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# PEKAES - The Road Ahead

September 2008

The only Polish listed company in FTL sector



The only Polish TFL brand name, linked in Europe with Poland



Company's listed on the Warsaw Stock Exchange

Established in  
1958

**Incorporation Date:** 1958

**Market Position:** strong and leading player on the transport, forwarding and logistic market

**Employees:** 1409

**Revenue 2007:** 547 mln PLN

**Fleet:** 1000 units - own and subcontracted

**Domestic Warehouses:** 7

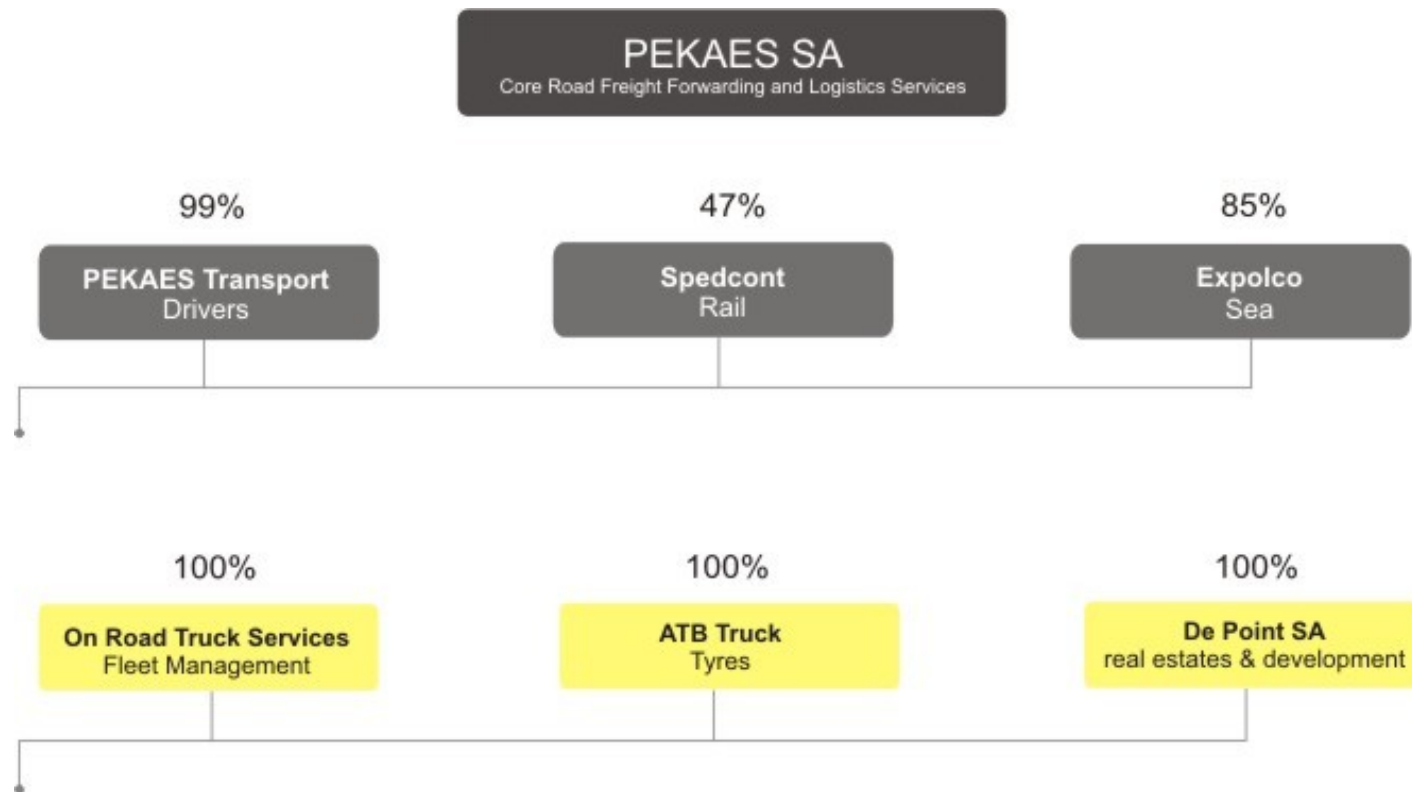
**Domestic Network:** 17 terminals

**UE Representatives:** Austria, Sweden, Italy

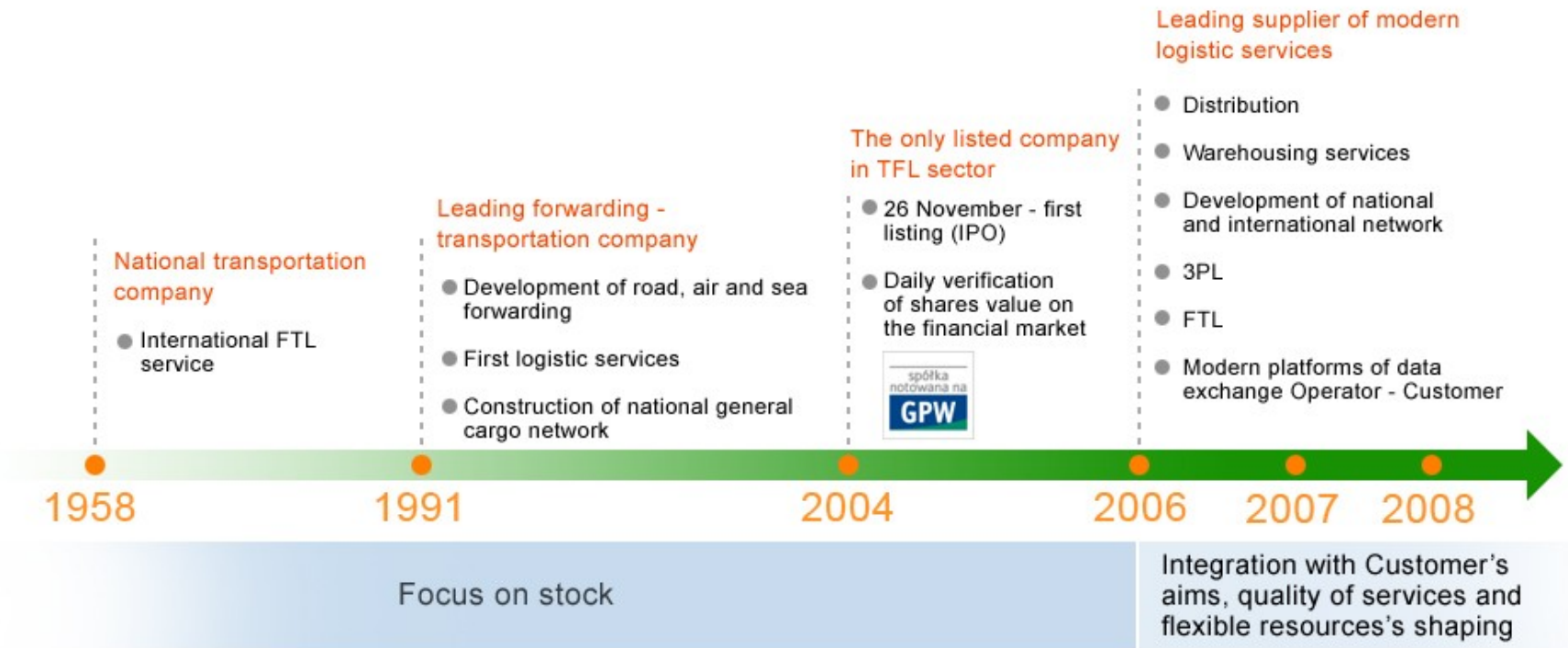
**Key Clients:** Arctic Paper, Arc International, Auchan, Barlinek, Cersanit, Dwory, Jysk, Grupa Żywiec, IKEA, IP Paper, JVC Polska, VTS Polska, Zakłady Chemiczne Police

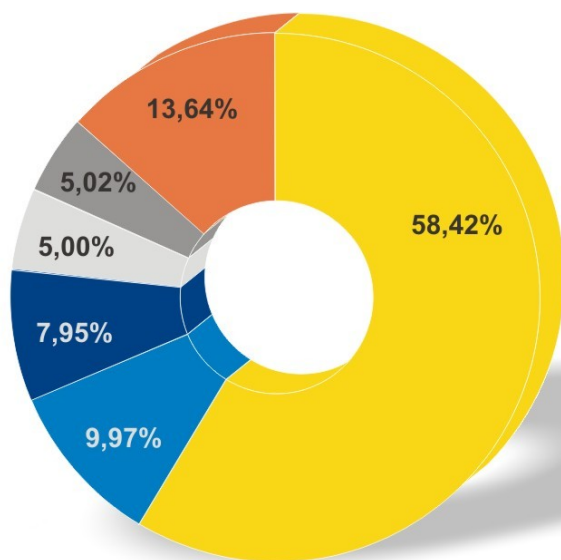
**Key Sectors:** industry, FMCG, chemical industry, builders merchants, audio-video-telecom.

# PEKAES structure after integration



# Milestones in PEKAES history





## AKJ Capital Spółka Akcyjna Logistyka Sp.k.\*

Number of shares: 19 424 218  
Number of votes: 19 424 218  
Share in initial capital: 58,42%

## Bank Gospodarstwa Krajowego\*\*

Number of shares: 1 662 500  
Number of votes: 1 662 500  
Share in initial capital: 5,00%

## ING Otwarty Fundusz Emerytalny\*

Number of shares: 3 314 074  
Number of votes: 3 314 074  
Share in initial capital: 9,97%

## Pioneer Pekao Investment Management SA\*\*\*

Number of shares: 1 669 481  
Number of votes: 1 669 481  
Share in initial capital: 5,02%

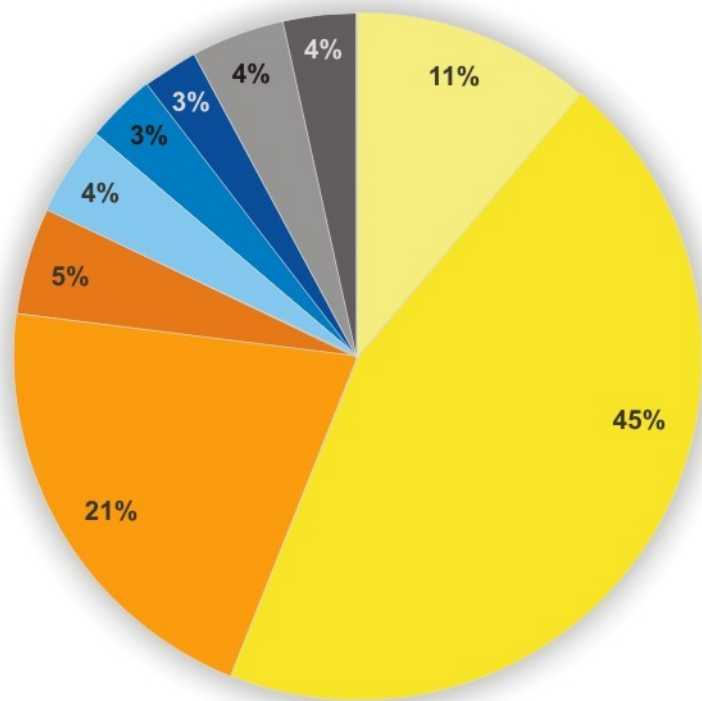
## PZU Asset Management SA\* w tym: PZU SA, PZU Życie SA i PZU Fundusze Inwestycyjne

Number of shares: 2 645 000  
Number of votes: 2 645 000  
Share in initial capital: 7,95%

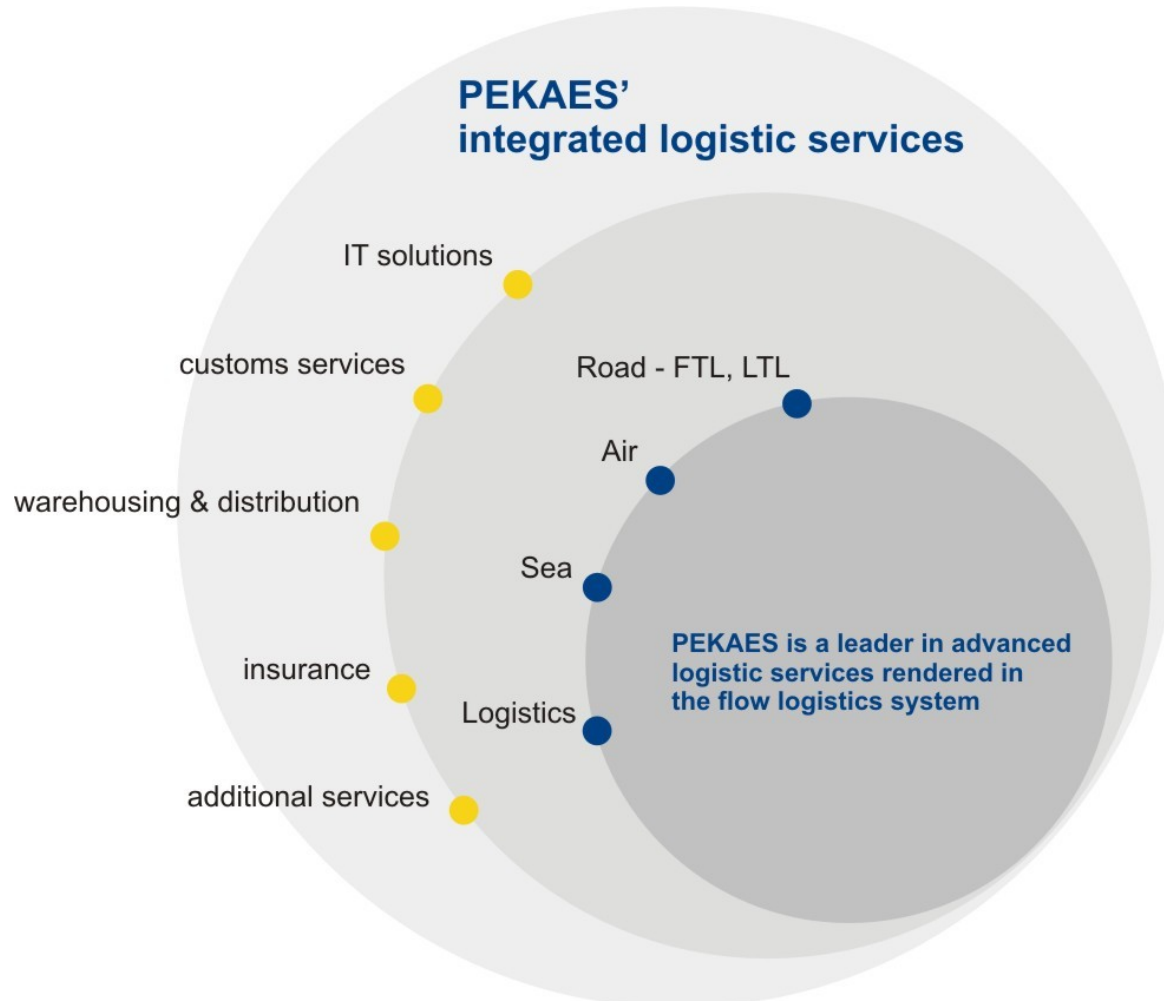
## Others

Number of shares: 4 534 727  
Number of votes: 4 534 727  
Share in initial capital: 13,64%

# PEKAES SA revenue structure – January – June 2008



- Ful Truck Load Domestic /FTL DOM/
- Full Truck Load International /FTL INT/
- Less Truck Load Domestic /LTL DOM/
- Less Truck Load International /LTL INT/
- Logistics
- Sea forwarding
- Air forwarding
- Other revenue (Transport Forwarding Logistics)
- Other revenue





# Domestic network in Poland



## Terminals

### Logistics

Błonie	20 000 m <sup>2</sup>
Czechowice-Dziedzice	5 000 m <sup>2</sup>
Gdańsk	2 500 m <sup>2</sup>
Łódź	4 300 m <sup>2</sup>
Słubice	10 000 m <sup>2</sup>
Szczecin	1 500 m <sup>2</sup>

### Distribution

Białystok	600 m <sup>2</sup>
Bydgoszcz	1 700 m <sup>2</sup>
Kielce	600 m <sup>2</sup>
Kraków	1 900 m <sup>2</sup>
Lublin	1 000 m <sup>2</sup>
Olsztyn	950 m <sup>2</sup>
Rzeszów	660 m <sup>2</sup>
Śrem	2 600 m <sup>2</sup>
Trzebnica	2 000 m <sup>2</sup>

Over then 1000 trucks, herein 600 our



Road unity from 110 - 115 cbm, 38 europallets



Tarpaulin semitrailers from from 88 - 97 cbm, 34 europallets



Refridgerated trucks - 33 europallets.  
Temp. -25/ +25 st.C



Vehicles with load capacity to 3,5 tons

long time experience and strong market position

variety of offered logistic services

own fleet

own groupage national network

own warehouses

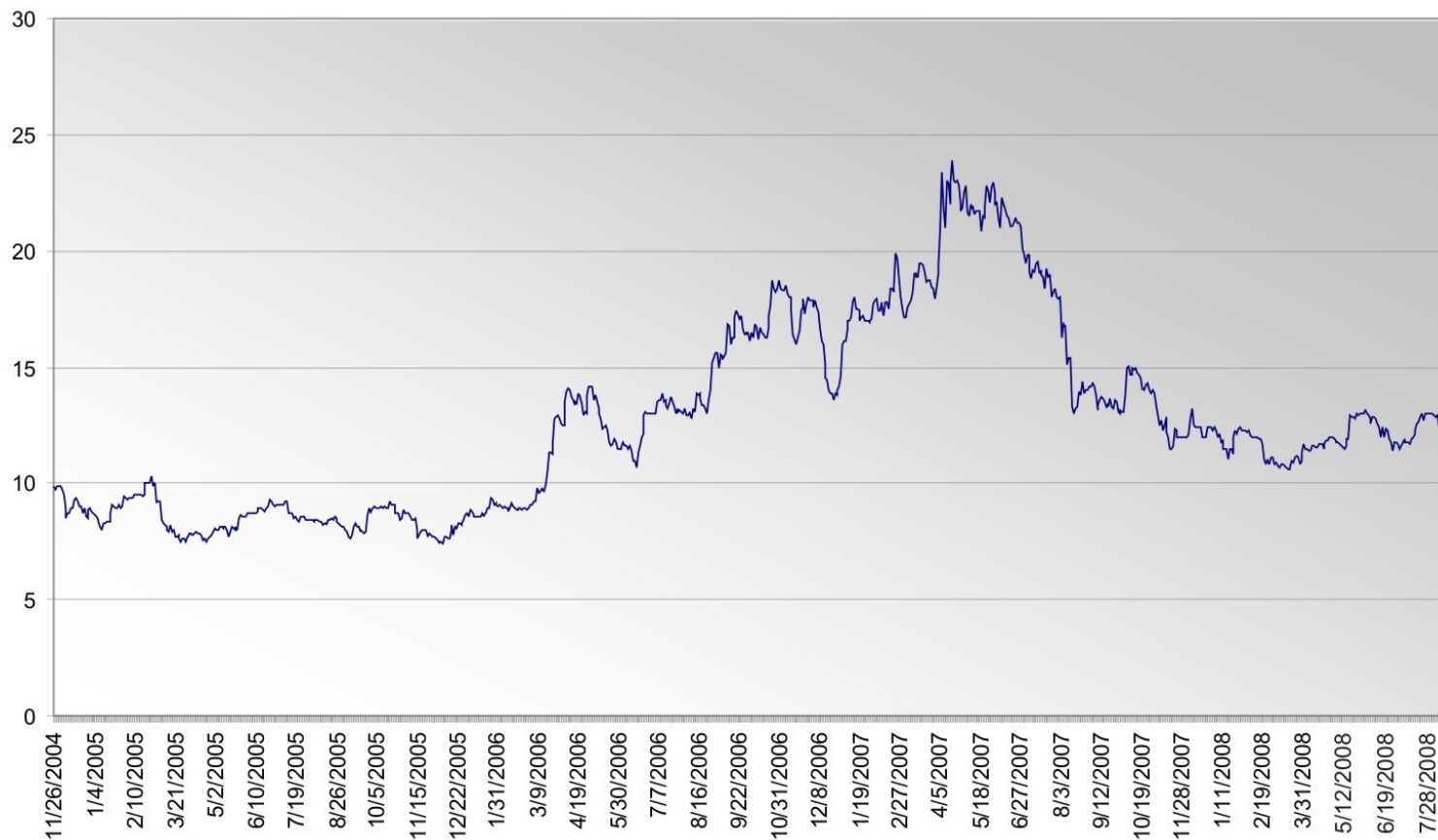
European groupage network

air and sea transport agencies

European partners



# Share Value Growth



1/01/08 - 26/08/08 PEK +15.21%

1/01/08 - 26/08/08 WIG -18.84%



Thank you!