



TRACK TEC GROUP

May 2017



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EXECUTIVE SUMMARY

- Track Tec, a leading diversified railway infrastructure group, operating in 35 countries
 - CEO and Entrepreneur - Jarosław Pawluk, PhD, over thirty years of experience in the railway sector
 - 100 years of experience, in particular in one of Europe's largest markets (Polish tracks – 22 504 miles)
 - Three segments: Materials, Logistics and Construction
 - Eight production plants, Germany, Poland and Serbia
 - Wide range of products, concrete and timber ties, turnouts and crossings, fastening systems
 - Concrete tie production facility ready to be installed and launched (capacity >400 000 ties p.a.)
 - **Track Tec, a reliable and proven partner for the railroad industry**
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- **High credibility of Track Tec by proven business record and highest quality standards**
 - **Excellent record over the past 60 years and millions of concrete ties**



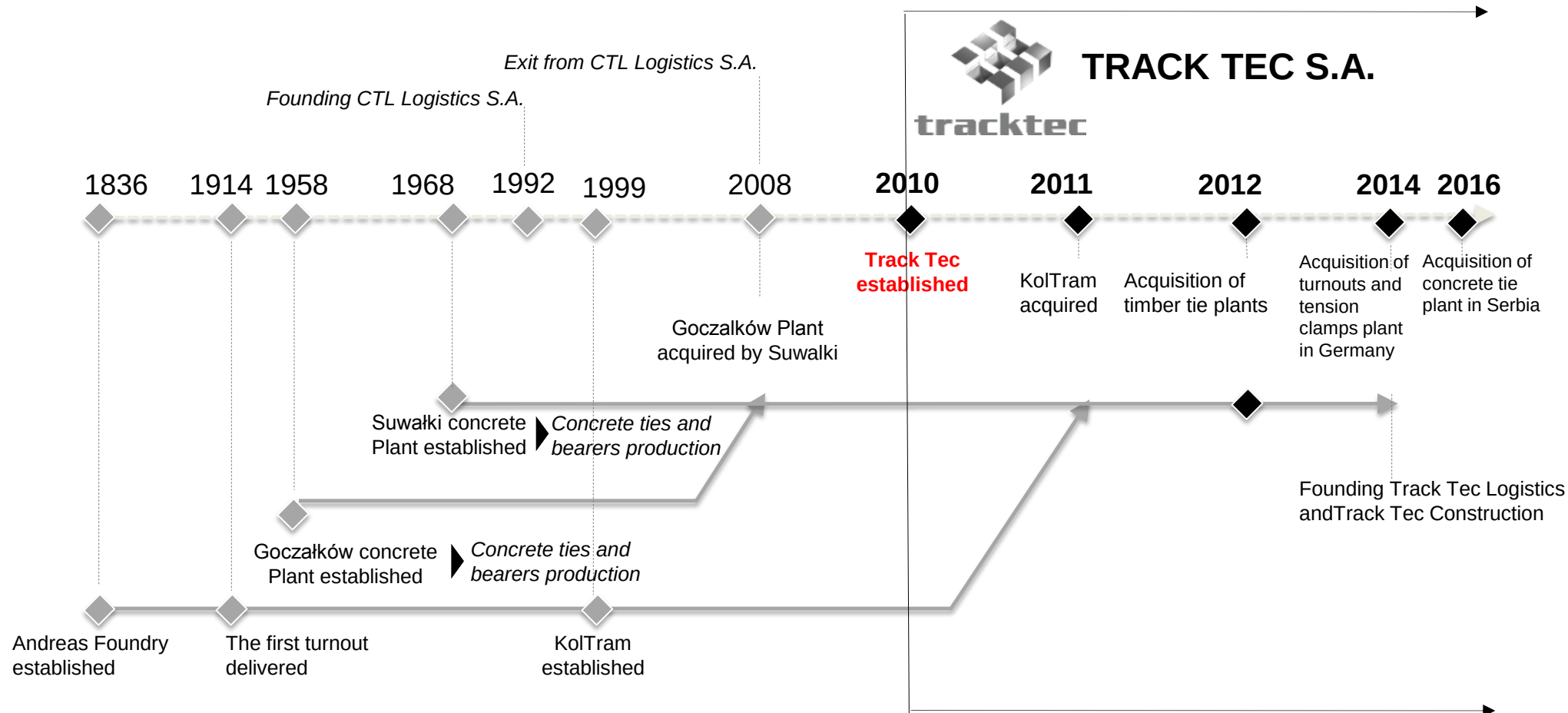
INTRODUCTION OF JAROSŁAW PAWLUK, PhD



- PhD from AGH University of Science and Technology in Poland
- In 1992, founded CTL Logistics S.A. which became the fifth largest European private railroad company
- In 2010 established Track Tec Group, a leading supplier in Europe with over 100 years of tradition in the railway sector, and 60 years in production of concrete ties
- His leadership brought Track Tec into 35 countries, continuously expanding
- Strategist
- Businessman
- Railwayman
- Supported by a strong team of experts
- Focus on excellent, safe, reliable, robust and durable products



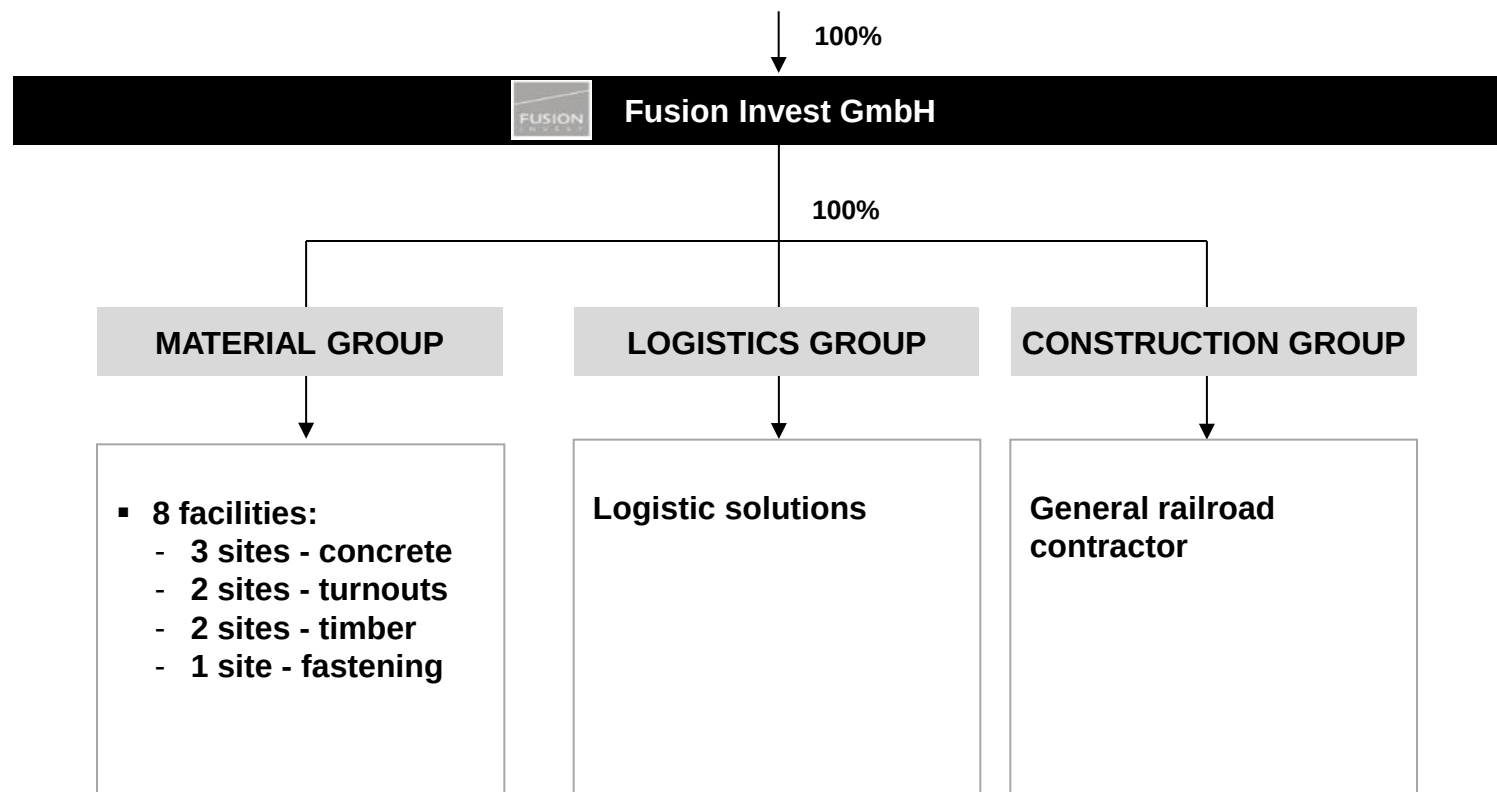
COMPANY HISTORY – OVER 175 YEARS OF TRADITION





TRACK TEC GROUP AT A GLANCE

JAROSŁAW PAWLUK





KEY FIGURES

- **Pre-stressed Concrete Ties**
- **Turnouts**
- **Tension Clamps/Fastening Systems**
- **Timber Ties**
- **Employees**
- **Revenues**



Production per year
2.0m



Production per year
2,000 turnouts



Production per year
8,000,000



Production per year
400,000



Total in the Track Tec Group
1,000



Track Tec Group 2017E
US\$ 175m+



PRODUCTION SITES AND KEY LOCATIONS



▲ Concrete Ties

● Turnouts
Turnouts and Fastening
Systems

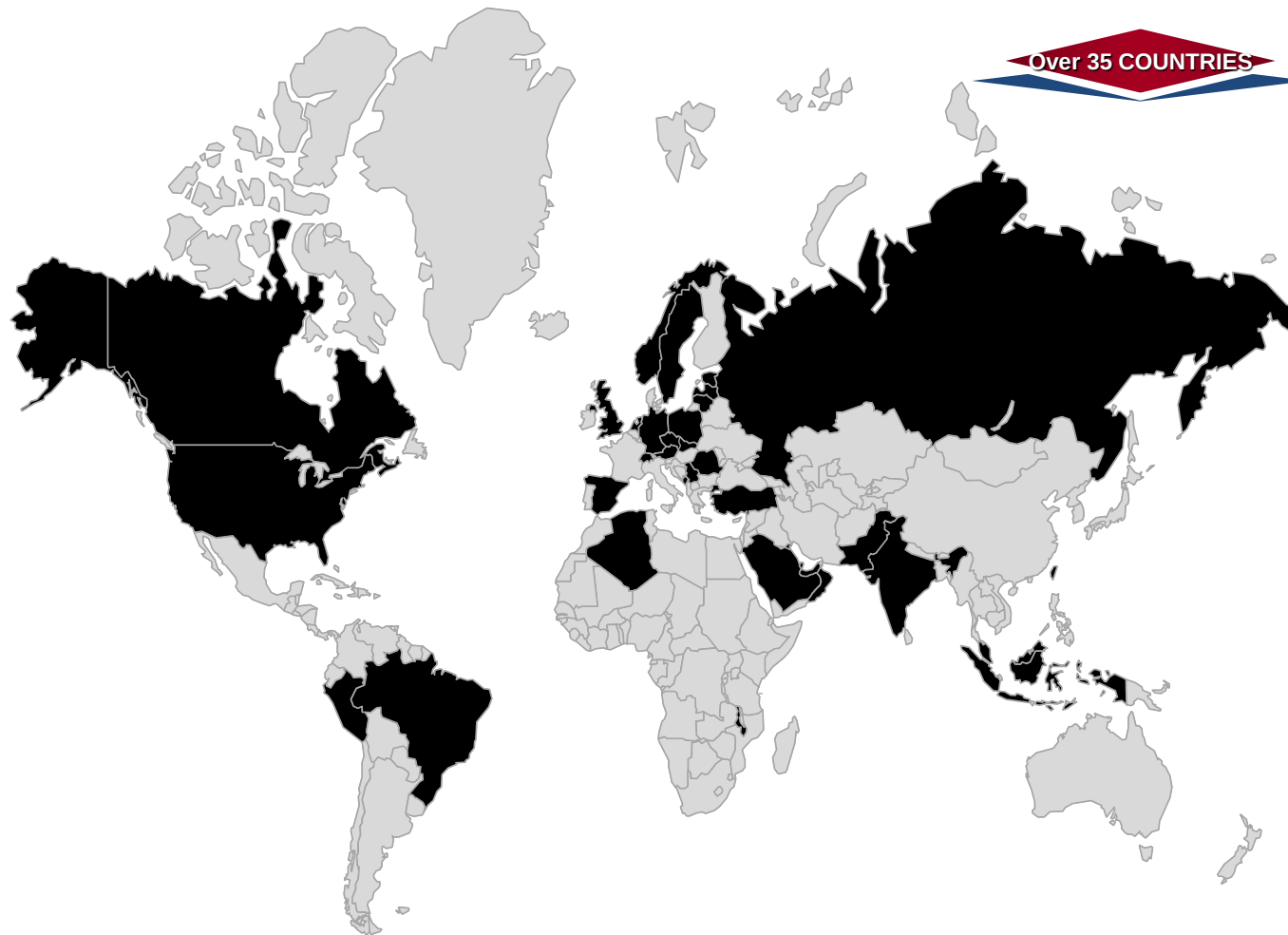
| Timber Ties

■ Headquarters

★ Sales Office



GLOBAL PRESENCE TO OVER 35 COUNTRIES



Over 35 COUNTRIES

CONCRETE AND TIMBER TIES:

- CONCRETE TIES (C)
- WOODEN TIES (W)
- TURNOUTS:
- EXPORT (E)
- LOCAL ASSEMBLY (LA)
- AGENTS (A)
- BRANCH OFFICES (B)

	Austria (C, W, E)		Peru (E)
	Algeria (E)		Portugal (E)
	Bahrain (A)		Pakistan (E)
	Brazil (A)		Romania (C) ⁽¹⁾
	Canada (E)		Russia (C) ⁽¹⁾
	Czech Republic (E)		Saudi Arabia (E, A)
	Estonia (C, W, E)		Serbia (E)
	Germany (C, W, E, LA, B)		Singapore (A)
	India (E)		Slovakia (E)
	Indonesia (E)		Spain (E)
	Kuwait (A)		Sweden (W)
	Latvia (C, E, B)		Switzerland (C, W, E)
	Lithuania (C)		Taiwan (A)
	Malawi (E)		Turkey (E)
	Malaysia (E, A)		United Arab Emirates (A)
	Montenegro (E)		United Kingdom (E)
	Netherlands (C)		USA (E)
	Norway (E)		Qatar (A)
	Oman (A)		

Source: Track Tec S.A.
 (1) Sales process in progress - Track Tec S.A. holds necessary certificated to offer the products on the market



OUR PRODUCTS AND SERVICES

Concrete Ties



Bearers



Turnouts and Crossings



Light Rail Turnouts



Fastening Systems



Timber Ties



Ballast Material



Construction and Logistics





SUCCESS FACTORS

Track Tec Group – Unique Strengths and Expertise

Product Engineering



Human Capital



Supply Chain Management



QUALITY ASSURANCE

Track Tec Group – Focus on Robustness and Durability

- ISO 9001/14001/OHSAS 18001
- Internal Test Plan
- HPQ / Q1 (German Railway quality recognition – Deutsche Bahn)
- Third party audits
- Third party verification tests
- Own concrete laboratories
- Co-operation with international research institutes and universities

SELECTED REFERENCES

National Railways / Municipalities

- Germany 
- Switzerland  **SBB CFF FFS**
- Austria 
- Estonia  **EESTI RAUDTEE**
pidevaks liikumises
- Latvia  **LATVIJAS DZELZCEĻŠ**
- Russia  **Russian Railways**
- Poland 
- Canada 
(Toronto, Vancouver, Calgary)
- USA 
(Detroit, New York City)
- Malaysia  **prasarana**
(Kuala Lumpur)
- KSA  **SAR**
Transportation & Infrastructure

General Contractors Business Partners

- Porr 
- Strabag 
- Leonhard Weiss 
- Polaqua/Dragados/Vias  **POL-AQUA**
- Rubau 
- Bernmobil 
- ThyssenKrupp 
- Yapiray 
- Skanska 
- SchweerBau 



- **Track Tec delivered every second tie to the Polish railway network**
- **Every third turnout was delivered by Track Tec as well**





SELECTED ASSET BASE (1/4)

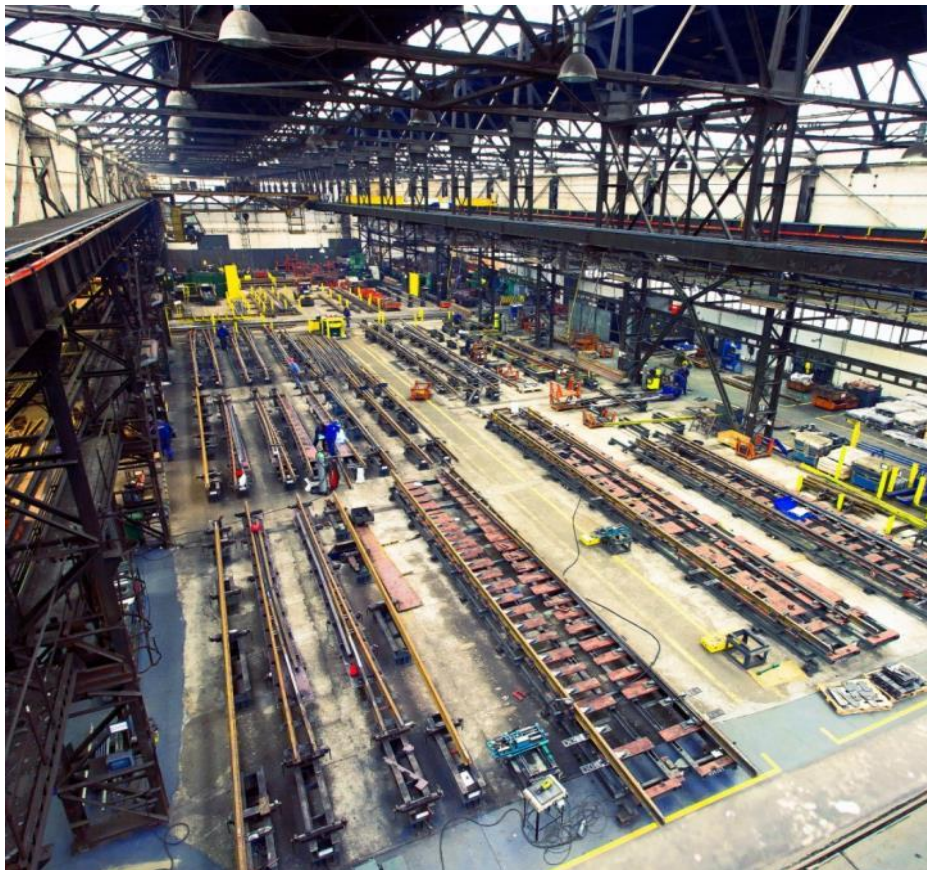
Concrete Tie Production Facilities – Three Plants





SELECTED ASSET BASE (2/4)

Turnout Production Facilities – Three Plants





SELECTED ASSET BASE (3/4)

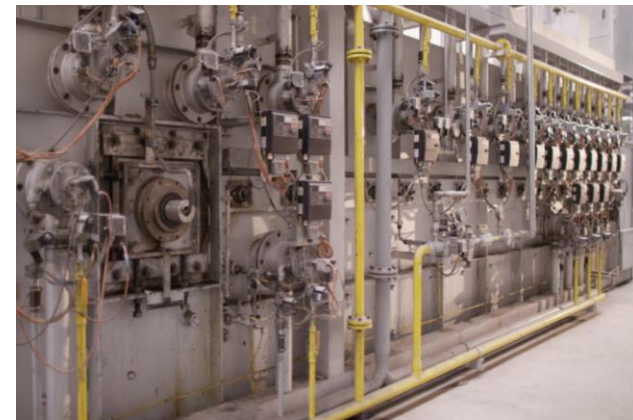
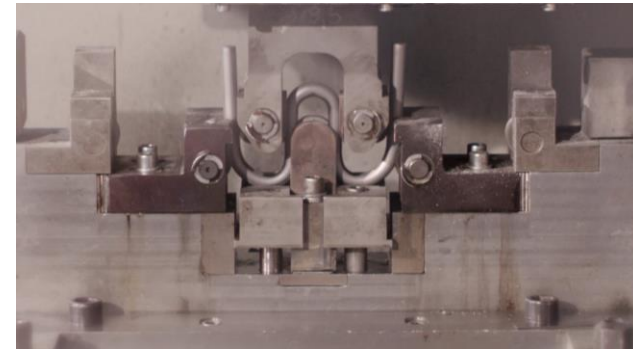
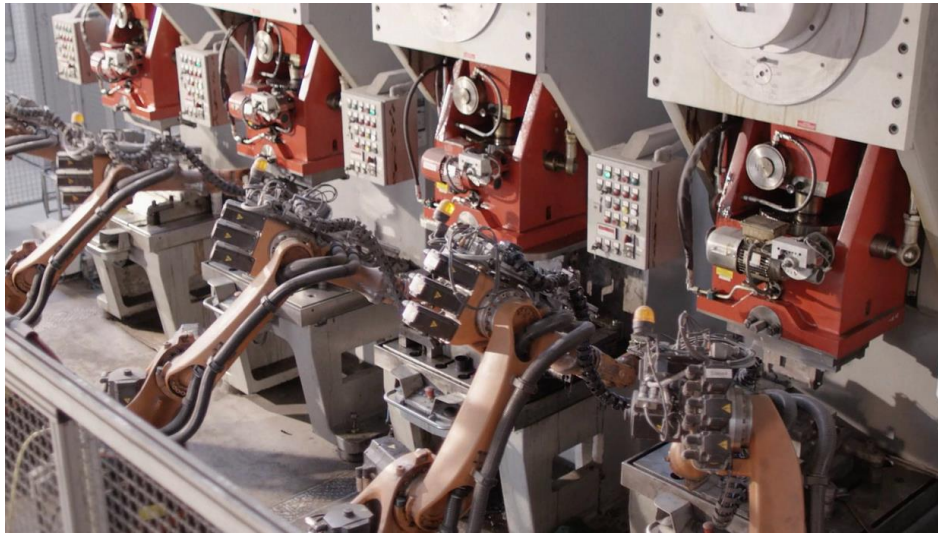
Railroad Construction and Logistics – State of the Art Machinery





SELECTED ASSET BASE (4/4)

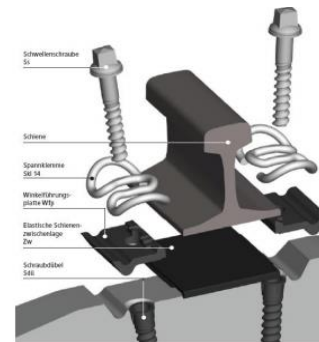
Fastening Systems – One Plant





FASTENING SYSTEMS

- In 2014 Track Tec acquired German-based turnout and rail fastening system business unit from ThyssenKrupp GfT
- Production is based on robotized cold forming process and heat treatment
- Capacity: 8m tension clamps
- Each system is carefully tested in plant laboratory and by third parties (e.g. Technical University, Munich - EN 13481-2 and DBS 918127)
- References: various railroad companies:
 - Deutsche Bahn AG
 - Consolis
 - Max Bögl
 - Other: Austrian, Belgium, Estonia, Latvia, Lithuania and Polish railways



Fortschritt baut man aus Ideen.



Germany



> 1,000 Turnouts





Malaysia



9 pcs 115RE no 8 & 5 pcs no 5 Turnouts

3 pairs of Expansion Joints

Switches no 8





Malawi



Expansion joints 115RE





Saudi Arabia



10 pcs Double Slip Turnouts 190-1:9 (CTW 400)

2 pcs Diamond Crossings 1:4,4444 (CTW 400)

21 pcs Single Turnouts 300-1:9 (CTW 400)

20 pcs Single Turnouts 190-1:9 (CTW 400)

Spare Parts CTW 110

Spare Parts CTW 200

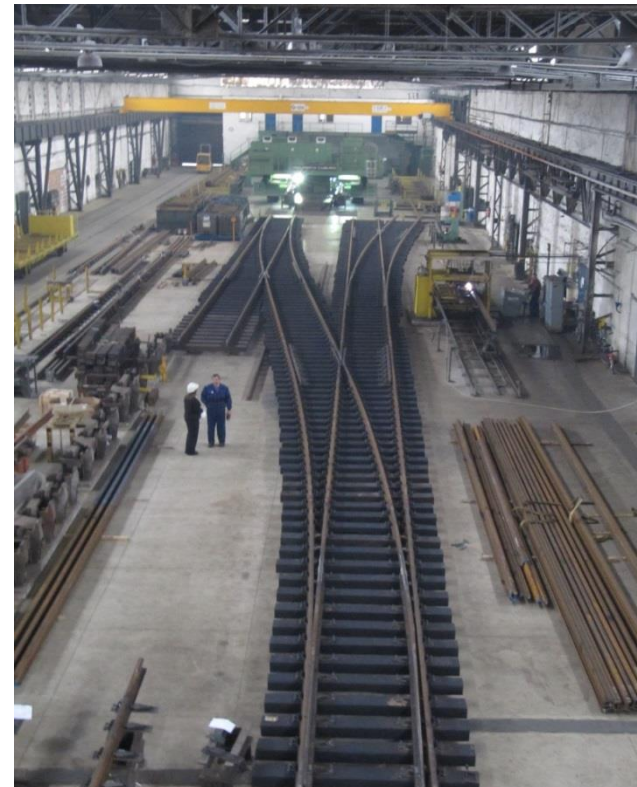




Switzerland Basel Harbor

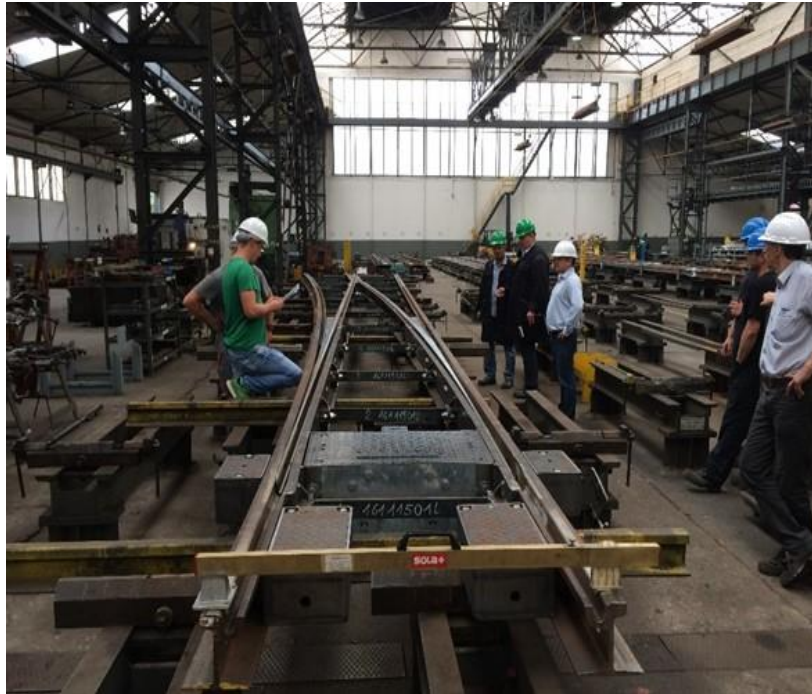


Single Turnout 49E1 – 185-1:8





Switzerland Bernmobil



1 pcs 60R1 – 25 – 1:2,661

1 pcs 60R1 – 100 – 1:6,154

1 pcs 60R1 – 17,9 – 1:2,383

1 pcs 60R1 – 17,9 – 1:2,125

1 pcs Crossing 60R1





Turkey Konya



10 pcs Crossing 60R1 – 100 – 1:6

2 pcs Crossing 60R1 – 50 – 1:6

17 pcs Crossing 60R1 – 25 – 1:4





Turkey



> 350 Forged Tongue Rails
49E1A3/60E1A1

Double Crossover 60E1 – 300 – 1:9

Switches





Switzerland

Swiss State Railways



Switches



UK Nottingham



Transition Rails

Canada Skytrain Vancouver



Material	Quantity	Year
Single Turnout 115RE-No.8	12	2014
Scissor Crossover 115RE-No.8	8	2014
Single Turnout 115RE-No. 4	12	2014
Long Term Spare Part Contract		2015 – today



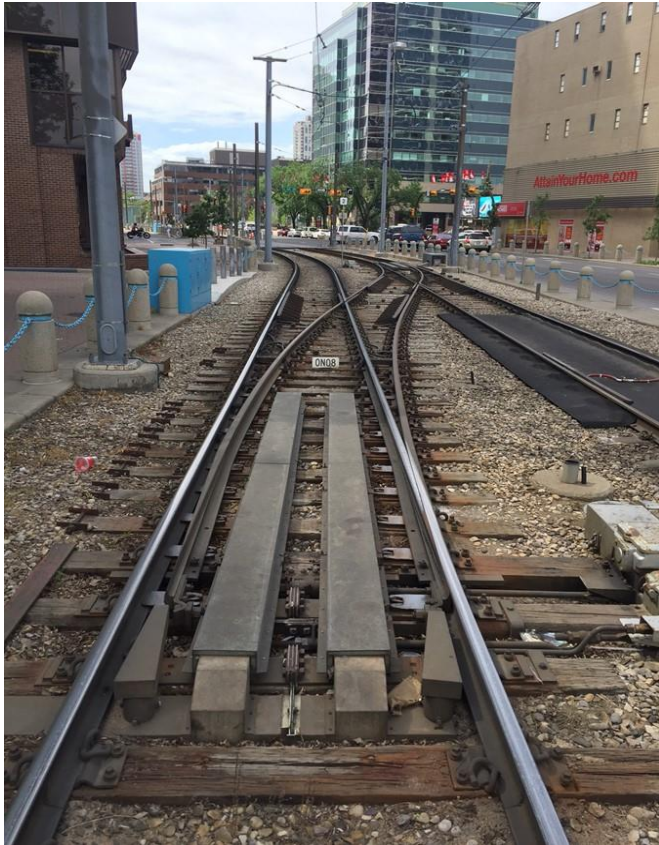
Canada Ottawa



Material	14017 Quantity	Year
Single Turnout 115RE-No.6	12	2014
Scissor Crossover 115RE-No.8	8	2014
Single Turnout 115RE-No. 4	12	2014
Long Term Spare Part Contract		2015 – today



Canada City of Calgary



Crossing 60R1

4 x S41/10 No.8

1 x S41/10 No.6





USA
Detroit



33C1 Guard Rails

Switches

