



Management Board's Report of Activities of
DOM DEVELOPMENT S.A.
in the first half of 2020



CONTENTS

APPROVAL BY THE MANAGEMENT BOARD OF THE MANAGEMENT BOARD'S REPORT OF ACTIVITIES OF DOM DEVELOPMENT S.A. IN THE FIRST HALF OF 2020	3
INTRODUCTION	4
1. STRUCTURE OF DOM DEVELOPMENT S.A. CAPITAL GROUP AND ACTIVITIES OF DOM DEVELOPMENT S.A.	4
1.1. Group's Structure	4
1.2. Activities of the Company	4
2. BASIS FOR THE PREPARATION OF THE INTERIM CONDENSED FINANCIAL STATEMENTS	5
3. SELECTED FINANCIAL DATA AND AN INDICATION OF THE FACTORS AND EVENTS OF MATERIAL IMPACT ON THE INTERIM CONDENSED FINANCIAL STATEMENTS FOR THE SIX-MONTH PERIOD ENDED 30 June 2020	5
3.1. Selected data from the income statement	5
3.2. Selected data from the balance sheet, assets	6
3.3. Selected data from the balance sheet, liabilities	6
3.4. Selected data from the cash flow statement	7
4. FINANCIAL MANAGEMENT - RATIO ANALYSIS OF DEBT AND LIQUIDITY OF THE COMPANY	7
5. MATERIAL EVENTS AND DESCRIPTION OF COMPANY'S ACTIVITIES IN THE FIRST HALF OF 2020	8
6. CURRENT AND FUTURE DEVELOPMENT PROJECTS OF THE COMPANY	9
7. DESCRIPTION OF MAJOR RISK FACTORS AND THREATS TO THE BUSINESS ACTIVITY OF THE COMPANY AND THE GROUP IN THE SECOND HALF OF 2020	9
7.1. COVID-19 epidemic	9
7.2. Macroeconomic factors	9
7.3. Availability of mortgages	10
7.4. Operations in the Warsaw market	10
7.5. Opportunity to purchase land for new projects	11
7.6. Situation in the construction industry	11
7.7. Administrative decisions	11
7.8. Foreign exchange risk	12
7.9. Risk Management	12
8. FACTORS THAT WILL IMPACT THE RESULTS ACHIEVED BY THE COMPANY IN AT LEAST THE NEXT SIX MONTHS	12
9. THE MANAGEMENT BOARD AND THE SUPERVISORY BOARD	13
9.1. Composition of the Management Board of the Company as at 30 June 2020	13
9.2. Composition of the Supervisory Board of the Company as at 30 June 2020	13
10. LIST OF SHAREHOLDERS	13
11. SHAREHOLDING IN THE DOM DEVELOPMENT S.A. AND SHARE OPTIONS	13
12. FORECASTS	14
13. PROCEEDINGS BEFORE COURT, ARBITRATION OR PUBLIC ADMINISTRATION AUTHORITY	14
14. TRANSACTIONS WITH RELATED ENTITIES	14
15. SURETYSHIPS AND GUARANTEES GRANTED	14



**APPROVAL BY THE MANAGEMENT BOARD OF THE MANAGEMENT BOARD'S REPORT OF
ACTIVITIES OF DOM DEVELOPMENT S.A. IN THE FIRST HALF OF 2020**

This Management Board's report of activities of Dom Development S.A. in the first half of 2020 was prepared and approved by the Management Board of the Company on 21 August 2020.

The Management Board of the Company represents that this report of activities of Dom Development S.A. presents a true view of the development, achievements and situation of the Company, including the description of key threats and risks.

Jarosław Szanajca,
President of the Management Board

Janusz Zalewski,
Vice President of the Management Board

Małgorzata Kolarska,
Vice President of the Management
Board

Mikołaj Konopka,
Member of the Management Board

Terry R. Roydon,
Member of the Management Board



INTRODUCTION

The joint stock company Dom Development S.A. (the "Company", the "parent company") is the parent company of Dom Development S.A. Capital Group (the "Group"). The Company has been entered into the National Court Register under number 0000031483 maintained by the District Court for the capital city of Warsaw, 12th Commercial Division of the National Court Register. The registered office of the Company is in Warsaw (00-078 Warsaw, pl. Piłsudskiego 3).

Dom Development S.A. was established in 1995 by a group of international investors and Polish management staff joined it in November 1996. Participation of the international investors guaranteed implementation of Western European experience and standards as regards housing developments in the market where the Company operates.

The Company is a majority-owned subsidiary of Groupe Belleforêt S.à r.l. with its registered office in Luxembourg. As at 21 August 2020, the Company was controlled by Groupe Belleforêt S.à r.l. which held 56.13% of the Company's shares.

1. STRUCTURE OF DOM DEVELOPMENT S.A. CAPITAL GROUP AND ACTIVITIES OF DOM DEVELOPMENT S.A

1.1. Group's Structure

The Group's structure and the Company's interest in the share capital of the entities comprising the Group as at 30 June 2020 is presented in the table below:

Entity	Country of registration	% of the share capital held by the parent company	% of the votes held by the parent company	Consolidation method
Subsidiaries				
Dom Development Grunty sp. z o.o.	Poland	46%	100%	full consolidation
Dom Development Kredyty sp. z o.o.	Poland	100%	100%	full consolidation
M2 Biuro sp. z o.o.	Poland	100%	100%	full consolidation
Dom Development Wrocław sp. z o.o.	Poland	100%	100%	full consolidation
Dom Land sp. z o.o.	Poland	-	-	full consolidation
Euro Styl S.A.*)	Poland	100%	100%	full consolidation
Euro Styl Development sp. z o.o.*)	Poland	100%	100%	full consolidation
Mirabelle Investments sp. z o.o.	Poland	100%	100%	full consolidation
Dom Construction sp. z o.o.	Poland	100%	100%	full consolidation

*) Euro Styl S.A. is the parent company of the Euro Styl S.A. Capital Group, with non-controlling interests held by Euro Styl Development sp. z o.o. As a result of the acquisition of both these companies, Dom Development S.A. has full control over the Euro Styl S.A. Capital Group.

1.2. Activities of the Company

The main area of activity of the Company is the construction and sale of residential real estate in Warsaw. The Company also engages, through its subsidiaries, in property development activities in Tricity, its surrounding region and in Wrocław.

The development projects of the Company in Warsaw are carried out directly by Dom Development S.A. Majority of the Warsaw projects is constructed by Dom Construction Sp. Z o.o., a subsidiary set up in 2018, which is part of the Group, and which, as the general contractor, subcontracts specific works. The other projects of the Company are developed under a general contracting system with the execution contracted to professional third-party building companies.



In the six-month period ended 30 June 2020 the Company did not discontinue any of its activities.

Material changes to the Group structure, including as a result of a merger, acquisition or sale of the companies operating within the capital group, long-term investments, demerger, restructuring or discontinuation of activities, in the six-month period ended 30 June 2020.

Within the six-month period ended 30 June 2020, the Group did not make any other material changes in the structure of investing in subsidiaries, associates and joint ventures.

2. BASIS FOR THE PREPARATION OF THE INTERIM CONDENSED FINANCIAL STATEMENTS

The interim condensed financial statements have been prepared on the assumption that the Company will continue as a going concern in the foreseeable future.

Polish law requires the Company to prepare its interim condensed financial statements in accordance with IFRS, applicable to interim financial reporting as adopted by the European Union ("EU") (IAS 34). At this particular time, due to the endorsement of IFRS by the EU and the activities of the Company, there are no differences in the IFRS policies applied by the Company and IFRS that have been endorsed by the EU.

The interim condensed financial statements have been prepared in accordance with IFRS applicable in the interim financial reporting (IAS 34) and all applicable IFRS that have been adopted by the EU.

The interim condensed financial statements are prepared based on the same accounting policies as for the financial statements of the Company for the year ended 31 December 2019, except for the following amendments to existing standards and new interpretations that are effective for annual periods beginning on 1 January 2020 which are described in note 7.3 of the interim condensed financial statements.

3. SELECTED FINANCIAL DATA AND AN INDICATION OF THE FACTORS AND EVENTS OF MATERIAL IMPACT ON THE INTERIM CONDENSED FINANCIAL STATEMENTS FOR THE SIX-MONTH PERIOD ENDED 30 JUNE 2020

3.1. Selected data from the income statement

	(in thousand PLN)		Change
	H1 2020	H1 2019	
Sales revenue	600 295	675 477	(11)%
Gross profit on sales	179 620	193 950	(7)%
Selling costs	(21 166)	(24 750)	(14)%
General administrative expenses	(34 843)	(31 776)	10%
Operating profit	121 075	134 316	(10)%
EBITDA / sales revenue ratio	21.1%	20.7%	0,4%
Net profit	90 700	195 712	(54)%
Earnings per share (PLN)	3.61	7.82	(54)%

In the first half of 2020, the Company recognized sales revenue of PLN 600 295 thousand, which means an 11% decrease year to year. The decrease resulted primarily from the drop, as compared to the first half of 2019, in the number of apartments delivered to customers of the Company.

Gross profit on sales in the first half of 2020 decreased by 37% compared to the corresponding period of the last year. Year-over-year decline was lower than for sales revenue due to the increase of gross margin from 28.7% to very high level of 29.9%.

The operating profit of the Company in the first half of 2020 was 10% lower than in the previous year, while the net profit decreased by 54% compared to the first half of 2019. Such a significant year-over-year difference in terms of the Company's net result is mainly a consequence of the record-high dividends for 2018 in the amount of PLN 88 266 thousand paid to the Company by its subsidiaries in the first half of 2019. Dividends from the profit of the Company's subsidiaries for 2019 will be paid in the second half of 2020 – the delay in the adoption and payment of dividends is one-off event due to COVID-19 epidemic in Poland.

3.2. Selected data from the balance sheet, assets

	(in thousand PLN)		Change
	30.06.2020	31.12.2019	
Total assets	2 705 493	2 512 192	8%
Fixed assets	503 713	516 467	(2)%
Current assets, including:	2 201 780	1 995 725	10%
Inventory	1 754 634	1 736 487	1%
Trade and other receivables	39 863	26 531	50%
Other current assets	4 610	3 085	49%
Cash and cash equivalents and short-term financial assets	402 673	229 622	75%

Save for the PLN 164 073 million increase in the balance of cash and cash equivalents value (i.e. by 75%), the structure of the Company's assets has not materially changed as compared to the figures as at the end of 2019. This increase results from the launch of credit lines in the amount of PLN 200 000 thousand, and from no dividend being paid for 2019 in the first half of 2020. Both these factors are related to the COVID-19 epidemic announced in March 2020. The decision to pay dividends for 2019 will be made by the General Shareholders Meeting of the Company, which was convened to 31 August 2020.

3.3. Selected data from the balance sheet, liabilities

	(in thousand PLN)		Change
	30.06.2020	31.12.2019	
Total equity and liabilities	2 705 493	2 512 192	8%
Share capital	25 218	25 068	1%
Shareholders' equity	1 213 705	1 116 985	9%
Total liabilities	1 491 788	1 395 207	7%
Long-term liabilities	561 091	361 018	55%
Short-term liabilities	930 697	1 034 189	(10)%

The structure of the Company's liabilities did not materially change over the first half of 2019, except for long-term liabilities, which increased by PLN 200 073 thousand (i.e. by 55%). In the first half of 2020, the Company launched credit lines in the amount of PLN 200 000 thousand as a consequence of the Management Board's decision to hedge liquidity of the Company in the circumstances of increased uncertainty caused by the outbreak of COVID-19.

3.4. Selected data from the cash flow statement

	(in thousand PLN)		Change
	H1 2020	H1 2019	
Cash and cash equivalents – opening balance	220 111	209 393	5%
Net cash flow from operating activities	52 760	226 619	(77)%
Net cash flow from investing activities	5 313	5 779	(8)%
Net cash flows from financing activities	106 000	(273 369)	n/a
Cash and cash equivalents – closing balance	384 184	168 422	128%

At the beginning of the first half of 2020, the Company's cash balance was PLN 220 111 thousand, while as at 30 June 2020 it was PLN 384 184 thousand. This increase mainly results from the balance of financial cash flows, which takes into account the impact of PLN 200 000 thousand of loans. In the first half of 2019, the cash flow balance included dividend payment for 2018 in the amount of PLN 226 869 thousand. In 2020, the decision to pay dividends was postponed due to the COVID-19 epidemic, and will be made by the Ordinary General Shareholders Meeting convened to 31 August 2020.

4. FINANCIAL MANAGEMENT - RATIO ANALYSIS OF DEBT AND LIQUIDITY OF THE COMPANY

	(in thousand PLN)	
	30.06.2020	31.12.2019
<u>Leverage ratios</u>		
Equity ratio		
<i>shareholders' equity / total assets</i>	44.9%	44.5%
Liabilities to equity ratio		
<i>total liabilities / shareholders' equity</i>	122.9%	124.9%
Liabilities to assets ratio		
<i>total liabilities / total assets</i>	55.1%	55.5%
Interest bearing debt to equity ratio		
<i>interest bearing liabilities / shareholders' equity</i>	37.9%	32.2%
Net interest bearing debt to equity ratio		
<i>interest bearing liabilities less cash and cash equivalents (including funds in escrow accounts), and bank deposits with a maturity of over 3 month / shareholders' equity</i>	4.7%	11.7%
<u>Liquidity ratios</u>		
Current ratio		
<i>current assets / short-term liabilities less deferred income</i>	6.68	4.17
Quick ratio		
<i>current assets less inventory / short-term liabilities less deferred income</i>	1.36	0.54
Cash ratio		
<i>cash and cash equivalents / short-term liabilities less deferred income</i>	1.17	0.46

The Company was in very good financial standing in the six-month period ended 30 June 2020. The liquidity ratios of the Company are sufficient to guarantee safe and efficient operations.

Also the equity ratio and the financial leverage ratios (liabilities to assets, interest bearing debt to equity and liabilities to equity) as calculated at 30 June 2020, demonstrate with a high likelihood that the Company will be able to pay its liabilities.

Liquidity ratios have remained at a very safe level at the end of June 2020, in particular when looking at them from the perspective of operations carried out by the Company. These ratios increased as compared to the levels as at 31 December 2019 mainly due to the increase of cash balance by PLN 164 073 thousand (i.e. by 74%), which predominantly was a consequence of the launch of credit lines in the amount of PLN 200 000 thousand; these are recognised as long-term liabilities.

5. MATERIAL EVENTS AND DESCRIPTION OF COMPANY'S ACTIVITIES IN THE FIRST HALF OF 2020

In the six-month period ended 30 June 2020 the Company continued its development activities, being the construction and sale of residential real estates.

The most important event for the Company in the first half of 2020, likewise for the entire Polish economy, was the announcement of the COVID-19 epidemic in March 2020. Despite numerous restrictions on social and economic life, the Company continued its operating activities. All real estate development projects of the Company continued as scheduled, as well as the deliveries of completed apartments to customers.

The situation in the first half of 2020 was very volatile – after a very good January, February and the first half of March, sales were strongly held back in April and May, while June was a period of strong recovery of demand, in particular in Warsaw. The Company responded quickly to these changes. As soon as at the end of April, it introduced four new projects with more than 470 units, which proved a sales success and allowed the Company to significantly increase its market share in Warsaw, strengthening its position as the leader in the Warsaw property development market.

There are approximately fifteen development projects that are simultaneously conducted by the Company. The Management Board of the Company regularly reviews and gives its opinion on:

- current projects during their implementation in relation to both, the progress of construction works, and current and anticipated sales revenue,
- the best possible manner in which the plots of land from the land-bank may be used by the Company and the Group,
- the potential plots of land which may be purchased for further development projects to be carried out in the following years, also in major Polish cities other than Warsaw, Tricity and Wrocław,
- optimization of financing of the Company's operating activities.

In the first half of 2020 the following material changes in the portfolio of the Company's investments under construction took place:

Projects where the construction commenced in the first half of 2020:

Project	Standard	Number of apartments	Number of commercial units	Started in
Wilno V, phase 1	Popular	323	3	Q1 2020
Osiedle Głębocka, phase 1	Popular	60	-	Q2 2020
Dzielnica Mieszkaniowa Metro Zachód, stage 2 phase 1	Popular	129	-	Q2 2020
Żoliborz Artystyczny, stage 13 phase 1	Popular	153	5	Q2 2020
Żoliborz Artystyczny, stage 13 phase 2	Popular	50	5	Q2 2020
Total		715	13	

Projects where the construction was completed in the first half of 2020:

Project	Standard	Number of apartments	Number of commercial units	Completed in
Stacja Grochów, phase 1	Popular	138	10	Q1 2020
Wilno III, phase 4	Popular	116	-	Q1 2020
Wilno III, phase 5	Popular	46	-	Q1 2020
Rezydencje Marina Mokotów	Apartments	91	6	Q2 2020
Apartamenty Marina Mokotów	Popular	215	7	Q2 2020
Total		606	23	

6. CURRENT AND FUTURE DEVELOPMENT PROJECTS OF THE COMPANY

As at 30 June 2020, the projects under development accounted for 2 635 units (apartments and retail units) in total. The new development projects for 3 052 units in total are defined and planned by the Company.

7. DESCRIPTION OF MAJOR RISK FACTORS AND THREATS TO THE BUSINESS ACTIVITY OF THE COMPANY AND THE GROUP IN THE SECOND HALF OF 2020

Significant risk factors and threats to the business activity conducted by the Company and the Group in the second half of 2020 as identified by the Management Board are presented below.

7.1. COVID-19 epidemic

A key risk factor and risk source for the operations of the Company and the Group in the second half of 2020 is the COVID-19 epidemic that have been continuing since March 2020. The scale of the outbreak in Poland and globally will have a significant impact on the severity of Polish economic recession in 2020 and the pace recovery. Restrictions on social and economic life can affect lifestyles of many people and the structure of residential demand.

As at the date of this report, the Management Board of the Company is unable to clearly identify potential consequences of the ongoing COVID-19 epidemic. The Company's Management Board has been trying to reduce risks associated with the epidemic through securing the Company's financial liquidity, implementing precautionary measures consistent with the recommendations of the WHO and the Polish Sanitary Inspection Authority (GIS), and continuously monitoring the epidemic situation and its impact on the Company's operations.

7.2. Macroeconomic factors

The Company's and the Group's business activities are constantly significantly affected by global developments, and in particular by their impact on the Polish economy. The business activities of the Company are affected specifically by the following macroeconomic factors, which have an impact on the state of the Polish economy: GDP, level of investments, household income, interest rates, inflation, unemployment, the condition of the real estate development and construction industries, and the real estate market.

The Company's macroeconomic environment was significantly affected by the COVID-19 epidemic announced in March 2020 in Poland. The lockdown and increased uncertainty have translated into an economic downturn. The COVID-19-induced economic crisis has had a diverse impact on individual industries. Demand in the housing market recovered very soon after the initial slowdown in April as a consequence of multitude of epidemic-related restrictions.

Strong cuts in NBP interest rates to record-breaking 0.1% were vital support for the real estate market. The negative real interest rate on bank deposits, coupled with record-high prices of gold, impelled many people to invest their free cash in real estate.

The macroeconomic factors will be relevant to the Company's operations in the upcoming quarters. The scale of the COVID-19 epidemic impact on Poland's economy remains difficult to estimate. From the perspective of the Company's business, the situation in the labour market and the level of household income will play a key role.

7.3. Availability of mortgages

The availability of mortgages in the first half of 2020 has significantly decreased, with banks tightening loan-granting criteria in response to highly volatile situation, through increasing the required deposit or adversely assessing mortgage applications from sole-traders. Moreover, interest rate cuts have driven the banks to increase margins, thus weakening the positive impact of low interest rates on creditworthiness. However, the Management Board of the Company recognises the first signs of lending policy being eased by the banks, which might support the Company's sales in the near future.

The Company offers mortgage agency services to its customers within Dom Development S.A. Capital Group. In the context of stricter mortgage-granting criteria, assistance in obtaining finance as offered by the Company is a significant competitive advantage.

7.4. Operations in the Warsaw market

The Company operates in the Warsaw market, which, in the opinion of the Management Board of the Company, is the most prospective and profitable region for property development business. This is confirmed by the current situation, where despite the lockdown and the hold of bank loans, demand for real estate in Warsaw is still strong and prices are stable. The Company has a very extensive experience in this market, which has made it the undisputed leader in the sale of apartments in Warsaw for many years.

The current crisis caused by the COVID-19 epidemic is the moment of triage for many companies, including property developers. Dom Development S.A. demonstrated its strength by grasping greater share of the Warsaw market which was 20% in Q2 2020. During the national recession, the possible slowdown in the residential market in Warsaw will be relatively weaker compared to other agglomerations. In the opinion of the Management Board of the Company, the concentration of activity in the Warsaw market is in the present situation a favourable factor, which strengthens the competitive edge of Dom Development S.A. and its capital group.

The main factors limiting the scale of operations in Warsaw are difficulties with obtaining administrative permits and availability and legal status of real properties in the Warsaw market, and this constitutes a major operational challenge for property developers. High purchase prices and complicated legal status of land prevent prompt start of development projects by developers to replenish the offer, thus restrict the supply of housing units. In the opinion of the Management Board, those difficulties will continue in the second half of 2020. Dom Development S.A., however, has been an unquestionable leader of the Warsaw market for more than twenty years. The in-depth knowledge of local circumstances is one of the main competitive advantages of the Company, owing to which the Company does very well in comparison to its competitors in the current market.

Moreover, the Company has subsidiaries operating in Wrocław and Tri-City, and the Management Board of the Company has been considering further expansion of the Group to other major Polish cities.

7.5. Opportunity to purchase land for new projects

The future success of the Company is founded on the ability to continually and effectively acquire attractive land for new development projects at the right times and at competitive prices. This will allow the generation of satisfactory project contributions. As there is limited supply of land in attractive locations and with clear legal status the ability to acquire new land is major competitive advantage in the real estate development market.

The land market in Warsaw is very competitive, with complex legal situation of many plots and difficulties in obtaining administrative decisions, which have intensified during the COVID-19 epidemic and significantly limit the availability of land for residential development projects. Large capital resources and a very experienced land purchase team are the foundations of the Company's competitive advantage in the market. The Management Board of the Company, following a selective approach to land purchases, focuses on securing attractive land for new projects to guarantee the satisfactory project contributions. Consequently, the Company has broad and diversified land bank to ensure its successful operations for at least three years ahead. The Company, with its substantial resources of free cash and a strong balance sheet, has an opportunity to use them for further expansion of its diversified land bank.

7.6. Situation in the construction industry

Real estate development is inextricably linked to the construction sector. The economic slowdown due to the COVID-19 epidemic has resulted in fewer new investments in the economy, thus increasing the availability of construction services and facilitating price negotiations.

The Company mainly contracts Dom Construction Sp. z o.o., a general contractor operating within Dom Development S.A. Capital Group. Such business model allows to take advantage of potential price reductions for construction materials and services also for projects in progress. In the case of projects contracted to third-party general contractors, construction cost savings are only possible when a new contract is negotiated. In the opinion of the Management Board, the current situation in the construction sector and its prospects for the second half of 2020 have a moderately positive effect on the Company's business.

7.7. Administrative decisions

The nature of real estate development projects requires a number of licenses, permits and arrangements to be obtained by the Company at every stage of the development process. Despite significant caution applied in the project execution schedules there is always a risk of delay in their obtainment, challenges to decisions which have already been issued (also due to appeals with no consequences for appellants) or even failure to obtain them. All these affect the ability to conduct and complete the executed and planned projects. The Company has many years of experience in the implementation of real estate development projects which allows it to minimize the risks associated with the operations depending on administrative decisions.

The necessary administrative permits have been very difficult to obtain in the last six months due to restrictions on the operation of many offices caused by the COVID-19 epidemic. Numerous institutions suspended their operations which caused to the accumulation of cases to be processed, and in turn the waiting time for decisions extended. In the context of the current situation, special attention should be given to smooth launch of new projects by the Company and timely obtainment of occupancy permits for completed buildings.

The Management Board of the Company does not expect significant changes in this area in the second half of 2020.

7.8. Foreign exchange risk

Pursuant to Recommendation S issued by the KNF, from 1 July 2014 banks, and from 22 July 2017 also other financial institutions which may provide mortgages, are required to provide them to retail customers only in the currency of their income. The mortgage-related exchange risk has been eliminated in this way.

A great deal of foreign currency loans are mortgages. This brings about the risk of borrower insolvency, and therefore more apartments seized by the banks are put on the market, where a decline in demand of potential buyers who are not able to obtain such loans, is observed.

The historic foreign currency loans that were taken at lower exchange rates than they are at present due to PLN depreciation against EUR or CHF, often exceed the real value of the properties bought that constitute security for the mortgages. As the prices in the residential market went up, the disproportion between the value of the properties and the mortgage liability has gradually diminished in the recent years. The Management Board is of the opinion that the foreign exchange risk has not been a significant factor affecting the housing market in the current economic situation.

7.9. Risk Management

Risk management in Dom Development S.A. takes place through a formalized process of periodic identification, review, control and assessment of risk factors. The objective of this process is to set relevant procedures and processes for identified risks. The implementation of those procedures and processes is aimed at eliminating or reducing the risk, to which the Company and the Group are exposed. The fundamental activity adopted by the Company so as to reduce the exposure to market risks is proper assessment of potential and control of current development projects based on investment models and decision-making procedures developed in the Company. The adherence to such procedures is closely monitored by the Management Board of the Company.

8. FACTORS THAT WILL IMPACT THE RESULTS ACHIEVED BY THE COMPANY IN AT LEAST THE NEXT SIX MONTHS

The most important factors that may impact the financial situation of the Company in at least the next six-month perspective are:

- the course of the COVID-19 epidemic in Poland and worldwide, specifically in the context of social and economic life restrictions,
- the standing of the Polish and the world economy,
- the labour market situation,
- consumer moods in relation to the current and future situation of households and the economy as a whole,
- The economic trend in the residential market, where the Company operates,
- The availability of mortgages, and in particular their convenient terms for potential customers,
- Achieving the planned sales volume in terms of quantity and value,
- The timely delivery of construction works in line with the schedules by the construction companies completing individual projects of the Company in the general contractor system,
- Availability of external finance (loans, bonds) for real estate developers,
- No sudden changes in the legal and tax regulations that may influence market demand for products offered by the Company in an uncontrolled manner.

9. THE MANAGEMENT BOARD AND THE SUPERVISORY BOARD

9.1. Composition of the Management Board of the Company as at 30 June 2020

Jarosław Szanajca, President of the Management Board

Janusz Zalewski, Vice President of the Management Board

Małgorzata Kolarska, Vice President of the Management Board

Mikołaj Konopka, Member of the Management Board

Terry R. Roydon, Member of the Management Board

9.2. Composition of the Supervisory Board of the Company as at 30 June 2020

Grzegorz Kiełpsz, Chairman of the Supervisory Board

Markham Dumas, Vice Chairman of the Supervisory Board

Marek Moczulski, Vice Chairman of the Supervisory Board

Michael Cronk, Member of the Supervisory Board

Mark Spiteri, Member of the Supervisory Board

Dorota Podedworna-Tarnowska, Member of the Supervisory Board

Krzysztof Grzyliński, Member of the Supervisory Board

10. LIST OF SHAREHOLDERS

List of shareholders who hold, directly or indirectly through subsidiaries, at least 5% of the overall number of votes at the General Shareholders Meeting of the Company ("GSM") as at the day of preparing of this Management Board's Report of Activities of the Company in the first half of 2020 are presented in the table below.

	Status as at the date of preparing of this report				Change in the period from publication of the quarterly financial statements for the three-month period ended 31.03.2020
	Shares	% of capital	Number of votes at the GSM	% of votes at the GSM	Shares
Groupe Belleforêt S.à r.l.	14 155 941	56.13	14 155 941	56.13	-
Jarosław Szanajca	1 454 050	5.77	1 454 050	5.77	-
Aviva Otwarty Fundusz Emerytalny Aviva Santander*	1 313 383	5.21	1 313 383	5.21	no data
Grzegorz Kiełpsz	1 280 750	5.08	1 280 750	5.08	-

*) Shareholding of Aviva OFE Aviva Santander (formerly Aviva OFE Aviva BZ WBK) has been presented as per the latest notice as of 11.07.2011 received by the Company from Aviva PTE Aviva BZ WBK S.A.).

11. SHAREHOLDING IN THE DOM DEVELOPMENT S.A. AND SHARE OPTIONS

The shares of Dom Development S.A. or rights thereto (options) owned by the persons performing management and supervisory functions at Dom Development S.A. as at the date of preparing of this Management's Report of Activities of the Company in the first half of 2020 are presented in the table below.



	Status as at the date of preparing of this report			Change in the period from publication of the quarterly financial statements for the three-month period ended 31.03.2020	
	Shares	Share options	Total	Shares	Share options
The Management Board					
Jarosław Szanajca	1 454 050	-	1 454 050	-	-
Janusz Zalewski	300 000	-	300 000	(50 000)	-
Małgorzata Kolarska	220 235	200 000	420 235	-	-
Mikołaj Konopka	51 292	200 000	251 292	-	-
Terry Roydon	58 500	-	58 500	-	-
The Supervisory Board					
Grzegorz Kielpsz	1 280 750	-	1 280 750	-	-
Mark Spiteri	900	-	900	-	-

12. FORECASTS

The Management Board of Dom Development S.A. does not publish any financial forecasts concerning either, the Company or the Group.

13. PROCEEDINGS BEFORE COURT, ARBITRATION OR PUBLIC ADMINISTRATION AUTHORITY

As of 30 June 2020 there was no individual proceeding before any court, authority competent for arbitration or public administration body, concerning the liabilities or receivables of the Company or its subsidiaries, the value of which would be at least 10% of the Company's shareholders' equity.

As of 30 June 2020 there were not two or more proceedings before any court, authority competent for arbitration or public administration body, concerning the liabilities or receivables, the value of which would be at least 10% of the Company's shareholders' equity.

As at 30 June 2020 the Company was not a party to any material court cases.

The proceedings involving the Company have no significant impact on the Company's activity.

14. TRANSACTIONS WITH RELATED ENTITIES

All transactions made by the Company with related entities are based on the arm's length principle.

Information regarding transactions with related entities of the Company are presented in note 7.20 to the interim condensed financial statements for the six-month period ended 30 June 2020.

15. SURETYSHIPS AND GUARANTEES GRANTED

The total value of suretyships and guarantees granted by the Company and its subsidiaries within the Group is not significant compared to the scale of operations of the Company and the Group.

Information of conditional liabilities of the Company are presented in note 7.22 to the interim condensed financial statements for the six-month period ended 30 June 2020.