

PRELIMINARY ESTIMATES OF SELECTED FINANCIAL AND OPERATING DATA OF THE ULMA CONSTRUCCION POLSKA S.A. GROUP FOR FOUR QUARTERS OF 2019

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The Management Board of ULMA Construcción Polska S.A. (the Company) publishes estimates of selected financial and operating data of the ULMA Construcción Polska S.A. Group (the Group) for the fourth quarter of 2019 and for four quarters of 2019 [data for the same period of 2018 in brackets].

Preliminary financial and operating results of the Group for four quarters of 2019:

- Total consolidated revenue PLN 229 366 thousand [PLN 223 721 thousand],
- Consolidated revenue in the “construction site services” segment: PLN 183 309 thousand [PLN 194 253 thousand],
- Consolidated revenue in the “sale of building materials” segment: PLN 46 057 thousand [PLN 29 468 thousand],
- EBITDA: PLN 102 164 thousand [PLN 91 131 thousand],
- Net profit: PLN 46 201 thousand [PLN 46 997 thousand],
- Net cash position (cash less loans plus borrowings granted): PLN 58 970 thousand [PLN 69 694 thousand].

Preliminary financial and operating results of the Group for the fourth quarter of 2019:

- Total consolidated revenue PLN 65 068 thousand [PLN 58 851 thousand],
- Consolidated revenue in the “construction site services” segment: PLN 57 237 thousand [PLN 51 284 thousand],
- Consolidated revenue in the “sale of building materials” segment: PLN 7 831 thousand [PLN 7 567 thousand],
- EBITDA: PLN 31 523 thousand [PLN 24 233 thousand],
- Net profit: PLN 16 282 thousand [PLN 12 725 thousand].

In 2019 the supply of new construction contracts in engineering sector in Poland decreased significantly. This phenomenon had a negative impact on the condition of the most important sector for the Issuer; “construction of bridges and overpasses”. On the other hand, a good condition of cubature construction sector in Poland, continued in 2019, which de facto increased compared to the same period of 2018, was not enough to offset the decrease caused by “construction of bridges and overpasses” sector. As a result, in the analysed period of 2019, the Issuer suffered a decrease in sales revenues from the basic sector of its business, which is “construction services”.

Consistent implementation by the Issuer of its commercial policy in the sector “sales of construction materials” in Poland and export markets made it possible to more than offset the decrease in “construction services”. As a result, the Capital Group ULMA Construcción Polska S.A recorded growth in financial results at the level of EBITDA compared to the levels recorded in the same period of 2018.

The Management Board of the Capital Group informs that the above mentioned preliminary results are consistent with general objectives adopted in the Capital Group for 2019 which were focused on, among others, intensification of commercial activities on all markets in which the Group operates to meet the growing market demand.

The Company underlines that the above preliminary financial results are estimates and may change. The final values will be presented in the consolidated report for four quarters of 2019, which is expected to be published on 24 March 2020.

Legal basis: Article 17(1) of the Regulation (EU) No 596/2014 of the European Parliament and of the Council of 16 April 2014 on market abuse and repealing Directive 2003/6/EC of the European Parliament and of the Council and Commission Directives 2003/124/EC, 2003/125/EC and 2004/72/EC.

Date: 03/02/2020

Signatures: Andrzej Sterczyński – Management Board Member

Krzysztof Orzełowski – Management Board Member