

## **TO SHAREHOLDERS OF ULMA CONSTRUCCION POLSKA S.A.**

The year 2012 was characterized by the ongoing investment boom resulting from the continuing road construction projects, as well as a huge number of bankruptcies of construction companies and payment backlogs. These factors and clear signs of economic slowdown which became apparent in the middle of the year are also reflected in the financial results of ULMA Construcccion Polska S.A.

In 2012, the Company generated revenues of PLN 247 million, which is ca. 14% less compared to the results recorded in 2011 (PLN 287 million), operating profit of PLN 25 million and net profit of PLN 14 million.

The presented financial results were influenced to a large extent by provisions for receivables created mainly for road contracts, which are, however, one-off events fully hedging against potential risk. The Company's security was ensured also by the previously implemented and consistently followed procedures for monitoring of the financial standing of customers, launched already at the stage of establishing cooperation.

Taking into account the slowdown in the market, completion of road investments and the expectations of the power engineering sector, the Company tried to adjust its intellectual potential, i.e. design and technical staff, as well as its portfolio of products to the changing economic climate.

It is worth noting that we have already started gaining experience in the power engineering sector - we are implementing the first major investments in Ukraine (Chernobyl nuclear power plant) and the Netherlands (Eemshaven Power Plant), where we provide a complete design documentation and equipment. We are also improving the existing solutions. At the end of the year the construction of a new logistics center in Koszajec was completed, and in early 2013 we are moving to the new headquarters of the Company, which will allow us to significantly improve the standard of our operations as regards customer service and the quality of equipment offered, as well as the comfort of work of our employees.

I hope that the financial results achieved by us prove that we are well prepared to work in all conditions. This encourages us to work even harder and set ourselves more and more ambitious goals.

On behalf of the Management Board, I would like to thank the Employees for their hard work, and our business partners for the cooperation to date. I would also like to express my gratitude to Shareholders for their confidence in the Management Board and ULMA Construcccion Polska S.A.

With kind regards

*Andrzej Kozłowski*

*President of the Management Board of ULMA Construcccion Polska S.A.*