



# Investor Conference

Results for the First Half of 2024

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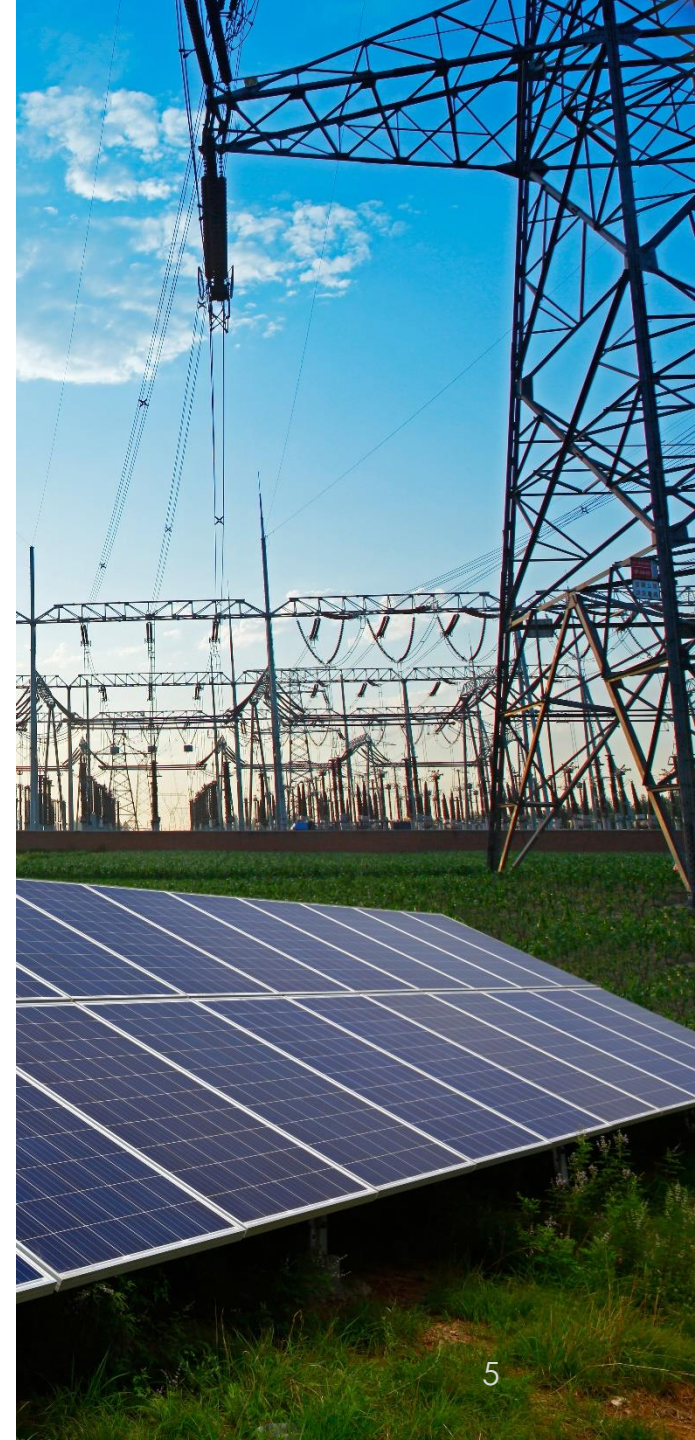


# Current situation at ELEKTROTIM S.A. and Capital Group in the context of the market

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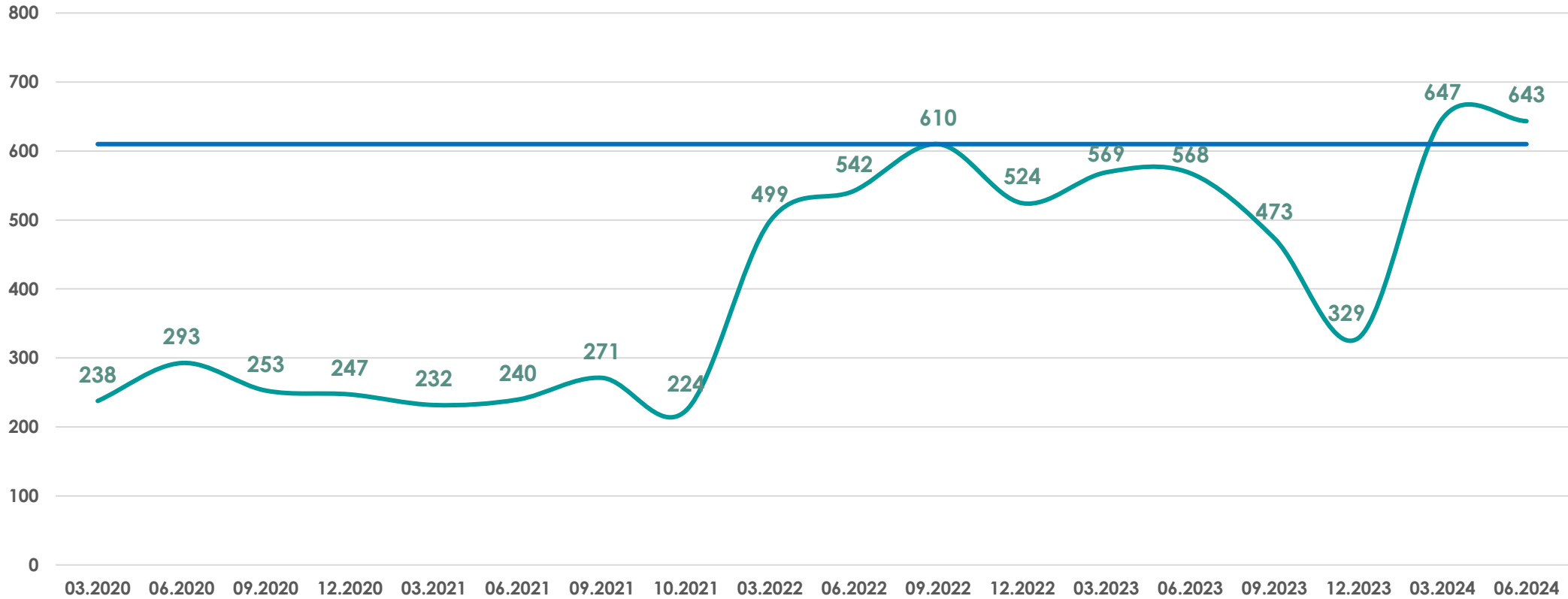
# Key Signed Contracts

- **Border Guard: Value: PLN 227 million**
- **Szczecin-Goleniów Airport Sp. z o.o.: Value: EUR 9.4 million**
- **Polskie Sieci Elektroenergetyczne S.A. (Adamów): Value: PLN 30 million**
- **TAURON New Technologies S.A.: Total contract value: PLN 26 million**
- **TAURON Distribution S.A., Wrocław Branch: Value: PLN 24 million**
- **Polskie Sieci Elektroenergetyczne S.A. (Pątnów): Value: PLN 19 million**
- **Armed Forces Cyber Resource Center: Value: PLN 15.3 million**



# Maintaining a Backlog Securing Revenues for the Following Year

Values in PLN million



**Maintaining a high order portfolio securing revenues for the following year**

# Summary of H1 2024

## ELEKTROTIM S.A.

### Sales revenues:

- ELEKTROTIM (ET): PLN 173 million
- ELEKTROTIM Group (GET): PLN 174 million

### EBIT:

- ET: PLN 16 million
- GET: PLN 17 million

### Operating margin:

- ET: 9.2%
- GET: 9.6%

### Net profit:

- ET: PLN 13 million
- GET: PLN 29 million

**157** contracts at various stages of execution as of 30 June 2024.

Dividend payout for 2023: **PLN 2.5 per share.**



# Current Plans and Operational Goals

- Leverage growth potential in areas of industrial production, distribution, and maintenance.
- Work on the product offering in the field of medium and large-scale energy storage systems and nuclear energy.
- Workforce development to accommodate the growing scale of operations.
- Ongoing automation and digitization within the company.
- Development in the following areas:
  - Energy transformation projects
  - Renewable Energy Sources (RES)
  - Projects enhancing Poland's national security
  - Municipal projects
  - Powering railway and urban traction systems





# Market Environment Assessment

## Positive Factors:

- Continued implementation of programs approved by the European Commission (2021-2027 financial perspective), worth approximately PLN 320 billion (as of 1 July 2024), with approximately PLN 26 billion allocated to energy projects.
- Utilization of funds from the National Recovery Plan (KPO) for Poland—primarily designated for financing climate transformation and digitalization. Total: PLN 154 billion.
- Increased defense spending to 4.7% of GDP, approximately PLN 190 billion, according to the 2025 budget proposal.
- Launch of the next edition of the FEnIKS program, worth over EUR 24 billion, aimed at the development of RES, rail transport, and improved wastewater management.
- Growing interest in critical infrastructure security presents an opportunity for ELEKTROTIM S.A. and Ostoya.



# Market Environment Assessment

## Barriers

- Extended decision-making pauses.
- Decline in construction and assembly production in Poland, down 8.9% year-over-year in June 2024.
- Risk of increasing prices of construction materials and subcontractor services.
- Tight labor market in the area of skilled technical staff.



# Financial Results of ELEKTROTIM S.A. and ELEKTROTIM Group

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# Income Statement of ELEKTROTIM S.A. - Selected Items

Values in PLN thousand

Item Description	1H 2023	1H 2024	Change	% Change
<b>Sales Revenues</b>	<b>213 472</b>	<b>172 947</b>	<b>-40 525</b>	<b>-19%</b>
<b>Gross Profit from Sales</b>	<b>34 175</b>	<b>25 522</b>	<b>-8 653</b>	<b>-25%</b>
<i>Gross Profit Margin</i>	<i>16,0%</i>	<i>14,8%</i>	<i>-1.3pp</i>	
Selling Expenses	4 080	5 508	1 428	35%
General and Administrative Costs	4 158	8 040	3 882	93%
<b>Operating Profit (EBIT)</b>	<b>24 080</b>	<b>15 901</b>	<b>-8 179</b>	<b>-34%</b>
<i>Operating Margin</i>	<i>11.3%</i>	<i>9.2%</i>	<i>-2.1pp</i>	
<b>EBITDA</b>	<b>25 892</b>	<b>17 898</b>	<b>-7 994</b>	<b>-31%</b>
Gross Profit	24 279	15 515	-8 764	-36%
<b>Net Profit</b>	<b>19 014</b>	<b>13 033</b>	<b>-5 981</b>	<b>-31%</b>
<i>Net Profit Margin</i>	<i>8.9%</i>	<i>7.5%</i>	<i>-1.4pp</i>	

- Changes in reserve policy,
- one-off cost-free release of part of the reserves in H1 '23,
- automation and digitization,
- adaptation of the organizational structure (back office) to the scale of operations.

Profitability – driven by the scale of operational leverage

# Consolidated Income Statement of the Capital Group – Selected Items

Values in PLN thousand

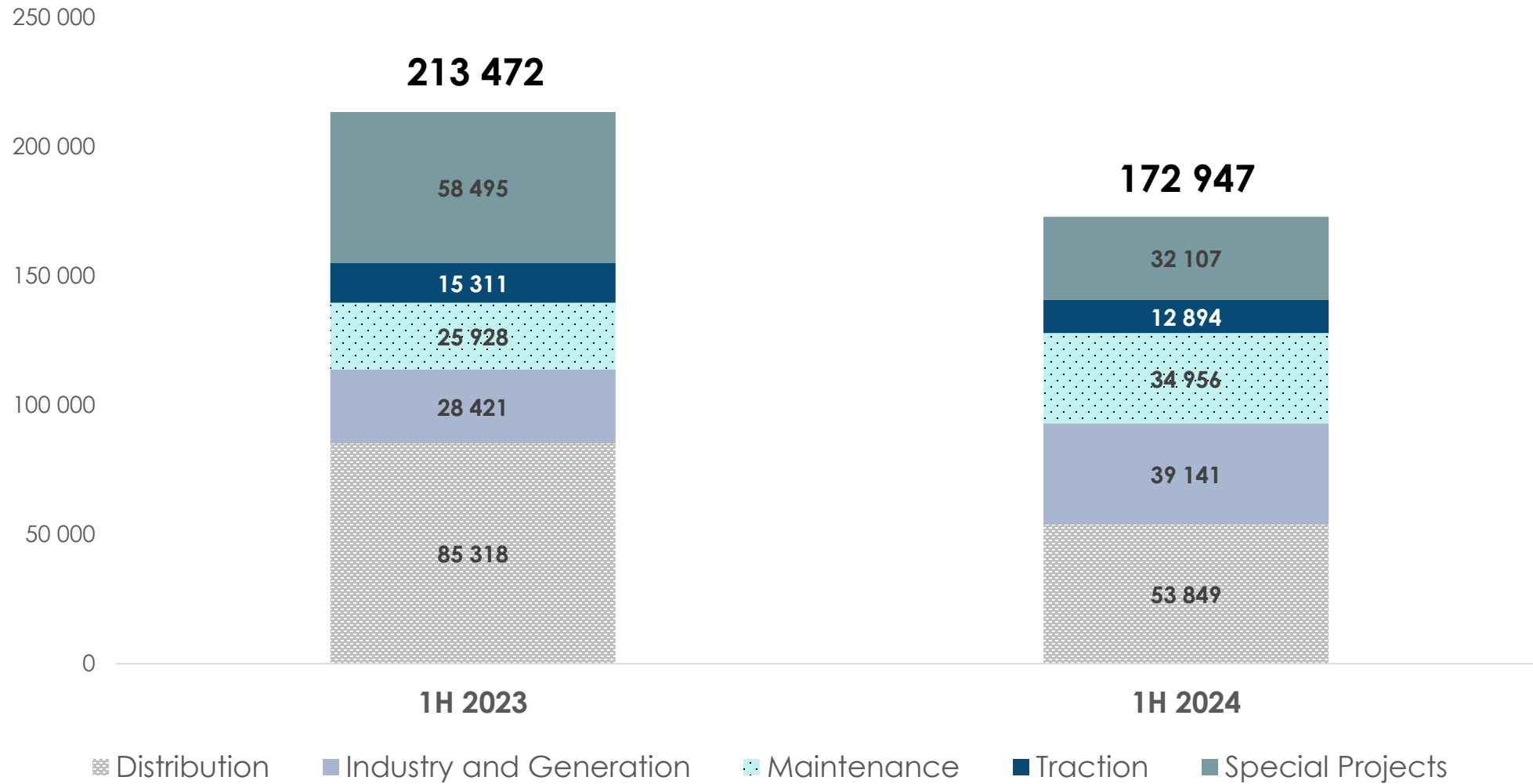
Item Description	1H 2023	1H 2024	Change	% Change
<b>Sales Revenues</b>	<b>225 785</b>	<b>173 554</b>	<b>-52 231</b>	<b>-23%</b>
<b>Gross Profit from Sales</b>	<b>34 947</b>	<b>26 079</b>	<b>-8 868</b>	<b>-25%</b>
<i>Gross Profit Margin</i>	15.5%	15.0%	-0.5pp	
Selling Expenses	4 634	5 508	874	19%
General and Administrative Costs	6 584	9 632	3 048	46%
<b>Operating Profit (EBIT)</b>	<b>22 316</b>	<b>16 614</b>	<b>-5 702</b>	<b>-26%</b>
<i>Operating Margin</i>	9.9%	9.6%	-0.3pp	
Gross Profit	22 076	31 632	9 556	43%
<b>Net Profit</b>	<b>16 672</b>	<b>29 028</b>	<b>12 356</b>	<b>74%</b>
<i>Net Profit Margin</i>	7.4%	16.7%	9.3pp	



Record-high result of the Group.

# ELEKTROTIM S.A. Revenues by Division

Values in PLN thousand



# ELEKTROTIM S.A. Balance Sheet – Assets

Values in PLN thousand

Asset Description	31.12.2023	30.06.2024	Change	% change
<b>Fixed Assets, including:</b>	<b>32 799</b>	<b>39 870</b>	<b>7 071</b>	<b>22%</b>
Intangible Assets and Goodwill	2 554	2 537	-17	-1%
Tangible Fixed Assets	12 793	20 096	7 303	57%
Long-term Investments and Other Non-current Assets	7 996	8 347	351	4%
Deferred Tax Assets	9 456	8 890	-566	-6%
<b>Current Assets, including:</b>	<b>223 329</b>	<b>175 336</b>	<b>-47 993</b>	<b>-21%</b>
Inventories	2 876	6 110	3 234	112%
Short-term Receivables and Other Short-term Financial Assets	167 157	85 144	-82 013	-49%
Contract Assets	21 305	71 831	50 526	237%
Cash and Cash Equivalents	31 991	12 251	-19 740	-62%
<b>Total Assets</b>	<b>256 128</b>	<b>215 206</b>	<b>-40 922</b>	<b>-16%</b>



Extension of the company's headquarters lease - stabilization



Effective collection of receivables



Increase in the company's service activity

# ELEKTROTIM S.A. Balance Sheet – Liabilities

Values in PLN thousand

Liability Description	31.12.2023	30.06.2024	Change	% Change
<b>Equity</b>	<b>117 117</b>	<b>105 192</b>	<b>-11 925</b>	<b>-10%</b>
<b>Liabilities and Provisions for Liabilities</b>	<b>139 011</b>	<b>110 014</b>	<b>-28 997</b>	<b>-21%</b>
<b>Long-term Liabilities, including:</b>	<b>16 320</b>	<b>25 473</b>	<b>9 153</b>	<b>56%</b>
Deferred Tax Liabilities and Long-term Provisions	13 547	15 420	1 873	14%
Long-term Lease Liabilities	2 773	10 053	7 280	263%
<b>Short-term Liabilities, including:</b>	<b>122 691</b>	<b>84 541</b>	<b>-38 150</b>	<b>-31%</b>
Trade and Other Payables and Short-term Provisions	119 583	77 310	-42 273	-35%
Loans and Borrowings	61	4 191	4 130	-
Short-term Lease Liabilities	3 047	3 040	-7	-
<b>Total Liabilities</b>	<b>256 128</b>	<b>215 206</b>	<b>-40 922</b>	<b>-16%</b>



Equity – recognition of dividend liability



Extension of the company's headquarters lease – long-term leasing

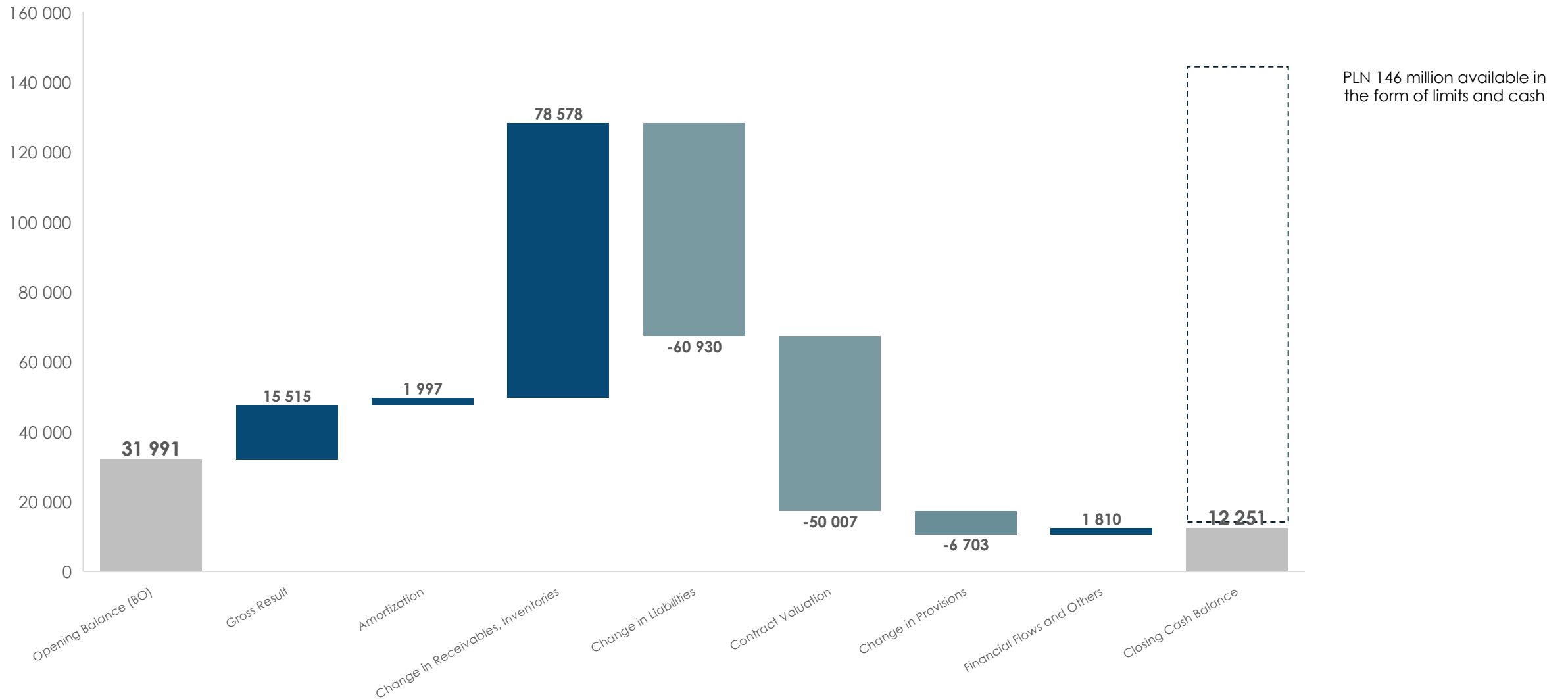


- Strong cash position – operational optimization
- Repayment of liabilities in the Traction and Special Divisions
- Short-term provisions – release of reserves related to performance bonuses and settlement of disputes

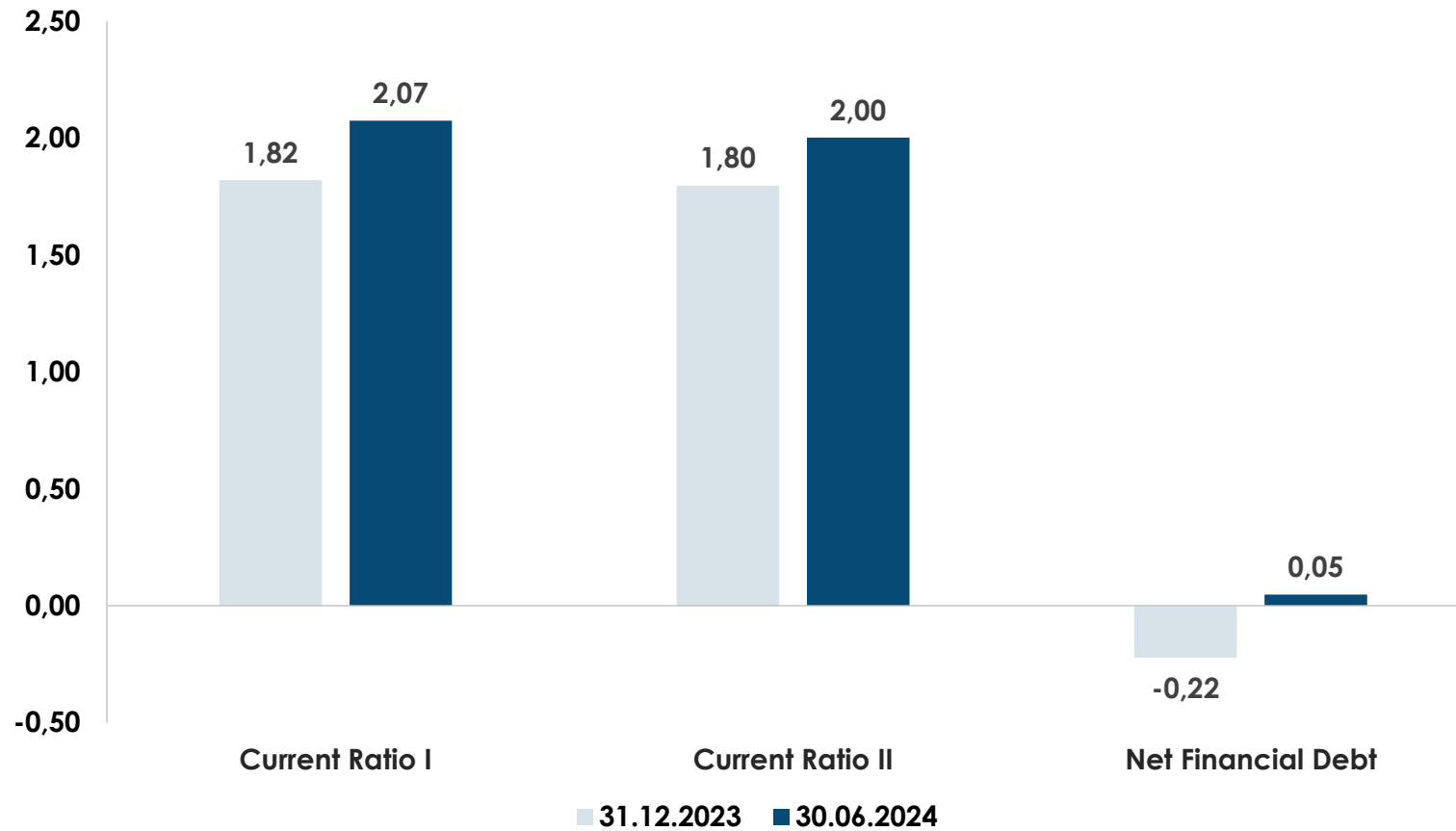


# ELEKTROTIM S.A. Cash Flow Statement (H1 2024)

Values in PLN thousand



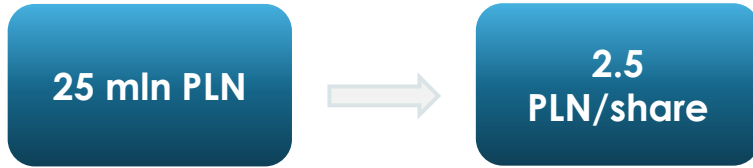
# Liquidity Ratios for ELEKTROTIM S.A.



Strengthening the company's cash position with liquidity ratios maintained at safe levels.

# Dividend Policy

## Highest Dividend in Company History for 2023



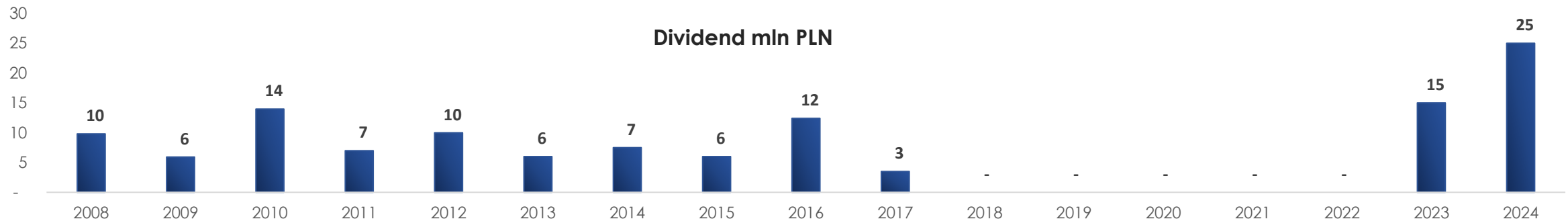
- total dividend paid for 2023: PLN 25 million (PLN 2.5 per share)
- Cumulative dividend for 2023-2024: PLN 40 million (PLN 4 per share)

Dividend yield close to 10%

Dividend PLN/share



Dividend mln PLN



# Financing Sources for ELEKTROTIM S.A.

**Loans** as of 1 September 2024:

PLN 124 million + factoring PLN 20 million = **PLN 144 million available credit lines**

Signed agreements with banks in 2024:

- **mBank: PLN 10 million** revolving credit, **PLN 15 million** guarantee limit
- **Santander S.A.: PLN 25 million** current account credit, **PLN 23.5 million** guarantee limit
- **PKO BP: PLN 10 million** multi-purpose credit, **PLN 15 million** guarantee limit

**Guarantee limits** as of 18 September 2024:

Over **PLN 333 million** (including PLN 53 million under multi-product agreements)

Insurance guarantees: PLN 159 million, utilized: PLN 57 million

Insurance guarantees (EUR): EUR 6 million, utilized: EUR 1 million

Bank guarantees: PLN 149 million, utilized: PLN 41 million

**Leasing** as of 30 June 2024: Approx. PLN 13 million

# ELEKTROTIM S.A. Stock Price Performance vs. WIG\_BUD Index

Period: 01.01.2023 – 17.09.2024



Since the beginning of the year, **the P/E ratio has increased by +97.11%**, reaching **7.80** as of 17.09.2024.

**The ELT stock price has risen by +76.43% since the beginning of the year compared to +3.72% for the WIG\_Construction index. The 2-year return on ELT shares is +423.14%.**

# Trading Volume of ELEKTROTIM S.A. Shares

Period: 01.01.2024 – 17.09.2024

