VOTUM SA

Presentation of the results for the fourth quarter of 20
Capital Group Votum

Agenda of the meeting

- The most important information about the operating segments
- Financial results
- Sales and prospects

The most important information about the operating segments

VOTUM SA

Personal injury claims segment (thou. PLN)

Personal injury claims– national company*

	4Q2020	3Q2020	Change
Sales profit	8 015	9 621	-17%

	4Q2020	3Q2020	Change
Project costs	5 732	7 098	-19%

	Earned income (thou. PLN)	Direct costs of the project	Margin %
4Q2020	8 015	5 732	28%
3Q2020	9 621	7 098	26%

Personal injury claims – national and foreign companies**

	4Q2020	3Q2020	Change
Sales profit	8 215	11 096	-26%

	4Q2020	3Q2020	Change
Project costs	6 408	8 503	-25%

	Earned income (thou. PLN)	Direct costs of the project	Margin %
4Q2020	8 215	6 408	22%
3Q2020	11 096	8 503	23%

*** Votum S.A., Votum Odszkodowania S.A., Kancelaria Adwokatów i Radców Prawnych A. Łebek i Wspólnicy sp.k.,**

**** Votum S.A., Votum Odszkodowania S.A., Kancelaria Adwokatów i Radców Prawnych A. Łebek i Wspólnicy sp.k., Votum Centrum Odškodnění a.s., Kancelaria Prawna VIDSHKODUVANNYA sp. z o.o.**

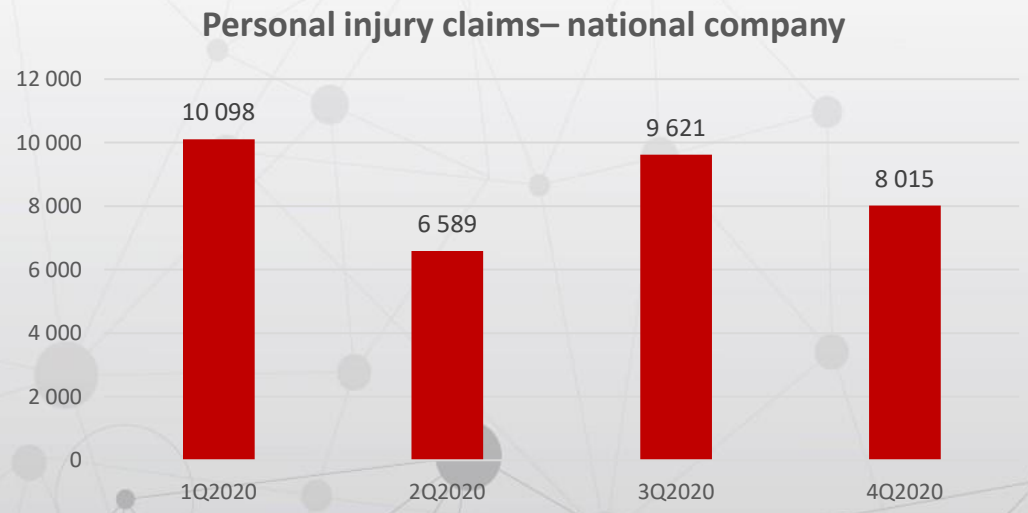
VOTUM SA

Personal injury claims segment - revenues dynamics (quarter on quarter) (thou. PLN)

Personal injury claims– national company *

	1Q2020	2Q2020	3Q2020	4Q2020
Revenues – personal injury claims	10 098	6 589	9 621	8 015

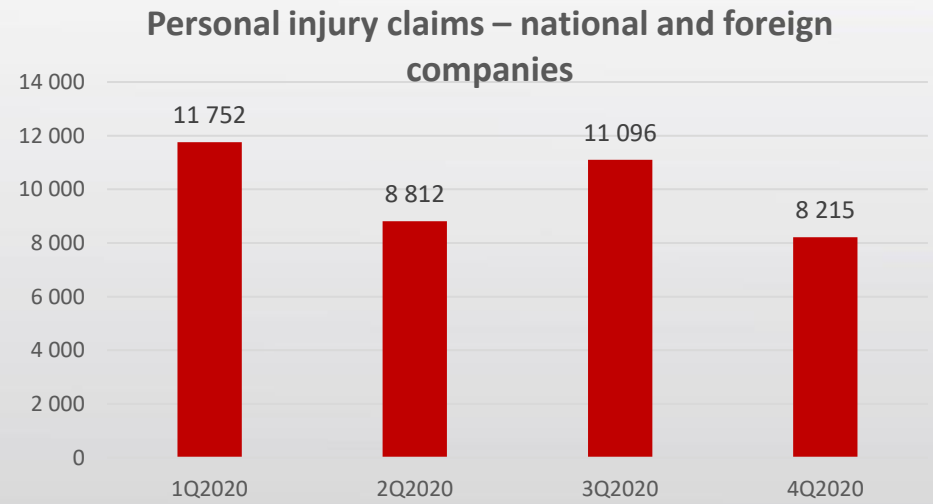
Revenue dynamics		
2Q/1Q2020	3Q/2Q2020	4Q/3Q2020
-35%	46%	-17%



Personal injury claims – national and foreign companies**

	1Q2020	2Q2020	3Q2020	4Q2020
Revenues – personal injury claims	11 752	8 812	11 096	8 215

Revenues dynamics		
2Q/1Q2020	3Q/2Q2020	4Q/3Q2020
-25%	26%	-26%



*** Votum S.A., Votum Odszkodowania S.A., Kancelaria Adwokatów i Radców Prawnych A. Łebek i Wspólnicy sp.k.,**

**** Votum S.A., Votum Odszkodowania S.A., Kancelaria Adwokatów i Radców Prawnych A. Łebek i Wspólnicy sp.k., Votum Centrum Odškodnění a.s., Kancelaria Prawna VIDSHKODUVANNYA sp. z o.o.**

The most important information about the operating segments

VOTUM SA

Rehabilitation segment (thou. PLN)

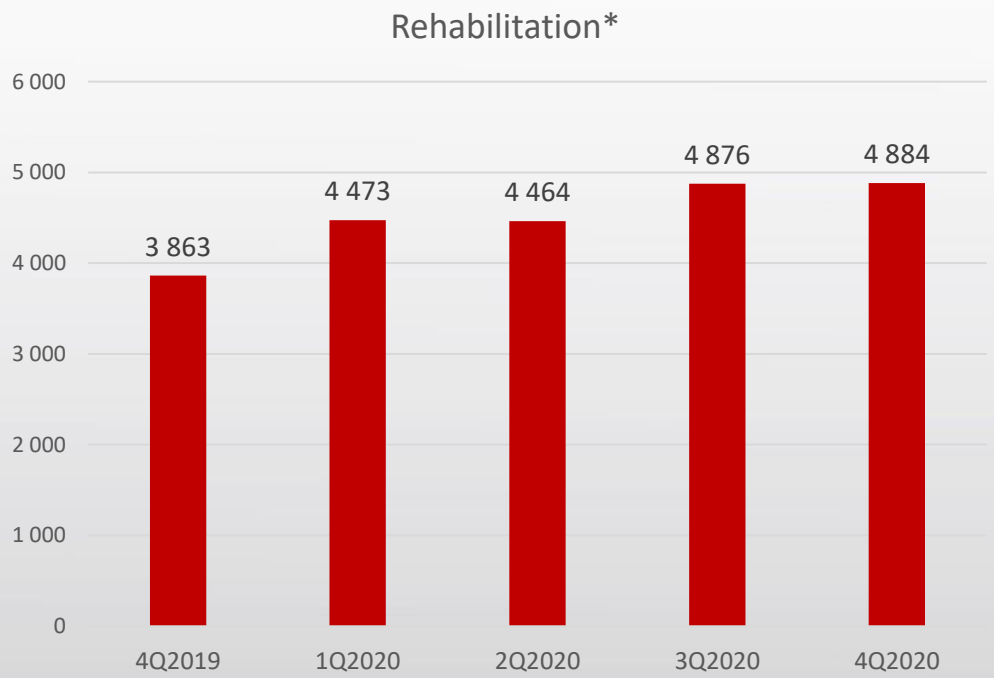
	4Q2020	3Q2020	Change
Sales revenue	4 884	4 876	0%

	4Q2020	3Q2020	Change
Projects costs	4 714	4 483	5%

Revenues dynamics (thou. PLN)

	4Q2019	1Q2020	2Q2020	3Q2020	4Q2020
profit - rehabilitation*	3 863	4 473	4 464	4 876	4 884

Changes in revenues dynamicts			
1Q2020/4Q2019	2Q2020/1Q2020	3Q2020/2Q2020	4Q2020/3Q2020
16%	0%	9%	0%



*including revenue of the NFZ'contract

Damage claims after car accident segment (thou. PLN)

	4Q2020	3Q2020	change
Sales revenue	6 169	5 191	19%

	4Q2020	3Q2020	Change
Project costs	5 528	4 944	12%

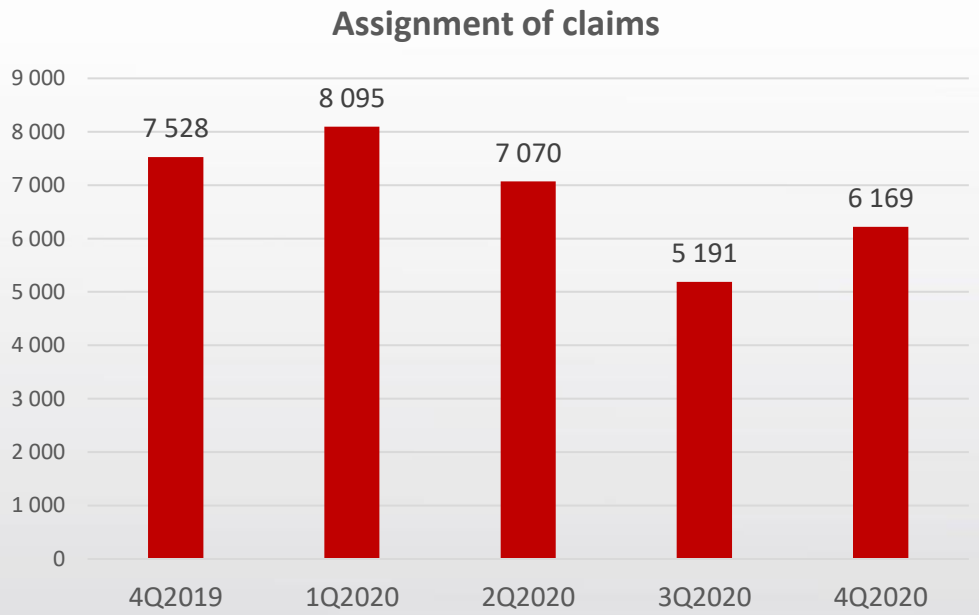
Cash flow

	Expenditures on the assignment	Sales revenue	CF
1Q 2020	7 242	8 095	853
2Q 2020	5 668	7 070	1 402
3Q 2020	5 477	5 191	-286
4Q2020	4 647	6 169	1 522

Damage claims after car accident segment - revenues dynamics (quarter on quarter) (thou. PLN)

	4Q2019	1Q2020	2Q2020	3Q2020	4Q2020
Revenues – assignment of claims	7 528	8 095	7 070	5 191	6 169

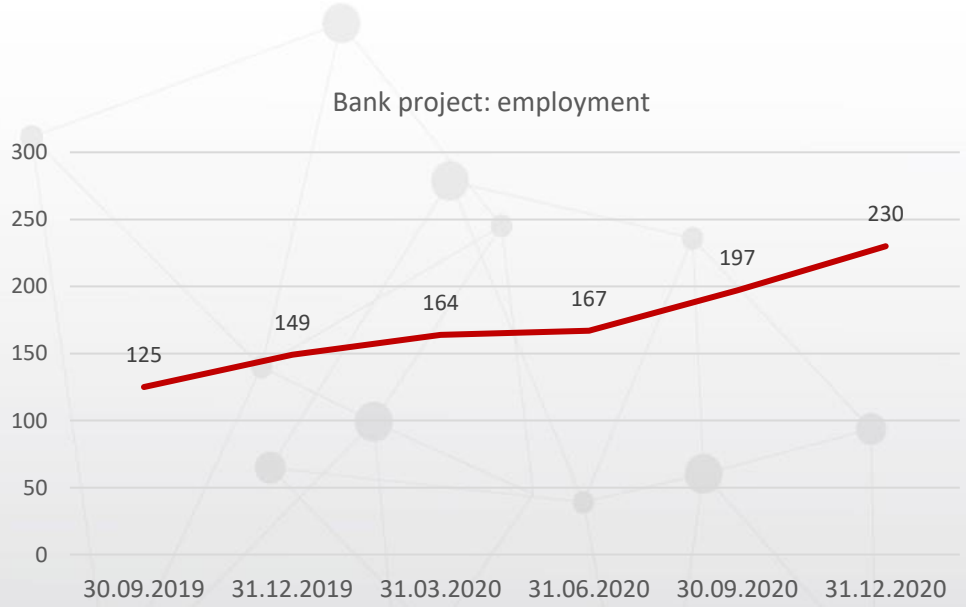
Changes in revenues dynamicts			
1Q2020/4Q2019	2Q2020/1Q2020	3Q2020/2Q2020	4Q2020/3Q2020
8%	-13%	-27%	19%



The most important information about the operating segments

Bank contracts claims segment

	4Q2020	3Q2020	Change
Sales revenue	8 959	8 141	10%



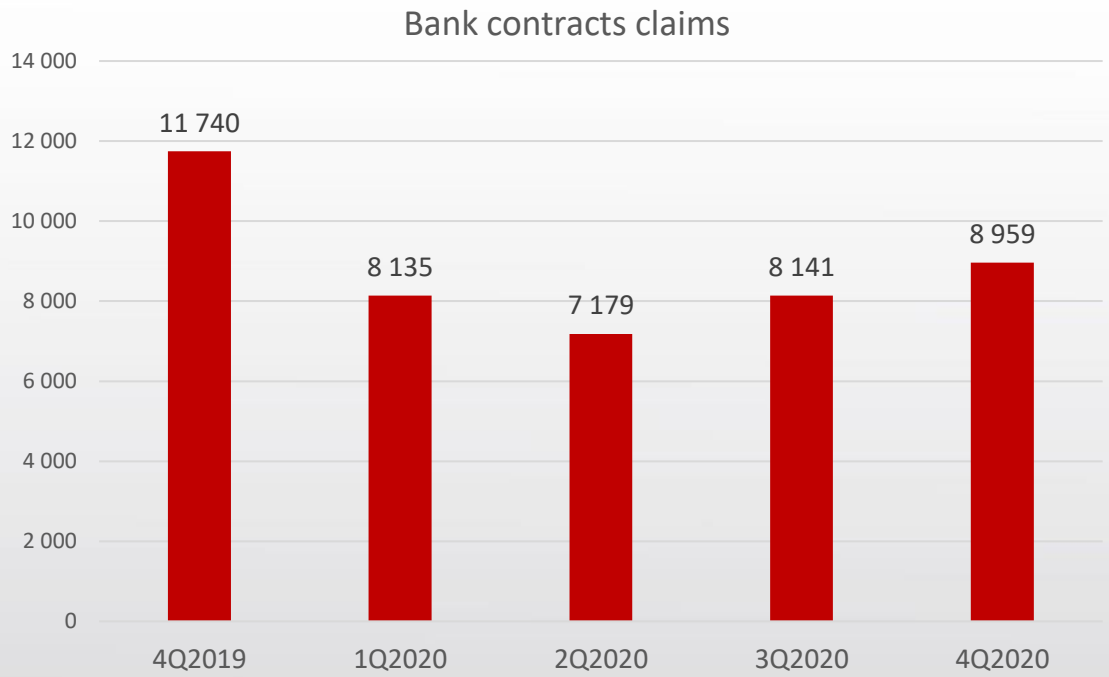
	4Q2020	3Q2020	Change
Project costs	9 109	7 758	17%

	Earned income (thou. PLN)	Sale costs	selling costs in revenues	case management costs	Other costs	Sum of other costs	Margin [%]
4Q2020	8 959	2 695	**30,08%**	6 348	66	**9 109**	-2%
3Q2020	8 141	2 641	**32,44%**	5 093	24	**7 758**	5%

Bank contracts claims – revenues dynamics (quarter on quarter) (thou. PLN)

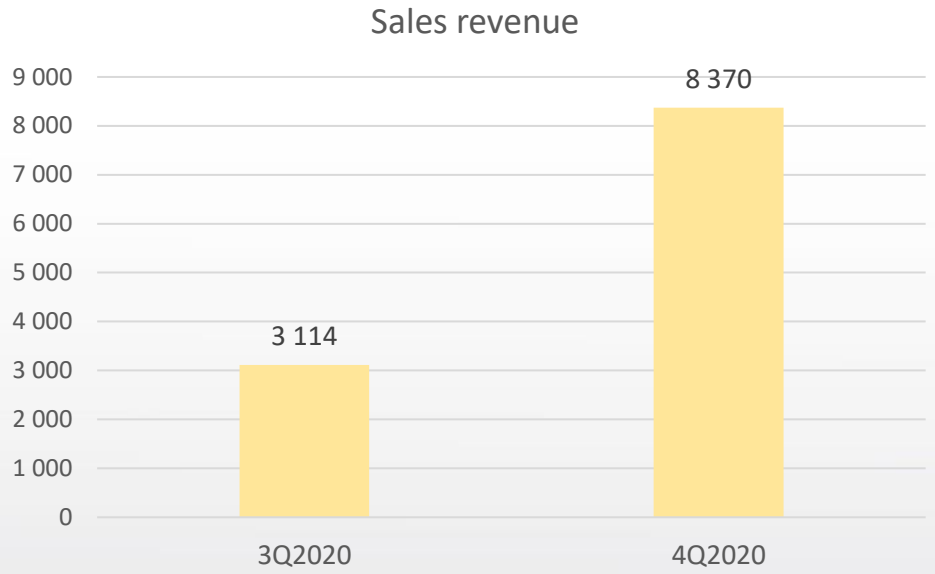
	4Q2019	1Q2020	2Q2020	3Q2020	4Q2020
revenue – bank contract claims	11 740	8 135	7 179	8 141	8 959

Changes in revenues dynamicts			
1Q2020/4Q2019	2Q/1Q2020	3Q/2Q2020	4Q/3Q2020
-32%	-12%	13%	10%



Renewable Energy sources segment (thou. PLN)

	4Q2020	3Q2020
Sales revenue	8 370	3 114



	4Q2020	3Q2020
Project costs	8 400	4 183

VOTUM SA

CG VOTUM – comparison of selected financial data for 4Q 2019 to 4Q 2020 (thou. PLN)

Profit and Loss Account	4Q2020	4Q2019	Change %
Sales revenues	150 138	141 777	6%
Operating expenses	138 314	117 287	18%
Profit on operating activity	11 971	22 557	-47%
Net profit	8 398	17 579	-53%

	4Q2020	4Q2019	Change %
Other services (mainly the salary of co-workers)	89 743	81 928	10%
Salary Social security and other benefits	30 319	24 492	24%
sum	**120 062**	**106 420**	**13%**

CG VOTUM – comparison of selected financial data for 3Q 2020 to 4Q 2020 (thou. PLN)

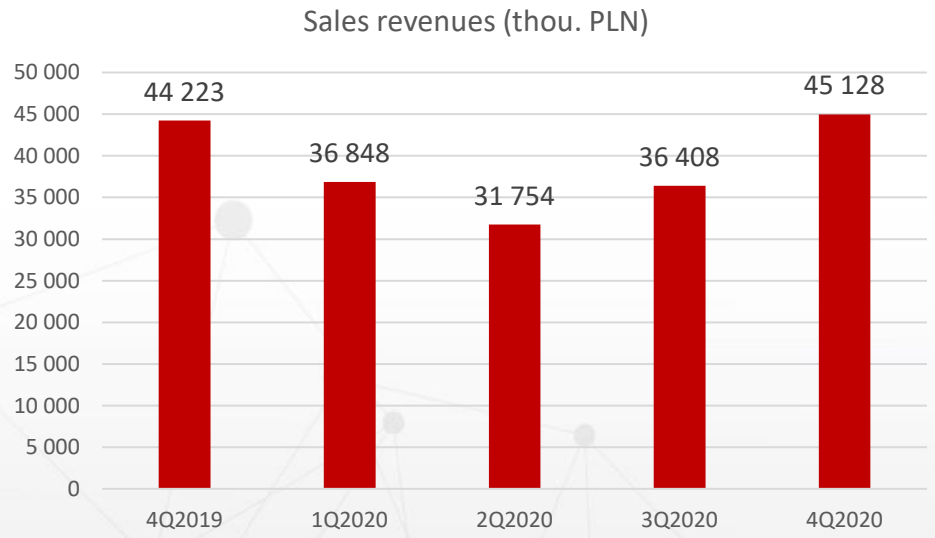
Profit and Loss Account	4Q2020	3Q2020	Change %
Sales revenues	45 128	36 408	24%
Operating expenses	41 065	33 536	23%
Profit on operating activity	3 588	2 910	23%
Net profit	2 525	1 794	41%

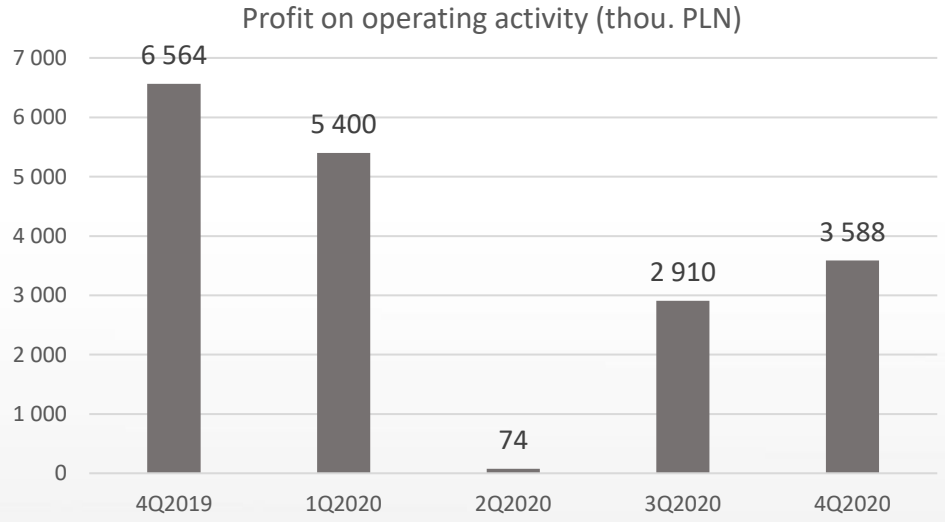
	4Q2020	3Q2020	Change %
Other services (mainly the salary of co-workers	24 727	21 640	14%
Salary Social security and other benefits	8 471	7 191	18%
SUM	**33 198**	**28 831**	**15%**

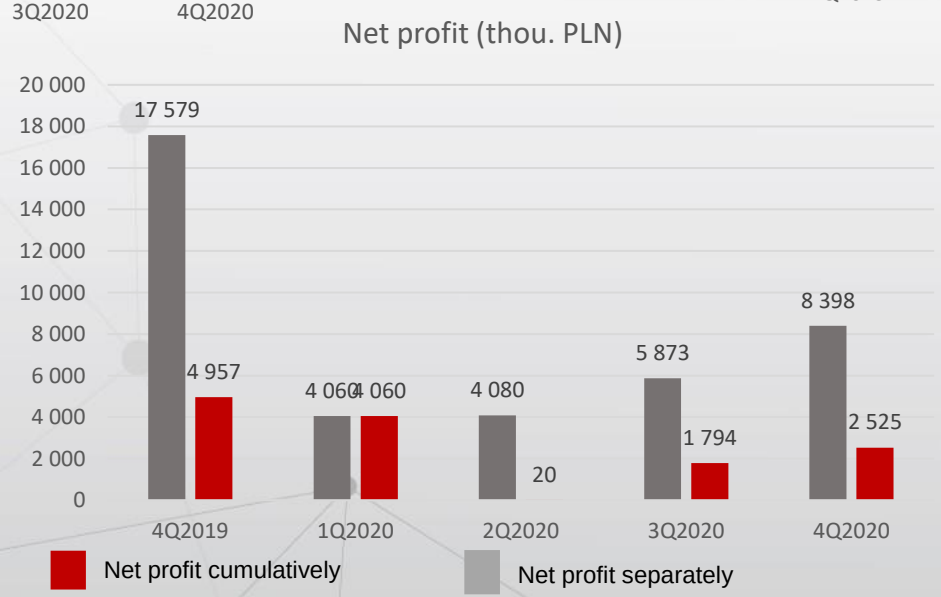
		Claims for personal injury*	Claims for bank contracts	Claims for car damages	Rehabilitation services	OZE
Sales revenues	4Q 2020	8 215	8 959	6 169	4 884	8 370
	3Q 2020	11 096	8 141	5 191	4 876	3 114
Percentage share of individual segments in total revenues	4Q 2020	18%	19%	14%	11%	19%
	3Q 2020	30%	22%	14%	13%	9%

* personal injury claims – national and foreign companies

CG VOTUM – analysis of selected financial data for 4Q 2019 to 4Q 2020 (thou. PLN)

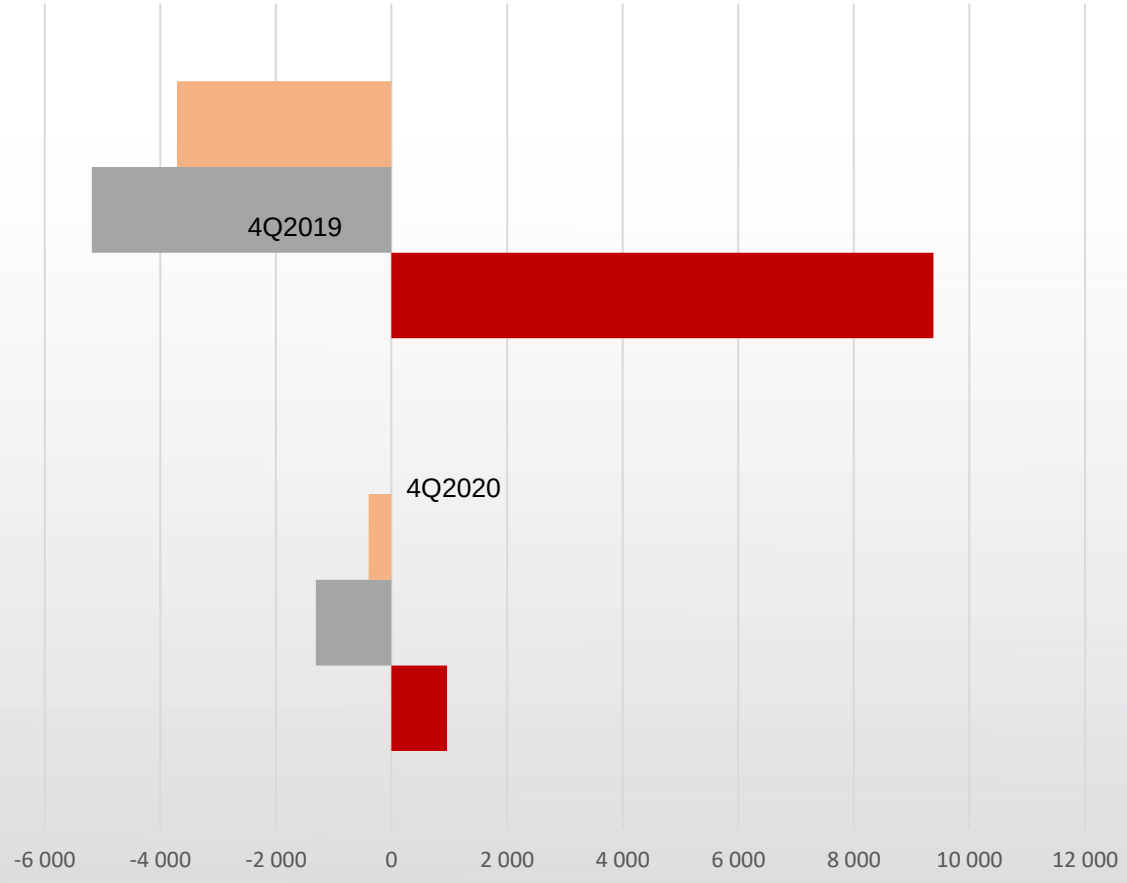






CG VOTUM – cash flow (thou. PLN)

	4Q2020	4Q2019
Net cash flow from operating activities	960	9 377
Net cash flow from investing activities	- 1 309	-5 184
Net cash flow from financing activities	-396	-3 712
Net cash flow together	**-745**	**481**

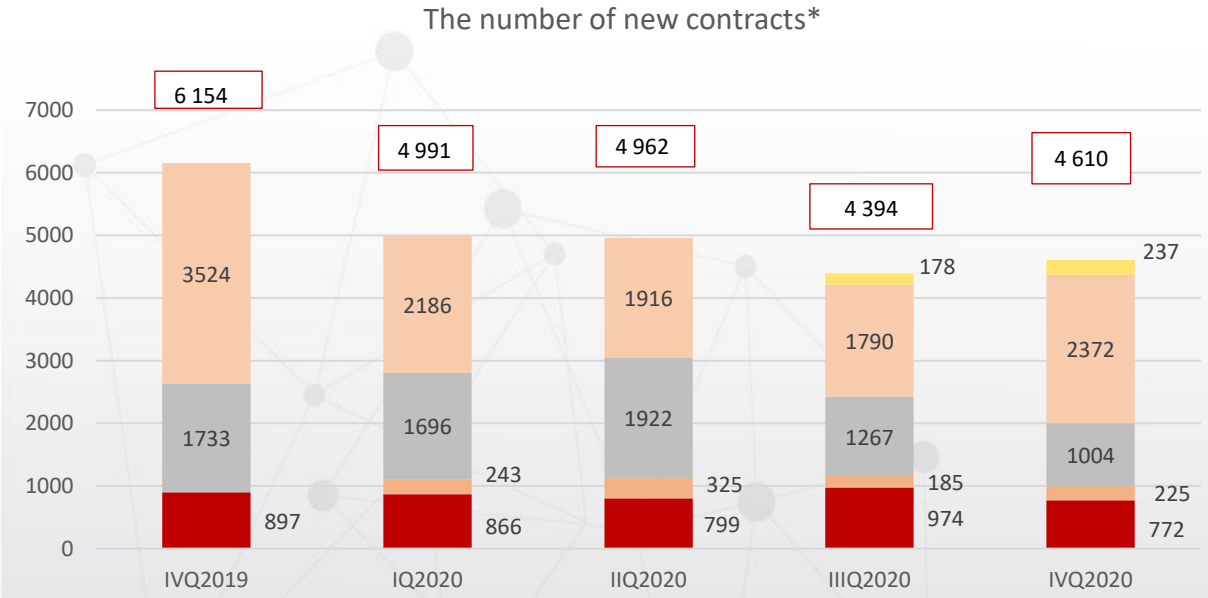


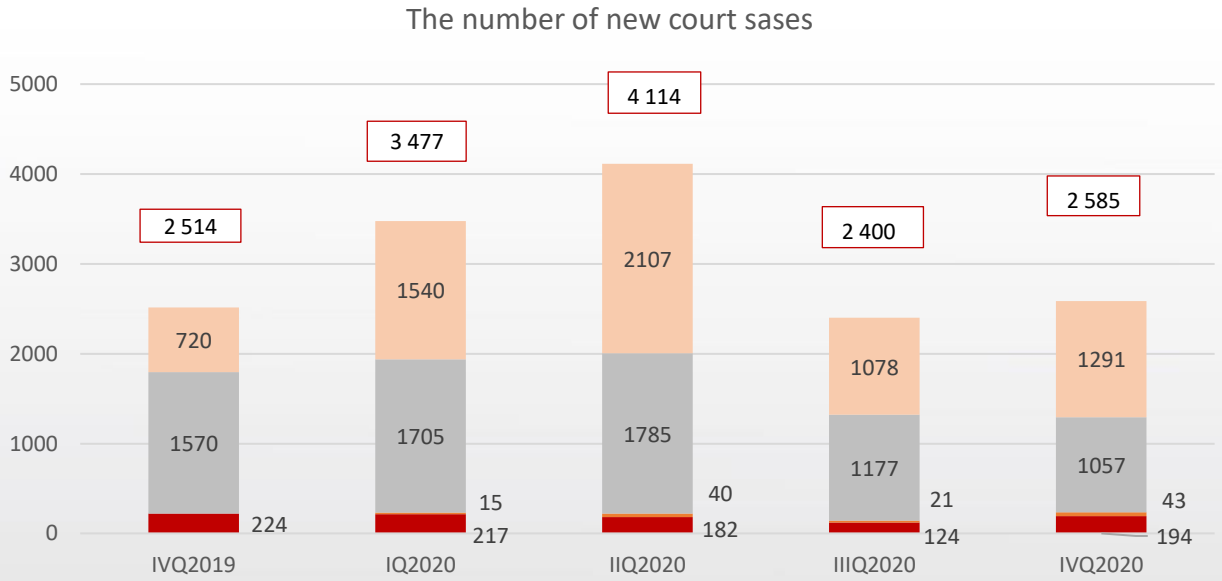
	on 30.09.2020	on 31.12.2020
Cash	6 474	8 788

The number of new contracts, the numer of new court sases

VOTUM SA

personal injury
banking
material damage (assignment of receivables)
other
photovoltaic micro installations



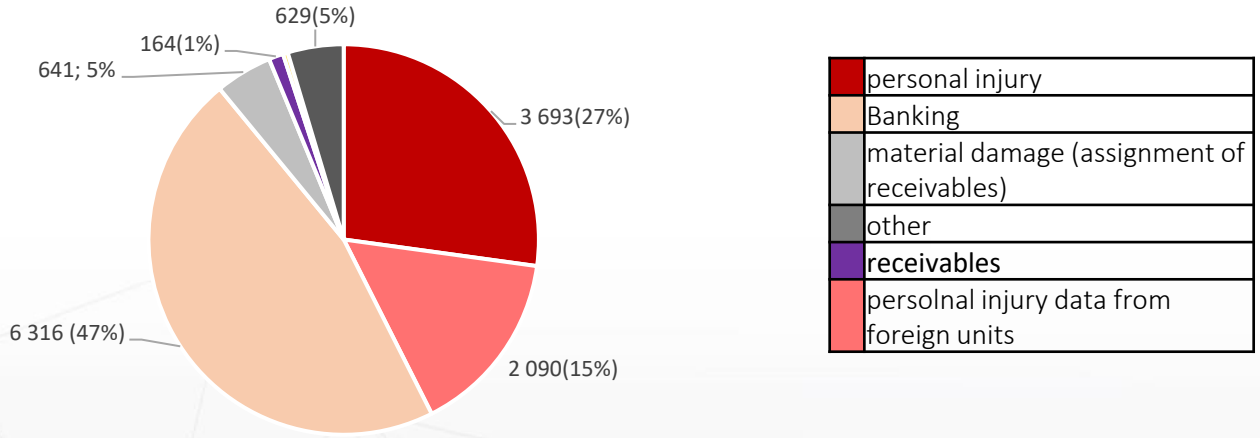


** The chart does not take into account cases identified as „other" (damage to real estate, inheritance of claims from OFE, material damage based on success fee) and applies only to matters positively verified and registered in the Company's IT system*

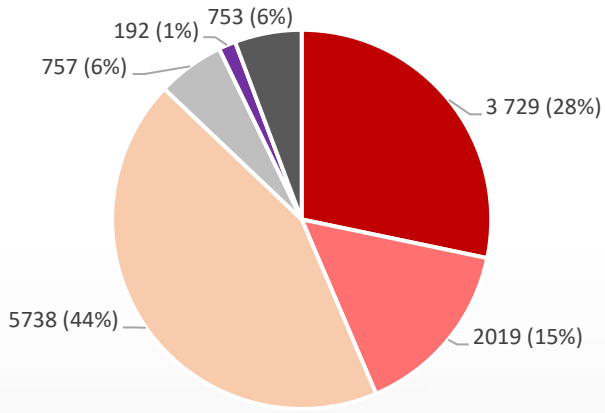
Number and value of cases

VOTUM SA

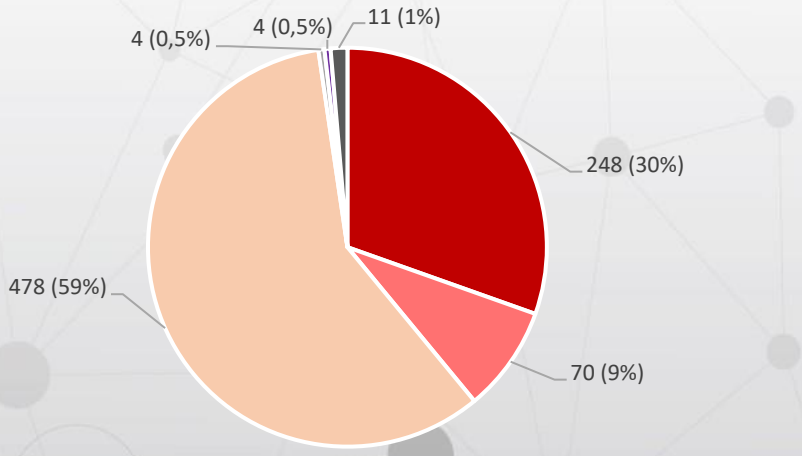
Number of pre-trial cases as at 30 September 2020 by type of cases



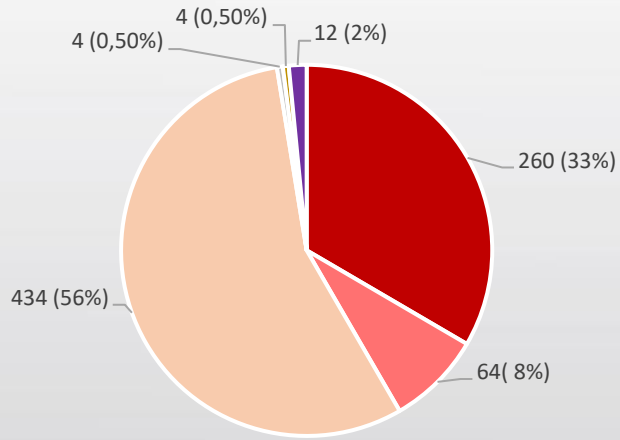
Number of pre-trial cases as at 31 December 2020 by type of cases



The value of pre-trial cases as at 30 September 2020, by type of cases (in PLN mln)



The value of pre-trial cases as at 31 December 2020, by type of cases (in PLN mln)



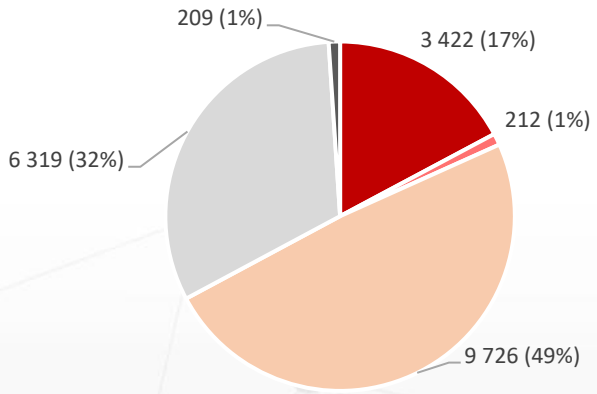
At at September 30, 2020, the Company maintained 13 533 cases in pre-trial proceedings. The total value of estimated and reported claims to obliged entities was PLN 811 760 580.

As at December 31, 2020, the Company maintained 13 188 cases in pre-trial proceedings. The total value of estimated and reported claims to obliged entities was PLN 777 566 331.

Number and value of cases

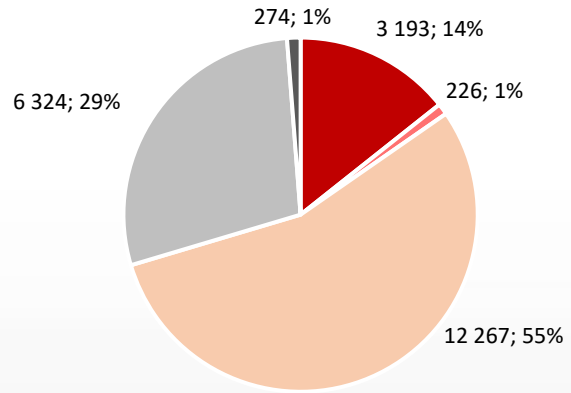
VOTUM SA

Number of trial cases as of 30 September 2020 by type of case*

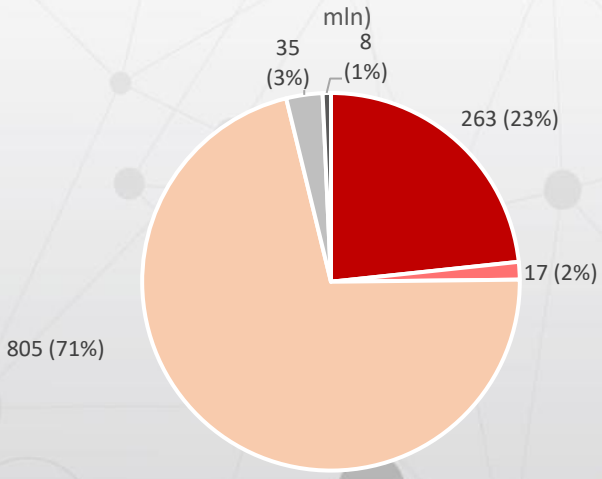


	personal injury
	Banking
	material damage (assignment of receivables)
	other
	receivables
	persolnal injury data from foreign units

Number of trial cases as of 31 December 2020 by type of case*

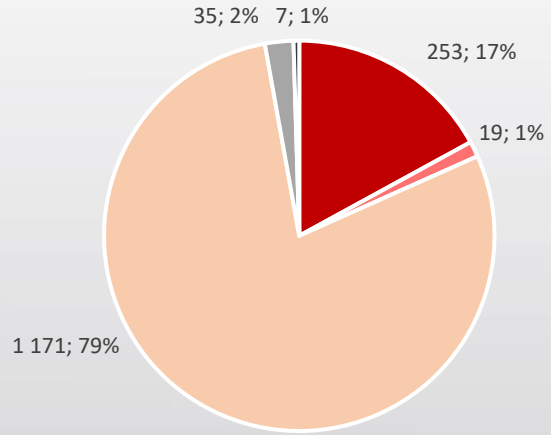


The value of litigation as at 30 September 2020, by type of cases (in PLN mln)



* Caces in which an action has been brought or is being prepared

The value of litigation as at 31 December 2020, by type of cases (in PLN mln)



At September 30, 2020, the Company maintained 19 888 cases in litigation. The total value of the subject of litigation of estimated and reported claims to obliged entities was PLN 1 130 410 449.

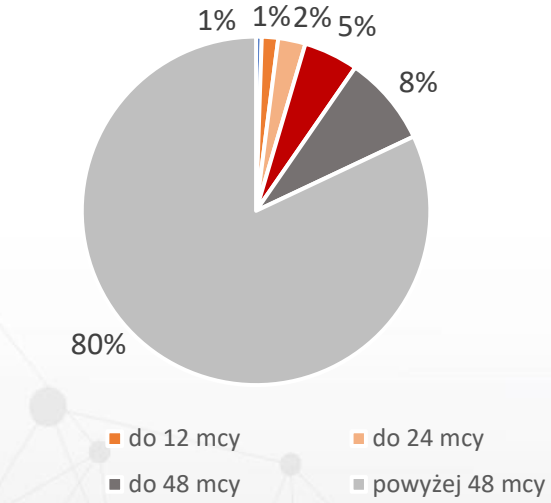
At December 31, 2020, the Company maintained 22 284 cases in litigation. The total value of the subject of litigation of estimated and reported claims to obliged entities was PLN 1 486 495 530.

Duration of the case in the first instance

VOTUM SA

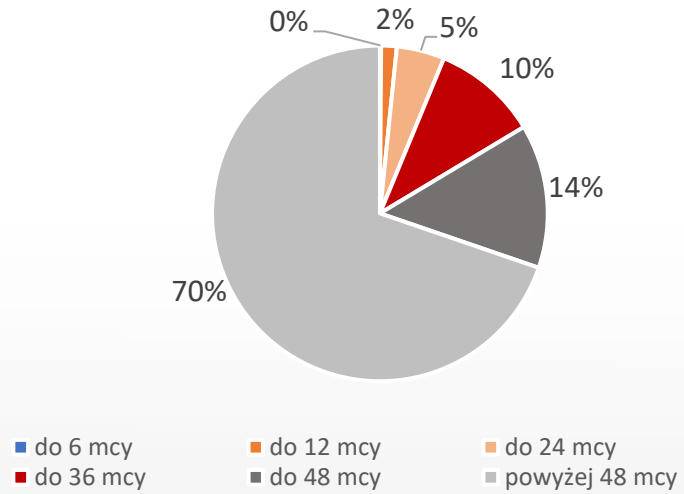
Personal injury claims segment*

Claims for personal injury and health disorder

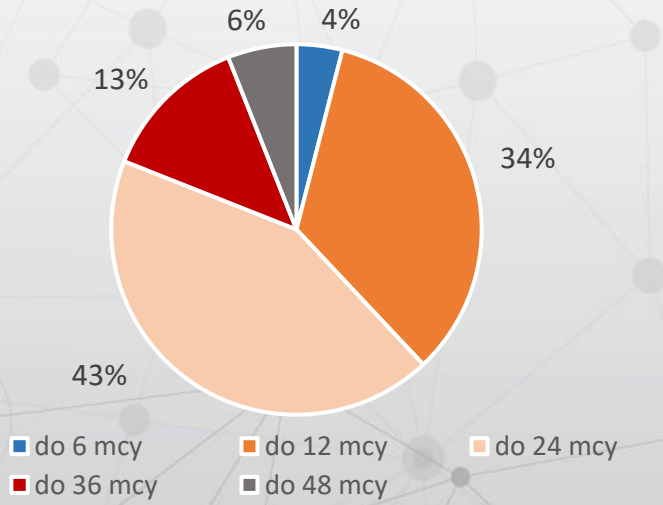


* an attempt based on final and non-final court in 2020

Claims for death of family member

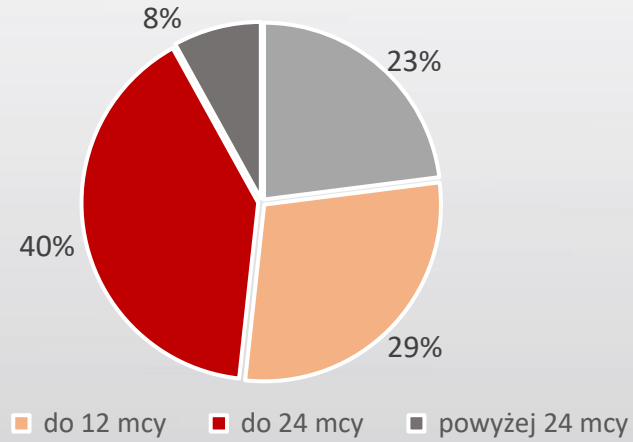


Damage claims after car accident segment **



** an attempt based on final and non-final court judgments between 04.12.2020 - 05.01.2021

Bank contracts claims segment***



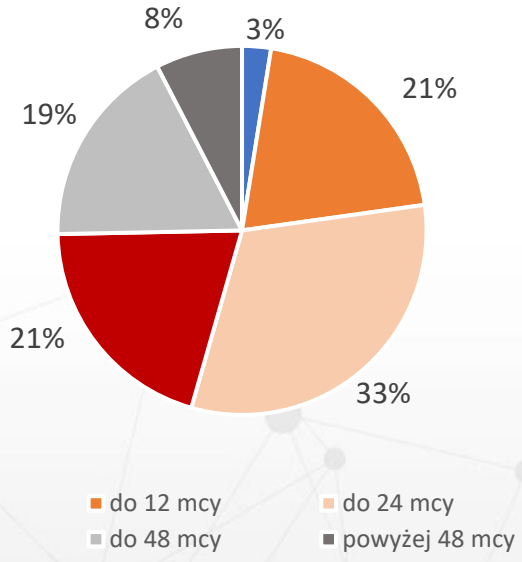
*** an attempt based on all of final and non-final court judgments in 2020

Duration of the case in the second instance

VOTUM SA

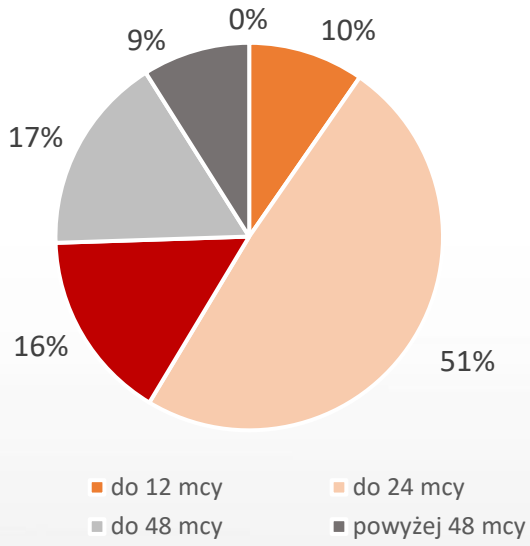
Personal injury claims segment*

Claims for personal injury and health disorder

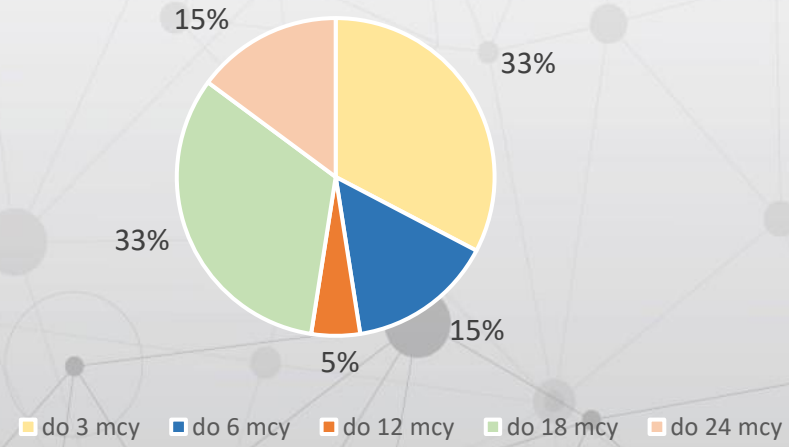


an attempt based on the court judgements from 2020

Claims for death of family member



Damage claims after car accident segment**

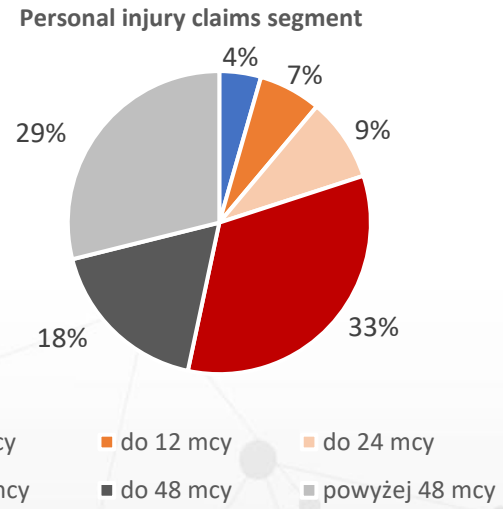


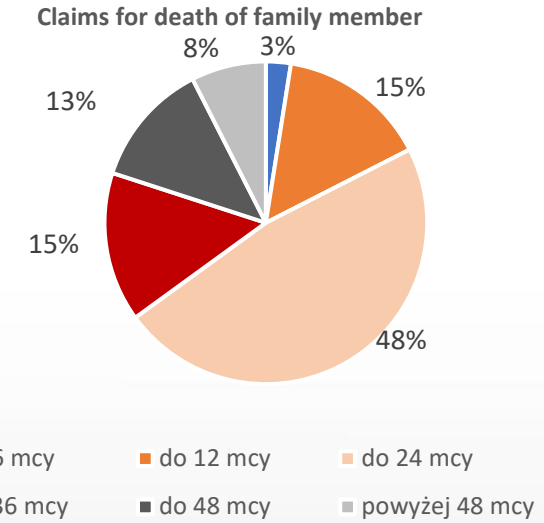
** an attempt based on court judgments between October and December 2020

Personal injury claims segment

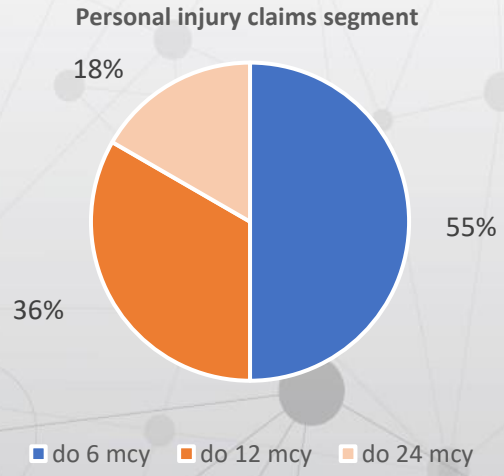
VOTUM SA

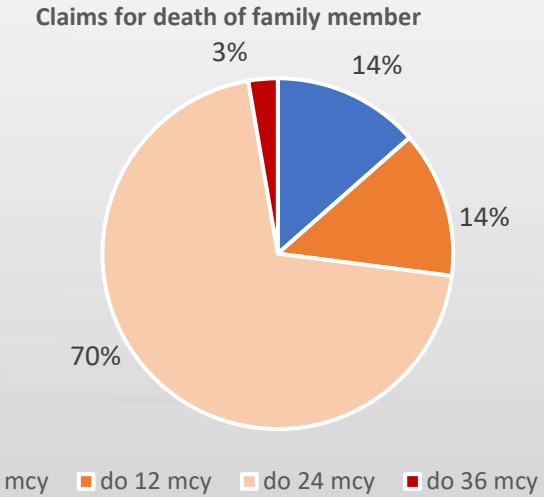
Duration of the case in the first instance*





Duration of the case in the second instance*



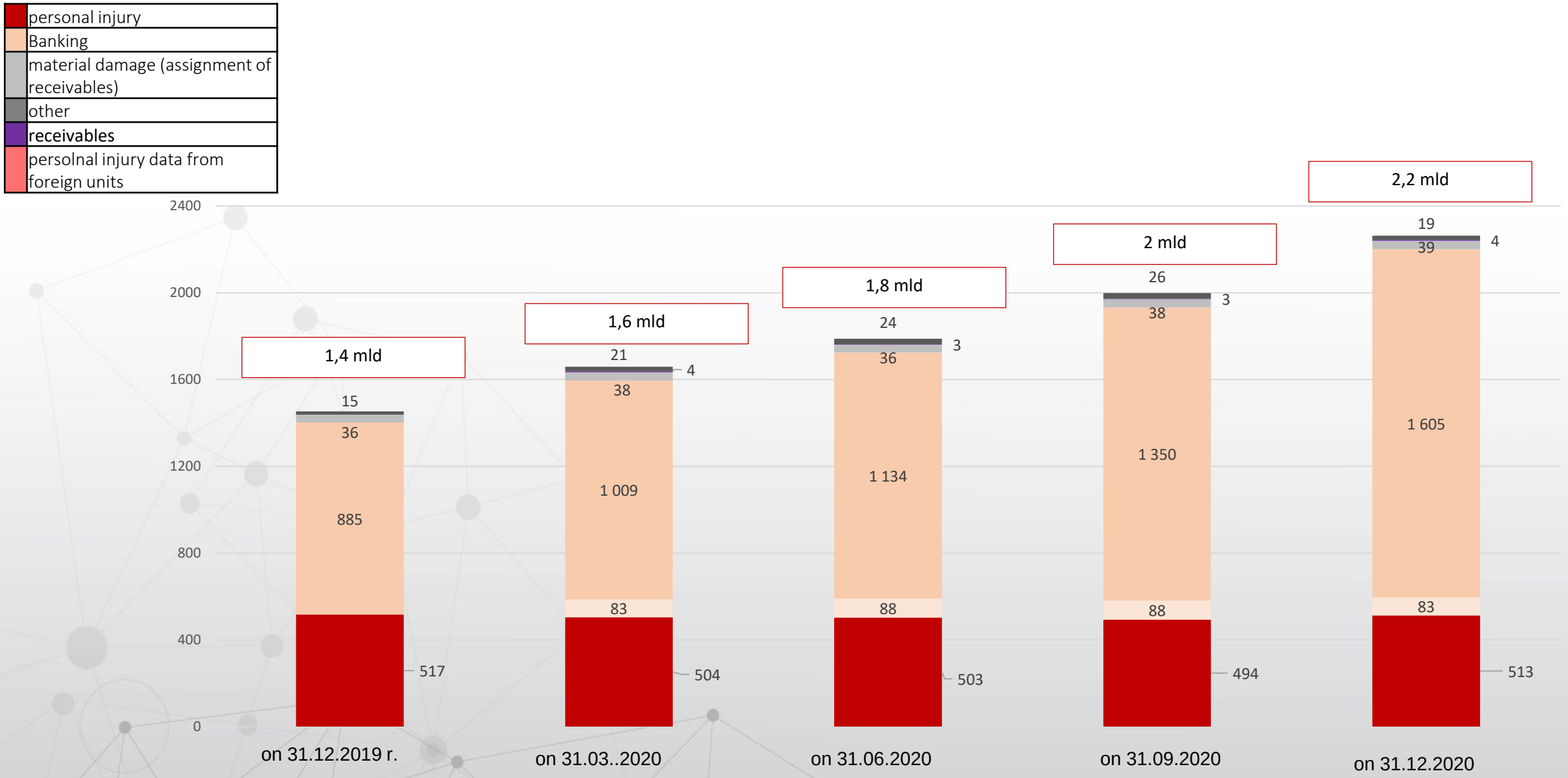


* trial based on final and non-final court judgments between 01/01/2021 and 18/02/2021

The numer of scheduled and canceled trails in 2020 and in 2021 - CG Votum

		Scheduled trail	Canceled trail	Number of canceled trails to scheduled trials
2020	March	1 842	1 114	60,5%
	April	1 274	1 253	98,3%
	May	991	841	84,9%
	June	1 482	230	15,5%
	July	1 252	127	15,7%
	August	782	79	10,1%
	September	1 382	106	7,7%
	October	1 883	237	12,6%
	November	1 639	243	14,8%
	December	1 543	176	11,4%
2021	January	1 486	120	8%
	February	1 086	34	3,1%
	March	1 314	52	3,95%

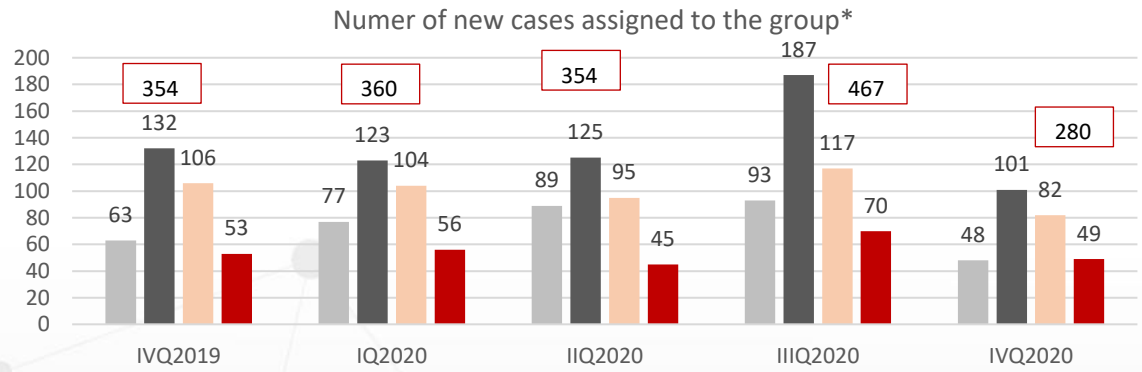
Value of pre-trial and trial cases

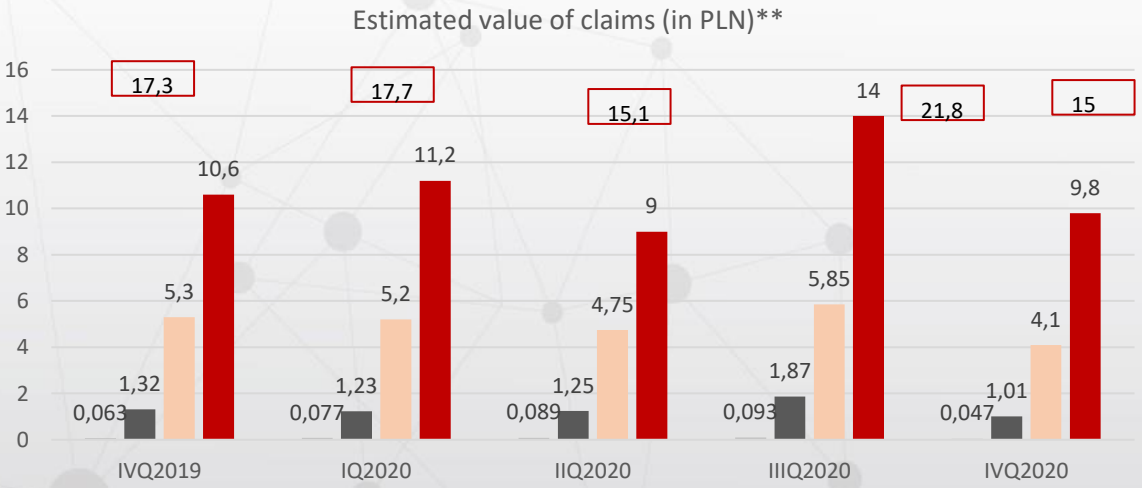


* Cases in which an action has been brought or is being prepared

Claims for personal injury

Claims for personal injury and health disorder





Group 1 – claims under PLN 10 000

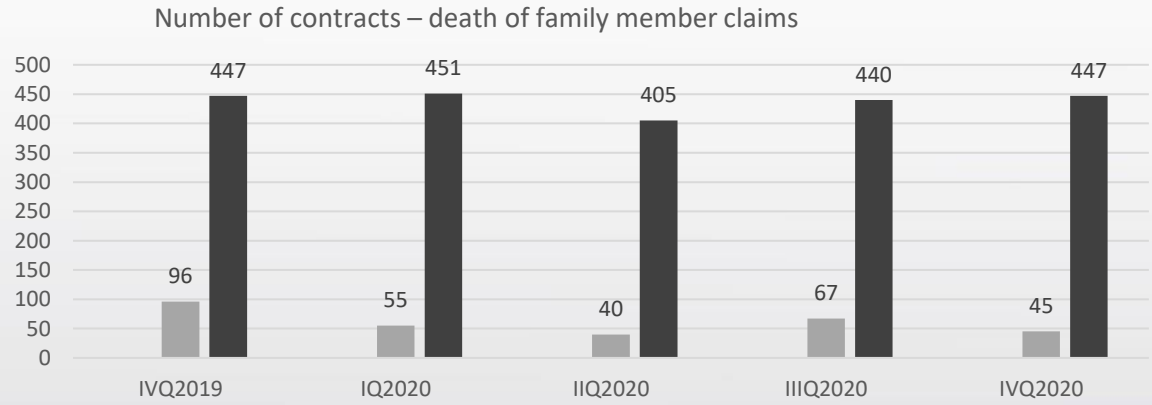
Group 2 – claims from PLN 50 000 to PLN 200 000

Group 3 – claims from PLN 50 000 to PLN 200 000

Group 4 – claims over PLN 200 000

*including cases which documentation allowed assignment to specific group

Claims for death of family member

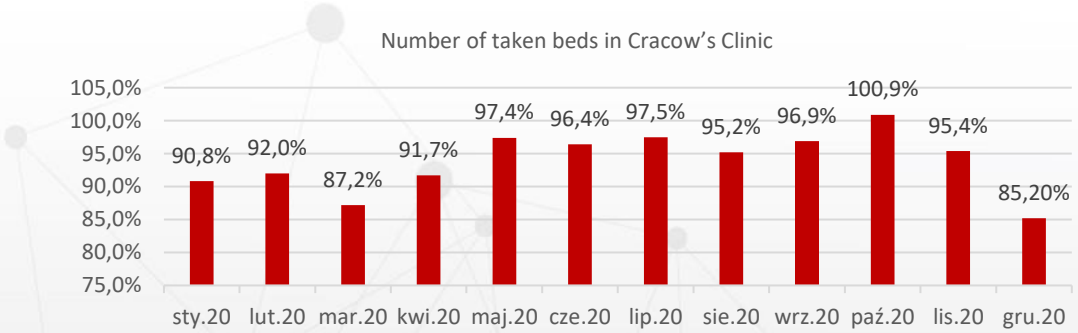


Road accident – death of the victim before August 3,2008

Road accident – death of the victim after August 3,2008

**the lowest value in the group was adopted as the value of a case, and for cases from group 1, the value of PLN 1,000. In fact, the claims in each case are subject to an individual assessment of the estimated value of the claims

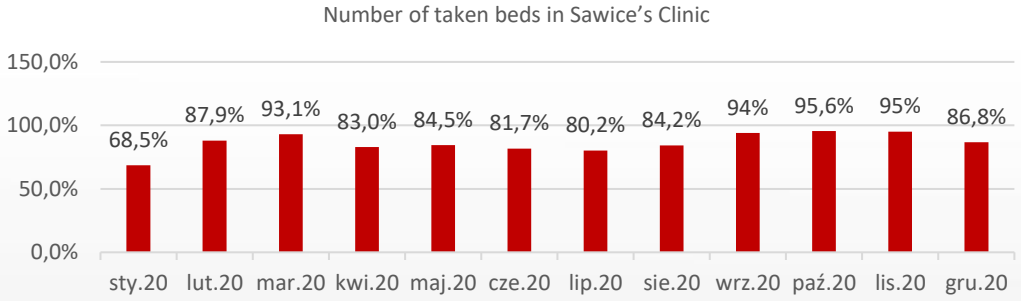
Polskie Centrum Rehabilitacji Funkcjonalnej VOTUM S.A. sp. k. has 30 clinic beds. In fourth quarter over 94% has been taken.

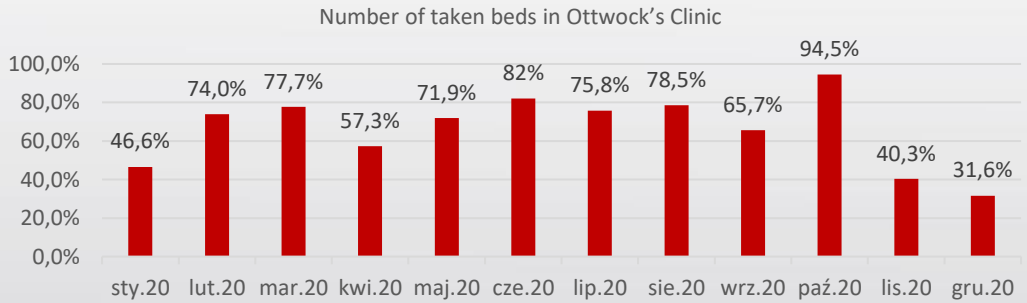


Unit in Otwock (woj. mazowieckie)

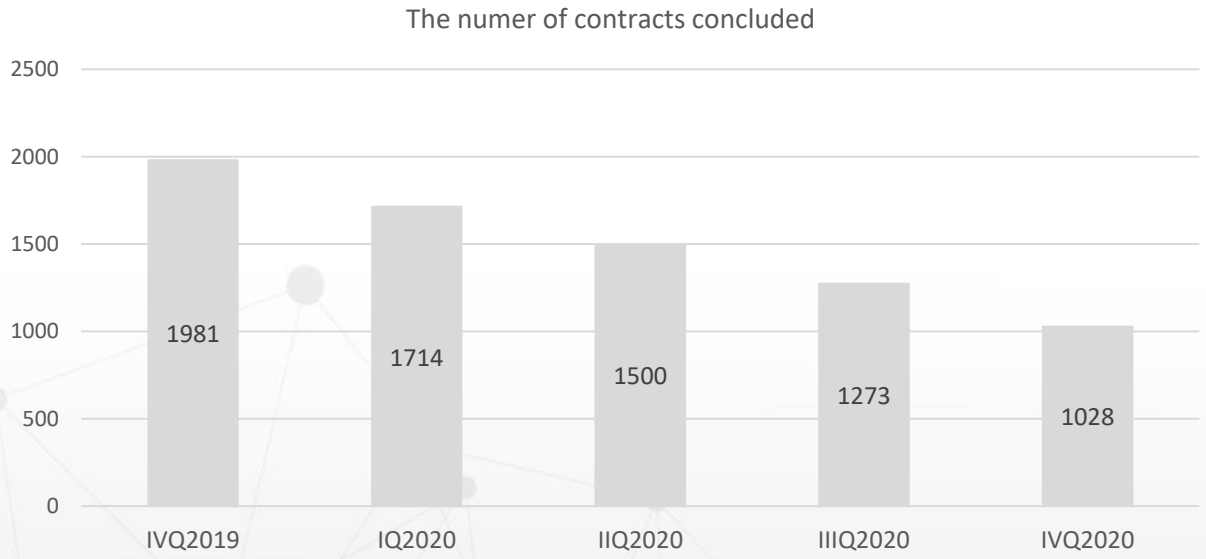
Since July 2020 unit in Otwock has over 40 beds. Clinic specializes in rehabilitaion of people with neurological orthopedical issues.

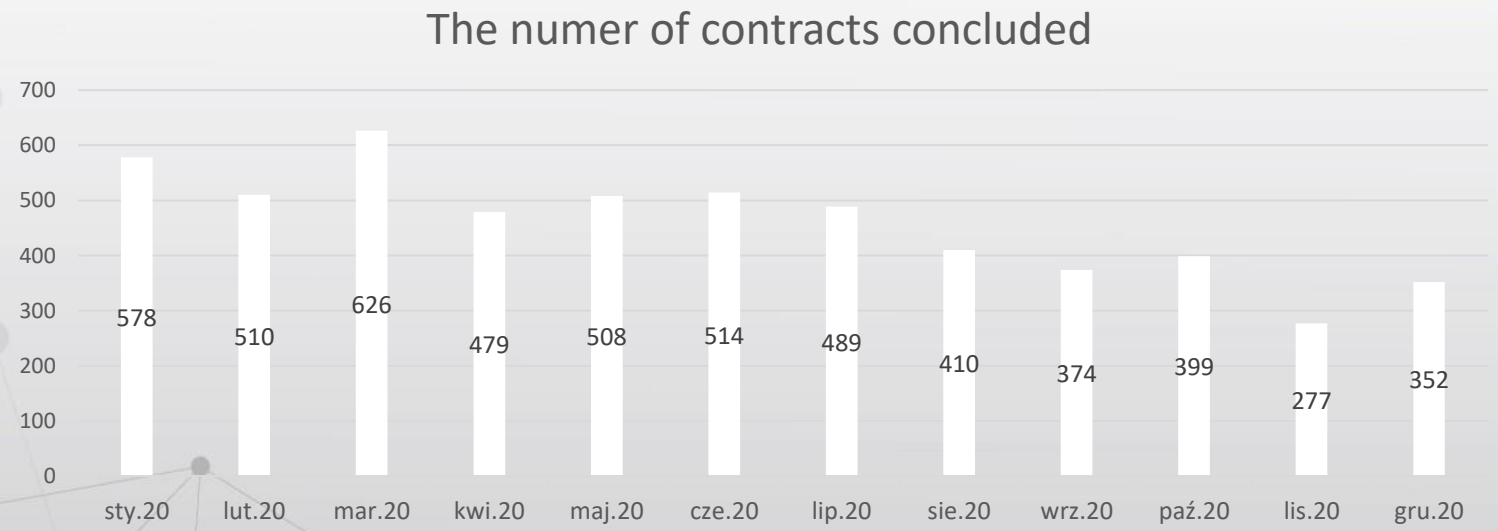
Clinic in Sawice works closely with NFZ and take care of of patiens in coma. Clinc has 20 intensive care beds.



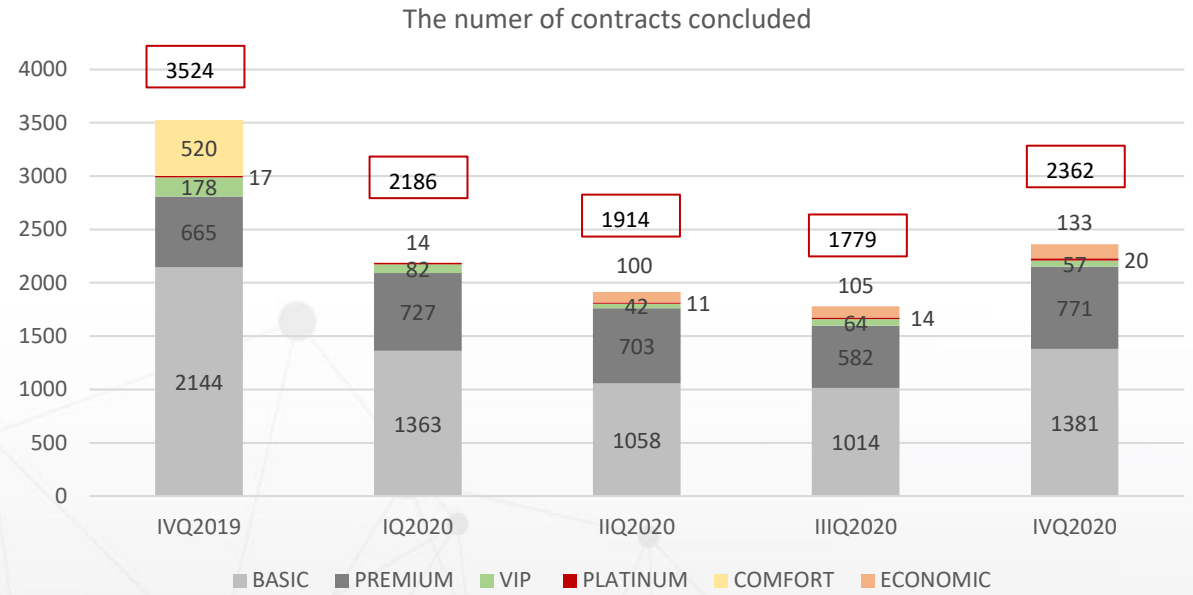


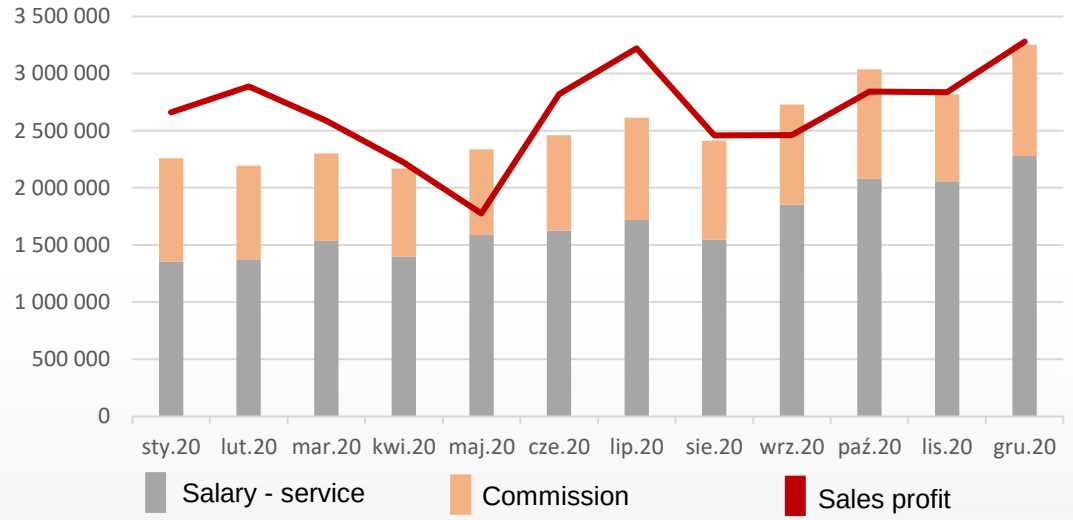
Claims for car damages

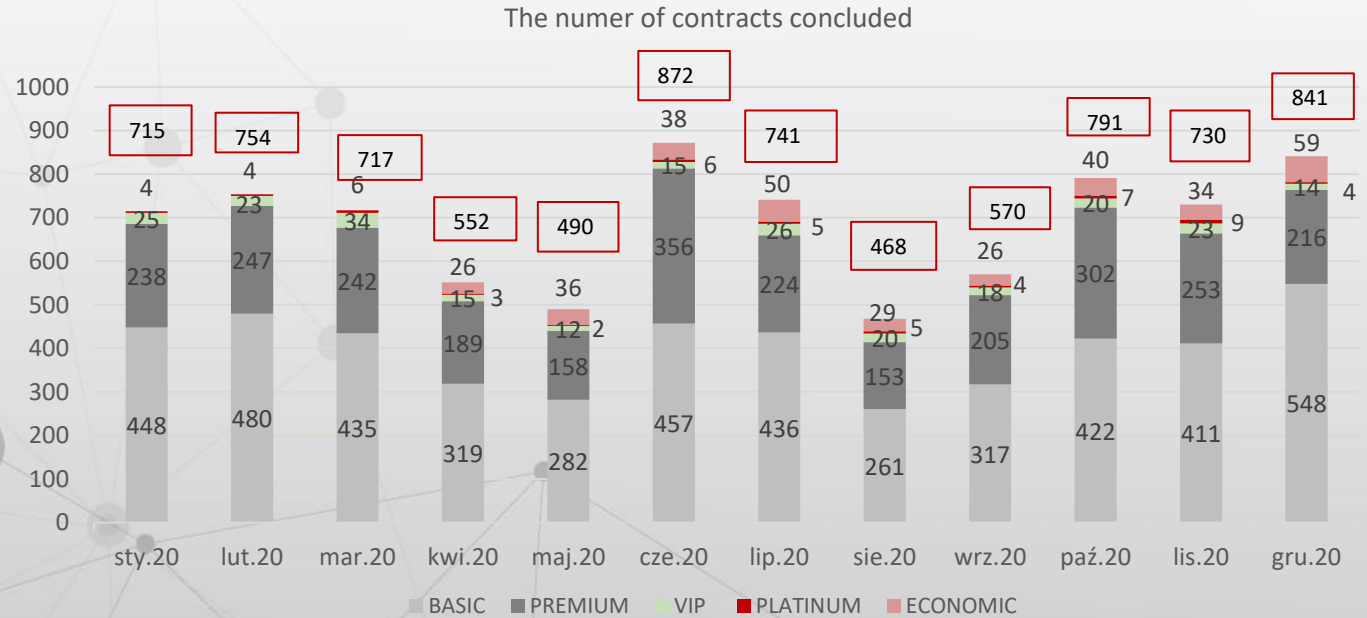




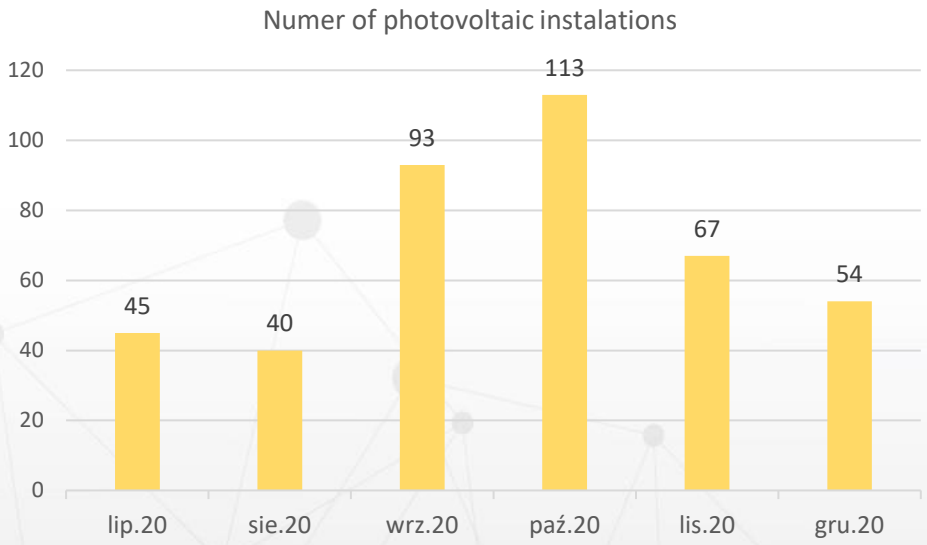
Claims for bank contracts

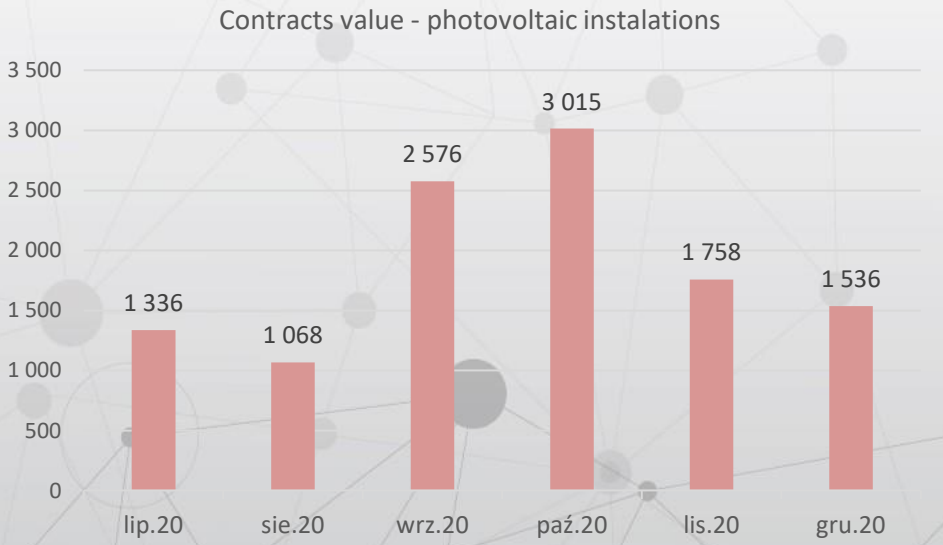






Renewable Energy Sources Project



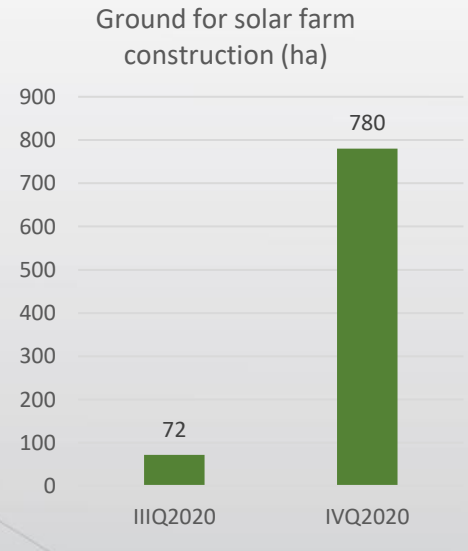


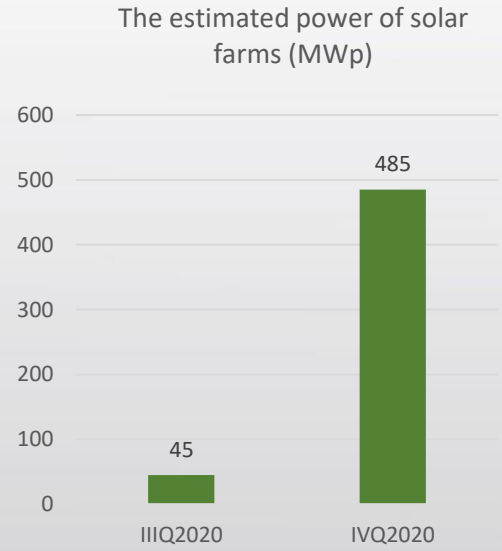
Solar farms project

The beginning of Solar Farms Project: September 2020

Number of signed contract	Expected power
60	**485 MWp**

Number of positive field verification	Expected power
110	**830 MWp**

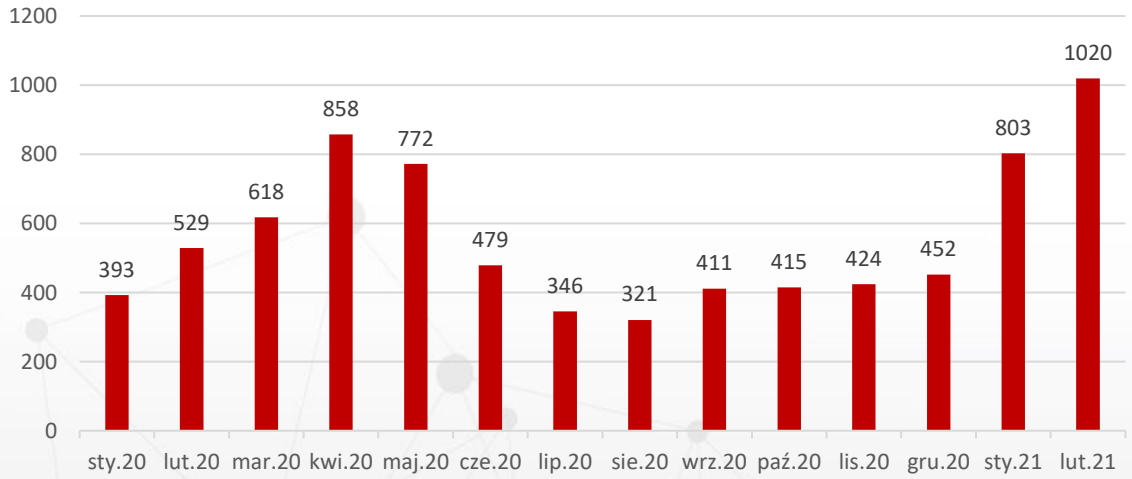




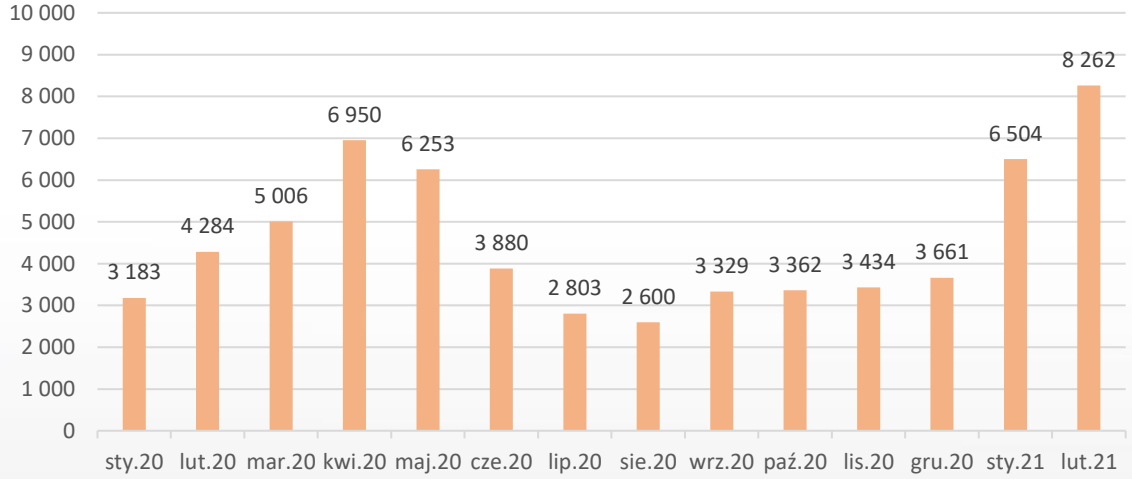
Banking cases at the court stage

VOTUM SA

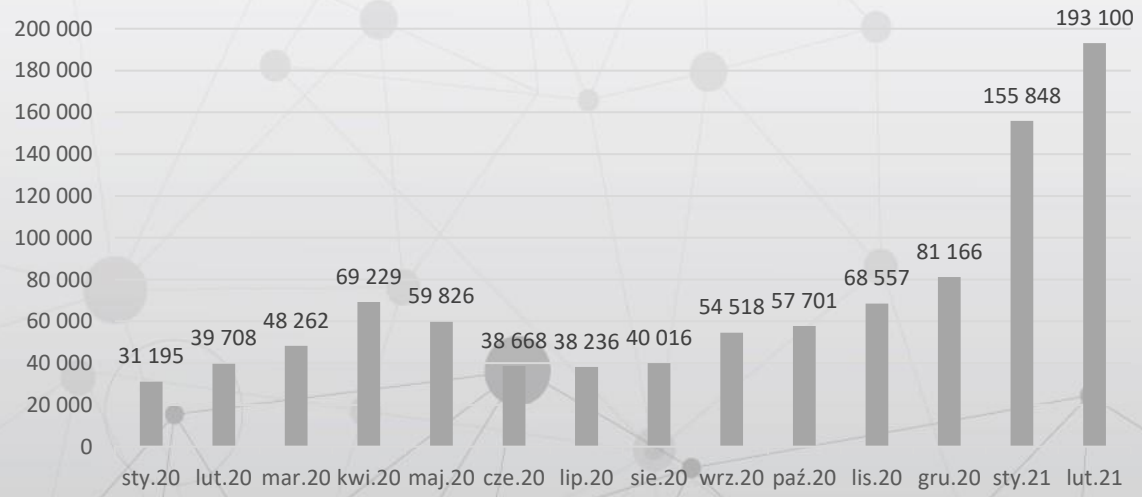
The number of new court sases



Representation costs in new court cases (in thou. PLN) (Ist and 2nd Instance)



Estimated value of the dispute in new court cases (in thou. PLN)



Average value of the dispute – 135 915,03 PLN

Average salary *succes fee* – about 19 700,00 PLN*

Representation costs:

Claims up to 75 000 PLN

5 400 zł (Ist Instance)

2 700 zł (2nd Instance)

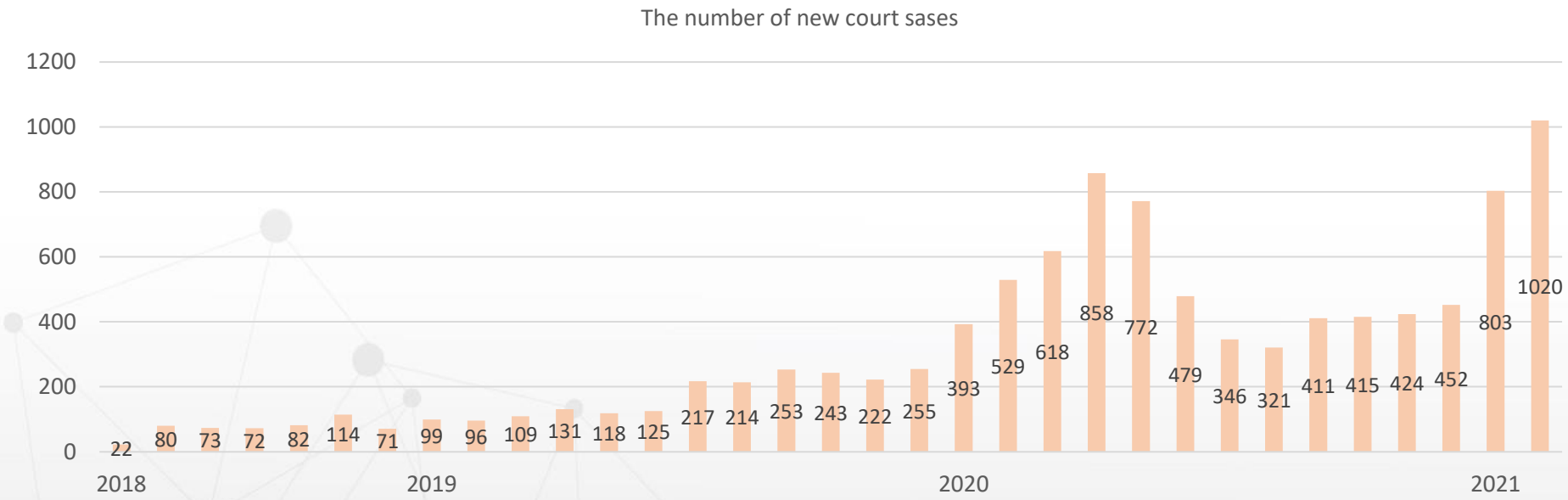
Claims over 75 000 PLN

5 400 zł (Ist Instance)

4 050 zł (2nd Instance)

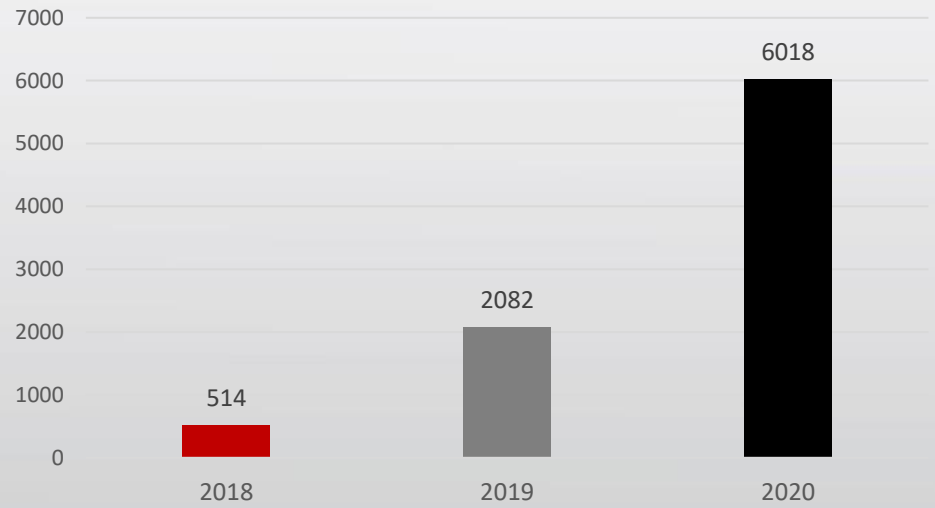
* assuming that the claim is accepted in full

Banking cases at the court stage



16% market share

In 2020, 37.2 thous. new cases against 11.6 thous. in 2019*



*https://www.rp.pl/Banki/302259866-Ugody-rozbudzily-kredytobiorcow.html

Thank you for your attention

VOTUM SA

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