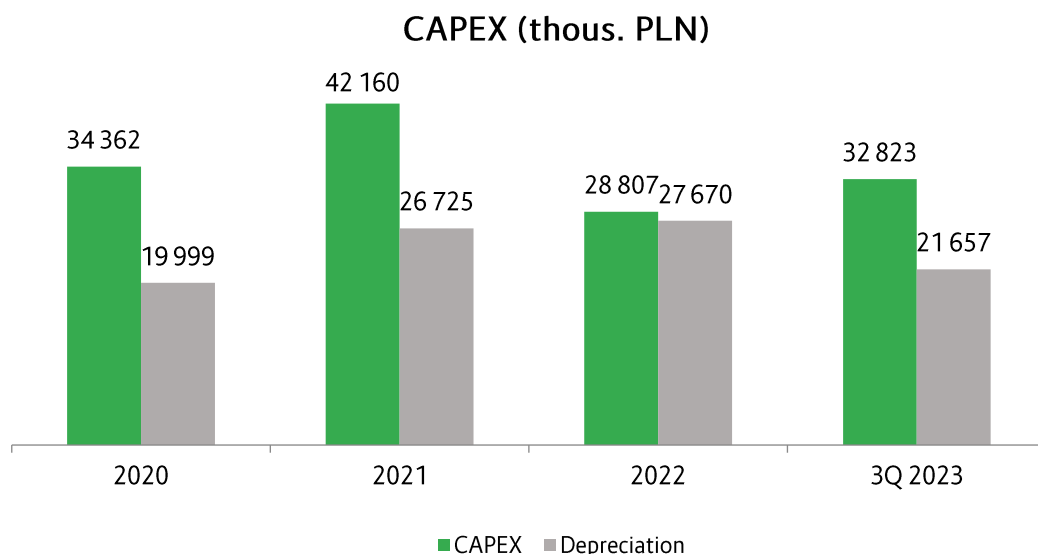


# Strong Balance Sheet & Financial Stability

CAPEX to expand growth potential

## CAPEX policy:

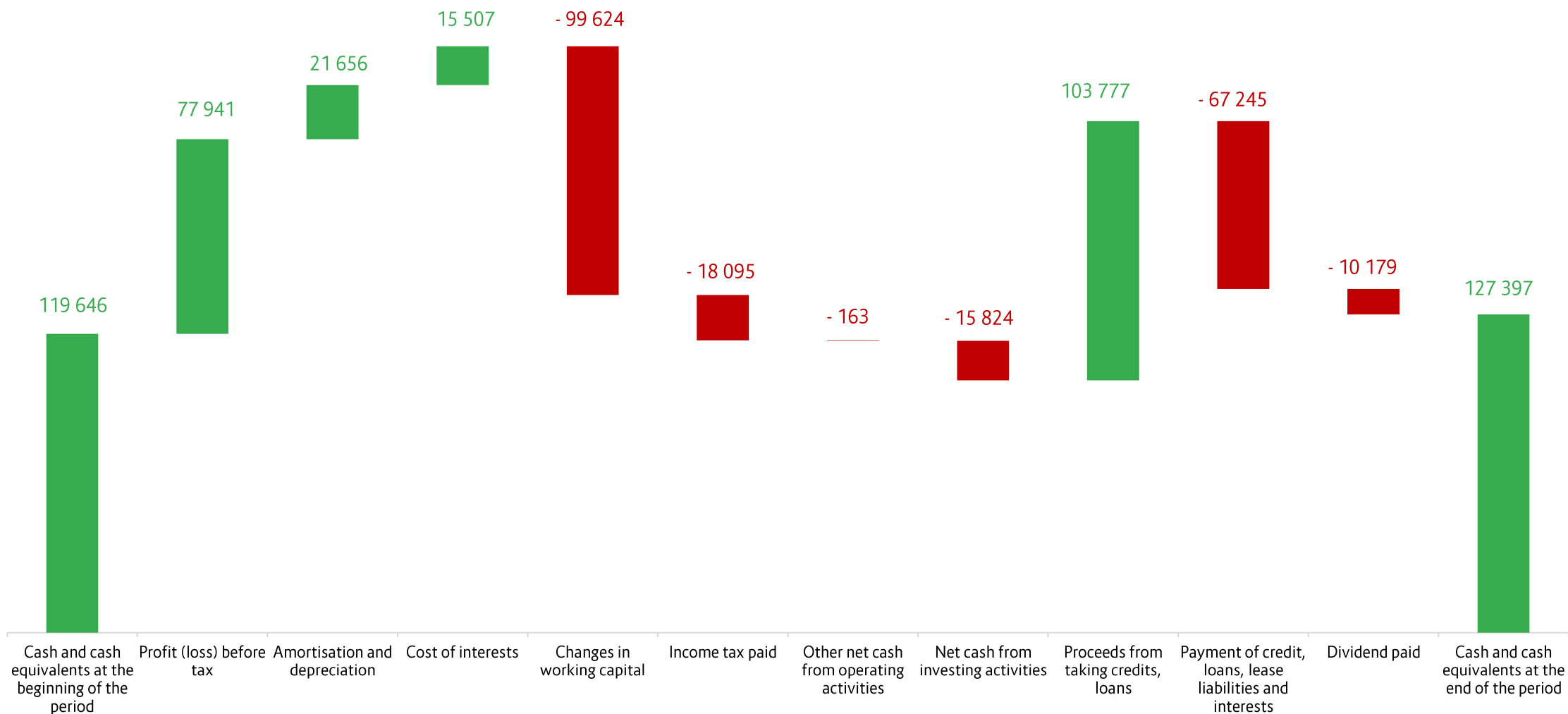
- Investments that are related to automation and computerization
- Improving production capacity and efficiency (new investments with the required rate of return of 20% - target: 30%)
- Improving the quality of products
- Improving health and safety at work
- Ensuring the operational business security



CAPEX breakdown	2017	2018	2019	2020	2021	2022	3Q 2023
Land	0	5 946	76	2 953	52	1 914	0
Buildings	1 967	7 222	5 126	44 431	9 570	8 219	1 558
Machinery and equipment	4 035	5 340	9 851	52 395	11 334	12 306	14 331
Vehicles	1 815	3 875	6 389	5 217	8 209	5 087	7 356
Other fixed assets	982	2 883	2 281	1 604	1 261	2 373	968
Fixed assets under construction	2 343	1 115	71 272	-74 202	9 655	-5 719	7 778
Software and other intangible assets	359	1 672	826	2 133	1 718	3 410*	732
Intangible assets under constructions	40	623	-405	-169	361	1 217	100
<b>Total CAPEX</b>	<b>11 541</b>	<b>28 676</b>	<b>95 416</b>	<b>34 362</b>	<b>42 160</b>	<b>28 807</b>	<b>32 823</b>
<b>Depreciation</b>	<b>12 543</b>	<b>13 779</b>	<b>16 052</b>	<b>19 999</b>	<b>26 725</b>	<b>27 670</b>	<b>21 657</b>

\*Includes increase by purchasing shares in the company

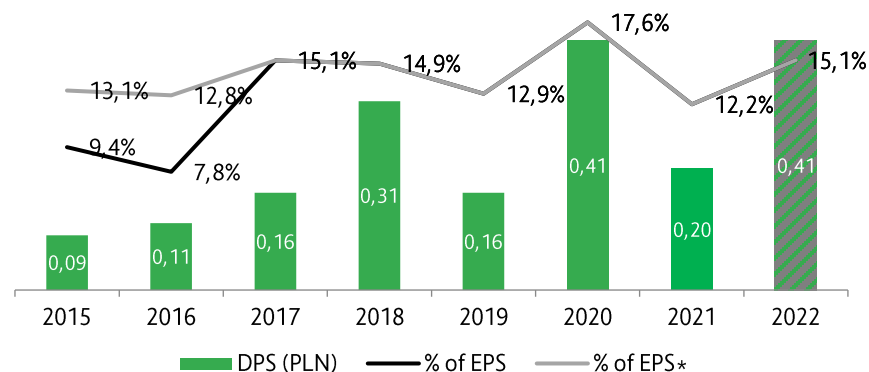
# Pekabex cash flow (thous. PLN)



# Strong balance sheet & financial stability

## Stock market and ratios

### Dividends

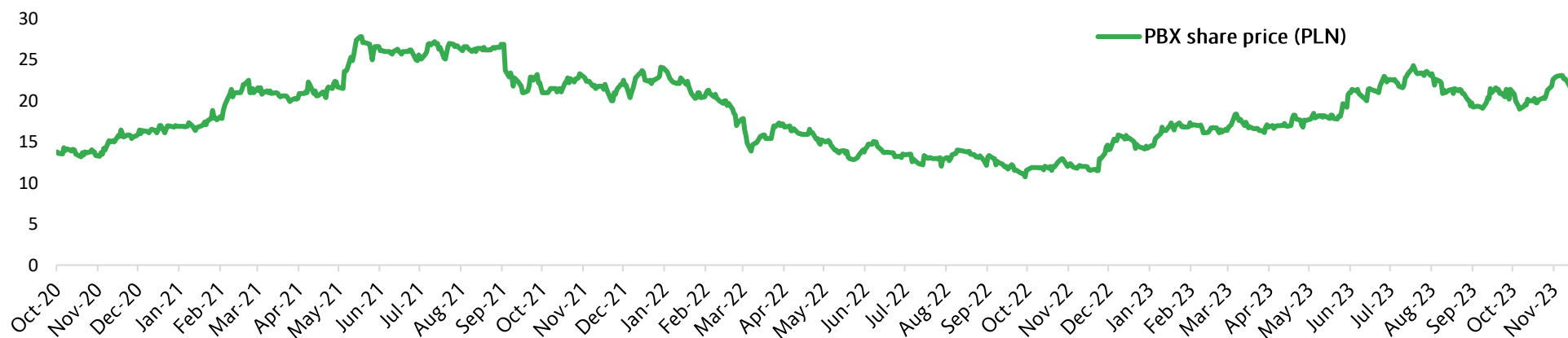


- Dividend payout corresponds to the generated profit and the Group's financial situation and capital needs

Financial year	2015	2016	2017	2018	2019	2020	2021	2022
Dividend date	2016	2017	2018	2019	2020	2021	2022	2023
Dividend per share (PLN)	0.09	0.11	0.16	0.31	0.16	0.41	0.20	0.41
Total amount of dividend (thous. PLN)	2,179	2,663	3,899	7,62	3 933	10 179	4 965	10 179
Net profit (thous. PLN)*	23 193	34 309	25 836	51,209	30 496	57 900	40 641	67 255
% of net profit*	9.4%	7.8%	15.1%	14.9%	12.9%	17.6%	12.2%	15.1%
Net profit (thous. PLN)	16 621	20 798	25 836	51 209	30 496	57 900	40 641	67 255
% of net profit	13.1%	12.8%	15.1%	14.9%	12.9%	17.6%	12.2%	15.1%

- 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.

PEKABEX	
Share price (PLN)	22,8
Shares out	24 826 512
P/E	6,7
P/BV	1,09
mCap (PLN)	517,6



As of 23rd November 2023

\*including profit on bargain purchase

# 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

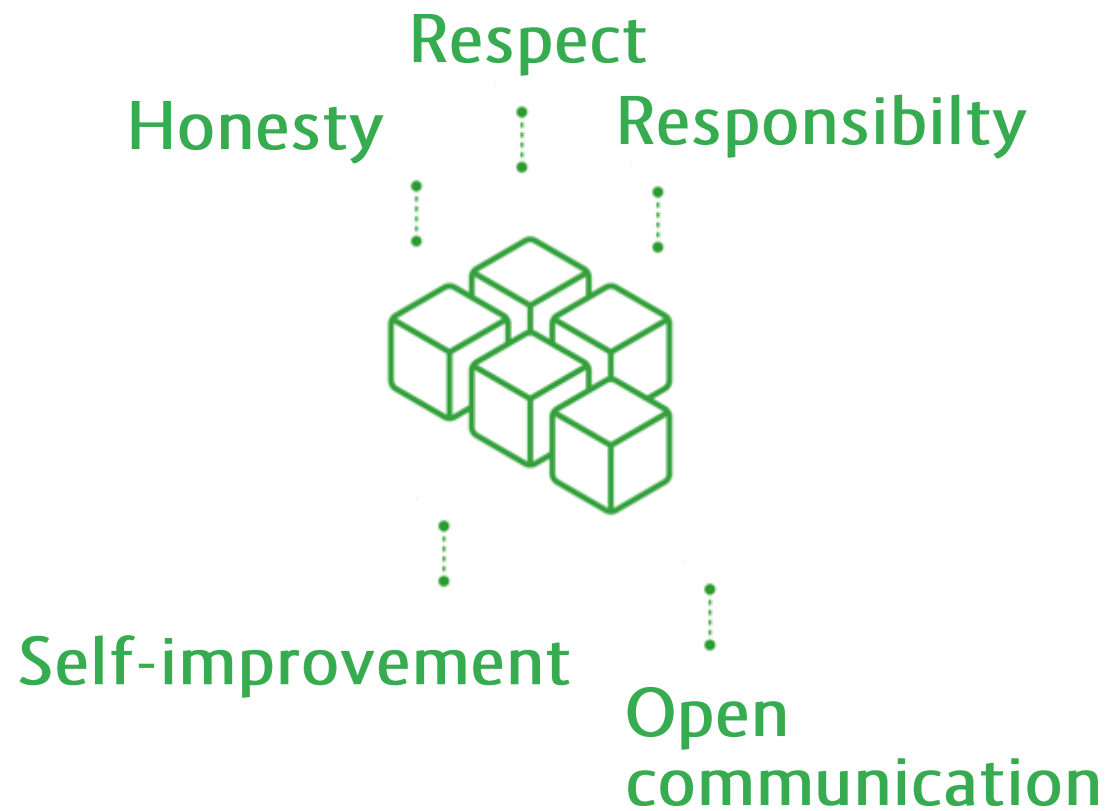
### Growth and diversification of sales

### Forward integration into the supply chain

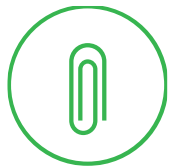
### Increase in profitability of contracts

### Optimisation of the fixed cost base





 **Pekabex®**



Appendix





## Selected Development projects in 3Q 2023





Hafciarska St. | Warsaw

## Development project Casa Fiore

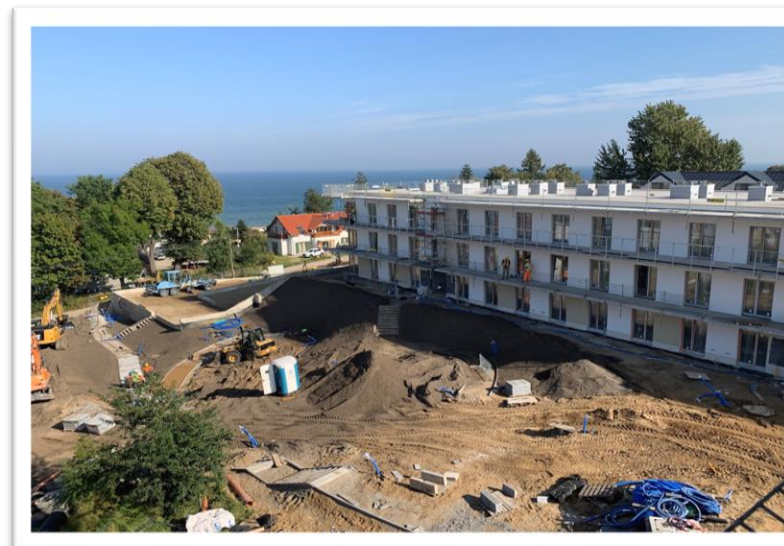


The development project includes 40 independent 2- and 3-story apartments ranging from 59 to 94 sq.m, each with its own garden (a total of more than 3,000 m<sup>2</sup> of usable living space will be created). At the end of 2022, all finishing work was completed and in early January 2023 an occupancy permit was obtained. In mid-February 2023 the signing of agreements transferring ownership of the ownership of the premises. Sales of apartments in the 3Q of 2023 were included in the revenue of the development segment.

By the end of September 2023, sales of apartments have been completed.

Mechelinki | Gdynia

## Development project Mechelinki



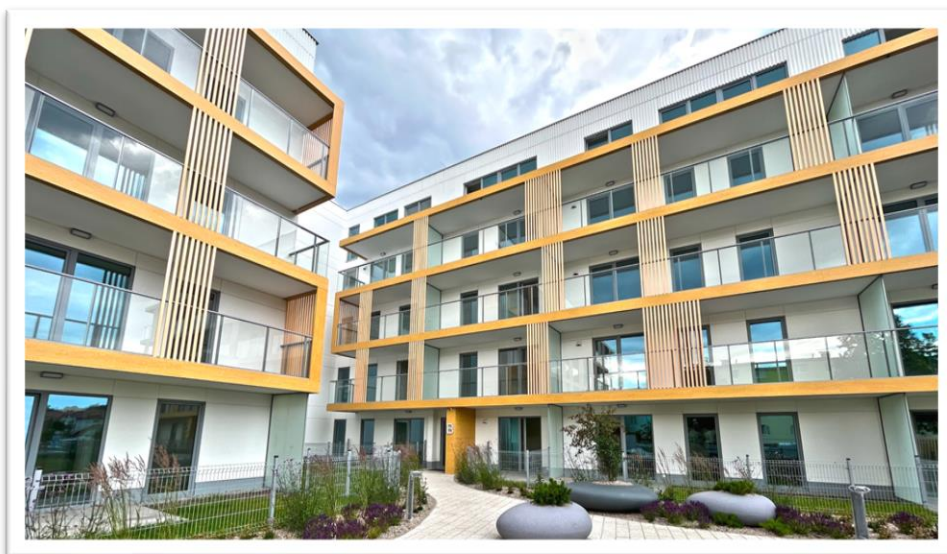
The investment in Mechelinki consists in the construction of a Origin health complex consisting of holiday apartments (106 apartments with a total area of area of 3,620 sq. m), units for active seniors (58 units with a total area of 1,925 sq. m), and a rehabilitation center ReVital Rehabilitation Center (with 63 rooms and full health-promoting infrastructure, rehabilitation and revitalization)

In mid-October 2022, construction work began and finishing work is currently underway in Building A and B as well as work on the outdoor areas. The open shell of Building C has been completed. The planned completion date for buildings A and B is late 2023 and early 2024, and buildings C and D is August 2024. At the end of September 2023, reserved or sold were 85 percent of Origin Apartments and 28 percent of ReVital Apartments..



Zeromskiego St. | Hel

## Development project Casa Baia



The development project includes a modern building with 68 holiday apartments and 1 unit of commercial. The usable area of the investment will amount to about 3 100 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 square meters of offered apartments range from 25 to 93. Buildings were completed in August 2023, while the planned date for obtaining a permit of use is set for the fourth quarter of 2023. Pre-sales of apartments began in Q1 2022, and at the end of September 2023, about 43 percent of the units were sold or reserved.

Katedralna St. | Częstochowa

## Development project Osiedle Neonowe



The investment at Katedralna Street in Częstochowa consists of the construction of two multi-family buildings with premises services on the first floor and an underground garage. Project will be subject to BREEAM certification and will apply for the Barrier-Free Facility certificate from the Integration Foundation. Completion of the first phase of the project is scheduled for the second quarter of 2024. At the end of the 1H of 2022, sales of apartments and commercial units began; at the end of September 2023, 31 percent of the units were sold or reserved.

Jasielska St. | Poznań

## Development project Ja\_Sielska



Phase 3 is currently under construction, in which will 124 units of 6,500 m.sq. will be built, in 3 buildings. A garage hall has been designed under the site destined for the parking of nearly 200 vehicles, adapted to serve electric-powered cars. In the common spaces areas are planned spaces for neighborhood gathering and playground for children. The project plans includes intensive landscaping of the area with greenery, including native species of trees.

At the end of September 2023, nearly 53% of the apartments were sold or reserved. Completion of the property for use is expected in the fourth quarter of 2024.

The company is applying for construction permits for the next phases of the project, which will include, respectively around 150, 110, 130 residential units with a total area of approximately 18,000 sq.m.

P.Homes | Poznań

## Development projects P.Homes



The Group's latest residential construction solution is direct-to-consumer offering under a brand name „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 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. At the end of September 2023, 35 homes were sold (in total, including 20 this year).



Zatoka Wrzosowo | Dziwnówek

## Development project Dziwnówek



Pekabex Development is preparing an investment project involving the construction of 10 buildings for tourist accommodation in Wrzosowo. The parcels of land on which the project will be realized are located about 1 km from the seaside coastline in Dziwnówek - a well-known summer resort on the Baltic Sea. The building permit was issued on November 29, 2022. Currently The Group is in the process of agreeing on the design of the connection to the water supply and sewage system. The first stage of the project will include the construction of 5 buildings with a pool of 131 holiday apartments with a total area of about 5,700 sqm, for sale.

Stadtvilla | Falkensee

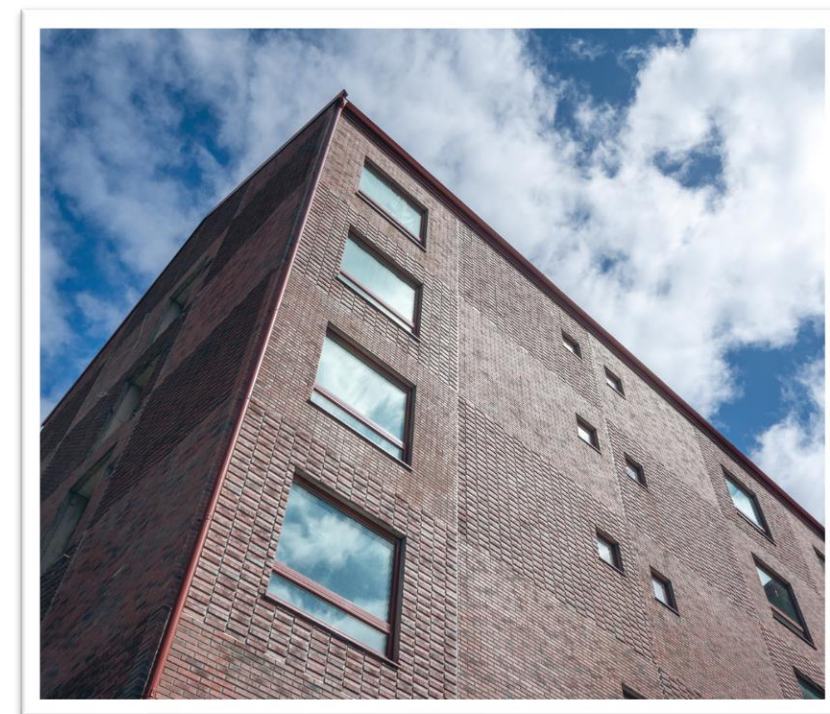
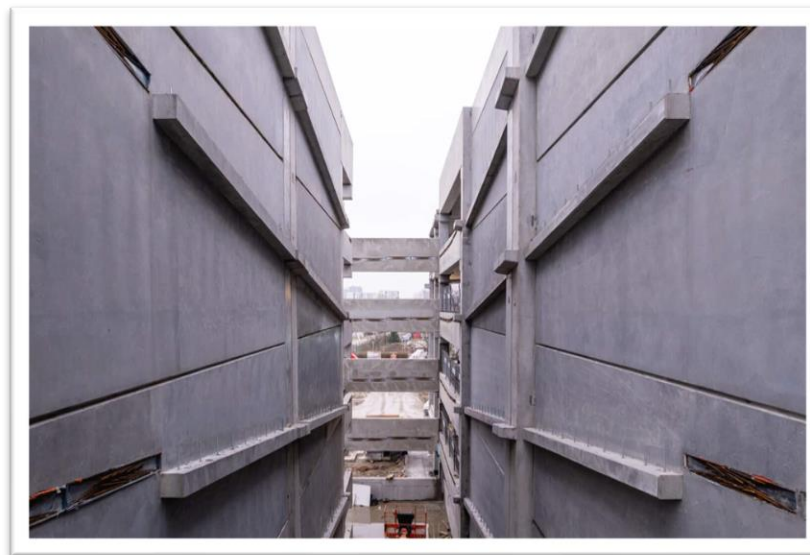
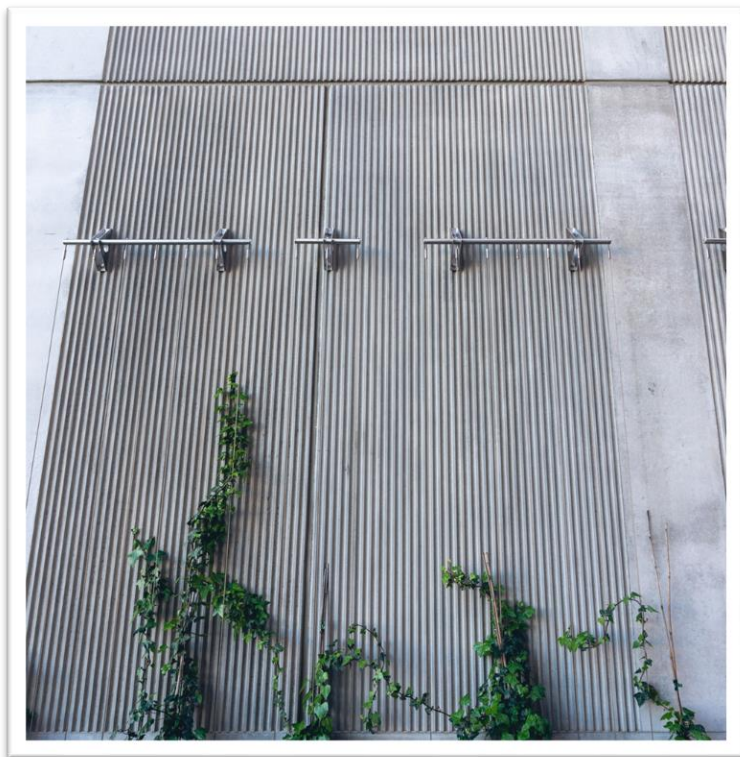
## Development project Stadtvilla



The development will include two buildings multi-family premium category, i.e. two-story villas containing 5 apartments each, ranging in size from 45 to 96 sqm with above-ground parking spaces. The project has already received building permit for both buildings. Construction began in August 2023, and in November 2023 it is planned to complete the first stage of construction which is the installation of prefabricated elements. Completion of the project is expected at the turn of the first and second quarter of 2024.

# Selected realized contacts

## Prefabrication





Katowice

## City Stadium

The construction of the Katowice City Stadium has come to an end. The project included about 5300 elements with a total volume of 10,000 sq.m. of concrete. Installation of prefabricated elements took place with the participation of 2 installation teams from 11.2022 to 10.2023. Final acceptance of the facility is currently underway.



Goteborg

## Liseberg Park

The scope of the contract included the task of prefabricating and installing the dry part and the "Attraction tower" - a multi-story tower about 42m high, from which five different types of slides will emerge. The dry part includes office facilities, changing rooms and bathrooms.

Aquapark expected to open in mid-2024.



Jaslo

## Service-commercial building

The scope of work included the supply and installation of: columns, beams, walls, replacements, girders and HC floor slabs.

The assembly work for the prefabricated structure lasted from 3 November 2022 to 5 January 2023.

The length of the roof girders exceeded 30 m.



Barlinek

## Barlinek s.A.

Construction contains production building ca. 32 thous. sq m.

Prefabrication of production hall contains ca. 1 349 elements (columns, beams, HC slabs, roof beams, foundations).



Goteborg

## Celsiusgatan

The project includes the manufacture and supply of masonry walls facade and some accessory structures. The building has 21 floors, consisting of 427 three-layer exterior walls.



Kastellet

## Housing project

Assembling project began in May. In our scope includes columns, beams, filigree slabs, solid walls and sandwich walls with painted and matrix facade. Assembly of elements is over, finishing works are carrying out.



Snopków

## Service and housing project

Construction of a residential building with commercial units. Prefabrication contains - 287 prefabricated elements including 131 single and three-layer walls and three-layer.



Warsaw

## Parking Hall

Project include about 1,460 pieces of precast reinforced concrete elements + 33 pieces of beams delta beams with a total weight of 11,350 tons. At the moment, it is estimated 450 transports to carry the precast elements. The longest are columns (16.5m) the heaviest ramp walls (almost 16t).





Copenhagen

## Søborg Hovedgade

A multi-storey commercial and residential building located in a suburb of Copenhagen. The building consists of a total of 8 storeys (6 above-ground storeys + 2 underground storeys). The facade of the building consists of three-layer brick walls.



Stockholm

## Banken

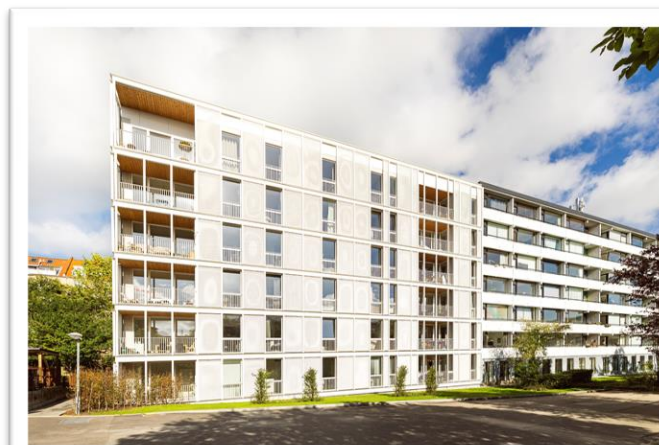
Project related to a residential building with a service area. During construction, we use: exterior walls painted, matrix painted walls and brick walls. 2 phases of the project have already been completed (Estrad and Parad), with a total of 555 walls and 118 balconies were installed.



Aarhus

## Housing project

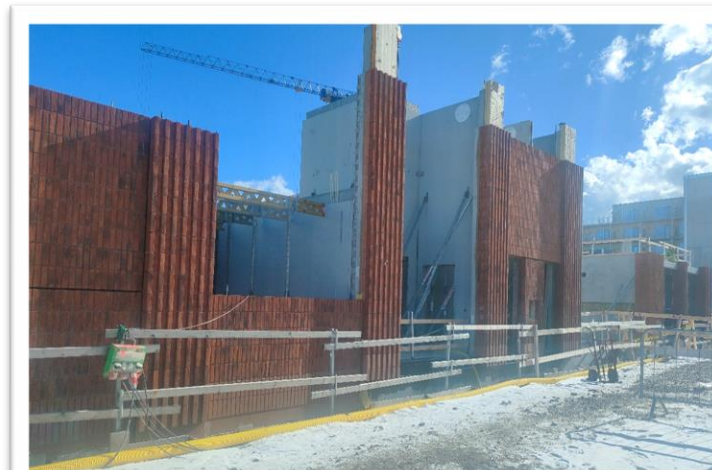
Construction of a residential building with commercial units. Exterior walls: three-layer with white concrete façade (90% white/10% grey cement + 1% white pigment). Prefabrication contains 473 elements (external walls/fasade 3W, solid walls, filigree slabs).



Lund

## Bona Terra

Construction of a residential and commercial building. The first 2 floors are made of brick walls, the upper floors are lightweight walls and filigree structures. The total amount of filigree and HC ceilings is approximately 29,000 sqm. Assembly carried out in parallel with 2 tower cranes by 2 Pekabex assembly teams. Completion is planned for the end of 2023.



Copenhagen

## Kysthus III

The scope of the order the design, manufacture and delivery of elements (beams, columns and solid walls) for 3 buildings with very luxurious flats, which are to range from 160 to 340 sq. m. The buildings are located right on the seafront.



Lublin

## TTS Development

The contract is for the construction of the second stage of the Panorama residential development in Lublin at 18 Garbarska St. In this stage we are building two longitudinal apartment buildings one five-story, the other seven-story. Within our scope is the design production delivery and assembly of prefabricated elements.



Lodz

## Tubings

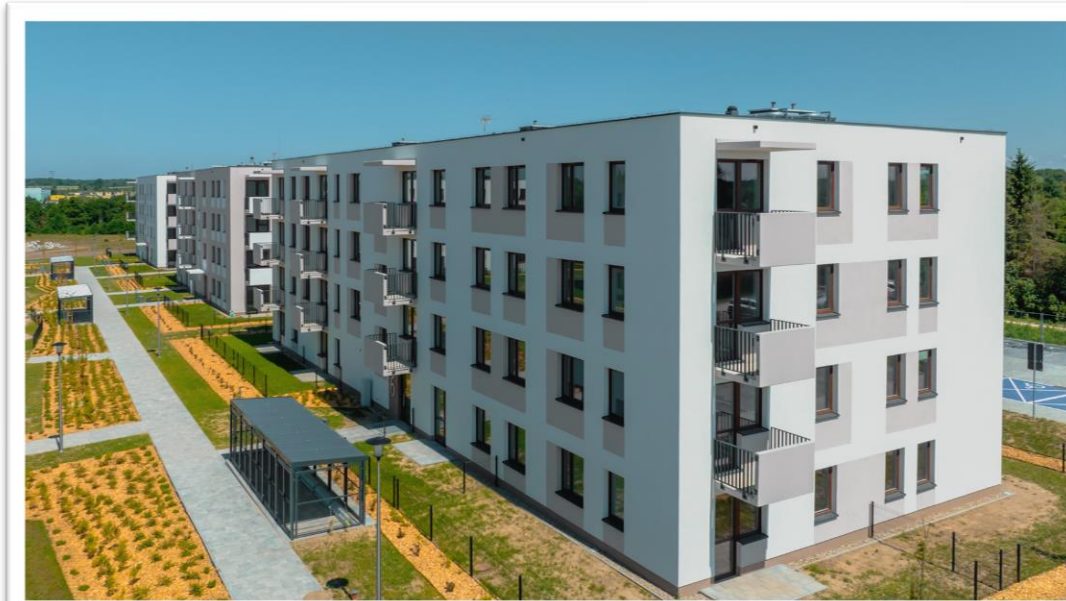
Our contractual responsibility was production and delivery of 29.900 pcs. of tubings for 2 railroad tunnels in Lodz.





## Selected realized contacts

### Construction services





Gdansk

## 7R City Park

Construction of 3 warehouse and production facilities with offices and accompanying road and technical infrastructure. Total floor area - 41 000 sq. m. Prefabrication of warehouse contains ca. 1 300 elements (columns, beams, HC slabs, foundations).



Przyszowice

## BIMS

Construction contains warehouse and office facility. Total floor area - almost 10 600 sq. m. Prefabrication contains 694 elements (columns, girders, roof beams, beams). The contract is realized by general contracting department.



Poznan

## Laboprint

The scope of the order included the task of constructing a warehouse and production hall with an area of approximately 2,850 sq. m, as well as preparing the foundations for the future expansion of the hall and office building. The hall was built using prefabricated construction technology, insulated with for a mobile racking system. sandwich panels with core made of mineral wool. In the hall, an industrial floor 20 cm thick was made and a rail system was prepared



Ilowa

## CTP - warehouse and office

A complex of two warehouse halls with a total area of more than 130,000 sq. m. This is Pekabex's largest investment ever - not only in terms of size but also in terms of contract value. The halls are executed in the general contracting system, characterized by a comprehensive approach to the implementation of the investment, including the full spectrum of construction work - from earthworks and foundation, through the roof, cladding, flooring to the execution of installations or outdoor areas.



Kokillbacken - Sweden

## Housing project

Multi-family buildings, totaling 154 apartments. The contract concerns the design and construction of a complex of residential and multi-family buildings using prefabricated technology, including land development, technical infrastructure and accompanying works. The project implemented by the Bettbgg Sverige AB.



Mosina

## Anton Rohr - warehouse

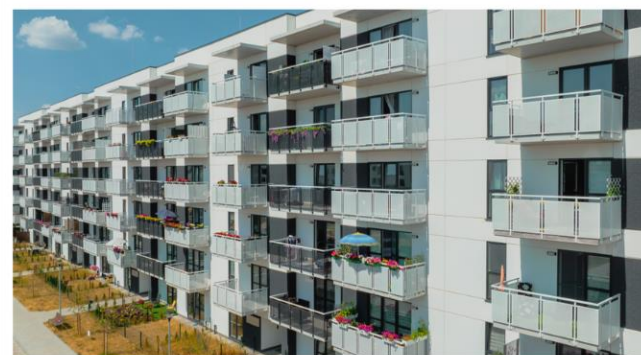
Construction contains one warehouse. Prefabrication of warehouse contains ca. 620 elements (columns, beams, HC slabs, roog beams, foundations). Construction contains warehouse buildings ca. 17,5 thous. sq. m.



Wloclawek

## Housing project

Four multi-family buildings, totaling 288 apartments, including those adapted for people with disabilities. Buildings are made in the technology of modern prefabrication (prefabricated are all elements) and designed with full BIM technology. The 1st stage was complited. Currently the 2nd stage including 2 buildings (144 apartments) is being implemented.



PFR Nieruchomosci | Sianow

## Housing project

Complex of 7 buildings designed and realized in System Pekabex Residential Buildings. Structure contains ca. 3 000 precast elements (external walls, inner walls, balconies, filigree slabs).





## New key projects\*

<i>Date</i>	<i>Contractor</i>	<i>Description</i>	<i>*Contract value (%)</i>	<i>Contract currency</i>
May 24, 2023	MLP Pruszków V Sp. z o.o.	The subject of the contract is the execution of "turnkey" warehouse-production and office building office building with symbol C0 with area of about 32,670 m <sup>2</sup> , together with internal and external infrastructure.	4%	EUR
June 3, 2023	Tasbud Sverige AB	The subject of the contract is the construction of 154 apartments under the design and build in Kokillbacken, Kungsängen, Upplands Bro municipality, Sweden.	4%	PLN
August 1, 2023	Katowickie Towarzystwo Budownictwa Społecznego Sp. z o.o.	The subject of the contract is design and construction of a complex of residential buildings multi-family residential buildings in the following technologies prefabricated technology together with land development, technical infrastructure and accompanying works, including demolition buildings.	4%	PLN
October 23, 2023	Winiary Residential Sp. z o.o. Sp. k.	The subject of the contract is the construction of three residential, multi-family buildings with technical infrastructure such as water, sanitary and rainwater drainage connections, with a service function and an underground garage and technical infrastructure at 78 Piątkowska St. in Poznan.	10%	PLN
October 31, 2023	Cersanit S.A.	The subject of the contract is construction service for the expansion of the Cersanit Distribution Center in Opoczno.	6%	PLN

\*selected projects with significant anticipated revenue

# Financial results

## Consolidated Statement of financial position

ASSETS	30.09.2023	31.12.2022
<b>Non-current assets</b>		
Goodwill	25 239	25 239
Intangible assets	5 707	5 563
Property, plant and equipment	403 351	391 875
Investment properties	24 746	25 030
Investments in related parties	355	447
Receivables and loans	37 481	1 514
Derivative assets	5 609	8 487
Other long-term financial assets	-	-
Long-term prepayments	2 756	2 563
Deferred tax assets	-	-
<b>Total non-current assets</b>	<b>505 245</b>	<b>460 718</b>
<b>Current assets</b>		
Inventories	285 982	265 907
Assets related to construction contracts	120 775	113 668
Trade and other receivables	448 382	354 458
Current tax assets	1 734	2 376
Loans	-	-
Derivative assets	281	792
Other short-term financial assets	-	-
Short-term prepayments	6 907	7 495
Cash and cash equivalents	127 397	119 496
Non-current assets classified as held for sale	-	-
<b>Current assets</b>	<b>991 458</b>	<b>864 192</b>
<b>Total assets</b>	<b>1 496 703</b>	<b>1 324 910</b>

# Financial results

## Consolidated Statement of financial position (cont.)

EQUITY AND LIABILITIES	30.09.2023	31.12.2022
<b>Equity</b>		
Shareholders' equity attributable to the Shareholders of the Parent Company:		
Share Capital	24 826	24 826
Own shares (-)	-	-
Share premium	25 245	25 245
Other reserves	4 143	7 060
Retained earnings	440 397	395 593
Shareholders' equity attributable to the Shareholders of the Parent Company	494 611	452 724
Equity attributable to non-controlling interests	23 010	29 771
<b>Total equity</b>	<b>517 621</b>	<b>482 495</b>
<b>Liabilities</b>		
<b>Long-term liabilities</b>		
Loans, borrowings and other external sources of financing	115 740	127 608
Liability under an investment agreement	13 788	13 788
Leasing	14 031	13 378
Derivate liabilities	-	-
Other liabilities	48 545	35 320
Deferred tax liabilities	1 269	9 192
Liabilities and provisions for employee benefits	1 361	1 303
Other long-term provisions	15	15
Long-term accruals	-	-
<b>Long-term liabilities</b>	<b>195 826</b>	<b>200 604</b>
<b>Short-term liabilities</b>		
Liabilities related to contracts for construction services	64 406	42 951
Liabilities for deliveries and services and other liabilities	464 927	470 452
Current tax liabilities	15 048	9 461
Loans, borrowings and other external sources of financing	173 138	55 989
Leasing	13 156	10 429
Derivate liabilities	-	-
Liabilities and provisions for employee benefits	34 092	34 206
Other short-term provisions	18 488	18 322
Short-term accruals	1	1
Liabilities related to non-current assets classified as held for sale	-	-
<b>Short-term liabilities</b>	<b>783 256</b>	<b>641 811</b>
<b>Total liabilities</b>	<b>979 082</b>	<b>842 415</b>
<b>Total equity and liabilities</b>	<b>1 496 703</b>	<b>1 324 910</b>

# Financial results

## Consolidated profit and loss accounts

	01.01.2023 - 30.09.2023	01.01.2022 - 30.09.2022	01.01.2022 - 31.12.2022
<b>Net sales</b>	1 183 212	1 255 535	1 677 945
<b>Cost of sales</b>	978 059	1 056 275	1 396 769
<b>Gross profit (loss) on sales</b>	<b>205 153</b>	<b>199 260</b>	<b>281 176</b>
Selling expenses	70 456	80 282	111 923
Administrative expenses	47 137	46 153	67 800
Other operating revenues	8 587	2 897	5 282
Other operating expenses	6 294	5 999	6 722
<b>Operating profit (loss)</b>	<b>89 854</b>	<b>69 724</b>	<b>100 013</b>
Financial income	4 793	5 374	3 481
Financial costs	12 325	14 207	19 339
Receivable and contractual asset impairment	4 381	-	1 982
<b>Gross profit (loss)</b>	<b>77 941</b>	<b>60 892</b>	<b>82 173</b>
Income tax	16 935	12 243	14 918
<b>Net profit (loss) from continuing operations</b>	<b>61 006</b>	<b>48 649</b>	<b>67 255</b>
<b>Net profit (loss) attributable:</b>	<b>61 006</b>	<b>48 649</b>	<b>67 255</b>
<b>to the Shareholders of the Parent Company</b>	<b>60 701</b>	<b>47 845</b>	<b>66 120</b>
<b>to non-controlling interests</b>	<b>305</b>	<b>804</b>	<b>1 135</b>



# Financial results

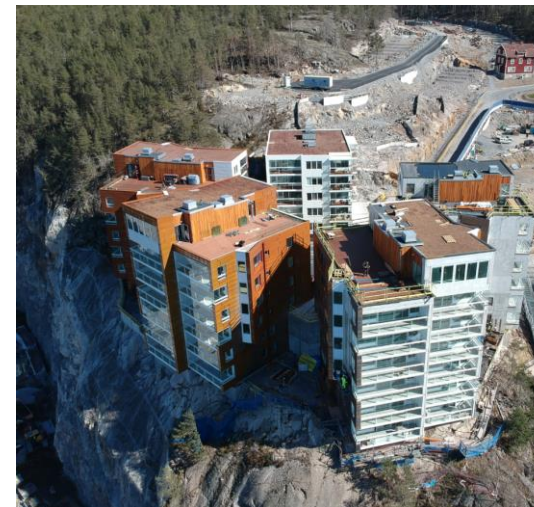
## Consolidated cash flow statement

Cash-flow from operating activities	01.01.2023 - 30.09.2023	01.01.2022 - 30.09.2022	01.01.2022 - 31.12.2022
<b>Net profit (loss) before tax</b>	<b>77 941</b>	<b>60 892</b>	<b>82 173</b>
<b>Adjustments for:</b>			
Depreciation and impairment allowances of property, land and equipment	20 062	18 968	27 670
Change in fair value of investment properties	-	-	-
Change in fair value of financial assets (liabilities) measured by the profit and loss account	590	266	(2 492)
Cash flow hedging instruments transferred from capital	34	(897)	-
Impairment losses on Financial assets	-	-	-
Profit (loss) on disposal of non-financial non-current assets	(37)	26	1 879
Profit (loss) on the sale of financial assets (other than derivatives)	-	-	-
Foreign exchange gains (losses)	(609)	2 169	1 473
Interest costs	15 507	13 320	18 361
Interest and dividend income	-	-	-
Share-based arrangement payment (incentive programs)	-	-	(24)
Share in profits (losses) of associates	-	-	-
Gain on a bargain purchase of related party	-	-	-
Other adjustments	(44)	10	14
<b>Adjustments in total</b>	<b>37 098</b>	<b>35 387</b>	<b>46 882</b>
Changes in inventories	(18 867)	(72 739)	(89 760)
Changes in receivables	(112 275)	32 746	(14 945)
Changes in liabilities	16 603	4 102	36 138
Changes in provisions and accruals	566	(7 493)	(11 488)
Changes in retentions for construction contracts	14 349	(14 695)	48 039
<b>Changes in working capital</b>	<b>(99 624)</b>	<b>(58 079)</b>	<b>(14 865)</b>
Settlement of derivate instruments	-	-	-
Interest paid from operating activities	(98)	(49)	-
Income tax paid	(18 095)	(11 365)	-
<b>Net cash generated from/used in operating activities</b>	<b>(2 779)</b>	<b>26 784</b>	<b>80 995</b>

# Financial results

## Consolidated cash flow statement (cont.)

<b>Cash flow from investing activities</b>	<b>01.01.2023 - 30.09.2023</b>	<b>01.01.2022 - 30.09.2022</b>	<b>01.01.2022 - 31.12.2022</b>
Purchase of intangible assets	(1 643)	(1 406)	(2 779)
Sale of intangible assets	-	-	-
Purchase of property, plant and equipment	(14 520)	(8 994)	(16 606)
Sale of property, plant and equipment	340	111	227
Purchase of investment properties	-	(113)	(94)
Sale of investment properties	-	-	-
Purchase of related entities shares	(1)	-	(1 007)
Loans repaid	-	-	-
Loans granted	-	-	-
Purchase of other financial assets	-	(1 052)	-
Sale of other financial assets	-	-	-
Government subsidies granted	-	-	-
Interest received	-	-	-
Dividends received	-	-	-
Net cash generated from/used in investing activities	(15 824)	(11 455)	(20 259)
<b>Cash flow from financing activities</b>			
Net proceeds from issue of shares	-	6 050	6 585
Acquisition of own shares	-	-	-
Transactions with non-controlling entities without losing control	-	-	-
Proceeds from issue of debt securities	-	-	-
Repurchase of debt securities	-	(20 000)	(20 000)
Proceeds from loans and borrowings received	103 777	76 242	24 835
Repayments of loans and borrowings	(38 474)	(22 553)	(33 494)
Repayments of liabilities under finance lease agreements	(12 968)	(7 722)	(10 819)
Interest paid	(15 803)	(12 436)	(18 036)
Dividend paid	(10 179)	-	(4 965)
Net cash generated from/used in financing activities	26 354	19 581	(55 894)
<b>Net change in cash and cash equivalents</b>	<b>7 751</b>	<b>34 911</b>	<b>4 842</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>119 646</b>	<b>114 648</b>	<b>114 648</b>
Increase due to the acquisition of a business unit	-	-	-
Cash and cash equivalents at the end of the period	127 397	149 559	119 496



THANK YOU

