

Summary of results for 1-3Q 2023

November 17, 2023



OGÓLNOPOLSKI
DEVELOPER

www.atal.pl



Agenda

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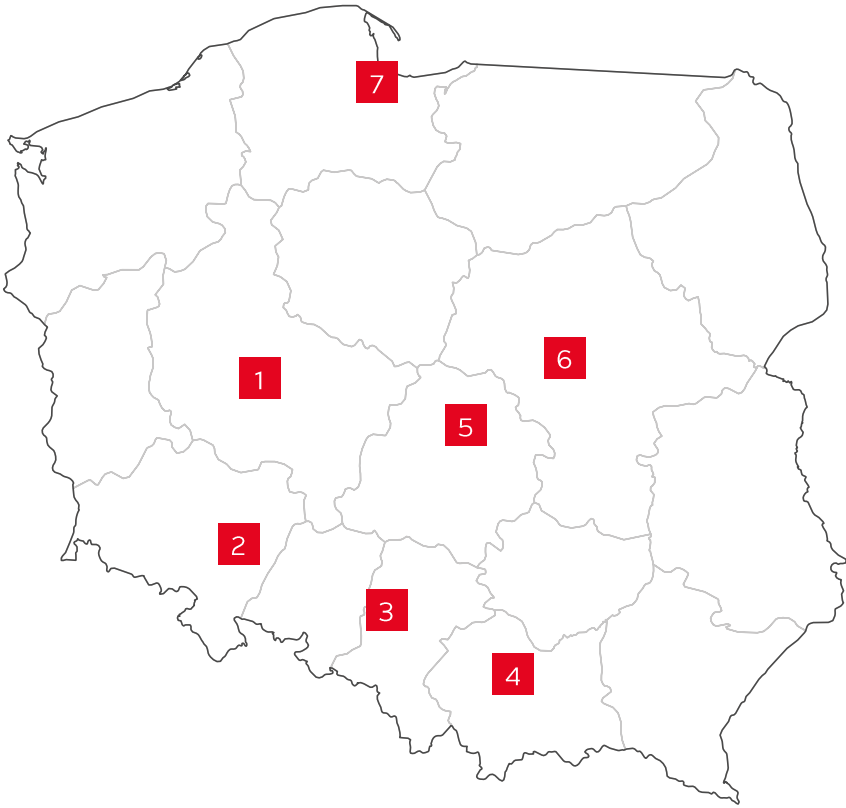


1

Operating activities



Investments in progress and in the pipeline



TSA - total saleable area

- 1 Poznań
- 2 Wrocław
- 3 Aglomeracja Śląska
- 4 Kraków
- 5 Łódź
- 6 Warszawa
- 7 Trójmiasto

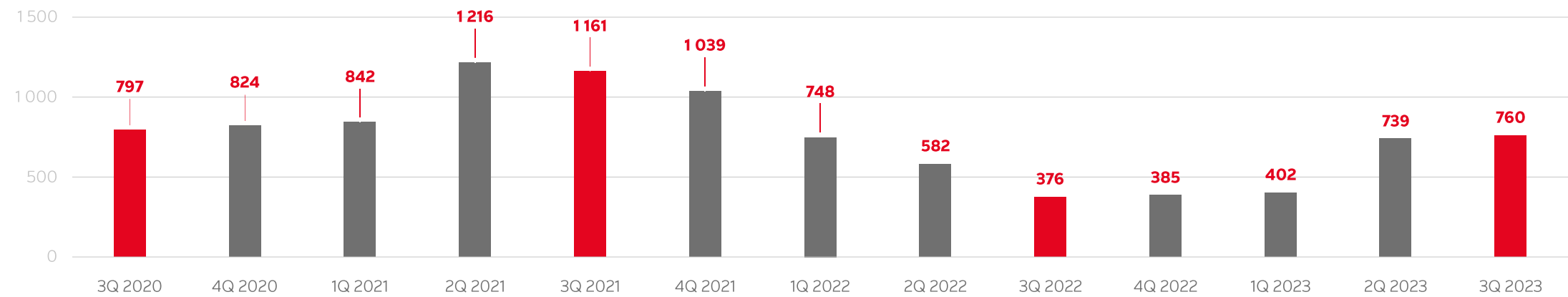
SUMMARY

PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progress	2	845	49 515
Planned	8	2 371	130 445
In progress	5	961	59 104
Planned	6	1 415	79 066
In progress	6	2 341	137 843
Planned	7	2 387	133 086
In progress	3	430	23 920
Planned	9	2 482	135 090
In progress	6	1 163	65 819
Planned	4	1 691	93 911
In progress	4	382	21 931
Planned	5	922	50 449
In progress	2	517	29 001
Planned	12	2 412	129 895
In progress	28	6 639	387 133
Planned	51	13 680	751 942

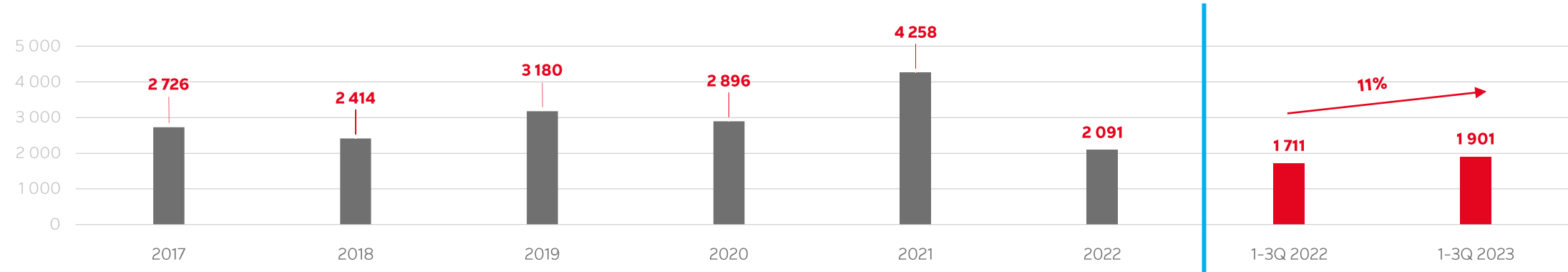
Sales of flats



Number of flats sold as divided by quarters

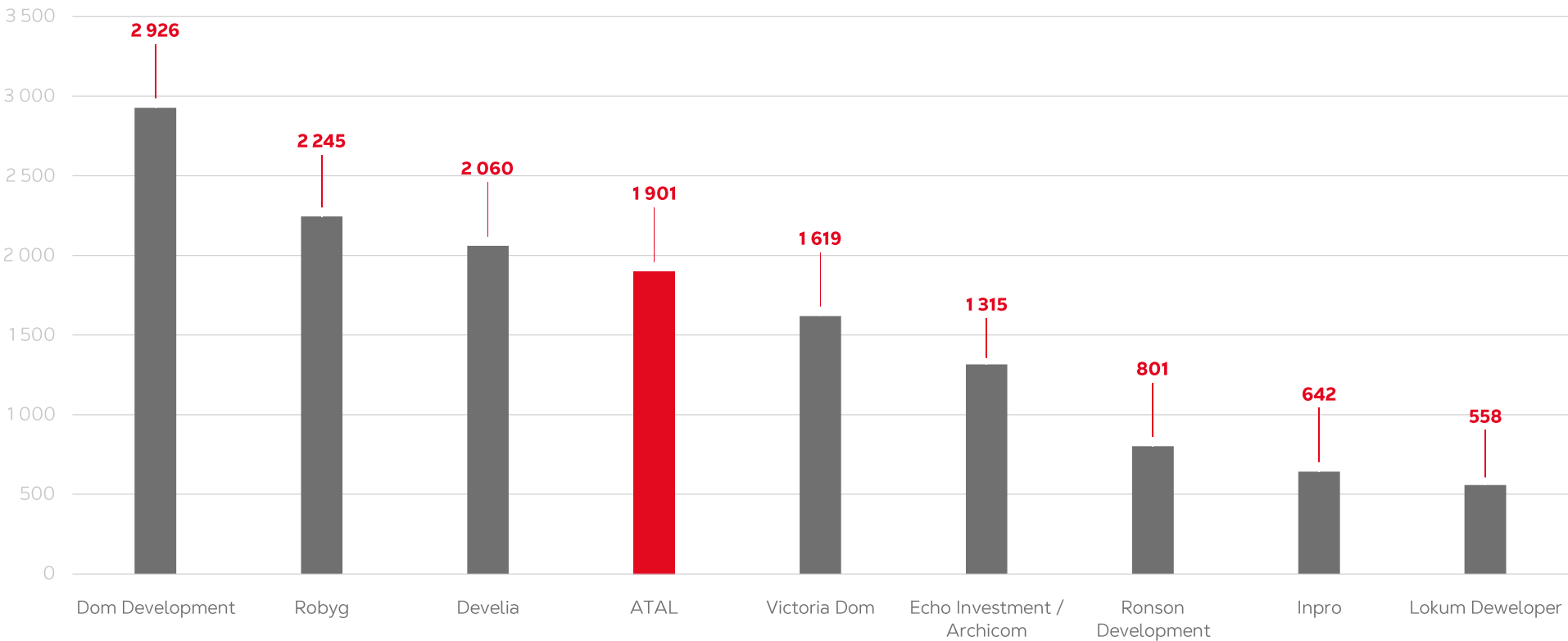


Annual number of flats sold 2017-2023



Sales of flats

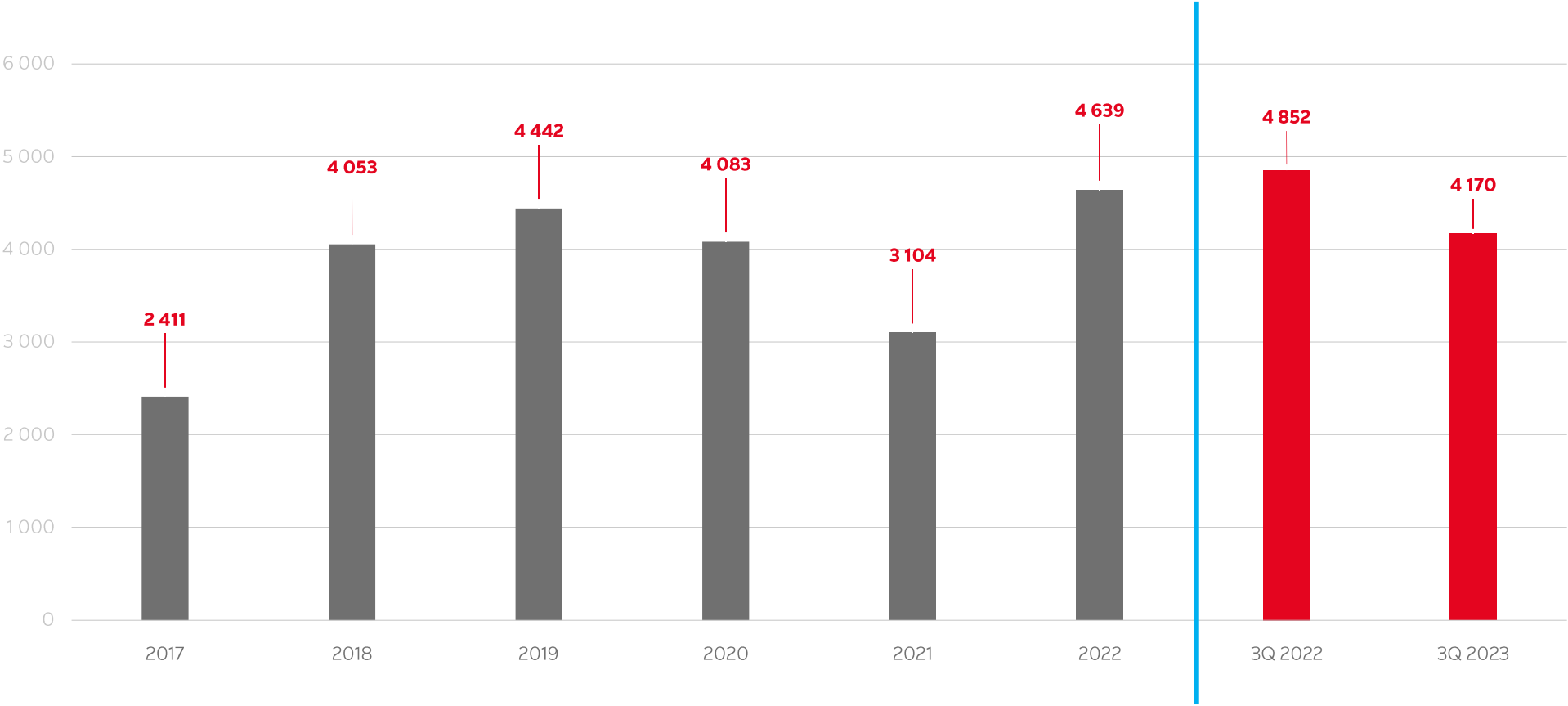
Number of flats sold compared to competitors in 1-3Q 2023



Offer

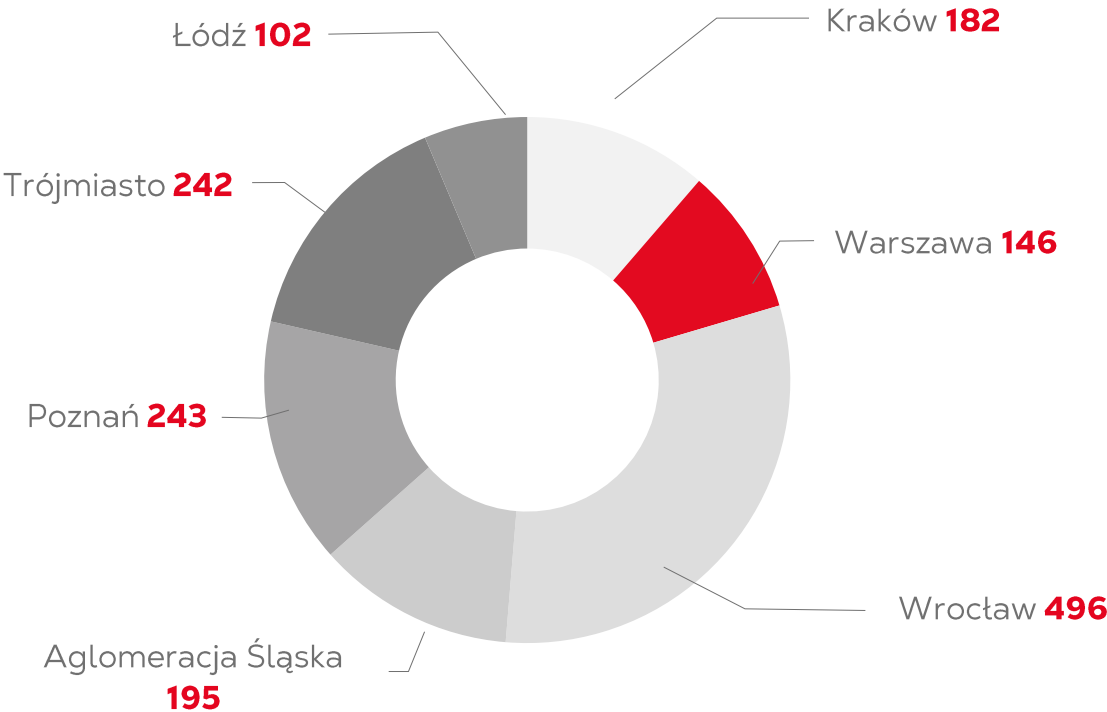


Number of flats offered in years 2017-2023



Handovers volume in 1-3Q 2023

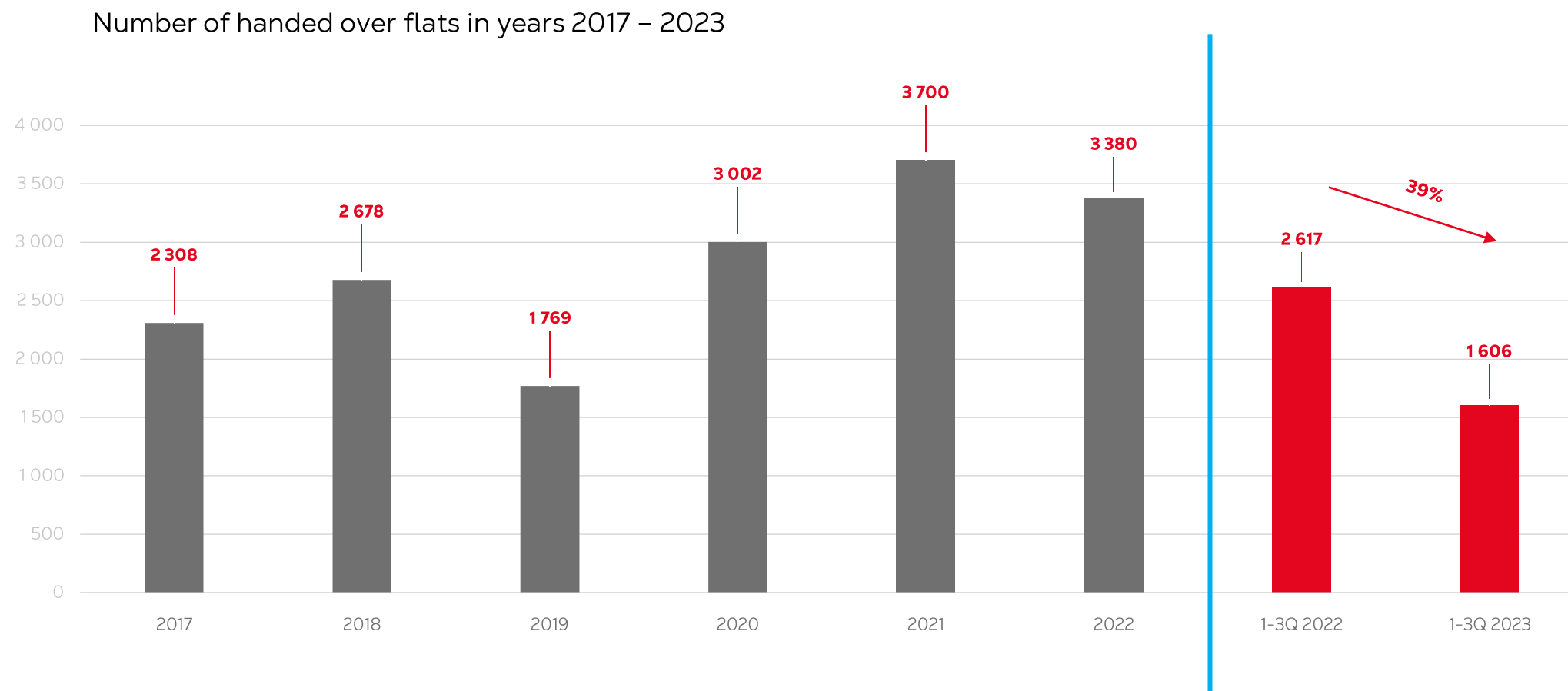
Number of handed over flats by city



Handovers volume in 1-3Q 2023

CITY	APARTMENTS / SERVICE PREMISES
Kraków	182
Warszawa	146
Wrocław	496
Aglomeracja Śląska	195
Poznań	243
Trójmiasto	242
Łódź	102
Total	1 606

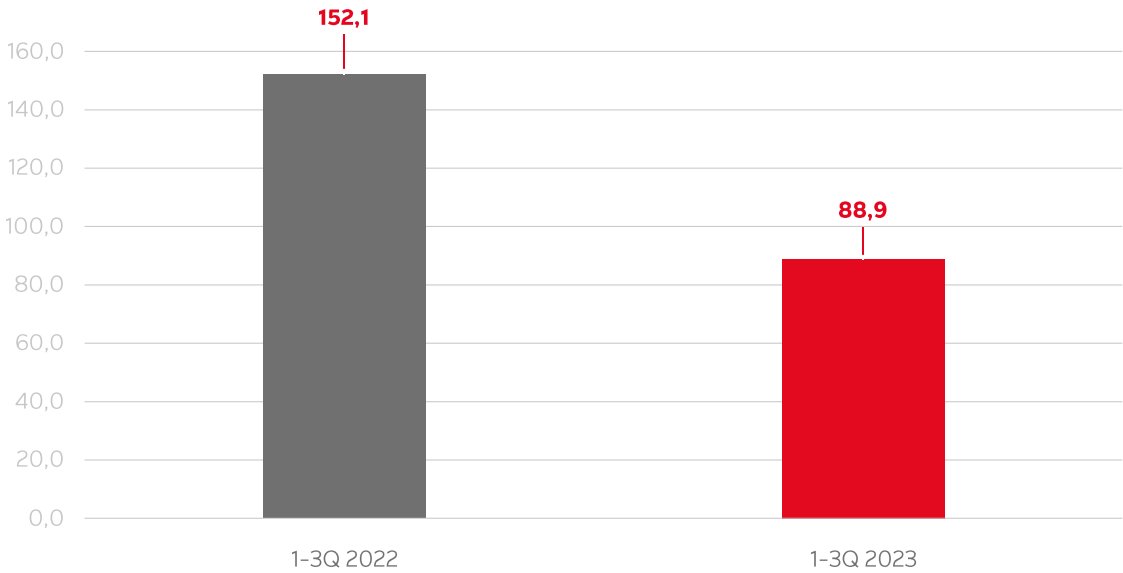
Handovers volume in 1-3Q 2023



Handovers volume in 1-3Q 2023



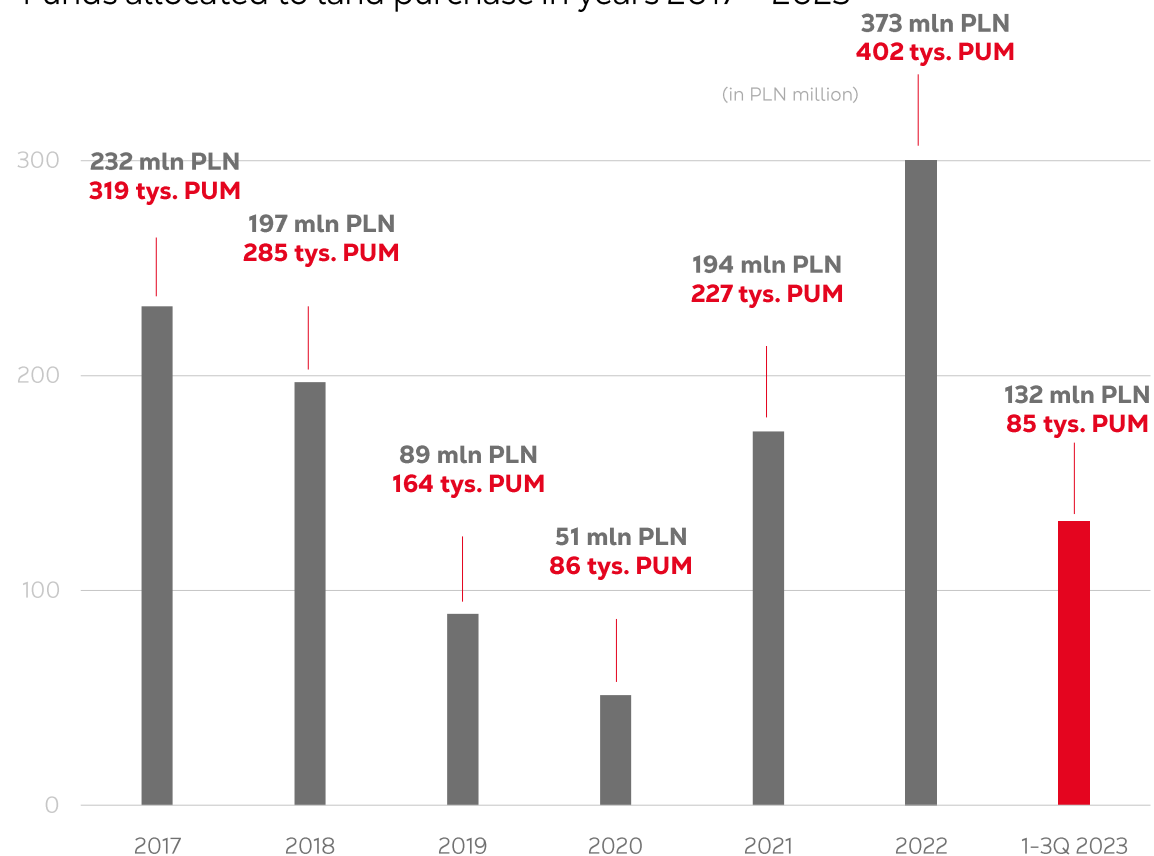
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2017	135,1
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
1-3Q 2022	152,1
1-3Q 2023	88,9

New lands

Funds allocated to land purchase in years 2017 – 2023



Land acquired in the Group in 1-3Q 2023

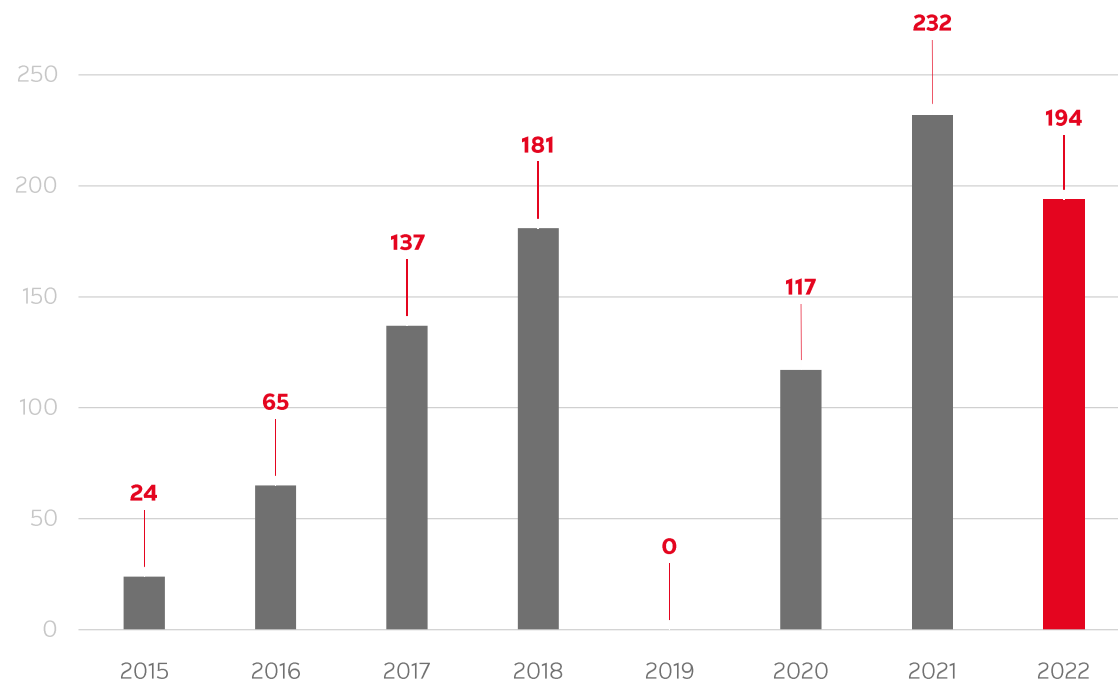
- Kraków
- Warszawa
- Gdańsk
- Katowice
- Wrocław
- Łódź

The average price of purchase of usable area was **1,554 PLN/m²**

ATAL's land bank allows for implementation of projects for the total usable area of approximately **752 thou. m²**

Dividend

Dividend paid for 2015 – 2022



Dividend paid for 2022:

Dividend rate: 10,9 %

on 22.06.2023 – dividend day

**Nominal amount of the dividend: PLN 193.5 million,
which represents 54% of net result ATAL S.A.**

The total amount of dividends paid from IPO on GPW:

950 mln PLN

Potential of handover in 2023 – projects under construction and completed as at 30.09.2023

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)
Francuska Park VI	Katowice	10 046	182	177	II kw. 2023
Zakątek Dąbie	Kraków	6 017	121	121	II kw. 2023
Bursztynowa Zatoka I	Gdańsk	8 094	152	146	II kw. 2023
ATAL City Square II	Wrocław	6 620	117	99	II kw. 2023
Osiedle Poematu	Warszawa	10 011	164	154	II kw. 2023
Zacisze Marcelin Ia	Poznań	10 677	212	203	II kw. 2023
Nowe Miasto Jagodno V	Wrocław	11 337	199	197	III kw. 2023
Przystań Jasień	Gdańsk	9 552	154	138	III kw. 2023
Nowe Miasto Polesie III a	Łódź	10 967	180	153	III kw. 2023
Zakątek Harmonia	Warszawa	3 185	60	31	III kw. 2023
Zacisze Marcelin Ib	Poznań	11 779	219	197	III kw. 2023
Przystań Letnica III	Gdańsk	19 440	323	305	III kw. 2023
Francuska Park VII	Katowice	17 991	323	254	IV kw. 2023
Nowe Miasto Różanka Młynarska	Wrocław	10 846	194	187	IV kw. 2023
ATAL Aura	Łódź	8 906	156	148	IV kw. 2023
TOTAL		155 468	2 756	2 510	

Completed with an occupancy permit in 1-3Q

Completed with an occupancy permit in 4Q

Number of flats not transferred as at 30.09.2023: 1 157

Sales contracting 91%

Potential of handover in 2024 – projects under construction as at 30.09.2023

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Nowy Targówek V	Warszawa	4 477	73	68	I kw.	2024
Strefa Cegielnia	Kraków	7 482	144	74	I kw.	2024
Puławskiego City Square III	Wrocław	15 534	256	135	II kw.	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	61	II kw.	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	114	II kw.	2024
Źródlana 31 Residence	Łódź	7 783	141	30	II kw.	2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	25	II kw.	2024
Zacisze Marcekin II	Poznań	17 200	333	238	III kw.	2024
ATAL Sky +	Katowice	20 545	325	108	III kw.	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	191	III kw.	2024
Skwer Harmonia	Kraków	8 763	152	70	III kw.	2024
Panorama Reden	Katowice	4 111	88	9	III kw.	2024
TOTAL		130 175	2 195	1 123		

Sales contracting 51%

Potential of planned projects after 2025

Potential of transfers 2025+ (projects launched and being prepared to be launched in years 2023-2025)

CITY	NUMBER OF PROJECTS/STAGES	PLANNED TSA (M2)	NUMBER OF FLATS (PROJECTION)
Trójmiasto (Tri-City)	13	141 037	2 600
Wrocław	8	100 802	1 846
Warszawa	7	64 040	1 161
Katowice	10	228 282	3 991
Łódź	7	131 472	2 353
Kraków	10	142 765	2 616
Poznań	9	162 760	2 883
TOTAL	64	971 158	17 450

2

Consolidated financial results

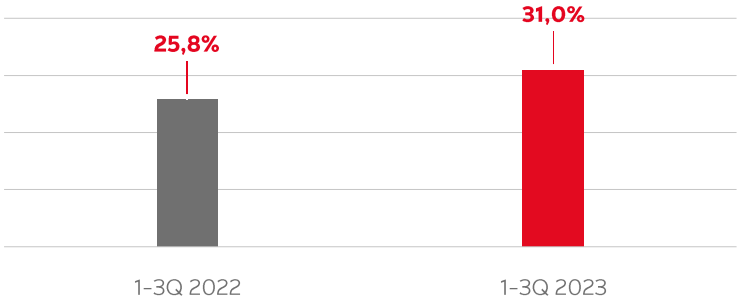


Consolidated financial results

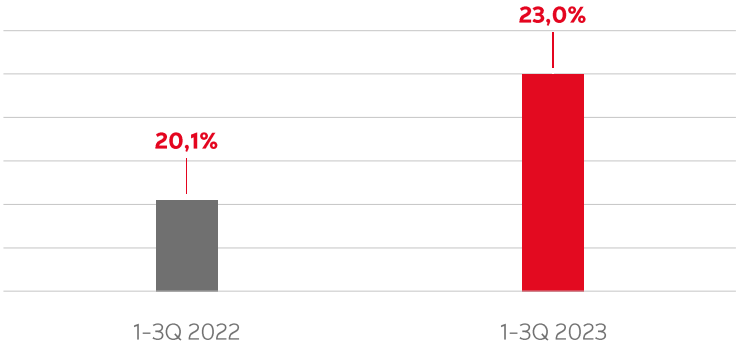
Profit and loss account

PLN THOU.	30.09.2023	30.09.2022	VAR.
Revenues from sale of products, goods and materials	861 077	1 253 854	-39%
Costs of products, goods and materials sold	594 270	929 953	-36%
Gross result of sale	266 807	323 901	-18%
Costs of sale	13 662	12 511	+9%
Costs of general management	20 009	18 361	+9%
Remaining operational revenues	4 680	6 162	-24%
Remaining operational costs	5 798	2 503	+132%
Result of the operational activity	232 018	296 688	-22%
Financial revenues	24 890	29 289	-15%
Financial costs	13 517	6 387	+112%
Gross result	243 391	319 590	-24%
Income tax	47 424	67 207	-29%
Net result	195 967	252 383	-22%
Profit per share – weight average	4,95	6,52	
Profit per share – as at 30.09.2023	4,53		

Gross margin on sales

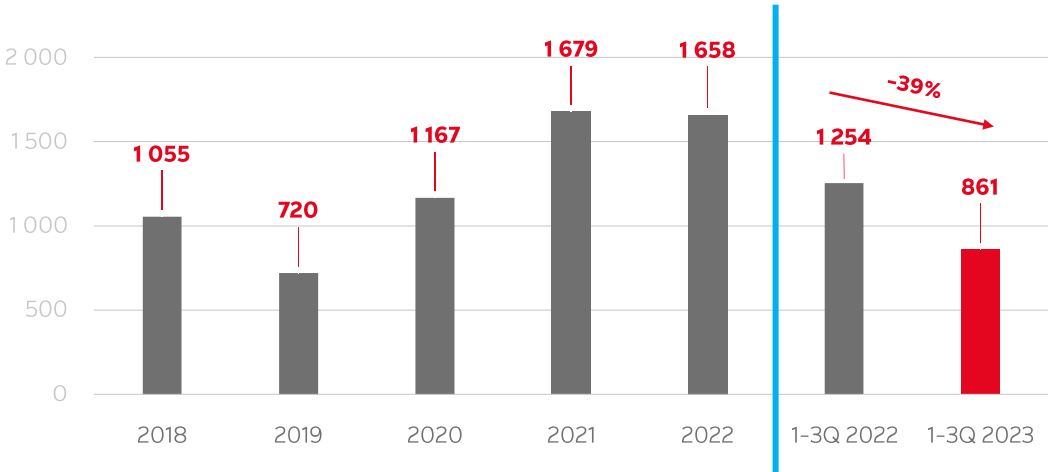


Net margin

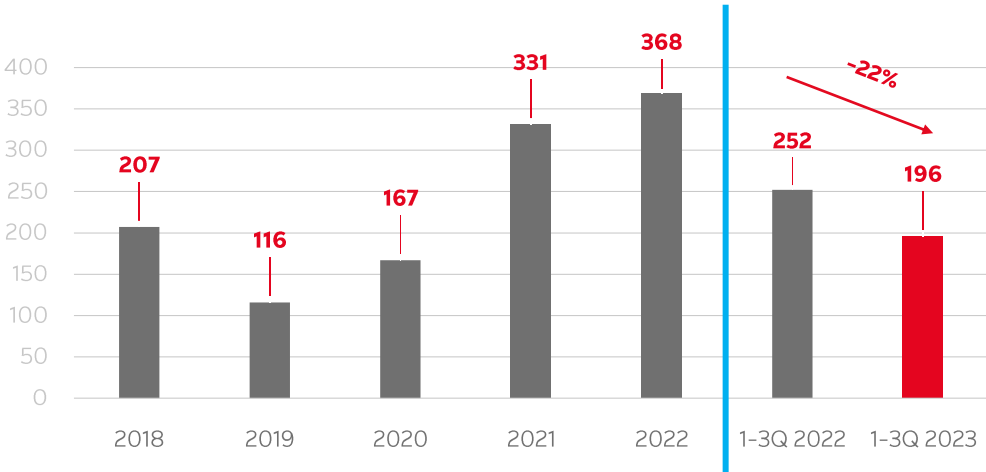


Consolidated financial results

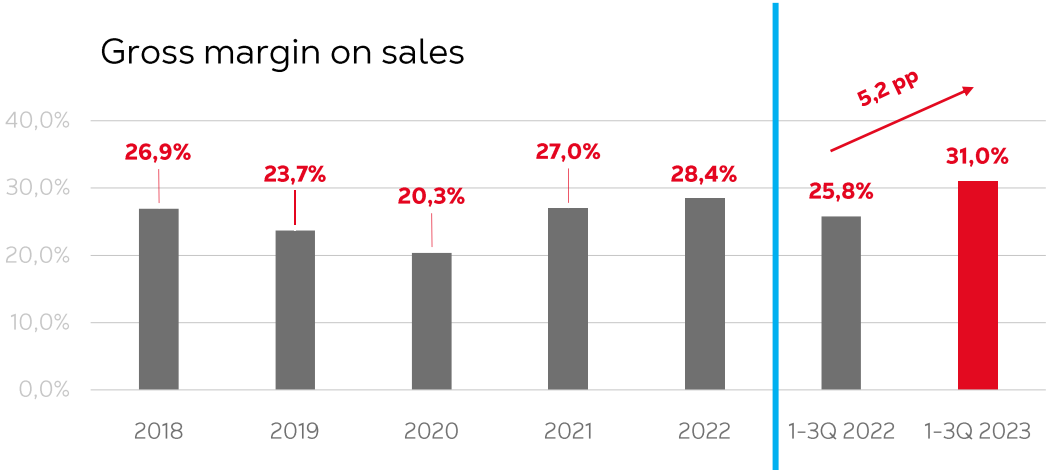
Net revenues from sales in PLN million



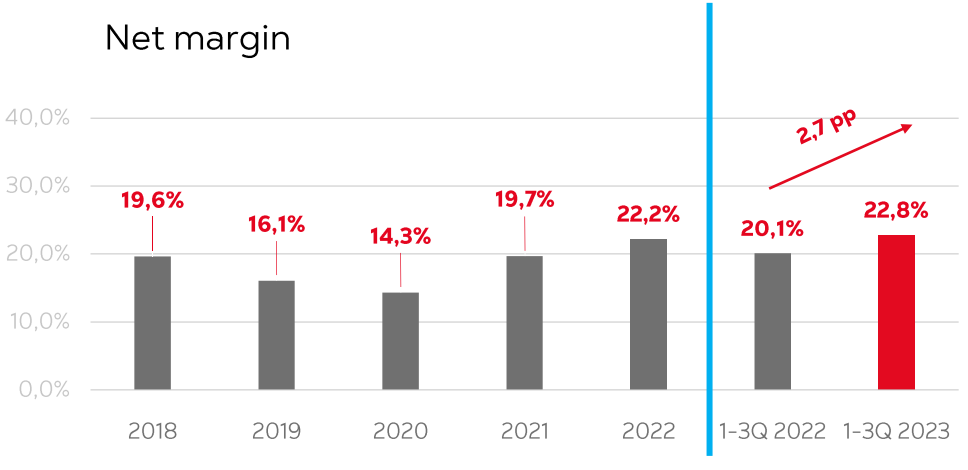
Net result in PLN million



Gross margin on sales

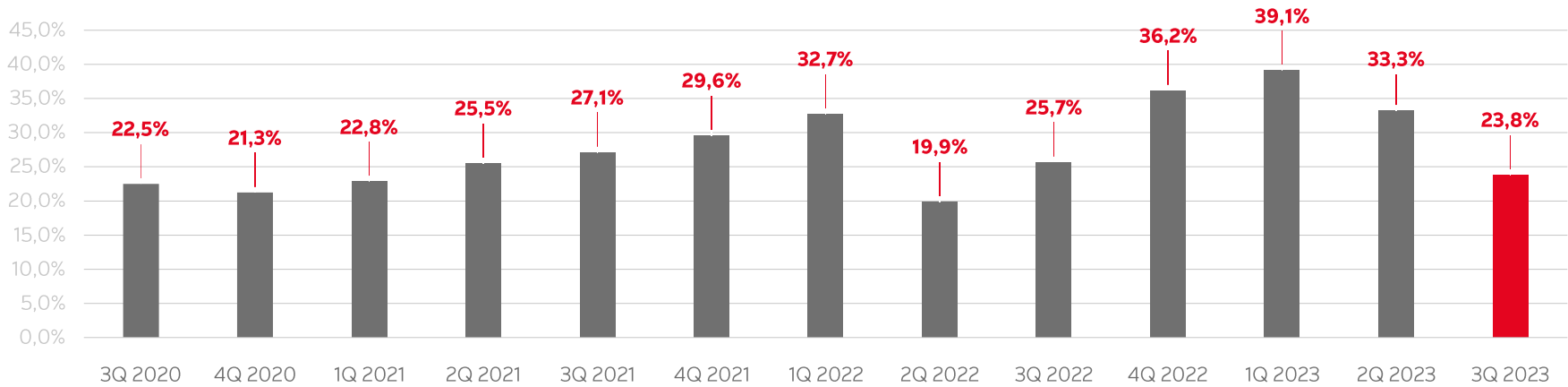


Net margin

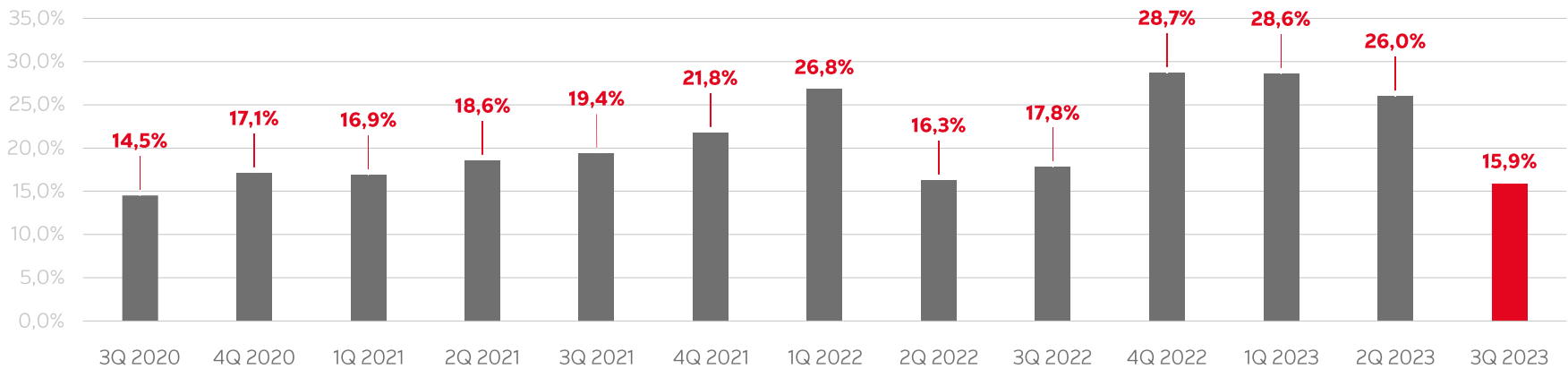


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

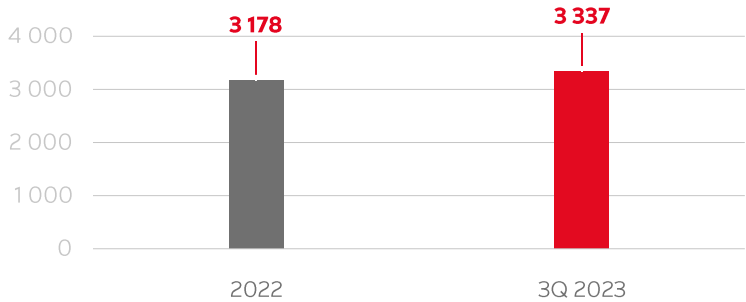


Consolidated financial results

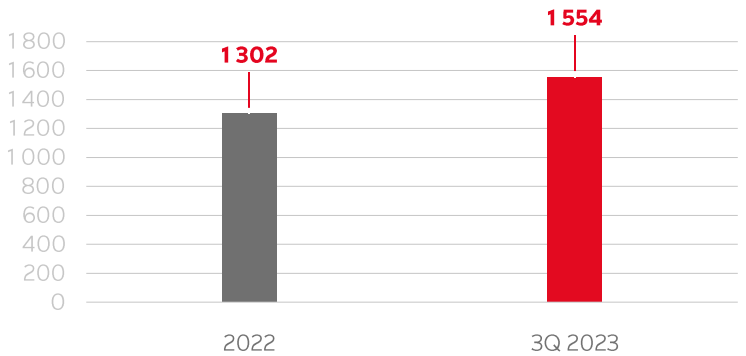
Balance sheet

PLN THOU.	30.09.2023	31.12.2022	VAR.
Assets in total	3 336 537	3 178 081	+5%
Fixed assets	205 517	202 030	+2%
Current assets	3 131 020	2 976 051	+5%
Liabilities and capital in total	3 336 537	3 178 081	+5%
Equity	1 553 573	1 301 742	+19%
Liabilities in total	1 782 964	1 876 339	-5%
Long term liabilities	735 840	607 490	+21%
Short term liabilities	1 047 124	1 268 849	-17%
PLN THOU.	30.09.2023	31.12.2022	
Net Debt Ratio for the Group	0,06	-0,09	

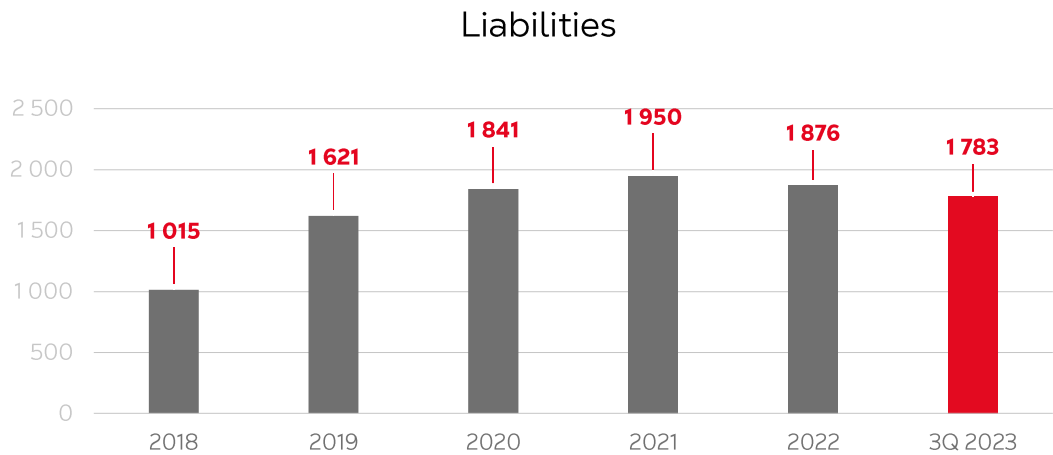
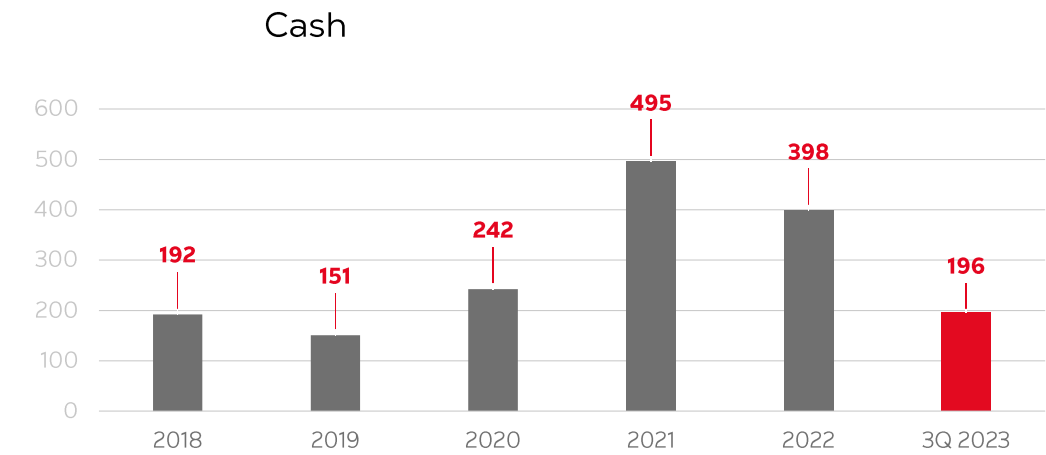
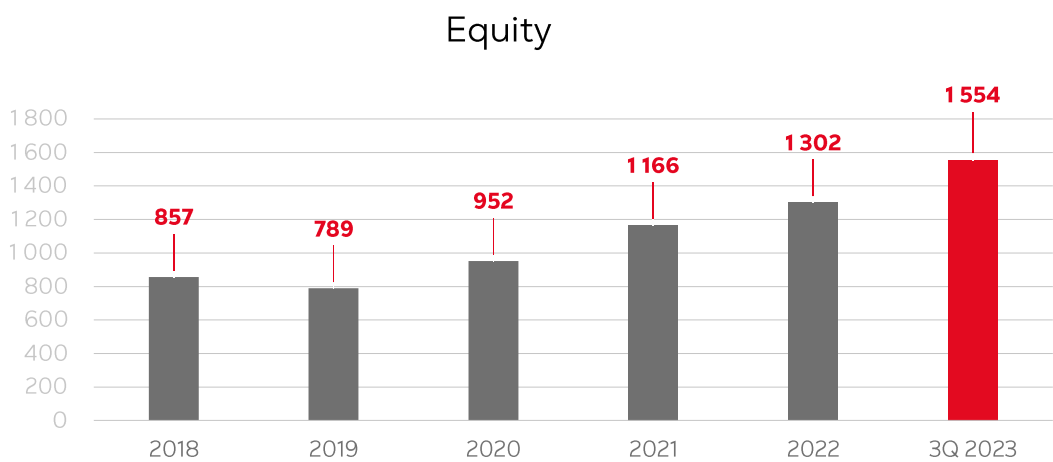
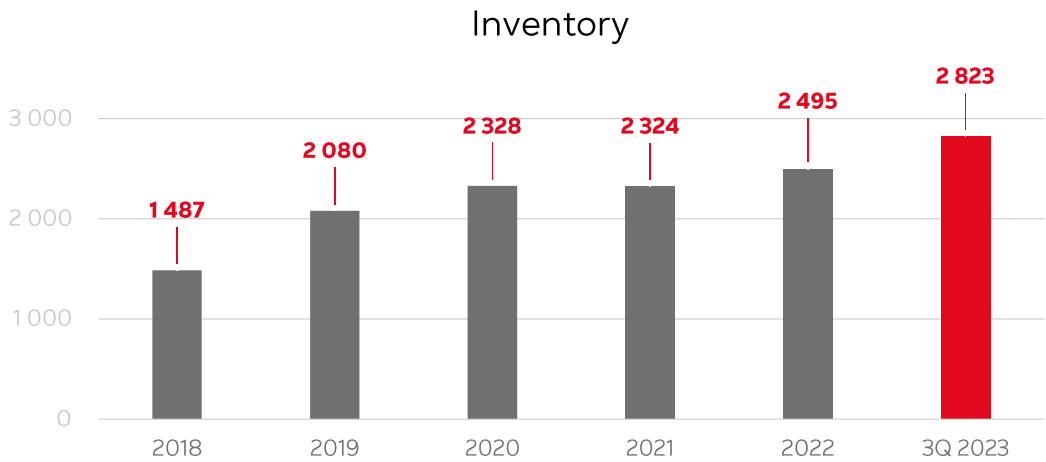
Assets in total in PLN million



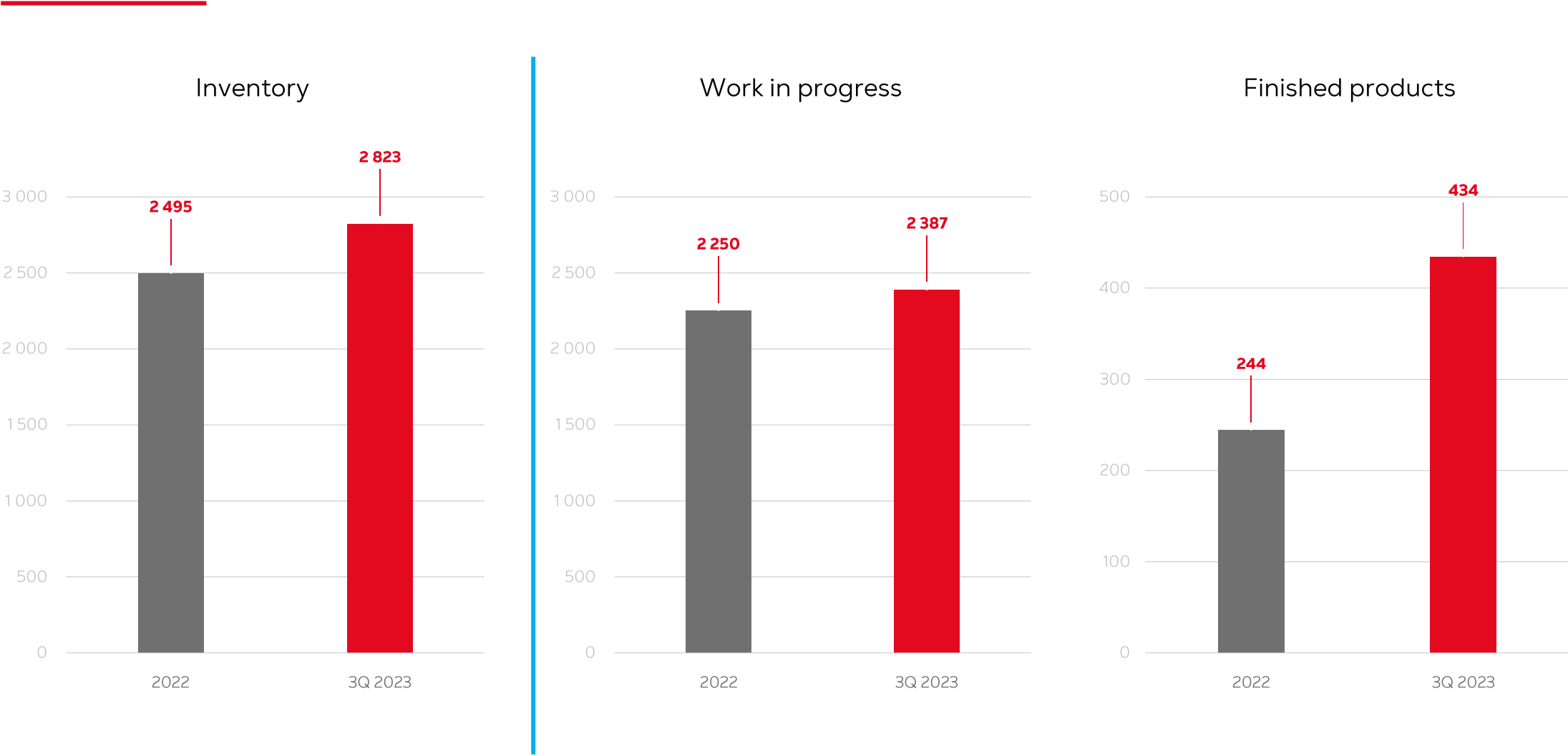
Equity in PLN million



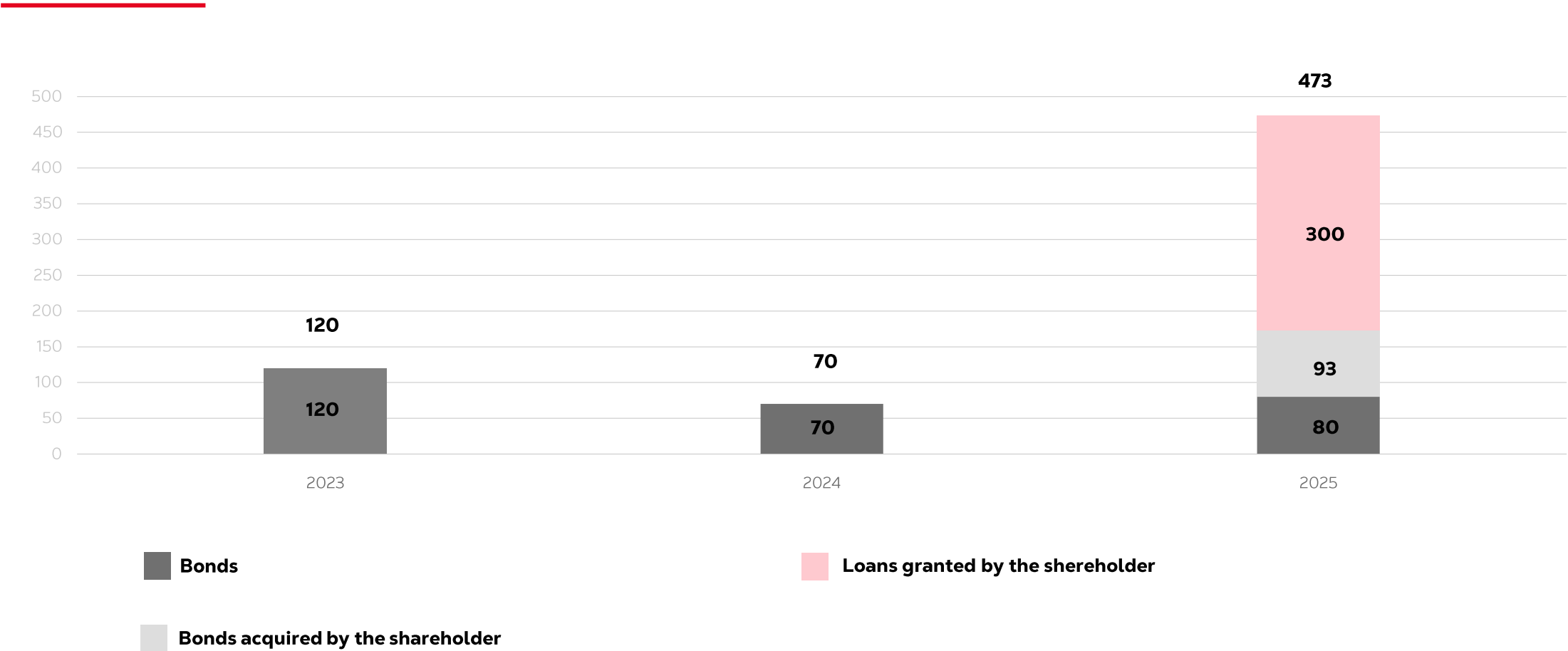
Main items of the financial results in PLN million



Consolidated financial results in PLN million

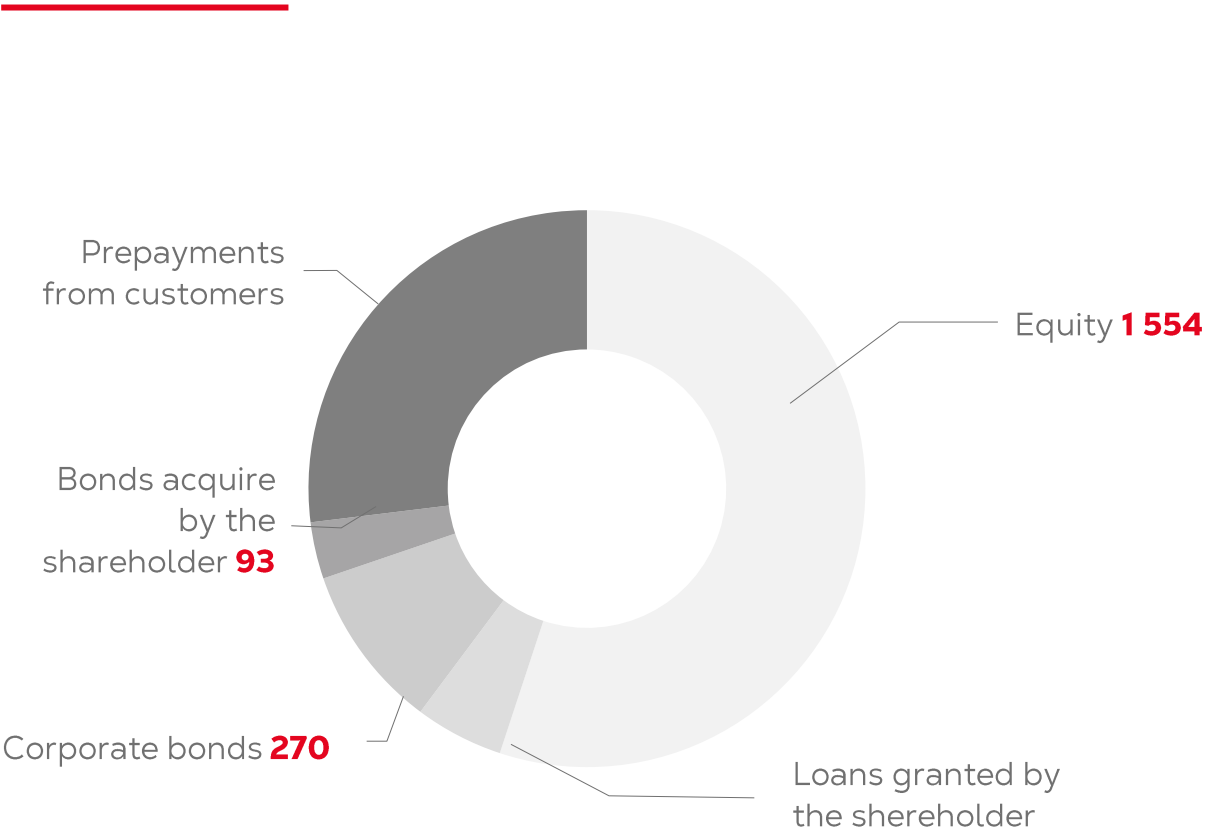


Structure of debt maturity as at 30.09.2023



- After September 30, 2023 bonds in the total amount PLN 120 milion were redeemed
- After September 30, 2023 bonds issued in the amount of PLN 260 milion

Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 30.09.2023

Equity	1 554
Loans granted by the shereholder	145
Corporate bonds	270
Bonds acquired by the shareholder	93
Prepayments from customers	760

Our achievements

- Start of construction works for 7 projects (912 flats)
- Sales launched for 6 investments (1,374 flats)
- Construction works finalised for 14 investments (2,639 flats)
- Sale in 1-3Q 2023: 1,901 flats
- Handovers volume in 1-3Q 2023: 1,606 flats
- 28 investments (6,639 flats) are currently under construction
- Number of currently offered: 4,170 flats
- Redemption of bonds in April and June 2023 with a total value PLN 160 milion
- Bond issue in May 2023 with a value of PLN 150 million
- Issuance of series F shares in July 2023, PLN 252 milion – revenues from the market, price per share PLN 56



3

Appendix



ATAL S.A. is one of Poland's leading developers. It specializes in housing estates, single multi-family houses located in Poland's largest cities. It is since June 2015 that the shares of ATAL S.A. have been officially listed on the Warsaw Stock Exchange. ATAL's founder and leading shareholder is Polish entrepreneur Zbigniew Juroszek who can boast a 30 years of business experience.



**30 YEARS
ON THE MARKET**

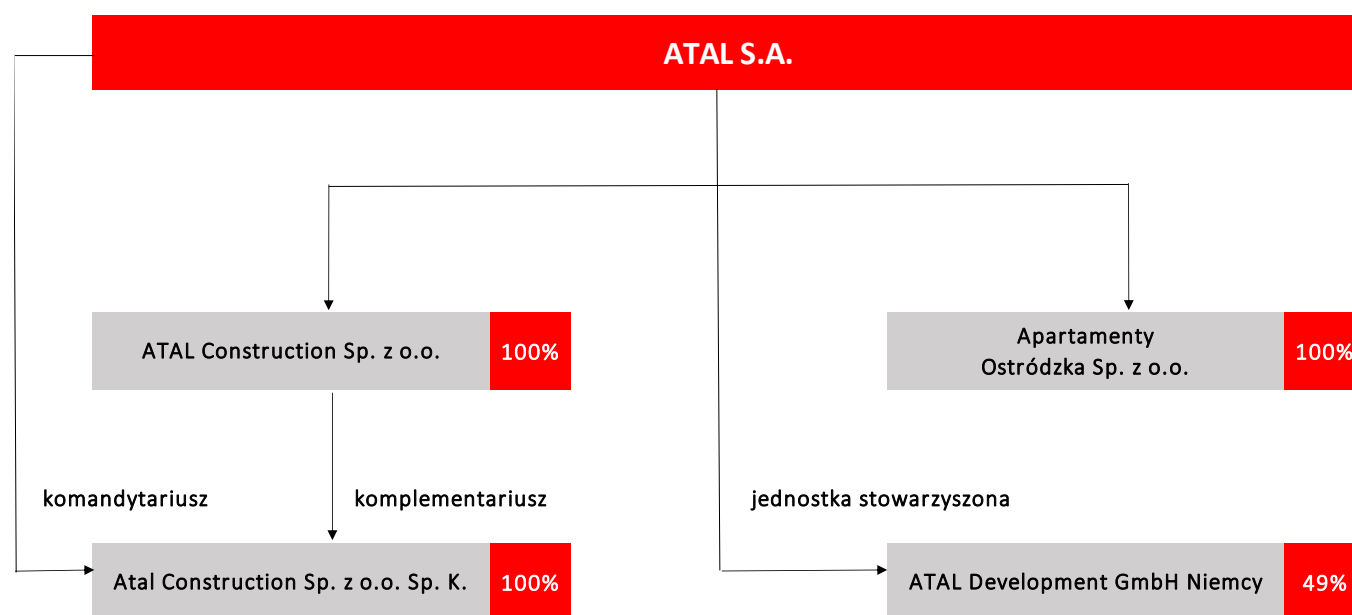


**28,835
APARTMENTS SOLD**



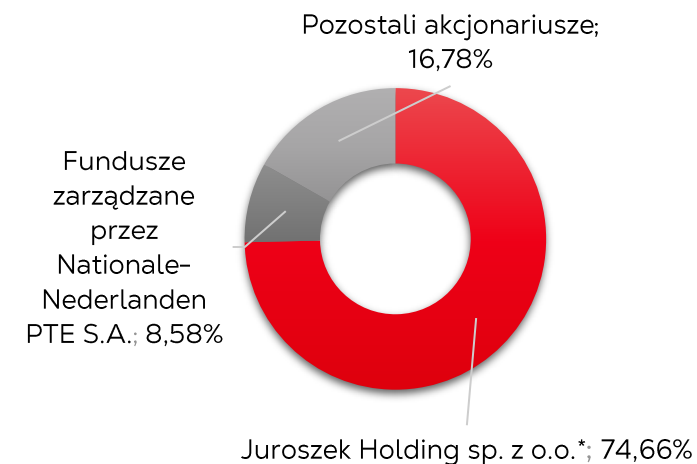
**1,672,201
TOTAL AREA OF FLATS SOLD**

Capital Group

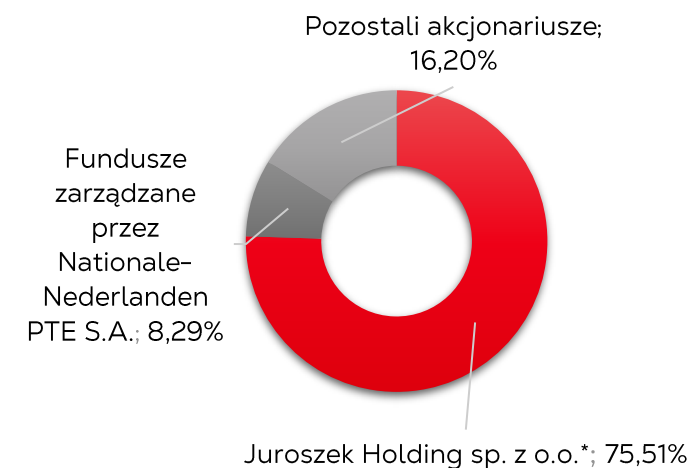


* Juroszek Holding Sp. z o.o., in which 100% of shares is possessed by Zbigniew Juroszek, the founder and the president of the company

Struktura akcjonariatu



Podział głosów na WZ



Management Board



Zbigniew Juroszek

**President
of ATAL S.A.**

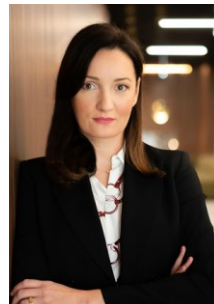
- ATAL S.A.'s founder and main shareholder
- Responsible for determining the development direction and the implementation of the given strategy in the entire ATAL S.A. Group
- 30 years of professional experience, 20 years of professional experience in the development field



Mateusz Bromboszcz

**Vice-President
of ATAL S.A.**

- With ATAL S.A. for 8 years
- In charge of formal and legal issues related to ATAL S.A. Group's business
- 15 years of professional experience, including 14 years of experience in real estate and construction industry



Angelika Kliś

**Member of the
Management Board**

- With ATAL S.A. for 6 years
- Responsible for issues related to sales, marketing and PR
- 15 years of professional experience in the development field



Andrzej Biedronka - Tetla

**Member of the Management
Board for Finances**

- With ATAL S.A. for 6 years
- Responsible for the financial and corporate aspects of the Group's operations, budgeting and controlling as well as investor relations

Urszula Juroszek

**Member of the Management
Board for Human Resources
and Payroll**

- With ATAL since almost the very beginning of her professional career, she was associated with the creation, organization and ongoing management of business ventures
- Responsible for HR department

Investments Introduction to sale by 1-3Q 2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Naramowice Odnova	Poznań	512	Q1 2023
Ogrody Andersa	Katowice	114	Q1 2023
ATAL Starachowicka	Wrocław	105	Q1 2023
ATAL Sky+ II - bud. A	Katowice	358	Q3 2023
ATAL Sky+ II - bud. B	Katowice	151	Q3 2023
Strefa Cegielnia II	Kraków	134	Q3 2023
TOTAL		1 374	

Projects completed as at 30.09.2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Zakątek Dąbie	Kraków	121	Q1 2023
Osiedle Poematu	Warszawa	164	Q1 2023
Bursztynowa Zatoka	Gdańsk	152	Q1 2023
Francuska Park VI	Katowice	182	Q1 2023
Przystań Jasień	Gdańsk	154	Q2 2023
Nowe Miasto Polesie IIIa	Łódź	180	Q2 2023
Nowe Miasto Jagodno V	Wrocław	199	Q2 2023
Zacisze Marcelin Ia	Poznań	212	Q2 2023
Zakątek Harmonia	Warszawa	60	Q2 2023
Nowe Miasto Różanka Młynarska	Wrocław	194	Q2 2023
Przystań Letnica III	Gdańsk	323	Q3 2023
Zacisze Marcelin Ib	Poznań	219	Q3 2023
Francuska Park VII	Katowice	323	Q3 2023
ATAL Aura	Łódź	156	Q3 2023
TOTAL		2 639	



Investor relationships

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