



WARSZAWA
WROCLAW
KRAKOW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM DEVELOPMENT S.A. CAPITAL GROUP PRESENTATION OF Q1 2024 RESULTS

16 MAY 2024

DOM DEVELOPMENT GROUP - Q1 2024



- **1 011 units sold** in Q1 2024 (+11% YoY) – strengthening Dom Development Group’s leading position on the Polish housing market
- **921 units delivered** (-32% YoY) – in line with construction schedules, 100% of deliveries within contractual deadlines
- **Successful launch of new fit-out range** – 32% of flats sold in Warsaw are ‘turnkey’²⁾
- **19,613 units in the land bank** as of 31 March 2024
- Revenue recognition potential high for future periods– **4 717 units sold but not handed over** (as of 31 March 2024)
- **383 PLN m cash** as of 31 March 2024⁽¹⁾; gearing at 10%

(1) Includes cash in open trust accounts (90 PLN m)

Q1 2024 FINANCIAL SUMMARY



REVENUE

Q1 2024

PLN 706m

Q1 2023

PLN 822m

Change

PLN (116)m
(14)%

34%

GROSS MARGIN

Q1 2023: 31%

NET PROFIT

Q1 2024

PLN 137m

Q1 2023

PLN 159m

Change

PLN (22)m
(13)%

28%

ROE 12M

12M to 03.2023: 30%

NET CASH (DEBT)

31.03.2024

PLN (156)m

31.03.2023

PLN 172m

Change

PLN (328)m

10%

GEARING

31.03.2023: (11)%

MARKET OVERVIEW IN Q1 2024

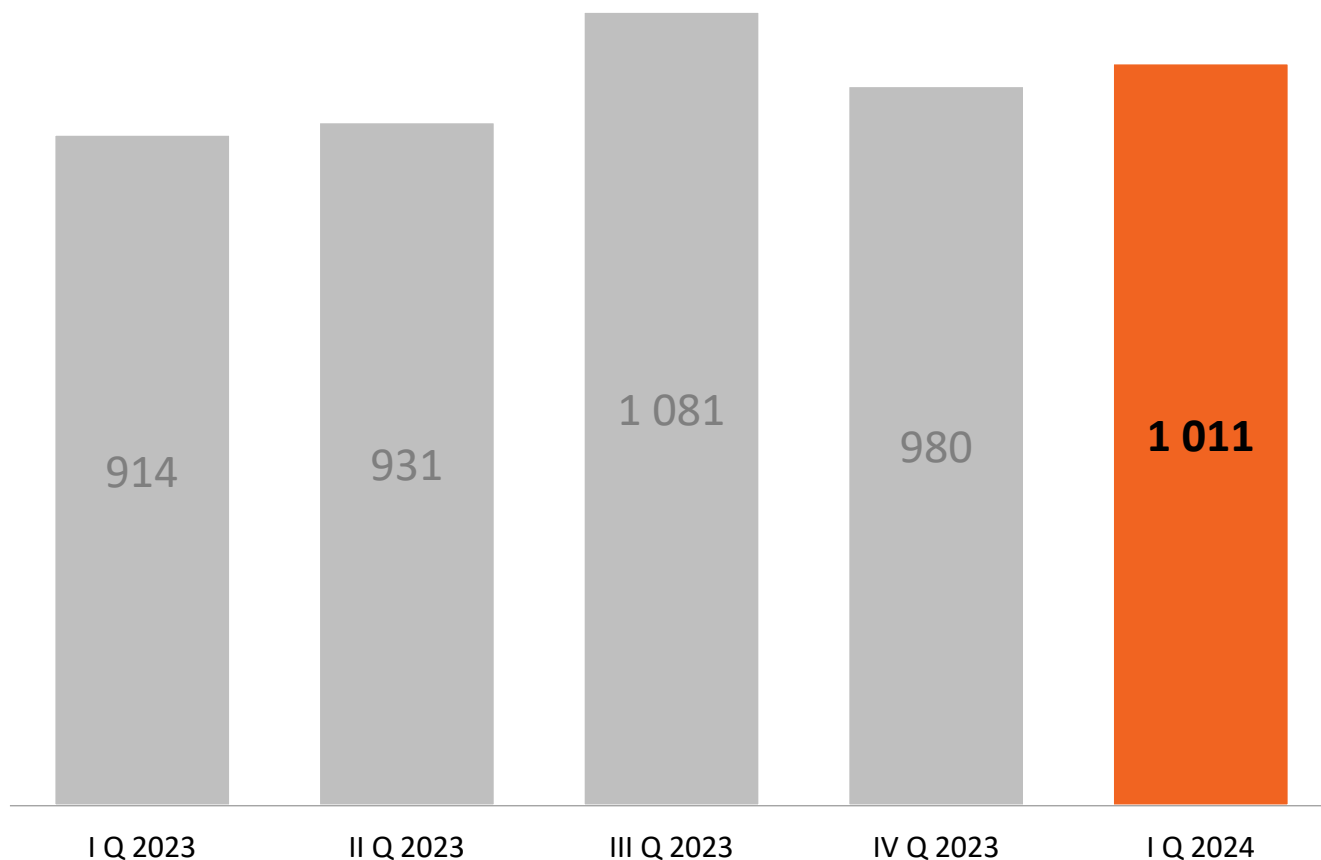
- **Continued upward demand for new flats** and a significant proportion of cash transactions (56% of Dom Development Group sales in Q1 2024)
- A second consecutive quarter where **new supply outstrips quarterly sales volumes** - a total of 16,700 units launched across Poland's six major residential markets versus 11,000 units sold
- **Continued undersupply of new housing in major conurbations** - despite developers restocking their offering
- **Growing demand for market-rate mortgages** - over 33% YoY increase in the number of mortgage applications in March 2024, driven in part by higher affordability in the wake of rising wages
- **Further increases in house prices** - primary market average prices up 2.3% QoQ and 13.9% YoY in Q1 2024
- **Stable construction costs** - no cost pressures on margins
- **Market anticipation of the new 'Kredyt Mieszkanie #naStart' scheme**

NET SALES

OVER 1,000 UNITS SOLD



Number of units



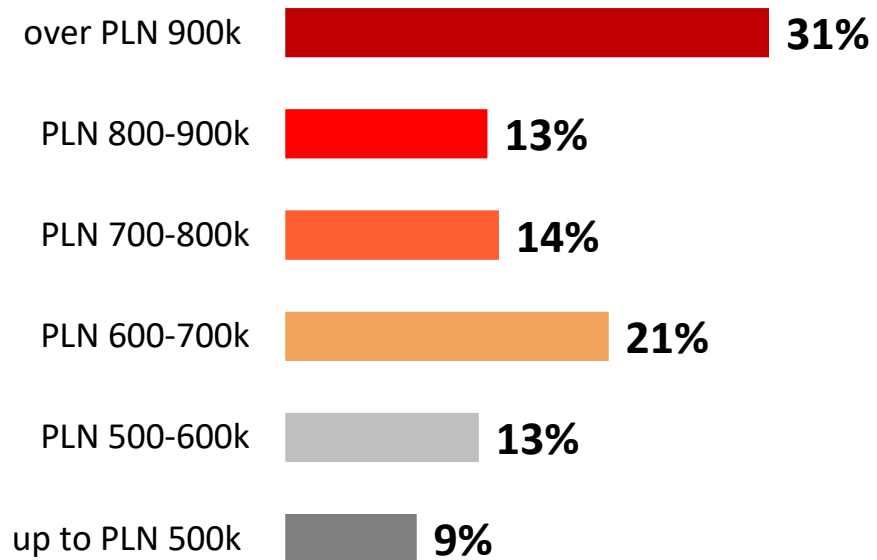
Net sales (units) in retail market	Q1 2024	Q1 2023	Change YoY
Warsaw	422	488	(14)%
Tri-City	267	180	48%
Wroclaw	203	119	71%
Krakow	119	127	(6)%
Dom Development Group	1 011	914	11%

Q1 2024 SALES SEGMENTATION

91% OF UNITS SOLD WITH A VALUE OVER PLN 500 K



Segmentation value of the DOM Development Group residential sales in Q1 2024



Average transaction value (PLN k)	Q1 2024	Q1 2023	Change YoY
Warsaw	916	764	20%
Tri-City	759	575	32%
Wroclaw	732	654	12%
Krakow	841	623	35%
Dom Development Group	829	692	20%

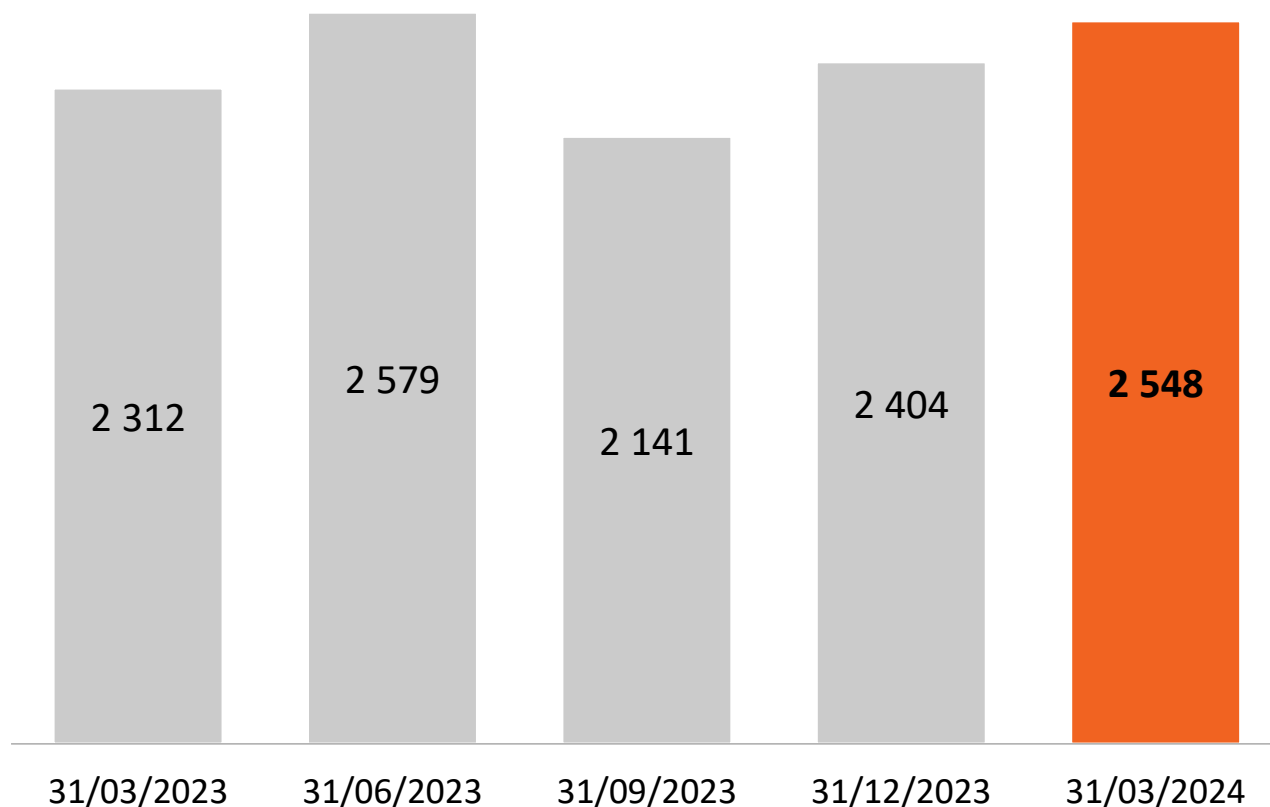
Transaction value includes the price of the flat plus any fit-out, storage cell and parking space.

OFFER OF UNDER-CONSTRUCTION AND COMPLETED UNITS

INCREASED OFFER IN RESPONSE TO GROWING DEMAND



No. of units available for sale



Finished units amount to only 3% of offer

Offer by market	31.03. 2024	31.03. 2023	Change YoY
Warsaw	914	618	48%
Tri-City	585	840	(30)%
Wroclaw	817	555	47%
Krakow	232	299	(22)%
Dom Development Capital Group	2 548	2 312	10%

PROJECT LAUNCHES IN Q1 2024

Warsaw



145 units

planned metro station (2nd line)
in the heart of the development



100 units

600m from Jerozolimskie railway
station in the district of Włochy



105 units

easy access to the city centre and
beyond



OSIEDLE
**HARMONIA
MOKOTÓW**

213 units

on Polski Walczącej Ave



OSIEDLE
PRZY FORCIE

124 units

on Jerozolimskie Ave
20 minutes from the city centre

Tri-City



84 units

In Pogórze near Gdynia;
10-minute drive from
Mechelinki beach

osiedle
°Beauforta

113 flats in Pogórze

In Pogórze near Gdynia;
10-minute drive from Mechelinki
beach



WZGÓRZE
HOPLITY

58 units

on Kartuska St. In Gdańsk

Wroclaw



248 units

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

Krakow



GÓRKA NARODOWA
OSIEDLE MIESZKANIOWE

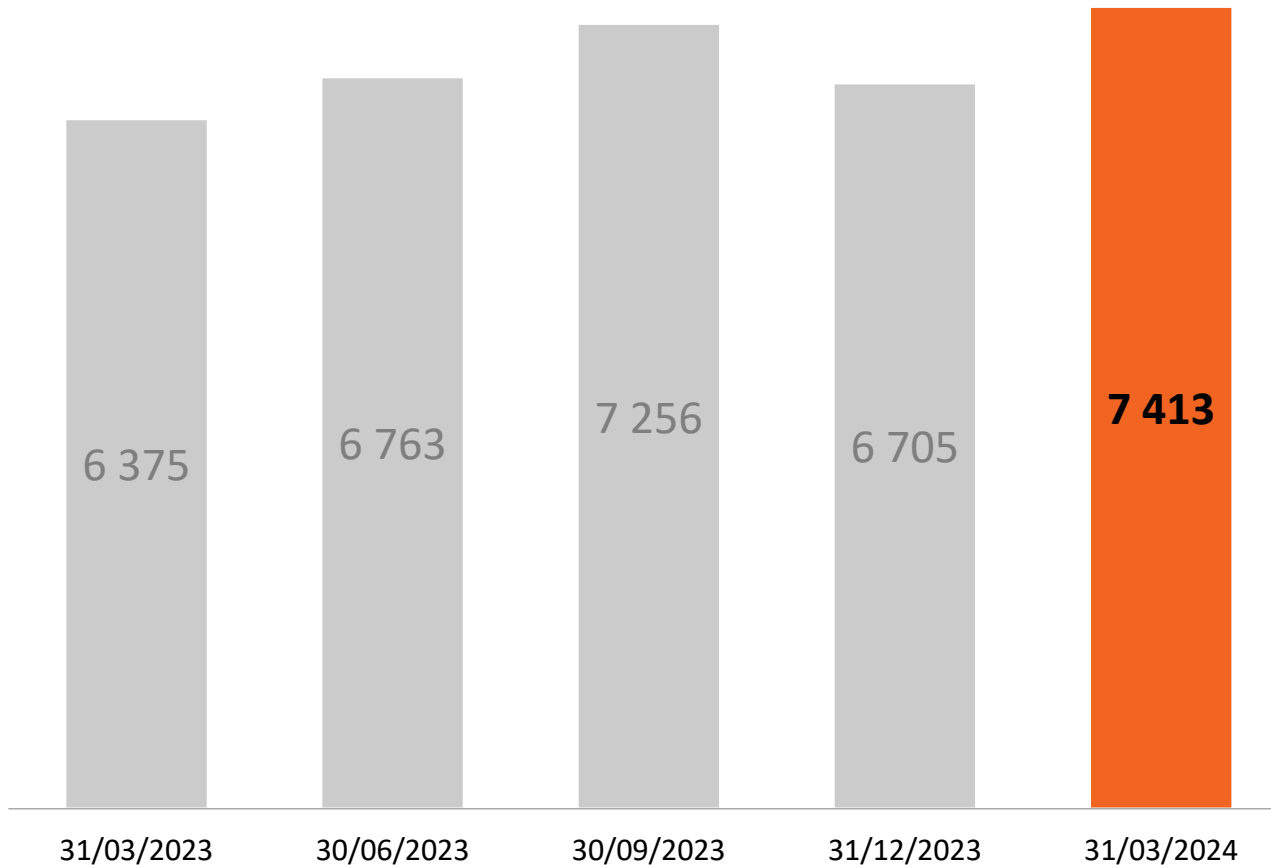
113 units

in the district of Prądnik

UNITS ON PROJECTS UNDER CONSTRUCTION

NUMBER OF UNITS UNDER CONSTRUCTION REACHES RECORD LEVELS

No. of units under construction



**65% of units under construction
are sold**

Units under construction	31.03. 2024	31.03. 2023	Change YoY
Warsaw*	3 296	2 747	20%
Tri-City	1 767	2 182	(19)%
Wroclaw	1 616	821	97%
Krakow	734	625	17%
Dom Development Capital Group*	7 413	6 375	16%

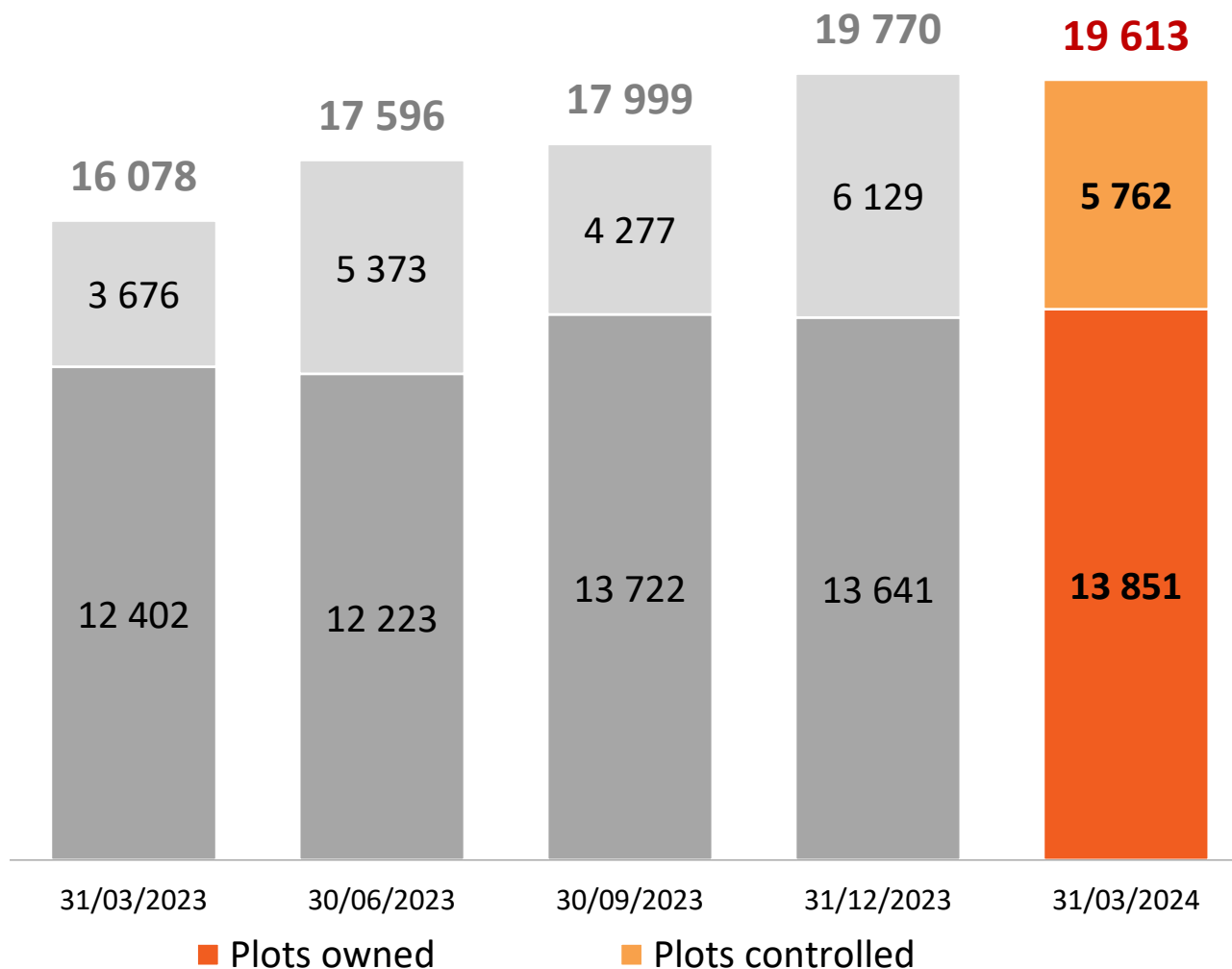
* Including PRS segment transactions

LAND BANK - OWNED AND CONTROLLED

HIGH-QUALITY, DIVERSIFIED LAND BANK



Number of possible units for construction

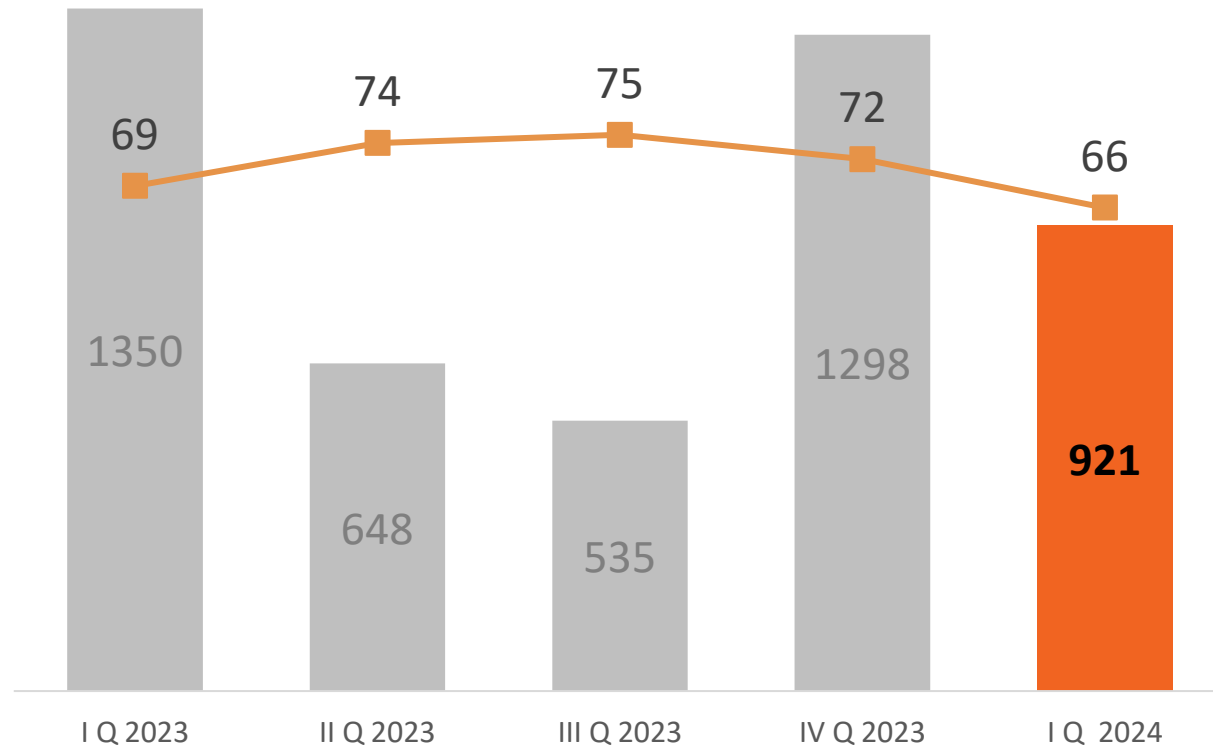


Land Bank	Owned	Controlled	Total	Change YoY
Warsaw	7 154	3 907	11 061	1%
Tri-City	4 184	807	4 991	10%
Wroclaw	1 327	307	1 634	(27)%
Krakow	1 186	741	1 927	(6)%
Dom Development Capital Group	13 851	5 762	19 613	(1)%

DELIVERIES

VOLUME OF DELIVERIES AS PLANNED

No. of units — NPS*

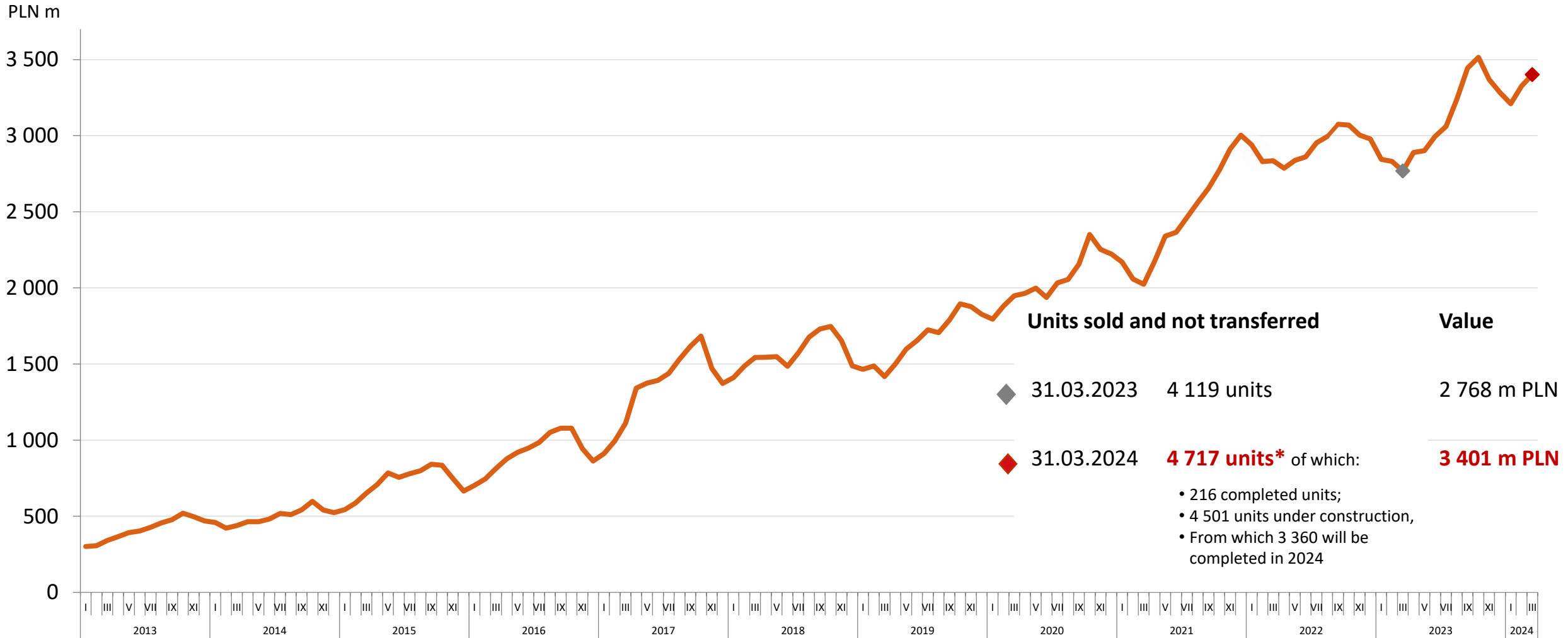


Deliveries of units	Q1 2024	Q1 2023	Change YoY
Warsaw	526	907	(42)%
Tri-City	293	205	43%
Wroclaw	45	109	(59)%
Krakow	57	129	(56)%
Dom Development Capital Group	921	1 350	(32)%

*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).

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

SIGNIFICANT REVENUE POTENTIAL TO BE RECOGNISED IN COMING QUARTERS



* excludes PRS transactions

PROFIT AND LOSS STATEMENT

MAINTAINING HIGH PROFITABILITY

Profit and Loss Account	Q1 2024	Q1 2023	Change
Sales Revenues, including	705.9	822.0	(14)%
<i>Revenue from the sale of finished goods*</i>	659.2	804.8	(18)%
<i>Deliveries (units)</i>	921	1 350	(32)%
<i>Revenue from sale of finished goods per unit (PLN'000)</i>	716	596	20%
Gross Profit on Sales	239.9	257.4	(7)%
<i>Gross Profit Margin</i>	34%	31.3%	+2.7 p.p.
Operating Profit	171.6	197.3	(13)%
<i>Operating Profit Margin</i>	24.3%	24.0%	+0.3 p.p.
Profit Before Tax	171.7	200.9	(15)%
<i>Profit Before Tax Margin</i>	24.3%	24.4%	-0.1 p.p.
Net profit	137.4	158.8	(13)%
<i>Net profit margin</i>	19.5%	19.3%	+0.2 p.p.
<i>EPS (PLN)</i>	5.33	6.21	-0.88

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

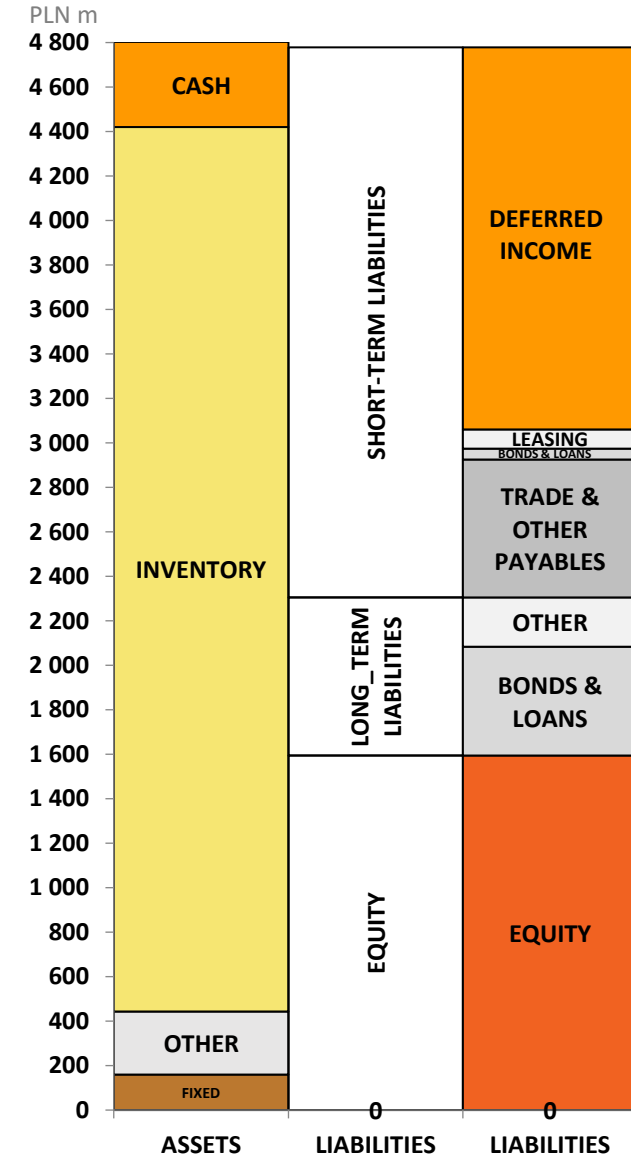
BALANCE SHEET

STRONG BALANCE SHEET ENSURES SECURITY IN A VOLATILE MARKET ENVIRONMENT

ASSETS	31.03.2024	31.03.2023	Change
Current assets, including:	4 619	3 880	19%
Cash	383	485	(21)%
<i>Incl. escrow accounts</i>	90	91	1%
Inventories, including:	3 976	3 283	21%
<i>land and projects under construction</i>	3 712	2 950	26
<i>Finished units, parking places and storage cells</i>	101	224	(55)%
Fixed Assets	160	159	1%
TOTAL ASSETS	4 779	4 039	18%

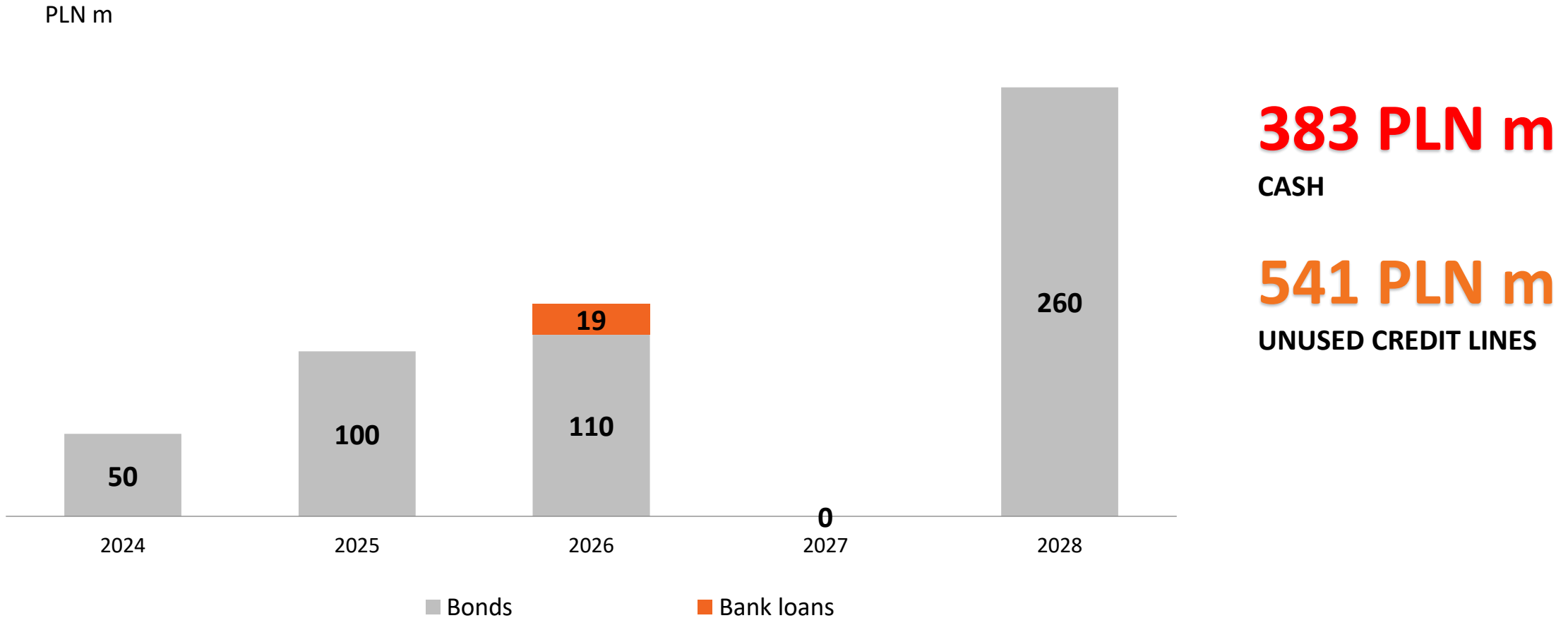
EQUITY AND LIABILITIES	31.03.2024	31.03.2023	Change
Equity	1 595	1 572	1%
Total liabilities	3 184	2 467	29%
Long-term liabilities, including:	711	450	58%
<i>Interest-bearing debt (bonds and loans)</i>	489	260	88%
Short-term liabilities, including:	2 473	2 017	23%
<i>deferred income</i>	1 718	1 347	28%
<i>interest-bearing liabilities (bonds and borrowings)</i>	50	52	(4)%
TOTAL EQUITY AND LIABILITIES	4 779	4 039	18%

PLN m



DEBT MATURITY STRUCTURE

HIGH LEVEL OF AVAILABLE FACILITIES AND STAGGERED BOND MATURITIES ALLOWS US TO RESPOND FLEXIBLY TO OPPORTUNITIES AS THEY ARISE AND MANAGE SHORT-TERM LIQUIDITY



As at 31.03.2024 r.

SUMMARY: DOM DEVELOPMENT GROUP IN 1Q 2024



- Benefitting from a strong housing market, Dom Development Group continues to deliver very satisfactory sales performance (up 11% YoY)
- Investment purchases continue at a high rate (cash transactions represent 56% of sales in Q1)
- 921 units delivered during first 3 months of 2024
- 34% gross margin and 137 PLN m net profit
- Strengthening scale of operations in Wroclaw
- Growing demand for market-rate mortgage credit
- Positive outlook for the rest of 2024

APPENDICES

COMMENCEMENT OF NEW HANDOVERS IN Q2-4 2024



	PROJECT/PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT		PROJECT/PHASE	LOCATION	NO. OF UNITS	COMMENCEMENT
Q2	Apartamenty Koło Parków	Warsaw	133	Apr'24		Osiedle Urbino 2 ph 1	Warsaw	139	Nov'24
	Metro Zachód 4 ph 5	Warsaw	44	Apr'24		Osiedle Jagiellońska 55 ph 2	Warsaw	137	Nov'24
	Metro Zachód 4 ph 4	Warsaw	85	May'24		Osiedle Jagiellońska 55 ph 3	Warsaw	45	Nov'24
	Konstelacja stage 1 ph 2	Tri-City	31	May'24		Osiedle Przy Alejach ph 1	Warsaw	122	Nov'24
	Osiedle Przy Malborskiej ph 1	Krakow	90	May'24		Osiedle Przystanek Międzylesie ph 2	Warsaw	108	Nov'24
	Apartamenty Białej Koniczyny ph 1	Warsaw	129	Jun'24		Osiedle Wilno VII ph 1	Warsaw	60	Nov'24
	Osiedle Jagiellońska 55 ph 1	Warsaw	134	Jun'24		Osiedle Wilno VII ph 2	Warsaw	126	Nov'24
Q3	Metro Zachód 4 ph 6	Warsaw	125	Jul'24	Q4	Apartamenty Białej Koniczyny ph 2	Warsaw	71	Nov'24
	Górka Narodowa 3 ph 2	Krakow	108	Jul'24		Beauforta etap 2 ph 2	Tri-City	87	Nov'24
	Osiedle Urbino 1 ph 2	Warsaw	180	Sept'24		Perspektywa etap 1 ph 7	Tri-City	204	Nov'24
	Widoki stage 1 ph 1	Tri-City	92	Sept'24		Dynamika etap 1 ph 3	Tri-City	114	Nov'24
	Osiedle Zielna stage 3 ph 2	Wroclaw	72	Sept'24		Konstelacja etap 1 ph 3	Tri-City	51	Nov'24
						Osiedle Komedy ph 5	Wroclaw	115	Nov'24
				Braniborska 80 ph 1		Wroclaw	187	Nov'24	
				Apartamenty Nad Rzeką		Wroclaw	152	Nov'24	
				Górka Narodowa 3 ph 3		Krakow	147	Nov'24	
				29. Aleja ph 1		Krakow	151	Nov'24	
				Metro Zachód 5 PRS		Warsaw	397	Dec'24	
				Metro Zachód 11 ph 3		Warsaw	89	Dec'24	
				Osiedle Przy Błoniach etap 3 ph 1		Tri-City	124	Dec'24	
				Osiedle Harmonia		Wroclaw	173	Dec'24	
				Osiedle Zielna etap 3 ph 1	Wroclaw	123	Dec'24		
				Osiedle Zielna etap 3 ph 3	Wroclaw	7	Dec'24		

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

NO. OF UNITS, AS AT 31/03/2024

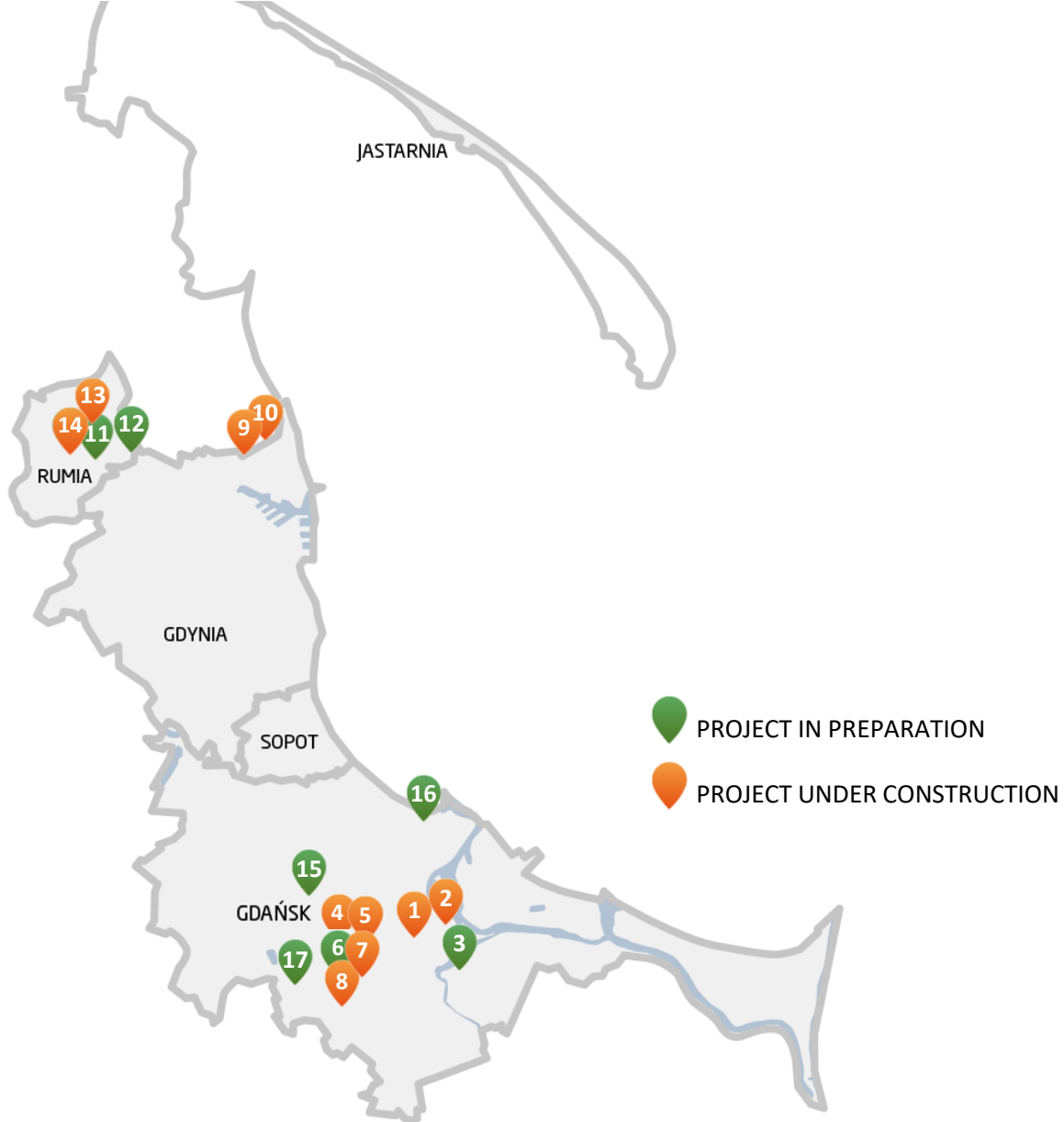


No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD*	841	1 652
2	APARTAMENTY LITERACKA	100	443
3	PRZYSTANEK MIĘDZYLESIE	108	---
4	HARMONIA MOKOTÓW	370	104
5	URBINO	419	665
6	OSIEDLE PRZY ALEJACH	227	169
7	BIELANY	---	494
8	OSIEDLE PRZY FORCIE	124	---
9	OSIEDLE PRZY RYŻOWEJ	405	---
10	BEETHOVENA	---	570
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	200	---
12	OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA)	---	1 338
13	PALLADIUM (AKACJE)	---	637
14	OSIEDLE JAGIELLOŃSKA	316	--
15	WILNO	186	1082
TOTAL WARSAW		3 296	7 154

* Including PRS segment transactions

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: TRI-CITY

NO. OF UNITS, AS AT 31/03/2024



No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	306	---
2	DOKI	187	489
3	DOLNE MIASTO	---	999
4	SYNTEZA	222	306
5	LEMA	189	---
6	GDAŃSK WARSZAWSKA	---	350
7	WZGÓRZE HOPLITY (GDAŃSK KARTUSKA)	58	48
8	DYNAMIKA	114	---
9	OSIEDLE BEAUFORTA 2	245	---
10	KONSTELACJA	166	406
11	GÓRA MARKOWCA	---	178
12	LOCUS 2, LOCUS 3 *	---	336
13	OSIEDLE PRZY BŁONIACH 3	124	421
14	WIDOKI	156	60
15	LEŚNA GÓRA	---	90
16	GDAŃSK UCZNIOWSKA	---	366
17	GDAŃSK POTĘGOWSKA *	---	135
TOTAL Tri-City		1 767	4 184

* Land purchased in Q1 2024

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NO. OF UNITS, AS AT 31/03/2024



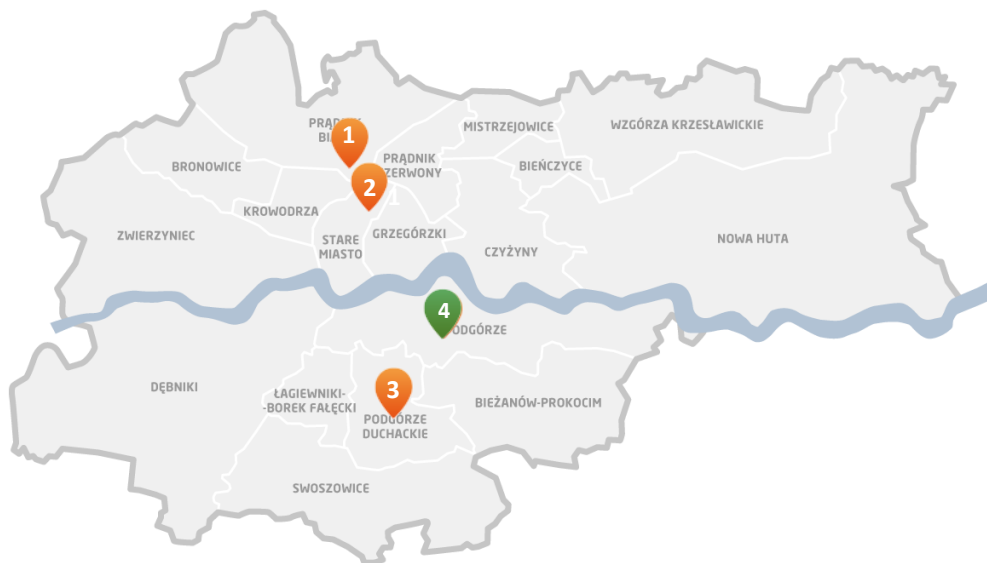
- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	HUBSKA 100	---	269
2	BRANIBORSKA	397	---
3	OSIEDLE KOMEDY	115	---
4	ZIELNA	202	93
5	APARTAMENTY NAD RZEKĄ	152	---
6	OSOBOWICKA 114	82	---
7	BRACI GIERYMSKICH *	---	234
8	MIĘDZYLESKA	407	---
9	OSIEDLE HARMONIA (STODOLNA)	173	---
10	WOŁOWSKA	---	390
11	KRAKOWSKA / APARTAMENTY NAD OŁAWKĄ	88	177
12	RAMISZOWSKA *	---	164
TOTAL WROCLAW		1 616	1 327

* Land purchased in Q1 2024

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: KRAKOW

NO. OF UNITS, AS AT 31/03/2024



- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION

No	INVESTMENT	UNDER CONSTRUCTION	IN PREPARATION
1	GÓRKA NARODOWA	493	216
2	29 ALEJA	151	306
3	MALBORSKA	90	71
4	PARK MATECZNEGO	---	593
TOTAL KRAKOW		734	1 186

Contact for investors :

Joanna Czwarno

tel. +48 600 759 296

e-mail: joanna.czwarno@domd.pl

www.inwestor.domd.pl

Dom Development S.A. endeavors to ensure that the information in the presentation is complete, up-to-date and accurate. However, we do not make any guarantees in this respect, and therefore Dom Development S.A. cannot accept any responsibility for the consequences of using such information, and in particular for any damage caused by reliance thereon for the purpose of investment decisions. The information published in this presentation originates from reliable public sources, and to the best knowledge of Dom Development S.A. it may be considered reliable.