

Summary of results for Q1 2024

May 17, 2024



OGÓLNOPOLSKI
DEWELOPER

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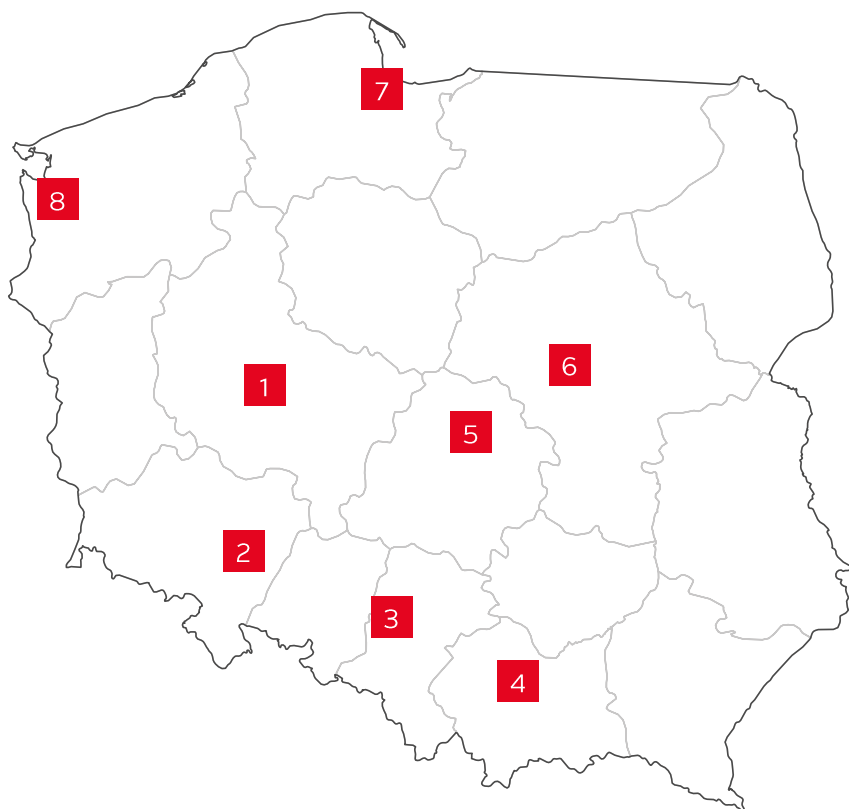


1

Operating activities



Consolidated financial results



TSA - total saleable area

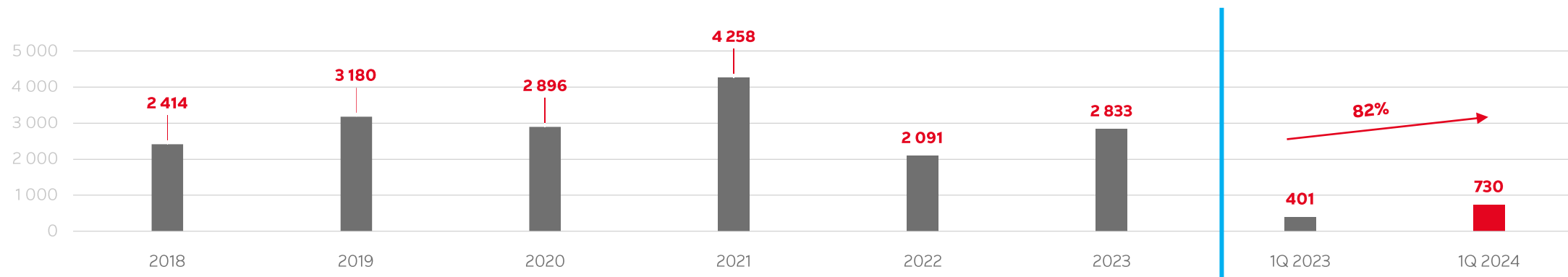
- 1** Poznań
- 2** Wrocław
- 3** Aglomeracja Śląska
- 4** Kraków
- 5** Łódź
- 6** Warszawa
- 7** Trójmiasto
- 8** Szczecin

SUMMARY

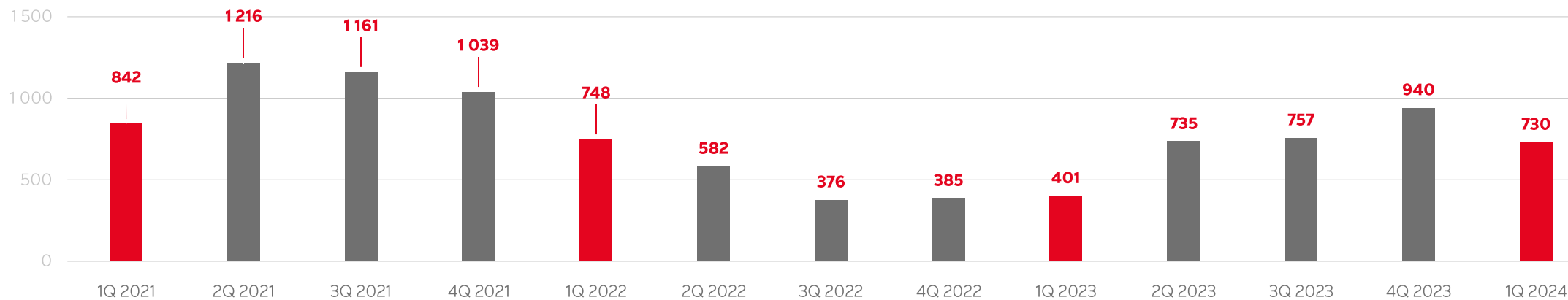
PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m ²)
In progres	3	973	56 630
Planned	7	2 256	126 806
In progres	5	897	54 390
Planned	4	1 058	58 870
In progres	8	2 409	143 192
Planned	6	2 087	114 746
In progres	4	560	30 093
Planned	9	2 462	135 435
In progres	6	1 416	80 324
Planned	3	1 289	70 326
In progres	3	309	17 454
Planned	6	926	50 667
In progres	6	847	46 006
Planned	12	2 182	122 821
In progres	0	0	0
Planned	1	404	23 042
In progres	35	7 411	428 089
Planned	48	12 664	702 713

Sales of flats

Annual number of flats sold 2018-2024

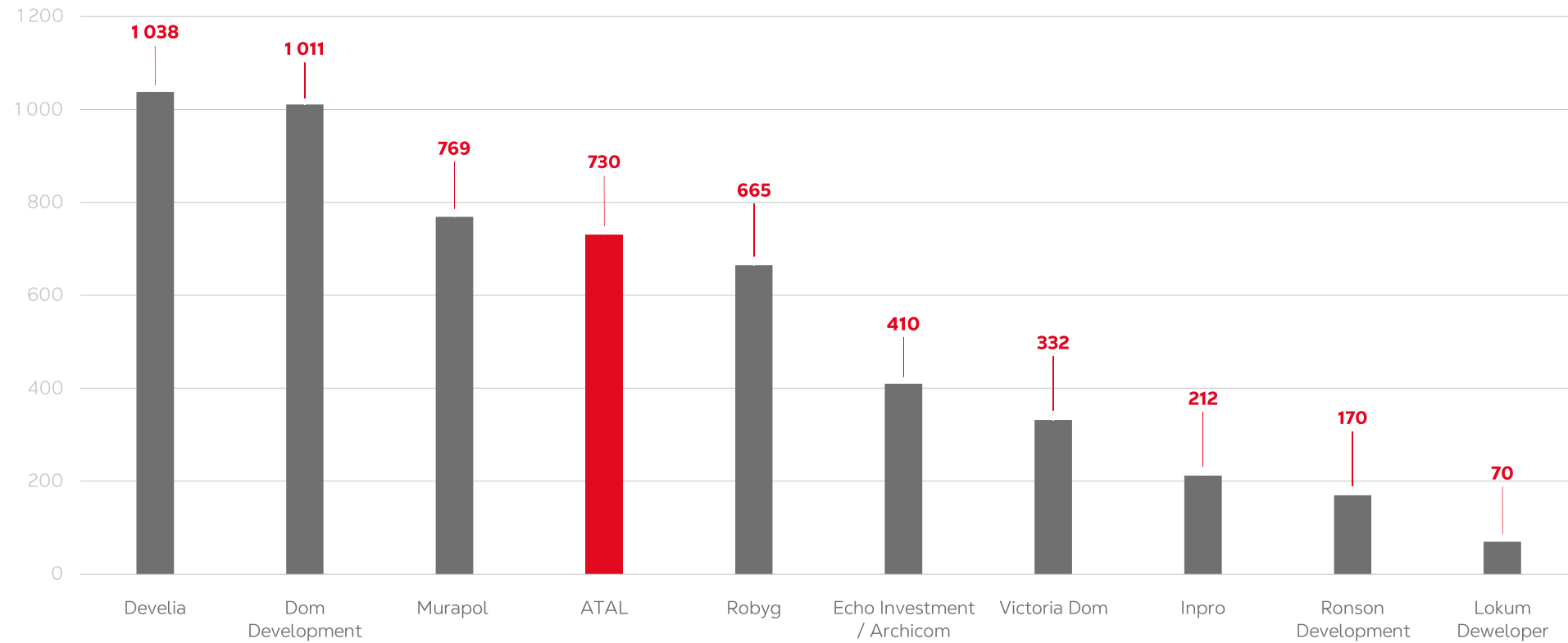


Number of flats sold as divided by quarters



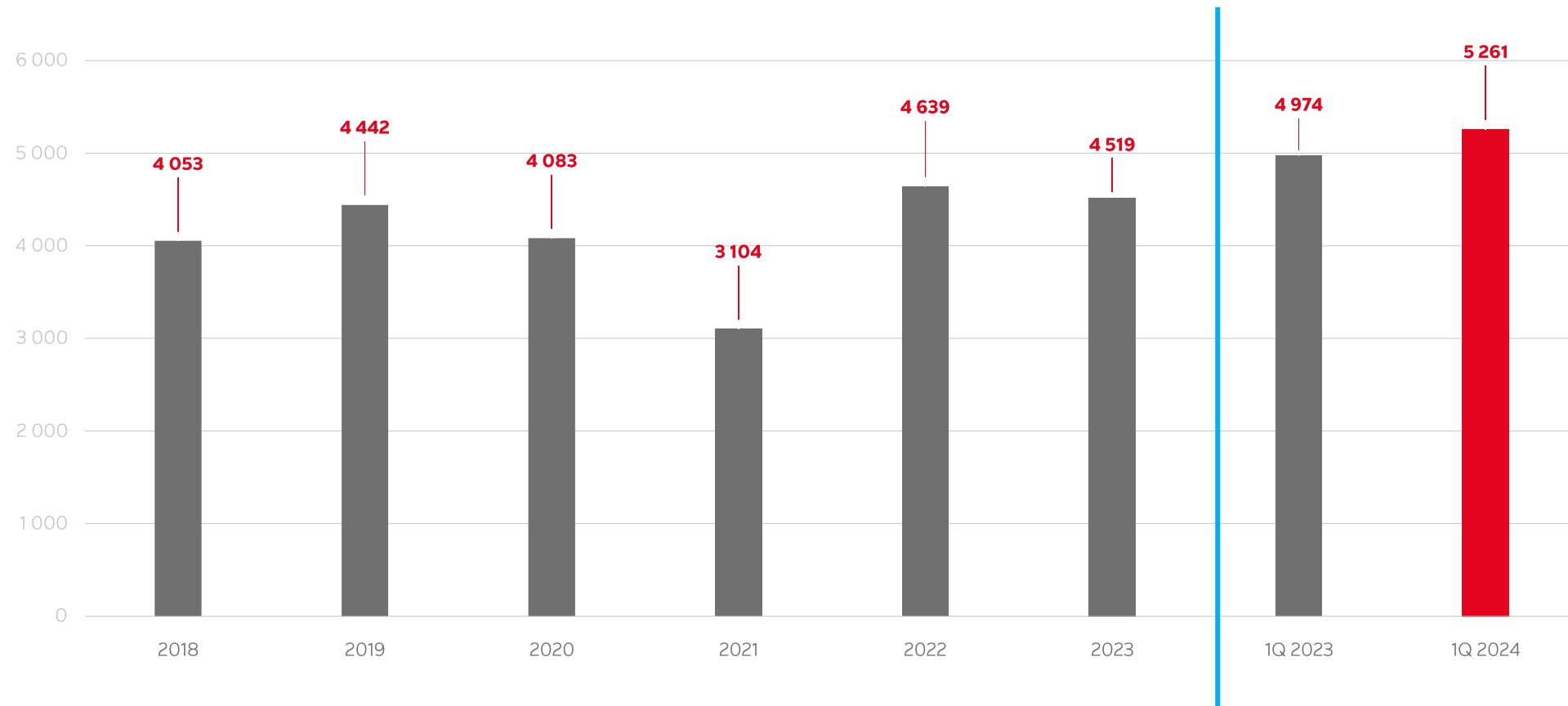
Sales of flats

Number of flats sold compared to competitors in Q1 2024



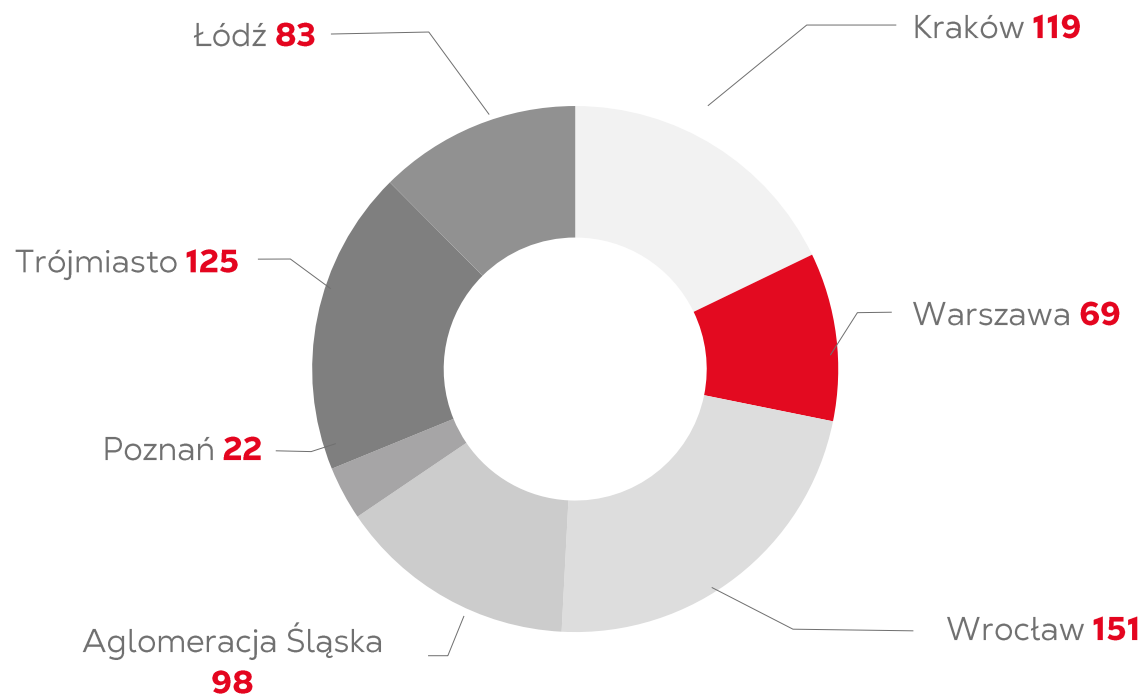
Offer

Number of flats offered in years 2018-2024



Handovers volume in Q1 2024

Number of handed over flats by city



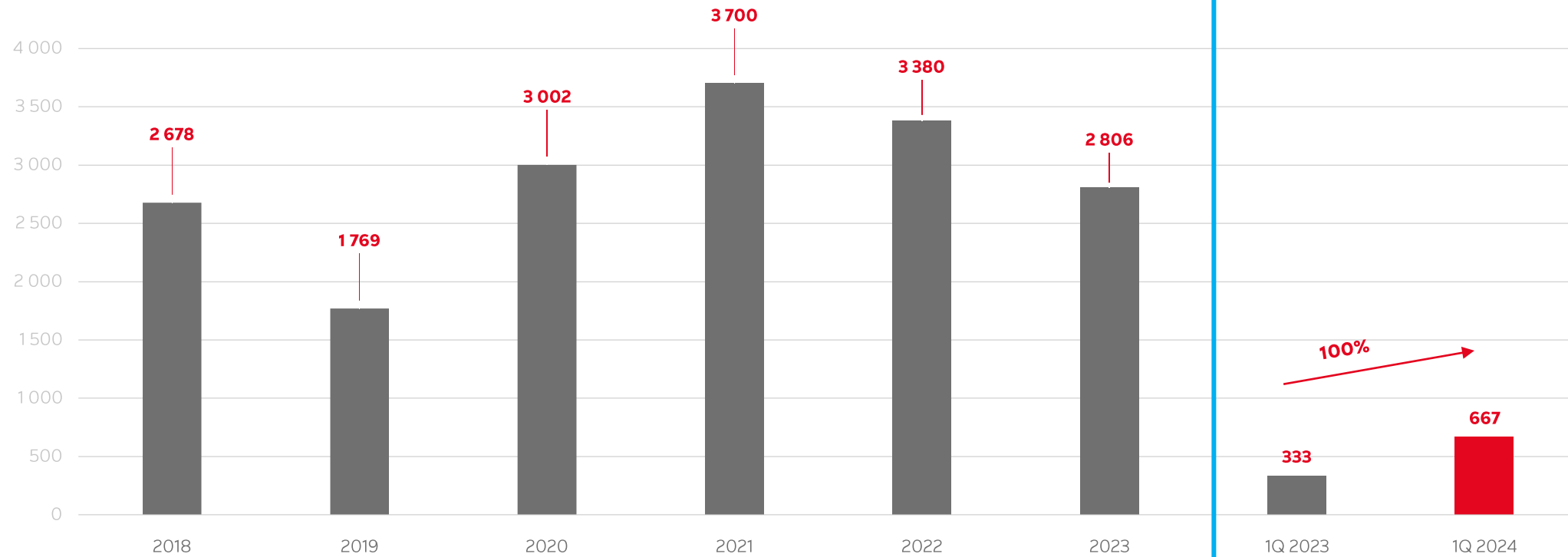
Handovers volume in Q1 2024

CITY	APARTMENTS / SERVICE PREMISES
Kraków	119
Warszawa	69
Wrocław	151
Aglomeracja Śląska	98
Poznań	22
Trójmiasto	125
Łódź	83
Total	667

Handovers volume in Q1 2024

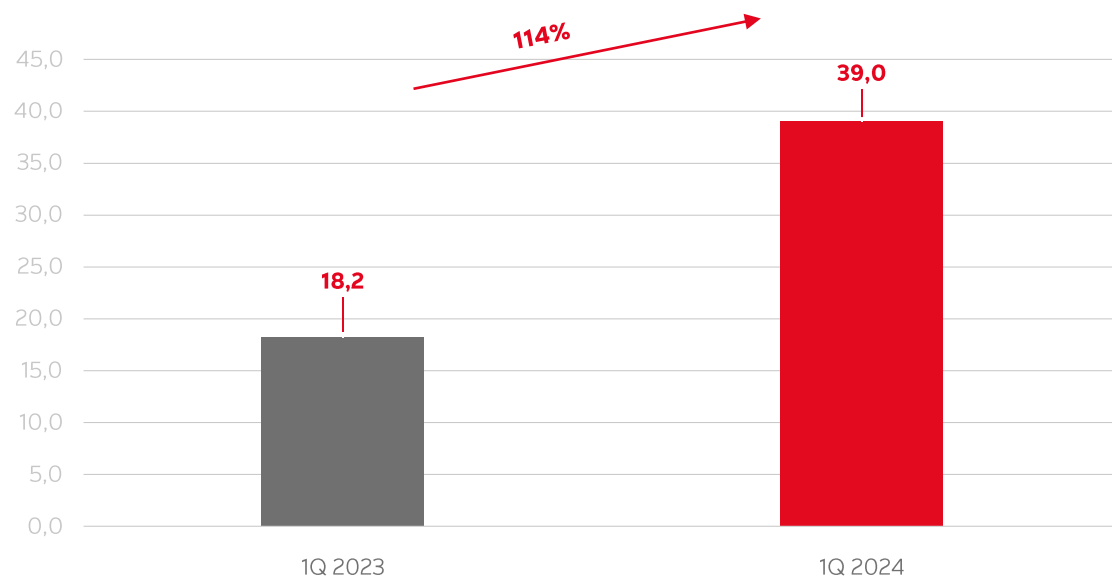


Number of handed over flats in years 2018 – 2024



Handovers volume in Q1 2024

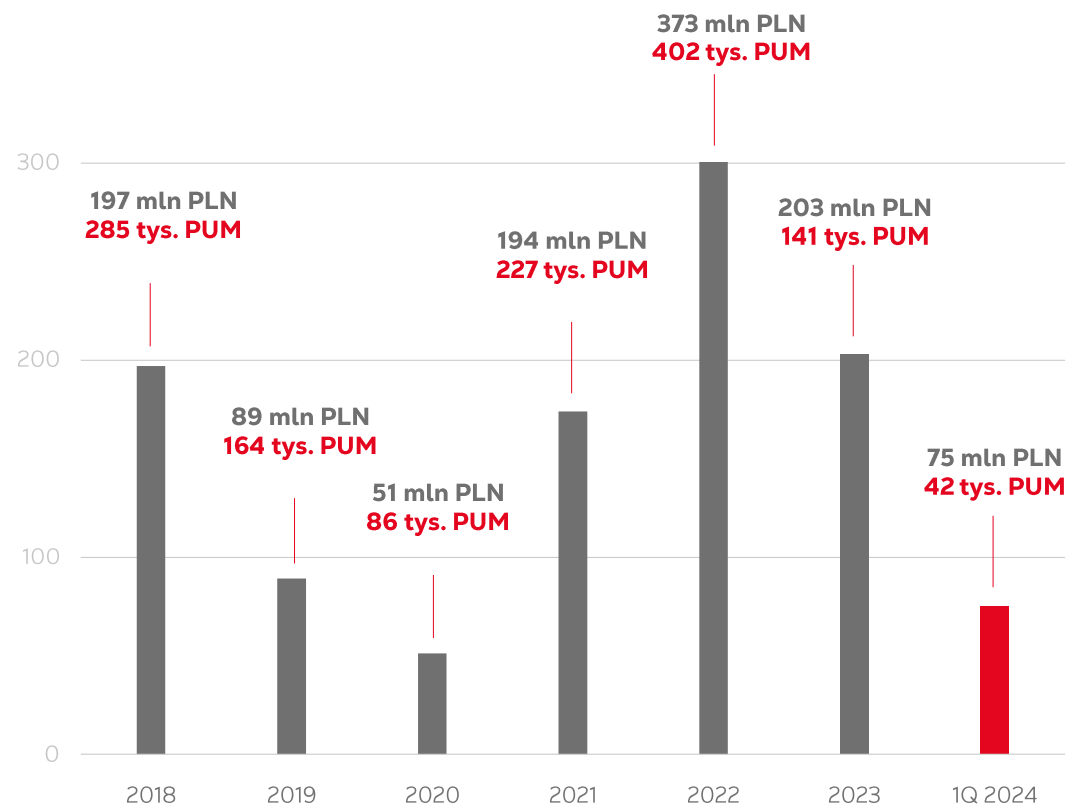
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
2023	159,0
Q1 2023	18,2
Q1 2024	39,0

New lands

Funds allocated to land purchase in years 2018 – 2024



Land acquired in the Group in Q1 2024

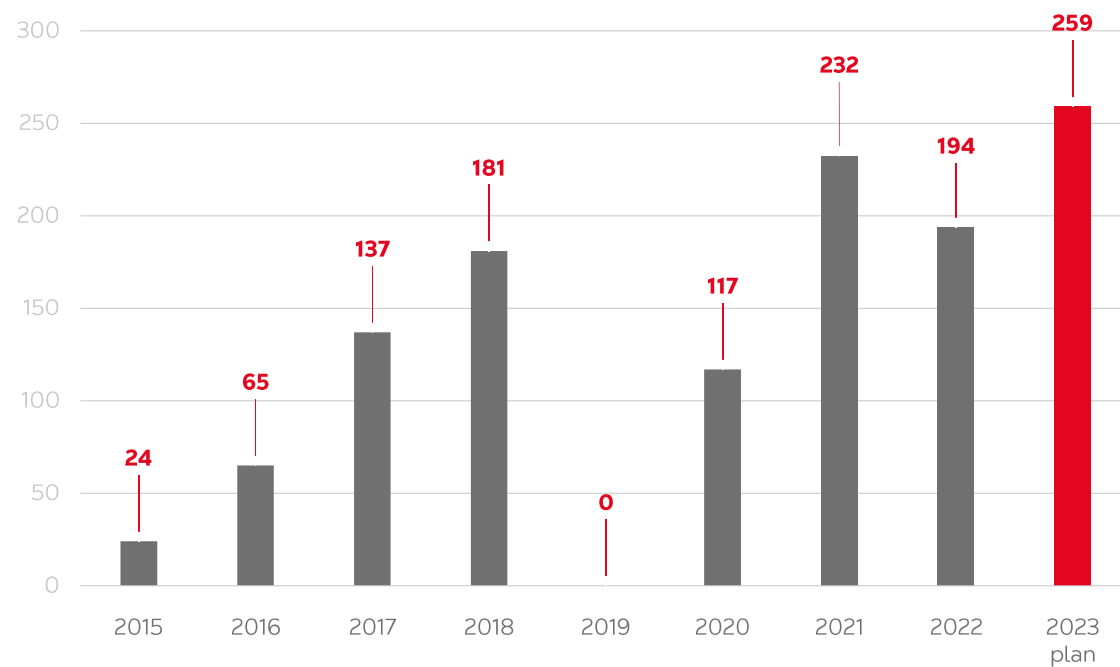
- Kraków
- Katowice
- Szczecin

The average price of purchase of usable area was **1,795 PLN/m²**

ATAL's land bank allows for implementation of projects for the total usable area of approximately **702 thou. m²**

Dividend

Dividend paid for 2015 – 2023



Planned dividend for 2023 – Management Board recommendation

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**

Potential of handover in 2024 – projects under construction as at 31.03.2024

PROJECT	CITY	TSA (m ²)	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	142	I kw.	2024
ATAL City Square III	Wrocław	15 534	256	206	I kw.	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	70	II kw.	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	169	II kw.	2024
Źródlana 31 Residence	Łódź	7 783	141	58	II kw.	2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	56	II kw.	2024
Zacisze Marceлин II	Poznań	17 200	333	292	III kw.	2024
ATAL Sky +	Katowice	20 545	325	221	III kw.	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	309	III kw.	2024
Skwer Harmonia	Kraków	8 763	152	135	III kw.	2024
Panorama Reden	Katowice	4 111	88	30	III kw.	2024
TOTAL		130 175	2 195	1 761		

Completed with an occupancy permit in 1Q

Completed with an occupancy permit in 2Q

In progress

Number of flats not transferred as at 31.03.2024: 436

Sales contracting 80%

Potential of handover in 2025 – projects under construction as at 31.03.2024

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)
ATAL City Square IV	Wrocław	15 403	326	254	I kw. 2025
Nowe Miasto Polesie IV a	Łódź	12 051	211	79	II kw. 2025
Ogrody Andersa	Katowice	6 175	114	44	II kw. 2025
Aleja Pokoju V aparthotel	Kraków	6 139	148	0	III kw. 2025
Naramowice Odnova	Poznań	32 315	512	55	III kw. 2025
Osiedle Poematu II	Warszawa	7 920	144	59	III kw. 2025
Strefa Cegielnia II	Kraków	7 675	134	74	III kw. 2025
ATAL Strachowicka I	Wrocław	6 332	105	86	III kw. 2025
ATAL Aura II	Łódź	11 676	205	51	III kw. 2025
ATAL Apollina	Gdańsk	3 020	60	14	III kw. 2025
ATAL Olimpijska bud. A, B	Katowice	32 769	507	196	III kw. 2025
Na Opoczyńskiej	Wrocław	4 949	90	3	III kw. 2025
Zakątek Harmonia II	Warszawa	5 671	95	67	IV kw. 2025
Niebieski Bursztyn	Gdańsk	11 142	188	37	IV kw. 2025
Ogrody Andersa II	Katowice	13 006	223	16	IV kw. 2025
TOTAL		176 243	3 062	1 035	

Sales contracting 34%

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	136 805	2 452
Wrocław	5	75 587	1 354
Warszawa	6	50 667	926
Katowice	9	181 332	3 238
Łódź	5	107 572	1 944
Kraków	10	142 951	2 588
Poznań	8	133 921	2 384
Szczecin	1	23 042	404
TOTAL	59	851 877	15 290

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Consolidated financial results

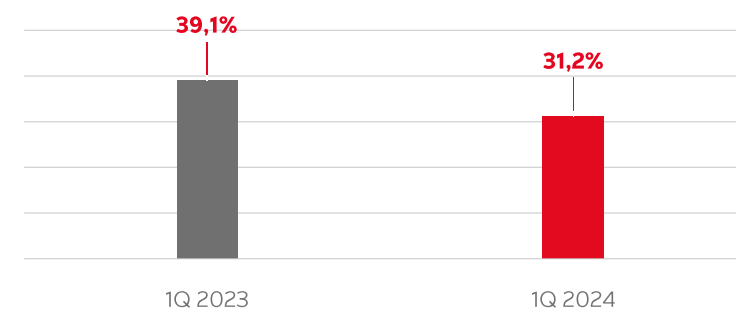


Consolidated financial results

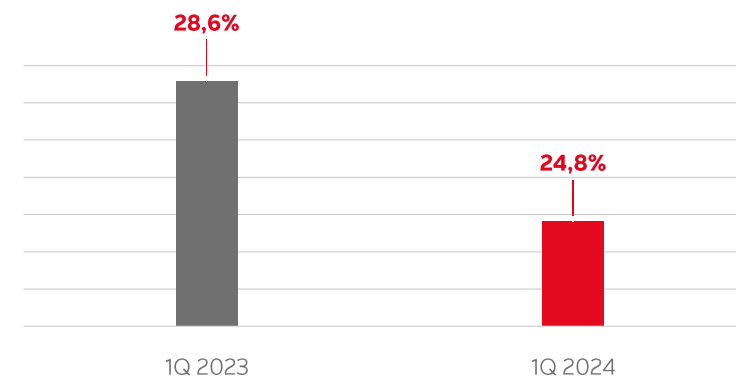
Profit and loss account

PLN THOU.	31.03.2024	31.03.2023	VAR.
Revenues from sale of products, goods and materials	390 287	189 483	+106%
Costs of products, goods and materials sold	268 395	115 405	+133%
Gross result of sale	121 892	74 078	+65%
Costs of sale	5 514	4 205	+31%
Costs of general management	7 713	6 474	+19%
Remaining operational revenues	2 110	1 916	+10%
Remaining operational costs	479	857	-44%
Result of the operational activity	110 296	64 458	+71%
Financial revenues	11 381	8 061	+41%
Financial costs	2 325	5 326	-56%
Gross result	119 352	67 193	+78%
Income tax	22 762	13 056	+74%
Net result	95 590	54 137	+78%
Profit per share	2,23	1,40	

Gross margin on sales

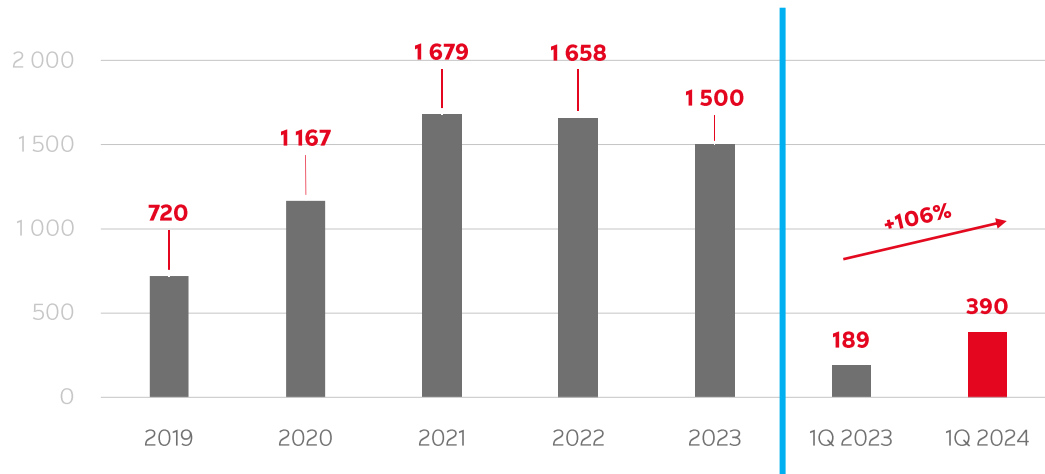


Net margin

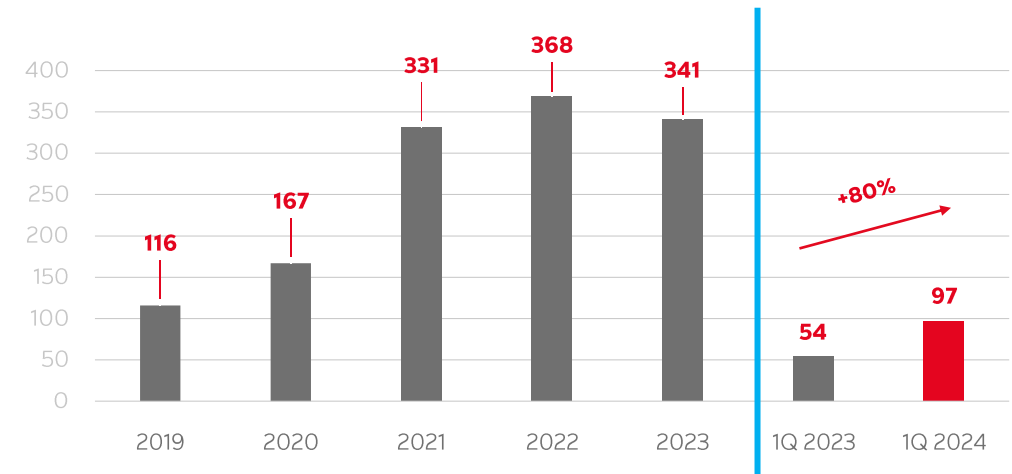


Consolidated financial results

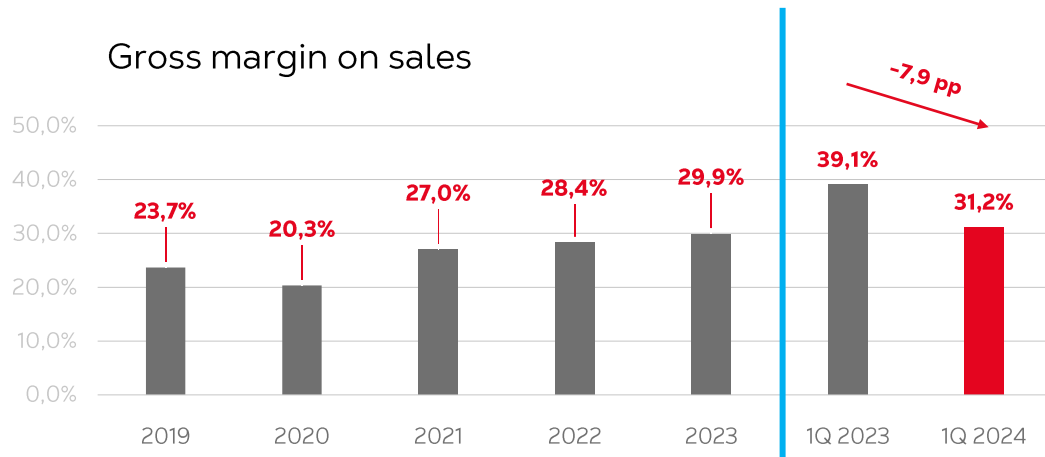
Net revenues from sales in PLN million



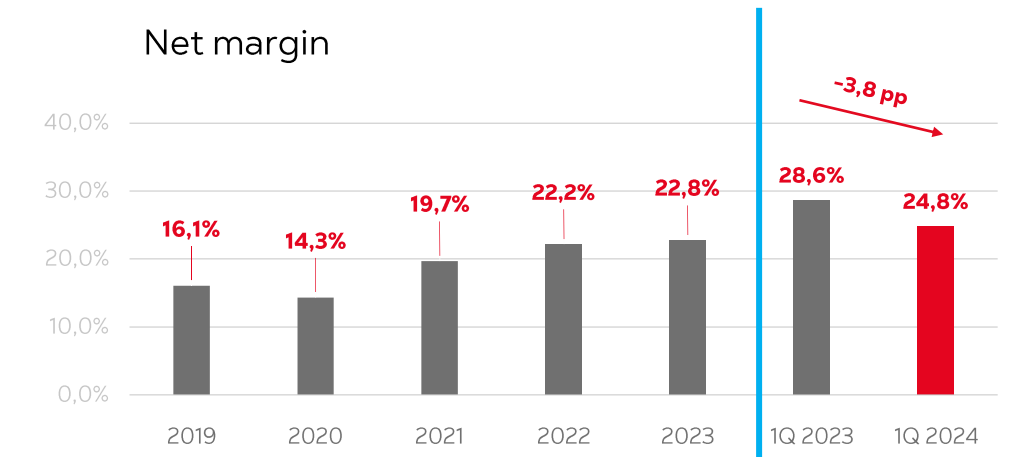
Net result in PLN million



Gross margin on sales

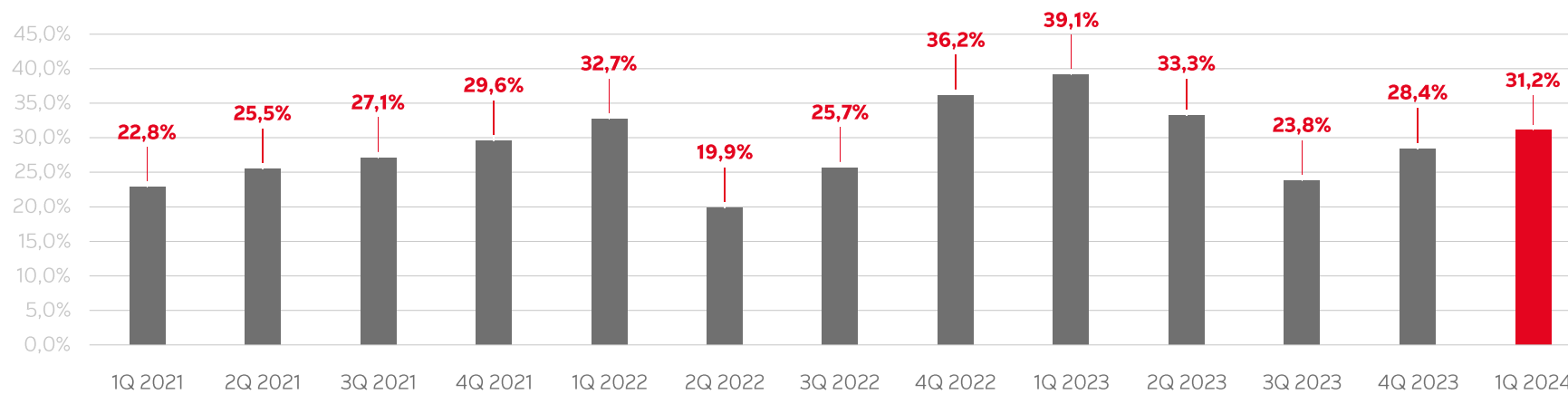


Net margin

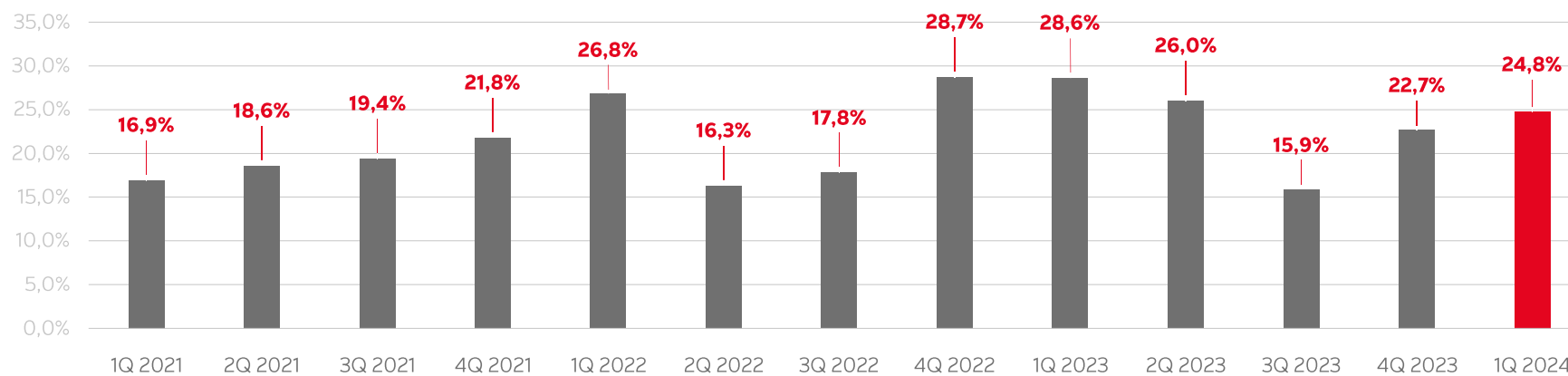


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

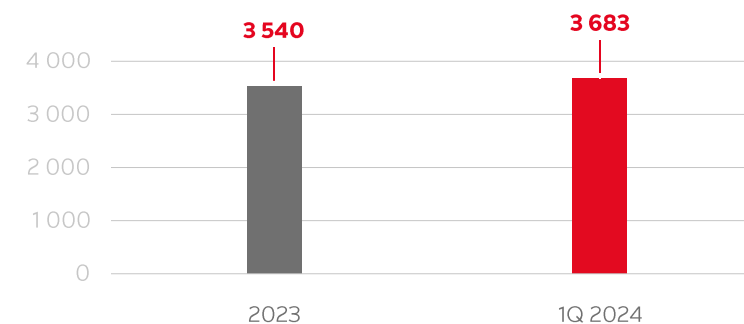


Consolidated financial results

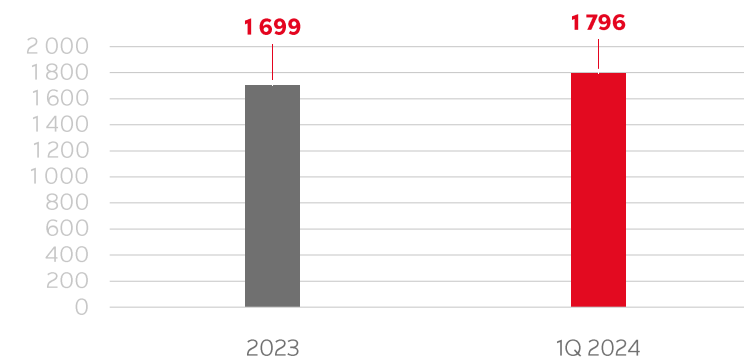
Balance sheet

PLN THOU.	31.03.2024	31.12.2023	ZM./VAR.
Assets in total	3 682 968	3 539 701	+4%
Fixed assets	187 726	188 335	<1%
Current assets	3 495 242	3 351 366	+4%
Liabilities and capital in total	3 682 968	3 539 701	+4%
Equity	1 796 233	1 698 903	+6%
Liabilities in total	1 886 735	1 840 798	+2%
Long term liabilities	927 982	986 920	-6%
Short term liabilities	958 753	853 878	+12%
PLN THOU.	31.03.2024	31.12.2023	
Net Debt Ratio for the Group*	-0,09	-0,09	

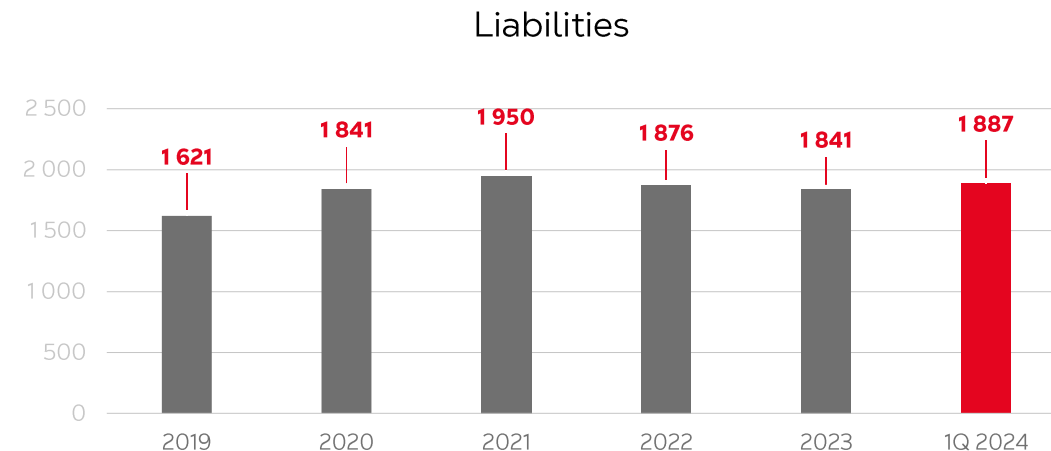
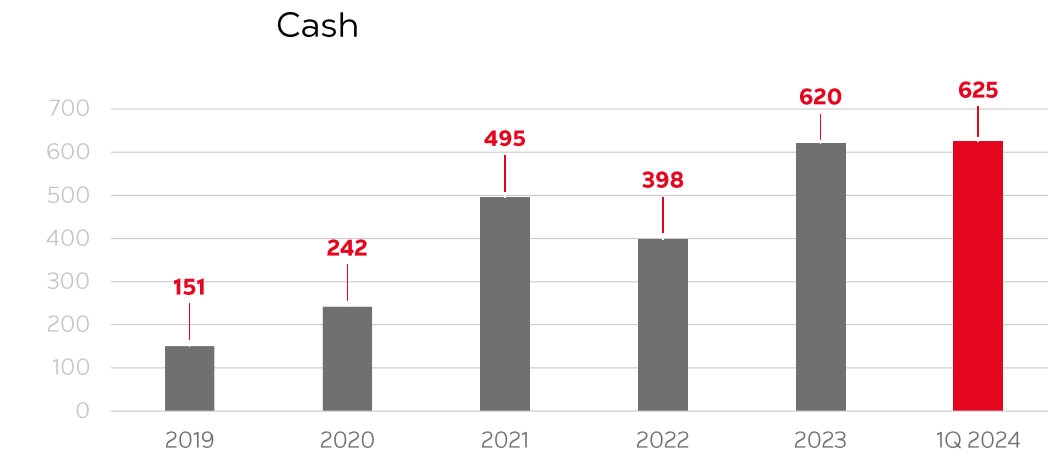
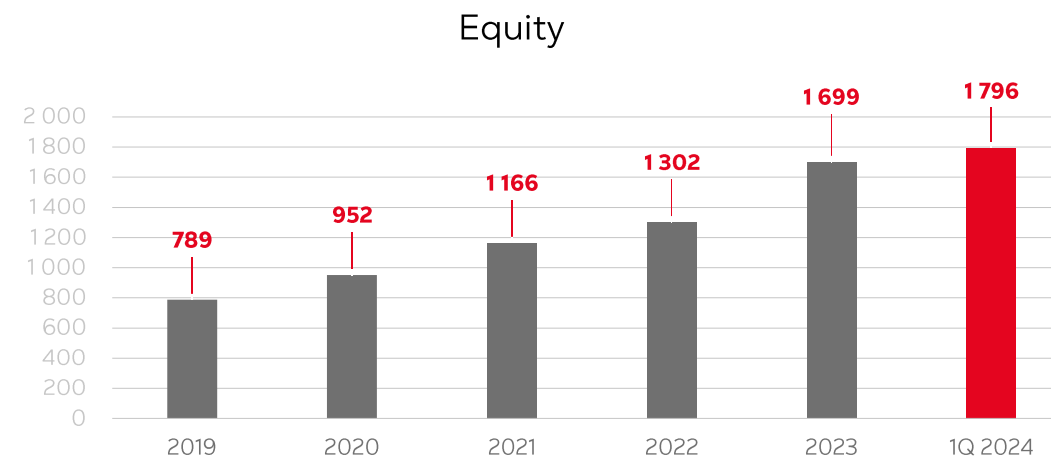
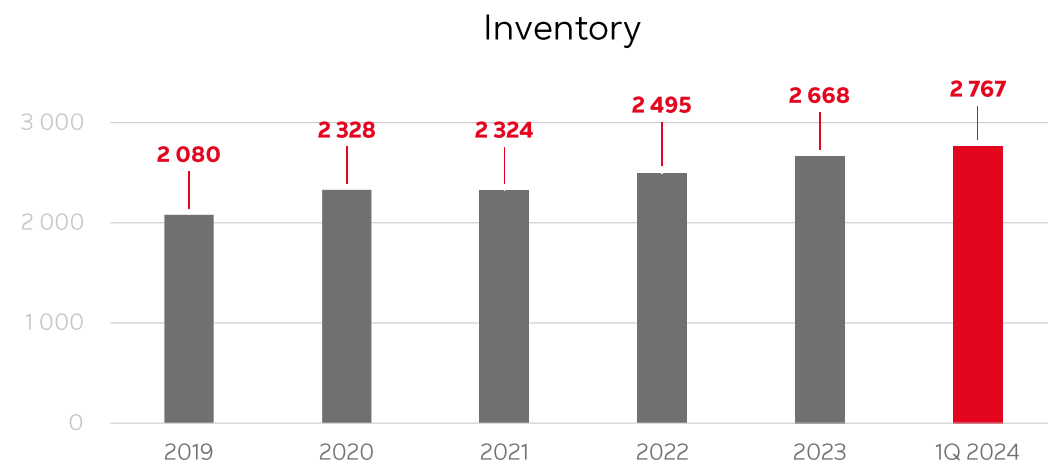
Assets in total in PLN million



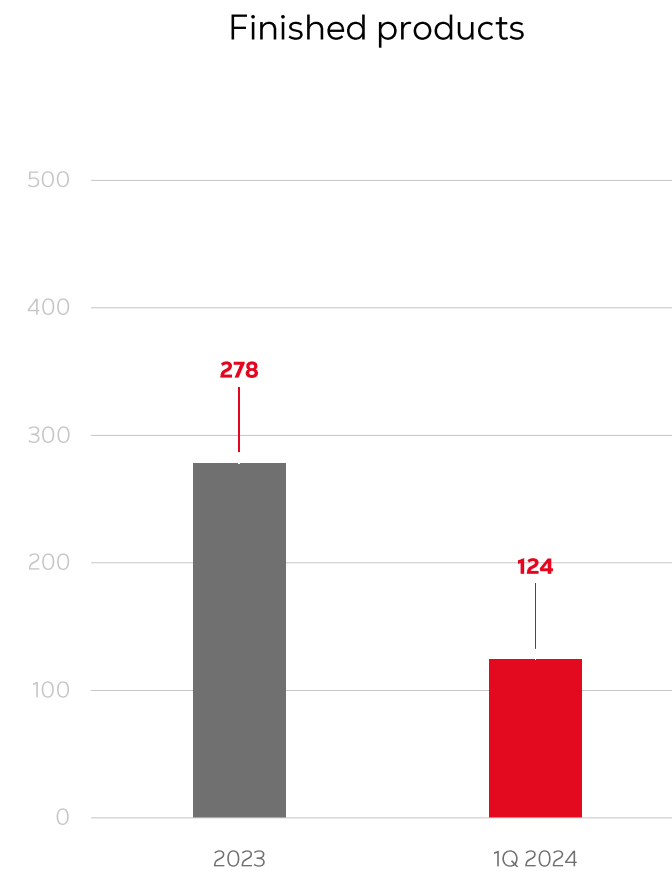
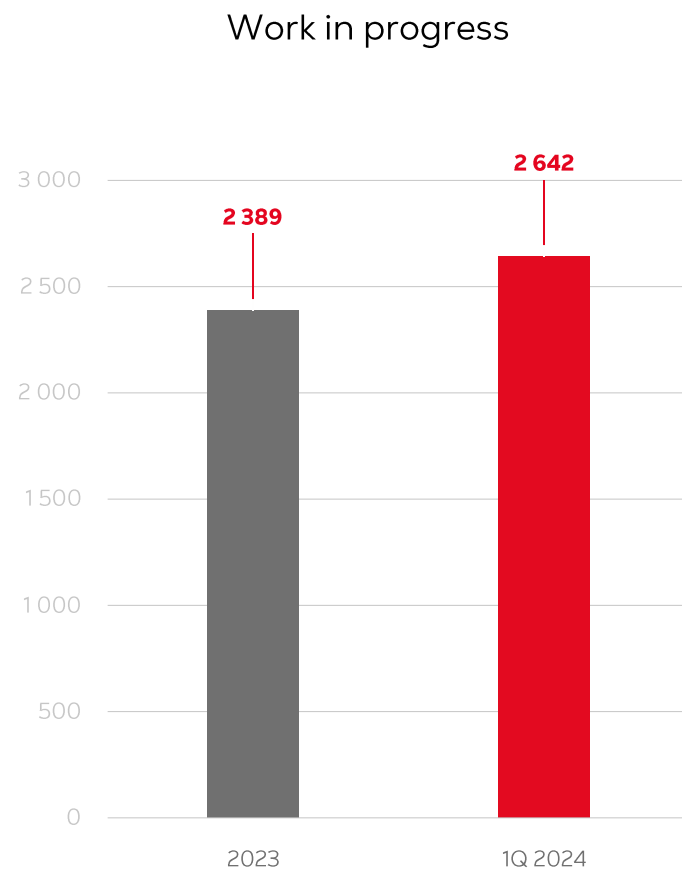
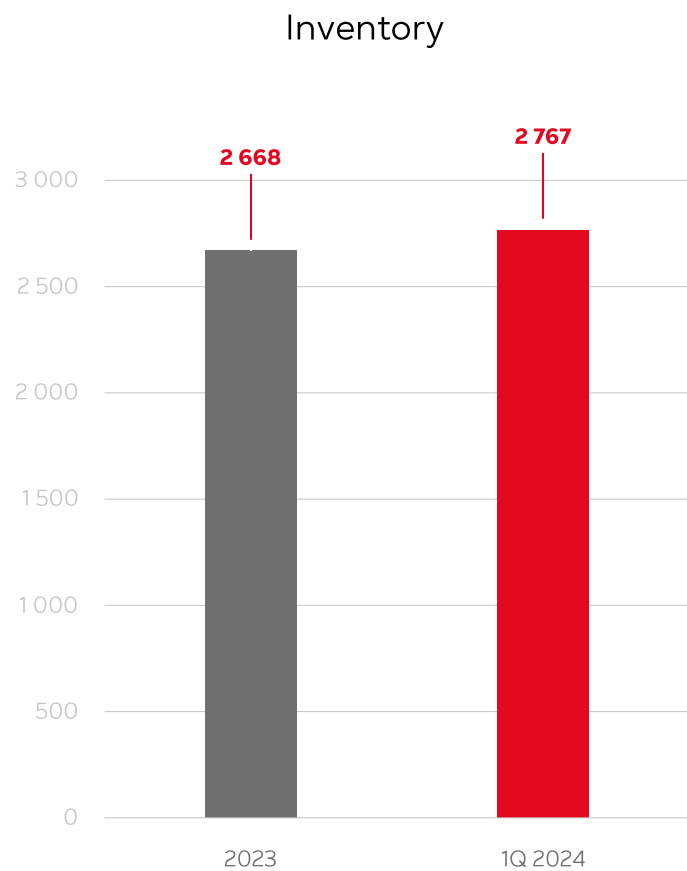
Equity in PLN million



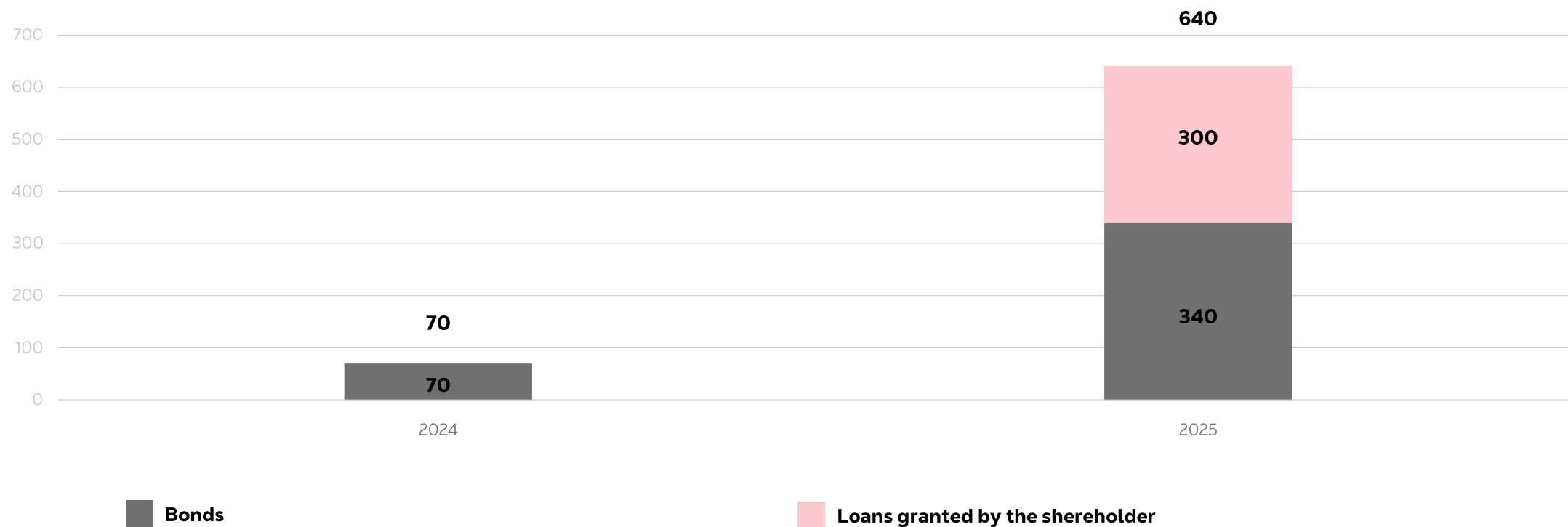
Main items of the financial results in PLN million



Consolidated financial results in PLN million

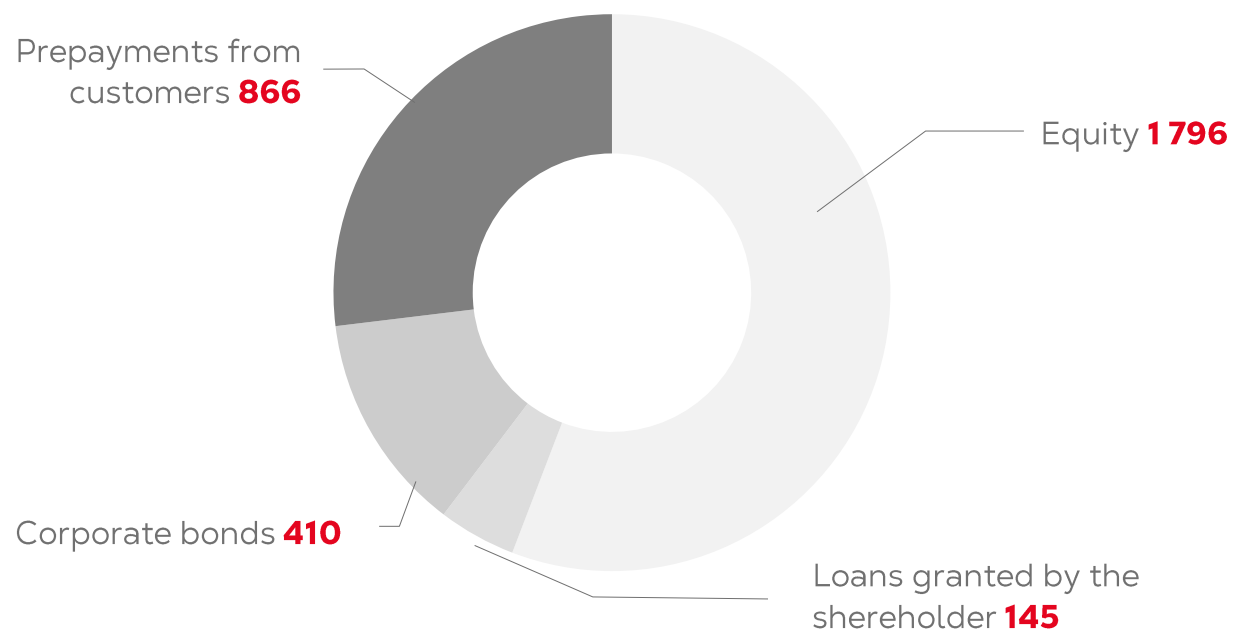


Structure of debt maturity as at 31.03.2024



- After 31.03.2024 bonds in the total amount of PLN 70 million were redeemed

Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 31.03.2024

Kapitały własne Equity	1796
Pożyczki od Akcjonariusza Loans granted by the shareholder	145
Obligacje korporacyjne Corporate bonds	410
Przedpłaty od klientów Prepayments from customers	866

Our achievements

- Start of construction works for 4 projects (510 flats)
- Sales launched for 4 investments (1,057 flats)
- Construction works finalised for 5 investments (639 flats)
- Sale in Q1 2024: 730 flats
- Handovers volume in Q1 2024: 667 flats
- 35 investments (7,411 flats) are currently under construction
- Number of currently offered: 5,261 flats
- Redemption of bonds in February and April 2024 with a total value PLN 163 million



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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**

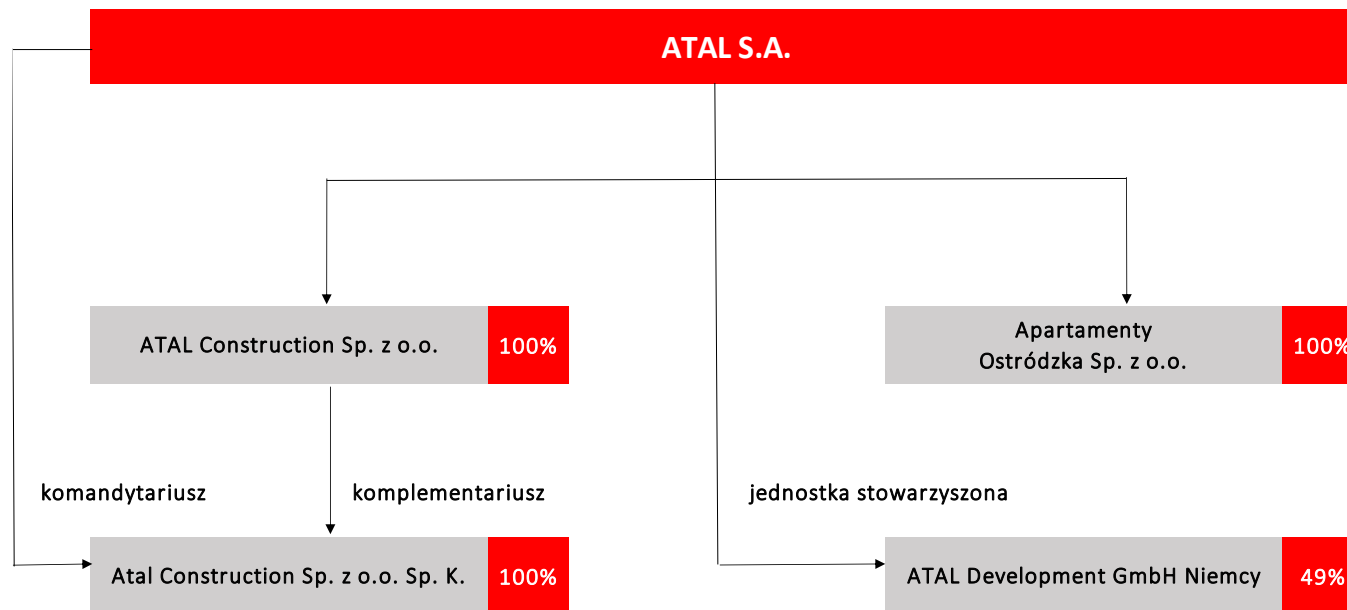


**30 462
APARTMENTS SOLD**



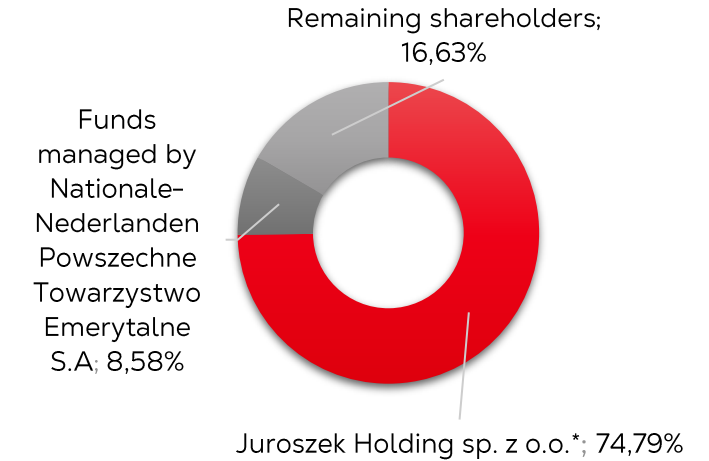
**1 767 596
TOTAL AREA OF FLATS SOLD**

Capital Group

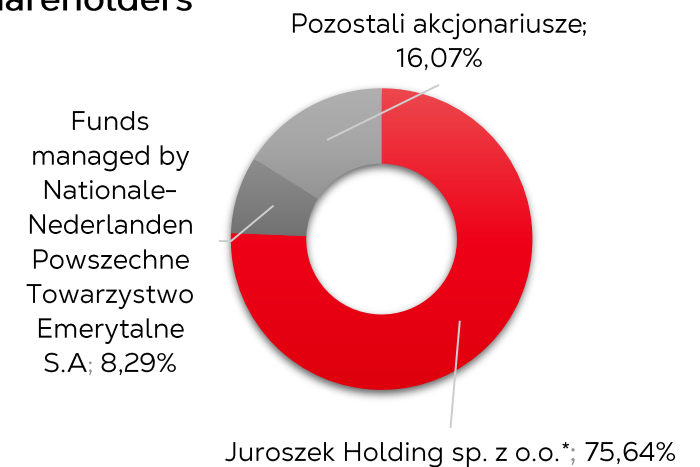


* Juroszek Holding Sp. z o.o., in which 100% of shares is possessed by Zbigniew Juroszek, the founder and the president of the company

Structure of ownership



Articipation in votes during the general meeting of shareholders



Management Board



Zbigniew Juroszek

**President
of ATAL S.A.**

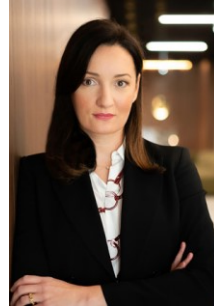
- ATAL S.A.'s founder and main shareholder
- Responsible for determining the development direction and the implementation of the given strategy in the entire ATAL S.A. Group
- 30 years of professional experience, 20 years of professional experience in the development field



Mateusz Bromboszcz

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

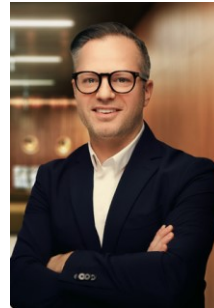
- With ATAL S.A. for 9 years
- In charge of formal and legal issues related to ATAL S.A. Group' business
- 15 years of professional experience, including 14 years of experience in real estate and construction industry



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, budgering 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 Q1 2024

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Żerniki na Novo	Wrocław	296	I kw. 2024
Francuska Park IX	Katowice	168	I kw. 2024
Osiedle Przyjemne II	Gdańsk	107	I kw. 2024
Naramowice Odnova II	Poznań	486	I kw. 2024
TOTAL		1 057	

Projects completed as at 31.03.2024

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Strefa Cegielnia	Kraków	144	I kw. 2024
Apartamenty Ostródzka II	Warszawa	70	I kw. 2024
Nowe Miasto Polesie IIIb	Łódź	204	I kw. 2024
Źródlana 31 Residence	Łódź/Piotrków	141	I kw. 2024
Nowe Miasto Jagodno Enklawa	Wrocław	80	I kw. 2024
TOTAL		639	



Investor relationships

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