

**Famur Group** has been offering high quality solutions for mining industry for nearly 100y with core competences in the area of mechanization of mining processes. In 2002 the Company was acquired and strongly recapitalized by TDJ S.A. - Polish private investment company owned by the Domogała family. Famur S.A. is a parent company for Poland-headquartered group with global operations in over 40 countries and employs more than 4.6 thousand people. Famur S.A. has been listed on the WSE since 2006. After acquisition of Famak S.A. in 2014 and Kopex Group in 2017 FAMUR has become a global provider of complex solutions in mining industry, energy industry and handling systems.

# FAMUR

leading provider of  
mining and handling  
solutions

## COMPREHENSIVE PRODUCT PORTFOLIO

### UNDERGROUND



Selected offering: longwall systems, road headers, conveyors, roof supports, crushers, transportation systems, locomotives



### SURFACE



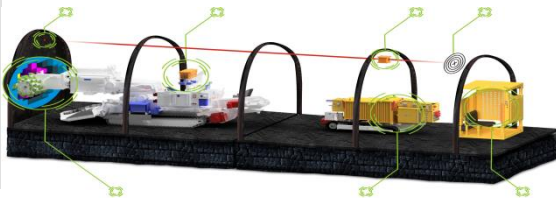
Selected offering: bucket wheel excavators, surface transportation systems, reclaimers, stacker reclaimers, wagon tipplers



### ELECTRICAL EQUIPMENT



Selected offering: the automation systems for total control of the mining complexes, explosion-proof systems, remove mining



### MINING SERVICES



Selected services: turn-key construction projects, shaft and sub-shaft sinking and modernisation, drilling services, raw materials trading



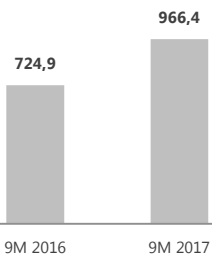
## FINANCIAL HIGHLIGHTS 2014 – 9M 2017

	2014	2015	2016	9M 2016	9M 2017	9M 2017 *
Revenues	708,8	801,0	1 029,7	724,9	966,4	1 412,2
EBIT	121,9	43,1	113,7	81,5	78,9	136,5
% margin	17,2%	5,4%	11,0%	11,2%	8,2%	9,7%
EBITDA	275,9	184,0	238,6	176,6	196,2	311,4
% margin	38,9%	23,0%	23,2%	24,4%	20,3%	22,0%
Net income	100,3	51,5	93,8	67,7	62,8	104,6
% margin	14,1%	6,4%	9,1%	9,3%	6,5%	7,4%
Assets	1 338,0	1 258,9	1 774,8	1 758,4	3 057,8	3 057,8
Shareholder's equity	840,0	890,2	993,2	967,0	1 552,3	1 552,3
EQR %	62,8%	70,7%	56,0%	55,0%	50,8%	50,8%
Net Debt	18,0	72,8	-133,5	32,2	87,8	87,8
Net debt/EBITDA	0,1x	0,4x	-0,6x	0,2x	0,4x	0,3x
OCF	396,9	115,1	314,2	119,7	106,8	181,4

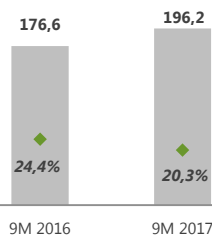
\*) Pro-forma data contains: [1] FAMUR Group results (including Kopex Group 3rd quarter 2017 consolidation) and [2] Kopex Group results for 1H 2017 (not consolidated into FAMUR Group).

# 9M 2017 FINANCIAL RESULTS - FAMUR GROUP

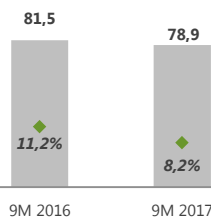
## Sales, PLNm



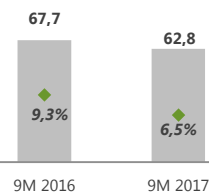
## EBITDA and EBITDA margin, PLNm and %



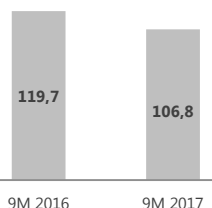
## EBIT and EBIT margin, PLNm and %



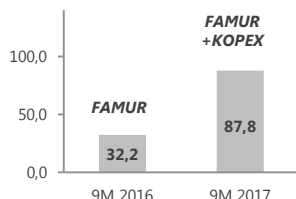
## Net Result and Net Profitability, PLNm and %



## Operating cash flow, PLNm

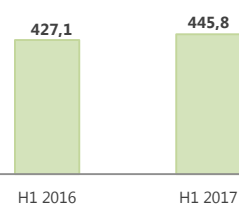


## Net debt, PLNm

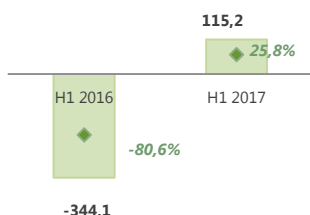


# KOPEX GROUP (1H 2017)

## Sales, PLNm



## EBITDA and EBITDA margin, PLNm and %

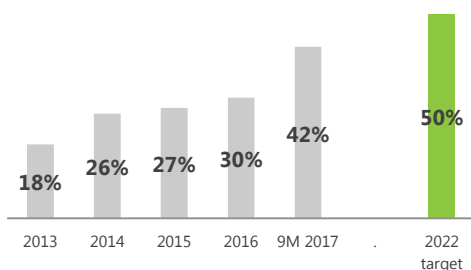


## Key factors of Q3 2017 performance:

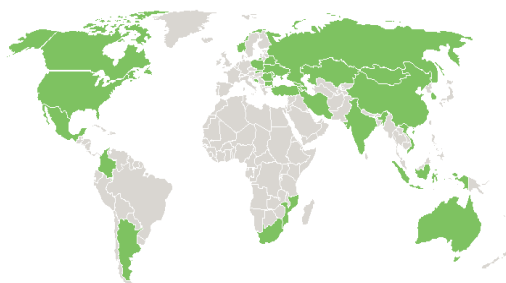
- ✓ In Q3 2017, the Group generated revenue from the delivery of longwall systems to Russia and Turkey, deliveries on the Polish market (mainly roof support and transport systems) and the final phase of the power sector projects in the Surface segment.
- ✓ The significant economic recovery of the sector was accompanied by an unexpectedly rapid increase in manufacturing costs related to pay rise pressures, steel price increases and rising costs of contractor services, which the Company was forced to use to a larger extent due to the ongoing process of reorganisation of Kopex and Famur's production plants.
- ✓ The share of exports in the Famur Group's revenues was 42% for the 9M 2017, which is an increase of 12pp. comparing to 2016. This was accompanied by an increase in sales costs relating to the strengthening of positions on foreign markets.
- ✓ In H2 2017, the Group was not able to update the proposals submitted to the Clients during first half of the year with an average validity of 3-6 months. Presently proposals include prices adjusted to changing market conditions.
- ✓ Rising coal prices, increased investment demand, cooperation with the Polish mining sector in the area of innovative and comprehensive solutions for the mining and power sectors, in line with the government's Strategy for Responsible Development, are the factors driving the Company's growth in the coming years.

# INCREASING GLOBAL FOOTPRINT

## Export sales share 2013 – 9M 2017



## where we are present with our solutions



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