1. Boryszew Group – summary of Q1-Q3 2018

2. Market environment

3. Financial results – Q1-Q3 2018

4. Operating segments

5. Plans for the next quarters
KEY FACTORS AFFECTING THE GROUP IN Q1-Q3 2018

• Implementation of WLTP (Worldwide Harmonized Light Vehicles Test Procedure) standards from 1 September 2018 and their direct impact on the decrease in OEM sales

• Development of the electric cars segment

• Increased importance of aluminium as a result of the growing market of electric cars

• Impact of economic sanctions and increased tariffs on the metals market

• Stabilisation of the production process in the Mexico plant
BORYSZEW GROUP – SUMMARY OF Q1-Q3 2018

Revenues [PLN m]

- Q3 2016: 4,222
- Q3 2017: 4,693
- Q3 2018: 4,686

EBITDA [PLN m]

- Q3 2016: 342
- Q3 2017: 393
- Q3 2018: 311

Net profit [PLN m]

- Q3 2016: 175
- Q3 2017: 234
- Q3 2018: 152
1. Boryszew Group – summary of Q1-Q3 2018

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QUATATIONS OF KEY METALS (IN USD/t)

Aluminium
- Q1-Q3 2017 avg: 7,375
- Q1-Q3 2018 avg: 7,675
- 4.1%

Copper
- Q1-Q3 2017 avg: 22,800
- Q1-Q3 2018 avg: 23,606
- 3.5%

Zinc
- Q1-Q3 2017 avg: 10,664
- Q1-Q3 2018 avg: 10,713
- 0.5%

Lead
- Q1-Q3 2017 avg: 8,672
- Q1-Q3 2018 avg: 8,298
- -4.3%
EXCHANGE RATES

Q1-Q3 2017 avg: 4.27
-0.4%

Q1-Q3 2018 avg: 4.25

Q1-Q3 2017 avg: 3.84
-7.3%

Q1-Q3 2018 avg: 3.56
EUROPEAN AUTOMOTIVE MARKET

Registrations of new cars by country in million (according to ACEA*)

Q1-Q3 2018 – 11.9 million
Q1-Q3 2017 – 11.7 million
+1.7%

* ACEA (European Automobile Manufacturers Association)
EUROPEAN AUTOMOTIVE MARKET
Registrations of new cars by manufacturer in million (according to ACEA)

* JLR = Jaguar Land Rover
** PSA Group = Peugeot, Opel, Citroen, DS.
*** FCA Group = Fiat, Jeep, Alfa Romeo, Lancia, Chrysler
## Registrations of new cars in September 2018

<table>
<thead>
<tr>
<th></th>
<th>Market share (%)</th>
<th>Number</th>
<th>YoY % change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
<td>2018</td>
</tr>
<tr>
<td>VW Group</td>
<td>15.8</td>
<td>23.2</td>
<td>171,963</td>
</tr>
<tr>
<td>Volkswagen</td>
<td>6.7</td>
<td>10.7</td>
<td>73,01</td>
</tr>
<tr>
<td>Audi</td>
<td>2.8</td>
<td>5.4</td>
<td>30,138</td>
</tr>
<tr>
<td>Skoda</td>
<td>4.2</td>
<td>4.4</td>
<td>45,307</td>
</tr>
<tr>
<td>Seat</td>
<td>2</td>
<td>2.2</td>
<td>21,548</td>
</tr>
<tr>
<td>Porsche</td>
<td>0.2</td>
<td>0.4</td>
<td>1,817</td>
</tr>
<tr>
<td>Others</td>
<td>0</td>
<td>0</td>
<td>143</td>
</tr>
</tbody>
</table>

### EUROPEAN AUTOMOTIVE MARKET

- **Registrations of new cars in September 2018**
- **Market share (%)**
- **Number**
- **YoY % change**

### Diagram

- **Graph showing the percentage change from 2017 to 2018**
- **-23.5%**
1. Boryszew Group – summary of Q1-Q3 2018

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<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SALES REVENUES</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sales Revenue</td>
<td>1,340</td>
<td>1,521</td>
<td>1,437</td>
<td>14%</td>
<td>-5%</td>
<td>4,222</td>
<td>4,693</td>
<td>4,686</td>
<td>11%</td>
<td>-0,1%</td>
</tr>
<tr>
<td>EBIT</td>
<td>92</td>
<td>103</td>
<td>43</td>
<td>12%</td>
<td>-58%</td>
<td>249</td>
<td>292</td>
<td>200</td>
<td>17%</td>
<td>-32%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>125</td>
<td>138</td>
<td>80</td>
<td>10%</td>
<td>-42%</td>
<td>342</td>
<td>393</td>
<td>311</td>
<td>15%</td>
<td>-21%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>9%</td>
<td>9%</td>
<td>6%</td>
<td></td>
<td></td>
<td>8%</td>
<td>8%</td>
<td>7%</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>NET PROFIT</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Profit</td>
<td>78</td>
<td>72</td>
<td>44</td>
<td>-8%</td>
<td>-39%</td>
<td>175</td>
<td>234</td>
<td>152</td>
<td>33%</td>
<td>-35%</td>
</tr>
<tr>
<td><strong>NET PROFIT</strong> (attributed to the shareholders of the parent company)</td>
<td>59</td>
<td>54</td>
<td>24</td>
<td>-8%</td>
<td>-56%</td>
<td>126</td>
<td>185</td>
<td>99</td>
<td>47%</td>
<td>-47%</td>
</tr>
</tbody>
</table>
**REVENUE (in PLN million)**

<table>
<thead>
<tr>
<th></th>
<th>Q3 2017</th>
<th>Q3 2018</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Automotive</strong></td>
<td>1,512</td>
<td>1,434</td>
<td>-78</td>
<td>-5%</td>
</tr>
<tr>
<td><strong>Metals</strong></td>
<td>2,833</td>
<td>2,874</td>
<td>41</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Chemicals</strong></td>
<td>208</td>
<td>211</td>
<td>3</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Other Operations</strong>*</td>
<td>140</td>
<td>168</td>
<td>28</td>
<td>20%</td>
</tr>
</tbody>
</table>

- **Automotive Segment:**
  - WLTP effect (more than PLN 57 million);
  - lower sales of tools resulting from a decrease in acquisition activities related to new projects in previous periods;

- **Metals Segment:**
  - increased sales volumes (Aluminium Konin, Baterpol Group, NPA Skawina).

* Including consolidation adjustments
### EBITDA (in PLN million)

<table>
<thead>
<tr>
<th>EBITDA by segment (in PLN million)</th>
<th>Q3 2017</th>
<th>Q3 2018</th>
<th>Change</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive</td>
<td>149</td>
<td>60</td>
<td>-89</td>
<td>-60%</td>
</tr>
<tr>
<td>Metals</td>
<td>216</td>
<td>226</td>
<td>10</td>
<td>5%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>21</td>
<td>11</td>
<td>-10</td>
<td>-48%</td>
</tr>
<tr>
<td>Other Operations**</td>
<td>7</td>
<td>14</td>
<td>7</td>
<td>100%</td>
</tr>
</tbody>
</table>

- Higher sales in the Metals Segment (Baterpol, Aluminium Konin);
- The effect of WLTP introduction;
- Process stabilization in the Mexico plant (Maflow Group);
- Change in the sales structure in the Chemicals Segment.

* EBITDA margin
** Including consolidation adjustments
CAPEX YTD 2018

PLN 114 million

Automotive: 40 PLN m
Metals: 67 PLN m
Chemicals and Other Operations: 7 PLN m
- Increase in receivables in the Metals Segment as a result of increased sales volumes;
- Increase in sales in the Metals Segment (LME);
- Intervention purchase of raw material in the Metals Segment (Rusal);
- Increase in inventories in the Automotive Segment due to the increase in tools resulting from new nominations.

* EBITDA adjusted by provisions for tax risks created in Q4 2017 (PLN 50 million)
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The results of the Automotive segment were mainly affected by the following factors:

- lower sales due to the introduction of new environmental standards (WLTP and Euro 6), the estimated negative impact on Q1-Q3 2018 EBITDA is PLN 18 million;
- stabilization of the production process in the Mexico plant, the estimated negative impact on Q1-Q3 2018 EBITDA is PLN 27 million;

In the medium and long term, we expect the changes in the automotive market (EV) to have a positive impact on the Group’s situation;

Acquisition of new nominations.
In the first nine months of 2018, new nominations for over **EUR 274.1 million with EOP 2028*** were acquired

- Maflow Group – EUR 118.9 million;
- BAP Group – EUR 155.2 million.

* EOP - End of Production
The EBITDA growth was the result of higher sales volumes and better cost discipline:

- The highest EBITDA increases were recorded in Aluminium Konin and Baterpol.
Lower EBITDA results from:

- Lower result of Boryszew ERG due to a change in the product mix (lower sales of products in the automotive group, higher sales of goods);
- A decrease in revenues in Elana branch as a result of lower sales of the so-called cut fibres.
<table>
<thead>
<tr>
<th>Section</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Boryszew Group – summary of Q1-Q3 2018</td>
<td></td>
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<td>2. Market environment</td>
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<td></td>
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<tr>
<td><strong>5. Plans for the next quarters</strong></td>
<td></td>
</tr>
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</table>
Forecast for the next quarters

- Government support for the development of the electric vehicle (EV) market (Poland, Europe)
- Investment plans of Volkswagen Group for several dozen billion USD concerning the development of electric vehicle models
- Ongoing investment projects
- Challenges related to rising energy prices
Thank you!