



WARSZAWA
WROCLAW
KRAKOW



EURO STYL
GRUPA DOM DEVELOPMENT



DOM
CONSTRUCTION

DOM DEVELOPMENT S.A. CONSOLIDATED GROUP

PRESENTATION OF RESULTS FOR Q3 2023

16 NOVEMBER 2023



- **1 081 units sold** in Q3 2023 (+54% YoY); bringing a total of 2 926 units in Q1-3 2023 (+29% YoY)
- **Robust market share** – Dom Development Group remains sales leader in Poland
- **PLN 341m cash holdings** as of 30 September 2023; gearing at 16%
- **Record dividend pay-out** from 2022 profit: PLN 11/share, amounting to PLN 283m
- Proposed **dividend advance for 2023**: PLN 5.5/share, amounting to PLN 141m
- Almost **18,000 units in land bank** as of 30 September 2023
- **NPS of 75** – Net Promoter Score at a very high level

SUMMARY OF FINANCIAL RESULTS FOR Q1-3 2023



REVENUE

Q1-3 2023

PLN 1 600m

Q1-3 2022

PLN 1 649m

Change

PLN (49)m
(3)%

31%

GROSS MARGIN

Q1-3 2022: 30%

NET PROFIT

Q1-3 2023

PLN 260m

Q1-3 2022

PLN 260m

Change

PLN 0m
0 %

33%

ROE 12M

12M to 09.2022: 25%

NET CASH (DEBT)

30.09.2023

PLN (225)m

30.09.2022

PLN 35m

Change

PLN (260)m

16%

GEARING

30.09.2022: (3)%

Q3 2023 MARKET SITUATION

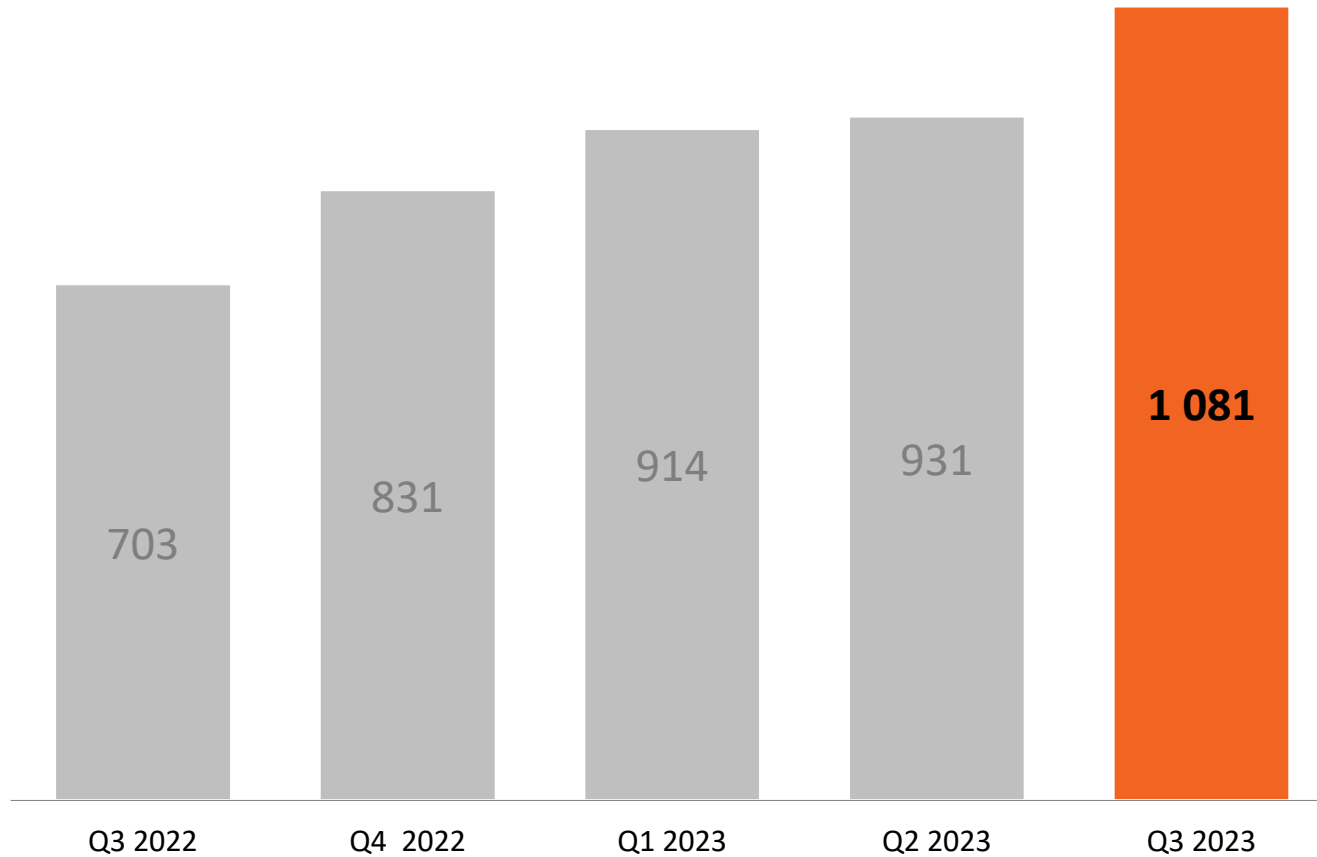


- **Increased demand in housing market** – resulting from steadily rising wages, relaxation of FSA creditworthiness criteria and introduction of "2% Safe Credit" programme
- **First round of interest rate cuts** – additional demand-side stimulus
- **Increase in house prices** – resulting from dynamic growth in demand alongside limited supply
- **Continued high proportion of investment purchases** – resulting from high inflation, negative real interest rates on savings and prospect of further house price growth
- **Rise in mortgage-backed transactions** to approximately 49% of Group sales in Q3
- **Continued stability in construction costs** - low volume of new developments keeping construction prices stable

SALES

CONTINUED QoQ SALES GROWTH THANKS TO AN ATTRACTIVE AND DIVERSIFIED OFFER AND DEMAND-SIDE STIMULUS OF THE "SECURE 2% LOAN" PROGRAMME

No. Of units



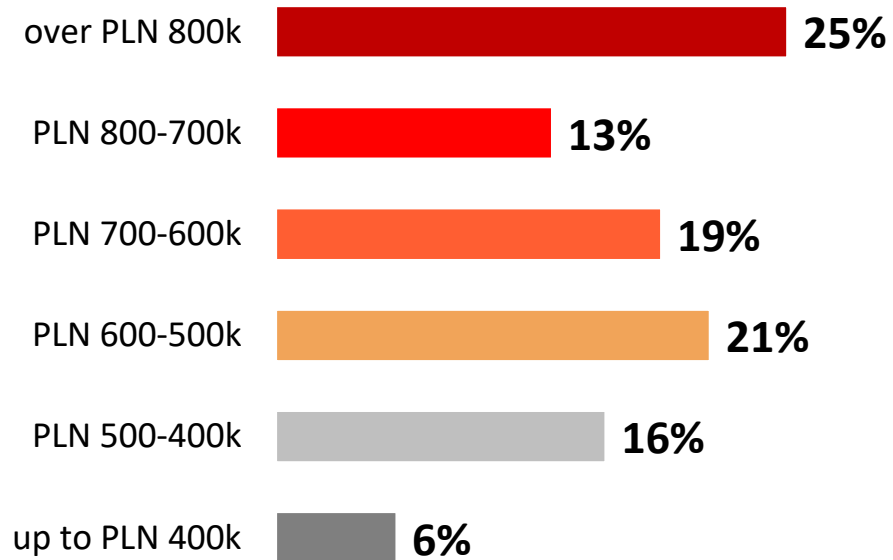
Net sales (units)	9M 2023	9M 2022	Change YoY
Warsaw	1 235	1 247	(1)%
Tri-City	836	600	39%
Wroclaw	502	263	91%
Cracow	353	152	132%
Dom Development Group	2 926	2 262	29%

SALES SEGMENTATION – Q3 2023

LEADER IN PREMIUM RESIDENTIAL SEGMENT



Segmentation of residential sales by value - Q3 2023



Average transaction value (PLN k)	Q3 2023	Q3 2022	Change YoY
Warsaw	825	722	14%
Tri-City	682	603	13%
Wroclaw	617	531	16%
Cracow	720	551	31%
Dom Development Group	727	663	10%

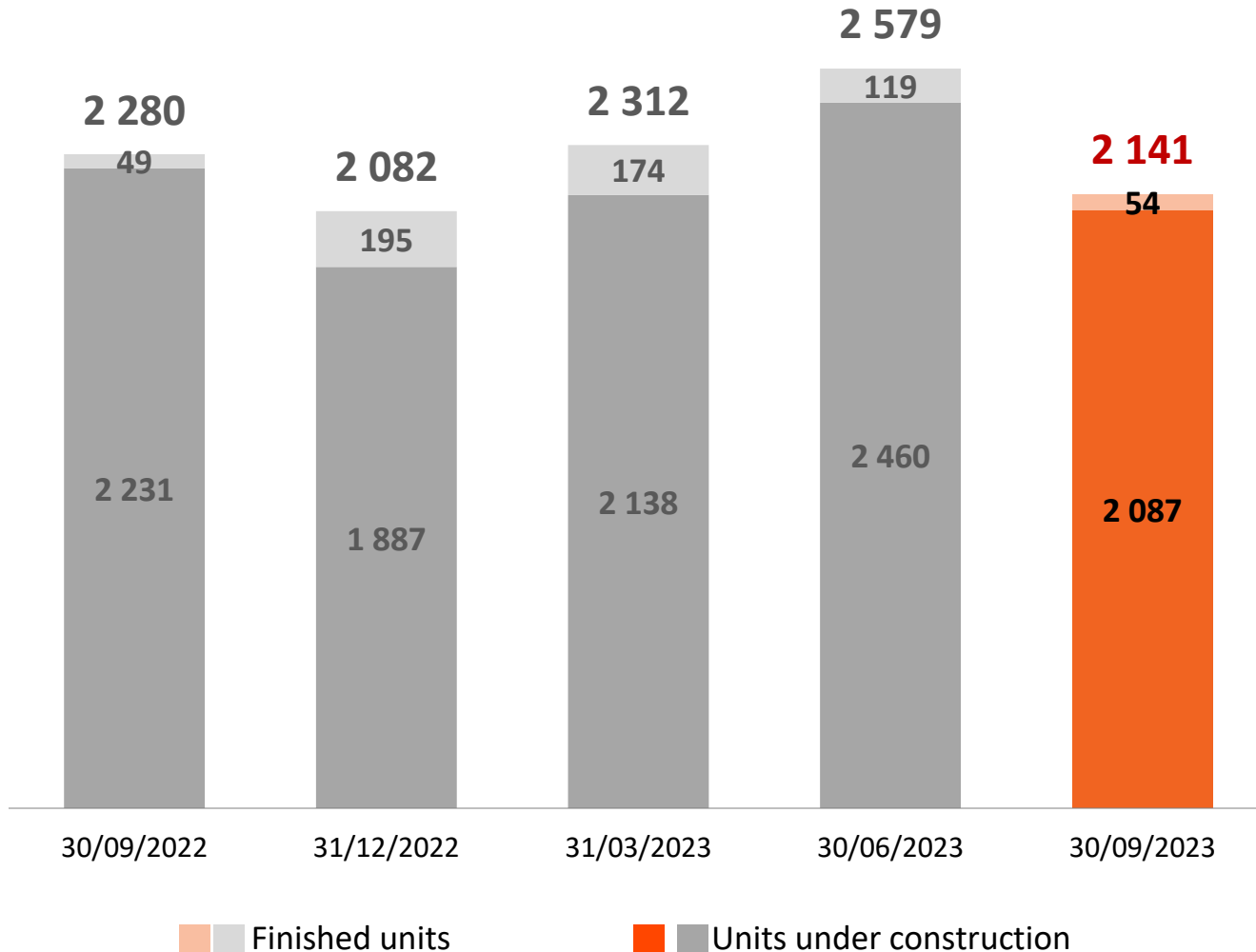
The value of the transaction includes flat price plus any fit-out, storage cell and parking space.

UNITS AVAILABLE FOR SALE - UNDER CONSTRUCTION AND FINISHED

REDUCED OFFER AS A RESULT OF STRONG 2023 SALES



No. of units available for sale



Finished units amount to only 3% of offer

Offer by market	30.09. 2023	30.09. 2022	Change YoY
Warsaw	695	1 003	(31)%
Tri-City	607	728	(17)%
Wroclaw	620	324	91%
Cracow	219	225	(3)%
Dom Development Group	2 141	2 280	(6)%

PROJECTS COMMENCED IN Q3 2023

WARSAW


DZIELNICA MIESZKANIOWA
METRO ZACHÓD

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


OSIEDLE
**PRZY
RYZOWEJ**

151 units
in the proximity of Al.
Jerozolimskie, 3 min from S8
route and Southern Ring Road

OSIEDLE
WILNO
MIASTO PERSPEKTYW

126 units + 60 units (2 phases)
4 minutes from Dworzec
Wileński metro station


APARTAMENTY
LITERACKA

100 units
at the junction of Bielany,
Żoliborz and Bemowo districts

TRI-CITY


KONSTELACJA
zamieszkać pod dobrą gwiazdą

51 units
located in Pogórze near Gdynia


widoki

64 units
in the proximity of the Tri-City
Landscape Park


OSIEDLE
SYNTEZA

120 units
One minute from nearest bus
stop

WROCLAW

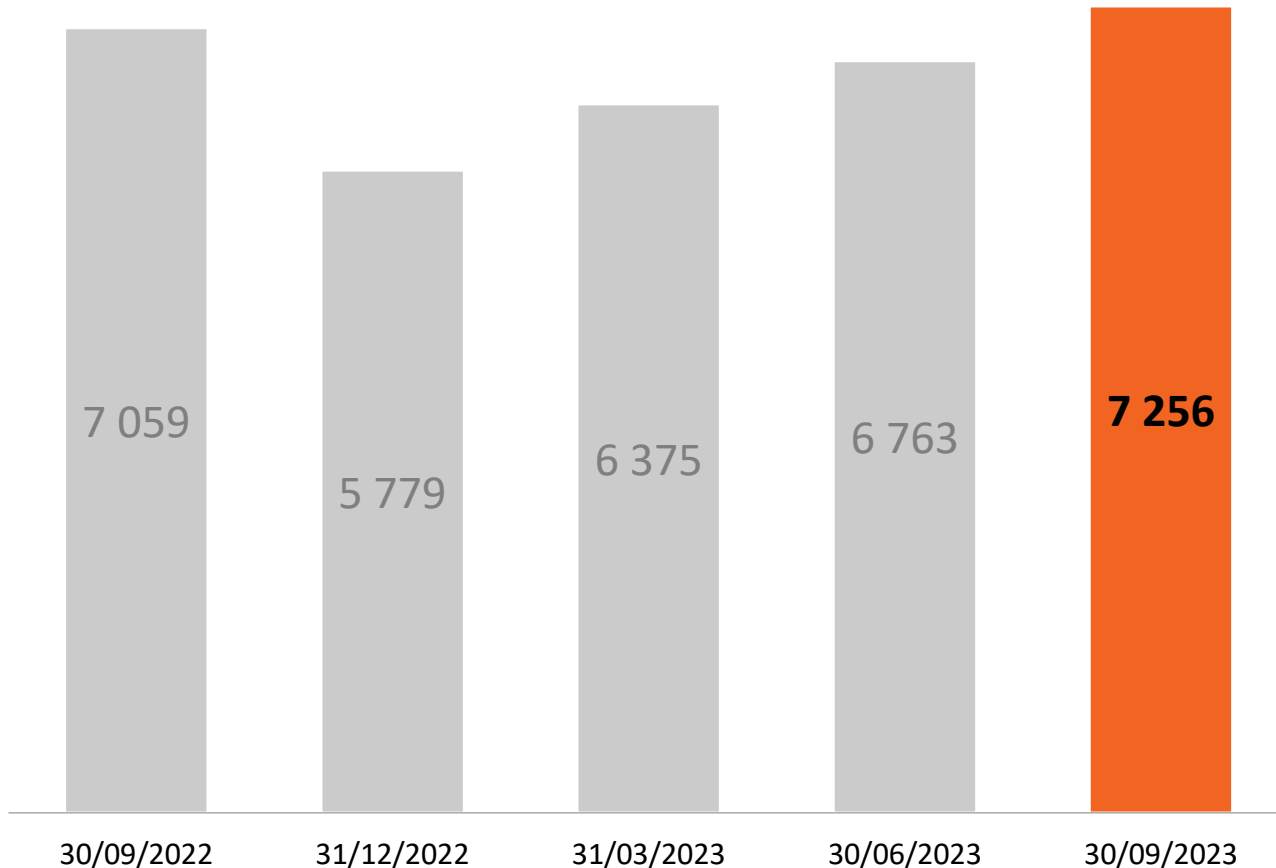

OSIEDLE
HARMONIA

173 units
located in one of Wrocław's
greenest he greenest areas -
Maślice

PROJECTS UNDER CONSTRUCTION

ALL DEVELOPMENTS COMPLETED ON TIME, WHILE MAINTAINING HIGH MARGINS

No. of units



**71% of units under construction
are sold**

Units under construction	30.09. 2023	30.09. 2022	Change YoY
Warsaw*	3 605	3 236	11%
Tri-City	1 920	2 391	(20)%
Wroclaw	1 099	882	25%
Cracow	632	550	15%
Dom Development Group*	7 256	7 059	3%

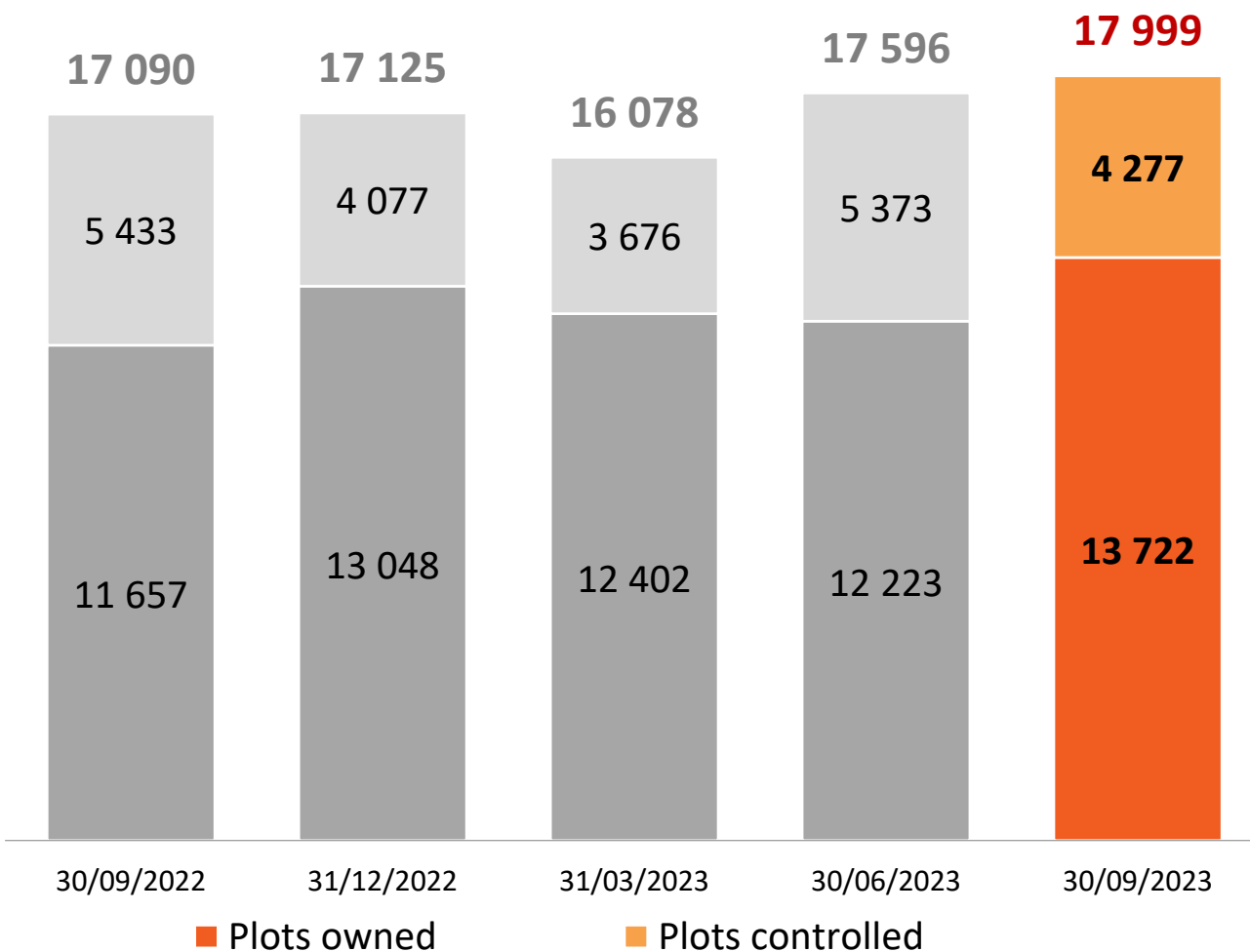
* Including PRS transaction

LAND BANK – OWNED AND CONTROLLED

FINALISING HIGH QUALITY PROPERTY ACQUISITIONS IN Q3



Number of units to be built

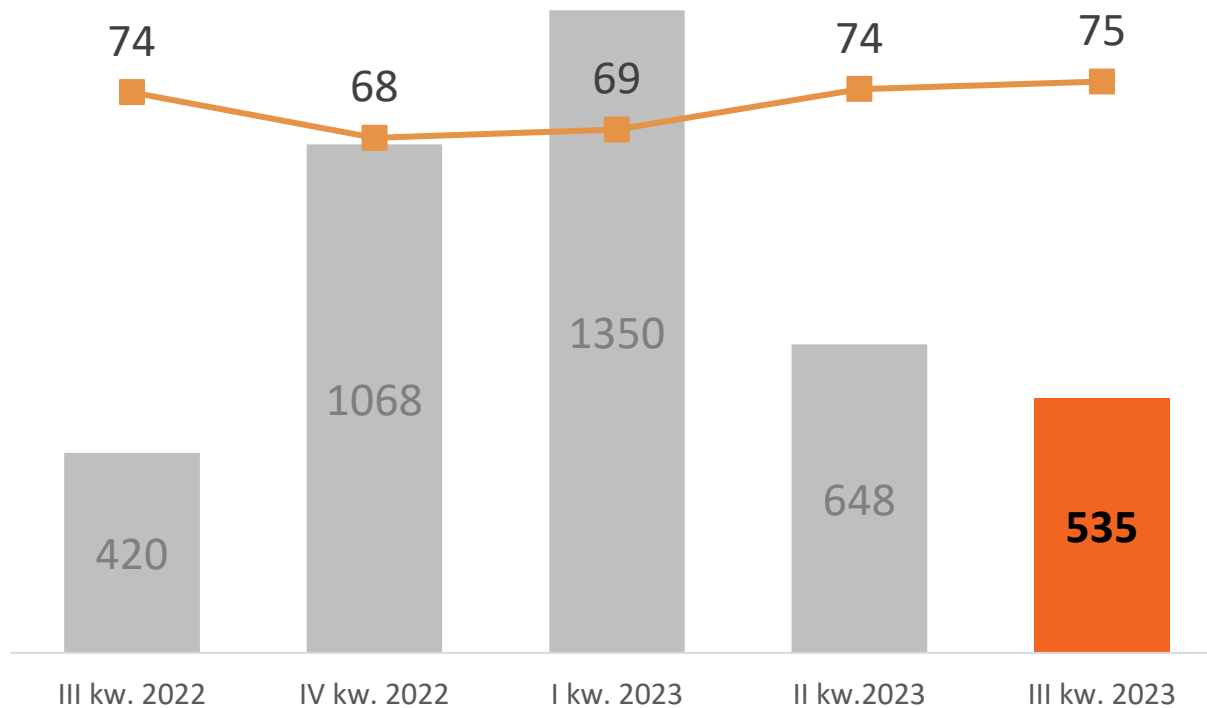


Land Bank	Land purchased	Land under control	Total	Change Q-on-Q
Warsaw	7 070	3 505	10 575	6%
Tri-City	3 772	772	4 544	(2)%
Wroclaw	1 419	0	1 419	(11)%
Cracow	1 461	0	1 461	3%
Dom Development Group	13 722	4 277	17 999	2%

DELIVERIES

DELIVERIES IN LINE WITH ANNUAL TARGETS

No. of units



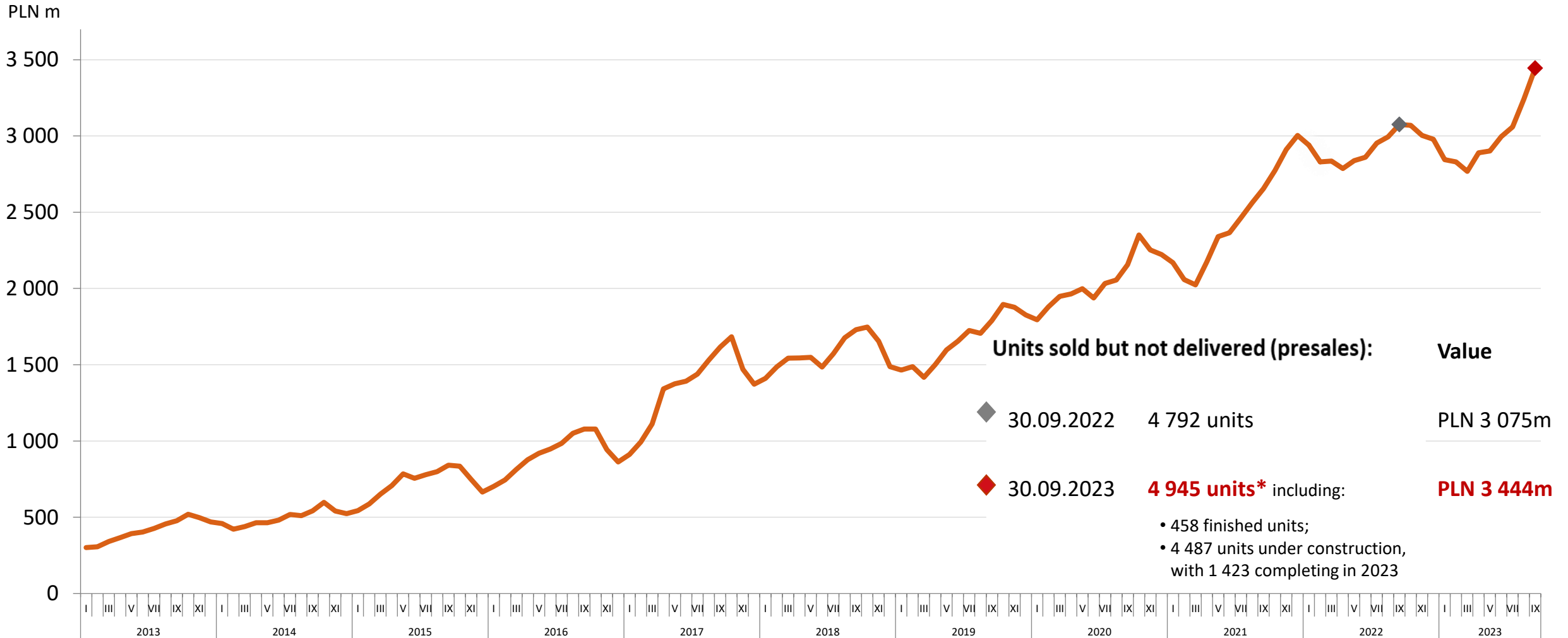
— NPS*

*NPS (Net Promoter Score customer satisfaction index)

Delivered units	9M 2023	9M 2022	Change YoY
Warsaw	1 224	1 535	(20)%
Tri-City	852	689	24%
Wroclaw	287	260	10%
Cracow	170	114	49%
Dom Development Group	2 533	2 598	(3)%

CUMULATIVE NET SALES TO BE RECOGNISED IN FUTURE PERIODS (UNITS SOLD NOT DELIVERED)

SIGNIFICANT REVENUE POTENTIAL TO BE RECOGNISED IN UPCOMING QUARTERS



* excluding PRS transactions

PROFIT AND LOSS ACCOUNT

WE MAINTAIN HIGH PROFITABILITY

Profit and Loss Account	Q3 2023	Q3 2022	Change YoY	9M 2023	9M 2022	Change YoY
Sales Revenues, including	325.9	320.2	2%	1 600.4	1 649.0	(3)%
<i>Revenue from the sale of finished goods*</i>	293.0	231.6	27%	1 521.9	1 469.7	4%
<i>Deliveries (units)</i>	535	420	27%	2 533	2 598	(3)%
<i>Revenue from sale of finished goods per unit (PLN'000)</i>	547.7	551.4	(1)%	600.8	565.7	6%
Gross Profit on Sales	102.3	85.2	20%	499.9	490.6	2%
<i>Gross Profit Margin</i>	31.4%	26.6%	4.8 p.p.	31.2%	29.8%	1.4 p.p.
Operating Profit	44.2	27.5	61%	315.3	310.0	2%
<i>Operating Profit Margin</i>	13.6%	8.6%	5.0 p.p.	19.7%	18.8%	0.9 p.p.
Profit Before Tax	47.8	30.1	59%	329.6	323.1	2%
<i>Profit Before Tax Margin</i>	14.7%	9.4%	5.3 p.p.	20.6%	19.6%	1.0 p.p.
Net Profit	37.7	23.8	58%	260.3	259.6	0%
<i>Net Profit Margin</i>	11.6%	7.4%	4.2 p.p.	16.3%	15.7%	0.5 p.p.
EPS (PLN)	1.47	0.93	58%	10.15	10.14	0%

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

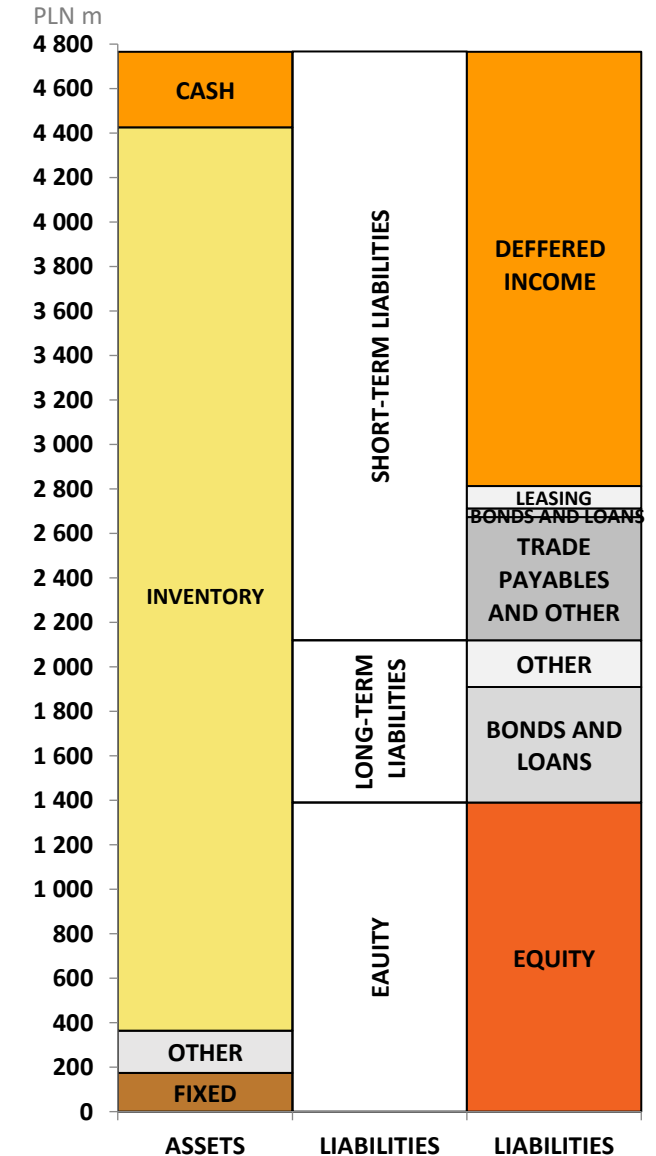
BALANCE SHEET

A STRONG BALANCE SHEET OFFERS SECURITY AGAINST MARKET VOLATILITY

ASSETS	30.09.2023	30.09.2022	Change
Current Assets	4 593	4 004	15%
Cash	341	431	(21)%
<i>Incl. escrow accounts</i>	143	94	52%
Inventory, including:	4 062	3 429	18%
<i>Land and phases under construction</i>	3 703	3 236	14%
<i>Finished units, parking places and storage cells</i>	212	78	172%
Fixed Assets	174	145	20%
TOTAL ASSETS	4 767	4 150	15%

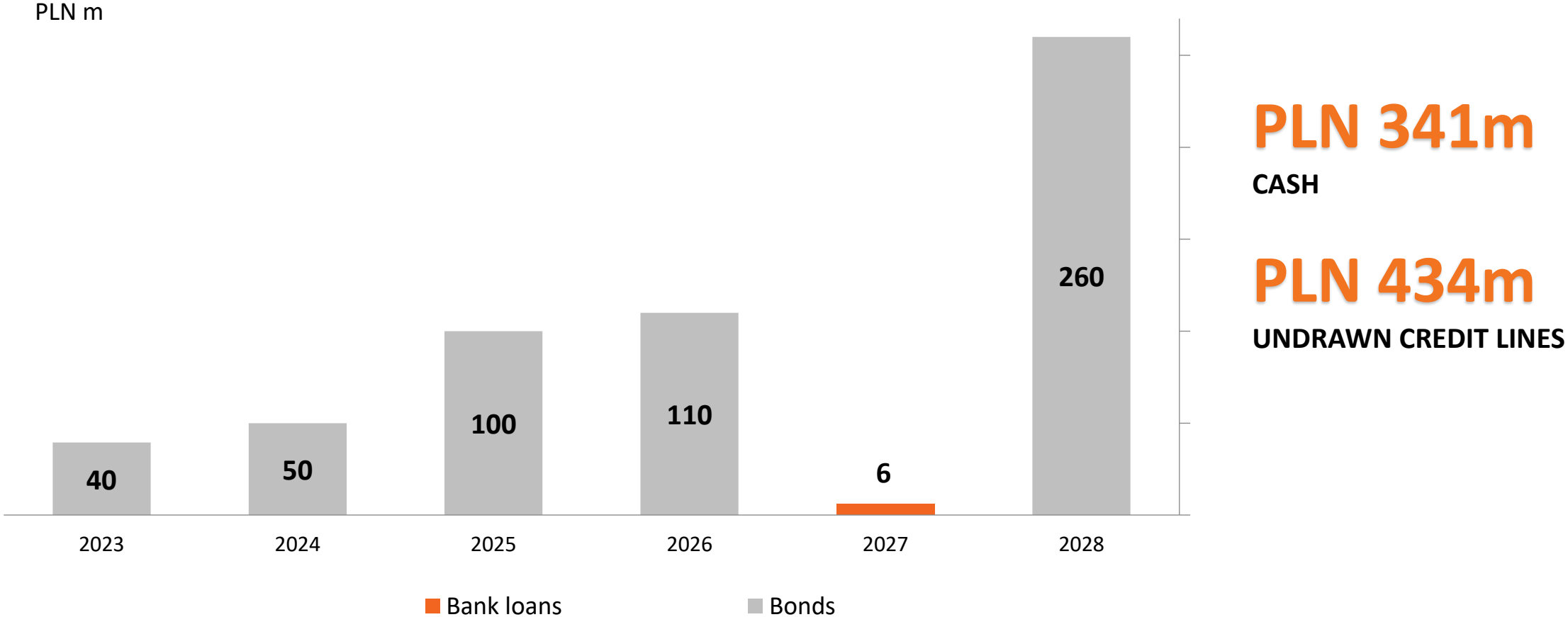
EQUITY AND LIABILITIES	30.09.2023	30.09.2022	Change
Equity	1 390	1 263	10%
Total Liabilities	3 377	2 887	17%
Long-term liabilities	734	505	45%
<i>Incl. Interest-bearing debt (bonds and loans)</i>	526	310	70%
Short-term liabilities, including:	2 643	2 382	11%
<i>Deferred income</i>	1 953	1 719	14%
<i>Interest-bearing debt (bonds and loans)</i>	40	86	(53)%
TOTAL EQUITY AND LIABILITIES	4 767	4 150	15%

PLN m



DEBT MATURITY STRUCTURE

SUCCESSFUL NEW 5Y BOND ISSUE OF PLN 260m



As of 30.09.2023 r.

SUMMARY - 9M 2023



- Dom Development Group is benefiting from a housing market bounce back with highly satisfactory sales performance (up 29% Y-o-Y in Q1-Q3 2023).
- Continued high proportion of investment purchases (cash transactions accounted for 51% of sales in Q3, compared to 54% in Q2 and 60% in Q1 2023)
- Delivery of 2,533 units in the first 9 months of 2023, including 535 in Q3
- 31% gross margin alongside PLN 260m net profit
- Net debt at a safe, low level of PLN 225m (gearing at 16%)
- Finalising the purchase of prospective land - 6 locations with 2,518 units:
 - Warsaw: Polski Walczącej (470 units), Bielany (494)
 - Wrocław: Krzyki (286 units), Wołowska (403), Krakowska (272)
 - Cracow: Park Matecznego (593 units)

APPENDICES

COMMENCEMENT OF HANDOVERS IN Q4 2023



PROJECT	LOCATION	TOTAL NUMBER OF UNITS PER PROJECT	START OF HANDOVER
NOWODWORSKA 43	WROCLAW	36	OCT'23
KONSTELACJA C1-C2	TRI-CITY	82	OCT'23
APARTAMENTY LUDWIKI PHASE 1 BLDG. C	WARSAW	105	OCT'23
APARTAMENTY LUDWIKI PHASE 1 BLDG A, B,D,E	WARSAW	327	NOV'23
METRO ZACHÓD 4 PHASE 2	WARSAW	172	NOV'23
APARTAMENTY SOLIPSKA STAGE 1 PHASE 1	WARSAW	96	NOV'23
APARTAMENTY SOLIPSKA STAGE 1 PHASE 2	WARSAW	91	NOV'23
LAS	TRI-CITY	60	NOV'23
GÓRKA NARODOWA 3 PHASE 1 (B)	CRACOW	136	DEC'23
METRO ZACHÓD 4 PHASE 1	WARSAW	110	DEC'23
METRO ZACHÓD 11 PHASE 1	WARSAW	148	DEC'23
PRZYSTANEK MIĘDZYLESIE	WARSAW	110	DEC'23

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WARSAW

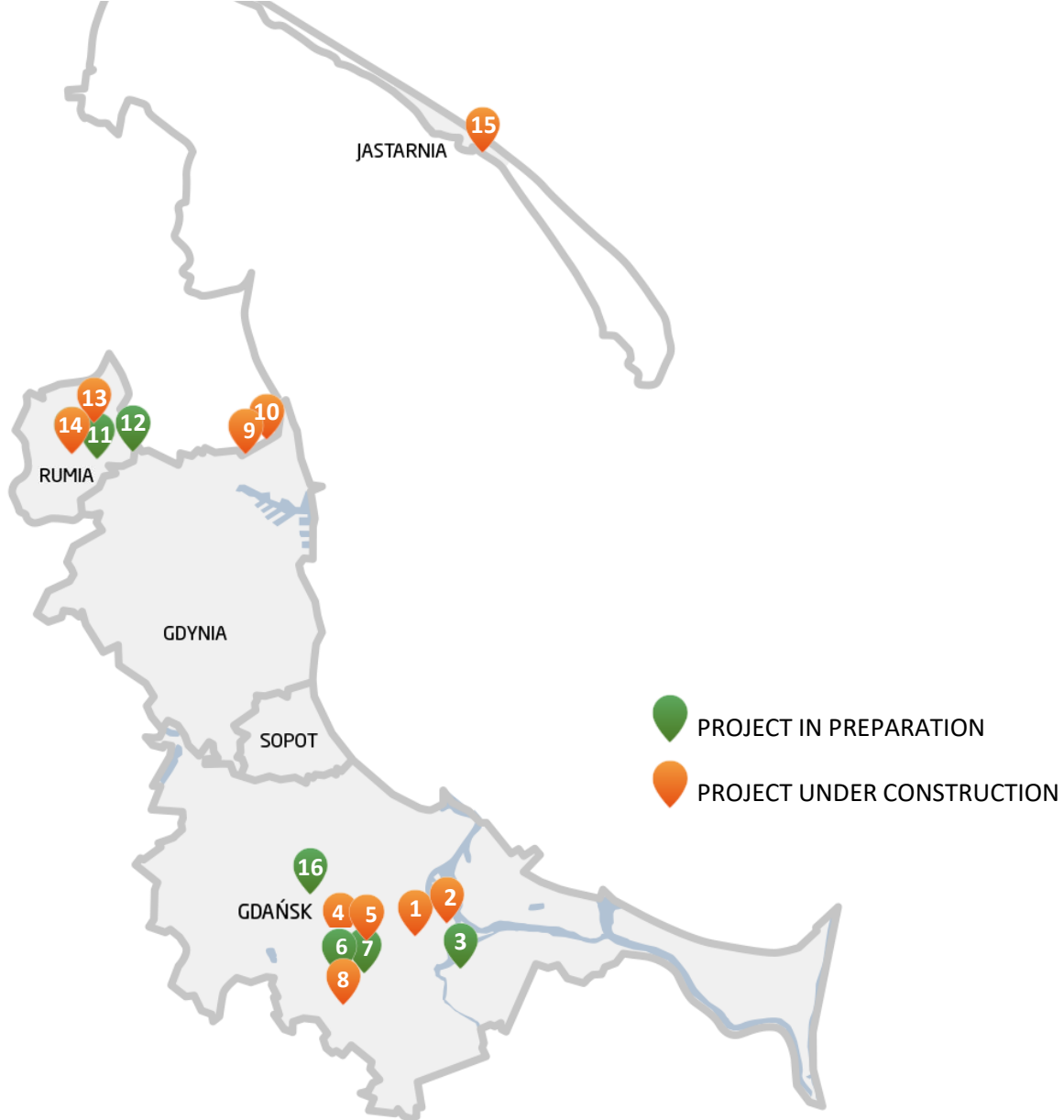
NUMBER OF UNITS, AS OF 30/09/2023



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	METRO ZACHÓD	1 241	1 775
2	APARTAMENTY LITERACKA	100	443
3	APARTAMENTY KOŁO PARKÓW (CIOŁKA)	133	---
4	APARTAMENTY LUDWIKI	432	---
5	URBINO	319	646
6	OSIEDLE PRZY ALEJACH	122	264
7	APARTAMENTY SOLIPSKA	187	---
8	OSIEDLE PRZY FORCIE	---	124
9	OSIEDLE PRZY RYŻOWEJ	151	254
10	BEETHOVENA	---	570
11	APARTAMENTY BIAŁEJ KONICZYNY (PORY)	200	---
12	OSIEDLE MOKOTÓW SPORTOWY (ANTONIEWSKA)	---	1 326
13	PALLADIUM (AKACJE)	---	410
14	OSIEDLE JAGIELLOŃSKA	316	--
15	WILNO	186	294
16	PRZYSTANEK MIĘDZYLESIE	218	---
17	POLSKI WALCZĄCEJ (NEW)	---	470
18	BIELANY (NEW)	---	494
TOTAL WARSAW		3 605	7 070

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION : TRI-CITY

NUMBER OF UNITS, AS OF 30/09/2023



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	PERSPEKTYWA	306	---
2	DOKI	498	489
3	DOLNE MIASTO	---	999
4	SYNTEZA	222	306
5	LEMA	189	---
6	GDAŃSK WARSZAWSKA	---	350
7	WZGÓRZE HOPLITY (GDAŃSK KARTUSKA)	---	110
8	DYNAMIKA	114	---
9	OSIEDLE BEAUFORTA 2	87	147
10	KONSTELACJA	164	490
11	GÓRA MARKOWCA	---	178
12	LOCUS 2	---	150
13	OSIEDLE PRZY BŁONIACH 3	124	403
14	WIDOKI	156	60
15	LAS	60	---
16	LEŚNA GÓRA	---	90
TOTAL TRI-CITY		1 920	3 772

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: WROCLAW

NUMBER OF UNITS, AS OF 30/09/2023



- PROJECT IN PREPARATION
- PROJECT UNDER CONSTRUCTION



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	KRZYKI (NEW)	---	286
2	BRANIBORSKA	187	210
3	OSIEDLE KOMEDY	115	---
4	ZIELNA	195	---
5	APARTAMENTY NAD RZEKĄ	152	---
6	OSOBOWICKA 114	82	---
7	NOWODWORSKA 43	36	---
8	MIĘDZYLESKA	159	248
9	OSIEDLE HARMONIA (STODOLNA)	173	---
10	WOŁOWSKA (NEW)	---	403
11	KRAKOWSKA / APARTAMENTY NAD OŁAWKĄ (NEW)	---	272
TOTAL WROCLAW		1 099	1 419

PROJECTS UNDER CONSTRUCTION AND IN PREPARATION: CRACOW

NUMBER OF UNITS, AS OF 30/09/2023



NO.	PROJECT	UNDER CONSTRUCTION	IN PREPARATION
1	GÓRKA NARODOWA	391	454
2	29 ALEJA	151	345
3	MALBORSKA	90	69
4	PARK MATECZNEGO (NEW)	---	593
TOTAL CRACOW		632	1 461

-  PROJECT IN PREPARATION
-  PROJECT UNDER CONSTRUCTION

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