

## PRESENTATION AND RESULTS FOR

**✓** Q3 2014 **✓** 1-3Q 2014

## **GK LW BOGDANKA**



## MANAGEMENT BOARD MEMBERS





**Zbigniew Stopa**President of the Management Board



Roger de Bazelaire Vice-President of the Management Board, Chief Financial Officer



Waldemar Bernaciak
Vice-President of the
Management Board,
Sales and Logistics



Krzysztof Szlaga
Vice-President of the
Management Board,
Procurement and Investments

## LW BOGDANKA GROUP RESULTS IN Q3 2014 AND IN Q2 2014



#### LW BOGDANKA GROUP RESULTS IN Q3 2014 VS. Q2 2014

+ 18.0% 1 2,377,000 t + 11.4%
7.8 km
NEW WORKINGS
(BY LENGTH)

+ 18.7% 1 2,495,000 t COAL SALES (BY VOLUME)

+ 17.5% T PLN 544,973,000 REVENUES ON SALES + 145.6% T PLN 99,950,000 EBIT + 52.3% PLN 198,216,000 EBITDA

+ 175.4% T PLN 79,370,000 NET PROFIT

Change [%] Q3 2014/Q2 2014

Results in Q3 2014

## LW BOGDANKA GROUP RESULTS FOR 1-3Q 2014 AND Q3 2014



# LW BOGDANKA GROUP RESULTS FOR 1-3Q 2014 AND Q3 2014 VS. 1-3Q 2013 AND Q3 2013















1-3Q 2014

**Q3 2014** 

## **AGENDA**



- 1. Key operating data
- 2. Coal market overview
- 3. Financial highlights
- Capex projects in 1-3Q 2014
- 5. Appendices Financial information

# PRODUCTION AND SALES OF COMMERCIAL-GRADE COAL AT LW BOGDANKA S.A. IN Q3 2014 AND 1-3Q 2014



# Gross production

- 3,522.7 thousand tonnes in Q3 2014 (up by 12.2% on Q3 2013)
- 9,957.3 thousand tonnes in 1-3Q 2014 (up by 10.5% on 1-3Q 2013)
- Production in 1-3Q 2014 was performed on 4,3 walls vs. 3,4 walls in the same period in 2013

#### **Net production**

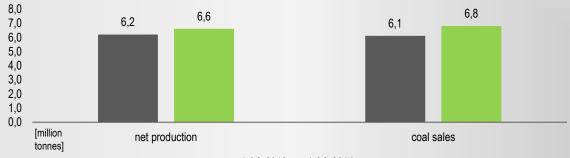
- **2,377.5 thousand tonnes** in Q3 2014 (increase by **10.3%** on Q3 2013)
- 6,630.9 thousand tonnes in 1-3Q 2014 (increase by 6.3% on 1-3Q 2013)
- The high production in Q3 2014 was a result of the launching, in September this year, of the new Mechanical Coal Processing Plant which is in a start-up phases.

#### **New galleries**

Work is ongoing to open up new coal seams: in Q3 2014 7.8 km of new galleries were developed as compared to 7.9 km in Q3 2013 (change of -1.3%), in 1-3Q 2014 24.1 km of new galleries were developed as compared to 21.2 km in 1-3Q 2013 (an increase of 2.9 km, i.e. 13.7%)

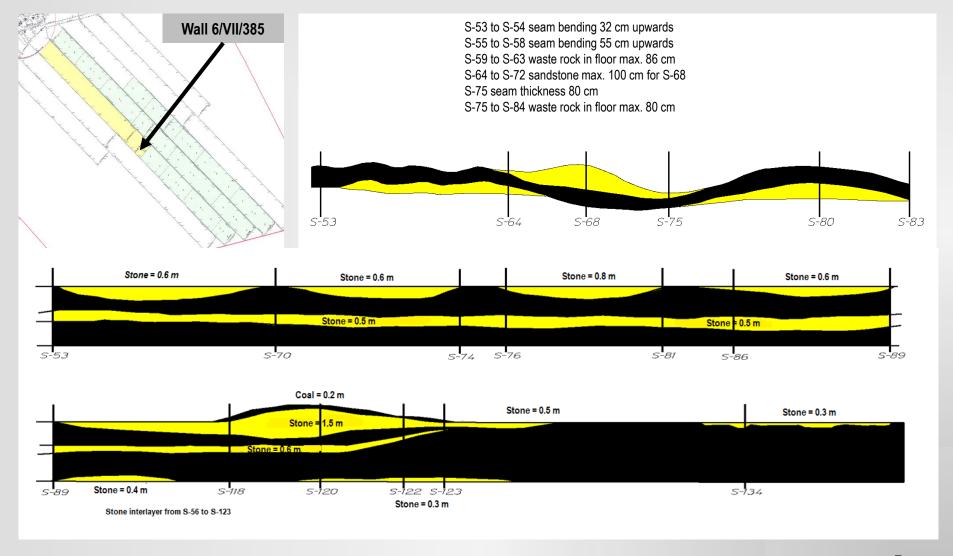
#### Coal sales

- In Q3 2014 there was a significant increase in coal sales, where **2,495.5 thousand tonnes** of coal was sold, i.e **9.7%** (**219.6 thousand tonnes**) more than Q3 2013
- In 1-3Q 2014 coal sales was **6,822.8 thousand tonnes** versus **6,085.0 thousand tonnes** in 1-3Q 2013, an increase by **12.1%** (**737.8 thousand tonnes**)



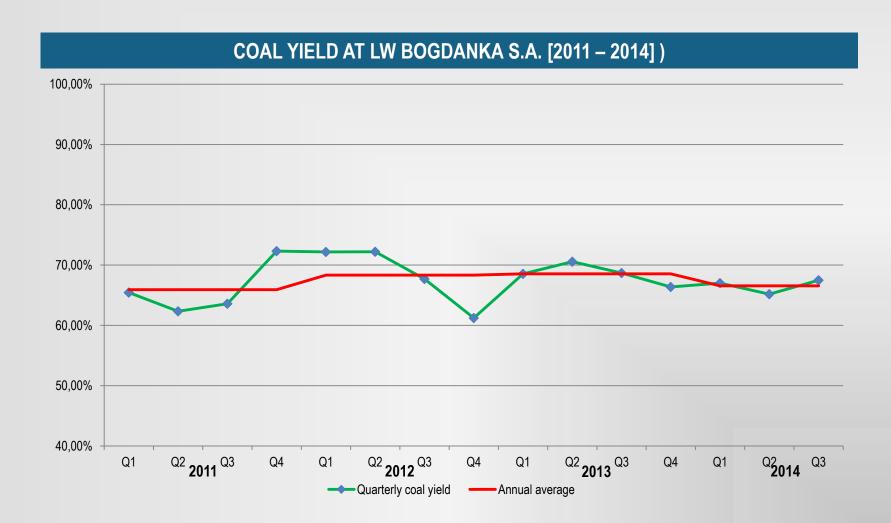
# DIFFICULT GEOLOGICAL CONDITIONS – SEAM DISRUPTIONS STEFANÓW FIELD, WALL 6/VII/385





## COAL YIELD AT LW BOGDANKA S.A.

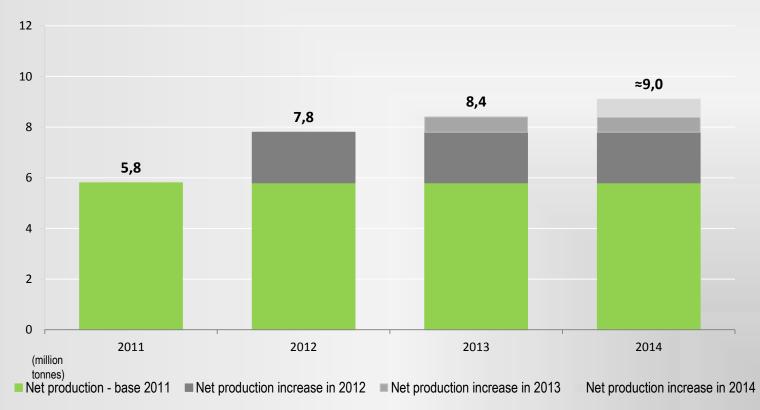




# PRODUCTION OBJECTIVES FOR FY 2014



- The Company has been consistently pursuing its Development Strategy, which provides for doubling the production capacity.
- Due to worse than expected coal yield resulting from continuing dificult geological conditions, net production is estimated to reach in 2014 approx. 9.0 million tonnes of commercial coal.



# LAUNCHING MECHANICAL COAL PROCESSING PLANT



- Extension of the Mechanical Coal Processing Plant will enable the Company to double its production thanks to doubling its capacity to 2,400 t/h in nominal terms on the "wet" line.
- Currently test runs are in progress in order to perform calibration of the production process to the best extent possible.
- The installation is ready for the production of commercial coal. Currently, as part of the test run, the production is being increased up to a full use of the nominal production capacity.

Extraction capacity of MCPP	It was	It is
Theoretical operation time	22.5 h	22.5 h
Production capacity (nominal)	27,000 t/a day	54,000 t/a day
Production capacity (maximum)	67,500	t/a day

Extraction capacity of shafts	Shaft 1.3 - Bogdanka	Shaft 2.1 - Stefanów	
Theoretical operation time	20.0 h	20.0 h	
Total daily extraction of LWB	52,050 t		

# PICTURES OF MECHANICAL COAL PROCESSING PLANT





VIEW ON CONVEYOR BRIDGES CONNECTING FACILITY 101.1 WITH FACILITY 103.1/106.1



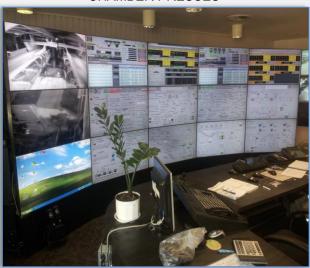
**DISA SEPARATORS** 



VISUALISATION OF HEAVY MEDIA CONTROL SYSTEM



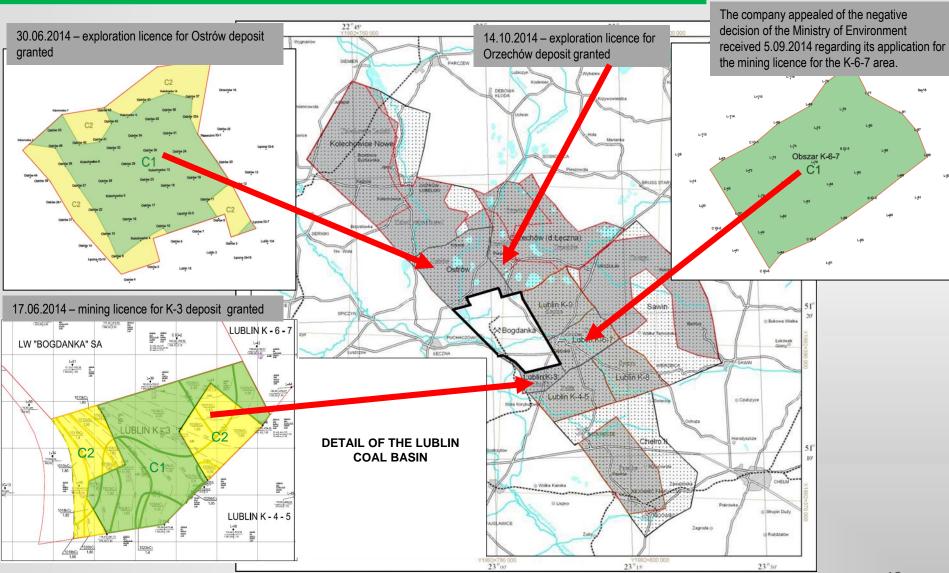
CHAMBER PRESSES



MCPP CONTROL ROOM

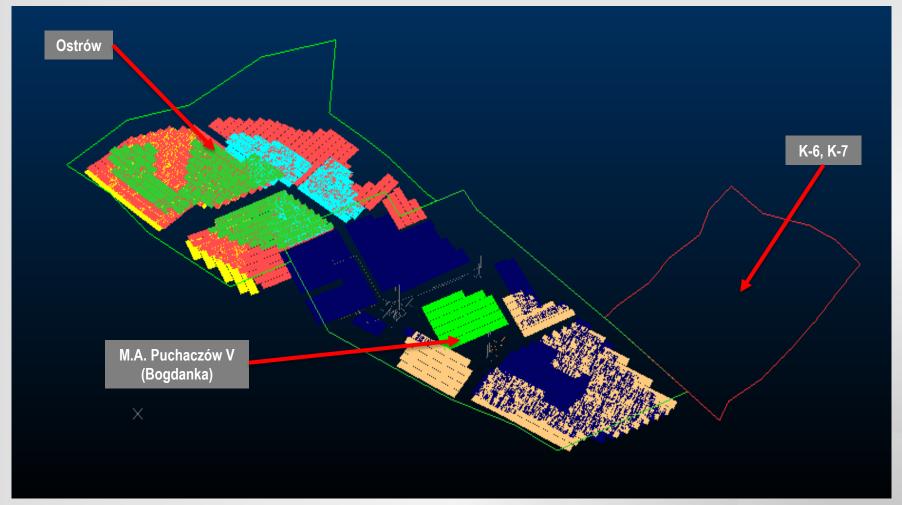
## **DOUBLING OF RESOURCES – LICENCES**





# DOUBLING OF RESOURCES – PLANED VARIANTS OF EXPLORATION – LWB + OSTRÓW

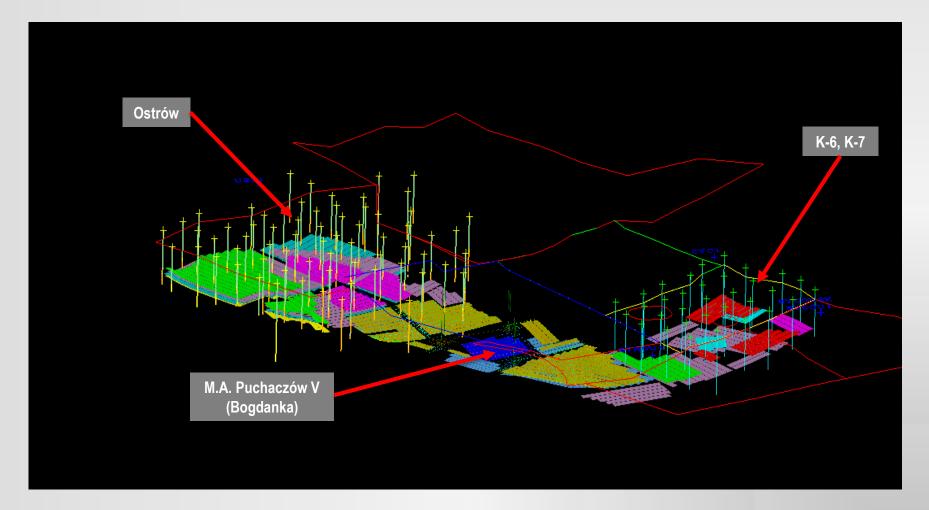




The scheme shows the location of mining areas.

# DOUBLING OF RESOURCES – PLANED VARIANTS OF EXPLORATION – LWB + OSTRÓW + K6,K7





The scheme shows locations of geological perforation.

# APLICATION FOR THE MINING LICENCE FOR OSTRÓW DEPOSIT IS CURRENTLY PREPARED



1. Realisation of the first stage of works related to the OSTRÓW deposit exploration licence



- 2. Preparation the following documents to the mining licence application:
  - Geological Documentation;
  - Deposit Management Plan;
  - Environmental Report:
    - Project Data Sheet;
    - Environmental catalogue;
    - Environmental assumptions to the Deposit Management Plan.

Once the above documents are completed, the Company will be able to apply for a mining licence within the "Ostrów" area in 2016.



nych zupłanowany przez LW rem interesu publicznego, co łanował prace goologiczne zpoznania. Na tej podstawie "Bogdanka" S.A.

drodovisku i Jego ochrosti, deiodywania na irodovishi zych (rosporzadnenia Rad) eb znacago oddziaływać na towane jako przedsięwszycie z powyżesym przedsięwsze. Ladwin z dnia 16 siespnia ch dla pczedsięwszęcia p.a. ch dla pczedsięwszęcia p.a. sprawie wykonania psych do stropa i do spagu alywania na ierodowisko dla alywania na ierodowisko dla alywania na ierodowisko dla alywania na ierodowisko dla alywania na ierodowisko dla

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ernego w kwocie 87 885 zł i górniczego, jako iloczyn iennego (2 x 558,56 zł)

przepicy dotycznec odwolni od decycji, zwrócić się zwrócikiem opcowne rusputrzenie sprawy (art. 127 § 3  $K\rho$  a.).

Orzansia

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# IMPLEMENTATION OF THE OSTRÓW DEPOSIT EXPLORATION LICENCE – STAGE 1



## Drilling the first perforation OS1:

- agreement has been signed
- Hole OS1 Project has been developed
- Operational Plan has been prepared
- on 17 November, the drilling rig appeared on the site and drilling began







# KEY EVENTS IN Q3 2014 AND SUBSEQUENT TO THE BALANCE-SHEET DATE



#### **LICENCES**

- An Appeal for the K-6-7 area mining licence was filed – 22 September 2014
- Received an exploration licence for Orzechów deposit – 14 November 2014

#### **FINANCING**

Issuance of Bonds by banks under Bond
 Issue Programm (the total amount of bonds
 issued amounts to PLN 400 million) – 1 August
 2014

#### **EVENTS**

#### TRADE CONTARACTS

- Annex to a significant agreements with PGNiG Termika S.A.— 31
   July 2014 prolongation the agreement expiration date
- Annex to a significant agreement with PGNiG Termika S.A.– 25
   September 2014 prolongation the agreement expiration date

#### **OTHER EVENTS**

 Persuant to the shareholders resolution on distribution of net profit for 2013 the amount of PLN 197,278,822.00 zł was paid for a dividend (PLN 5.80 per share) – 2 November 2014

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## DOMESTIC DEMAND FOR THERMAL COAL...



#### **COAL PRICES**

- The average price of thermal coal in the domestic market in Q3 2014 was PLN 252.14/tonne, v. PLN 253.65/tonne in 1-3Q 2014
- The average price of coal sold to commercial power plants in 1-3Q 2014 was PLN 221.47/tonne

#### **DEMAND/SUPPLY**

- In Q3 2014 and 1-3Q 2014 we have seen a decline in market demand for thermal coal
- Very large quantities of coal still remain stockpiled at mines and power plants

HARD COAL **MARKET** 

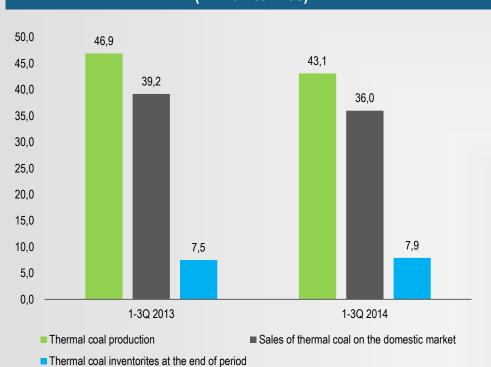
## PERFORMANCE OF POLISH

- COMPANIES\*
   Silesian mines produced a total of 12.3 million tonnes in Q3 2014 (-10.9% on Q3 2013), and 36.5 million tonnes in 1-3Q 2014 a decrease of 10.3% yoy
- Thermal coal inventories at the mines at the end of Q3 2014 amounted 7,867.5 thousand tonnes and was higher by nearly 499.0 thousand tonnes or 6,8%, as compared to Q3 2013. In 1-3Q 2014, the amount of coal stockpiled at commercial power plants has also increased
- In Q3 2014 domestic sales of thermal coal amounted to 10,891.6 thousand tonnes (almost 60.8% of totales sales of coal) and was down by 8.4% (1,002.6 thousand tonnes ) on Q3 2013; In 1-3Q 2014 amounted 29,191.4 thousand tonnes as compared 33,121.4 thousand tonnes in 1-3Q 2013 (-11.9%, -3.930.0 thousand tonnes)
- The average cost of thermal and coking coal in Q3 2014 was PLN 329.87/tonne up by 6.6% on Q3 2013, in 1-3Q 2014 this cost was PLN 332.12/tonne – an increase by 5,8% on 1-3Q 2013.

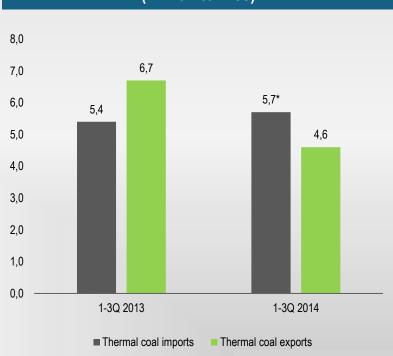
# ... AS A FACTOR DETERMINING LEVELS OF COAL PRODUCTION, SALES AND INVENTORIES



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



# Thermal coal imports and exports (million tonnes)

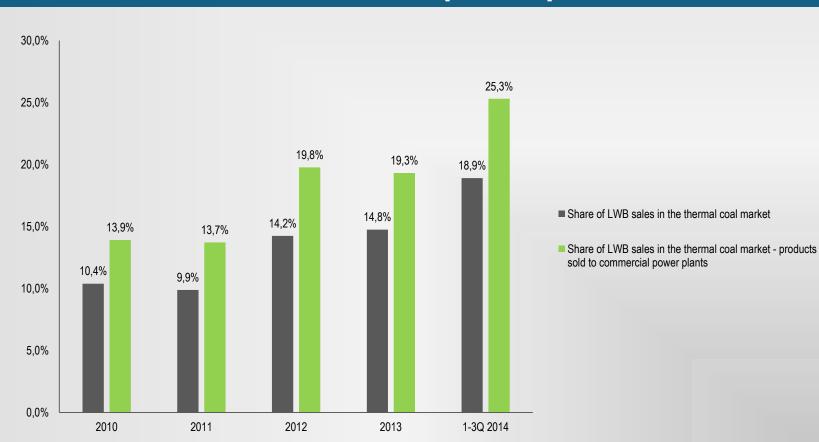


Imports for 9 months 2014 estimated by the Company based on 8 months 2014 data .

# LW BOGDANKA S.A.' STRENGTHENING MARKET POSITION



### **MARKET SHARE IN [2010 – 2014]**



# PRICES TO COMMERCIAL POWER PLANTS IN POLAND - THERMAL COAL MARKET



## Prices of power fine coal sold to commercial power plants in Poland



## **AGENDA**



- Key operating data
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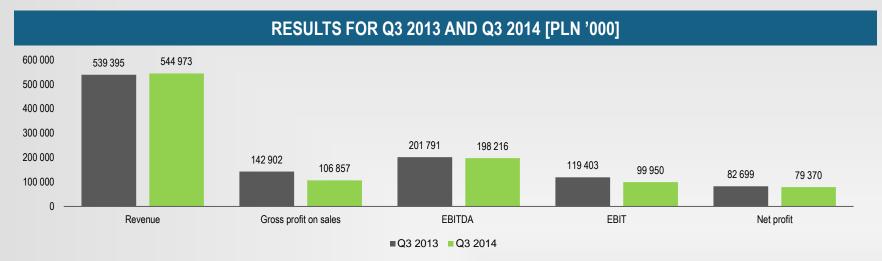
# LW BOGDANKA GROUP RESULTS FOR Q3 2014 AND Q3 2013 FOR 1-3Q 2014 AND 1-3Q 2013

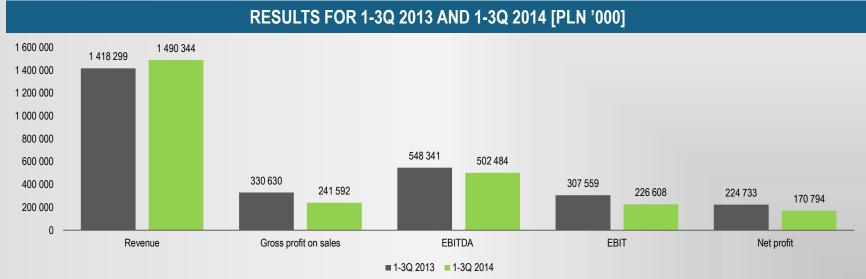


Item	Unit	Q3 2014	Q3 2013	Change % (Q3 2014/ Q3 2013)	1-3Q 2014	1-3Q 2013	Change % (1-3Q 2014/ 1-3Q 2013)
			Technical and	d operating data			
Gross production	'000 tonnes	3,523	3,140	12.2%	9,957	9,010	10.5%
Net production	'000 tonnes	2,377	2,156	10.3%	6,631	6,238	6.3%
Coal sales	'000 tonnes	2,495	2,276	9.6%	6,823	6,085	12.1%
Inventories (end of period)	'000 tonnes	52.3	171.6	-69.5%	52.3	171.6	-69.5%
New workings (by length)	km	7.8	7.9	-1.3%	24.1	21.2	13.7%
Coal yield	%	67.5%	68.7%	-1.7%	66.6%	69.2%	-3.8%
			Finan	cial data			
Revenue	PLN '000	544,973	539,395	1.0%	1 490,344	1,418,299	5.1%
Gross profit	PLN '000	106,857	142,902	-25.2%	241,592	330,630	-26.9%
EBITDA	PLN '000	198,216	201,791	-1.8%	502,484	548,341	-8.4%
EBITDA margin	%	36.4%	37.4%	-2.7%	33.7%	38.7%	-12.9%
EBIT	PLN '000	99,950	119,403	-16.3%	226,608	307,559	-26.3%
EBIT margin	%	18.3%	22.1%	-17.2%	15.2%	21.7%	-30.0%
Net profit	PLN '000	79,370	82,699	-4.0%	170,794	224,733	-24.0%
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# LW BOGDANKA GROUP RESULTS FOR Q3 2013 AND Q3 2014, 1-3Q 2013 AND 1-3Q 2014 – CONTD.

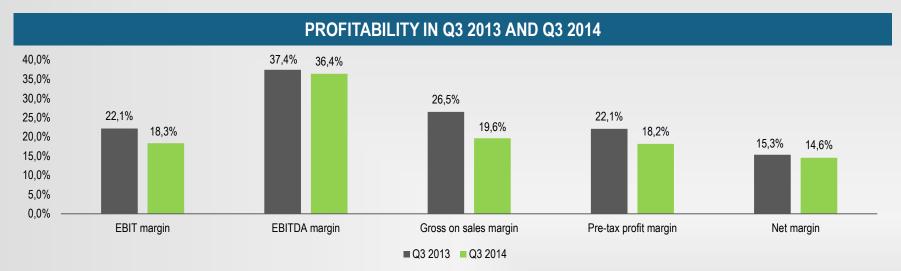






# PROFITABILITY RATIOS FOR Q3 2013 AND Q3 2014, 1-3Q 2013 AND 1-3Q 2014







## LW BOGDANKA GROUP RESULTS FOR Q3 2014 AND Q3 2013, 1-3Q 2014 AND 1-3Q 2013 – CONTD.



#### Revenues

Revenues for Q3 2014 increased by 1.0% as compared to the same period in 2013 and amounted to PLN 544,973,000. The Group's revenues went up by almost 5.1% in 1-3Q 2014 as compared to 1-3Q 2013 (with PLN 1,490,344,000 in 1-3Q 2014 as compared to PLN 1,418,299,000 in 1-3Q 2013).

## Cost of products, goods and materials sold

In Q3 2014 the costs of products, goods and materials sold grew by 12.3% in comparison with the same period of 2013 and amounted to PLN 402,622,000 with gross production y/y up by 12,2% In 1-3Q 2014 costs increased by 16.8% y/y.

## Sales and administration expenses

Total **sales and administrative expenses** for Q3 2014 amounted to PLN **35,494,000** and **were lower by 6,8%** than in the same period of 2013.

Costs of sales and administration amounted to PLN 101,336,000 for 1-3Q 2014 as compared to PLN 104,915,000 in 1-3Q 2013 – this means a decrease of 3.4%.

#### **Gross profit on sales**

**Gross profit on sales** in Q3 2014 **fell by 25.2%** as compared to Q3 2013 and amounted to PLN **106,857,000**. The profit for 1-3Q 2014 decreased by **26.9%** in comparison to 1-3Q 2013.

#### **Operating profit (EBIT)**

Operating profit in Q3 2014 amounted to PLN 99,950,000, which represents a decrease of 16.3% in comparison to Q3 2013. EBIT in 1-3Q 2014 was lower compared to the same period of 2013 by 26.3%. EBIT margin in Q3 2014 was 18.3% (i.e. 3.8 p.p. less than in Q3 2013 Data for 1-3Q 2014 and 1-3Q 2013, show a decrease in EBIT margin to 15.2% (i.e. decrease by 6.5 p.p.).

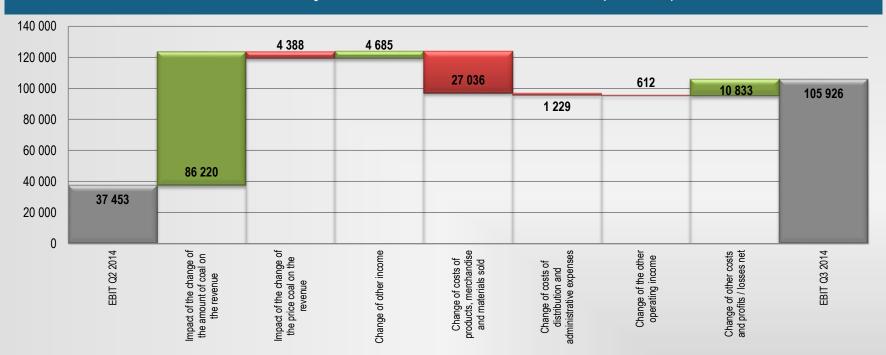
#### **Net profit**

The Group's **net profit** for Q3 2014 **was lower** than in Q3 2013 by **4.0%**. It amounted to PLN **79,370,000 (2014) as compared to PLN 82,699,000 (2013)**. **The net profit for 1-3Q 2014** amounted to **PLN 170,794,000**, which represents a decrease by **24.0%** as compared to the same period of 2013. **The net profit** for 1-3Q 2014 attributable to the Company's shareholders totals **PLN 171,435,000** as compared to **PLN 224,439,000** for 1-3Q 2013.

# ANALYSIS OF CHANGE TO EBIT FOR Q3 2014 AS COMPARED TO Q2 2014



#### Variance analysis of EBIT at LWB- Q3 2014/Q2 2014 (PLN '000)



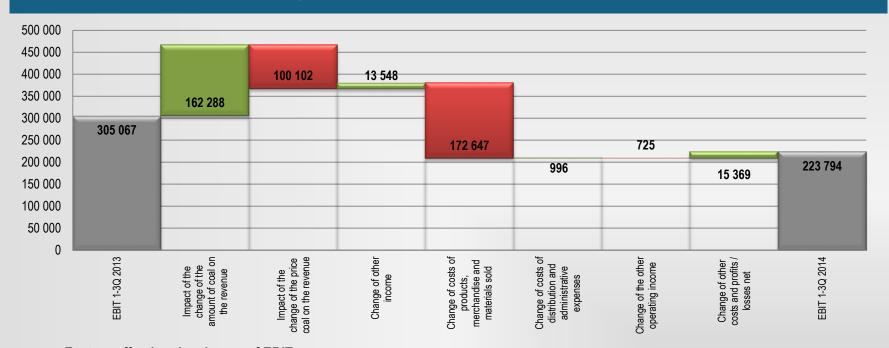
#### **Factors affecting the change of EBIT:**

- Increase in sales volume by 393 thousand tonnes (18.7%),
- Increase in yield by 2.3 p.p. an increase of 18% of net production with an increase of 13.9% of gross production,
- Excavation of 0.7 km more galleries,
- Q2 2014 creation of a provision for an increase in accident insurance premium (ZUS / state social security) for approx. PLN 11.6 million.

# ANALYSIS OF CHANGE TO EBIT FOR 1-3Q 2014 AS COMPARED TO 1-3Q 2013



#### Variance analysis of EBIT at LWB – 1-3Q 2014 / 1-3Q 2013 (PLN '000)



#### Factors affecting the change of EBIT:

- Increase in sales volume by 738 thousand tonnes (12.1%),
- Decrease in unit coal price,
- Expansion of mining capacity (average 4,3 walls in operation vs. 3,4 in the same period of time 2013) with limited processing capacities (start-up of MCPP in progress),
- Output lower by 2.6 p.p. in relation to worse-than-assumed quality parameters of the deposit; created galleries more by 2.9 km higher amount of rock (increase by 6.3% of net production with the increased gross extraction by 10.5%),
- 2014 creating provision for claims of the Social Insurance Authority (ZUS) regarding the accident contribution, amounting to approx. PLN 11.6 million; 2013 impairment loss of assets by of approx. PLN 22.6 million

## LW BOGDANKA S.A.'S EXPENSES BY NATURE IN 2014



### BOGDANKA S.A.'S EXPENSES BY NATURE IN Q3 2014 AND Q3 2013, 1-3Q 2014 AND 1-3Q 2013

Item [PLN '000]	Q3 2014	Q3 2013	1-3Q 2014	1-3Q 2013	CHANGE [Q3 2014 / Q3 2013] [1-30	CHANGE Q 2014 / 1-3Q 2013]
Depreciation and amortization	98,238	80,464	275,013	240,039	22.1%	14.6%
Materials and energy	114,578	139,011	348,304	380,707	-17.6%	-8.5%
External services	112,369	102,442	347,517	313,188	9.7%	11.0%
Employee cost and benefits	119,541	113,493	365,907	340,194	5.3%	7.6%
Entertainment and advertising	1,335	2,620	5,849	6,644	-49.0%	-12.0%
Taxes and charges	9,831	8,953	27,211	24,977	9.8%	8.9%
Other expenses	4,249	5,014	18,345	17,210	-15.3%	6.6%
Costs by type	460,141	451,997	1,388,146	1,322,959	1.8%	4.9%
Activities for the Company's own needs	-61,273	-92,002	-187,903	-225,247	-33.4%	-16.6%
Accruals and deferrals	29,796	25,885	52,374	48,676	15.1%	7.6%
/alue of coal produced from excavations	-25,358	-24,083	-74,846	-72,683	5.3%	3.0%
Provisions and other presentation adjustments (IAS)	11,300	10,855	32,502	30,807	4.1%	5.5%
Total production costs	414,606	372,652	1,210,273	1,104,512	11.3%	9.6%
Change in products	20,568	20,028	35,749	-26,435	2.7%	-
Value of goods and materials sold	3,496	2,343	8,684	7,141	49.2%	21.6%
Own cost of production sold, including	438,670	395,023	1,254,706	1,085,218	11.0%	15.6%
Costs of products, goods and materials sold	403,521	357,423	1,152,419	981,935	12.9%	17.4%
Selling costs	9,454	12,558	29,777	33,882	-24.7%	-12.1%
Administrative costs	25,695	25,042	72,510	69,401	2.6%	4.5%

# LW BOGDANKA S.A.'S EXPENSES BY NATURE IN 1-3Q 2014 – CONTD.

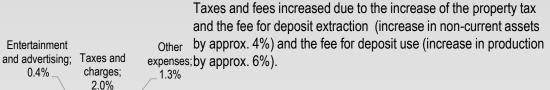


In 1-3Q 2014 the total expenses by type of current operations amounted to PLN 1,388,146,000 and were higher than in 1-3Q 2013 by 4,9%, i.e. or PLN 65,187,000, with an increase in gross production by 10.5%, an increase in the amount of preparatory works by 13.7% and an increase average number of walls in operation by 26%.

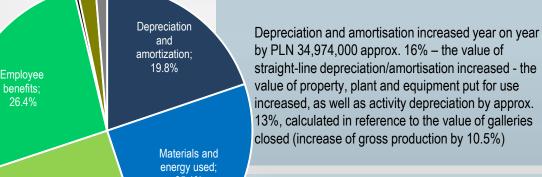
The value of employee benefits grew by PLN 25,713,000 - average employment increased in comparison to 1-3Q 2013 by approx. 6.7% with a slightly lower average wages (down 0.4%). Further, the costs of employee benefits include value of the option programme relative to 2014 covering the amount of PLN 5.91 million; in the some period of 2013 the option programme was not in effect yet.

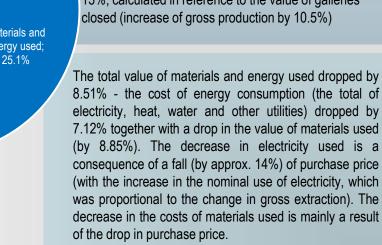
#### External services:

- the value of drilling and mining services increased due to drilling and reconstruction of workings by approx. 4%, with the increased works performed, by approx. 15% (reduction of unit price per running meter)
- the value of services settled by LWB on a man-shift basis increased by approx. 19% the scope of outsourced works, commissioned to external entities including subsidiaries
- the value of transport services increased by nearly 43%, while the amount of coal located outside the area of the Mine increased by nearly 60% (reduction of unit price per Mg)
- Increase of coal volumes transported by LWB for customers (costs are re-invoiced neutral impact on EBIT).



The costs of representation and advertisement decreased, whereas other costs (in particular the item "Property insurance") increased.





# LW BOGDANKA GROUP'S BALANCE-SHEET PROVISIONS



#### GROUP'S ON-BALANCE-SHEET PROVISIONS AT THE END OF Q3 2014, Q3 2013 AND FY 2013

Item [PLN '000]	As at 30.09.2014	As at 30.09.2013	As at 31.12.2013	Change 30.09.2014/ 30.09.2013 [%]	Change 30.09.2014/ 31.12.2013 [%]
Employee provisions	236,641	230,353	200,030	2.7%	18.3%
Liabilities under local property tax (incl. workings)	34,044	12,759	27,846	166.8%	22.3%
Mine decommissioning provision	116,008	98,186	85,278	18.2%	36.0%
Mining damage	11,587	9,039	12,933	28.2%	-10.4%
Accident insurance premium (ZUS)	12,414	0	0	-	
Other	25,041	23,575	24,058	6.2%	4.1%
TOTAL	435,735	373,912	350,145	16.5%	24.4%

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



#### CHANGE OF GROUP'S PROVISIONS IN Q3 2014 AND Q3 2013, 1-3Q 2014 AND 1-3Q 2013

Item [PLN '000]	Change in Q3 2014	Change in Q3 2013	Change In 1-3Q 2014	Change In 1-3Q 2013	Change [%] Q3 2014/Q3 2013	Change [%] 1-3Q 2014 / 1-3Q 2013
Employee provisions	22,626	10,612	36,611	37,685	113.2%	-2.8%
Liabilities under local property tax (incl. workings)	1,463	1,086	6,198	3,257	34.7%	90.3%
Mine decommissioning provision	14,760	1,831	30,730	8,325	706.1%	269.1%
Mining damage	-643	-2,172	-1,346	-4,431	-70.4%	-69.6%
Accident insurance premium (ZUS)	1,974	0	12,414	0	-	-
Other	486	717	983	549	-32.2%	79.1%
TOTAL	40,666	12,074	85,590	45,385	236.8%	88.6%

## **AGENDA**



- Key operating data
- 2. Coal market overview
- 3. Financial highlights
- 4. Capex projects in 1-3Q 2014
- **5** Appendices Financial information

## LW BOGDANKA'S CAPEX IN 1-3Q 2014 AND BUDGET FOR 2014



Item [PLN '000]	Actual capex in 1-3Q 2014	Budget for 2014
DEVELOPMENT CAPEX	165,641	385,781
Extension of the Mechanical Coal Processing Plant, central air conditioning system, other projects	66,576	62,951
Other development projects, including:	99,065	322,830
purchase and assembly of longwall systems*	58,187	247,259
purchase of machinery, equipment and ready-to-use assets	40,878	75,571
OPERATING CAPEX	225,002	299,767
New workings and modernisation of existing workings	191,184	238,651
Modernisation and repair of machinery and equipment	4,054	13,430
Environmental protection	6,092	11,610
Other operating investments	23,672	36,076
TOTAL CAPEX OF LW BOGDANKA	390,643	685,548
Łęczyńska Energetyka	12,135	22,705
RG Bogdanka	276	-
MR Bogdanka	4	-
EkoTrans Bogdanka	-	-
TOTAL CAPEX OF LW BOGDANKA GROUP	403,058	708,253

<sup>\*</sup>the item includes a prepayment for construction in progress in the amount of PLN 49,572,000 disclosed in the consolidated financial statements, in current assets as trade and other receivables.

## **SUMMARY & CONCLUSIONS**





The Company remains under a strong price pressure from the energy industry, which results from higher than average coal inventories in the Silesian mines and power plants, as well as the planned restructuring processes.



Final acceptance and test runs are in progress at the Mechanical Coal Processing Plant. The installation is ready for the production of commercial coal. Currently, as part of the test run, the production is being increased up to the level of full nominal production capacity.



The difficult mining and geological conditions experienced during the third and fourth quarter of 2014 have a material impact on the commercial coal yield. It is expected that the net production in the full year 2014 will amount to 9.0 million tonnes.



The Company regularly increases its share in the market of energy coal for commercial power industry.



The process for the obtaining of new licences is in progress. In the third quarter of 2014, the Company obtained an exploration licence for the "Orzechów" area and applied for reconsideration of the case concerning granting of a licence for K-6, K-7.



In connection with a material change in the market situation, since the date of publishing the Strategy for 2013-2020, the Management Board has commenced to work on updating the assumptions for the Strategy. The update of the Strategy will be announced along with the publication of the results for 2014.

## **THANK YOU**



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## **AGENDA**

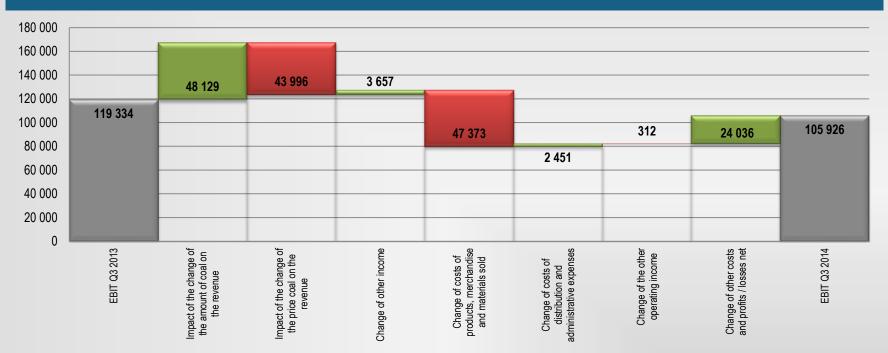


- 1. Key operating data
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# ANALYSIS OF CHANGE TO EBIT FOR Q3 2014 AS COMPARED TO Q3 2013



#### Variance analysis of EBIT at LWB - Q3 2014/Q3 2013 (PLN '000)



#### **Factors affecting the change of EBIT:**

- Increase in sales volume by 219 thousand tonnes (9.7%),
- Decrease in unit coal price,
- Expansion of mining capacity (4 walls in permanent operation) with limited processing capacities (start-up of MCPP in progress),
- Output lower by 1.2 p.p. in relation to worse-than-assumed quality parameters of the deposit; higher amount of rock (increase by 10.3% of net production with the increased gross extraction by 12.2%),
- 2013 impairment loss of property of approx. PLN 22.6 million.

# CHANGE OF LW BOGDANKA GROUP'S PROVISIONS AND THEIR IMPACT ON PROFIT/LOSS



# CHANGE IN PROVISIONS AT THE LW BOGDANKA GROUP IN Q3 2014 AND Q3 2013, 1-3Q 2014 AND 1-3Q 2013 AND THEIR IMPACT ON FINANCIAL PROFIT/LOSS OF THE ANALYSED PERIOD

Item [PLN '000]	Change in Q3 2014	Impact on profit / loss for Q3 2014	Change in Q3 2013	Impact on profit / loss for Q3 2013	Change in 1-3Q 2014	Impact on profit / loss for 1-3Q 2014	Change in 1-3Q 2013	Impact on profit / loss for 1-3Q 2013
Employee provisions	22,626	15,754	10,612	12,057	36,611	45,519	37,685	45,682
Liabilities under local property tax (incl. workings)	1,463	1,463	1,086	1,086	6,198	6,198	3,257	3,257
Mine decommissioning provision	14,760	1,240	1,831	0	30,730	6,415	8,325	3,852
Mining damage	-643	0	-2,172	0	-1,346	0	-4,431	0
Accident insurance premium (ZUS)	1,974	1,974	-	-	12,414	12,414	-	-
Other	486	511	717	1,878	983	1,707	549	1,717
TOTAL	40,666	20,942	12,074	15,021	85,590	72,253	45,385	54,508

# ANALYSIS OF THE CONSOLIDATED INCOME STATEMENT OF LW BOGDANKA GROUP



			Change			Change
Item [PLN '000]	Q3 2014	Q3 2013	(Q3 2014/ Q3 2013)	3Qs 2014	3Qs 2013	(3Qs 2014/ 3Qs 2013)
Revenue	544,973	539,395	1.0%	1 490 344	1,418,299	5.1%
Cost of products, merchandise and materials sold, distribution cost, administrative expenses	438,116	396,493	10.5%	1,248,752	1,087,669	14.8%
Gross profit	106,857	142,902	-25.2%	241,592	330,630	-26.9%
Gross margin	19.6%	26.5%	-26.0%	16.2%	23.3%	-30.5%
Other income	274	384	-28.6%	1,102	2,292	-51.9%
Other expenses	299	383	-21.9%	1,298	925	40.3%
Net operating profit/loss	106,832	142,903	-25.2%	241,396	331,997	-27.3%
Other net gains/losses	-6,882	-23,500	-70.7%	-14,788	-24,438	-39.5%
Operating profit (EBIT)	99,950	119,403	-16.3%	226,608	307,559	-26.3%
EBIT margin	18.3%	22.1%	-17.2%	15.2%	21.7%	-30.0%
EBITDA	198,216	201,791	-1.8%	502,484	548,341	-8.4%
EBITDA margin	36.4%	37.4%	-2.7%	33.7%	38.7%	-12.9%
Finance income	2,328	2,535	-8.2%	6,929	5,439	27.4%
Finance costs	3,231	2,944	9.7%	17,694	12,029	47.1%
Profit before tax	99,047	118,994	-16.8%	215,843	300,969	-28.3%
Pre-tax profit margin	18.2%	22.1%	-17.6%	14.5%	21.2%	-31.6%
Income tax	19,677	36,295	-45.8%	45,049	76,236	-40.9%
Net profit for the reporting period	79,370	82,699	-4.0%	170,794	224,733	-24.0%
Net margin	14.6%	15.3%	-4.6%	11.5%	15.8%	-27.2%
- attributable to owners of the Company	80,218	82,694	-3.0%	171,435	224,439	-23.6%

# STATEMENT OF FINANCIAL POSITION OF LW BOGDANKA GROUP



Item [PLN '000]	30.09.2014	31.12.2013
Non-current assets, including:	3,360,016	3,274,004
Cash and cash equivalents	79,143	77,912
Current assets, including:	853,903	570,126
Cash and cash equivalents	426,996	212,004
Total assets	4,213,919	3,844,130
Current liabilities	662,374	808,968
Non-current liabilities	1,126,460	579,631
Total liabilities	1,788,834	1,388,599
Equity	2,425,085	2,455,531
Current borrowings	- )	421,000





Item [PLN '000]	Q3 2014	Q3 2013
Net cash flows from (used in) operating activities	566,946	562,998
Cash inflow from operating activities	597,526	600,15
nterest received	2,049	-184
ncome tax paid	-32,629	-36,969
Net cash flows from (used in) investing activities	-428,294	-448,209
Acquisition of property, plant and equipment	-418,209	-434,479
nterest paid regarding investing activity	-10,729	-12,103
Acquisition of intangible assets	-2,006	-2,136
nflow from the sale of property, plant and equipment	61	207
nterest received	3,820	2,461
Outflow on account of funds being deposited in the bank account of the Mine Closure Fund	-1,231	-2,159
Net cash from (used in) financing activities	76,340	-34,830
oans and borrowings received	2,995	
nflow from issue of bonds	500,000	150,000
Repayments of loans and borrowings	-421,000	-15,000
Monies transferred to the Polish NDS towards dividend payment	-	-169,830
nterest and commissions paid on loans and borrowings	-5,355	
Dividends paid to the Company's shareholders	-311	
Other net cash flow from (used in) financing activities	11	
Net increase in cash and cash equivalents	214,992	79,959
Cash and cash equivalents at beginning of the period	212,004	120,551
Cash and cash equivalents at end of the period	426,996	200,510

# SALES STRUCTURE AT LW BOGDANKA GROUP IN Q3 2014 AND Q3 2013



Item [PLN '000]	Q3 2014	Share [%]	Q3 2013	Share [%]
Coal sales	520,855	95.6%	518,030	96.0%
Ceramics sales	801	0.1%	1,902	0.4%
Other activities	19,769	3.6%	17,119	3.2%
Sales of merchandise and materials	3,548	0.7%	2,344	0.4%
Total revenue	544,973	100.0%	539,395	100.0%

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## THANK YOU FOR YOUR ATTENTION

## **GK LW BOGDANKA**

