

25 YEARS MAKING DREAMS COME TRUE



DOM DEVELOPMENT WROCLAW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM DEVELOPMENT S.A. CONSOLIDATED GROUP

PRESENTATION OF Q3 2021 RESULTS

10 NOVEMBER 2021

Q3 2021 AT DOM DEVELOPMENT GROUP



- **Expansion to the Cracow market** through the acquisition of Sento S.A.
- **2 972 units sold** with high margin in Q1-Q3 2021, including 856 in Q3
- **Launch of 6 projects with 1 147 units**
- **PLN 671m cash** as at 30 September 2021 (PLN 185m over and above the Group's interest-bearing debt)

9M 2021 FINANCIAL SUMMARY



REVENUES

9M 2021

PLN 1 476 m

9M 2020

PLN 1 135m

Change

PLN +338m
+30%

33%

GROSS MARGIN

9M 2020: 31%

NET PROFIT

9M 2021

PLN 286m

9M 2020

175 mln zł

Change

PLN +111m
+63%

40%

ROE 12M

9M 2020: 26%

NET CASH

30.09.2021

PLN 185m

30.09.2020

83 mln zł

Change

PLN +102m
+123%

-15%

GEARING

30.09.2020: - 8%

MARKET IN Q3 2021



- **Strong demand** across all market segments
- **Insufficient market supply** due to administrative delays and permit problems, particularly in Warsaw
- **Further price growth**
- **Surging inflation and low interest rates** provided boost to housing market
- High mortgage availability
- Cash purchases increased to approx. 45% of Group sales
- In-house general contractors support Group's profitability in face of rising construction costs

SALES

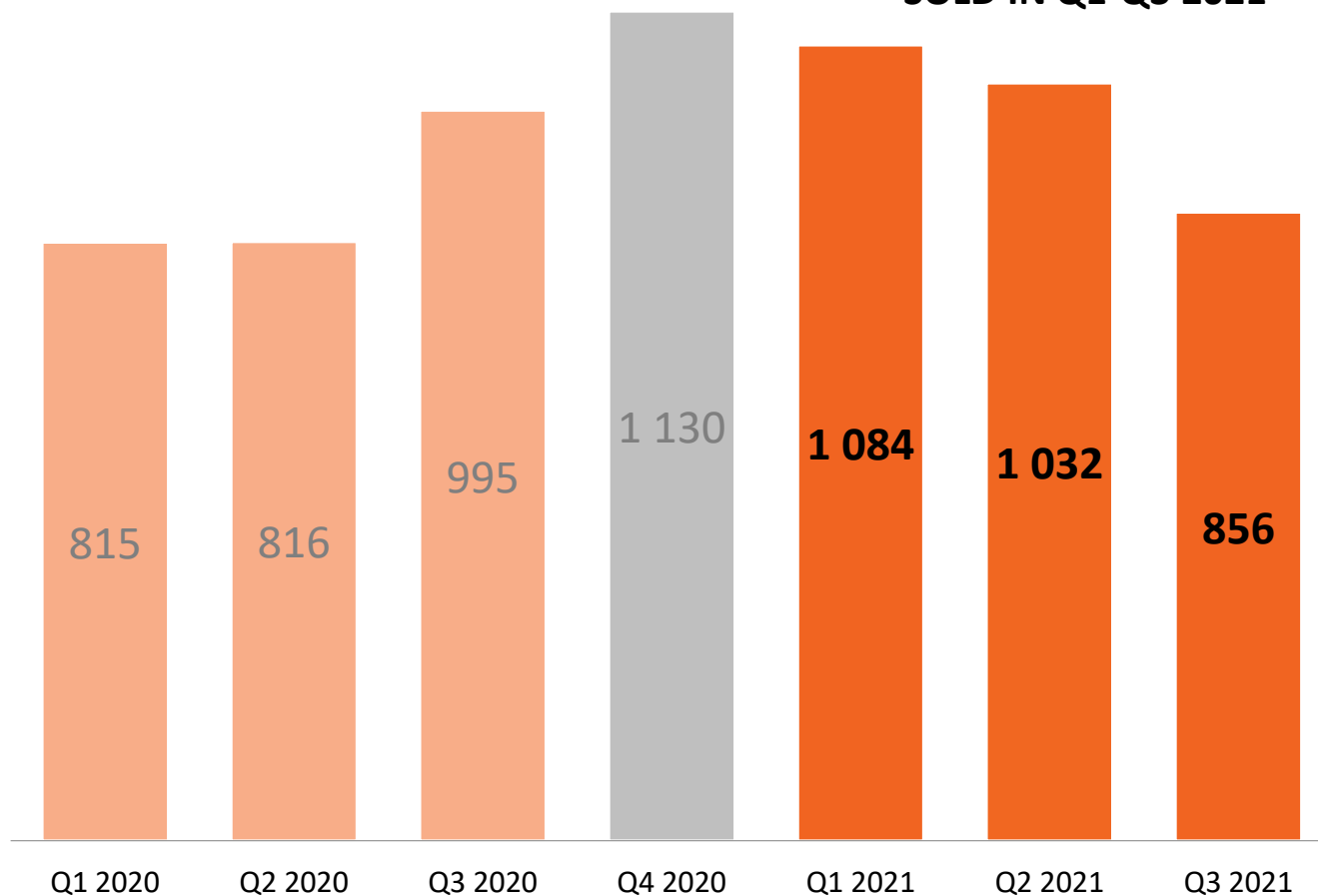
13% YOY SALES VOLUME INCREASE IN Q1-Q3 2021



2 972 UNITS

SOLD IN Q1-Q3 2021

No. of units



Net sales (units)	9M 2021	9M 2020	Change YoY
Warsaw	1 537	1 681	-9%
Tri-City	978	670	+46%
Wroclaw	410	275	+49%
Cracow*	47	-	-
Dom Development Group	2 972	2 626	+13%

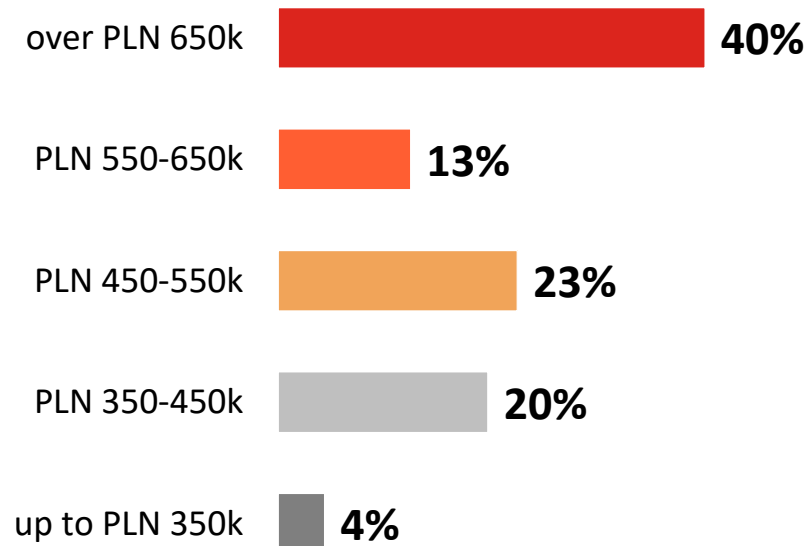
*Dom Development Group entered Cracow market in July 2021

Q3 2021 SALES SEGMENTATION

HIGH SHARE OF PREMIUM FLATS UNDERSCORES GROUP MARKET POSITION



Dom Development Group Sales value segmentation



Average transaction value (PLN k)	Q3 2021	Q3 2020	Change YoY
Warsaw	768	659	+16%
Tri-City	631	417	+51%
Wroclaw	459	457	-
Cracow	549	-	-
Dom Development Group	667	574	+16%

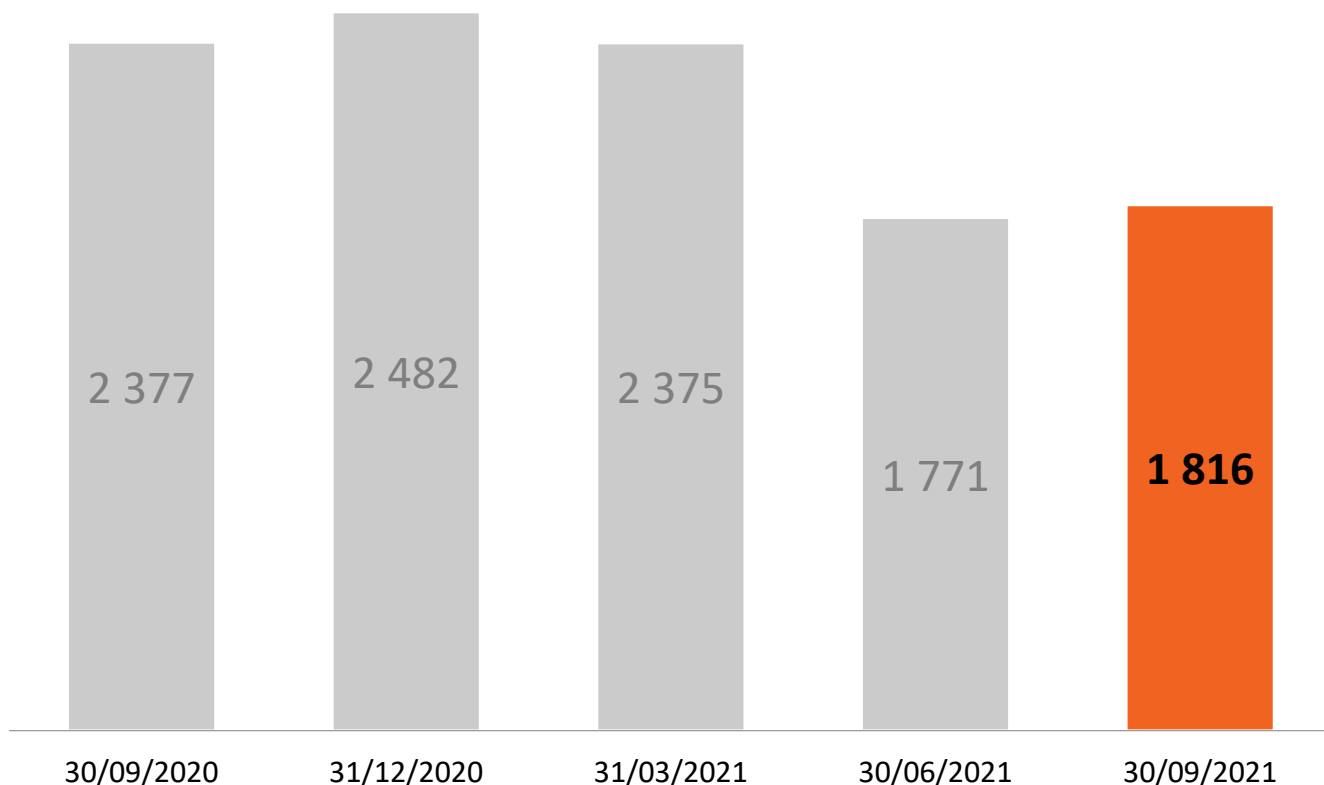
Unit sale value includes price of flat with fit-out (if purchased), storage room (if purchased) and parking space (if purchased).

OFFER

STRONG SALES RESULTED IN A TEMPORARY DROP IN NUMBER OF UNITS AVAILABLE FOR SALE AND A RECORD REVENUE PIPE-LINE OF PLN 2.655M (SEE SLIDE 12)



No. of units available for sale



Group's offer by location	30.09. 2021	30.09. 2020	Change YoY
Warsaw	685	1 179	-42%
Tri-City	661	854	-23%
Wroclaw	289	344	-16%
Cracow	181	-	-
Dom Development Group	1 816	2 377	-24%

PROJECT LAUNCHES IN Q3 2021

NEW WARSAW LOCATIONS:



124 flats on the border of the Włochy and Ochota districts



346 flats in Tarchomin district including 158 offered from Q4



234 units in the Ursynów district, in sale from Q4

NEW PHASES OF THE GROUP'S FLAGSHIP PROJECTS:



88 flats in the Bemowo district of Warsaw



311 units downtown Gdańsk including 147 in sale from Q4



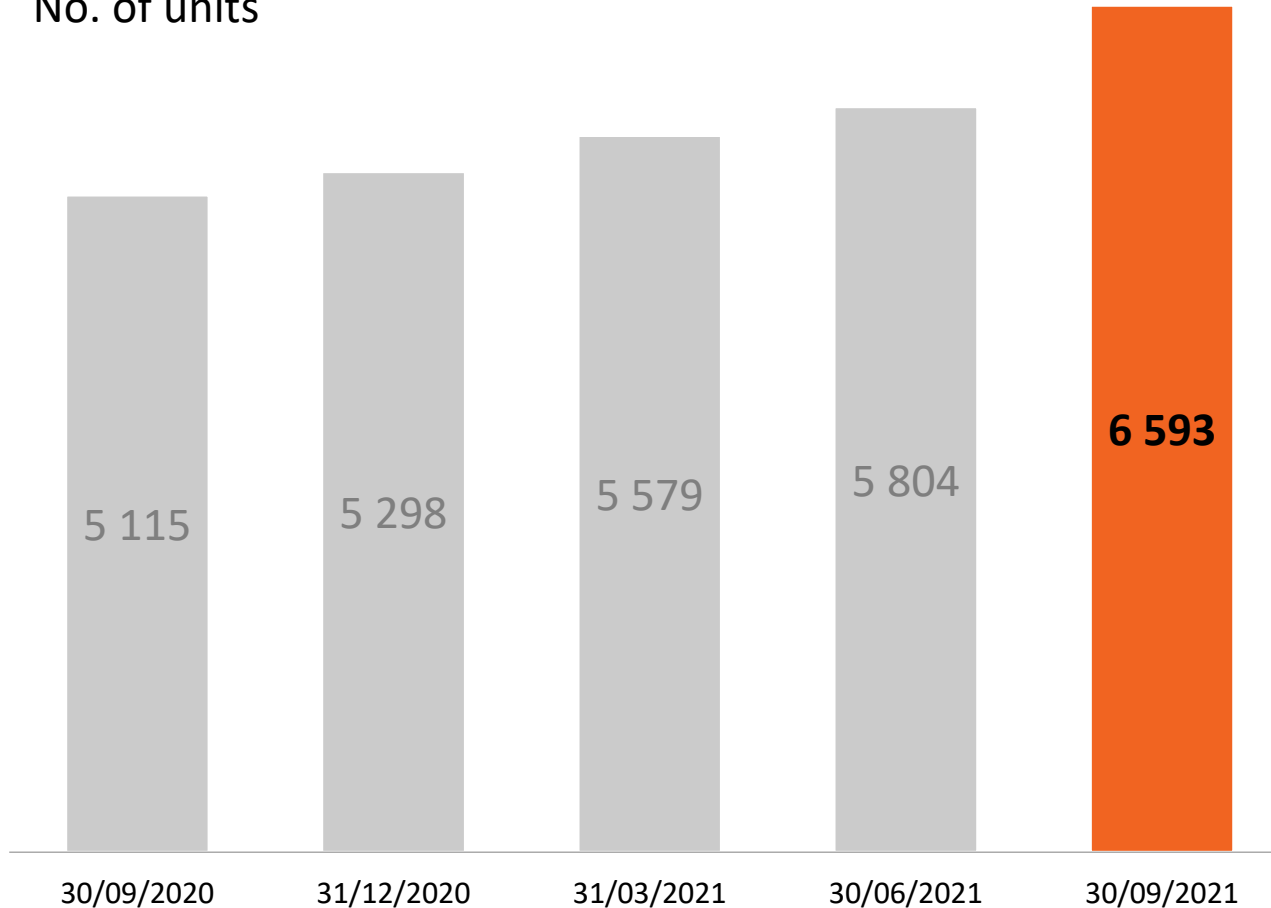
44 flats in south of Gdańsk

UNITS UNDER CONSTRUCTION

RECORD NUMBER OF UNITS UNDER CONSTRUCTION

- ALL SITES PROGRESSING ON TIME AND WITH HIGH MARGINS

No. of units

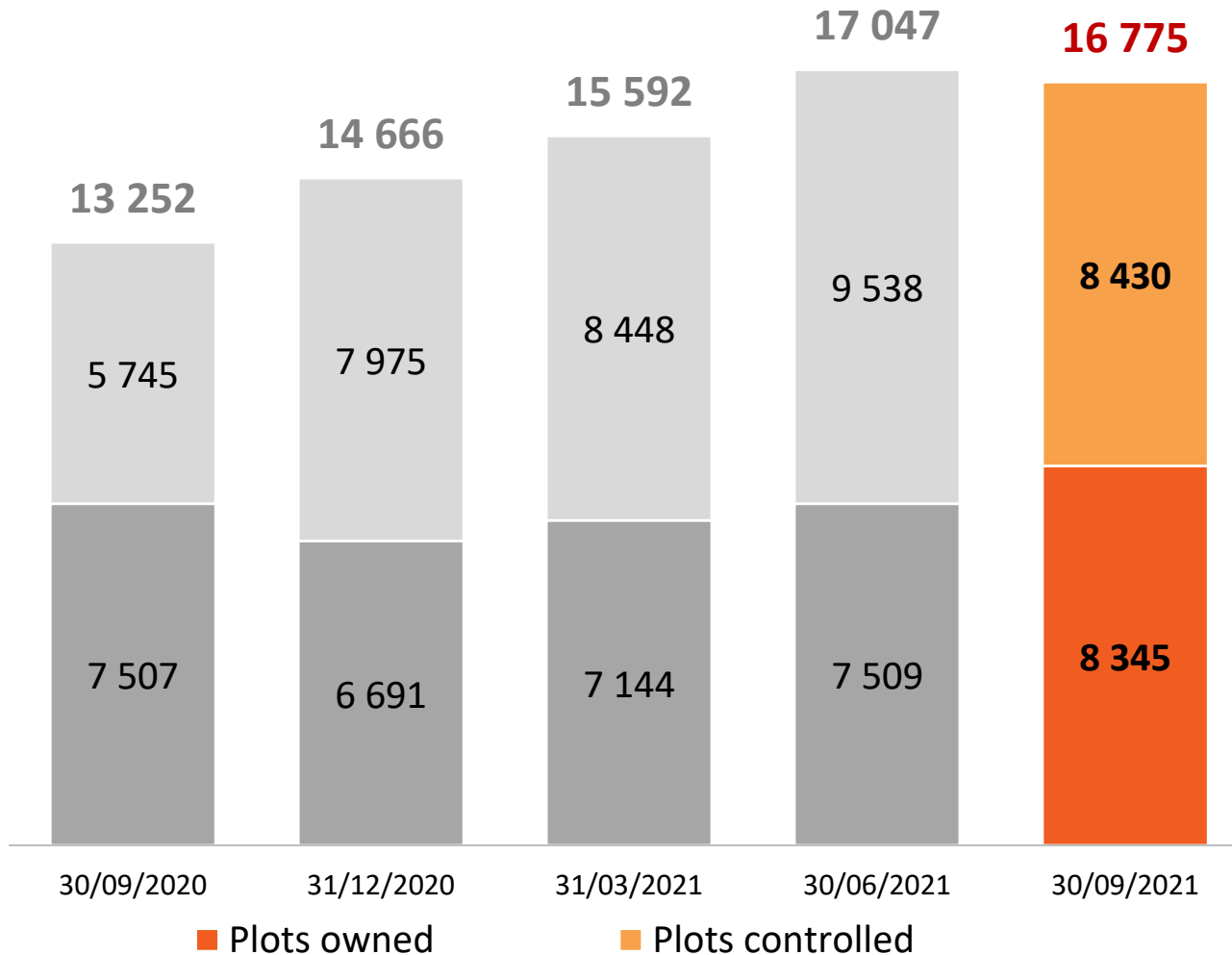


Units under construction	30.09. 2021	30.09. 2020	Change YoY
Warsaw	3 184	2 733	+17%
Tri-City	2 340	1 717	+36%
Wroclaw	742	665	+12%
Cracow	327	-	-
Dom Development Group	6 593	5 115	+29%

LAND BANK – OWNED AND CONTROLLED

LARGE, HIGH QUALITY LAND BANK REFLECTS GROUP’S GROWTH POTENTIAL

No. of units to be developed

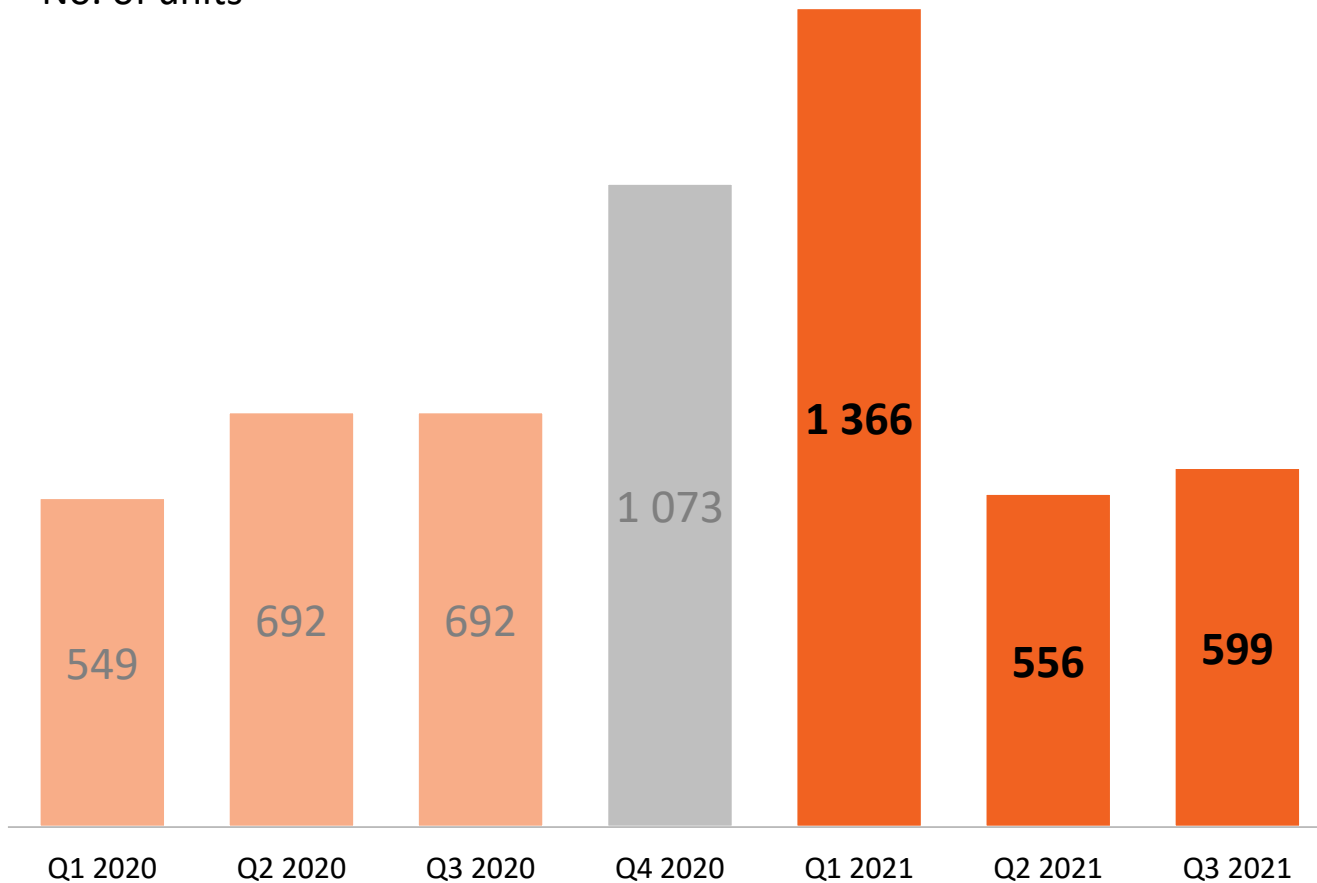


Land Bank	Owned	Controlled	Total	Change YoY
Warsaw	3 563	5 327	8 890	+40%
Tri-City	3 554	1 748	5 302	-5%
Wroclaw	667	1 189	1 856	+39%
Cracow	561	166	727	-
Dom Development Group	8 345	8 430	16 775	+27%

DELIVERIES

WE ARE DELIVERING THE HIGHEST QUALITY FLATS ON SCHEDULE

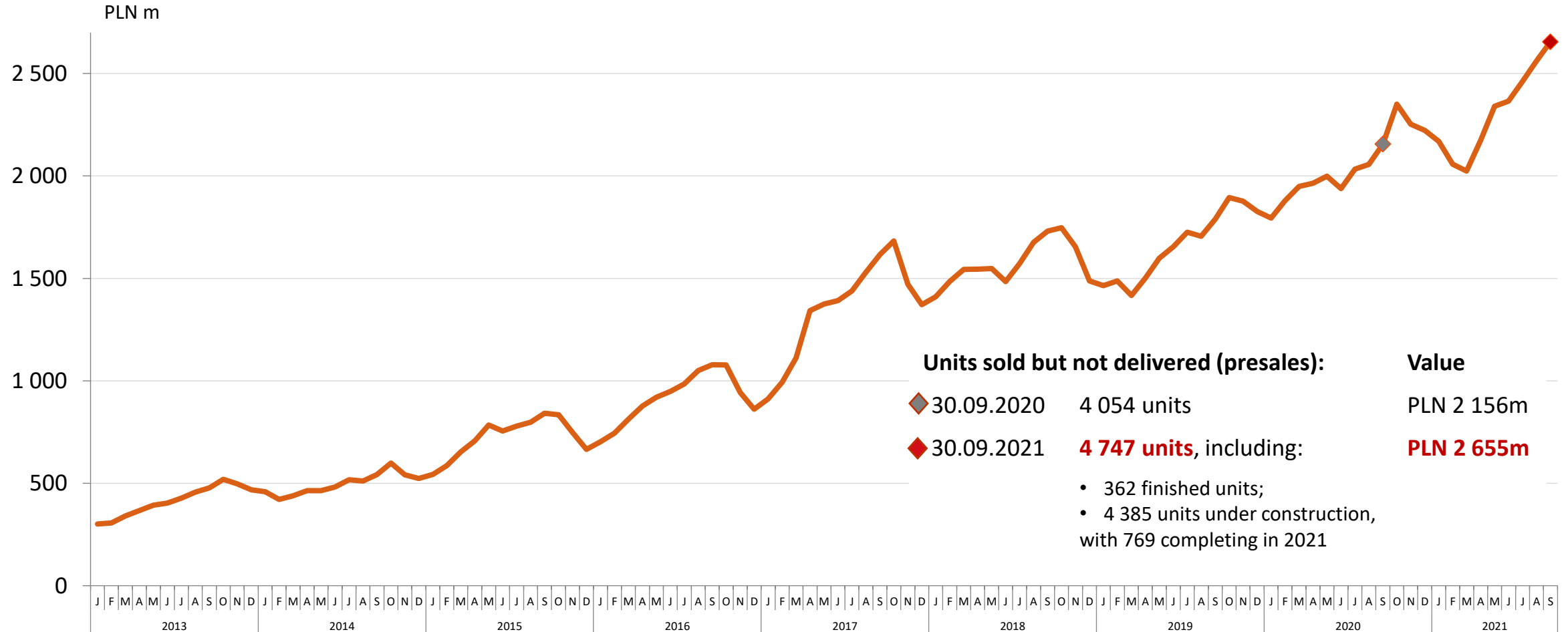
No. of units



Deliveries in units	9M 2021	9M 2020	Change YoY
Warsaw	1 342	1 125	+19%
Tri-City	671	542	+24%
Wroclaw	467	266	+76%
Cracow*	41	-	-
Dom Development Group	2 521	1 933	+30%

* Dom Development Group entered Cracow market in July 2021

CUMULATIVE NET SALES TO BE RECOGNIZED IN P&L (UNITS SOLD BUT NOT DELIVERED - PRESALES) RECORD-HIGH REVENUE PIPELINE OF PLN 2 655M



PROFIT AND LOSS ACCOUNT

MEASURABLE OUTCOMES OF MARGIN-MAXIMISATION STRATEGY

Profit and Loss Account	Q1-Q3 2021	Q1-Q3 2020	Change YoY
Sales Revenues	1 475.9	1 135.4	+30%
<i>Handovers (units)</i>	<i>2 521</i>	<i>1 933</i>	<i>+30%</i>
<i>Revenue per unit (PLN'000)</i>	<i>585.5</i>	<i>587.4</i>	<i>-</i>
Gross Profit on Sales	493.2	355.6	+39%
<i>Gross Profit Margin</i>	<i>33.4%</i>	<i>31.3%</i>	<i>+2.1 pp</i>
Operating Profit	358.3	227.8	+57%
<i>Operating Profit Margin</i>	<i>24.3%</i>	<i>20.1%</i>	<i>+4.2 pp</i>
Profit Before Tax	354.1	218.5	+62%
<i>Profit Before Tax Margin</i>	<i>24.0%</i>	<i>19.2%</i>	<i>+4.8 pp</i>
Net Profit	285.7	175.2	+63%
<i>Net Profit Margin</i>	<i>19.4%</i>	<i>15.4%</i>	<i>+4.0 pp</i>
<i>EPS (PLN)</i>	<i>11.28</i>	<i>6.96</i>	<i>+62%</i>

IAS 15, PLN m

BALANCE SHEET

STRONG BALANCE SHEET SUPPORTS GROUP DEVELOPMENT AND GROWTH IN SCALE OF OPERATIONS

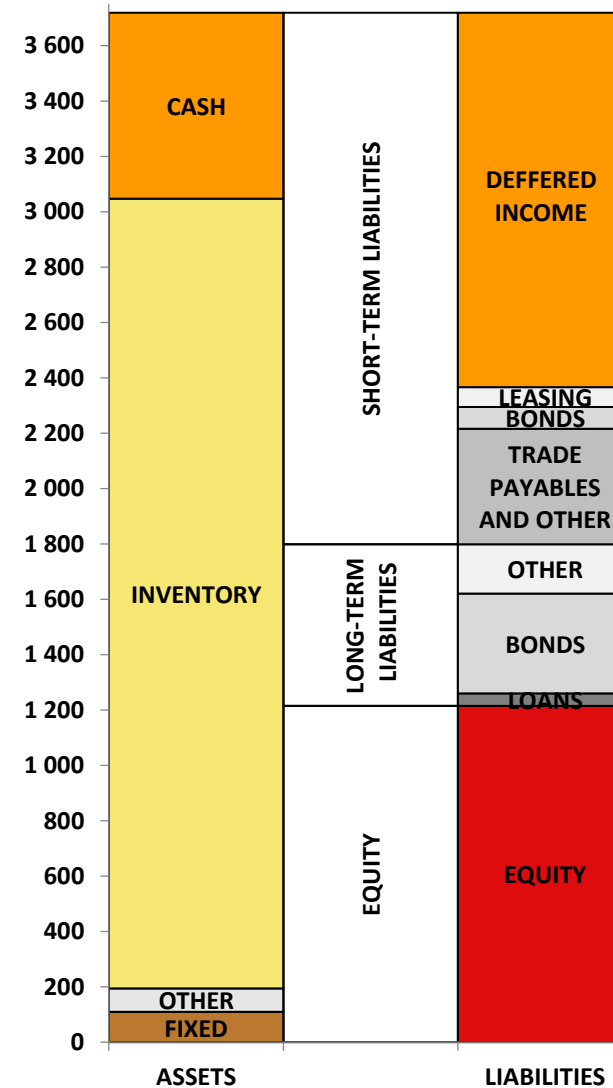


ASSETS	30.09.2021	30.09.2020	Change
Current Assets	3 608	3 110	+16%
Cash	671	466	+44%
<i>Incl. escrow accounts</i>	55	86	-36%
Inventory, including:	2 852	2 566	+11%
<i>Land and projects under construction</i>	2 372	2 178	+9%
<i>Finished units, parking places and storage cells</i>	198	182	+9%
Fixed Assets	110	70	+58%
TOTAL ASSETS	3 718	3 179	+17%

EQUITY AND LIABILITIES	30.09.2021	30.09.2020	Change
Equity	1 215	1 027	18%
Total Liabilities	2 503	2 152	16%
Long-term liabilities	584	521	12%
<i>Incl. Interest-bearing debt (bonds and loans)</i>	406	383	6%
Short-term liabilities, including:	1 919	1 631	18%
<i>Deferred income</i>	1 351	1 237	9%
<i>Interest-bearing debt (bonds and loans)</i>	80	-	-
TOTAL EQUITY AND LIABILITIES	3 718	3 179	17%

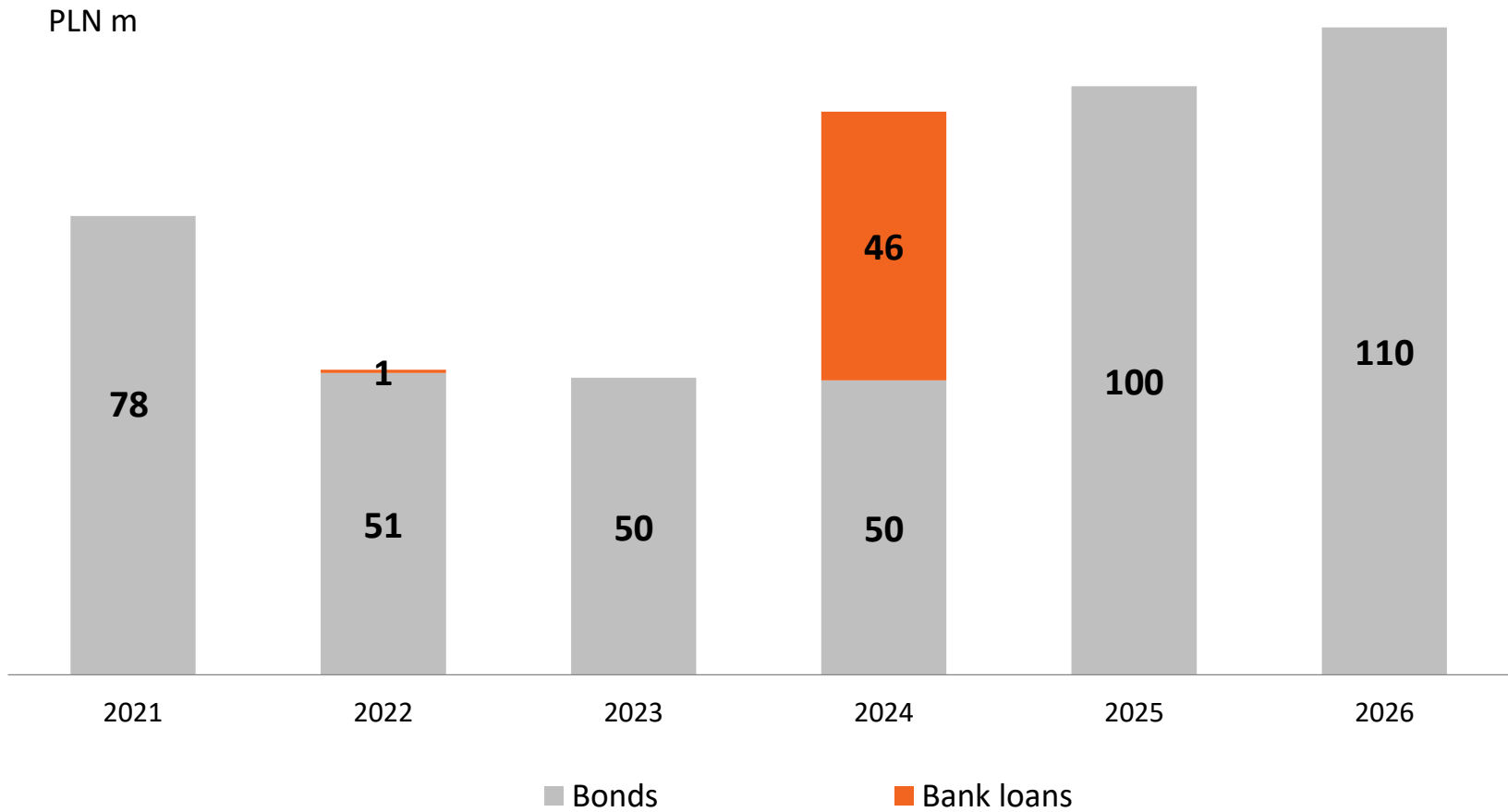
PLN m

PLN m



DEBT MATURITY STRUCTURE

WELL-SPREAD DEBT MATURITY SUPPORTS OUR AGILITY



PLN 671m

CASH

PLN 420m

UNDRAWN CREDIT LINES

As of 30.09.2021 r.

SUMMARY: 9 MONTHS OF 2021



- Strong demand across market segments
- Nearly 3,000 units sold at high margin
- Record-high 6,500 units under construction at September end
- 2,500 units delivered with average value of PLN 586k
- Gross margin at 33% and net profit of PLN 286m
- PLN 671m cash at bank with negative gearing of 15%

APPENDICES

COMMENCEMENT OF HANDOVERS IN Q4 2021



PROJECT / PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT OF HANDOVERS
ZIELONY POŁUDNIK BUILDING 13	TRI-CITY	50	OCT'21
OSIEDLE GŁĘBOCKA PHASE 1	WARSAW	60	NOV'21
LOCUS BUILDING 4	TRI-CITY	91	NOV'21
NASZE MIEJSCE BUILDING B	TRI-CITY	44	NOV'21
PERSPEKTYWA PHASE 1/1	TRI-CITY	33	NOV'21
ŻOLIBORZ ARTYSTYCZNY PHASE 13/1	WARSAW	158	DEC'21
ŻOLIBORZ ARTYSTYCZNY PHASE 13/2	WARSAW	55	DEC'21
METRO ZACHÓD PHASE 2/1	WARSAW	129	DEC'21
BEAUFORTA BUILDINGS 8, 9, 11	TRI-CITY	97	DEC'21
PERSPEKTYWA PHASE 1/2	TRI-CITY	21	DEC'21

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

NO. OF UNITS, AS OF 30/09/2021

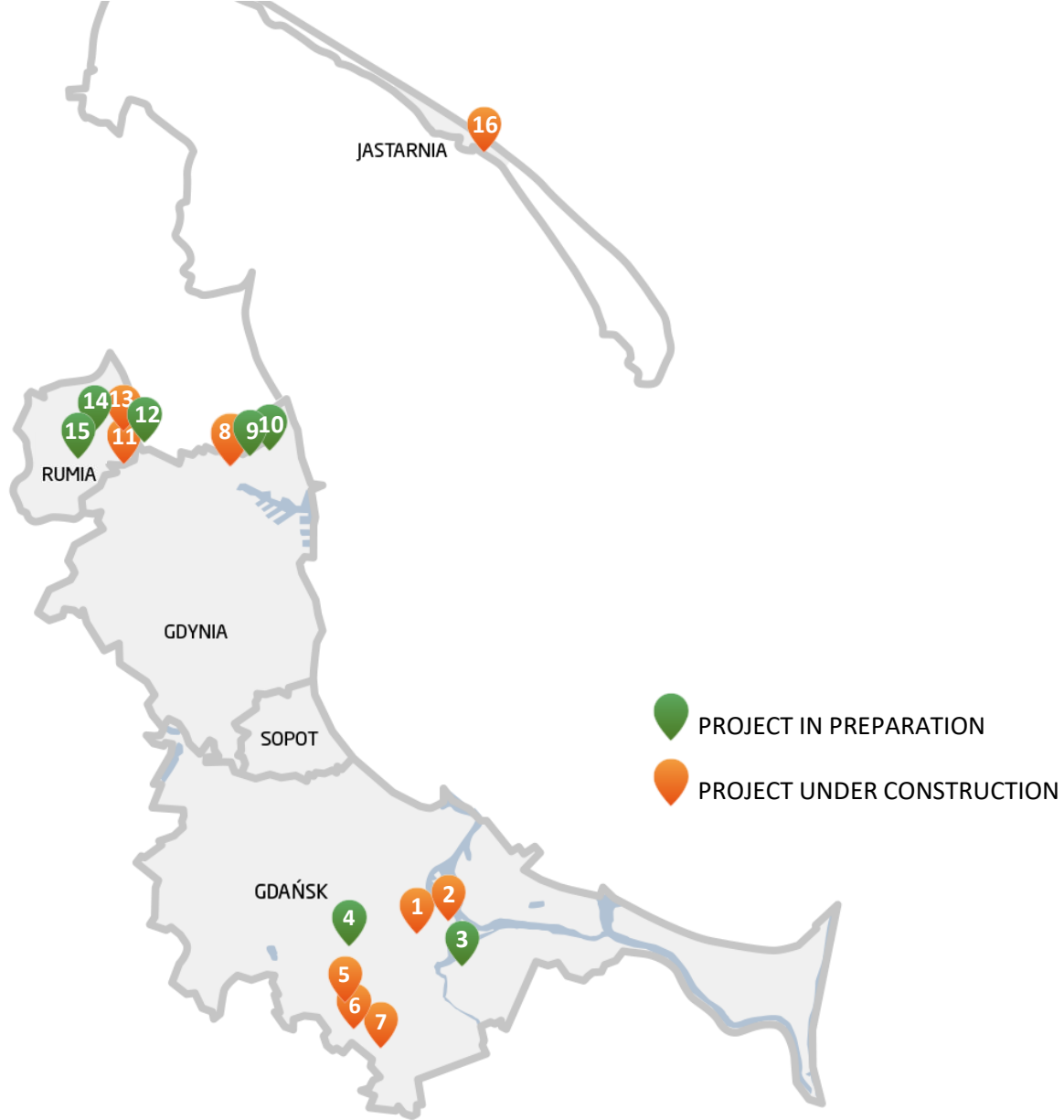


- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD (+581)	639	1 253
2	LITERACKA	---	530
3	ŻOLIBORZ ARTYSTYCZNY	493	---
4	CIOŁKA	---	133
5	LUDWIKI	---	429
6	URBINO	124	---
7	APARTAMENTY SŁUŻEWIEC	37	---
8	OSIEDLE BOKSERSKA 71 (NEW)	234	---
9	PORY	---	200
10	PALLADIUM (AKACJE)	---	566
11	OSIEDLE CERAMICZNA (NEW)	346	---
12	GŁĘBOCKA	271	---
13	WILNO	525	233
14	REZYDENCJA STANISŁAWA AUGUSTA	125	---
15	STACJA GROCHÓW	390	---
16	WAWER	---	219
TOTAL WARSAW		3 184	3 563

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS OF 30/09/2021



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	376	283
2	DOKI + MONTOWNIA	654	546
3	DOLNE MIASTO	---	371
4	PIEKARNICZA	---	536
5	DYNAMIKA	196	138
6	NASZE MIEJSCE	124	---
7	ZIELONY POŁUDNIK	370	94
8	OSIEDLE BEAUFORTA	250	---
9	OSIEDLE BEAUFORTA 2	---	414
10	KONSTELACJA	---	642
11	LOCUS	91	---
12	LOCUS 2 (NEW)	---	135
13	OSIEDLE PRZY BŁONIACH	220	---
14	RUMIA ZA BŁONIAMI	---	220
15	RUMIA WYŻYNNA	---	175
16	WYDMA	59	---
TOTAL TRI-CITY		2 340	3 554

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS OF 30/09/2021

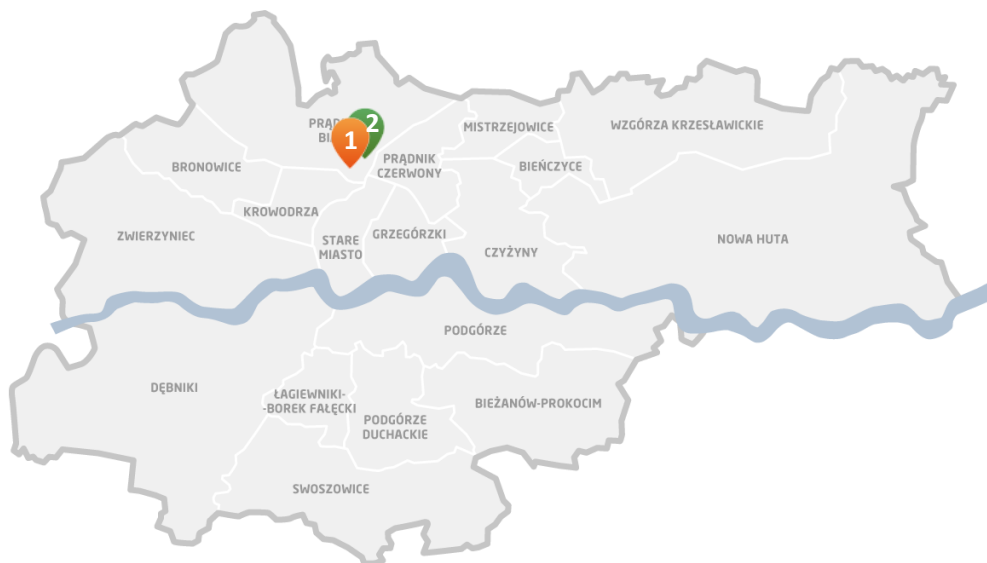




- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	OSIEDLE CHOCIEBUSKA 11	196	---
2	APARTAMENTY OŁTASZYN	158	---
3	OSIEDLE KOMEDY	228	226
4	ZIELNA	160	147
5	CENTRUM	---	171
6	OSOBOWICE (NEW)	---	87
7	NOWY DWÓR (NEW)	---	36
TOTAL WROCLAW		742	667

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: CRACOW

NO. OF UNITS, AS OF 30/09/2021



-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	SENTOTU	327	---
2	GÓRKA NARODOWA	---	561
TOTAL CRACOW		327	561

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