



WARSZAWA
WROCLAW
KRAKOW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM DEVELOPMENT S.A. CAPITAL GROUP PRESENTATION OF H1 2024 RESULTS

29 AUGUST 2024

THE FIRST HALF OF 2024 AT DOM DEVELOPMENT GROUP



1 954

UNITS SOLD IN RETAIL MARKET

+6% YoY

1 637

UNITS DELIVERED

-18% YoY

PLN 231 m

NET PROFIT H1 2024

+4% YoY

8 371

**RECORD NUMBER OF UNITS
UNDER CONSTRUCTION**

NPS⁽¹⁾ 70 pts.

CUSTOMER SATISFACTION INDEX
at a very high level

PLN 622 m

CASH⁽²⁾ AS AT 30.06.2024
no bank debt

(1) NPS (Net Promoter Score) is an index calculated from customer satisfaction surveys, with values ranging from -100 to 100 points; data for Polish residential developers is not available; the average value for UK developers is 44 points (National New Homes Customer Satisfaction Survey, March 2024);

(2) Includes cash in open escrow accounts (PLN 77 million).

H1 2024 FINANCIAL SUMMARY



REVENUE

H1 2024

PLN 1 370 m

H1 2023

PLN 1 275 m

Change

PLN +95 m
+7%

32%

GROSS MARGIN

H1 2023: 31%

NET PROFIT

H1 2024

PLN 231 m

H1 2023

PLN 223 m

Change

PLN +9 m
+4%

17%

NET MARGIN

H1 2023: 17%

GEARING

30.06.2024

(6.7)%

30.06.2023

(23)%

NET CASH

30.06.2024

PLN 102 m

35%

ROE

H1 2023: 32%

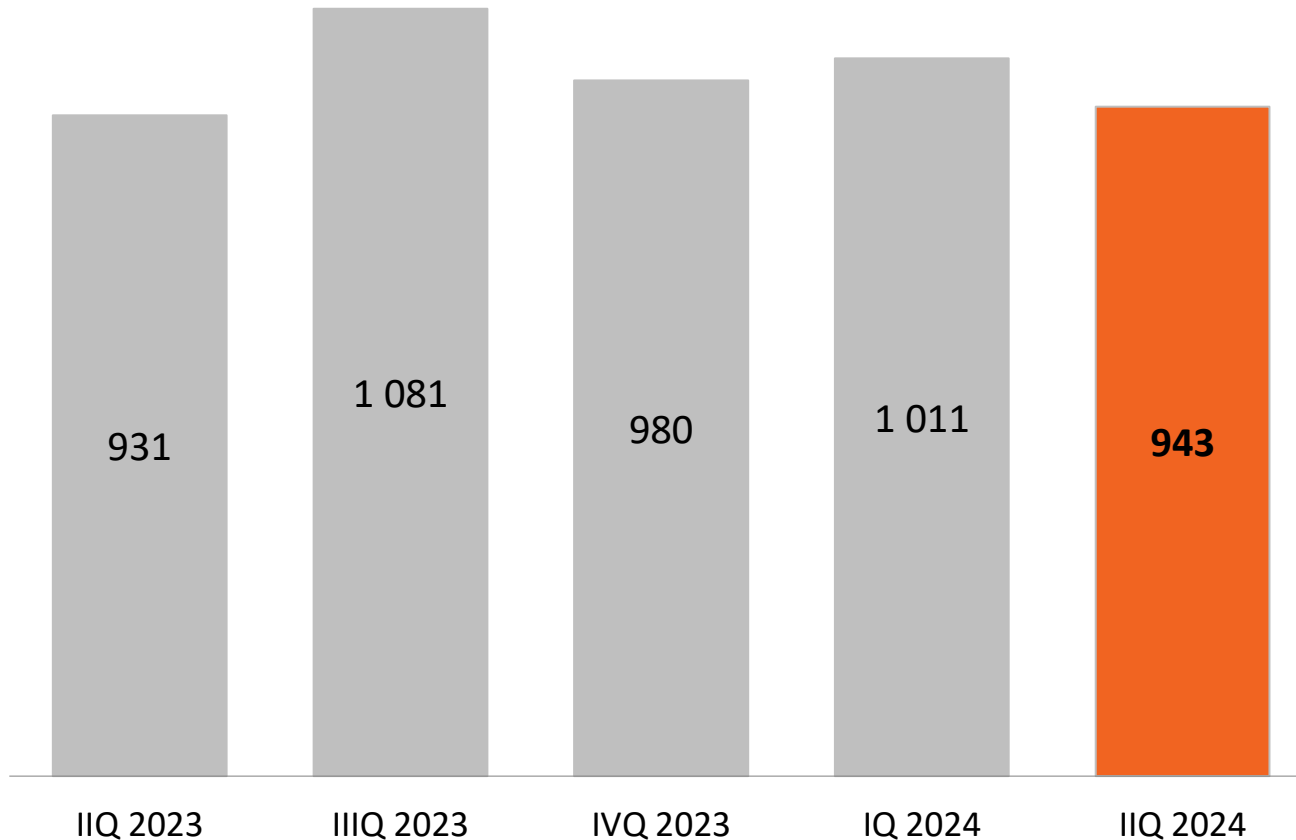
MARKET OVERVIEW IN H1 2024

- **Cooling demand with a gradual recovery in supply** on primary markets across major agglomerations
- **Increase in sales launches YoY** – Warsaw +103%, Tri-City +83%, Wroclaw +91%, Krakow +51%
- **Deceleration of the upward trend in house prices** – Q2 2024 prices increased by an average of 2% QoQ in the 4 largest cities
- **Drop in residential sales** – lack of clear information about the new government preferential mortgage programme (#naStart) causes some buyers to hold off on purchase decisions
- **Substantial increase in stock of flats for sale across major markets (December 2023/June 2024)** - Warsaw +35%, Tri-City +19%, Wroclaw +54%, Krakow +22%
- **Rise in issued building permits** – up 37% in H1 2024 YoY
- **Stable construction costs** – no cost pressures on margins

NET SALES

HALF-YEAR SALES VOLUME UP BY 6% YoY

No. of units

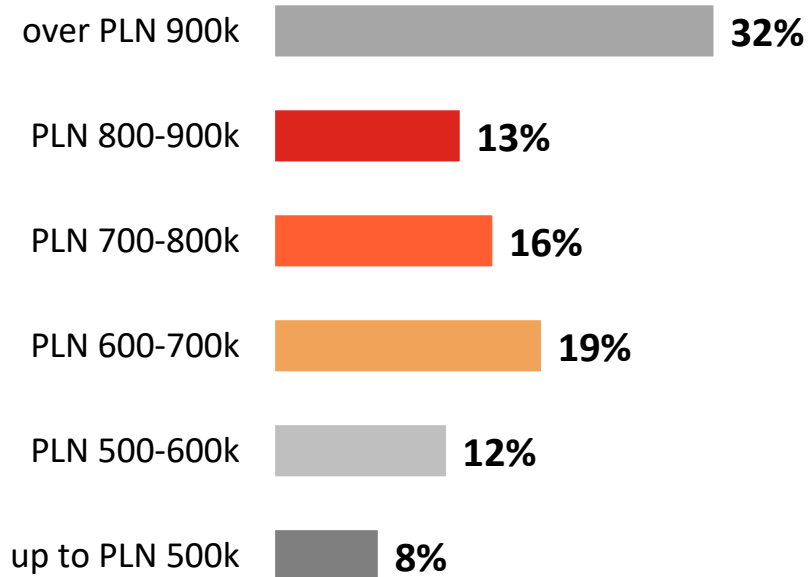


Net sales (units) in retail market	H1 2024	H1 2023	Change YoY
Warsaw	830	833	0%
Tri-City	500	462	8%
Wroclaw	379	313	21%
Krakow	245	237	3%
Dom Development Capital Group	1 954	1 845	6%

H1 2024 SALES SEGMENTATION

SIGNIFICANT INCREASE IN AVERAGE TRANSACTION VALUE

Segmentation value of the DOM Development Group residential sales in H1 2024



Average transaction value (PLN k)	H1 2024	H1 2023	Change YoY
Warsaw	921	816	13%
Tri-City	746	635	17%
Wroclaw	729	629	16%
Krakow	919	633	45%
Dom Development Group	840	715	17%

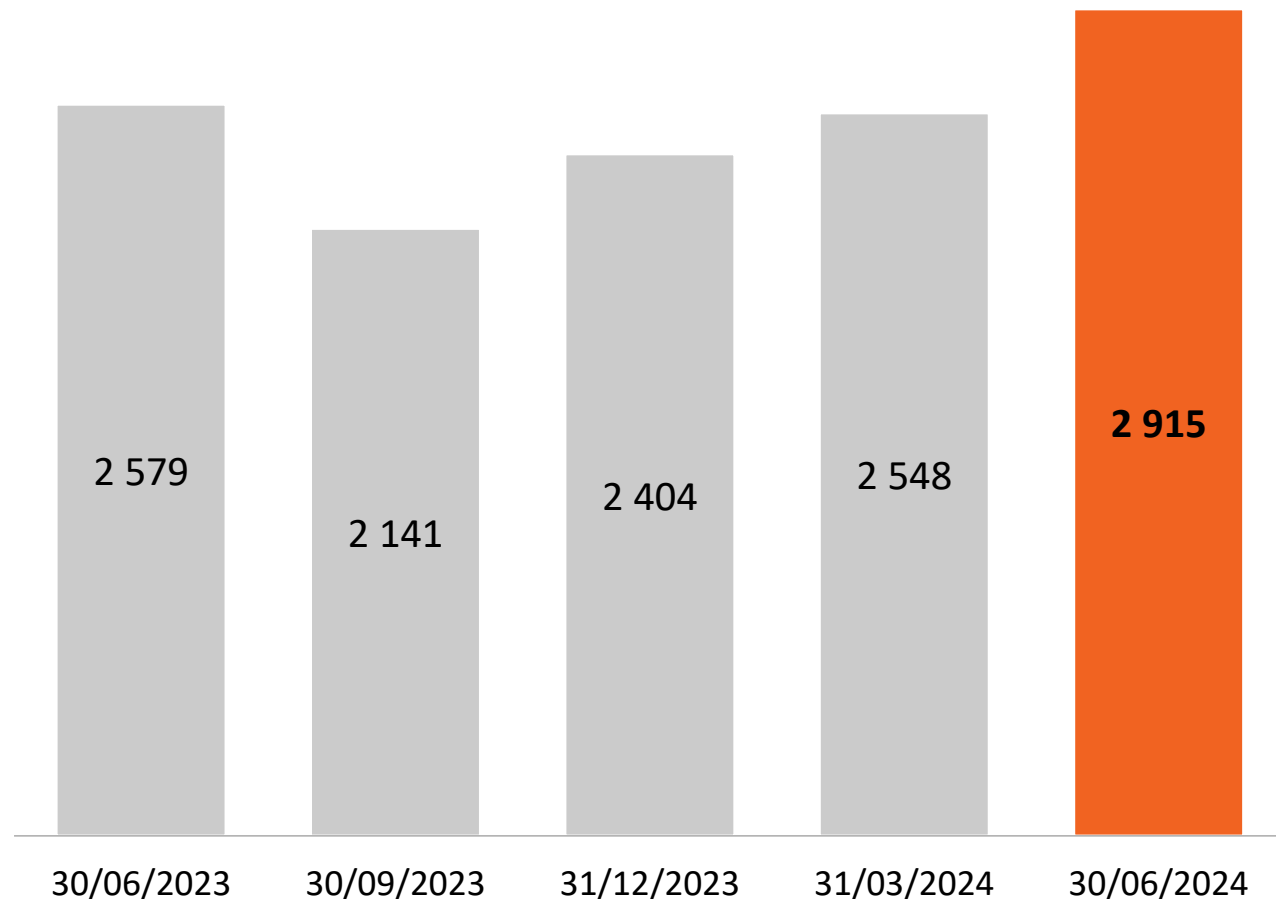
Transaction value includes the price of the flat plus any fit-out, storage cell and parking space.

OFFER

STRONG EXPANSION OF OPERATIONS IN KRAKOW OWING TO THE RAPID LAUNCH OF NEW PROJECTS



No. of units available for sale



Offer by market	30.06. 2024	30.06. 2023	Change YoY
Warsaw	1 020	739	38%
Tri-City	610	868	(30)%
Wroclaw	648	637	2%
Krakow	637	335	90%
Dom Development Capital Group	2 915	2 579	13%

PROJECT LAUNCHES IN Q2 2024

WARSAW



208 units

Second metro line station
directly adjacent to
development



105 units

Within 15 minutes of
city centre



150 units

Easy access to both city centre
and outskirts



158 units

Green area between Lake
Czerniakowska and the Vistula



141 units

High standard, green areas, excellent
transport links

TRI-CITY



142 units in Gdansk

Opposite CH Morena, short walk to
tram stop



60 units in Rumia

On the doorstep of Tri-City
Landscape Park



56 units in Rumia

Housing estate for young
first-time-buyers

KRAKOW



GÓRKA NARODOWA
OSIEDLE MIESZKANIOWE
216 units

New district with full commercial &
service infrastructure



APARTAMENTY
PARK MATECZNEGO
353 units

Close proximity to park, 5 minutes
from Kazimierz



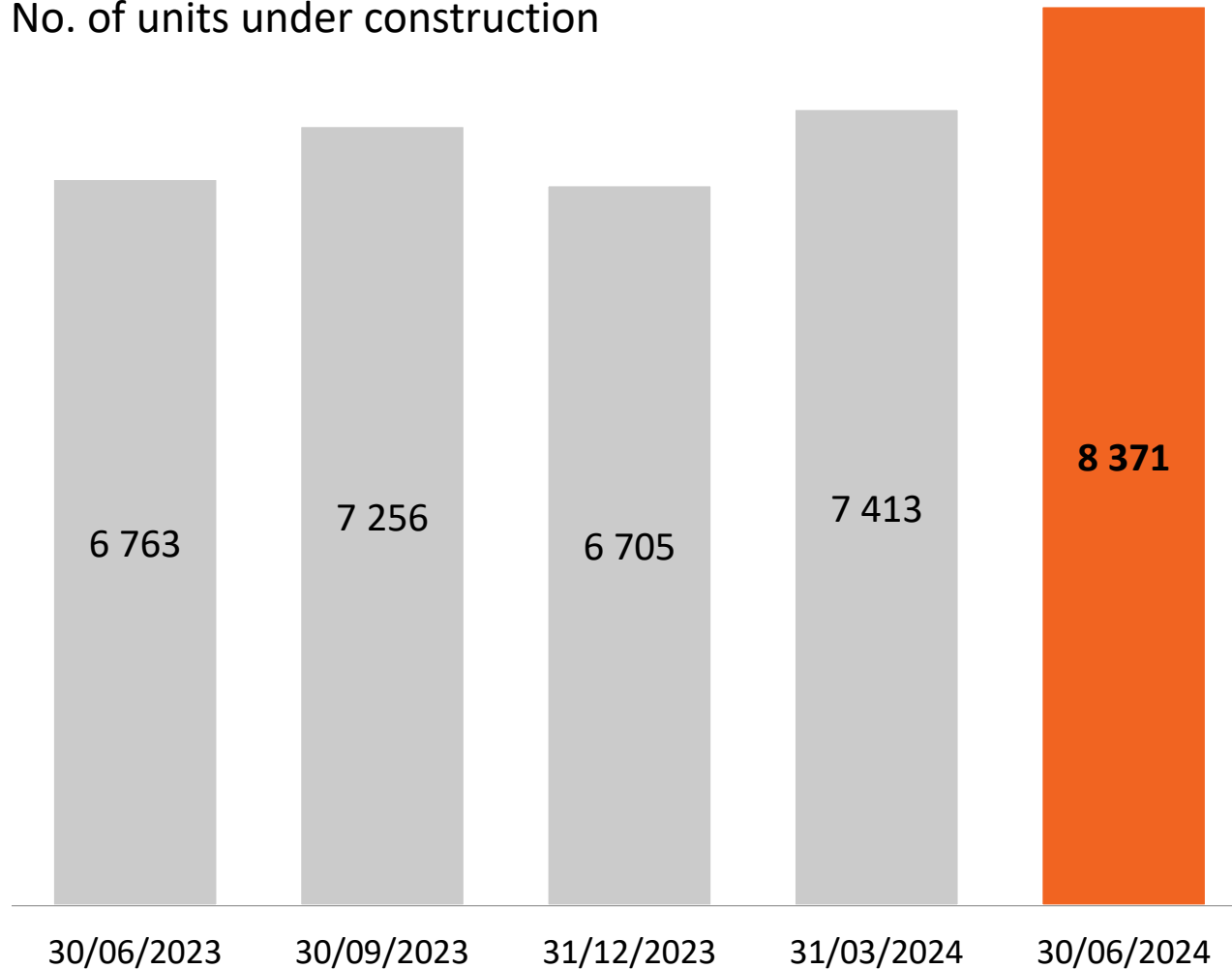
OSIEDLE PRZY
MALBORSKIEJ
71 units

Close proximity to Duchacki Park,
easy access to city centre

UNITS IN PROJECTS UNDER CONSTRUCTION

NUMBER OF UNITS UNDER CONSTRUCTION REACHES RECORD LEVELS, MAINTAINING SATISFACTORY MARGINS

No. of units under construction



60% of units under construction are sold

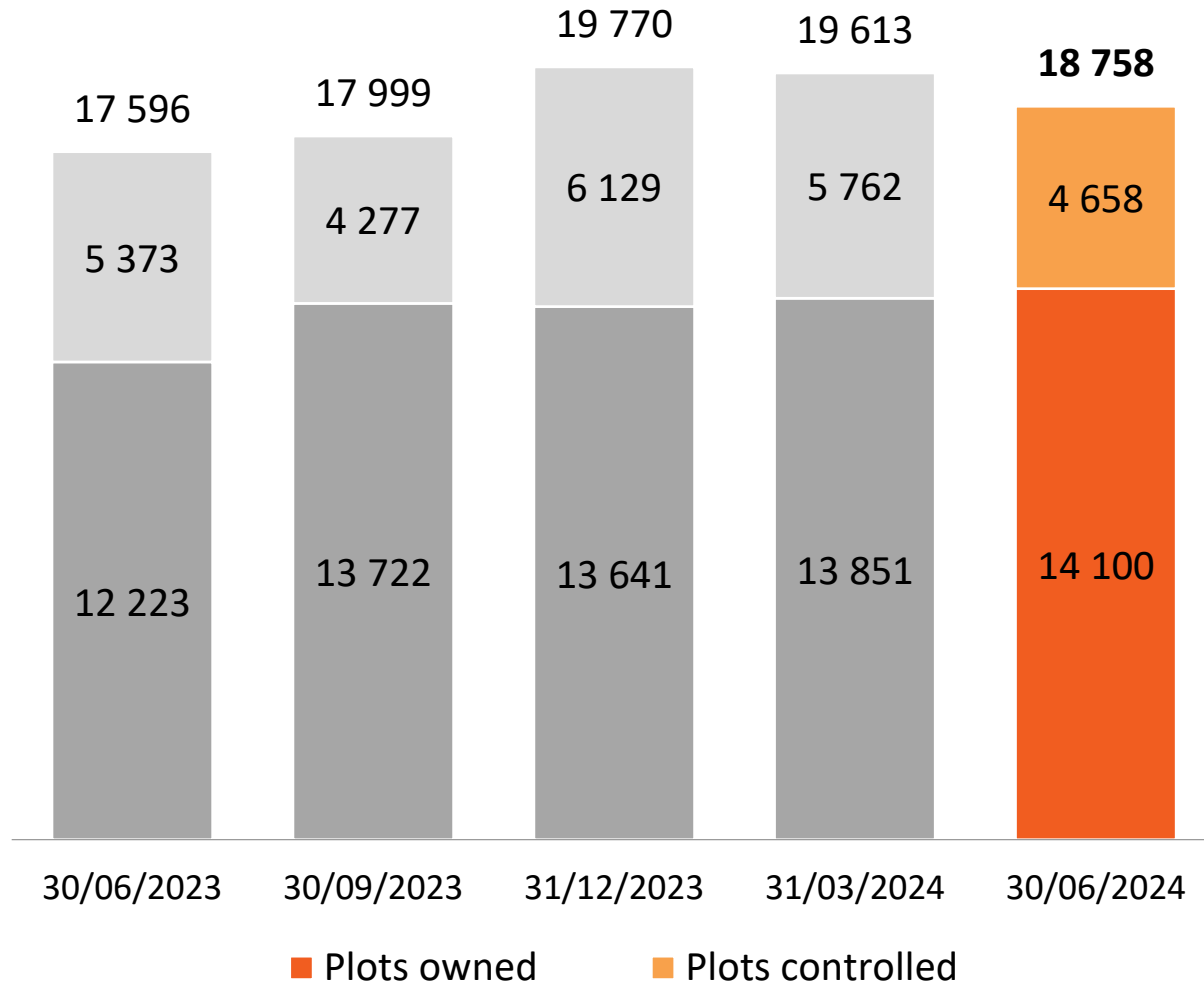
Units under construction	30.06. 2024	30.06. 2023	Change YoY
Warsaw*	3 585	3 079	16%
Tri-City	1 994	1 778	12%
Wroclaw	1 616	1 274	27%
Krakow	1 176	632	86%
Dom Development Capital Group*	8 371	6 763	24%

* Including PRS segment transactions

LAND BANK - OWNED AND CONTROLLED

INCREASED POTENTIAL OF WROCLAW THROUGH SIGNIFICANT LAND PURCHASES IN Q2

Number of possible units for construction

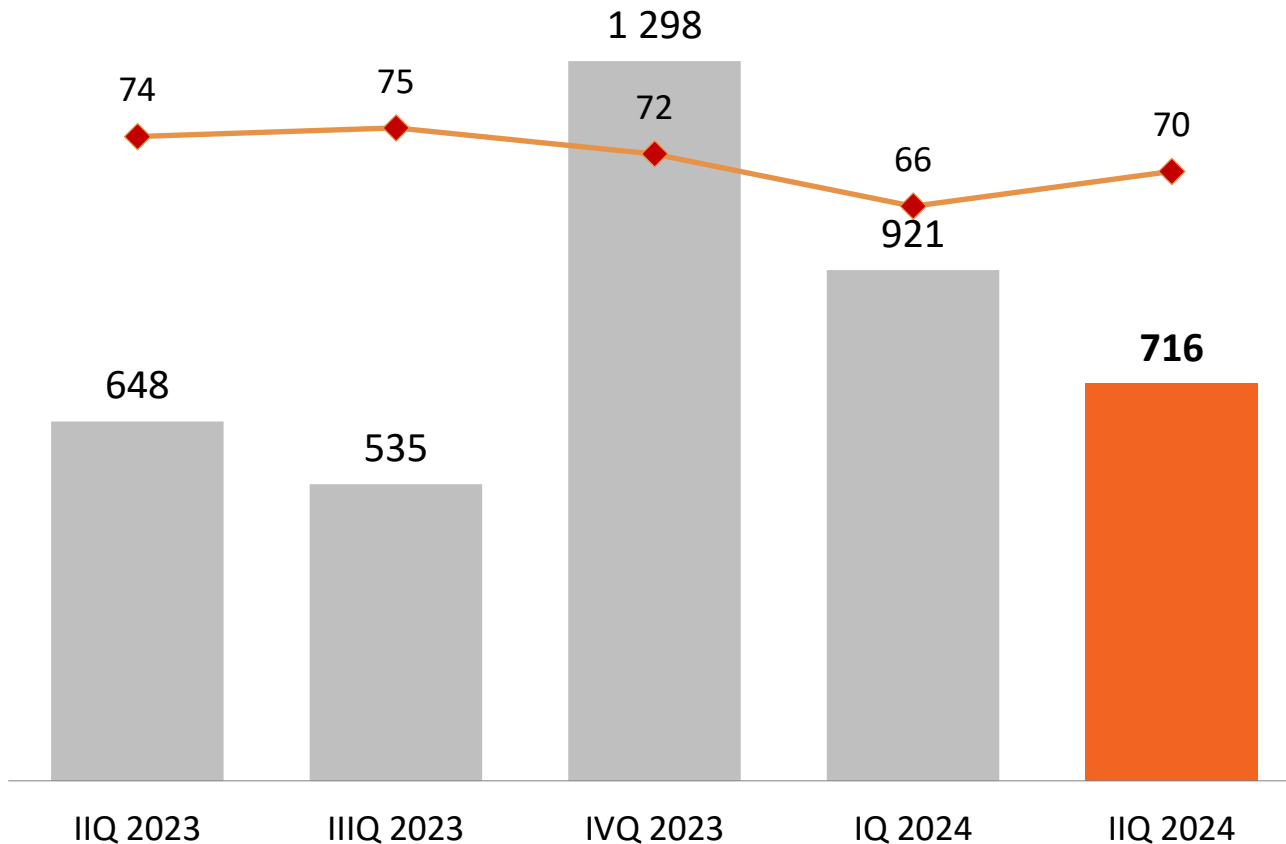


Land Bank	Owned	Controlled	Total	Change QoQ
Warsaw	8 137	2 500	10 637	(4)%
Tri-City	3 926	807	4 733	(5)%
Wroclaw	1 491	515	2 006	23%
Krakow	546	836	1 382	(28)%
Dom Development Capital Group	14 100	4 658	18 758	(4)%

DELIVERIES

ALL DELIVERIES ON SCHEDULE

No. of units ◆ NPS



Deliveries of units	H1 2024	H1 2023	Change YoY
Warsaw	1 088	1 088	0%
Tri-City	356	580	(39)%
Wroclaw	48	168	(71)%
Krakow	145	162	(10)%
Dom Development Capital Group	1 637	1 998	(18)%

*NPS (Net Promoter Score) is an index calculated from customer satisfaction surveys, with values ranging from -100 to 100 points; data for Polish residential developers is not available; the average value for UK developers is 44 points (National New Homes Customer Satisfaction Survey, March 2024).

PROFIT AND LOSS STATEMENT

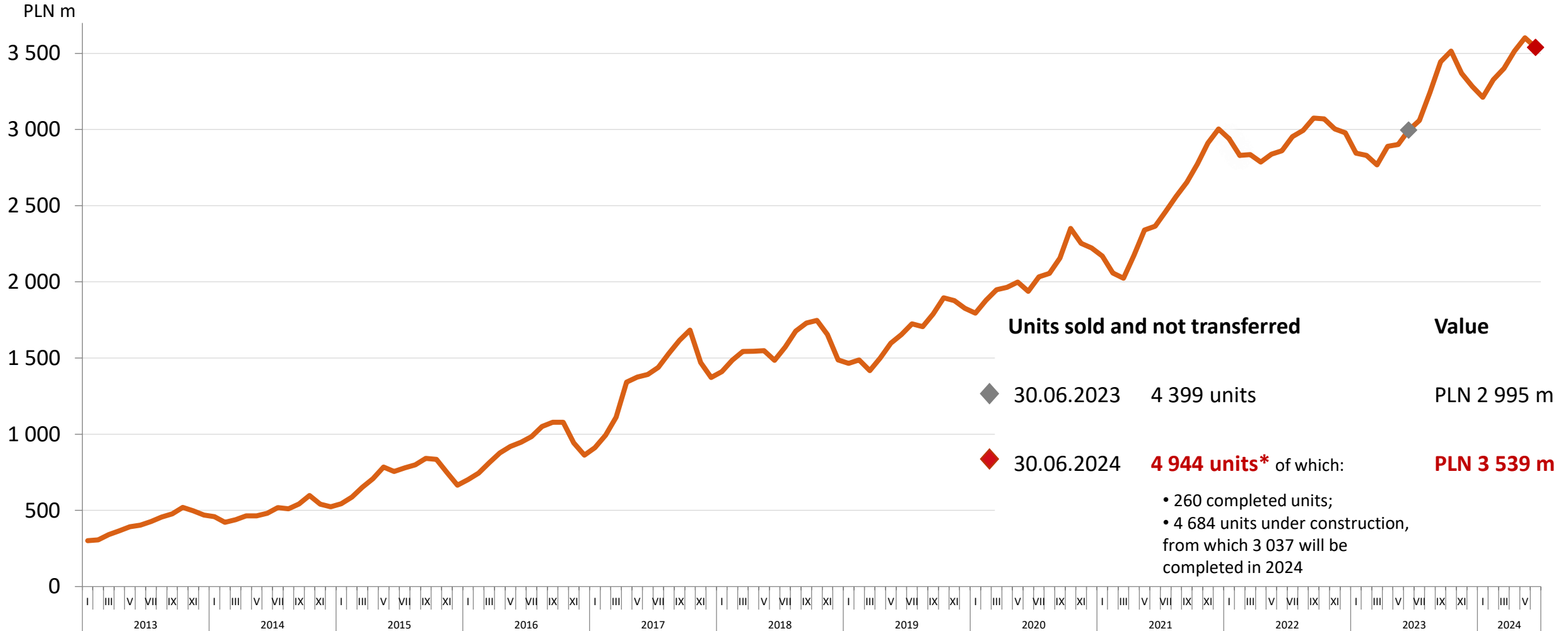
MAINTAINING HIGH PROFITABILITY

Profit and Loss Account	QII 2024	QII 2023	Change YoY	H1 2024	H1 2023	Change YoY
Sales Revenues, including	663.7	452.5	47%	1 369.6	1 274.5	7%
<i>Revenue from the sale of finished goods*</i>	613.3	424.1	45%	1 272.5	1 228.9	4%
<i>Deliveries (units)</i>	716	648	10%	1 637	1 998	(18)%
<i>Revenue from sale of finished goods per unit (PLN'000)</i>	856.6	654.5	31%	777.3	615.1	26%
Gross Profit on Sales	198.9	140.1	42%	438.8	397.6	10%
<i>Gross Profit Margin</i>	30.0%	31.0%	(1.0) p.p.	32.0%	31.2%	0.8 p.p.
Operating Profit	114.2	73.7	55%	285.8	271.0	5%
<i>Operating Profit Margin</i>	17.2%	16.3%	0.9 p.p.	20.9%	21.3%	(0.4) p.p.
Profit Before Tax	116.7	81.0	44%	288.4	281.8	2%
<i>Profit Before Tax Margin</i>	17.6%	17.9%	(0.3) p.p.	21.1%	22.1%	(1) p.p.
Net profit	93.8	63.8	47%	231.2	222.6	4%
<i>Net profit margin</i>	14.1%	14.1%	0 p.p.	16.9%	17.5%	(0.6) p.p.
<i>EPS (PLN)</i>	3.64	2.49	46%	8.96	8.69	3%

*IAS 15 (revenue from sales of finished goods recognised on handover);
data in PLN m

CUMULATIVE NET SALES TO BE RECOGNISED IN FUTURE PERIODS (UNITS SOLD BUT NOT HANDED OVER)

RECORD REVENUE POTENTIAL TO BE RECOGNISED IN COMING QUARTERS



* Excluding PRS transactions

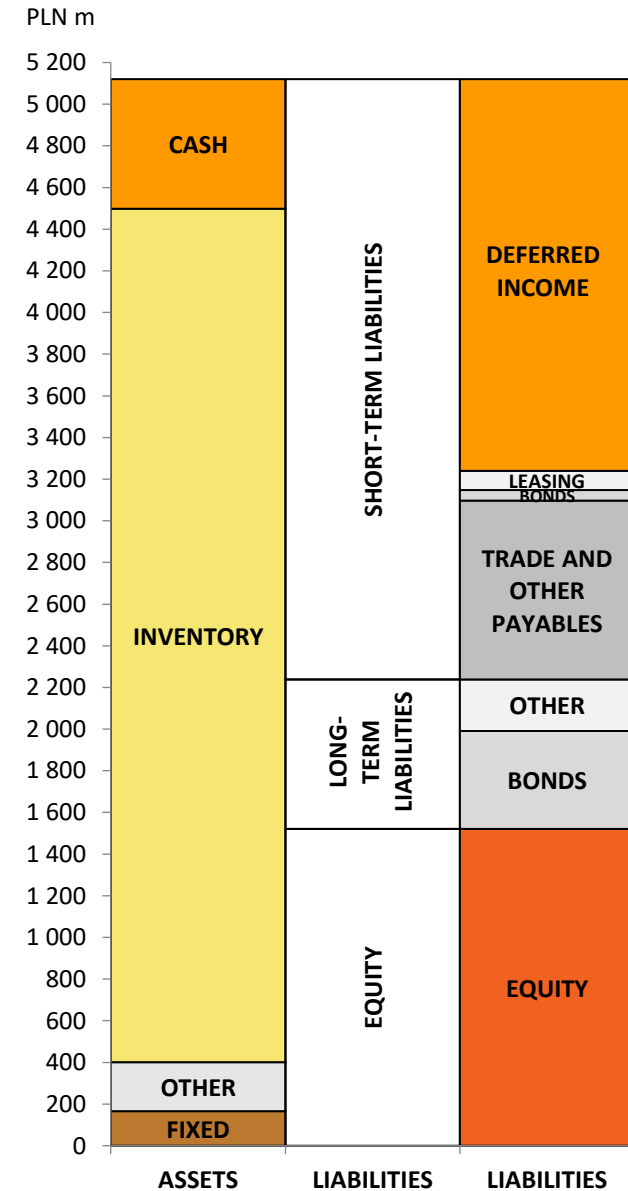
BALANCE SHEET

BALANCE SHEET EXCEEDS PLN 5 BLN FOR THE FIRST TIME IN HISTORY

ASSETS	30.06.2024	30.06.2023	Change
Current assets, including:	4 954	4 208	18%
Cash	622	666	(7)%
<i>Incl. escrow accounts</i>	77	75	3%
Inventories, including:	4 096	3 392	21%
<i>land and projects under construction</i>	3 855	3 121	24%
<i>Finished units, parking places and storage cells</i>	133	146	(9)%
Fixed Assets	165	168	(2)%
TOTAL ASSETS	5 119	4 376	17%

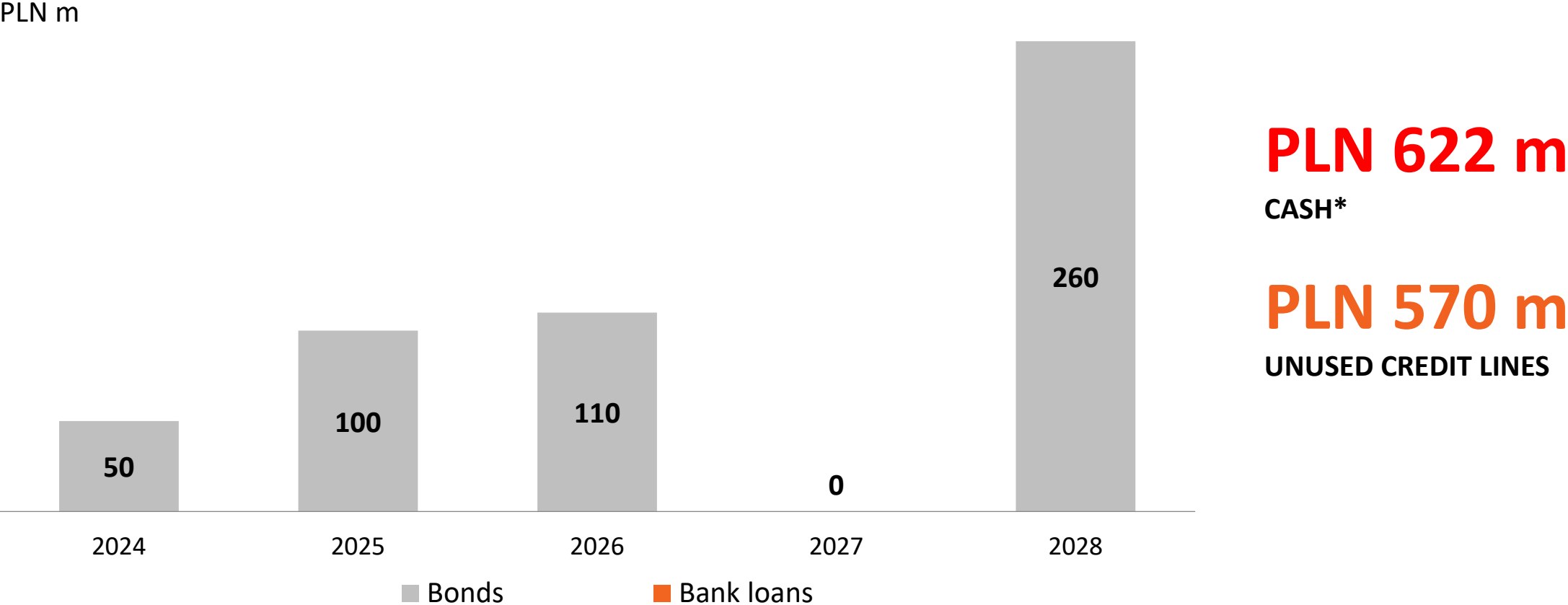
EQUITY AND LIABILITIES	30.06.2024	30.06.2023	Change
Equity	1 520	1 355	12%
Total liabilities	3 599	3 021	19%
Long-term liabilities, including:	718	502	43%
<i>Interest-bearing debt (bonds and loans)</i>	470	305	54%
Short-term liabilities, including:	2 881	2 519	14%
<i>deferred income</i>	1 880	1 601	17%
<i>interest-bearing liabilities (bonds and borrowings)</i>	50	50	0%
TOTAL EQUITY AND LIABILITIES	5 119	4 376	17%

PLN m



DEBT MATURITY STRUCTURE

PLN 1.2B OF AVAILABLE FUNDING ALLOWS FOR GREATER OPERATIONAL FLEXIBILITY



As at 30.06.2024

*of which PLN 77m in open trust accounts

SUMMARY: DOM DEVELOPMENT GROUP IN H1 2024

- Very good sales results (1,954 net units sold, up 6% YoY) – consolidates Dom's leading position on Polish residential market
- Average transaction value, a key driver of profits, up 17% YoY
- High revenue potential in the pipe-line: 4,944 units sold but not yet handed over at a value of PLN 3.5 billion (as of 30 June 2024)
- Continued substantial proportion of investment purchases (cash transactions constitute 55% of sales)
- 32% gross margin, generating a net profit of PLN 231 m
- Strong balance sheet: PLN 622 m in cash with negative gearing (6.7%)
- 25 projects launched, numbering 2 963 units, will benefit the Group's market share in H2 2024
- Establishment of the 'Nasz Dom Foundation' which will focus on charitable activities carried out by Dom Development Group

APPENDICES

COMMENCEMENT OF NEW HANDOVERS IN Q3-4 2024



PROJECT/PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT	PROJECT/PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT	
IIIQ	Osiedle Urbino 1 ph 2	Warsaw	180	Sept'24	Osiedle Jagiellońska 55 ph 2	Warsaw	137	Oct'24
	Widoki stage 1 ph 1	Tri-City	92	Sept'24	Osiedle Jagiellońska 55 ph 3	Warsaw	45	Oct'24
	Osiedle Zielna stage 3 ph 2	Wroclaw	72	Sept'24	Beauforta stage 2 ph 2	Tri-City	87	Oct'24
	Osiedle Komedy ph 5	Wroclaw	115	Sept'24	Perspektywa stage 1 ph 7	Tri-City	204	Oct'24
					Osiedle Przystanek Międzyzylesie ph 2	Warsaw	108	Nov'24
				Osiedle Wilno VII ph 1	Warsaw	60	Nov'24	
				Osiedle Wilno VII ph 2	Warsaw	126	Nov'24	
				Apartamenty Białej Koniczyny ph 2	Warsaw	71	Nov'24	
				Osiedle Przy Alejach ph 1	Warsaw	122	Nov'24	
				Literacka ph 1	Warsaw	100	Nov'24	
				Dynamika stage 1 ph 3	Tri-City	114	Nov'24	
				Konstelacja stage 1 ph 3	Tri-City	51	Nov'24	
				IVQ				
				Braniborska 80 ph 1	Wroclaw	187	Nov'24	
				Apartamenty Nad Rzeką	Wroclaw	152	Nov'24	
				Międzyzyleska ph 1	Wroclaw	159	Nov'24	
				Górka Narodowa 3 ph 3	Krakow	147	Nov'24	
				29. Aleja ph 1	Krakow	151	Nov'24	
				Metro Zachód 5 PRS	Warsaw	163	Dec'24	
				Metro Zachód 11 ph 3	Warsaw	89	Dec'24	
				Urbino stage 2 ph 1	Warsaw	139	Dec'24	
				Osiedle Przy Błoniach stage 3 ph 1	Tri-City	124	Dec'24	
				Osiedle Zielna stage 3 ph 1	Wroclaw	123	Dec'24	
				Osiedle Zielna stage 3 ph 3	Wroclaw	7	Dec'24	
				Osiedle Harmonia	Wroclaw	173	Dec'24	

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

NO. OF UNITS, AS AT 30/06/2024

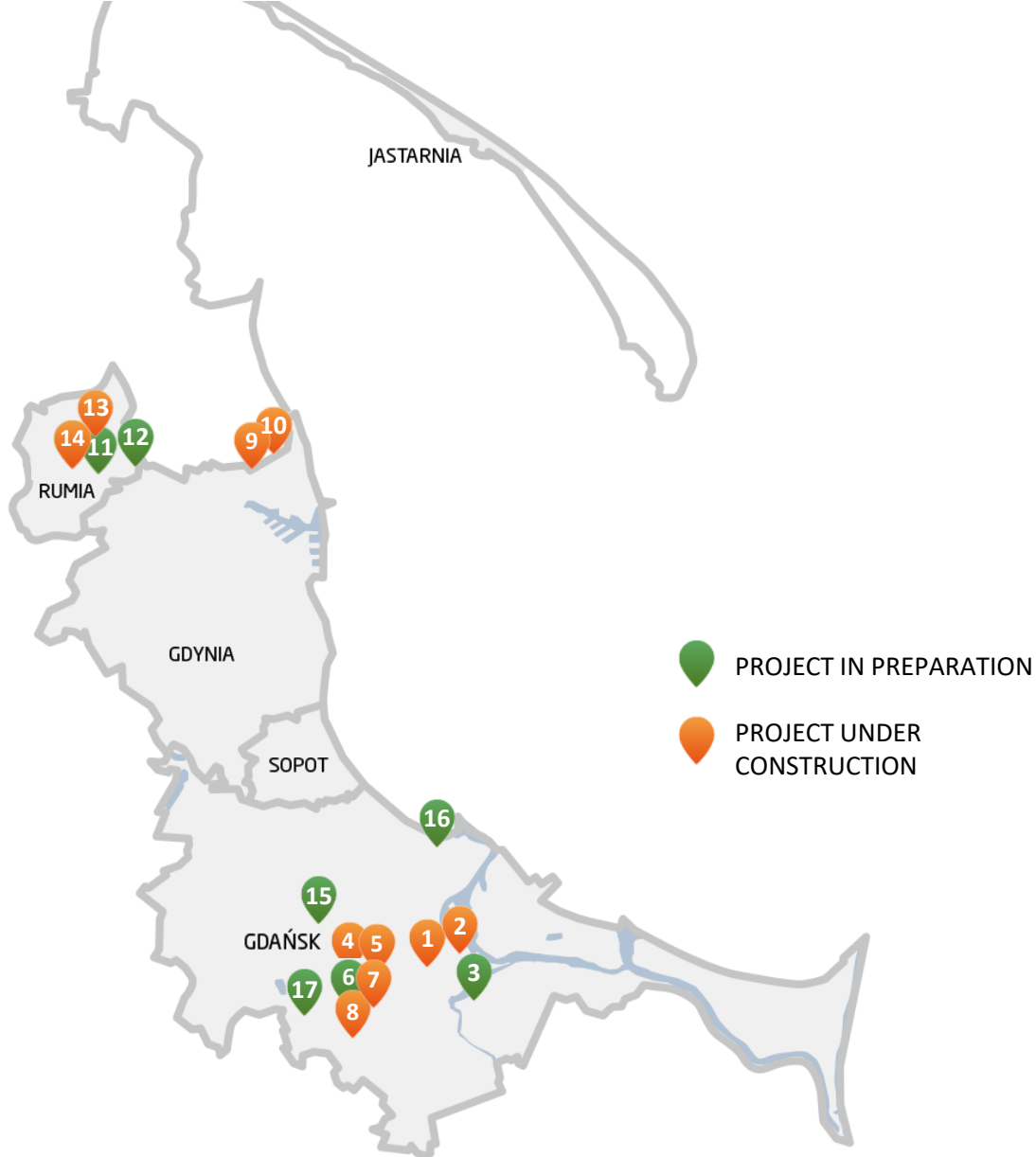


No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD*	839	1 444
2	APARTAMENTY LITERACKA	100	443
3	PRZYSTANEK MIĘDZYLESIE	108	---
4	HARMONIA MOKOTÓW	475	---
5	URBINO	419	665
6	OSIEDLE PRZY ALEJACH	377	19
7	APARTAMENTY RUDNICKIEGO	141	353
8	OSIEDLE PRZY FORCIE	124	---
9	OSIEDLE PRZY RYŻOWEJ	405	---
10	BEETHOVENA	---	570
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	71	---
12	OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA)	158	1 180
13	PALLADIUM (AKACJE)	---	637
14	OSIEDLE JAGIELLOŃSKA	182	--
15	WILNO	186	2 063
16	BOKSERSKA	---	429
17	LINDEGO	---	138
18	GRZYBOWSKA	---	196
TOTAL WARSAW		3 585	8 137

* Including PRS segment transactions

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS AT 30/06/2024



No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	306	---
2	DOKI	187	489
3	DOLNE MIASTO	---	999
4	SYNTEZA	364	164
5	LEMA	189	---
6	GDAŃSK WARSZAWSKA	---	350
7	WZGÓRZE HOPLITY	58	48
8	DYNAMIKA	114	---
9	OSIEDLE BEAUFORTA 2	245	---
10	KONSTELACJA	135	406
11	GÓRA MARKOWCA	---	178
12	LOCUS 2, LOCUS 3	---	336
13	OSIEDLE PRZY BŁONIACH 3	180	365
14	WIDOKI	216	---
15	LEŚNA GÓRA	---	90
16	GDAŃSK UCZNIOWSKA	---	366
17	GDAŃSK POTĘGOWSKA	---	135
TOTAL TRI-CITY		1 994	3 926

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS AT 30/06/2024

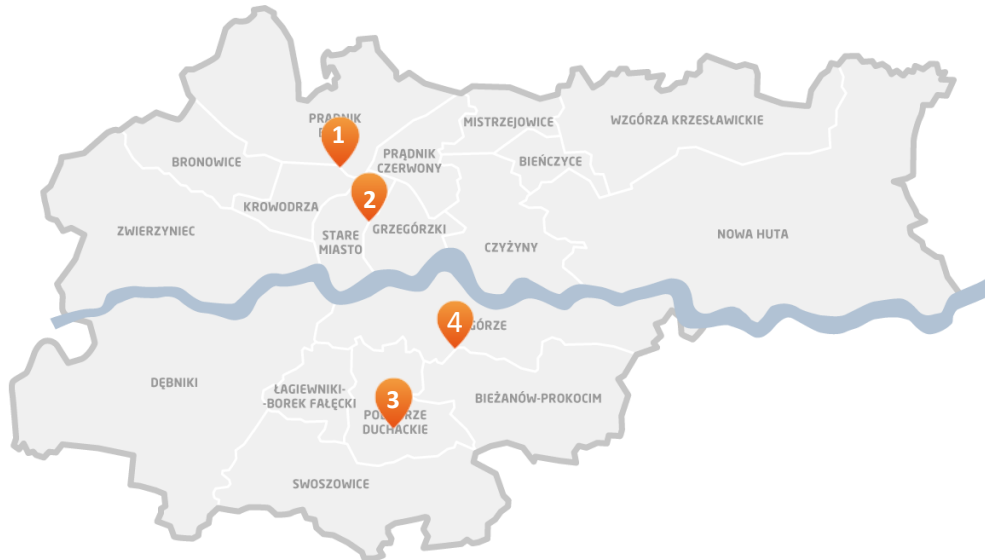


- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	HUBSKA 100	---	269
2	BRANIBORSKA	397	---
3	OSIEDLE KOMEDY	115	---
4	ZIELNA	202	154
5	APARTAMENTY NAD RZEKĄ	152	---
6	OSOBOWICKA 114	82	---
7	BRACI GIERYMSKICH	---	234
8	MIĘDZYLESKA 1-2	407	---
9	OSIEDLE HARMONIA (STODOLNA)	173	---
10	WOŁOWSKA	---	390
11	KRAKOWSKA / APARTAMENTY NAD OŁAWKĄ	88	174
12	RAMISZOWSKA	---	153
13	MIĘDZYLESKA 3	---	117
TOTAL WROCLAW		1 616	1 491

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: KRAKOW

NO. OF UNITS, AS AT 30/06/2024



- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	GÓRKA NARODOWA	601	---
2	29. ALEJA	151	306
3	MALBORSKA	71	---
4	PARK MATECZNEGO	353	240
TOTAL KRAKOW		1 176	546