

# ANNUAL CONSOLIDATED FINANCIAL OVERVIEW - 2019



# OVERVIEW

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STECONFER is a global railway construction company with an experienced workforce and plant equipment fleet for track works, overhead line (catenary), railway signaling and other rail-based systems. The company's current and future position in the market stem from a set of values, namely technical competence, innovation, professionalism and social and environmental responsibility.

In 2019, STECONFER Group was established in eight countries through branches and subsidiaries.

STECONFER Group has successful track record with international projects in Mozambique, Great Britain, Republic of Ireland, the Philippines, Sweden, Peru, Spain, and Portugal.

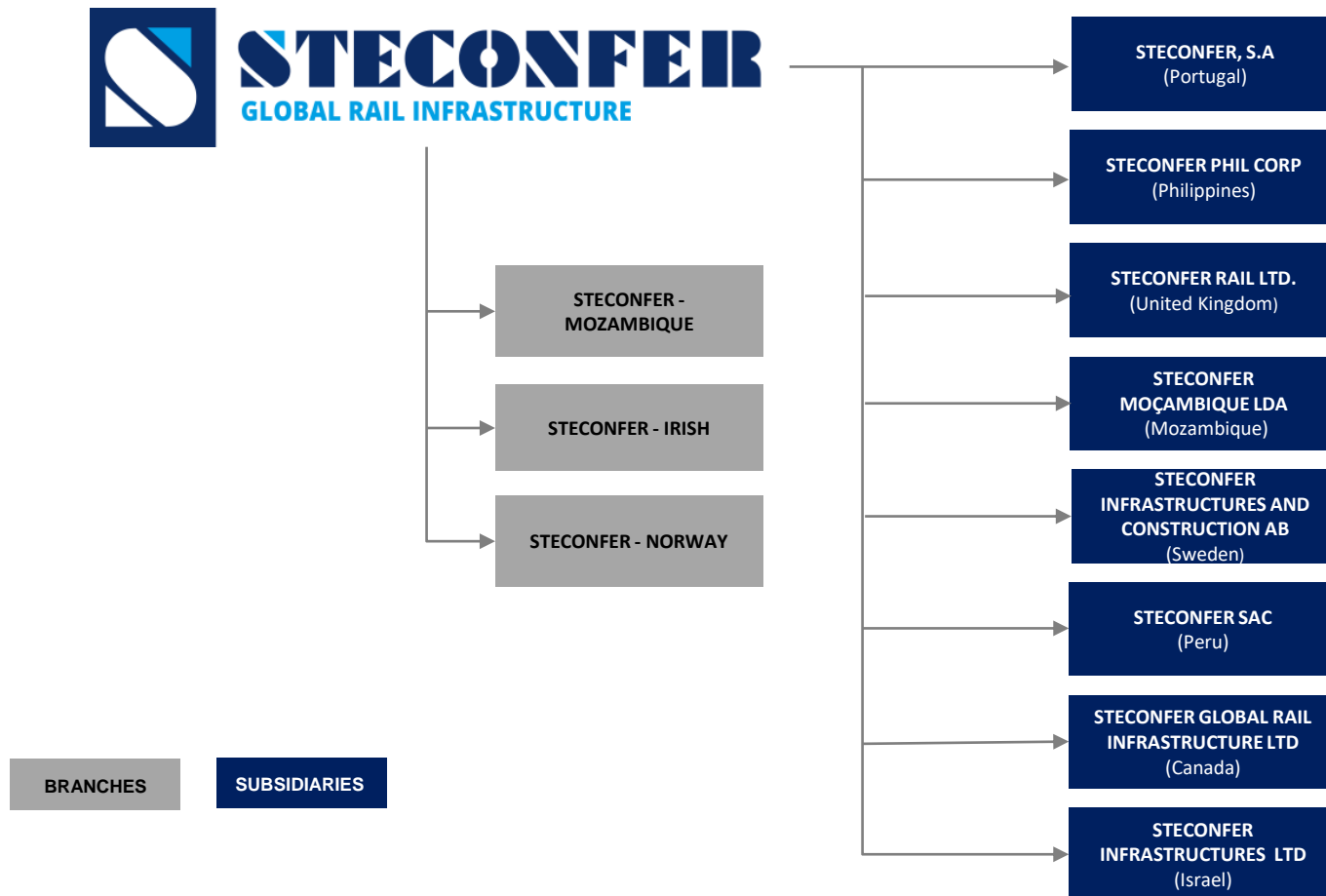
Also, in the end of 2019, STECONFER Group started to setting up a subsidiary in Israel; and finished its establishment in Norway.

The performance of 2019 ensures that the sustained international growth strategy defined by the Group's management will continue to be enforced and confirms that STECONFER has successfully been overcoming the challenges of internationalization.

The aftermaths of the Covid-19 pandemic, the new protagonist in the international panorama in the next few years, foresees an expected global economic recession. However, it is expectable that the "new normal" returns in Spring/Summer 2021. On the other hand, the economic growth in some markets, benefitting from robust economies, will be back on track and will gain for substantial investments in infrastructures, which results in an opportunity for STECONFER as aligned with Group' strategy.

# GROUP STRUCTURE

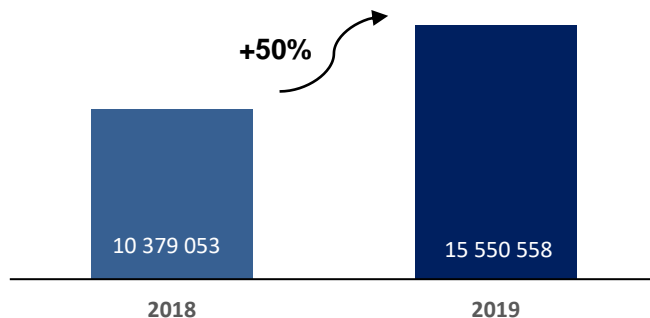
Steconfer continues expanding its international footprint and in 2020 will establish a new subsidiary in Israel to address the increasing demand for rail infrastructure in the Middle East. Also, Steconfer finished its establishment in Norway, which is an important milestone for its strategy for the Scandinavian market. Currently, Steconfer is present in 10 countries and 5 continents



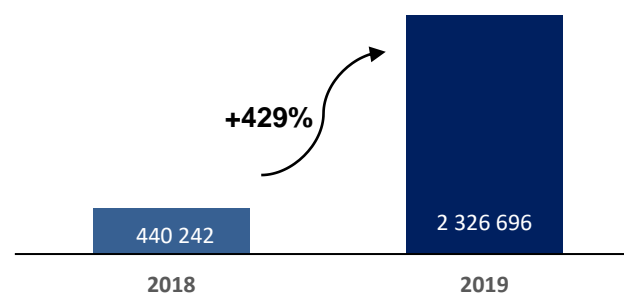
# KEY PERFORMANCE INDICATORS

Steconfer has experienced a two-digit growth rate in revenues, three-digit growth rate in EBITDA and international market surpassed the Portuguese market as the main stream of revenues for the group. This contributed to reach a robust level of Equity over Assets.

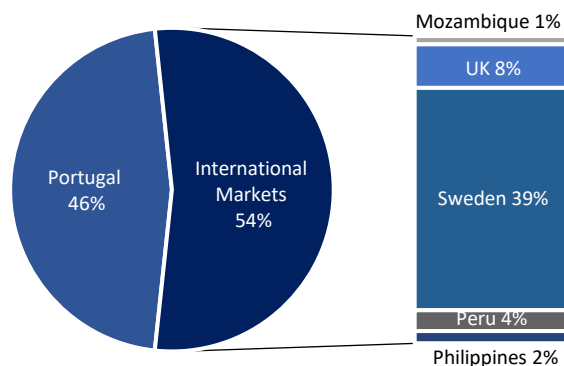
## REVENUES



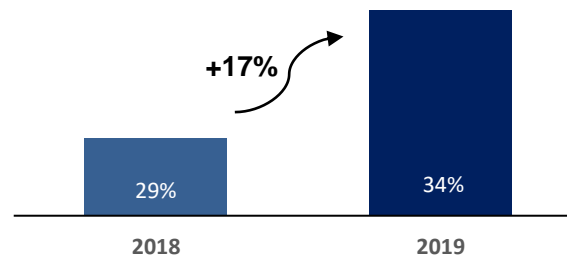
## EBITDA



## BREAKDOWN OF REVENUE



## EQUITY OVER ASSETS



# INCOME STATEMENT

Solid growth in Revenues, improvement in operational performance resulting in EBITDA to Revenues margin increase from 4% to 15%, and a great level of profitability with a pre-tax RoE of 32%.

INCOME STATEMENT					
in EUR	2018	2019		2018	2019
<b>Revenues</b>	<b>10 379 053</b>	<b>15 550 558</b>	Depreciation & Amortisation	-365 340	-516 145
Cost of goods sold	-1 487 991	-5 935 195	<b>EBIT</b>	<b>74 901</b>	<b>1 810 551</b>
<b>Gross Margin</b>	<b>8 891 062</b>	<b>9 615 362</b>	Interest Income	54 325	9 409
Suppliers & Services	-3 100 011	-3 236 811	Interest Expense	-160 090	-212 264
Wages and Benefits	-5 292 584	-4 444 233	<b>EBT</b>	<b>-30 864</b>	<b>1 607 697</b>
Other Income	142 582	728 605	Income Taxes	-126 170	-382 637
Provisions & Impairments	29 098	-66 833	<b>Net Income</b>	<b>-157 035</b>	<b>1 225 060</b>
Other Income & Expenses	-229 905	-269 394	Minority Interests	-122 947	140 172
<b>EBITDA</b>	<b>440 242</b>	<b>2 326 696</b>	Net Income less Minority Interests	-34 088	1 084 888

# BALANCE SHEET

Steconfer continues to strengthen its balance sheet to support growth and at the same time was able to reduce financial leverage as a result of this year's excellent operational performance.

ASSETS		
in EUR	2018	2019
<b>Current Assets</b>		
Cash & Equivalents	1 687 665	3 263 552
Deferrals	180 533	38 445
Account Receivables	4 249 405	5 049 409
Current Tax Assets	727 790	252 327
Inventories	75 835	228 403
Other Current Assets	3 038 051	2 815 474
<b>Non Current Assets</b>		
Differed Tax	615 773	471 242
JVs and Associates	47 733	46 373
Fixed Assets	2 401 643	2 572 880
Other Assets	4 904	13 040
<b>TOTAL ASSETS</b>	<b>13 029 332</b>	<b>14 751 145</b>

LIABILITIES		
	2018	2019
<b>Liabilities</b>		
Accounts Payables	2 637 378	1 573 366
Advances Receivables	707 496	842 927
Provisions	0	145 342
Financial Debt	3 042 567	3 691 399
Differed Tax liabilities	400 525	418 916
Other liabilities	2 412 641	3 035 177
<b>Equity</b>		
Capital & Reserves	3 065 046	3 919 613
Retained Earnings	-130 592	1 125 672
Other	894 271	-1 267
<b>TOTAL EQUITY</b>	<b>3 828 725</b>	<b>5 044 018</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>13 029 332</b>	<b>14 751 145</b>



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