# **PKP CARGO Group at a glance**

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H1 2023 Results



Paris, 21st September 2023

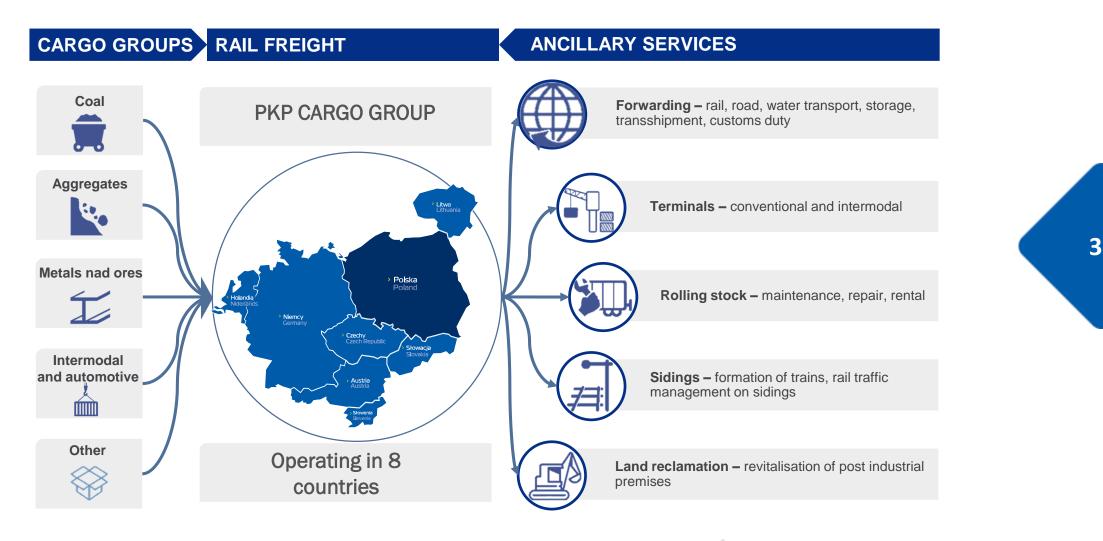


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PKP CARGO Group overview

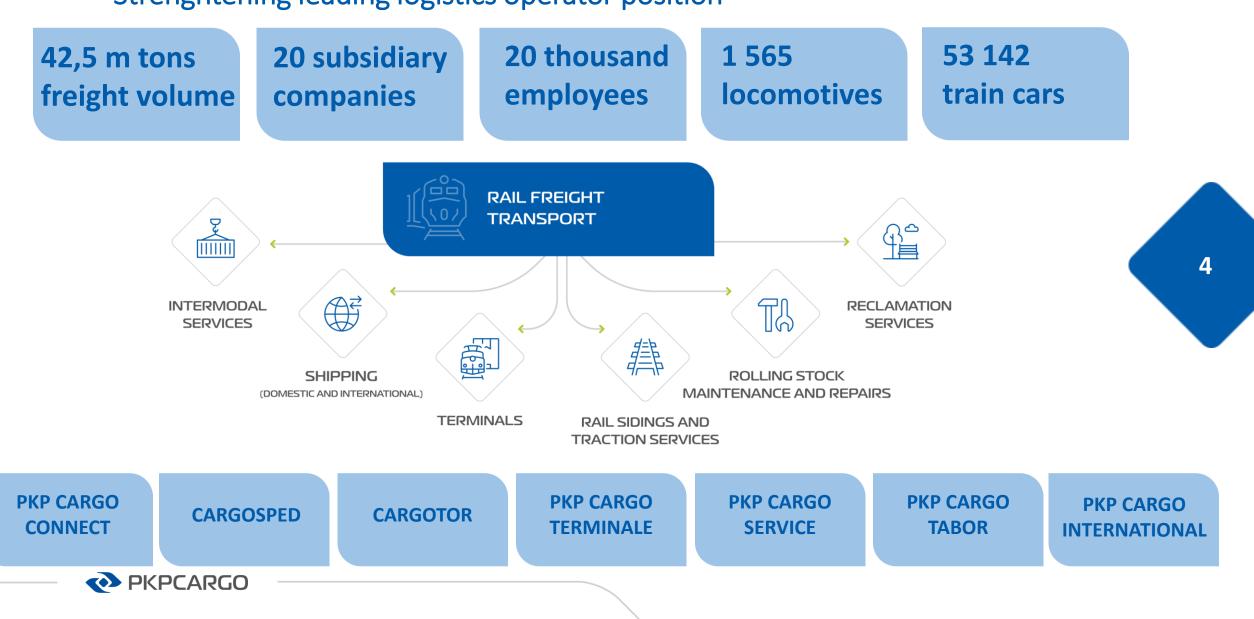
- Results summary
- Operational results
- Financial results
- Key development areas

> PKP CARGO Group overview Main business lines and cargo groups



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# > PKP CARGO Group in numbers 1H 2023 Strenghtening leading logistics operator position



# > PKP CARGO Group as a listed company Strengthening leading logistics operator position

# **PKP CARGO Management Board**



Dariusz Seliga Chairman of the Board



Maciej Jankiewicz Management Board Member in charge of Finance



Marek Olkiewicz Management Board Member in charge of Operations



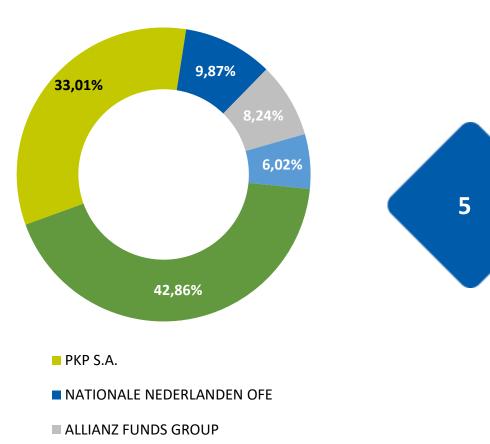
Jacek Rutkowski Management Board Member in charge of Commerce



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Zenon Kozendra Management Board Member in charge of Employee Representative

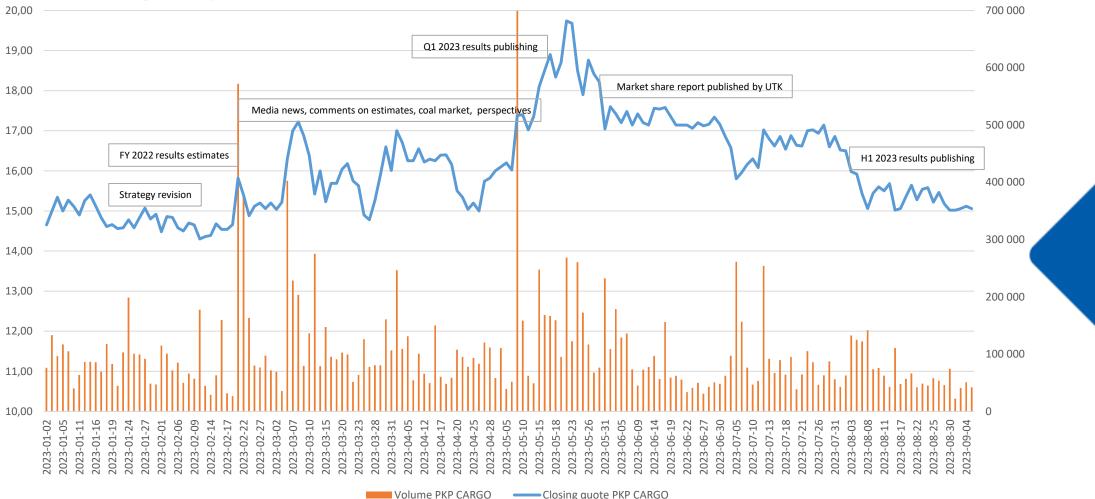
**PKP CARGO Shareholding structure** 



- GENERALI PTE
- OTHER SHAREHOLDERS

# PKP CARGO recent quotations on WSE

**Recovering the position** 



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Closing quote PKP CARGO

# PKP CARGO Group key cargo groups 1H 2023 Wide spectrum of transported goods

	Solid fuels	<ul> <li>Hard coal, coke, brown coal transported to power plants</li> <li>In 1H 2023 PKP CARGO Group transported 22.7 m tons</li> </ul>
	Aggregates	<ul> <li>Construction materials transported to infrastructure sites – roads etc</li> <li>In 1H 2023 PKP CARGO Group transported 9.4 m tons</li> </ul>
- D D	Metals and ores	<ul> <li>Metal sector slow down, slight increase in transports from Czechia</li> <li>In 1H 2023 PKP CARGO Group transported 2.5 m tons</li> </ul>
	Liquid fuels	<ul> <li>Increase in transport to Ukraine, and from Lithuania</li> <li>In 1H 2023 PKP CARGO Group transported 0.9 m tons</li> </ul>
\$ []]]	Intermodal	<ul> <li>General slow down due to Covid and war in Ukraine</li> <li>In 1H 2023 PKP CARGO Group transported 2.6 m tons</li> </ul>
	Timber, produce	<ul> <li>Agriculture produce import from Ukraine to marine ports</li> <li>In 1H 2023 PKP CARGO Group transported 1.3 m tons</li> </ul>
	Chemicals	<ul> <li>Fertilizers production slow down due to high gas prices</li> <li>In 1H 2023 PKP CARGO Group transported 2.3 m tons</li> </ul>



# The North-South corridor and New Silk Road Key transport routes

Strategic location in the network of EU transport corridors:

- Main transport route between Western Europe and CIS/Far East countries
- Main player in the Baltic-Adriatic transport corridor
- Significant contribution in transport routes between the Balcan region and Skandinavian countries

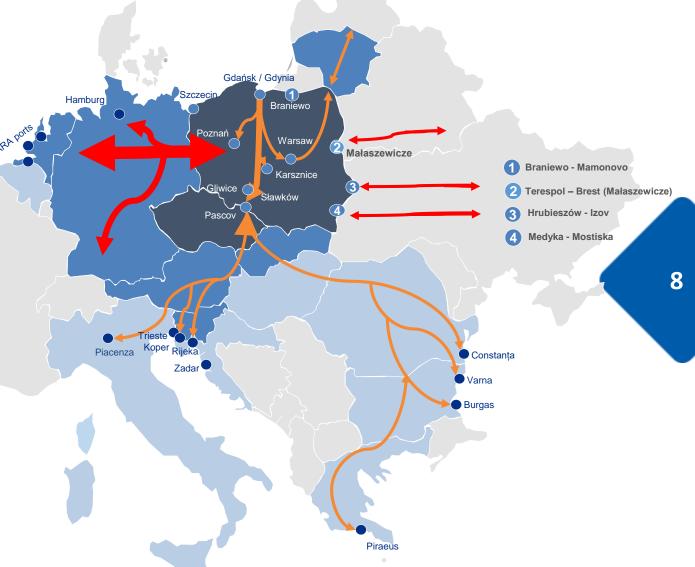


North-South corridor flow of cargo

PKP CARGO domestic markets

Countries where freight operations concerning North - South corridor and New Silk Road are conducted

Countries nearby the North-South corridor and New Silk Road







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PKP CARGO Group overview

- Results summary
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# PKP CARGO Group results 1H 2023 Strong financial results



Significant growth in revenues from contracts with customers

Slight increase in operating costs

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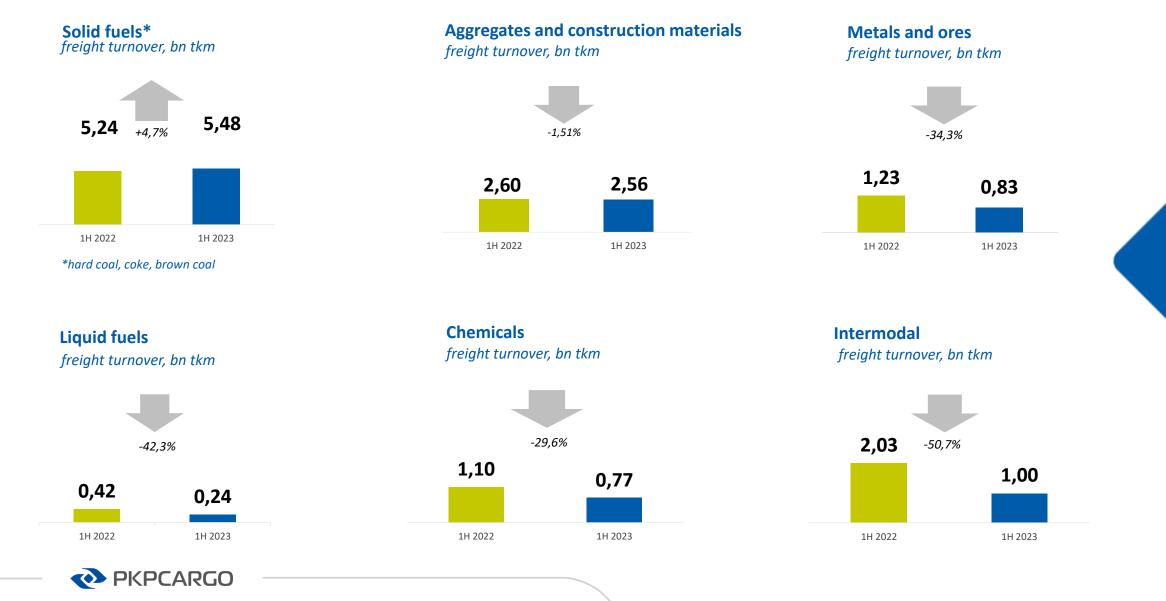


# Agenda

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# Freight turnover - PKP CARGO Group 1H 2023 Solid growth in key commodity groups

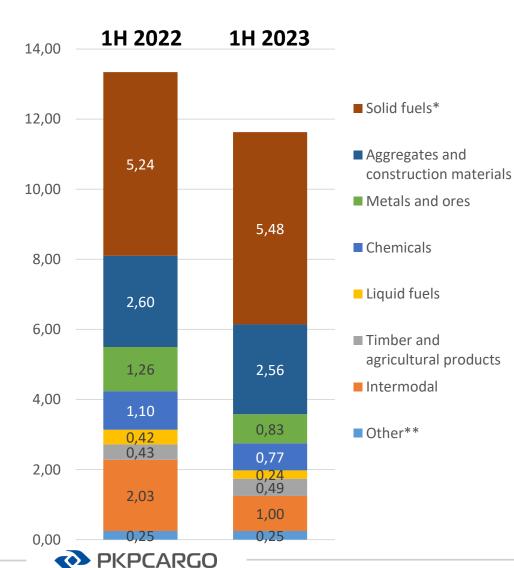


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# > Decrease in freight parameters in 1H 2023

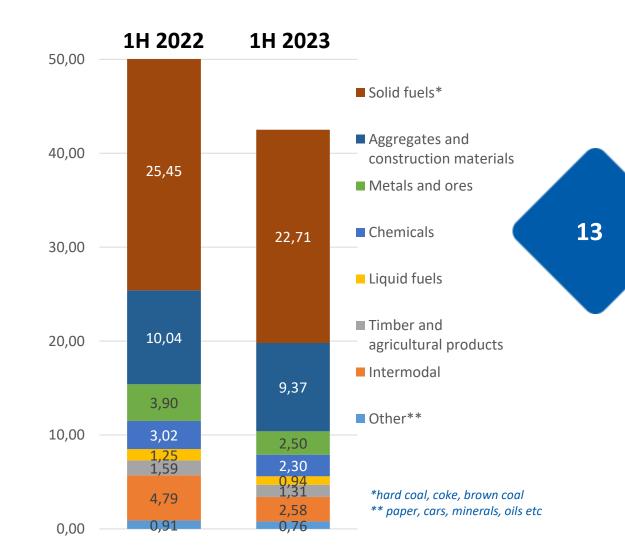
Freight turnover y/y

bn tkm



### Freight volume y/y

### M tons



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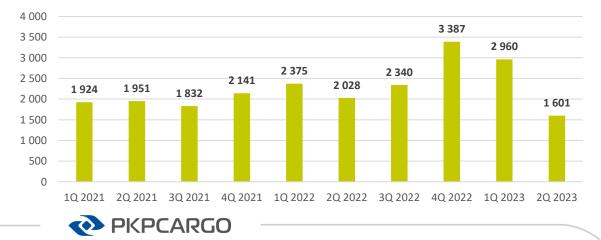
# Hard coal transport Energy safety provided by PKP CARGO

### (ths tons) 14 000 12 967 12 751 12 492 11 947 11 560 11 119 11 069 12 000 10 315 10 022 10 000 7908 8 0 0 0 6 0 0 0 4 0 0 0 2 0 0 0 0 2Q 2021 3Q 2021 4Q 2021 1Q 2022 2Q 2022 3Q 2022 4Q 2022 1Q 2023 2Q 2023 1Q 2021

### Hard coal transport – freight turnover

Hard coal – freight volume

### (m tkm)



Growth rate of changes occurring in the international and domestic coal market influenced clients' decisions on coal deliveries in H1 2023, which translated into the quantity and directions of transports performed by PKP CARGO,

 accumulated inventories (intensification of transport in 2022),

- generation of energy by commercial power plants based on hard coal only in the period from January to June 2023 stood at 37,571 GWh, i.e. down 13.0% as compared to the same period of 2022 (in the 6 months of 2022, 43,176 GWh were produced based on hard coal),
- increase in the average haul of hard coal by 36 km (18.8%) in connection with the changed direction of deliveries,
- PKP CARGO International higher hard coal shipments, lower coke and lignite shipments to cogeneration plants and power plants.

# Aggregates and construction materials – PKP CARGO Group

Decreased demand from customers on aggregates and construction materials was mainly cause by marinating high level of stocks and:

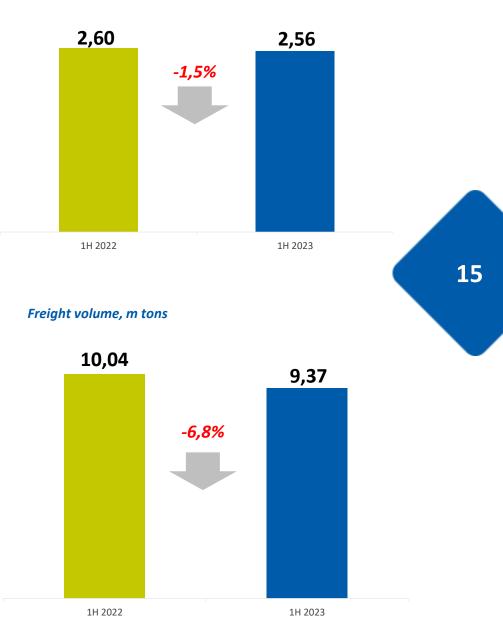
- reduced volume of limestone transport operations to Czech steelworks and German power plants,
- lower volume of transport operations in exports of quartzite through seaports to Iceland – weaker demand from buyers,
- PKP CARGO International a.s. reduced volume of transport operations for a major producer in this segment which decided to suspended cement production due to its high price.
- Increased deliveries of crushed stone from mines in Lower Silesia to stations located in the northern and eastern parts of Poland.

Main transport routes: Poland, Germany, Ukraine, Belarus, Czechia

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### **Aggregates and construction materials**

Freight turnover, bn tkm



# Intermodal – PKP CARGO Group

- Difficult situation on the global intermodal market: war in Ukraine, economic slowdown, inflationary pressure – these factors translated considerably into an increase in the prices of intermodal transport operations and resulted in decreased quantities of transported cargo (in favor of road and sea transport), priority given to coal transport.
- Repairs of the infrastructure in the East-West corridor, insufficient throughput of the infrastructure in connection with transports from and to Ukraine.

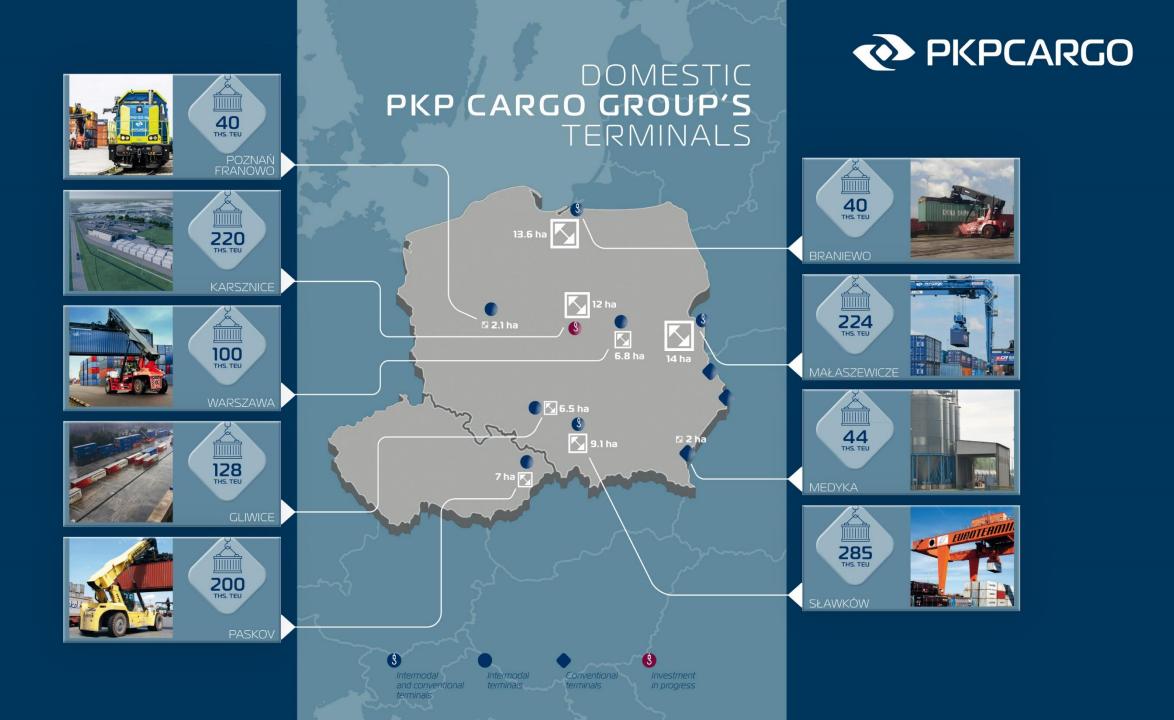
Main transport routes: Ukraine, China, Germany, Austria, Italy, Czechia, Belarus, sea export and import





Freight turnover, bn tkm





# > Intermodal terminal Karsznice Development and investment in modern rolling stock

Intermodal terminal located in Central Poland, at the junction of the main European east-west communication line and the north-south route connecting e.g. Adriatic, Baltic and North Sea.

✓ located directly on the S8 route connecting the terminal with the European motorway network



# Intermodal terminal Karsznice

## **Offered services:**

- Transshipment and storage of empty and loaded containers with neutral and dangerous shipments
- Transshipments and storage of semi-trailers and swap bodies handling of containers: ISO 20', ISO 30', ISO 40' and ISO 45', refrigerated containers, containers with neutral, dangerous cargo as well as empty, tank containers – size ISO 8'6'' and ISO 9'6"
- Packing and unpacking goods from containers, palletizing

## **Available equipment:**

- Containers transshipment equipment
- Storage yard area 33 000 m2
- Smart systems optimizing Logistics operations, i.a:

Automted system for containers identification allowing for reconition of potential damage

- Over 100 parking places for servicing trucks
- Electronic system of service slots allocation for cargo trains and trucks
- 24/7 monitoring and night lighting
- Drip tray for hazardous cargo materials





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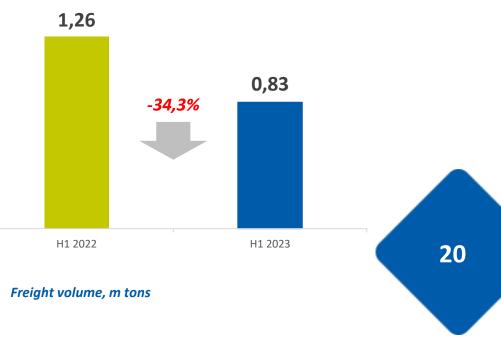
# Metal and ores – PKP CARGO Group

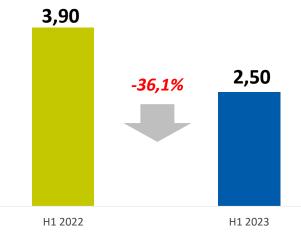
- The volume of shipments in this market segment is heavily influenced by the economic situation in Poland and globally, affecting the volume of supply and demand for steel. The war in Ukraine in 2022 has caused financial turmoil, the collapse of trade with Russia and Belarus, which has translated into increased price pressure in the metals markets, among others. In 2023, the persistently high inflation and steep interest rates in most economies curbed the recovery in demand for steel,.
- According to the World Steel Association, global steel production in the period from January to June 2023 was 943.9 million tons, down 1.1% compared to the same period in 2022.
  - Poland's steel production plunged by 20.0% yoy to 3.4 million tons
  - Poland's coke production fell by 12,2% yoy to 4,1 million tons,
  - steel production in the European Union plummeted (to 66.3 million tons, down 10.9% yearon-year).

Main transport routes: Ukraine, Czechia, Germany, Slovakia, sea export and import

### **Metals and ores**

Freight turnover, bn tkm







# Produce and timber – PKP CARGO Group

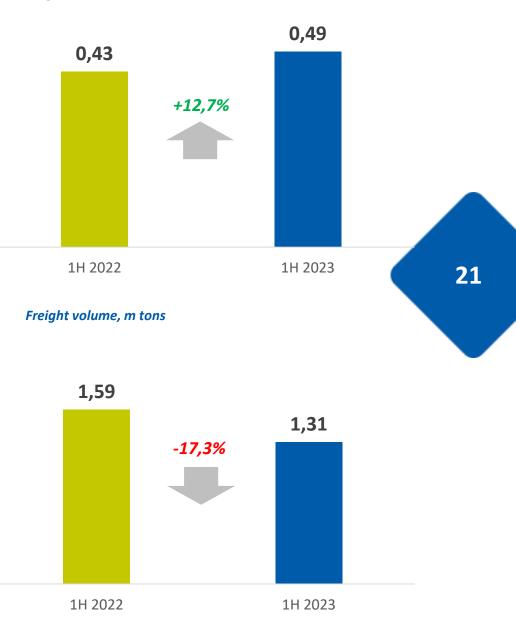
- Absence of imported timber shipments through Polish seaports,
- Less transports of imported timber from Belarus and Lithuania,
- Reduction in domestic transport of timber (in connection with a significant downturn in the market for paper and wood products manufacturers).

Main transport routes: Ukraine, Germany, Czechia, Latvia, Slovakia, Belarus



### **Produce and timber**

Freight turnover, bn tkm



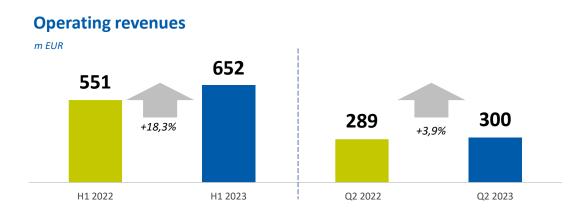


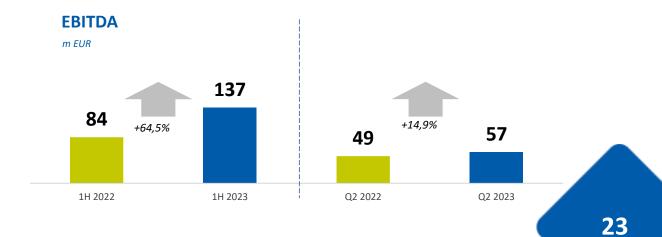
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Key financial results 1H 2023 Bringing back the profitability in PKP CARGO Group

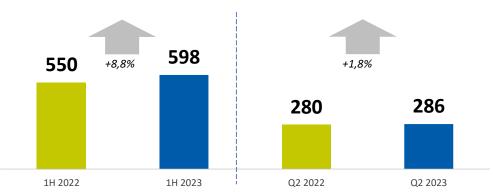




EBIT m EUR 50 +3531% 50 9 12 1H 2023 Q2 2022 Q2 2023







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### Operating costs in challenging market environment >

<b>Operating costs</b> - structure and change <i>m</i> EUR	e in 1H 2023	1H 2022	1H 2023	у/у	% y/y
Employee benefits	Employee benefits	187,1	219,2	32,1	17,1%
Consumption of 37%	Consumption of traction e traction fuel	electricity and 84,9	100,7	15,8	18,6%
transaction electricity and fuel Access to infrastructure	17% Access to infrastructure co	osts 62,2	55,3	-6,9	-11,1%
costs	Transport and other servic	ces* 94,0	91,3	-2,7	-2,9%
<ul> <li>Transport and other services</li> </ul>	9% Depreciation, amortizatio impairment losses	n and 82,1	87,6	5,5	6,7%
Depreciation,	Other expenses**	39,6	44,2	4,6	11,6%
impairment losses Other expenses	15% Total	549,9	598,2	48,3	8,8%
	Unit cos	sts per freight turnover			
EBITDA per employee (ths EUR/employee)	Employee benefits (EUR/ths tkm)	Traction electricity and (EUR/ths tkm)	l fuel	Access to infi (EUR/ths tkr	
<b>4,1</b> +67,1% 6,9	14,0 +34,3%	<b>6,4</b> +35,9%	8,7	<b>4,7</b> +1	<b>4,8</b> ,9%
1H 2022 1H 2023	1H 2022 1H 2023	1H 2022 1H	1 2023	1H 2022	1H 2023



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\* Other services – i.a.: Repair and maintenance services for non-current assets, rent and fees for the use of property and rolling stock, transshipment, reclamation services \*\* Other expenses – i.a.: Consumption of non-traction fuel, consumption of electricity, gas and water, consumption of materials, taxes and charges etc.

# **Employment in PKP CARGO** Group



HEADCOUNT IN GROUP (IN PERSONS) AS AT: 30/06/2023 19.984 31/12/2022 31/12/2022 20.038 15.271

**BLUE-COLLAR POSITIONS** IN GROUP (IN PERSONS) AS AT: 30/06/2023 15.167

WHITE-COLLAR POSITIONS IN GROUP (IN PERSONS) AS AT:

30/06/2023 4.817 31/12/2022 4.767

### **Employment costs per freight turnover** +34,2% *Employment costs (EUR/ ths tkm)* 18.8 20,0 17,2 18,0 15.8 14.7 16,0 14,5 14,5 14,2 14,3 14,0 14.0 14.0 12,0 10,0 8.0 6.0 4.0 2,0 0.0 3M 2021 6M 2021 9M 2021 2021 3M 2022 6M 2022 9M 2022 2022 3M 2023 6M 2023 PKPCARGO

### Maintaining full operational efficiency by:

monitoring the level of employee departures for retirement benefits and appropriately responding to staff shortages in a given business area,

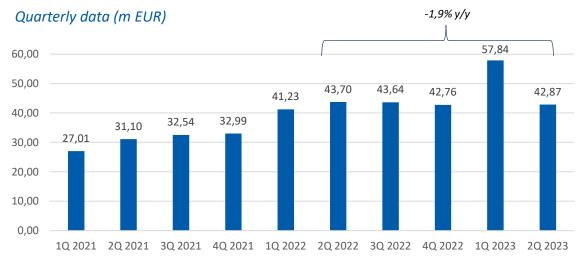
optimal use of human resources by introducing projects and processes that improve the implementation of goals,

responding quickly to the dynamically changing employment market,

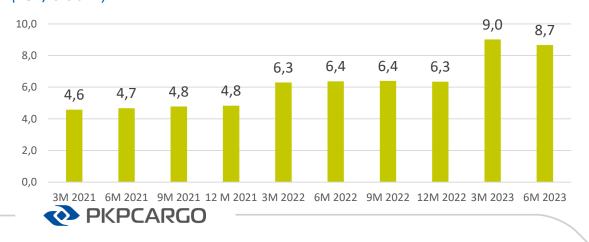
organization of the training process, taking into account the time necessary for employees to acquire qualifications and professional qualifications.

# Consumption of traction electricity and traction fuel

### Traction electricity and fuel costs in PKP CARGO Group







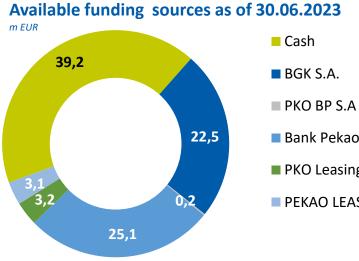
### **Traction electricity consumption**

Increase by 18,6 % in costs of traction electricity in first half od 2023 y/y H1 results from similar increase of the wholesale market of Energy prices. Signed agreement with PKP Energetyka allowed PKP CARGO Group to neutralize the influence at the turn of 2022 and 2023 by concluding futures contracts during more favorable period of short decline in pricing in Q2 2023. Thanks to this strategy PKP CARGO managed to curb negative influence of electricity pricing on its customers.

 Variable costs of traction electricity and fuel consumption have fallen in Q2 by 1,9% in comparison to respective period last year.

Rolling stock structure in numbers PKP CARGO Group	Train cars 5312	42			Locomotives 1565
EX structure in 1H 2023 (m EUR)		1H 2022	1H 2023	y/y	% y/y
36,7%	Investment buildings	2,1	15,0	12,9	+617,2%
1,3%	Purchases, periodic repairs and maintenance of train cars	64,5	66,1	1,6	+2,4%
	Modernization and periodic repairs and maintenance of locomotives	14,0	50,0	35,9	+255,7%
1,4%	IT	0,4	2,8	2,4	+629,4%
30,0%	Rights to assets use <sup>1))</sup>	3,1	79,3	76,3	+2 495,6%
		1,0	3,0	2,0	+197,8%
t buildings 6,9%	Others <sup>2)</sup>				

# Cash flows, liabilities and funding sources Improvement of financial structure



# Cash BGK S.A. PKO BP S.A Bank Pekao S.A. PKO Leasing S.A. PEKAO LEASING sp. z o.o.

# m EUR 31.12.2022 30.06.2023 Long-term 526,8 568,4 Short-term 468,0 511,3 Total 994,8 1079,6

Ratio	1H 2022	1H 2023
EBITDA margin	15,0%	20,9%
ROA	-1,8%	3,7%
ROE	-4,5%	9,1%
ROS	-1,7%	3,8%

### **Cash flow**

**Liabilities structure** 

### m EUR

Cash flow	1H 2022	1H 2023	change
Operational	71,9	156,3	84,4
Investment	-96,8	-132,0	-35,2
Financing	-7,1	-25,0	-17,8



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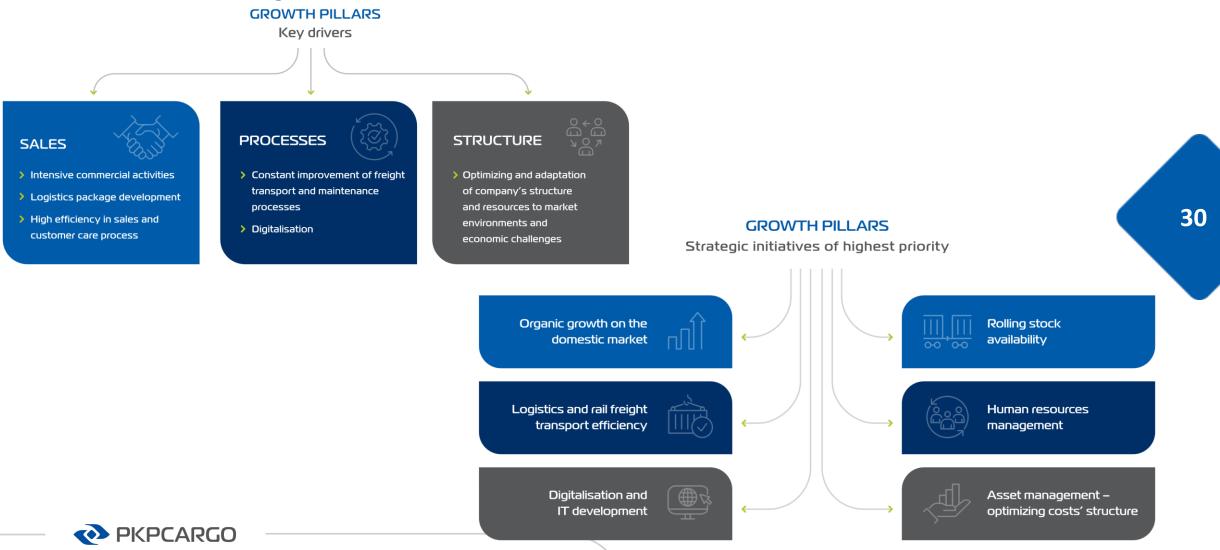
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Strategic goal: Maintaining no 1 position in the area of North - South Corridor and New Silk Road in EU – both in terms of freight turnover and volume.



# > PKP CARGO Group's development areas We are building international logitstics operator position



Growth and investments

### International position

- North South Corridor and Tri-Seas Initiative with priority significance,
- Shipping licences for foreign markets in 8 countries and in Poland,
- Maintaining position on the New Silk Road (UE area).

### Investment in modern rolling stock - 12 new locomotives were delivered by NEWAG to PKP CARGO in March 2023,

 We are completing the construction of transshipment terminal in Zdunska Wola – Karsznice. It will allow PKP CARGO to increase competitiveness on rail freight market.



### PKP CARGO Group Strategy

PKP CARGO Group has started works on creation of a long term strategy for 2024-2027, 31

In cooperation with subsidiary companies we have created our first Sustainability Report,
 Very first ESG Strategy.

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# Stable prospects in a difficult market environment

# 1H 2023:

- Achieving very good financial results by maintaining profitable contracts,
- the impact of seasonality on the reduction of transport parameters,
- maintaining cost discipline with increased revenues.

Outlook and goals for the incoming quarters:

- Focusing on the profitability of transport and striking a balance between the price and the transported freight turnover,
- increase in freight volume due to incoming winter season,
- noticeable symptoms of cooling down of the economy - probable pressure on the parameters of freight volume and transport performance in 2023.





# Introducing ESG in PKP CARGO Group

### Main initiatives

- PKP CARGO Group has published Sustainability Report for 2022 and Integrated Report for **2022.** Reports are in 2 language versions and are accessible form our website. Reports are nominated for Best Reports Awards (IRIP, FOB),
- PKP CARGO S.A. plans to publish Environmental Report,
- The Group is developing and launching new CSR initiatives,
- We have set up new site on our website, dedicated to ESG and new email account dedicated to esg issues,
- PKP CARGO is working on receiving its very first ESG Rating from CDP,
- We have begun works on creating our ESG Strategy.



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# > Consolidated statement of Comprehensive Income

	1H 2023	1H 2022
Revenues from contracts with customers	651,5	550,9
Consumption of traction electricity and traction fuel	100.7	
Services of access to infrastructure	-100,7	-84,9
	-55,3	-62,2
Transport services	-37,7	-39,0
Other services	-53,6	-55,0
Employee benefits	-219,2	-187,1
Other expenses	-44,2	-39,6
Other operating revenue and (expenses)	-3,6	0,4
Operating profit without depreciation (EBITDA)	137,3	83,5
Depreciation, amortization and impairment losses	-87,6	-82,1
Profit / (loss) on operating activities (EBIT)	49,8	1,4
Financial revenue and (expenses)	-19,6	-12,5
Share in the profit / (loss) of entities		· · · · ·
accounted for under the equity method	1,3	0,6
Profit / (loss) before tax	31,4	-10,5
Income tax	-6,8	1,0
NET PROFIT / (LOSS)	24,7	-9,5
OTHER COMPREHENSIVE INCOME		
Measurement of hedging instruments	7,1	-2,1
Income tax	-1,3	0,4
FX differences resulting from translation of financial statements	-5,4	3,4
Total other comprehensive income subject to reclassification in the financial result	0,4	1,8
Actuarial profits / (losses) on post-employment benefits	-12,5	10,2
Income tax	2,4	-1,9
Total other comprehensive income not subject to reclassification in the financial result	-9,2	8,3
Total other comprehensive income	-8,9	10,0
TOTAL COMPREHENSIVE INCOME	15,8	-12,2

# Consolidated statement of Financial Position

	30/06/2023	31/12/2022
ASSETS		
Rolling stock	1 001,7	945,6
Other property, plant and equipment	208,1	200,2
Rights-of-use assets	274,5	218,5
Investments in entities accounted for under the equity method	9,1	9,4
Trade receivables	1,8	1,6
Lease receivables	2,0	2,0
Other assets	13,2	10,9
Deferred tax assets	38,9	39,6
Total non-current assets	1 549,4	1 427,8
Inventories	48,9	45,1
Trade receivables	149,8	172,9
Lease receivables	0,2	0,1
Income tax receivables	2,8	0,4
Other assets	31,7	34,1
Cash and cash equivalents	39,2	40,8
Total current assets	272,5	293,4
Non-current assets classified as held for sale	-	0,1
TOTAL ASSETS	1 821,9	1 721,3





# > Consolidated statement of Financial Position

	30/06/2023	31/12/2022
EQUITY AND LIABILITIES		
Share capital	503,2	503,2
Supplementary capital	178,8	152,3
Other items of equity	-18,3	-14,8
FX differences resulting from translation of financial statements	34,4	39,8
Retained earnings / (Accumulated losses)	44,1	46,0
Total equity	742,2	726,4
Debt liabilities	419,7	384,6
Trade liabilities	1,8	1,8
Investment liabilities	5,7	10,5
Provisions for employee benefits	120,8	108,6
Other provisions	0,1	0,1
Deferred tax liability	20,3	21,2
Total long-term liabilities	568,4	526,8
Debt liabilities	175,9	148,5
Trade liabilities	179,4	180,6
Investment liabilities	38,0	32,1
Provisions for employee benefits	40,5	35,2
Other provisions	4,3	4,8
Other liabilities	73,2	66,8
Total short-term liabilities	511,3	468,0
Total liabilities	1079,6	994,8
TOTAL EQUITY AND LIABILITIES	1 821,88	1 721,28



# Consolidated Cash Flow Statement

	30/06/2023	30/06/2022
Cash flows from operating activities		
Profit / (loss) before tax	31,4	-10,5
Adjustments		
Depreciation, amortization and impairment losses	87,6	82,1
(Profit) / losses on the sale and liquidation of non-financial non-current assets	-0,3	-1,4
(Profits) / losses on interest, dividends	15,2	10,2
Received / (paid) interest	-0,1	0,0
Received / (paid) income tax	-8,3	-1,3
Movement in working capital	44,0	-17,9
Other adjustments	-13,2	10,7
Net cash from operating activities	156,3	71,9
Cash flows from investing activities		
Expenditures on the acquisition of non-financial non-current assets	-133,9	-105,1
Proceeds from the sale of non-financial non-current assets	0,6	7,6
Proceeds from dividends received	0,6	0,6
Other inflows from investing activities	0,7	0,2
Net cash from investing activities	-132,0	-96,8
Cash flows from financing activities	0,0	0,0
Payments on lease liabilities	-18,6	-15,4
Proceeds from bank loans and borrowings	44,5	38,1
Repayment of bank loans and borrowings	-34,4	-34,7
Interest paid on lease liabilities and bank loans and borrowings	-16,2	-8,8
Grants received	-	14,2
Other outflows from financing activities	-0,3	-0,4
Net cash from financing activities	-25,0	-7,1
Net increase / (decrease) in cash and cash equivalents	-0,7	-32,0
Cash and cash equivalents at the beginning of the reporting period	40,8	57,2
Impact exerted by FX rate movements on the cash balance in foreign currencies	-0,9	0,2
Cash and cash equivalents at the end of the reporting period, including:	39,2	25,4
Restricted cash	8,5	7,2



# Thank you

Please fill free to contact Investors Relations Team in order to obtain more information

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