



Warsaw, 2 October 2024

Dom Development Group sells more than 1,100 units in Q3 2024
Preliminary results for the three months ended 30 September 2024

SALES

- In the three months ended 30 September 2024, net sales of the Dom Development Group (the “Group”) reached 1,156 units, compared with 1,081 in the corresponding period of 2023 (y/y increase of 7%). This includes 491 units sold in Warsaw, 242 in the Tricity, 274 in Wroclaw, and 149 in Krakow.
- The highest sales volumes in the third quarter were recorded in the following projects: Dzielnica Mieszkaniowa Metro Zachód (139 units), Osiedle Przy Alejach (74) and Osiedle Harmonia Mokotów (70) in Warsaw, Osiedle Synteza (43 units) and Osiedle Przy Błoniach (30) in the Tricity, Osiedle Międzyzyleska (58 units), Braniborska 80 (55), and Hubska 100 (36) in Wroclaw, Osiedle Górka Narodowa (56 units) and Apartamenty Park Matecznego (50) in Krakow.
- In the nine months to 30 September 2024, the Group’s net sales were 3,110 units, up from 2,926 units in the first three quarters of 2023 (y/y increase of 6%).

UNITS DELIVERED TO CUSTOMERS

- In the third quarter of 2024, the Group delivered 598 units , compared with 535 units in the same period in 2023. Of these, 263 units were in Warsaw, 140 in the Tri-City, 78 in Wroclaw, and 117 in Krakow.
- Key contributors to Q3 2024 financial results were deliveries in the following projects: Osiedle Urbino (113 units), Osiedle Przystanek Międzyzylesie (51), Dzielnica Mieszkaniowa Metro Zachód (32) and Apartamenty Białej Koniczyny (32) in Warsaw, Widoki (82 units) and Perspektywa (40) in the Tricity, Osiedle Komedy (75 units) in Wroclaw, and Osiedle Górka Narodowa (108 units) in Krakow.
- In the nine months to 30 September 2024, the Group delivered 2,235 units to customers, compared with 2,533 units during the same period last year.
- The Management Board expects that the total number of units delivered in 2024 will significantly surpass the record 3,831 units delivered in 2023.

MARKET OVERVIEW

The third quarter of 2024 saw a continuation of trends prevailing in the second quarter, including a slight cooling of demand relative to 2023, alongside a continued recovery in new-build supply in the largest conurbations. Despite these market conditions, the Group achieved net sales of 1,156 units, better to the strong Q3 2023 result of 1,081 units, and 23% more than in Q2 2024. These figures confirm the ongoing robust demand for our residential offerings, both from mortgage-financed buyers and cash purchasers. In Q3



2024, credit-financed purchases accounted for 47% of our total sales, while cash transactions made up the remaining 53%.

Our goal for 2024 remains to exceed the number of units sold in 2023, when we achieved net sales of 3,906 units. We continue to roll out new, attractive projects.

We also expect 2024 to be a strong year in terms of financial performance, which is driven largely by the number of units we transfer to buyers.

In the first three quarters of 2024, the Group delivered 2,235 units, down 12% year on year. In the fourth quarter, we plan to initiate deliveries across a large number of projects, and we believe we are likely to deliver significantly more units over the whole of 2024 than in 2023, when the number reached a record 3,831 units. All of our developments remain on schedule.

Jarosław Szanajca, President of the Dom Development S.A. Management Board

Leszek Stankiewicz, Vice President of the Dom Development S.A. Management Board and Chief Financial Officer

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The Dom Development S.A. Group (“Dom Development Group”) is Poland’s largest residential developer, offering properties to retail customers in Warsaw, Wrocław, and Krakow, as well as in the Tri-City and its region (through the subsidiary **Euro Styl S.A.**). The Group’s portfolio includes both affordable segment flats and premium apartments. The Group also owns the construction companies **Dom Construction Sp. z o.o.** and **Euro Styl Construction Sp. z o.o.**, which provide general contracting services for a part of its projects. Over its 28 years of operation, the Group has delivered more than 49,000 flats. Since 2006, Dom Development S.A. has been listed on the Warsaw Stock Exchange.

For more information about the Company and our offerings in Warsaw, Wrocław, and Krakow, visit: www.domd.pl

For more information about our offerings in the Tri-City, visit: www.eurostyl.com.pl

