



Warsaw, 3 April 2024

## **Dom Development Group S.A. ('the Group'): Preliminary information on results for Q1 2024**

### **SALES**

- **In Q1 2024 the Group sold 1 011 units net - versus 914 in the corresponding period of 2023 (an increase of 11% YoY), including 422 units in Warsaw, 267 in Tri-City, 203 in Wrocław and 119 in Cracow.**
- **The Group recorded its largest quarterly sales in the following projects: Osiedle Przy Ryzowej (78 units), Harmonia Mokotów (71) Dzielnica Mieszkaniowa Metro Zachód (67) in Warsaw; Osiedle Beauforta (53 units) in Tri-City , Osiedle Braniborska (92 units) in Wrocław and Górka Narodowa (97 units) in Cracow.**

### **DELIVERIES**

- **In Q1 2024, the Group delivered 921 units (versus 1 350 in Q1 2023), including 526 units in Warsaw, 293 in Tri-City, 45 in Wrocław and 57 in Cracow.**
- **The financial results for Q1 2024 were predominantly influenced by the following deliveries: Dzielnica Mieszkaniowa Metro Zachód (303 units), Apartamenty Solipska (101) and Przystanek Międzylesie (100) in Warsaw, Doki (255 units) in Tri-City and Górka Narodowa (57 units) in Cracow.**

### **MARKET**

After a very successful year for Dom Development Group S.A. in 2023, the situation on the residential housing market in the first months of 2024 is helping the organisation to deliver a high level of sales performance. We are a developer with a well-established position, strong brand, high levels of customer confidence and attractive market offering. The first quarter of this year was the fifth consecutive quarter where our net sales exceeded 900 units.

Despite the phasing out of the government's '2% Safe Credit' programme, demand for Dom Development Group flats remains strong. When combined with the speedy replenishment of our offer, we are able to meet our planned sales targets. The overwhelming majority of concluded contracts are now cash transactions. Their share in the first quarter of this year accounted for 56% of total sales, compared to an average of 59% in 2023. In the second half of this year, housing demand may be further bolstered by the introduction of the government's new 'Mieszkanie na start' mortgage support programme. The major challenge for the housing market continues to be the limited supply of new flats.

With a favourable market situation, a substantial land bank and numerous projects already launched (or ready for launch) in 2024 - regardless of whether and when the announced government programme is launched – the clear target for Dom Development S.A. Capital Group is to exceed the number of units sold in 2023, when net sales reached 3,906 units.



The financial results published by developers are mainly dependent on the number of units handed over to buyers in a given period. Owing to the complex schedules of ongoing projects, DOM Development Group S.A. handed over fewer units in Q1 2024 than in the corresponding period of 2023. Nevertheless, the handover potential for the whole of 2024 is higher than for the previous record year, when the keys to 3 831 units were handed over to the Group's customers.

All of Dom Development Group S.A.'s projects are built by in-house general contractors – Dom Construction and Euro Styl Construction. They are the project guarantors of timeliness, superior quality, and economic efficiency. With stabilised prices for construction services and materials, the Group is able to deliver satisfactory margins. All of these elements should translate positively into Dom Development Group S.A.'s financial results for 2024.

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

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

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**Dom Development Group S.A. ('Dom Development Group')** is Poland's largest residential developer. Its offer is aimed at individual customers in Warsaw, Wrocław, Cracow and Tri-City (through **Euro Styl S.A.**). The Group's offer includes both popular segment flats and superior apartments. The Group also includes **Dom Construction Sp. z o.o.**, and **Euro Styl Construction Sp z o.o.** who act as general contractors for most of its projects. In its 28 years, the Group has delivered more than 49,000 flats. Since 2006, Dom Development S.A. has been listed on the Warsaw Stock Exchange.

**Additional information about the company and our offer in Warsaw, Wrocław and Cracow is available at: [www.domd.pl](http://www.domd.pl)**

**Additional information about our offer in Tricity is available at: [www.eurostyl.com.pl](http://www.eurostyl.com.pl)**

