



Results Q1 2019

Wielton
Group

May 2019

**WIELTON
GROUP**

Leading European player

Top
10
In the world



- **Manufacturer of semi-trailers, trailers and car bodies** for road transport and agriculture
- One of the youngest and **most dynamic companies** in the industry - 23 years old
- **Multibrand** – A group based on **strong local brands**
- **Own, modern R&D facilities** – only R&D Centre in Poland, second in Europe
- **Extensive product portfolio** - 12 groups, 800 configurations
- International service network - **over 600 service points**
- Experienced team of nearly **3,500** people in the Group, including approx. **300 experienced engineers**

 TRADE COMPANIES  ASSEMBLY PLANTS  PRODUCTION CENTRES



Key data for Q1 2019

	Q1 2018		Q1 2019
Volume	4 386 ea.	+31.5 %	5 767 ea.
Revenues	479.9 M PLN	+33,3 %	639.9 M PLN
EBITDA	33.3 M PLN	+26,4 %	42.1 M PLN
<i>EBITDA Margin</i>	6.9 %	-0,3 pp	6.6 %
EBIT	25.6 M PLN	+14,5 %	29.3 M PLN
<i>EBIT Margin</i>	5.3 %	-0,7 pp	4.6 %
Net profit	20.2 M PLN	+3,5 %	20.9 M PLN
<i>Net margin</i>	4.2 %	-0,9 pp	3.3 %

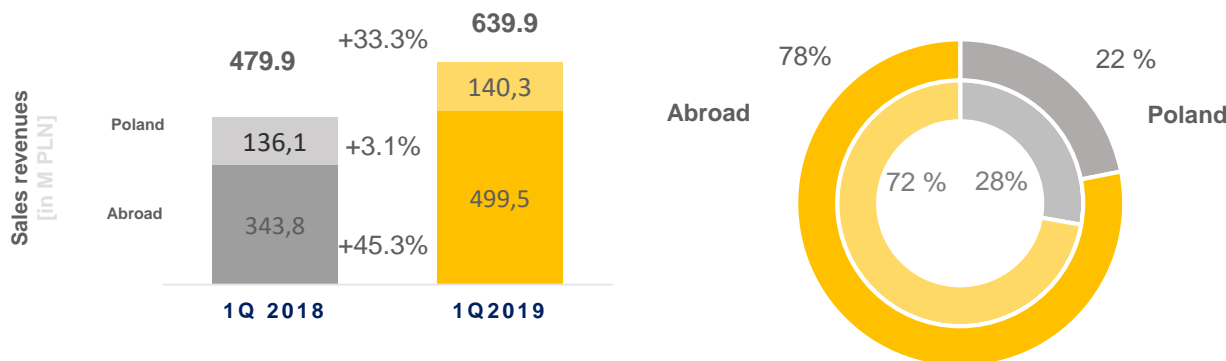
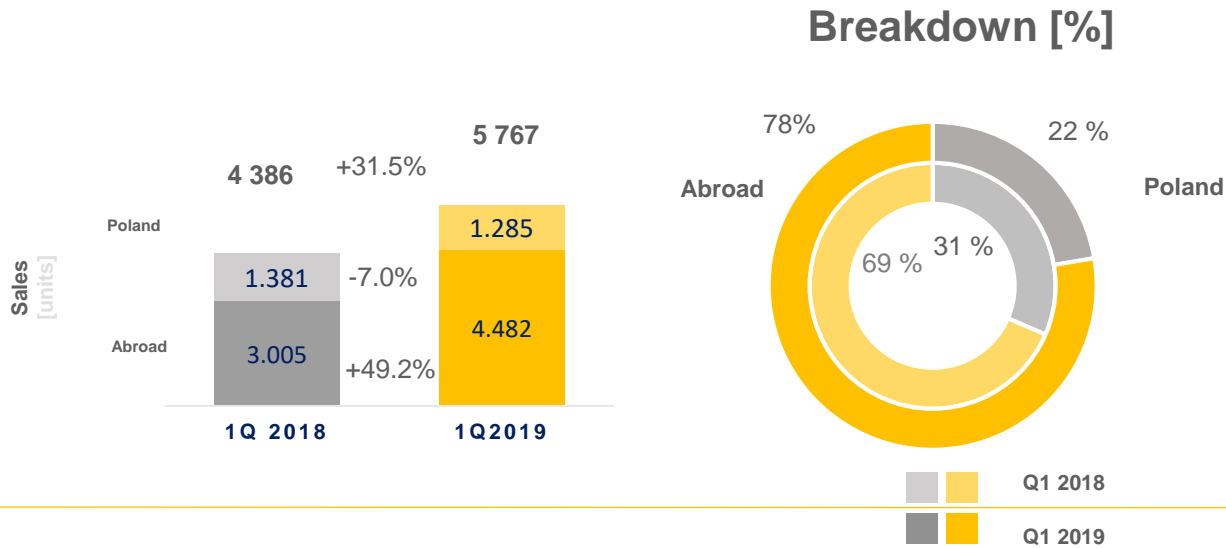
Sales revenues over PLN 600 million
(an increase of 33.3% y/y).

EBITDA profit of PLN 42.1 million
(an increase of 26.4% y/y)

EBIT with a profit of over PLN 29 million
(an increase of 14.5% y/y)

Net profit amounting to PLN 20.9 million
(an increase of 3.5% y/y)

Sales and revenues



Sales of 5,767 units (an increase of 31.5% y/y), including 1,285 units from Wielton, 1,669 units from Fruehauf and 1,095 units from Lawrence David

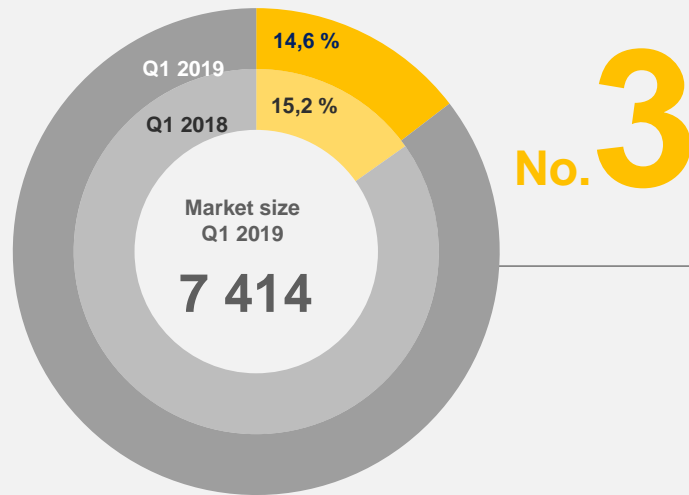
Increase in foreign sales from 69% to 78% of the total volume resulted from the consolidation of Lawrence David and the revenues brought in by Fruehauf

The French market remains the largest in the Wielton Group

Revenues from foreign sales amounting to nearly PLN 500 million (an increase of 45.3% y/y)

Market share Poland

Market share
based on vehicle registrations

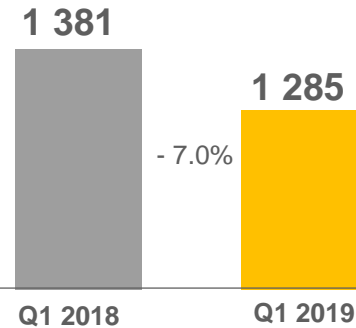


Market increase of 7.8% y/y to 7, 414 units

Market share of 14.6% with 1,079 units

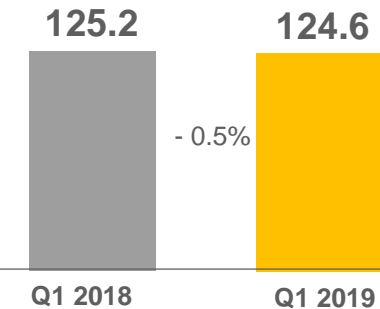
Sales by Wielton on the Polish market

Sales
[units]



Sales decrease by 7.0% y/y with 1,285 product units

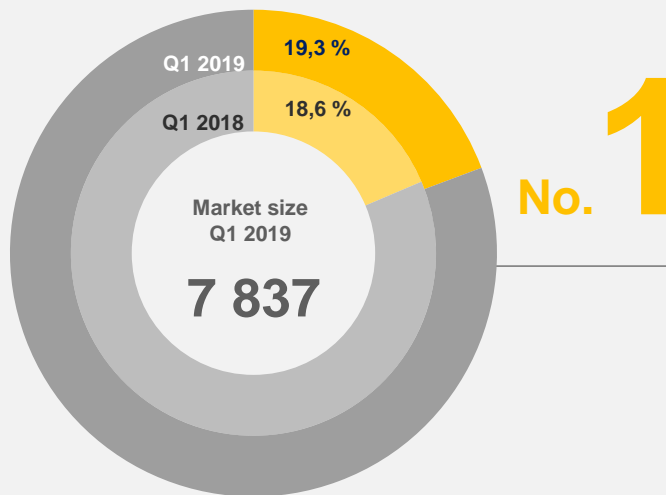
Product sales revenues
[M PLN]



Revenue decrease by 0.5% y/y to PLN 124.6 million

Market share France

Market share
based on vehicle registrations

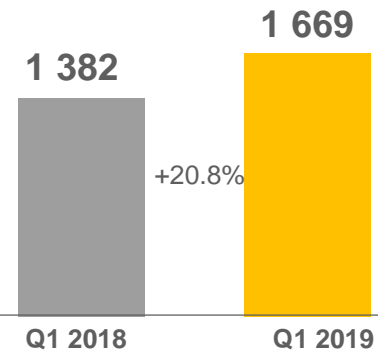


Market increase of 9.8% y/y to 7,837 units

Market share of 19.3% with 1,513 units

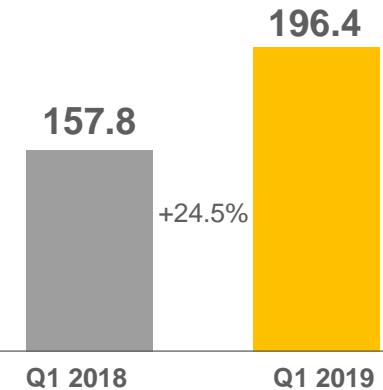
Sales of Fruehauf

Sales
[units]



Sales increase by 20.8% y/y with 1,669 units

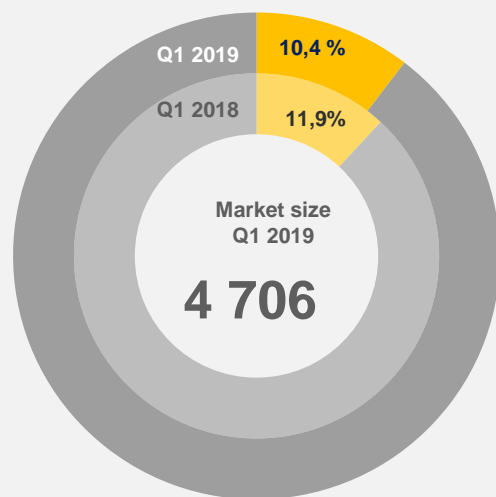
Product sales revenues
[M PLN]



Revenue increase by 24.5% y/y to PLN 196.4 million

Market share Great Britain

Market share
based on vehicle registrations



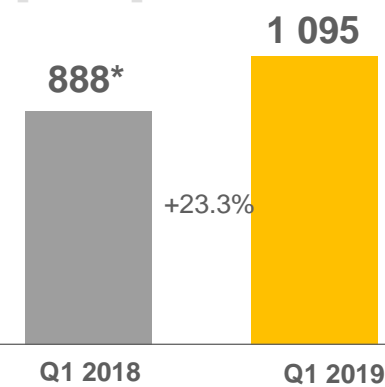
No. **5**

Market size at 4,706 units

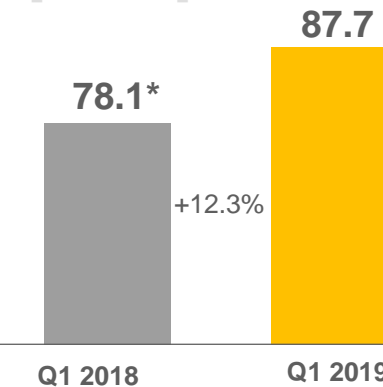
Market share of 10.4% with 491 registered products

Sales of Lawrence David

Sales
[units]



Product sales revenues
[M PLN]



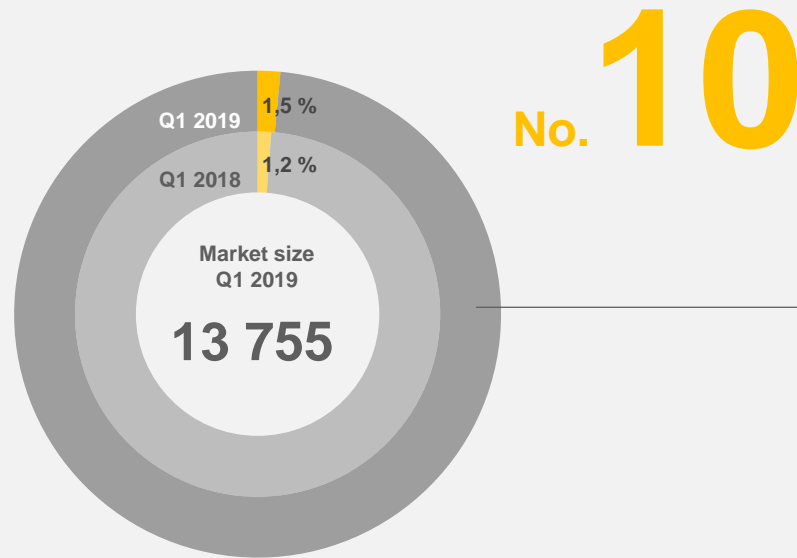
**pro forma of sales and revenues for FY2018*

Sales of 1,095 products

Revenues at PLN 87.7 million

Market share Germany

Market share
based on vehicle registrations

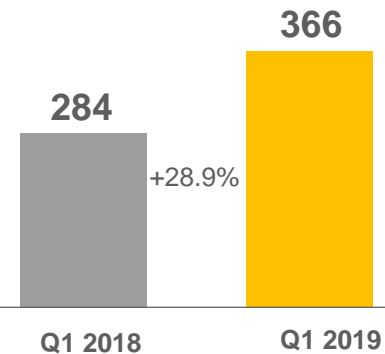


Market size at 13,755 units

Market share of 1.5% with 200 units based on registrations

Sales of Langendorf

Sales
[units]

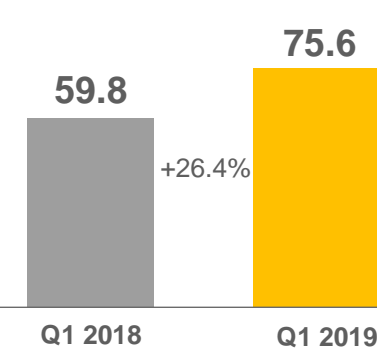


Sales increase by 28.9% y/y with 366 product units

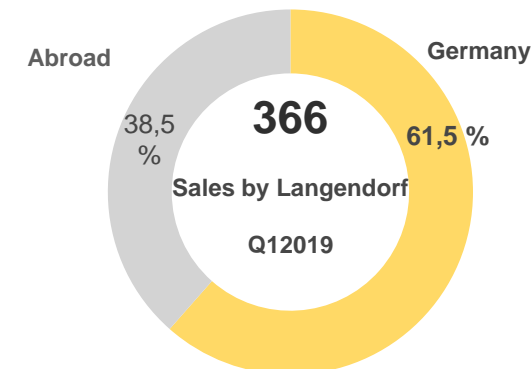
Revenue increase by 26.4% y/y to PLN 75.6 million

Foreign sales: 38.5%

Product sales revenues
[M PLN]

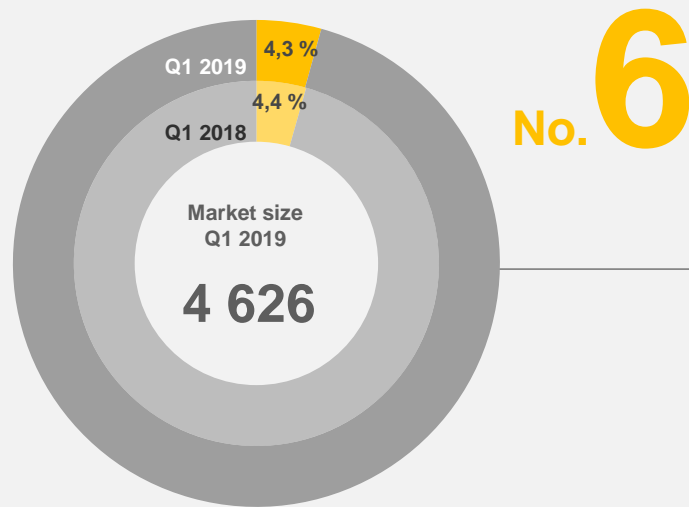


Geographical sales breakdown [%]



Market share Italy

Market share
based on vehicle registrations

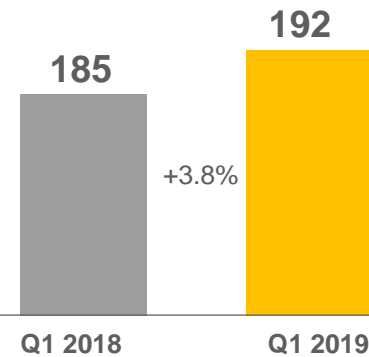


Market decrease of 6.5% y/y to 4,626 units

Market share of 4.3% with 201 units

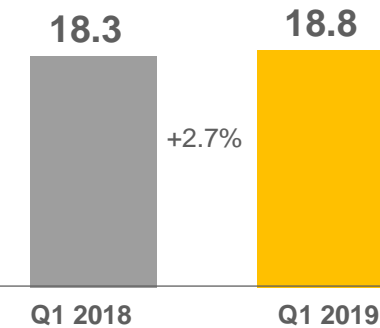
Sales of Viberti

Sales
[units]



Sales increase by 3.8% y/y with 192 units

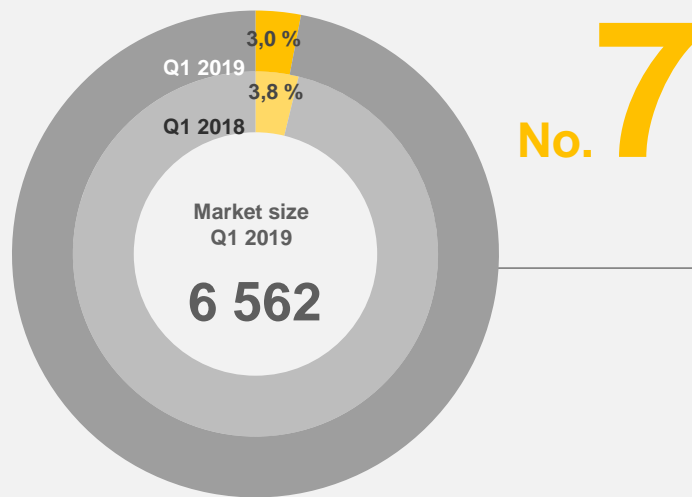
Product sales revenues
[M PLN]



Revenue increase by 2.7% y/y to PLN 18.8 million

Market share Russia

Market share
based on vehicle registrations

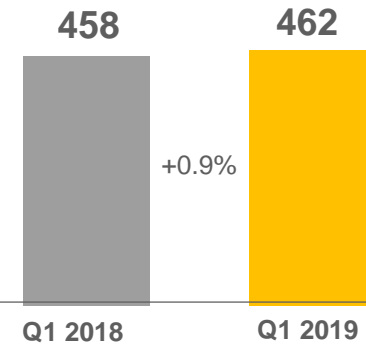


Market increase of 3.8% y/y to 6,562 units

Market share of 3.0% with 199 units

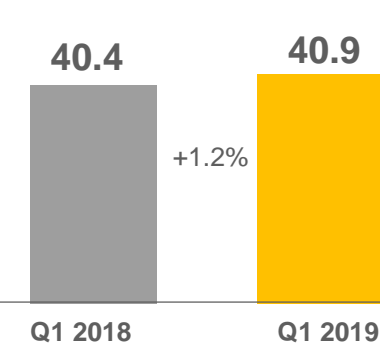
Sales of Wielton on the Russian market

Sales
[units]



Sales increase by 0.9% y/y with 462 units

Product sales revenues
[M PLN]



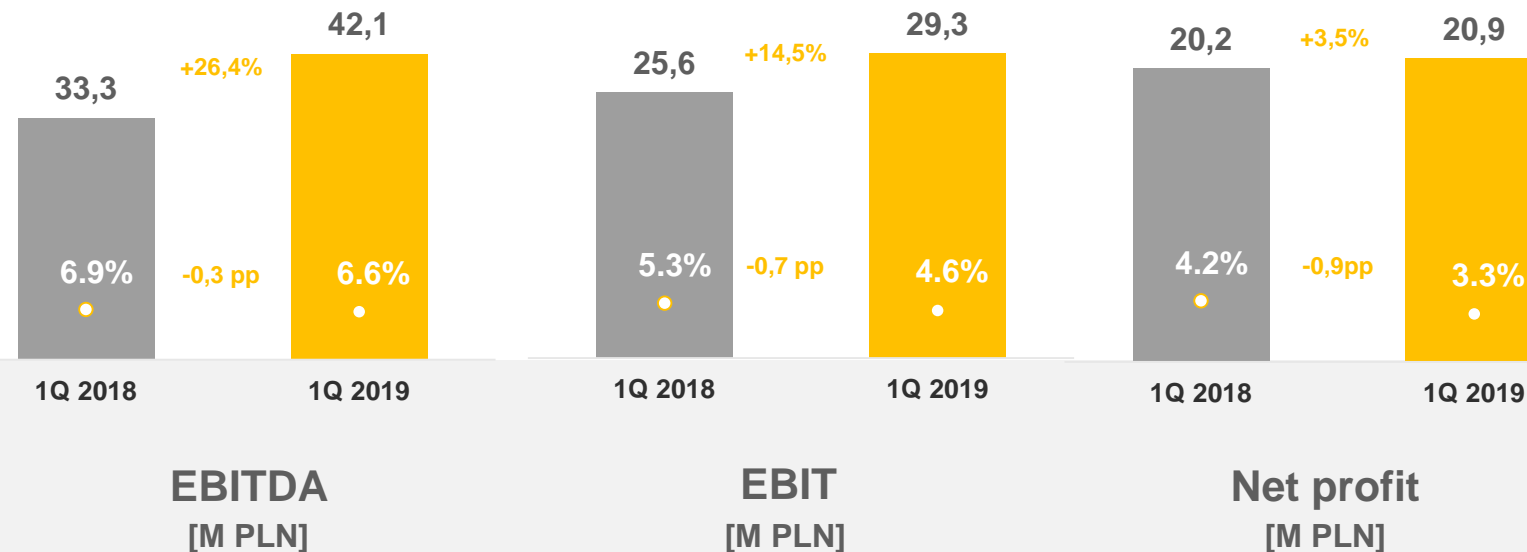
Revenue increase by 1.2% y/y to PLN 40.9 million

Structure of product portfolio



- 12 product families, over 800 configurations
- One of the widest product ranges among European producers
- Close cooperation with customers and suppliers to fully match products to the needs of recipients

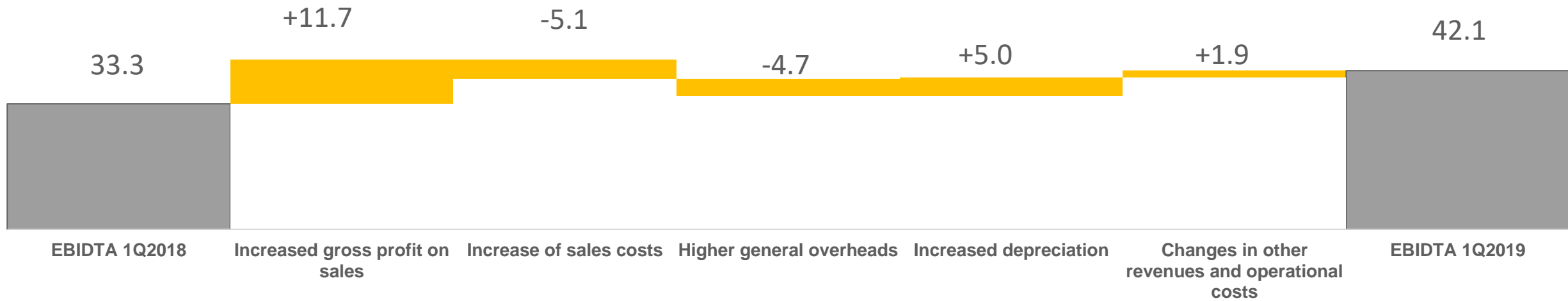
Consolidated profits and margins



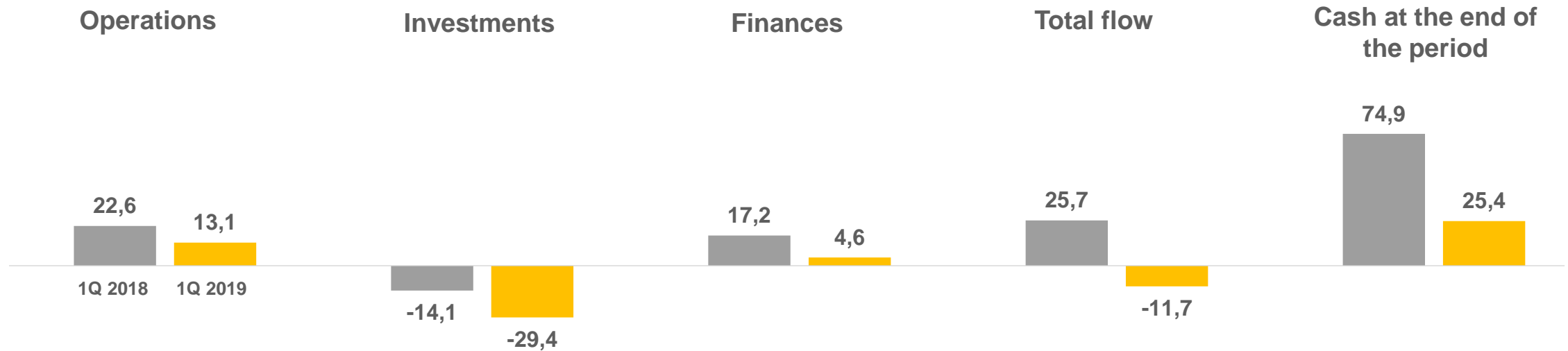
2019 EBIT takes into account the full consolidation of Lawrence David Group before the implementation of synergy, and includes the increased depreciation of assets utilised over the past year

Deferred tax on the investment subsidy is PLN 2.9m.

EBITDA Breakdown [M PLN]



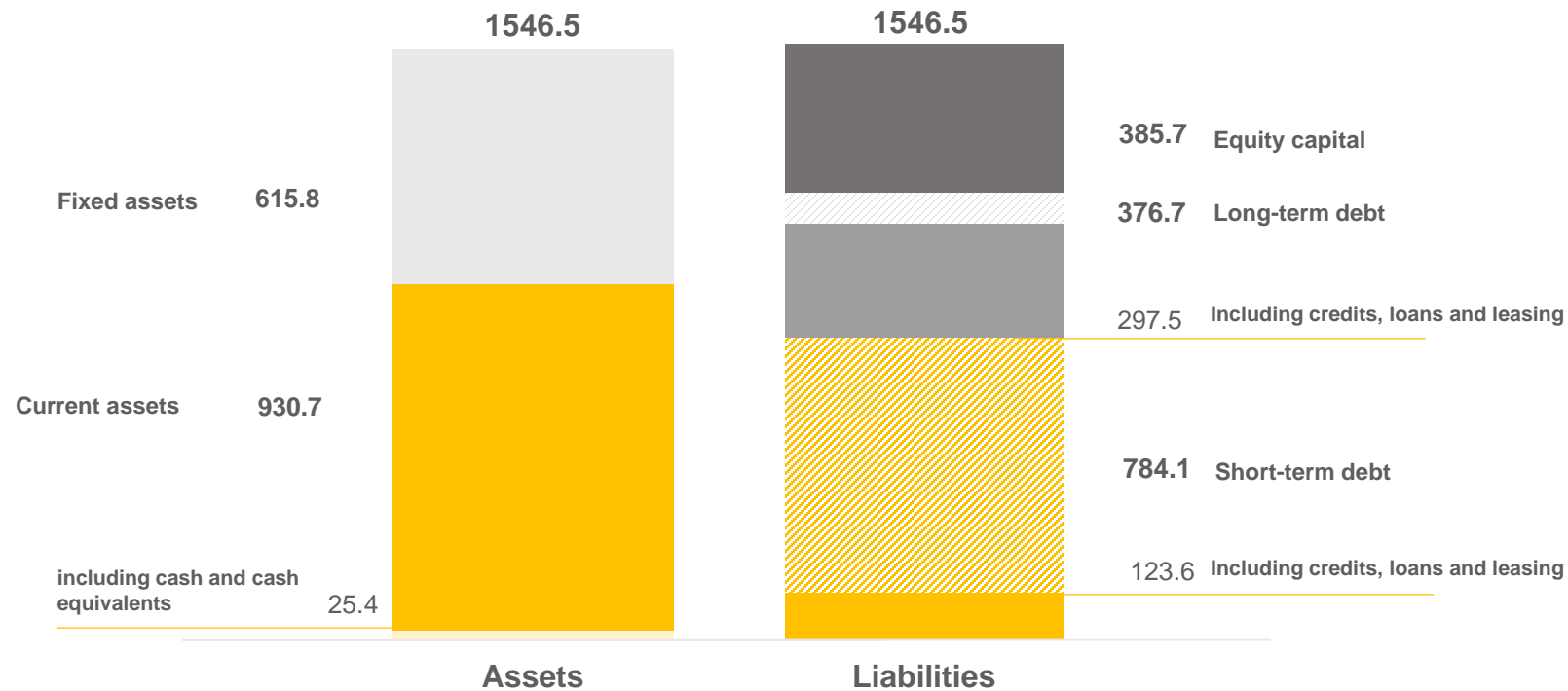
Summary of consolidated cash flow [M PLN]



During the first quarter, working capital profit of PLN 25 million. Surplus resources from operating activities and unallocated cash resources allowed financing of organic investments.

Balance sheet breakdown and debts [M PLN]

Adequacy of resources and proper structure of financing sources





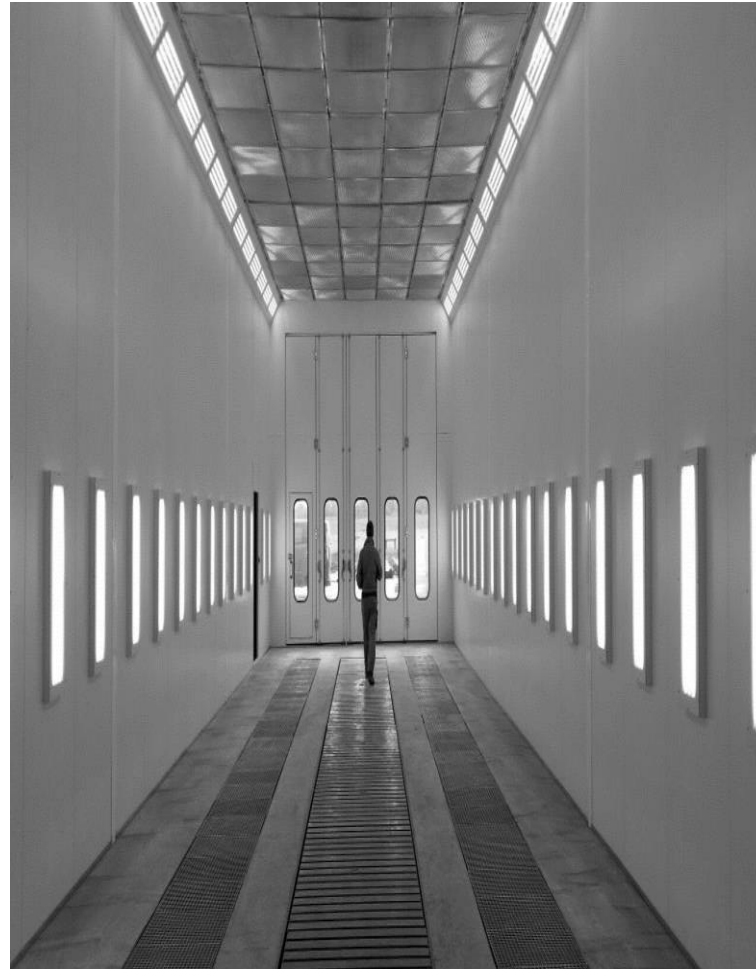
Projects

Projects in progress

- **Refrigeration Plant**
 - construction works on the prototype
 - development of cooling panel technology
- **New technologies for cutting and bending metal plates**
 - technology behind producing steel components for trailers and semi-trailers
 - the project will cost PLN 29 million, of which PLN 13m will be co-financed by the EU via the National Centre for Research and Development
- **Projects to improve operations**
 - automation of production processes
 - modernisation of the machine park



Projects in progress



Restoring the paint shop's production capacity:

Phase 1: includes the reconstruction of the production hall, installation and assembly of spray booths, drying room, shot blasting cabinet and paint application system

Phase 2: involves implementing a transport system and launching technological operations

Goal: on completion, increasing production capacity by 22 units/day.

Deadline: December 2019.

Projects in progress



- **Automation of production processes**
automated component storage systems and creating new storage areas

- **Modernisation of the machine park**
equipping the production preparation department with modern equipment that guarantees more effective sheet bending and cutting



Benefits of investing in Wielton

1

Ambitious 2017-2020 development strategy: to double the business scale

2

Strong position on dynamically growing markets

3

Product and geographical diversification allowing dynamic sales management

4

Acquisitions that bring expected results

5

Strong operating cash flows and secure financial position

6

Automating and robotising production processes while increasing business efficiency

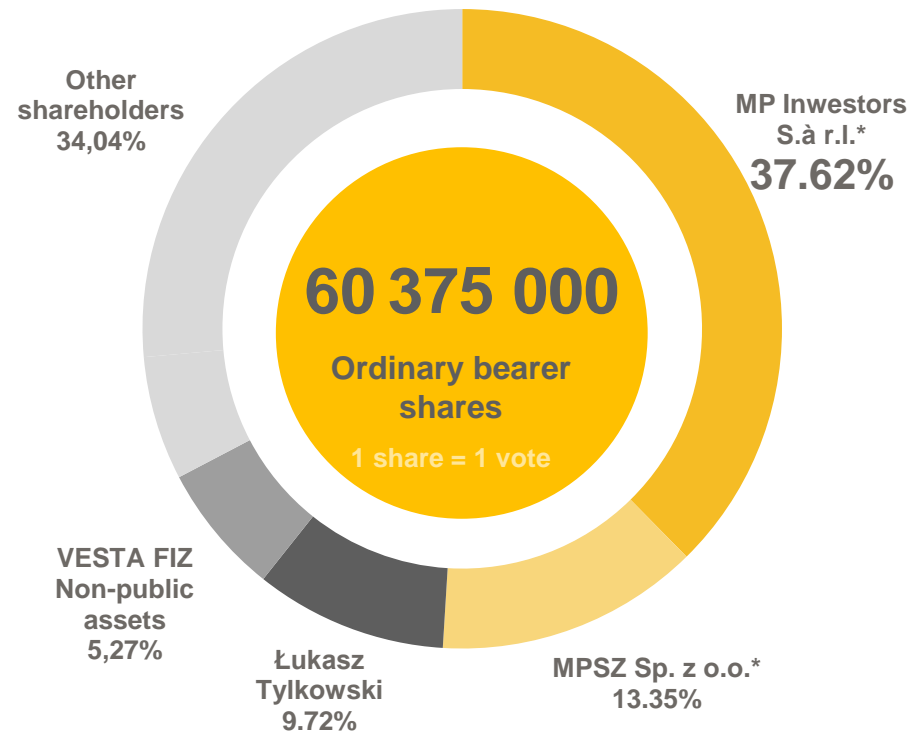
7

Experienced management team with proven results

8

Regular dividend of 25-30% of net profit

Shareholders and Company Management



A total of 50.97% of shares in the Company's capital and votes at the General Meeting are controlled directly and indirectly by Mariusz and Paweł Szataniak through:

- MP Investors S.à r.l., a subsidiary of MP Investors FIZAN managed by Forum TFI, whose total certificates they have acquired, and
- MPSZ Sp. z o.o., in which they hold 50% of shares in the share capital

Management Board



Mariusz Golec

President of the Management Board



Tomasz Śniatała

Vice-President of the Management Board, CFO



Włodzimierz Masłowski

Vice-President of the Management Board for Procurement and Eastern Markets



Piotr Bogaczyński

Board Member

Rada Nadzorcza

Paweł Szataniak

President of the Supervisory Board

Mariusz Szataniak

Vice-President of the Supervisory Board

Krzysztof Półgrabia

Secretary of the Supervisory Board

Krzysztof Tylkowski

Member of the Supervisory Board

Piotr Kamiński

Member of the Supervisory Board

Tadeusz Uhl

Independent Member of the Supervisory Board

Waldemar Frąckowiak

Independent Member of the Supervisory Board

Disclaimer

This presentation was prepared by Wielton S.A. ("Company"). It is intended for information purposes only and should not be treated as investment advice. Neither the Company nor any of its subsidiaries shall be liable for any damages resulting from the use of this presentation or its content, or arising in any other way related to this presentation. Recipients of the presentation are solely responsible for their own analysis and assessment of the market and the market situation of the Company and the Capital Group made on the basis of the information contained in this presentation.

This presentation contains statements regarding the future. These statements are based on the current forecasts of the Management Board and depend on many factors, which are beyond the control of the Company, and which are subject to a number of known and unknown risks, uncertainties and other factors that may cause the actual results, level of activity or achievements of the Company and the Capital Group to significantly differ from future results, or the level of activity or achievements expressed or suggested in statements regarding the future.



Contact for investors

Tomasz Śniatała
Board Vice-President, CFO

Mobile: +48 510 202 743
t.sniatala@wielton.com.pl



Wielton S.A.
ul. Rymarkiewicz 6
98-300 Wieluń
www.wielton.com.pl

Thank you for your attention

May 2019