

**Dom Development S.A.** Consolidated financial statements for the year ended 31 December 2013

# DOM DEVELOPMENT S.A.

# CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED

# **31 DECEMBER 2013**

Prepared in accordance with the International Financial Reporting Standards



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# 1. APPROVAL OF THE CONSOLIDATED FINANCIAL STATEMENTS BY THE MANAGEMENT BOARD OF THE COMPANY

These consolidated financial statements for the year ended on 31 December 2013, comprising:

- the consolidated balance sheet prepared as at 31 December 2013 with the balance of total assets and total liabilities in the amount of PLN 1 728 894 thousand;
- consolidated income statement for the period from 1 January 2013 to 31 December 2013 with a net profit of PLN 54 540 thousand;
- consolidated statement of comprehensive income for the period from 1 January 2013 to 31 December 2013 with a total net comprehensive income of PLN 54 576 thousand;
- consolidated statement of changes in shareholders' equity in the period from 1 January 2013 to 31 December 2013 with the balance of shareholders' equity in the amount of PLN 856 541 thousand as at 31 December 2013;
- consolidated cash flow statement for the period from 1 January 2013 to 31 December 2013 with the PLN 322 250 thousand net cash and cash equivalents as at 31 December 2013;
- additional notes to the consolidated financial statements.

were prepared and approved by the Management Board of the Company on 25 February 2014.

Jarosław Szanajca, President of the Management Board

Janusz Zalewski, Vice President of the Management Board Jerzy Ślusarski, Vice President of the Management Board

Janusz Stolarczyk, Member of the Management Board Terry R. Roydon, Member of the Management Board



# 2. CONSOLIDATED BALANCE SHEET

ASSETS	Note	31.12.2013	31.12.2012
Fixed assets			
Intangible assets	7.6	1 189	1 211
Tangible fixed assets	7.7	4 690	5 308
Investments in associates and jointly controlled entities	7.9	-	-
Long-term receivables	7.10	1 601	1 679
Other financial assets		9	38
Total fixed assets		7 489	8 236
Current assets			
Inventory	7.11	1 346 599	1 305 568
Trade and other receivables	7.12	43 328	27 980
Other current assets	7.13	4 071	7 219
Short-term financial assets	7.14	5 157	234 769
Cash and cash equivalents	7.15	322 250	175 918
Total current assets		1 721 405	1 751 454
Total assets		1 728 894	1 759 690

EQUITY AND LIABILITIES	Note	31.12.2013	31.12.2012
Shareholders' equity			
Share capital	7.16	24 753	24 715
Share premium	7.17	234 283	233 733
Other capital (supplementary capital)		517 521	517 362
Reserve capital from valuation of share options	7.44	25 113	25 089
Reserve capital from valuation of cash flow hedges		(22)	(58)
Reserve capital from reduction of share capital		510	510
Unappropriated profit		54 896	91 671
Equity attributable to the shareholders of parent company		857 054	893 022
Non-controlling interests		(513)	(621)
Total shareholders' equity		856 541	892 401
Liabilities			
Long-term liabilities			
Loans, long-term portion	7.20	174 000	177 000
Bonds, long-term portion	7.21	270 000	220 000
Deferred tax provision	7.23	7 779	7 866
Long-term provisions	7.24	13 162	15 237
Other long-term liabilities	7.25	23 697	32 583
Total long-term liabilities		488 638	452 686
Short-term liabilities			
Trade payables, tax and other liabilities	7.26	140 361	131 548
Loans, short-term portion	7.20	-	33 000
Bonds, short-term portion	7.21	-	-
Accrued interest on loans and bonds	7.22	3 803	4 310
Corporate income tax payables		1 682	2 507
Short-term provisions	7.27	6 316	6 325
Deferred income	7.28	231 553	236 913
Total short-term liabilities		383 715	414 603
Total liabilities		872 353	867 289
Total equity and liabilities		1 728 894	1 759 690



**Dom Development S.A.** Consolidated income statement for the year ended 31 December 2013 (all amounts in thousand PLN unless stated otherwise)

# 3. CONSOLIDATED INCOME STATEMENT

		Year ended			
	Note	31.12.2013	31.12.2012		
Sales revenue	7.35	676 377	851 413		
Cost of sales	7.36	(519 316)	(647 435)		
Gross profit on sales		157 061	203 978		
Selling costs	7.36	(40 106)	(38 837)		
General administrative expenses	7.36	(42 406)	(46 395)		
Other operating income	7.38	10 005	3 983		
Other operating expenses	7.39	(11 220)	(9 218)		
Operating profit		73 334	113 511		
Financial income	7.40	2 525	6 816		
Financial costs	7.41	(6 166)	(6 815)		
Profit before tax		69 693	113 512		
Income tax	7.33	(15 153)	(22 279)		
Net profit		54 540	91 233		
Net profit attributable to:					
Shareholders of the parent company		54 432	91 217		
Non-controlling interests		108	16		
Earnings per share:					
Basic, from the profit for the period, attributable to parent company's shareholders (PLN)	7.32	2.20	3.70		
Diluted, from the profit for the period, attributable to parent company's shareholders (PLN)	7.32	2.20	3.69		



#### **DOM DEVELOPMENT S.A.** Consolidated statement of comprehensive income for the year ended 31 December 2013 (all amounts in thousand PLN unless stated otherwise)

# 4. CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

	Year ended		
	31.12.2013	31.12.2012	
Net profit	54 540	91 233	
Other comprehensive income			
Net change to cash flow hedges	44	(72)	
Income tax	(8)	14	
Other net comprehensive income	36	(58)	
Total net comprehensive income	54 576	91 175	
Net comprehensive income attributable to:			
Shareholders of the parent company	54 468	91 159	
Non-controlling interests	108	16	



# 5. CONSOLIDATED CASH FLOW STATEMENT

		Year end	led
	Note	31.12.2013	31.12.2012
Cash flow from operating activities			
Cash flow from operating activities Profit before tax		69 693	112 512
Adjustments:		09 095	113 512
Depreciation		3 139	2 994
(Profit)/loss on foreign exchange differences		9	2 99-
(Profit)/loss on investments		3	
Interest cost/(income)		15 760	563 19 094
Cost of the management option programmes		24	19 09-
Changes in the operating capital		27	805
Changes in provisions		(2 085)	1 /11
		(42 478)	1 411
Changes in inventory			160 688
Changes in receivables		(15 269) (4 356)	21 199
Changes in short-term liabilities, excluding loans and bonds			(68 430)
Changes in prepayments and deferred income		(6 049)	(90 518)
Other adjustments		(9)	(321)
Cash flow generated from operating activities		18 382	161 322
Interest received		17 414	24 077
Interest paid		(28 397)	(35 359)
Income tax paid Net cash flow from operating activities		(16 073) (8 674)	(24 415) <b>125 62</b> 5
Cash flow from investing activities Proceeds from the sale of intangible assets and tangible fixed assets		79	268
Proceeds from borrowings granted		-	-
Bank deposits with a maturity over three months (made and/or closed)		233 863	(233 910)
Acquisition of intangible and tangible fixed assets		(2 476)	(3 641)
Acquisition of financial assets		-	(880)
Net cash flow from investing activities		231 466	(238 163)
Cash flows from financing activities			
Proceeds from issue of shares (exercise of share options)		588	2 353
Proceeds from contracted loans	7.20	30 000	50 000
Commercial papers issued	7.21	50 000	120 000
Repayment of loans and borrowings	7.20	(66 000)	(57 134
Redemption of commercial papers	7.21	(00 000)	(170 000
Dividends paid	7.19	(91 048)	(37 006
Payment of financial lease liabilities	7.13	-	(37 000)
		(76 460)	(91 791)
Net cash flow from financing activities			
		146 332	(204 329)
Net cash flow from financing activities Increase / (decrease) in net cash and cash equivalents Cash and cash equivalents – opening balance	7.15	146 332 175 918	(204 329) 380 247



**Dom Development S.A.** Consolidated statement of changes in shareholders' equity for the year ended 31 December 2013 (all amounts in thousand PLN unless stated otherwise)

# 6. CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

	Share capital	Share	Other	F	leserve capital	I		Equity attributable	Non-	Total
		premium less treasury shares	capital (supplemen tary capital)	from reduction of share capital	from valuation of cash flow hedges	from valuation of share options	Accumulated unappropriated profit (loss)	to the shareholders of parent company	control- ling interests	share- holders' equity
Balance as at 1 January 2013	24 715	233 733	517 362	510	(58)	25 089	91 671	893 022	(621)	892 401
Share capital increase by exercising share options (note 7.16, 7.17)	38	550	-	-	-	-	-	588	-	588
Transfer of profit to supplementary capital	-	-	159	-	-	-	(159)	-	-	-
Payment of dividends to shareholders	-	-	-	-	-	-	(91 048)	(91 048)	-	(91 048)
Creation of reserve capital from the valuation of the share options	-	-	-	-	-	24	-	24	-	24
Net profit for the reporting period	-	-	-	-	-	-	54 432	54 432	108	54 540
Other net comprehensive income for the reporting period	-	-	-	-	36	-	-	36	-	36
Balance as at 31 December 2013	24 753	234 283	517 521	510	(22)	25 113	54 896	857 054	(513)	856 541

		Share	Other	F	Reserve capital	I		Equity attributable	Non-	Total
	Share capital	premium less treasury shares	capital (supplemen tary capital)	from reduction of share capital	from valuation of cash flow hedges	from valuation of share options	Accumulated unappropriated profit (loss)	to the shareholders of parent company	controlli ng interests	share- holders' equity
Balance as at 1 January 2012	24 560	231 535	471 528	510	-	24 280	83 293	835 706	(637)	835 069
Share capital increase by exercising share options (note 7.8)	155	2 198	-	-	-	-	-	2 353	-	2 353
Transfer of profit to supplementary capital	-	-	45 834	-	-	-	(45 834)	-	-	-
Payment of dividends to shareholders	-	-	-	-	-	-	(37 005)	(37 005)	-	(37 005)
Creation of reserve capital from the valuation of the share options	-	-	-	-	-	809	-	809	-	809
Net profit for the reporting period	-	-	-	-	-	-	91 217	91 217	16	91 233
Other net comprehensive income for the reporting period	-	-	-	-	(58)	-	-	(58)	-	(58)
Balance as at 31 December 2012	24 715	233 733	517 362	510	(58)	25 089	91 671	893 022	(621)	892 401



# 7. ADDITIONAL NOTES TO THE FINANCIAL STATEMENTS

# 7.1. General information about the parent company of the Dom Development S.A. Capital Group and the Group

General information about the parent company of the Dom Development S.A. Capital Group

The parent company of Dom Development S.A. Capital Group ("the Group") is the public limited company Dom Development S.A. ("the Company" / "the parent company") with its registered office in Warsaw (00-078 Warsaw, Plac Piłsudskiego 3) entered into the National Court Register under number 0000031483, maintained by the District Court for the capital city of Warsaw, 12th Commercial Division of the National Court Register.

According to the Polish Classification of Business Activity the Company's scope of activity is the development of building projects – PKD 4110Z (NACE F41.1). The Group conducts its activities mainly in Warsaw and its vicinity, and Wrocław.

The Company is a majority-owned subsidiary of Dom Development B.V. with its registered office in the Netherlands. As at 31 December 2013 the parent company Dom Development S.A. was controlled by Dom Development B.V. which held 59.49% of the Company's shares.

#### **General information about the Group**

The Group's structure and the parent company interest in the share capital of the entities comprising the Group as at 31 December 2013 is presented in the table below:

Entity	Country of registration	% of the share capital held by the parent company	% of the votes held by the parent company	Consolidation method
Subsidiaries				
Dom Development Morskie Oko sp. z o.o., under liquidation	Poland	100%	100%	full consolidation
Dom Development Grunty sp. z o.o.	Poland	46%	100%	full consolidation

#### The Group has been also engaged in the joint venture:

The Group has been also engaged in the joint venture.							
Fort Mokotów sp. z o.o., under liquidation	Poland	49%	49%	equity method			

The main area of activity of the Group is the construction and sale of residential real estate.

The main area of activity of Dom Development Grunty sp. z o.o., a subsidiary is purchase of real estate for development activities of the Group.

The liquidation of Fort Mokotów Sp. z o.o., under liquidation was commenced on 28 July 2008, having completed Marina Mokotów investment.

All companies operating within the Group conduct business activities in the territory of Poland under the Code of Commercial Companies and Partnerships and their term of operation is unlimited, except for Fort Mokotów sp. z o.o. w likwidacji and Dom Development Morskie Oko sp. z o.o. w likwidacji, both under liquidation.

In the twelve-month period ended 31 December 2013 the Group did not discontinue any of its activities.

In the twelve-month period ended 31 December 2013 the Group did not make any material changes to its structure, including mergers, acquisitions or sale of the Group's entities, long-term investments, demergers, restructuring or discontinuation of activities.



#### 7.2. Basis for the preparation of the consolidated financial statements

These consolidated financial statements have been prepared on a historical cost basis.

The consolidated financial statements have been prepared on the assumption that the companies operating within the Group will continue as a going concern in the foreseeable future. No circumstances that would indicate that there is a threat to the continued activity of the Group are known as at the date of the approval of these consolidated financial statements.

The functional currency of the parent company and other companies incorporated in these consolidated financial statements id Polish zloty PLN. These consolidated financial statements are stated in Polish zloty (PLN). Financial data included in the consolidated financial statements are expressed in thousands of PLN unless stated otherwise.

The principles of measurement of assets, liabilities and financial result presented in the additional information to the consolidated financial statements are consistent with the accounting principles adopted by the parent company.

#### 7.3. Compliance statement

Polish law requires the Group to prepare its consolidated financial statements in accordance with the International Financial Accounting Standards (IFRS) adopted by the European Union (EU). Having considered the process of IFRS introduction that takes place in the EU and the activities of the Group, in the context of accounting policies applied by the Group there are no differences in IFRS that have been put into force and IFRS that have been endorsed by the EU for the financial year ended 31 December 2013.

These consolidated financial statements were prepared in accordance with all applicable IFRSs that have been adopted by the European Union.

IFRSs comprise standards and interpretations approved by the International Accounting Standards Board ("IASB") and the International Financial Reporting Interpretations Committee ("IFRIC").

Certain companies operating within the Group keep their books of accounts in accordance with accounting policies (principles) specified in the Accounting Act dated 29 September 1994 ("the Accounting Act") as amended and the regulations issued based on that Act ("Polish Accounting Standards"). The consolidated financial statements incorporate certain adjustments, not included in the books of account of such companies operating within the Group, which were made in order to align the financial statements to IFRS.

These consolidated financial statements are prepared based on the same accounting principles (policies) as for the consolidated financial statements of the Group for the year ended 31 December 2012, except for the following amendments to existing standards and new interpretations that are effective for annual periods beginning on 1 January 2013:

- Amendments to IAS 19 Employee Benefits effective for annual periods beginning on or after 1 January 2013.
- Amendments to IAS 1 Presentation of Financial Statements effective for annual periods beginning on or after 1 July 2012.
- Amendments to IAS 12 *Income Taxes*: *Recovery of Underlying Assets* effective for annual periods beginning on or after 1 January 2012 in the EU effective latest for annual periods beginning on or after 1 January 2013.
- IFRS 13 Fair Value Measurement effective for annual periods beginning on or after 1 January 2013.
- Amendments to IFRS 7 *Financial instruments*: Disclosures: *Offsetting of Financial Assets and Financial Liabilities* effective for annual periods beginning on or after 1 January 2013.
- Improvements resulting from IFRS reviews (published in May 2012) effective for annual periods beginning on or after 1 January 2013.
- Amendment to IFRS 1 *First-time Adoption of International Financial Reporting Standards: Severe Hyperinflation and Removal of Fixed Dates for First-time Adopters* effective for annual periods beginning on or after 1 July 2011. In the EU these amendment is effective for annual periods beginning on or after 1 January 2013.
- Amendment to IFRS 1 *First-time Adoption of International Financial Reporting Standards*: *Government Loans* effective for annual periods beginning on or after 1 January 2013.



- IFRIC 20 *Stripping Costs in the Production Phase of a Surface Mine* effective for annual periods beginning on or after 1 January 2013
- Amendments to IAS 1 Explanations concerning comparative data requirement.
- Amendments to IAS 36 Impairment of assets: recoverable amount disclosures for non-financial assets.

The introduced amendments and new standards were scrutinized by the Group and they do not materially affect the Group's financial position, operating results or the scope of information presented in these consolidated financial statements.

Moreover, the Group has decided for earlier adoption of *IFRS 10 Consolidated Financial Statements*, *IFRS 11 Joint Ventures*, IFRS 12 *Disclosure of Interests in Other Entities and amendments to IAS 27 and IAS 28 republished as IAS 27 Separate Financial Statements and IAS 28 Investments in associates and joint ventures*. The earlier adoption of these standards and improvements had no significant impact on these consolidated financial statements of the Group. The Group has not adopted earlier of any other standard, interpretation or improvement/amendment, which was published and has not yet come into force.

The following standards and interpretations issued by the International Accounting Standards Board or the International Financial Reporting Interpretation Committee that have not come into force:

- Phase one for IFRS 9 *Financial instruments*: Classification and measurement, as amended not effective due to postponement by the IASB, without any date scheduled for the approval,
- Amendments to IAS 32 *Financial instruments*: *presentation: Offsetting of Financial Assets and Financial Liabilities* effective for annual periods beginning on or after 1 January 2014.
- Amendments to IFRS 10, IFRS 12 and IAS 27 *Investment Entities* (published on 31 October 2012) effective for annual periods beginning on 1 January 2014.
- IFRIC 21 *Levies* effective for annual periods beginning on or after 1 January 2014 not endorsed by the EU until the date of approval of these financial statements,
- Amendments to IAS 36 Recoverable Amount Disclosures for Non-financial Assets (published on 29 May 2013) effective for annual periods beginning on or after 1 July 2014.
- Amendments to IAS 39 Novation of Derivatives and Continuation of Hedge Accounting (published on 27 June 2013) effective for annual periods beginning on or after 1 January 2014.
- Amendments to IAS 19 Defined benefit plans: Employee Contributions (published on 21 November 2013) effective for annual periods beginning on or after 1 July 2014 – not endorsed by the EU until the date of approval of these financial statements,
- *Improvements resulting from IFRS reviews 2010-2012* some amendments effective for annual periods beginning on or after 1 July 2014, and some prospectively for the transactions effected on or after 1 July 2014 not endorsed by the EU until the date of approval of these financial statements,
- *Improvements resulting from IFRS reviews 2011-2013* effective for annual periods beginning on or after 1 July 2014 not endorsed by the EU until the date of approval of these financial statements,
- IFRS 14 *Regulatory Deferral Accounts* effective for annual periods beginning on or after 1 January 2016 not endorsed by the EU until the date of approval of these financial statements,

The Management Board does not expect that the introduction of the above mentioned standards and interpretations should materially impact the accounting policies adopted by the Group.



### 7.4. Significant accounting policies

#### **Basis of consolidation**

These consolidated financial statements comprise the financial statements of Dom Development S.A. and its subsidiaries prepared for the year ended 31 December 2013. The financial statements of the subsidiaries, after giving consideration to the adjustments made to achieve conformity with IFRS, are prepared for the same reporting period as those of the parent company, using consistent accounting policies, and based on the same accounting policies applied to similar business transactions and events. Adjustments are made to bring into line any dissimilar accounting policies that may exist.

All significant intercompany balances and transactions, including unrealised gains arising from intra-group transactions, have been eliminated in full. Unrealised losses are eliminated unless they indicate an impairment.

Subsidiaries are consolidated from the date on which control is transferred to the Group and cease to be consolidated from the date on which control is transferred out of the Group. Control is exercised by the parent company when the parent company holds, directly or indirectly, through its subsidiaries, more than half of the votes at the shareholders' meeting of that subsidiary, unless it is possible to prove that such holding does not represent control. Control is also exercised if the Company has the power to govern the financial or operating policy of a subsidiary.

Changes in the ownership interest of the parent company which do not result in the loss of control over a subsidiary are accounted for as equity transactions. In such cases, the Group adjusts the carrying value of the controlling interests and non-controlling interests in order to reflect the relative changes in the interests in the subsidiary. All differences between the value of the adjustment to the non-controlling interests and the fair value of the amount paid or received, are accounted for as the shareholders' equity and attributed to the owners of the parent company.

#### Investments in associates and jointly controlled entities

Investment in associates and jointly controlled entities are accounted for using the equity method. Associates and jointly controlled entities are entities in which the parent company has, either directly or through its subsidiaries, significant influence and which are not its subsidiaries. The financial statements of the associates and jointly controlled entities are the basis for valuation of shares held by the parent company using the equity method. The reporting periods applied by the associates and the parent company are the same. These entities apply accounting policies as defined in the Accounting Act. Relevant adjustments are made to align financial data of the associates and jointly controlled entities with IFRS applied by the Group, before the share in their net assets is calculated. Investments in the associates and jointly controlled entities are disclosed in the balance sheet at cost plus post-purchase changes in the parent's share in the associates' and the entities' net assets, less any impairment losses. The consolidated income statement reflects the parent's share in the results of the associated and jointly controlled entities. A carrying value adjustment may also be required due to a change in proportion of the share in the associated or the jointly controlled entity, resulting from changes in other comprehensive income of this entity. The Group's share in these changes is disclosed in other comprehensive income of the suscessment of the investment in associates and jointly controlled entities takes place when there are reasons indicating that such impairment occurred or when impairment write down made in the past years is no longer required.

#### **Tangible fixed assets**

All tangible fixed assets are stated at purchase price less accumulated depreciation (except for land), less accumulated impairment write downs. Replacement cost of existing parts of a tangible fixed asset can be capitalised, if material. Depreciation is calculated on straight-line basis over the useful life of the asset. Depreciation rates for buildings and structures range from 2.5% to 4.5%, for vehicles the rate applied is 20% and for other fixed assets from 10% to 30%.

#### Inventory

#### Finished goods

Finished goods represent mainly housing units and parking places. They are valued at the lower of either the cost or net realizable value.

The net realisable value is the estimated sales price evaluated by the Management Board based on market prices.



#### Work in progress

Work in progress is valued at the lower of either the purchase price/cost of production or net realisable value. In case of discrepancies an impairment write down is made. For the Company's real estate development projects, assessment of the need for impairment write down is determined using the "inventory impairment test" described below based on the analysis of production costs and net realisable value.

#### Inventory impairment test:

If a construction project is expected to generate a loss, this entails a revaluation write down of work in progress (including the value of land), which is immediately recognised in the income statement.

For each real estate development project there are budgets prepared, which cover both, past and future cash flows for each undertaken project. These budgets are subject to revaluation at least once every three months. For the purposes of impairment review, budgets of projects cover all past and projected net revenues less direct costs of land acquisition, design, construction and other costs related to the preparation of a project, show-flats and sales offices on-site. These budgets are also encumbered with related past and projected costs of external financing and projected claims from customers (if applicable).

The budgets of projects are prepared in compliance with the prudence principle.

If a project contribution, calculated taking into account all revenues and the above-mentioned costs, is positive, there is no need to make an inventory impairment revaluation write down. A negative contribution implies that there is a potential problem of impairment, which, following a thorough analysis of cash flows for a given project, results in the recording of an impairment revaluation write down in the amount of the estimated negative value of this contribution.

The revaluation write down is recognized as the cost of sales in "Inventory write down to the net realisable value". The reversal, if any, of such an impairment write down for a given project is possible if the projected contribution for this project assumes a positive value.

If the project consists of several stages, the inventory impairment review is conducted in the following manner:

- a) all future phases of the project are treated as a single project for the purposes of impairment review,
- b) each phase of the project, in which sales and construction have already begun, is separated from the rest of the (construction) project and is considered separately for the purposes of impairment review.

#### **Costs of external financing**

Costs of external financing are disclosed as costs in the income statement in the period, in which they were incurred, except for capitalized costs, i.e. costs that may be assigned to costs of production of qualifying assets (in the case of the Group: to work-in-progress) as a part of their production costs.

The financial costs are capitalized into work-in-progress exclusively in the period, during which the real estate development project is active. The project is considered active if designing or construction work is underway for the acquired land and during the process of obtaining key administrative decisions necessary to run the project.

The financial costs cease to be capitalized upon completion of substantially all activities, which have to be undertaken in order to prepare flats for hand-over to customers.

The capitalization of financial costs is suspended in the case of suspension of activities connected with the projectrelated investment activity, including works related to design, the construction process and obtaining required permits and administrative decisions concerning the project.

#### Trade and other receivables

Trade receivables are recognised and disclosed at original invoice amounts less provision for bad debts. Revaluation write down for doubtful debt is estimated when it is unlikely to collect the full amount of a receivable.

If the effect of the time value of money is material, the value of receivables is determined by discounting the estimated future cash flows to present value. Where discounting is used, any increase in the balance due to the passage of time is recognized as financial income.



Bank deposits with a maturity over three months

Bank deposits with a maturity over three months (as of the date when they are made) are presented in "Short-term financial assets".

#### **Cash and cash equivalents**

Cash and short-term deposits with the maturity of up to three months (when created) are disclosed in the balance sheet at a nominal value and comprise cash at banks, in hand and short-term deposits with an original maturity of three months or less. For the purpose of the cash flow statement, the balance of cash and cash equivalents consist of cash and cash equivalents as defined above less outstanding bank overdrafts.

#### Interest-bearing loans, borrowings and commercial papers

All loans, borrowings and commercial papers are initially recognized at the fair value less transaction costs associated with the loans or borrowings.

After initial recognition, interest-bearing loans, borrowings and commercial papers are subsequently valued at amortised cost, using the effective interest rate method.

Amortised cost is calculated by taking into account any transaction costs for loan or borrowing, and any discount or premium related to raising the funds.

#### Trade payables, tax and other liabilities

Short-term trade payables, and tax and other liabilities are disclosed at the amount due and payable.

If the effect of the time value of money is material (in particular it relates to the guarantee retentions), the value of payables is determined by discounting the estimated future cash flows to present value. Where discounting is used, any decrease in the balance due to the passage of time is recognized as financial cost.

#### **Provisions**

Provisions are created when the companies operating within the Group have a present obligation (legal or constructive) as a result of a past event, and if it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. The expense relating to any provision is disclosed in the income statement net of any reimbursement.

#### **Revenue recognition**

Revenue is recognised to the extent that it is probable that the Group will achieve economic benefits from a given transaction and the revenue can be reliably measured. The following specific recognition criteria must be met before revenue is recognised:

#### Sale of products

The revenue from the sale of real estate (housing units, commercial space, etc.) – pursuant to the guidelines included in IFRIC 15 "Agreements for the Construction of Real Estate" – this revenue is recognised at the moment when control over the real estate is transferred to the buyer of said real estate together with the transfer of significant risks and rewards typical to the ownership rights. According to the Company's judgement this occurs at the moment of handover of the real estate to the buyer, which is based on a handover document signed by both parties and subject to the condition that the buyer has made 100% payment of the sale price for the real estate.

#### Sale of services

The revenue from the sale of services, including income from housing real estate administration fees, is recognized within the period when a service is provided.

#### **Foreign currency translation**

The financial statements are presented in PLN, which is the Group's functional (for measurement) and presentation currency. Transactions in foreign currencies are initially recorded at the exchange rate of the functional currency at the



date of the transaction. Pecuniary assets and liabilities in foreign currencies are translated at the exchange rate of the functional currency applicable on the balance sheet date. The exchange rate differences are recognised in the income statement as financial income/cost.

Taxes

#### Current tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those applicable as at the balance sheet date.

#### Deferred tax

For financial reporting purposes, the deferred tax is calculated by the method of the balance sheet liabilities in relation to the timing differences as at the balance sheet date between the tax value of assets and liabilities and their carrying value recognized in the financial statements.

Deferred tax assets are recognised with regards to all negative timing differences, carry-forward of unused tax credits and unused tax losses to the extent that it is probable that the taxable profit will be available against which the deductible timing differences and the carry-forward of unused tax credits and unused tax losses, can be utilised.

The carrying value of a deferred tax asset is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be realised. An unrecognised deferred tax asset is reassessed at each balance sheet date and is recognised to the extent that it reflects the probability that future taxable profit will allow the deferred tax asset to be recovered.

The provision for deferred tax is created in the amount of the income tax that will be payable in future due to positive timing differences, i.e. the differences that will increase the taxable base in the future.

The assets and provisions for deferred tax are valued at the tax rates that are expected to be applicable to the year when the asset component is realised or the provision is released, assuming as the basis the tax rates (and tax regulations) that are legally or actually applicable as at the balance sheet date.

The income tax for the items recognised outside of the income statement is recognised outside of the income statement, that is in other comprehensive income for items recognised as other comprehensive income or directly in the shareholders' equity for items recognised as the shareholders' equity.

The assets and provisions for deferred tax are offset by the Group only if a legally enforceable right exists to offset the current tax assets against current tax liabilities and the deferred tax relates to the same taxable entity and the same taxation authority.

#### **Dividends**

Dividends are recognised when the shareholders' rights to receive the payment are established.

#### Earnings per share

Earnings per share for each reporting period is calculated as the quotient of the net profit for the given accounting period and the weighted average of shares in that period.

#### 7.5. Key figures based on professional judgement and basis for estimates

In addition to the accounting estimations, when applying the accounting policies in relation to the issues described below, the most significant was the professional judgement and the assumptions made by the management.

#### **Budgets of the construction projects**

The decision to purchase real estate (land) is based upon analysis, where the so called "purchase budget" is the major component. This budget is prepared to assess the future profitability of projects. The budgets for these construction



projects are updated based on management's best knowledge and experience from when the real estate is purchased. The budgets for all construction projects are verified and updated when necessary, at least once every three months. Updated project budgets are the basis for:

- · verification of their profitability and any potential inventory impairment write down,
- preparation of financial forecasts, annual budgets and medium term plans.

Recognition of revenue from the sale of products

The revenue from the sale of real estate (housing units, commercial space, etc.) is recognised at the moment when control over the real estate is transferred to the buyer of said real estate together with the transfer of significant risks and rewards typical to the ownership rights. According to the Company's judgement this occurs at the moment of handover of the real estate to the buyer, which is based on a handover document signed by both parties and subject to the condition that the buyer has made 100% payment of the sale price for the real estate.

	Other intangible assets	Computer software	Total
GROSS VALUE			
Balance as at 1 January 2012	1 179	4 582	5 761
Additions	175	828	1 003
(Disposals)	-	-	-
Balance as at 31 December 2012	1 354	5 410	6 764
Additions	860	278	1 138
(Disposals)	(237)	(2 541)	(2 778)
Balance as at 31 December 2013	1 977	3 147	5 124
DEPRECIATION			
Balance as at 1January 2012	1 041	3 516	4 557
Additions	-	-	-
(Disposals)	89	907	996
Balance as at 31 December 2012	1 130	4 423	5 553
Additions	343	817	1 160
(Disposals)	(148)	(2 630)	(2 778)
Balance as at 31 December 2013	1 325	2 610	3 935
NET VALUE			
as at 31 December 2012	224	987	1 211
as at 31 December 2013	652	537	1 189

#### 7.6. Intangible assets

Intangible assets are depreciated throughout their estimated economic useful lives, which for computer software is 2 years on average. There are no intangible assets with an undefined useful life.

As at 31 December 2013 there were no circumstances that would require the Group to create revaluation write downs for its intangible assets.

The costs of depreciating intangible assets were disclosed in selling costs and general administrative expenses.

No collaterals have been established on intangible assets.



#### 7.7. Tangible fixed assets

TANGIBLE FIXED ASSETS	31.12.2013	31.12.2012
Tangible fixed assets, including:		
- plants and equipment	699	1 129
- vehicles	2 566	2 931
- other tangible fixed assets	1 425	1 248
Total tangible fixed assets	4 690	5 308

TANGIBLE FIXED ASSETS	Land and buildings	Vehicles	Equipment and other tangible fixed assets	Total
GROSS VALUE				
Balance as at 1 January 2012	8	6 013	5 372	11 393
Additions	-	1 689	966	2 655
(Disposals)	-	(958)	(214)	(1 172)
Balance as at 31 December 2012	8	6 744	6 124	12 876
Additions	-	579	790	1 369
(Disposals)	-	(446)	(392)	(838)
Balance as at 31 December 2013	8	6 877	6 522	13 407
ACCUMULATED DEPRECIATION Balance as at 1 January 2012	8	3 675	2 997	6 680
Additions				
(Disposals)	-	1 035	964	1 999
Balance as at 31 December 2012	-	(896)	(215)	(1 111) 7 568
Additions	8	3 814	3 746	/ 568
Additions	-	946	1 035	1 001
(Diana cala)		(440)	(202)	
(Disposals)	-	(449)	(383)	(832)
(Disposals) Balance as at 31 December 2013	- 8	(449) <b>4 311</b>	(383) <b>4 398</b>	(832)
			()	(832)
Balance as at 31 December 2013			()	1 981 (832) 8 717 5 308

The additions to tangible fixed assets are the result of tangible fixed assets purchased.

No collaterals have been established on fixed assets.

All tangible fixed assets were owned by the Company on the balance sheet date.

#### 7.8. Lease

As at the balance sheet date companies operating within the Group are not a party (as a lessee) to lease agreements relating to fixed assets which are recorded in the books as financial lease.

The Company is a party to the lease agreement for office space and parking places for the purpose of its headquarters in Warsaw (operating lease). The agreement was entered into for a period of seven years and will expire on 15 November 2018. The rent is determined in Euro and is indexed on an annual basis by the Consumer Price Index.

#### 7.9. Investment in the joint venture

The Company holds 49.00% of the share capital in Fort Mokotów sp. z o.o., under liquidation (a joint venture). The nominal value of the shares owned by the Company in the joint venture is PLN 1 960 thousand and equals the historical amount paid for the shares less the share revaluation write down, namely PLN 1 960 thousand as at 31 December 2013 and as at 31 December 2012.



#### 7.10. Long-term receivables

As at 31 December 2013 and 31 December 2012, the Group disclosed long-term receivables in the amount of PLN 1 601 thousand and PLN 1 679 thousand respectively. As at 31 December 2013 the long-term receivables included refundable deposits in the amount of PLN 1 537 thousand and other long-term receivables amounting to PLN 64 thousand. As at 31 December 2012 the long-term receivables included refundable deposits in the amount of PLN 1 537 thousand and other long-term receivables amounting to PLN 1 537 thousand and other long-term receivables amount of PLN 1 537 thousand and other long-term receivables amount of PLN 1 537 thousand and other long-term receivables amount of PLN 1 537 thousand and other long-term receivables amount of PLN 1 537 thousand and other long-term receivables are denominated in PLN.

There is no need to create a write down revaluating the value of long-term receivables.

#### 7.11. Inventory

INVENTORY	31.12.2013	31.12.2012
Advances on deliveries	20 895	16 614
including: at purchase prices/production costs	20 895	16 683
write down to the net realisable value	-	(69)
Semi-finished goods and work in progress	1 167 078	945 529
including: at purchase prices/production costs	1 178 652	960 380
write down to the net realisable value	(11 574)	(14 851)
Finished goods	158 626	343 425
including: at purchase prices/production costs	162 876	350 073
write down to the net realisable value	(4 250)	(6 648)
Total	1 346 599	1 305 568

INVENTORY REVALUATION WRITE DOWNS	01.01- - 31.12.2013	01.01- - 31.12.2012
Opening balance	21 568	18 631
Increments	1 161	9 970
Decrease	(6 905)	(7 033)
Closing balance	15 824	21 568

The value of inventory revaluation write downs have resulted from the impairment tests and analysis performed by the Group.

The methodology of inventory impairment reviews has been described in note 7.4 "Significant accounting policies".

CARRYING VALUE OF INVENTORY USED TO SECURE THE PAYMENT OF LIABILITIES AND VALUE OF THE MORTGAGES ESTABLISHED	31.12.2013	31.12.2012
Carrying value of inventory used to secure liabilities	270 320	337 000
Mortgages: Value of mortgages established to secure real estate purchase agreements	21 000	22 000
Value of mortgages established to secure loan agreements (cap)	291 000	315 000



**Preparatory works** 

If there is no certainty as to the possibility of purchasing land for a potential project, the costs of preparatory works associated with the project are disclosed as costs in the Company's income statement during the period in which they occur. Remaining preparatory works are capitalised under work in progress.

The below table presents the cost of preparatory works recognised in the income statement.

	01.01- -31.12.2013	01.01- -31.12.2012
Preparatory works	453	890

### 7.12. Trade and other receivables

As at the balance sheet date the trade and other receivables amounted to PLN 43,328 thousand as at 31 December 2013, and PLN 27,980 thousand as at 31 December 2012.

TRADE AND OTHER RECEIVABLES	31.12.2013	31.12.2012
Trade receivables	24 351	22 818
Receivables from related entities	37	-
Tax receivables	18 242	4 408
Other receivables	698	754
Total	43 328	27 980

The tax receivables incorporate VAT receivables in the amount of PLN 18,241 thousand and PLN 4 321 thousand as at 31 December 2013 and 31 December 2012 respectively.

The Group made receivables revaluation write downs, which have been disclosed under "Other operating costs".

The revaluation write downs have been made based on the Group's best knowledge and experience as well as analysis of particular balances.

AGING STRUCTURE OF TRADE RECEIVABLES	31.12.2013	31.12.2012
Up to 3 months	5 193	3 490
From 3 to 6 months	94	3
From 6 months to 1 year	264	582
Over 1 year	20 029	21 592
Gross trade receivables	25 580	25 667
Receivables revaluation write downs	(1 229)	(2 849)
Net trade receivables	24 351	22 818

The write downs fully relate to overdue trade receivables.

As at 31 December 2013 the main item in trade receivables over one year are receivables in the nominal amount of PLN 18 580 thousand due from Erabud for the refund of a prepayment for the purchase of land (the amount is exclusive of VAT).

On 27 January 2011 the Company entered into a conditional settlement agreement with Erabud Sp. z o.o. with registered office in Warsaw which was approved by the court on 10 February 2011. Pursuant to the said settlement, Erabud Sp. z o.o. agreed to withdraw the suit filed against the Company for the execution of a preliminary sale agreement dated 4 January 2008 related to the sale of land in Józefosław, Piaseczno commune. Furthermore, Erabud Sp. z o.o. agreed to pay the sum of PLN 22 672 thousand (inclusive of VAT) to the Company as reimbursement of the amount paid to Erabud Sp. z o.o. by the Company at the time of conclusion of the above-mentioned preliminary sale agreement as an advance payment towards the price for the above real estate, within 36 months after the date of conclusion of the settlement.



The claims of the Company for payment by Erabud Sp. z o.o. of the sum of PLN 22 672 thousand with interest are secured by a warranty given by Sobiesław Zasada S.A. with its registered office in Krakow, a blank promissory note issued by the warrantor, Sobiesław Zasada S.A. with its registered office in Krakow which may be filed out in accordance with the terms provided in the promissory note declaration (agreement), and the mortgage of up to PLN 45 345 thousand.

CHANGE IN THE WRITE DOWNS FOR TRADE AND OTHER RECEIVABLES	01.01- -31.12.2013	01.01- -31.12.2012
Opening balance	3 279	3 017
a) Additions	230	502
b) Disposals	(1 815)	(240)
Closing balance	1 694	3 279

As of the balance sheet dates there were no trade or other receivables in foreign currencies.

The costs and revenues associated with the creation and reversal of receivables revaluation write downs are recognised under other operating expenses or other operating income respectively.

# 7.13. Other current assets

OTHER CURRENT ASSETS	31.12.2013	31.12.2012
Deferred costs	3 253	2 569
Accrued financial income on deposits	818	4 650
Total	4 071	7 219

## 7.14. Short-term financial assets

SHORT-TERM FINANCIAL ASSETS	31.12.2013	31.12.2012
Bank deposits with a maturity over three months	47	233 910
Cash in an escrow account	5 110	859
Total	5 157	234 769

Bank deposits with a maturity over three months as of the date when they are made are presented in "Bank deposits with a maturity over three months".

The Group makes bank deposits with various maturity based on current analysis of cash needs and realizable rate of return on deposits offered by banks.

Cash received from the Group's customers as advances for the sale of products which is deposited in escrow accounts until the relevant requirements specified in the "Act on the Protection of Rights of a Dwelling Unit or House Buyer" are met, is presented in "Cash in an escrow account".

#### 7.15. Cash and cash equivalents

Cash and cash equivalents are represented by cash at bank and cash in hand, including short-term bank deposits with up to three months maturity on the date when they are made. The book value of these assets corresponds to their fair value.

CASH AND CASH EQUIVALENTS	31.12.2013	31.12.2012
Cash in hand and at bank	7 042	8 239
Short-term deposits	315 176	167 634
Other	32	45
Total	322 250	175 918



### 7.16. Share capital

SHARE	SHARE CAPITAL (STRUCTURE) AS AT 31.12.2013							
Series/ issue	Type of share	Type of preference	Limitation of right to shares	Number of shares	Nominal value of series/issue (PLN)	Capital covered with	Registration date	Right to dividends (from)
А	Bearer	-	-	21 344 490	21 344 490	cash	12.09.2006	12.09.2006
F	Bearer	-	-	2 705 882	2 705 882	cash	31.10.2006	31.10.2006
Н	Bearer	-	-	172 200	172 200	cash	14.02.2007	14.02.2007
Ι	Bearer	-	-	92 700	92 700	cash	14.02.2007	14.02.2007
J	Bearer	-	-	96 750	96 750	cash	14.02.2007	14.02.2007
L	Bearer	-	-	148 200	148 200	cash	14.02.2007	14.02.2007
Ł	Bearer	-	-	110 175	110 175	cash	12.03.2012	07.05.2012
М	Bearer	-	-	24 875	24 875	cash	03.10.2012	09.11.2012
Ν	Bearer	-	-	20 000	20 000	cash	03.10.2012	09.11.2012
0	Bearer	-	-	26 000	26 000	cash	05.03.2013	17.05.2013
Р	Bearer	-	-	925	925	cash	31.10.2013	23.12.2013
R	Bearer	-	-	11 000	11 000	cash	31.10.2013	23.12.2013
Total n	umber of shares	;		24 753 197				
Total s	hare capital				24 753 197			
Nomin	al value per shar	e = PLN 1						

SHARE	SHARE CAPITAL (STRUCTURE) AS AT 31.12.2012								
Series/ issue	Type of share	Type of preference	Limitation of right to shares	Number of shares	Nominal value of series/issue (PLN)	Capital covered with	Registration date	Right to dividends (from)	
А	Bearer	-	-	21 344 490	21 344 490	cash	12.09.2006	12.09.2006	
F	Bearer	-	-	2 705 882	2 705 882	cash	31.10.2006	31.10.2006	
Н	Bearer	-	-	172 200	172 200	cash	14.02.2007	14.02.2007	
Ι	Bearer	-	-	92 700	92 700	cash	14.02.2007	14.02.2007	
J	Bearer	-	-	96 750	96 750	cash	14.02.2007	14.02.2007	
L	Bearer	-	-	148 200	148 200	cash	14.02.2007	14.02.2007	
Ł	Bearer	-	-	110 175	110 175	cash	12.03.2012	07.05.2012	
М	Bearer	-	-	24 875	24 875	cash	03.10.2012	09.11.2012	
Ν	Bearer	-	-	20 000	20 000	cash	03.10.2012	09.11.2012	
Total n	umber of shares			24 715 272					
Total s	hare capital				24 715 272				
Nomina	al value per shar	e = PLN 1							

Description of changes to the share capital in the Company in the period from 1 January until 31 December 2013

On 21 January 2013 the Management Board of Dom Development S.A. adopted a resolution to increase the share capital by issuing 26 000 O series ordinary bearer shares as a part of the authorised capital from the then current amount of PLN 24 715 272.00 up to PLN 24 741 272.00, that is by PLN 26 000.00. The O series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II. All of the 26 000 shares were subscribed. These shares were registered by the District Court for the capital city of Warsaw in Warsaw, 12<sup>th</sup> Commercial Division of the National Court Register on 5 March 2013.

On 31 July 2013 the Management Board of Dom Development S.A. adopted a resolution to increase the Company's share capital by issuing 925 P series ordinary bearer shares and 11 000 R series ordinary bearer shares as a part of the authorised capital from the then current amount of PLN 24 741 272.00 up to PLN 24 753 197.00, that is by



PLN 11 925.00. The P and R series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II. All of the 11 925 shares were subscribed. These shares were registered by the District Court for the capital city of Warsaw in Warsaw, 12<sup>th</sup> Commercial Division of the National Court Register on 31 October 2013.

List of shareholders who hold, directly or indirectly through subsidiaries, at least 5% of the overall number of votes at the General Shareholders Meeting ("GSM") as at 31 December 2013.

	Status as at the date of preparing of these financial statements				
	Shares	% of capital	Number of votes at the GSM	% of votes at the GSM	
Dom Development B.V.	14 726 172	59.49	14 726 172	59.49	
Jarosław Szanajca	1 534 050	6.20	1 534 050	6.20	
Aviva Powszechne Towarzystwo Emerytalne Aviva BZ WBK SA *)	1 313 383	5.31	1 313 383	5.31	
Grzegorz Kiełpsz	1 280 750	5.17	1 280 750	5.17	

\*) Shareholding of Aviva Powszechne Towarzystwo Emerytalne AVIVA BZ WBK S.A. (*General Pension Society*) ("Society") has been presented as per the latest notice as of 11.07.2011 received by the Company from the Society.

The shares of Dom Development S.A. or rights thereto (options) owned by the persons performing management and supervisory functions at Dom Development S.A. as at 31 December 2013.

		Status as at the date of preparing of these financial statements				
	Shares	Share options	Total			
The Management Board						
Jarosław Szanajca	1 534 050	) –	1 534 050			
Janusz Zalewski	311 000	92 534	403 534			
Jerzy Ślusarski	5 363	72 784	78 147			
Janusz Stolarczyk	105 200	43 597	148 797			
Terry Roydon	58 500	11 767	70 267			
The Supervisory Board						
Grzegorz Kiełpsz	1 280 750	) –	1 280 750			
Mark Spiteri	500	2 330	2 830			

# 7.17. Share premium

In the twelve-month period ended 31 December 2013, the value of the item "Share premium" changed by PLN 550 thousand as a result of the increase of the share capital, described in note 7.16.

The value of the share premium was PLN 234 283 thousand and 233 733 thousand as at 31 December 2013 and 31 December 2012 respectively.

#### 7.18. Additional information on shareholders' equity

As at 31 December 2013 and 31 December 2012 the Company's shares were not owned by any of its subsidiaries.

In the twelve-month period ended 31 December 2013 and 2012 the Company did not hold any treasury shares.



#### 7.19. Dividend and profit distribution

On 22 May 2013, the Ordinary General Meeting of the Shareholders of the Company resolved to assign PLN 91 047 880.96 thousand from the Company's profit for 2012 to dividends. This implies the payment of PLN 3.68 per share. The dividend day was set at 12 June 2013 and the dividend payment day was set at 26 June 2013. The dividend was paid out in accordance with the resolution. While the amount of PLN 159 381.59 was allocated to the increase of the Company's supplementary capital. In the year ended 31 December 2012, the dividend allocation was PLN 37 005 595.50 and the dividend payment amounted to PLN 1.50 per share.

#### 7.20. Loans

Description of material changes in the twelve-month period ended 31 December 2013

On 29 July 2013, the Company prematurely repaid an instalment of the loan at PKO BP S.A. in the amount of PLN 33 000 thousand.

On 1 October 2013, the Company prematurely repaid an instalment of the loan at PKO BP S.A. in the amount of PLN 33 000 thousand.

On 18 September 2013 the Company and Alior Bank Spółka Akcyjna entered into a loan agreement for the aggregate amount of PLN 50 000 thousand to be used to finance current operations of the Company. The term of the Agreement is until 18 September 2016.

On 7 October 2013, the Company drew a tranche of the loan at ALIOR Bank S.A. in the amount of PLN 30 000 thousand.

LOANS DUE WITHIN	31.12.2013	31.12.2012
Less than 1 year	-	33 000
More than 1 year and less than 2 years	66 000	33 000
More than 2 years and less than 5 years	108 000	144 000
Over 5 years	-	-
Total loans	174 000	210 000
including: long-term	174 000	177 000
short-term	-	33 000

As at 31 December 2013 and 31 December 2012 all the loans taken by the Company were expressed in Polish zloty.

BANK LOANS AS AT 31.12.2013						
Bank	Registered office	Loan amount as per agreement	Currency	Outstanding loan amount (less accrued interest)	Currency	Due date
PKO BP	Warsaw	210 000	PLN	144 000	PLN	31.12.2016
Alior Bank	Warsaw	50 000	PLN	30 000	PLN	18.09.2016
Total bank loans				174 000	PLN	

In the "Loans" item the Group states the nominal value of the loan liabilities, and the interest charged as at the balance sheet date are presented separately in the item "Accrued interest on loans and bonds".

Due to the fact that the interest on the loans is correlated to the WIBOR interest rate, the Company's Management Board estimates that the fair value of the loans taken by the Group approximately equals their book value, including accrued interest.



#### **7.21. Bonds**

BONDS	31.12.2013	31.12.2012
Nominal value of the bonds issued, long-term portion	270 000	220 000
Nominal value of the bonds issued, short-term portion	-	-
Nominal value of the bonds issued	270 000	220 000

In the "Bonds" item the Group states the nominal value of the bond liabilities, and the interest charged as at the balance sheet date are presented separately in the item "Accrued interest on loans and bonds".

Due to the fact that the interest on the bonds is correlated to the WIBOR interest rate, the Company's Management Board estimates that the fair value of the bonds issued by the Company approximately equals their book value, including accrued interest.

#### Core details concerning the bonds issued

On 5 November 2007, the Company and Bank BPH S.A. (currently Pekao S.A.) signed a Bond Issue Programme Agreement, pursuant to which Dom Development S.A. is allowed to issue mid-term bonds (with a maturity over 1 year and under 7 years) with an aggregate value of no more than PLN 400 million, which is to be construed as the nominal value of all issued and unredeemed bonds on any day during the term of the Programme.

Description of material changes in the twelve-month period ended 31 December 2013

On 26 March 2013, the Company issued 5 000 unsecured bonds with the nominal value of PLN 10 000 each and the aggregate nominal value of PLN 50 000 thousand. The maturity date for these bonds is 26 March 2018. The issue value equals their nominal value. The interest rate is set at WIBOR 6M plus margin.

BONDS ISS	UED AS AT 31 DECEMBER 2013			
Series	Issue date	Amount	Currency	Contractual maturity date
II	30.06.2010	85 000	PLN	30.06.2015
II	15.07.2010	15 000	PLN	30.06.2015
III	02.02.2012	120 000	PLN	02.02.2017
IV	26.03.2013	50 000	PLN	26.03.2018
	Total:	270 000	PLN	

#### 7.22. Accrued interest on loans and bonds

ACCRUED INTEREST ON LOANS AND BONDS	31.12.2013	31.12.2012
Accrued interest on bonds	3 803	4 310
Accrued interest on loans	-	-
Total accrued interest on loans and bonds	3 803	4 310



# 7.23. Deferred tax assets and provisions

Deferred tax is the outcome of the following items:

	Balance sheet		Income statement / Statement of comprehensive income		
	31.12.2013	31.12.2012	01.01- 31.12.2013	01.01- 31.12.2012	
Deferred tax provision					
Foreign exchange differences	-	-	-	(78)	
Accrued interest	155	883	(728)	308	
Discounting of liabilities	473	629	(157)	272	
Result on the sale of units – without legal ownership transfer agreements	11 724	12 964	(1 302)	158	
Capitalised financial costs	5 833	5 418	415	(991)	
Other	2	2	-	(10)	
Total deferred tax provision	18 187	19 896	(1 772)	(341)	
Deferred tax assets Foreign exchange differences Inventory revaluation Descine block and other provisions	30 3 006	28 3 822	2 (816)	28 558 (112)	
Receivables revaluation write downs and other provisions	337	627	(290)	(112)	
Provision for employee benefits	2 397	2 309	88	700	
Provision for other costs	3 906	4 453	(547)	1 082	
Financial costs	673	673	-	-	
Discounting of receivables	-	9	(9)	(243)	
Valuation of financial assets	54	104	(50)	104	
Other	5	5	-	4	
Total deferred tax assets	10 408	12 030	(1 622)	2 121	
Deferred tax expense concerning income statement Deferred tax expense concerning other net comprehensive income			(158) 8	(2 448) (14)	
Deferred tax provision shown in the balance sheet, net	7 779	7 866			

#### 7.24. Long-term provisions

LONG-TERM PROVISIONS	31.12.2013	31.12.2012
Provision for repair costs, long-term portion	12 385	13 011
Provision for disputes	264	1 170
Provision for retirement benefits	513	462
Other	-	594
Total	13 162	15 237

LONG-TERM PROVISIONS – CHANGES	01.01- -31.12.2013	01.01- -31.12.2012
Opening balance	15 237	15 216
Provisions created in the financial year	296	1 491
Provisions used/decreased in the financial year	(2 371)	(1 470)
Closing balance	13 162	15 237



#### 7.25. Other long-term liabilities

OTHER LONG-TERM LIABILITIES	01.01- -31.12.2013	01.01- -31.12.2012
Guarantee retentions, long-term portion	19 254	21 548
Real estate purchase liabilities	2 309	9 096
Other	2 134	1 939
Closing balance	23 697	32 583

#### 7.26. Trade payables, tax and other liabilities

TRADE PAYABLES, TAX AND OTHER LIABILITIES	31.12.2013	31.12.2012
Trade payables, including guarantee retentions (short-term portion)	110 010	103 936
Tax liabilities	1 543	1 075
Accrued costs	28 284	25 957
Company Social Benefits Fund	524	501
Other	-	79
Total liabilities	140 361	131 548
Accrued costs structure	28 284	25 957
- estate construction costs	9 379	10 209
- employee costs	9 714	9 517
- rent for office space	1 065	1 284
- other	8 126	4 947

Trade payables are not interest-bearing liabilities. In addition to the guarantee retentions (as described below), the maturity for the trade payables is from 14 to 90 days.

The table below presents the carrying value of liabilities due to guarantee retentions connected to the execution of real estate development projects. The short-term and long-term portion of these liabilities are disclosed in relevant items of short-term and long-term liabilities.

	31.12.2013	31.12.2012
Guarantee retentions, short-term portion	25 995	26 121
Guarantee retentions, long-term portion	19 254	21 548
Total guarantee retentions	45 249	47 669

#### 7.27. Short-term provisions

SHORT-TERM PROVISIONS	31.12.2013	31.12.2012
Provision for repair costs, short-term portion	4 129	4 337
Provision for disputes	2 187	1 290
Other	-	698
Total	6 316	6 325

SHORT-TERM PROVISIONS – CHANGES	01.01- -31.12.2013	01.01- -31.12.2012
Opening balance	6 325	4 934
Provisions created in the financial year	4 316	5 785
Provisions used/decreased in the financial year	(4 325)	(4 394)
Closing balance	6 316	6 325



#### 7.28. Deferred income

DEFERRED INCOME	31.12.2013	31.12.2012
Deferred income related to the payments received from customers for the purchase of products, not settled as income in the income statement	231 553	236 913
Other	-	-
Total	231 553	236 913

#### 7.29. Benefits after employment

The Company does not operate a special employee benefits programme after termination of employment.

#### 7.30. Financial assets and liabilities

Categories of financial assets and liabilities, and maximum credit risk exposure

FINANCIAL ASSETS AND LIABILITIES	31.12.2013	31.12.2012
FINANCIAL ASSETS		
Long-term receivables	1 601	1 679
Trade and other receivables	25 049	23 572
Receivables from related entities	37	-
Total borrowings and receivables	26 687	25 251
Other	32	45
Financial assets valued at their fair value through the income statement (designated for trading)	32	45
Cash in hand and at bank	7 042	8 239
Short-term deposits	315 176	167 634
Short-term financial assets	5 157	234 769
Maximum credit risk exposure	354 094	435 938
FINANCIAL LIABILITIES		
Loans	174 000	210 000
Own bonds issued	273 803	224 310
Trade payables, accrued and other liabilities	161 991	162 555
Financial liabilities valued at amortised cost	609 794	596 865

Fair value of financial assets and liabilities of the Group is not materially different from their carrying value.

#### 7.31. Financial risk management

The Group is exposed to the following types of financial risk:

- Market risk (interest rate risk)
- Credit risk
- Liquidity risk



#### Market risk

The market risk is a type of risk which reflects the impact of changes in market prices, such as currency exchange rates, interest rates or prices of capital instruments, on the Group's financial results or the value of financial instruments held.

The market risk generally incorporates risks such as:

- currency risk
- interest rate risk

#### Currency risk

If there are significant foreign currency items, the Group uses foreign currency derivatives (forward and swap) to hedge its significant F/X transactions.

As at 31 December 2013 and 31 December 2012 the Group did not have any significant assets, liabilities and future payments in foreign currencies, therefore there was no need to have hedging currency derivatives.

#### Interest rate risk

The fixed interest rate bank loans expose the Group to the risk of changes in the loan fair value. The variable interest rate loans and borrowings result in the cash flow risk.

The current financing structure implies that the Group does not have fixed rate loans. Currently, the Group has only medium-term and long-term variable interest rate loans and bonds which results in the cash flow risk exposure.

Furthermore, the Group has short-term bank deposits which bear variable interest, the gains from which depend on the benchmark interest rate change and partially offsets the cash flow risk associated with financing.

As at the balance sheet date the Group did not have fixed interest rate long-term financial instruments.

The structure of variable interest rate financial instruments as at the balance sheet date is as follows:

VARIABLE INTEREST RATE INSTRUMENTS	31.12.2013	31.12.2012
Financial assets	327 375	410 642
Financial liabilities	447 803	434 310
Total, net	(120 428)	(23 668)

Interest bearing financial assets, i.e. bank deposits, are disclosed as financial assets. Interest bearing financial liabilities, i.e. loans and own bond, are disclosed as financial liabilities.

#### Analysis of financial result sensitivity to interest rate change

A 100-basis point (bp) change in the interest rate of instruments as at the balance sheet date would increase (decrease) the net assets and income statement (after tax) by the amounts listed in the table below. The analysis prepared for 12-month periods ended 31 December 2013 and 31 December 2012 assumes that all other variables remain unchanged.



	Income statement		Net a	ssets
	Increase by 100 bp	Decrease by 100 bp	Increase by 100 bp	Decrease by 100 bp
31 December 2013				
Variable interest rate assets	884	(884)	884	(884)
Variable interest rate liabilities*	(1 209)	1 209	(1 209)	1 209
Net sensitivity	(325)	325	(325)	325
31 December 2012				
Variable interest rate assets	1 109	(1 109)	1 109	(1 109)
Variable interest rate liabilities*	(1 173)	1 173	(1 173)	1 173
Net sensitivity	(64)	64	(64)	64

\* The financial costs which are related to loans and bonds, and financial income related to deposits are capitalized by the Company to work-in-progress. These costs (and income) are gradually moved to the income statement together with the manufacturing costs of the inventories sold. It has been assumed in the above analysis that one third of the financial costs and income accrued in a given period are disclosed in the income statement, while the remaining portion is capitalised in the inventory and will be disclosed in the income statement in the following accounting periods.

#### **Credit risk**

Cash at bank, cash in hand, trade receivables and other receivables constitute the Group's main financial assets, and represent its highest exposure to credit risk in relation to financial assets.

The Group's credit risk is mostly related to trade receivables. The amounts presented in the balance sheet are net amounts and include write-downs revaluating bad debts, estimated by the Company's Management Board on the basis of previous experience, specific nature of the operations and analysis of the current economic environment.

Credit risk relating to the liquid funds and derivative financial instruments is limited since the transactions were concluded with reputable banks, enjoying high credit ratings awarded by international rating agencies.

In order to maintain the financial liquidity and the expected level of funds availability the Group has a specialised unit that monitors this aspect. The unit monitors the liquid funds and the forecasted cash flow on a current basis and decides on their allocation in order to maximise the attainable financial income while hedging the Group against the credit risk.

Credit risk is not highly concentrated in the Group. The risk is spread over a large number of partners and customers. Furthermore, it has to be pointed out that the receivables from the main activity of the Group, i.e. the sale of apartments and detached houses, are fully secured because release of the sold product takes place after a buyer has paid the full price as set out in the preliminary sales agreement.

The aging structure of trade receivables has been presented in note 7.12 "Trade and other receivables".

#### **Liquidity risk**

The liquidity risk is the risk that the Group will not be able to pay its financial liabilities when they become due. The Group's objective is to ensure, to the highest possible extent, that its liquidity will always be maintained at a level, which enables paying the liabilities when they become due, without incurring unacceptable losses or facing the risk of compromising the Group's reputation.



The table below presents the total value of future non-discounted cash flows for Group's financial liabilities, broken up by the maturity dates as set out in the contracts:

	Total	0 – 6 months	6 – 12 months	1 – 2 years	2 – 5 years
31 December 2013					
Loans	193 475	3 769	3 769	73 538	112 399
Own bonds issued	311 023	8 235	8 235	113 420	181 133
Trade and other payables	166 431	135 990	4 923	5 440	20 078
Financial lease liabilities	-	-	-	-	-
Total	670 929	147 994	16 927	192 398	313 610
31 December 2012					
Loans	249 282	6 773	39 773	44 417	158 319
Own bonds issued	275 352	8 228	8 228	16 456	242 440
Trade and other payables	168 481	131 976	9 755	4 711	22 039
Financial lease liabilities	4	4	-	-	-
Total	693 119	146 981	57 756	65 584	422 798

The Group manages its liquidity mostly by:

- short-, medium- and long-term planning of cash flow; detailed short-term plans are updated at least once a month,
- selection of appropriate financing sources on the basis of analysis of the Group needs and the market,
- day-to-day monitoring of ratios resulting from agreements with banks,
- diversification of financing sources for the conducted development activity,
- co-operation with stable and reputable financial institutions.

#### **Capital management**

It is fundamental for the policy of the Management Board to maintain a strong capital base in order to secure the trust of investors, creditors and the market as well as to ensure further growth of the Group.

For the years ended 31 December 2013 and 2012 the return on equity (calculated as net profit to the annual average value of shareholders' equity) amounted to 6.2% and 10.6%, respectively. In that period, the average weighted cost of interest on the Company's debt amounted to 6.0% in 2013 and 7.5% in 2012.

As at 31 December 2013 and 2012 the net financial leverage ratio (calculated as the loans and bonds payable less cash and cash equivalents and short-term financial assets divided by equity) amounted to 13.6% and 2.5% respectively.

The Company does not have in place a defined plan of buy-out of the treasury shares.

The companies operating within the Group are not a subject to any external capital requirements, except for the legal regulations of the Code of Commercial Companies and Partnerships.

#### 7.32. Earnings per share

CALCULATION OF BASIC AND DILUTED	01.01-	01.01-
EARNINGS PER SHARE	31.12.2013	31.12.2012
Basic earnings per share		



**Dom Development S.A.** Additional notes to the consolidated financial statements for the year ended 31 December 2013

Profit for calculation of the basic earnings per share	54 432	91 217
The weighted average number of ordinary shares for the calculation of basic earnings per share	24 738 706	24 659 635
Basic earnings per share (PLN)	2.20	3.70
Diluted earnings per share		
Profit for calculation of the diluted earnings per share	54 432	91 217
Potential diluting shares related to the Management Share Option Programme	15 814	30 930
The weighted average number of ordinary shares for the calculation of diluted earnings per share	24 754 520	24 690 565
Diluted earnings per share (PLN)	2.20	3.69

As the Group has no discontinued operations, the earnings per share from the continued operations equal the earnings per share calculated above.

#### 7.33. Income tax

INCOME TAX	01.01- -31.12.2013	01.01- -31.12.2012
Current income tax	15 311	24 727
Deferred tax	(158)	(2 448)
Total	15 153	22 279

The difference between the income tax calculated as the product of the gross profit before tax and the statutory tax rate and the actual income tax expense accounted for in the income statement of the Group is presented in the table below.

RECONCILIATION	01.01- -31.12.2013	01.01- -31.12.2012
Gross profit before tax	69 693	113 512
As per 19% tax rate	13 242	21 567
Permanent differences not subject to the current and deferred tax in the financial statements (except for cost of the management options and dividend received)	1 906	558
Tax effect of management options permanently not being a tax deductible cost	5	154
Dividends received	-	-
Other	-	-
Actual income tax expense	15 153	22 279
Effective tax rate:	21.74%	19.63%

The legal regulations relating to VAT, corporate income tax, personal income tax and social insurance premiums are frequently amended due to frequent changes in the tax system. The applicable regulations are often unclear which brings about differences in interpretation from one tax authority to another as well as between tax authorities and tax payers.

The tax and other settlements (such as customs duty or transactions with foreign entities) may be the subject of inspections by the tax authorities or other authorities, which are authorised to impose significant fines. All tax arrears identified in the course of audit are subject to high interest. Tax settlements may be audited at any time within 5 years from the end of the accounting period when they are due. Under these conditions, the tax risk in Poland is considerably higher than in other countries with stable tax systems.

#### 7.34. Segment reporting

The Group does not prepare segment reporting as its activities take place within a single segment.

## 7.35. Operating income

REVENUE BREAKDOWN 01.01- 01.01-	
---------------------------------	--



	31.12.2013	31.12.2012
Sales of finished goods	655 671	838 799
Sales of services	20 706	12 614
Sales of goods (land)	-	-
Total	676 377	851 413

# 7.36. Operating costs

OPERATING COSTS	01.01- 31.12.2013	01.01- 31.12.2012
Cost of sales		
Cost of finished goods sold	(501 884)	(630 270)
Cost of services sold	(21 725)	(14 040)
Cost of goods sold	-	-
Inventory write down to the net realisable value	4 293	(3 125)
Total cost of sales	(519 316)	(647 435)
Selling costs, and general administrative expenses		
Selling costs	(40 106)	(38 837)
General administrative expenses	(42 406)	(46 395)
Total selling costs, and general administrative expenses	(82 512)	(85 232)
Selling costs, and general administrative expenses by kind		
Depreciation	(3 139)	(2 994)
Cost of materials and energy	(13 400)	(11 958)
External services	(21 139)	(23 446)
Taxes and charges	(150)	(221)
Remuneration	(36 592)	(38 176)
Social security and other benefits	(4 562)	(4 032)
Management Option Programme	(24)	(809)
Other prime costs	(3 506)	(3 596)
	· · ·	· · ·

# 7.37. Payroll costs

PAYROLL COST AND AVERAGE EMPLOYMENT (including the management)	01.01- 31.12.2013	01.01- 31.12.2012
Individual personnel categories (number of staff)	152	153
White-collar workers	152	153
Blue-collar workers	-	-
General remuneration elements, including:	41 154	42 208
Remuneration	36 592	38 176
Social security and other benefits	4 562	4 032

# 7.38. Other operating income

OTHER OPERATING INCOME	01.01- 31.12.2013	01.01- 31.12.2012
Revenues from contractual penalties, arrangements and compensations	7 922	2 991
Reversal of provision for costs	1 507	170
Reversal of provision for receivables	-	582



<b>Fotal</b>	10.005	3 083
Dther	576	240

# 7.39. Other operating expenses

OTHER OPERATING EXPENSES	01.01- 31.12.2013	01.01- 31.12.2012
Provision for penalties and arrangements with customers	692	1 033
Donations	196	173
Provision for other costs	347	1 931
Provision for disputes	6 091	-
Cost of repairs and defects (including change in provision)	3 504	5 180
Cost of research and abandoned projects	-	315
Other	390	586
Total	11 220	9 218

# 7.40. Financial income

FINANCIAL INCOME	01.01- 31.12.2013	01.01- 31.12.2012
Dividends	-	-
Interest on bank deposits and other (non-capitalized part of interest)	2 481	3 987
Revenue from discounting receivables and payables	-	2 714
Other	44	115
Total	2 525	6 816

# 7.41. Financial costs

FINANCIAL COSTS	01.01- 31.12.2013	01.01- 31.12.2012
Interest on loans and bonds (non-capitalized part of interest)	4 804	5 359
Other interest	95	43
Foreign exchange differences	220	375
Commissions and fees	266	261
Cost from discounting receivables and payables	781	-
Valuation of long-term investments	-	770
Other	-	7
Total	6 166	6 815



### 7.42. Interest cost

INTEREST COST	01.01- 31.12.2013	01.01- 31.12.2012
Financial costs (interest) capitalised under work in progress*)	11 585	9 693
Financial costs (interest) disclosed in the income statement	4 892	5 359
Total interest costs	16 477	15 052

\*) The financial costs incurred as a result of the financing of real estate development projects are generally capitalised as work in progress and relate to the costs of interest, commissions and fees on bonds and loans taken for the execution of the projects. This amount consists of the difference between financial costs on the above mentioned sources of financing and financial income obtained as a result of investing free cash into short-term deposits and similar financial instruments.

### 7.43. Transactions with related entities

In the twelve-month periods ended 31 December 2013 and 2012, the Company was a party to transactions with related entities, as listed below. Descriptions of the transactions have been presented in the tables. In exceptional cases, descriptions of particular agreements or explanations have also been provided.

DOM DEVELOPMENT S.A. AS A BUYER OF GOODS OR SERVICES					
Counterparty Transaction description		01.01- 31.12.2013	01.01- 31.12.2012		
Woodsford Consulting Limited	Consulting services as per the agreement dated 27 June 2007	1 541	1 606		
Hansom Property Company Limited	Consulting services as per the agreement dated 31 March 1999	246	255		
Hansom Property Company Limited	Other	117	-		
Holland Park Advisory Limited	Consulting services as per the agreement dated 5 January 2011	-	98		
Kirkley Advisory Limited	Consulting services as per the agreement dated 01 March 2012	59	50		
Kirkley Advisory Limited	Other	56	-		
Dom Development Grunty sp. z o.o.	Services performed as per the contract of mandate for the activities related to the purchase of land and management thereof	327	85		

DOM DEVELOPMENT S.A. AS A SERVICE PROVIDER (SELLER)						
Counterparty	Transaction description	01.01- 31.12.2013	01.01- 31.12.2012			
Fort Mokotów sp. z o.o., under liquidation	Repair services as per the agreement dated 22 July 2005	241	414			
Fort Mokotów sp. z o.o., under liquidation	Other	22	21			
Dom Development Grunty sp. z o.o.	Other	6	6			
Dom Development B.V.	Other	-	-			
Dom Development Morskie Oko sp. z o.o.	Other	5	5			

DOM DEVELOPMENT S.A. AS A LENDER			
Counterparty	Transaction description	01.01-	01.01-



		31.12.2013	31.12.2012
Dom Development Grunty sp. z o.o.	Repayment received for a portion of the borrowings	300	-
Dom Development Grunty sp. z o.o.	Interest accrued on the borrowing	59	59

DOM DEVELOPMENT S.A. AS A DIVIDEND PAYER						
Counterparty	Transaction description	01.01- 31.12.2013	01.01- 31.12.2012			
Dom Development B.V.	Dividends	55 959	22 809			

Dom Development S.A. as a land buyer under an agency agreement as at 31 December 2013					
Counterparty	01.01- 31.12.2013	01.01- 31.12.2012			
Dom Development Grunty sp. z o.o.	(net) prepayment transferred for the purchase of land under the contract of mandate	6 741	-		

BALANCES WITH RELATED ENTITIES – balances as in the books of the Company							
Franklar	Receivables from re	elated entities	Liabilities to rela	ted entities			
Entity	31.12.2013	31.12.2012	31.12.2013	31.12.2012			
Total balance	2 184	2 470	123	128			
Subsidiaries	2 147	2 447	-	-			
Dom Development Morskie Oko sp. z o.o. additional contributions to the capital	1 147	1 147	-	-			
Dom Development Morskie Oko sp. z o.o.	-	-	-	-			
Dom Development Grunty sp. z o.o.	1 000	1 300	-	-			
Jointly controlled entities	37	23	-	-			
Fort Mokotów sp. z o.o., under liquidation	37	23	-	-			
Other entities	-	-	123	128			
Woodsford Consulting Limited	-	-	123	128			
Holland Park Advisory Limited	-	-	-	-			

In 2013 the companies operating within the Group did not enter into any sale agreements with members of the management or their families.

The transactions with the related entities are based on the arm's length principle.



### 7.44. Incentive Plan – Management Option Programmes

As at 31 December 2013 there were two active Management Option Programmes adopted as part of the Incentive Scheme for the Management staff of the Company.

Name of the Programme	Options in the programme (number of shares)	Options granted (number of shares)	Options exercised (number of shares)	Options in the programme (number of shares)	Options granted (number of shares)	Options exercised (number of shares)
		31.12.2013		3	81.12.2012	
Programme II	726 000	726 000	192 975	726 000	726 000	155 050
Programme III	360 000	120 000	-	360 000	120 000	-

#### **Management Option Programme II**

The Management Option Programme II concerns 726 000 shares in Dom Development S.A. ("Programme II"). Under Programme II a few issues of share options with the nominal value of PLN 1.00 each ("Tranche") took place. The option may not be exercised earlier than 3 years and later than 7 years from its grant.

The Supervisory Board of Dom Development S.A. granted all the above mentioned options in the years 2006-2012. The value of each Tranche was calculated each time at the grant date. These values, reduced by the value of expired options, have been evenly accounted for in the income statement through the three-year periods i.e. the vesting period. The vesting period was determined individually for each tranche.

#### **Management Option Programme III**

On 2 December 2010, the Supervisory Board of the Company acting pursuant to the power of attorney granted by the Ordinary General Shareholders Meeting of the Company on 20 May 2010, accepted the Rules of Senior Management Option Programme III regarding 360 000 shares in Dom Development S.A. (Programme III). Programme III is based on the following terms and conditions for the grant and exercising of the options:

- the grant of options will be limited up to 120 000 shares in any 12-month period,
- the exercise of options will depend on inter alia the fulfilment of significant condition to be set by the Supervisory Board and related to the minimum of the Company's total annual audited consolidated earnings per share to be achieved in the 3 full financial years commencing after the date when the option has been granted,
- the share buy-out price will be PLN 1.00 per share.

On 19 May 2011 the General Meeting of Shareholders adopted a resolution identifying the persons eligible to participate in Programme III, in particular to cover 120 000 shares under the first tranche of Programme III on the terms and conditions specified in the resolution by the Supervisory Board dated 13 December 2010.

#### **Changes to the Management Option Programmes**

On 29 March 2012 the Supervisory Board of the Company adopted a resolution concerning Management Share Option Programme II for 726,000 Shares in Dom Development S.A. (hereinafter "Program II") and Management Share Option Programme III for Senior Executives for 360,000 Shares in Dom Development S.A. (hereinafter "Program III"), pursuant to which the Supervisory Board decided not to grant any options to any person under the programmes concerned.

The Supervisory Board granted 726,000 options under Programme II. In the case that any of these options expires, the number of shares attributable to the expired options will not be taken into account by the Supervisory Board and the options will not be granted again.

The Supervisory Board granted 120 000 options under Programme III. None of the remaining 240 000 options will be granted by the Supervisory Board. Just like in Programme II, in the case that any of these 120 000 options expires, the number of shares attributable to the expired options will not be taken into account by the Supervisory Board and the options will not be granted again.



#### Grant of new share options

In the twelve-month period ended 31 December 2013 the Company did not grant any new share options.

#### Exercise of the share options

The increase of the Company's share capital by issuance of 26 000 series O ordinary bearer shares was registered on 5 March 2013 (see note 7.16). The O series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II.

The increase of the Company's share capital by issuance of 925 series P ordinary bearer shares and 11 000 series N ordinary bearer shares (see note 7.16) was registered on 31 October 2013. The P and R series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II.

#### **Expiry of share options**

In the twelve-month period ended 31 December 2013 the number of share options eligible to participate in Management Option Programme II was reduced by 45 830 options and the number of share options eligible to participate in Management Option Programme III was reduced by 11 767 options as a result of termination of employment contracts with the persons eligible to participate in these Programmes.

In the twelve-month period ended 31 December 2013 the number of share options eligible to participate in Management Option Programme II was reduced by 136 150 options as a result of expiry of the subscription period on 7 December 2013.

Cost of Management Option Programmes accounted for in the income statement

In the twelve-month period ended 31 December 2013 and 2012 the amounts of PLN 24 thousand and PLN 809 thousand respectively, were accounted for in the income statement for the management options granted and in the reserve capital from valuation of share options.

Share options granted and exercisable as at respective balance sheet dates, and changes in the presented periods

SHARE OPTIONS		01.01- 31.12.2013	01.01- 31.12.2012
Unexercised options at the	Number of options	648 673	846 000
beginning of the period	Total exercise price	42 473	46 927
Options granted	Number of options	-	-
in the period	Total option exercise value	-	-
Options ourierd in the partial	Number of options	193 747	42 277
Options expired in the period	Total option exercise value	19 291	2 101
	Number of options	37 925	155 050
Options exercised in the period	Total option exercise value	588	2 353
· ·	Weighted average exercise price per share (PLN per share)	15.51	15.18
Unexercised options at the	Number of options	417 001	648 673
end of the period	Total exercise price	22 594	42 473
Exercisable options at the	Number of options	534 440	490 975
beginning of the period	Total exercise price	42 100	37 968
Exercisable options at the end of	Number of options	314 535	534 440
the period	Total exercise price	22 234	42 100



Programme	Grant date	Number of options	Exercise price per option (PLN)
Programme II	7.12.2007	134 275	114.48
Programme II	10.12.2008	18 075	14.91
Programme II	10.12.2009	162 185	40.64
Programme II	12.07.2011	6 000	44.16
Programme III*)	13.12.2010	96 466	1.00
Total		417 001	

#### Structure of share options granted and not exercised, and not expired as at 31 December 2013:

\*) The above table includes the options (96 466 share options) granted under Programme III that have not yet expired. As the significant entitlement condition has not been met for the exercise of these options, the options under Programme III will not be able to be exercised.

#### 7.45. Remuneration of members of the Company's management and supervisory bodies

Remuneration for key executives	01.01- 31.12.2013	01.01- 31.12.2012
1. The Management Board		
Remuneration	5 462	5 163
including payments from profit	-	-
2. The Supervisory Board		
Remuneration	1 044	1 032

The composition of the Management Board and the Supervisory Board as at 31 December 2013 has been presented in note 7.48.

Service agreements between members of the management and supervisory bodies and the Company or its subsidiaries defining the benefits to be paid upon termination of the employment contracts

Members of the Management Board of the Company: Jarosław Szanajca, Janusz Zalewski, Janusz Stolarczyk and Jerzy Ślusarski are employed by the Company on the basis of employment contracts.

Under these contracts, the employment of individual members of the Management Board may be terminated pursuant to the following conditions:

Full name of the member of the		period vhen given Y	Comments		
Management Board	the Company	the Employee	3		
Szanajca Jarosław	8	8	First payment of 50% of 8-times monthly remuneration to be paid after providing a termination notice	The balance of 50% to be paid in 5 equal monthly payments	
Ślusarski Jerzy	6	6	No specia	l clauses	
Zalewski Janusz	6	6	No specia	l clauses	
Stolarczyk Janusz	9	3	First payment of 50% of 9-times monthly remuneration to be paid after providing a termination notice	The balance of 50% to be paid in 8 equal monthly payments	



### 7.46. Contingent liabilities

CONTINGENT LIABILITIES	31.12.2013	31.12.2012
Guarantees	141	2 105
Sureties	357	489
Total	498	2 594

Additionally, some of the Group's liabilities are secured with promissory notes:

COLLATERALS FOR LIABILITIES	31.12.2013	31.12.2012
Promissory notes, including:		
<ul> <li>promissory notes as an additional guarantee for Bank Pocztowy in respect of claims arising from the granted loan</li> </ul>	-	5 000
<ul> <li>promissory notes as an additional guarantee for PKO BP bank in respect of claims arising from the granted loan</li> </ul>	210 000	210 000
<ul> <li>promissory notes as other guarantees</li> </ul>	-	1 889
Total	210 000	216 889

### 7.47. Material court cases as at 31 December 2013

As at 31 December 2013 the companies operating within the Group were not a party to any material court cases.

#### 7.48. Changes in the composition of the Management Board and the Supervisory Board of the Company

#### **The Management Board**

No changes in the composition of the Management Board took place in 2013.

As at 31 December 2013 the Management Board of Dom Development S.A. was composed of 5 members:

Jarosław Szanajca, President of the Management Board

Janusz Zalewski, Vice President of the Management Board

Jerzy Ślusarski, Vice President of the Management Board

Janusz Stolarczyk, Member of the Management Board

Terry Roydon, Member of the Management Board

#### **The Supervisory Board**

No changes in the composition of the Management Board took place in 2013. As at 31 December 2013 the Supervisory Board of Dom Development S.A. was composed of 7 members: Grzegorz Kiełpsz, Chairman of the Supervisory Board Markham Dumas, Vice Chairman of the Supervisory Board Marek Moczulski, Vice Chairman of the Supervisory Board Mark Spiteri, Member of the Supervisory Board Michael Cronk, Member of the Supervisory Board Włodzimierz Bogucki, Member of the Supervisory Board Krzysztof Grzyliński, Member of the Supervisory Board.

#### 7.49. Additional information on the operating activity of the Company

In the twelve-month period ended 31 December 2013 the following material changes in the portfolio of the Group's development investments under construction took place:



Projects where the construction commenced in the period from 1 January 2013 until 31 December 2013:

Project	Standard	Number of apartments
Saska I, phase 3/3	Popular	170
Żoliborz Artystyczny, phase 1	Popular	223
Saska I, phase 3/4	Popular	178
Żoliborz Artystyczny, phase 2	Popular	152
Derby 14, phase 4	Popular	188
Oaza, phase 3	Popular	218
Aura, phase 1a	Popular	126
Apartementy Saska nad Jeziorem, phase 1	Popular	162
Wilno II, phase 1	Popular	168
Akacje 7, phase 2	Popular	245

Projects where the construction was completed in the period from 1 January 2013 until 31 December 2013:

Project	Standard	Number of apartments
Regaty, phase 6	Popular	160
Wilno, phase 3	Popular	132
Oaza, phase 2	Popular	130
Derby 14, phase 2	Popular	154
Saska I, phase 3/1	Popular	159
Saska I, phase 3/2	Popular	163
Wilno I, phase 4	Popular	109

#### 7.50. Material post-balance sheet events

#### Share capital increase

On 21 January 2014 the Management Board of Dom Development S.A. adopted a resolution to increase the share capital by issuing 17 075.00 S series ordinary bearer shares as a part of the authorised capital from the then current amount of PLN 24 753 197.00 up to PLN 24 770 272.00, that is by PLN 17 075.00. The "S" series shares were issued in a private placement procedure addressed to participants in Management Share Option Programme II. As at 25 February 2014 all of the 17 075 shares were subscribed. The shares have not yet been registered by the Court of Registration.

#### Loan agreement

On 5 February 2014 the Company and mBank Spółka Akcyjna entered into an agreement for a loan facility in the aggregate amount of PLN 50 000 thousand to be used to finance current operations of the Company. The term of the Agreement is until 3 February 2017.

#### 7.51. Approval of the financial statements for 2012

On 22 May 2013 the Ordinary General Shareholders Meeting of Dom Development S.A. approved the financial statements of Dom Development S.A. for the year ended on 31 December 2012, the Management's report of activities of Dom Development S.A. in 2012 and the consolidated financial statements of Dom Development S.A. Capital Group for the year ended on 31 December 2012 and the Management's report of activities of Dom Development S.A. Capital Group in 2012, as presented by the Management Board. The Ordinary General Shareholders Meeting gave a vote of approval for the Management Board for the year 2012.

#### 7.52. Forecasts

The Management Board of Dom Development S.A. does not publish any financial forecasts concerning both, the parent company and the Capital Group.



# 7.53. Information on remuneration of the statutory auditor or the entity authorised to audit financial statements

Fee (net, exclusive of VAT) of Ernst & Young Audyt Polska spółka z o.o. spółka komandytowa (*limited partnership*) that is the entity authorised to audit financial statements of the Company paid or due for the year ended 31 December 2013 and 31 December 2012 broken up by services, is presented in the table below:

SERVICES	01.01- -31.12.2013	01.01- -31.12.2012
- Obligatory audit of annual and review of semi-annual financial statements	261	270
<ul> <li>Other attestation services</li> </ul>	30	40
<ul> <li>Other services</li> </ul>	13	7
Total	304	317

### 7.54. Selected financial data translated into EURO

In accordance with the financial reporting requirements the following financial data of the Group have been translated into euro:

SELECTED DATA FROM THE CONSOLIDATED BALANCE SHEET	31.12.2013	31.12.2012
	thousand EURO	thousand EURO
Total current assets	415 076	428 417
Total assets	416 882	430 431
Total shareholders' equity	206 535	218 287
Long-term liabilities	117 823	110 730
Short-term liabilities	92 524	101 415
Total liabilities	210 347	212 144
PLN/EURO exchange rate as at the balance sheet date	4.1472	4.0882

SELECTED DATA FROM THE CONSOLIDATED INCOME STATEMENT	01.01- -31.12.2013	01.01- -31.12.2012
	thousand EURO	thousand EURO
Sales revenue	160 622	204 000
Gross profit on sales	37 298	48 874
Operating profit	17 415	27 198
Profit before tax	16 550	27 198
Net profit	12 952	21 860
Average PLN/EURO exchange rate for the reporting period	4.2110	4.1736