



# **LW BOGDANKA GROUP**

PRESENTATION OF Q3 2013 AND  
Q1-Q3 2013 RESULTS



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# LW BOGDANKA GROUP RESULTS FOR Q3 2013



Q3 2013 vs. Q3 2012	
NET PRODUCTION	+ 13.95%
COAL SALES (BY VOLUME)	+ 11.13%
NEW WORKINGS (BY LENGTH)	+ 38.74%
REVENUE	+ 11.05%
EBIT	- 5.56%
ADJUSTED EBIT*	+ 58.14%
NET PROFIT	- 19.40%

\*Adjusted EBIT – EBIT adjusted by the balance of provisions and the result on one-off events (for details, see Slide 20)



**1. Coal market overview**

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**2. Key technical data**

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**3. Financial highlights**

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**4. Capex projects as at Q3 2013**

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**5. Appendices – Financial information**

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**1. Coal market overview**

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4. CAPEX projects in Q3 2013

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5. Appendices – Financial information

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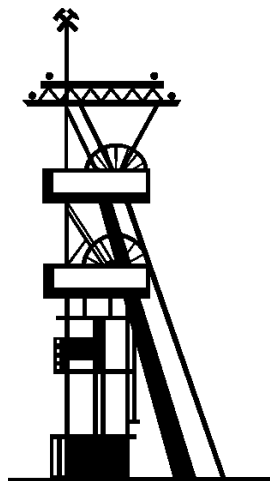


# DOMESTIC DEMAND FOR THERMAL COAL...\*



- In Q3 2013 and in the first three quarters of 2013, a slight **increase in the market demand** for thermal coal was recorded.
- The level of stockpiled coal inventory remains high.

- **The average price of thermal coal** in the first three quarters of 2013 was **PLN 271.50/tonne**.
- **The average price of coal sold to commercial power plants** in the first three quarters of 2013 was **PLN 237.95/tonne**.



## Performance of Silesian coal mines:

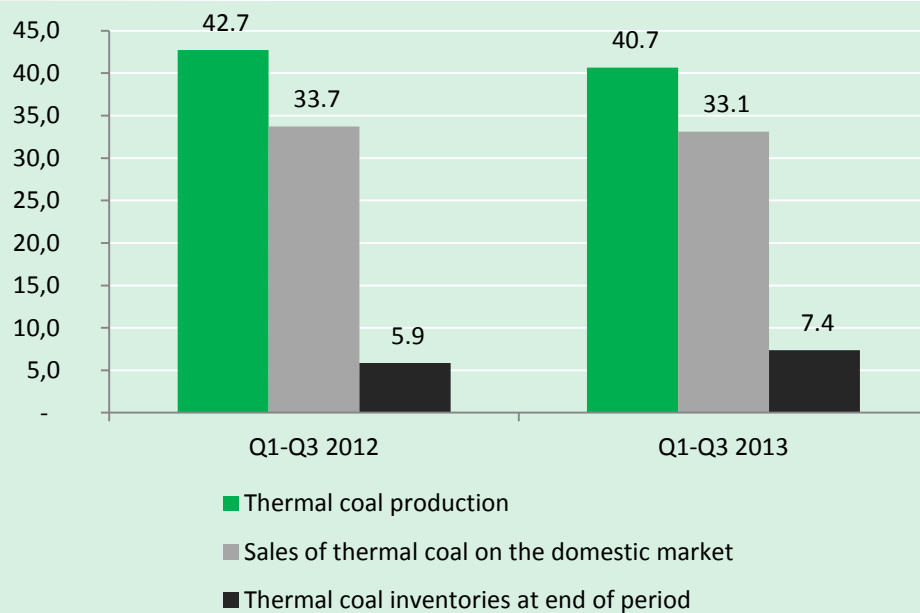
- Silesian mines produced a total of **13.84 million tonnes** of thermal coal in Q3 2013, which represents a **4.66%** decline year on year.
- Thermal coal **inventories** at the mines amounted to **7,368.5 thousand tonnes** as at the end of Q3 2013, up almost **1,514.8 thousand tonnes** or **25.88%** on the same period of the previous year.
- In Q3 2013, **domestic sales of thermal coal** were **11,894.2 thousand tonnes** (almost 70.61% of total coal sales), up by **10.26%** (**1,106.9 thousand tonnes**) on Q3 2012.
- The average cost of (thermal and coking) coal sold in Q3 2013 was **PLN 309.56 per tonne**, down **4.25%** year on year.



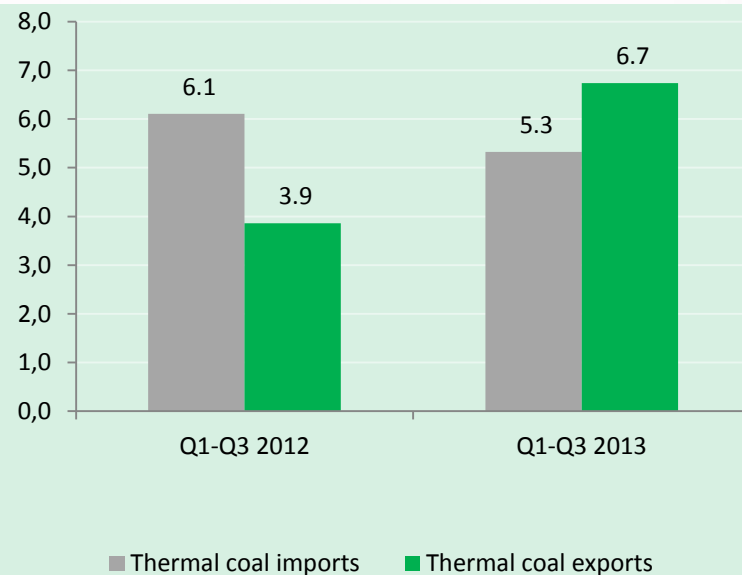
# ... AS A FACTOR DETERMINING LEVELS OF COAL PRODUCTION, SALES AND INVENTORIES\*



### Thermal coal production, domestic sales and inventories (million tonnes)



### Thermal coal imports and exports (million tonnes)



\* In-house estimates based on available market data

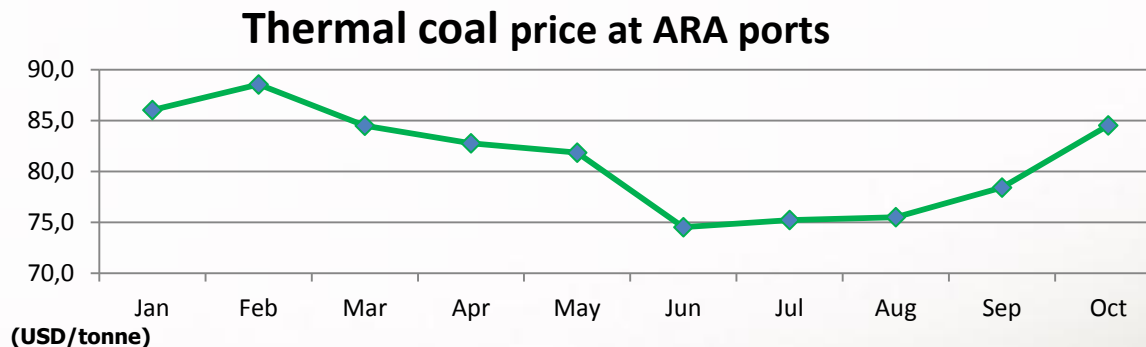


# PRICES ON THE THERMAL COAL MARKET\*



In Q3 2013, a trend continued which might attest to a continued improvement on the thermal coal market, with the first signs of improvement recorded in Q2 2013.

- Since May 2013, there has been a slowdown in the rate at which thermal coal prices have fallen on the domestic market;
- The price of thermal coal at the ARA ports has been growing since June 2013 – in October it stood at **USD 84.52/tonne**, thus exceeding its March 2013 value;
- Exports of coal increased year on year;



The large amounts of fine coal stockpiled at Silesian mines continues to drive price pressure from the commercial power plants.

\* In-house estimates based on available market data





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# COMMERCIAL-GRADE COAL PRODUCTION AT LW BOGDANKA S.A. IN Q3 2013



## Gross production:

- **3,140.33 thousand tonnes** in Q3 2013 (up **12.32%** on Q3 2012).
- **9,010.31 thousand tonnes** in Q1-Q3 2013 (up **5.03%** year on year).

## Net production:

- **2,156.47 thousand tonnes** in Q3 2013 (up **13.95%** on Q3 2012).
- **6,238.28 thousand tonnes** in Q1-Q3 2013 (up **2.81%** year on year).

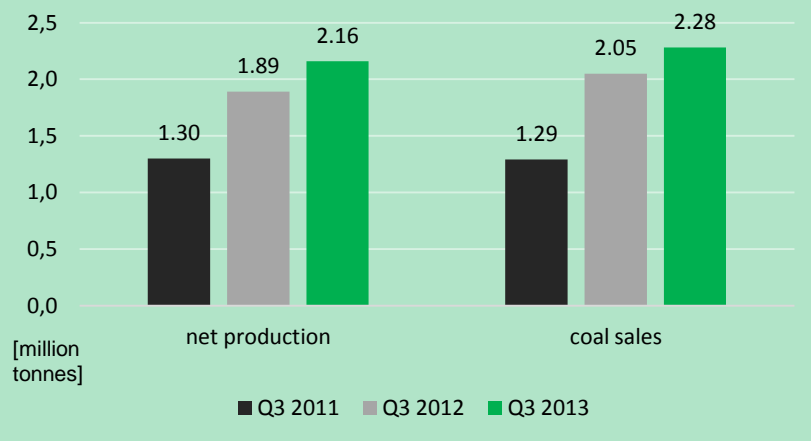
**Development work (new workings)** is conducted on a continuous basis:

- **7.86 km** of new roadway were developed in Q3 2013, compared with **5.67 km** in the same period of the previous year (**+39%**).
- In Q1-Q3 2013, **21.22 km** of new roadway were developed, compared with **16.70 km** the year before (**+4.53 km**, or **+27.11%**).

As temporarily difficult geotechnical conditions were appearing in one longwall in early Q4 2013, the Company estimates **annual production** at **8.4m-8.6m tonnes**.

## Coal sales:

- **2,275.83 thousand tonnes** of coal were sold in Q3 2013, which is **11.132%** (or **227.93 thousand tonnes**) more than in the same period a year ago. The Q3 2013 sales figure is in line with the Company's target.
- In Q1-Q3 2013, coal sales were **6,084.97 thousand tonnes** compared with **5,929.31 thousand tonnes** in Q1-Q3 2012 (up **2.63%**).

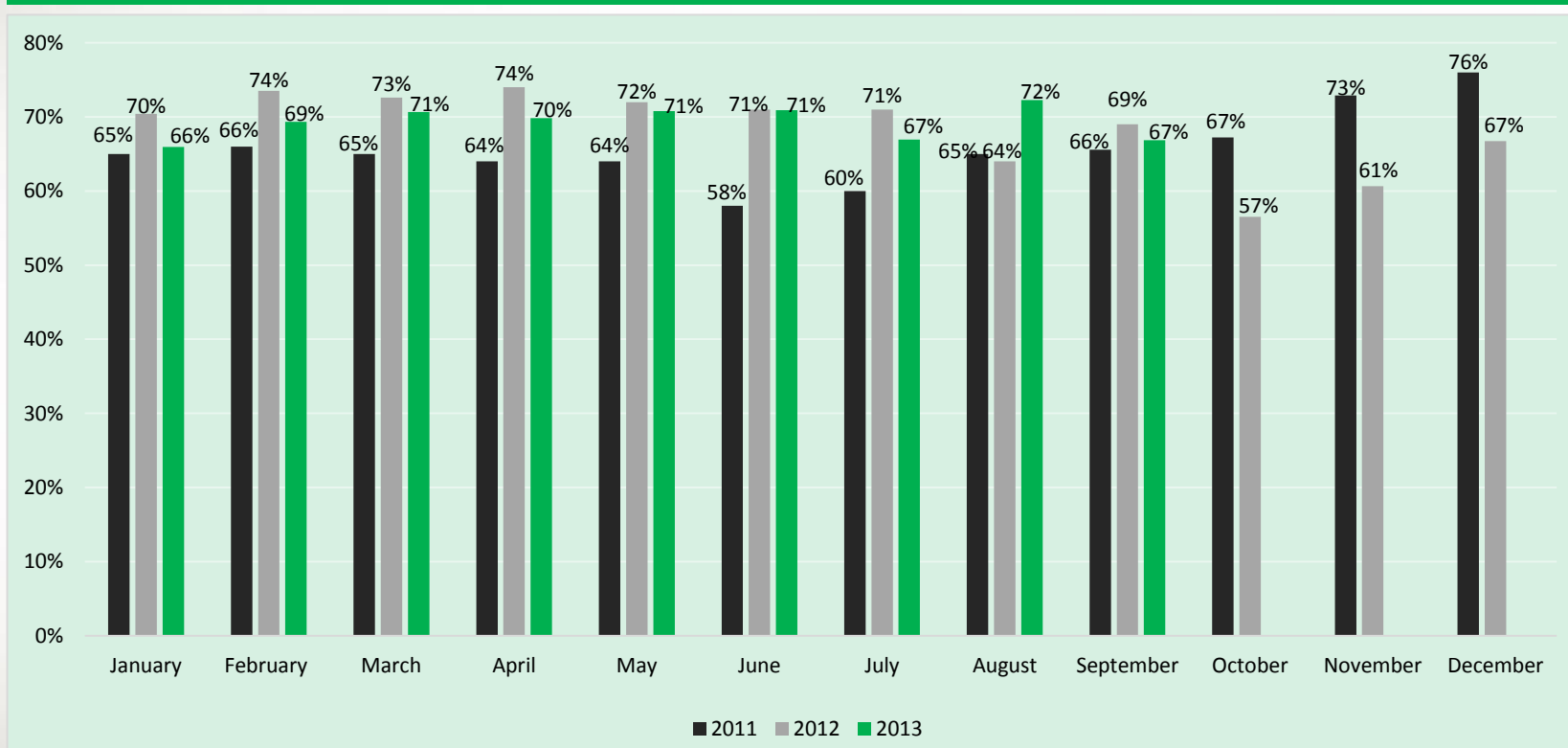




# COAL YIELD AT LW BOGDANKA S.A.



## COAL YIELD AT LW BOGDANKA S.A. IN 2011-2013 (as at Q3 2013)

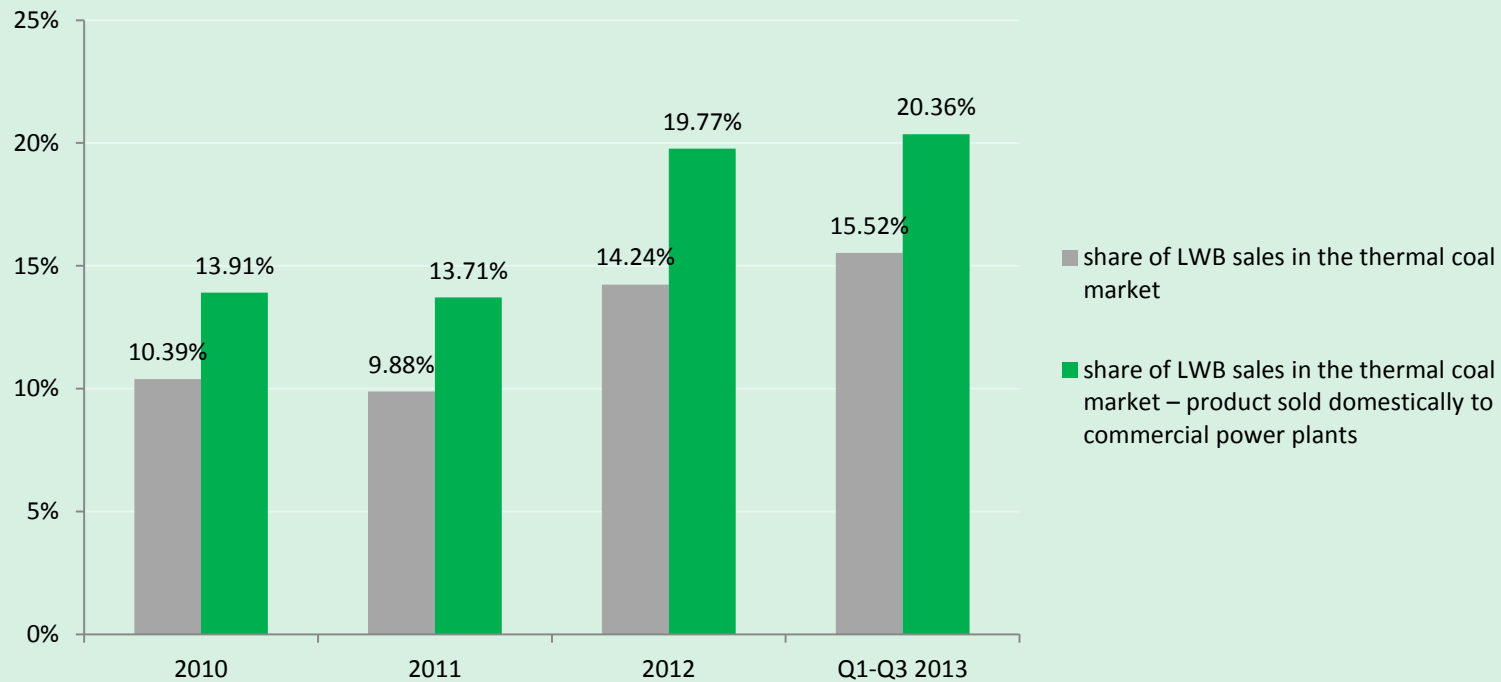




# LW BOGDANKA S.A.'S MARKET POSITION



### MARKET SHARE IN 2010–2013 (as at Q3 2013)





# KEY EVENTS IN Q3 2013 AND SUBSEQUENT TO THE BALANCE-SHEET DATE

## TRADE CONTRACTS

- Amendment to a material contract with **PGNIG Termika S.A** – July 5th 2013
- Conclusion of an annex to a material contract with **Elektrownia Połaniec S.A. – Grupa GDF SUEZ ENERGIA POLSKA** – August 30th 2013
- Conclusion of an annex to a material contract with **EDF Paliwa Sp. z o.o.** – October 31st 2013
- Conclusion of an annex to a material contract with **Elektrownia Połaniec S.A. – Grupa GDF SUEZ ENERGIA POLSKA** – October 31st 2013



## OTHER EVENTS

- Conclusion of an agreement with **POLSKA KASA OPIEKI S.A.** concerning a **bond issue** programme – September 23rd 2013
- **Purchase, by POLSKA KASA OPIEKI S.A., of bonds** under the bond issue programme – September 27th 2013
- Adoption of **the 2013–2017 Management Stock Option Plan Rules** by the Supervisory Board and grant of options – September 30th 2013

## GENERAL MEETING

- Adoption of a resolution to issue **Series A** subscription warrants with pre-emptive rights waived, **conditionally increase the share capital** with pre-emptive rights waived, and approve the **2013-2018 Management Stock Option Plan** – July 4th 2013.
- Convening of **the Extraordinary General Meeting** for November 22nd 2013



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# LW BOGDANKA GROUP'S RESULTS FOR Q3 2012 AND Q3 2013 AND FOR Q1-Q3 2012 AND Q1-Q3 2013



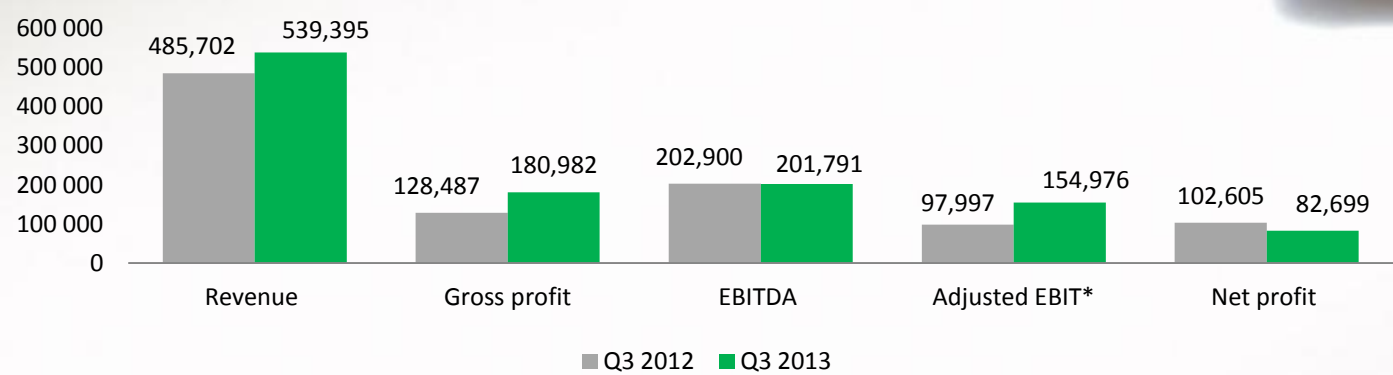
Item	Unit	Q3 2013	Q3 2012	% change (2013/2012)	Q1-Q3 2013	Q1-Q3 2012	% change (2013/2012)
<b>Technical and operating data</b>							
Gross production	thousand tonnes	3,140	2,796	12.30%	9,010	8,579	5.02%
Net production	thousand tonnes	2,156	1,893	13.89%	6,238	6,068	2.80%
Coal sales	thousand tonnes	2,276	2,048	11.13%	6,085	5,929	2.63%
Inventories (end of period)	thousand tonnes	172	166	3.61%	172	166	3.61%
New workings (by length)	km	7.86	5.67	38.62%	21.22	16.70	27.07%
Coal yield	%	68.67%	67.69%	1.45%	69.23%	70.73%	-2.12%
<b>Financial data</b>							
<b>Revenue</b>	<b>PLN '000</b>	<b>539,395</b>	<b>485,702</b>	<b>11.05%</b>	<b>1,418,299</b>	<b>1,392,240</b>	<b>1.87%</b>
Gross profit	PLN '000	180,982	128,487	40.86%	435,545	431,332	0.98%
<b>EBITDA</b>	<b>PLN '000</b>	<b>201,791</b>	<b>202,900</b>	<b>-0.55%</b>	<b>548,341</b>	<b>569,776</b>	<b>-3.76%</b>
EBITDA margin	%	37.41%	41.77%	-10.44%	38.66%	40.93%	-5.55%
EBIT	PLN '000	119,403	126,430	-5.56%	307,559	340,778	-9.75%
EBIT margin	%	22.14%	26.03%	-14.94%	21.69%	24.48%	-11.40%
<b>Net profit</b>	<b>PLN '000</b>	<b>82,699</b>	<b>102,605</b>	<b>-19.40%</b>	<b>224,733</b>	<b>273,682</b>	<b>-17.89%</b>



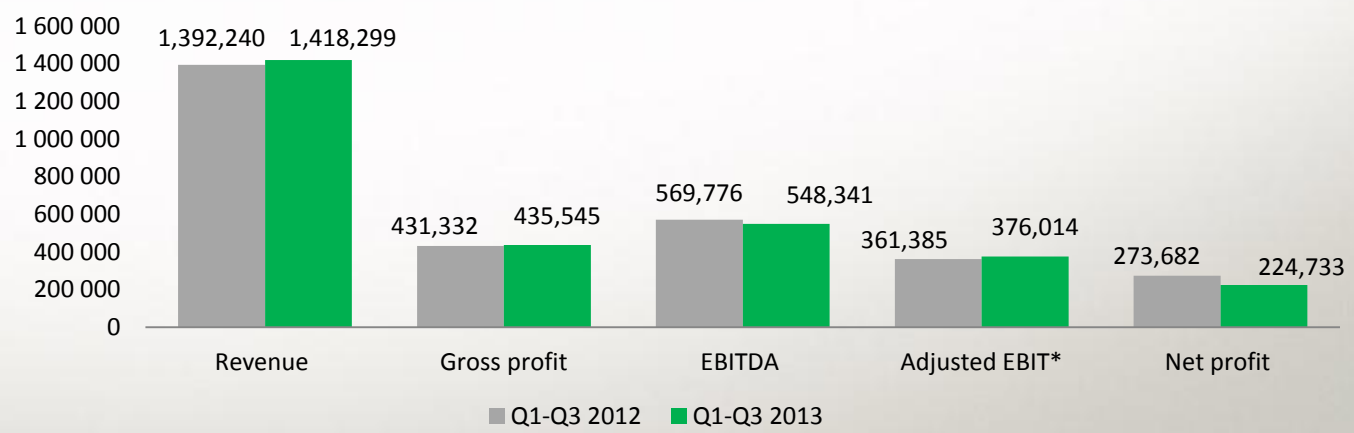
# LW BOGDANKA GROUP'S RESULTS FOR Q3 2012 AND Q3 2013 AND FOR Q1-Q3 2012 AND Q1-Q3 2013 – Cont'd.



## RESULTS FOR Q3 2012 AND Q3 2013 [PLN '000]



## RESULTS FOR Q1-Q3 2012 AND Q1-Q3 2013 [PLN '000]



\*Adjusted EBIT – EBIT adjusted by the balance of provisions and the result on one-off events (for details, see Slide 20)





# LW BOGDANKA GROUP'S RESULTS FOR Q3 2012 AND Q3 2013 AND FOR Q1-Q3 2012 AND Q1-Q3 2013



<b>Revenue</b>	Q3 2013: <b>PLN 539.40m vs. PLN 485.70m</b> in the comparative period of 2012 – up by <b>11.05%</b> , mainly on higher coal sales volume coupled with a slight reduction in selling price.
<b>Cost of products, merchandise and materials sold</b>	Q3 2013: <b>PLN 358.41m vs. PLN 357.22m</b> in Q3 2012 – up by <b>0.34%</b> , with an 11.13% rise in sales volume.
<b>Gross profit</b>	Q3 2013: <b>PLN 180.98m vs. PLN 128.49m</b> in the same period of 2012, up by 40.86%. Gross margin for Q3 2013 was 33.55%, compared with 26.45% in Q3 2012.
<b>Distribution cost, administrative expenses</b>	Q3 2013: <b>PLN 38.08m vs. PLN 34.37m</b> in the same period of 2012, up by 10.80%. This growth is particularly attributable to the increase in administrative expenses, which include the increase in provisions related to employee benefits (including coal allowance for retirees)
<b>Operating profit (EBIT)</b>	Q3 2013: <b>PLN 119.40m vs. PLN 124.43m</b> in Q3 2012 – an EBIT margin of 22.14% vs. 26.03%. In Q3 2013, an impairment loss on assets was recognised, whereas in Q3 2012 the Mostostal provision was released. Adjusted EBIT in Q3 2013 was PLN 154,676 thousand, compared with PLN 97,997 thousand a year earlier, up by 58.14%.
<b>Net profit</b>	Q3 2013: <b>PLN 82.70m vs. PLN 102.61m</b> in Q3 2012. Net margin for Q3 2013 was 15.33%



# LW BOGDANKA GROUP'S ON-BALANCE-SHEET PROVISIONS

## Group's provisions for Q3 2013 and Q3 2012, and for Q1-Q3 2013 and Q1-Q3 2012

Item [PLN '000]	Q3 2013	Q3 2012	Change (2013/ 2012) [%]	Q1-Q3 2013	Q1-Q3 2012	Change (2013/ 2012) [%]
Employee provisions (including subsidiaries)	10,612	-2,410	-	37,685	15,306	146.2%
Liabilities under property tax – workings	1,086	1,906	-43.0%	3,257	5,500	-40.8%
Mine decommissioning provision	1,831	0	-	8,325	777	971.4%
Mostostal Warszawa S.A.	0	-25,000	-100.0%	0	0	-
Mining damage	-2,172	-532	308.3%	-4,431	-1,086	308.0%
Other	716	4,912	-85.4%	549	6,521	-91.6%
<b>TOTAL</b>	<b>12,073</b>	<b>-21,124</b>	<b>-</b>	<b>45,385</b>	<b>27,018</b>	<b>68.0%</b>



# LW BOGDANKA GROUP'S ON-BALANCE-SHEET PROVISIONS - CONTD.

## Group's on-balance-sheet provisions at the end of Q3 2013 and Q3 2012 and at the end of 2012

Item [PLN '000]	As at Sep 30 2013	As at Sep 30 2012, restated	Change Sep 30 2013/ Sep 30 2012 [%]	As at Dec 31 2012	Change Sep 30 2013/ Dec 31 2012 [%]
Employee provisions (including subsidiaries)	230,352	162,559	41.7%	192,667	19.6%
Liabilities under property tax – workings	12,759	22,087	-42.2%	9,502	34.3%
Mine decommissioning provision	98,186	77,634	26.5%	89,861	9.3%
Mostostal Warszawa	0	0	-	0	-
Mining damage	9,039	4,274	111.5%	13,470	-32.9%
Other	23,576	21,276	10.8%	23,027	2.4%
<b>TOTAL</b>	<b>373,912</b>	<b>287,830</b>	<b>29.9%</b>	<b>328,527</b>	<b>13.8%</b>



# LW BOGDANKA GROUP'S OPERATING PROFIT NET OF PROVISIONS AND ONE-OFF EVENTS

## Analysis of the Group's adjusted EBIT for Q3 2013 and Q3 2012, and for Q1-Q3 2013 and Q1-Q3 2012

Item	Q3 2013	Q3 2012	Change (2013/2012)	Q1-Q3 2013	Q1-Q3 2012	Change (2013/2012)
Revenue	539,395	485,702	11.05%	1,418,299	1,392,240	1.87%
Cost of products, merchandise and materials sold, distribution cost, administrative expenses	-396,493	-391,582	1.25%	-1,087,669	-1,057,874	2.82%
Other income	384	29,957	-98.72%	2,292	31,525	-92.73%
Other expenses	-383	-237	61.60%	-925	-680	36.03%
Other net gains/(losses)	-23,500	2,590	-	-24,438	-24,433	0.02%
<b>EBIT</b>	<b>119,403</b>	<b>126,430</b>	<b>-5.56%</b>	<b>307,559</b>	<b>340,778</b>	<b>-9.75%</b>
<b>EBIT margin</b>	<b>22.14%</b>	<b>26.03%</b>	<b>-14.94%</b>	<b>21.69%</b>	<b>24.48%</b>	<b>-11.40%</b>
Change in provisions	12,073	-21,124	-	45,385	27,018	67.98%
Result on one-off events (other income + other expenses + other net gains/(losses))	-23,499	7,310	-	-23,071	6,412	-
<b>Adjusted EBIT*</b>	<b>154,976</b>	<b>97,997</b>	<b>58.14%</b>	<b>376,014</b>	<b>361,385</b>	<b>4.05%</b>
<b>Adjusted EBIT margin</b>	<b>28.73%</b>	<b>20.18%</b>	<b>42.37%</b>	<b>26.51%</b>	<b>25.96%</b>	<b>2.12%</b>

\*Adjusted EBIT – EBIT adjusted by the balance of provisions and the result on one-off events. In Q3 2013, it reached PLN 154,976 thousand, compared with PLN 97,997 thousand a year earlier (up by 58.14%). At PLN 376,014 thousand, adjusted EBIT for the first three quarters of 2013 was 4.05% higher than in Q1-Q3 2012.



# LW BOGDANKA S.A.'S EXPENSES BY NATURE

## LW BOGDANKA S.A.'s expenses by nature in Q3 2012, Q3 2013 and for Q1-Q3 2012 and Q1-Q3 2013

Item [PLN '000]	Q3 2013	Q3 2012	Change [Q3 2013 / Q3 2012]	Q1-Q3 2013	Q1-Q3 2012	Change [Q1-Q3 2013 / Q1-Q3 2012]
Depreciation and amortisation	80,464	77,728	3.52%	240,039	228,214	5.18%
Materials and energy used	139,011	117,335	18.47%	380,707	326,637	16.55%
Services	102,442	113,027	-9.37%	313,188	313,770	-0.19%
Employee benefits	113,493	115,965	-2.13%	340,194	323,764	5.07%
Entertainment and advertising	2,620	2,367	10.69%	6,644	7,345	-9.54%
Taxes and charges	8,953	8,304	7.82%	24,977	24,238	3.05%
Other expenses	5,014	4,495	11.55%	17,210	19,845	-13.28%
<b>TOTAL EXPENSES</b>	<b>451,997</b>	<b>439,221</b>	<b>2.91%</b>	<b>1,322,959</b>	<b>1,243,813</b>	<b>6.36%</b>
Own work capitalised + IAS presentation adjustments	105,233	85,616	22.91%	267,124	202,088	32.18%
Change in accrued expenses	25,885	9,313	177.94%	48,676	28,570	70.37%
<b>COST OF PRODUCTS</b>	<b>372,649</b>	<b>362,918</b>	<b>2.68%</b>	<b>1,104,511</b>	<b>1,070,295</b>	<b>3.20%</b>
Change in products	20,031	22,093	-9.33%	-26,434	-25,434	3.93%
Sales of merchandise and materials	2,343	3,856	-39.24%	7,141	9,410	-24.11%
<b>COST OF SALES</b>	<b>395,023</b>	<b>388,867</b>	<b>1.58%</b>	<b>1,085,218</b>	<b>1,054,271</b>	<b>2.94%</b>



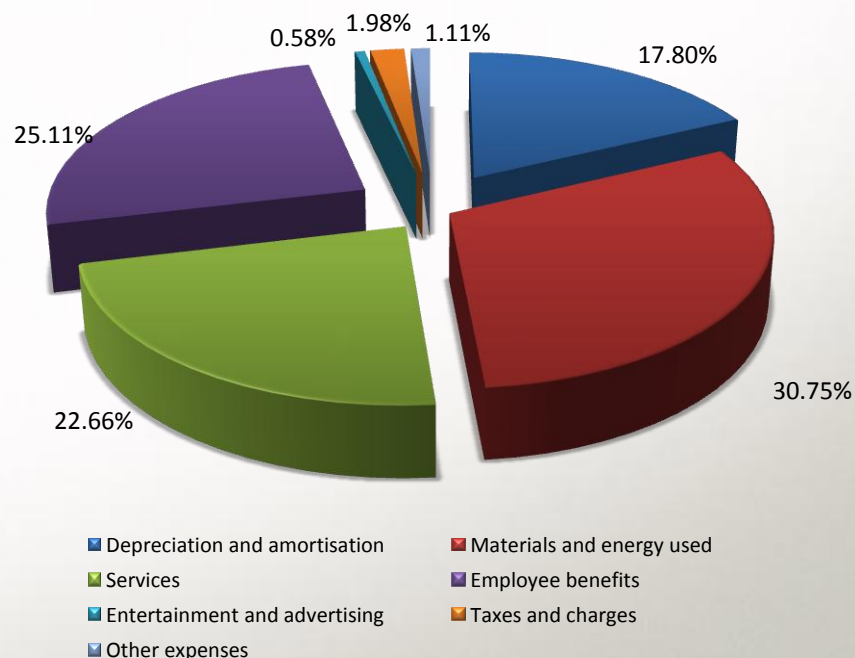
# LW BOGDANKA S.A.'S EXPENSES BY NATURE – CONTD.



**In Q3 2013, LW BOGDANKA'S expenses by nature rose 2.91% year on year, with gross production up 12.32% and a 38.74% increase in preparatory works**

- ✓ Amortisation/depreciation was up by 3.52%, with the value of assets driven by the Company's development strategy.
- ✓ Materials and energy used went up by 18.47% following higher production volume and an increase of almost 39% in the length of newly developed roadway.
- ✓ Cost of services was down by 9.37%, on the back of lower value of contracted drilling and mining services (drilling and reconstruction of workings), work mandated to be performed on non-working days and other outsourced services (e.g. transport of stone). However, the value of contracted rail services increased (on higher sales of coal).
- ✓ A 2.13% lower cost of employee benefits was mainly attributable to the change of timing of the Company Social Benefits Fund contribution.
- ✓ The increase in other costs reflected higher spending on advertising and increased compensation for mining damage to buildings and structures

**Q3 2013**

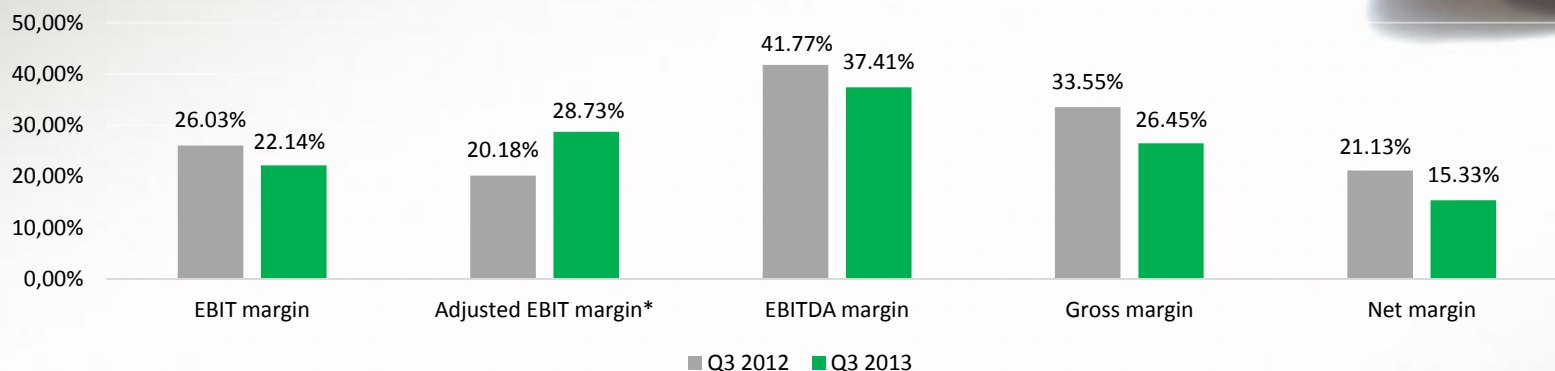




# LW BOGDANKA GROUP'S PROFITABILITY RATIOS FOR Q3 2012 AND Q3 2013 AND FOR Q1-Q3 2012 AND Q1-Q3 2013



## PROFITABILITY in Q3 2012 and Q3 2013



## PROFITABILITY for Q1-Q3 2012 and Q1-Q3 2013



\*Adjusted EBIT – EBIT adjusted by the balance of provisions and the result on one-off events (for details, see Slide 20)



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# LW BOGDANKA'S CAPEX IN Q3 2013



Item [PLN '000]	Actual Q1-Q3 2013	Updated budget for 2013
<b>DEVELOPMENT CAPEX</b>	<b>134,037</b>	<b>258,000</b>
Expansion of the Coal Dressing Plant	29,484	54,000
Central air conditioning system in the Bogdanka field	233	7,000
Integrated production management system	376	3,000
Acquisition of new licences	185	6,000
Other development projects, including:	103,758	188,000
<i>purchase of new machinery and equipment</i>	<i>82,062</i>	<i>145,000</i>
<i>purchase of ready-to-use assets – equipment with no assembly required</i>	<i>18,411</i>	<i>36,000</i>
<i>other</i>	<i>3,285</i>	<i>7,000</i>
<b>OPERATING CAPEX</b>	<b>273,572</b>	<b>366,000</b>
New workings and modernisation of existing workings	203,136	299,000
Modernisation and repair of machinery and equipment	35,154	18,000
Environmental protection	5,234	10,000
Other operating investments	30,048	39,000
<b>TOTAL CAPEX</b>	<b>407,609</b>	<b>624,000</b>



## SUMMARY



Q3 2013 was a very good quarter, both in terms of production and financial performance

This was reflected in the significant growth of gross profit (up by 41%) and EBIT adjusted for the balance of provisions and one-off events (up by 58%)

Due to temporarily difficult geotechnical conditions in one longwall, which appeared in early Q4 2013 and are resulting in slower progress on the longwall face, the Company estimates the annual production of commercial coal at 8.4m-8.6m tonnes

The Company has been gradually implementing a cost optimisation programme with a view to reaching the cost levels assumed in its Strategy

The capex programme is being consistently implemented in accordance with the Company's strategic objectives



**THANK YOU**

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# ANALYSIS OF THE CONSOLIDATED INCOME STATEMENT OF THE LW BOGDANKA GROUP

Item [PLN '000]	Q3 2013	Q3 2012	Change (2013/2012)	Q1-Q3 2013	Q1-Q3 2012	Change (2013/2012)
Revenue	539,395	485,702	11.05%	1,418,299	1,392,240	1.87%
Cost of products, merchandise and materials sold	358,413	357,215	0.34%	982,754	960,908	2.27%
<b>Gross profit</b>	<b>180,982</b>	<b>128,487</b>	<b>40.86%</b>	<b>435,545</b>	<b>431,332</b>	<b>0.98%</b>
Gross margin	33.55%	26.45%	26.84%	30.71%	30.98%	-0.87%
Distribution costs	12,291	13,105	-6.21%	33,378	33,118	0.79%
Administrative expenses	25,789	21,262	21.29%	71,537	63,848	12.04%
Other income	384	29,957	-98.72%	2,292	31,525	-92.73%
Other expenses	383	237	61.60%	925	680	36.03%
<b>Net operating profit/loss</b>	<b>142,903</b>	<b>123,840</b>	<b>15.39%</b>	<b>331,997</b>	<b>365,211</b>	<b>-9.09%</b>
Other net gains/(losses)	-23,500	2,590	-1007.34%	-24,438	-24,433	0.02%
<b>Operating profit (EBIT)</b>	<b>119,403</b>	<b>126,430</b>	<b>-5.56%</b>	<b>307,559</b>	<b>340,778</b>	<b>-9.75%</b>
EBIT margin	22.14%	26.03%	-14.94%	21.69%	24.48%	-11.40%
<b>EBITDA</b>	<b>201,791</b>	<b>202,900</b>	<b>-0.55%</b>	<b>548,341</b>	<b>569,776</b>	<b>-3.76%</b>
EBITDA margin	37.41%	41.77%	-10.44%	38.66%	40.93%	-5.55%
Finance income	2,535	4,577	-44.61%	5,439	10,243	-46.90%
Finance costs	2,944	4,559	-35.42%	12,029	13,894	-13.42%
Share in profit (loss) of associates	0	0	-	0	0	-
<b>Profit before tax</b>	<b>118,994</b>	<b>126,448</b>	<b>-5.89%</b>	<b>300,969</b>	<b>337,127</b>	<b>-10.73%</b>
Pre-tax profit margin	22.06%	26.03%	-15.25%	21.22%	24.21%	-12.35%
Income tax	36,295	23,843	52.22%	76,236	63,445	20.16%
<b>Net profit for the financial year</b>	<b>82,699</b>	<b>102,605</b>	<b>-19.40%</b>	<b>224,733</b>	<b>273,682</b>	<b>-17.89%</b>
Net margin	15.33%	21.13%	-27.45%	15.85%	19.66%	-19.38%
- attributable to owners of the Parent	82,694	102,982	-19.70%	224,438	273,672	-17.99%



# STATEMENT OF FINANCIAL POSITION OF THE LW BOGDANKA GROUP



[PLN '000]	Sep 30 2013	Dec 31 2012
Non-current assets, including:	3,210,863	3,063,653
Cash and cash equivalents	70,190	68,031
Current assets, including:	739,849	421,503
Cash and cash equivalents	200,510	120,551
<b>Total assets</b>	<b>3,950,712</b>	<b>3,485,156</b>
Current liabilities	892,193	415,674
Non-current liabilities	717,893	773,108
<b>Total liabilities</b>	<b>1,610,086</b>	<b>1,188,782</b>
<b>Equity</b>	<b>2,340,626</b>	<b>2,296,374</b>
Current borrowings	275,000	20,000
Non-current borrowings	151,000	421,000



# CASH FLOWS OF THE LW BOGDANKA GROUP



[PLN '000]	Q1-Q3 2013	Q1-Q3 2012
<b>Net cash flows from operating activities</b>	<b>562,998</b>	<b>540,248</b>
Cash inflows from operating activities	600,151	610,650
Interest paid	(184)	(2,506)
Income tax paid	(36,969)	(67,896)
<b>Net cash flows from investing activities</b>	<b>(448,209)</b>	<b>(394,739)</b>
Acquisition of property, plant and equipment	(434,479)	(382,626)
Interest paid in connection with investing activities	(12,103)	(11,428)
Acquisition of intangible assets	(2,136)	(2,233)
Proceeds from disposal of property, plant and equipment	207	155
Other net cash flows from investing activities	-	(1,771)
Interest received	2,460	5,991
Proceeds from cash deposited in the bank account of the Mining Facilities Decommissioning Fund	(2,159)	(2,827)
<b>Net cash from financing activities</b>	<b>(34,830)</b>	<b>(36,050)</b>
Received borrowings and other debt instruments	-	100,000
Repaid borrowings and other debt instruments	(15,000)	-
Bond issue proceeds	150,000	-
Dividends paid to the Company's shareholders	-	(136,050)
Monies transferred to the Polish NDS towards dividend payment	(169,830)	-
Net increase/(decrease) in cash and cash equivalents	79,959	109,459
Cash and cash equivalents at beginning of period	120,551	102,820
<b>Cash and cash equivalents at end of period</b>	<b>200,510</b>	<b>212,279</b>



# SALES STRUCTURE AT THE LW BOGDANKA GROUP




Item [PLN '000]	Q3 2013	Share [%]	Q3 2012	Share [%]
Coal sales	518,030	96.04	470,125	96.79
Ceramics sales	1,902	0.35	1,281	0.26
Other activities	17,119	3.17	10,409	2.14
Sales of merchandise and materials	2,344	0.43	3,887	0.80
<b>Total revenue</b>	<b>539,395</b>	<b>100</b>	<b>485,702</b>	<b>100</b>





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