

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><br>Leadership position in Poland | <b>39,8 %</b><br>Freight turnover share | <b>100,6</b> mn t.<br>Freight volume |
| <b>27</b> bn tkm<br>Freight turnover       | <b>5 390</b> mn PLN<br>Revenue          | <b>1 066</b> mn PLN<br>EBITDA        |



46,2 million tons of hard coal transported in 2022. Replenishment of reserves in power plant warehouses, transport from sea ports. Logistic chain leader.



Increased customer demand for construction stone in connection with the replenishment of warehouses, continuation of road investments and modernization of routes and railway stations.



Decrease in transport in Nowe Jedwabne, decrease in transport of metals due to lower steel production, increase in transport of agricultural products in containers from Ukraine.



Increase in transport due to increased demand for fuels, including an increase in orders for the transport of crude oil and processed products to Ukraine from the refineries in Plock and Lithuania.



Involvement in the transport of grain (including from Ukraine) and wood to seaports.

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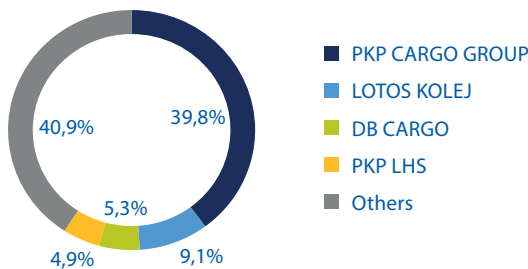
### OUR CLIENTS

|              |               |                |           |                      |
|--------------|---------------|----------------|-----------|----------------------|
|              |               |                |           |                      |
| Power plants | Mining sector | Steel industry | Oil & gas | Aggregate production |

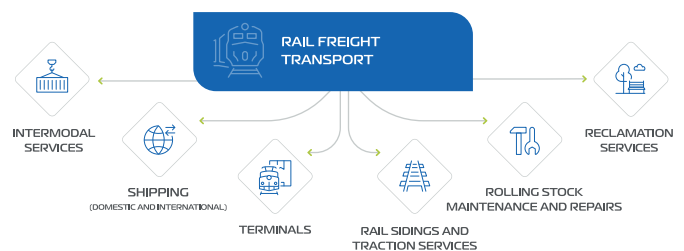
### ROLLING STOCK STRUCTURE AS OF THE END OF 2022

|  |       |  |        |
|--|-------|--|--------|
|  | 1 547 |  | 53 459 |
|--|-------|--|--------|

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



### KEY OPERATIONAL ACTIVITIES OF THE PKP CARGO IN 2022



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



In response to the stakeholders' expectations identified during the materiality analysis, PKP CARGO Group has published **its very first Sustainability Report**. Based on latest GRI standards and indicators, it covers social, environmental and corporate governance issues, including taxonomic disclosures. The report is available on our website.

### PKP CARGO GROUP EMPLOYMENT STRUCTURE BY THE END OF 2022

| PKP CARGO GROUP EMPLOYMENT (HEADCOUNT) AS OF: | BLUE-COLLAR POSITIONS / GROUP (HEADCOUNT) AS OF: | WHITE-COLLAR POSITIONS / GROUP (HEADCOUNT) AS OF: |
|---|--|---|
| 31/12/2022<br><b>20 038</b>                   | 31/12/2022<br><b>15 271</b>                      | 31/12/2022<br><b>4 767</b>                        |
| 31/12/2021<br><b>20 562</b>                   | 31/12/2021<br><b>15 754</b>                      | 31/12/2021<br><b>4 808</b>                        |
| 31/12/2020<br><b>21 766</b>                   | 31/12/2020<br><b>16 687</b>                      | 31/12/2020<br><b>5 079</b>                        |

## Management and Investor Relations Department

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**148** mn PLN  
Net profit

**776** mn PLN  
CAPEX

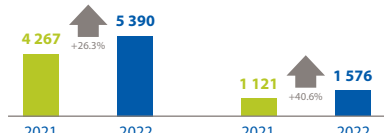
**7 660** mn PLN  
Assets

**19,6** %  
EBITDA margin

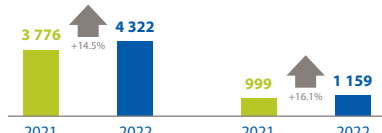
**1,9** %  
ROA

**4,6** %  
ROE

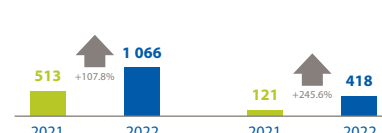
### OPERATIONAL REVENUE PLN MN



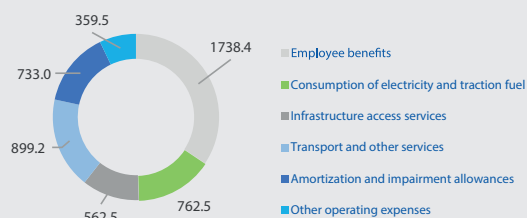
### OPERATIONAL COSTS PLN MN



### EBITDA PLN MN



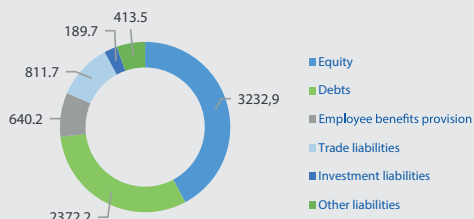
### OPERATIONAL COSTS PKP CARGO GROUP



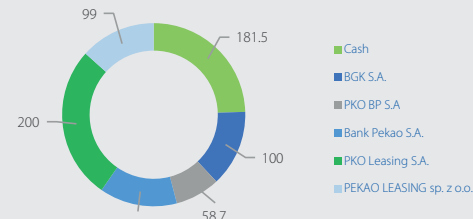
### OPERATIONAL CAPITAL EXPENDITURE PKP CARGO GROUP



### EQUITY & LIABILITIES PKP CARGO GROUP



### FUNDING SOURCES PKP CARGO GROUP



#### Cash flow (mn PLN)

|             | 2021 | 2022  |
|-------------|------|-------|
| Operational | 700  | 1,018 |
| Investing   | -646 | -773  |
| Financial   | -106 | -320  |

#### Balance sheet (mn PLN)

|                    | 2021  | 2022  |
|--------------------|-------|-------|
| Non current assets | 6,459 | 6,354 |
| Current assets     | 1,139 | 1,306 |
| Equity             | 3,041 | 3,233 |
| Liabilities        | 4,573 | 4,427 |

## PKP CARGO GROUP

PKP CARGOSERVICE

PKP CARGO TERMINALE

CARGOSPED

PKP CARGOTABOR

PKP CARGO INTERNATIONAL

PKP CARGO CONNECT

PKP CARGOTOR

#### PKP CARGO S.A. Shareholders

|                        |        |
|------------------------|--------|
| PKP S.A.               | 33,01% |
| Nationale Nederlanden  | 9,87%  |
| Allianz Group of Funds | 8,24%  |
| Other shareholders     | 48,79% |

#### Stock Basic Information

|               |            |
|---------------|------------|
| Ticker        | PKP        |
| Debut date    | 30.10.2013 |
| No. Of stocks | 44 786 917 |
| Market Cap    | 649 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