



WARSZAWA  
WROCLAW  
KRAKOW



**EURO STYL**  
GRUPA DOM DEVELOPMENT



**DOM**  
CONSTRUCTION

# DOM DEVELOPMENT S.A. CONSOLIDATED GROUP PRESENTATION OF H1 2023 RESULTS

29 AUGUST 2023

# THE FIRST HALF OF 2023 AT DOM DEVELOPMENT GROUP



**1 845**

**UNITS SOLD**

+18% YoY

**PLN 715k**

**AVERAGE VALUE**

per sold flat

**17.6k**

**UNITS IN LAND BANK**

Record-high development potential

**PLN 11 per share**

**RECORD-HIGH DIVIDEND FOR 2022**

PLN 283m in total

**PLN 666m**

**CASH AS AT 30.06.2023**

Negative gearing (-23%)

**71 points**

**NET PROMOTER SCORE FOR THE  
FIRST HALF OF 2023 \***

Confirms exceptional quality in  
investment implementation,  
customer service and organization  
across the Group

\*NPS – Net Promoter Score is an indicator calculated on the basis of customer satisfaction surveys, with a value **ranging from -100 to 100 points**; data on Polish housing developers is not available, though the average value for UK developers is 42 points (National new home customer satisfaction survey, March 2023).

# H1 2023 FINANCIAL SUMMARY



## REVENUES

H1 2023

**PLN 1 275m**

H1 2022

**PLN 1 329m**

CHANGE

PLN -54m  
-4.1%

**31%** **GROSS MARGIN**

H1 2022: 31%

## NET PROFIT

H1 2023

**PLN 223m**

H1 2022

**PLN 236m**

CHANGE

PLN -13m  
-5.5%

**32%** **ROE 12M**

12M to 06.2022: 29%

## NET CASH

30.06.2023

**PLN 311m**

30.06.2022

**PLN 214m**

CHANGE

PLN 97m  
+45%

**-23%** **GEARING**

30.06.2022: - 19%

# H1 2023 MARKET SITUATION

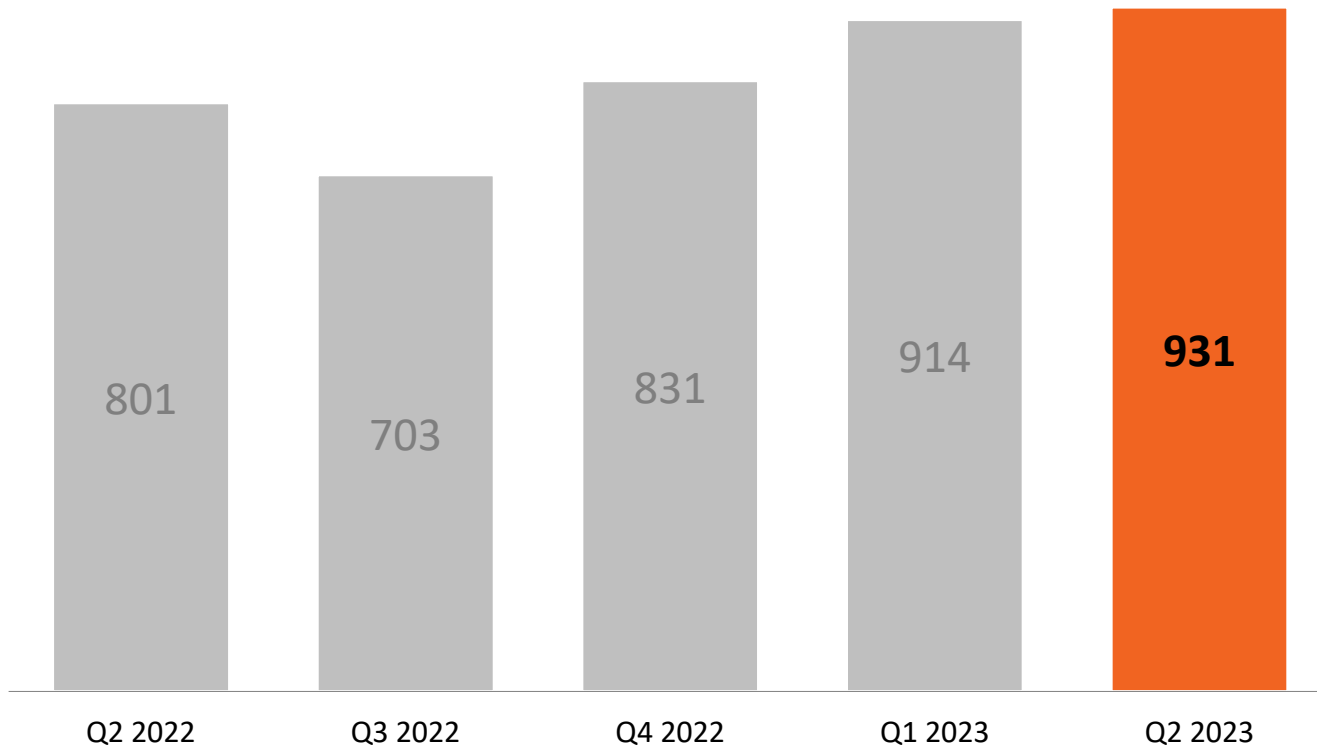


- **Increased demand** - interest rate stability; KNF (Polish Financial Supervision Authority) relaxation of creditworthiness criteria; anticipation of "2% Safe Credit" scheme
- **Increase in housing prices** - driven by high inflation and limited supply
- **High inflation and negative real interest rates on deposits** - continue to encourage investment and migration of savings into real estate
- **Increase in mortgage sales over 6 months** – approx. 46% of Q2 Group sales
- **Further stabilization of construction costs**

# SALES

ATTRACTIVE AND DIVERSIFIED OFFER TRANSLATES INTO CONTINUED QUARTER-ON-QUARTER SALES GROWTH

No. of units



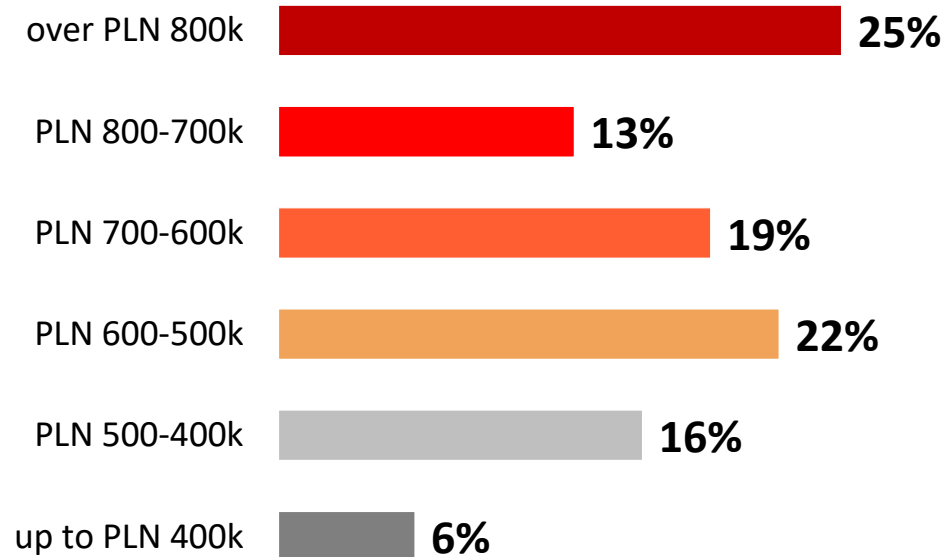
| Net sales (units)            | H1 2023      | H1 2022      | Change YoY |
|------------------------------|--------------|--------------|------------|
| Warsaw                       | 833          | 833          | 0%         |
| Tri-City                     | 462          | 439          | 5%         |
| Wroclaw                      | 313          | 176          | 78%        |
| Cracow                       | 237          | 111          | 114%       |
| <b>Dom Development Group</b> | <b>1 845</b> | <b>1 559</b> | <b>18%</b> |

# H1 2023 SALES SEGMENTATION

SALES OF HIGH-END APARTMENTS TRANSLATE INTO STRONG MARKET POSITION OF THE GROUP



## Dom Development Group H1 2023 sales value segmentation



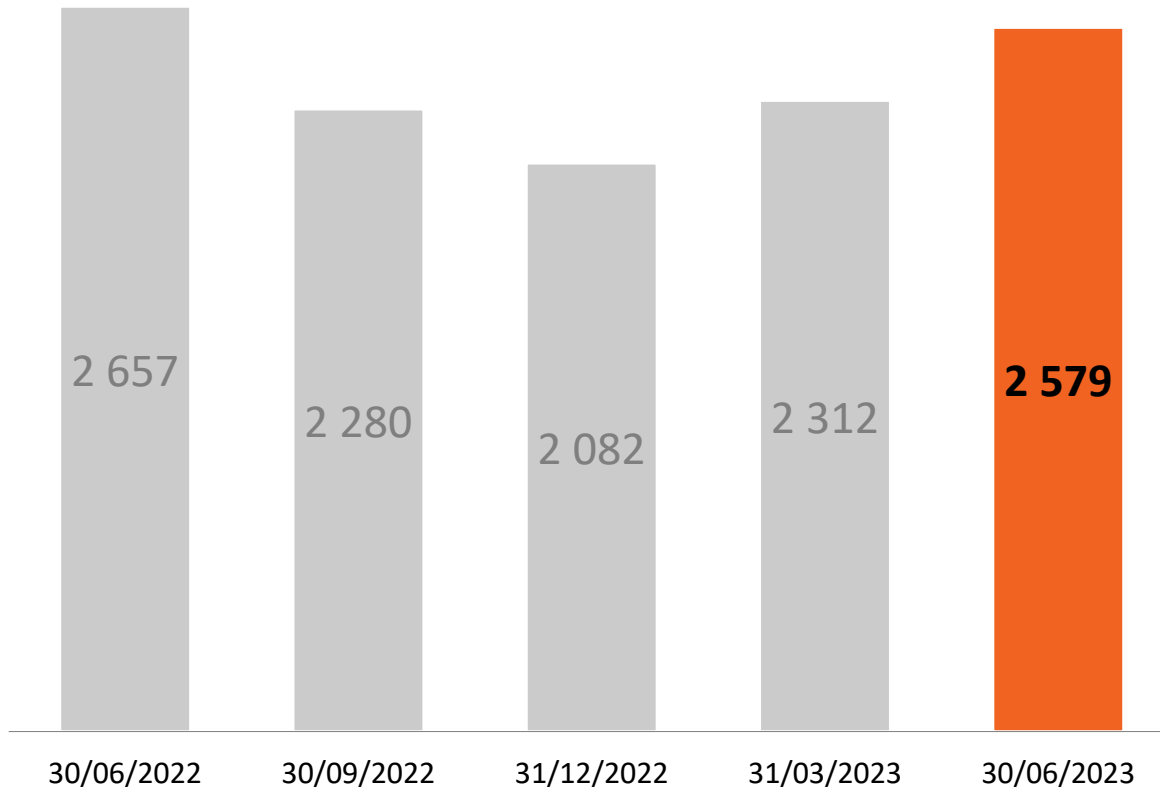
| Average transaction value (PLN k) | H1 2023    | H1 2022    | Change YoY |
|-----------------------------------|------------|------------|------------|
| Warsaw                            | 816        | 709        | 15%        |
| Tri-City                          | 635        | 650        | (2)%       |
| Wroclaw                           | 629        | 531        | 18%        |
| Cracow                            | 633        | 573        | 10%        |
| <b>Dom Development Group</b>      | <b>715</b> | <b>664</b> | <b>8%</b>  |

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

# AVAILABLE UNITS FOR SALE - UNDER CONSTRUCTION/COMPLETED

## OFFER KEEPS UP WITH GROWING DEMAND

No. of units available for sale



| Group offer by location      | 30.06. 2023  | 30.06. 2022  | Change YoY  |
|------------------------------|--------------|--------------|-------------|
| Warsaw                       | 739          | 1 160        | (36)%       |
| Tri-City                     | 868          | 855          | 2%          |
| Wroclaw                      | 637          | 376          | 69%         |
| Cracow                       | 335          | 266          | 26%         |
| <b>Dom Development Group</b> | <b>2 579</b> | <b>2 657</b> | <b>(3)%</b> |

# LAUNCHES IN Q2 2023



## WARSAW



**139 units**

600m from Al. Jerozolimskie railway station in the district of Włochy



**122 units**

with comfortable access to both the city centre and outskirts



**71 units**

in the heart of leafy Mokotów



**108 units**

in the heart of the leafy district of Wawer

## WROCLAW



**159 units**

on nature's doorstep with excellent transport links to the city centre



**BRANIBORSKA 80**

**187 units**

just 10 minutes from Market Square



**115 units**

in the cosy neighbourhood of Krzyki-Jagodno



**123 units**

situated in Psie Pole, with good transport links to the city centre

## TRI-CITY



**124 units**

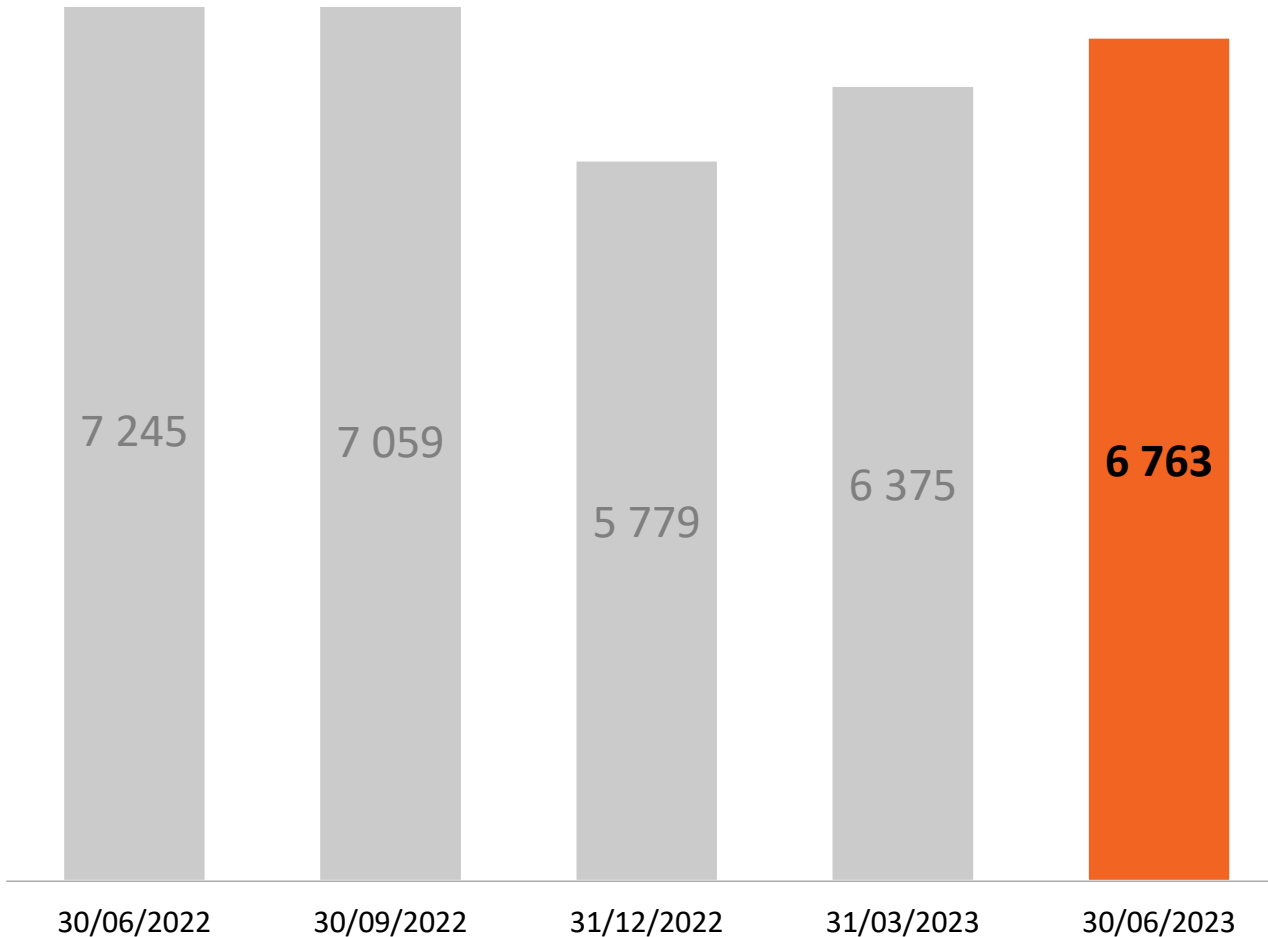
in the vicinity of the planned Janów Blonia Municipal Park.



# UNITS UNDER CONSTRUCTION

## DEVELOPING PROJECTS AS PER PLAN

No. of units



| Units under construction      | 30.06. 2023  | 30.06. 2022  | Change YoY  |
|-------------------------------|--------------|--------------|-------------|
| Warsaw                        | 3 079        | 3 532        | (13)%       |
| Tri-City                      | 1 778        | 2 317        | (23)%       |
| Wroclaw                       | 1 274        | 846          | 51%         |
| Cracow                        | 632          | 550          | 15%         |
| <b>Dom Development Group*</b> | <b>6 763</b> | <b>7 245</b> | <b>(7)%</b> |

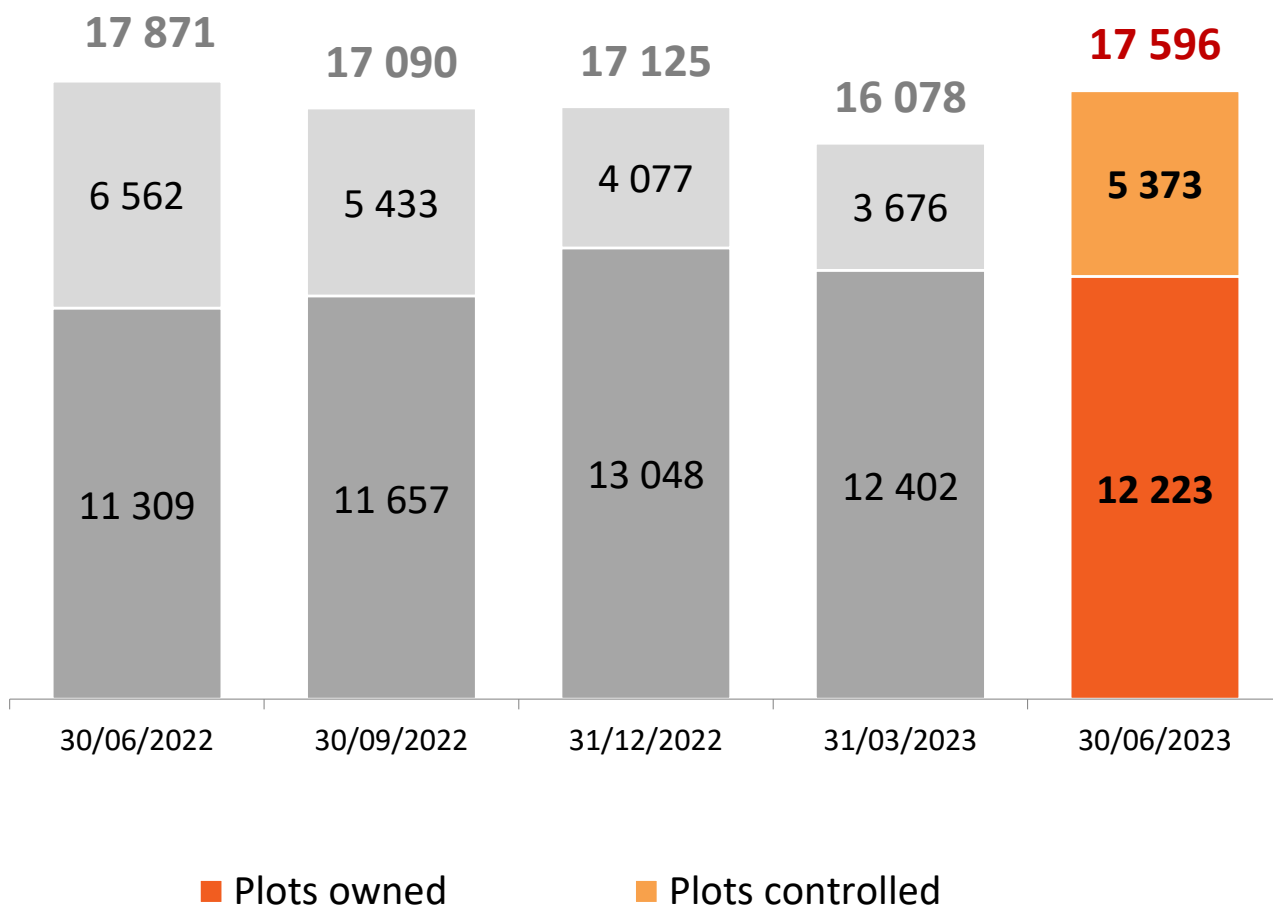
\* Including PRS transaction

# LAND BANK – OWNED AND CONTROLLED

HIGH QUALITY, DIVERSIFIED LAND BANK



No. of units to be developed

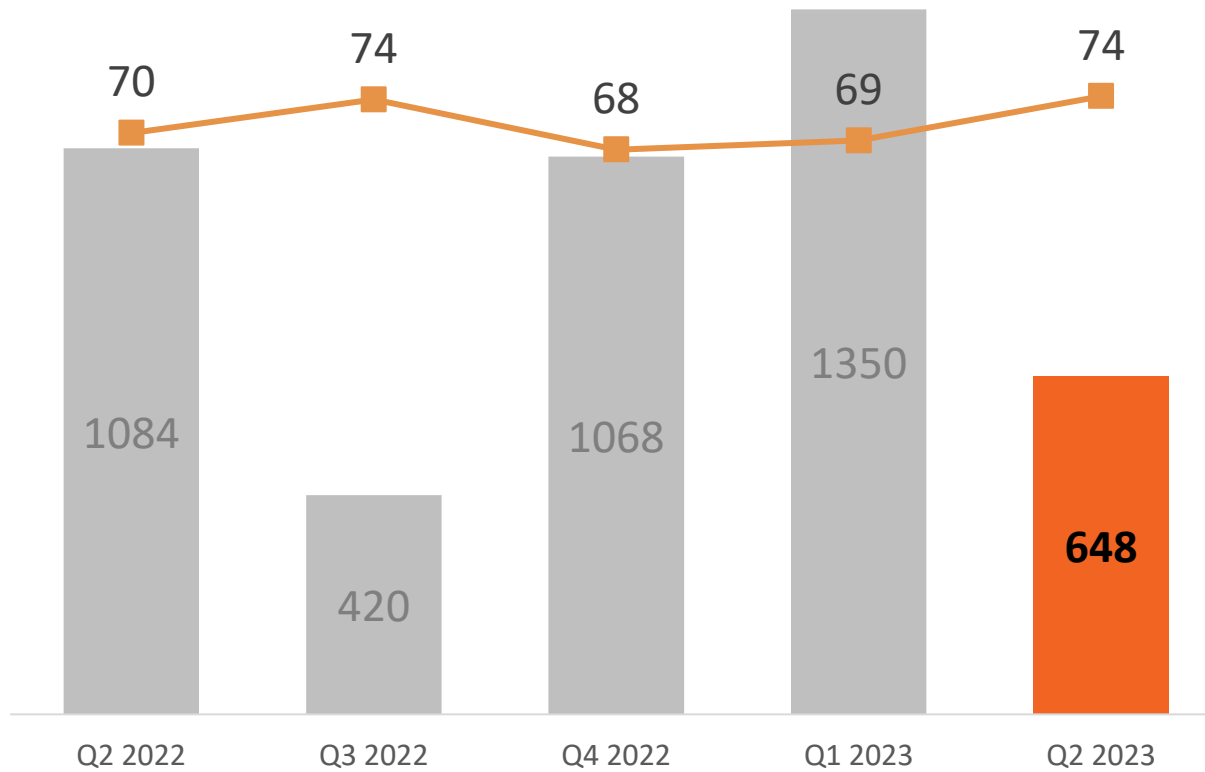


| Land Bank                    | Owned         | Controlled   | Total         | Change QoQ |
|------------------------------|---------------|--------------|---------------|------------|
| Warsaw                       | 6 377         | 3 560        | 9 937         | 9%         |
| Tri-City                     | 3 989         | 662          | 4 651         | 5%         |
| Wroclaw                      | 1 034         | 558          | 1 592         | (9)%       |
| Cracow                       | 823           | 593          | 1 416         | 77%        |
| <b>Dom Development Group</b> | <b>12 223</b> | <b>5 373</b> | <b>17 596</b> | <b>9%</b>  |

# DELIVERIES

HIGH NPS SATISFACTION RATE ACHIEVED WITH A HIGH VOLUME OF DELIVERIES –  
UNDERScores BRAND -REPUTATION

No. of units



— NPS\*

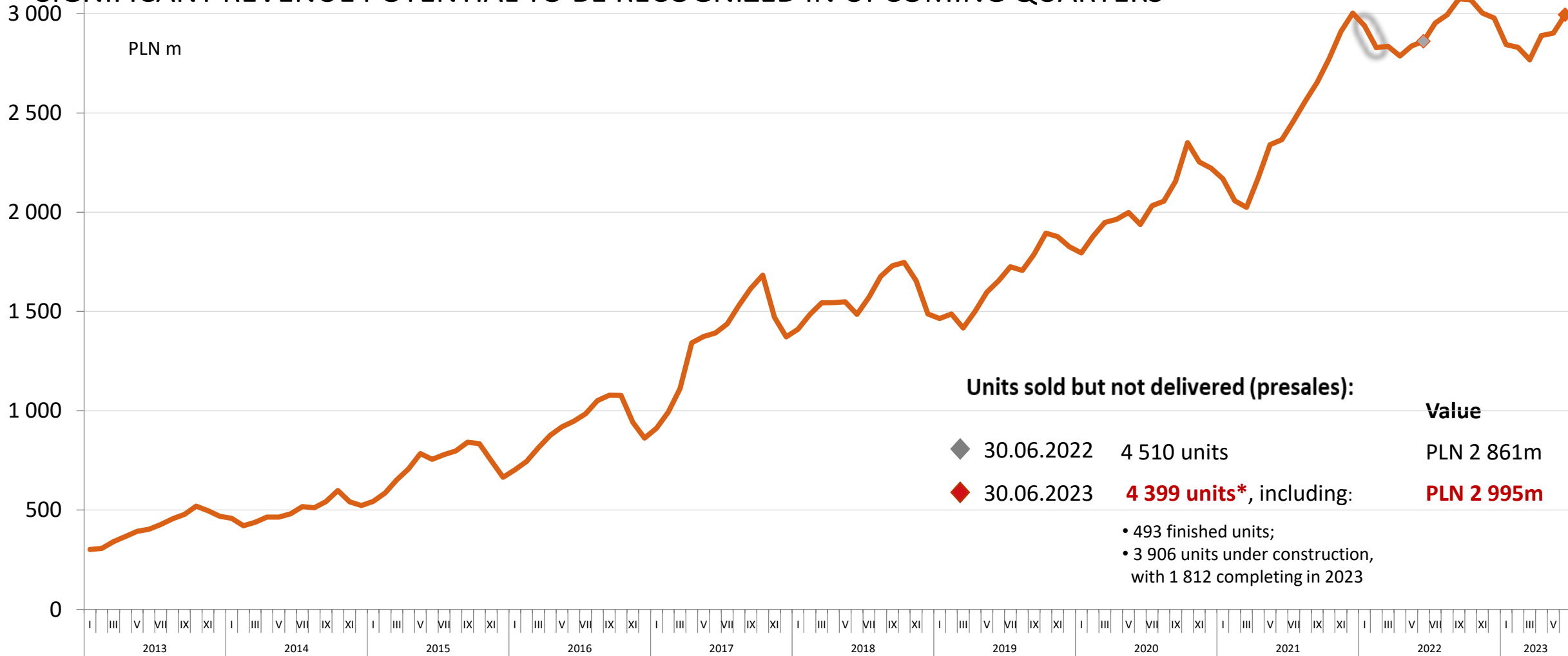
| Deliveries in units          | H1 2023      | H1 2022      | Change YoY  |
|------------------------------|--------------|--------------|-------------|
| Warsaw                       | 1 088        | 1 294        | (16)%       |
| Tri-City                     | 580          | 548          | 6%          |
| Wroclaw                      | 168          | 236          | (29)%       |
| Cracow                       | 162          | 100          | 62%         |
| <b>Dom Development Group</b> | <b>1 998</b> | <b>2 178</b> | <b>(8)%</b> |

\*NPS (Net Promoter Score – customer satisfaction benchmark)

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



SIGNIFICANT REVENUE POTENTIAL TO BE RECOGNIZED IN UPCOMING QUARTERS



\* Excluding PRS transactions

# PROFIT AND LOSS ACCOUNT

## OUR PROFIT LEVELS REMAIN HIGH

| Profit and Loss Account                                       | Q2<br>2023   | Q2<br>2022   | Change<br>YoY     | H1<br>2023     | H1<br>2022     | Change<br>YoY     |
|---|--------------|--------------|-------------------|----------------|----------------|-------------------|
| <b>Sales Revenues, including</b>                              | <b>452.5</b> | <b>601.8</b> | <b>(25)%</b>      | <b>1 274.5</b> | <b>1 328.8</b> | <b>(4)%</b>       |
| <i>Revenue from the sale of finished goods*</i>               | <b>424.1</b> | <b>524.7</b> | <b>(19)%</b>      | <b>1 228.9</b> | <b>1 238.1</b> | <b>(1)%</b>       |
| <i>Deliveries (units)</i>                                     | <i>648</i>   | <i>1 084</i> | <b>(40)%</b>      | <i>1 998</i>   | <i>2 178</i>   | <b>(8)%</b>       |
| <i>Revenue from sale of finished goods per unit (PLN'000)</i> | <i>654.5</i> | <i>484.0</i> | <b>35%</b>        | <i>615.1</i>   | <i>568.5</i>   | <b>8%</b>         |
| <b>Gross Profit on Sales</b>                                  | <b>140.1</b> | <b>171.7</b> | <b>(18)%</b>      | <b>397.6</b>   | <b>405.5</b>   | <b>(2)%</b>       |
| <i>Gross Profit Margin</i>                                    | <i>31.0%</i> | <i>28.5%</i> | <i>2.5 p.p.</i>   | <i>31.2%</i>   | <i>30.5%</i>   | <i>0.7 p.p.</i>   |
| <b>Operating Profit</b>                                       | <b>73.7</b>  | <b>108.6</b> | <b>(32)%</b>      | <b>271.0</b>   | <b>282.5</b>   | <b>(4)%</b>       |
| <i>Operating Profit Margin</i>                                | <i>16.3%</i> | <i>18.0%</i> | <i>(1.7) p.p.</i> | <i>21.3%</i>   | <i>21.3%</i>   | <i>0 p.p.</i>     |
| <b>Profit Before Tax</b>                                      | <b>81.0</b>  | <b>115.1</b> | <b>(30)%</b>      | <b>281.8</b>   | <b>293.1</b>   | <b>(4)%</b>       |
| <i>Profit Before Tax Margin</i>                               | <i>17.9%</i> | <i>19.1%</i> | <i>(1.2) p.p.</i> | <i>22.1%</i>   | <i>22.1%</i>   | <i>0 p.p.</i>     |
| <b>Net Profit</b>   | <b>63.8</b>  | <b>94.0</b>  | <b>(32)%</b>      | <b>222.6</b>   | <b>235.8</b>   | <b>(6)%</b>       |
| <i>Net Profit Margin</i>                                      | <i>14.1%</i> | <i>15.6%</i> | <i>(1.5) p.p.</i> | <i>17.5%</i>   | <i>17.7%</i>   | <i>(0.2) p.p.</i> |
| <b>EPS (PLN)</b>  | <b>2.49</b>  | <b>3.68</b>  | <b>(32)%</b>      | <b>8.69</b>    | <b>9.25</b>    | <b>(6)%</b>       |

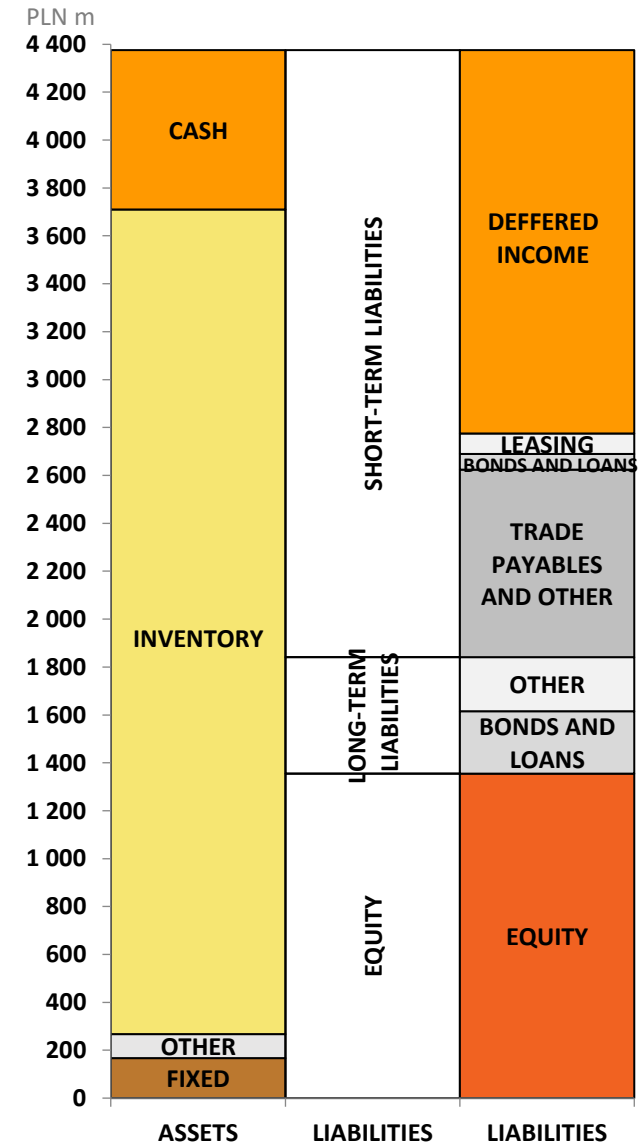
\*IAS 15 (revenue from sale of finished goods recognized on deliveries), figures in PLN m

# BALANCE SHEET

STRONG AND STABLE BALANCE SHEET PROVIDES SECURITY AND A BASIS FOR FURTHER GROWTH

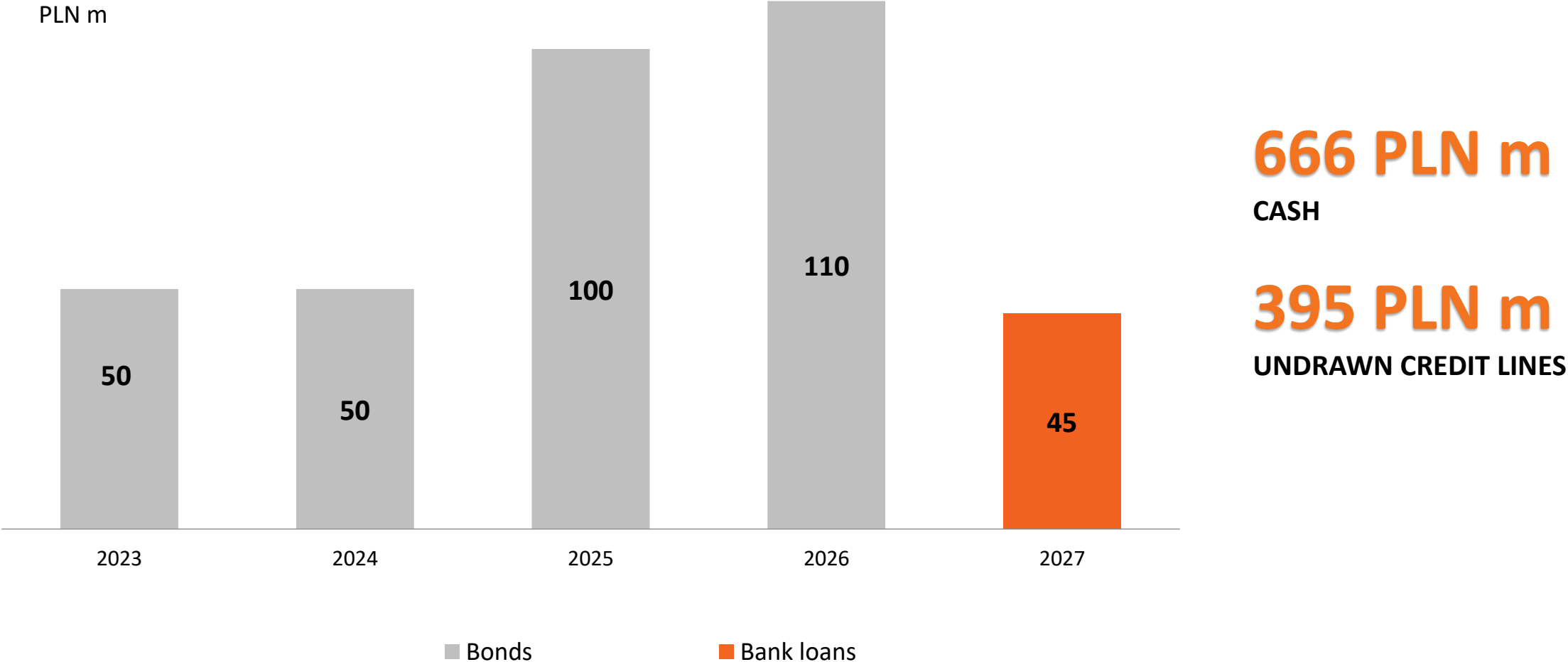
| ASSETS  | 30.06.2023   | 30.06.2022   | Change     |
|---|--------------|--------------|------------|
| <b>Current Assets, including</b>                        | <b>4 208</b> | <b>3 906</b> | <b>8%</b>  |
| Cash  | 666          | 575          | 16%        |
| <i>Incl. escrow accounts</i>                            | 75           | 77           | (3)%       |
| Inventory, including:                                   | 3 392        | 3 156        | 7%         |
| <i>Land and phases under construction</i>               | 3 121        | 2 952        | 6%         |
| <i>Finished units, parking places and storage cells</i> | 146          | 101          | 45%        |
| <b>Fixed Assets</b>                                     | <b>168</b>   | <b>136</b>   | <b>24%</b> |
| <b>TOTAL ASSETS</b>                                     | <b>4 376</b> | <b>4 042</b> | <b>8%</b>  |

| EQUITY AND LIABILITIES                         | 30.06.2023   | 30.06.2022   | Change    |
|--|--------------|--------------|-----------|
| <b>Equity</b>                                  | <b>1 355</b> | <b>1 240</b> | <b>9%</b> |
| <b>Total Liabilities</b>                       | <b>3 021</b> | <b>2 802</b> | <b>8%</b> |
| Long-term liabilities, including               | 502          | 508          | (1)%      |
| <i>Interest-bearing debt (bonds and loans)</i> | 305          | 311          | (2)%      |
| Short-term liabilities, including:             | 2 519        | 2 294        | 10%       |
| <i>Deferred income</i>                         | 1 601        | 1 420        | 13%       |
| <i>Interest-bearing debt (bonds and loans)</i> | 50           | 50           | 0%        |
| <b>TOTAL EQUITY AND LIABILITIES</b>            | <b>4 376</b> | <b>4 042</b> | <b>8%</b> |



# DEBT MATURITY STRUCTURE

CAPITAL AVAILABILITY AND STAGGERED DEBT MATURITIES ALLOW FOR OPERATIONAL FLEXIBILITY



**666 PLN m**

CASH

**395 PLN m**

UNDRAWN CREDIT LINES

## SUMMARY: H1 2023



- Strengthening position across all markets
- Rapid upscaling of operations in Cracow as anticipated
- Increased share of mortgage customers aided by relaxed affordability criteria and stable (potentially decreasing) interest rates
- Handover of 1,998 units at an average value of 615.1 thousand PLN
- 31% gross margin and PLN 223m net profit
- PLN 666m cash with negative gearing (-23%)\*

\* Gearing expected to rise after the dividend payment in Q3 2023



# APPENDICES

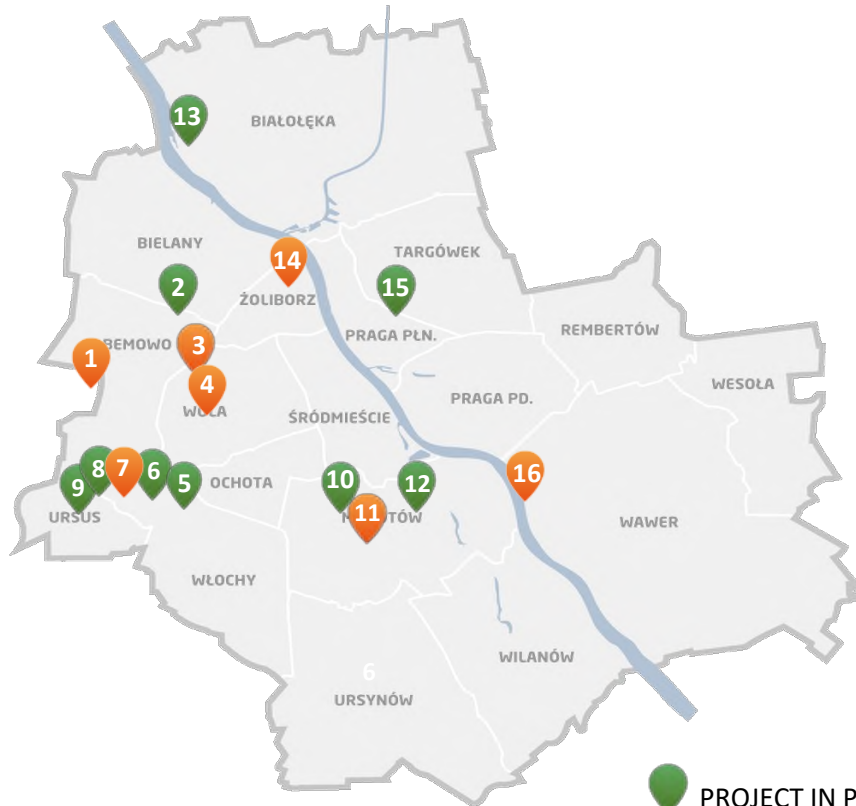
# COMMENCEMENT OF HANDOVERS IN Q3-Q4 2023



|           | PROJECT / PHASE                     | LOCATION | NO. OF UNITS | COMMENCEMENT OF HANDOVERS |           | PROJECT / PHASE                              | LOCATION | NO. OF UNITS | COMMENCEMENT OF HANDOVERS |
|-----------|-------------------------------------|----------|--------------|---------------------------|-----------|--|----------|--------------|---------------------------|
| <b>Q3</b> | OSIEDLE BEAUFORTA 2 BUILDINGS A1-A4 | TRI-CITY | 186          | JUL'23                    |           | NOWODWORSKA 43                               | WROCLAW  | 36           | OCT'23                    |
|           | DOM NA SŁUŻEWCU                     | WARSAW   | 108          | JUL'23                    |           | KONSTELACJA                                  | TRI-CITY | 82           | OCT'23                    |
|           | ZIELONY POŁUDNIK BUILDINGS 26-17    | TRI-CITY | 93           | AUG'23                    |           | APARTAMENTY LUDWIKI PHASE 1 BUILDING C       | WARSAW   | 105          | OCT'23                    |
|           | OSIEDLE ZIELNA PHASE 2              | WROCLAW  | 146          | SEP'23                    |           | APARTAMENTY LUDWIKI PHASE 1 BUILDING A,B,D,E | WARSAW   | 327          | NOV'23                    |
|           | OSIEDLE CHOCIEBUSKA 11              | WROCLAW  | 196          | SEP'23                    |           | METRO ZACHÓD PHASE 4/2                       | WARSAW   | 172          | NOV'23                    |
|           |                                     |          |              |                           | <b>Q4</b> | APARTAMENTY SOLIPSKA PHASE 1/1               | WARSAW   | 96           | NOV'23                    |
|           |                                     |          |              |                           |           | APARATMENTY SOLIPSKA PHASE 1/2               | WARSAW   | 91           | NOV'22                    |
|           |                                     |          |              |                           |           | LAS  | TRI-CITY | 60           | DEC'23                    |
|           |                                     |          |              |                           |           | GÓRKA NARODOWA PHASE 3/1 (B)                 | CRACOW   | 136          | DEC'23                    |
|           |                                     |          |              |                           |           | METRO ZACHÓW PHASE 11/1                      | WARSAWA  | 148          | DEC'23                    |

# PROJECTS UNDER CONSTRUCTION & IN PREPARATION: WARSAW

( AS OF 30/06/2023)

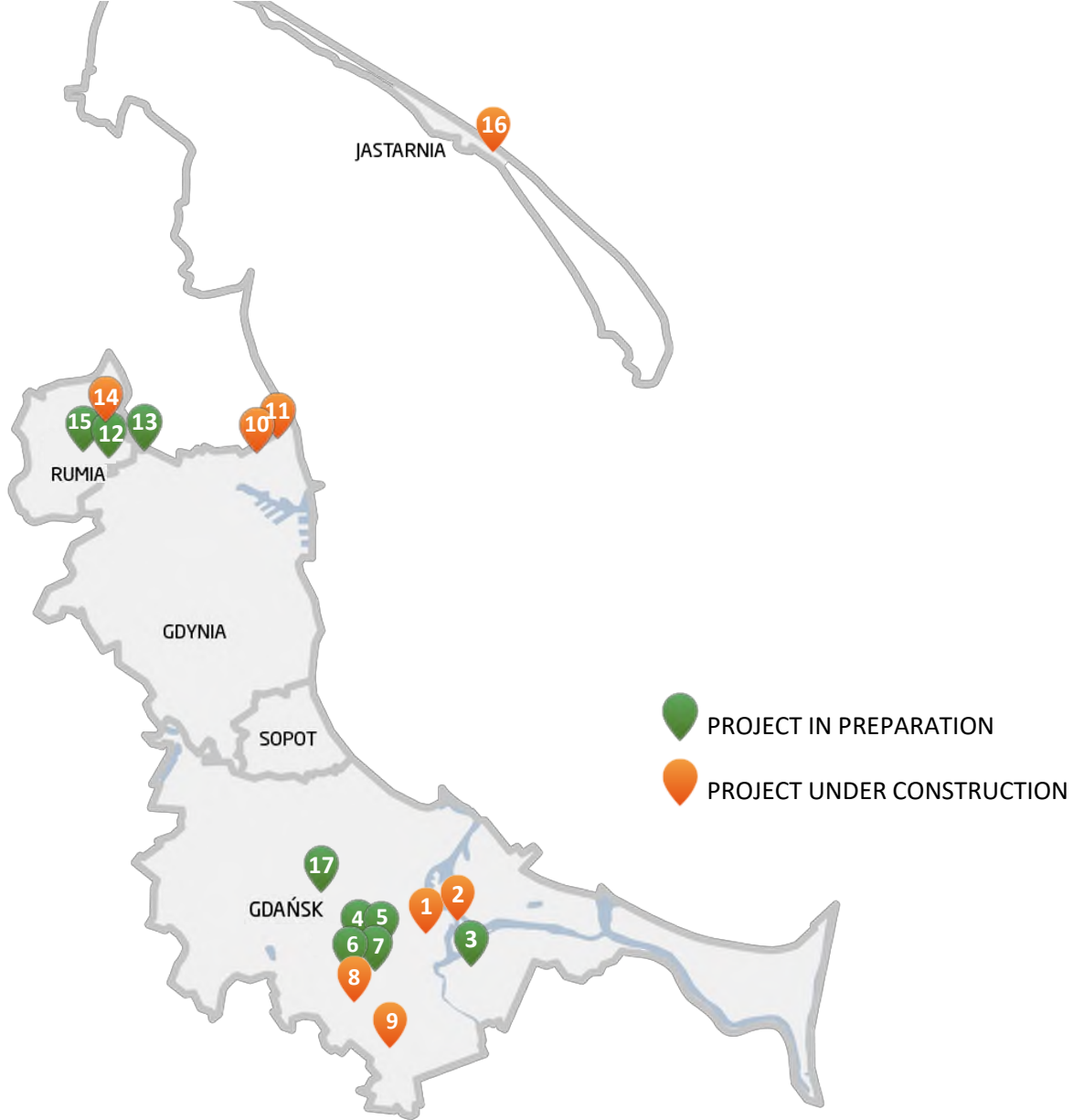


- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

| NO                  | PROJECT                                | UNDER CONSTRUCTION | IN PREPARATION |
|---------------------|--|--------------------|----------------|
| 1                   | METRO ZACHÓD                           | 1 152              | 1 670          |
| 2                   | LITERACKA                              | ---                | 530            |
| 3                   | APARTAMENTY KOŁO PARKÓW (CIOŁKA)       | 133                | ---            |
| 4                   | APARTAMENTY LUDWIKI                    | 432                | ---            |
| 5                   | URBINO                                 | 319                | 646            |
| 6                   | ALEJE JEROZOLIMSKIE                    | 122                | 261            |
| 7                   | APARTAMENTY SOLIPSKA                   | 187                | ---            |
| 8                   | OSIEDLE PRZY FORCIE                    | ---                | 125            |
| 9                   | OSIEDLE PRZY RYŻOWEJ                   | ---                | 412            |
| 10                  | BEETHOVENA                             | ---                | 570            |
| 11                  | APARTAMENTY BIAŁEJ KONICZYNY (PORY)    | 200                | ---            |
| 12                  | OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA) | ---                | 1 384          |
| 13                  | PALLADIUM (AKACJE)                     | ---                | 351            |
| 14                  | OSIEDLE JAGIELLOŃSKA                   | 316                | --             |
| 15                  | WILNO                                  | ---                | 428            |
| 16                  | PRZYSTANEK MIĘDZYLESIE                 | 218                | ---            |
| <b>TOTAL WARSAW</b> |  | <b>3 079</b>       | <b>6 377</b>   |

# PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

(AS OF 30/06/2023)



| NO                    | PROJECT                 | UNDER CONSTRUCTION | IN PREPARATION |
|-----------------------|-------------------------|--------------------|----------------|
| 1                     | PERSPEKTYWA             | 306                | ---            |
| 2                     | DOKI                    | 498                | 489            |
| 3                     | DOLNE MIASTO            | ---                | 999            |
| 4                     | SYNTEZA                 | 102                | 407            |
| 5                     | LEMA                    | 189                | ---            |
| 6                     | GDAŃSK WARSZAWSKA       | ---                | 350            |
| 7                     | GDAŃSK KARTUSKA         | ---                | 110            |
| 8                     | DYNAMIKA                | 114                | ---            |
| 9                     | ZIELONY POŁUDNIK        | 93                 | ---            |
| 10                    | OSIEDLE BEAUFORTA 2     | 87                 | 141            |
| 11                    | KONSTELACJA             | 113                | 537            |
| 12                    | GÓRA MARKOWCA           | ---                | 178            |
| 13                    | LOCUS 2                 | ---                | 150            |
| 14                    | OSIEDLE PRZY BŁONIACH 3 | 124                | 421            |
| 15                    | WIDOKI                  | 92                 | 124            |
| 16                    | LAS                     | 60                 | ---            |
| 17                    | LEŚNA GÓRA              | ---                | 83             |
| <b>TOTAL TRI-CITY</b> |                         | <b>1 778</b>       | <b>3 989</b>   |

# PROJECTS UNDER CONSTRUCTION & IN PREPARATION: WROCLAW

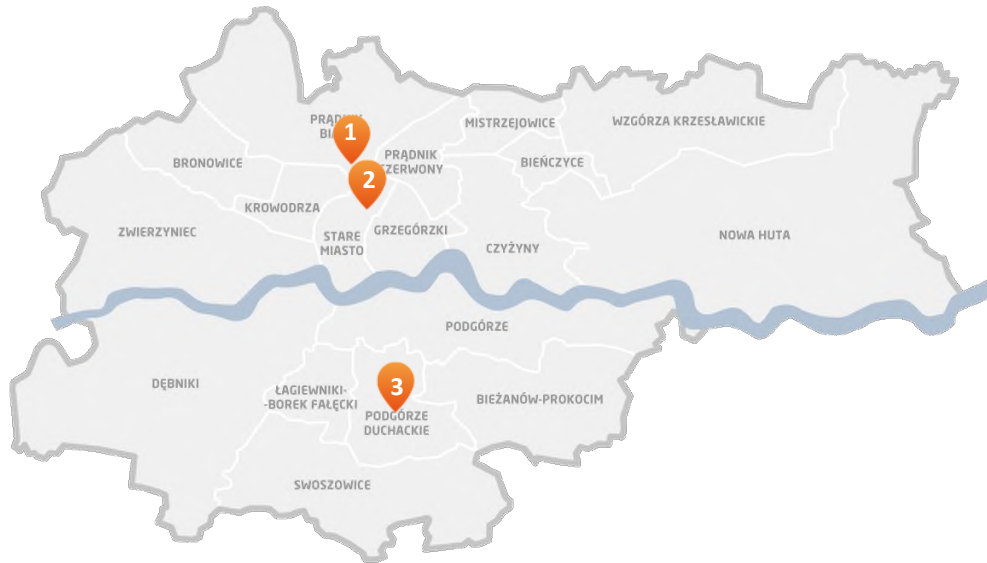
(AS OF 30/06/2023)





| NO                   | PROJECT                         | UNDER CONSTRUCTION | IN PREPARATION |
|----------------------|---------------------------------|--------------------|----------------|
| 1                    | OSIEDLE CHOCIEBUSKA 11          | 196                | ---            |
| 2                    | BRANIBORSKA                     | 187                | 210            |
| 3                    | OSIEDLE KOMEDY                  | 115                | ---            |
| 4                    | ZIELNA                          | 341                | ---            |
| 5                    | APARTAMENTY NAD RZEKĄ (CENTRUM) | 152                | ---            |
| 6                    | OSOBOWICKA 114                  | 88                 | ---            |
| 7                    | NOWODWORSKA 43                  | 36                 | ---            |
| 8                    | MIĘDZYLESKA                     | 159                | 248            |
| 9                    | STODOLNA                        | ---                | 173            |
| 10                   | WOŁOWSKA                        | ---                | 403            |
| <b>TOTAL WROCLAW</b> |                                 | <b>1 274</b>       | <b>1 034</b>   |

# PROJECTS UNDER CONSTRUCTION & IN PREPARATION: CRACOW

(AS OF 30/06/2023)



-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

| NO                  | PROJECT        | UNDER CONSTRUCTION | IN PREPARATION |
|---------------------|----------------|--------------------|----------------|
| 1                   | GÓRKA NARODOWA | 391                | 454            |
| 2                   | 29 ALEJA       | 151                | 300            |
| 3                   | MALBORSKA      | 90                 | 69             |
| <b>TOTAL CRACOW</b> |                | <b>632</b>         | <b>823</b>     |

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