

# MANAGEMENT BOARD'S REPORT OF ACTIVITIES OF DOM DEVELOPMENT S.A.

**IN 2014** 



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### APPROVAL BY THE MANAGEMENT BOARD OF THE MANAGEMENT BOARD'S REPORT OF ACTIVITIES OF DOM DEVELOPMENT S.A. IN 2014

This Management Board's report of activities of Dom Development S.A. in 2014 was prepared and approved by the Management Board of the Company on 25 February 2015.

	Szanajca, Nanagement Board
Janusz Zalewski, Vice President of the Management Board	Małgorzata Kolarska, Vice President of the Management Board
Janusz Stolarczyk, Member of the Management Board	Terry R. Roydon,  Member of the Management Board

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#### **INTRODUCTION**

The joint stock company Dom Development S.A. (the "Company") is the parent company of Dom Development S.A. Capital Group (the "Group"). The Company has been entered into the National Court Register under number 0000031483 maintained by the District Court for the capital city of Warsaw, 12<sup>th</sup> Commercial Division of the National Court Register. The registered office of the Company is in Warsaw (00-078 Warsaw, pl. Piłsudskiego 3).

Dom Development was established in 1995 by a group of international investors, and Polish management staff joined it in November 1996. Participation of the international investors guaranteed implementation of Western European experience and standards as regards housing developments in the market where the Company operates.

As at 31 December 2014 the Company was controlled by Dom Development B.V. with registered office in the Netherlands which held 59.45% of the Company's shares.

#### 1. GENERAL INFORMATION ABOUT DOM DEVELOPMENT S.A.

#### 1.1. Group's Structure

The Group's structure and the Company's interest in the share capital of the entities comprising the Group as at 31 December 2014 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 ventu	re:		
Fort Mokotów sp. z o.o., under liquidation	Poland	49%	49%	equity method

#### 1.2. Activities of the Company and the Group

The main area of activity of the Company is the construction and sale of residential real estate. All development projects of the Company are conducted directly within the Dom Development organisational structure.

In the twelve-month period ended 31 December 2014:

- the Company did not discontinue any of its activities;
- the Company did not make any material deposits or capital investments. All free cash was invested by the Company in short term bank deposits.



#### 1.3. Information on core products

The main aim of the Company has always been the construction of affordable flats in the so-called popular segment (mid-market). The Company's offer is supplemented with other market segment products.

Currently, product assortment of the Company comprises multi-family buildings (flats and apartments), which can be divided into the following market segments:

- *Popular flats (mid-market)* flats in residential buildings and housing estates are usually located outside of the immediate city centre, normally with at least 200 flats.
- Apartments apartments in residential buildings or small groups of buildings located in Warsaw's city centre and in popular residential districts (Żoliborz, Mokotów, Śródmieście, Ochota).

Flats and apartments are offered in two standards: "turn-key" and unfinished. The unfinished flats/apartments are finished by buyers on their own account. Various finishing options are available for "turn-key" flats/apartments.

• Commercial space – mainly shops constructed by the Company as part of residential buildings. The revenues from the sale of such space account for an insignificant part of the total revenue but they enable the possibility to offer such facilities as shops, which increases the attractiveness of a given project.

In addition to this, the Company's tasks include the management of housing estates constructed under development projects conducted by the Group. Management will be performed only through a limited period of time, i.e. until the final management company is chosen by the common hold associations which take over the managerial duties from the Company.

In 2014, the Company's revenue from the sale of products and services related to real estate management were as follows:

REVENUE STRUCTURE	01.01- -31.12.2014 in thousand PLN	01.01- -31.12.2013 in thousand PLN	Change 2014/2013
Revenue from the sale of flats/apartments, houses and commercial space	770 760	655 671	18%
Revenue from the sale of real estate management services	5 476	4 971	10%
Revenue from other sales	8 038	15 745	(49)%
Total	784 274	676 387	16%

#### 1.4. Information on the markets, customers and sources of supply of production materials

In 2014 the activity of the Company was mainly concentrated in Warsaw. In 2014, as in 2013, the portfolio of offered apartment products and projects that were being prepared, was predominantly made up of investments in the popular segment. This has already been reflected in both, the sales structure in 2014 and the structure of planned investment projects. The Company have continued its operations in the Wroclaw market in 2014.

#### 1.4.1 Dom Development S.A. sales structure

NUMBER OF PRODUCTS SOLD BY PRODUCT GROUPS	2014	2013	Change
Popular (mid-market) apartments	1 837	1 559	18%
High-end apartments (including luxury apartments)	52	44	18%
Single-family houses	0	2	(100%)
Total	1 889	1 605	18%

The Company does not depend on any of its customers because the sales are dispersed amongst a large, varied and changing group of buyers of residential and commercial units. The majority of the Company's customers are natural persons.

#### 1.4.2 Major contractors

The main costs incurred by the Company in the real estate development activity are the costs of construction services provided by third parties, not related to the Company, under a general contracting system and the purchase costs of land for the investment projects.

As regards the land, despite individual transactions of significant value, the Company does not depend on one supplier.

As regards the construction services, contractors are chosen in internally organised tender procedures. The Company uses the services of various construction companies operating in the Warsaw and Wroclaw markets.

The Company's major contractors in 2014, in terms of the value of services purchased in this period, were:

CONTRACTOR	01.01- -31.12.2014
	in thousand PLN
UNIBEP S.A.	94 965
EIFFAGE POLSKA BUDOWNICTWO S.A.	77 638
KALTER SP. Z O.O.	37 332
BUDNER S.A.	31 945
KARMAR S.A.	30 533
ERBUD S.A.	26 384
PPUH RODEX SP. Z O.O.	26 259
REMBUD SP. Z O.O.	9 846

The turnover shown above accounts for approximately 54% of the sum spent by the Company on construction and design services in 2014.

#### 2. OPERATIONS OF DOM DEVELOPMENT S.A.

#### 2.1. Operations of Dom Development S.A. in 2014

In 2014 the Company continued its development activities, being the construction and sale of residential real estates. The construction works were conducted in the general contractor system, and the works were contracted to specialized third-party building companies.

There are several development projects that are simultaneously conducted by the Company. The Management Board of the Company regularly reviews and gives its opinion on:

- current projects during their implementation in relation to both, the progress of construction works, and current and anticipated sales revenue,
- the best possible manner in which the plots of land from the land-bank may be used and adjustment of the product offer to best meet the expectations and demand in the market,
- the potential plots of land which may be purchased for further development projects to be carried out in the following years, also in major Polish cities other than Warsaw,
- optimization of financing of the Company's operating activities.



#### 2.1.1 Development projects commenced and completed

In 2014, the following material changes in the portfolio of the Company's real estate development investments under construction took place:

Projects where the construction commenced in the period from 1 January 2014 until 31 December 2014:

Project	Standard	Number of apartments
Żoliborz Artystyczny, phase 3	Popular	228
Aura, phase 1b	Popular	64
Willa Lindego	Popular	121
Wilno, phase 2 (stage 2A)	Popular	149
Rezydencja Mokotów	Luxury apartments	134
Apartementy Saska nad Jeziorem, phase 2	Popular	224
Aleja Piastów , phase 1	Popular	90
Aleja Piastów , phase 2	Popular	81
Żoliborz Artystyczny, phase 4	Popular	222
Klasyków II, phase 1	Popular	231
Osiedle Pod Różami	Popular	107
Wilno II, phase 2	Popular	249

Projects where the construction was completed in the period from 1 January 2014 until 31 December 2014:

Project	Standard	Number of apartments
Derby 14, phase 3	Popular	189
Młyny Królewskie	Popular	294
Klasyków I, phase 2	Popular	236
Wilno, phase 2b	Popular	124
Adria, phase 3	Popular	183
Willa na Harfowej	Popular	90
Saska I, phase 3/3	Popular	170
Saska I, phase 3/4	Popular	178
Żoliborz Artystyczny, phase 1	Popular	223
Żoliborz Artystyczny, phase 2	Popular	152
Derby 14, phase 4	Popular	188

#### 2.1.2 Current and future development projects

As at 31 December 2014, the projects under development account for 2 815 apartments in total. The new development projects for 4 587 apartments in total are defined and planned by the Company.

#### 2.1.3 Agreements significant for the business activity of the Company

In the financial year, the major agreements were concluded with the following contractors.

In the financial year 2014 the Company has not signed any agreement with a single supplier which aggregate value would exceed 10% of the shareholders' equity of the Company.

#### Other major agreements

In the financial year 2014 the Company has not entered into any major agreements which aggregate value would exceed 10% of the shareholders' equity of the Company.

#### 2.1.4 Agreements with shareholders

Dom Development S.A. has no information on any possible agreements between the shareholders concluded in 2014.

#### 2.1.5 Cooperation agreements

In 2014, Dom Development S.A. did not conclude any significant cooperation agreements with other entities.

#### 2.1.6 Transactions with related entities

All transactions made by the Company or its subsidiaries with related entities are based on the arm's length principle.

Transactions with the related entities are presented in note 7.43 to the financial statements for the period ended 31 December 2014.

#### 2.1.7 Litigations

#### Proceedings before the courts, arbitration or public administration authority

As of 31 December 2014 there was no individual proceeding before any court, authority competent for arbitration or public administration body, concerning the liabilities or receivables of the Company or its subsidiary, the value of which would be at least 10% of the Company's shareholders' equity.

As of 31 December 2014 there were not two or more proceedings before any court, authority competent for arbitration or public administration body, concerning the liabilities or receivables, the value of which would be at least 10% of the Company's shareholders' equity.

As of 31 December 2014, the Company was a party to proceedings concerning liabilities and receivables, the total value of which was approx. PLN 40 271 thousand, including the total value of proceedings concerning liabilities at approx. PLN 22 152 thousand and the total value of proceedings concerning receivables at approx. PLN 18 119 thousand.

The proceedings involving the Company have no significant impact on the Company's activity.

#### 2.2. Development of Dom Development S.A., risk factors

#### 2.2.1 Significant risk factors and factors important for development of the Company

Significant risk factors and threats to the business activity conducted by the Company are presented below.

#### **Macroeconomic factors**

The Company's business activities are significantly affected by global developments, and in particular by their impact on the Polish economy. The most important macroeconomic factors for the Company's financial condition and results include the economic growth rate (risk of growth deceleration), unemployment rate (risk of growing unemployment), position of financial institutions (risk of a decrease in trust). The business activities of the Company are affected by the following macroeconomic factors, which have an impact on the state of the Polish economy: GDP, level of investments, household income, interest rates, inflation, unemployment and the condition of the real estate development and construction industries, and the real estate market.



#### **Availability of mortgages**

In 2014, a factor that supported market demand was access to mortgages. Interest rates reached another low after the reference rate was reduced to 2.00% in October 2014. The expected maintenance of the cost of mortgages at a low level may cause customers to be more likely to take out a mortgage. The level of interest rates also translates into a reduction in the repayment instalments and increased creditworthiness of persons who apply for a mortgage for an apartment.

Since the amended Recommendation S of the Financial Supervision Authority came into effect in 1 January 2014 a deposit with 5% of the property value was compulsory in 2014, whereas the required deposit increased to 10% of the property value from 1 January 2015. In the following years the required deposit level will gradually increase to reach 20% in 2017. The increase in the required level of the deposit may gradually reduce access to mortgages and make people with lower levels of savings put off their decision on a purchase or purchase a cheaper dwelling. This brings about the risk of reduced average transaction value and number of transactions in the real estate market.

#### Foreign exchange risk

As per Recommendation S issued by the Financial Supervision Authority, which came in effect early in January 2014, foreign exchange loans are to be provided only when majority of a mortgage taker's income is earned in a specific currency. This is to prevent speculations and reduce foreign exchange risk. A great deal of foreign currency loans are mortgages. This brings about the risk of borrower insolvency, and therefore more apartments seized by the banks being put on the market, where a decline in demand from potential buyers who are not able to obtain such loans, is observed.

Foreign currency loans that were taken out at lower exchange rates than they are at present due to PLN depreciation against EUR or CHF often exceed the real value of the properties bought that constitute security for mortgages.

#### **Concentration of operations in the Warsaw market**

The Company's present and planned activity is concentrated in the Warsaw market. This makes the Company's results highly dependent on the situation in this market. However, it can be assumed that in the long-term this will be the most dynamic residential real estate market in Poland, and the Company already has a well-established position and therefore the possibility of further development. Currently, the Company is also developing its business in the Wroclaw market where projects are being executed in three locations. A further expansion of the Company is also considered.

#### Opportunity to purchase land for new projects

The future success of the Company is founded on the ability to continually and effectively acquire attractive land for new development projects at the right times and competitive prices. This will allow the generation of satisfying project contributions.

#### **Administrative decisions**

The nature of real estate development projects requires a number of licenses, permits and arrangements to be obtained by the Company at every stage of the development process. Despite significant caution applied in the project execution schedules there is always a risk of delay in their obtainment, challenges to decisions which have already been issued (also due to appeals with no consequences for appellants) or even failures in obtaining them. All these affect the ability to conduct and complete the executed and planned projects.

The fundamental activity adopted by the Company so as to reduce the exposure to market risks is proper assessment of potential and control of current development projects based on investment models and decision-making procedures developed in the Company. The adherence to such procedures is closely monitored by the Management Board of the Company.



There has been a formalised risk management procedure in operation within the Company since 2000. Under this procedure the risk is managed through the identification and assessment of the risk areas for all aspects of the activities, in which the Company and the Group are involved, together with defining activities required to reduce or eliminate such risks (including through procedures and an internal audit system) The risk management procedure is subject to periodic revision and is updated by the Management Board jointly with the key management staff and third party advisers.

#### 2.2.2 Perspectives for the development of the Company's business activities

In 2014, the conditions in the primary apartment market were favourable for developers and also for customers. Buyers were able to choose from a broad offer with stable prices, and both parties felt the large positive influence of low interest rates. The management board believes that the good market conditions should sustain in 2015.

The Company intends to continue its activities in the current scope. In order to ensure a proper offer structure, the Company will continue to develop its land bank while attempting to balance the proportions between land owned on the left and right bank of the Vistula river in Warsaw and continue to search for attractive land in Wroclaw. A major objective and task of the Management Board in the last year was to prepare the Company to face new challenges in the face of the favourable conditions. The major steps undertaken in this respect included:

- ensuring that adequate sources of finance are available to the Company, both for current and future real estate development projects, with due care from the perspective of the Company and its customers,
- co-operation with banks, and strong assistance to customers in obtaining mortgages for purchase of an apartment,
- adjusting the sales offer to the market demand,
- aligning land purchase outlays to Company's existing and future needs,
- optimizing the way and time the current land bank is used,
- increasing the efficiency and scale of sales support activities,
- maintaining and building upon customer confidence in the Dom Development brand,
- restructuring the organization and employment to the anticipated level of operational activities,
- optimising general administrative expenses.

The above-mentioned measures taken by the Management Board will be continued in 2015. In addition to this, in the next twelve months Dom Development S.A. will focus, in particular, on the further increase of sales volume as compared to 2014 and the increase of its share in the Warsaw real estate market. This will be possible due to:

- the well-established position in the Warsaw residential property market,
- the high qualifications and potential of the Company's management,
- the worked out know-how in respect of operational execution of development projects,
- accumulated experience in selling and financing development projects,
- the land bank (for both, ongoing and future projects).
- very good liquidity of the Company.

In the upcoming twelve-month period it is also planned to:

- further focus on the operating activities in the popular flat segment and maintain activities in the remaining product groups within the offered product range,
- develop operations of the Group outside the Warsaw market (in particular in Wroclaw).



#### 3. FINANCIAL SITUATION OF THE COMPANY, FINANCE MANAGEMENT

### 3.1. Basic economic and financial figures disclosed in the annual financial statements of the Company for 2014

#### 3.1.1 Selected data from the balance sheet

#### **Assets**

Structure of the Company's assets as at 31 December 2014, and changes as compared to the figures as at the end of 2013.

ASSETS	31.12.2014 in thousand PLN	Share in assets	31.12.2013 in thousand PLN	Change 2014/2013
Total fixed assets	13 200	1%	7 557	75%
Current assets				
Inventory	1 230 738	77%	1 344 296	(8)%
Trade and other receivables	5 558	<1%	43 421	(87)%
Other current assets	3 224	<1%	4 071	(21)%
Cash and cash equivalents and Short-term financial assets	351 845	22%	326 464	8%
Total current assets	1 591 365	99%	1 718 252	(7)%
Total assets	1 604 565	100%	1 725 809	(7)%

#### **Equity and liabilities**

Structure of the Company's shareholders' equity and liabilities as at 31 December 2014, and changes as compared to the figures as at the end of 2013.

EQUITY AND LIABILITIES	31.12.2014 in thousand PLN	Share in equity and liabilities	31.12.2013 in thousand PLN	Change 2014/2013
Shareholders' equity				_
Share capital	24 770	2%	24 753	<1%
Share premium less treasury shares	234 520	15%	234 283	<1%
Reserve and supplementary capitals, and accumulated unappropriated profit (loss)	598 837	37%	597 474	<1%
Total shareholders' equity	858 127	53%	856 510	<1%
Liabilities				
Total long-term liabilities	317 367	20%	486 065	(35)%
Total short-term liabilities	429 071	27%	383 234	12%
Total liabilities	746 438	47%	869 299	(14)%
Total equity and liabilities	1 604 565	100%	1 725 809	(7)%



#### 3.1.2 Selected data from the income statement

<u>Income statement</u> of the Company for the year ended 31 December 2014 as compared to 2013.

	01.01- -31.12.2014	sale %	01.01- -31.12.2013	Change 2014/2013
	in thousand PLN		in thousand PLN	
Sales revenue	784 274	100%	676 387	16%
Cost of sales	632 215	81%	519 316	22%
Gross profit on sales	152 059	19%	157 071	(3)%
Operating profit	68 790	9%	73 042	(6)%
Profit before tax	69 208	9%	69 451	<1%
Net profit	55 822	7%	54 352	3%
Basic earnings per share (in PLN)	2,25		2,20	2%

#### 3.1.3 Selected information from the cash flow statement

	(in thousand PLN)		Change
	2014	2013	Change
Cash and cash equivalents – opening balance	321 307	173 045	86%
Net cash flow from operating activities	136 482	(7 103)	na.
Net cash flow from investing activities	(36 182)	231 825	na.
Net cash flows from financing activities	(104 225)	(76 460)	na.
Cash and cash equivalents – closing balance	317 382	321 307	(1)%

Cash balances amounted to PLN 321 307 thousand at the beginning of 2014 and they amounted to PLN 317 382 thousand at the end of the year. Therefore in the period from 1 January until 31 December 2014 the balance of cash dropped by PLN 3 925 thousand.

In 2014, the Company recorded a net inflow of cash from the operating activities in the amount of PLN 136 482 thousand. This result is due to two factors: an increase in sales recorded by the Company in the last year and the cash flow from customers, and the funds spent for the continuation of current and execution of future development projects.

In 2014, the Company disclosed a net outflow of cash from investing activities in the amount of PLN 36 182 thousand. This results mostly from the presentation of bank deposits with a maturity of over 3 months in the amount of PLN 30 001 thousand as cash flow from investing activities.

In 2014, the Company recorded a net cash outflow from the financing activities in the amount of PLN 104 225 thousand. The excess of financial outflow over the inflow is mainly due to reduced balance of loans (net cash outflow in the amount of PLN 50 000 thousand) and the payment of dividends by the Company in the amount of PLN 54 495 thousand.

#### 3.2. Forecasts

Both, Dom Development S.A. Capital Group and the parent company did not publish financial forecasts for 2014.

#### 3.3. Finance management in the Company

In 2014, the finance management of Dom Development S.A. in respect of construction of residential buildings was focused on seeking and structuring sources of external financing for the projects under construction and on maintaining a safe level of liquidity. The Management Board analyses the current and plans the future optimum financing structure on a regular basis in order to achieve planned ratios and financial results, and at the same time, to ensure liquidity and the comprehensive financial security of the Company. In 2014, the activities of the Company generated a positive result at each level of the income statement.



The Management Board is of the opinion that the net assets and financial standing of Dom Development S.A. at the end of 2014 demonstrate the strong and stable financial position of the Company. This results from the well-established position of the Company in the housing market, appropriate operational experience and potential in place, both in terms of execution of residential development projects, and the sale and financing of these projects. The net assets and financial standing of the Company has been demonstrated by liquidity and debt ratios presented further in this report.

Having considered the situation in the Polish real estate market in recent years, the financial results achieved by the Company in 2014 can be considered good. In 2014, the Company delivered 1 958 apartments (including high-end apartments) to its customers as compared to 1 562 units in 2013. The financial result is slightly better than the one in 2013. At the same time, in 2014 the Company sold 1 889 apartments (including high-end apartments) which is 18% more than in 2013, and this may be considered as being a very good result.

#### 3.3.1 Profitability ratios

The ratios showing profitability of the business activity pursued by the Company in 2014 have slightly reduced as compared to the previous year. It predominantly results from the fact that the average margin generated on the products delivered in 2014 was lower than on the products delivered in 2013. Return on assets and return on equity slightly improved.

PROFITABILITY RATIOS	2014	2013
Operating profit margin  EBITDA / net sales revenue	9.2%	11.3%
Net profit margin  Net profit / net sales revenue	7.1%	8.0%
Return on assets (ROA)  Net profit / total assets	3.5%	3.1%
Return on equity (ROE)  Net profit / shareholders' equity	6.5%	6.3%

#### 3.3.2 Liquidity ratios

Having considered the specifics of the real estate development industry with its long production cycle and tighter funding requirements for the companies operating in this sector, the Company has been in an extremely comfortable position.

This is due to a number of long-term decisions and actions taken by the Company's Management Board. These high ratios to a high extent result from the relevant financing structure applied, that is predominantly medium-term and long-term, as opposed to short-term and medium-term financing. The liquidity ratios are driven by decisions around financing of current investments (including decisions when to commence the construction of individual estates and concerning the product mix offered for sale), the purchase of new properties and management of suitable employment levels and overheads.

All the liquidity ratios have remained at a very safe level in 2014, similarly to those in 2013. A reduction in the value of the ratios in 2014 in relation to 2013 has been a consequence of the fact that the repayment of a mortgage tranche (PLN 26 000 thousand) and bonds (PLN 100 000 thousand) is due in 2015. As of 31 December 2013, the Company did not have any short-term loan and bond liabilities.

The Management Board is of the opinion that the credibility of the Company in the financial market is high which is reflected by the diversified financing structure and by good relationships with banks and other financial institutions in the form of them providing the Company with loans and other forms of long-term finance (bonds).



LIQUIDITY RATIOS	2014	2013
Current ratio current assets / short-term liabilities less deferred income	5.73	11.33
Quick ratio current assets less inventory / short-term liabilities less deferred income	1.30	2.47
Cash ratio cash and cash equivalents, and bank deposits with a maturity of over 3 months / short-term liabilities less deferred income	1.25	2.12

#### 3.3.3 Leverage ratios

Appropriate operating policy (i.e. proper commencement and pace of projects as well as controlled purchases of land) and conservative financing policy (the financing structure) maintained leverage ratios at adequate levels to support the business activity and maintain the Company's creditworthiness.

The debt ratios with values slightly lower at the end of 2014 than those at the end of 2013 continue to reflect the conservative approach of the Company's governing bodies to the sources of finance for operations.

The changes to liabilities for loans and bonds are the best position to reflect "net cash flows from financing activities" described in section 3.1.3 of this report.

LEVERAGE RATIOS	2014	2013
Equity ratio shareholders' equity / total assets	53.5%	49.6%
Liabilities to equity ratio total liabilities / shareholders' equity	87.0%	101.5%
Liabilities to assets ratio total liabilities / total assets	46.5%	50.4%
Interest bearing debt to equity ratio interest bearing liabilities (including accrued interest) / shareholders' equity	46.4%	52.3%
Net interest bearing debt to equity ratio (interest bearing liabilities (including accrued interest) less cash and cash equivalents, and bank deposits with a maturity of over 3 month) / shareholders' equity	5.3%	14.2%

#### 3.4. Information on loans, bonds, borrowings, sureties and guarantees

#### 3.4.1 Borrowings contracted or terminated

As at 31 December 2014 and 31 December 2013 the Company did not have any borrowings. The Company did not take or repay any borrowings in 2014 and 2013.

#### 3.4.2 Loans contracted or terminated

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



The loan in the amount of PLN 20 000 thousand was drawn at mBank S.A. on 29 August 2014.

In 2014, the Company prematurely repaid the loan at PKO Bank Polski S.A. On 28 February 2014 the instalment of PLN 20 000 thousand was repaid and on 29 August 2014 the instalment of PLN 20 000 thousand.

In 2014, the Company's outstanding balance of the loan at Alior Bank S.A. has been reduced by PLN 30 000 thousand.

Details of the loans contracted by the Company have been presented in note 7.20 to the financial statements of the Company for 2014.

#### Loan agreements terminated in 2014

A notice of termination for the loan agreement dated 18 September 2013 was served by the Company at Alior Bank S.A. on 15 December 2014. The 30 (thirty) day notice period has been lapsing from the date that the written notice of termination was served at Alior Bank S.A.

#### 3.4.3 **Bonds**

Details of the obligations issued, redeemed and bought out by the Company have been presented in note 7.21 to the financial statements of the Company for 2014.

#### 3.4.4 Borrowings provided

The Company did not provide any borrowings in 2014.

On 29 December 2014, a loan dated 30 June 2010 between the Company and its subsidiary Dom Development Grunty Sp. z o.o. was partially repaid. The amount of debt decreased from PLN 1 000 thousand to PLN 600 thousand. On 29 May 2013 an annex to the loan agreement between the Company and its subsidiary Dom Development Grunty Sp. z o.o. of 30 June 2010 was signed, according to which the borrowing repayment deadline was postponed from 31 May 2013 to 31 May 2015.

#### 3.4.5 Sureties provided and received

The Company did not provide or received any sureties in 2014.

#### 3.4.6 Guarantees provided and received

The Company did not provide any guarantees in 2014.

The performance guarantees, warranty bonds and guarantees for payment of liquidated damages during the period of contractual and statutory quality guarantee as received in 2014 are presented in the table below.

Company	Guarantee type	Guarantee amount in thousand PLN
EIFFAGE POLSKA BUDOWNICTWO S.A. EIFFAGE POLSKA INSTALACJE SP. Z O.O.	Bank guarantee	7 134
UNIBEP S.A.	Bank guarantee	5 714
ERBUD S.A.	Bank guarantee	3 850
KALTER SP. Z O.O.	Bank guarantee	3 443
PPUH RODEX SP. Z O.O.	Bank guarantee	2 221
REMBUD SP. Z O.O.	Bank guarantee	1 828
KARMAR S.A.	Bank guarantee	1 758
"KONE" SP. Z O.O.	Bank guarantee	1 715
BUDNER S.A.	Bank guarantee	1 388
OTIS SP. Z O.O.	Bank guarantee	614
DORBUD S.A.	Insurance guarantee	515

#### 3.5. Use of proceeds from the issue of securities

In 2014, Dom Development S.A. issued 18 075 ordinary bearer shares. This took place in two series (S and T). The issues took place as a result of execution of obligations under Management Option Programme II. The funds in the amount of PLN 269 thousand from the issue of S and T series shares have been designated for current operating activities of the Company. Details of the share issues have been presented in note 7.16 to the financial statements of the Company for 2014.

#### 3.6. Assessment of the possibility to implement investment projects

Assessment of the possibility to implement investment projects, including capital investment versus the resources held, with consideration of possible changes in the financing structure of investment activity

Dom Development S.A. is fully capable of financing the currently executed investment projects. The Company intends to finance the execution of real estate development projects from the shareholders' equity, bank loans and issue of commercial papers. The Management Board attempts to adapt the maturity structure of the bank loans and commercial papers mainly to the duration of individual development projects, with particular consideration given to gradual replenishment of the land bank for future development projects.

Currently, almost all activities of the Dom Development S.A. Capital Group are conducted directly in Dom Development S.A. Nonetheless, the Company does not exclude the possibility of executing the projects through subsidiaries or jointly-controlled entities with the financing (special-purpose loans) for these projects being provided directly by those companies or through Dom Development S.A.

#### 3.7. Evaluation of factors and non-typical events affecting the result for the financial year

Evaluation of factors and non-typical events affecting the result for the financial year, including the extent to which these factors or non-typical events affected the generated result

In 2014, there were no extraordinary events that could have affected the result of the operations of Dom Development S.A.



#### 4. STATEMENT ON THE APPLICATION OF CORPORATE GOVERNANCE

Company's corporate governance rules and the location, where the text of corporate governance rules is publicly available

Dom Development S.A. followed the corporate governance rules described in the Code of Best Practice for Warsaw Stock Exchange Listed Companies, adopted by the Supervisory Board of the Warsaw Stock Exchange on 4 July 2007 pursuant to Resolution No. 12/1170/2007 of the WSE Supervisory Board (as amended).

The Code of Best Practice for Warsaw Stock Exchange Listed Companies is publicly available on: http://www.corpgov.gpw.pl/publications.asp

In 2014 the Company deviated from the best practice described in part IV section 10.2) of DPSN (*Code of Best Practice for WSE Listed Companies*) in effect since 1 January 2013, according to which the Company should enable the shareholders to attend the Shareholders Meeting using means of electronic telecommunication enabling two-way communication in real time thus allowing the shareholders to speak during the proceedings of the Shareholders Meeting while being away from the place of the meeting.

The justification of the decision to deviate from the aforementioned best practice published in the report EBI no. 1/2013 of 20 January 2013 read as follows:

"The Company will not provide the option of participating in a general meeting in accordance with Part IV section 10.2) of the Code of Best Practice because of the increased risk of irregularities during the course of the general meeting. The Company's Management Board decided that the above best practice would not be complied with due to the potential issues related to, inter alia, identification of Shareholders, the choice of the best media of the remote bilateral communication, and the Company's inability to guarantee compliance with the hardware requirements on the part of a Shareholder.

The Company's Management Board believes that issues of legal, logistical and technical nature which are related with providing the option of real-time bilateral communication where the shareholders may take the floor during a general meeting from a location other than the general meeting are greater than the potential benefits for the Shareholders. In the opinion of the Company's Management Board the existing rules of participating in the general meeting assure correct exercise of the rights related to the holding of the Company's shares by all the Shareholders, while a possible interruption of the general meeting in consequence of disruption of the remote bilateral communication would create material inconvenience of for the Shareholders or their attorneys present at the meeting.

The Company's Management Board does not rule out the possibility of complying with the above rule of good practice in the future, and the Management Board's decision to implement it depends on the development of proper standards of its application in practice."

Company's corporate governance rules adopted voluntarily and the location, where the text of such corporate governance rules is publicly available

In 2014, Dom Development S.A. followed the corporate governance rules published in the Code of Best Practice for Customer-Developer Relations drafted by Polski Związek Firm Deweloperskich (*the Polish Union of Developers*).

The Code of Best Practice for Customer-Developer Relations is publicly available on: http://www.pzfd.pl/strona,inicjatywy,kodeks\_dobrych\_praktyk.html

Dom Development S.A. has adhered to all of the rules described in the Code of Best Practice for Customer-Developer Relations.



#### 4.1. Share capital, shareholders

#### 4.1.1 Shareholders

As at 31 December 2014 the Company was controlled by Dom Development B.V. which held 59.45% of the Company's shares.

The table below shows the list of shareholders who have, directly or indirectly through subsidiaries, significant shareholdings as at 31 December 2014:

	Status as at the date of preparing of the financial statements		Change in the period from publication of the financial statements for the year ended 31.12.2013		
	Shares	% of capital	Number of votes at the GSM	% of votes at the GSM	Shares
Dom Development B.V.	14 726 172	59.45	14 726 172	59.45	-
Jarosław Szanajca	1 534 050	6.19	1 534 050	6.19	-
Aviva Powszechne Towarzystwo Emerytalne Aviva BZ WBK SA *)	1 313 383	5.30	1 313 383	5.30	no data
Grzegorz Kiełpsz	1 280 750	5.17	1 280 750	5.17	-

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

#### 4.1.2 Special control rights

Persons holding any securities with special control rights, and description of these rights

Pursuant to paragraph 6.2.2 of the Articles of Association of Dom Development S.A., a shareholder holding at least 50.1% of shares in the Company is personally vested with the right to appoint and dismiss half of the members of the Management Board, including the President of the Management Board and the Vice President of the Management Board who is responsible, pursuant to the Management Board bylaws, for the Company's finances. For an odd number of Management Board members, a shareholder who holds at least 50.1% of the shares in the Company is authorised to appoint, accordingly: three (for a 5-person Management Board) and four (for a seven-person Management Board) Management Board members. The above right is exercised by way of serving written statement to the Company on appointment or dismissal of a given Management Board member. The remaining members of the Management Board shall be appointed and dismissed by the Supervisory Board.

Pursuant to paragraph 7.4 of the Articles of Association of Dom Development S.A. a shareholder holding at least 50.1% of shares in the Company is vested with the personal right to appoint and dismiss half of the members of the Supervisory Board, including 1 Vice Chairman thereof. For an odd number of Supervisory Board members, a shareholder holding at least 50.1% shares in the Company is authorised to appoint, accordingly: three (for a 5-person Supervisory Board), four (for a seven-person Supervisory Board) and five (for a nine-person Supervisory Board) Supervisory Board members. The above right is exercised by way of serving written statement to the Company on the appointment or dismissal of a given Supervisory Board member.

On 31 December 2014, Dom Development B.V. with registered office in Rotterdam, the Netherlands was the shareholder who held at least 50.1% of shares in the Company.

#### 4.1.3 Limitation of right in shares

Indication of restrictions on voting rights, such as restricted voting rights by persons holding a specific portion or number of votes, and temporary restrictions on voting rights or provisions, according to which, in cooperation with the Company, capital rights attached to securities are separated from possession of securities

Pledgees and beneficial owners of shares of Dom Development S.A. are not entitled to exercise voting rights attached to shares.

Indication of any restrictions on the transfer of ownership title to the issuer's securities

No other restrictions have been in place in Dom Development S.A. regarding the transfer of ownership title to shares in Dom Development S.A.

#### 4.2. The General Shareholders' Meeting

The procedure for and major rights of a General Shareholders' Meeting, and description of the rights of shareholders and manner for these rights being exercised, in particular the rules resulting from General Shareholders' Meeting bylaws, if such bylaws were adopted and if the rules in this respect do not directly result from legal regulations

The General Shareholders' Meeting holds its sessions as Ordinary or Extraordinary General Shareholders' Meetings, and as a governing body of the Company it acts pursuant to the provisions of the Code of Commercial Companies Act dated 15 September 2000 (Journal of Laws No. 94 item 1030, as amended), the Articles of Association of the Company and provisions of unclassified and publicly available General Shareholders' Meeting Bylaws dated 5 September 2006 as amended by resolution No. 27 by the Extraordinary General Shareholders' Meeting of Dom Development S.A. dated 15 May 2008 and resolution No. 31 by the Extraordinary General Shareholders' Meeting of Dom Development S.A. dated 21 May 2009.

An Ordinary General Shareholders' Meeting is convened by the Management Board. It takes place in Warsaw within 6 months following the end of each financial year. Shareholders are entitled to participate in the General Shareholders Meeting provided that they were shareholders of the Company 16 days before the date of the General Shareholders Meeting (registration date for participation in a general shareholders' meeting). No invitations are required for members of the Company's Management Board and the Supervisory Board to participate in a General Shareholders' Meeting. Other persons, in particular statutory auditors and experts, as invited by the Management Board, may participate in a session or an appropriate part thereof, should their participation be justified by the need to have their opinions on the discussed matters presented to the participants in the General Shareholders' Meeting. A statutory auditor should be present at a session of the General Shareholders' Meeting where Company's financial matters are addressed.

The General Shareholders' Meeting is valid and may adopt resolutions only if shareholders holding at least 50.1% of all votes are represented at the Meeting. Resolutions are adopted by an absolute majority of validly cast votes, unless the Code of Commercial Companies or the Articles of Association of the Company provide otherwise. An electronic system for casting and calculating votes may be used for voting. Pledgees and beneficial owners of shares are not entitled to exercise voting rights attached to shares.

A resolution on the removal of certain matters from the agenda of the General Shareholders' Meeting or the abandonment of certain matters included in the agenda or placed on the agenda by a motion of shareholders requires a majority of three-fourths of the votes cast and the express prior consent of all present shareholders who have filed such motion, for it to be valid.



The Chairman puts the agenda to vote, having the attendance list signed and checked. The General Shareholders' Meeting may adopt the suggested agenda without changes, change the order of debate or remove certain matters from the agenda, subject to the provisions of the Articles of Association of the Company. The General Shareholders' Meeting may also put new matters on the agenda and discuss them, however without adopting any resolutions on such matters. The Chairman of the Meeting has no right to remove matters from the agenda or alter the same without the consent of the General Shareholders' Meeting.

Each participant in the General Shareholders' Meeting may speak on matters included in the adopted agenda which are currently brought up for discussion. Each participant of the General Shareholders' Meeting may submit a formal motion. The Chairman gives the floor to a participant willing to lodge a formal motion out of turn. Formal motions are the motions concerning debate and voting procedure.

The General Shareholders' Meeting adopts resolutions on matters included in the agenda by voting. Voting is open and is subject to relevant provisions of the Articles of Association of the Company and the Code of Commercial Companies.

In 2014, the formally convened General Shareholders' Meeting of Dom Development S.A. was held on 22 May 2014 in Warsaw in the registered office of the Company. The General Shareholders' Meeting had been convened upon a motion of the Management Board of the Company, and shareholders of the Company did not file their motions for the General Shareholders' Meeting to be convened.

The course of the General Shareholders' Meeting was in line with the provisions of the Code of Commercial Companies, the Company's Articles of Association, unclassified and publicly available General Shareholders' Meeting Bylaws of Dom Development S.A. and the Code of Best Practice for WSE Listed Companies (save for part IV section 10.2)). The shareholders had the possibility to review the content of draft resolutions included in the agenda, in each case not later than 26 days prior to the planned date of the General Shareholders' Meeting. The Company did not question the correctness of documents submitted by shareholders and their attorneys in support of their right to represent a shareholder when verifying shareholders' IDs being the proof of their entitlement to participate in the General Shareholders' Meeting.

The Chairman of the General Shareholders' Meeting ensured that the session proceeded in an orderly and efficient manner. Sessions of a General Shareholders' Meeting have never been cancelled or discontinued. Members of the Management Board and the Supervisory Board present at the General Shareholders' Meeting readily explained all matters within their competences and as required by the law.

The circumstances for adopting resolutions of the General Shareholders' Meeting enabled for the protection of the rights of minority shareholders, including for voicing reservations and objections against the resolutions. None of the resolutions adopted was appealed against in court.

The Ordinary General Shareholders' Meeting of Dom Development S.A. was held within the time limit set forth in article 395 of the Code of Commercial Companies and Partnerships, and the documentation concerning the financial statements for the financial year 2013 was published on the website of the Company more than 2 months before the date of the Ordinary General Shareholders' Meeting. The resolution by the Ordinary Shareholders Meeting concerning distribution of the profit earned by the Company in 2013 and on payment of the dividend was adopted unanimously.

All resolutions adopted by the General Shareholders' Meeting in 2014 were passed in the best interest of the Company and took into account the rights of other stakeholders. Resolutions adopted by the General Shareholders' Meeting are posted on:

http://inwestor.domdevelopment.pl/informacje-o-spolce/lad-korporacyjny/wza/22-05-2014



#### 4.3. Principles for the amendment of the articles of association

Pursuant to article 430 § 1 and art. 415 § 1 of the Code of Commercial Companies and Partnerships, an amendment to the Articles of Association of Dom Development S.A. requires a resolution by the General Shareholders' Meeting adopted by the three-fourths majority of votes and court registration. For a resolution that is to amend the Articles of Association as to benefits of the shareholders or limit the rights granted personally to individual shareholders under art. 354 of the Code of Commercial Companies and Partnerships, the consent of all the shareholders affected by the resolution is required. An amendment to the Articles of Association is to be filed with the court of registration by the Management Board of Dom Development S.A. The General Shareholders' Meeting of Dom Development S.A. may authorize the Supervisory Board to determine a revised and reinstated text for the amended Articles of Association or to make such other editorial changes as defined in the resolution by the General Shareholders' Meeting.

#### 4.4. The Management Board

#### 4.4.1 Principles for the appointment or dismissal of the Management Board

Description of the principles for the appointment or dismissal of managing persons and their rights, in particular the right to decide on the issue or repurchase of shares

In accordance with the Company's Articles of Association, the Management Board of Dom Development S.A. shall comprise of 4 to 8 members, including the President, with a three-year term of office. The Supervisory Board shall determine the number of members of the Management Board. A shareholder who holds at least 50.1% of the shares in the Company is personally vested with the right to appoint and dismiss half of the members of the Management Board, including the President of the Management Board and the Vice President of the Management Board who is responsible, pursuant to the Management Board bylaws for the Company's finances. For an odd number of Management Board members, a shareholder who holds at least 50.1% of the shares in the Company is authorised to appoint, accordingly: three (for a 5-person Management Board) and four (for a seven-person Management Board) Management Board members. The above right is exercised by way of serving written statement to the Company on appointment or dismissal of a given Management Board member. The remaining members of the Management Board shall be appointed and dismissed by the Supervisory Board.

The Management Board represents the Company in and out of court. For statements to be validly made and signed on behalf of the Company, two members of the Management Board are required to act jointly or one member of the Management Board is required to act jointly with a commercial proxy.

Pursuant to paragraph 3.2.8 of the Company's Articles of Association, the Management Board is authorised to increase the Company's share capital by the issue of new shares with an aggregate nominal value of no more than PLN 1 615 825 (in words: one million six hundred and fifteen thousand eight hundred and twenty five) by way of one or several share capital increases within the limits specified above (authorised capital). The Management Board's right to increase share capital and issue new shares within the limits of the authorised capital up to PLN 1 615 825 shall expire 3 years from the date of the amendment to the Articles of Association made by resolution No. 23 dated 23 May 2012 by the General Shareholders' Meeting being entered in the register of entrepreneurs.

The right to increase the share capital referred to in the foregoing sentence, includes the issue of subscription warrants with subscription rights that expire after the above mentioned period.

Upon the consent of the Supervisory Board, the Management Board may deprive a shareholder of all or a part of its preemptive rights in relation to shares issued within the limits of the authorised capital.

A share capital increase by the Management Board within the limits of the authorised capital is conditional upon obtaining a positive opinion in this respect from the Supervisory Board. In other cases, unless otherwise provided by the Code of Commercial Companies, the Management Board may decide on any and all matters related to share capital increases within the limits of the authorised capital.



Pursuant to paragraph 3.2.6. of the Articles of Association of the Company, a purchase of treasury shares by the Company for redemption does not require the consent of the General Shareholders' Meeting (subject to art. 393 item 6 of the Code of Commercial Companies and Partnerships) and only requires the consent of the Supervisory Board.

#### 4.4.2 Composition of the Management Board

In the period from 1 January until 30 September 2014 the Management Board of the Company was composed of the following five 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

As Mr Jerzy Ślusarski had resigned from the function of a Member and the Vice President of the Management Board of Dom Development S.A., the Supervisory Board appointed Ms Małgorzata Kolarska to be a Member and the Vice President of the Management Board of Dom Development S.A. effective as of 1 October 2014. Ms Małgorzata Kolarska has been appointed for a joint three-year term of office.

Accordingly, in the period from 1 October until 31 December 2014 the Management Board of the Company was composed of the following five members:

- Jarosław Szanajca, President of the Management Board
- Janusz Zalewski, Vice President of the Management Board
- Małgorzata Kolarska, Vice President of the Management Board
- Janusz Stolarczyk, Member of the Management Board
- Terry Roydon, Member of the Management Board

#### 4.4.3 Principles governing the functioning of the Management Board

The Company's Management Board acts pursuant to the provisions of the Code of Commercial Companies, the Articles of Association and unclassified and publicly available Management Board Bylaws approved by the Supervisory Board's resolution, and in accordance with the Code of Best Practice for WSE Listed Companies.

The Management Board is an executive body of the Company. It manages the current operations of the Company and represents the same towards third parties. The Management Board decides in all matters concerning the Company not reserved for the General Shareholders' Meeting and/or the Supervisory Board under legal regulations, the Articles of Association of the Company or a resolution of the General Shareholders' Meeting.

For statements to be validly made and signed on behalf of the Company, two members of the Management Board are required to act jointly or one member of the Management Board is required to act jointly with a commercial proxy. Resolutions of the Management Board are adopted by an absolute majority of votes. In case of a voting deadlock, the President of the Management Board has the casting vote.

When defining strategic and current objectives for the Company, the Management Board always acted in the underlying interest of the Company and in line with the legal regulations, and taking into account the interests of the shareholders, employees and creditors of the Company.



In order to ensure transparency and efficiency of the management system, the Management Board followed the principles of professional conduct within the limits of reasonable economic risk, and took into consideration a wide range of available information, analyses and opinions.

The amount, form and structure of remuneration for the Members of the Management Board have been determined by the Supervisory Board in line with the applicable remuneration policy and on the basis of clear-cut procedures, and have corresponded to the scope of their responsibilities and competences and have taken into account the economic performance of the Company. This remuneration has also corresponded to remuneration of Management Boards in comparable companies in the real estate development market.

#### 4.5. The Supervisory Board

#### 4.5.1 Principles for the appointment or dismissal of the Supervisory Board

The Supervisory Board shall comprise of 5 to 9 members appointed for a three-year term of office.

The General Shareholders' Meeting shall determine the number of members of the Supervisory Board. In addition to this, the General Shareholders' Meeting shall appoint and dismiss Members of the Supervisory Board, subject to the personal right of a Shareholder holding at least 50.1% of shares to appoint and dismiss half of the Members of the Supervisory Board, including 1 Vice Chairman thereof. For an odd number of Supervisory Board members, a shareholder holding at least 50.1% shares in the Company is authorised to appoint, accordingly: three (for a 5-person Supervisory Board), four (for a seven-person Supervisory Board) and five (for a nine-person Supervisory Board) Supervisory Board members. The above right is exercised by way of serving written statement to the Company on the appointment or dismissal of a given Supervisory Board member.

At least two Members (and their relatives, in particular spouses, descendants or ascendants) of the Supervisory Board appointed by the General Shareholders' Meeting should meet the criteria of the so-called Independent Members, defined in paragraph 7.7 of the Articles of Association of the Company.

#### 4.5.2 Composition of the Supervisory Board

In the period from 1 January 2014 until 31 December 2014 the Supervisory Board was composed of the following members:

- Grzegorz Kiełpsz, Chairman of the Supervisory Board
- Markham Dumas, Vice Chairman of the Supervisory Board
- Marek Moczulski, Vice Chairman of the Supervisory Board (Independent Member)
- Mark Spiteri, Member of the Supervisory Board
- Michael Cronk, Member of the Supervisory Board
- Włodzimierz Bogucki, Member of the Supervisory Board (Independent Member)
- Krzysztof Grzyliński, Member of the Supervisory Board (Independent Member)

#### 4.5.3 Principles governing the functioning of the Supervisory Board

The Supervisory Board acts pursuant to the provisions of the Code of Commercial Companies, the Articles of Association and unclassified and publicly available Supervisory Board Bylaws, approved by the Supervisory Board's resolution, that set forth its organisation and manner of operation, and in accordance with the Code of Best Practice for WSE Listed Companies.



The Supervisory Board is a permanent supervisory body of the Company for all areas of its operation.

The Supervisory Board adopts resolutions or issues opinions in the matters reserved for the Supervisory Board under the Company's Articles of Association and in the manner as provided for in the Articles of Association or relevant legal regulations.

The Supervisory Board held its meetings regularly. The meetings were attended by the Members of the Management Board. In 2014 the Supervisory Board held 9 sessions including 5 teleconferences. The Management Board provided the Supervisory Board with exhaustive information on all important matters concerning the operations of the Company.

The Supervisory Board complied with the requirement of having among its members at least two independent members in line with the criteria of independence set forth in the Company's Articles of Association.

Resolutions of the Supervisory Board concerning: (i) the consent for the Company or a related entity of the Company to make any considerations on any account whatsoever for the benefit of the Members of the Management Board, (ii) the consent for the Company or a related entity of the Company to conclude a material agreement with a related entity of the Company, a Member of the Supervisory Board or the Management Board, or entities related to such members, (iii) the choice of a statutory auditor for the audit of the Company's financial statements, were all adopted upon the consent of the majority of the independent Members of the Supervisory Board.

The remuneration of the Members of the Supervisory Board was determined in a transparent manner and did not constitute a considerable share in the Company's costs affecting its financial result. The amount of the remuneration was approved by a resolution of the General Shareholders' Meeting and was disclosed in the annual report.

The Supervisory Board presented to the Ordinary General Shareholders' Meeting of the Company which was held on 22 May 2014 an assessment of the Company's situation, to include an assessment of the internal control system and the system of management of substantial risk for the Company, prepared in line with the Code of Best Practice for WSE Listed Companies.

#### 4.5.4 The Supervisory Board Committees

Two committees, the Audit Committee and the Remuneration Committee, were established within the structure of the Supervisory Board.

#### **Audit Committee**

In the period from 1 January 2014 until 31 December 2014 the Audit Committee was composed of the following members:

- Włodzimierz Bogucki, Chairman of the Audit Committee
- Mark Spiteri, Member of the Audit Committee
- Marek Moczulski, Member of the Audit Committee

The Audit Committee is a permanent committee at the Supervisory Board. It is composed of at least three members appointed by the Supervisory Board from amongst its members, with at least two members of the Audit Committee being Independent Members of the Supervisory Board within the meaning of paragraph 7.7 of the Articles of Association, and at least one of whom shall have qualifications in accountancy or financial audit.

The duties and competences of the Audit Committee have been set forth in unclassified and publicly available Audit Committee Bylaws approved by the Supervisory Board.

The duties of the Audit Committee include, in particular (i) supervision of the Company's Management Board as regards the Management Board's compliance to relevant laws and other regulations, in particular the Accounting Act dated 29 September 1994, supervision of the preparation of financial information by the Company, in particular in respect of the choice of the accounting policy adopted by the Company, supervision of the application and assessment of the consequences of new legal regulations, supervision of the information on the manner in which estimated items, forecasts



etc., are presented in annual reports and supervision of the compliance to recommendations and findings of a statutory auditor appointed by the Supervisory Board, (ii) issuing recommendations to the Company's Supervisory Board concerning the appointment and dismissal of the statutory auditor, (iii) control of independence and objectivity of the statutory auditor, in particular in respect of a possible replacement of the statutory auditor, and their remuneration, (iv) verification of the statutory auditor's work.

In executing its duties, the Audit Committee works with the Supervisory Board, the Management Board, middle management and the external and internal audit unit.

The Vice President of the Management Board responsible for finance, Deputy Financial Director, Financial Controller and representatives of the external and internal audit teams may attend the Audit Committee meetings, if invited. In 2014, the Audit Committee held 7 meetings, including 3 teleconferences.

#### **Remuneration Committee**

In the period from 1 January 2014 until 31 December 2103 the Remuneration Committee was composed of the following five members:

- Marek Moczulski, Chairman of the Remuneration Committee
- Mark Spiteri, Member of the Remuneration Committee
- Krzysztof Grzyliński, Member of the Remuneration Committee.

The Remuneration Committee is a permanent committee at the Supervisory Board. It is composed of at least three members appointed by the Supervisory Board from amongst its members, with at least two members of the Remuneration Committee being Independent Members of the Supervisory Board within the meaning of paragraph 7.7 of the Articles of Association. The Supervisory Board appoints one member of the Remuneration Committee to the position of the Chairman of the Remuneration Committee. This member serves concurrently as an Independent Member of the Supervisory Board within the meaning of paragraph 7.7 of the Articles of Association. The Supervisory Board may dismiss any Member of the Remuneration Committee at any time.

The duties and competences of the Remuneration Committee have been set forth in unclassified and publicly available Remuneration Committee Bylaws approved by the Supervisory Board

The duties of the Remuneration Committee include, in particular (i) a periodic assessment of the remuneration principles for the members of the Management Board and providing the Supervisory Board with relevant recommendations in this respect, (ii) preparation of suggestions as regards remuneration and additional benefits for individual members of the Management Board, including in particular benefits under a management share option programme (options convertible into shares in the Company's share capital) to be reviewed by the Supervisory Board, (iii) submission of projects concerning the Company's remuneration policy.

The President of the Management Board and the Vice President of the Management Board for finance may attend the Remuneration Committee meetings, if invited. In 2014, the Remuneration Committee held 6 meetings, including 2 teleconferences.



### 4.6. Remuneration for and employment contracts with the members of the Management Board and the Supervisory Board

### 4.6.1 The amount of remuneration, bonuses and benefits received by individual members of the Management Board and the Supervisory Board

In 2014, the amount of remuneration (including bonuses) paid, accrued or potentially accrued to individual members of the management or supervisory bodies was as follows:

Remuneration and bonuses	In the Company	In other companies operating within the Group
	in thousand PLN	in thousand PLN
The Management Board		
Jarosław Szanajca	1 948	-
Janusz Zalewski	1 461	-
Małgorzata Kolarska (from 01.10.2014)	224	
Jerzy Ślusarski (until 30.09.2014)	1 894	-
Janusz Stolarczyk	1 038	-
Terry Roydon	263	-
The Supervisory Board		
Grzegorz Kiełpsz	600	-
Mark Spiteri	164	-
Markham Dumas	72	-
Michael Cronk	72	-
Włodzimierz Bogucki	72	-
Marek Moczulski	72	-
Krzysztof Grzyliński	72	-

In 2014, there was no distributions from profit to members of the management or supervisory bodies of the Company, except for the dividend.

### 4.6.2 Agreements with the members of the Management Board in the event of their resignation or dismissal

The agreements concluded between the Company and the members of the management which provide for the compensation in the event of their resignation or dismissal from office

Members of the Management Board of the Company: Jarosław Szanajca, Janusz Zalewski, Małgorzata Kolarska and Janusz Stolarczyk are employed by the Company on the basis of employment contracts. Pursuant to the provisions of these employment contracts, an individual Member of the Management Board is entitled to receive remuneration throughout the notice period in the case that their employment is terminated. This has been described in note 7.45 in the Company's financial statements for 2014.



#### 4.7. Shares held by the members of the Management Board and the Supervisory Board

Total number and nominal value of all shares in the Company as well as the shares and stocks in the companies operating within the Group held by the members of the management and supervisory bodies of the Company

The ownership structure of shares and share options in the Company held by the Members of the Management Board and the Supervisory Board as at 31 December 2014 was as follows:

	Shares		Share options	Total	
	number	nominal value in thousand PLN	number	number of options and shares	
The Management Board					
Jarosław Szanajca	1 534 050	1 534	-	1 534 050	
Janusz Zalewski	311 000	311	92 534	403 534	
Małgorzata Kolarska	6 500	6	-	6 500	
Janusz Stolarczyk	105 200	105	28 597	133 797	
Terry Roydon	58 500	59	11 767	70 267	
The Supervisory Board					
Grzegorz Kiełpsz	1 280 750	1 281	-	1 280 750	
Markham Dumas	-	-	-	-	
Mark Spiteri	500	1	2 330	2 830	

The Members of the Management Board and the Supervisory Board of the Company did not hold any shares in other companies operating within the Group.

#### 4.8. Management Option Programmes

#### 4.8.1 Existing employee share schemes

Information on the agreements that are known to the Company and that were concluded in the last financial year which may result in future changes in the proportions of shares held by the current shareholders

Management Options Programmes are in place in the Company. Options for the Company's shares have been granted under these Programmes. The exercise of these options will result in future changes in the proportions of shares held by the current shareholders.

The Management Option Programmes have been described in the financial statements of the Company for 2014 in note 7.44.

In the twelve-month period ended 31 December 2014 the Company did not grant any new share options.

**Changes to the Management Option Programmes** 

In 2014 no changes were made to the Management Option Programmes.



Share options granted and exercisable as at respective balance sheet dates, and changes in 2014 and 2013 has been presented in the table below.

SHARE OPTIONS		01.01- 31.12.2014	01.01- 31.12.2013
Unexercised options at the	Number of options	417 001	648 673
beginning of the period	Total exercise price	22 594	42 473
Options granted	Number of options	-	-
in the period	Total option exercise value	-	-
Ontions assired in the period	Number of options	139 275	193 747
Options expired in the period	Total option exercise value	15 593	19 291
	Number of options	17 075	37 925
Options exercised in the period	Total option exercise value	255	588
Options exercised in the period	Weighted average exercise price per share (PLN per share)	14.91	15.51
Unexercised options at the	Number of options	260 651	417 001
end of the period	Total exercise price	6 746	22 594
Exercisable options at the beginning of the period	Number of options	314 535	534 440
	Total exercise price	22 234	42 100
Exercisable options at the end of	Number of options	164 185	314 535
the period	Total exercise price	6 650	22 234

#### 4.8.2 Employee share scheme control system

The Management Option Programmes, which are in place in the Company, have been adopted by the Supervisory Board based on the authorisation contained in a resolution issued by the General Shareholders' Meeting.

On 10 August 2006 and 21 May 2009, the Management Board was authorised by the General Shareholders' Meeting to increase the share capital of the Company within the scope of the authorised capital and to issue warrants allowing the participants of Management Option Programme II and Programme III to subscribe for shares. The Management Board is then entitled to adopt a resolution concerning the increase of the share capital upon the consent of the Supervisory Board.

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 "Programme III") and Management Share Option Programme III for Senior Executives for 360 000 Shares in Dom Development S.A. (hereinafter "Programme III"), pursuant to which the Supervisory Board decided not to grant any options to any person under the programmes concerned.

#### 4.9. Changes in the basic management principles of the Company

In 2014 there were no major changes in the basic principles of management. The development of the organisation calls for improvement of the management procedures in Dom Development S.A.



#### 4.10. Internal control and risk management systems

Description of the basic features of the internal control and risk management systems in place in the Company for the preparing of standalone and consolidated financial statements

The Company's Management Board is responsible for the internal control system in the Company and its effectiveness in the preparing of financial statements and periodic reports prepared and published in accordance with the Regulation by the Minister of Finance dated 19 February 2009 on the current and periodic submissions by securities issuers.

The effectiveness of the Company's internal control and risk management systems in financial reporting was ensured through the following means:

The structure and scope of financial reporting applied by the Company

The medium term plan (covering a period of at least 3 years) is updated on a yearly basis in the Company. In addition to this, a detailed operating and financial budget which implements the assumptions of the medium-term plan are prepared every year. The process is managed by the Management Board and the middle and executive management of the Company is also involved. The budget, which is prepared annually for the following year, is approved by the Company's Management Board.

During any specific year, the Company's Management Board reviews the current financial results versus the adopted budget. The management reporting methodology applied in the Company is used for this purpose. This reporting is based on the accounting policy adopted by the Company (in line with the International Financial Reporting Standards) and takes into account the form and level of detail of financial data presented in the financial statements of the Company and the Group.

Consistent accounting policies are applied by the company for presenting its financial details in the financial statements, periodic financial reports and management reports.

Clear division of duties and competences in the process of preparing financial information

The financial division headed by the Vice President of the Management Board as the Company's CFO is responsible for the preparing of financial statements, periodic financial reports and current management reports of the Company.

The Company's finance statements are prepared by a team of highly qualified employees from the finance and accounting division, with the assistance of the planning and analysis unit. The entire process is supervised by middle management from the financial division. The financial statements, when ready, are verified by the financial controller (responsible for the accounting department and planning and analysis unit) and then by the Vice President of the Management Board as the Company's CFO, prior to being submitted to the independent statutory auditor.

Regular assessment of the Company's operations based on its financial reports

The figures used in the financial statements and periodic reports and in the monthly management and operating reports come from the Company's financial and accounting system. Detailed financial and operating management reports are prepared, having all predefined book-closing procedures completed at the end of each month. These reports, in addition to historical financial data, are supplemented with quantitative operating data and forecasts by the planning and analyses unit. These reports are scrutinized by middle and executive management of individual organizational units of the Company and by the Management Board. As regards closed reporting periods, the Company's financial results are scrutinized versus the budgets and forecasts made in the month preceding the reporting period subject to scrutiny. Taking into consideration the specific nature of the sector, not only individual cost groups are scrutinized but also individual investment projects.

Any identified deviations and errors are clarified and corrected in the Company's books on an ongoing basis, in accordance with the adopted accounting policy.



Verification of the Company's financial statements by an independent statutory auditor

Pursuant to the applicable legal regulations, the Company's financial statements are reviewed or audited, respectively, by an independent statutory auditor. This is always a prime and highly qualified statutory auditor.

A so-called Audit Life Cycle has been developed in the Company. This is a cyclical schedule of communication between the Management Board, the statutory auditor and the Audit Committee of the Supervisory Board. The purpose of this schedule is to ensure appropriate interaction between the Audit Committee and the statutory auditor as well as appropriate presentation of the results of the above mentioned review and audit.

Formalised process for significant assessments that considerably affect the Company's financial statements

The fundamental activity adopted by the Company so as to reduce the exposure to market risks is proper assessment of potential and control of current development projects based on investment models and decision-making procedures developed in the Company. The adherence to such procedures is closely monitored by the Management Board of the Company.

As implied by the accounting policy adopted by the Company in this respect, detailed budgets for individual development projects that are prepared in accordance with the best practice and experience of the Company constitute the grounds for the calculation of revenue from the sale of products and costs of products sold. The budgets for all construction projects are updated at least once every three months, during the execution of the projects. The update is based on the formalised principles in place in the Company and is scrutinized by the Management Board, in particular by the Vice President of the Management Board as the Company's CFO.

#### Risk management process and internal audit

There has been a formalised risk management procedure in operation within the Company since 2000. Under this procedure the risk is managed through the identification and assessment of the risk areas for all aspects of the activities, in which the Company and the Group are involved, together with defining activities required to reduce or eliminate such risks (including through the procedures and internal audit system) The risk management procedure is subject to periodic revision and is updated by the Management Board jointly with the key management staff and third party advisers.

The internal audit unit that is in place in the Company also participates in the process of risk identification and assessment of the control measures. The schedule of internal audits is created based on the risk assessment made in cooperation with the Management Board under the supervision of the Audit Committee. In addition to scheduled audits, there are verification audits to check implementation of recommendations formulated in the previous audits and non-scheduled audits. The findings of internal audits are reported to the Audit Committee and to experts appointed by this Committee.

#### 4.11. Auditor

Information on the agreement for the audit and review of the financial statements and the consolidated financial statements concluded with the authorized auditor

On 24 September 2012, Dom Development S.A. entered into an agreement for an audit of the consolidated financial statements for 2013, 2014 and 2015, and a review of the condensed financial statements and condensed consolidated financial statements for the six-month periods ended 30 June 2013, 2014 and 2015, with the authorized auditor Ernst & Young Audit Sp. z o.o. (now Ernst & Young Audyt Polska spółka z ograniczoną odpowiedzialnością sp. k.

The agreement covers the audit of the financial statements submitted by the Company and the Group for the year ended 31 December 2014 and the review of interim financial statements submitted by the Company and the Group for the six-month period ended 30 June 2014. The total remuneration for the audit of the annual financial statements is PLN 180 thousand and the total remuneration for the review of the interim financial statements is PLN 80 thousand.



Moreover, Ernst & Young Audyt Polska Spółka z ograniczoną odpowiedzialnością sp. k. provided additional services to the Company in 2014:

other services for the amount of PLN 2 thousand.

The financial statements of the Company and the Group for the first half of the year 2013 and for the entire year 2013 were, respectively, reviewed and audited also by Ernst & Young Audyt Polska Spółka z ograniczoną odpowiedzialnością sp. k. The total remuneration for the audit of the annual financial statements was PLN 180 thousand and the total remuneration for the review of the interim financial statements was PLN 80 thousand.

Moreover, Ernst & Young Audyt Polska Spółka z ograniczoną odpowiedzialnością sp. k. provided additional services to the Company for the total amount of PLN 43 thousand, in 2013.