

Summary of results for 2023

March 22, 2024



OGÓLNOPOLSKI
DEVELOPER

www.atal.pl



Agenda

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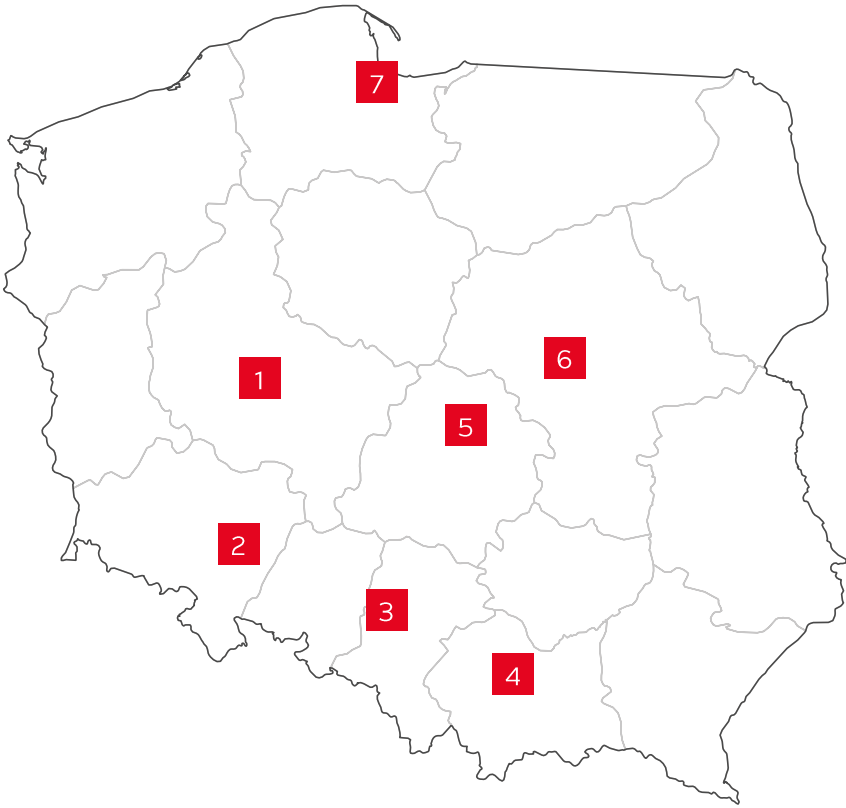


1

Operating activities



Investments in progress and in the pipeline



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

SUMMARY

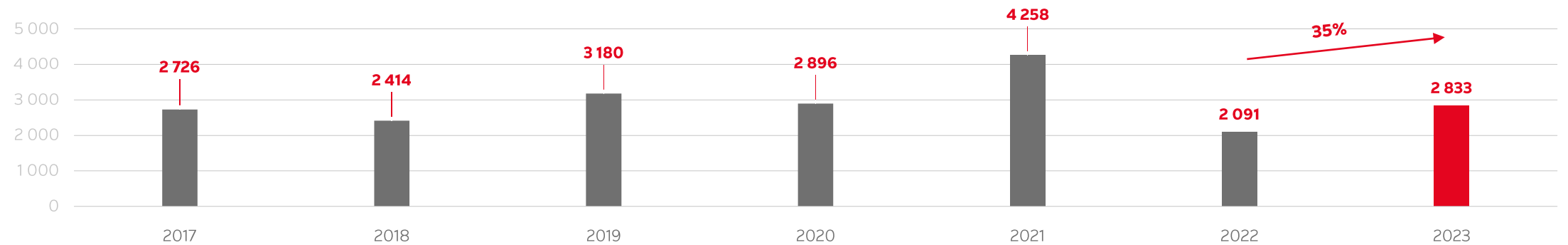
PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progres	2	845	49 515
Planned	8	2 384	133 921
In progres	6	1 153	69 924
Planned	4	1 053	58 770
In progres	6	2 241	132 858
Planned	6	2 164	120 080
In progres	4	578	30 059
Planned	8	2 334	128 951
In progres	5	1 007	56 913
Planned	4	1 691	93 911
In progres	4	382	21 931
Planned	6	1 008	55 177
In progres	3	577	32 021
Planned	14	2 315	126 111
In progress	30	6 783	393 221
Planned	50	12 949	716 921

*TSA - total saleable area

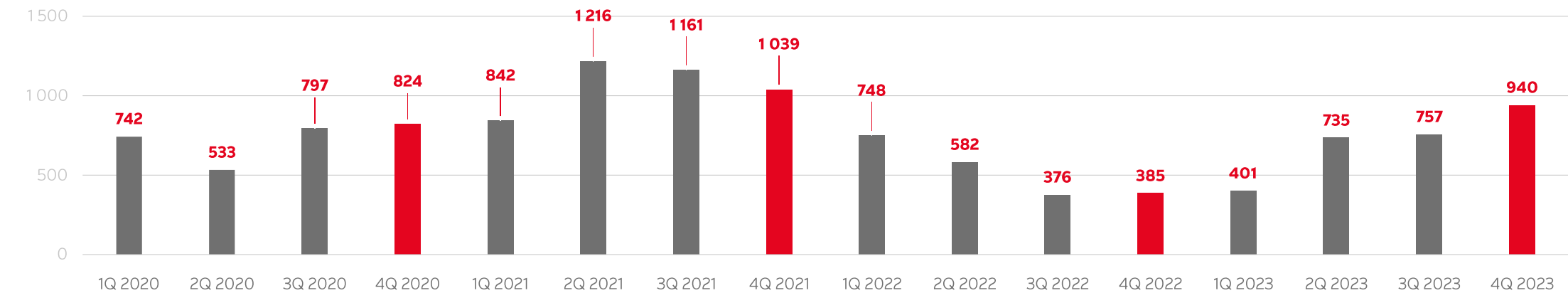
Sales of flats



Annual number of flats sold 2017-2023

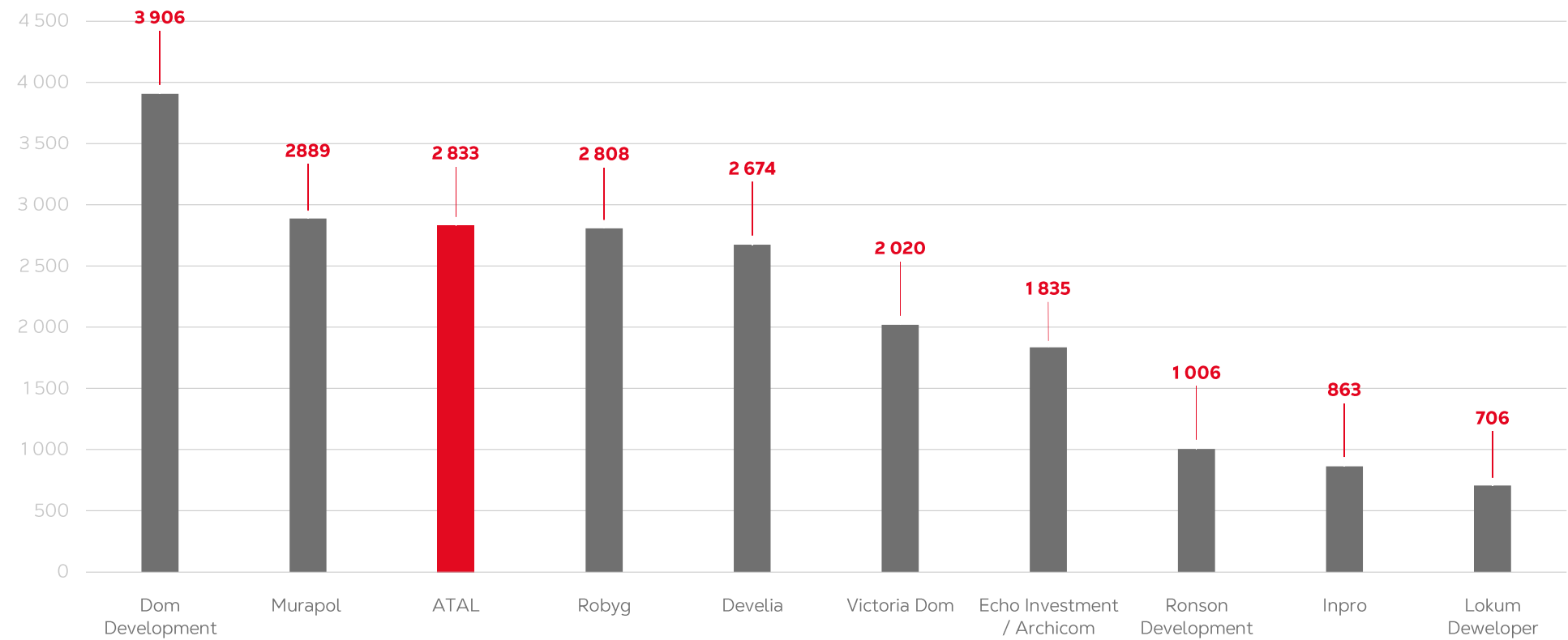


Number of flats sold as divided by quarters



Sales of flats

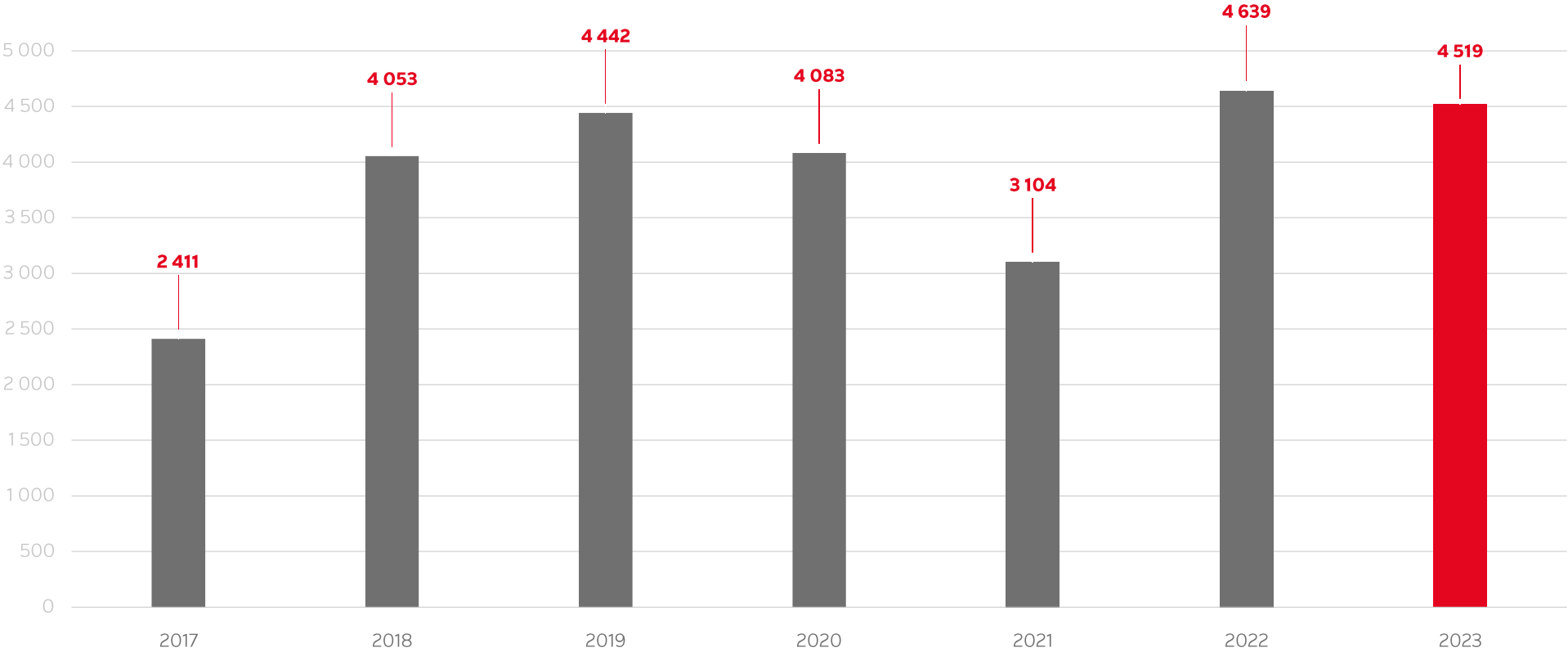
Number of flats sold compared to competitors in 2023



Offer



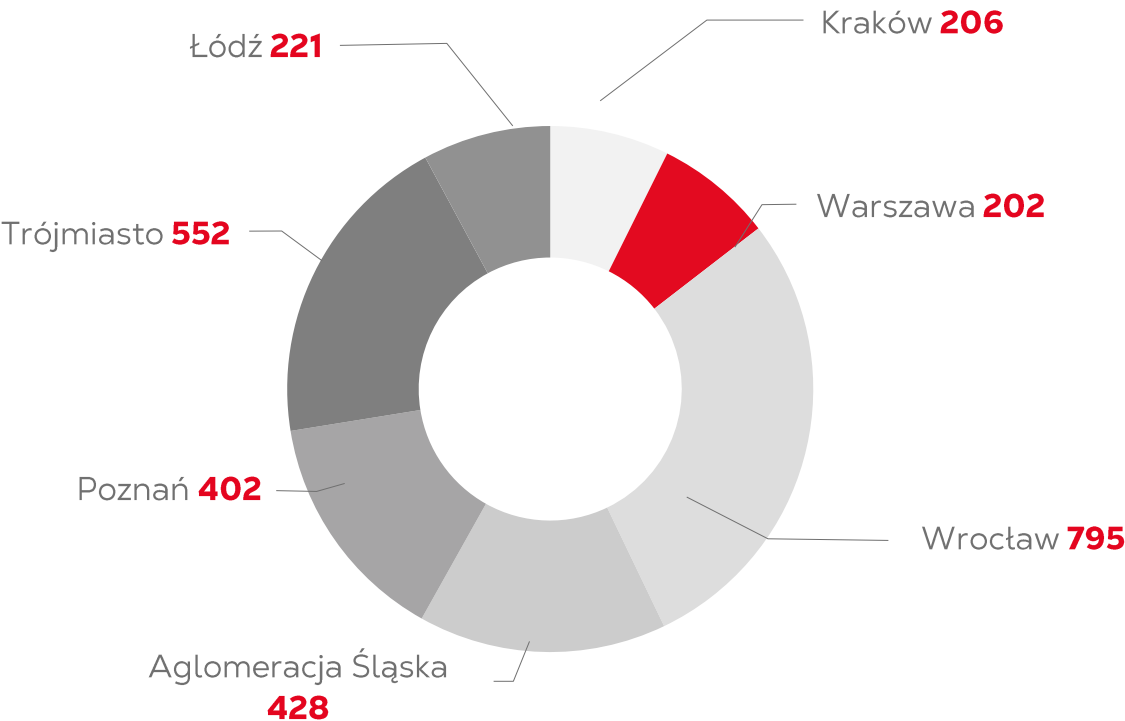
Number of flats offered in years 2017-2023



Handovers volume in 2023



Number of handed over flats by city

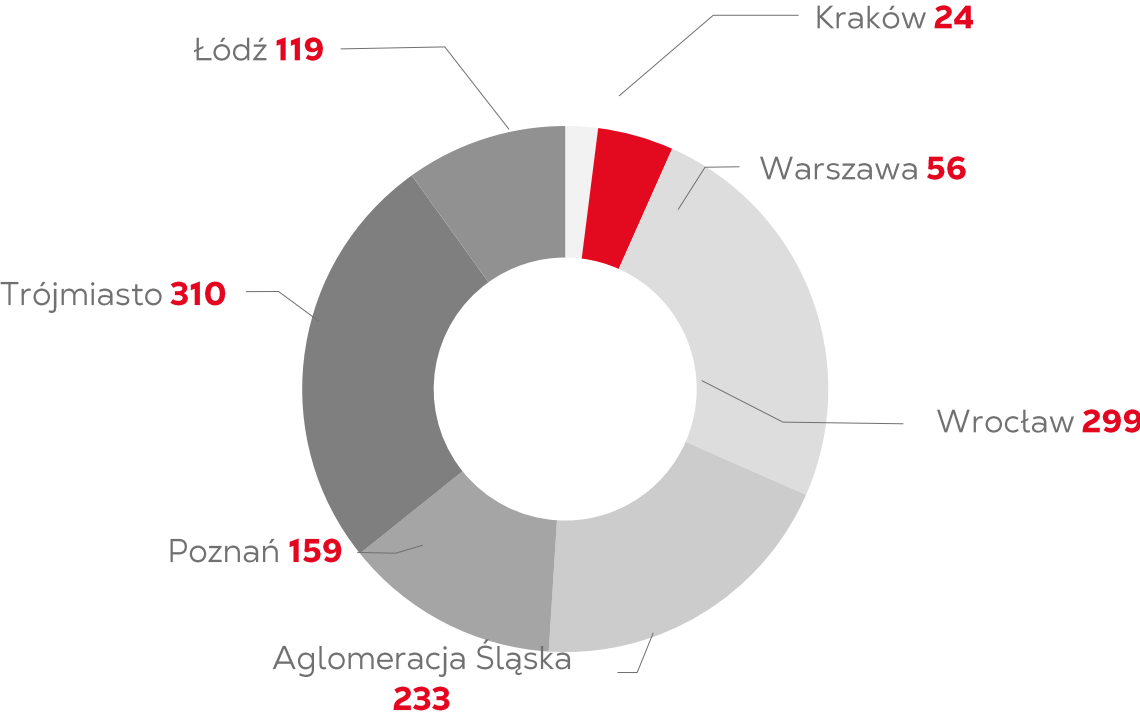


Handovers volume in 2023

CITY	APARTMENTS / SERVICE PREMISES
Kraków	206
Warszawa	202
Wrocław	795
Aglomeracja Śląska	428
Poznań	402
Trójmiasto	552
Łódź	221
Total	2 806

Handovers volume in Q4 2023

Number of handed over flats by city



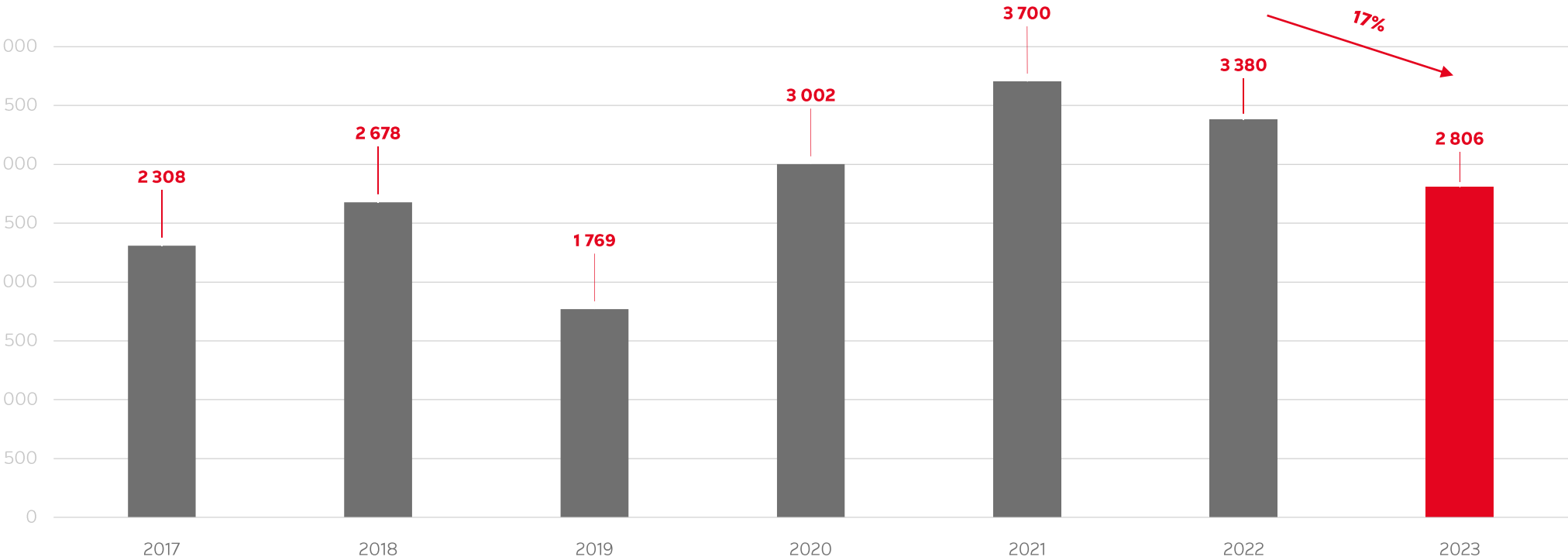
Handovers volume in Q4 2023

CITY	APARTMENTS / SERVICE PREMISES
Kraków	24
Warszawa	56
Wrocław	299
Aglomeracja Śląska	233
Poznań	159
Trójmiasto	310
Łódź	119
Total	1 200

Handovers volume in 2023



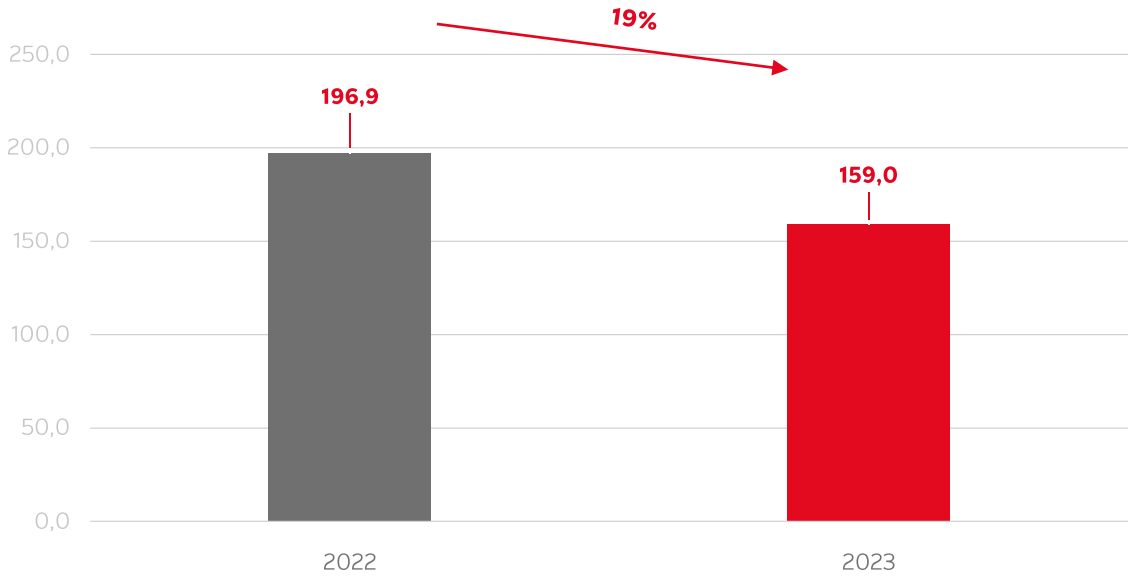
Number of handed over flats in years 2017 – 2023



Handovers volume in 2023



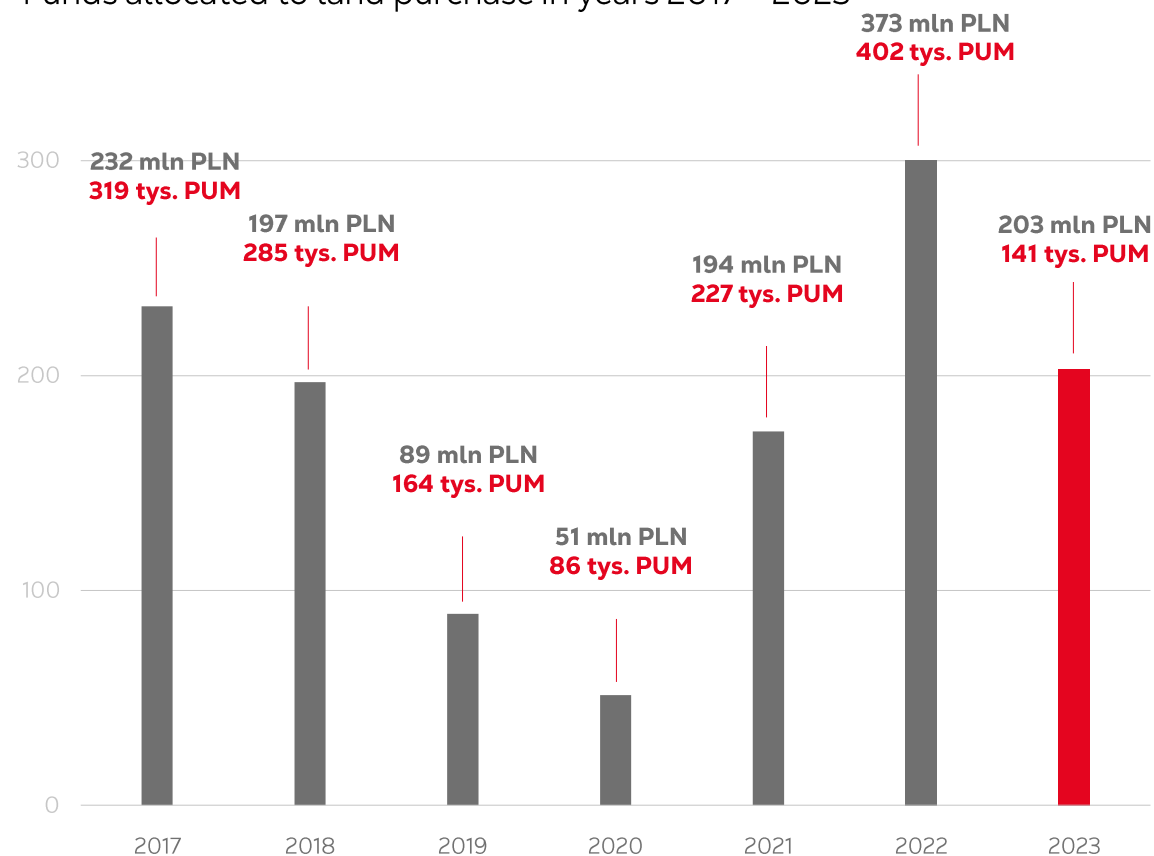
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2017	135,1
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
2023	159,0

New lands

Funds allocated to land purchase in years 2017 – 2023



Land acquired in the Group in 2023

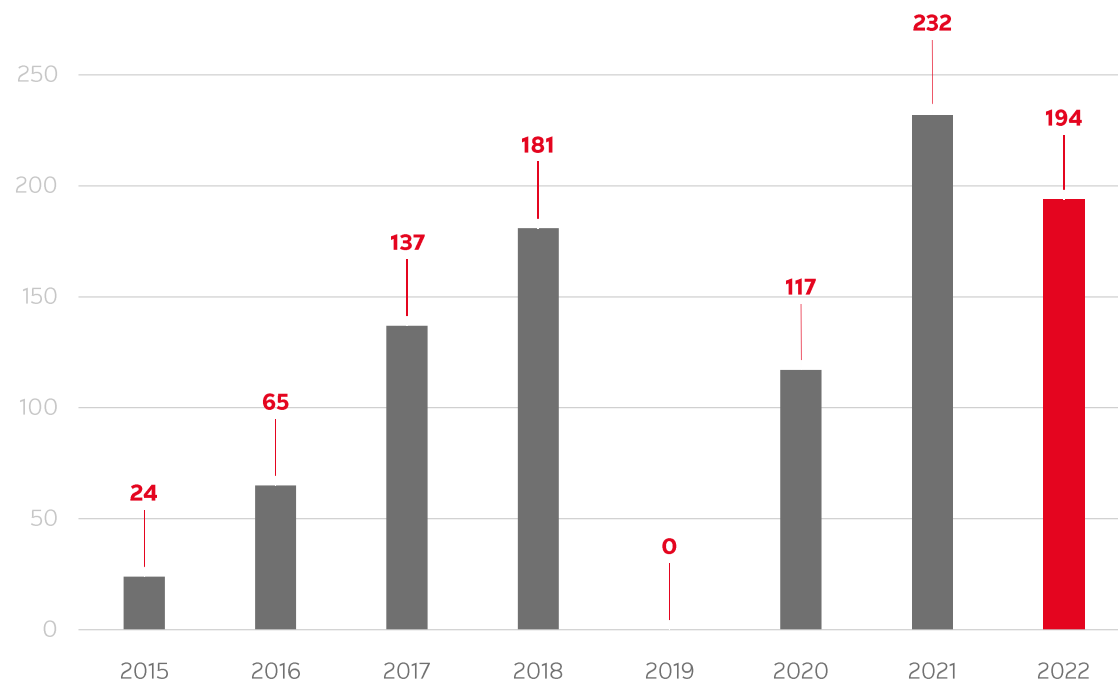
- Kraków
- Warszawa
- Gdańsk
- Katowice
- Wrocław
- Łódź
- Poznań

The average price of purchase of usable area was **1,438 PLN/m²**

ATAL's land bank allows for implementation of projects for the total usable area of approximately **717 thou. m²**

Dividend

Dividend paid for 2015 – 2022



Planned dividend for 2023

Dividend rate: 10,7 %

(on 31.12.2023)

Nominal amount of the dividend: PLN 259.3 million, which represents 76% of net result ATAL S.A.

The total amount of dividends paid (and planned) from IPO on GPW:

**950 + plan 259
= 1.209 mln PLN**

Handovers in 2023 – projects completed as at 31.12.2023

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Francuska Park VI	Katowice	10 046	182	180	II kw.	2023
Zakątek Dąbie	Kraków	6 017	121	121	II kw.	2023
Bursztynowa Zatoka I	Gdańsk	8 094	152	152	II kw.	2023
ATAL City Square II	Wrocław	6 620	117	108	II kw.	2023
Osiedle Poematu	Warszawa	10 011	164	162	II kw.	2023
Zacisze Marcelin Ia	Poznań	10 677	212	205	II kw.	2023
Nowe Miasto Jagodno V	Wrocław	11 337	199	199	III kw.	2023
Przystań Jasień	Gdańsk	9 552	154	151	III kw.	2023
Nowe Miasto Polesie III a	Łódź	10 967	180	159	III kw.	2023
Zakątek Harmonia	Warszawa	3 185	60	53	III kw.	2023
Zacisze Marcelin Ib	Poznań	11 779	219	204	III kw.	2023
Przystań Letnica III	Gdańsk	19 440	323	317	III kw.	2023
Francuska Park VII	Katowice	17 991	323	297	IV kw.	2023
Nowe Miasto Różanka Młynarska	Wrocław	10 846	194	190	IV kw.	2023
ATAL Aura	Łódź	8 906	156	150	IV kw.	2023
TOTAL		155 468	2 756	2 648		

Number of flats not transferred as at 31.12.2023: 630

Sales contracting 96%

Potential of handover in 2024 – projects under construction as at 31.12.2023

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Nowy Targówek V	Warszawa	4 477	73	73	I kw.	2024
Strefa Cegielnia	Kraków	7 482	144	134	I kw.	2024
ATAL City Square III	Wrocław	15 534	256	179	II kw.	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	68	II kw.	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	138	II kw.	2024
Źródlana 31 Residence	Łódź	7 783	141	42	II kw.	2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	40	II kw.	2024
Zacisze Marceлин II	Poznań	17 200	333	280	III kw.	2024
ATAL Sky +	Katowice	20 545	325	204	III kw.	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	285	III kw.	2024
Skwer Harmonia	Kraków	8 763	152	121	III kw.	2024
Panorama Reden	Katowice	4 111	88	17	III kw.	2024
TOTAL		130 175	2 195	1 581		

Sales contracting 72%

Potential of handover in 2025 – projects under construction as at 31.12.2023

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL City Square IV	Wrocław	15 403	326	210	I kw.	2025
Nowe Miasto Polesie IV a	Łódź	12 051	211	55	II kw.	2025
Ogrody Andersa	Katowice	6 175	114	32	II kw.	2025
Aleja Pokoju V aparthotel	Kraków	6 139	148	0	III kw.	2025
Naramowice Odnova	Poznań	32 315	512	45	III kw.	2025
Osiedle Poematu II	Warszawa	7 920	144	18	III kw.	2025
Strefa Cegielnia II	Kraków	7 675	134	23	III kw.	2025
ATAL Strachowicka I	Wrocław	6 332	105	72	III kw.	2025
ATAL Aura II	Łódź	11 676	205	9	III kw.	2025
ATAL Apollina	Gdańsk	3 020	60	0	III kw.	2025
ATAL Olimpijska bud. A, B	Katowice	32 769	507	154	III kw.	2025
Na Opoczyńskiej	Wrocław	4 949	90	0	III kw.	2025
Zakątek Harmonia II	Warszawa	5 671	95	57	IV kw.	2025
Niebieski Bursztyn	Gdańsk	11 142	188	18	IV kw.	2025
Ogrody Andersa II	Katowice	13 006	223	0	IV kw.	2025
TOTAL		176 243	3 062	693		

Sales contracting 23%

Potential of planned projects after 2026

Potential of transfers 2026+ (projects launched and being prepared to be launched in years 2024-2026)

CITY	NUMBER OF PROJECTS/STAGES	PLANNED TSA (M2)	NUMBER OF FLATS (PROJECTION)
Trójmiasto	15	126 111	2 315
Wrocław	5	75 487	1 349
Warszawa	6	55 177	1 008
Katowice	8	176 332	3 147
Łódź	5	107 745	1 937
Kraków	8	128 951	2 334
Poznań	8	133 921	2 384
TOTAL	55*	803 724	14 474

* Including 5 investments in progress

2

Consolidated financial results

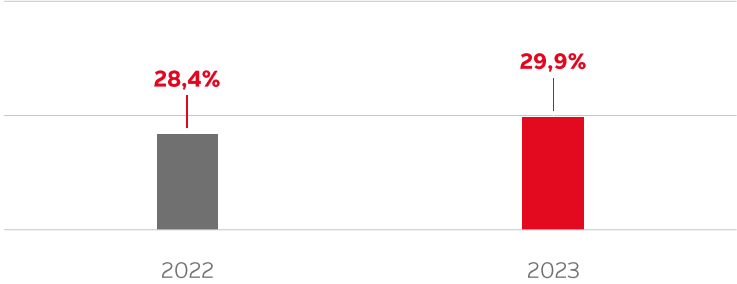


Consolidated financial results

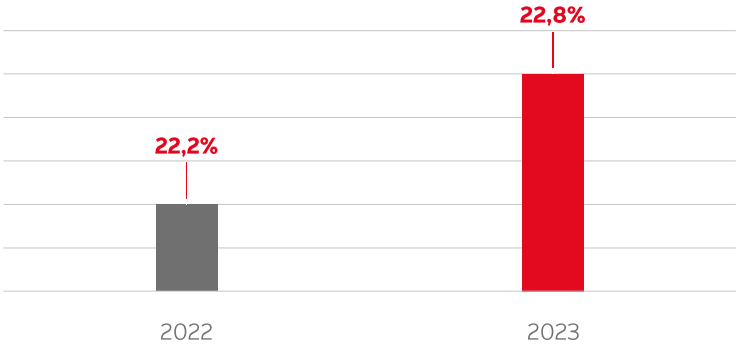
Profit and loss account

PLN THOU.	31.12.2023	31.12.2022	VAR.
Revenues from sale of products, goods and materials	1 500 486	1 657 823	-9%
Costs of products, goods and materials sold	1 051 864	1 187 528	-11%
Gross result of sale	448 622	470 295	-5%
Costs of sale	18 529	16 963	+9%
Costs of general management	27 451	24 774	+11%
Remaining operational revenues	8 244	11 454	-28%
Remaining operational costs	9 270	3 967	+134%
Result of the operational activity	401 616	436 045	-8%
Financial revenues	30 075	30 521	-1%
Financial costs	8 577	3 606	+138%
Gross result	423 114	462 960	-9%
Income tax	81 778	94 716	-14%
Net result	341 336	368 244	-7%
Profit per share	8,42	9,51	

Gross margin on sales

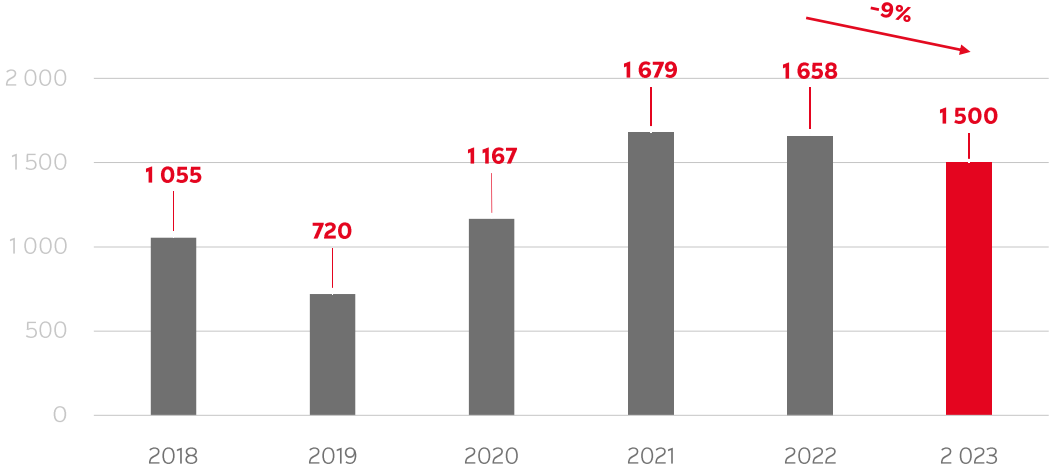


Net margin

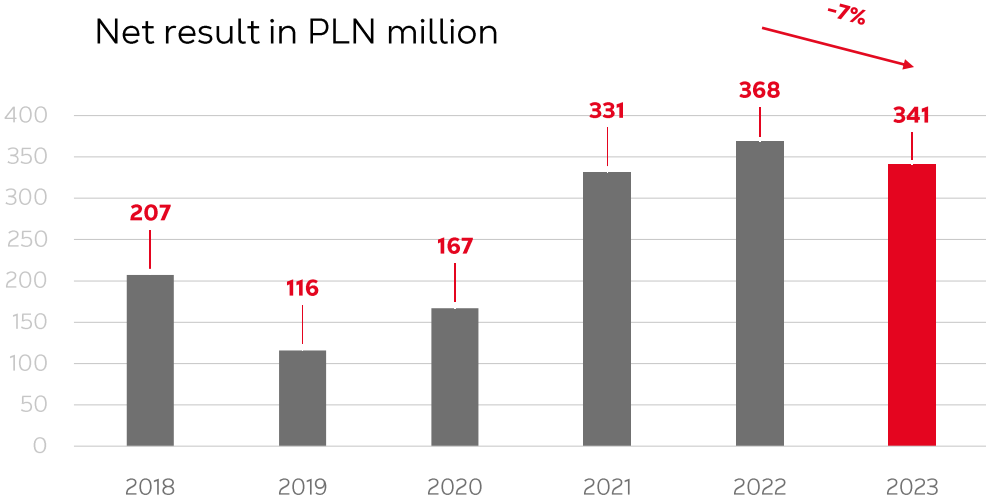


Consolidated financial results

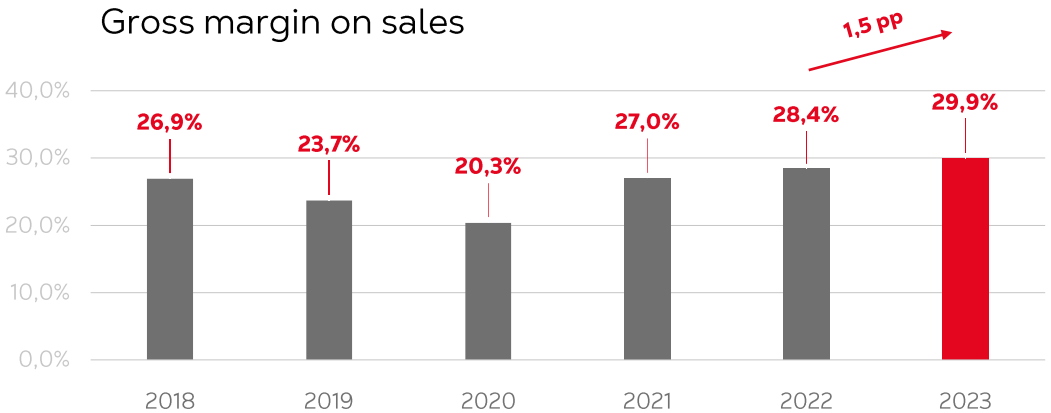
Net revenues from sales in PLN million



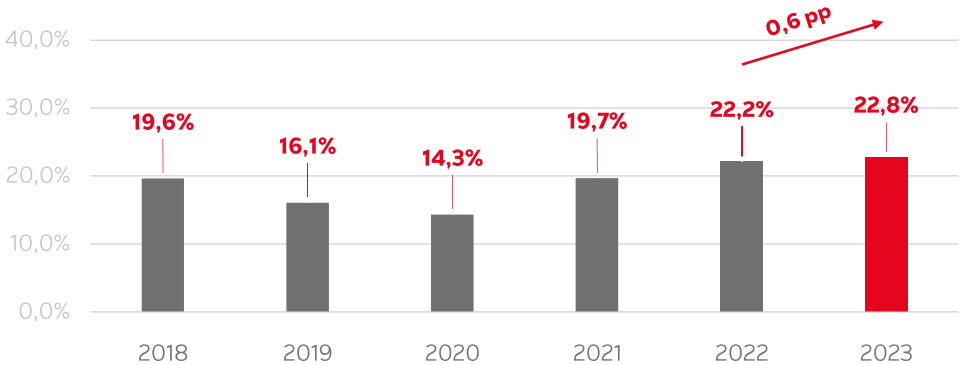
Net result in PLN million



Gross margin on sales

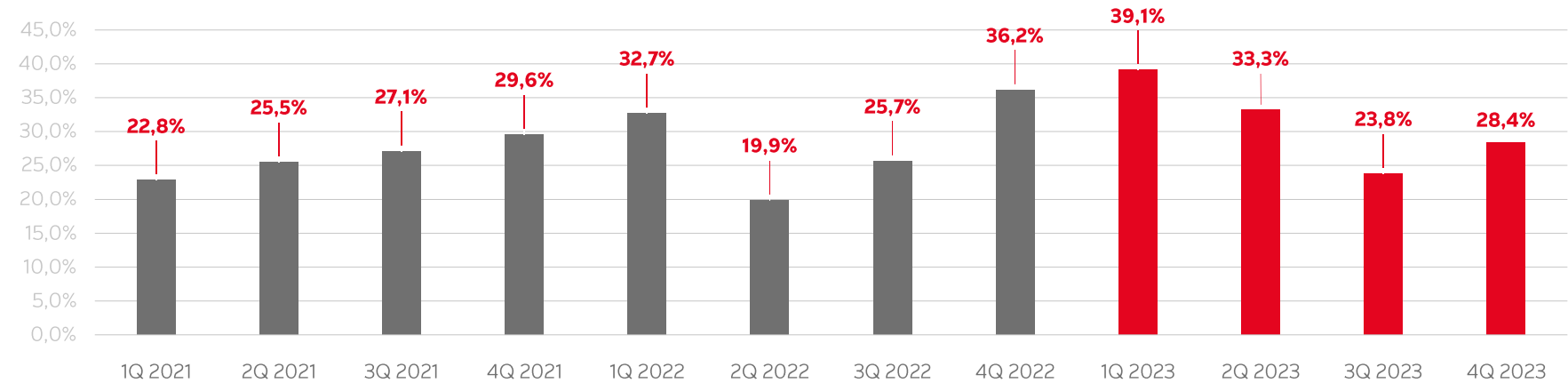


Net margin

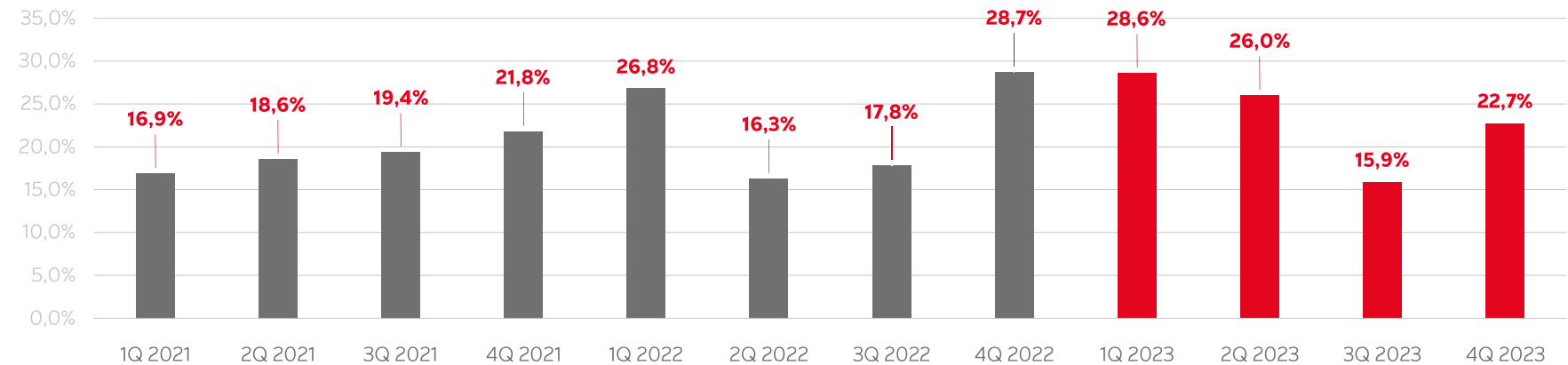


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

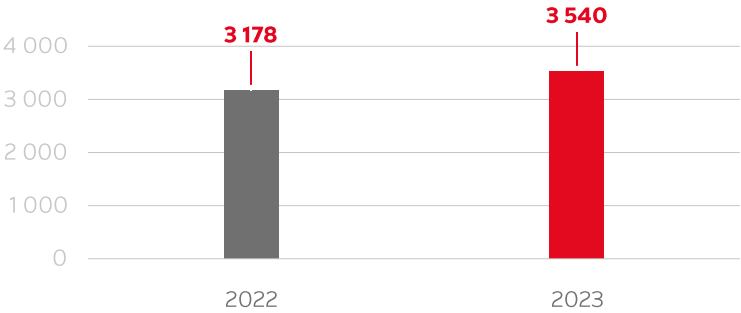


Consolidated financial results

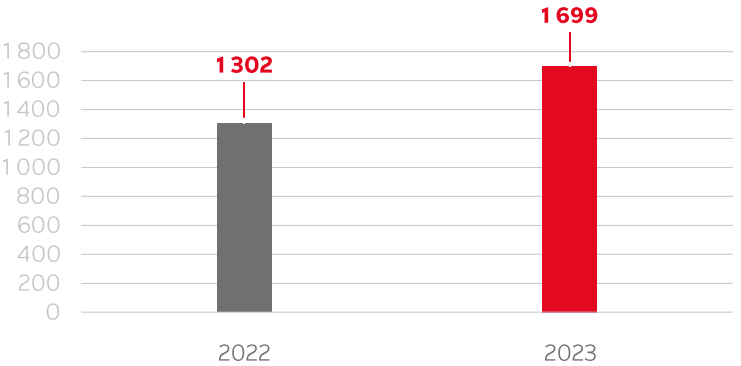
Balance sheet

PLN THOU.	31.12.2023	31.12.2022	VAR.
Assets in total	3 539 701	3 178 081	+11%
Fixed assets	188 335	202 030	-7%
Current assets	3 351 366	2 976 051	+13%
Liabilities and capital in total	3 539 701	3 178 081	+11%
Equity	1 698 903	1 301 742	+31%
Liabilities in total	1 840 798	1 876 339	-2%
Long term liabilities	986 920	607 490	+62%
Short term liabilities	853 878	1 268 849	-33%
PLN THOU.	31.12.2023	31.12.2022	
Net Debt Ratio for the Group*	-0,09	-0,08	

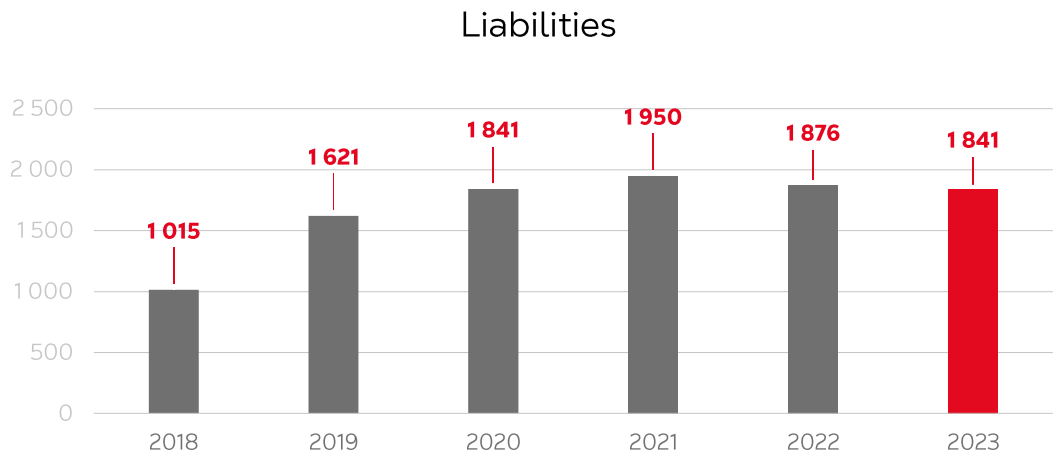
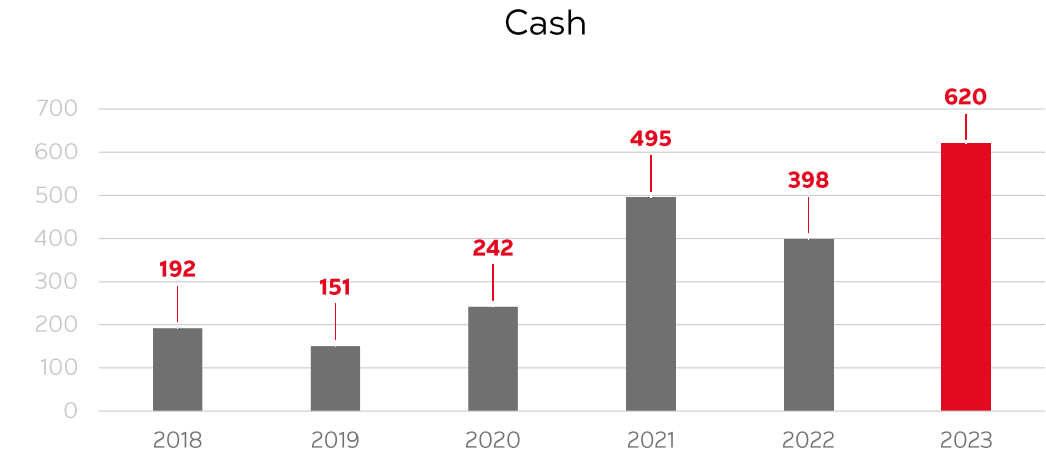
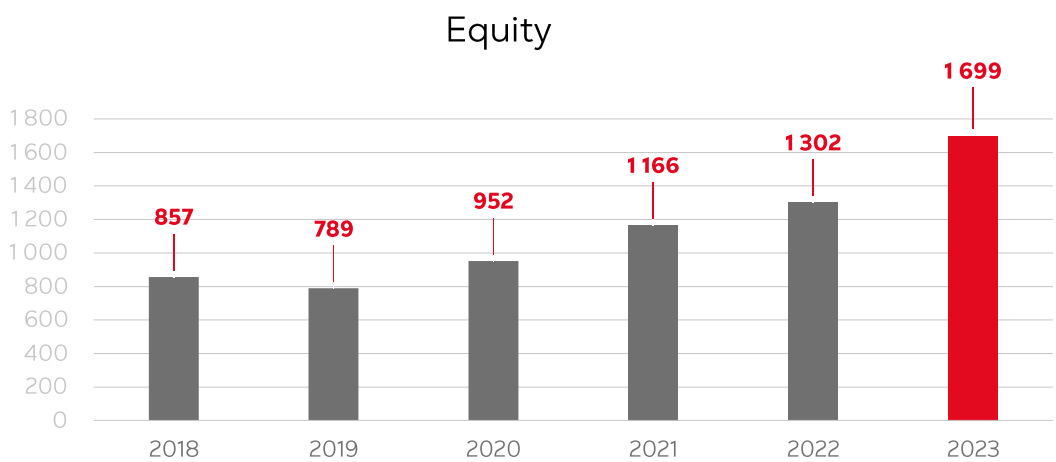
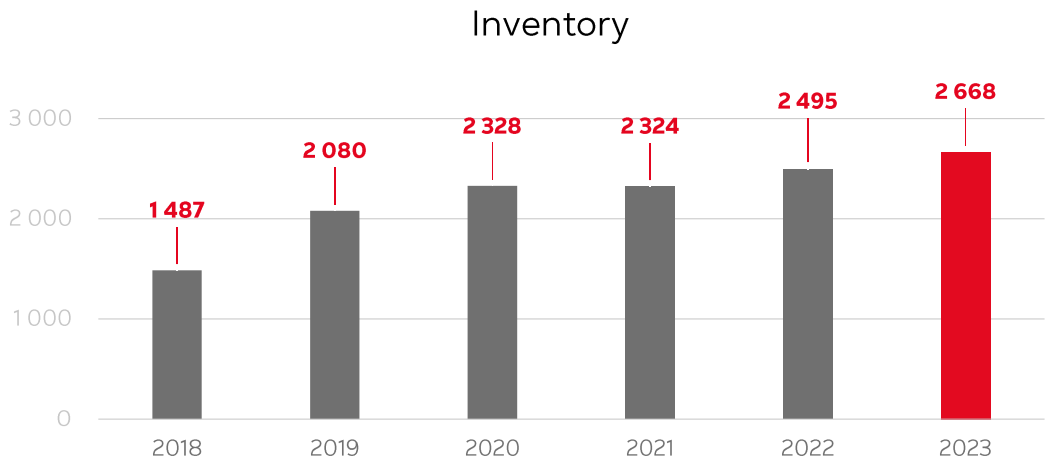
Assets in total in PLN million



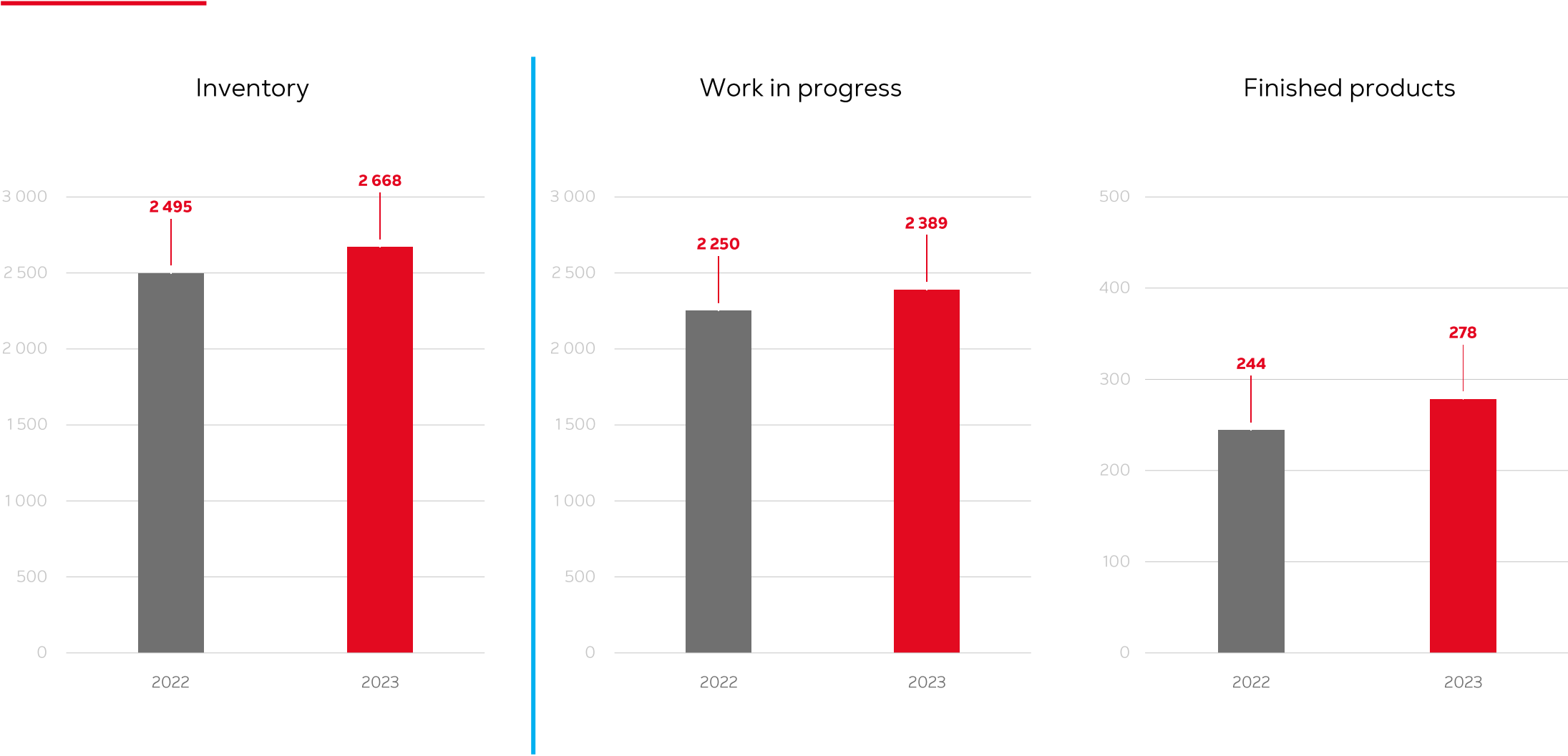
Equity in PLN million



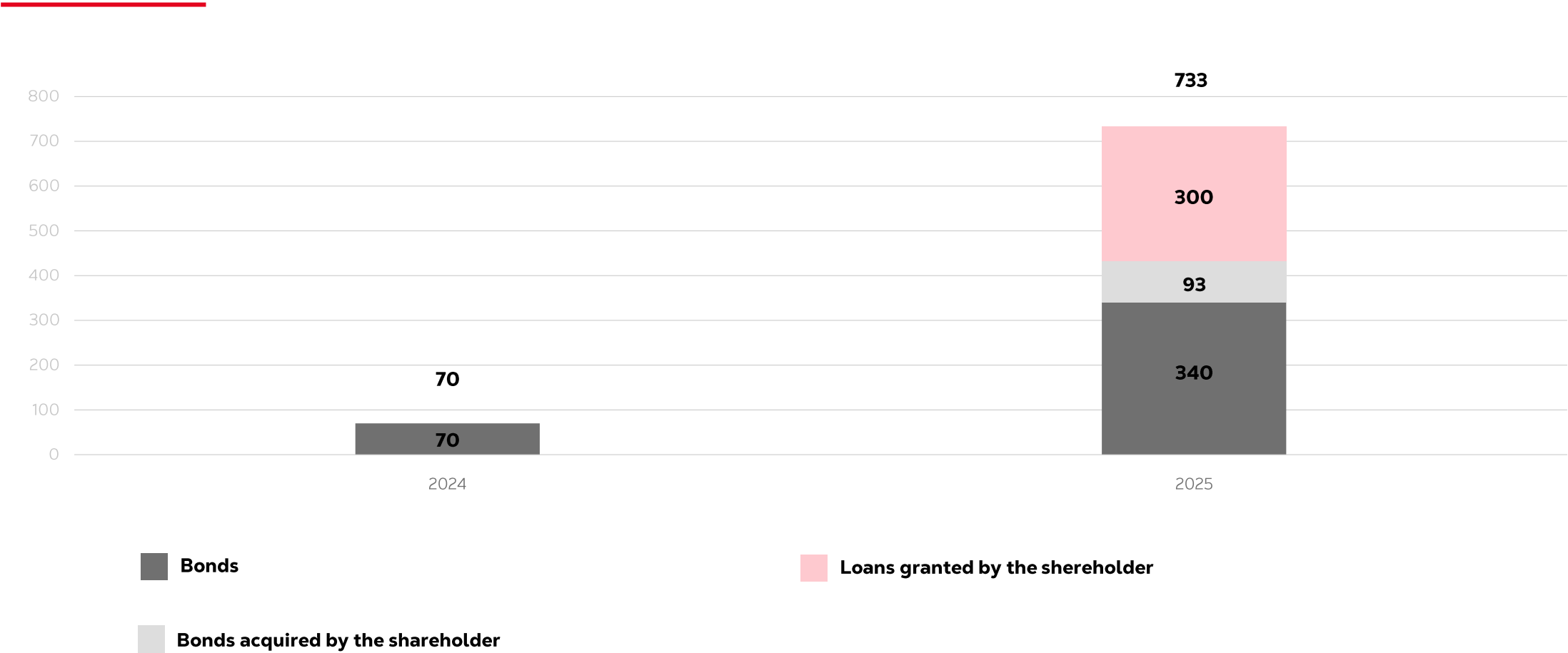
Main items of the financial results in PLN million



Consolidated financial results in PLN million

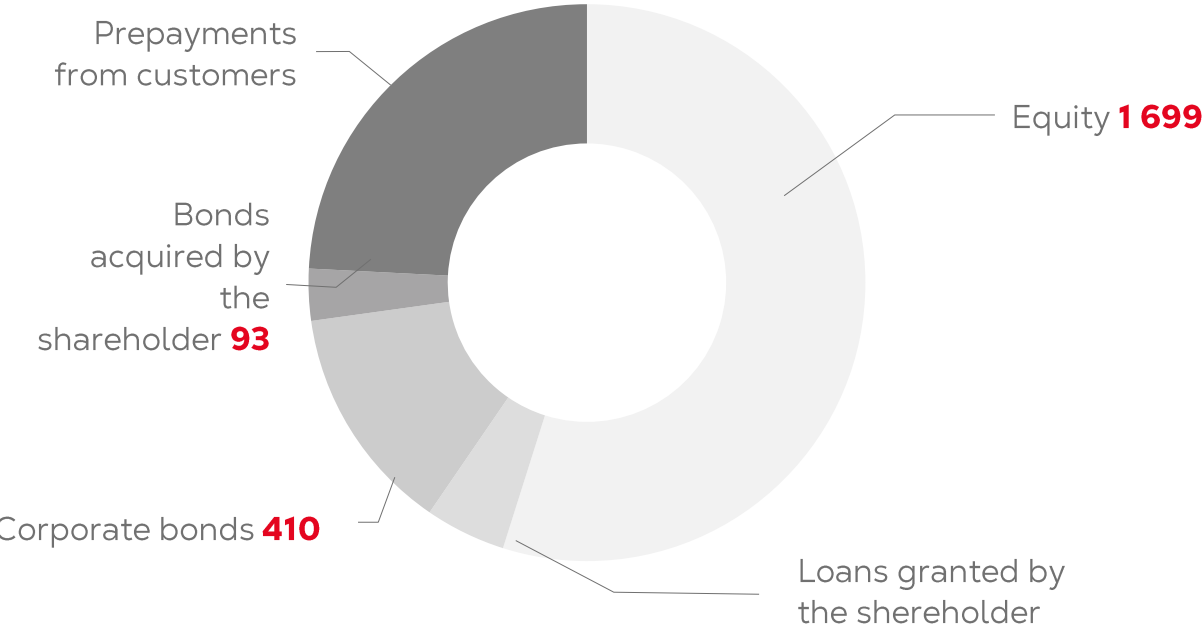


Structure of debt maturity as at 31.12.2023



• After 31.12.2023 bonds in the total amount of PLN 93 million were redeemed

Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 31.12.2023

Equity	1 699
Loans granted by the shereholder	145
Corporate bonds	410
Bonds acquired by the shareholder	93
Prepayments from customers	749

Our achievements

- Start of construction works for 16 projects (2,165 flats)
- Sales launched for 16 investments (2,765 flats)
- Construction works finalised for 16 investments (2,968 flats)
- Sale in 2023: 2,833 flats
- Handovers volume in 2023: 2,806 flats
- 30 investments (6,783 flats) are currently under construction
- Number of currently offered: 4,519 flats
- Redemption of bonds in April, June and October 2023 with a total value PLN 280 million
- Bond issue in May and October 2023 with a value of PLN 410 million
- Issuance of series F shares in July 2023, PLN 252 milion – acquired within ABB, issue 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**

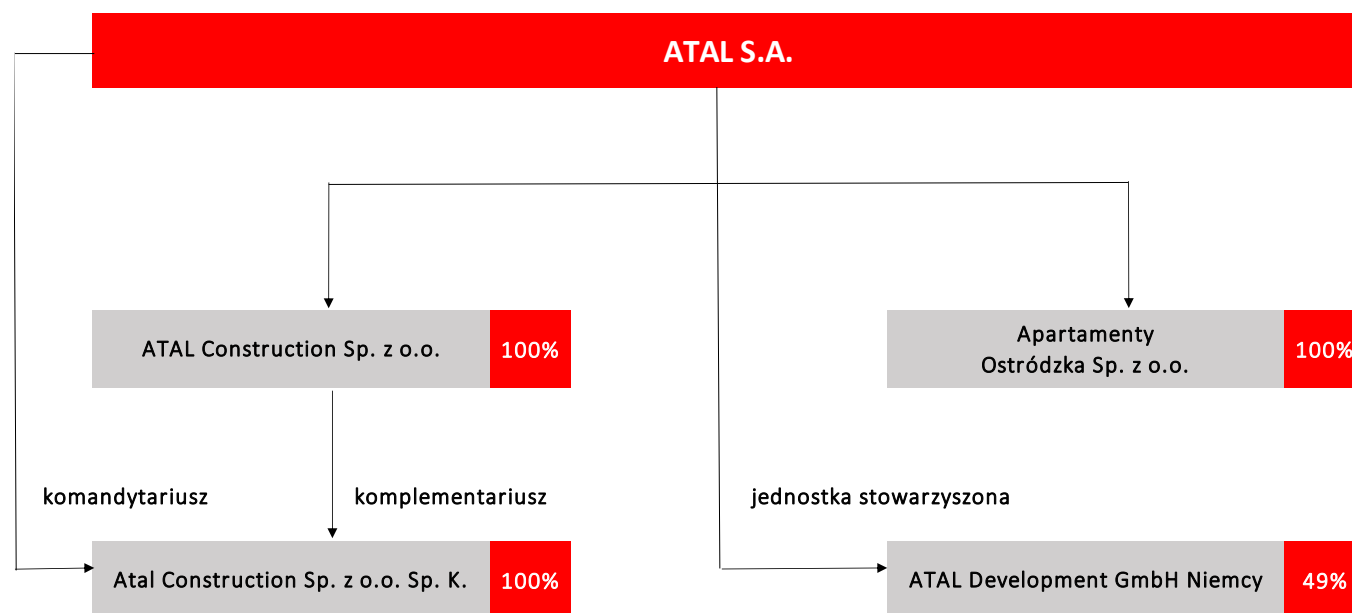


**29,954
APARTMENTS SOLD**



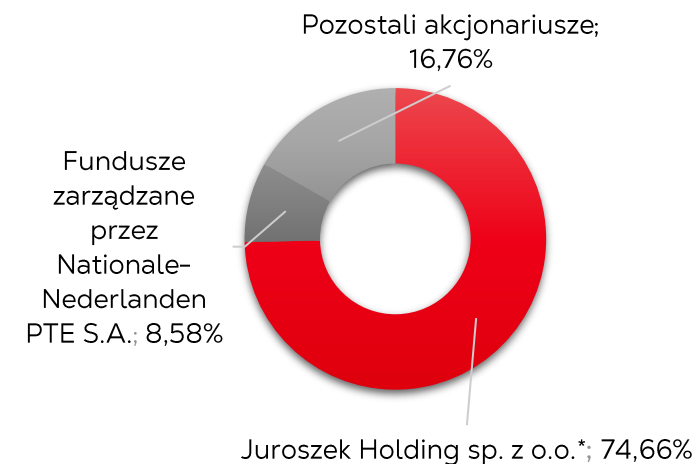
**1,737,550
TOTAL AREA OF FLATS SOLD**

Capital Group

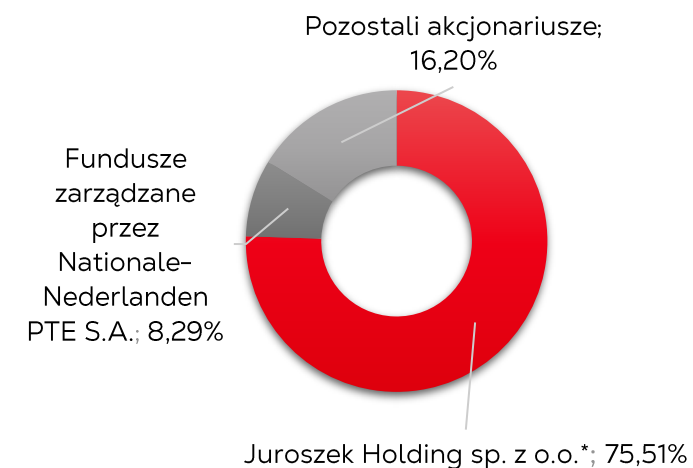


* Juroszek Holding Sp. z o.o., in which 100% of shares is possessed by Zbigniew Juroszek, the founder and the president of the company

Struktura akcjonariatu



Podział głosów na WZ



Management Board



Zbigniew Juroszek

**President
of ATAL S.A.**

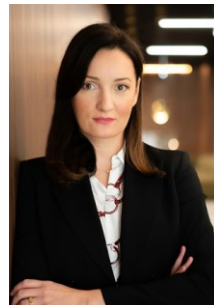
- ATAL S.A.'s founder and main shareholder
- Responsible for determining the development direction and the implementation of the given strategy in the entire ATAL S.A. Group
- 30 years of professional experience, 20 years of professional experience in the development field



Mateusz Bromboszcz

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

- With ATAL S.A. for 9 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 7 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 7 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 2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Naramowice Odnova	Poznań	512	I kw. 2023
Ogrody Andersa	Katowice	114	I kw. 2023
ATAL Starachowicka	Wrocław	105	I kw. 2023
ATAL Sky+ II - bud. A	Katowice	358	III kw. 2023
ATAL Sky+ II - bud. B	Katowice	151	III kw. 2023
Strefa Cegielnia II	Kraków	134	III kw. 2023
ATAL Aura II	Łódź	205	IV kw. 2023
Osiedle Poematu II	Warszawa	143	IV kw. 2023
ATAL Sky+ II - bud. C	Katowice	255	IV kw. 2023
Idea Swarzędz	Poznań	128	IV kw. 2023
Agrody Gayera I	Łódź	125	IV kw. 2023
Na Opoczyńskiej	Wrocław	90	IV kw. 2023
Ogrody Andersa II	Katowice	223	IV kw. 2023
Przewóz 42	Kraków	126	IV kw. 2023
ATAL Apollina	Gdańsk	60	IV kw. 2023
Osiedle Przyjemne I	Gdańsk	36	IV kw. 2023
TOTAL		2 765	

Projects completed as at 31.12.2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Zakątek Dąbie	Kraków	121	I kw. 2023
Osiedle Poematu	Warszawa	164	I kw. 2023
Bursztynowa Zatoka	Gdańsk	152	I kw. 2023
Francuska Park VI	Katowice	182	I kw. 2023
Przystań Jasień	Gdańsk	154	II kw. 2023
Nowe Miasto Polesie IIIa	Łódź	180	II kw. 2023
Nowe Miasto Jagodno V	Wrocław	199	II kw. 2023
Zacisze Marcelin Ia	Poznań	212	II kw. 2023
Zakątek Harmonia	Warszawa	60	II kw. 2023
Nowe Miasto Różanka Młynarska	Wrocław	194	II kw. 2023
Przystań Letnica III	Gdańsk	323	III kw. 2023
Zacisze Marcelin Ib	Poznań	219	III kw. 2023
Francuska Park VII	Katowice	323	III kw. 2023
ATAL Aura	Łódź	156	III kw. 2023
ATAL City Square III	Wrocław	256	IV kw. 2023
Nowy Targówek V	Warszawa	73	IV kw. 2023
TOTAL		2 968	



Investor relationships

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