

The background of the slide features a hand holding a globe, with a network of white icons (including lightbulbs, people, and charts) connected by lines, set against a dark green background with a subtle grid pattern.

FAMUR

Presentation of the FAMUR Group
**Summary
of Q3 and 9M 2021**

- This presentation is the property of FAMUR S.A. Its processing, copying, saving on any information carriers, or making it available, in whole or in part, to third parties requires prior written consent of FAMUR S.A.
- Any statements contained in this presentation which do not refer to historical facts are 'forward-looking statements'. Such forward-looking statements, in particular where they refer to future financial performance or potential development of the FAMUR Group, should not be regarded as firm forecasts.
- FAMUR S.A. can give no assurance that any predictions regarding the future will materialise. Future financial performance may significantly differ from projections.
- In matters of interpretation, reference should be made to the Polish original. Translation of the original presentation of the FAMUR GROUP in Polish.



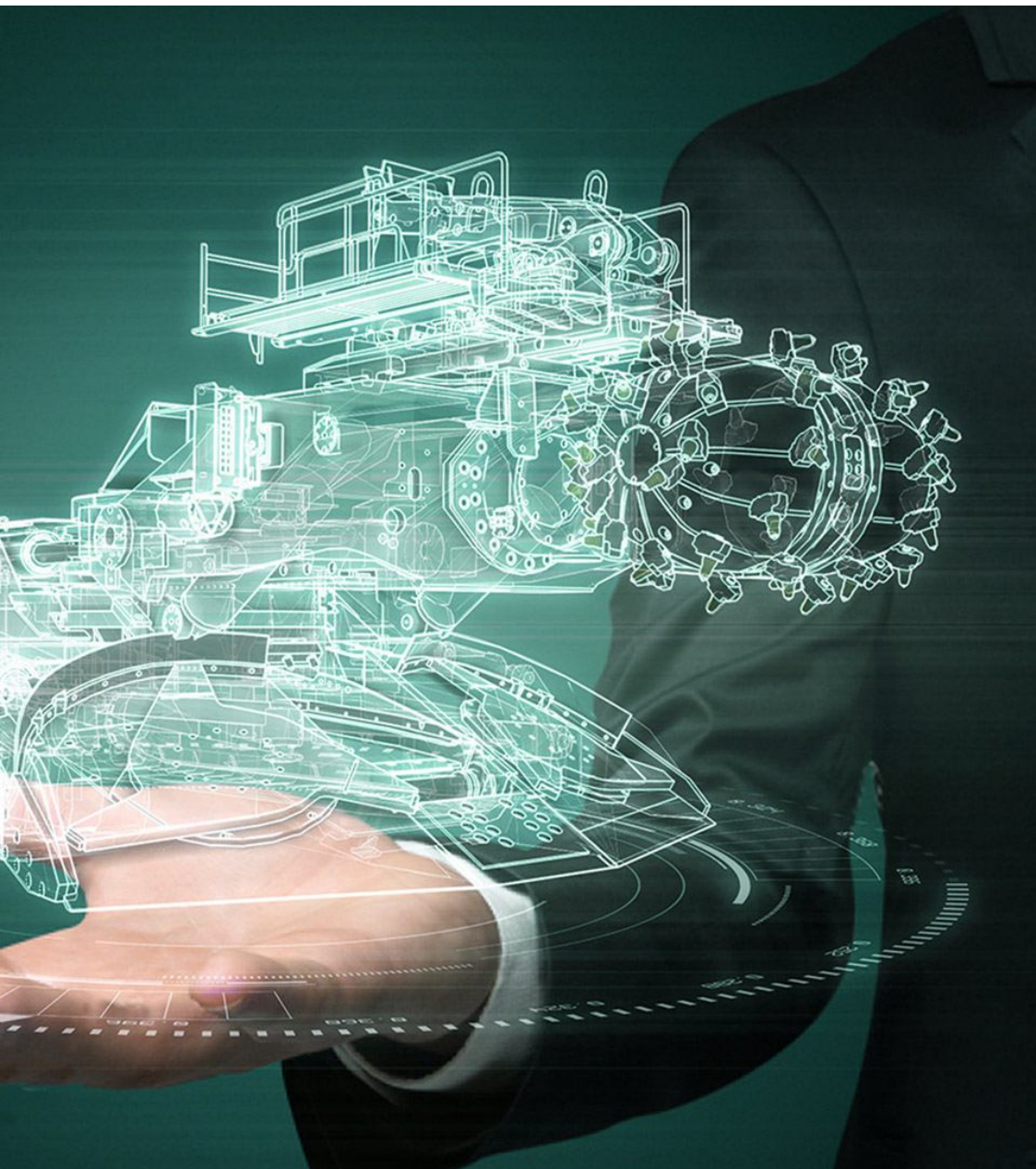
Agenda

- 1. Key developments**
- 2. Financial results**
- 3. Summary**
- 4. Q&A session**

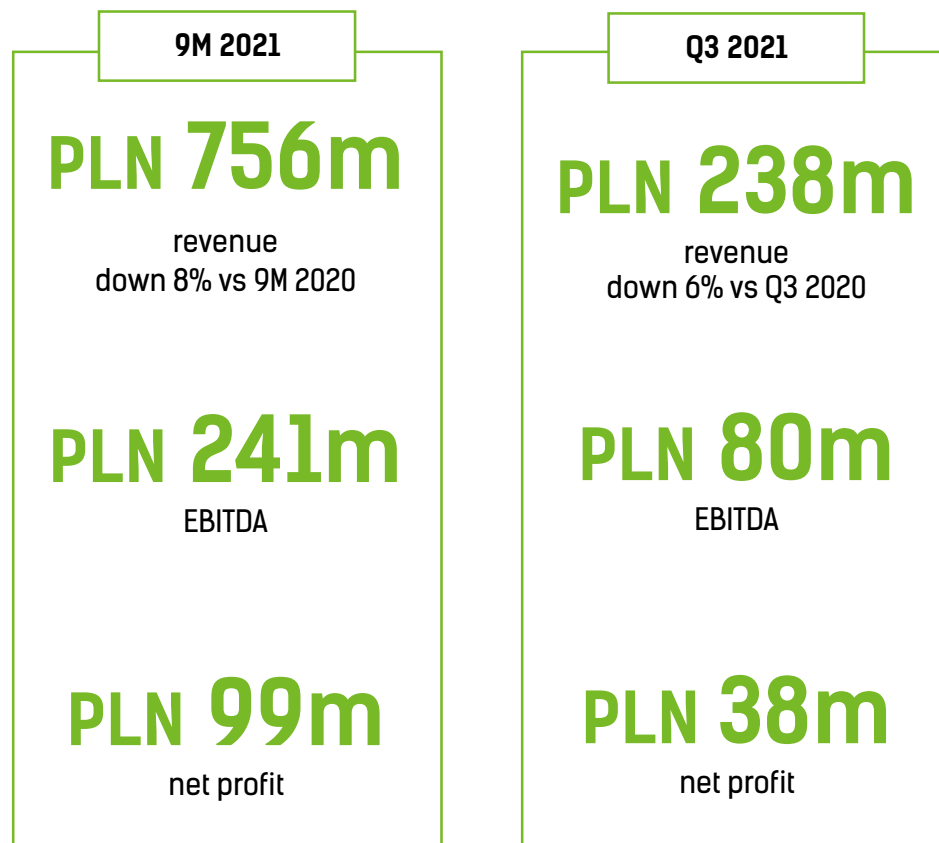
1

Key developments

Mirosław Bendzera
*President of the Famur
Management Board*



FAMUR Group 9M and Q3 2021 results



Key developments in Q3 2021

- 6% drop in revenue, with profitability at safe levels
- **Mining Machinery Segment:**
 - Increase in requests for proposals in foreign markets and decrease in coal stocks at domestic producers due to record-high prices of coal
 - PLN ~340m worth of new orders secured in Q3 2021
 - PLN ~720m worth of backlog* as at September 30th 2021
- **Solar PV Segment:**
 - ~1.4 GW solar PV projects at different stages of development
 - Disruptions in the supply chains of PV panels and other components globally
- **Financing:**
 - PLN 394m surplus of cash over debt as at September 30th 2021
 - Issue of Green Bonds
- Execution of a share buyback programme

* supply of machinery and equipment and leases in accordance with contract duration

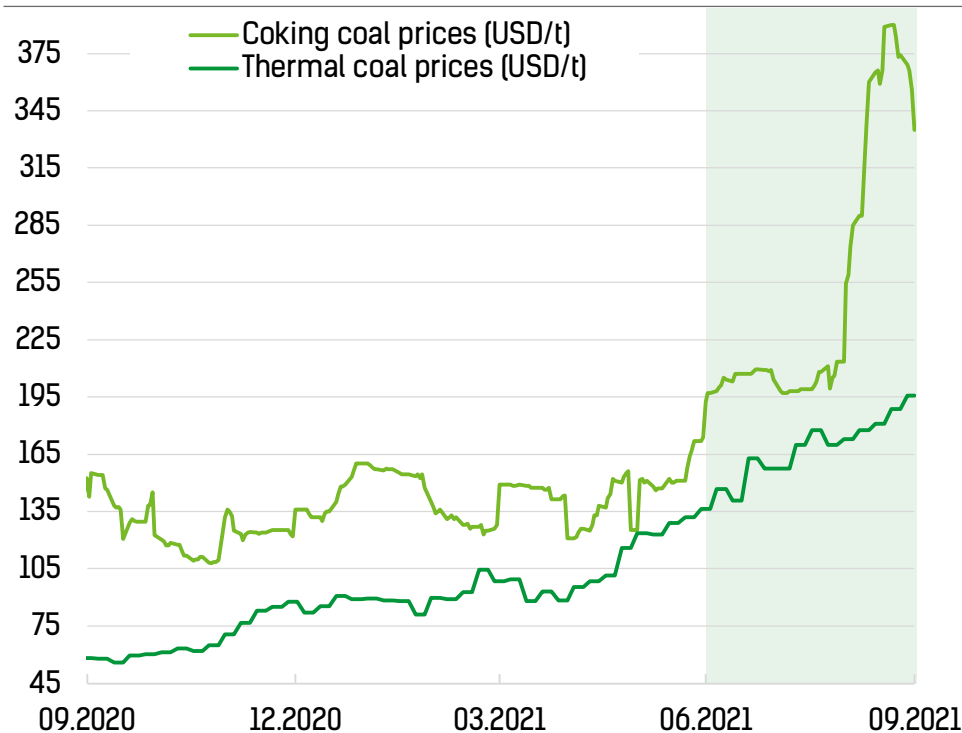


FAMUR

Mining Machinery Segment

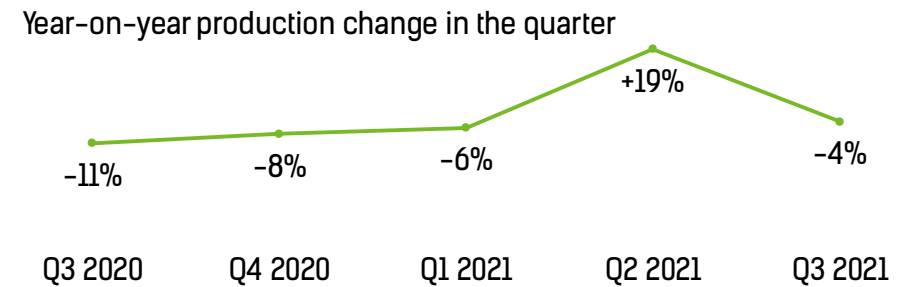
Record prices of coal lead to an increase in requests for proposals in foreign markets and a decrease in coal stocks of domestic producers

Evolution of global coal prices

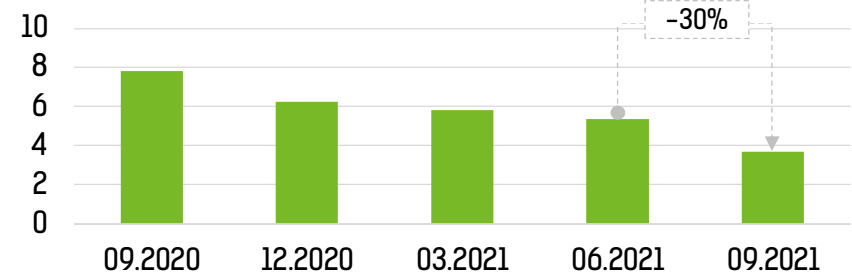


Source: Bloomberg, coking coal price index (FOB Australia SWAP), thermal coal (Australia Newcastle Port Therm)

Polish hard coal mining sector



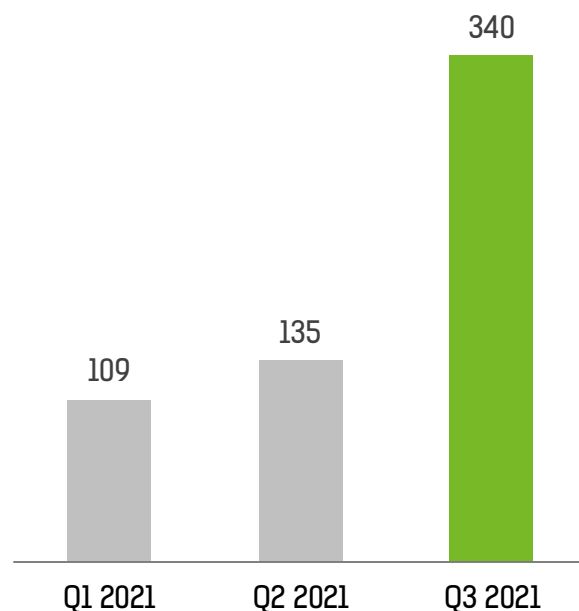
Stocks held by Polish coal producers (m tonnes)



Source: www.polskirynekwegla.pl

Commercial activities of the FAMUR Group in Q3 2021

Value of orders secured during
the quarter
PLNm



PLN ~340m – total value of orders secured in Q3 2021

Material contracts signed and tenders won in Q3 2021:

- **August:**
 - binding confirmation of acceptance of an offer with a value of approximately USD 28m (PLN 111m) for delivery of powered roof supports to a US customer
 - execution of a ca. EUR 20m (PLN 92m) contract for the supply of powered roof support sections to a Russian customer

- **September:** execution of a ca. EUR 10m (PLN 46m) contract for the supply of machinery to a customer from Indonesia

PLN ~720m in backlog at the end of September 2021 (supply of machinery and equipment and leases in accordance with contract duration)

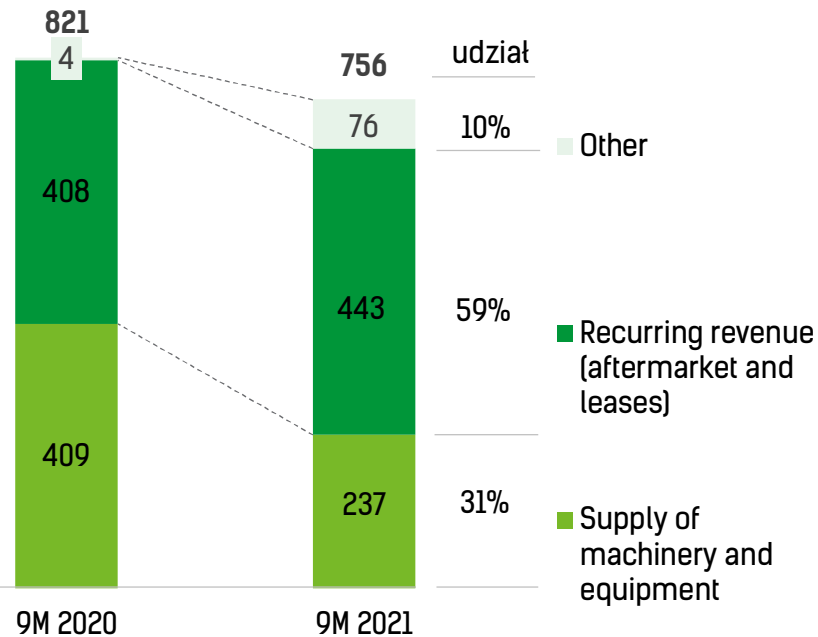
- **November:** execution of a ca. EUR 15m (PLN 68m) contract for the supply of Mikrus hard coal mining equipment to a customer from China

An increase in recurring revenue partly offset the declining revenue from the OEM market

8% yoy drop in revenue in 9M 2021:

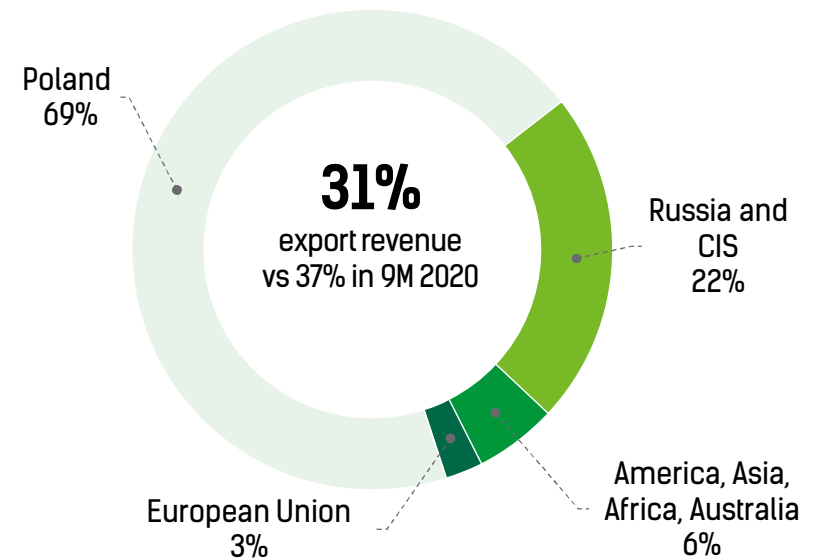
- 9% yoy increase in recurring revenue
- 42% decrease in revenue from supply of machinery and equipment

Revenue by product category (PLNm)



Sales to foreign markets mainly to Russia and CIS countries (approximately 22% of total revenue), with Asian, American and African countries combined representing about 6% of total revenue

Revenue by geographical market



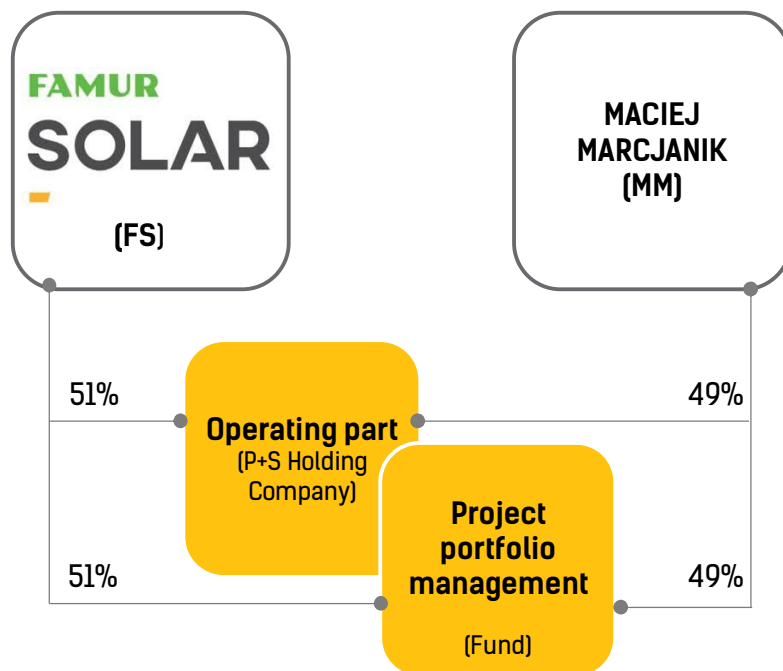


FAMUR

FAMUR
SOLAR

Development of the solar PV
segment at the FAMUR Group

Completed reorganisation of operating companies and formal takeover of control over PST from November 10, 2021



- ✓ FS acquires a 51% interest in the operating part by purchasing shares held by Maciej Marcjanik (MM) and the company's share capital is increased by a total of approximately PLN 48m 10/11/2021 registration of an increase in the share capital of PST - formal takeover of control by FS
- ✓ A closed-end investment fund, Projekt Solarteknik Fund Fundusz Inwestycyjny Zamknięty, is created to manage the solar PV farm portfolio
- ✓ FAMUR makes a loan to MM to finance acquisition of the Fund certificates for the purpose of purchasing solar PV projects (in accordance with the annex to the Investment Agreement)
- ✓ The Fund certificates are subscribed for by FS (51%) and MM (49%)
- ✓ Solar PV projects are sold to the Fund by TDJ (~100 MW with a renewable energy auction won in 2019 and 2020) and FAMUR (~164 MW, including ~104 MW with a renewable energy auction won in 2020 and 2021)

~1.4 GW of PV projects at different stages of development

Geographical distribution and size of PV projects under way

>130 MW

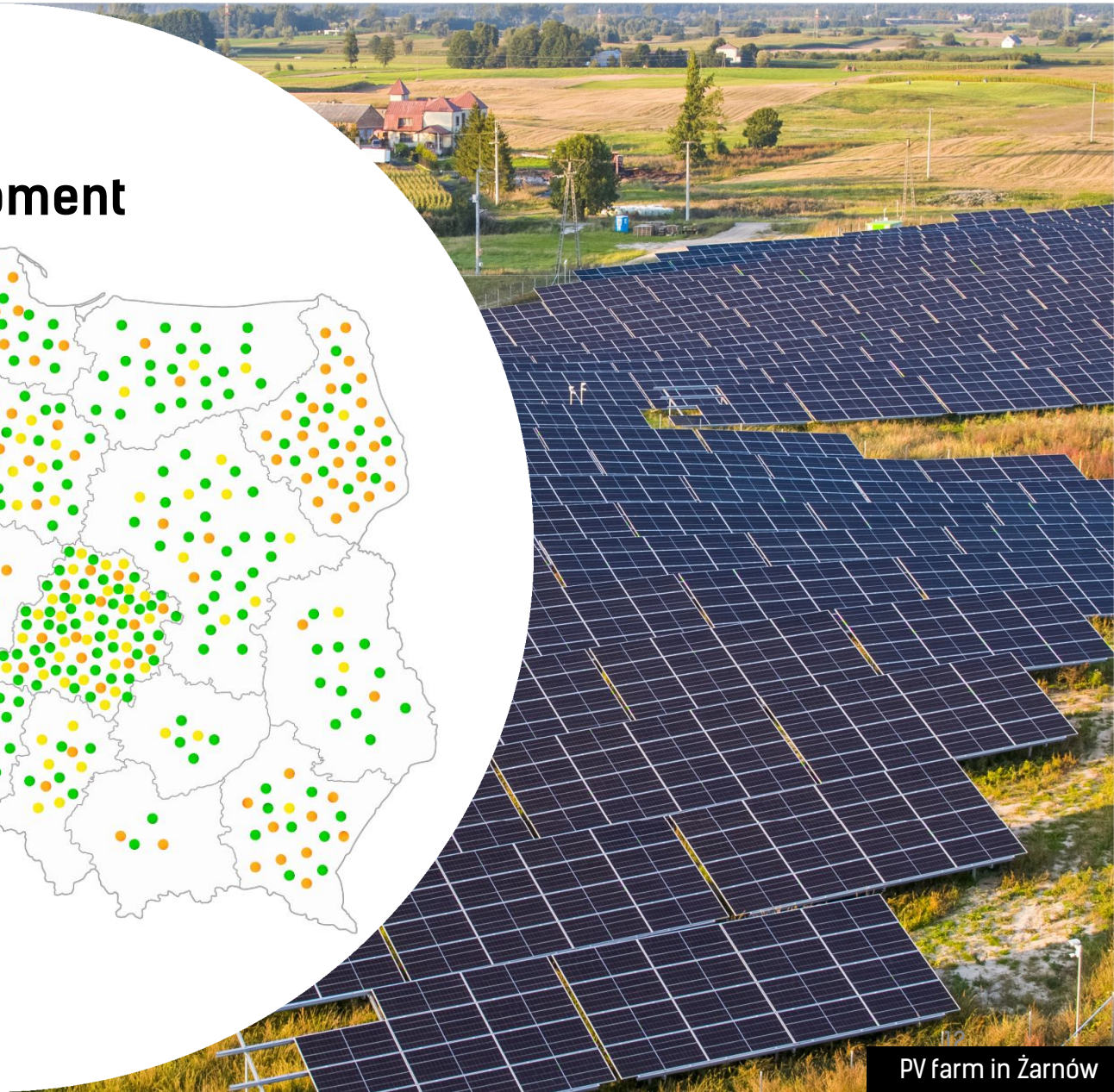
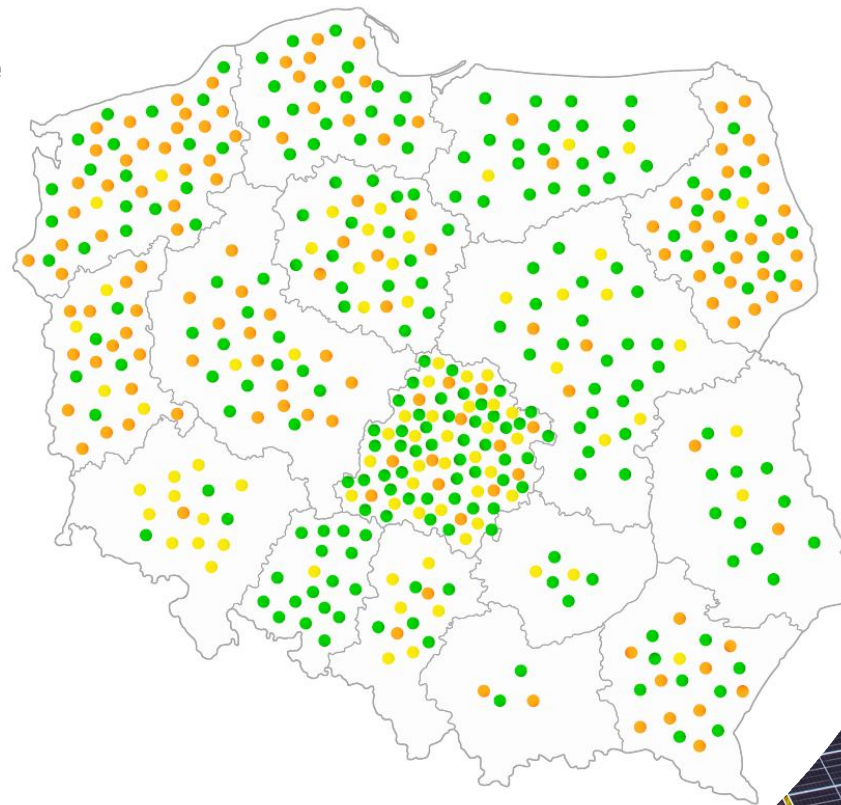
Farm projects under construction

>160 MW

Projects in the pipeline

~1,129 MW

Projects under development



PV farm in Żarnów

Situation on the solar PV market

Amendments to the RES Act:

- the possibility of extending the auction aid system until the end of 2027
- extension, among others, of the existing public aid schemes for renewable energy producers
- reducing the licensing obligations for businesses undertakings with respect to small RES installations

Price growth and limited availability of photovoltaic panels

- PV panel manufactured mainly in China
- significant cost of building IMW of solar PV farm
- limited availability may extend the farm construction time

Limited availability of certain electronic components

- immaterial as a cost component, but extends the construction time

Higher freight rates, especially for imports from China

- import of PV panels and inverters mainly from China

Insufficient adaptation of distribution networks to rapid growth in RES capacity

- longer waiting periods for newly-built projects to be connected to the operators' networks

FAMUR's financial spend on development of the solar PV segment

- PLN ~340m of total financial spend on the development of the solar PV segment as at September 30th 2021 (acquisition or development of projects, taking control of PST, financing of the construction of solar PV farms, financing of the purchase of components necessary for PV farm construction, or operational financing of the Operating Companies)
- Plans to secure project finance loans to refinance the SPV's debt to FAMUR



PV farm in Biały Bór

FAMUR

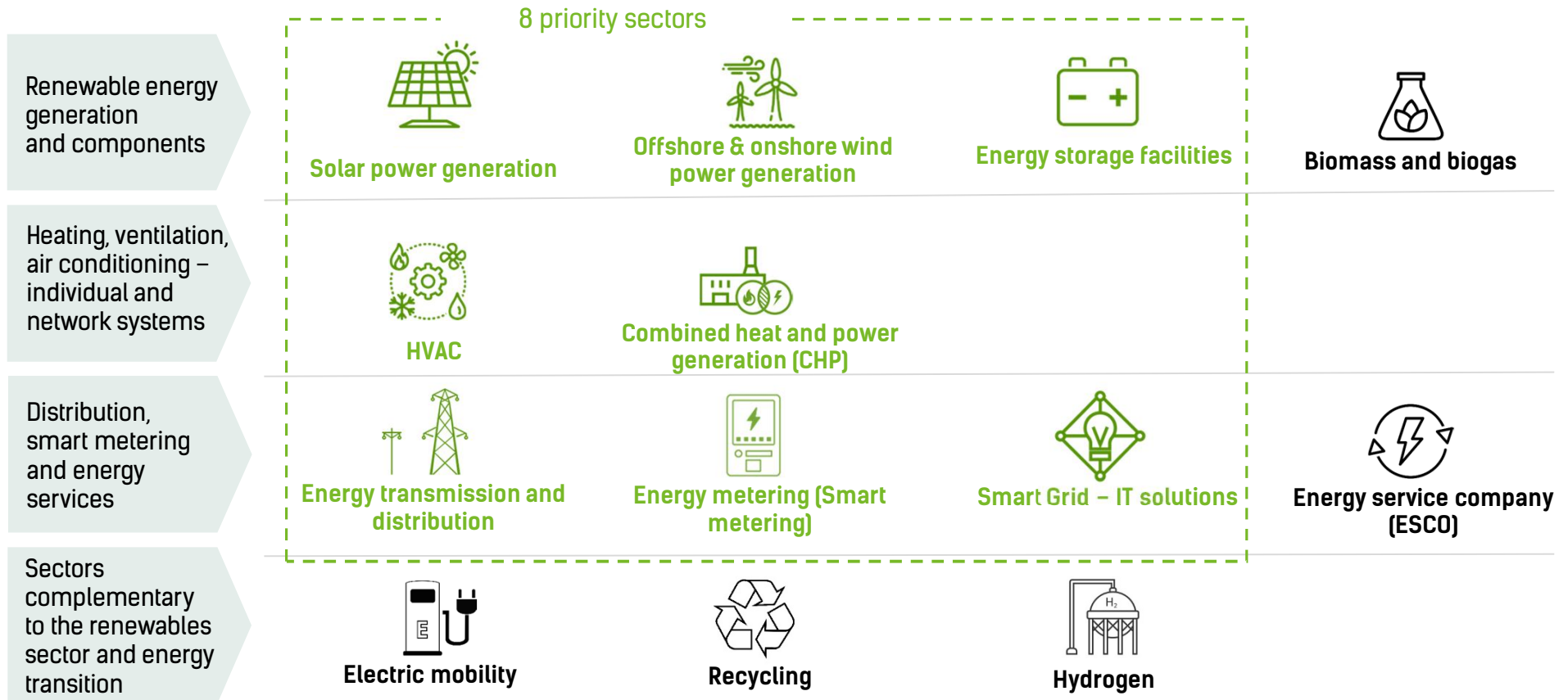
GO GREEN

integrated provider of advanced,
environmentally friendly energy
solutions

Go Green is more than solar photovoltaics – it encompasses a total of 13 sectors with the greatest potential for growth, driven by energy transition

Sectors of greatest interest for the FAMUR Group

8 priority and 5 opportunistic sectors



2

Financial results

Tomasz Jankowski
Famur Investor Relations



Revenue development analysis

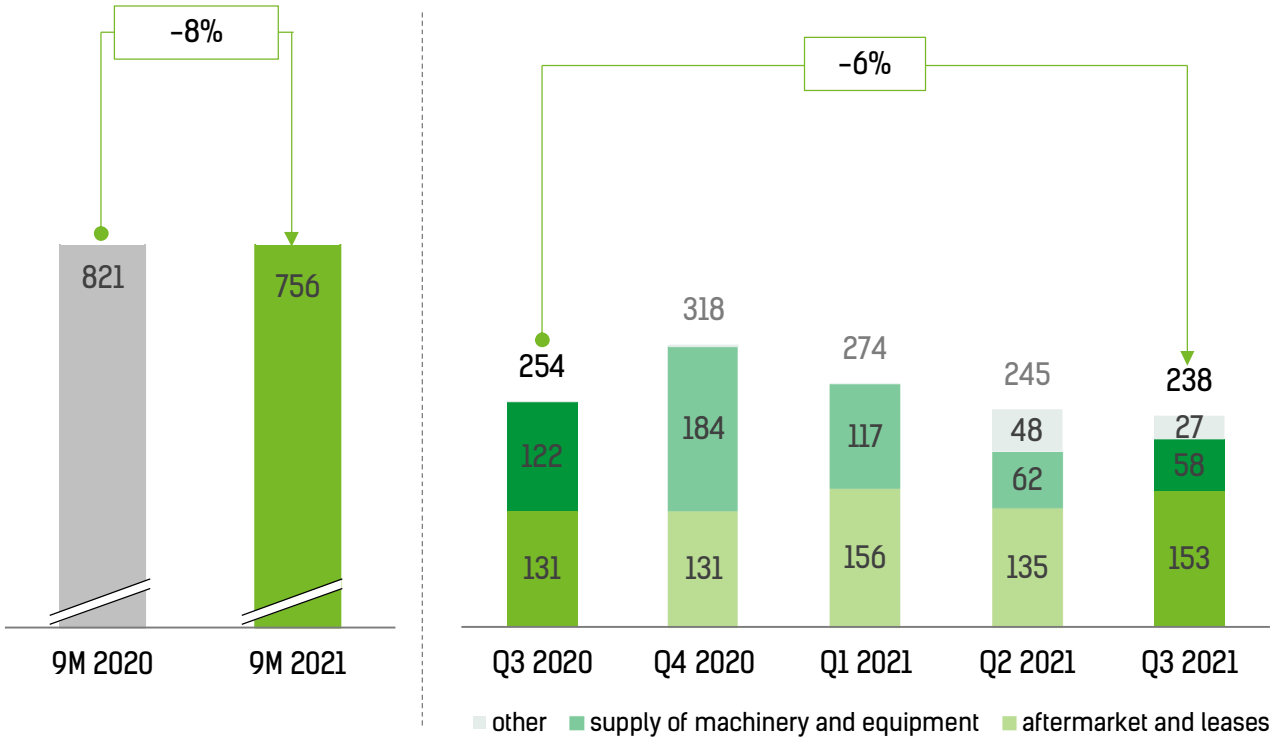
8% yoy drop in revenue in 9M 2021:

- Revenue from supply of machinery and equipment down 42%
- Revenue from aftermarket services and leases up 9%
- Other income – mainly a result of transactions in components for the construction of PV farms with related special purpose vehicles and operating companies consolidated after formal acquisition of control

6% yoy drop in revenue in Q3 2021:

- Revenue from supply of machinery and equipment down 52%
- Revenue from aftermarket services and leases up 17%

FAMUR Group revenue development (PLNm)



Operating profitability analysis

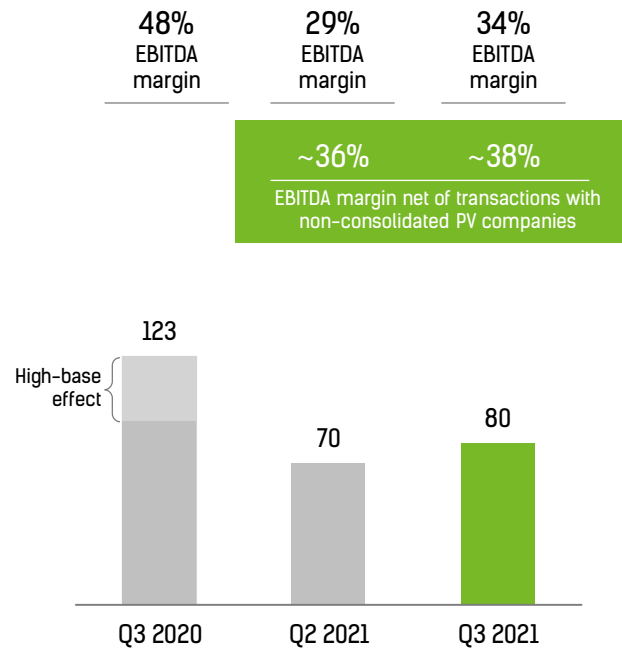
Key drivers of Q3 EBITDA

Year-on-year change: decrease in EBITDA vs Q3 2020, attributable to:

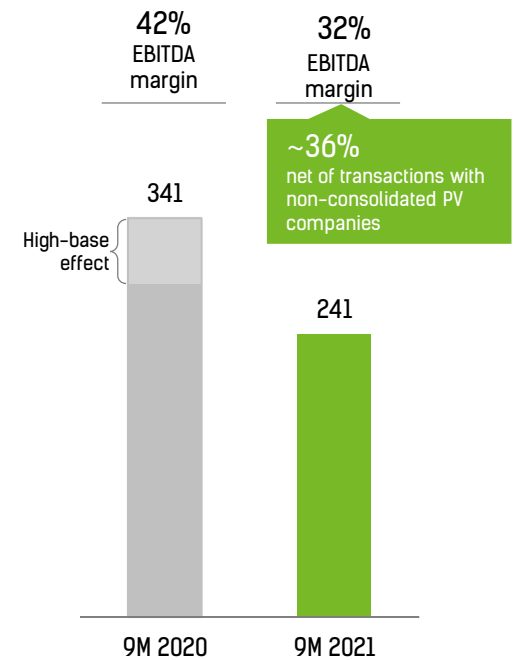
- Gross profit down PLN 24m on lower revenue
- High base includes the effect of the anti-crisis shield benefits: temporary working time and pay reduction, bonus scheme suspension, grants, and reversal of provision for tax (following the receipt of a favourable tax decision)
- Profitability analysis distorted by transactions with SPVs

Quarter-on-quarter change: increase in EBITDA vs Q2 2021 mainly attributable to quarter-on-quarter fluctuations in net other expenses

Development of FAMUR Group EBITDA for the quarter year on year and quarter on quarter (PLNm)

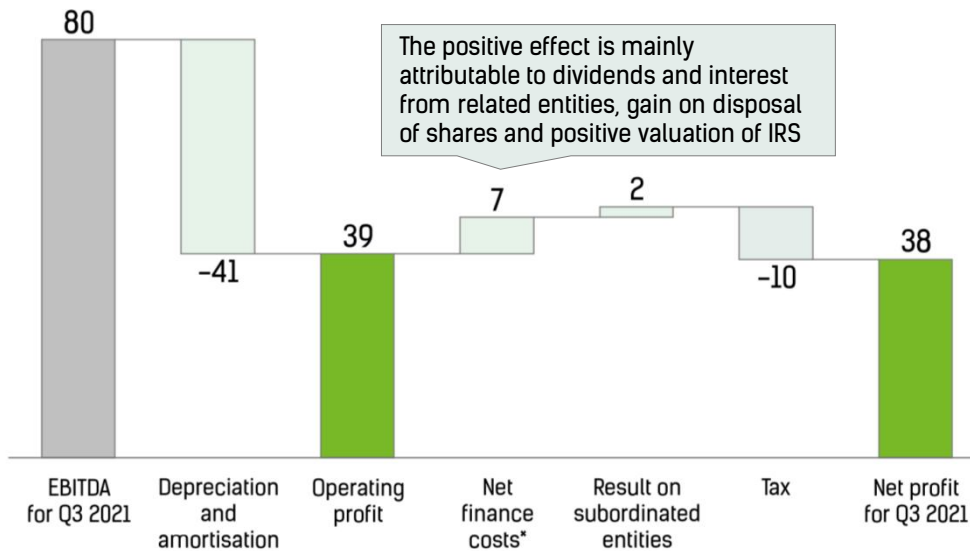


FAMUR Group 9M EBITDA PLNm



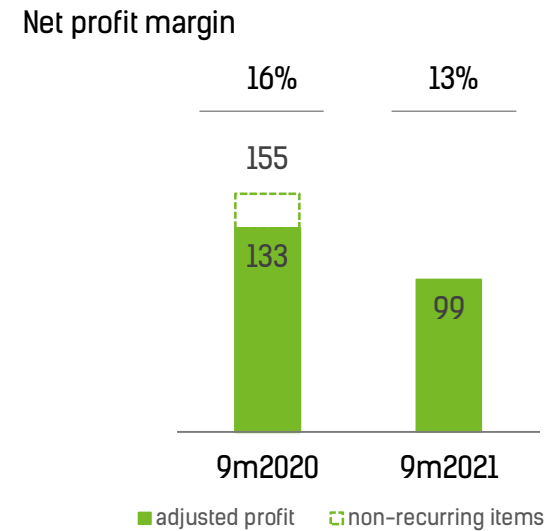
Net profit margin analysis

Key drivers of Q3 2021 net profit
FAMUR Group net profit (PLNm)



* net finance costs are finance costs adjusted for finance income and net change in allowance for expected credit losses

FAMUR Group 9M net profit and net profit margin
PLNm

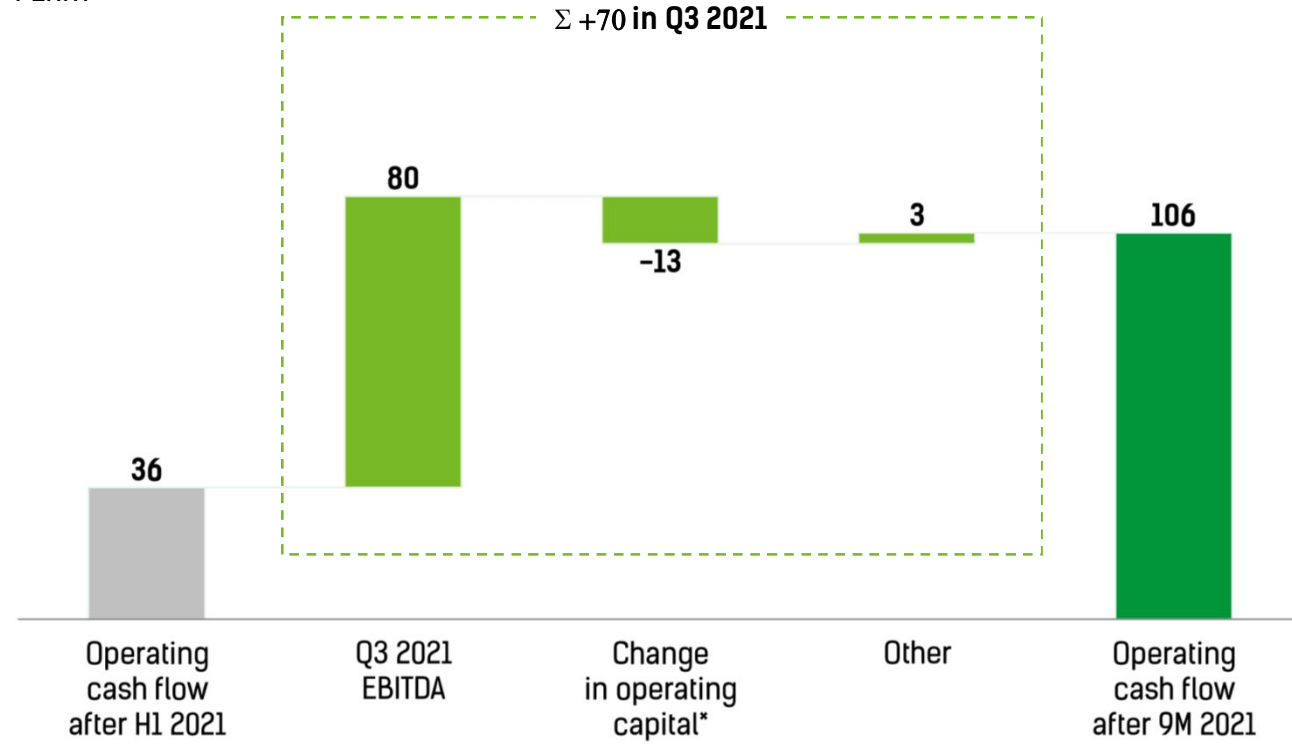


Material non-recurring items in 9M 2020: PLN +22.5m positive effect of a favourable tax decision (to discontinue CIT investigation)

Operating cash flows in Q3 2021

- PLN +70m in operating cash flow in Q3 2021:
 - PLN + 80m: EBITDA; and
 - PLN -13m: increase in operating capital requirement, mainly as a result of investment in the solar PV segment
 - PLN -141m: increase in inventories
 - PLN +81m: change in receivables
 - PLN +47m: change in operating liabilities
- 'Other' includes PLN 4m of income tax paid in Q3 2021 and PLN +7m of non-cash adjustments included in EBITDA

Operating cash flow in 9M 2021
PLNm

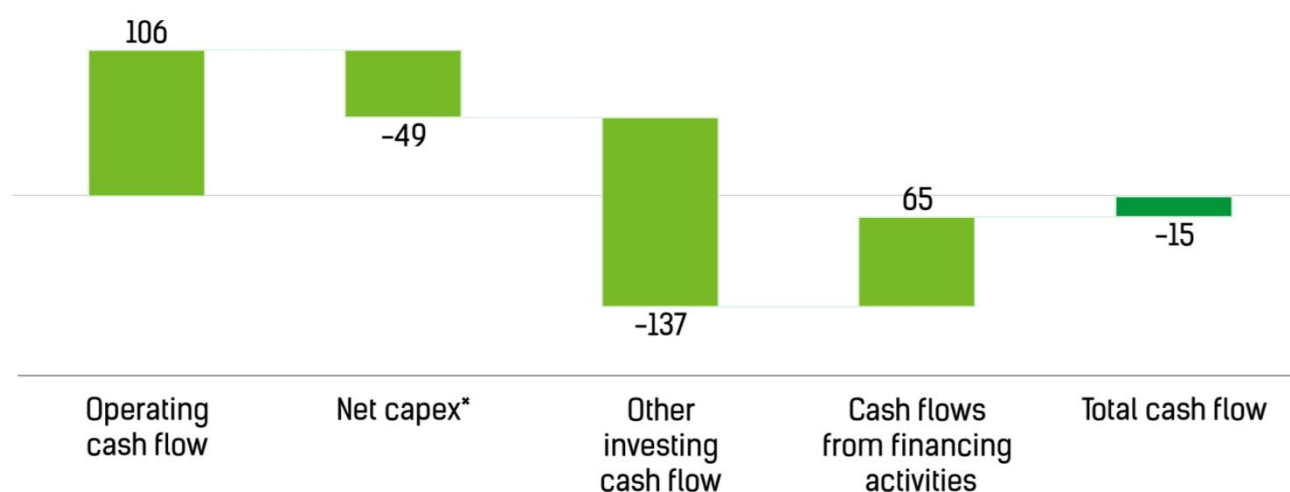


* total of the following items: change in inventories, current receivables and current liabilities, net of borrowings

PLN 394m surplus of cash over debt as at September 30th 2021

- PLN 77m capital expenditure on property, plant and equipment and intangible assets, partly financed from PLN 28m proceeds from disposal of non-core assets (non-operating assets optimisation programme)
- Other investing cash flow:
 - loans to finance operations of SPVs active in the solar PV business
 - loans advanced to TDJ Equity I sp. z o.o. under an agreement of 2021
 - expenditure to take up shares in and increase the share capital of Projekt Solartechnik S.A.
- Key financing cash flows:
 - inflows from debt sale, borrowings, and non-controlling shareholders' contributions towards share capital increase at the PV segment companies
 - outflows on payment of borrowings, interest and lease liabilities.

Capital allocation in 9M 2021 (PLNm)



PLN -394m
 net debt as at September 30th 2021
 PLN 491m of gross debt,
 PLN 885m of cash

* purchase of intangible assets and property, plant and equipment less proceeds from disposal of intangible assets and property, plant and equipment

The issue of green bonds will provide additional funds to implement the **GO GREEN** strategy

- **Value of the issue:** PLN 400m
- **Objective of the issue:** to directly and indirectly finance or refinance the development, purchase, construction and operation of Green Projects
- **Interest rate:** 6M WIBOR + 290 basis points per annum, payable every 6 months
- **Maturity date:** November 3rd 2026



Summary of the Share Buyback Programme

- **August 17th 2021** Extraordinary General Meeting approves the buyback of Company shares
- **Purpose of the Programme:** to enable the sale of Company shares by the Shareholders who had purchased them with a view to benefiting from the previous dividend policy
- **Programme amount:** PLN 70m
- **September 1st 2021** Announcement of an invitation for shareholders to tender, in the period September 6th to September 17th 2021, approximately 28 million shares for PLN 2.5 per share
- **Number of tendered shares:** 82,539
- **Shareholders' low participation in the Buyback Programme may be viewed as acceptance of the new strategic directions**



FAMUR
GO GREEN



FAMUR

3

Summary

Mirosław Bendzera
*President of the Famur
Management Board*

Summary of Q3 2021 and outlook for Q4 2021

Summary of Q3 2021

- Marked increase in request for proposals in the mining machinery segment, chiefly from foreign markets
- Profitability maintained at safe levels and a stable balance sheet
- Execution of a share buyback programme
- Issue of Green Bonds

Outlook for next quarters

- Further development of the solar PV segment and development of the RES segment to build an integrated offering of environmentally-friendly energy transition solutions
 - analysis of potential acquisition targets in cogeneration, energy storage, smart grid or HVAC to quickly achieve economies of scale and develop capabilities
 - partnership-based growth (controlling stake for FAMUR)
- Further implementation of the strategy to diversify FAMUR business outside the mining sector
- In the mining machinery segment – search for new markets and new orders on the existing ones; optimisation of operational resources in line with market developments
- Focus on maintaining adequate flexibility and cost competitiveness in the context of dynamic changes in the prices of components and services



4

Q&A session





FAMUR

Appendices

Reconciliation between operating and reported metrics

EBITDA	9 months to		3 months to	
	Sep 30 2021	Sep 30 2020	Sep 30 2021	Sep 30 2020
(PLNm)				
Operating profit	110	208	39	79
Depreciation and amortisation	131	133	41	44
EBITDA	241	341	80	123

Reconciliation between operating and reported metrics

Net debt

(PLNm)	As at	
	Sep 30 2021	Dec 31 2020
non-current financial liabilities	243	437
bank borrowings	1	2
other debt instruments	200	401
leases	25	26
debt sale	17	8
current financial liabilities	248	42
bank borrowings	21	2
other debt instruments	204	-
leases	5	5
debt sale	18	35
Gross debt	491	479
Less cash and cash equivalents	-885	-899
Net debt	-394	-420
Net debt/EBITDA	-1.2x	-1.0x

Glossary

EBIT	Operating profit
EBITDA	Operating profit before depreciation and amortisation
EBITDA margin	Operating profit before depreciation and amortisation to net revenue from sale of products, merchandise, and materials
Other expenses, net	Other expenses less other income
Net finance costs	Finance costs adjusted for finance income and net change in allowance for expected credit losses
Working capital	Carrying amount of inventories, increased by trade receivables, less trade payables (from related and other entities)
Change in operating capital	Total of items: change in inventories, change in receivables and change in current liabilities, net of borrowings, disclosed in the statement of cash flows
Net CAPEX	Capital expenditure to purchase intangible assets and property, plant and equipment, adjusted for proceeds from disposal of intangible assets and property, plant and equipment

Glossary continued

Net debt	Net carrying amount of long-term and short-term borrowings and debt instruments, less cash and cash equivalents
Adjusted net debt	Net carrying amount of long-term and short-term borrowings and debt instruments, less cash and cash equivalents, adjusted for total dividend paid (after the reporting date)
Net debt to EBITDA	Net carrying amount of long-term and short-term borrowings and debt instruments, less cash and cash equivalents, to EBITDA (operating profit before depreciation and amortisation) for the last 12 months