



WARSZAWA
WROCŁAW
KRAKÓW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM DEVELOPMENT S.A. CONSOLIDATED GROUP

PRESENTATION OF H1 2022 RESULTS

25 AUGUST 2022

H1 2022 AT DOM DEVELOPMENT GROUP



- **1 559 units sold in H1 2022** with high margins, including 801 in Q2
- **Launch of 21 project phases (2 304 units)** confirms our effectiveness in obtaining building permits
- **PLN 575m cash balance** as at 30 June 2022 and negative gearing (-19%)
- **DOM 2030** – adoption of Dom Development Group’s ESG Strategy
- **The Annual General Meeting adopted record high dividend** from 2021 profit: PLN 10.50 per share, PLN 268m in total (paid on 16 August 2022)
- **Launch of Dom Development Cracow** and finalisation of acquisitions of Sento Group and companies from BUMA Group

H1 2022 FINANCIAL SUMMARY



REVENUE

H1 2022

PLN 1 329m

H1 2021

PLN 1 144m

Change

+PLN 185m
+16%

31%

GROSS MARGIN

H1 2021: 33%

NET PROFIT

H1 2022

PLN 236m

H1 2021

PLN 233m

Change

+PLN 3m
+1%

29%

ROE 12M

12M to 06.2021: 35%

NET CASH

30.06.2022

PLN 214m

30.06.2021

PLN 65m

Change

+PLN 149m
+229%

-19%

GEARING

30.06.2021: -6%

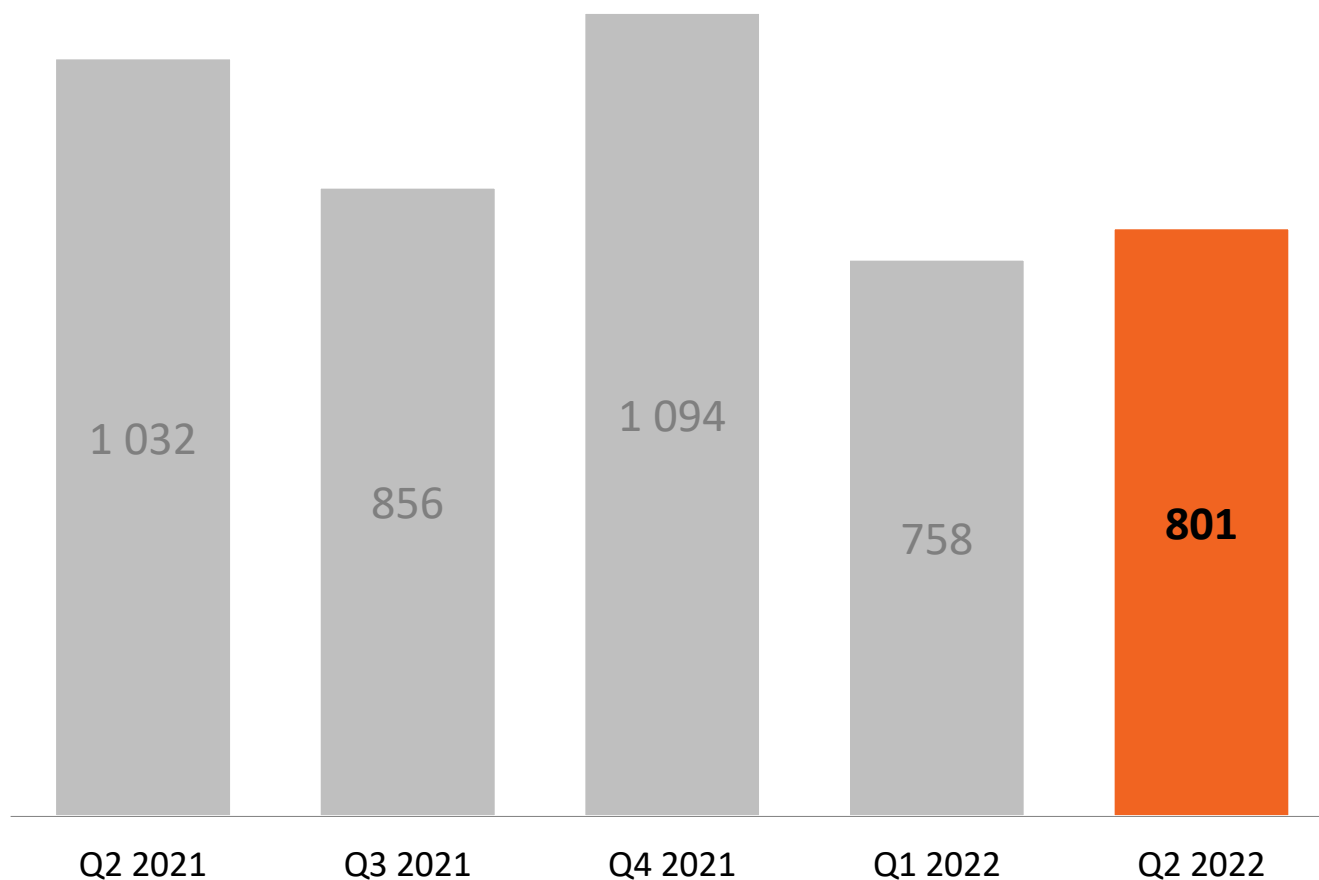
- **Rising interest rates and tightening of mortgage granting criteria** since April – strong cuts in mortgage availability affecting most visibly demand in popular segment
- **Decrease in market sales in Q2** as compared to Q1 against QoQ increase at Dom Development Group
- **Surging inflation and negative real interest on deposits** still encourages the investment of savings in real estate despite alternatives
- **Increased demand on rental market** caused by refugee inflow after Russian invasion of Ukraine
- **Record-high proportion of cash purchases** – over 70% of Group sales, supported by strong rental market
- **Construction costs stabilisation in Q2** following strong increases at the beginning of the year

SALES

QoQ INCREASE AS COMPARED TO MARKET DOWNTURN IN SALES



No. of units



Net sales (units)	H1 2022	H1 2021	Change YoY
Warsaw	833	1 148	(27)%
Tri-City	439	674	(35)%
Wroclaw	176	294	(40)%
Cracow*	111	-	n/a
Dom Development Group	1 559	2 116	(26)%

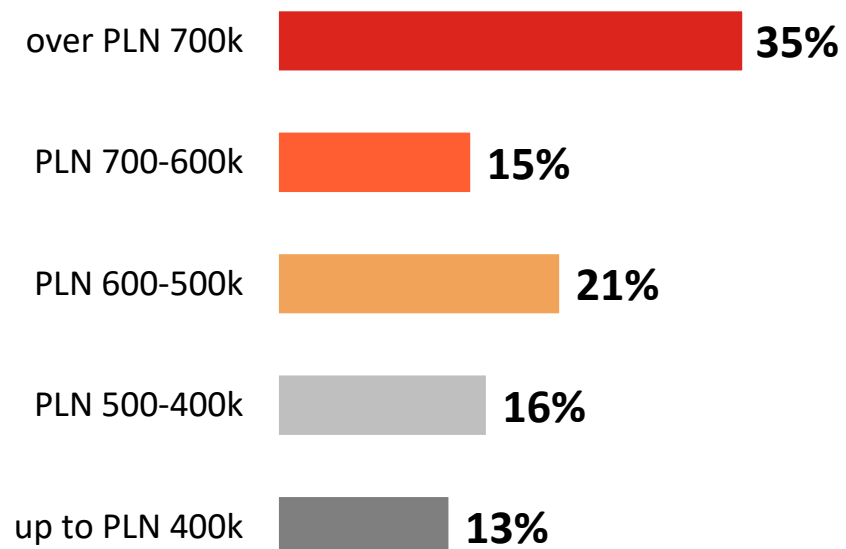
* Dom Development Group entered Cracow in July 2021

H1 2022 SALES SEGMENTATION

WE ARE THE LEADER IN UPPER SEGMENT FLATS – MORE RESILIENT TO MARKET DOWNTURN



Dom Development Group H1 2022 sales value segmentation



Average transaction value (PLN k)	H1 2022	H1 2021	Change YoY
Warsaw	709	758	(6)%
Tri-City	650	512	+27%
Wroclaw	531	445	+19%
Cracow*	573	-	n/a
Dom Development Group	664	638	+4%

* Dom Development Group entered Cracow in July 2021

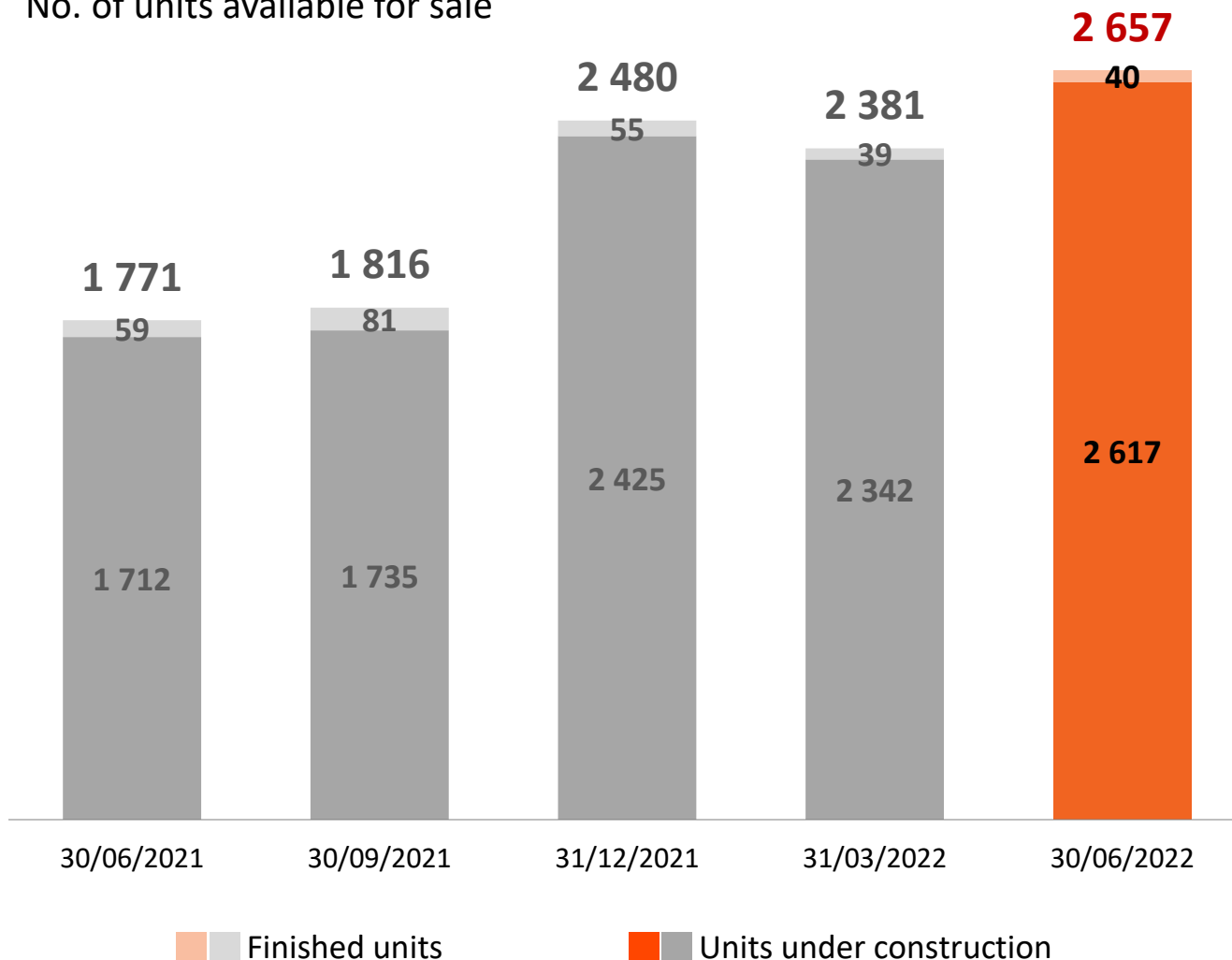
Unit sale value includes price of flat with fit-out (if purchased), storage room (if purchased) and parking space (if purchased).

UNITS AVAILABLE FOR SALE - UNDER CONSTRUCTION AND FINISHED

WE ARE CAREFULLY MANAGING THE LEVEL AND STRUCTURE OF OUR OFFER;
SIGNIFICANT INCREASE OF WARSAW OFFER THANKS TO SUCCESS IN OBTAINING BUILDING PERMITS



No. of units available for sale



Group offer by location	30.06. 2022	30.06. 2021	Change YoY
Warsaw	1 160	564	+106%
Tri-City	855	802	+7%
Wroclaw	376	405	(7)%
Cracow	266	-	n/a
Dom Development Group	2 657	1 771	+50%

* Dom Development Group entered Cracow in July 2021

LAUNCHES IN Q2 2022



APARTAMENTY
BIAŁEJ KONICZYNY

129 apartments
in Mokotów - Warsaw



APARTAMENTY
KOŁO PARKÓW

133 units in the Wola
district of Warsaw



OSIEDLE
JAGIELLOŃSKA

134 flats in the North
Praga district of Warsaw



DZIELNICA MIESZKANIOWA
METRO ZACHÓD

293 flats in the Bemowo
district of Warsaw



PERSPEKTYWA
ZIELONA STRONA CENTRUM

102 units
in downtown Gdańsk



Las
apartamenty
na półwyspie

60 units in Jastarnia
(Hel peninsula)



92 units
in Rumia



OSOLOWICKA 114

88 flats
in Wrocław



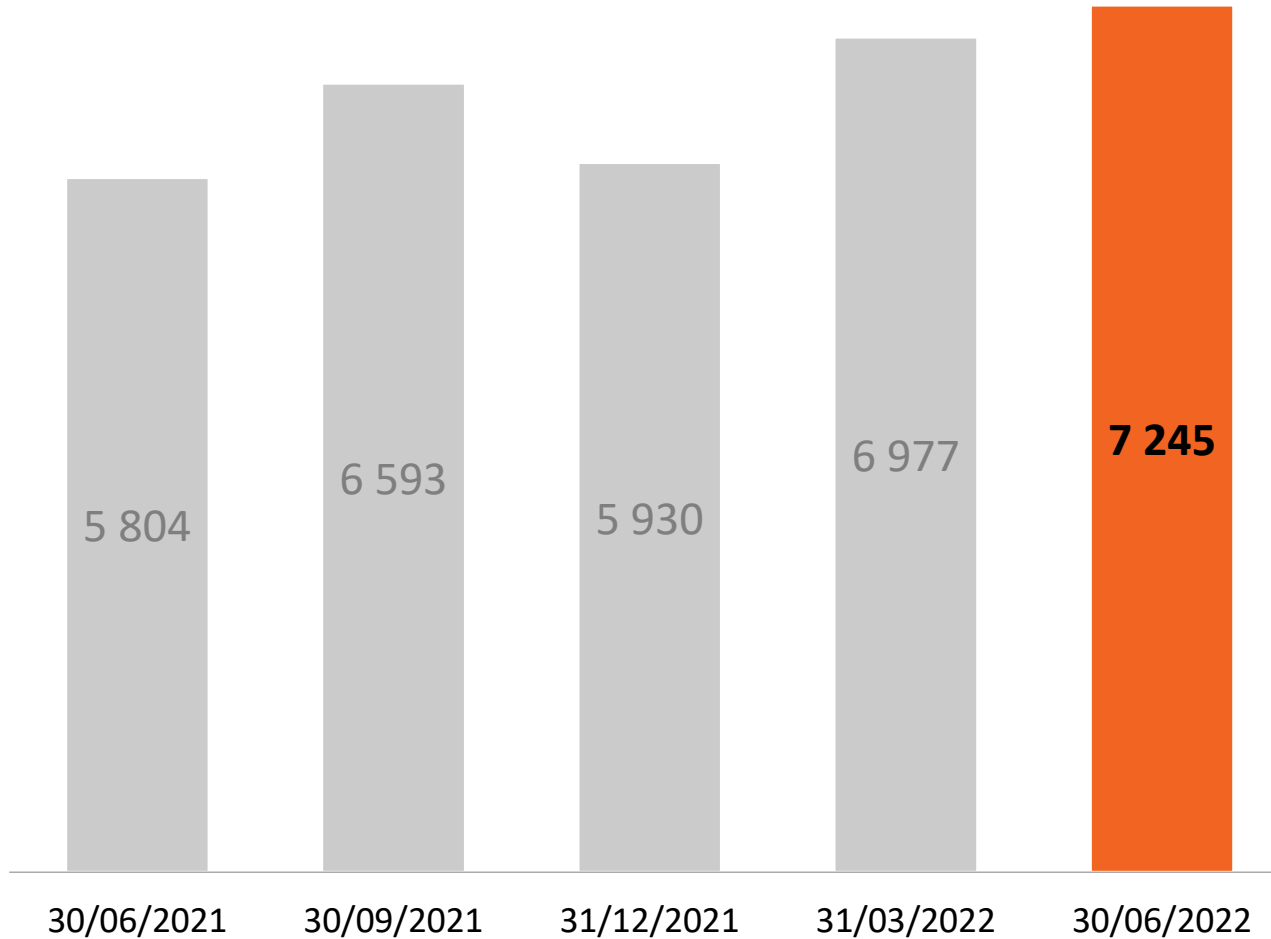
GÓRKA NARODOWA
OSIEDLE MIESZKANIOWE

136 flats
in Cracow

UNITS UNDER CONSTRUCTION

ALL SITES PROGRESSING ON TIME AND WITH HIGH MARGINS

No. of units



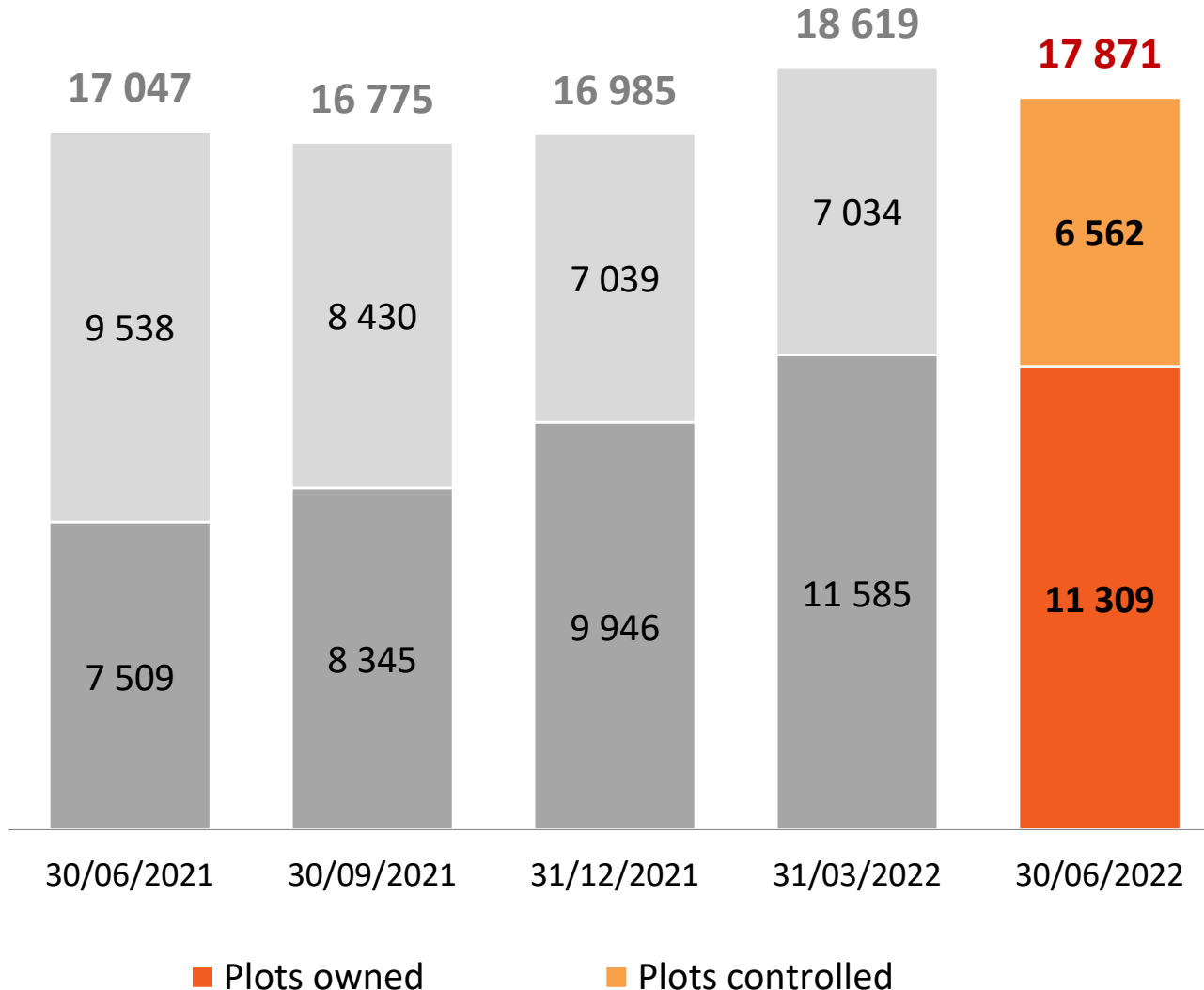
Units under construction	30.06. 2022	30.06. 2021	Change YoY
Warsaw	3 532	2 718	+30%
Tri-City	2 317	2 344	(1)%
Wroclaw	846	742	+14%
Cracow*	550	-	n/a
Dom Development Group	7 245	5 804	+25%

* Dom Development Group entered Cracow in July 2021

LAND BANK – OWNED AND CONTROLLED

HIGH QUALITY, DIVERSIFIED LAND BANK

No. of units to be developed



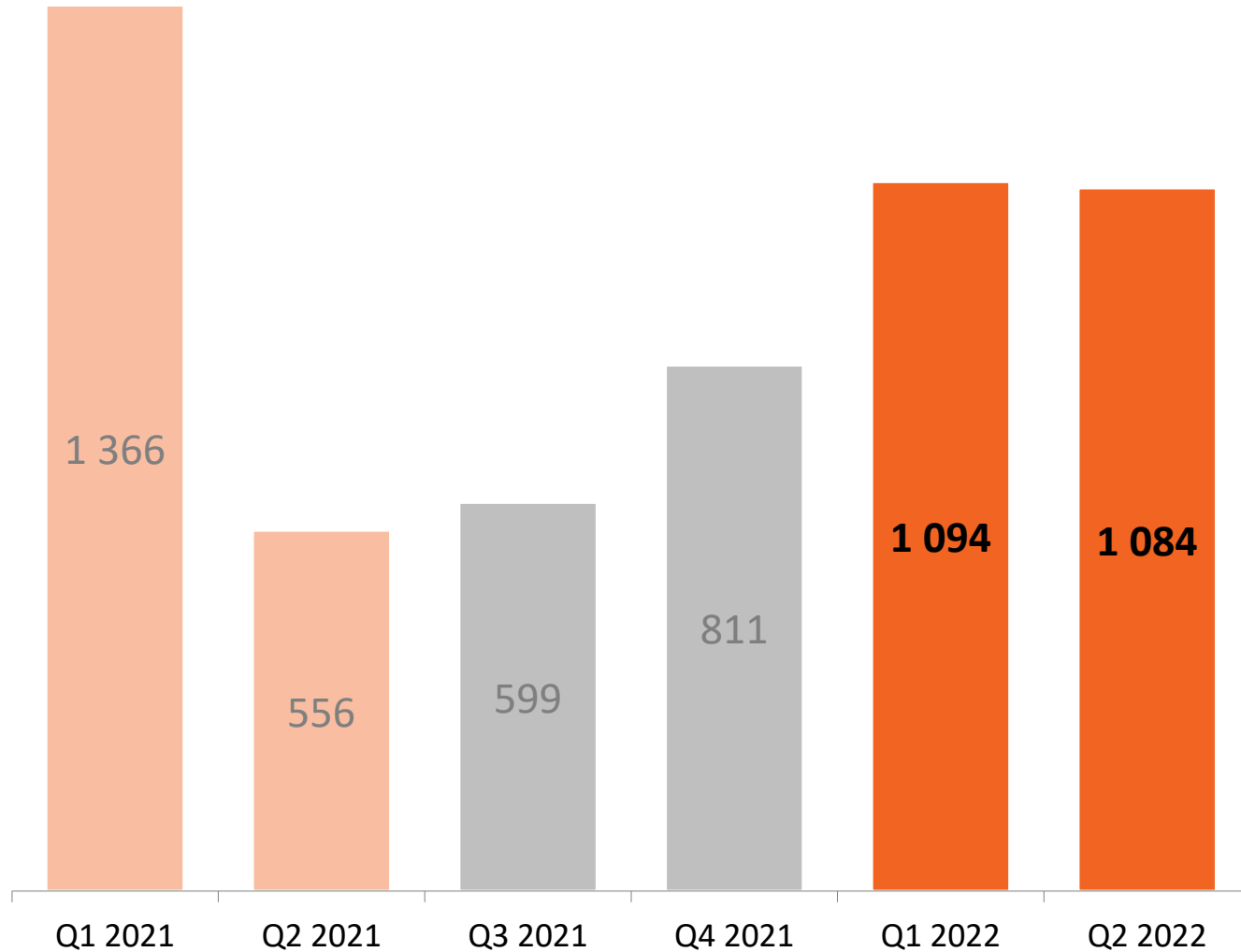
Land Bank	Owned	Controlled	Total	Change YoY
Warsaw	4 996	4 175	9 171	(5)%
Tri-City	3 515	1 334	4 849	(12)%
Wroclaw	1 003	1 053	2 056	+12%
Cracow*	1 795	0	1 795	n/a
Dom Development Group	11 309	6 562	17 871	+5%

* Dom Development Group entered Cracow in July 2021

DELIVERIES

STRONG H1 DELIVERIES WILL HELP US MEET ANNUAL TARGETS

No. of units

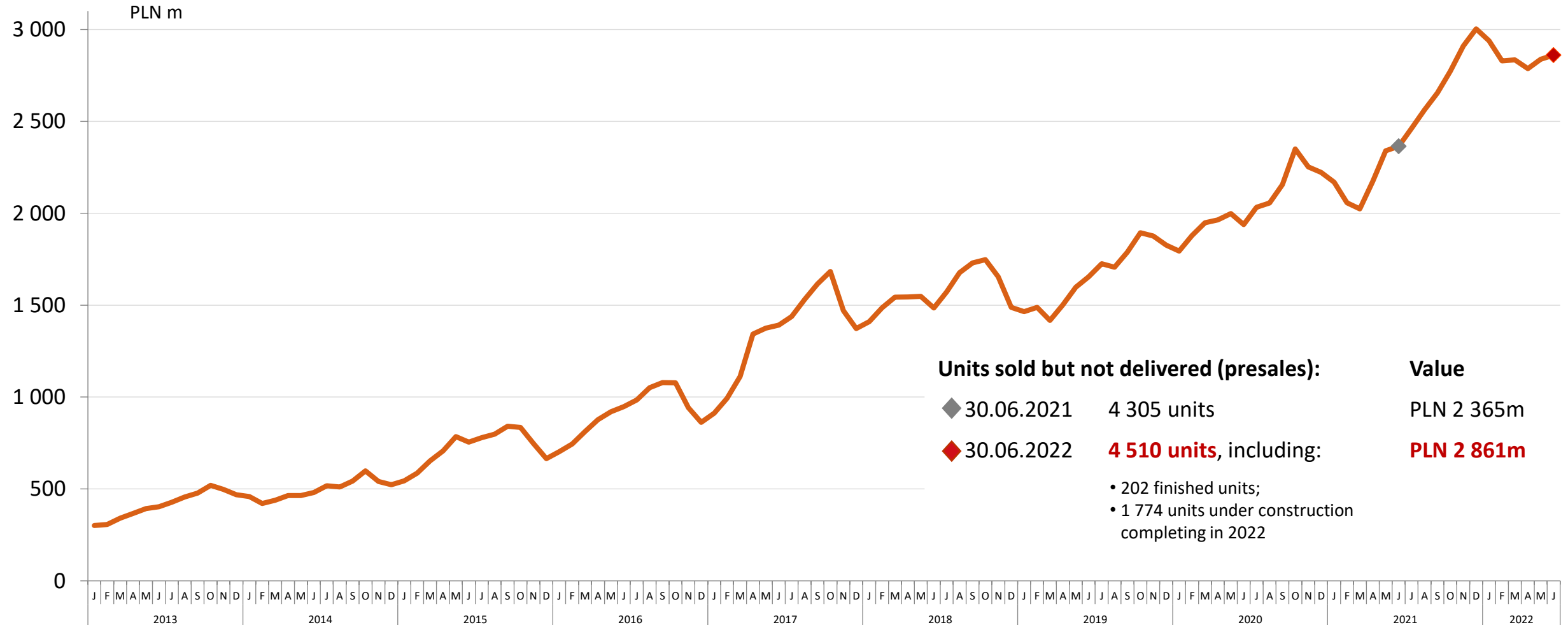


Deliveries in units	H1 2022	H1 2021	Change YoY
Warsaw	1 294	1 201	+8%
Tri-City	548	277	+98%
Wroclaw	236	444	(47)%
Cracow*	100	-	n/a
Dom Development Group	2 178	1 922	+13%

* Dom Development Group entered Cracow in July 2021

CUMULATIVE NET SALES TO BE RECOGNIZED IN P&L (UNITS SOLD BUT NOT DELIVERED - PRESALES)

STRONG REVENUE POTENTIAL IN FORTHCOMING QUARTERS



PROFIT AND LOSS ACCOUNT

WE MAINTAIN HIGH PROFITABILITY DESPITE ELEVATED CONSTRUCTION COSTS

Profit and Loss Account	Q2 2022	Q2 2021	Change YoY	H1 2022	H1 2021	Change YoY
Sales Revenues	601.8	336.5	+79%	1 328.8	1 144.4	+16%
<i>Handovers (units)</i>	<i>1 084</i>	<i>556</i>	<i>+95%</i>	<i>2 178</i>	<i>1 922</i>	<i>+13%</i>
<i>Revenue per unit (PLN'000)</i>	<i>555.2</i>	<i>605.2</i>	<i>(8)%</i>	<i>610.1</i>	<i>595.4</i>	<i>+2%</i>
Gross Profit on Sales	171.7	117.3	+46%	405.5	380.1	+7%
<i>Gross Profit Margin</i>	<i>28.5%</i>	<i>34.9%</i>	<i>(6.4) pp</i>	<i>30.5%</i>	<i>33.2%</i>	<i>(2.7) pp</i>
Operating Profit	108.6	73.8	+47%	282.5	289.6	(2)%
<i>Operating Profit Margin</i>	<i>18.1%</i>	<i>21.9%</i>	<i>(3.8) pp</i>	<i>21.3%</i>	<i>25.3%</i>	<i>(4.0) pp</i>
Profit Before Tax	115.1	72.3	+59%	293.1	288.3	+2%
<i>Profit Before Tax Margin</i>	<i>19.1%</i>	<i>12.0%</i>	<i>+7.1 pp</i>	<i>22.1%</i>	<i>25.2%</i>	<i>(3.1) pp</i>
Net Profit	94.0	58.0	+62%	235.8	232.5	+1%
<i>Net Profit Margin</i>	<i>15.6%</i>	<i>9.6%</i>	<i>+6.0 pp</i>	<i>17.7%</i>	<i>20.3%</i>	<i>(2.6) pp</i>
<i>EPS (PLN)</i>	<i>3.68</i>	<i>2.29</i>	<i>+61%</i>	<i>9.25</i>	<i>9.17</i>	<i>+1%</i>

BALANCE SHEET

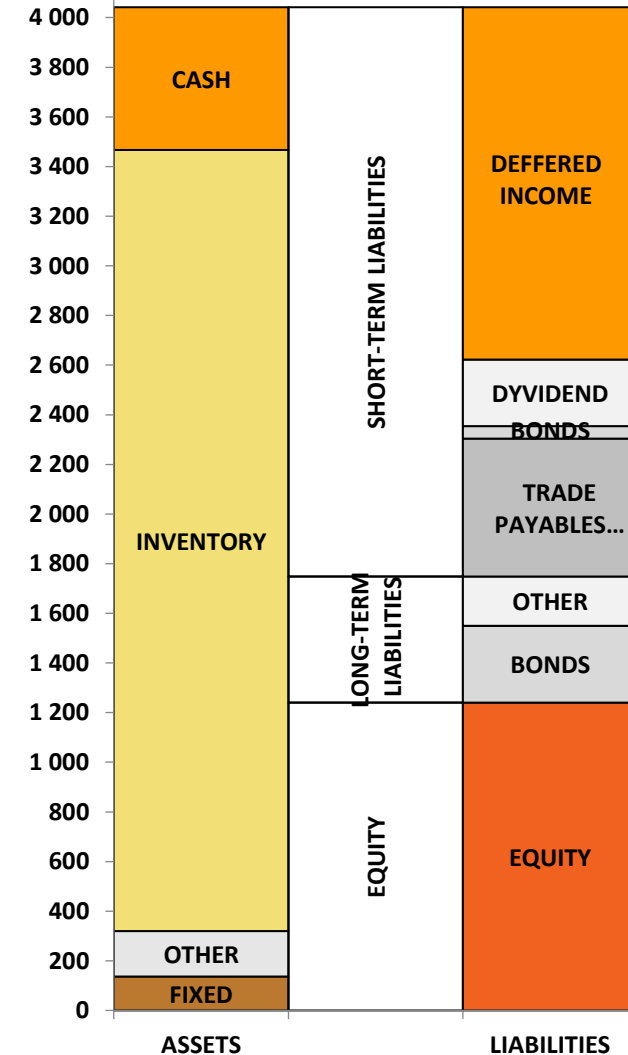
OUR STRONG BALANCE SHEET OFFERS SECURITY AGAINST MARKET VOLATILITY

ASSETS	30.06.2022	30.06.2021	Change
Current Assets	3 906	3 171	+23%
Cash	575	549	+5%
<i>Incl. escrow accounts</i>	77	42	+86%
Inventory, including:	3 156	2 433	+30%
<i>Land and phases under construction</i>	2 952	1 972	+50%
<i>Finished units, parking places and storage cells</i>	101	144	(30)%
Fixed Assets	136	77	+77%
TOTAL ASSETS	4 042	3 248	+24%

EQUITY AND LIABILITIES	30.06.2022	31.03.2021	Change
Equity	1 240	1 148	+8%
Total Liabilities	2 802	2 100	+33%
Long-term liabilities	508	569	(11)%
<i>Incl. Interest-bearing debt (bonds and loans)</i>	311	406	(23)%
Short-term liabilities, including:	2 294	1 532	+50%
<i>Deferred income</i>	1 420	1 056	+34%
<i>Interest-bearing debt (bonds and loans)</i>	50	78	(35)%
TOTAL EQUITY AND LIABILITIES	4 042	3 248	+24%

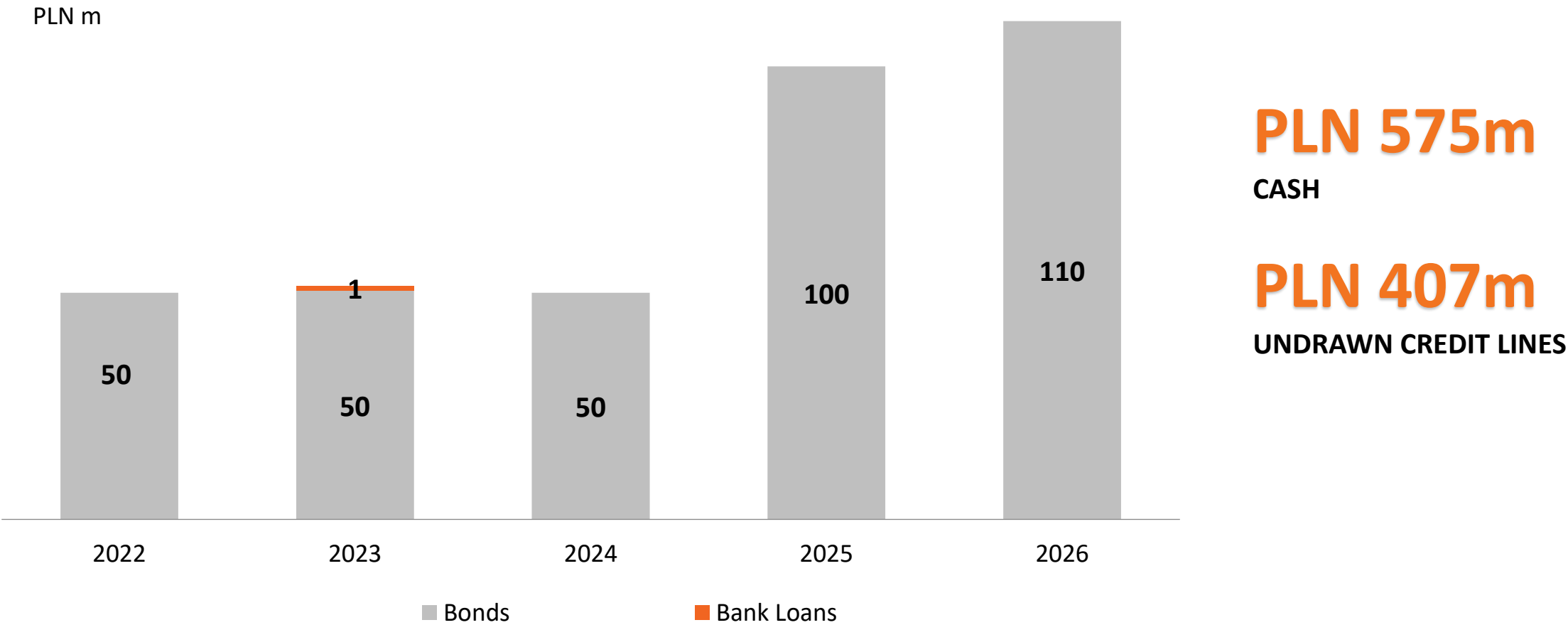
PLN m

PLN m



DEBT MATURITY STRUCTURE

ALMOST PLN 1 BILLION OF AVAILABLE FINANCING AND WELL-SPREAD DEBT MATURITY



DOM 2030 – DOM DEVELOPMENT GROUP ESG STRATEGY



STRATEGY PILLARS AND MAIN TARGETS:



**30% reduction
in CO2 emissions by 2030**

per unit under construction, as compared to 2021, under SCOPE 1 and SCOPE 2



**‘15-minute City’ in 90%
of our projects by 2030**

active work towards an optimal structure of services available to residents



**Top class
corporate governance**

and maximisation of compliance levels with WSE Best Practices, including a 30% gender parity in Management and Supervisory Boards

SUMMARY: H1 2022



- Significant growth potential in Cracow unlocked by our acquisition of the BUMA Group companies
- Mortgage-dependent demand constrained by rising interest rates and affordability criteria
- Very strong demand from cash buyers
- Deliveries of 2 178 units, including 1 084 in Q2
- 31% gross margin and PLN 236m net profit
- PLN 575m cash and negative gearing of -19%

APPENDICES

COMMENCEMENT OF HANDOVERS IN Q3-Q4 2022



	Q3				Q4			
	PROJECT / PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT OF HANDOVERS	PROJECT / PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT OF HANDOVERS
	APARTAMENTY SŁUŻEWIEC	WARSAW	37	JUL'22	METRO ZACHÓD PHASE 3/1	WARSAW	145	OCT'22
	STACJA GROCHÓW PHASE 4	WARSAW	159	AUG'22	REZYDENCJA STANISŁAWA AUGUSTA	WARSAW	125	OCT'22
	ZIELONY POŁUDNIK BUILDINGS 16, 17, 22, 23	TRI-CITY	90	AUG'22	OSIEDLE PRZY BŁONIACH BUILDING B2	TRI-CITY	45	OCT'22
	WILNO IV PHASE 3	WARSAW	154	SEP'22	APARTAMENTY OŁTASZYN	WROCLAW	158	OCT'22
	ZIELONY POŁUDNIK BUILDING 15	TRI-CITY	48	SEP'22	DYNAMIKA BUILDINGS A I B	TRI-CITY	90	NOV'22
					METRO ZACHÓD PHASE 3/2	WARSAW	153	DEC'22
					WILNO IV PHASE 5	WARSAW	158	DEC'22
					DOKI BUILDING A	TRI-CITY	93	DEC'22
					MONTOWNIA	TRI-CITY	116	DEC'22
					PERSPEKTYWA PHASE 2	TRI-CITY	252	DEC'22
					OSIEDLE KOMEDY PHASE 3	WROCLAW	127	DEC'22
					SENTOTU PHASE 1/2	CRACOW	106	DEC'22
					SENTOTU PHASE 1/3	CRACOW	84	DEC'22
					PRZESTRZENIE BANACHA PHASE 2 (BUMA)	CRACOW	134	DEC'22

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

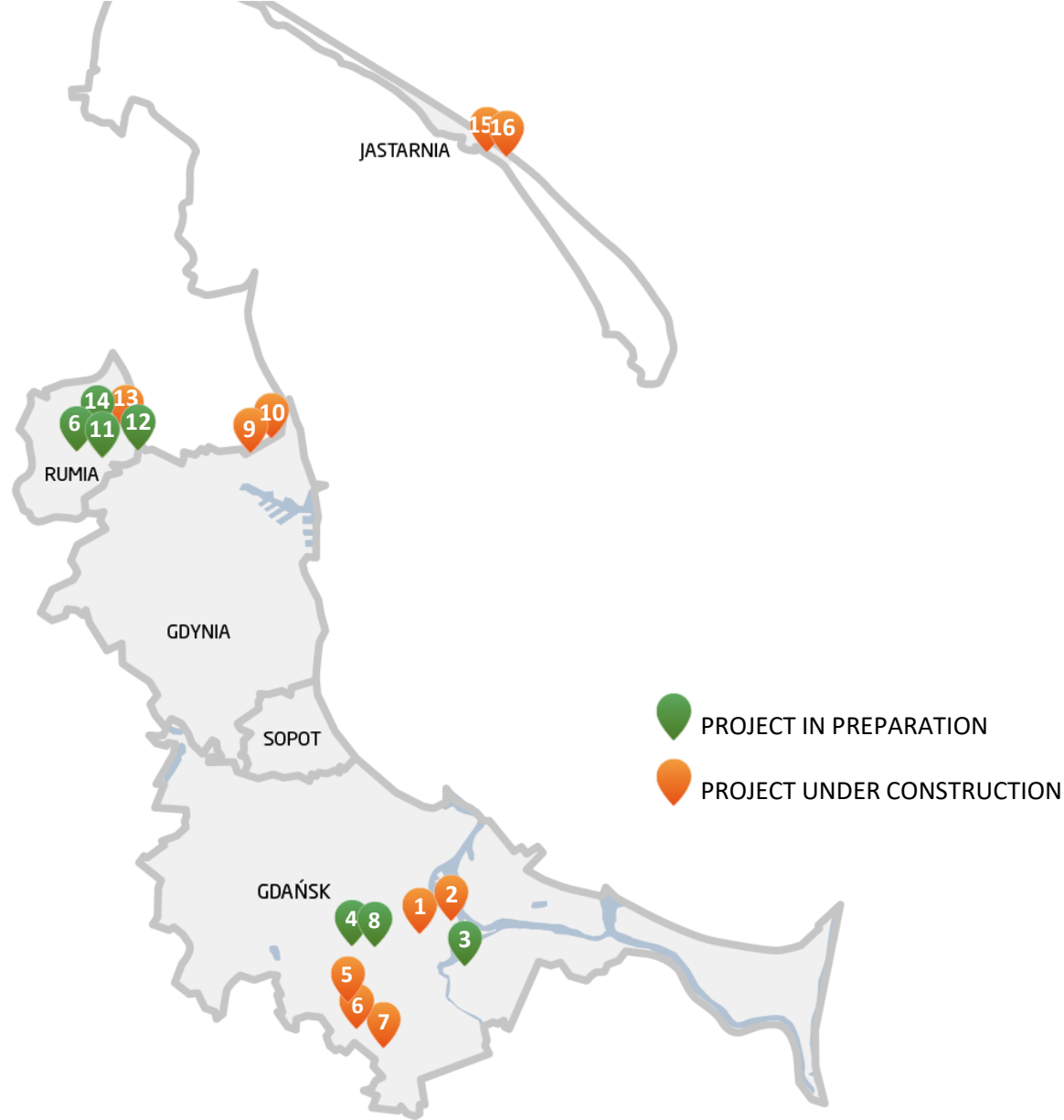
NO. OF UNITS, AS OF 30/06/2022



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD	1 109	1 779
2	LITERACKA	---	530
3	APARTAMENTY KOŁO PARKÓW (CIOŁKA)	133	---
4	APARTAMENTY LUDWIKI	432	---
5	URBINO (+180)	124	180
6	APARTAMENTY SOLIPSKA	187	---
7	OSIEDLE PRZY FORCIE (NEW)	---	125
8	OSIEDLE PRZY RYŻOWEJ (NEW)	---	161
9	DOM NA SŁUŻEWCU	108	---
10	OSIEDLE BOKSERSKA 71	234	---
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	129	71
12	OSIEDLE OLIMPIJSKIE (ANTONIEWSKA)	---	1 133
13	PALLADIUM (AKACJE)	---	566
14	OSIEDLE CERAMICZNA	346	---
15	OSIEDLE JAGIELLOŃSKA (NEW)	134	---
16	WILNO	312	233
17	REZYDENCJA STANISŁAWA AUGUSTA	125	---
18	STACJA GROCHÓW	159	---
19	WAWER	---	218
TOTAL WARSAW		3 532	4 996

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS OF 30/06/2022



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	558	---
2	DOKI + MONTOWNIA	654	546
3	DOLNE MIASTO	---	371
4	SYNTEZA (PIEKARNICZA)	---	536
5	DYNAMIKA	196	138
6	WIDOKI	92	124
7	ZIELONY POŁUDNIK	275	---
8	LEMA	---	176
9	OSIEDLE BEAUFORTA 2	186	228
10	KONSTELACJA	82	560
11	GÓRA MARKOWCA	---	178
12	LOCUS 2	---	135
13	OSIEDLE PRZY BŁONIACH	155	---
14	OSIEDLE PRZY BŁONIACH 3	---	523
15	WYDMA	59	---
16	LAS	60	---
TOTAL TRI-CITY		2 317	3 515

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS OF 30/06/2022



-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

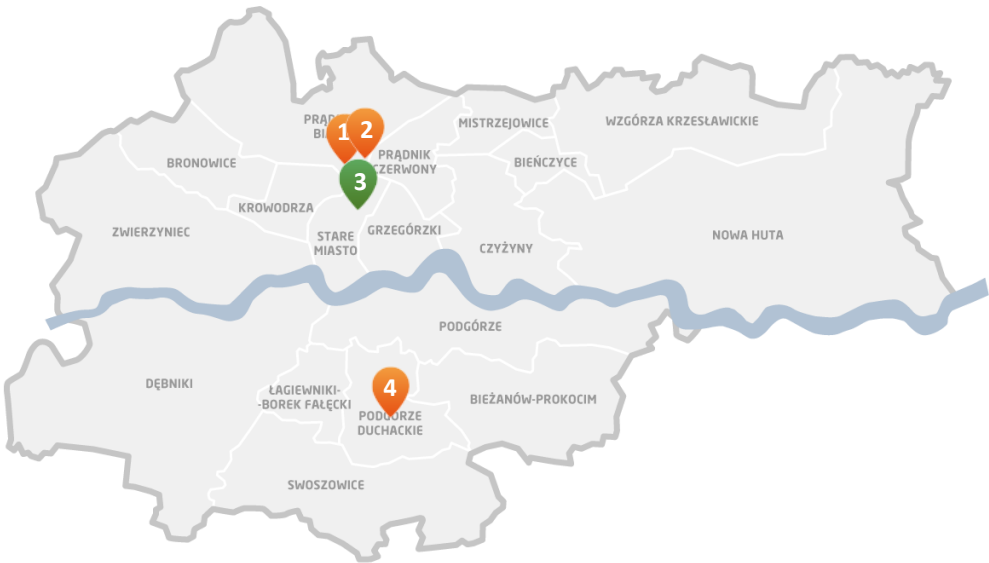
NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	OSIEDLE CHOCIEBUSKA 11	196	---
2	APARTAMENTY OŁTASZYN	158	---
3	OSIEDLE KOMEDY	258	96
4	ZIELNA (+196)	146	196
5	CENTRUM	---	154
6	OSOBOWICE	88	---
7	NOWY DWÓR	---	36
8	MIĘDZYLESKA	---	345
9	STODOLNA	---	176
TOTAL WROCLAW		846	1003

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: CRACOW

NO. OF UNITS, AS OF 30/06/2022



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	SENTOTU	190	---
2	GÓRKA NARODOWA	270	1 260
3	PRANDOTY	---	502
4	MALBORSKA	90	33
TOTAL CRACOW		550	1 795



-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

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