



## Consolidated financial results for Q2 2019



**PLN 945 m**  
revenues



**PLN 176 m**  
adj. EBITDA



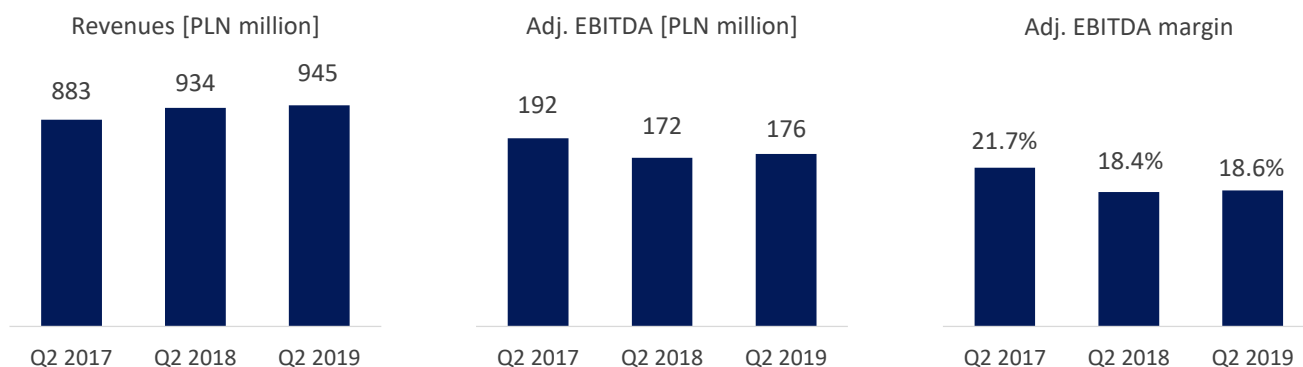
**19%**  
adj. EBITDA margin

„2019 has seen intensive work on the implementation of our strategy and the beginning of the next stage of transformation of the CIECH Group. The main drivers for achieving the adj. EBITDA result of over PLN 900 m in 2021 will be our development investments, already implemented and launched - entering the specialised sodium bicarbonate market, launching production in a new evaporated salt plant in Germany, or intensive development of products in the agro business and an increase in the share of sales of plant protection products abroad. The second pillar contributing to the Group's increased profitability will be improved production process and streamlined energy sector – a key element for the soda business performance. The third element is strengthening CIECH's position on the soda ash market and intensive activities in the business areas of the Group showing the best prospects, supported by initiatives in the area of innovation in order to increase CIECH's competitiveness in the long run.”

Dawid Jakubowicz,  
President of the Management Board of CIECH

### THE MOST IMPORTANT EVENTS IN Q2 2019:

- Higher soda prices in Europe on a well-balanced market.
- Higher prices of energy raw materials, CO2 certificates, lower gas prices.
- Positive impact of the weakening of PLN and RON against EUR and USD respectively.
- Launching sodium bicarbonate production from a new plant in Germany.
- Continuation of the evaporated salt plant investment in Stassfurt.
- Termination of the contract for the supply of process steam by CET in Romania and the decision to start preparations in the event that CSR needs to suspend its production.
- Launching a long-term incentive program supporting the implementation of the Group's Strategy goals for 2019-2021.
- Continuation of the review of the CIECH Group structures: corporate - organisational and assets.
- Commencement of investment in improving process efficiency (production and energy) - as per schedule.
- Acquiring additional financing.



[PLN m]	Q2 2019	Q2 2018	Change yoy	Q2 2019, main segments			
				Soda	Organic	Silicates&Glass	Transport
Revenues	944.7	933.5	1.20%	633.7	235.8	64.3	34.6
EBITDA	138.2	188.2	-26.6%	121.6	15.9	12.3	4.2
EBITDA margin	14.6%	20.2%	-5.5 p.p.	19.2%	6.8%	19.2%	12.0%
Adj. EBITDA	175.7	172.1	2.1%	159.7	16.0	13.4	4.2
Adj. EBITDA margin	18.6%	18.4%	0.2 p.p.	25.2%	6.8%	20.9%	12.0%
EBIT	61.2	124.2	-50.7%	67.1	5.6	6.8	0.4
EBIT margin	6.5%	13.3%	-6.8 p.p.	10.6%	2.4%	10.6%	1.1%
Net result	19.1	98.8	-80.7%	-	-	-	-
Net margin	2.0%	10.6%	-8.6 p.p.	-	-	-	-

Adj. EBITDA - EBITDA adjusted for untypical one-off events

#### CONTACT FOR INVESTORS:

• Małgorzata Młynarska • Management Board Representative for IR • +48 669 600 567 • malgorzata.mlynarska@ciechgroup.com • www.ri.ciechgroup.com