

Summary of results for 2024

March 21, 2025



OGÓLNOPOLSKI
DEVELOPER

www.atal.pl



Agenda

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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

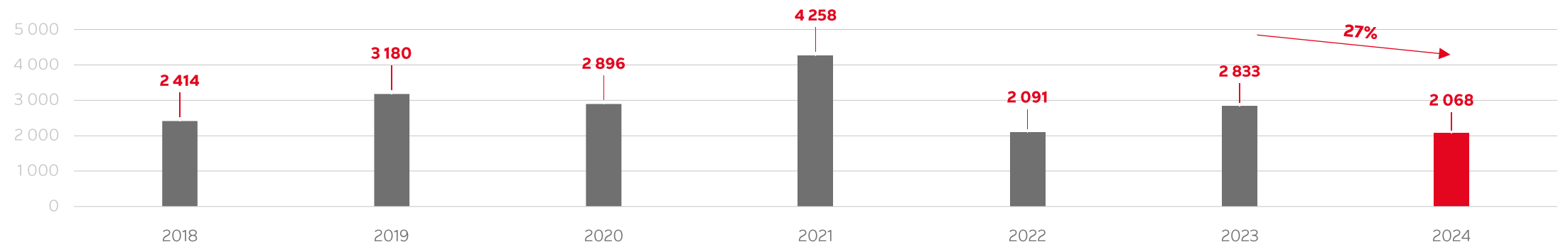
SUMMARY

PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progres	4	1 363	81 948
	7	2 239	123 150
Planned	8	1 937	103 391
	4	243	16 984
In progres	9	2 670	158 462
	5	1 690	92 949
Planned	5	636	34 926
	7	2 177	122 260
In progres	6	1 524	86 044
	3	1 800	99 000
Planned	7	785	46 279
	5	1 119	59 086
In progres	11	1 226	69 584
	9	1 666	91 013
Planned	1	404	23 042
	2	317	18 370
In progress	51	10 545	603 676
Planned	42	11 251	622 812

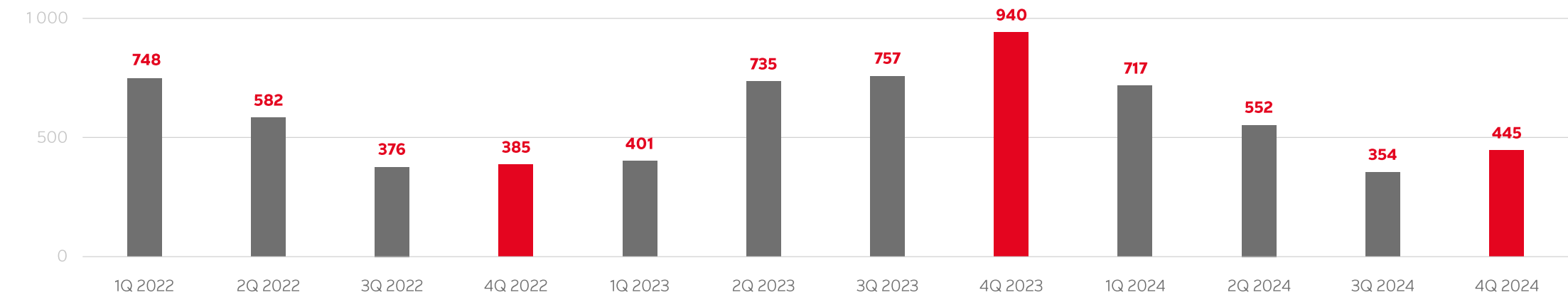
Sales of flats



Annual number of flats sold 2018-2024



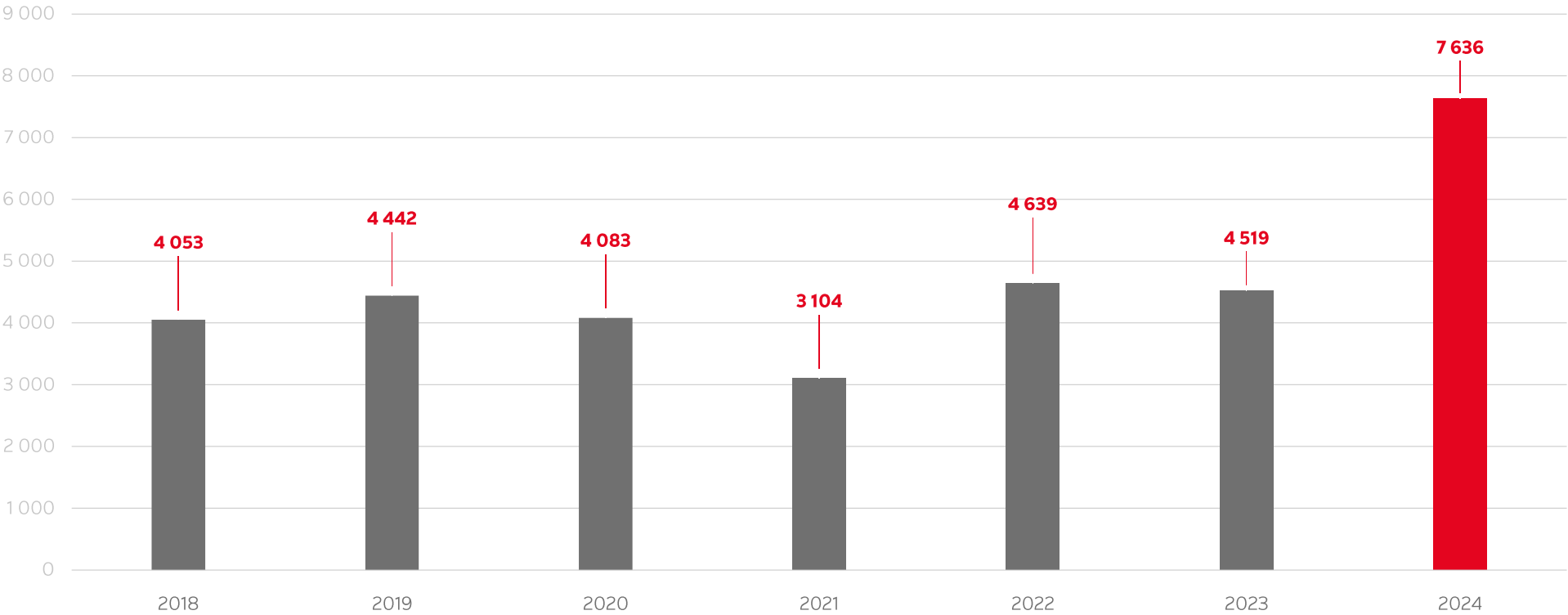
Number of flats sold as divided by quarters



Offer

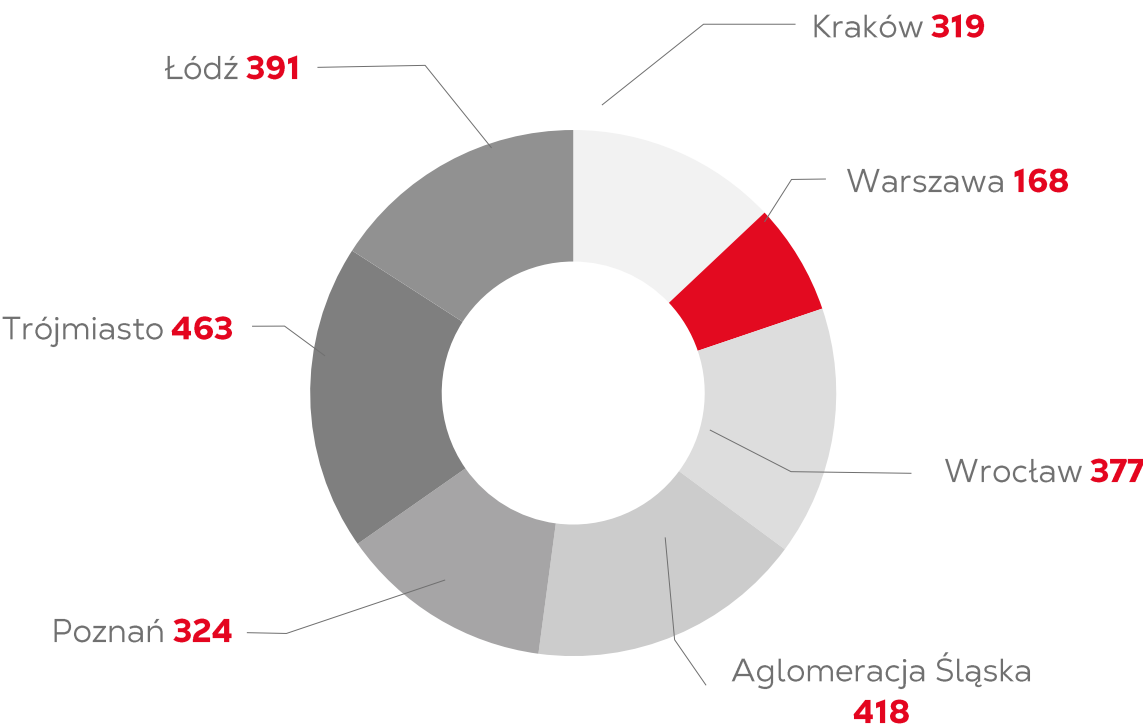


Number of flats offered in years 2018-2024



Handovers volume in 2024

Number of handed over flats by city

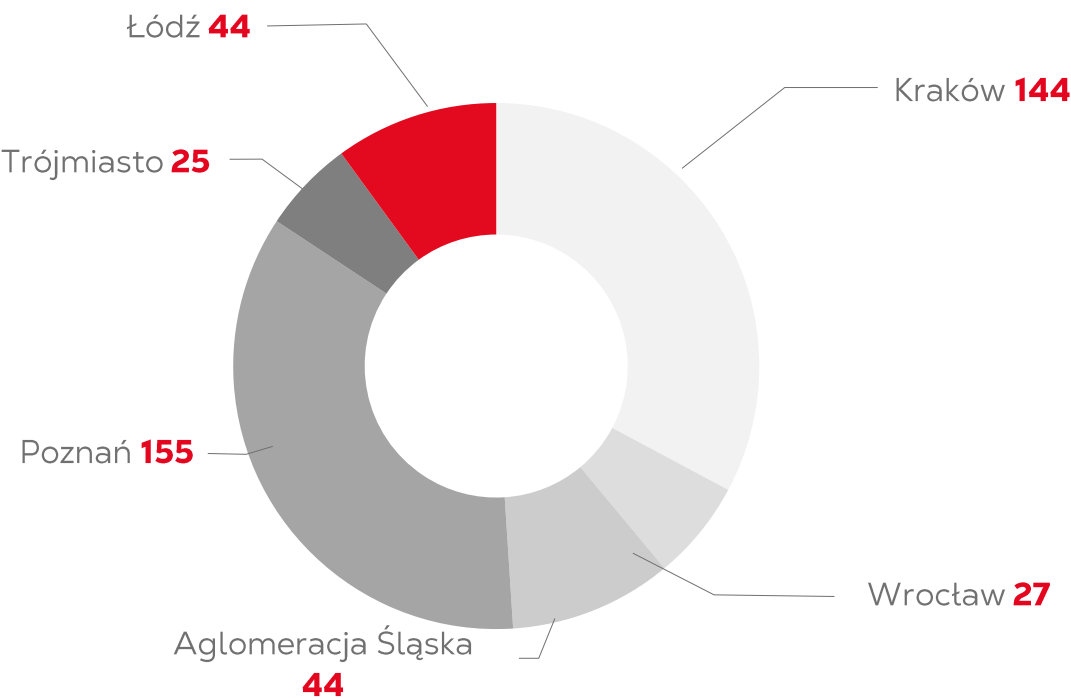


Handovers volume in 2024

CITY	APARTMENTS / SERVICE PREMISES
Kraków	319
Warszawa	168
Wrocław	377
Aglomeracja Śląska	418
Poznań	324
Trójmiasto	463
Łódź	391
Total	2 460

Handovers volume in 4Q 2024

Number of handed over flats by city



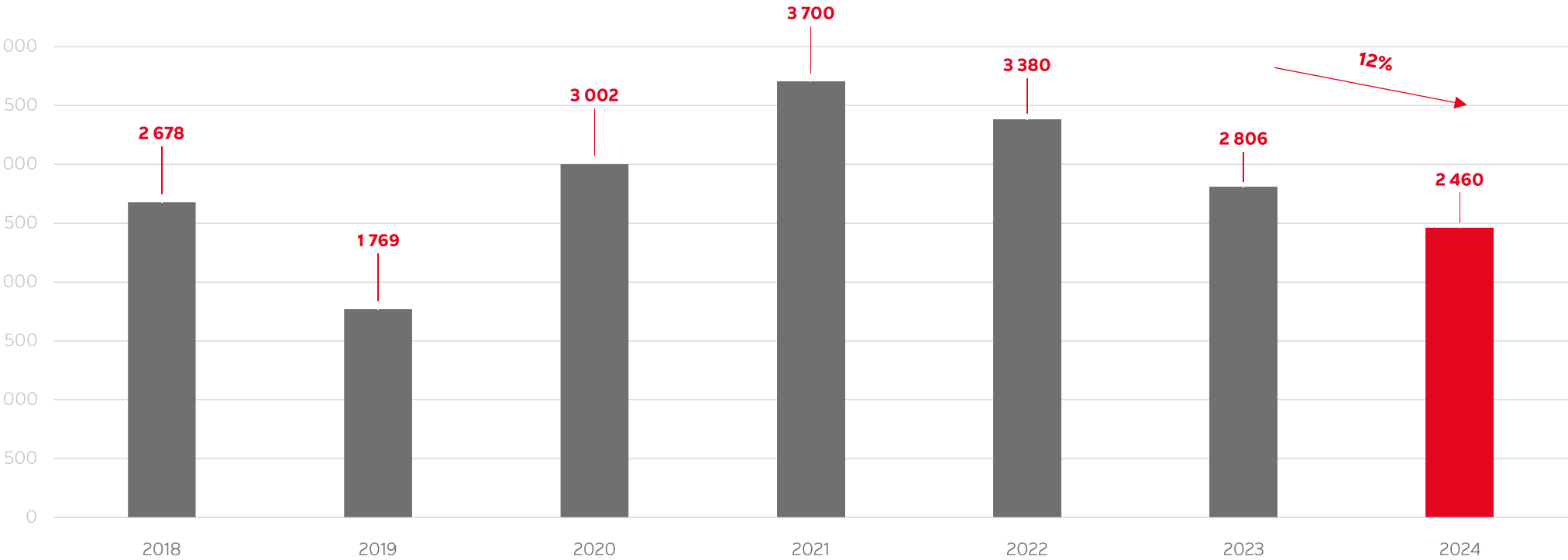
Handovers volume in 4Q 2024

CITY	APARTMENTS / SERVICE PREMISES
Kraków	144
Warszawa	0
Wrocław	27
Aglomeracja Śląska	44
Poznań	155
Trójmiasto	25
Łódź	44
Total	439

Handovers volume in 2024



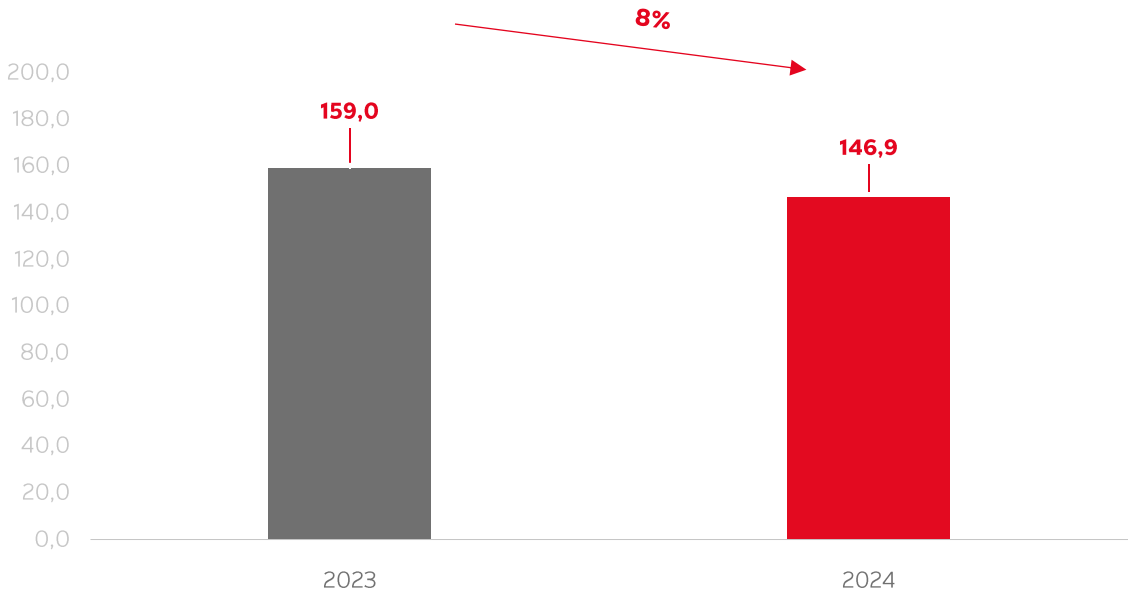
Number of handed over flats in years 2018 – 2024



Handovers volume in 2024



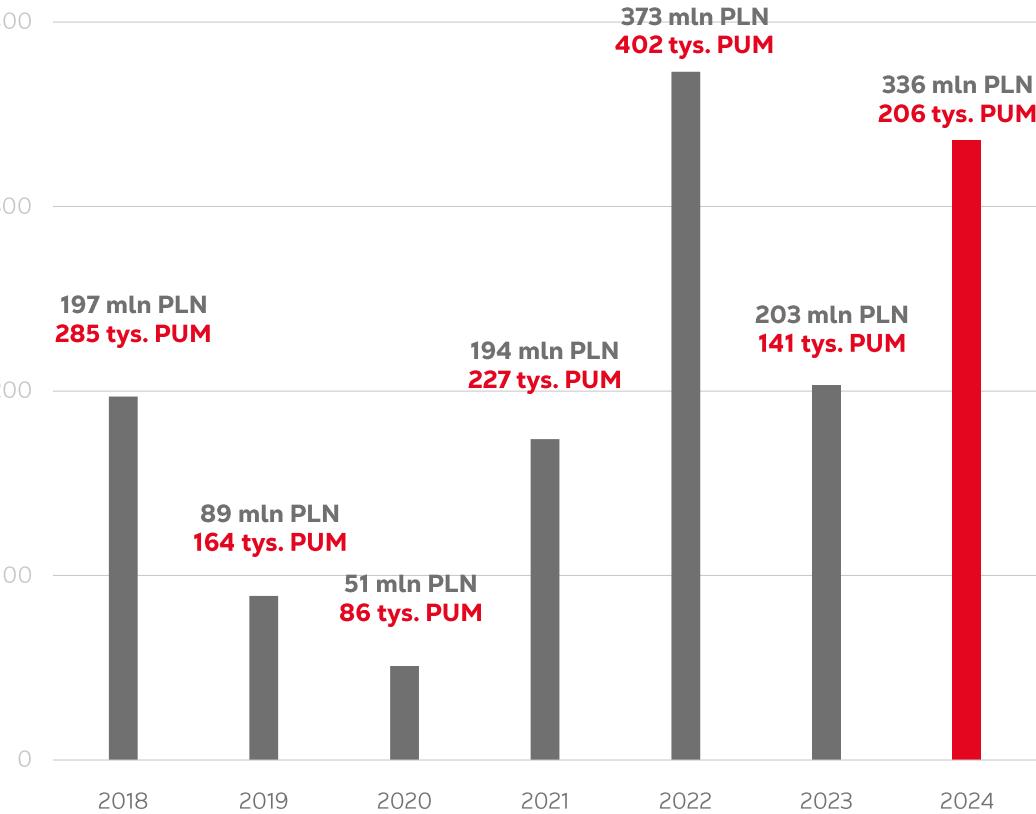
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
2023	159,0
2024	146,9

New lands

Funds allocated to land purchase in years 2018 – 2024



Land acquired in the Group in 2024

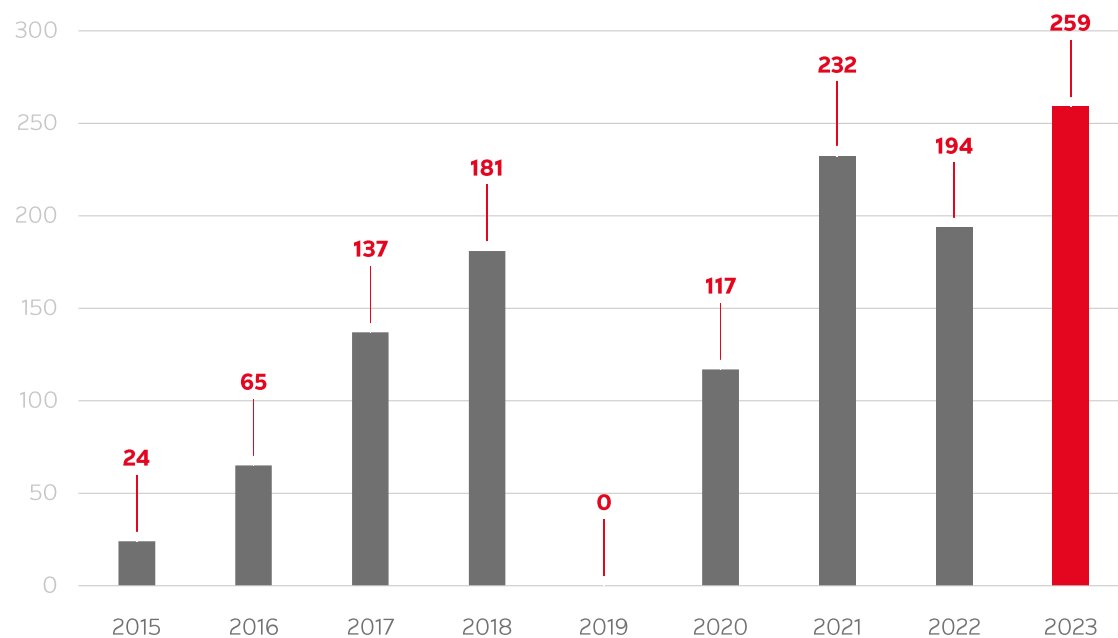
- Kraków
- Katowice
- Szczecin
- Wrocław
- Łódź
- Poznań
- Warszawa
- Gdańsk

The average price of purchase of usable area was **1,632 PLN/m2**

ATAL's land bank allows for implementation of projects for the total usable area of approximately **623 thou. m2**

Dividend

Dividend paid for 2015 – 2023



Planned dividend for 2024

Dividend rate: 10,7 %

(on 31.12.2024 r.)

Nominal amount of the dividend: PLN 237.7 million, which represents 86% of net result ATAL S.A.

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

**1.209 + plan 238
= 1.447 mln PLN**

Handovers in 2023 – projects completed as at 31.12.2024

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	144	I kw.	2024
ATAL City Square III	Wrocław	15 534	256	242	I kw.	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	194	II kw.	2024
Źródlana 31 Residence	Łódź	7 783	141	78	II kw.	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	70	II kw.	2024
Panorama Reden	Katowice	4 111	86	53	II kw.	2024
ATAL Sky + bud. D, E, F	Katowice	20 545	325	258	II kw.	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	326	II kw.	2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	79	III kw.	2024
Zacisze Marcelin II	Poznań	17 200	333	317	III kw.	2024
Skwer Harmonia	Kraków	8 763	152	146	IV kw.	2024
TOTAL		130 175	2 193	1 980		

Number of flats not transferred as at 31.12.2024: 363

Sales contracting 90%

Potential of handover in 2025 – projects under construction as at 31.12.2024

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL City Square IV	Wrocław	15 403	326	309	I kw.	2025
Nowe Miasto Polesie IV a	Łódź	12 051	211	144	II kw.	2025
Ogrody Andersa	Katowice	6 175	114	53	II kw.	2025
Aleja Pokoju V aparthotel	Kraków	6 139	148	0	III kw.	2025
Naramowice Odnova	Poznań	32 315	512	100	III kw.	2025
Osiedle Poematu II	Warszawa	7 920	144	93	III kw.	2025
Strefa Cegielnia II	Kraków	7 675	134	97	III kw.	2025
ATAL Strachowicka I	Wrocław	6 332	105	103	III kw.	2025
ATAL Aura II	Łódź	11 676	205	68	III kw.	2025
ATAL Apollina	Gdańsk	3 020	60	29	III kw.	2025
ATAL Olimpijska bud. A, B	Katowice	32 769	507	201	III kw.	2025
Krakowska 35 – Apartamenty Inwestycyjne	Wrocław	5 638	131	1	III kw.	2025
Na Opoczyńskiej	Wrocław	4 949	90	32	III kw.	2025
Zakątek Harmonia II	Warszawa	5 671	95	70	IV kw.	2025
Niebieski Bursztyn	Gdańsk	11 142	188	75	IV kw.	2025
Ogrody Andersa II	Katowice	13 006	223	43	IV kw.	2025
TOTAL		181 881	3 193	1 418		

Sales contracting 44%

Potential of handover in 2026 – projects under construction as at 31.12.2024 – part 1

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL Olimpijska bud. C	Katowice	14 219	220	31	I kw.	2026
ATAL Idea Swarzędz	Poznań	7 115	128	27	I kw.	2026
Francuska Park IX	Katowice	10 334	168	17	I kw.	2026
Przewóz 42	Kraków	7 516	126	75	I kw.	2026
Żerniki Na Novo I	Wrocław	16 717	296	84	I kw.	2026
Galaktyczna	Gdańsk	7 630	144	10	I kw.	2026
Osiedle Przyjemne I	Gdańsk	3 138	72	26	I kw.	2026
Osiedle Poematu III	Warszawa	9 105	166	46	II kw.	2026
ATAL Symbioza IA	Gdańsk	5 836	91	12	II kw.	2026
ATAL Symbioza IB	Gdańsk	9 024	130	3	II kw.	2026
Żerniki Na Novo II	Wrocław	21 370	388	49	II kw.	2026
Nowy Targówek VI	Warszawa	7 042	112	27	III kw.	2026
Nowe Miasto Polesie IVb	Łódź	13 834	246	87	III kw.	2026
ATAL Sky + II	Katowice	42 012	764	103	III kw.	2026
Ogrody Geyera I	Łódź	23 411	409	52	III kw.	2026

Potential of handover in 2026 – projects under construction as at 31.12.2024 – part 2

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL Zawiślańska	Gdańsk	4 227	64	3	III kw.	2026
ATAL Strachowicka II	Wrocław	16 400	301	27	III kw.	2026
Naramowice Odnova II	Poznań	29 476	486	19	III kw.	2026
Przewóz 42 II	Kraków	7 581	126	33	III kw.	2026
Osiedle Przyjemne II	Gdańsk	5 012	107	32	III kw.	2026
Osiedle Przyjemne III	Gdańsk	3 626	79	3	III kw.	2026
Osiedle Przyjemne IV	Gdańsk	6 088	111	1	III kw.	2026
Warszawska 58	Warszawa	4 728	82	10	III kw.	2026
Moderna Helenów	Łódź	12 327	234	2	III kw.	2026
ATAL Idea Swarzędz II	Poznań	13 042	237	0	IV kw.	2026
Francuska Park VIIIA	Katowice	16 231	290	4	IV kw.	2026
ATAL Apollina II	Gdańsk	10 841	181	5	IV kw.	2026
Akcyjowa Wita	Kraków	6 015	102	15	IV kw.	2026
Heyki City ATAL	Szczecin	23 042	415	20	IV kw.	2026
TOTAL		356 939	6 275	823		

Sales contracting 13%

Potential of planned projects after 2027

Potential of transfers 2027+ (projects launched and being prepared to be launched in years 2025-2027)

CITY	NUMBER OF PROJECTS/STAGES	PLANNED TSA (M2)	NUMBER OF FLATS (PROJECTION)
Trójmiasto	9	91 013	1 666
Wrocław	5	33 567	543
Warszawa	7	70 899	1 305
Katowice	7	116 665	2 074
Łódź	5	131 746	2 383
Kraków	7	122 260	2 177
Poznań	6	103 150	1 875
Szczecin	2	18 370	317
TOTAL	48	687 670	12 340

2

Consolidated financial results

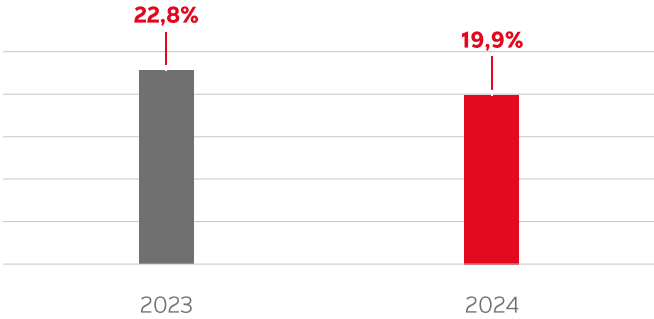


Consolidated financial results

Profit and loss account

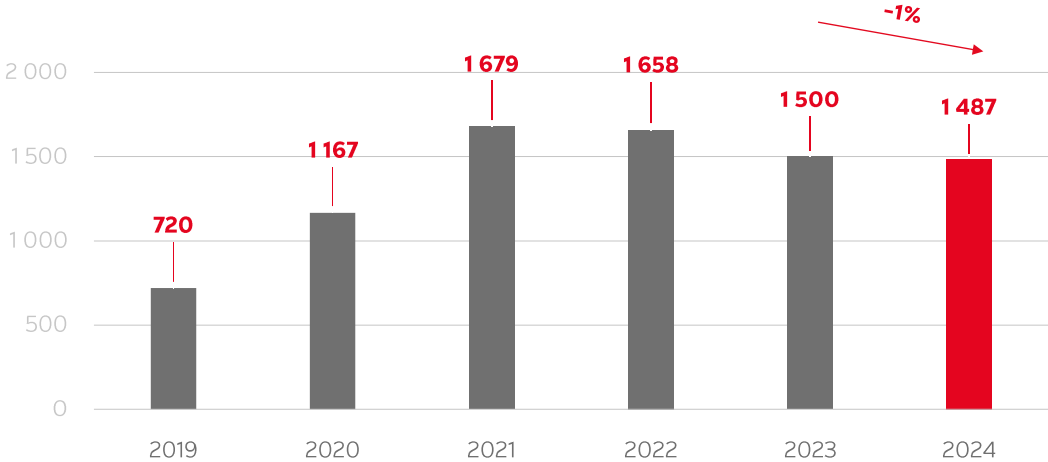
PLN THOU.	31.12.2023	31.12.2024	VAR.
Revenues from sale of products, goods and materials	1 500 486	1 486 898	-1%
Costs of products, goods and materials sold	1 051 864	1 100 561	+5%
Gross result of sale	448 622	386 337	-14%
Costs of sale	18 529	22 407	+21%
Costs of general management	27 451	35 961	+31%
Remaining operational revenues	8 244	10 931	+33%
Remaining operational costs	9 270	7 784	-16%
Result of the operational activity	401 616	331 116	-18%
Financial revenues	30 075	45 347	+25%
Financial costs	8 577	10 707	+25%
Gross result	423 114	365 756	-14%
Income tax	81 778	70 189	-14%
Net result	341 336	295 567	-13%
Profit per share	8,42	6,84	

Net margin

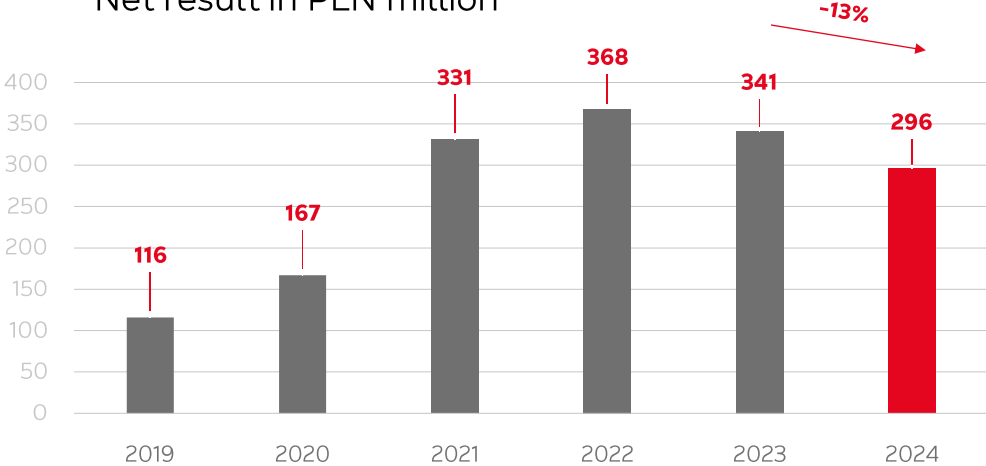


Consolidated financial results

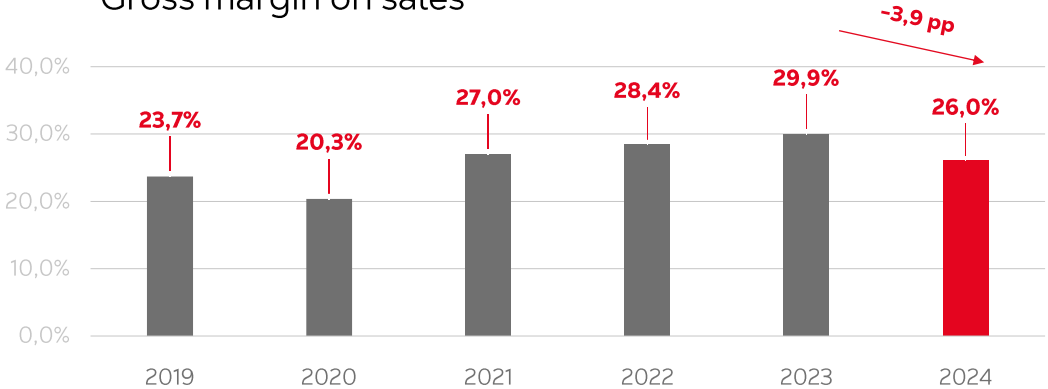
Net revenues from sales in PLN million



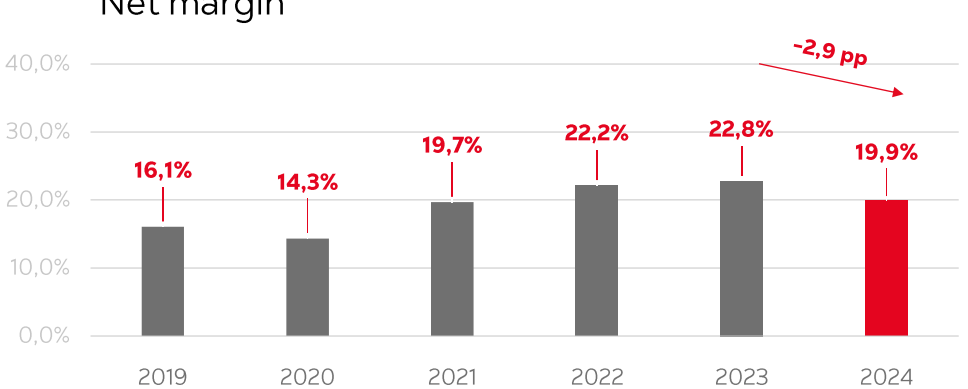
Net result in PLN million



Gross margin on sales

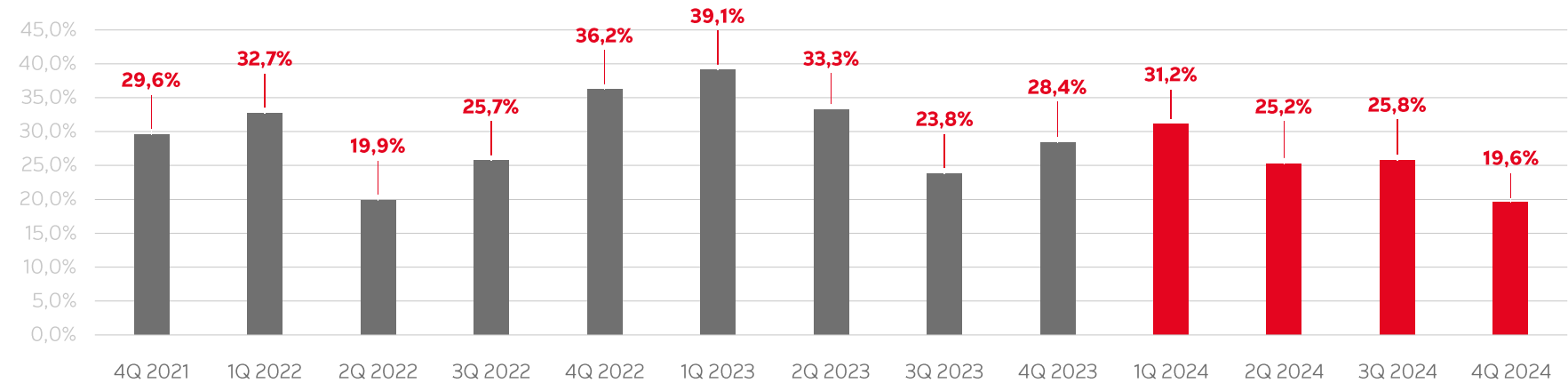


Net margin

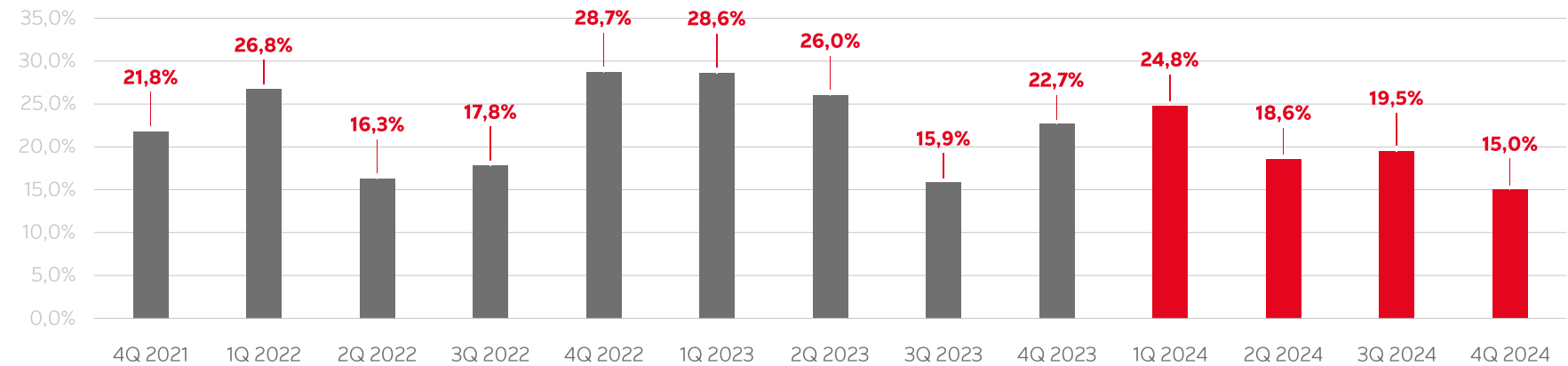


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

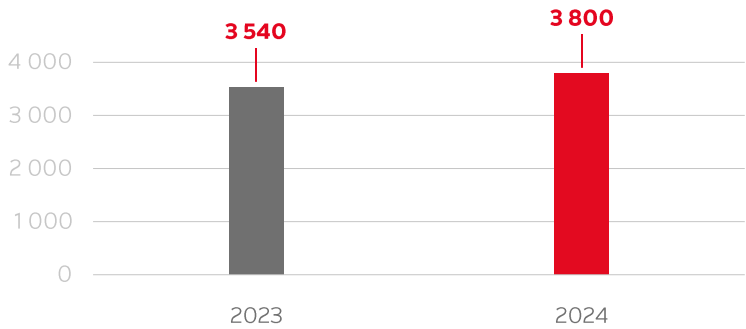


Consolidated financial results

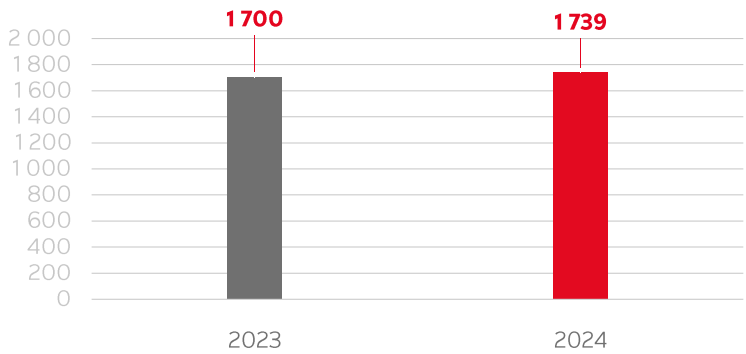
Balance sheet

PLN THOU.	31.12.2023	31.12.2024	VAR.
Assets in total	3 539 701	3 799 642	+7%
Fixed assets	188 335	194 820	+3%
Current assets	3 351 366	3 604 822	+8%
Liabilities and capital in total	3 539 701	3 799 642	+7%
Equity	1 700 248	1 739 067	+2%
Liabilities in total	1 839 453	2 060 575	+12%
Long term liabilities	986 920	821 143	-17%
Short term liabilities	852 533	1 239 432	+45%
PLN THOU.	31.12.2023	31.12.2024	
Net Debt Ratio for the Group	-0,09	0,16	

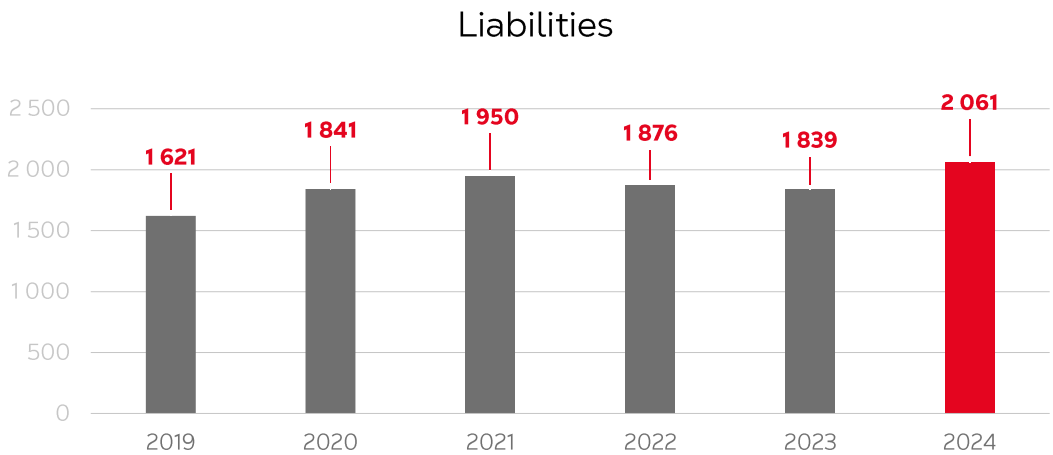
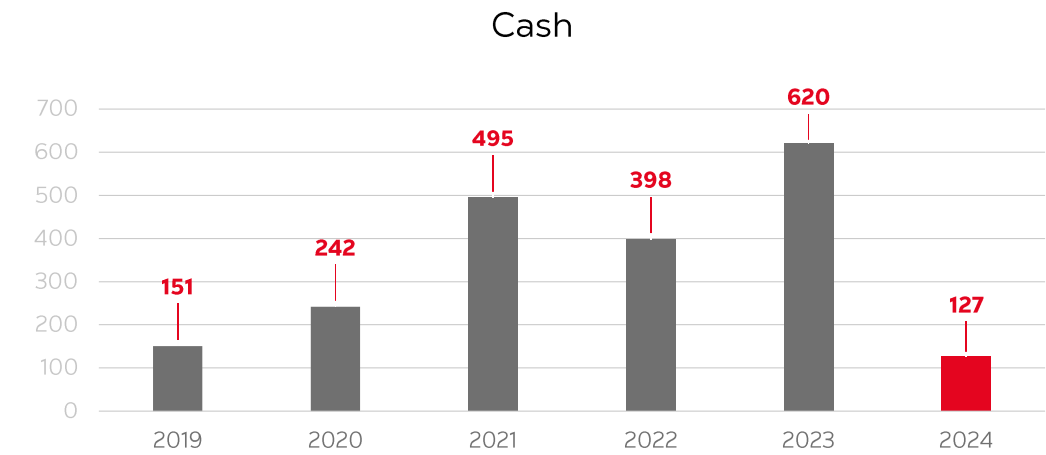
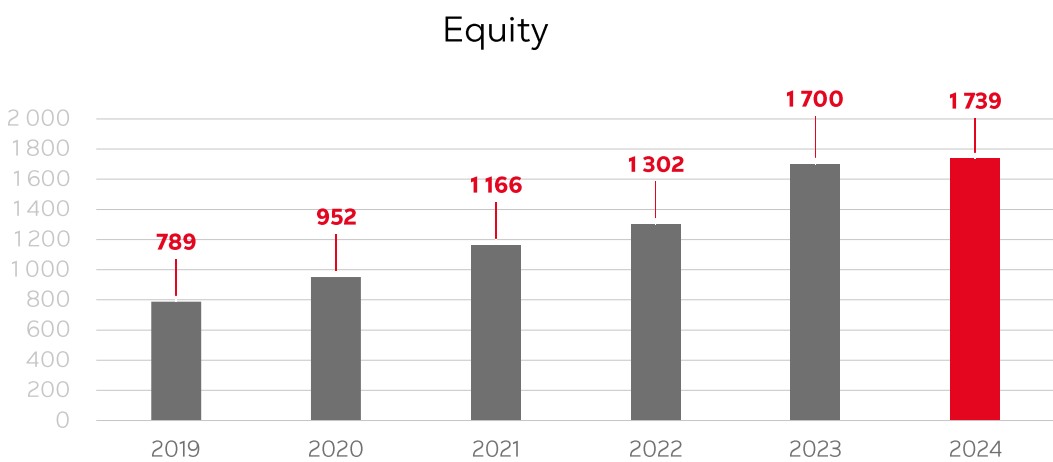
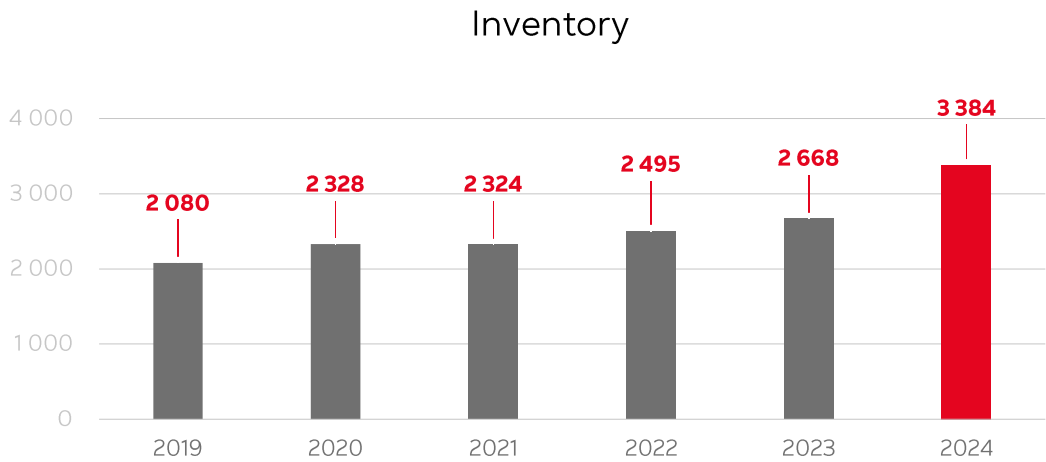
Assets in total in PLN million



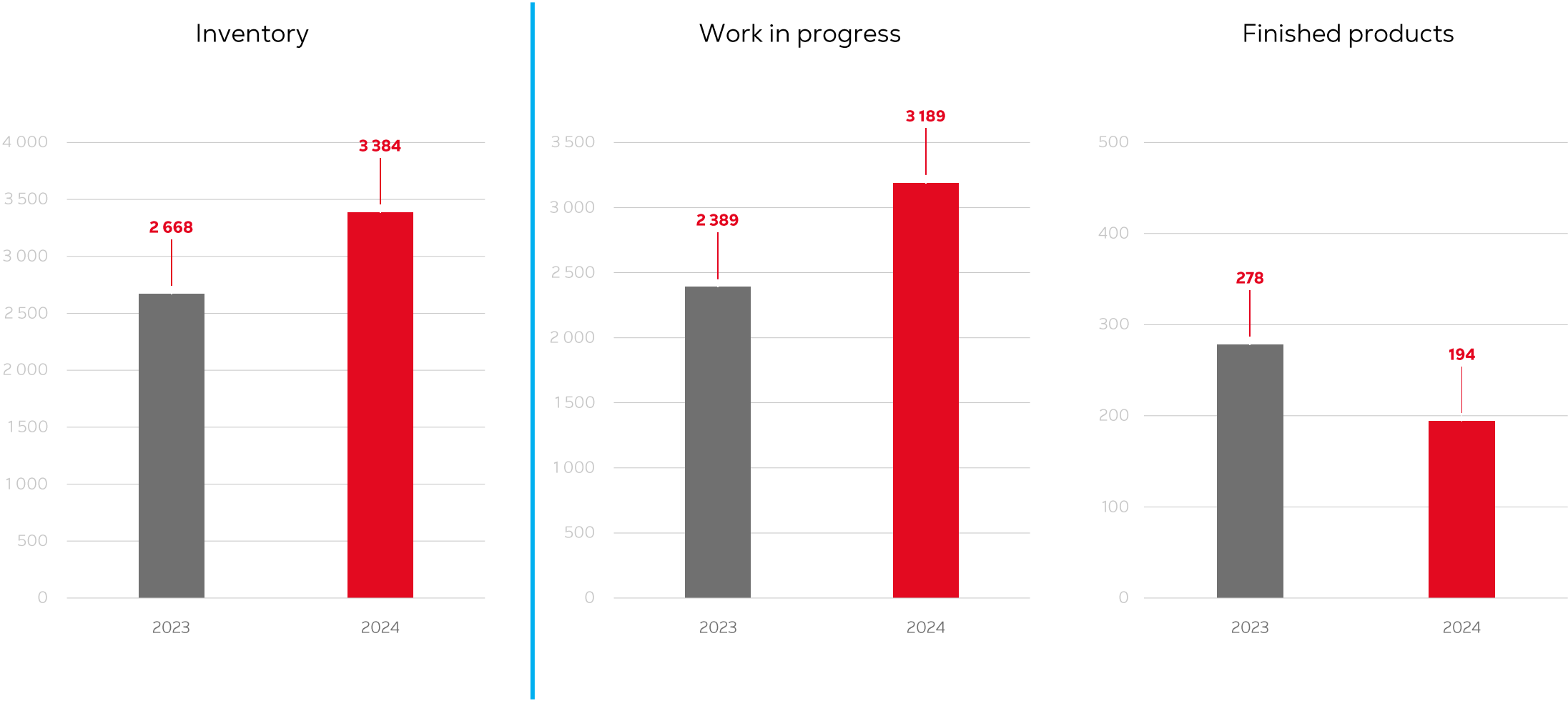
Equity in PLN million



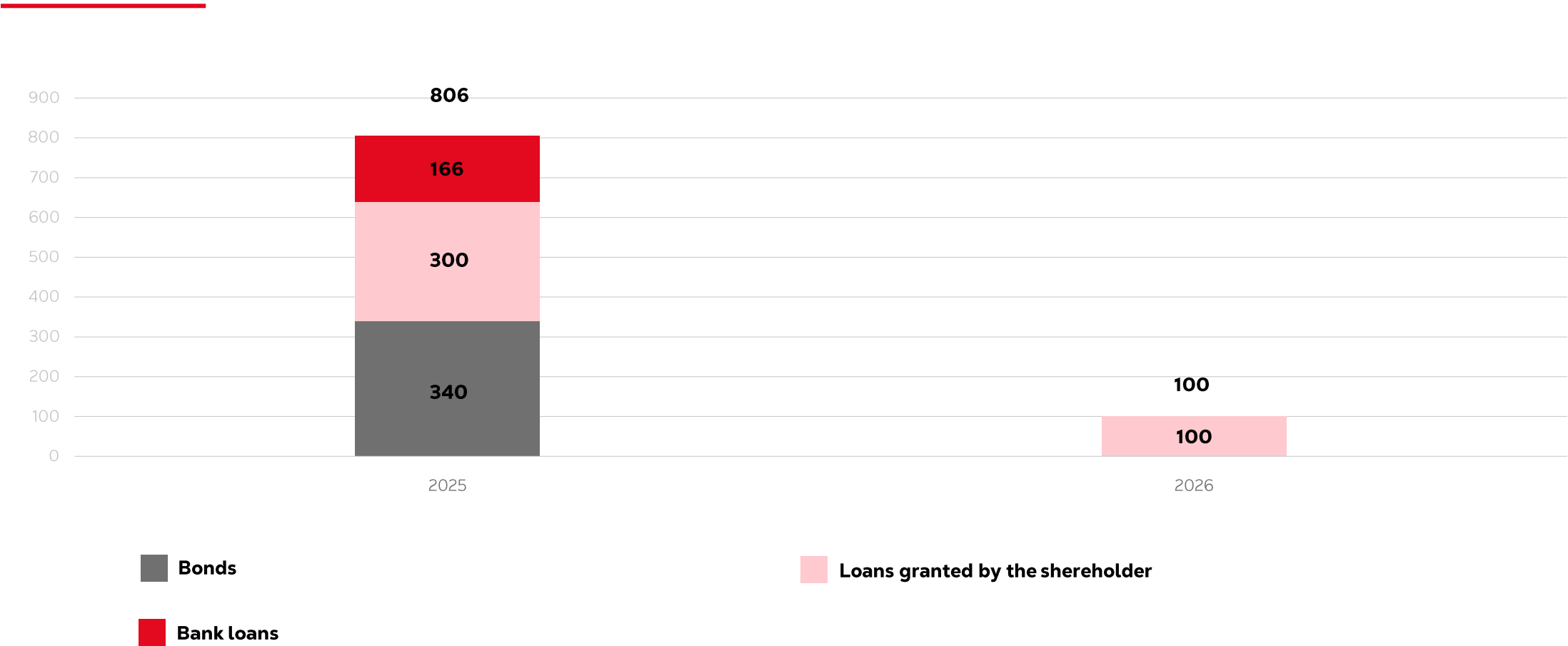
Main items of the financial results in PLN million



Consolidated financial results in PLN million

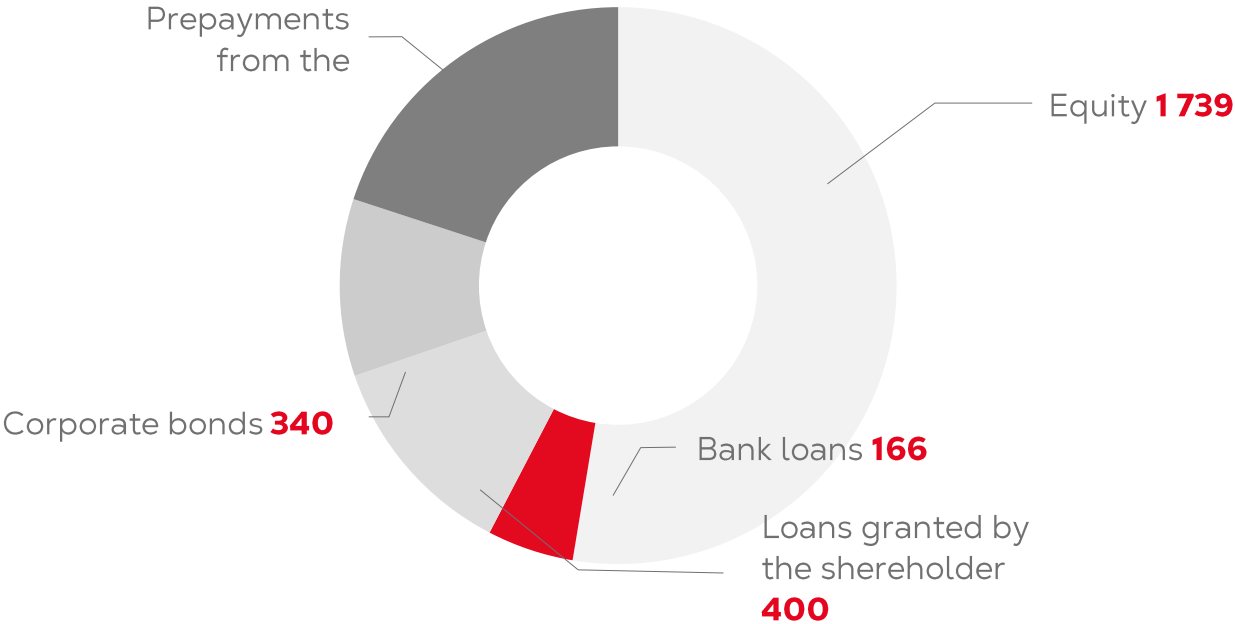


Structure of debt maturity as at 31.12.2024



- After 31.12.2024r. Bonds in the amount of PLN 130 milion were issued
- After 31.12.2024r. a loan was reciver from the main shareholder int the amoun of PLN 100 million.

Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 31.12.2024

Equity	1 739
Loans granted by the shereholder	166
Corporate bonds	400
Bonds acquired by the shareholder	340
Prepayments from customers	660

Our achievements

- Start of construction works for 27 projects (5,141 flats)
- Sales launched for 24 investments (4,739 flats)
- Construction works finalised for 11 investments (2,075 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**

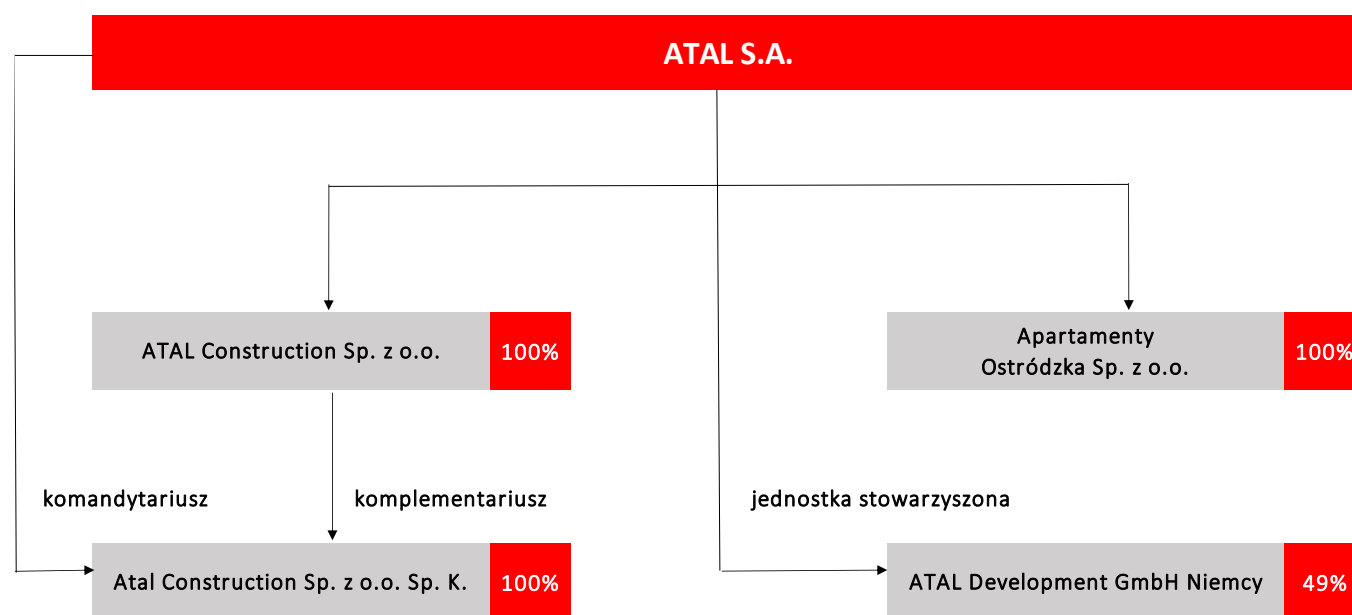


**32,903
APARTMENTS SOLD**



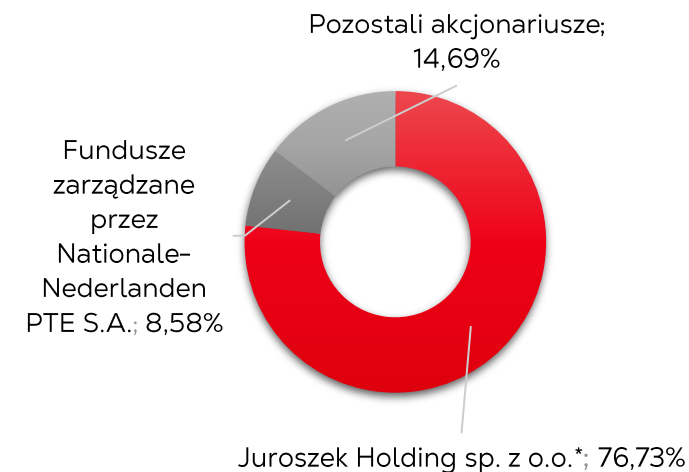
**1,912,987
TOTAL AREA OF FLATS SOLD**

Capital Group

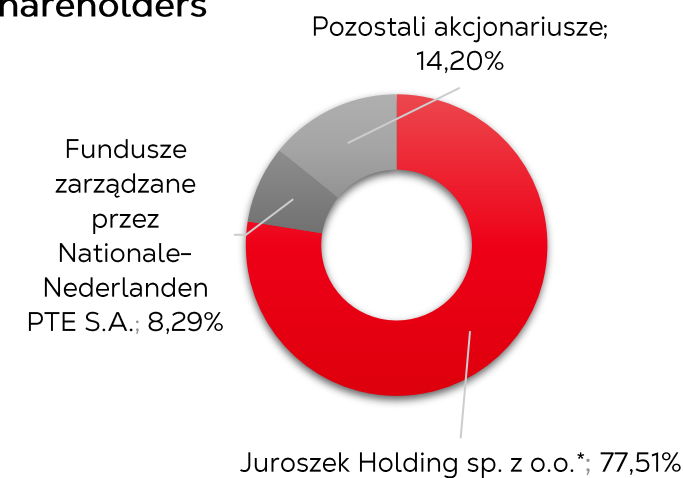


Juroszek Holding Sp. z o.o., in which 100% of shares is possessed by Zbigniew Juroszek, the founder and the president of the company. The Zbigniew Juroszek FR Foundation, founded by Zbigniew Juroszek

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

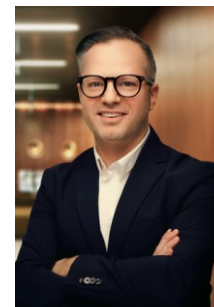
**Vice-President
of ATAL S.A.**

- With ATAL S.A. for 10 years
- In charge of formal and legal issues related to ATAL S.A. Group's business
- 16 years of professional experience, including 15 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 8 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 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	415	II kw. 2024
Przewóz 42 II	Kraków	126	III kw. 2024
Warszawska 58a	Warszawa	82	III kw. 2024
Krakowska 35 - Aparthotel	Wrocław	131	III kw. 2024
Nowy Targówek VI	Warszawa	111	III kw. 2024
Kowale Apollina II	Gdańsk	180	III kw. 2024
Akacyjowa Wita	Kraków	102	III kw. 2024
Żerniki na Novo III	Wrocław	300	IV kw. 2024
Francuska Park VIIIA b. 2 i 3	Katowice	290	IV kw. 2024
Osiedle Przyjemne III	Gdańsk	79	IV kw. 2024
Idea Swarzędz II	Poznań	237	IV kw. 2024
Osiedle Przyjemne IV	Gdańsk	111	IV kw. 2024
TOTAL		4 739	

Projects completed as at 31.12.2024

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
Zacisze Marcelin II	Poznań	333	III kw. 2024
Skwer Harmonia	Kraków	152	IV kw. 2024
Nowe Miasto Polesie IVa	Łódź	211	IV kw. 2024
RAZEM		2 075	



Investor relationships

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