

Summary of results for 2021

March 21, 2022



OGÓLNOPOLSKI
DEWELOPER

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Agenda

1	OPERATING ACTIVITIES	
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
2	CONSOLIDATED FINANCIAL RESULTS	
1.	Profit and loss account	18
2.	Ballance sheet	21
3.	Structured of debt maturity	24
4.	Business financing sources	25
3	OUR ACHIEVEMENTS	26
4	APPENDIX	
1.	Capital group and shareholders structure	29
2.	Management Board	30
3.	Investments introduction to sale	31
4.	Project completed	32

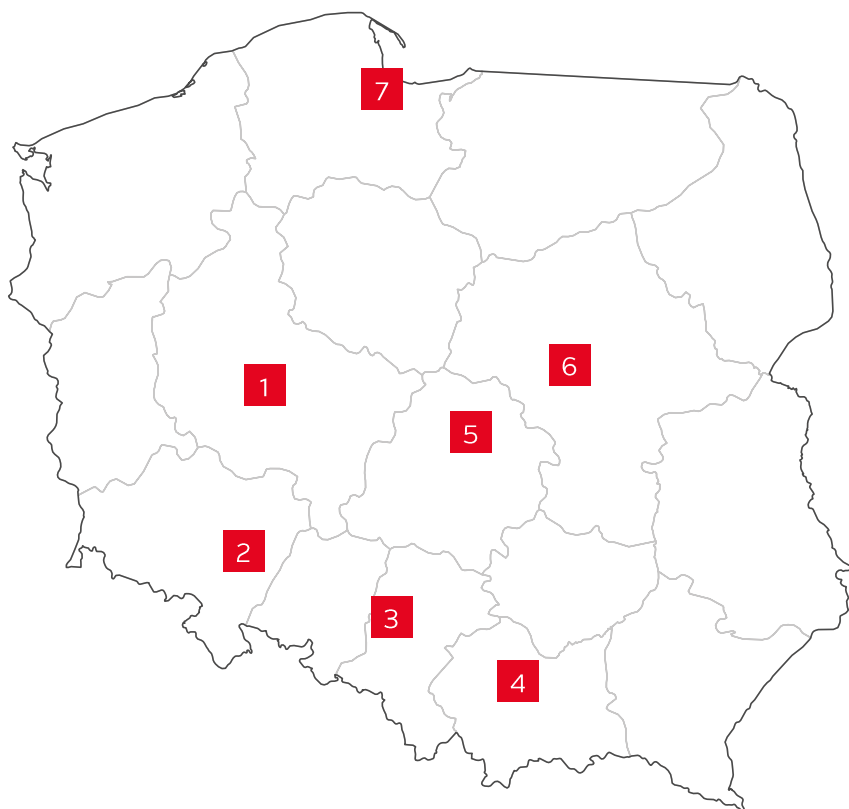


1

Operating activities



Investments in progress and in the pipeline



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

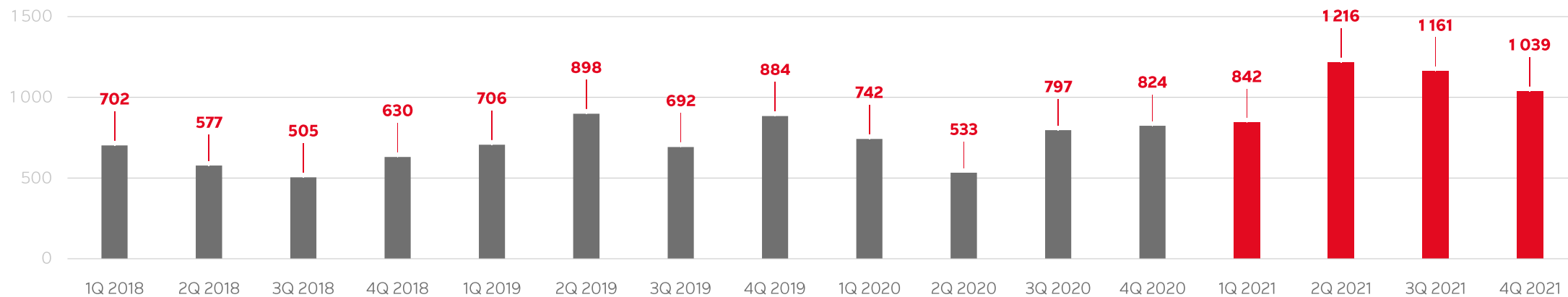
SUMMARY

PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progres	4	1 096	59 650
Planned	5	2 224	121 200
In progres	8	1 797	99 792
Planned	2	399	20 114
In progres	5	1 598	96 002
Planned	4	2 342	129 056
In progres	5	585	32 300
Planned	6	1 779	97 416
In progres	5	918	52 752
Planned	3	598	33 668
In progres	4	373	22 358
Planned	7	1 236	66 954
In progres	6	959	59 952
Planned	3	491	26 926
In progress	37	7 326	422 806
Planned	30	9 069	495 334

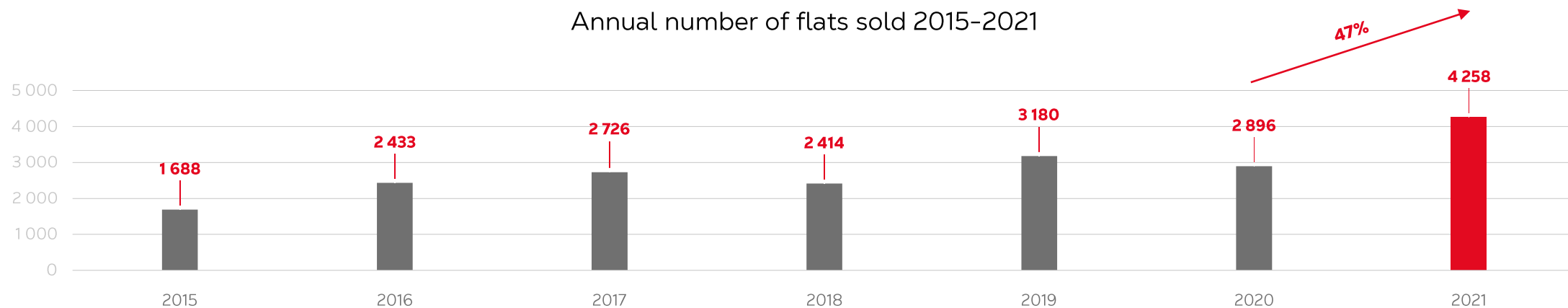
* TSA - total saleable area

Sales of flats

Number of flats sold as divided by quarters

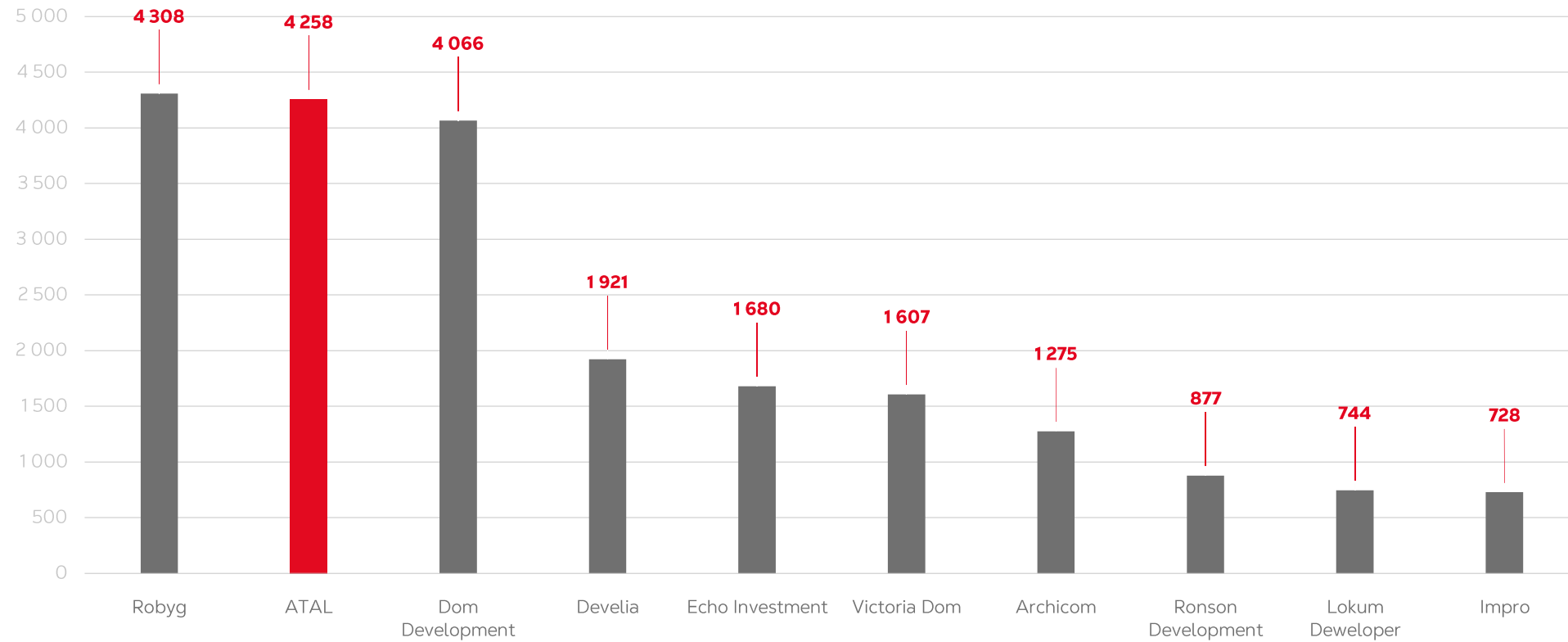


Annual number of flats sold 2015-2021



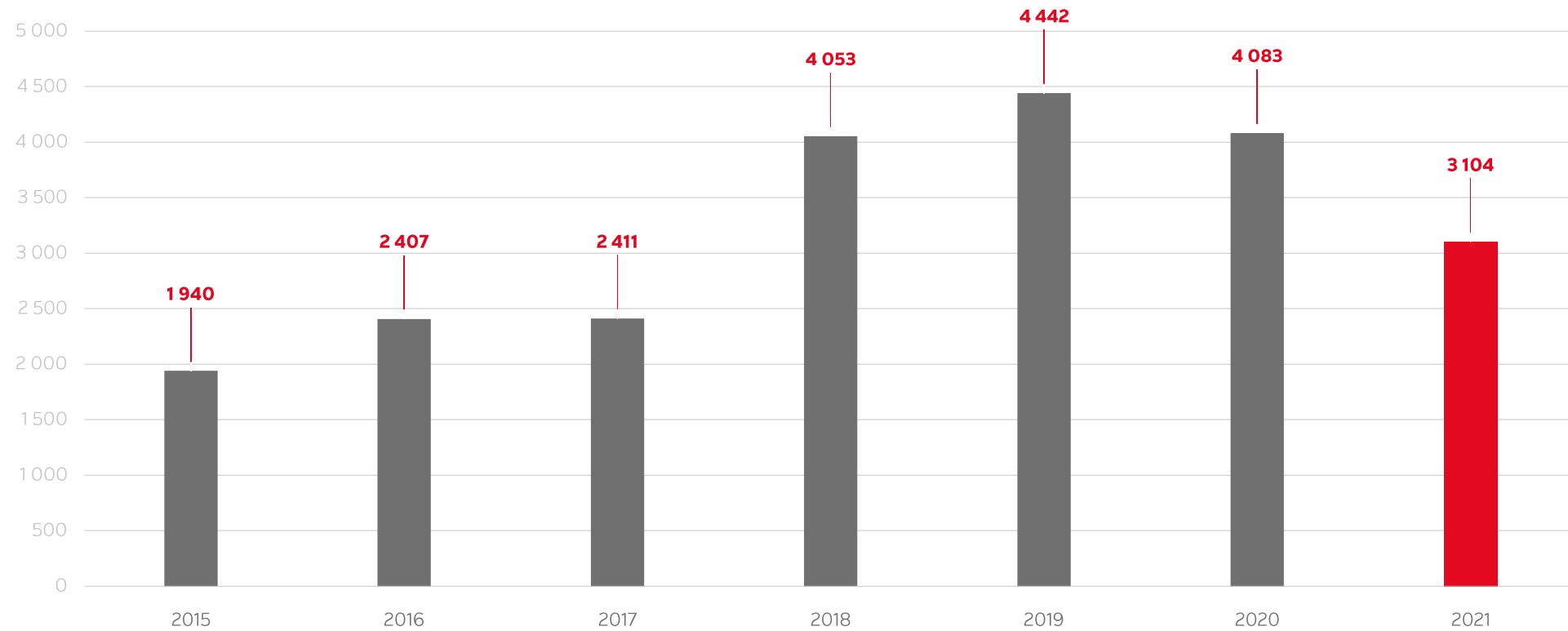
Sales of flats

Number of flats sold compared to competitors in 2021



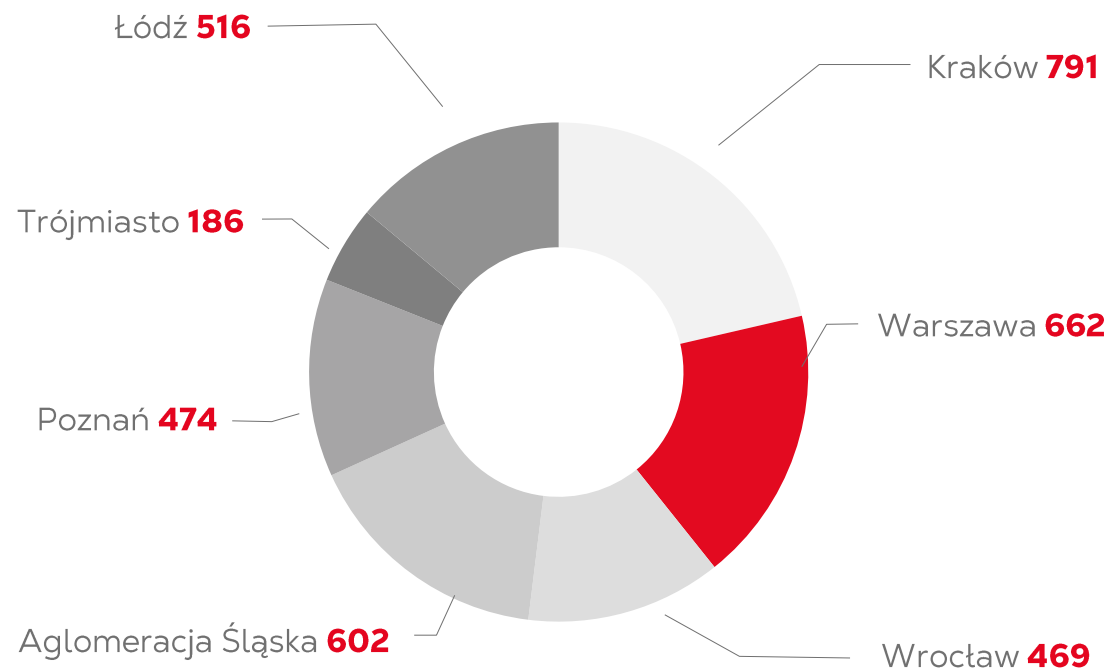
Offer

Number of flats offered in years 2015-2021



Handovers volume in 2021

Number of handed over flats by city

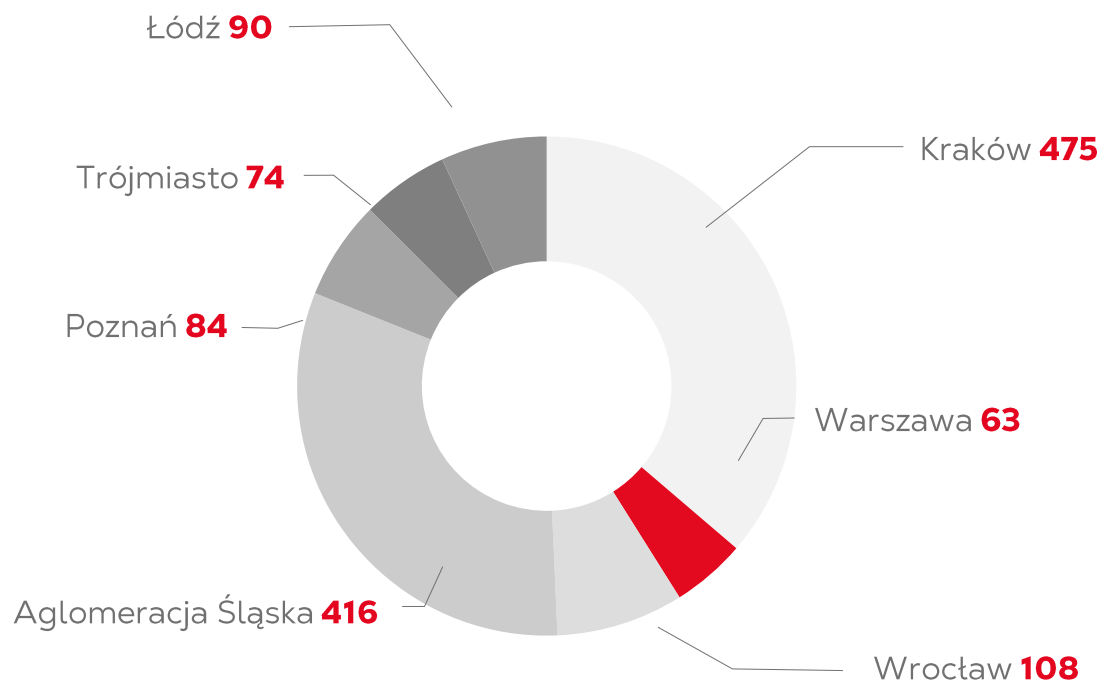


Handovers volume in 2021

CITY	APARTMENTS / SERVICE PREMISES
Kraków	791
Warszawa	662
Wrocław	469
Aglomeracja Śląska	602
Poznań	474
Trójmiasto	186
Łódź	516
Total	3 700

Handovers volume in 4Q 2021

Number of handed over flats by city

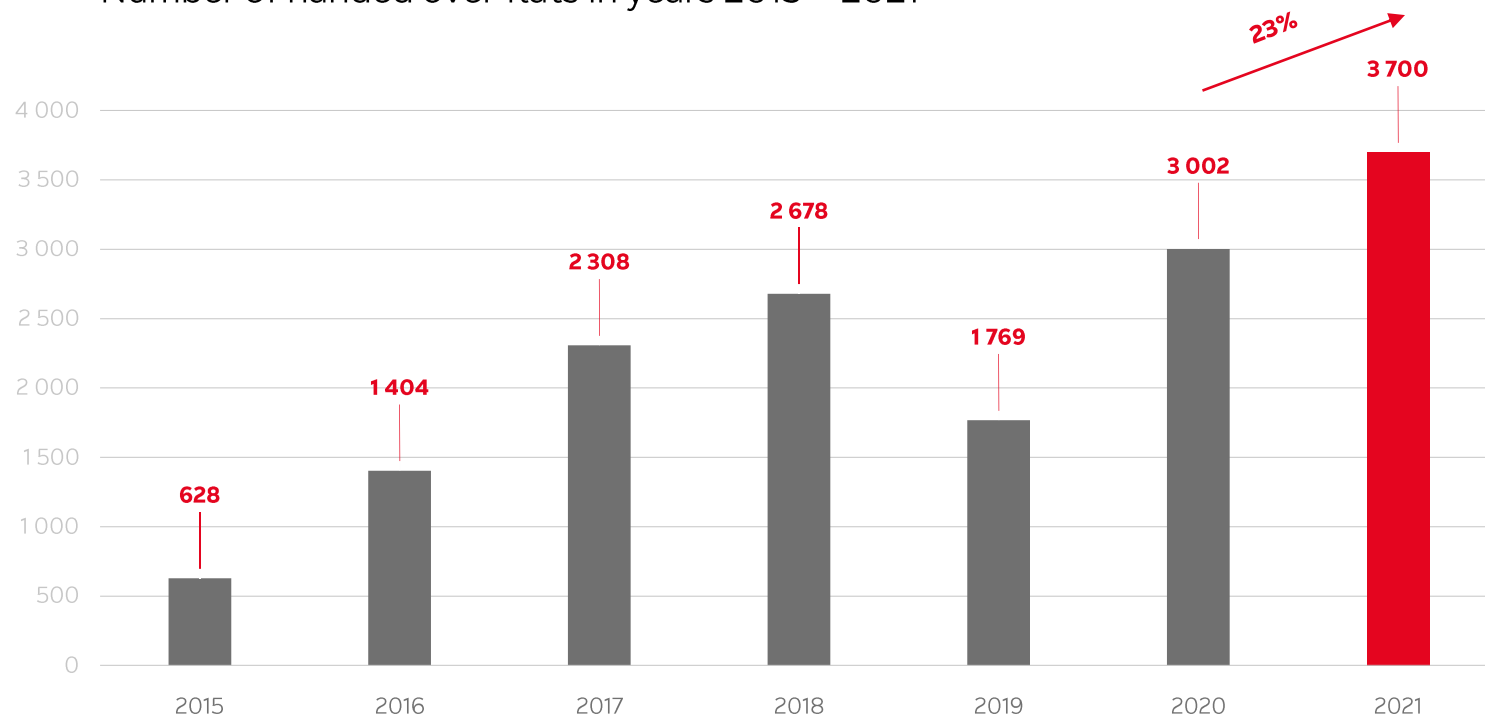


Handovers volume in 2021

CITY	APARTMENTS / SERVICE PREMISES
Kraków	475
Warszawa	63
Wrocław	108
Aglomeracja Śląska	416
Poznań	84
Trójmiasto	74
Łódź	90
Total	1 310

Handovers volume in 2021

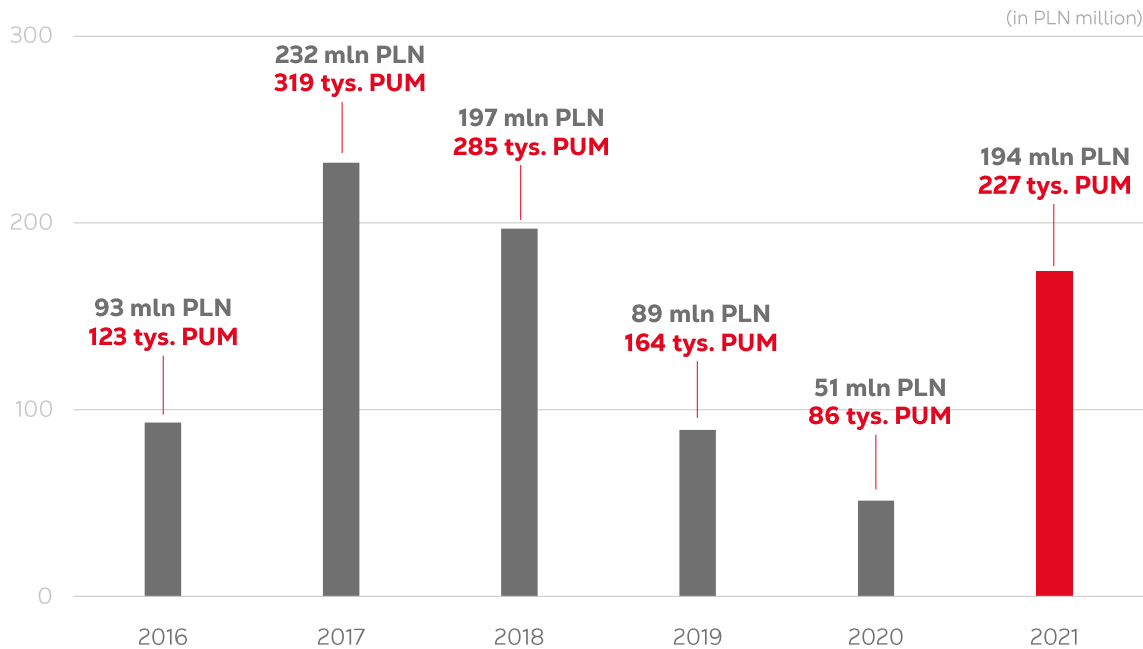
Number of handed over flats in years 2015 – 2021



YEAR	TSA thou. m2
2015	37,1
2016	81,8
2017	135,1
2018	157,4
2019	98,4
2020	164,7
2021	213,5

New lands

Funds allocated to land purchase in years 2016 – 2021



Land acquired in the Group in 2021

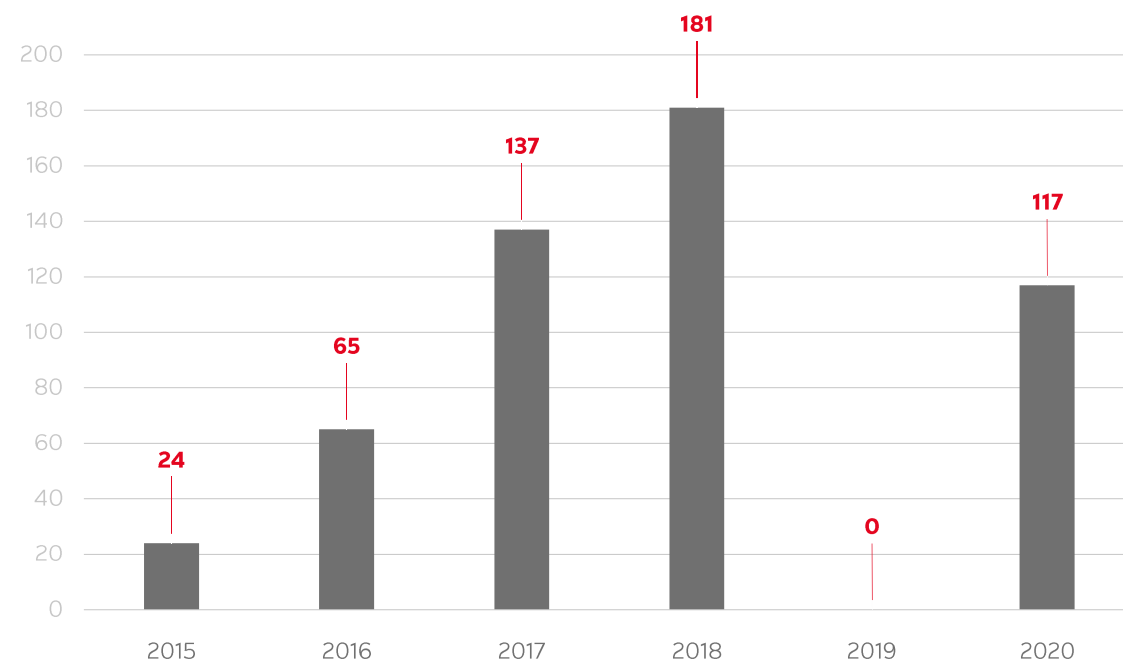
- Poznań
- Katowice
- Kraków –6 plots
- Warszawa
- Piotrków Trybunalski

The average price of purchase of usable area was 851 PLN/m²

ATAL's land bank allows for implementation of projects for the total usable area of approximately 495 thou. m²

Dividend

Number of handed over flats in years 2015 – 2021



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

PLN 524 million

Handovers in 2021– projects under construction and completed as at 31.12.2021

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)
Nowa Grochowska II	Warszawa	6 489	115	113	I kw./Q 2021
Nowa Grochowska III	Warszawa	7 381	114	114	I kw./Q 2021
ATAL Kliny Zacisze IV	Kraków	5 311	98	98	I kw./Q 2021
Apartamenty Drewnowska 43 etap III	Łódź	5 187	84	78	I kw./Q 2021
ATAL Residence Zabłocie III	Kraków	13 225	197	187	I kw./Q 2021
Apartamenty Ostródzka I	Warszawa	6 619	124	123	I kw./Q 2021
Apartamenty Dmowskiego	Poznań	17 116	294	280	II kw./Q 2021
Aleja Pokoju II biurowiec	Kraków	7 302	10	-	II kw./Q 2021
Krakowska II biurowiec	Wrocław	12 345	13	-	II kw./Q 2021
ATAL Oporów	Wrocław	7 850	136	136	II kw./Q 2021
Modern Tower	Gdańsk	15 212	291	192	III kw./Q 2021
Nowe Miasto Jagodno I	Wrocław	10 911	187	163	III kw./Q 2021
Nowe Miasto Polesie I	Łódź	8 610	142	139	III kw./Q 2021
Sokolska 30 Towers	Katowice	20 065	282	275	III kw./Q 2021
Apartamenty Dmowskiego II	Poznań	9 320	166	156	III kw./Q 2021
Apartamenty Przybyszewskiego 64 II	Kraków	16 477	299	298	III kw./Q 2021
Apartamenty Przybyszewskiego 64 III	Kraków	2 560	47	46	III kw./Q 2021
Chojny Park V	Łódź	5 498	96	94	III kw./Q 2021
ATAL Aleja Pokoju III A	Kraków	7 388	126	125	IV kw./Q 2021
Apartamenty Karolinki I	Katowice	14 548	255	248	IV kw./Q 2021
Nowe Miasto Jagodno II	Wrocław	6 767	114	102	IV kw./Q 2021
ATAL Aleja Pokoju IV	Kraków	9 800	148	147	IV kw./Q 2021
TOTAL		215 981	3 338	3 114	

Number of flats not transferred as at 31.12.2021: 756

Sales contracting 93%

Potential of handover in 2022 – projects under construction as at 31.12.2021

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL Warta Towers	Poznań	19 433	367	346	I kw./Q	2022
ATAL Bosmańska	Gdańsk	6 157	107	98	I kw./Q	2022
Ptasia 20	Poznań	17 761	298	270	I kw./Q	2022
Nowe Miasto Młyn Różanka	Wrocław	8 207	123	122	II kw./Q	2022
Nowe Miasto Jagodno III	Wrocław	17 111	295	271	II kw./Q	2022
Nowe Miasto Polesie II	Łódź	9 221	152	149	II kw./Q	2022
ATAL Aleja Pokoju III B	Kraków	13 905	248	229	II kw./Q	2022
Śląska 12	Gdańsk	3 897	112	76	II kw./Q	2022
ATAL Residence Przemysłowa 1	Kraków	1 699	25	-	II kw./Q	2022
Apartamenty Drewnowska 43 IV	Łódź	12 088	226	208	II kw./Q	2022
Przystań Letnica II	Gdańsk	12 813	202	170	III kw./Q	2022
Apartamenty Przybyszewskiego 64 IV	Kraków	4 883	76	70	III kw./Q	2022
Bartycka 49 Apartamenty	Warszawa	5 299	79	64	III kw./Q	2022
Nowe Miasto Jagodno IV	Wrocław	13 241	227	148	III kw./Q	2022
ATAL City Square II	Wrocław	6 620	117	-	III kw./Q	2022
ATAL City Square I	Wrocław	16 896	366	192	III kw./Q	2022
Francuska Park VI	Katowice	10 046	182	68	IV kw./Q	2022
TOTAL		179 277	3 202	2 481		

Sales contracting 77%

Potential of handover in 2023 – projects under construction as at 31.12.2021

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)
Apartamenty Karolinki II	Katowice	14 140	272	227	I kw. 2023
Nowe Miasto Jagodno V	Wrocław	11 337	199	-	I kw. 2023
Masarska II	Kraków	5 796	115	15	I kw. 2023
Osiedle Poematu	Warszawa	10 011	164	88	I kw. 2023
Zakątek Dąbie	Kraków	6 017	121	-	II kw. 2023
Zacisze Marcelin Ia	Poznań	10 677	212	158	II kw. 2023
Ostródzka II	Warszawa	3 863	70	-	II kw. 2023
Bursztynowa Zatoka I	Gdańsk	8 094	152	118	II kw. 2023
Zacisze Marcelin Ib	Poznań	11 779	219	25	II kw. 2023
Nowe Miasto Różanka Młynarska (VII)	Wrocław	10 846	194	13	II kw. 2023
Nowe Miasto Polesie III a	Łódź	10 967	180	72	II kw. 2023
ATAL Sky +	Katowice	20 545	325	26	II kw. 2023
Przystań Letnica III	Gdańsk	19 440	232	230	IV kw. 2023
Francuska Park VII	Katowice	17 991	323	75	IV kw. 2023
ATAL Aura	Łódź	8 906	156	74	IV kw. 2023
Strefa Cegielnia	Kraków	7 482	144	-	IV kw. 2023
TOTAL		177 890	3 078	1 121	

Sales contracting 36%

Potential of planned projects after 2024

Potential of transfers 2024+ (projects launched and being prepared to be launched in years 2022-2023)

CITY	NUMBER OF PROJECTS/STAGES	PLANNED TSA (M2)	NUMBER OF FLATS (PROJECTION)
Trójmiasto (Tri-City)	4	36 478	645
Wrocław	3	35 648	675
Warszawa	8	70 139	1 296
Katowice	5	162 336	2 838
Łódź	4	45 237	802
Kraków	5	89 934	1 635
Poznań	5	121 200	2 224
TOTAL	34	560 972	10 115

2

Consolidated financial results

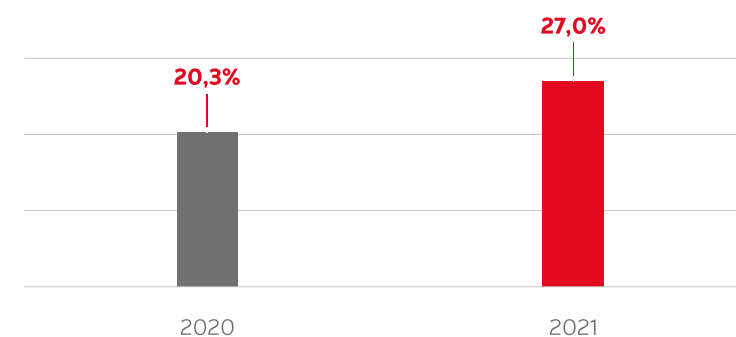


Consolidated financial results

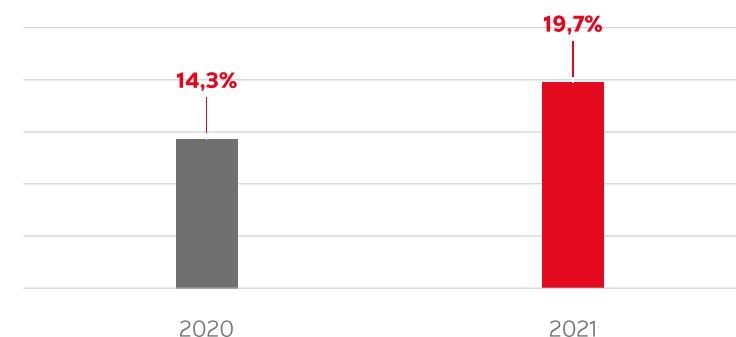
Profit and loss account

PLN THOU.	31.12.2021	31.12.2020	VAR.
Revenues from sale of products, goods and materials	1 679 193	1 167 354	44%
Costs of products, goods and materials sold	1 225 735	929 880	32%
Gross result of sale	453 458	237 474	91%
Costs of sale	15 955	14 078	13%
Costs of general management	21 498	18 680	15%
Remaining operational revenues	6 578	9 447	-30%
Remaining operational costs	5 550	5 657	-2%
Result of the operational activity	417 033	208 506	100%
Financial revenues	6 457	3 460	87%
Financial costs	7 001	11 711	-40%
Gross result	416 489	200 255	108%
Income tax	85 300	32 800	160%
Net result	331 189	167 455	98%
Profit per share	8,55	4,32	98%

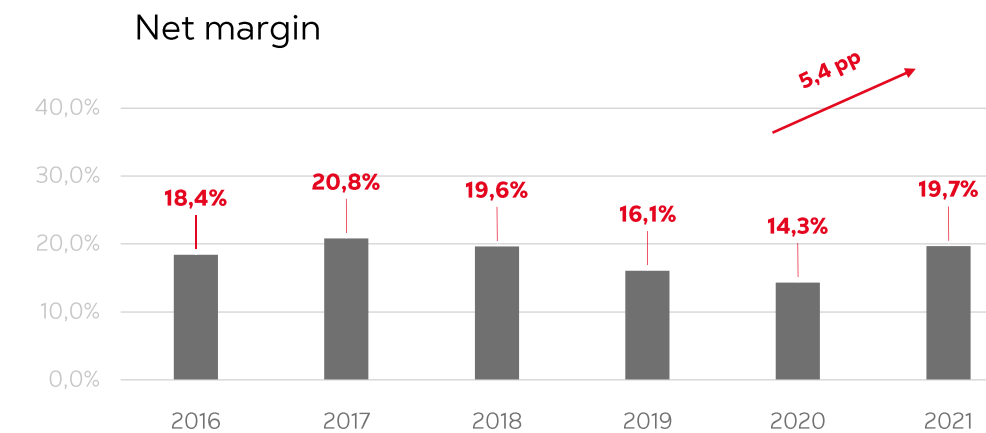
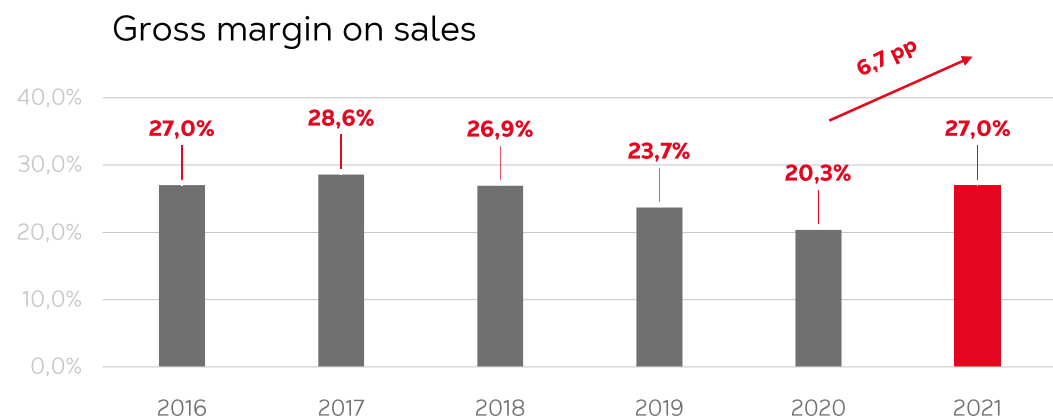
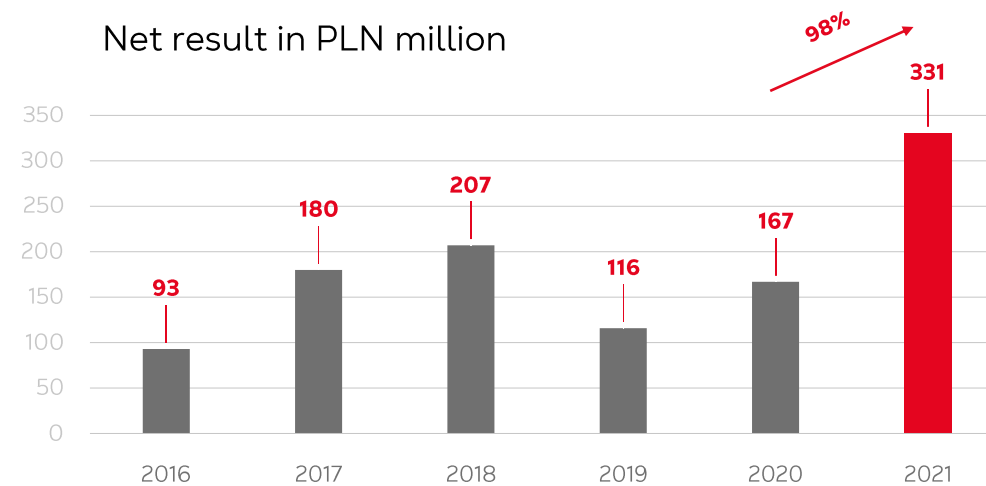
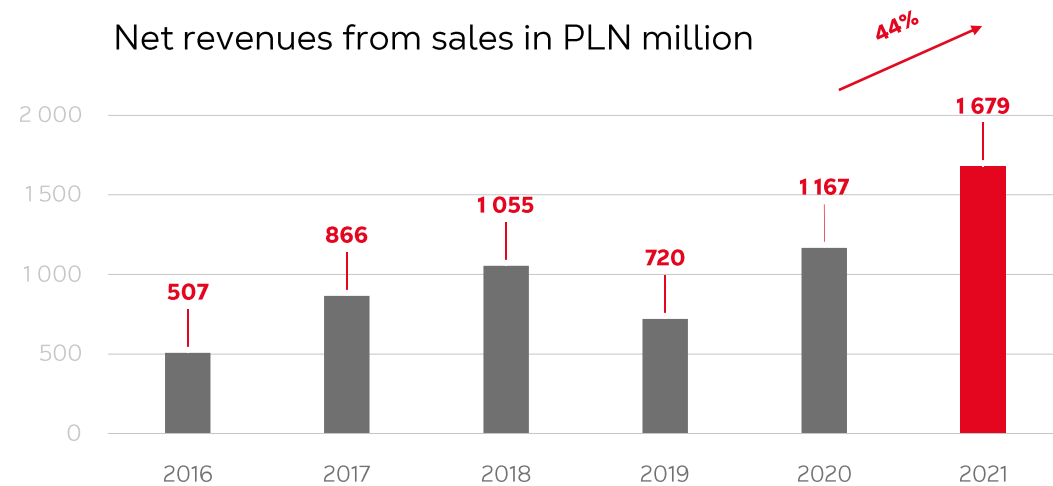
Gross margin on sales



Net margin

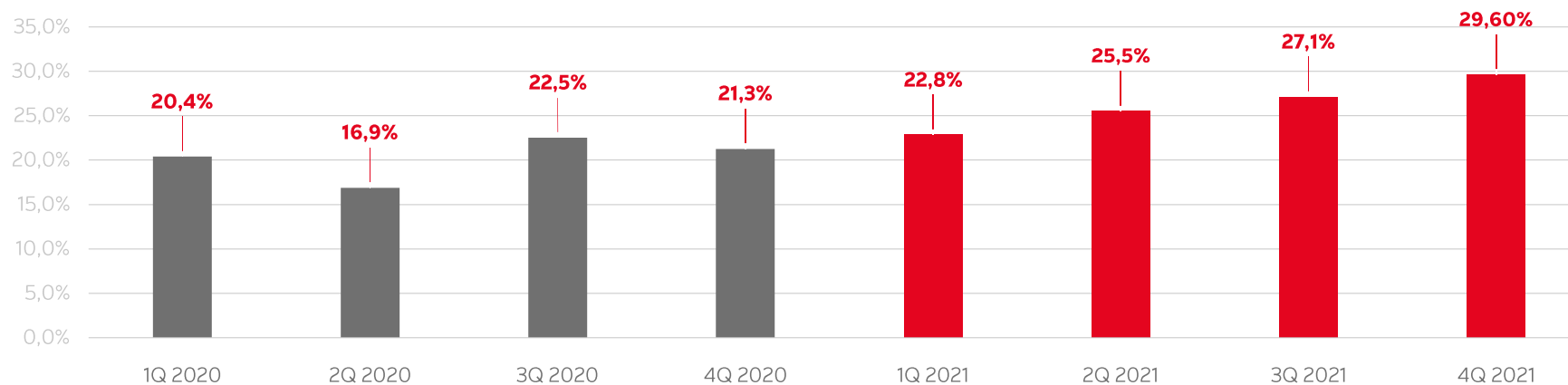


Consolidated financial results

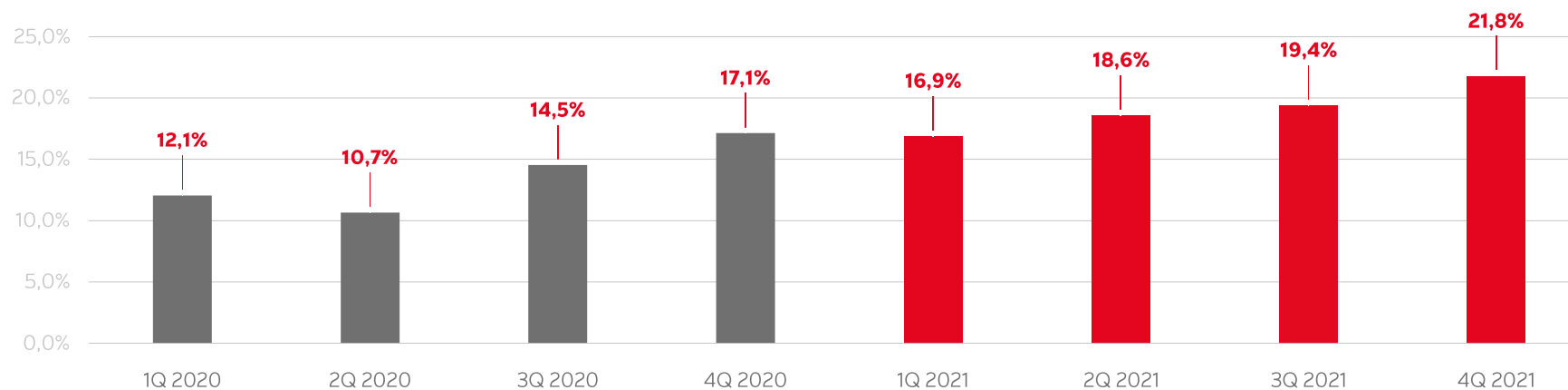


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters



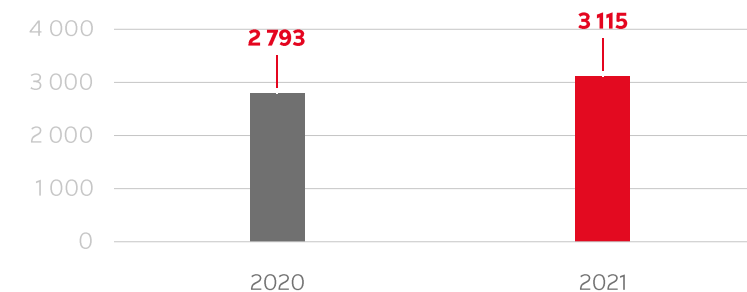
Consolidated financial results

Balance sheet

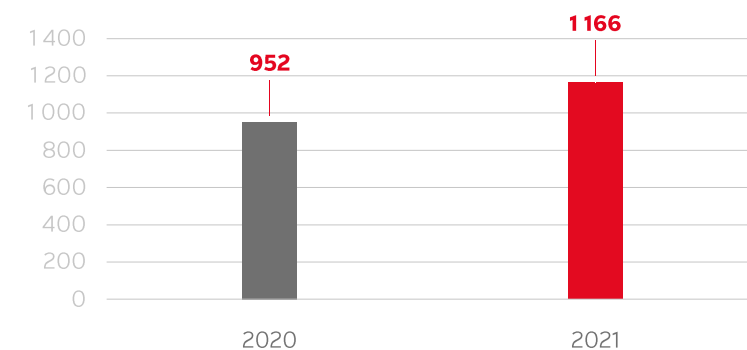
PLN THOU.	31.12.2021	31.12.2020	VAR.
Assets in total	3 115 470	2 792 686	12%
Fixed assets	203 002	185 987	9%
Current assets	2 912 468	2 606 699	12%
Liabilities and capital in total	3 115 470	2 792 686	12%
Equity	1 165 691	951 788	22%
Liabilities in total	1 949 779	1 840 898	6%
Long term liabilities	893 527	694 896	29%
Short term liabilities	1 056 252	1 146 002	-8%

PLN THOU.	31.12.2021	31.12.2020
Net Debt Ratio for the Group*	0,07	0,38

Assets in total in PLN million

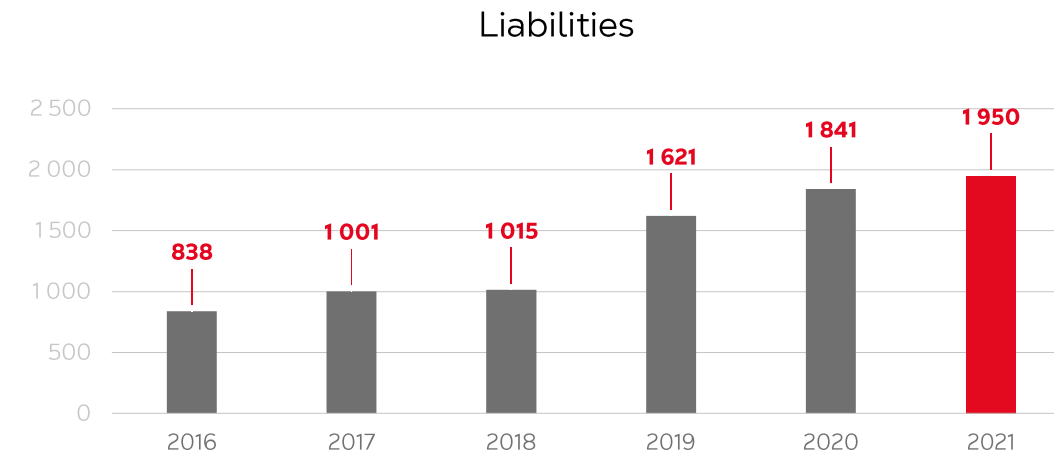
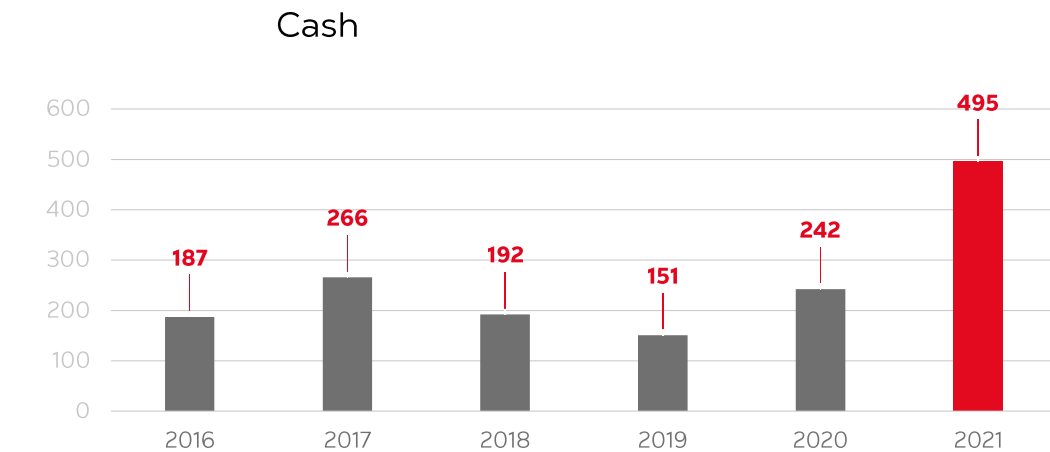
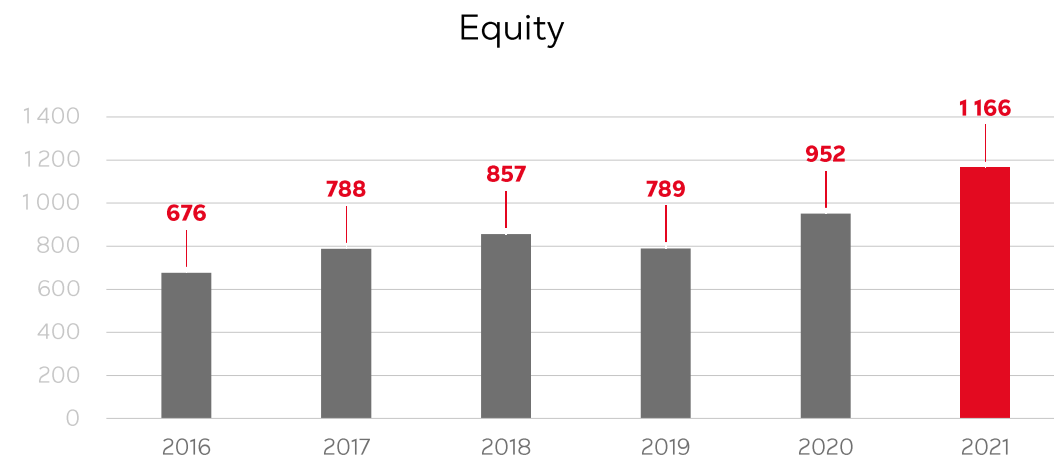
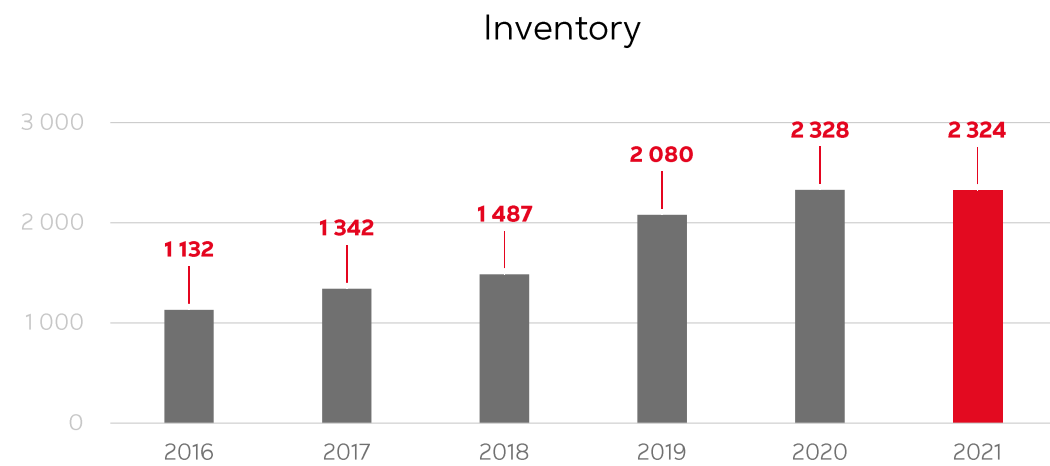


Equity in PLN million

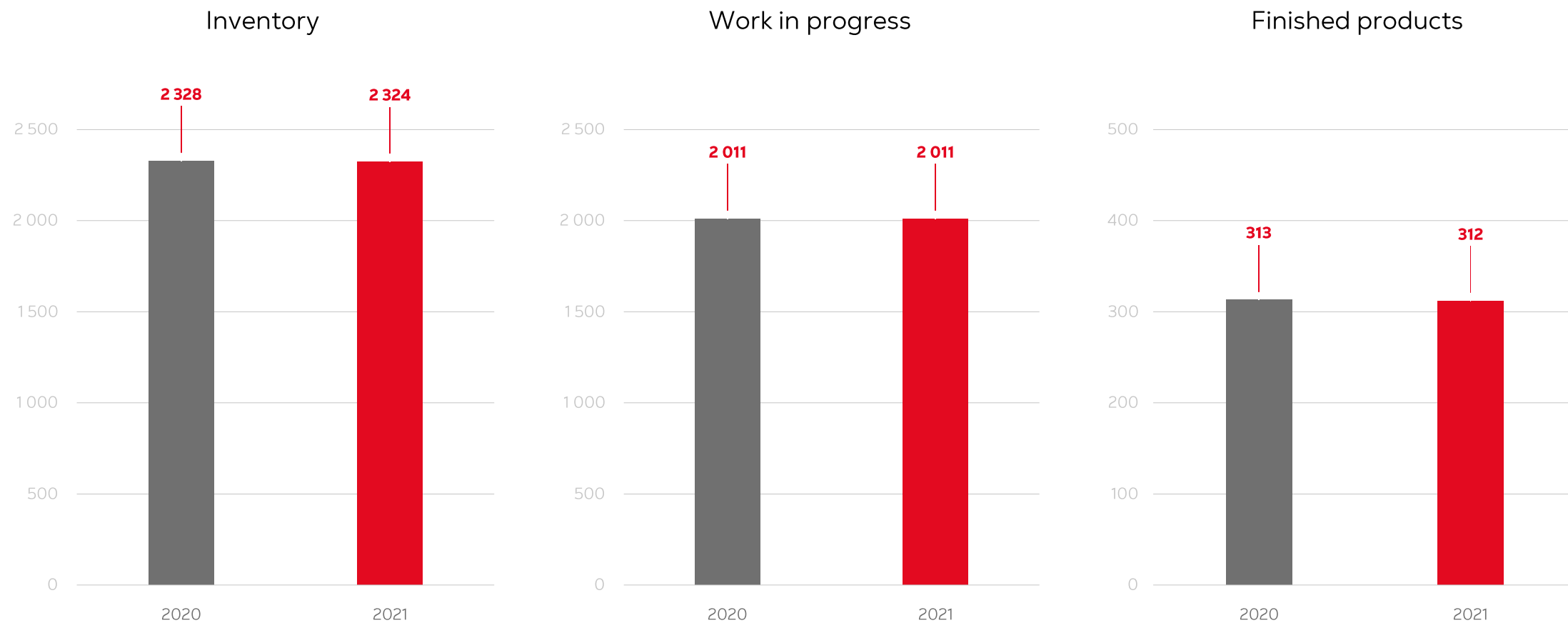


* a one-off change in the assumptions of the Company's Dividend Policy, which only applied to the payment of dividends from the net result for the financial year ended on 31.12.2019. Resignation from paying dividends due to the outbreak of the COVID-19 coronavirus pandemic and its unpredictable consequences for the economy. ATAL S.A. allocated the Company's net result for 2019 in the amount of PLN 112 million entirely to the Company's supplementary capital.

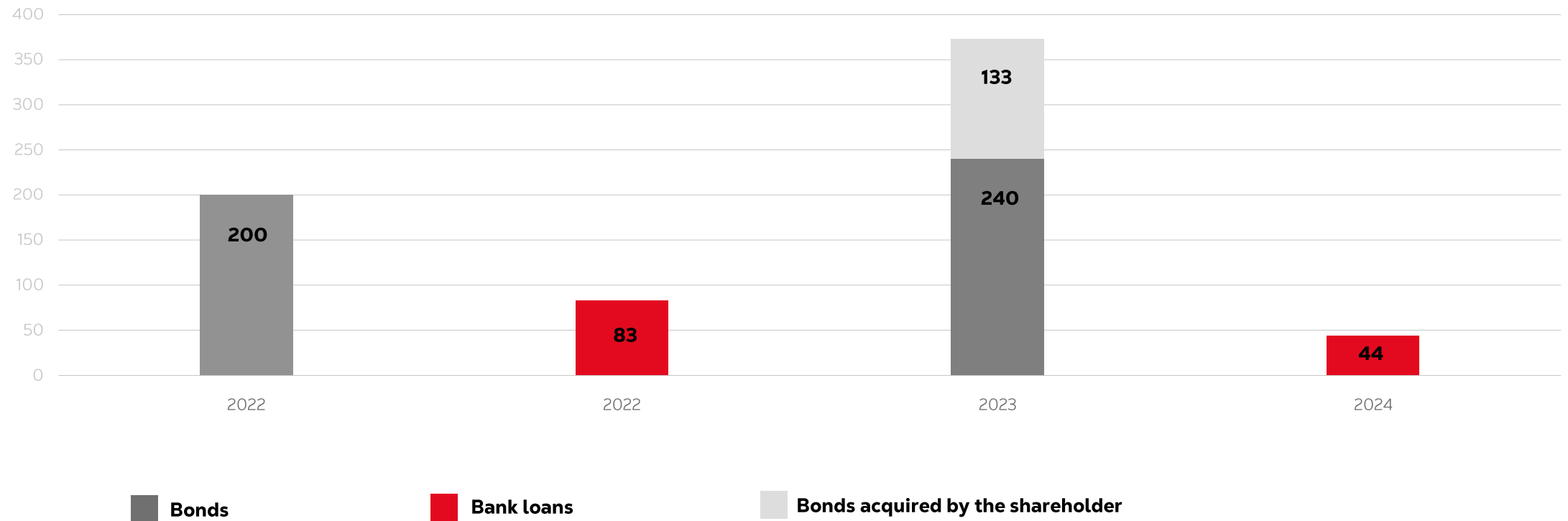
Main items of the financial results in PLN million



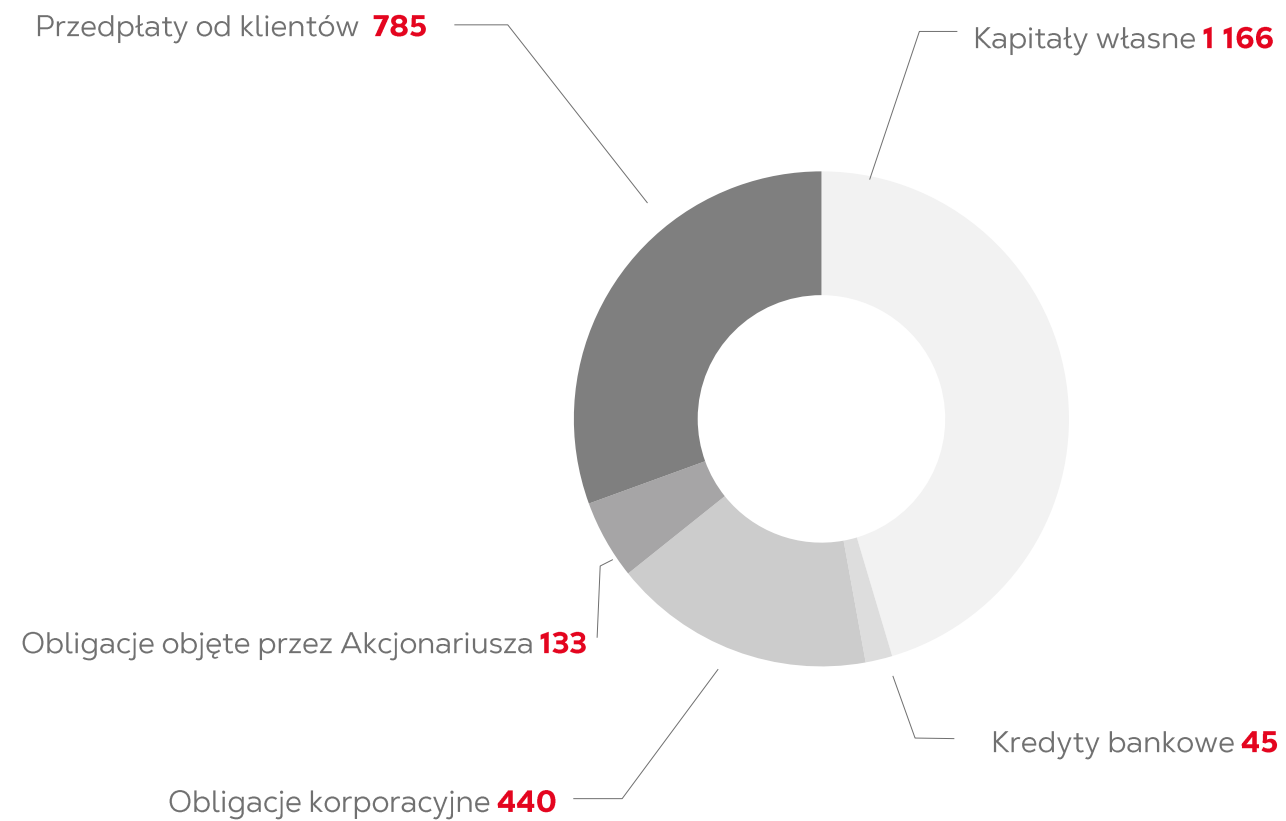
Consolidated financial results in PLN million



Structure of debt maturity as at 31.12.2021



Business financing sources in PLN million

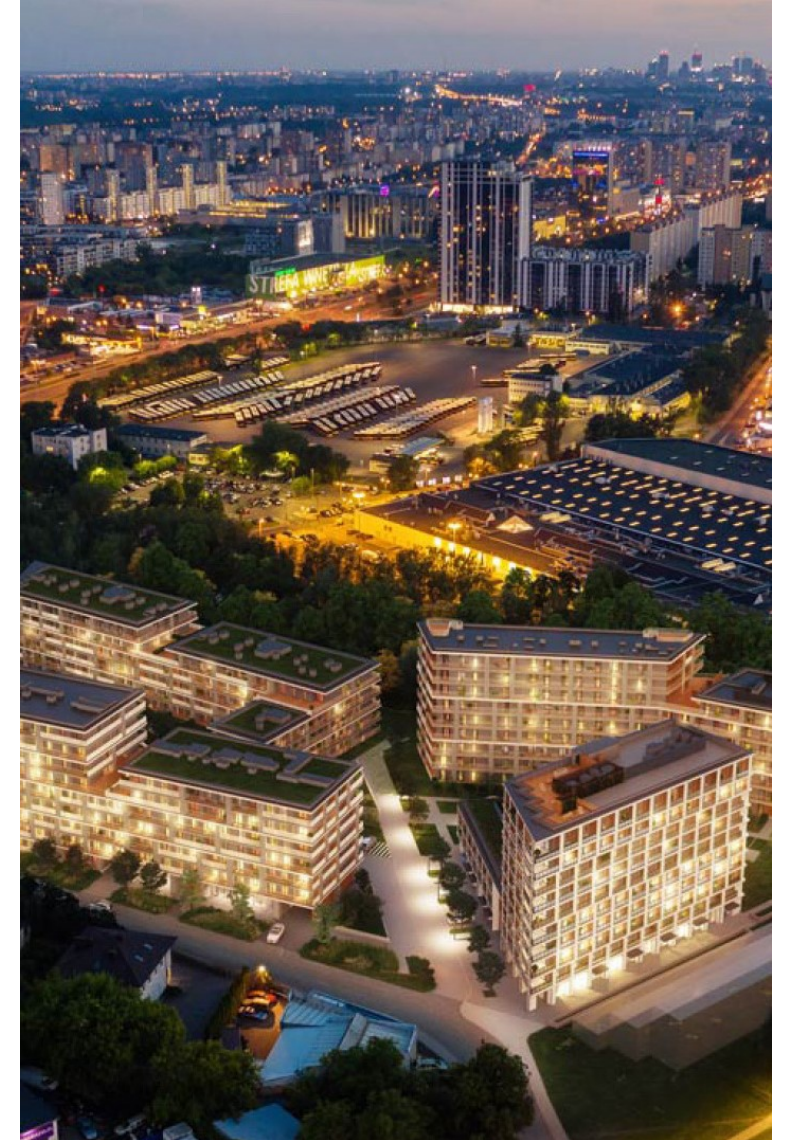


BUSINESS FINANCING SOURCES AS AT 31.12.2021

Equity	1 166
Bank loans	45
Corporate bonds	440
Bonds acquired by the shareholder	133
Prepayments from customers	785

Our achievements

- Start of construction works for 17 projects (3,743 flats)
- Sales launched for 18 investments (3,304 flats)
- Construction works finalised for 20 investments (3,080 flats)
- Great sale in 2021: 4,258 flats
- Handovers volume in 2021: 3,700 flats
- 37 investments (7,326 flats) are currently under construction
- Number of currently offered: 3,104 flats
- Redemption of bonds with a total value of PLN 384 million
- Bond issue in April and October with a value of PLN 240 million



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**

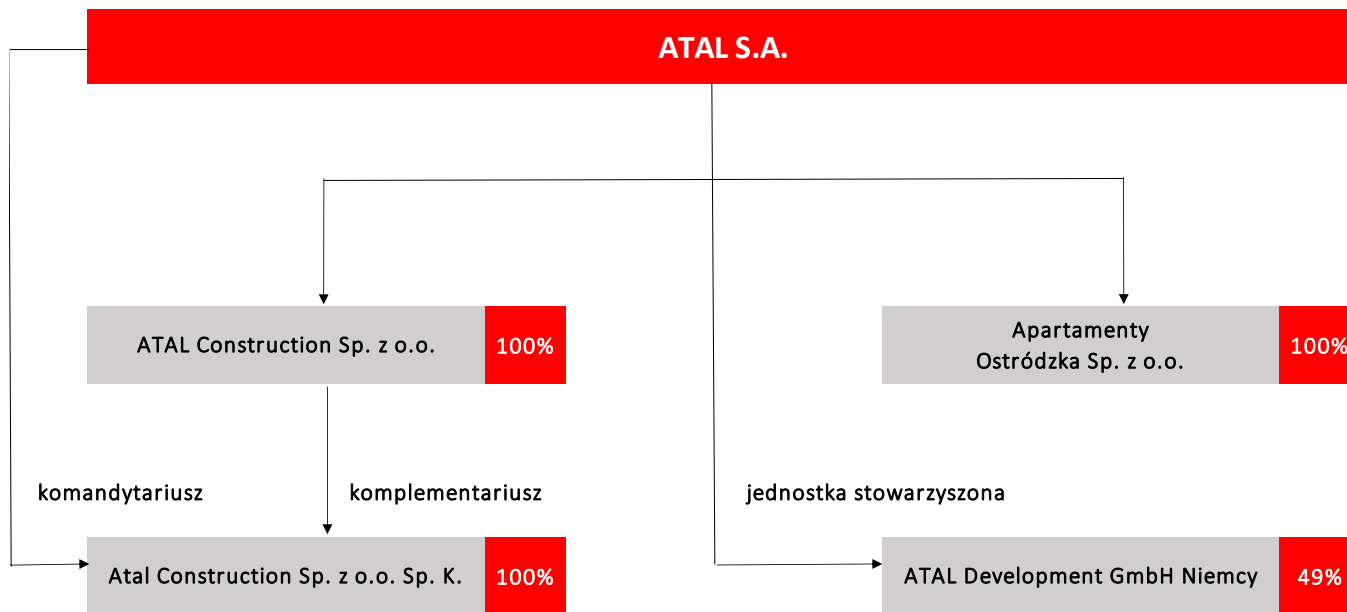


**21,952
APARTMENTS SOLD**



**1.278,295
TOTAL AREA OF FLATS SOLD**

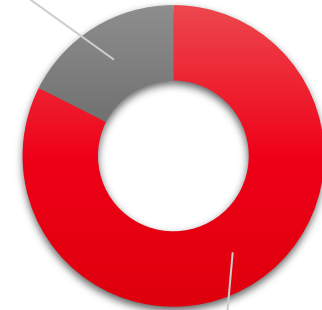
Capital Group



* 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

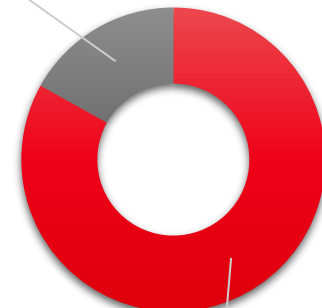
Pozostali akcjonariusze; 17,56%



Juroszek Holding sp. z o.o.*; 82,44%

Podział głosów na WZ

Pozostali akcjonariusze; 16,91%



Juroszek Holding sp. z o.o.*; 83,09%

Management Board



Zbigniew Jurozek – President of the Management Board

- 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. in charge of Legal and Administration

- With ATAL S.A. for 7 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 Board

- With ATAL S.A. for 5 years
- Responsible for issues related to sales, marketing and PR
- 15 years of professional experience in the development field

Investments Introduction to sale by 2021

Name of the Investment	City	Number of flats	Date of finalization (Q)
Francuska Park VI	Katowice	182	Q1 2021
Francuska Park VII	Katowice	323	Q1 2021
Osiedle Poematu	Warszawa	164	Q1 2021
Zacisze Marcelin	Poznań	212	Q1 2021
Bursztynowa zatoka ATAL	Gdańsk	152	Q1 2021
Nowe Miasto Jagodno IV	Wrocław	227	Q2 2021
Zakątek Dąbie	Kraków	121	Q2 2021
Nowe Miasto Polesie IIIA	Łódź	180	Q2 2021
ATAL City Square II	Wrocław	117	Q2 2021
Przystań Jasień	Gdańsk	154	Q3 2021
ATAL SKY+	Katowice	325	Q3 2021
ATAL Aura	Łódź	156	Q3 2021
Zacisze Marcelin IB	Poznań	219	Q3 2021
Masarska 6	Kraków	115	Q3 2021
Nowe Miasto Różanka - Młynarska	Wrocław	194	Q4 2021
Zakątek Harmonia	Warszawa	60	Q4 2021
Nowe Miasto Jagodno V	Wrocław	199	Q4 2021
Nowe Miasto Polesie IIIB	Łódź	204	Q4 2021
TOTAL		3 304	

Projects completed as at 31.12.2021

Name of the Investment	City	Number of flats	Date of finalization (Q)
ATAL Residence Zabłocie III	Kraków	197	Q1 2021
ATAL Kliny Zacisze IV	Kraków	98	Q1 2021
Apartamenty Ostródzka I	Warszawa	124	Q1 2021
Apartamenty Drewnowska 43 III	Łódź	84	Q1 2021
Aleja Pokoju II Biurowiec	Kraków	10	Q1 2021
Apartamenty Dmowskiego	Poznań	294	Q1 2021
Modern Tower	Gdynia	291	Q1 2021
Krakowska 37 II Biurowiec	Wrocław	13	Q1 2021
Nowe Miasto Jagodno I	Wrocław	187	Q2 2021
Nowe Miasto Polesie I	Łódź	142	Q2 2021
Apartamenty Dmowskiego II	Poznań	166	Q3 2021
Apartamenty Karolinki I	Katowice	255	Q3 2021
Sokolska 30 Towers	Katowice	282	Q3 2021
Chojny Park V	Łódź	96	Q3 2021
Apartamenty Przybyszewskiego II	Kraków	299	Q3 2021
Apartamenty Przybyszewskiego III	Kraków	47	Q3 2021
Nowe Miast Jagodno II	Wrocław	114	Q3 2021
Aleja Pokoju IIIa	Kraków	126	Q3 2021
Aleja Pokoju IV	Kraków	148	Q4 2021
Atal Bosmańska	Gdynia	107	Q4 2021
RAZEM		3 080	



Investor relationships

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