

PKP CARGO Group is the operator of rail freight in Poland and in the European Union. The group provides comprehensive logistics and transport services.

<b>#1</b> Leadership position in Poland	<b>34.3 %</b> Freight turnover share	<b>62<sup>mn</sup> t</b> Freight volume
<b>16.9<sup>bn</sup> tkm</b> Freight turnover	<b>4,168<sup>mn</sup> PLN</b> Revenue	<b>853<sup>mn</sup> PLN</b> EBITDA



27.6 million tons of hard coal transported in 9M. Seasonal decline in coal demand from the energy sector, inventory build-up.



Decline in shipments of limestone to German power plants. Decrease in quartzite shipments through ports to Iceland due to lower customer demand. Discontinuation of limestone shipments to a smelter in the Czech Republic.



The difficult situation of the global intermodal market: the reduction in New Silk Road shipments, the war in Ukraine, the economic slowdown, and inflation resulted in an increase in the price of intermodal shipments.



The decline in shipments as a result of increased competition on domestic market including imports from Lithuania. Diversification of fuel suppliers to Ukraine.



A reduction in wood imports from Poland to the Czech Republic and Slovakia due to high wood prices in Poland and restrictions on the production of packaging paper.

### OUR CLIENTS



Power plants



Mining sector



Steel industry



Oil & gas



Aggregate production

### ROLLING STOCK STRUCTURE

AS OF 9M 2023

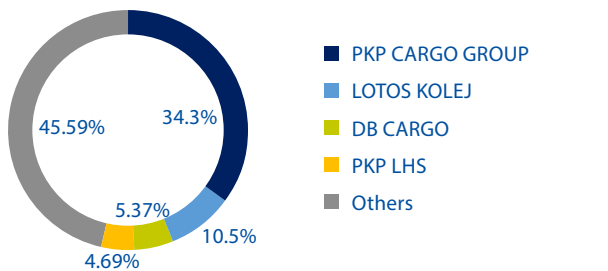


1,554

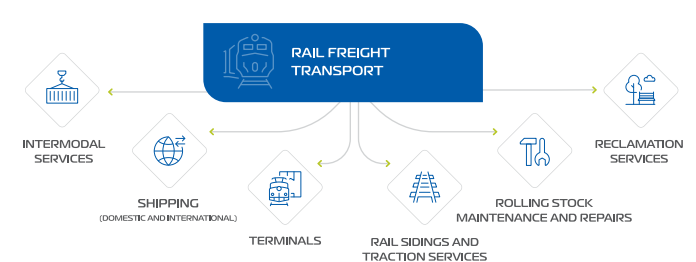


52,637

### PKP CARGO GROUP MARKET SHARE IN POLAND (BY FREIGHT TURNOVER)



### KEY OPERATIONAL ACTIVITIES OF THE PKP CARGO IN 2023



### PKP CARGO GROUP ACTIVITIES IN LINE WITH SUSTAINABLE DEVELOPMENT GOALS



The PKP CARGO Group has published Integrated Report for 2022.

The report addresses the areas of interest of the Group's stakeholders, the bilateral intertwining of financial and non-financial aspects of business activity. PKP CARGO has been awarded in the "The Best Annual Report 2022" competition for maintaining high level of integrated reporting.

[https://www.pkpcargo.com/media/1008167/pkp-cargo\\_report-z\\_2022-eng.pdf](https://www.pkpcargo.com/media/1008167/pkp-cargo_report-z_2022-eng.pdf)

### PKP CARGO GROUP EMPLOYMENT STRUCTURE BY THE END OF 9M 2023

PKP CARGO GROUP EMPLOYMENT (HEADCOUNT) AS OF:	BLUE-COLLAR POSITIONS / GROUP (HEADCOUNT) AS OF:	WHITE-COLLAR POSITIONS / GROUP (HEADCOUNT) AS OF:
30/09/2023 <b>19,847</b>	30/09/2023 <b>15,038</b>	30/09/2023 <b>4,809</b>
31/12/2022 <b>20,038</b>	31/12/2022 <b>15,271</b>	31/12/2022 <b>4,767</b>

Management and Investor Relations Department

ul. Grójecka 17

02-021 Warsaw

relacje.inwestorskie@pkpcargo.com

+48 22 391 46 67

101,9 mn PLN  
Net profit

1,285 mn PLN  
CAPEX

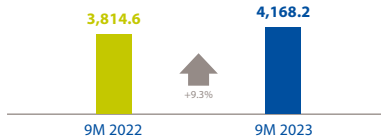
8,290 mn PLN  
Assets

20.3 %  
EBITDA margin

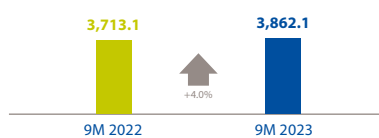
3.1 %  
ROA

7.7 %  
ROE

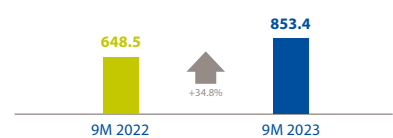
OPERATIONAL REVENUE  
PLN MN



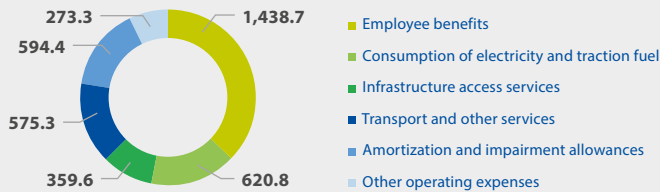
OPERATIONAL COSTS  
PLN MN



EBITDA  
PLN MN



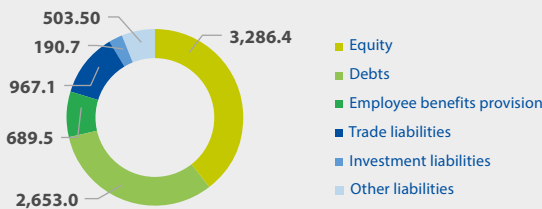
OPERATIONAL COSTS  
PKP CARGO GROUP



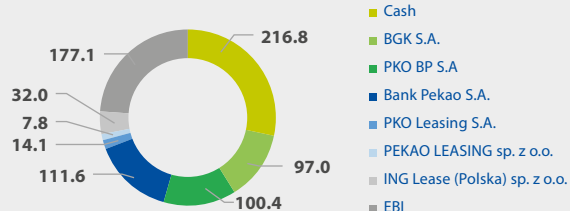
OPERATIONAL CAPITAL EXPENDITURE  
PKP CARGO GROUP



EQUITY & LIABILITIES  
PKP CARGO GROUP



FUNDING SOURCES  
PKP CARGO GROUP



Cash flow (mn PLN)	9M 2022	9M 2023
Operational	572.2	1,089.6
Investing	-593.5	-726.2
Financial	-110.2	-327.6

Balance sheet (mn PLN)	31.12.2022	9M 2023
Non current assets	6,354	6,994.6
Current assets	1,306	1,271.8
Equity	3,233	3,286.4
Liabilities	4,427	5,003.8

PKP CARGO GROUP

PKP CARGOSERVICE    PKP CARGO TERMINALE    CARGOSPED  
 PKP CARGOTABOR    PKP CARGO INTERNATIONAL    PKP CARGOTABOR  
 PKP CARGO CONNECT    CARGOTOR    USŁUGI

PKP CARGO S.A. Shareholders

PKP S.A.	33.01%
Nationale Nederlanden	9.87%
PTE Allianz Polska	8.24%
Generali PTE	5.86%
Other shareholders	43.02%

Stock Basic Information

Ticker	PKP
Debut date	30.10.2013
No. Of stocks	44,786,917
Market Cap	659 mn

PKP CARGO S.A. BOARD



Dariusz Seliga  
President of Management Board



Jacek Rutkowski  
Board Member in charge of Commerce



Maciej Jankiewicz  
Board Member in charge of Finance



Zenon Kozendra  
Board Member - Employee Representative



Marek Olkiewicz  
Board Member in charge of Operations