



WARSZAWA  
WROCLAW  
KRAKOW



**EURO STYL**  
GRUPA DOM DEVELOPMENT



**DOM**  
CONSTRUCTION

# DOM DEVELOPMENT S.A. CAPITAL GROUP PRESENTATION OF Q3 2024 RESULTS

19 NOVEMBER 2024

# Q3 2024 AT DOM DEVELOPMENT GROUP



**1 156**

**RECORD QUARTERLY RETAIL  
MARKET UNIT SALES**

+7% YoY

**598**

**UNITS DELIVERED**

+12% YoY

**PLN 65 m**

**NET PROFIT Q3 2024**

+72% YoY

**PLN 4 b**

**RECORD REVENUE POTENTIAL TO  
BE RECOGNISED IN COMING  
QUARTERS**

**NPS<sup>(1)</sup> 66 pts.**

**CUSTOMER SATISFACTION INDEX**  
at a high level

**PLN 437 m**

**CASH<sup>(2)</sup> AS AT 30.09.2024**  
no bank debt

(1) NPS (Net Promoter Score) is an index calculated from customer satisfaction surveys, with values ranging from -100 to 100 points; data for Polish residential developers is not available; the average value for UK developers is 44 points (National New Homes Customer Satisfaction Survey, March 2024);

(2) Includes cash in open escrow accounts (PLN 139 m)

# Q1-3 2024 FINANCIAL SUMMARY

## REVENUE

Q1-3 2024

**PLN 1 852 m**

Q1-3 2023

**PLN 1 600 m**

Change

PLN +252 m  
+16%

**32%**

**GROSS MARGIN**

Q1-3 2023: 31%

## NET PROFIT

Q1-3 2024

**PLN 296 m**

Q1-3 2023

**PLN 260 m**

Change

PLN +36 m  
+14%

**16%**

**NET MARGIN**

Q1-3 2023: 16%

## GEARING

30.09.2024

**14%**

30.09.2023

**16%**

## NET CASH (DEBT)

30.09.2024

**PLN (83) m**

**36%**

**ROE 12M**

12M 09.2023: 33%

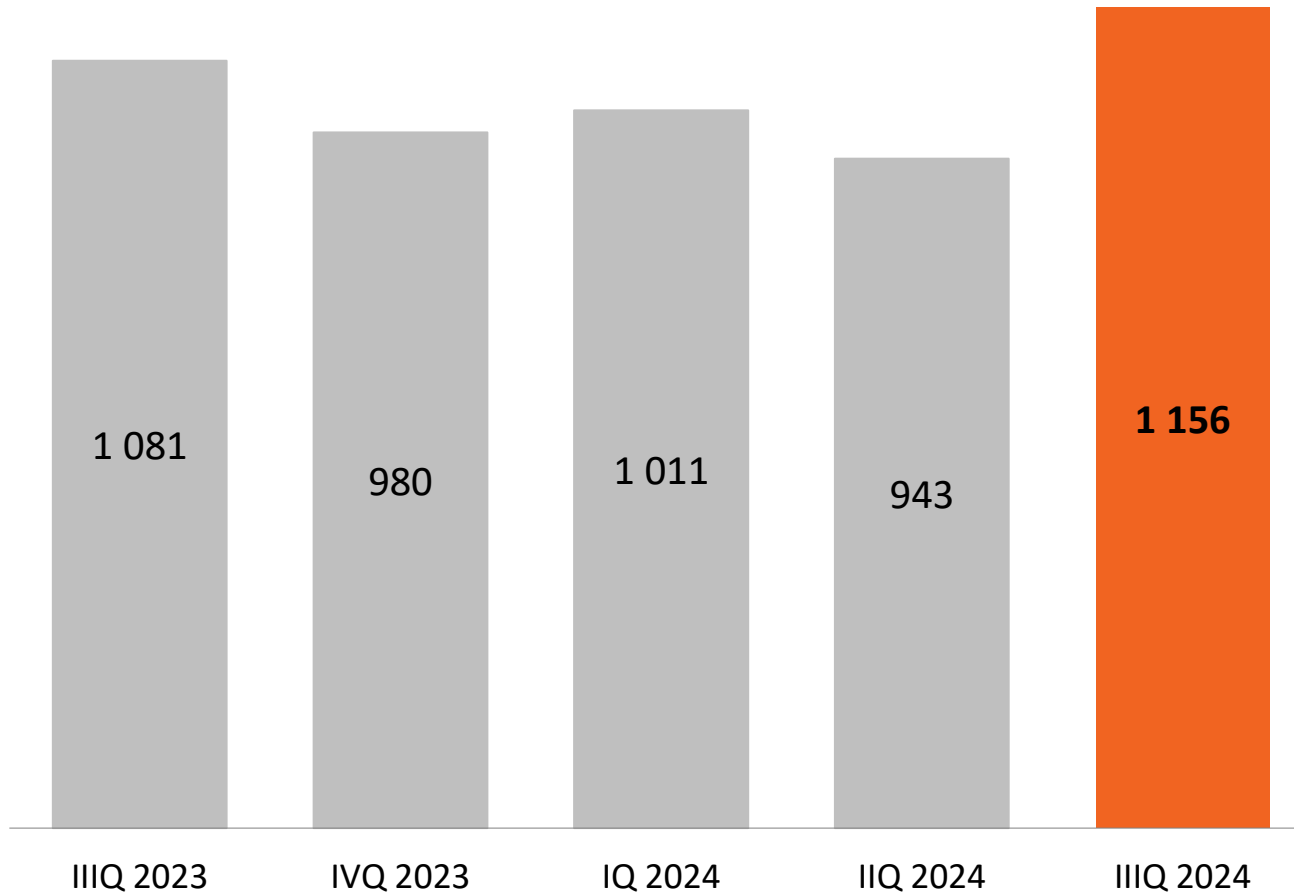
## MARKET OVERVIEW IN Q3 2024

- **Cooling of demand alongside continued growth in offerings** - fourth consecutive quarter where new residential supply in major metropolitan areas has outstripped current sales
- **Drop in residential sales** by nearly 7% QoQ and almost 44% YoY, fuelled by the lack of a decision on the new preferential loan program, persistently high interest rates, and strong Q3 sales in the previous year (BK2% effect, inter alia)
- **Most expensive mortgage loans in the European Union** - July's average interest rate on new mortgages hit 7.9%
- **YoY fall in the number (15%) and value (9%) of approved mortgages in September**, on the back of strong lending activity last September (inter alia, the BK2% effect); Q1-3 saw a cumulative increase both in number (+63%) and value (+85%)
- **Stabilization of residential prices** - up 2.4% QoQ in metropolitan areas
- **Stable construction costs** - zero cost pressure on margin

# NET SALES

## RECORD QUARTERLY NET SALES EXCEEDING 1 100 UNITS

No. of units



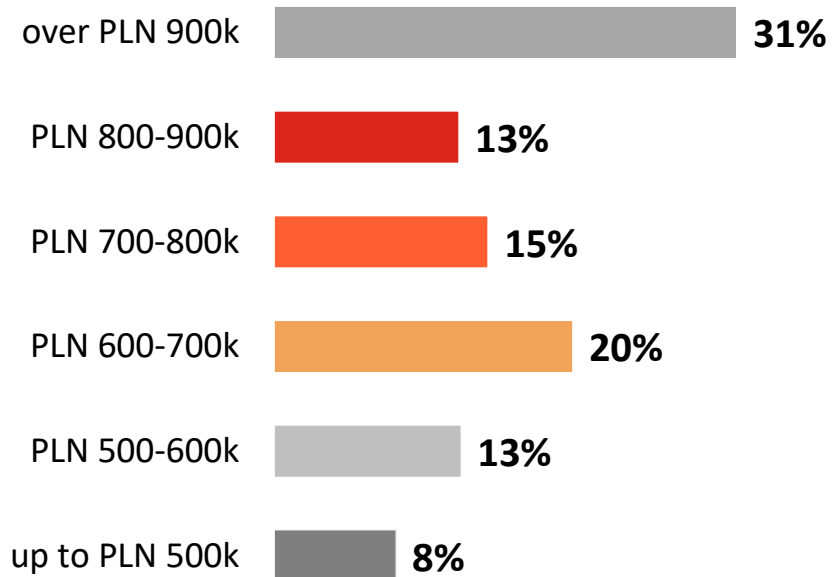
Net sales (units) in retail market	9M 2024	9M 2023	Change YoY
Warsaw	1 321	1 235	7%
Tri-City	742	836	(11)%
Wroclaw	653	502	30%
Krakow	394	353	12%
<b>Dom Development Capital Group</b>	<b>3 110</b>	<b>2 926</b>	<b>6%</b>

# Q3 2024 SALES SEGMENTATION

SIGNIFICANT INCREASE IN AVERAGE TRANSACTION VALUE IN KRAKOW AND WROCLAW



**Segmentation value of the DOM Development Group residential sales in Q3 2024**



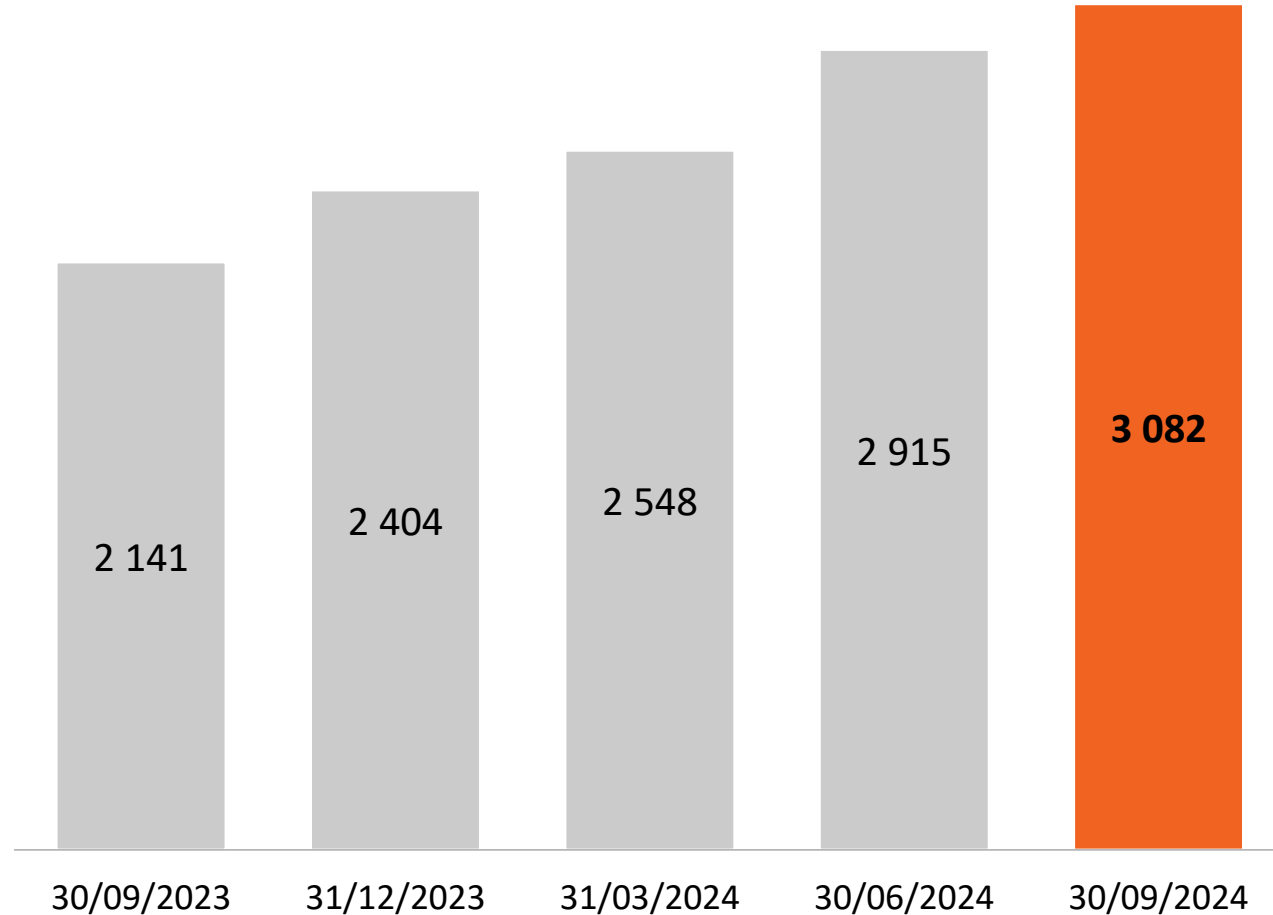
Average transaction value (PLN k)	Q3 2024	Q3 2023	Change YoY
Warsaw	864	825	5%
Tri-City	720	682	6%
Wroclaw	753	617	22%
Krakow	1 018	720	41%
<b>Dom Development Group</b>	<b>828</b>	<b>727</b>	<b>14%</b>

Transaction value includes the price of the flat plus any fit-out, storage cell and parking space

# OFFER

STRONG BUSINESS DEVELOPMENT IN THE KRAKOW AREA RESULTING FROM RAPID LAUNCHES OF NEW PROJECTS

No. of units available for sale




Offer by market	30.09. 2024	30.09. 2023	Change YoY
Warsaw	1 203	695	73%
Tri-City	580	607	(4)%
Wroclaw	646	620	4%
Krakow	653	219	198%
<b>Dom Development Capital Group</b>	<b>3 082</b>	<b>2 141</b>	<b>44%</b>

# PROJECT LAUNCHES IN Q3 2024



## WARSAW


  
DZIELNICA MIESZKANIOWA  
**METRO ZACHÓD**  
**249 units**  
Second metro line station  
directly adjacent to development

  
OSIEDLE  
**PRZY  
ALEJACH**  
**19 units**  
Easy access to both city centre  
and outskirts

## TRI-CITY


**DOKI LIVING**  
**246 units**  
Modern, vibrant neighbourhood  
in the centre of Gdansk


OSIEDLE  
*Warszawska*  
**102 units**  
Gdansk, bus and tram stops in close  
proximity to the development

  
**Jaskółcza**  
- NA DOLNYM -  
**62 units**  
Gdansk, 12-minute walk from  
the Neptune Fountain

  
**WZGÓRZE  
HOPLITY**  
**48 units**  
Gdansk, 1 min walk to the  
bus stop

## WROCLAW

  
**HUBSKA 100**  
**129 units**  
6-minute drive from Wrocław  
Główny Railway Station

  
OSIEDLE  
**ZIELNA**  
**89 units**  
Proximity to a school, nursery and  
kindergarten

## KRAKOW

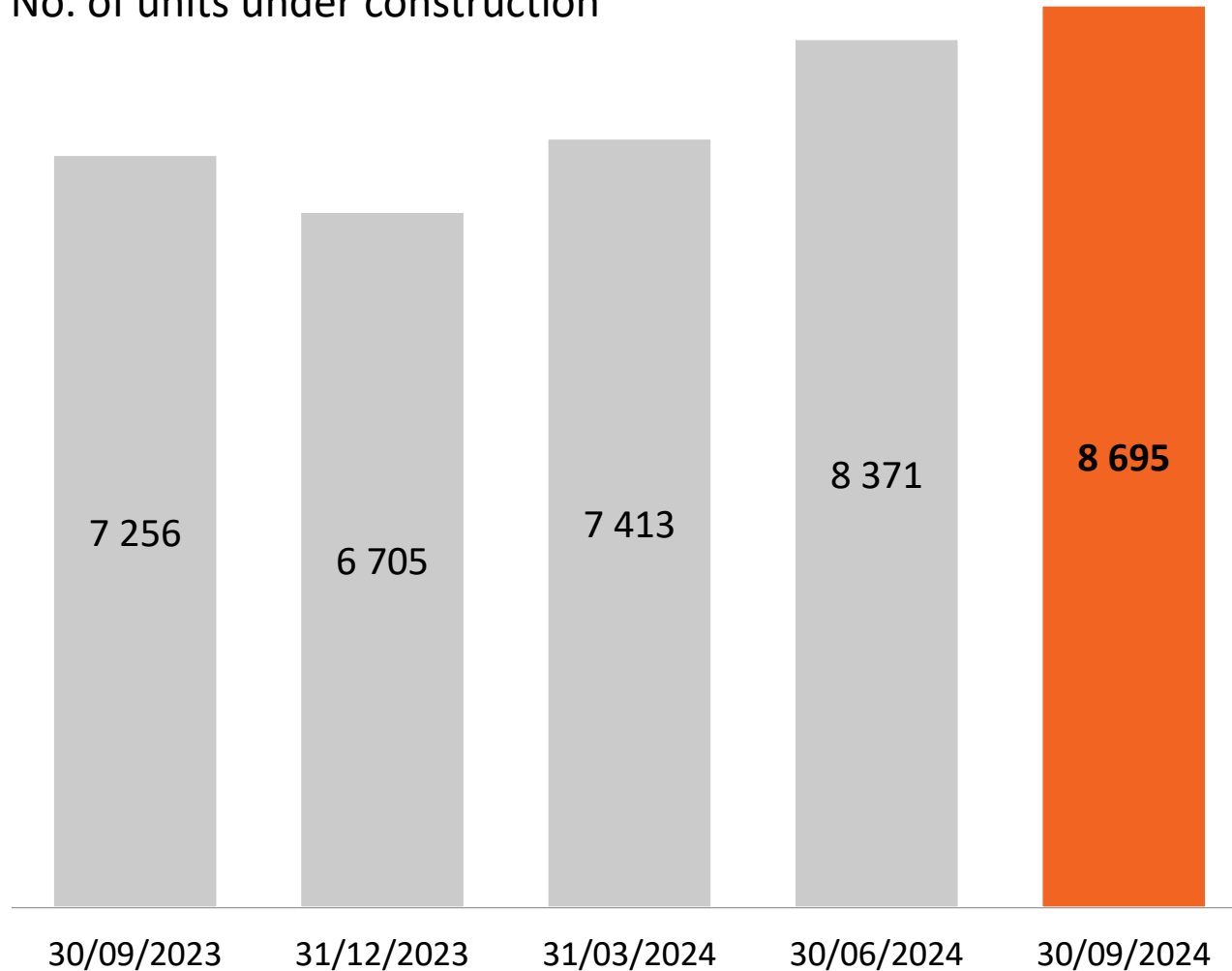
**29.  
ALEJA**  
**166 units**  
5 minutes from Market Square



# UNITS IN PROJECTS UNDER CONSTRUCTION

NUMBER OF UNITS UNDER CONSTRUCTION REACHES RECORD LEVELS, MAINTAINING SATISFACTORY MARGINS

No. of units under construction



**62% of units under construction are sold**

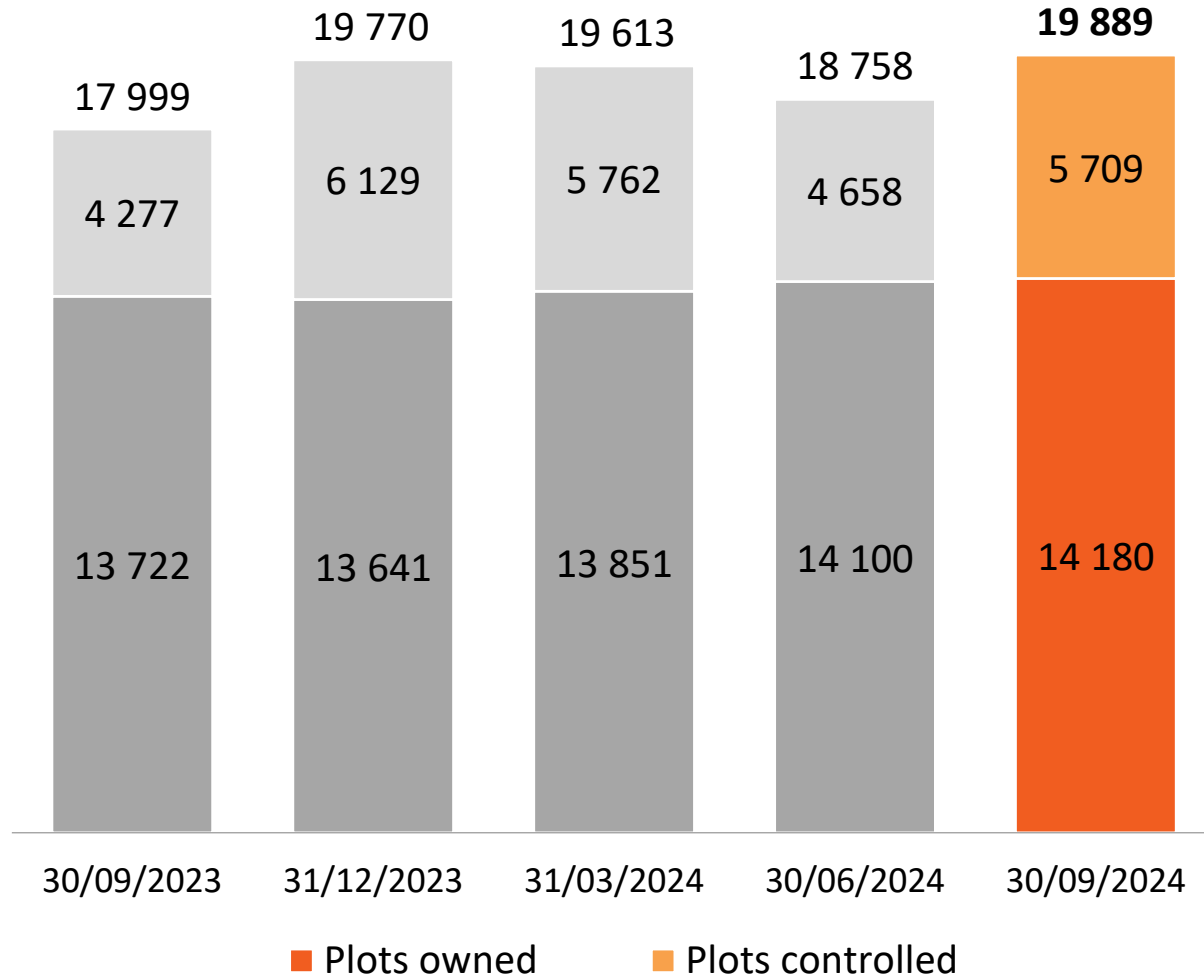
Units under construction	30.09. 2024	30.09. 2023	Change YoY
Warsaw*	3 565	3 605	(1)%
Tri-City	2 069	1 920	8%
Wroclaw	1 719	1 099	56%
Krakow	1 342	632	112%
<b>Dom Development Capital Group*</b>	<b>8 695</b>	<b>7 256</b>	<b>20%</b>

\* Including PRS segment transactions

# LAND BANK - OWNED AND CONTROLLED

## LAND BANK GUARANTEEING 5-YEAR SALES

Number of possible units for construction



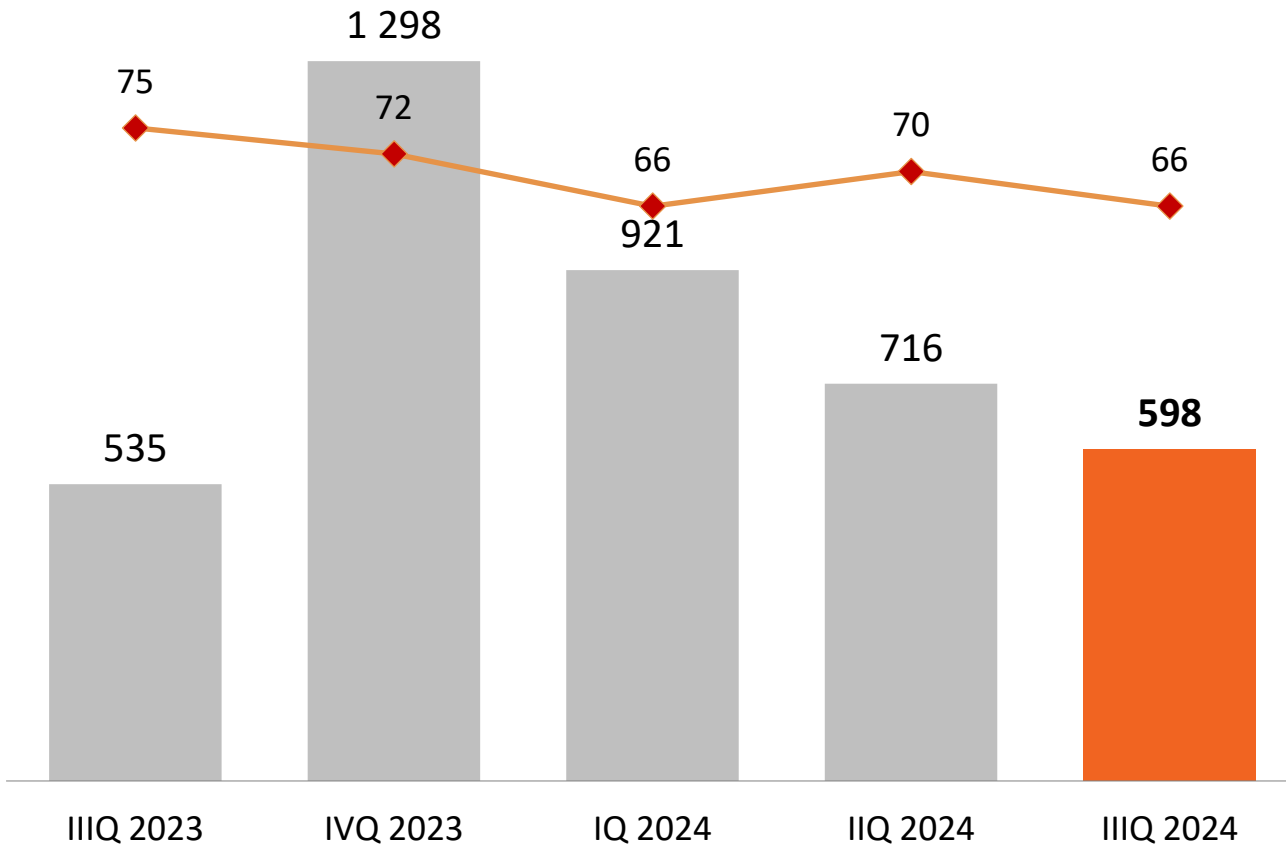
Land Bank	Owned	Controlled	Total	Change QoQ
Warsaw	7 869	2 564	<b>10 433</b>	<b>(2)%</b>
Tri-City	3 468	2 065*	<b>5 533</b>	<b>17%</b>
Wroclaw	1 275	1 080	<b>2 355</b>	<b>17%</b>
Krakow	1 568	0	<b>1 568</b>	<b>13%</b>
<b>Dom Development Capital Group</b>	<b>14 180</b>	<b>5 709</b>	<b>19 889</b>	<b>6%</b>

\* Including 2 projects under Joint Venture (1 101 units)

# DELIVERIES

## ALL DELIVERIES ON SCHEDULE

No. of units ◆ NPS



Deliveries of units	9M 2024	9M 2023	Change YoY
Warsaw	1 351	1 224	10%
Tri-City	496	852	(42)%
Wroclaw	126	287	(56)%
Krakov	262	170	54%
<b>Dom Development Capital Group</b>	<b>2 235</b>	<b>2 533</b>	<b>(12)%</b>

\*NPS (Net Promoter Score) is an index calculated from customer satisfaction surveys, with values ranging from -100 to 100 points; data for Polish residential developers is not available; the average value for UK developers is 44 points (National New Homes Customer Satisfaction Survey, March 2024)

# PROFIT AND LOSS STATEMENT

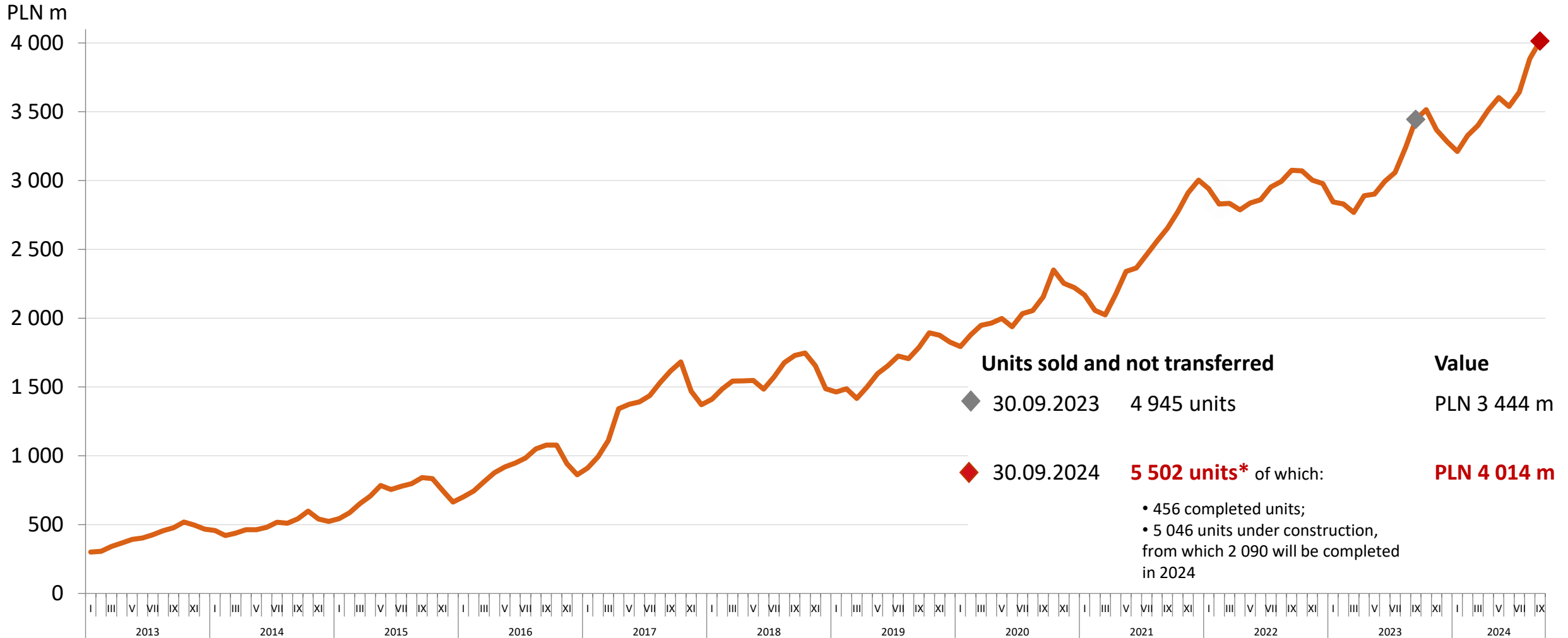
## MAINTAINING HIGH PROFITABILITY

Profit and Loss Account	IIIQ 2024	IIIQ 2023	Change YoY	I-IIIQ 2024	I-IIIQ 2023	Change YoY
<b>Sales Revenues, including</b>	<b>482.3</b>	<b>325.9</b>	<b>48%</b>	<b>1 851.9</b>	<b>1 600.4</b>	<b>16%</b>
<i>Revenue from the sale of finished goods*</i>	420.6	293.0	44%	1 693.1	1 521.9	11%
<i>Deliveries (units)</i>	598	535	12%	2 235	2 533	(12)%
<i>Revenue from sale of finished goods per unit (PLN'000)</i>	703.4	547.7	28%	757.5	600.8	26%
<b>Gross Profit on Sales</b>	<b>150.8</b>	<b>102.3</b>	<b>47%</b>	<b>589.6</b>	<b>499.9</b>	<b>18%</b>
<i>Gross Profit Margin</i>	31.3%	31.4%	(0.1) p.p.	31.8%	31.2%	0.6 p.p.
<b>Operating Profit</b>	<b>78.9</b>	<b>44.2</b>	<b>79%</b>	<b>364.7</b>	<b>315.3</b>	<b>16%</b>
<i>Operating Profit Margin</i>	16.4%	13.6%	2.8 p.p.	19.7%	19.7%	0 p.p.
<b>Profit Before Tax</b>	<b>79.1</b>	<b>47.8</b>	<b>65%</b>	<b>367.5</b>	<b>329.6</b>	<b>11%</b>
<i>Profit Before Tax Margin</i>	16.4%	14.7%	1.7 p.p.	19.8%	20.6%	(0.8) p.p.
<b>Net profit</b>	<b>64.7</b>	<b>37.7</b>	<b>72%</b>	<b>295.8</b>	<b>260.3</b>	<b>14%</b>
<i>Net profit margin</i>	13.4%	11.6%	1.8 p.p.	16.0%	16.3%	(0.3) p.p.
<i>EPS (PLN)</i>	2.51	1.47	71%	11.47	10.15	13%

\*IAS 15 (revenue from sales of finished goods recognised on handover);  
data in PLN m

# CUMULATIVE NET SALES TO BE RECOGNISED IN FUTURE PERIODS (UNITS SOLD BUT NOT HANDED OVER)

RECORD REVENUE POTENTIAL TO BE RECOGNISED IN COMING QUARTERS



\* Excluding PRS transactions

# BALANCE SHEET

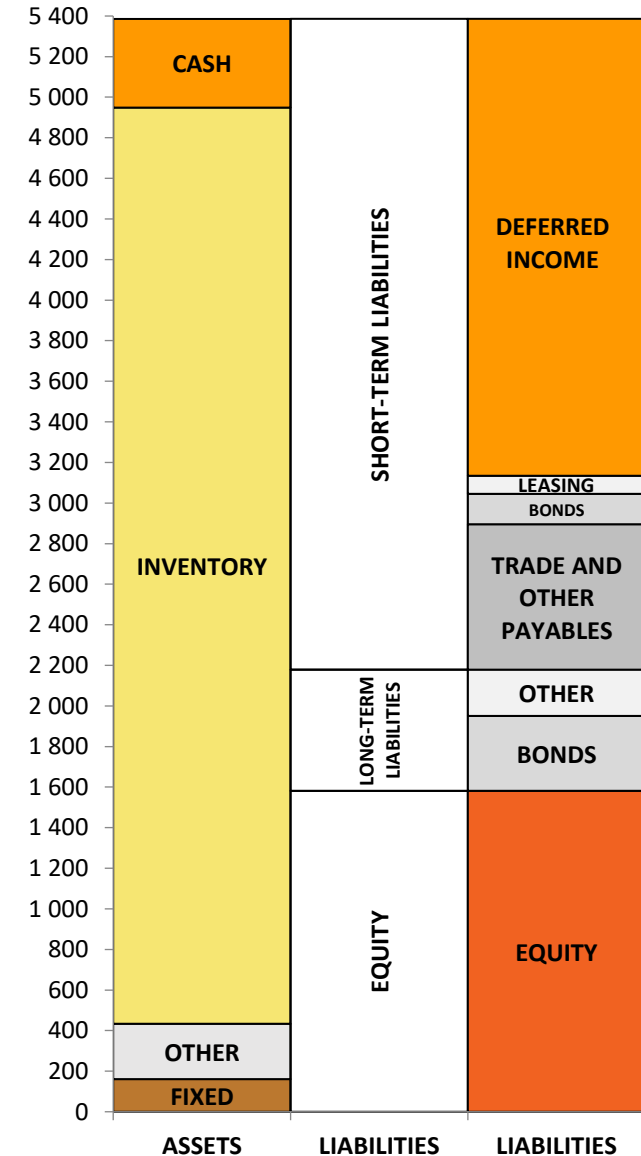
## BALANCE SHEET EXCEEDS PLN 5 BLN

ASSETS	30.09.2024	30.09.2023	Change
<b>Current assets, including:</b>	<b>5 225</b>	<b>4 593</b>	<b>14%</b>
Cash	437	341	28%
<i>Incl. open-end residential escrow accounts</i>	139	143	(3)%
Inventories, including:	4 515	4 062	11%
<i>land and projects under construction</i>	4 174	3 703	13%
<i>Finished units, parking places and storage cells</i>	206	212	(3)%
<b>Fixed Assets</b>	<b>161</b>	<b>174</b>	<b>(7)%</b>
<b>TOTAL ASSETS</b>	<b>5 386</b>	<b>4 767</b>	<b>13%</b>

EQUITY AND LIABILITIES	30.09.2024	30.09.2023	Change
<b>Equity</b>	<b>1 581</b>	<b>1 390</b>	<b>14%</b>
<b>Total liabilities</b>	<b>3 805</b>	<b>3 377</b>	<b>13%</b>
Long-term liabilities, including:	597	734	(19)%
<i>Interest-bearing debt (bonds and loans)</i>	370	526	(30)%
Short-term liabilities, including:	3 207	2 643	21%
<i>Deferred income</i>	2 252	1 953	15%
<i>Interest-bearing liabilities (bonds and borrowings)</i>	150	40	275%
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5 386</b>	<b>4 767</b>	<b>13%</b>

PLN m

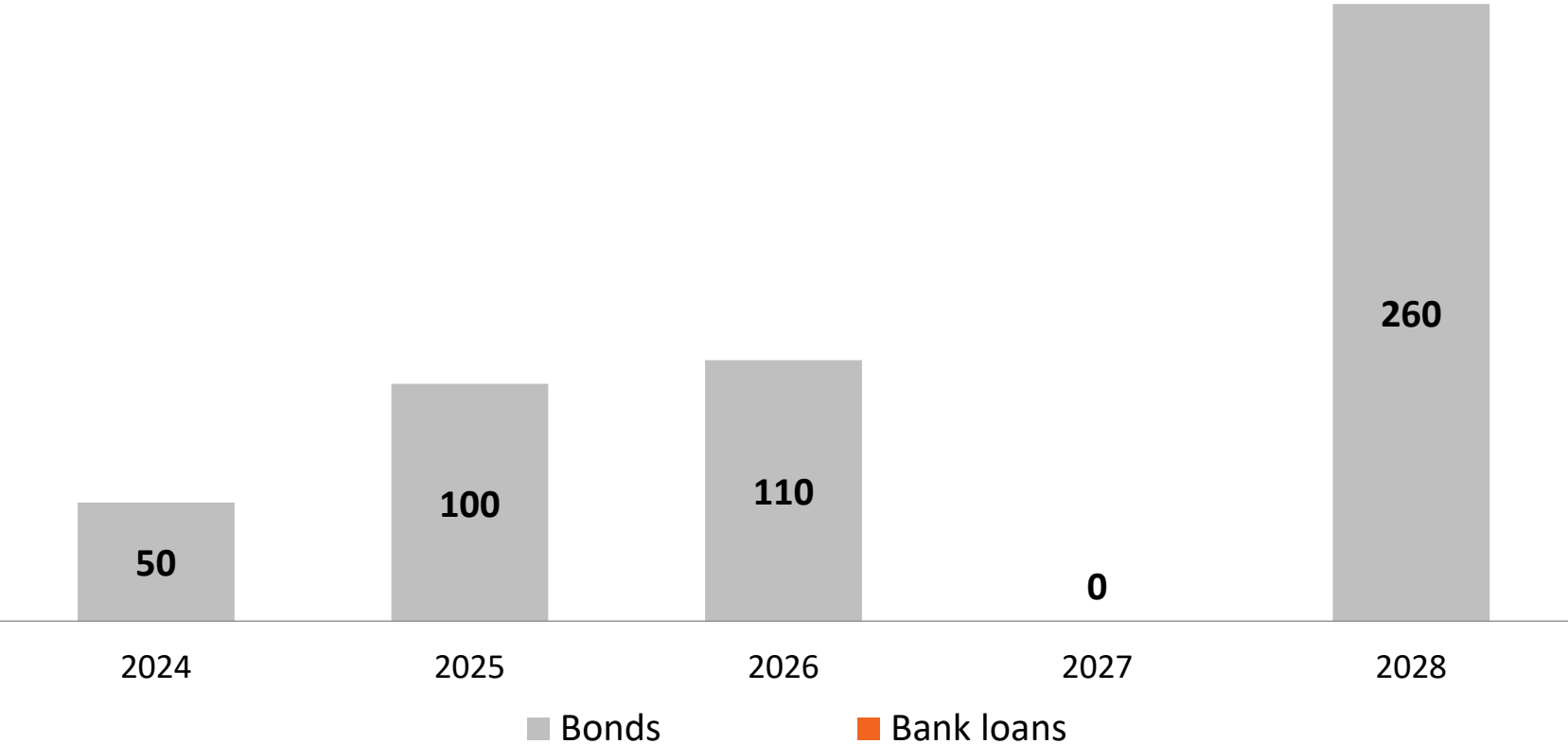
PLN m



# DEBT MATURITY STRUCTURE

PLN 1B OF AVAILABLE FUNDING ALLOWS FOR GREATER OPERATIONAL FLEXIBILITY

PLN m



**PLN 437 m**

CASH\*

**PLN 570 m**

UNUSED CREDIT LINES

As at 30.09.2024

\*of which PLN 139 m in open trust accounts

## SUMMARY: DOM DEVELOPMENT GROUP IN Q3 2024

- Record quarterly results (1 156 net units sold, 7% YoY increase) – strengthening our leading position on the Polish residential market
- Dynamic development of operations in Krakow and Wroclaw
- Average transaction value increased by 14% YoY
- High revenue potential to be recognized in future periods – 5 502 units sold but not yet delivered – at a value of PLN 4 billion (as of September 30, 2024)
- Maintaining significant levels cash sale (cash transactions accounted for 53% of sales)
- Achieving 31.3% gross margin and earning PLN 65 m in net profit
- Strong balance sheet: PLN 437 m in cash with gearing 14%
- Almost 20 thousand units in the land bank



# APPENDICES

# COMMENCEMENT OF NEW HANDOVERS IN Q4 2024

	PROJECT/PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT
IVQ	Osiedle Jagiellońska 55 Ph 2	Warsaw	137	Oct'24
	Osiedle Jagiellońska 55 Ph 3	Warsaw	45	Oct'24
	Beauforta Stage 2 Ph 2	Tri-City	87	Oct'24
	Osiedle Zielna Stage 3 Ph 2	Wroclaw	72	Oct'24
	Osiedle Wilno VII Ph 1	Warsaw	60	Nov'24
	Osiedle Wilno VII Ph 2	Warsaw	126	Nov'24
	Apartamenty Białej Koniczyny Ph 2	Warsaw	71	Nov'24
	Metro Zachód 11 Ph 3	Warsaw	89	Nov'24
	Literacka Ph 1	Warsaw	100	Nov'24
	Dynamika Stage 1 Ph 3	Tri-City	114	Nov'24
	Konstelacja Stage 1 Ph 3	Tri-City	51	Nov'24
	Braniborska 80 Ph 1	Wroclaw	187	Nov'24
	Apartamenty Nad Rzeką	Wroclaw	152	Nov'24
	Międzyleska Ph 1	Wroclaw	159	Nov'24
	Górka Narodowa 3 Ph 3	Krakow	147	Nov'24
	29. Aleja Ph 1	Krakow	151	Nov'24
	Metro Zachód 5 PRS	Warsaw	297	Dec'24
	Osiedle Przy Alejach Ph 1	Warsaw	122	Dec'24
	Urbino Stage 2 Ph 1	Warsaw	139	Dec'24
	Osiedle Przy Błoniach Stage 3 Ph 1	Tri-City	124	Dec'24
	Osiedle Zielna Stage 3 Ph 1	Wroclaw	123	Dec'24
	Osiedle Zielna Stage 3 Ph 3	Wroclaw	7	Dec'24
	Osiedle Harmonia	Wroclaw	173	Dec'24

# PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

NO. OF UNITS, AS AT 30/09/2024

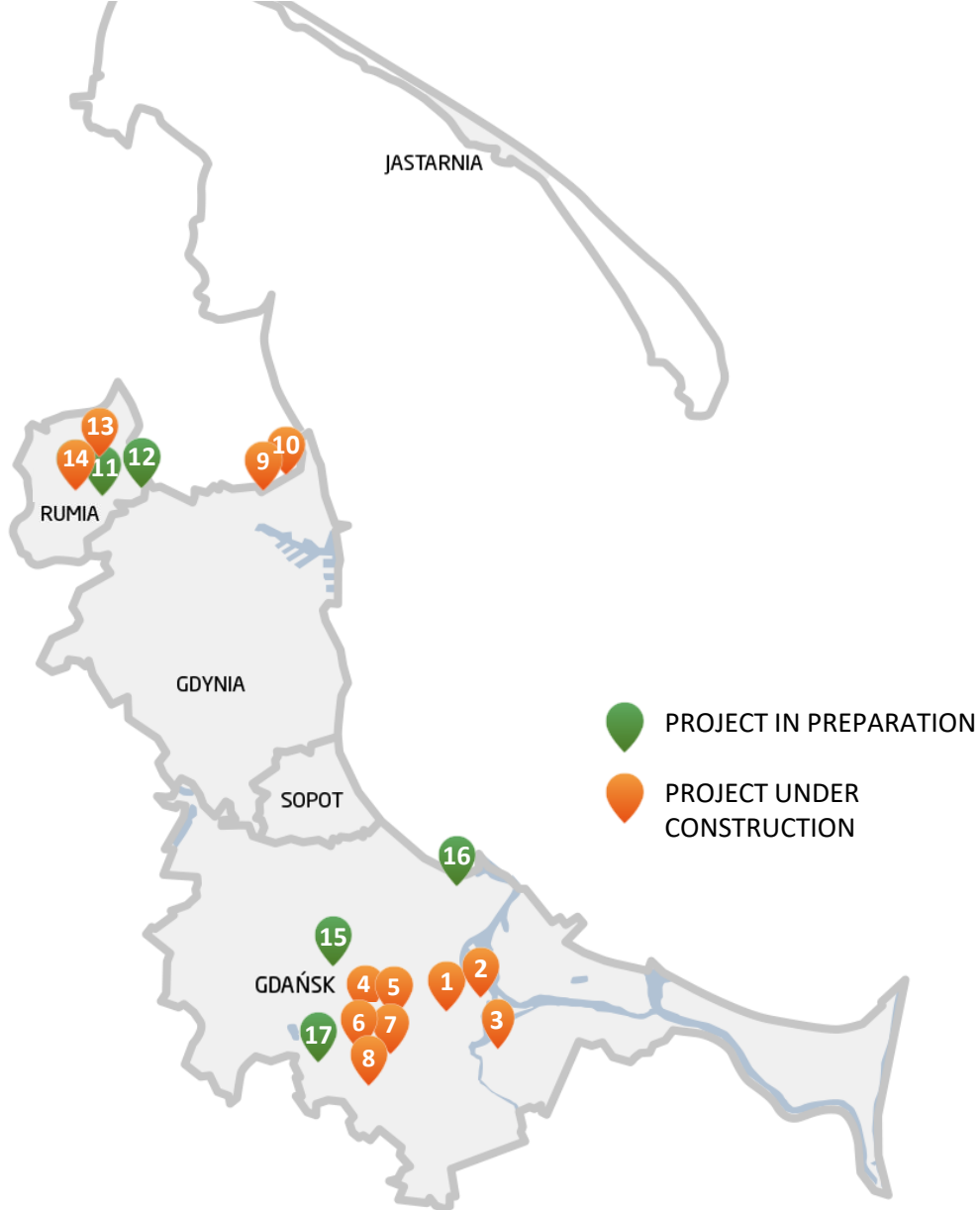


No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD*	1 088	1 195
2	APARTAMENTY LITERACKA	100	443
3	GRZYBOWSKA	---	196
4	HARMONIA MOKOTÓW	475	---
5	URBINO	239	665
6	OSIEDLE PRZY ALEJACH	396	---
7	APARTAMENTY RUDNICKIEGO	141	353
8	OSIEDLE PRZY FORCIE	124	---
9	OSIEDLE PRZY RYŻOWEJ	405	---
10	BEETHOVENA	---	570
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	71	---
12	OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA)	158	1 180
13	PALLADIUM (AKACJE)	---	637
14	OSIEDLE JAGIELLOŃSKA	182	--
15	WILNO	186	2 063
16	BOKSERSKA	---	429
17	BIELANY	---	138
<b>TOTAL WARSAW</b>		<b>3 565</b>	<b>7 869</b>

\* Including PRS segment transactions

# PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS AT 30/09/2024



No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	102	---
2	DOKI	433	243
3	DOLNE MIASTO	62	937
4	SYNTEZA	364	164
5	LEMA	189	---
6	GDAŃSK WARSZAWSKA	102	248
7	WZGÓRZE HOPLITY	106	---
8	DYNAMIKA	114	---
9	OSIEDLE BEAUFORTA 2	158	---
10	KONSTELACJA	135	406
11	GÓRA MARKOWCA	---	178
12	LOCUS 2, LOCUS 3	---	336
13	OSIEDLE PRZY BŁONIACH 3	180	365
14	WIDOKI	124	---
15	LEŚNA GÓRA	---	90
16	GDAŃSK UCZNIOWSKA	---	366
17	GDAŃSK POTĘGOWSKA	---	135
<b>TOTAL TRI-CITY</b>		<b>2 069</b>	<b>3 468</b>

# PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS AT 30/09/2024



- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	HUBSKA 100	129	139
2	BRANIBORSKA	397	---
3	MIĘDZYLESKA 3	---	117
4	ZIELNA	291	65
5	APARTAMENTY NAD RZEKĄ	152	---
6	OSOBOWICKA 114	82	---
7	BRACI GIERYMSKICH	---	234
8	MIĘDZYLESKA 1-2	407	---
9	OSIEDLE HARMONIA (STODOLNA)	173	---
10	RAPSODIA (WOŁOWSKA)	---	390
11	APARTAMENTY NAD OŁAWKĄ (KRAKOWSKA)	88	174
12	RAMISZOWSKA	---	156
<b>TOTAL WROCLAW</b>		<b>1 719</b>	<b>1 275</b>

# PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: KRAKOW

NO. OF UNITS, AS AT 30/09/2024



- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	GÓRKA NARODOWA	601	---
2	29. ALEJA	317	140
3	MALBORSKA	71	---
4	PARK MATECZNEGO	353	240
5	MEIERA	---	741
6	WIELICKA	---	447
<b>TOTAL KRAKOW</b>		<b>1 342</b>	<b>1 568</b>

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