



Presentation of results for 2019

May 19, 2020

The most important events of 2019

The most important events of 2019

Financial results for 2019

FEERUM in Ukraine

Project Tanzania

Strategy

Summary

The most important events of 2019

- ✓ In 2019, the Company generated record-breaking financial results at all levels, increasing revenues by 88%, to nearly 243 million PLN and net profit by 148%, to 18.6 million PLN.
- ✓ In accordance with the adopted strategy, the Company is consistently developing sales on export markets. The results of 2019 were influenced by revenues from the Ukrainian market, where the main recipient is Epicentr K LLC, with which the Company signed contracts in the fourth quarter of 2018. The first of the contracts concluded with the Ukrainian contractor Epicentr K LLC lasted 8 months of 2019 and was successfully completed. The implementation of the second contract began in the fourth quarter of 2019, hence its further progressive impact on the achieved financial results will also be visible in 2020.
- ✓ The implementation of the Tanzanian contract has been prolonged due to the lengthy acceptance procedures by the Tanzanian institutions participating in the project. The Tanzanian contract is practically finished, the last deliveries are sent to Africa. Ground and foundation works are advanced and steel structures are being assembled. According to the original assumption, works are carried out simultaneously in each of the five locations. As a result of the revision of the budgets dictated by the extension of the contract implementation period and the increase in the forecasted costs of its implementation, the planned margin on the contract decreased, and the effect of this change was included in the results of 2019.
- ✓ As at the date of approval of the report for publication, the contracted orders for the Group's products for 2020 are approximately **278 million PLN** and include **27 contracts**, while the potential portfolio of contracts for 2020/2021 includes **244 million PLN**, where the potential of clients awaiting EU funding and having the building permit is around **37,6 million PLN**.

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Sales revenues (thous. PLN)

year 2019

242 874 sales revenues

year 2018

128 714 sales revenues

Result for the year 2017 – 96 134 thousand PLN



The Group's revenues in cross-section of geographical areas

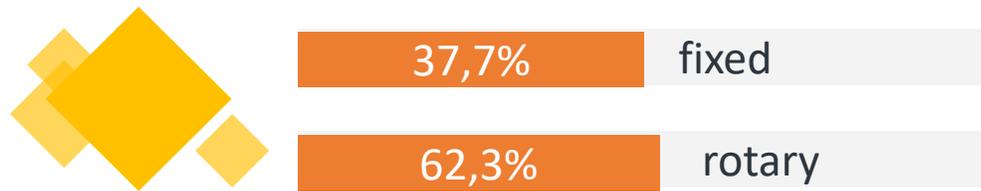
Country	01.01 -31.12.2019	01.01 -31.12.2018
Poland	33 824	38 063
Export	209 050	90 651
Ukraine	184 825	11 628
Tanzania	22 587	63 305
Lithuania	1 260	13 975
Other countries	377	1 743
Total	242 874	128 714

Basic financial results for 2019

Thous. PLN	2019	2018	change in %	change in thous.
Sales revenues	242 874	128 714	88,7%	114 160
Gross profit (loss) on sales	39 775	19 343	105,6%	20 432
Gross margin on sales	16,4%	15,0%	1,35 p.p.	
EBITDA	31 637	15 924	98,7%	15 713
Profitability EBITDA	13,0%	12,4%	0,65 p.p.	
Profit from operating activities (EBIT)	21 305	6 411	232,3%	14 893
Profitability on operating activity	8,8%	5,0%	3,79 p.p.	
Gross profit	18 947	8 311	128,0%	10 636
Gross profit margin	7,8%	6,5%	1,34 p.p.	
Net profit	18 594	7 492	148,2%	11 102
Return on net sales	7,7%	5,8%	1,83 p.p.	

The structure of the balance sheet as at December, 31 2019

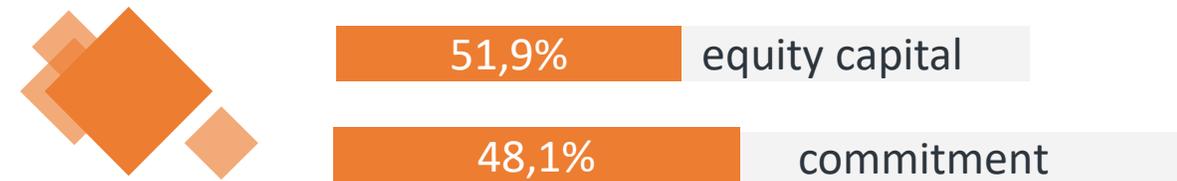
Assets



Main items:



Liabilities



Main items:



Balance sheet total: 249,4 mln PLN

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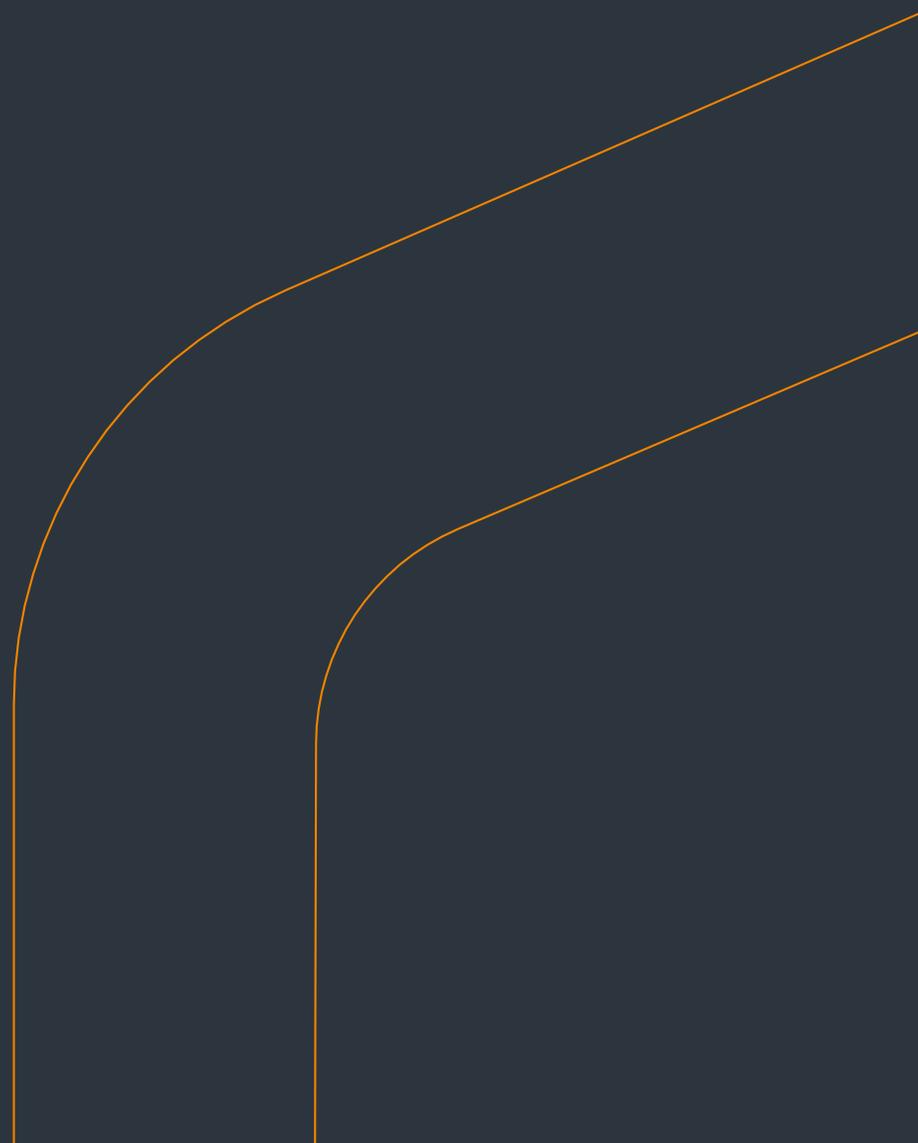
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FEERUM in Ukraine





The first facility for Epicentr K LLC ready for work



Modern grain drying technology

In Epicentr K LLC facilities we used dryers with a total drying capacity of over 200 MW. Thanks to them, it is possible to dry up to 40 thousand tons of corn per day.



1 million tonnes

Total capacity of facilities manufactured for Epicentr K LLC is nearly 1 million tons.



Transport devices fully adapted to work in industrial facilities

FEERUM innovations

We are the only company in the industry to use hot polymer processing - valves, gate valves, conveyors and elevators. This will extend the period of their continuous, long-term work by up to five times.



Conveyor drive drum



Conveyor discharge hopper

Polymer coatings have been used successfully for years to extend the life of machines and parts, including in the shipbuilding, mining, construction, energy and petrochemical industries.

We also use a polymer coating on silo roofs - we limit the roof heating from the sun, extend the life of the equipment and improve the conditions of stored material.

Regular FEERUM
guarantee, employee
training and service
guarantee that the objects
we manufacture will serve
Epicenter K LLC for several
decades.





The potential of the Ukrainian market is enormous, 30-40 million tons of cereals require storage.
The key to success is the comprehensive offer: product plus financing.
FEERUM's offer, supported by financing under the "supplier loan" scheme, perfectly fits the needs of this market.



Daniel Janusz

Cooperation with Epicentr K LLC

„I consider cooperation with Epicentr K LLC to be very promising. The Ukrainian contractor is interested in further development, and above all in the purchase of the best and innovative technologies.”

Projekt Tanzania

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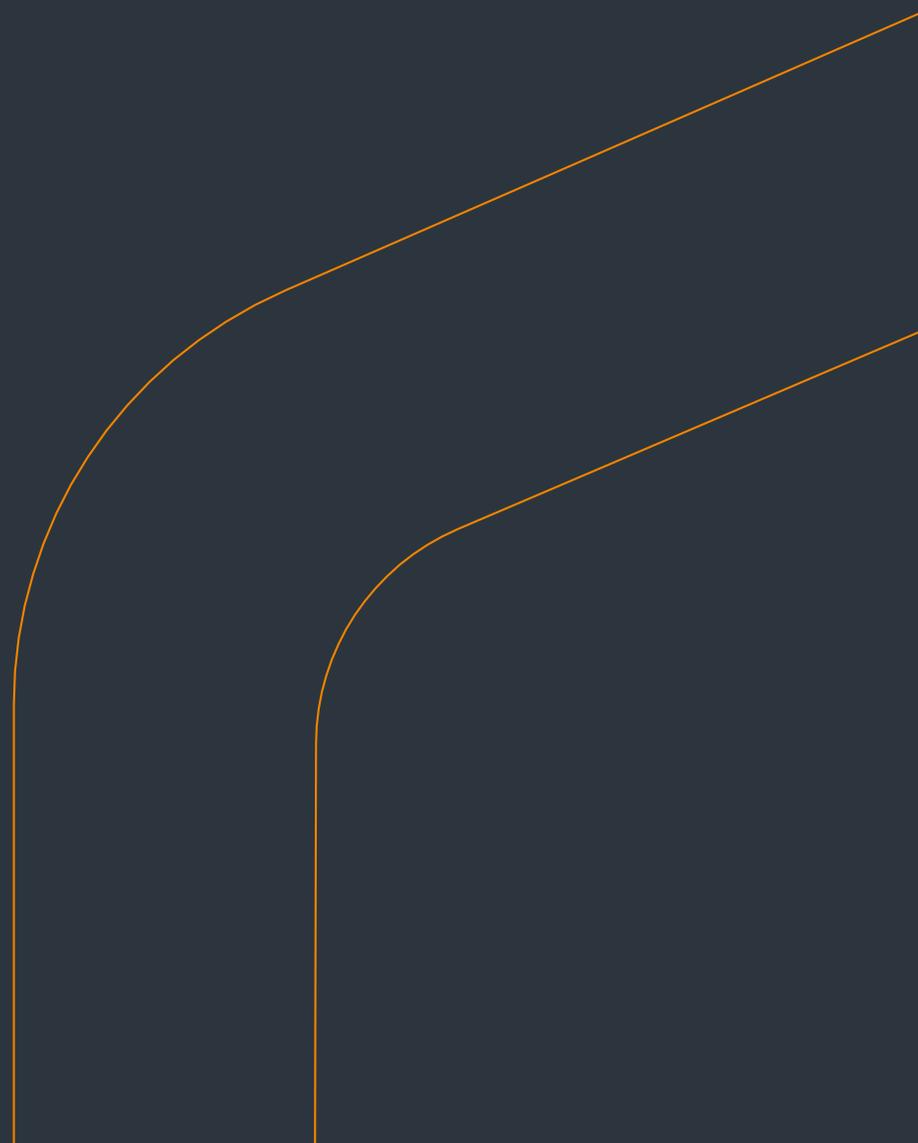
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FEERUM in Tanzania



In parallel with the installation of roofs and sheathing, we conduct further foundation works for another silos, flat warehouses, other parts of warehouse complexes and social buildings.





Dodoma



Mbozi



Songea

Makambako





Shinyanga

Contract extension



Due to the lengthy acceptance procedures by the Tanzanian institutions involved in the project implementation, the project had to be extended.

Currently, the contract implementation period has been extended to June 30, 2020.

20,84 mln USD

Total value of payments received under the Tanzanian contract. As at the date of publication of the annual report.

Tanzanians appreciate FEERUM's work for NFRA

The Guardian

Tanzania, Poland
implementing US\$
33m-worth storing
facilities project



**The
Guardian**

date of publication: November 6, 2019 r.

FEERUM initiates the agricultural revolution in Tanzania

In Tanzania they fight with hunger, in Senegal they supply electricity. Lower Silesian companies in Africa.

W Tanzanii walczą z głodem, w Senegalu dostarczają prąd. Dolnośląskie firmy w Afryce

Andrzej Andrzejewski, GN | Utworzono: 2020-04-07 13:29 | Zmodyfikowano: 2020-04-07 13:40

A|A|A

Poleć 32



Magazyn zbożowych w Tanzanii (fot. FEERUM S.A.)

Chojnowska firma buduje ośrodki magazynowe w Tanzanii, legnicka spółka będzie

Source: <https://www.radiowroclaw.pl/articles/view/95230/W-Tanzanii-walczą-z-głodem-w-Senegalu-dostarczają-prąd-Dolnośląskie-firmy-w-Afryce> and <https://www.radiowroclaw.pl/articles/view/96258/Nie-obyło-się-bez-rytuałów-Dolnośląskie-firmy-finalizują-prace-w-Afryce>

RAMÓWKA PLAYLISTA REKLAMA KONTAKT LUDZIE RADIA STUDIO LIVE PROMOCJA OŚRODEK SZKOLEŃ ZADZWOŃ DO NAS 71 339 90 60

RADIO WROCLAW

Michał Kazuła
13:00 - 16:00
13 NUTA

WROCŁAW DOLNY ŚLĄSK SPORT KULTURA PATRYOTY DZI

Lower Silesian companies are finalizing work in Africa.

wrocławski Teatr Komedial

Nie obyło się bez rytuałów. Dolnośląskie firmy finalizują prace w Afryce

Andrzej Andrzejewski, WK | Utworzono: 2020-05-15 14:35 | Zmodyfikowano: 2020-05-15 14:30

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Poleć 41

SALA KONCERTOWA

Informujemy, że wydarzenia zaplanowane w Sal Koncertowej Radka Wrocław do końca czerwca 2020 r. nie odbędą się. O zmianach terminów będziemy Państwa informować na bieżąco.

Czerwiec

26 [NOWA DATA KONCERTU] Raz Dwa Trzy... 30 lat jak jeden koncert...

Wrzesień

19 „Dwoje na huśtawce” – słodko-gorzka komedia romantyczna

20 Edyta Geppert w Radiu Wrocław

23 Marcin Sójka - dla kobiet

25 Myś w pozegnalnej trasie koncertowej „Przyjeżdżiaki na zewazie”

Magazyn zbożowych w Tanzanii (fot. FEERUM S.A.)

Kampania informacyjna Komisji Europejskiej poświęcona integracji europejskiej

Strategy

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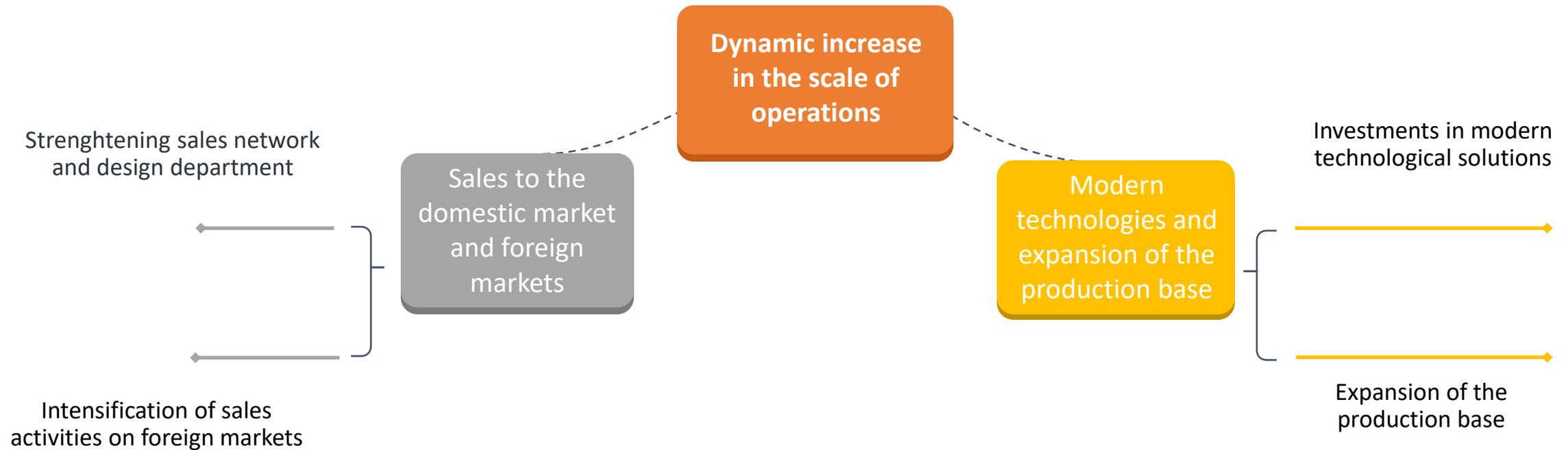
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FEERUM strategy: Obtaining an important player position on the international arena



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FEERUM after 2019





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