

# Summary of results for 1H 2024

---

September 6, 2024



OGÓLNOPOLSKI  
DEWELOPER

[www.atal.pl](http://www.atal.pl)



# Agenda

---

<b>1</b>	<b>OPERATING ACTIVITIES</b>	
1.	Investments in progress and in the pipeline	4
2.	Sales of flats	5
3.	Offer	7
4.	Handovers	8
5.	New lands	11
6.	Dividend	12
7.	Projects under construction – potential of handovers	13
<b>2</b>	<b>CONSOLIDATED FINANCIAL RESULTS</b>	
1.	Profit and loss account	17
2.	Balance sheet	20
3.	Structure of debt maturity	23
4.	Business financing sources	24
<b>3</b>	<b>OUR ACHIEVEMENTS</b>	<b>25</b>
<b>4</b>	<b>APPENDIX</b>	
1.	Capital group and shareholders structure	28
2.	Management Board	29
3.	Investments introduction to sale	30
4.	Project completed	31





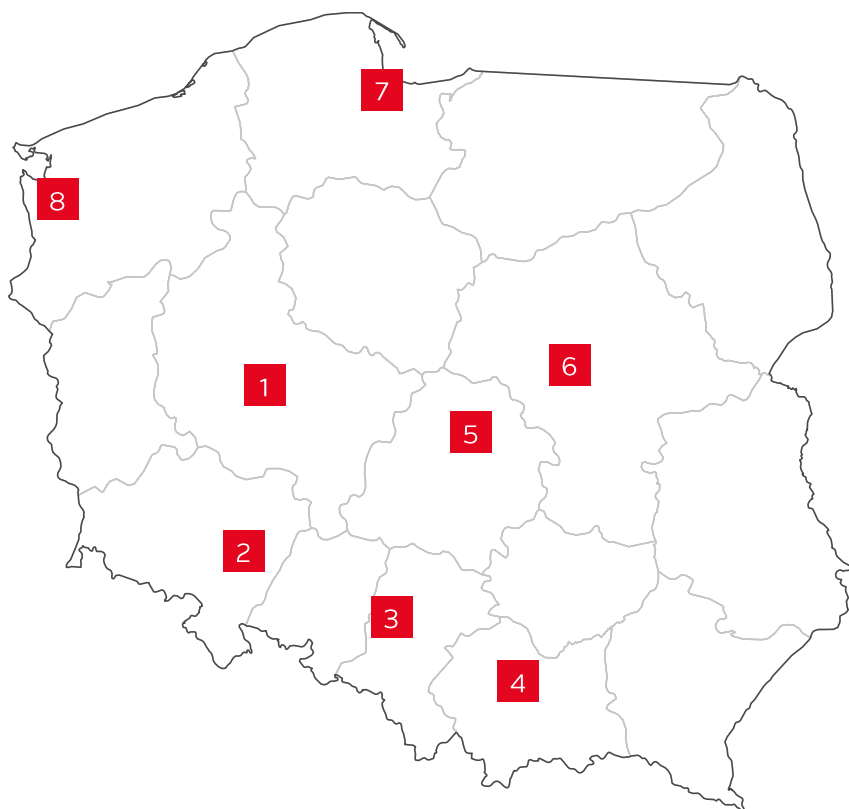
1

# Operating activities

---



# Investments in progress and in the pipeline



TSA - total saleable area

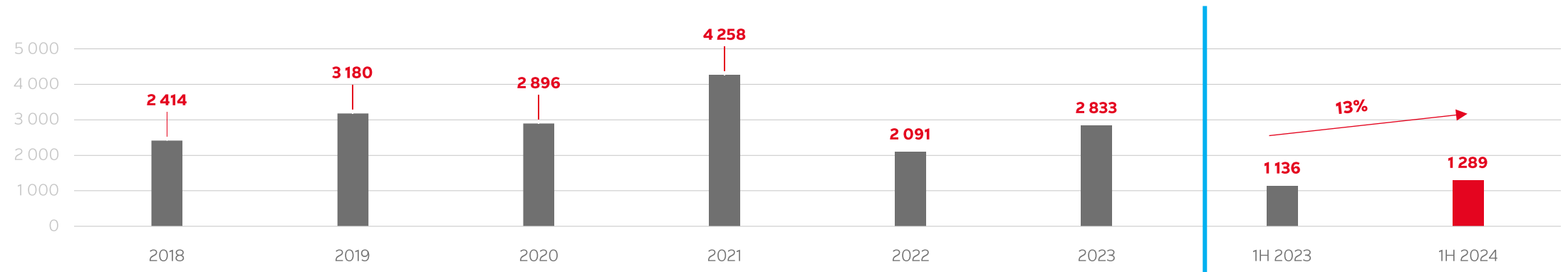
- 1** Poznań
- 2** Wrocław
- 3** Aglomeracja Śląska
- 4** Kraków
- 5** Łódź
- 6** Warszawa
- 7** Trójmiasto
- 8** Szczecin

**SUMMARY**

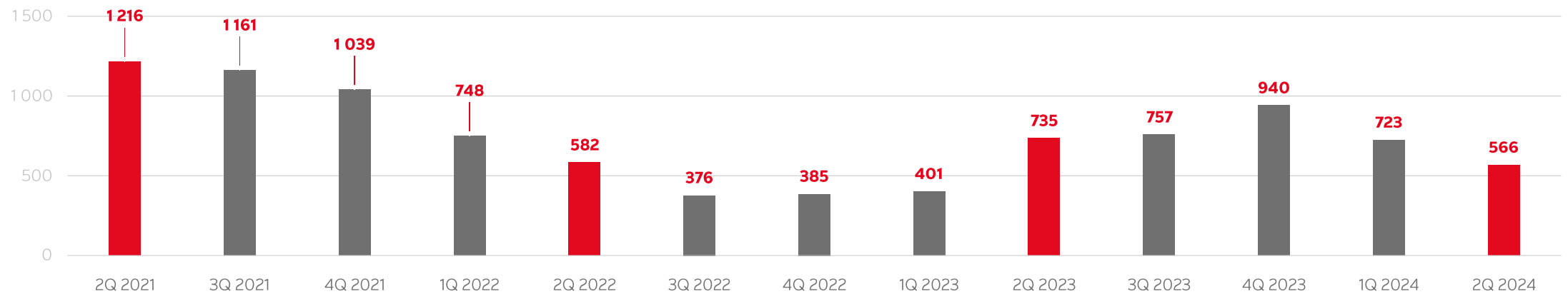
PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progress	4	1 459	86 106
Planned	6	1 770	97 330
In progress	7	1 586	92 160
Planned	2	369	21 183
In progress	8	2 477	145 666
Planned	5	1 906	104 798
In progress	4	560	30 093
Planned	9	2 446	135 531
In progress	5	1 305	73 298
Planned	4	2 018	111 000
In progress	4	487	27 424
Planned	4	674	36 834
In progress	7	792	44 802
Planned	10	1 908	106 167
In progress	1	404	23 042
Planned	1	170	9 370
In progress	<b>40</b>	<b>9 070</b>	<b>522 591</b>
Planned	<b>41</b>	<b>11 261</b>	<b>622 213</b>

# Sales of flats

Annual number of flats sold 2018-2024

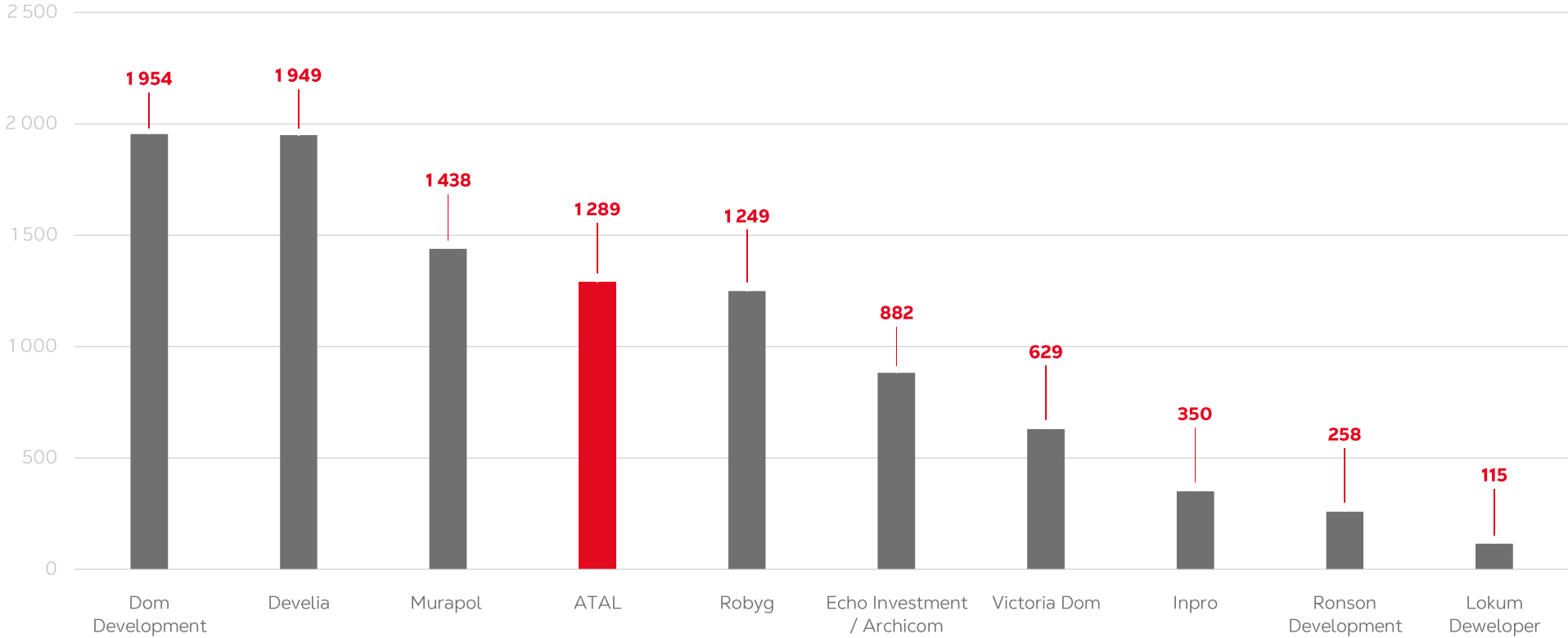


Number of flats sold as divided by quarters



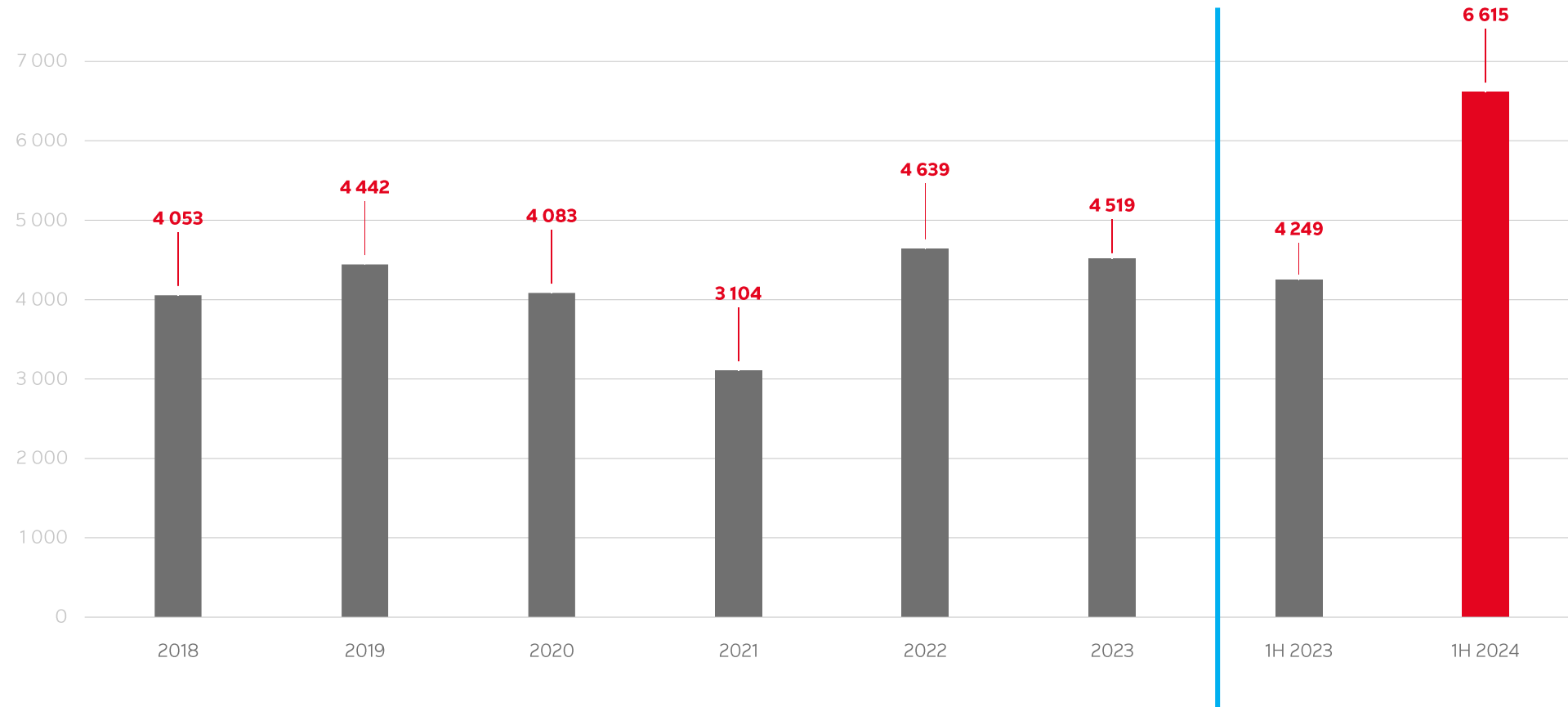
# Sales of flats

Number of flats sold compared to competitors in H1 2024



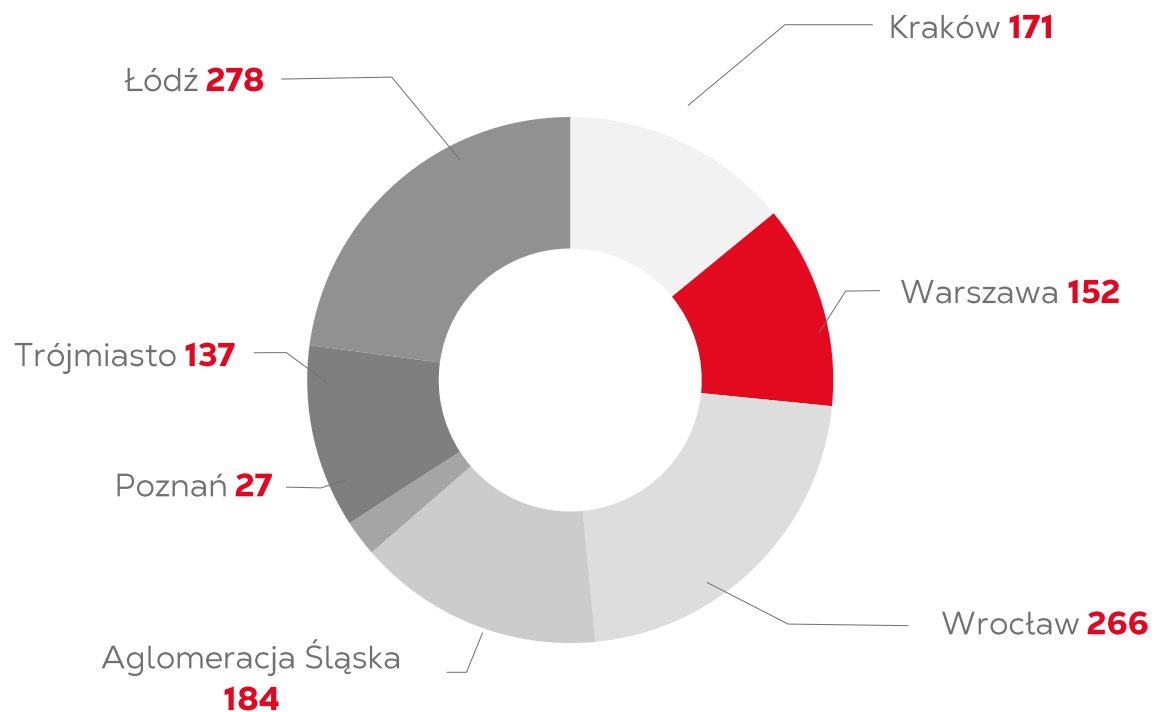
# Offer

Number of flats offered in years 2018-2024



## Handovers volume in H1 2024

Number of handed over flats by city



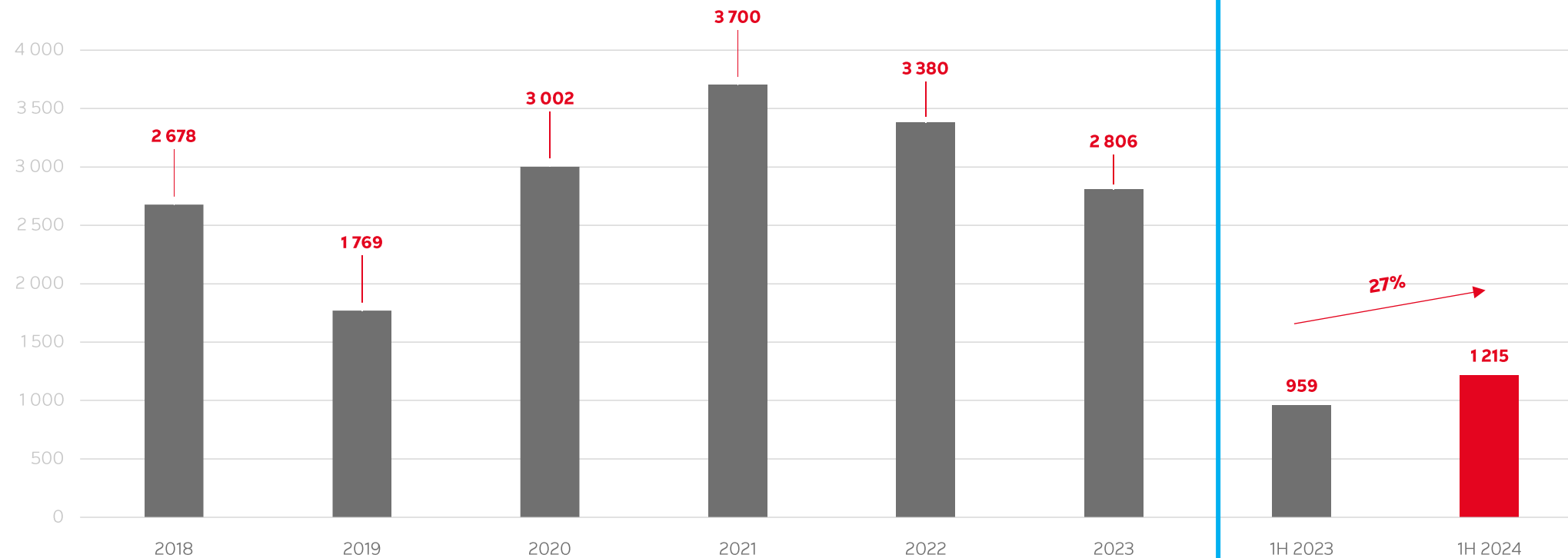
## Handovers volume in H1 2024

CITY	APARTMENTS / SERVICE PREMISES
Kraków	171
Warszawa	152
Wrocław	266
Aglomeracja Śląska	184
Poznań	27
Trójmiasto	137
Łódź	278
<b>Total</b>	<b>1 215</b>



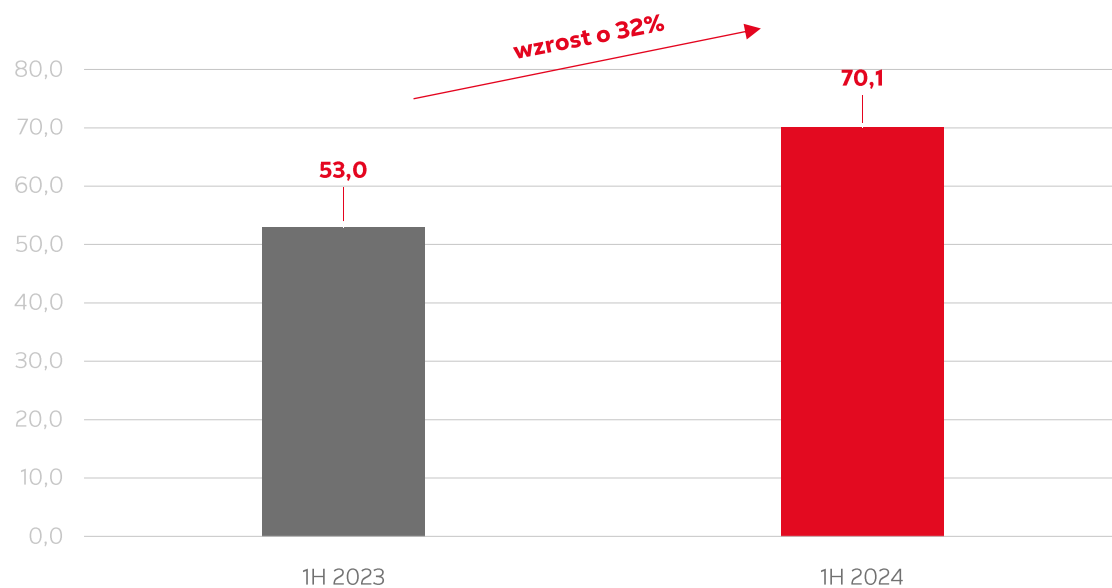
# Handovers volume in H1 2024

Number of handed over flats in years 2018 – 2024



## Handovers volume in H1 2024

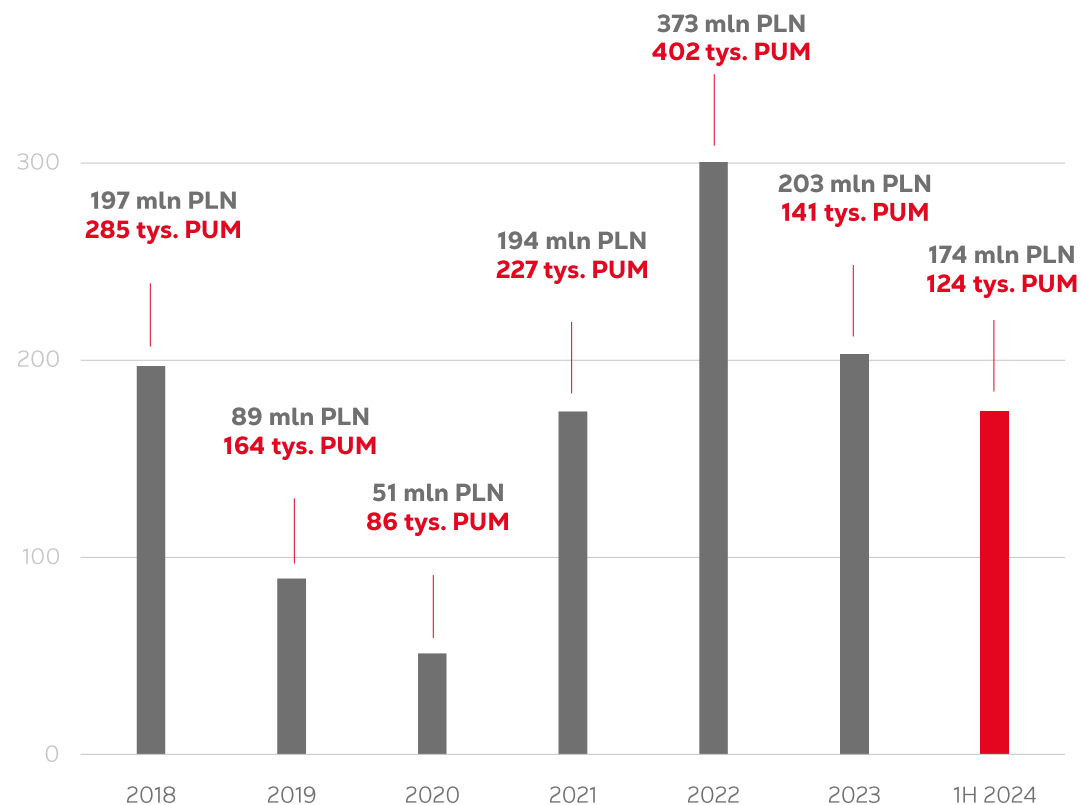
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
2023	159,0
1H 2023	53,0
1H 2024	70,1

## New lands

Funds allocated to land purchase in years 2018 – 2024



### Land acquired in the Group in H1 2024

- Kraków
- Katowice
- Szczecin
- Wrocław
- Łódź

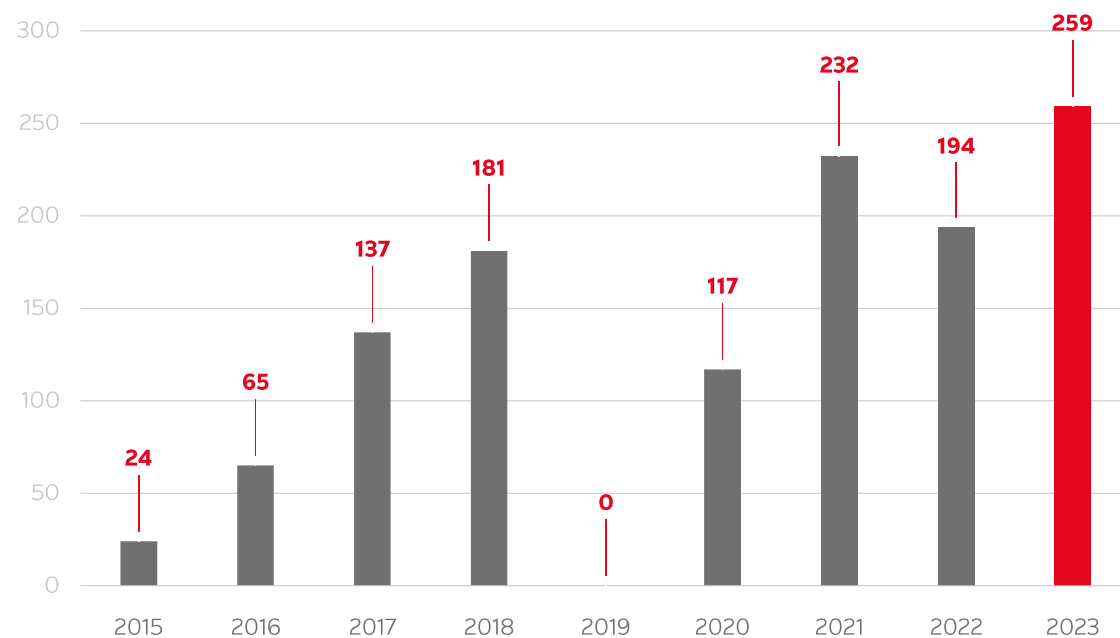
The average price of purchase of usable area was **1,401 PLN/m<sup>2</sup>**

ATAL's land bank allows for implementation of projects for the total usable area of approximately **622 thou. m<sup>2</sup>**

# Dyvidend

---

## Dividend paid for 2015 – 2023



## Dividend paid for 2023

**Dividend rate: 11 %**

on 27.06.2024 – dividend day

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

**The total amount of dividends paid from IPO on GPW:**

**1.209 mln PLN**

## Potential of handover in 2024 – projects under construction as at 30.06.2024

PROJECT	CITY	TSA (m <sup>2</sup> )	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	143	I kw. 2024
ATAL City Square III	Wrocław	15 534	256	227	I kw. 2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	184	II kw. 2024
Źródłana 31 Residence	Łódź	7 783	141	66	II kw. 2024
Apartamenty Ostródzka II	Warszawa	3 863	70	70	II kw. 2024
Panorama Reden	Katowice	4 111	86	48	II kw. 2024
ATAL Sky + bud. D, E, F	Katowice	20 545	325	235	II kw. 2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	318	II kw. 2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	74	III kw. 2024
Zacisze Marceлин II	Poznań	17 200	333	310	III kw. 2024
Skwer Harmonia	Kraków	8 763	152	143	III kw. 2024
<b>TOTAL</b>		<b>130 175</b>	<b>2 193</b>	<b>1 891</b>	

Completed with an occupancy permit in 1H

Completed with an occupancy permit in 3Q

In progress

Number of flats not transferred as at 30.06.2024: 1 043

Sales contracting 86%



## Potential of handover in 2025 – projects under construction as at 30.06.2024

PROJECT	CITY	TSA (m <sup>2</sup> )	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL City Square IV	Wrocław	15 403	326	284	I kw.	2025
Nowe Miasto Polesie IV a	Łódź	12 051	211	104	II kw.	2025
Ogrody Andersa	Katowice	6 175	114	50	II kw.	2025
Aleja Pokoju V aparthotel	Kraków	6 139	148	0	III kw.	2025
Naramowice Odnova	Poznań	32 315	512	72	III kw.	2025
Osiedle Poematu II	Warszawa	7 920	144	81	III kw.	2025
Strefa Cegielnia II	Kraków	7 675	134	87	III kw.	2025
ATAL Strachowicka I	Wrocław	6 332	105	87	III kw.	2025
ATAL Aura II	Łódź	11 676	205	64	III kw.	2025
ATAL Apollina	Gdańsk	3 020	60	23	III kw.	2025
ATAL Olimpijska bud. A, B	Katowice	32 769	507	214	III kw.	2025
Na Opoczyńskiej	Wrocław	4 949	90	13	III kw.	2025
Zakątek Harmonia II	Warszawa	5 671	95	70	IV kw.	2025
Niebieski Bursztyn	Gdańsk	11 142	188	51	IV kw.	2025
Ogrody Andersa II	Katowice	13 006	223	28	IV kw.	2025
<b>TOTAL</b>		<b>176 243</b>	<b>3 062</b>	<b>1 228</b>		

Sales contracting 40%

## 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	75 670	1 354
Warszawa	6	50 667	922
Katowice	10	198 514	3 538
Łódź	7	160 572	2 907
Kraków	10	143 047	2 572
Poznań	8	133 921	2 384
Szczecin	2	32 412	574
<b>TOTAL</b>	<b>63</b>	<b>931 608</b>	<b>16 703</b>

2

## Consolidated financial results

---

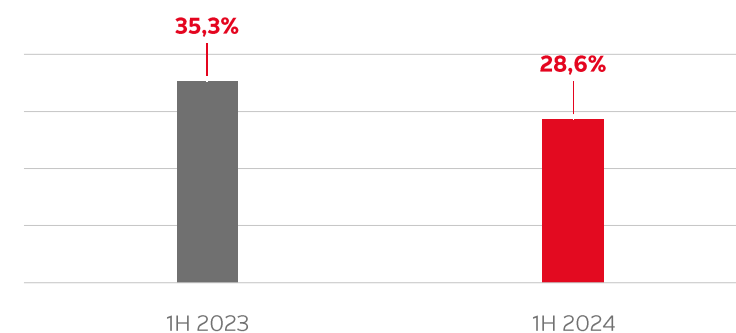


## Consolidated financial results

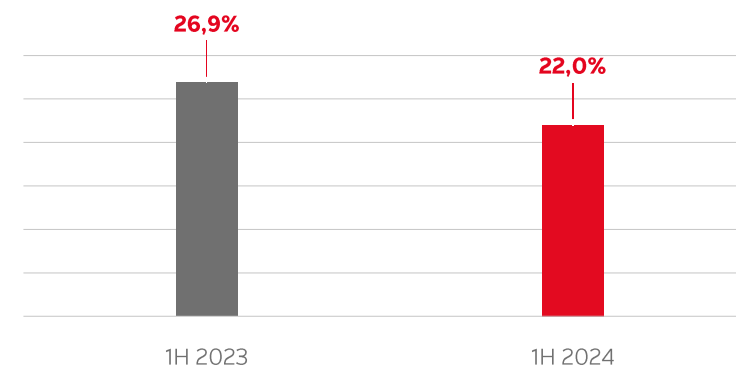
### Profit and loss account

PLN THOU.	30.06.2024	30.06.2023	VAR.
<b>Revenues from sale of products, goods and materials</b>	<b>701 281</b>	<b>537 811</b>	<b>+30%</b>
Costs of products, goods and materials sold	500 894	347 750	+44%
<b>Gross result of sale</b>	<b>200 387</b>	<b>190 061</b>	<b>+5%</b>
Costs of sale	10 862	8 750	+24%
Costs of general management	16 973	13 356	+27%
Remaining operational revenues	3 295	3 219	+2%
Remaining operational costs	2 710	4 410	-39%
<b>Result of the operational activity</b>	<b>173 137</b>	<b>166 764</b>	<b>+4%</b>
Financial revenues	24 880	19 942	+25%
Financial costs	7 339	6 838	+7%
<b>Gross result</b>	<b>190 678</b>	<b>179 868</b>	<b>+6%</b>
Income tax	36 346	35 152	+3%
<b>Net result</b>	<b>154 332</b>	<b>144 716</b>	<b>+7%</b>
Profit per share	3,57	3,74	

### Gross margin on sales

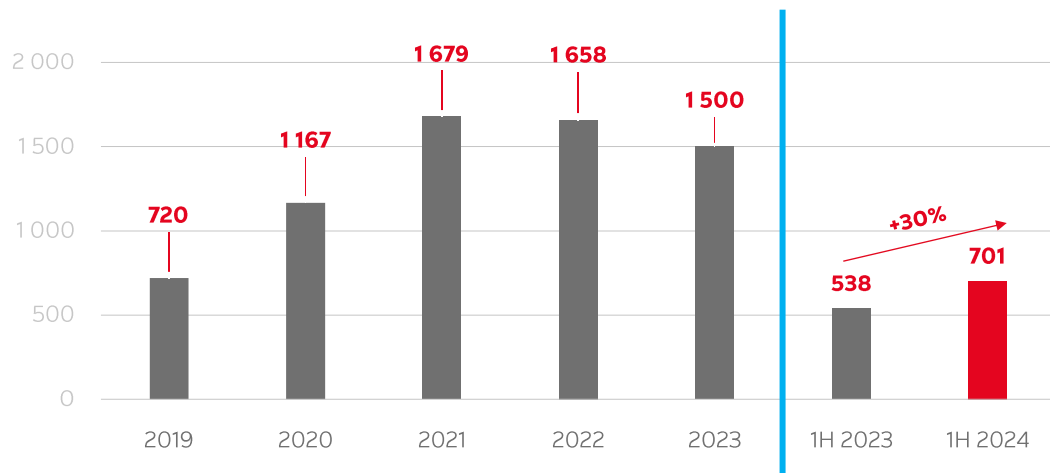


### Net margin

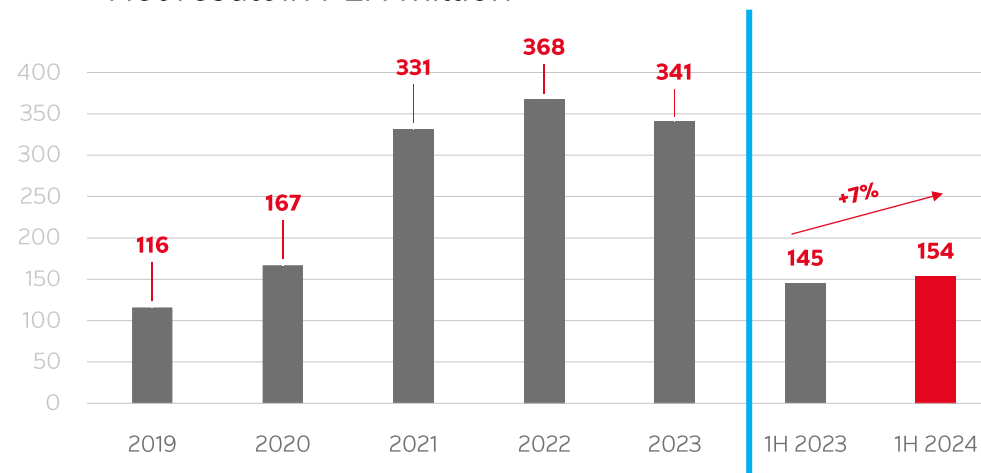


# Consolidated financial results

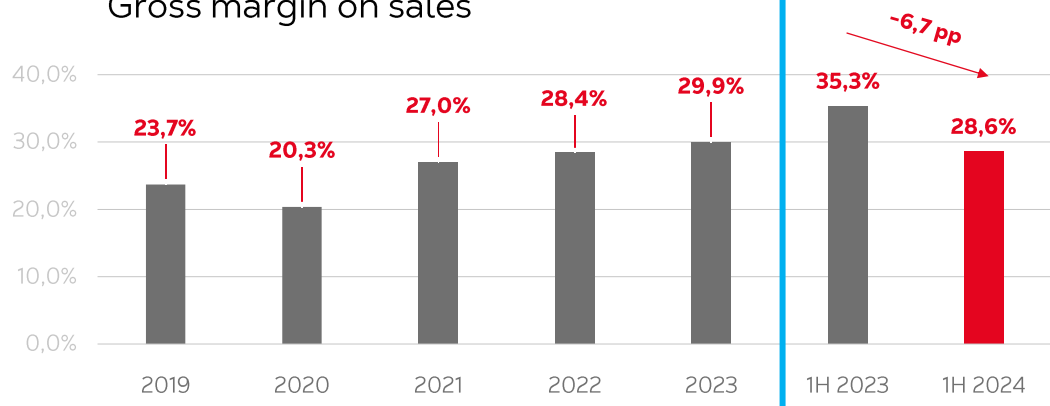
Net revenues from sales in PLN million



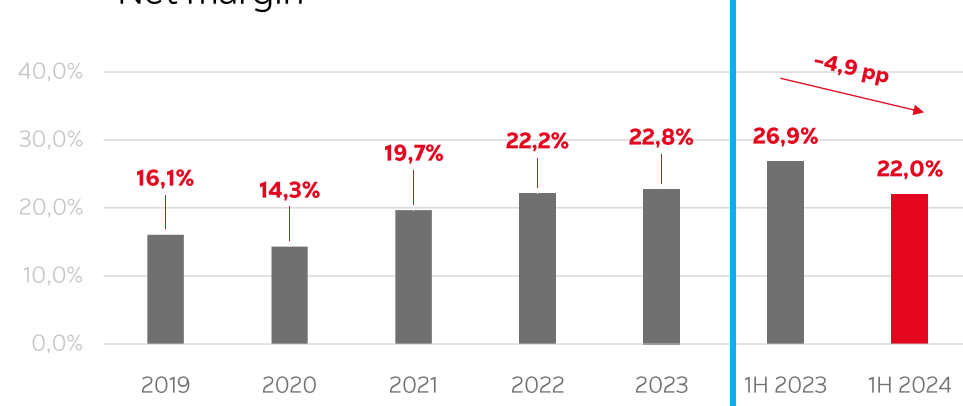
Net result in PLN million



Gross margin on sales



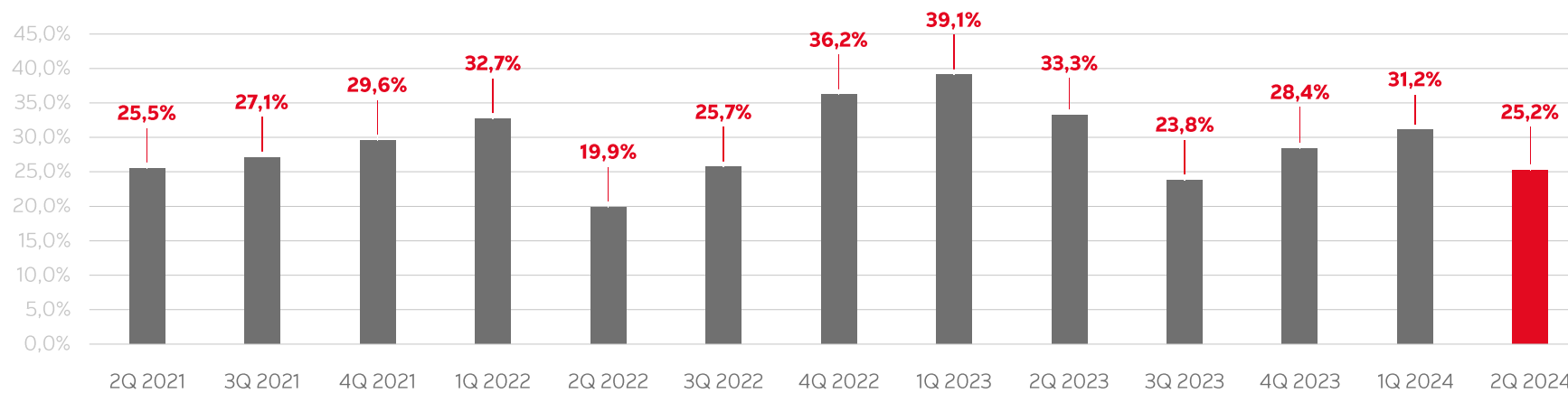
Net margin



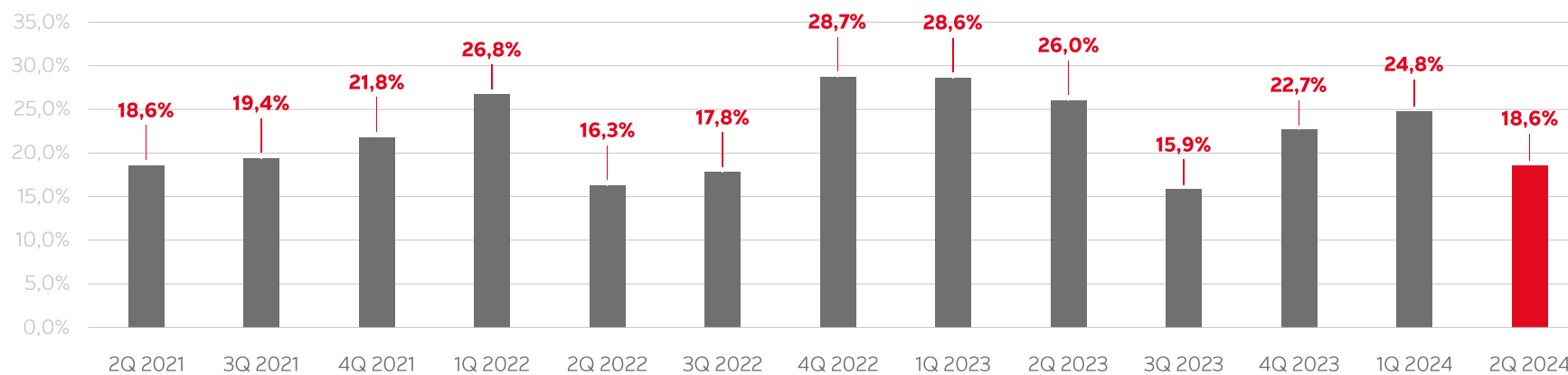


## Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

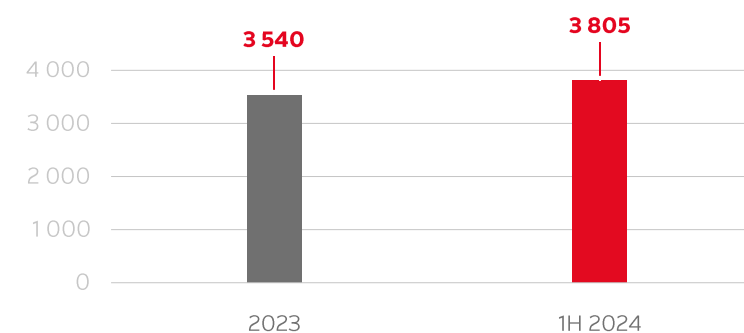


## Consolidated financial results

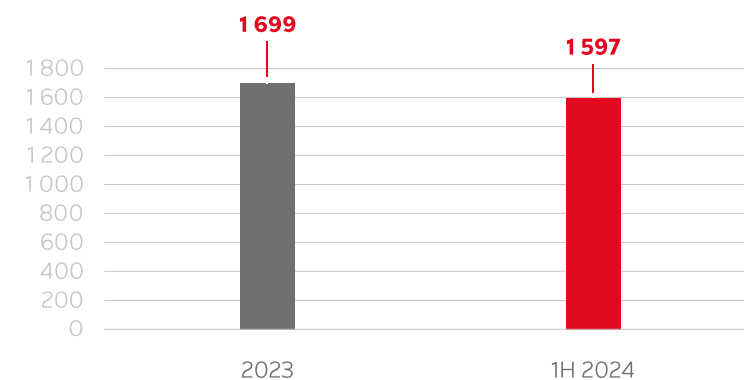
### Balance sheet

<b>PLN THOU.</b>	<b>30.06.2024</b>	<b>31.12.2023</b>	<b>VAR.</b>
<b>Assets in total</b>	<b>3 804 543</b>	<b>3 539 701</b>	<b>+7%</b>
<b>Fixed assets</b>	<b>189 307</b>	<b>188 335</b>	<b>+1%</b>
<b>Current assets</b>	<b>3 615 236</b>	<b>3 351 366</b>	<b>+8%</b>
<b>Liabilities and capital in total</b>	<b>3 804 543</b>	<b>3 539 701</b>	<b>+7%</b>
<b>Equity</b>	<b>1 596 532</b>	<b>1 698 903</b>	<b>-6%</b>
<b>Liabilities in total</b>	<b>2 207 771</b>	<b>1 840 798</b>	<b>+20%</b>
<b>Long term liabilities</b>	<b>905 323</b>	<b>986 920</b>	<b>-8%</b>
<b>Short term liabilities</b>	<b>1 302 448</b>	<b>853 878</b>	<b>+53%</b>
<b>PLN THOU.</b>	<b>30.06.2024</b>	<b>31.12.2023</b>	
<b>Net Debt Ratio for the Group*</b>	<b>-0,04</b>	<b>-0,09</b>	

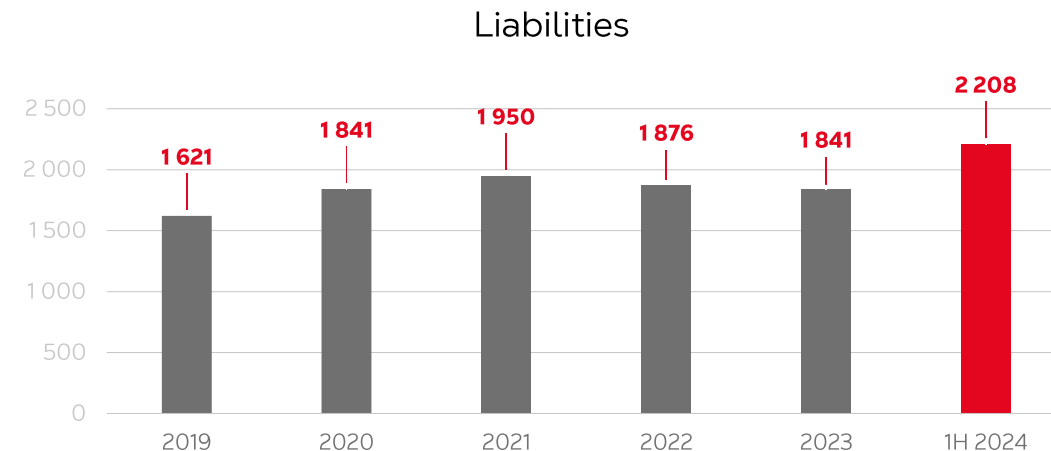
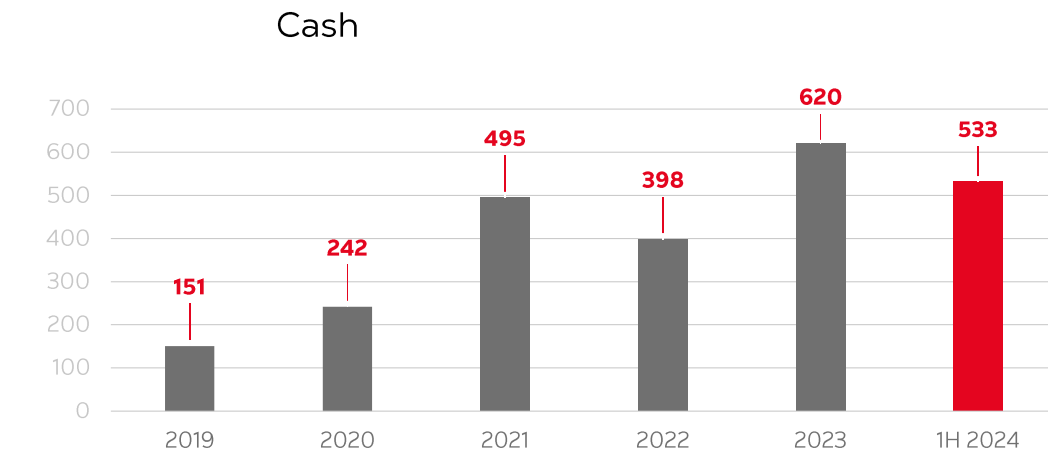
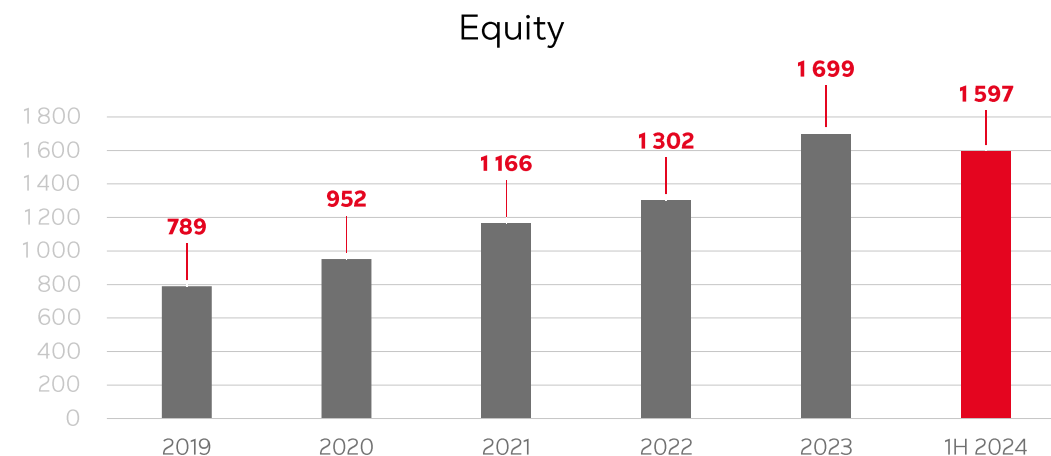
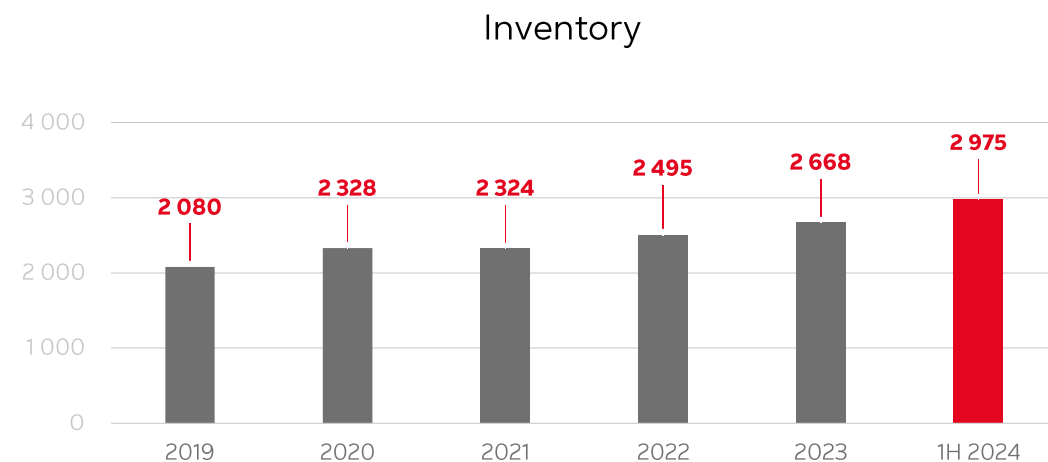
### Assets in total in PLN million



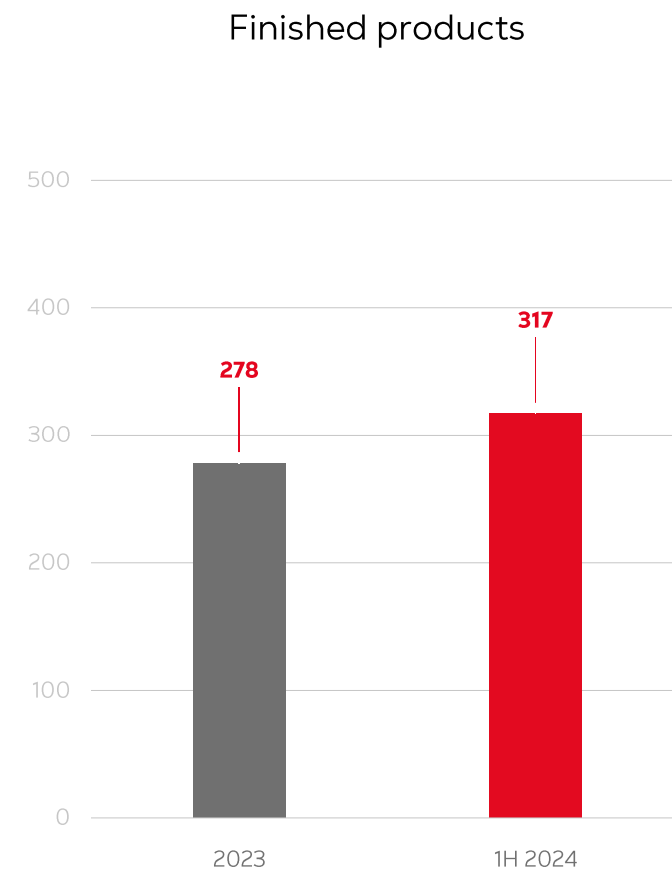
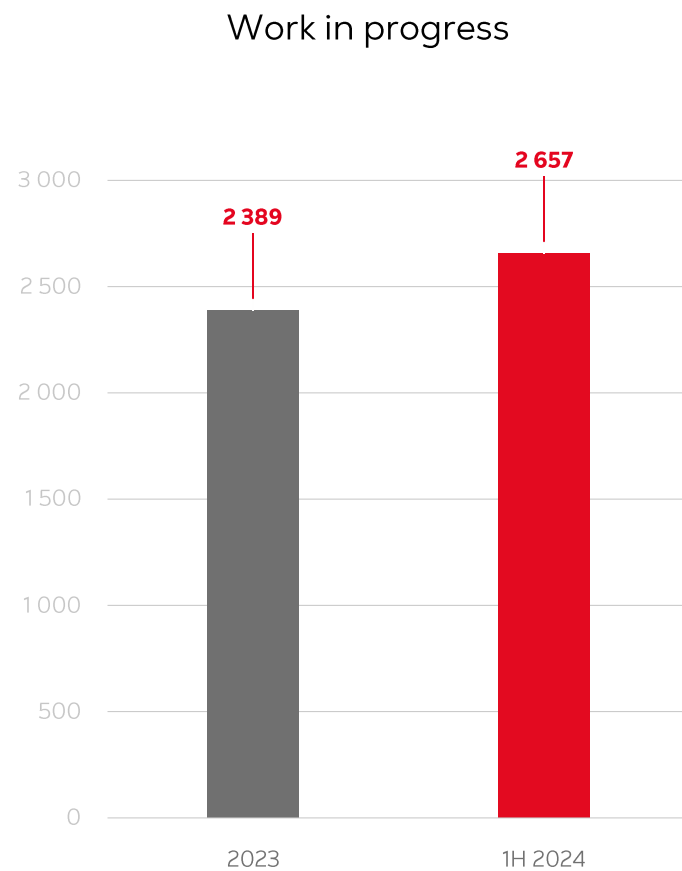
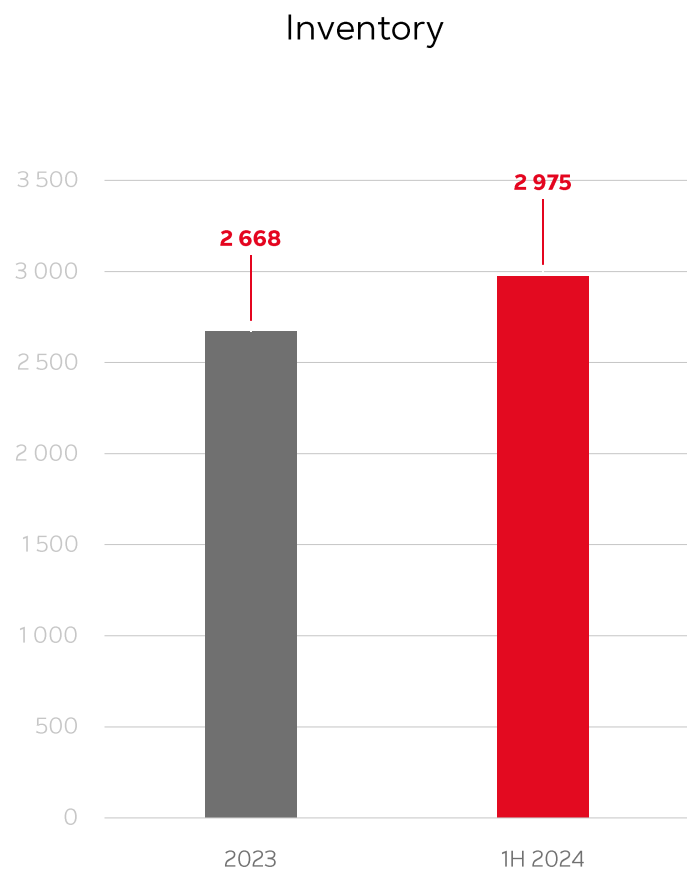
### Equity in PLN million



## Main items of the financial results in PLN million



## Consolidated financial results in PLN million

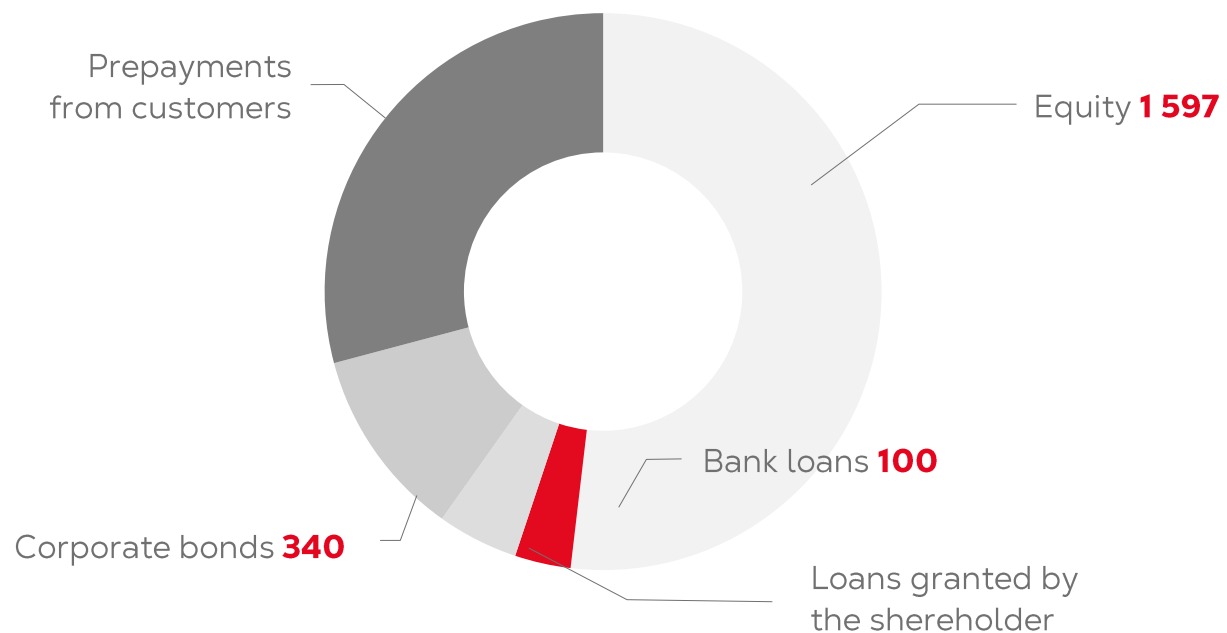


## Structure of debt maturity as at 30.06.2024





## Business financing sources in PLN million



### BUSINESS FINANCING SOURCES AS AT 30.06.2024

Equity	1 597
Bank loans	100
Loans granted by the shareholder	145
Corporate bonds	340
Prepayments from customers	897

## Our achievements

---

- Start of construction works for 15 projects (3,235 flats)
- Sales launched for 13 investments (3,026 flats)
- Construction works finalised for 8 investments (1,379 flats)
- Sale in H1 2024: 1,289 flats
- Handovers volume in H1 2024: 1,215 flats
- 40 investments (9,070 flats) are currently under construction
- Number of currently offered: 6,615 flats



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**

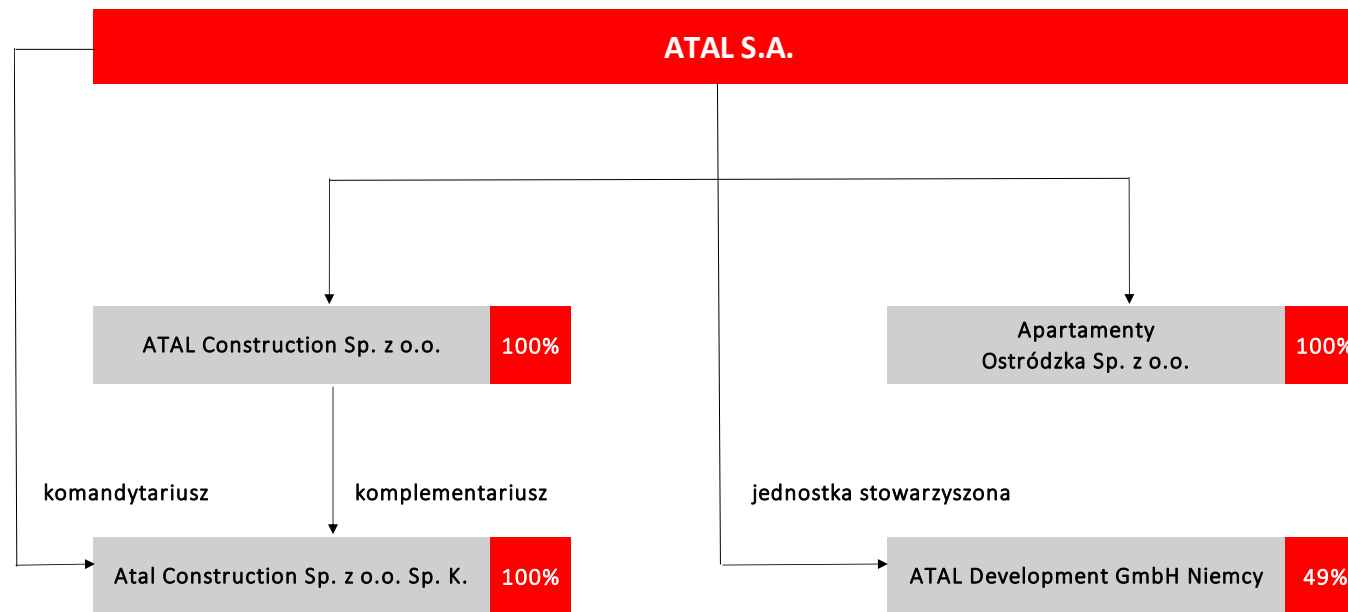


**31 182  
APARTMENTS SOLD**



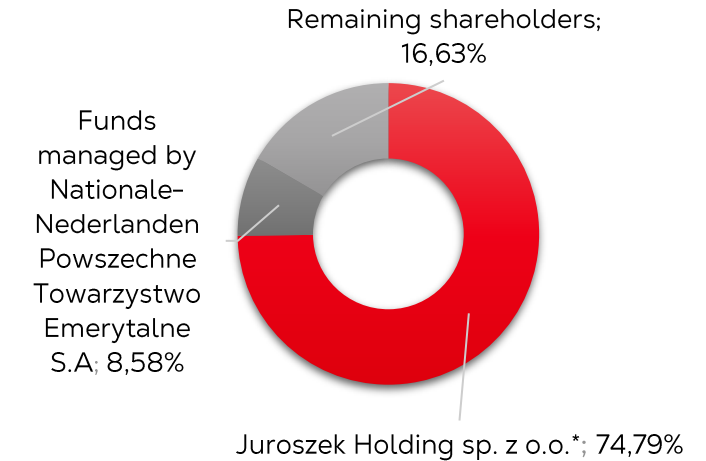
**1 808 608  
TOTAL AREA OF FLATS SOLD**

## Capital Group

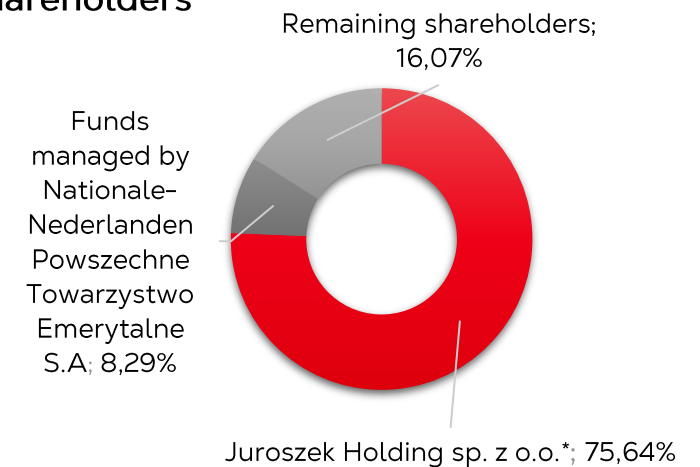


\* Juroszek Holding Sp. z o.o., in which 100% of shares is possessed by Zbigniew Juroszek, the founder and the president of the company

## 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**

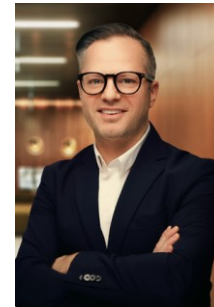
**Vice-President  
of ATAL S.A.**

- 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

**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



**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

## Investments Introduction to sale by H1 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
Żerniki na Novo II	Wrocław	388	II kw. 2024
ATAL Symbioza 1A	Gdańsk	91	II kw. 2024
Galaktyczna	Gdańsk	144	II kw. 2024
ATAL Symbioza 1B	Gdańsk	130	II kw. 2024
Osiedle Poematu III	Warszawa	166	II kw. 2024
Moderna Helenów	Łódź	234	II kw. 2024
ATAL Strachowicka II	Wrocław	301	II kw. 2024
ATAL Zawiślańska	Gdańsk	64	II kw. 2024
Heyki City	Szczecin	451	II kw. 2024
<b>TOTAL</b>		<b>3 026</b>	

## Projects completed as at 30.06.2024

---

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
ATAL Sky+ - bud. D, E, F	Katowice	325	II kw. 2024
Panorama Reden	Katowice	86	II kw. 2024
Bursztynowa Zatoka II	Gdańsk	329	II kw. 2024
<b>TOTAL</b>		<b>1 379</b>	





---

## Investor relationships

### **ATAL S.A.**

ul. Stawowa 27  
43-400 Cieszyn

tel.: (+48) 33 857 59 12

fax: (+48) 33 857 59 02

**ri@atal.pl**

**[www.atal.pl](http://www.atal.pl)**



OGÓLNOPOLSKI  
DEWELOPER