



WARSZAWA
WROCLAW
KRAKOW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM
CONSTRUCTION

DOM DEVELOPMENT S.A. CONSOLIDATED GROUP PRESENTATION OF Q1 2023 RESULTS

18 MAY 2023

Q1 2023 AT DOM DEVELOPMENT GROUP



- **914 units sold** represent a 21% increase on Q1 2022 across all markets: Warsaw, Wroclaw, Tri-City and Cracow
- **Cracow market share increased to 6.4%**, sales up 127% QoQ, up 140% YoY, the fourth position in Cracow
- **Commencement of 10 new projects with 1,375 units** at four locations
- **Growth of "mortgage loan" customers** - 40% of all transactions in the Group
- **PLN 485m cash** as of 31 March 2023 and negative gearing
- **Recommendation of record dividend** from the 2022 profit: PLN 11.00 per share

Q1 2023 FINANCIAL SUMMARY



REVENUE

Q1 2023

PLN 822m

Q1 2022

PLN 727m

Change

PLN 95m
13%

31%

GROSS MARGIN

Q1 2022: 32%

NET PROFIT

Q1 2023

PLN 159m

Q1 2022

PLN 142m

Change

PLN 17m
12%

30%

ROE 12M

Q1 2022: 22%

NET CASH

31.03.2023

PLN 172m

31.03.2022

PLN 158m

Change

PLN 14m
9%

-11%

GEARING

31.03.2022: -11%

MARKET SITUATION IN Q1 2023



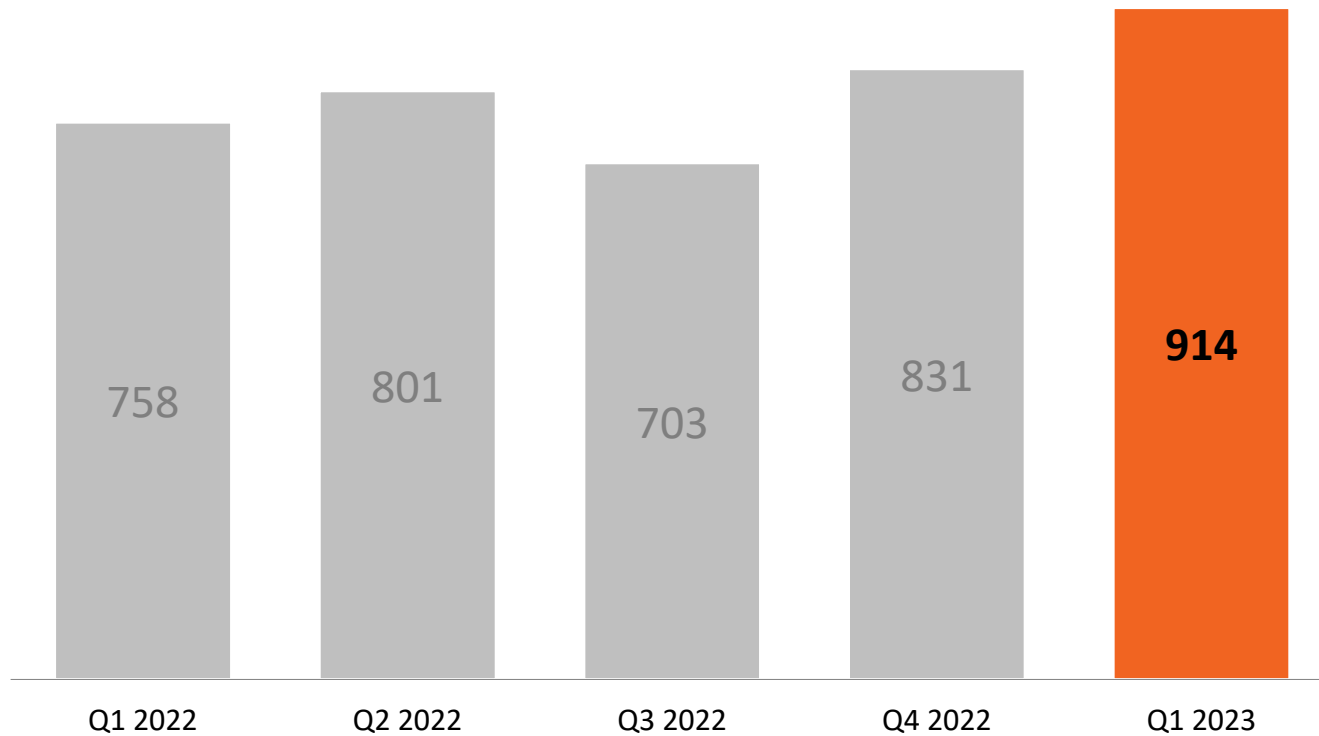
- **Growing demand** – resulted from loosening lending criteria by KNF (Polish Financial Supervision Authority) and stabilization of interest rates
- **Households feeling more optimistic about buying flats**
- **Gradual increase in mortgage volume** – 40% of all Group sales compared to 30% throughout 2022
- **Stable construction costs** – stabilisation of building materials costs and subcontractors' services eliminated a threat to margins
- **High inflation rate and negative real interest rates of bank deposits** – still entice savers to invest in real estate

SALES

STRENGTHENING THE GROUP'S POSITION ON THE NATIONWIDE MARKET



No. of units

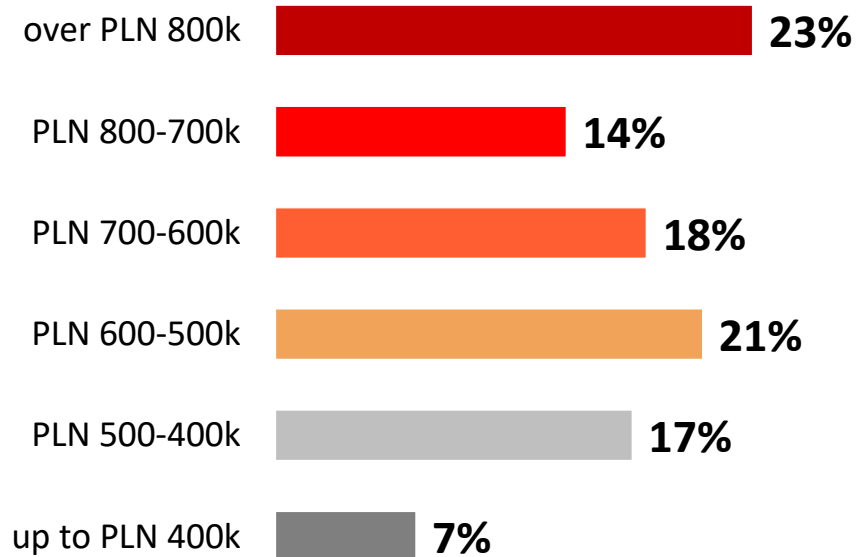


Net sales (units)	Q1 2023	Q1 2022	Change YoY
Warsaw	488	385	27%
Tri-City	180	236	(24)%
Wroclaw	119	84	42%
Cracow	127	53	140%
Dom Development Group	914	758	21%

Q1 2023 SALES SEGMENTATION

STRONG MARKET POSITION OF THE GROUP IS REFLECTED IN THE SIGNIFICANT PROPORTION OF SALES IN UPPER-STANDARD SEGMENT

Dom Development Group Q1 2023 sales value segmentation



Average transaction value (PLN k)	Q1 2023	Q1 2022	Change YoY
Warsaw	764	709	8%
Tri-City	575	641	(10)%
Wroclaw	654	522	25%
Cracow	623	571	9%
Dom Development Group	692	659	5%

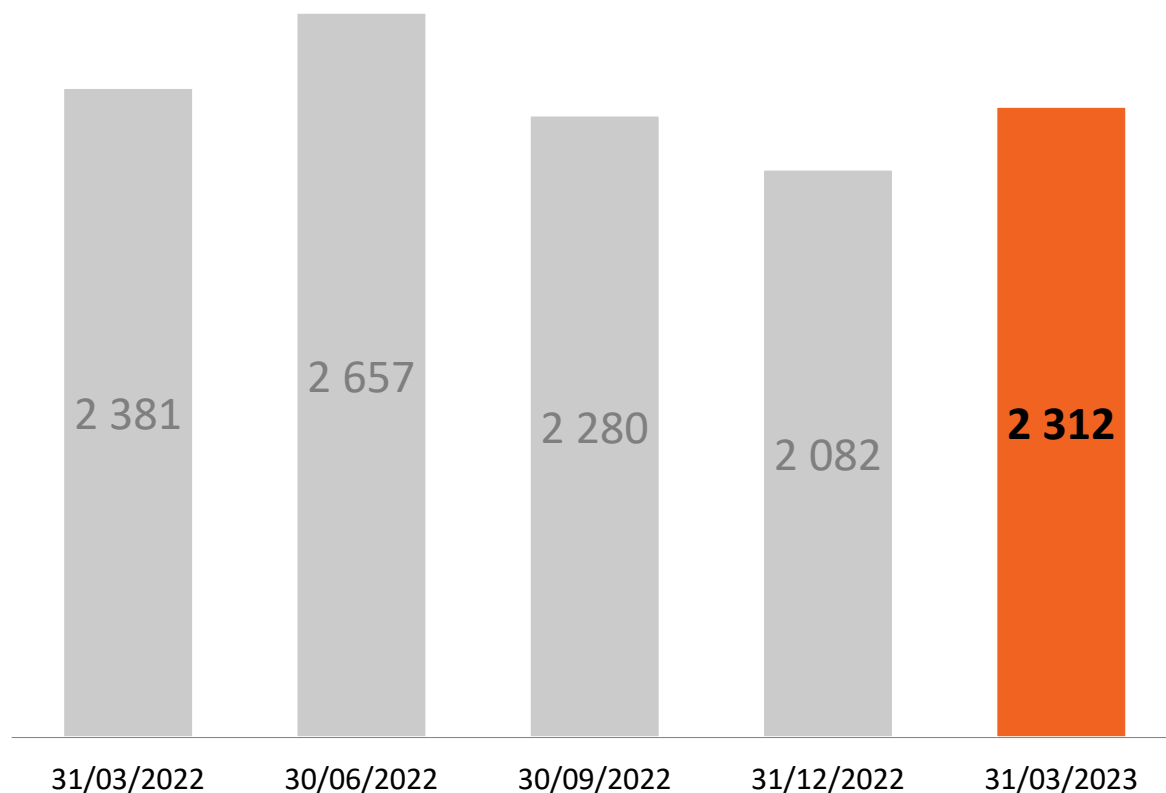
Unit sale value includes price of flat with fit-out (if purchased), storage room (if purchased) and parking space (if purchased).

UNITS AVAILABLE FOR SALE - UNDER CONSTRUCTION AND FINISHED

OUR OFFER LEVEL IS TAILORED TO MARKET CONDITIONS



No. of units available for sale



Group offer by location	31.03. 2023	31.12. 2022	Change QoQ
Warsaw	618	794	(22)%
Tri-City	840	586	43%
Wroclaw	555	383	45%
Cracow	299	319	(6)%
Dom Development Group	2 312	2 082	11%

LAUNCHES IN Q1 2023



WARSAW



180 units

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



182 units

900 m from the Starzyński roundabout in the vicinity of the Vistula river

CRACOW



GÓRKA NARODOWA
OSIEDLE MIESZKANIOWE

147 units

in the Prądnik district



151 units

5 min from the Main Square



**APARTAMENTY
NAD RZEKĄ**

152 units in Wrocław
near the Old Town



72 units in Wrocław
near the railway station

WROCLAW

TRI-CITY



189 units in Gdansk in Piecki-Migowo district, commonly known as Morena



101 units in Gdansk in Piecki-Migowo district, commonly known as Morena



114 units
in Gdansk young district - Ujeścisko

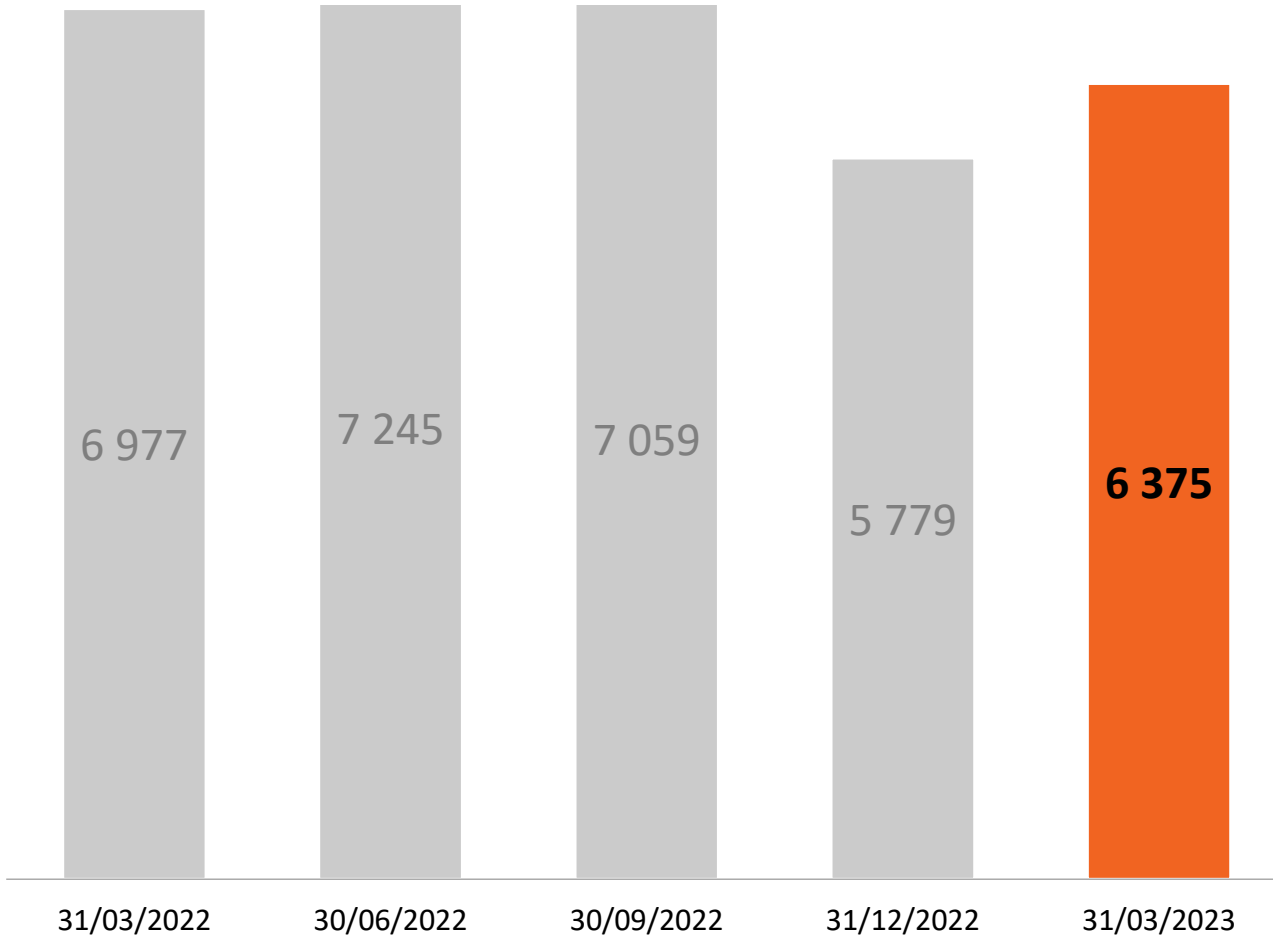


87 units in the seaside area in Pogórze

UNITS UNDER CONSTRUCTION

WE ARE DEVELOPING PROJECTS AS PER THE PLAN

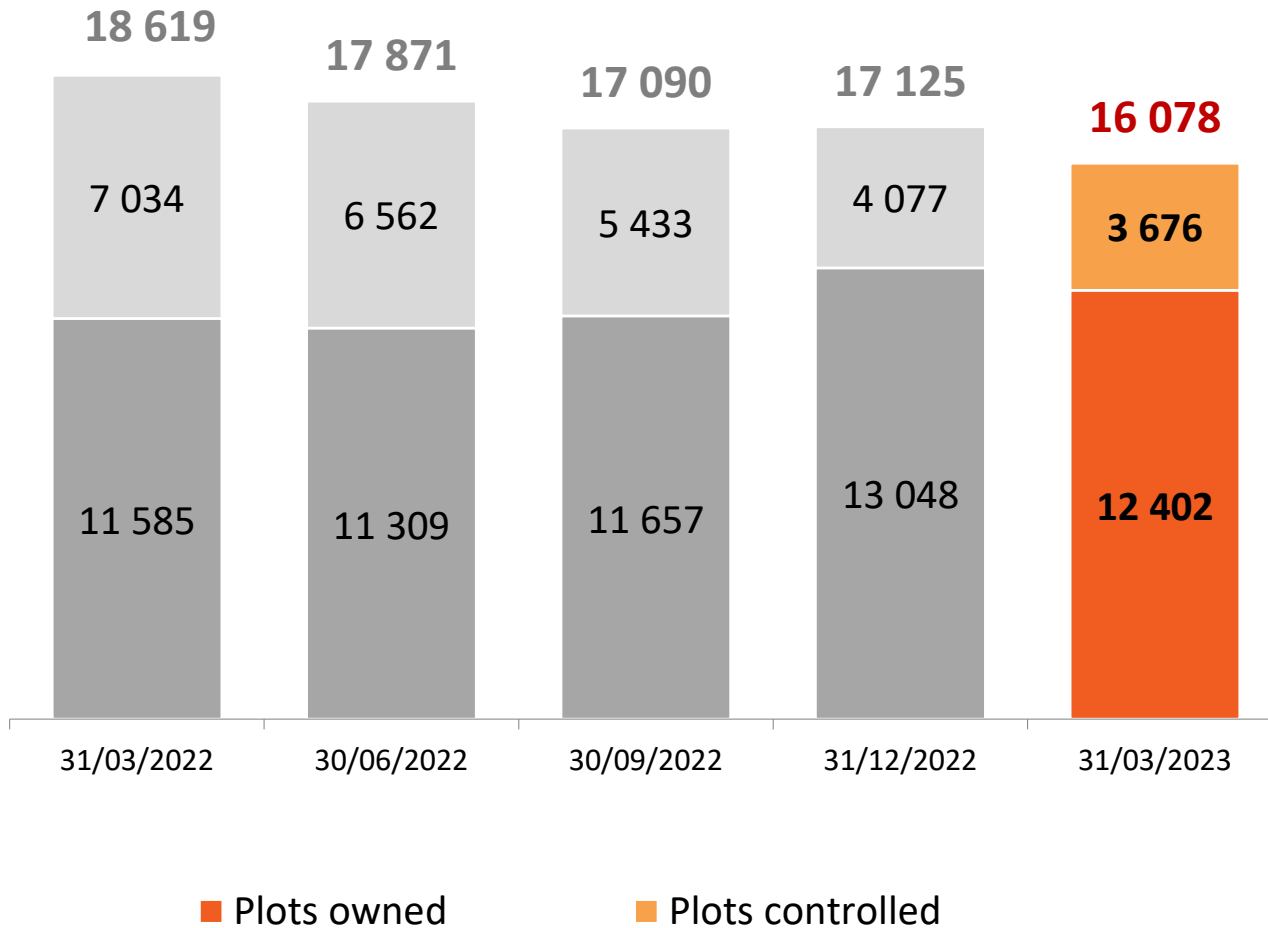
No. of units



Units under construction	31.03. 2023	31.03. 2022	Change YoY
Warsaw	2 747	3 199	(14)%
Tri-City	2 182	2 345	(7)%
Wroclaw	821	1 019	(19)%
Cracow	625	414	51%
Dom Development Group	6 375	6 977	(9)%

LAND BANK – OWNED AND CONTROLLED

OVER 16,000 UNITS TO BE BUILT IN THE SECURED LAND BANK

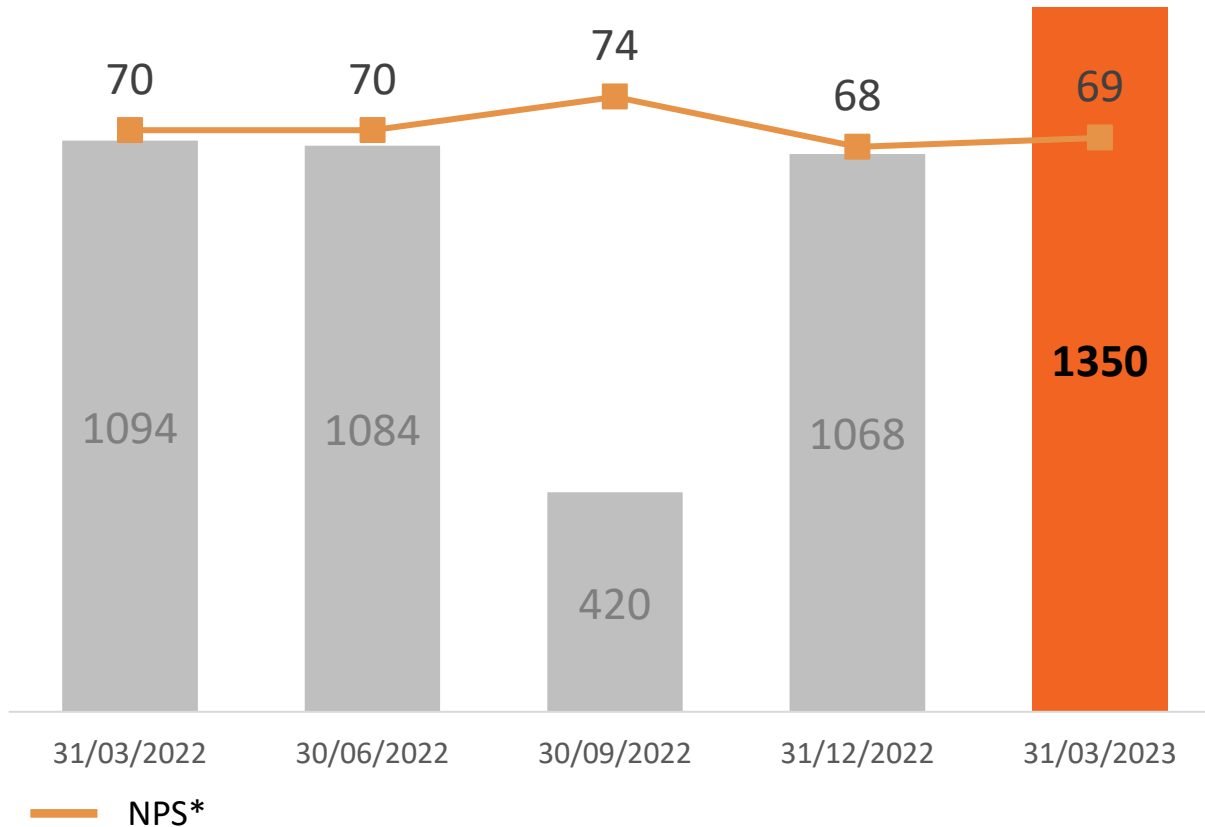


Land Bank	Owned	Controlled	Total	Change QoQ
Warsaw	6 371	2 720	9 091	(4)%
Tri-City	4 030	416	4 446	(10)%
Wroclaw	1 202	540	1 742	5%
Cracow	799	0	799	(24)%
Dom Development Group	12 402	3 676	16 078	(6)%

DELIVERIES

WE DELIVER HIGH-QUALITY APARTMENTS ON TIME, WHICH ATTRACT HIGH CUSTOMER SATISFACTION RATINGS

No. of units



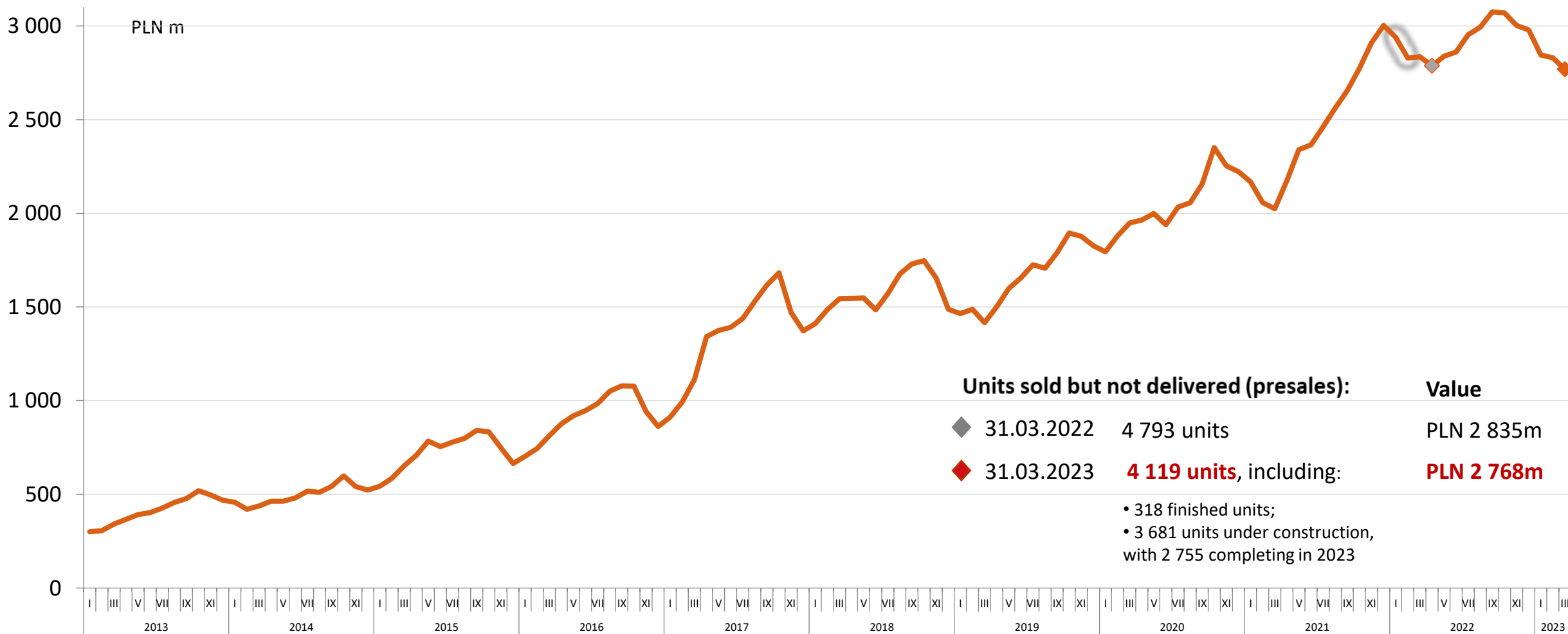
Deliveries in units	Q1 2023	Q1 2022	Change YoY
Warsaw	907	829	9%
Tri-City	205	179	15%
Wroclaw	109	1	-
Cracow	129	85	52%
Dom Development Group	1 350	1 094	23%

*NPS (Net Promoter Score – customer satisfaction benchmark)

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



HIGH LEVEL OF UNREALISED REVENUE DESPITE HIGH REVENUES RECOGNIZED IN Q1



PROFIT AND LOSS ACCOUNT

HIGH PROFITABILITY AND AVERAGE VALUE OF A UNIT DELIVERED

Profit and Loss Account	Q1 2023	Q1 2022	Change
Sales Revenues, including	822.0	727.0	13%
<i>Revenue from the sale of finished goods*</i>	<i>804.8</i>	<i>713</i>	<i>13%</i>
<i>Deliveries (units)</i>	<i>1 350</i>	<i>1 094</i>	<i>23%</i>
<i>Revenue from sale of finished goods per unit (PLN'000)</i>	<i>596</i>	<i>652</i>	<i>(9)%</i>
Gross Profit on Sales	257.4	233.8	10%
<i>Gross Profit Margin</i>	<i>31.3%</i>	<i>32.2%</i>	<i>(0.9) pp</i>
Operating Profit	197.3	173.9	13%
<i>Operating Profit Margin</i>	<i>24.0%</i>	<i>23.9%</i>	<i>0.1pp</i>
Profit Before Tax	200.9	178.0	13%
<i>Profit Before Tax Margin</i>	<i>24.4%</i>	<i>24.5%</i>	<i>(0.1) pp</i>
Net Profit	158.8	141.8	12%
<i>Net Profit Margin</i>	<i>19.3%</i>	<i>19.5%</i>	<i>(0.2) pp</i>
<i>EPS (PLN)</i>	<i>6.21</i>	<i>5.57</i>	<i>11%</i>

*IAS 15 (revenue from sale of finished goods recognized on deliveries),

figures in PLN m

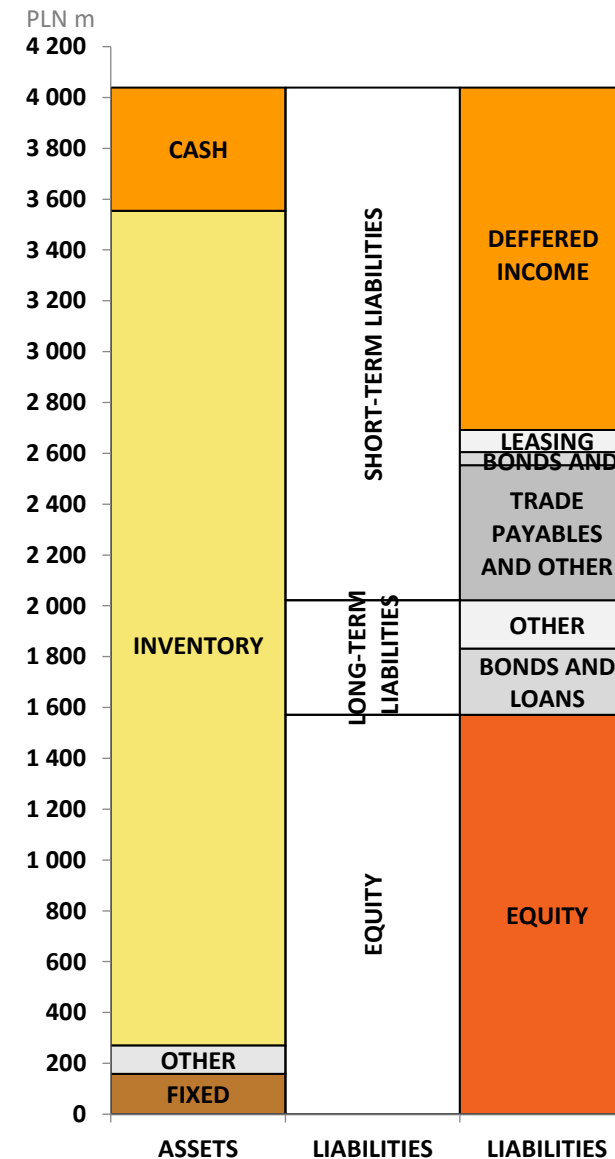
BALANCE SHEET

STRONG BALANCE SHEET SUPPORTS GROWTH AND DEVELOPMENT OF THE GROUP



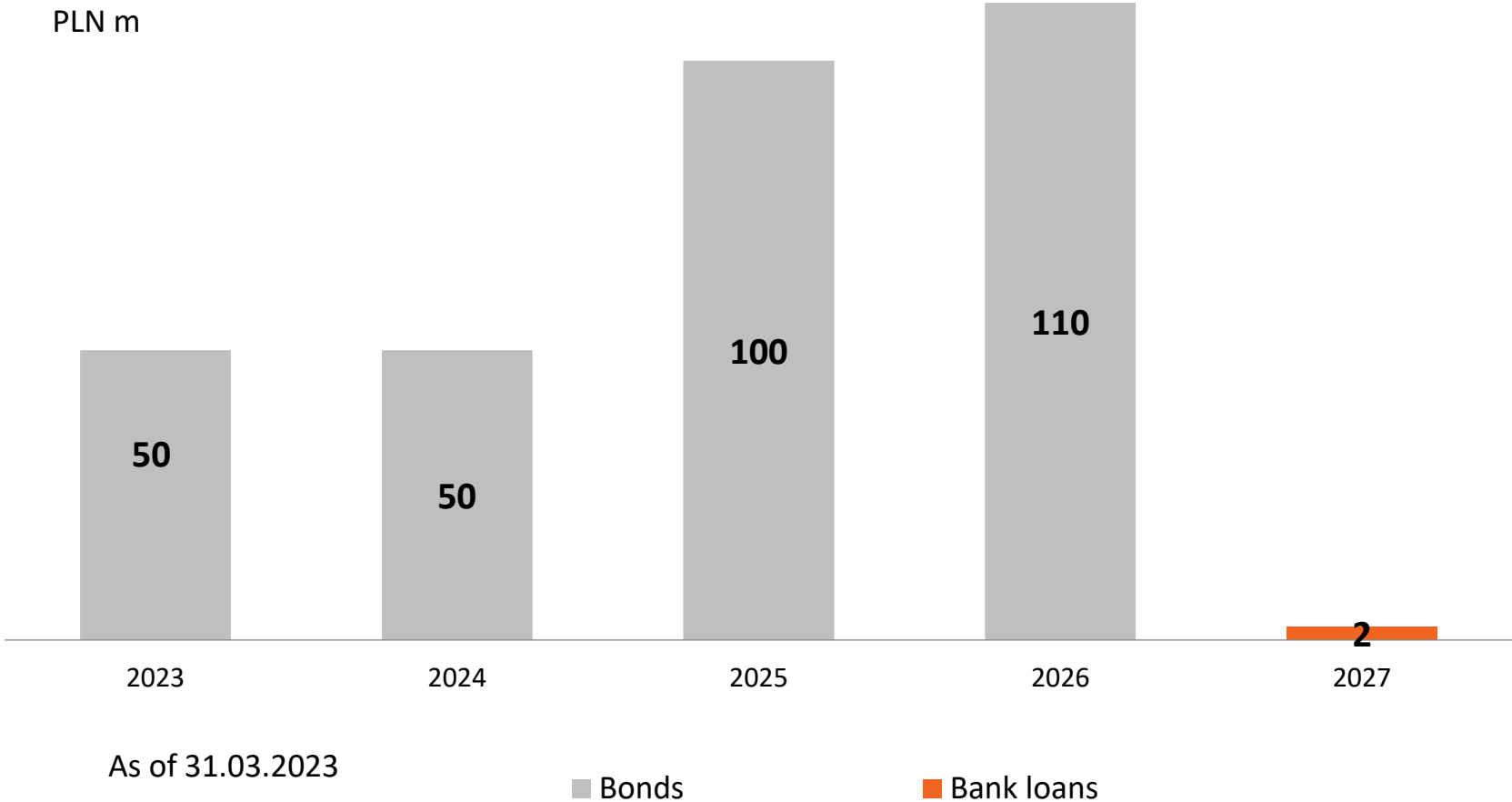
ASSETS	31.03.2023	31.03.2022	Change
Current Assets, including	3 880	3 897	(0.4)%
Cash	485	535	(9.3)%
<i>Incl. escrow accounts</i>	91	87	4.6%
Inventory, including:	3 283	3 188	3.0%
<i>Land and phases under construction</i>	2 950	2 819	4.6%
<i>Finished units, parking places and storage cells</i>	224	143	56.6%
Fixed Assets	159	112	42.0%
TOTAL ASSETS	4 039	4 009	0.7%

EQUITY AND LIABILITIES	31.03.2023	31.03.2022	Change
Equity	1 572	1 407	11.7%
Total Liabilities	2 467	2 602	(5.2)%
Long-term liabilities, including	450	536	(16.0)%
<i>Interest-bearing debt (bonds and loans)</i>	260	326	(20.2)%
Short-term liabilities, including:	2 017	2 066	(2.4)%
<i>Deferred income</i>	1 347	1 449	(7.0)%
<i>Interest-bearing debt (bonds and loans)</i>	52	52	0,0%
TOTAL EQUITY AND LIABILITIES	4 039	4 009	0.7%



DEBT MATURITY STRUCTURE

LOW SHORT-TERM DEBT AND HIGH AVAILABILITY OF BANK LOANS ENABLE OPERATIONAL AGILITY



485 PLN m

CASH

438 PLN m

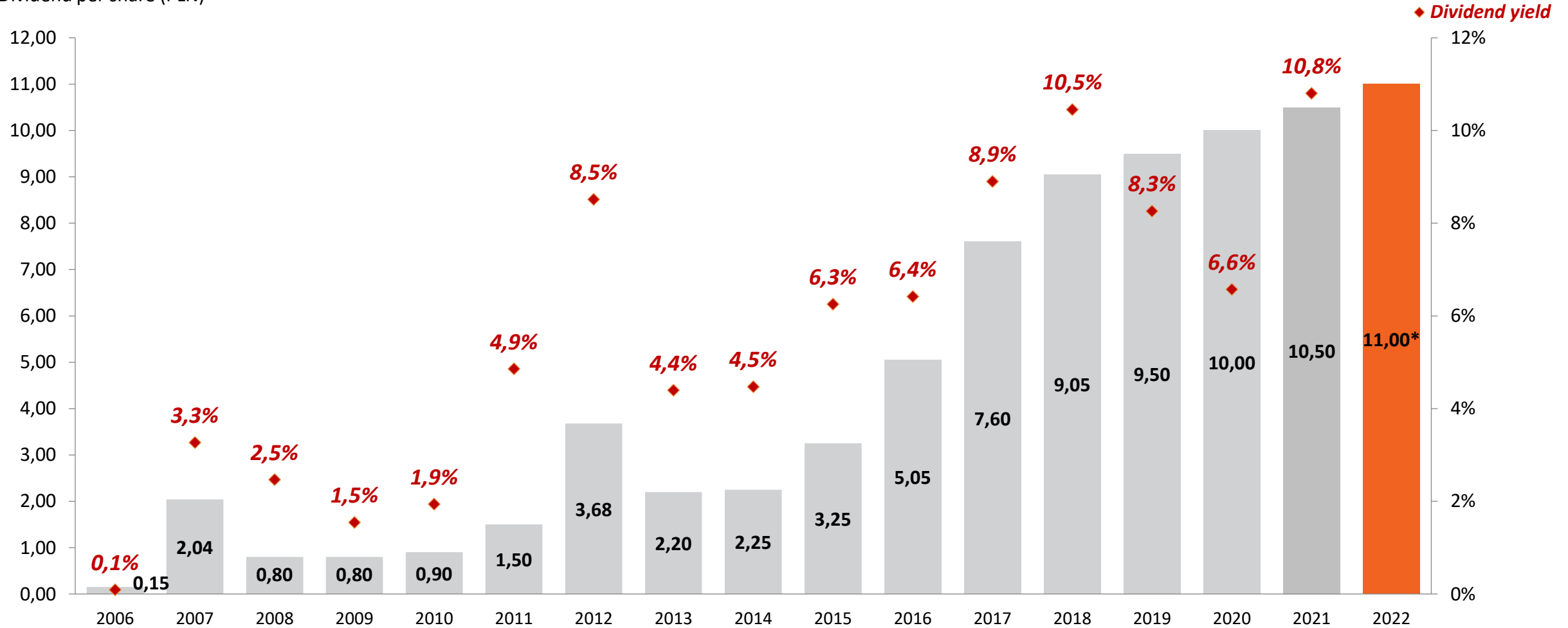
UNDRAWN CREDIT LINES

DIVIDENDS

PLN 11 PER SHARE – RECOMMENDATION OF RECORD DIVIDEND FROM 2022 PROFIT



Dividend per share (PLN)



*Management Board's recommendation

Dividend yield (right scale) calculated on closing price on last day of trading cum dividend

SUMMARY: Q1 2023



- Households feeling more optimistic
- Threefold increase in sales YoY secures fourth place on Cracow market
- Growth of "mortgage loan" customers as a result of loosened lending criteria
- Delivery of 1 350 units with an average value of PLN 596m
- 31% gross margin and PLN 159m net profit
- PLN 485m cash with negative gearing (-11%)

APPENDICES

COMMENCEMENT OF HANDOVERS IN Q2-Q4 2023



	PROJECT / PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT OF HANDOVERS		PROJECT / PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT OF HANDOVERS
Q2	ZIELONY POŁUDNIK BUILDINGS. 24-25	TRI-CITY	124	APR'23	Q4	NOWODWORSKA	WROCLAW	36	OCT'23
	WYDMA	TRI-CITY	153	MAY'23		KONSTELACJA C1-C2	TRI-CITY	82	OCT'23
	OSIEDLE PRZY BŁONIACH B4	TRI-CITY	158	MAY'23		LUDWIKI PHASE 1	WARSAW	105	NOV'23
	DYNAMIKA C-D	TRI-CITY	234	MAY'23		LUDWIKI PHASE 2	WARSAW	327	NOV'23
	DOKI - PHASE 2 (B)	TRI-CITY	188	JUN'23		METRO ZACHÓD 4 PHASE (SZ PH 2, BUILDINGS. A2)	WARSAW	172	NOV'23
	OSIEDLE BEAUFORTA 2 BUILDINGS. A1-A4	TRI-CITY	158	JUN'23		METRO ZACHÓD 11 PHASE 1	WARSAW	148	DEC'23
	KOMEDY PHASE 4 (BUFOROWA BC)	WROCLAW	88	JUN'23		APARTAMENTY SOLIPSKA PHASE 1 (FASOLOWA PH 1)	WARSAW	96	DEC'23
Q3	DOM NA SŁUŻEWCU (KŁOBUCKA)	TRI-CITY	108	JUL'23	APARTAMENTY SOLIPSKA PHASE 2 (FASOLOWA PH 2)	WARSAW	91	DEC'23	
	ZIELONY POŁUDNIK BUILDINGS. 26-27	TRI-CITY	93	AUG'23	DOKI - PHASE 3 (EF)	TRI-CITY	311	DEC'23	
	OSIEDLE ZIELNA PHASE 2	TRI-CITY	146	AUG'23	LAS	TRI-CITY	60	DEC'23	
	CHOCIEBUSKA	TRI-CITY	196	SEP'23	GÓRKA NARODOWA 3 PHASE 1 (B)	CRACOW	136	DEC'23	

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

NO. OF UNITS, AS OF 31/03/2023



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	180	535
6	ALEJE JEROZOLIMSKIE	---	383
7	APARTAMENTY SOLIPSKA	187	---
8	OSIEDLE PRZY FORCIE	---	125
9	OSIEDLE PRZY RYŻOWEJ	---	412
10	DOM NA SŁUŻEWCU	108	---
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	129	70
12	OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA)	---	1 384
13	PALLADIUM (AKACJE)	---	351
14	OSIEDLE JAGIELLOŃSKA	316	--
15	WILNO	---	233
16	PRZYSTANEK MIĘDZYLESIE	110	108
17	BEETHOVENA	---	570
TOTAL WARSAW		2 747	6 371

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS OF 31/03/2023



NO	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	306	---
2	DOKI	632	489
3	DOLNE MIASTO	---	999
4	SYNTEZA	101	407
5	LEMA	189	---
6	GDAŃSK WARSZAWSKA	---	350
7	GDAŃSK KARTUSKA	---	110
8	DYNAMIKA	220	---
9	ZIELONY POŁUDNIK	137	---
10	OSIEDLE BEAUFORTA 2	273	141
11	KONSTELACJA	113	537
12	GÓRA MARKOWCA	---	178
13	LOCUS 2	---	150
14	OSIEDLE PRZY BŁONIACH 3	---	545
15	WIDOKI	92	124
16	WYDMA	59	---
16	LAS	60	---
TOTAL TRI-CITY		2 182	4 030

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS OF 31/03/2023





- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

NO	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	OSIEDLE CHOCIEBUSKA 11	196	---
2	BRANIBORSKA	---	397
3	OSIEDLE KOMEDY	131	115
4	ZIELNA	218	123
5	APARTAMENTY NAD RZEKĄ (CENTRUM)	152	---
6	OSOBOWICKA 114	88	---
7	NOWODWORSKA 43	36	---
8	MIĘDZYLESKA	---	391
9	STODOLNA	---	176
TOTAL WROCLAW		821	1 202

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: CRACOW

NO. OF UNITS, AS OF 31/03/2023



-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

NO	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	GÓRKA NARODOWA	386	432
2	29 ALEJA	149	300
3	MALBORSKA	90	67
TOTAL CRACOW		625	799