

## Company's activity

We have been providing safety for over **33 years**.

**One of the leaders of the European market** for passive fire protection sector and **a leading player in Poland**.

Presence in over **50** countries

Subsidiaries on **9** European markets

Sales on **4** continents



**7** production plants

**POLAND**  
Cieplewo k/Gdańska  
Mirosław k/Płocka  
Opole

**SPAIN**  
Madrid

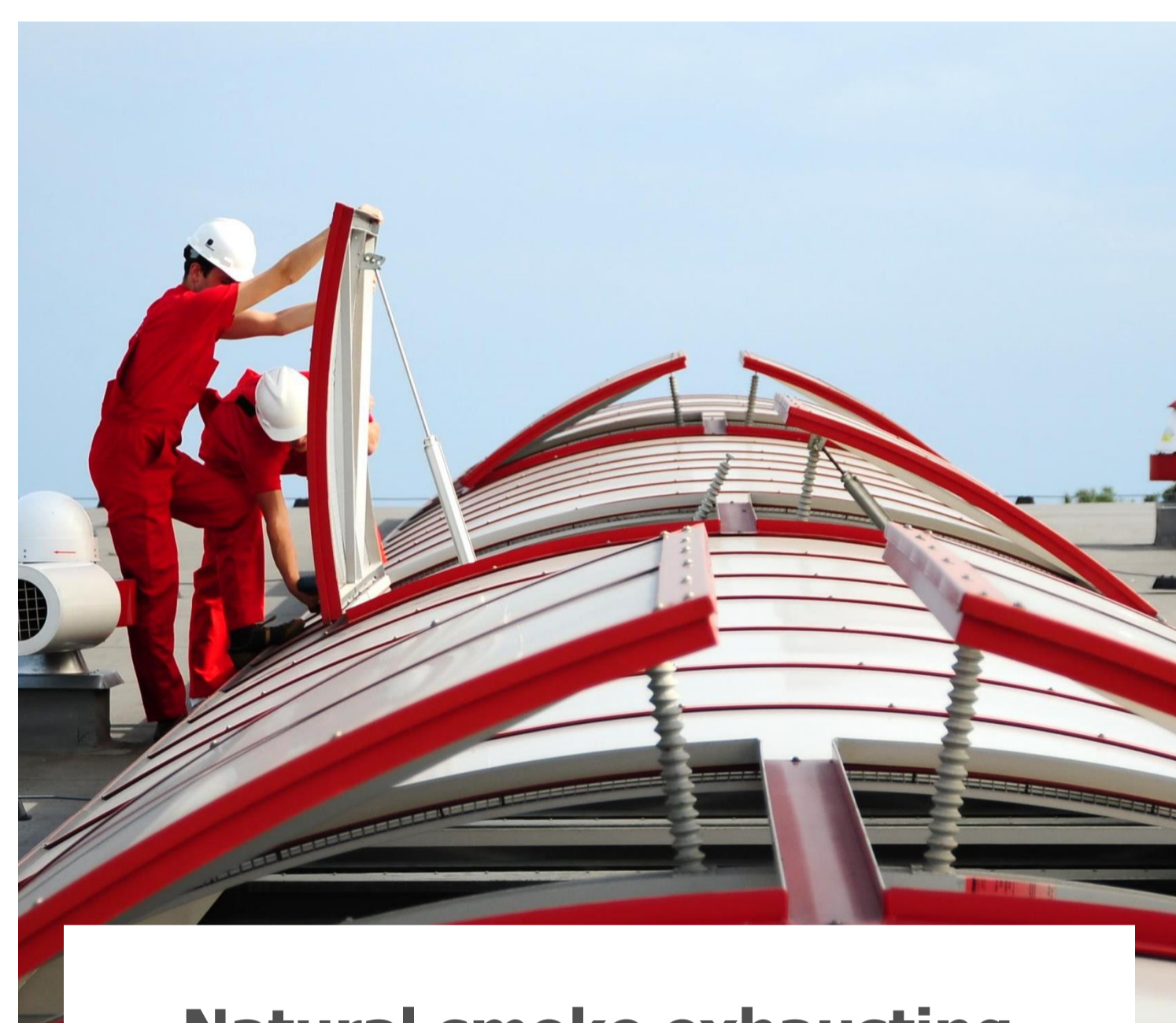
**UKRAINE**  
Lwów

**RUSSIA**  
Tuła (Moscow)

**HUNGARY**  
Göd

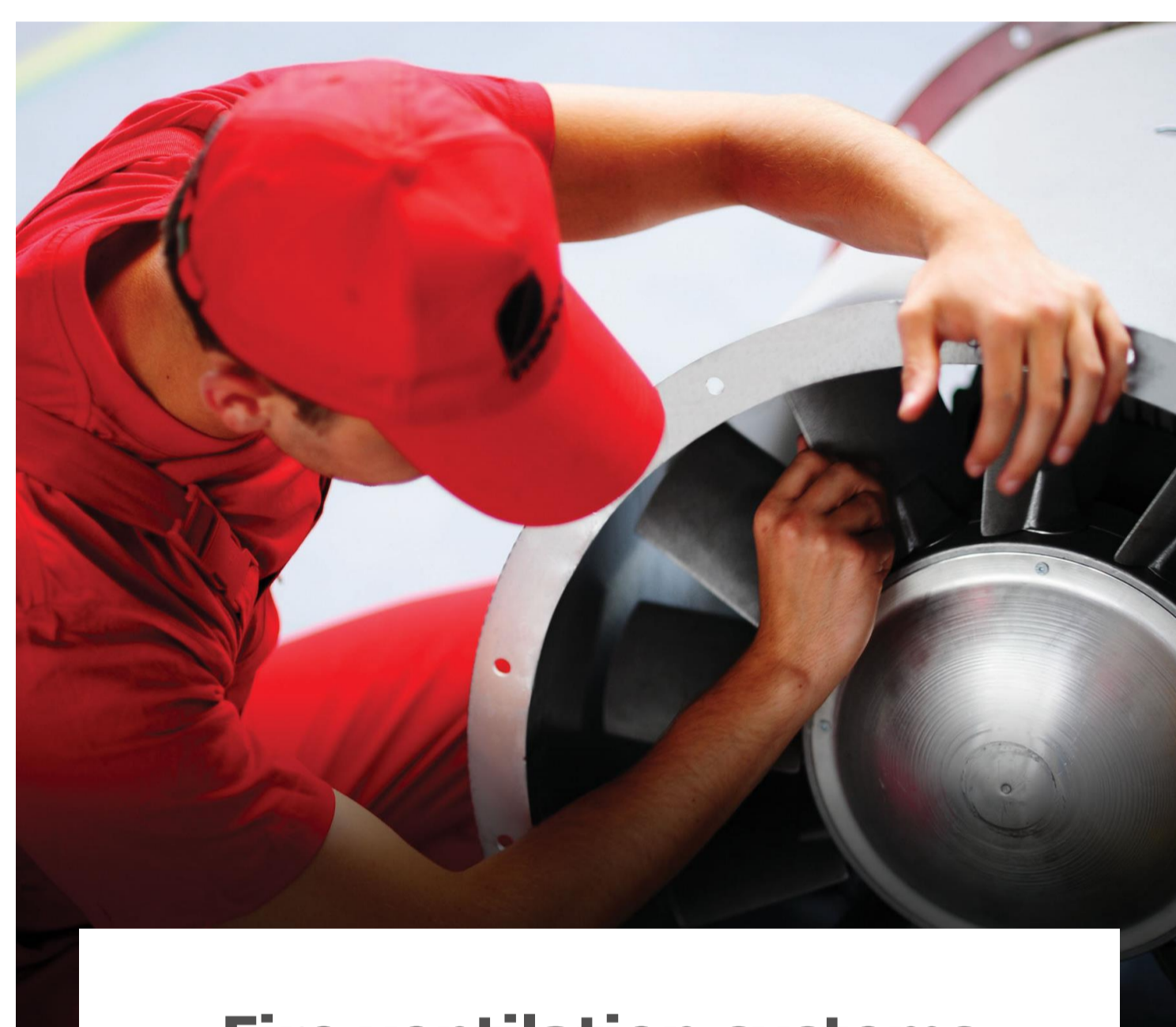


## Our products



**Natural smoke exhausting**

Operations at all group companies, particularly Mercor SA, Mercor Proof and Tecresa. Production at Cieplewo, Gdańsk (Poland) and Tuła near Moscow (Russia).



**Fire ventilation systems**

Operations primarily at Mercor SA, Mercor Czech Republic and Mercor Slovakia.



**Building structure protections**

Operations primarily at Mercor SA, Tecresa and Mercor Proof, Mercor Dunamenti Tűzvédelem.



**Fire partition solutions (brand DFM)**

Operations launched in 2017 after expiring non-competition clause (following the sale of its part of business in 2013). The group reentered onto fire partitions market under a new business model and under new 'DFM' brand. The operations conducted by production and R&D start-up DFM Doors.

## Group's Strategy

- For the strategy, the management board of the group identified 11 perspectives from which the assumptions and aims for 2020–2023 were described. These include the perspectives of shareholders, the business model, the market, products, debt, acquisitions, and sustainable growth. The aims set in each of the fields will be achieved primarily relying on organic growth, intensification of export sales, new products, and creation of new companies.
- In the financial area, the management board of Mercor SA sets as its aim maintaining ROE at 13% per annum and a safe level of debt not exceeding three times operating profit plus amortization.
- The main aim of this strategy is to ensure lasting growth in the value of the company for shareholders.

## Selected projects by the Mercor Group

### FOREIGN MARKETS

The Group secured numerous facilities on export markets, including Europe: airports in Moscow, Kiev, Lviv, Prague, in Madrid and Barcelona, a new terminal at Charles de Gaulle Airport in Paris, modern railway station Afragola (Italy), European Investment Bank and the European Court of Auditors in Luxembourg; Russian Vostoczi Cosmodrome; wastewater treatment plant in Henriksdal (Sweden); RWE coal-fired power plant in the Netherlands; Rolls-Royce Deutschland factory, Olympic Stadium in London (UK), Stadium VTB Arena in Moscow (Russia). Retail chain stores: Hypernova, Kaufland, Tesco, IKEA; companies including: Peugeot, Opel, Michelin, Volkswagen, Volvo and Renault, Suzuki. Factories including: Kronostar, Pilkington, Whirlpool, Flex, Sanitas, Coca-Cola, Pepsi-Cola, Ferrero Rocher, Weyerhaeuser, Ikea, Samsung. Tunnels: AVE high speed train tunnel in Malaga and Alicante, M-30 tunnels in Madrid, tunnel in Bilbao (Spain), Sevine (France), Smestad tunnel in Oslo (Norway). In Asia, the Group secured the tunnels Al Salam, Baynoonah St. Tunnel and the Al Ras Al Akhadar tunnel (UAE); tunnel in Doha (Qatar); the largest road investment in Singapore Marina Coastal Expressway.

### POLAND

Warsaw Metro, The Warsaw Stock Exchange; Hilton Hotels in Warsaw and Gdańsk, the National Bank of Poland; the National Library; airports in Cracow, Gdańsk, Katowice, Łódź, Poznań, Warsaw and Wrocław; Polish refineries: Lotos Refinery; Gorlice Oil Refinery; PKN Orlen Płock; LMG Mine; Lotos petrobaltic drilling platform, power plant Kozienice; Polin Museum of the History of Polish Jews in Warsaw; Złota 44 apartments in Warsaw, Amber Expo Gdańsk, Copernicus Science Center in Warsaw, logistic parks including Panattoni, distribution centre Lidl (near Wyszaków), Jeronimo Martins, Decathlon and others

### Investor relations:

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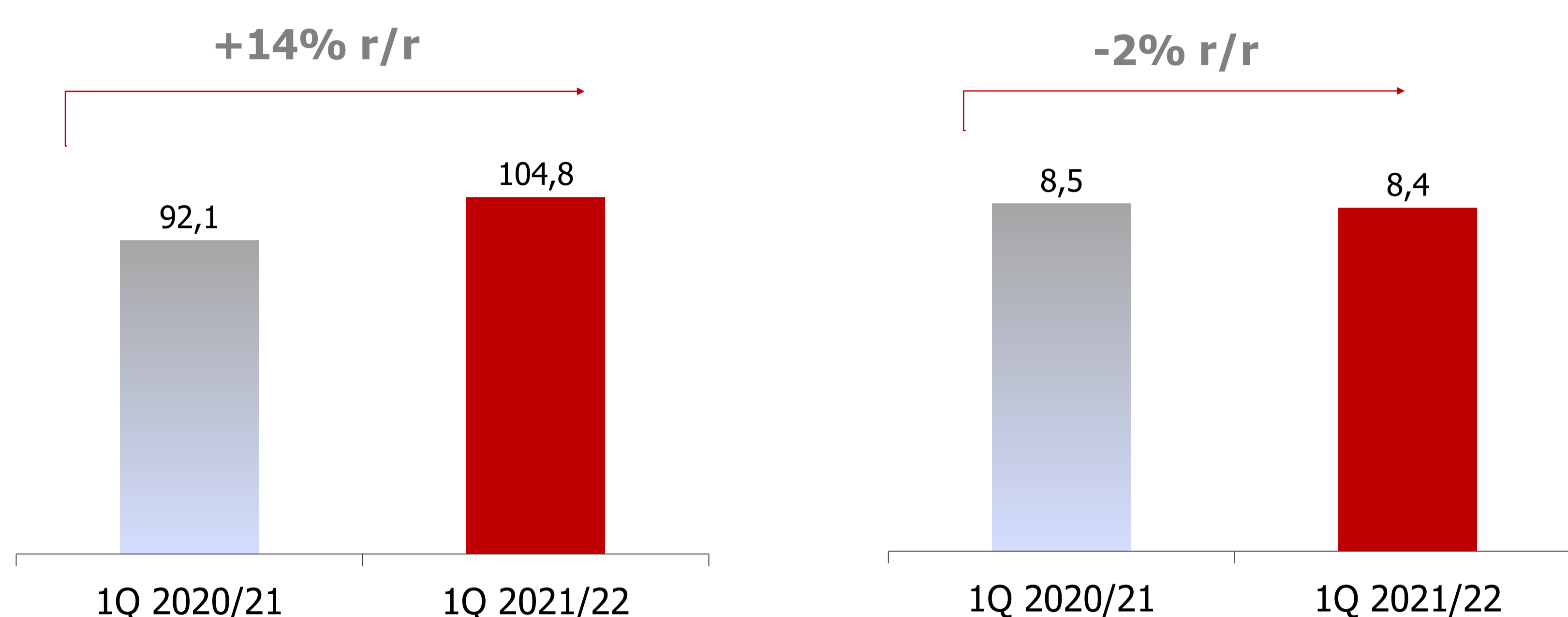


## Financial data\*

(PLN'000)	1Q 2021/22	1Q 2020/21
Sales revenue	104 847	92 106
Gross profit	10 232	10 504
EBITDA	14 647	14 168
EBIT	11 139	10 726
Net profit	8 355	8 498
Amortisation	3 508	3 442
Total assets	370 555	346 806
Equity	177 636	171 343
Number of ordinary shares	15 601 464	15 658 535
Profit (loss) per ordinary share	0,54	0,54
Book value per ordinary share	10,94	10,56

Sales revenue 2021/2022  
(1.04.2021 – 30.06.2021)  
(data in PLN million)

Net profit 2021/2022  
(1.04.2021 – 30.06.2021)  
(data in PLN million)



(PLN'000)	2020/2021	2019/2020	2018/2019	2017/2018	2016/2017
Sales revenue	386 186	396 066	370 919	318 467	269 498
Gross profit	105 213	103 506	94 370	76 562	68 594
EBITDA	51 961	47 373	35 138	27 410	18 286
EBIT	37 967	33 561	24 951	18 315	11 051
Net profit	29 521	23 363	14 817	11 024	3 300
Amortisation	13 994	13 218	10 187	9 095	7 235
Total assets	346 806	321 890	314 948	316 274	285 603
Equity	171 343	146 327	123 794	131 078	115 572
Number of ordinary shares	15 658 535	15 658 535	15 658 535	15 658 535	15 658 535
Profit (loss) per ordinary share	1.89	1.49	0.94	0.70	0.21
Book value per ordinary share	10.56	9.04	9.25	8.06	7.04
Declared or paid dividend per share	0.57	0.25	-	-	-

\* The Group's financial year runs from April 1 to March 31. Consolidated data for continuing activities (following the sale of fire partitions business in 2013).

## Shareholder structure

Shareholders	Number of shares	% shares owned	% votes at GSM
PERMAG Sp. z o. o.	4 102 994	26.20%	26.20%
Investors TFI SA (Elbrus FIZ)	3 925 502	25.07%	25.07%
OFE Nationale-Nederlanden	1 566 821	10.01%	10.01%
OFE PZU Złota Jesień	1 452 000	9.27%	9.27%
N50 Cyprus Limited	1 000 853	6.39%	6.39%
PTE Allianz Polska SA	791 018	5.05%	5.05%
Others	2 818 347	18.01%	18.01%
<b>Total</b>	<b>15 658 535</b>	<b>100.00%</b>	<b>100.00%</b>

Data as of 11.10.2021

Shares listed on the Warsaw Stock Exchange since 19 July 2007

**No. of shares:** 15 658 535

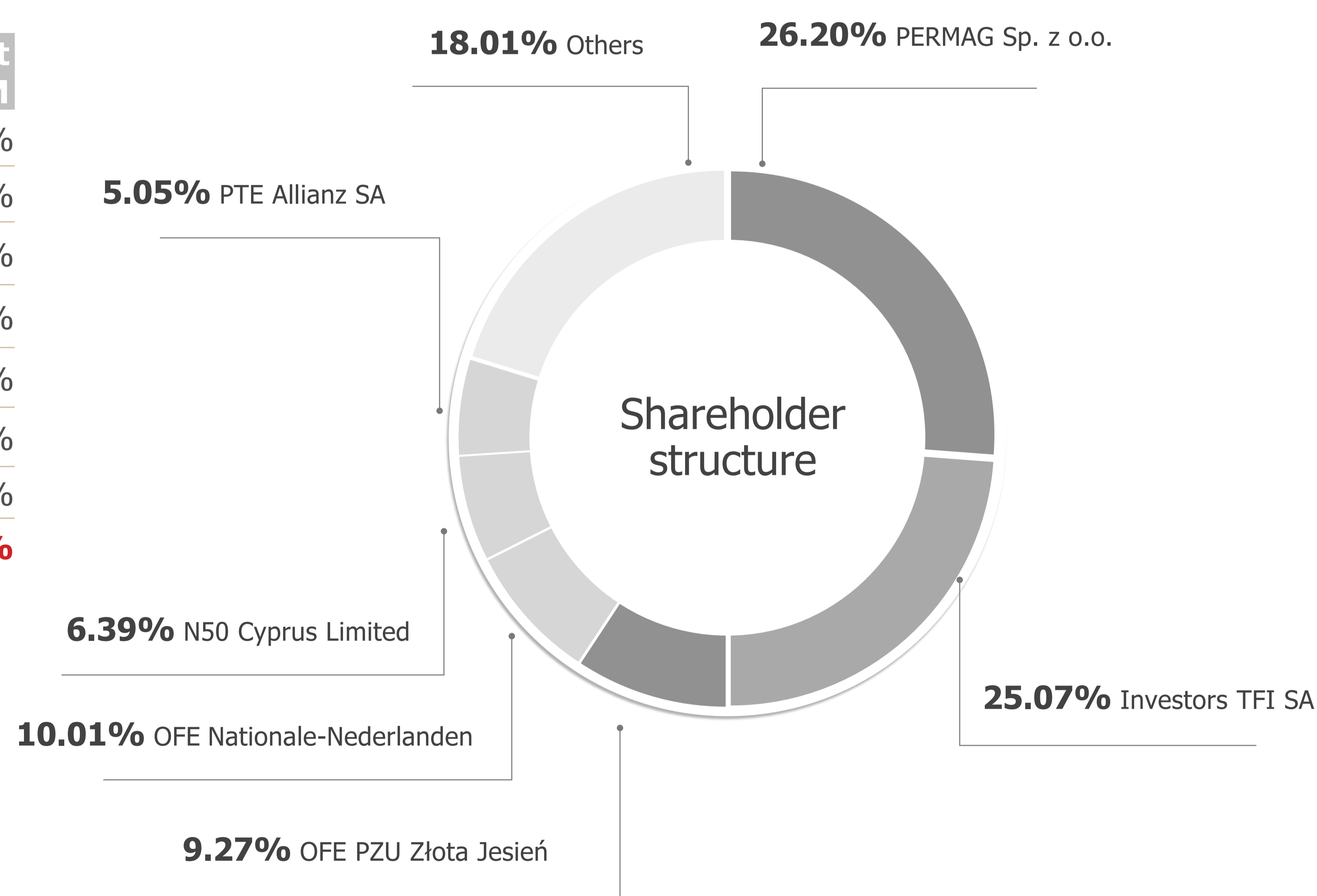
**Capitalization:** 259.9 million PLN

**Indexes:** InvestorMS, WIG-Poland, WIG, WIG-BUDOW

**Ticker:** MCR

### Disclaimer

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