



# **DOM DEVELOPMENT S.A.**

## **Interim condensed consolidated financial statements for the three-month period ended 30 September 2013**



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**1. APPROVAL OF THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS BY  
THE MANAGEMENT BOARD OF THE COMPANY**

These interim condensed consolidated financial statements for the three-month period ended 30 September 2013 were prepared and approved by the Management Board of Dom Development S.A. on 23 October 2013.

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Jarosław Szanajca,  
President of the Management Board

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Janusz Zalewski,  
Vice President of the Management Board



## 2. INTERIM CONDENSED CONSOLIDATED BALANCE SHEET

| <b>ASSETS</b>               | <b>Note</b> | <b>30.09.2013</b><br><i>(unaudited)</i> | <b>31.12.2012</b> |
|-----------------------------|-------------|---|-------------------|
| <b>Fixed assets</b>         |             |   |                   |
| Intangible assets           |             | 1 258                                   | 1 211             |
| Tangible fixed assets       |             | 4 933                                   | 5 308             |
| Long-term receivables       |             | 1 601                                   | 1 679             |
| Other financial assets      |             | 72                                      | 38                |
| <b>Total fixed assets</b>   |             | <b>7 864</b>                            | <b>8 236</b>      |
| <b>Current assets</b>       |             |   |                   |
| Inventory                   | <b>7.5</b>  | 1 288 514                               | 1 305 568         |
| Trade and other receivables |             | 33 930                                  | 27 980            |
| Other current assets        |             | 5 126                                   | 7 219             |
| Short-term financial assets | <b>7.6</b>  | 3 392                                   | 234 769           |
| Cash and cash equivalents   | <b>7.7</b>  | 361 634                                 | 175 918           |
| <b>Total current assets</b> |             | <b>1 692 596</b>                        | <b>1 751 454</b>  |
| <b>Total assets</b>         |             | <b>1 700 460</b>                        | <b>1 759 690</b>  |

| <b>EQUITY AND LIABILITIES</b>                             | <b>Note</b> | <b>30.09.2013</b><br><i>(unaudited)</i> | <b>31.12.2012</b> |
|---|-------------|---|-------------------|
| <b>Shareholders' equity</b>                               |             |   |                   |
| Share capital   | <b>7.8</b>  | 24 741                                  | 24 715            |
| Share premium   |             | 234 094                                 | 233 733           |
| Other capital (supplementary capital)                     |             | 517 521                                 | 517 362           |
| Reserve capital from valuation of share options           |             | 25 107                                  | 25 089            |
| Reserve capital from valuation of cash flow hedges        |             | (37)                                    | (58)              |
| Reserve capital from reduction of share capital           |             | 510                                     | 510               |
| Accumulated, unappropriated profit (loss)                 |             | 28 966                                  | 91 671            |
| Equity attributable to the shareholders of parent company |             | <b>830 902</b>                          | <b>893 022</b>    |
| Non-controlling interests                                 |             | (659)                                   | (621)             |
| <b>Total shareholders' equity</b>                         |             | <b>830 243</b>                          | <b>892 401</b>    |
| <b>Liabilities</b>  |             |   |                   |
| <b>Long-term liabilities</b>                              |             |   |                   |
| Loans, long-term portion                                  | <b>7.9</b>  | 177 000                                 | 177 000           |
| Bonds, long-term portion                                  | <b>7.10</b> | 270 000                                 | 220 000           |
| Deferred tax provision                                    |             | 1 621                                   | 7 866             |
| Long-term provisions                                      |             | 14 086                                  | 15 237            |
| Other long-term liabilities                               |             | 27 456                                  | 32 583            |
| <b>Total long-term liabilities</b>                        |             | <b>490 163</b>                          | <b>452 686</b>    |
| <b>Short-term liabilities</b>                             |             |   |                   |
| Trade payables, tax and other liabilities                 |             | 137 451                                 | 131 548           |
| Loans, short-term portion                                 | <b>7.9</b>  | -                                       | 33 000            |
| Bonds, short-term portion                                 | <b>7.10</b> | -                                       | -                 |
| Accrued interest on loans and bonds                       | <b>7.11</b> | 2 769                                   | 4 310             |
| Corporate income tax payables                             |             | 3 921                                   | 2 507             |
| Short-term provisions                                     |             | 5 929                                   | 6 325             |
| Deferred income   |             | 229 984                                 | 236 913           |
| <b>Total short-term liabilities</b>                       |             | <b>380 054</b>                          | <b>414 603</b>    |
| <b>Total liabilities</b>                                  |             | <b>870 217</b>                          | <b>867 289</b>    |
| <b>Total equity and liabilities</b>                       |             | <b>1 700 460</b>                        | <b>1 759 690</b>  |



## Dom Development S.A.

Interim condensed consolidated income statement  
for the three-month and nine-month periods ended 30 September 2013  
(all amounts in thousands PLN unless stated otherwise)

### 3. INTERIM CONDENSED CONSOLIDATED INCOME STATEMENT

|   | Note | Nine-month period ended          |                                  | Three-month period ended         |                                  |
|---|------|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|   |      | 30.09.2013<br><i>(unaudited)</i> | 30.09.2012<br><i>(unaudited)</i> | 30.09.2013<br><i>(unaudited)</i> | 30.09.2012<br><i>(unaudited)</i> |
| Sales revenue                             | 7.13 | 463 780                          | 613 143                          | 123 590                          | 305 096                          |
| Cost of sales                             | 7.14 | (361 134)                        | (464 483)                        | (99 665)                         | (239 311)                        |
| <b>Gross profit on sales</b>              |      | <b>102 646</b>                   | <b>148 660</b>                   | <b>23 925</b>                    | <b>65 785</b>                    |
| Selling costs                             | 7.14 | (31 057)                         | (29 213)                         | (9 882)                          | (10 083)                         |
| General administrative expenses           | 7.14 | (30 850)                         | (34 405)                         | (9 994)                          | (10 794)                         |
| Other operating income                    |      | 1 426                            | 2 022                            | 401                              | 638                              |
| Other operating expenses                  |      | (4 491)                          | (5 611)                          | (1 630)                          | (1 696)                          |
| <b>Operating profit/(loss)</b>            |      | <b>37 674</b>                    | <b>81 453</b>                    | <b>2 820</b>                     | <b>43 850</b>                    |
| Financial income                          |      | 2 314                            | 5 344                            | 611                              | 2 080                            |
| Financial costs                           |      | (4 004)                          | (5 104)                          | (1 403)                          | (1 924)                          |
| <b>Profit/(loss) before tax</b>           |      | <b>35 984</b>                    | <b>81 693</b>                    | <b>2 028</b>                     | <b>44 006</b>                    |
| Income tax                                | 7.15 | (7 520)                          | (15 952)                         | (914)                            | (8 484)                          |
| <b>Net profit/(loss)</b>                  |      | <b>28 464</b>                    | <b>65 741</b>                    | <b>1 114</b>                     | <b>35 522</b>                    |
| <b>Net profit/(loss) attributable to:</b> |      |                                  |                                  |                                  |                                  |
| Shareholders of the parent company        |      | 28 502                           | 65 763                           | 1 126                            | 35 537                           |
| Non-controlling interests                 |      | (38)                             | (22)                             | (12)                             | (15)                             |
| <b>Earnings/(loss) per share:</b>         |      |                                  |                                  |                                  |                                  |
| Basic (PLN)                               | 7.16 | 1.15                             | 2.67                             | 0.05                             | 1.44                             |
| Diluted (PLN)                             | 7.16 | 1.15                             | 2.66                             | 0.05                             | 1.44                             |



## Dom Development S.A.

Interim condensed consolidated statement of comprehensive income  
for the three-month and nine-month periods ended 30 September 2013  
(all amounts in thousands PLN unless stated otherwise)

### 4. INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

|  | Three-month period ended         |                                  | Three-month period ended         |                                  |
|--|----------------------------------|----------------------------------|----------------------------------|----------------------------------|
|  | 30.09.2013<br><i>(unaudited)</i> | 30.09.2012<br><i>(unaudited)</i> | 30.09.2013<br><i>(unaudited)</i> | 30.09.2012<br><i>(unaudited)</i> |
| <b>Net profit/ (loss)</b>                        | <b>28 464</b>                    | <b>65 741</b>                    | <b>1 114</b>                     | <b>35 522</b>                    |
| <b>Other comprehensive income</b>                |                                  |                                  |                                  |                                  |
| Net change to cash flow hedges                   | 26                               | (142)                            | -                                | (64)                             |
| Income tax                                       | (5)                              | 27                               | -                                | 12                               |
| <b>Other net comprehensive income</b>            | <b>21</b>                        | <b>(115)</b>                     | <b>-</b>                         | <b>(52)</b>                      |
|  |                                  |                                  | -                                |                                  |
| <b>Total net comprehensive income</b>            | <b>28 485</b>                    | <b>65 626</b>                    | <b>1 114</b>                     | <b>35 470</b>                    |
| <b>Net comprehensive income attributable to:</b> |                                  |                                  |                                  |                                  |
| Shareholders of the parent company               | 28 523                           | 65 648                           | 1 126                            | 35 485                           |
| Non-controlling interests                        | (38)                             | (22)                             | (12)                             | (15)                             |



## Dom Development S.A.

Interim condensed consolidated cash flow statement  
for the nine-month period ended 30 September 2013  
(all amounts in thousands PLN unless stated otherwise)

### 5. INTERIM CONDENSED CONSOLIDATED CASH FLOW STATEMENT

|   | Note | Nine-month period ended   |                           |
|---|------|---------------------------|---------------------------|
|   |      | 30.09.2013<br>(unaudited) | 30.09.2012<br>(unaudited) |
| <b>Cash flow from operating activities</b>                            |      |                           |                           |
| Profit/(loss) before tax  |      | <b>35 984</b>             | <b>81 693</b>             |
| Adjustments:  |      |                           |                           |
| Depreciation  |      | 2 403                     | 2 261                     |
| Profit/loss on foreign exchange differences                           |      | (170)                     | 253                       |
| Profit/loss on investments  |      | (80)                      | 386                       |
| Interest cost/income  |      | 10 970                    | 14 067                    |
| Cost of the management option programmes                              |      | 18                        | 916                       |
| Changes in the operating capital:                                     |      |                           |                           |
| Changes in provisions   |      | (1 548)                   | (426)                     |
| Changes in inventory  |      | 16 697                    | 82 454                    |
| Changes in receivables  |      | (5 872)                   | 17 015                    |
| Changes in short-term liabilities, excluding loans and bonds          |      | (788)                     | (20 211)                  |
| Changes in prepayments and deferred income                            |      | (8 323)                   | (17 001)                  |
| Other adjustments   |      | 170                       | (253)                     |
| <b>Cash flow generated from operating activities</b>                  |      | <b>49 461</b>             | <b>161 154</b>            |
| Interest received   |      | 14 751                    | 20 406                    |
| Interest paid   |      | (23 418)                  | (25 382)                  |
| Income tax paid   |      | (12 356)                  | (11 617)                  |
| <b>Net cash flow from operating activities</b>                        |      | <b>28 438</b>             | <b>144 561</b>            |
| <b>Cash flow from investing activities</b>                            |      |                           |                           |
| Proceeds from the sale of intangible assets and tangible fixed assets |      | 77                        | 168                       |
| Bank deposits with a maturity over three months, made and/or closed   | 7.6  | 232 919                   | (283 910)                 |
| Acquisition of intangible and tangible fixed assets                   |      | (2 057)                   | (2 426)                   |
| Acquisition of financial assets                                       |      | -                         | (880)                     |
| <b>Net cash flow from investing activities</b>                        |      | <b>230 939</b>            | <b>(287 048)</b>          |
| <b>Cash flows from financing activities</b>                           |      |                           |                           |
| Proceeds from issue of shares (exercise of share options)             |      | 387                       | 2 353                     |
| Proceeds from contracted loans  |      | -                         | 50 000                    |
| Commercial papers issued  |      | 50 000                    | 120 000                   |
| Repayment of loans and borrowings                                     |      | -                         | (57 134)                  |
| Redemption of commercial papers                                       |      | (33 000)                  | (117 470)                 |
| Dividends paid  |      | (91 048)                  | (37 006)                  |
| Payment of financial lease liabilities                                |      | -                         | (4)                       |
| <b>Net cash flow from financing activities</b>                        |      | <b>(73 661)</b>           | <b>(39 261)</b>           |
| <b>Increase / (decrease) in net cash and cash equivalents</b>         |      | <b>185 716</b>            | <b>(181 748)</b>          |
| <b>Cash and cash equivalents – opening balance</b>                    | 7.7  | <b>175 918</b>            | <b>380 247</b>            |
| <b>Cash and cash equivalents – closing balance</b>                    | 7.7  | <b>361 634</b>            | <b>198 499</b>            |



## Dom Development S.A.

Interim condensed statement of changes in consolidated shareholders' equity  
for the nine-month period ended 30 September 2013  
(all amounts in thousands PLN unless stated otherwise)

### 6. INTERIM CONDENSED STATEMENT OF CHANGES IN CONSOLIDATED SHAREHOLDERS' EQUITY

|   | Share capital | Share premium less treasury shares | Other capital (supplementary capital) | Reserve capital                 |                                    |                                 | Accumulated unappropriated profit (loss) | Equity attributable to the shareholders of parent company | Non-controlling interests | Total shareholders' equity |
|---|---------------|------------------------------------|---------------------------------------|---------------------------------|------------------------------------|---------------------------------|--|---|---------------------------|----------------------------|
|   |               |                                    |                                       | from reduction of share capital | from valuation of cash flow hedges | from valuation of share options |  |   |                           |                            |
| <b>Balance as at 1 January 2013</b>                                 | <b>24 715</b> | <b>233 733</b>                     | <b>517 362</b>                        | <b>510</b>                      | <b>(58)</b>                        | <b>25 089</b>                   | <b>91 671</b>                            | <b>893 022</b>  | <b>(621)</b>              | <b>892 401</b>             |
| Share capital increase by exercising share options (note 7.8)       | 26            | 361                                | -                                     | -                               | -                                  | -                               | -  | <b>387</b>  | -                         | <b>387</b>                 |
| Transfer of profit to supplementary capital                         | -             | -                                  | 159                                   | -                               | -                                  | -                               | (159)                                    | -   | -                         | -                          |
| Payment of dividends to shareholders                                | -             | -                                  | -                                     | -                               | -                                  | -                               | (91 048)                                 | <b>(91 048)</b>   | -                         | <b>(91 048)</b>            |
| Creation of reserve capital from the valuation of the share options | -             | -                                  | -                                     | -                               | -                                  | 18                              | -  | <b>18</b>   | -                         | <b>18</b>                  |
| Net profit for the reporting period                                 | -             | -                                  | -                                     | -                               | -                                  | -                               | 28 502                                   | <b>28 502</b>   | (38)                      | <b>28 464</b>              |
| Other net comprehensive income for the reporting period             | -             | -                                  | -                                     | -                               | 21                                 | -                               | -  | <b>21</b>   | -                         | <b>21</b>                  |
| <b>Balance as at 30 September 2013</b><br><i>(unaudited)</i>        | <b>24 741</b> | <b>234 094</b>                     | <b>517 521</b>                        | <b>510</b>                      | <b>(37)</b>                        | <b>25 107</b>                   | <b>28 966</b>                            | <b>830 902</b>  | <b>(659)</b>              | <b>830 243</b>             |

|   | Share capital | Share premium less treasury shares | Other capital (supplementary capital) | Reserve capital                 |                                    |                                 | Accumulated unappropriated profit (loss) | Equity attributable to the shareholders of parent company | Non-controlling interests | Total shareholders' equity |
|---|---------------|------------------------------------|---------------------------------------|---------------------------------|------------------------------------|---------------------------------|--|---|---------------------------|----------------------------|
|   |               |                                    |                                       | from reduction of share capital | from valuation of cash flow hedges | from valuation of share options |  |   |                           |                            |
| <b>Balance as at 1 January 2012</b>                                 | <b>24 560</b> | <b>231 535</b>                     | <b>471 528</b>                        | <b>510</b>                      | -                                  | <b>24 280</b>                   | <b>83 293</b>                            | <b>835 706</b>  | <b>(637)</b>              | <b>835 069</b>             |
| Share capital increase by exercising share options                  | 110           | 1 532                              | -                                     | -                               | -                                  | -                               | -  | <b>1 642</b>  | -                         | <b>1 642</b>               |
| Transfer of profit to supplementary capital                         | -             | -                                  | 45 834                                | -                               | -                                  | -                               | (45 834)                                 | -   | -                         | -                          |
| Payment of dividends to shareholders                                | -             | -                                  | -                                     | -                               | -                                  | -                               | (37 005)                                 | <b>(37 005)</b>   | -                         | <b>(37 005)</b>            |
| Creation of reserve capital from the valuation of the share options | -             | -                                  | -                                     | -                               | -                                  | 916                             | -  | <b>916</b>  | -                         | <b>916</b>                 |
| Net profit for the reporting period                                 | -             | -                                  | -                                     | -                               | -                                  | -                               | 65 763                                   | <b>65 763</b>   | (22)                      | <b>65 741</b>              |
| Other net comprehensive income for the reporting period             | -             | -                                  | -                                     | -                               | (115)                              | -                               | -  | <b>(115)</b>  | -                         | <b>(115)</b>               |
| <b>Balance as at 30 September 2012</b><br><i>(unaudited)</i>        | <b>24 670</b> | <b>233 067</b>                     | <b>517 362</b>                        | <b>510</b>                      | <b>(115)</b>                       | <b>25 196</b>                   | <b>66 217</b>                            | <b>866 907</b>  | <b>(659)</b>              | <b>866 248</b>             |





## **7. ADDITIONAL NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

### **7.1. General information about Dom Development S.A. and the Dom Development S.A. Capital Group**

#### **General information about the parent company of the Dom Development S.A. Capital Group**

The parent company of Dom Development S.A. Capital Group ("the Group") is the public limited company Dom Development S.A. ("the Company" / "the parent company") with its registered office in Warsaw (00-078 Warsaw, Plac Piłsudskiego 3) entered into the National Court Register under number 0000031483, maintained by the District Court for the capital city of Warsaw, 12<sup>th</sup> Commercial Division of the National Court Register.

According to the Polish Classification of Business Activity the Company's scope of activity is the development of building projects – PKD 4110Z (NACE F41.1). The Group conducts its activities mainly in Warsaw and its vicinity, and Wrocław.

The Company is a majority-owned subsidiary of Dom Development B.V. with its registered office in the Netherlands. As at 30 September 2013 the parent company Dom Development S.A. was controlled by Dom Development B.V. which held 61.46 % of the Company's shares.

#### **General information about the Group and joint ventures**

The Group's structure and the parent company interest in the share capital of the entities comprising the Group as at 30 September 2013 is presented in the table below:

| <b>Entity</b>  | <b>Country of registration</b> | <b>% of the share capital held by the parent company</b> | <b>% of the votes held by the parent company</b> | <b>Consolidation method</b> |
|--|--------------------------------|--|--|-----------------------------|
| <b>Subsidiaries</b>  |                                |  |  |                             |
| Dom Development Morskie Oko sp. z o.o., under liquidation    | Poland                         | 100%   | 100%   | full consolidation          |
| Dom Development Grunty sp. z o.o.                            | Poland                         | 46%  | 100%   | full consolidation          |
| <b>The Group has been also engaged in the joint venture:</b> |                                |  |  |                             |
| Fort Mokotów sp. z o.o., under liquidation                   | Poland                         | 49%  | 49%  | equity method               |

The main area of activity of the Group is the construction and sale of residential real estate.

The main area of activity of Dom Development Grunty sp. z o.o., a subsidiary is purchase of real estate for development activities of the Group.

All companies operating within the Group conduct business activities in the territory of Poland under the Code of Commercial Companies and Partnerships and their term of operation is unlimited, except for Fort Mokotów sp. z o.o., under liquidation and Dom Development Morskie Oko sp. z o.o., under liquidation.

In the three-month period ended 30 September 2013 the Group did not discontinue any of its activities.

In the three-month period ended 30 September 2013 the Group did not make any material changes to its structure, including mergers, acquisitions or sale of the Group's entities, long-term investments, demergers, restructuring or discontinuation of activities.



## 7.2. Basis for the preparing of the interim condensed consolidated financial statements

The interim condensed consolidated financial statements have been prepared on a historical cost basis.

Certain information and disclosures, which in accordance with the International Financial Reporting Standards adopted by the European Union (EU) are normally included in annual consolidated financial statements, have been condensed or omitted pursuant to International Accounting Standard No. 34, "Interim Financial Reporting" (IAS 34).

The interim condensed consolidated financial statements have been prepared on the assumption that the companies operating within the Group will continue as a going concern in the foreseeable future.

The functional currency of the parent company and other companies incorporated in these condensed consolidated financial statements is Polish zloty (PLN). The condensed consolidated financial statements are stated in Polish zloty. Financial data included in the condensed consolidated financial statements are expressed in thousands of PLN unless stated otherwise.

The presented interim condensed consolidated balance sheet, interim condensed consolidated income statement, interim condensed consolidated statement of comprehensive income, interim condensed consolidated cash flow statement and interim condensed statement of changes in consolidated shareholders' equity are unaudited and they have not been the subject of review by an independent certified auditor. These unaudited interim condensed consolidated financial statements do not include all the information and disclosures that are required from annual consolidated financial statements and therefore should be read in conjunction with the audited consolidated financial statements of the Group and the notes thereto for the year ended 31 December 2012.

The Company has also prepared interim condensed financial statements for Dom Development S.A. for the three-month period ended 30 September 2013. These statements were approved by the Management Board of the Company on 23 October 2013.

## 7.3. Accounting policies

Polish law requires the Group to prepare its interim condensed consolidated 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 Group, there are no differences in the IFRS policies applied by the Group and IFRS that have been endorsed by the EU.

The interim condensed consolidated 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.

These interim condensed consolidated financial statements are prepared based on the same accounting policies as for the consolidated financial statements of the Group for the year ended 31 December 2012, except for the following amendments to existing standards and new interpretations that are effective for annual periods beginning on 1 January 2013:

- *Amendments to IAS 19 Employee Benefits* – effective for annual periods beginning on or after 1 January 2013.
- *Amendments to IAS 1 Presentation of Financial Statements* – effective for annual periods beginning on or after 1 July 2012.
- *Amendments to IAS 12 Income Taxes: Recovery of Underlying Assets* – effective for annual periods beginning on or after 1 January 2012 – in the EU effective latest for annual periods beginning on or after 1 January 2013.
- *IFRS 13 Fair Value Measurement* – effective for annual periods beginning on or after 1 January 2013.
- *Amendments to IFRS 7 Financial instruments: Disclosures: Offsetting of Financial Assets and Financial Liabilities* – effective for annual periods beginning on or after 1 January 2013.
- *Improvements resulting from IFRS reviews (published in May 2012)* – effective for annual periods beginning on or after 1 January 2013.
- *Amendment to IFRS 1 First-time Adoption of International Financial Reporting Standards: Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters* – effective for annual periods beginning on or after 1 July 2011. In the EU these amendment is effective for annual periods beginning on or after 1 January 2013.



- Amendment to IFRS 1 *First-time Adoption of International Financial Reporting Standards: Government Loans* – effective for annual periods beginning on or after 1 January 2013.
- IFRIC 20 *Stripping Costs in the Production Phase of a Surface Mine* – effective for annual periods beginning on or after 1 January 2013.

The introduced amendments were scrutinized by the Group and they do not materially affect the Company's financial position, operating results or the scope of information presented in these interim condensed consolidated financial statements.

Moreover, the Company has decided for earlier adoption of *IFRS 10 Consolidated Financial Statements, IFRS 11 Joint Ventures, IFRS 12 Disclosure of Interests in Other Entities and amendments to IAS 27 and IAS 28 republished as IAS 27 Separate Financial Statements and IAS 28 Investments in associates and joint ventures*. The earlier adoption of these standards and improvements had no significant impact on these interim condensed financial statements of the Company. This only resulted in a change of consolidation method for the associate, namely Fort Mokotów sp. z o.o., under liquidation, from proportional method to equity method. The Company has not adopted earlier of any other standard, interpretation or improvement/amendment, which was published and has not yet come into force.

#### **7.4. Key figures based on professional judgement and basis for estimates**

In addition to the accounting estimations, when applying the accounting policies in relation to the issues described below, the most significant was the professional judgement and the assumptions made by the management.

##### **Budgets of the construction projects**

The decision to purchase real estate (land) is based upon analysis, where the so called "purchase budget" is the major component. This budget is prepared to assess the future profitability of projects. The budgets for these construction projects are updated based on management's best knowledge and experience from when the real estate is purchased. The budgets for all construction projects are verified and updated when necessary, at least once every three months. Updated project budgets are the basis for:

- verification of their profitability and any potential inventory impairment write down,
- preparation of financial forecasts, annual budgets and medium term plans.

##### **Recognition of revenue from the sale of products**

The revenue from the sale of real estate (housing units, commercial space, etc.) is recognised at the moment when control over the real estate is transferred to the buyer of said real estate together with the transfer of significant risks and rewards typical to the ownership rights. According to the Company's judgement this occurs at the moment of handover of the real estate to the buyer, which is based on a handover document signed by both parties and subject to the condition that the buyer has made 100% payment of the sale price for the real estate.

##### **Seasonality**

The operating activity of the Group is not subject to any major seasonality.



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### 7.5. Inventory

| <b>INVENTORY</b>   | <b>30.09.2013</b>  | <b>31.12.2012</b> |
|--|--------------------|-------------------|
|  | <i>(unaudited)</i> |                   |
| <b>Advances on deliveries, including</b>                   | <b>22 877</b>      | <b>16 614</b>     |
| at purchase prices/production costs                        | 23 027             | 16 683            |
| write down to the net realisable value                     | (150)              | (69)              |
| <b>Semi-finished goods and work in progress, including</b> | <b>1 092 819</b>   | <b>945 529</b>    |
| at purchase prices/production costs                        | 1 104 393          | 960 380           |
| write down to the net realisable value                     | (11 574)           | (14 851)          |
| <b>Finished goods, including</b>                           | <b>172 818</b>     | <b>343 425</b>    |
| at purchase prices/production costs                        | 179 452            | 350 073           |
| write down to the net realisable value                     | (6 634)            | (6 648)           |
| <b>Total</b>   | <b>1 288 514</b>   | <b>1 305 568</b>  |

| <b>INVENTORY REVALUATION WRITE DOWNS</b> | <b>01.07 -<br/>30.09.2013</b> | <b>01.07 -<br/>30.09.2012</b> |
|--|-------------------------------|-------------------------------|
|  | <i>(unaudited)</i>            | <i>(unaudited)</i>            |
| <b>Opening balance</b>                   | <b>18 586</b>                 | <b>18 398</b>                 |
| Increments                               | 800                           | 3 389                         |
| Reversal                                 | (1 028)                       | (2 549)                       |
| <b>Closing balance</b>                   | <b>18 358</b>                 | <b>19 238</b>                 |

Write down to the net realisable value have resulted from the impairment tests and analysis performed by the Group.

| <b>CARRYING VALUE OF INVENTORY USED TO SECURE THE PAYMENT OF<br/>LIABILITIES AND VALUE OF THE MORTGAGES ESTABLISHED</b> | <b>30.09.2013</b>  | <b>31.12.2012</b> |
|---|--------------------|-------------------|
|   | <i>(unaudited)</i> |                   |
| Carrying value of inventory used to secure liabilities  | 387 137            | 337 000           |
| <b>Mortgages:</b>   |                    |                   |
| Mortgages used to secure real estate purchase agreements  | 11 000             | 22 000            |
| Mortgages used to secure loan agreements (maximum amount)   | 412 588            | 315 000           |

### 7.6. Short-term financial assets

| <b>SHORT-TERM FINANCIAL ASSETS</b>              | <b>30.09.2013</b>  | <b>31.12.2012</b> |
|---|--------------------|-------------------|
|   | <i>(unaudited)</i> |                   |
| Bank deposits with a maturity over three months | 991                | 233 910           |
| Cash in an escrow account                       | 2 401              | 859               |
| <b>Total</b>                                    | <b>3 392</b>       | <b>234 769</b>    |

Bank deposits with a maturity over three months as of the date when they are made are presented in "Bank deposits with a maturity over three months".

The companies operating within the Group make bank deposits with various maturity based on current analysis of cash needs and realizable rate of return on deposits offered by banks.

Cash received from the Group's customers as advances for the sale of products which is deposited in escrow accounts until the relevant requirements specified in the "Act on the Protection of Rights of a Dwelling Unit or House Buyer" are met, is presented in "Cash in an escrow account".



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### 7.7. Cash and cash equivalents

Cash and cash equivalents are represented by cash at bank and cash in hand, including short-term bank deposits with up to three months maturity on the date when they are made. The book value of these assets corresponds to their fair value.

| <b>CASH AND CASH EQUIVALENTS</b>                      | <b>30.09.2013</b><br><i>(unaudited)</i> | <b>31.12.2012</b> | <b>30.09.2012</b><br><i>(unaudited)</i> |
|---|---|-------------------|---|
| Cash in hand and at bank                              | 6 134                                   | 8 239             | 8 053                                   |
| Bank deposits with a maturity of three months or less | 355 480                                 | 167 634           | 190 395                                 |
| Other   | 20                                      | 45                | 51                                      |
| <b>Total</b>  | <b>361 634</b>                          | <b>175 918</b>    | <b>198 499</b>                          |

### 7.8. Share capital

| <b>SHARE CAPITAL (STRUCTURE) AS AT 30.09.2013</b> |               |                       |                                     |                     |  |                         |                      |                                 |
|---|---------------|-----------------------|-------------------------------------|---------------------|--|-------------------------|----------------------|---------------------------------|
| Series/<br>issue                                  | Type of share | Type of<br>preference | Limitation of<br>right to<br>shares | Number of<br>shares | Nominal value of<br>series/issue (PLN) | Capital<br>covered with | Registration<br>date | Right to<br>dividends<br>(from) |
| A   | Bearer        | -                     | -                                   | 21 344 490          | 21 344 490                             | cash                    | 12.09.2006           | 12.09.2006                      |
| F   | Bearer        | -                     | -                                   | 2 705 882           | 2 705 882                              | cash                    | 31.10.2006           | 31.10.2006                      |
| H   | Bearer        | -                     | -                                   | 172 200             | 172 200                                | cash                    | 14.02.2007           | 14.02.2007                      |
| I   | Bearer        | -                     | -                                   | 92 700              | 92 700                                 | cash                    | 14.02.2007           | 14.02.2007                      |
| J   | Bearer        | -                     | -                                   | 96 750              | 96 750                                 | cash                    | 14.02.2007           | 14.02.2007                      |
| L   | Bearer        | -                     | -                                   | 148 200             | 148 200                                | cash                    | 14.02.2007           | 14.02.2007                      |
| Ł   | Bearer        | -                     | -                                   | 110 175             | 110 175                                | cash                    | 12.03.2012           | 07.05.2012                      |
| M   | Bearer        | -                     | -                                   | 24 875              | 24 875                                 | cash                    | 03.10.2012           | 09.11.2012                      |
| N   | Bearer        | -                     | -                                   | 20 000              | 20 000                                 | cash                    | 03.10.2012           | 09.11.2012                      |
| O   | Bearer        | -                     | -                                   | 26 000              | 26 000                                 | cash                    | 05.03.2013           | 17.05.2013                      |
| <b>Total number of shares</b>                     |               |                       |                                     | <b>24 741 272</b>   |  |                         |                      |                                 |
| <b>Total share capital</b>                        |               |                       |                                     |                     | <b>24 741 272</b>                      |                         |                      |                                 |
| <b>Nominal value per share = PLN 1</b>            |               |                       |                                     |                     |  |                         |                      |                                 |

| <b>SHARE CAPITAL (STRUCTURE) AS AT 31.12.2012</b> |               |                       |                                     |                     |  |                         |                      |                                 |
|---|---------------|-----------------------|-------------------------------------|---------------------|--|-------------------------|----------------------|---------------------------------|
| Series/<br>issue                                  | Type of share | Type of<br>preference | Limitation of<br>right to<br>shares | Number of<br>shares | Nominal value of<br>series/issue (PLN) | Capital<br>covered with | Registration<br>date | Right to<br>dividends<br>(from) |
| A   | Bearer        | -                     | -                                   | 21 344 490          | 21 344 490                             | cash                    | 12.09.2006           | 12.09.2006                      |
| F   | Bearer        | -                     | -                                   | 2 705 882           | 2 705 882                              | cash                    | 31.10.2006           | 31.10.2006                      |
| H   | Bearer        | -                     | -                                   | 172 200             | 172 200                                | cash                    | 14.02.2007           | 14.02.2007                      |
| I   | Bearer        | -                     | -                                   | 92 700              | 92 700                                 | cash                    | 14.02.2007           | 14.02.2007                      |
| J   | Bearer        | -                     | -                                   | 96 750              | 96 750                                 | cash                    | 14.02.2007           | 14.02.2007                      |
| L   | Bearer        | -                     | -                                   | 148 200             | 148 200                                | cash                    | 14.02.2007           | 14.02.2007                      |
| Ł   | Bearer        | -                     | -                                   | 110 175             | 110 175                                | cash                    | 12.03.2012           | 07.05.2012                      |
| M   | Bearer        | -                     | -                                   | 24 875              | 24 875                                 | cash                    | 03.10.2012           | 09.11.2012                      |
| N   | Bearer        | -                     | -                                   | 20 000              | 20 000                                 | cash                    | 03.10.2012           | 09.11.2012                      |
| <b>Total number of shares</b>                     |               |                       |                                     | <b>24 715 272</b>   |  |                         |                      |                                 |
| <b>Total share capital</b>                        |               |                       |                                     |                     | <b>24 715 272</b>                      |                         |                      |                                 |
| <b>Nominal value per share = PLN 1</b>            |               |                       |                                     |                     |  |                         |                      |                                 |



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### Description of changes to the share capital in the Company in the period from 1 January until 30 September 2013

On 21 January 2013 the Management Board of Dom Development S.A. adopted a resolution to increase the share capital by issuing 26 000 O series ordinary bearer shares as a part of the authorised capital from the then current amount of PLN 24 715 272.00 up to PLN 24 741 272.00, that is by PLN 26 000.00. The O series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II. As at 21 February 2012 all of the 26 000 shares were subscribed. These shares were registered by the District Court for the capital city of Warsaw in Warsaw, 12<sup>th</sup> Commercial Division of the National Court Register on 5 March 2013.

On 31 July 2013 the Management Board of Dom Development S.A. adopted a resolution to increase the Company's share capital by issuing 925 P series ordinary bearer shares and 11 000 R series ordinary bearer shares as a part of the authorised capital from the then current amount of PLN 24 741 272.00 up to PLN 24 753 197.00, that is by PLN 11 925. The P and R series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II. As at 30 September 2013, the shares were subscribed, but have not yet been registered by the Court of Registration.

List of shareholders who hold, directly or indirectly through subsidiaries, at least 5% of the overall number of votes at the General Shareholders Meeting ("GSM") as at the date that these financial statements are prepared and approved by the Company's Management Board.

|   | Status as at the date of preparing of these financial statements |              |                            |                       | Change in the period from publication of the interim financial statements for the six-month period ended 30.06.2013 |
|---|--|--------------|----------------------------|-----------------------|---|
|   | Shares   | % of capital | Number of votes at the GSM | % of votes at the GSM | Shares  |
| Dom Development B.V.  | 15 206 172   | 61.46        | 15 206 172                 | 61.46                 | -   |
| Jarosław Szanajca   | 1 534 050  | 6.20         | 1 534 050                  | 6.20                  | -   |
| Aviva Powszechnie Towarzystwo Emerytalne Aviva BZ WBK SA *) | 1 313 383  | 5.31         | 1 313 383                  | 5.31                  | no data   |
| Grzegorz Kielpsz  | 1 280 750  | 5.18         | 1 280 750                  | 5.18                  | -   |

\*) Shareholding of Aviva Powszechnie Towarzystwo Emerytalne AVIVA BZ WBK S.A. (*General Pension Society*) ("Society") has been presented as per the latest notice as of 11.07.2011 received by the Company from the Society.

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 that these financial statements are prepared and approved by the Company's Management Board.

|                              | Status as at the date of preparing of these financial statements |               |           | Change in the period from publication of the interim financial statements for the six-month period ended 30.06.2013 |               |
|------------------------------|--|---------------|-----------|---|---------------|
|                              | Shares   | Share options | Total     | Shares  | Share options |
| <b>The Management Board</b>  |  |               |           |   |               |
| Jarosław Szanajca            | 1 534 050  | -             | 1 534 050 | -   | -             |
| Zalewski Janusz              | 311 000*)  | 92 534        | 403 534   | 11 000*)  | (11 000)      |
| Jerzy Ślusarski              | 5 363  | 78 634        | 83 997    | -   | -             |
| Janusz Stolarczyk            | 105 200  | 49 447        | 154 647   | -   | -             |
| Terry Roydon                 | 58 500   | 61 767        | 120 267   | -   | -             |
| <b>The Supervisory Board</b> |  |               |           |   |               |
| Grzegorz Kielpsz             | 1 280 750  | -             | 1 280 750 | -   | -             |
| Markham Dumas                | -  | -             | -         | -   | -             |
| Mark Spiteri                 | 711  | 12 330        | 13 041    | -   | -             |

\*) Including 11 000 R series shares subscribed on 23 August 2013 and not registered by the Court of Registration as at the date publication of this financial statements.



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### 7.9. Loans

#### Description of material changes in the three-month period ended 30 September 2013

On 29 July 2013, the Company prematurely repaid an instalment of the loan at PKO BP S.A. in the amount of PLN 33 000 thousand.

On 18 September 2013 the Company and Alior Bank Spółka Akcyjna entered into a loan agreement for the aggregate amount of PLN 50 000 thousand to be used to finance current operations of the Company. The term of the Agreement is until 18 September 2016.

| <b>LOANS DUE WITHIN</b>                 | <b>30.09.2013</b><br><i>(unaudited)</i> | <b>31.12.2012</b> |
|---|---|-------------------|
| Less than 1 year                        | -                                       | 33 000            |
| More than 1 year and less than 2 years  | 33 000                                  | 33 000            |
| More than 2 years and less than 5 years | 144 000                                 | 144 000           |
| Over 5 years                            | -                                       | -                 |
| <b>Total loans</b>                      | <b>177 000</b>                          | <b>210 000</b>    |
| including: long-term                    | 177 000                                 | 177 000           |
| short-term                              | -                                       | 33 000            |

#### BANK LOANS AS AT 30.09.2013

| <b>Bank</b>             | <b>Registered office</b> | <b>Loan amount and currency as per agreement</b> | <b>Outstanding loan amount (less accrued interest) and currency</b> | <b>Due date</b> |
|-------------------------|--------------------------|--|---|-----------------|
| PKO BP S.A.             | Warsaw                   | 210 000 PLN                                      | 177 000 PLN   | 31.12.2016      |
| Alior Bank SA           | Warsaw                   | 50 000 PLN                                       | - PLN   | 18.09.2016      |
| <b>Total bank loans</b> |                          |  | <b>177 000 PLN</b>  |                 |

As at 30 September 2013 and 31 December 2012 all the loans taken by the Group were expressed in Polish zloty.

Due to the fact that the interest on the loans is correlated to the WIBOR interest rate, the Company's Management Board estimates that the fair value of the loans taken by the Company approximately equals their book value, including accrued interest.

In the "Loans" item the Group states the nominal value of the loan liabilities, and the interest charged as at the balance sheet date are presented separately in the item "Accrued interest on loans and bonds".

### 7.10. Bonds

| <b>BONDS</b>  | <b>30.09.2013</b> | <b>31.12.2012</b> |
|---|-------------------|-------------------|
| Nominal value of the bonds issued, long-term portion  | 270 000           | 220 000           |
| Nominal value of the bonds issued, short-term portion | -                 | -                 |
| Nominal value of the bonds issued                     | 270 000           | 220 000           |

In the "Bonds" item the Group states the nominal value of the bond liabilities, and the interest charged as at the balance sheet date are presented separately in the item "Accrued interest on loans and bonds".

Due to the fact that the interest on the bonds is correlated to the WIBOR interest rate, the Company's Management Board estimates that the fair value of the bonds issued by the Company approximately equals their book value, including accrued interest.



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### Core details concerning the bonds issued

On 5 November 2007, the Company and Bank BPH S.A. (currently Pekao S.A.) signed a Bond Issue Programme Agreement, pursuant to which Dom Development S.A. is allowed to issue mid-term bonds (with a maturity over 1 year and under 7 years) with an aggregate value of no more than PLN 400 million, which is to be construed as the nominal value of all issued and unredeemed bonds on any day during the term of the Programme.

### Description of material changes in the three-month period ended 30 September 2013

The nominal value of liabilities under bonds issued by the Group in the third quarter of 2013 and their maturity structure have not changed.

| BONDS ISSUED AS AT 30.09.2013 |            |                |            |                           |
|-------------------------------|------------|----------------|------------|---------------------------|
| Series                        | Issue date | Amount         | Currency   | Contractual maturity date |
| II                            | 30.06.2010 | 85 000         | PLN        | 30.06.2015                |
| II                            | 15.07.2010 | 15 000         | PLN        | 30.06.2015                |
| III                           | 02.02.2012 | 120 000        | PLN        | 02.02.2017                |
| IV                            | 26.03.2013 | 50 000         | PLN        | 26.03.2018                |
| <b>Total:</b>                 |            | <b>270 000</b> | <b>PLN</b> |                           |

### 7.11. Accrued interest on loans and bonds

| ACCRUED INTEREST ON LOANS AND BONDS              | 30.09.2013<br><i>(unaudited)</i> | 31.12.2012   |
|--|----------------------------------|--------------|
| Accrued interest on bonds                        | 2 769                            | 4 310        |
| Accrued interest on loans                        | -                                | -            |
| <b>Total accrued interest on loans and bonds</b> | <b>2 769</b>                     | <b>4 310</b> |

### 7.12. Segment reporting

The Group does not conduct segment reporting as its activities take place within a single segment.

### 7.13. Operating income

| REVENUE BREAKDOWN       | 01.01 -<br>30.09.2013<br><i>(unaudited)</i> | 01.01 -<br>30.09.2012<br><i>(unaudited)</i> | 01.07 -<br>30.09.2013<br><i>(unaudited)</i> | 01.07 -<br>30.09.2012<br><i>(unaudited)</i> |
|-------------------------|---|---|---|---|
| Sales of finished goods | 450 388                                     | 598 265                                     | 115 155                                     | 301 033                                     |
| Sales of services       | 13 392                                      | 14 878                                      | 8 435                                       | 4 063                                       |
| <b>Total</b>            | <b>463 780</b>                              | <b>613 143</b>                              | <b>123 590</b>                              | <b>305 096</b>                              |





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### 7.14. Operating costs

| OPERATING COSTS   | 01.01 -<br>30.09.2013<br><i>(unaudited)</i> | 01.01 -<br>30.09.2012<br><i>(unaudited)</i> | 01.07 -<br>30.09.2013<br><i>(unaudited)</i> | 01.07 -<br>30.09.2012<br><i>(unaudited)</i> |
|---|---|---|---|---|
| <b>Cost of sales</b>  |   |   |   |   |
| Cost of finished goods sold   | (348 677)                                   | (448 361)                                   | (91 322)                                    | (234 243)                                   |
| Cost of services sold   | (14 366)                                    | (15 326)                                    | (8 571)                                     | (4 228)                                     |
| Inventory write down to the net realisable value                        | 1 909                                       | (796)                                       | 228   | (840)                                       |
| <b>Total cost of sales</b>  | <b>(361 134)</b>                            | <b>(464 483)</b>                            | <b>(99 665)</b>                             | <b>(239 311)</b>                            |
| <b>Selling costs, and general administrative expenses</b>               |   |   |   |   |
| Selling costs   | (31 057)                                    | (29 213)                                    | (9 882)                                     | (10 083)                                    |
| General administrative expenses   | (30 850)                                    | (34 405)                                    | (9 994)                                     | (10 794)                                    |
| <b>Total selling costs, and general administrative expenses</b>         | <b>(61 907)</b>                             | <b>(63 618)</b>                             | <b>(19 876)</b>                             | <b>(20 877)</b>                             |
| <b>Selling costs, and general administrative expenses by kind</b>       |   |   |   |   |
| Depreciation  | (2 403)                                     | (2 261)                                     | (810)                                       | (789)                                       |
| Cost of materials and energy  | (10 633)                                    | (8 553)                                     | (3 794)                                     | (2 721)                                     |
| External services   | (16 015)                                    | (17 738)                                    | (5 097)                                     | (6 081)                                     |
| Taxes and charges   | (104)                                       | (170)                                       | (28)  | (72)  |
| Remuneration  | (26 471)                                    | (28 036)                                    | (8 355)                                     | (9 332)                                     |
| Social security and other benefits                                      | (3 771)                                     | (3 316)                                     | (907)                                       | (817)                                       |
| Management Option Programme   | (18)  | (916)                                       | (6)   | (303)                                       |
| Other prime costs   | (2 492)                                     | (2 628)                                     | (879)                                       | (762)                                       |
| <b>Total selling costs, and general administrative expenses by kind</b> | <b>(61 907)</b>                             | <b>(63 618)</b>                             | <b>(19 876)</b>                             | <b>(20 877)</b>                             |

### 7.15. Income tax in the income statement

| INCOME TAX                           | 01.01 -<br>30.09.2013<br><i>(unaudited)</i> | 01.01 -<br>30.09.2012<br><i>(unaudited)</i> | 01.07 -<br>30.09.2013<br><i>(unaudited)</i> | 01.07 -<br>30.09.2012<br><i>(unaudited)</i> |
|--------------------------------------|---|---|---|---|
| Current income tax                   | 13 833                                      | 12 000                                      | 1 649                                       | 2 951                                       |
| Deferred tax in the income statement | (6 313)                                     | 3 952                                       | (735)                                       | 5 533                                       |
| <b>Total</b>                         | <b>7 520</b>                                | <b>15 952</b>                               | <b>914</b>                                  | <b>8 484</b>                                |



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### 7.16. Earnings per share

| <b>CALCULATION OF BASIC AND DILUTED EARNINGS PER SHARE</b>  | <b>01.01 -<br/>30.09.2013</b><br><i>(unaudited)</i> | <b>01.01 -<br/>30.09.2012</b><br><i>(unaudited)</i> | <b>01.07 -<br/>30.09.2013</b><br><i>(unaudited)</i> | <b>01.07 -<br/>30.09.2012</b><br><i>(unaudited)</i> |
|---|---|---|---|---|
| <b>Basic earnings per share</b>   |   |   |   |   |
| Profit for calculation of the basic earnings per share  | 28 502  | 65 763  | 1 126   | 35 537  |
| The weighted average number of ordinary shares of the Company for the calculation of basic earnings per share   | 24 735 177  | 24 641 446  | 24 741 272  | 24 670 397  |
| <b>Basic earnings per share (PLN)</b>   | <b>1.15</b>   | <b>2.67</b>   | <b>0.05</b>   | <b>1.44</b>   |
| <b>Diluted earnings per share</b>   |   |   |   |   |
| Profit for calculation of the diluted earnings per share  | 28 502  | 65 763  | 1 126   | 35 537  |
| Potential diluting shares related to the Management Share Option Programmes                                     | 11 411  | 53 813  | 11 909  | 42 914  |
| The weighted average number of ordinary shares of the Company for the calculation of diluted earnings per share | 24 746 588  | 24 695 259  | 24 753 181  | 24 713 311  |
| <b>Diluted earnings per share (PLN)</b>   | <b>1.15</b>   | <b>2.66</b>   | <b>0.05</b>   | <b>1.44</b>   |

As the Group has no discontinued operations, the earnings per share from the continued operations equal the earnings per share calculated above.

### 7.17. Transactions with related entities

In the three-month periods ended 30 September 2013 and 2012, the Company was a party to transactions with related entities, as listed below. Descriptions of the transactions have been presented in the tables. In exceptional cases, descriptions of particular agreements or explanations have also been provided.

| <b>DOM DEVELOPMENT S.A. AS A BUYER OF GOODS OR SERVICES</b> |   |  |  |  |
|---|---|--|--|--|
| <b>Counterparty</b>   | <b>Transaction description</b>                                | <b>01.07-<br/>30.09.2013</b><br><i>(unaudited)</i> | <b>01.07-<br/>30.09.2012</b><br><i>(unaudited)</i> |  |
| Woodsford Consulting Limited                                | Consulting services as per the agreement dated 27 June 2007   | 383  | 417  |  |
| Woodsford Consulting Limited                                | Marketing services  | -  | 45   |  |
| Kirkley Advisory Limited                                    | Consulting services as per the agreement dated 1 March 2012   | 3  | 9  |  |
| Hansom Property Company Limited                             | Consulting services as per the agreement dated 2 January 2001 | 47   | 65   |  |

| <b>DOM DEVELOPMENT S.A. AS A SERVICE PROVIDER (SELLER)</b> |   |  |  |  |
|--|---|--|--|--|
| <b>Counterparty</b>  | <b>Transaction description</b>                          | <b>01.07-<br/>30.09.2013</b><br><i>(unaudited)</i> | <b>01.07-<br/>30.09.2012</b><br><i>(unaudited)</i> |  |
| Fort Mokotów sp. z o.o., under liquidation                 | Repair services as per the agreement dated 22 July 2005 | 81   | 56   |  |
| Fort Mokotów sp. z o.o., under liquidation                 | Other   | 9  | 6  |  |
| Dom Development Grunty sp. z o.o.                          | Other   | 1  | 1  |  |
| Dom Development Morskie Oko sp. z o.o., under liquidation  | Other   | 1  | 1  |  |

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**DOM DEVELOPMENT S.A. AS A LENDER**

| Counterparty                      | Transaction description           | 01.07-<br>30.09.2013 | 01.07-<br>30.09.2012 |
|-----------------------------------|-----------------------------------|----------------------|----------------------|
|                                   |                                   | ( <i>unaudited</i> ) | ( <i>unaudited</i> ) |
| Dom Development Grunty sp. z o.o. | Interest accrued on the borrowing | 19                   | 20                   |

**BALANCES WITH RELATED ENTITIES – balances as in the books of the Company**

| Entity  | Receivables from related entities  |              | Liabilities to related entities    |            |
|---|------------------------------------|--------------|------------------------------------|------------|
|   | 30.09.2013<br>( <i>unaudited</i> ) | 31.12.2012   | 30.09.2013<br>( <i>unaudited</i> ) | 31.12.2012 |
| <b>Total balance</b>  | <b>2 546</b>                       | <b>2 470</b> | <b>179</b>                         | <b>128</b> |
| <b>Subsidiaries</b>   | <b>2 505</b>                       | <b>2 447</b> | -                                  | -          |
| Dom Development Morskie Oko sp. z o.o., under liquidation additional contributions to the capital | 1 147                              | 1 147        | -                                  | -          |
| Dom Development Grunty sp. z o.o.   | 1 358                              | 1 300        | -                                  | -          |
| <b>Joint-ventures</b>   | <b>41</b>                          | <b>23</b>    | -                                  | -          |
| Fort Mokotów sp. z o.o., under liquidation  | 41                                 | 23           | -                                  | -          |
| <b>Other entities</b>   | -                                  | -            | <b>179</b>                         | <b>128</b> |
| Woodsford Consulting Limited  | -                                  | -            | 179                                | 128        |

**REMUNERATION AND FEES OF THE MANAGEMENT BOARD AND SUPERVISORY BOARD MEMBERS OF DOM DEVELOPMENT S.A.**

| Counterparty          | 01.07 -<br>30.09.2013 | 01.07 -<br>30.09.2012 |
|-----------------------|-----------------------|-----------------------|
|                       | ( <i>unaudited</i> )  | ( <i>unaudited</i> )  |
| The Management Board  | 1 017                 | 1 032                 |
| The Supervisory Board | 258                   | 258                   |

Except for as stated above, the Company did not enter into any other transactions with the Management Board or Supervisory Board members.

The Members of the Management Board and the Supervisory Board who hold shares in the Company receive a dividend equally to other shareholders, according to shareholdings in the Company as of the dividend day.

The transactions with the related entities are based on the arm's length principle.

The transactions stated above also include transactions with subsidiaries that has been eliminated in these condensed consolidated financial statements.



## 7.18. Incentive Plan – Management Option Programmes

Structure of share options granted and not exercised as at 30 September 2013:

| Programme     | Grant date | Exercise start date | Maturity date | Number of options | Exercise price per option (PLN) |
|---------------|------------|---------------------|---------------|-------------------|---------------------------------|
| Programme II  | 6.12.2006  | 6.12.2009           | 6.12.2013     | 136 150           | 114.48                          |
| Programme II  | 7.12.2007  | 7.12.2010           | 7.12.2014     | 134 275           | 114.48                          |
| Programme II  | 8.12.2008  | 8.12.2011           | 8.12.2015     | 19 075            | 14.91                           |
| Programme II  | 10.12.2009 | 10.12.2012          | 10.12.2016    | 162 185           | 40.64                           |
| Programme II  | 12.07.2011 | 12.07.2014          | 12.07.2017    | 6 000             | 44.16                           |
| Programme III | 13.12.2010 | 13.06.2014          | 13.12.2015    | 96 466            | 1.00                            |
| <b>Total</b>  |            |                     |               | <b>554 151</b>    |                                 |

### Exercise of the share options

The 11 925 shares in the Company were subscribed in the third quarter of 2013 in a private placement procedure addressed to participants in Management Share Option Programme II. The shares have not been registered until 30 September 2013 (see note 7.8).

### Grant of new share options

In the three-month period ended 30 September 2013 the Company did not grant any new share options.

### Changes to the Management Option Programmes

In the three-month period ended 30 September 2013 no changes were made to the Management Option Programme.

## 7.19. Contingent liabilities

| CONTINGENT LIABILITIES | 30.09.2013<br>(unaudited) | 31.12.2012   |
|------------------------|---------------------------|--------------|
| Guarantees             | 2 030                     | 2 105        |
| Sureties               | 504                       | 489          |
| <b>Total</b>           | <b>2 534</b>              | <b>2 594</b> |

Additionally, some of the Company's liabilities are secured with promissory notes:

| COLLATERALS FOR LIABILITIES  | 30.09.2013<br>(unaudited) | 31.12.2012     |
|--|---------------------------|----------------|
| Promissory notes, including:   |                           |                |
| – promissory notes as an additional guarantee for PKO BP bank in respect of claims arising from the granted loan   | 210 000                   | 210 000        |
| – promissory notes as an additional guarantee for Bank Pocztowy in respect of claims arising from the granted loan | -                         | 5 000          |
| – promissory notes as other guarantees   | 1 889                     | 1 889          |
| <b>Total</b>   | <b>211 889</b>            | <b>216 889</b> |

In the three-month period ended 30 September 2013 the companies operating within the Group did not provide any guarantees for loans or borrowings, nor any other guarantees – jointly to one entity or its subsidiary, the value of which would be material for the Group or would amount to at least 10% of the Company's shareholders' equity.

**7.20. Material court cases**

As of 30 September 2013 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 subsidiary, the value of which would be at least 10% of the Company's shareholders' equity.

As of 30 September 2013 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 of 30 September 2013, the Company was a party to proceedings concerning liabilities and receivables, the total value of which was approx. PLN 17 219 thousand, including the total value of proceedings concerning liabilities at approx. PLN 15 328 thousand and the total value of proceedings concerning receivables at approx. PLN 1 890 thousand.

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

**7.21. Additional information on the operating activity of the Group**

In the period from 1 January to 30 September 2013 the following material changes in the portfolio of the Group's real estate development projects under construction took place:

Projects commenced in the period from 1 January 2013 until 30 September 2013:

| Project                       | Standard | Number of apartments |
|-------------------------------|----------|----------------------|
| Saska I, phase 3/3            | Popular  | 170                  |
| Żoliborz Artystyczny, phase 1 | Popular  | 223                  |
| Saska I, phase 3/4            | Popular  | 178                  |
| Żoliborz Artystyczny, phase 2 | Popular  | 152                  |
| Derby 14 ,phase 4             | Popular  | 188                  |
| Oaza, phase 3                 | Popular  | 218                  |

Projects completed in the period from 1 January 2013 until 30 September 2013:

| Project           | Standard | Number of apartments |
|-------------------|----------|----------------------|
| Regaty, phase 6   | Popular  | 160                  |
| Wilno, phase 3    | Popular  | 132                  |
| Oaza, phase 2     | Popular  | 130                  |
| Derby 14, phase 2 | Popular  | 154                  |

**7.22. The factors that will impact the results achieved by the Group for at least the next three months**

The most important factors that may impact the financial situation of the Group in at least the next three months are:

- The economic trend in the residential market, where the Group operates,
- The impact of the worldwide financial situation on the Polish economy and banking system,
- The availability of mortgages, and in particular their convenient terms for potential clients,
- Achieving the planned sales volume in terms of quantity and value, as well as in the individual market segments,
- The timely delivery of the construction works in line with the schedules by the construction companies completing individual investments of the Group in the general contractor system,



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- Availability of external financing (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 Group in an uncontrolled manner,
- Maintaining the stable political situation and creating a positive economic climate by the government and local authorities.

### 7.23. Material post-balance sheet events

No material post-balance sheet events took place at the Group.

### 7.24. Forecasts

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

### 7.25. Selected financial data translated into EURO

The following financial data of the Group have been translated into euro:

| SELECTED DATA FROM THE BALANCE SHEET                              | 30.09.2013           | 31.12.2012           |
|---|----------------------|----------------------|
|   | <i>(unaudited)</i>   |                      |
|   | thousand Euro        | thousand Euro        |
| Total current assets  | 401 441              | 428 417              |
| Total assets  | 403 306              | 430 431              |
| Total shareholders' equity  | 196 913              | 218 287              |
| Long-term liabilities   | 116 254              | 110 730              |
| Short-term liabilities  | 90 139               | 101 415              |
| Total liabilities   | 206 394              | 212 144              |
| <b><i>PLN/EURO exchange rate as at the balance sheet date</i></b> | <b><i>4.2163</i></b> | <b><i>4.0882</i></b> |

| SELECTED DATA FROM THE INCOME STATEMENT                               | 01.01 - 30.09.2013   | 01.01 - 30.09.2012   | 01.07 - 30.09.2013   | 01.07 - 30.09.2012   |
|---|----------------------|----------------------|----------------------|----------------------|
|   | <i>(unaudited)</i>   |                      |                      |                      |
|   | thousand Euro        | thousand Euro        | thousand Euro        | thousand Euro        |
| Sales revenue   | 109 819              | 146 166              | 29 139               | 73 777               |
| Gross profit on sales   | 24 305               | 35 439               | 5 641                | 15 908               |
| Operating profit/(loss)   | 8 921                | 19 417               | 665                  | 10 604               |
| Profit/(loss) before tax  | 8 521                | 19 474               | 478                  | 10 641               |
| Net profit/(loss)   | 6 740                | 15 672               | 263                  | 8 590                |
| <b><i>Average PLN/EURO exchange rate for the reporting period</i></b> | <b><i>4.2231</i></b> | <b><i>4.1948</i></b> | <b><i>4.2415</i></b> | <b><i>4.1354</i></b> |