

**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 5 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



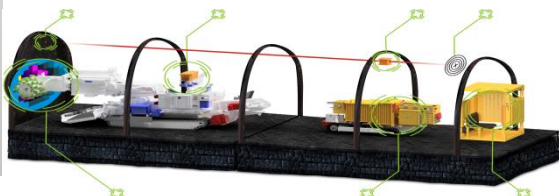
Selected offering: longwall systems, road headers, conveyors, roof supports, crushers, transportation systems, locomotives



### ELECTRICAL EQUIPMENT



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



### SURFACE



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



### MINING SERVICES



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

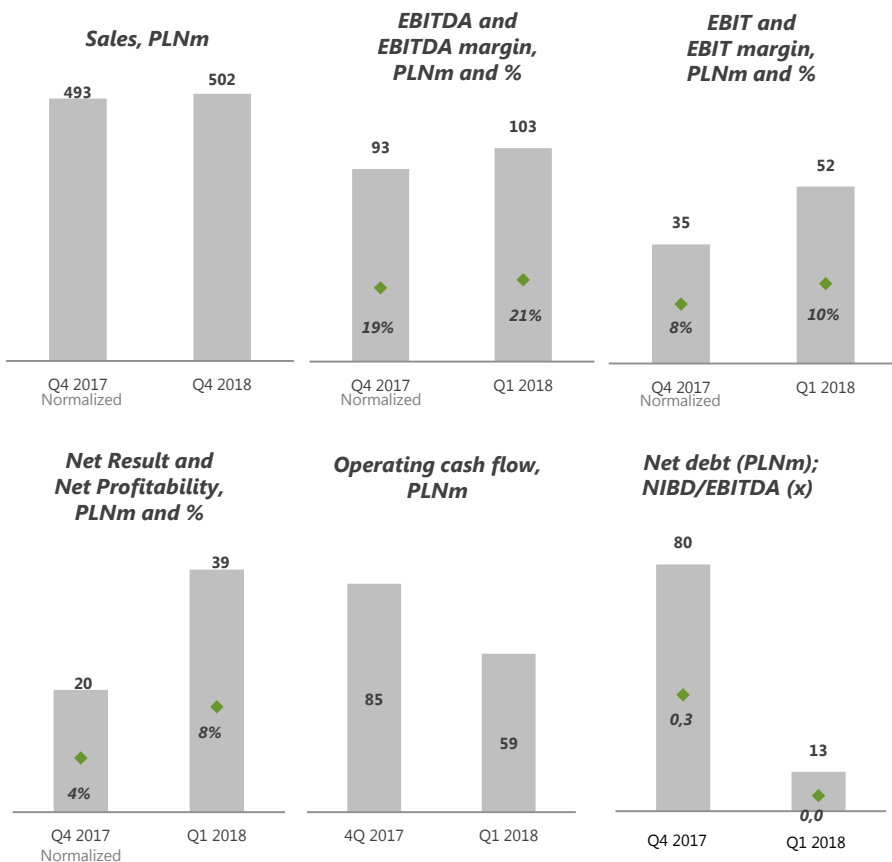


## FINANCIAL HIGHLIGHTS 2015 – 2018

	2015	2016	2017	2017 * (Combined)	Q4 2017	Q1 2018
				<b>FAMUR+ KOPEX</b>		
Revenues	801	1 030	1 460	1 905	493	502
EBIT	43	114	114*	172*	35**	52
margin [%]	5%	11%	8%	9%	7%	10%
EBITDA	184	239	289**	404**	93**	103
margin [%]	23%	23%	20%	21%	19%	21%
Net income	51	94	82**	124**	20*	39
margin [%]	6%	9%	6%	7%	4%	8%
Assets	1 259	1 775	3 138	3 138	3 138	3 087
Shareholders' equity	890	993	1 550	1 550	1 550	1 586
EQR [%]	71%	56%	49%	49%	49%	51%
Net debt	73	-133	80	80	80	13
Net debt/EBITDA	0,4x	-0,6x	0,3x	0,3x	0,3x	0,0x
OCF	115	314	192	267	85	59

NOTES: Kopex results has been consolidated since consolidated since H2 2017 | \* Combined pro-forma data for 12M 2017 FAMUR + KOPEX  
| \*\* EBIT, \*\*EBITDA, \*\*EBITDA, \*\*Net Profit and related margins – normalized i.e. excluding Q4 2017 one-offs

# Q1 2018 FINANCIAL RESULTS - FAMUR GROUP

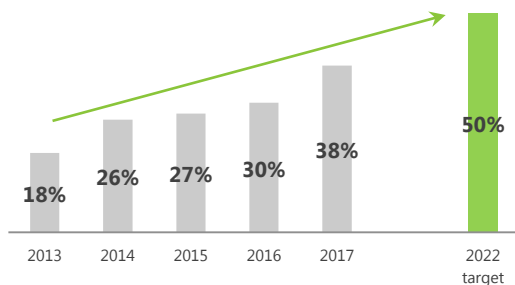


## Key factors of Q1 2018 performance:

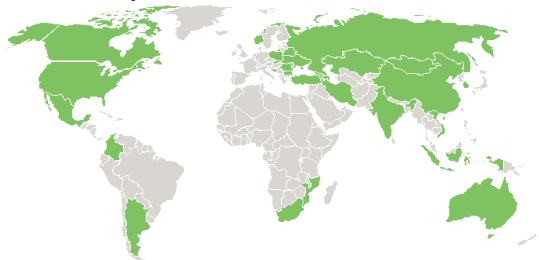
- ✓ In Q1 2018, the Group generated revenue from delivery of longwall systems for customers in Poland (including PG Silesia, JSW S.A. and PGG S.A.), additionally the revenue from shearer loader and roadheader lease agreements, as well as exports to the Kazakhstan, Turkish and other markets. In Surface segment revenue was driven by export sales of handling and hoisting equipment and surface mining equipment to Austria and Bulgaria and in Poland by contracts in the power sector that were in a final phase of completion and a new contract for a coal dressing plant at the KWK Budryk coal mine.
- ✓ Relative to Q4 2017, margins also improved considerably, with gross margin having increased from 15.4% in Q4 2017 to 19.3% in Q1 2018, reflecting an uptrend in margins prevailing in Q1 2018.
- ✓ High 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

### share of export sales



### where we are present with our solutions



### 2017 sales



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