



Warsaw, 5 January 2024

Dom Development S.A. Consolidated Group: Trading update Q4 2023 and 2023

SALES

- **In 2023, Dom Development Group S.A sold 3 906 units net, 26% up on 2022 (where net sales totalled 3 093 units (excluding PRS)).**
- **Group sales for Q4 2023 totalled 980 units net, up 831 units on Q4 2022 (18% increase YoY), of which 455 units were in Warsaw, 275 in Tri-City, 145 in Wroclaw and 105 in Cracow.**
- **The highest sales volumes came from the following projects: Przy Ryżowej (80 units) and Dzielnica Mieszkaniowa Metro Zachód (75) in Warsaw, Synteza (38 units), Dynamika (36) and Doki (36) in Tri-City, Braniborska (40 units) and Międzyzleska (32) in Wroclaw and Górka Narodowa (64 units) in Cracow.**

DELIVERIES

- **In 2023, Group deliveries were a record 3 831 units, up from 3 666 units in 2022.**
- **Group deliveries for Q4 2023 totalled 1 298 units net (up 1 068 on Q4 2022), 704 units of which were in Warsaw, 193 in Tri-City, 331 in Wroclaw and 70 in Cracow.**
- **The financial results for Q4 2023 were largely influenced by the following project deliveries: Apartamenty Ludwiki (408 units) and Dzielnica Mieszkaniowa Metro Zachód (190) in Warsaw, Konstelacja (67 units) and Las (46) Tri-City, Chociebuska 11 (174 units) and Zielna (133) in Wroclaw and Górka Narodowa (70 units) in Cracow.**

MARKET

The residential market in Q4 2023 saw very good sales performance for developers with well-suited offerings. This was exemplified by Dom Development.

Demand for flats remained robust, with a rising number of purchases financed through mortgages, a significant number of which within the "2% Safe Credit" programme. For Dom Development Group, the programme had a positive impact on unit sales, primarily in Tri-City (in such locations as Rumia and Pogórze in Gdynia), as well as in Wroclaw and Cracow. Demand for property as an investment also remained strong, with cash transactions accounting for 55% of Dom Development Group sales in Q4 2023.

Robust demand, in turn, contributed to a further rise in residential prices, albeit at a more moderate rate than in previous quarters as a result of increased supply

With such growth in mind, Dom Development Group continued to expand its portfolio. Q4 2023 saw the launch of new projects such as Osiedle Harmonia Mokotów in Warsaw and further phases of projects already under construction (Dzielnica Mieszkaniowa Metro Zachód and Przy Ryżowej in Warsaw, Synteza and Beauforta 2 in Tri-City and Górka Narodowa in Cracow).



The situation in the housing market for the coming quarters will be largely contingent on how the First Flat programme is reconstituted. According to initial pronouncements from the Ministry of Development and Technology, a new ‘Flat Starter’ programme is expected to come into effect around the middle of this year. Any impact on demand will depend on the final eligibility criteria for planned support. If put into effect, the new regulations may allow to plan new investments more boldly, and bring greater market equilibrium - stabilising sales volumes and property prices. On the flip side, demand is likely to be boosted in the medium-to-long term by falling inflation and sustained growth in real wages.

Dom Development Group is performing very well in the current macroeconomic environment. In 2023, it strengthened its leading market position in Poland, with sales up 26% YoY to 3 906 units net. At the same time, a record 3 831 units were handed over, 165 units up on the previous record of 3 666 in 2022. This will translate positively into the Group's recognised revenue and financial results for 2023.

Among our competitive advantages are our large, continuously replenished and diversified land bank and the Group's in-house general contractors - Dom Construction and Euro Styl Construction. This ensures consistent and high-quality workmanship, timely delivery of all projects, cost efficiency and the achievement of satisfactory margins.

Jarosław Szanajca, President of the Management Board

Leszek Stankiewicz, Vice President of the Management Board, Chief Financial Officer