



Presentation of the results for three  
quarters of 2021  
December 1, 2021

# FEERUM after the third quarter of 2021

- ✓ Revenue increase by 2.2% compared to the same period last year. Positive financial results confirm the operational efficiency of functioning and the significant development potential of the Company.
- ✓ The current order backlog amounts to approximately **36,8 m PLN** and includes **29 contracts**, while the potential customer portfolio includes **251,6 m PLN**, of which the potential of customers waiting for EU funding and having a building permit is around **65,4 m PLN**.
- ✓ Successive implementation of the fourth contract for the Ukrainian contractor EPICENTR K LLC and intensification of sales on the domestic market thanks to the shortening of the processing period for agency applications (ARiMR) of the Group's clients.
- ✓ A significant item in the turnover (10.8%) was also the sale of maize grain, purchased by the subsidiary during the harvesting season in 2020. The sale was realized at the time of favorable price trends on the agricultural produce market, which is repeated every year.
- ✓ A significant increase in prices and the continuation of trade restrictions reduces the competitiveness of European steel producers, and at the same time strengthens the shortages, negatively affects the production companies of the subsequent stages of processing. In the longer term, the Management Board expects an improvement in the profitability of contracted sales contracts planned for subsequent periods, as changes in the prices of raw materials are transferred to the prices of the offered products.

## Sales revenues (thous. PLN)

**year 2020**

**118 299** sales revenues

**I-III Q 2020**

**103 460** sales revenues

**I-III Q 2021**

**105 716** sales revenues



# The Group's revenues by geographical area

Country	01.01 - 30.09.2021	01.01 - 30.09.2020	01.01 – 31.12.2020
Poland	50 874	32 836	41 370
Export	54 841	70 625	76 930
Ukraine	50 390	64 246	88 413
Tanzania	-	4 543	(13 527)
Lithuania	3 972	1 790	1 966
Other countries	479	47	78
<b>Total</b>	<b>105 716</b>	<b>103 460</b>	<b>118 299</b>

## The Group's revenues by product

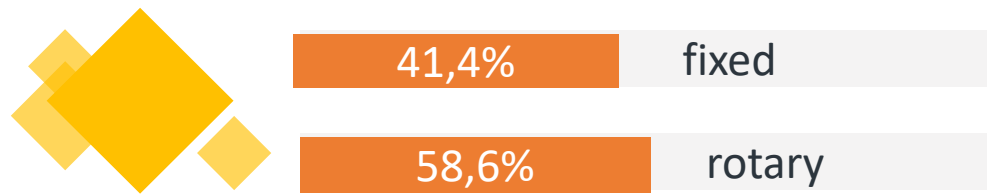
	01.01 -30.09.2021	01.01-30.09.2020	01.01-31.12.2020
<b>Total revenues</b>			
Grain elevators	89 679	90 562	112 858
Goods and materials	11 439	9 350	9 369
Services	2 949	2 674	(5 036)
Scrap	1 648	875	1 109
Others	-	-	-
<b>Total</b>	<b>105 716</b>	<b>103 460</b>	<b>118 299</b>

# Basic financial results for three quarters of 2021

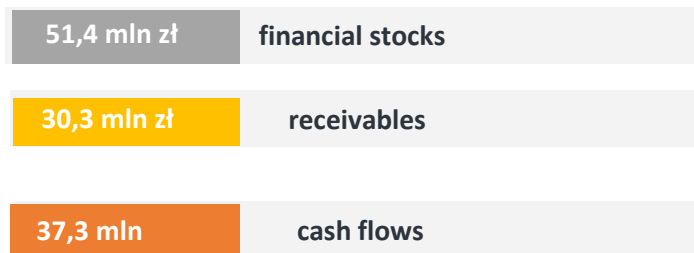
thous. PLN	I-III Q 2021	I-III 2020	year 2020*
Sales revenues	105 716	103 460	118 299
Gross profit (loss) on sales	14 455	25 490	13 040
Gross margin on sales	13,7%	24,6%	11%
Profitability EBITDA	12 744	24 662	2 939
EBITDA	12,1%	23,8%	2,5%
Profit form operating activities (EBIT)	7 162	17 538	-6 503
Profitability on operating activity	6,8%	17,0%	-5,5%
Gross profit	6 588	17 765	-6 363
Gross profit margin	6,2%	17,2%	-5,4%
Net profit	5 850	15 096	-7 447
Return on net sales	5,5%	14,6%	-6,3%

# The structure of the balance sheet as at September 30, 2021

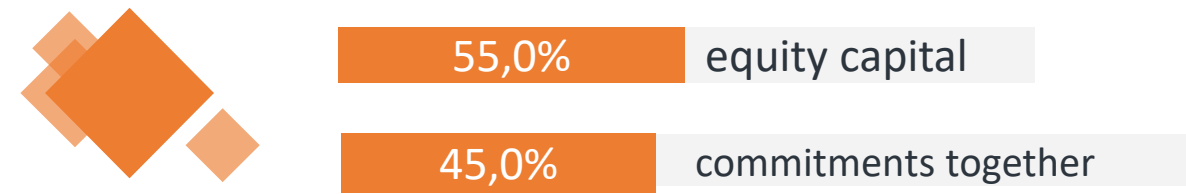
## Assets



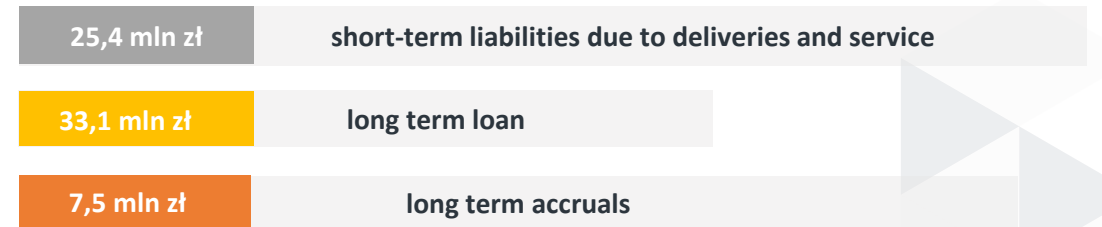
### Main items:



## Liabilities



### Main items:



**Balance sheet total: 205,1 mln PLN**

# Contracts in Poland and abroad

The slide features a dark blue background. On the right side, there are three decorative orange lines that curve upwards and to the right, creating a modern, abstract graphic element.





# Makoszyn

---

Capacity: 3 400 tons



# Budyty

---

Capacity: 5 600 tons

# Ksiegienice

Capacity: 12 250 tons





# Antoniny

Capacity: 120 600 tons



feerum

FEERUM JSC.  
6 Okrzei Street  
59-225 Chojnów  
Polska

+48 76 81 96 738  
+48 76 81 88 485  
sekretariat@feerum.pl

[www.feerum.pl](http://www.feerum.pl)

# Reservation

This study has been prepared solely for information purposes. It does not constitute advertising or offering securities in public trading. The study uses information sources that FEERUM S.A. considers it credible and accurate, but there is no guarantee that it is comprehensive and fully reflects the facts. The study may contain statements regarding the future, which constitute investment risk or a source of uncertainty and may significantly differ from the actual results. FEERUM S.A. is not responsible for the effects of decisions taken on the basis of this study. Responsibility rests solely with those who use the study.