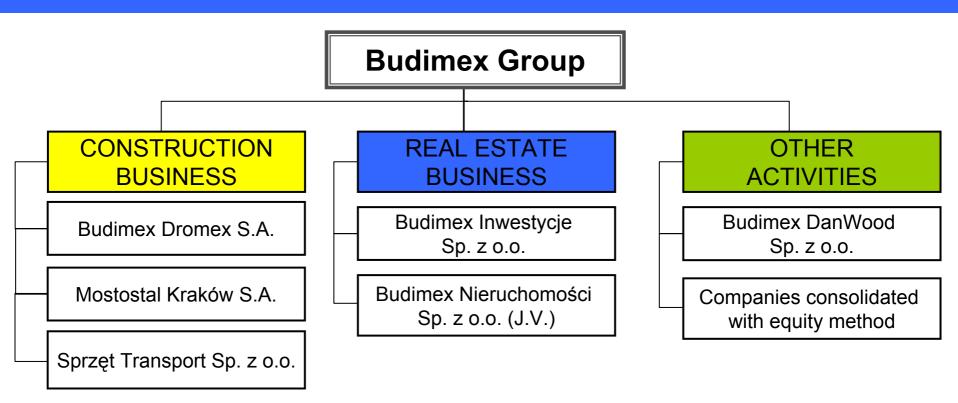
# **Budimex Group**

Presentation for investors for 1Q 2009

# **Budimex Group Structure of the Group**



# **Budimex Group Description of the business**

#### budimex

#### **Budimex Group**

# CONSTRUCTION BUSINESS

#### Infrastructure

- Construction of roads, highways,
- Renovations of existing roads,
- · Construction of bridges.

#### General construction

- Residential construction.
- Non-residential general construction (office buildings, shopping malls, plants),
- Airports.

#### **Ecological**

- Construction of sewage treatment plants,
- · Canalization systems.

# REAL ESTATE BUSINESS

#### Residential development

Development of residential property (flats).

#### Rental activity

- Rental of investment property to external clients.
- Operating one commercial parking lot.

#### Other services

· Operating one hotel in Poland.

# OTHER ACTIVITIES

#### Timber – frame houses

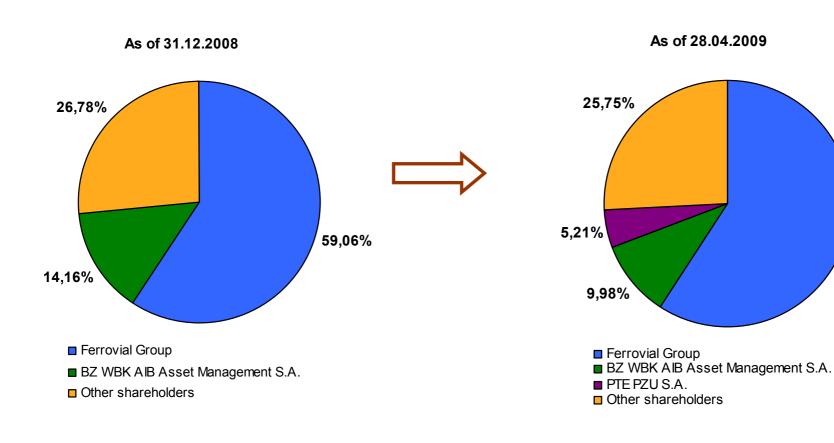
 Production and development of timber – frame houses.

#### Other activity (equity pick-up)

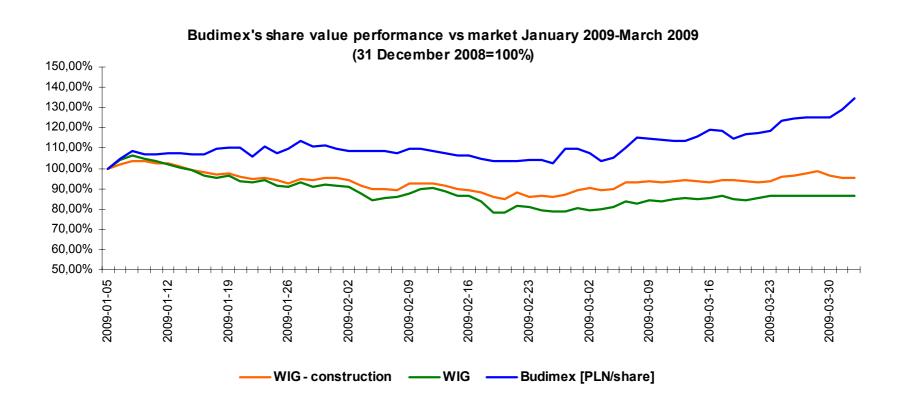
- Electro installation company (Elektromontaż Poznań S.A.),
- Production of switchboards (Elektromontaż Poznań S.A.).

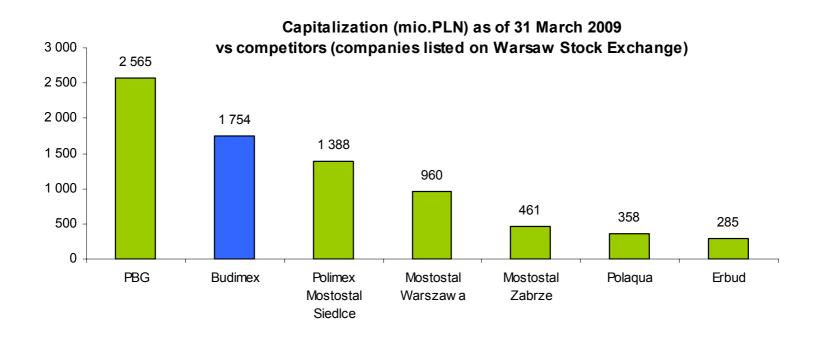
# **Budimex Group Shareholding structure**

### budimex

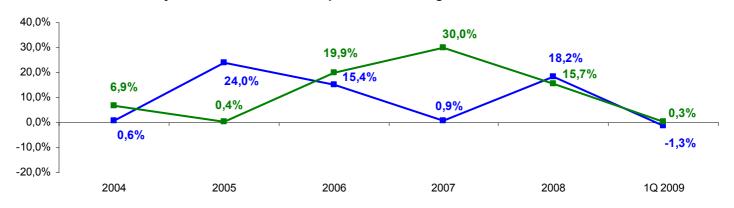


59,06%

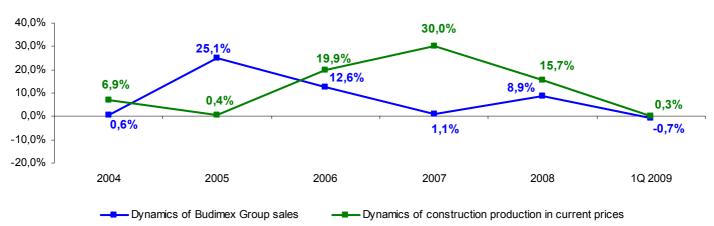




#### Dynamics of Budimex Group construction segment sales in Poland 2004-2009



#### Dynamics of Budimex Group total sales 2004-2009



## **Budimex Group**

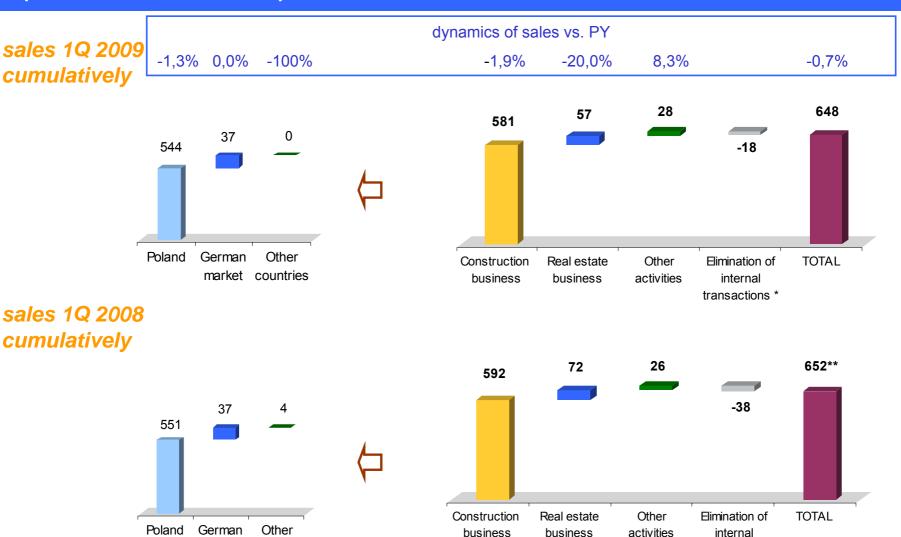
**Results for 1Q 2009** 

#### Budimex Group Financial highlights

mio.PLN	1Q 2009	1Q 2008	Δ
Sales	648	652	-4
% change 1Q 2009 vs. 1Q 2008			-0,7%
Gross margin	132	37	95
as % of sales	20,4%	5,7%	
Cost of sales and overheads	-35	-37	2
as % of sales	-5,5%	-5,6%	
Result on sales	97	1	96
Other operating activity	-71	11	-82
EBIT	25	12	13
as % of sales	3,9%	1,9%	
Financial activity	13	7	6
Gross profit	38	20	18
Net profit	30	16	14
Capital Expenditure	1	9	-8
Construction backlog (as of 31 March)	3 358	3 290	68
Presales of flats value	8	44	-36
Land Bank (k m2 of flats) (as of 31 March)	170		

# Budimex Group Result by segments – sales cumulatively (1Q 2009 vs 1Q 2008)

#### budimex



<sup>\*</sup> mainly Budimex Dromex (construction segment) sales to real estate segment

market countries

transactions \*

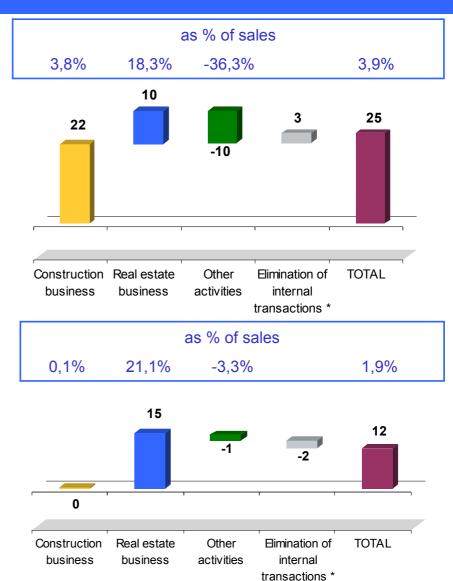
<sup>\*\*</sup> comparative data

# Budimex Group Result by segments – EBIT cumulatively (1Q 2009 vs 1Q 2008)

#### budimex

EBIT 1Q 2009 cumulatively

EBIT 1Q 2008 cumulatively



## **Budimex Group**

**Construction segment** 

# Budimex Group Construction segment Financial highlights

mio.PLN	1Q 2009	1Q 2008	Δ
Sales	581	592	-11
% change 1Q 2009 vs. 1Q 2008			-1,9%
EBIT	22	0	22
as % of sales	3,8%	0,1%	
Gross Profit	37	12	25
Net profit	29	10	19
Capital Expenditure	1	8	-7
Construction backlog (as of 31 March)	3 358	3 290	68

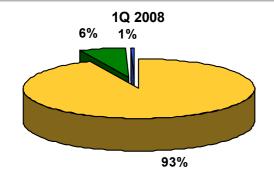
# Budimex Group Construction segment Sales structure

#### budimex

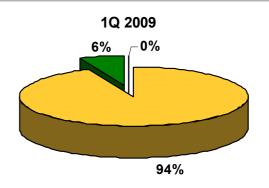




#### Sales structure by markets





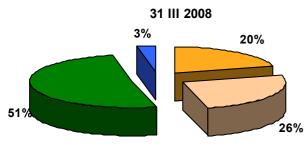


<sup>□</sup> Polish Market ■ German Market ■ Eastern Markets

#### **Budimex Group Construction segment Backlog structure**

#### budimex

#### Backlog structure by type of works



- General construction residential
- General construction non residential
- Infrastructure construction
- German market

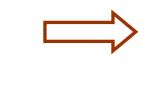


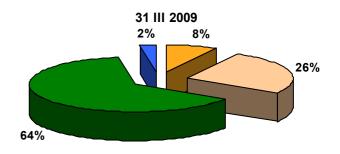
internal backlog: 44%

external backlog: 56%

number of contracts

average value (mio.PLN)





- **Budimex Group backlog** (mio.PLN)
- 3 358 3 290 3 000 1 000 31 11 2008 31 11 2009

General construction - non residential Infrastructure construction

■ General construction - residential

- German market

#### residential including:

internal backlog: 56%

external backlog: 44%

Contracts with value to be realized > 1mio.PLN

31 III 2008 31 III 2009 **59 53** 

**51** 

Budimex Dromex backlog value to be realized in 2009: 1.812 mio.PLN

Budimex Dromex backlog value in EUR: 12,6%

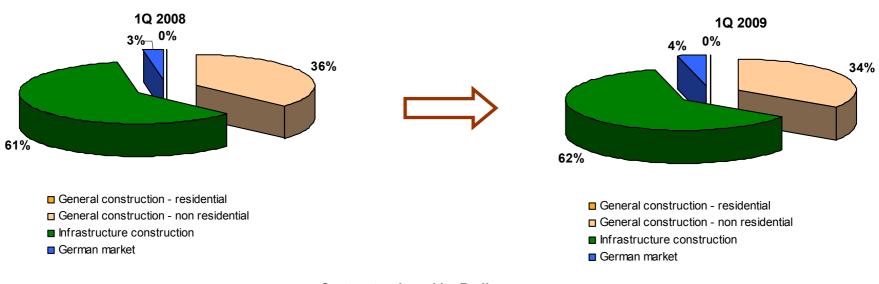
average period of contract realization (contracts included in backlog as of 31 III 2009): 23 months

**59** 

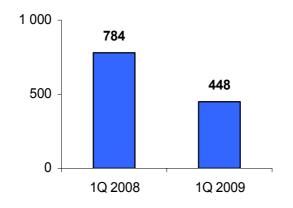
# Budimex Group Construction segment Contracts signed structure

#### budimex

#### Contracts signed structure by type of works



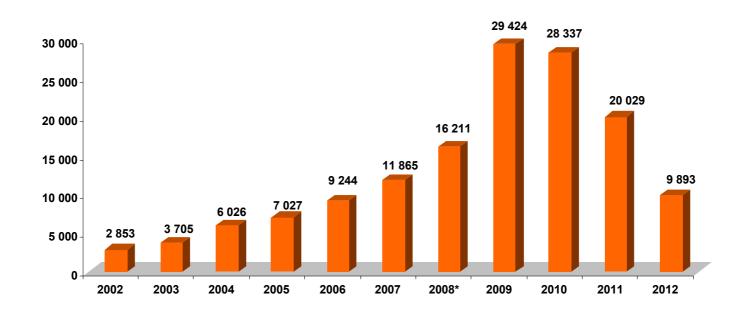
#### Contracts signed by Budimex Group (mio.PLN)



# Budimex Group Construction segment Expenditures for roads for the years 2002-2012 (mio.PLN)

### budimex

GDDKiA's expenditures for roads: realized and planned for the years 2002-2012 (mio.PLN) including UE founds and founds from Domestic Found for Roads



source: GDDKiA 17

<sup>\*</sup> realization in 2008: data updated as of 31 March 2009

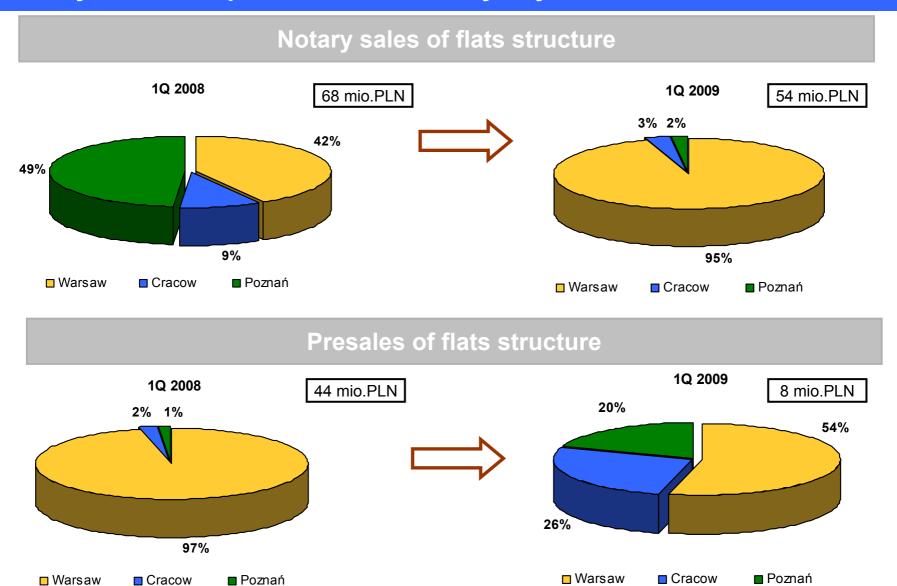
# **Budimex Group**

**Real Estate segment** 

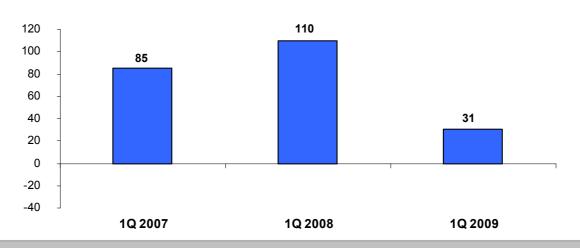
### Budimex Group Real Estate segment Financial highlights

mio.PLN	1Q 2009	1Q 2008	Δ
Sales	57	72	-15
% change 1Q 2009 vs. 1Q 2008			-20,0%
EBIT	10	15	-5
as % of sales	18,3%	21,1%	
Gross Profit	7	13	-6
Net profit	6	10	-4
Presales (mio.PLN)	8	44	-36
Presales (volume of flats)	21	62	-41
Land Bank (k m2 of flats) (as of 31 March)	170		
100% of J.V	1Q 2009	1Q 2008	Δ
Sales	108	103	7
% change 1Q 2009 vs. 1Q 2008			6,5%
Presales (mio.PLN)	11	79	-69
Presales (volume of flats)	31	110	-79
Land Bank (k m2 of flats) (as of 31 March)	340		

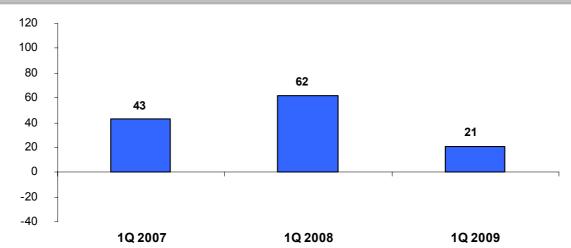
# Budimex Group Real Estate segment Notary sales and presales structure by city



#### Presales volume of flats (incl. 100% of J.V.)



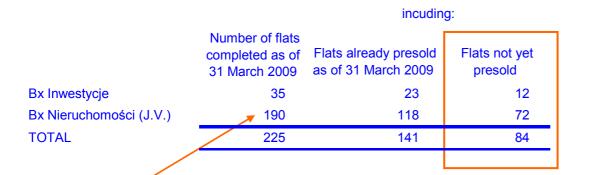
#### Presales volume of flats (incl. 50% of J.V.)



# Budimex Group Real Estate segment Projects completed as of 31 March 2009

#### budimex

#### Projects completed: volume of flats (incl. 100% of J.V.)





Flats not presold as % of	
total number of flats	
completed	
34,3%	
37,9%	
37,3%	

New projects completed in 2009:

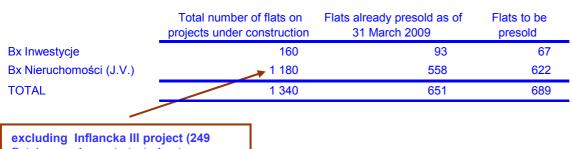
Korsaka with total number of flats: 156

Kocjana I with total number of flats: 239

# Budimex Group Real Estate segment Projects under construction as of 31 March 2009

#### budimex

#### Projects under construction: volume of flats (incl. 100% of J.V.)

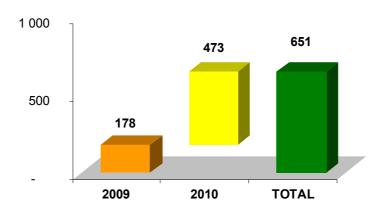


Flats not presold as % of		
total number of flats under		
construction		
	41,9%	
	52,7%	
	51,4%	

flats), presales not started yet

The number of flats presold on projects under construction as of 31 March 2009 amounts to 651.

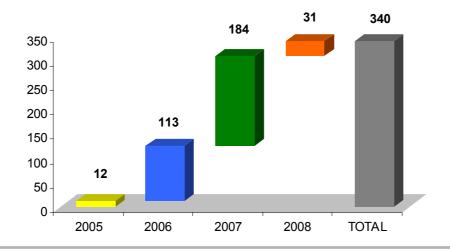
The notary sales of those flats will be realized in the next years as follows:



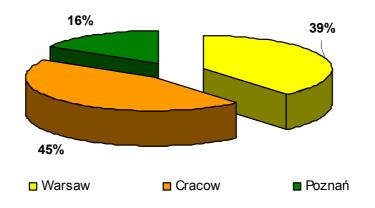
# Budimex Group Real Estate segment Land bank as of 31 March 2009

#### budimex

Land bank ageing (k m² of flats), average flat is 58 m² (incl. 100% of J.V.)



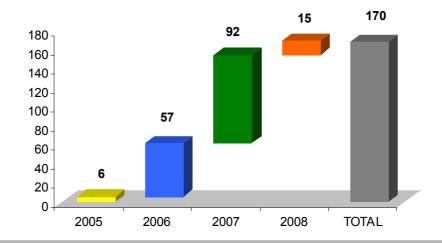
Land bank geographical structure (k m² of flats) (incl. 100% of J.V.)



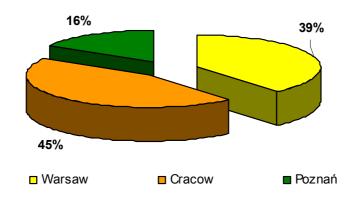
# Budimex Group Real Estate segment Land bank as of 31 March 2009

#### budimex

Land bank ageing (k m² of flats), average flat is 58 m² (incl. 50% of J.V.)



Land bank geographical structure (k m² of flats) (incl. 50% of J.V.)



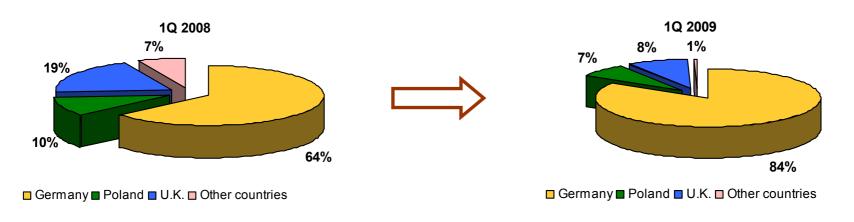
## **Budimex Group**

**Other Activity** 

# Budimex Group Other Activity Financial highlights

mio.PLN	1Q 2009	1Q 2008	Δ
Sales	28	26	2
% change 1Q 2009 vs. 1Q 2008			8,3%
EBIT	-10	-1	-9
as % of sales	-36,3%	-3,3%	
Gross Profit	-8	0	-8
Net Profit	-7	0	-7

#### Sales structure by country



#### Timber-frame houses backlog (volume) as of 31 March 2009

