

Summary of results for Q1 2023

May 19, 2023



OGÓLNOPOLSKI
DEVELOPER

www.atal.pl



Agenda

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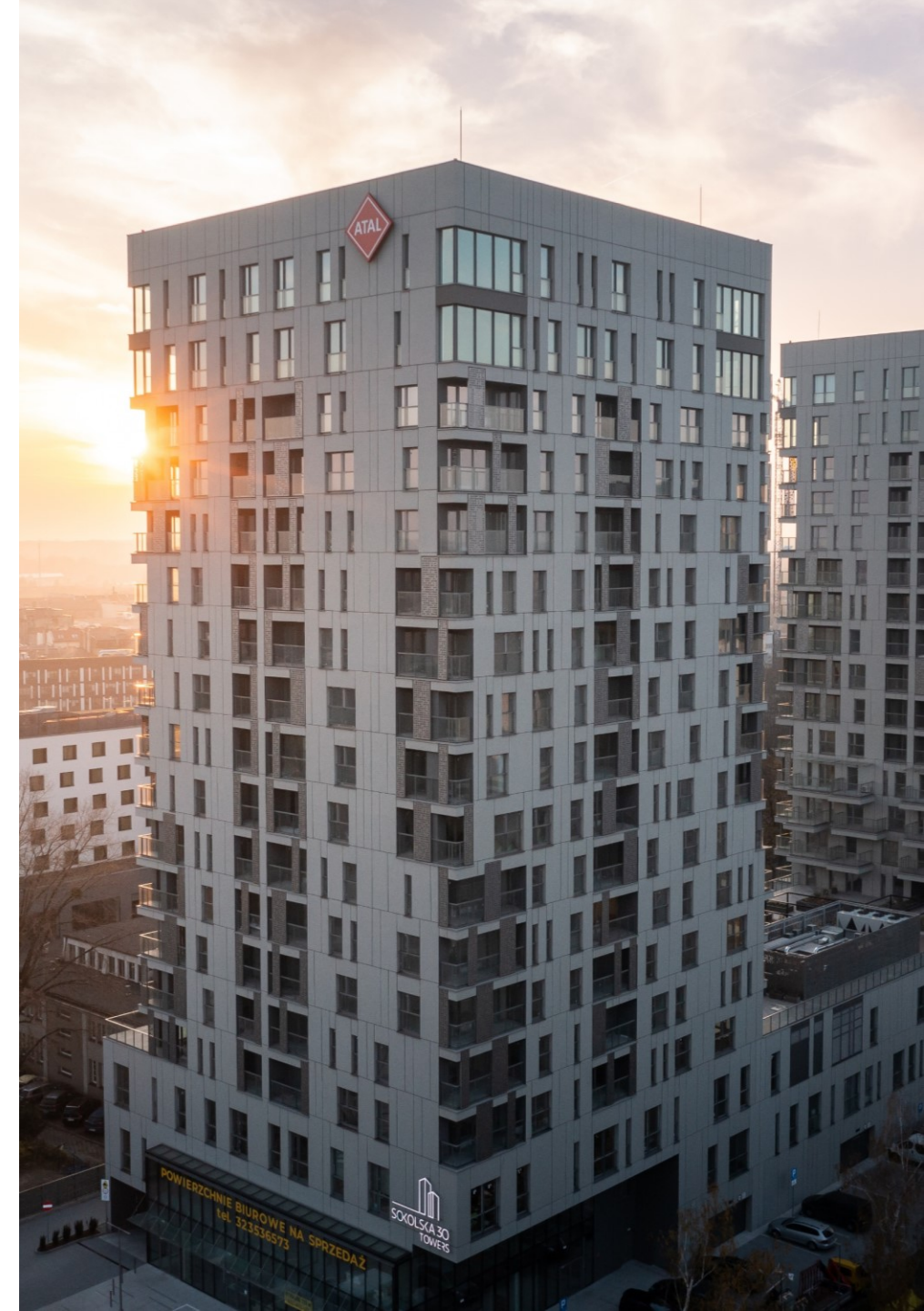
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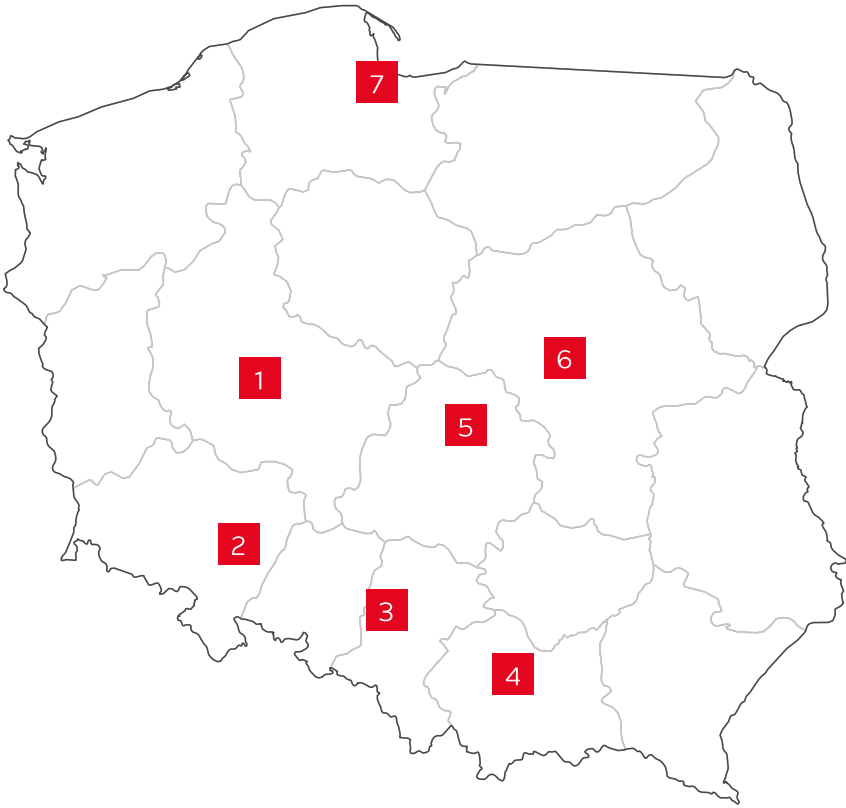


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Operating activities



Investments in progress and in the pipeline



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

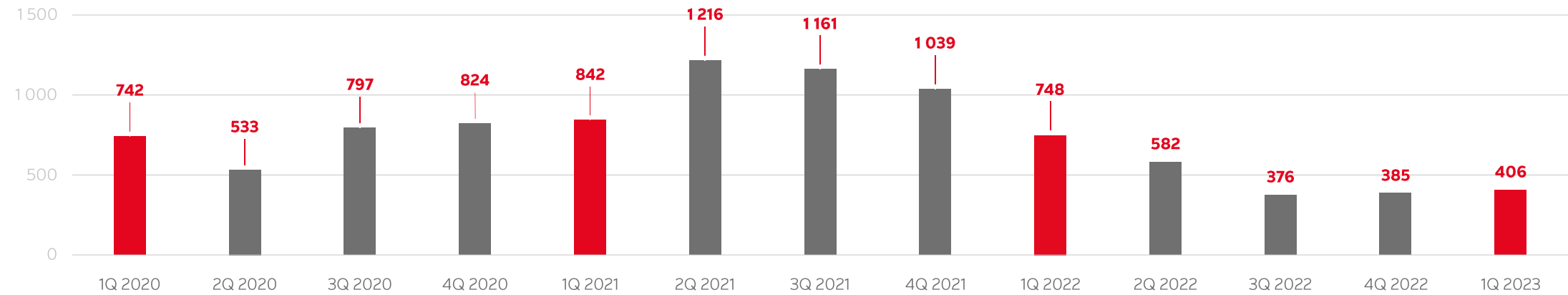
SUMMARY

PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progres	4	1 276	71 971
	8	2 414	132 770
Planned	7	1 277	77 061
	5	1 332	74 100
In progres	7	2 523	147 889
	5	2 198	120 844
Planned	3	417	22 262
	8	2 282	125 535
In progres	6	1 138	65 110
	5	1 919	105 567
Planned	5	511	29 456
	6	1 017	56 120
In progres	5	1 146	66 086
	9	1 858	102 138
In progress	37	8 288	479 835
Planned	46	13 020	717 074

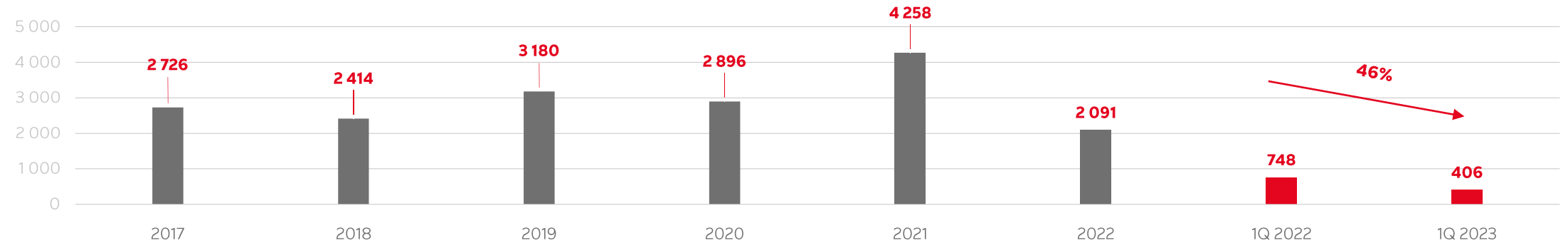
* TSA - total saleable area

Sales of flats

Number of flats sold as divided by quarters

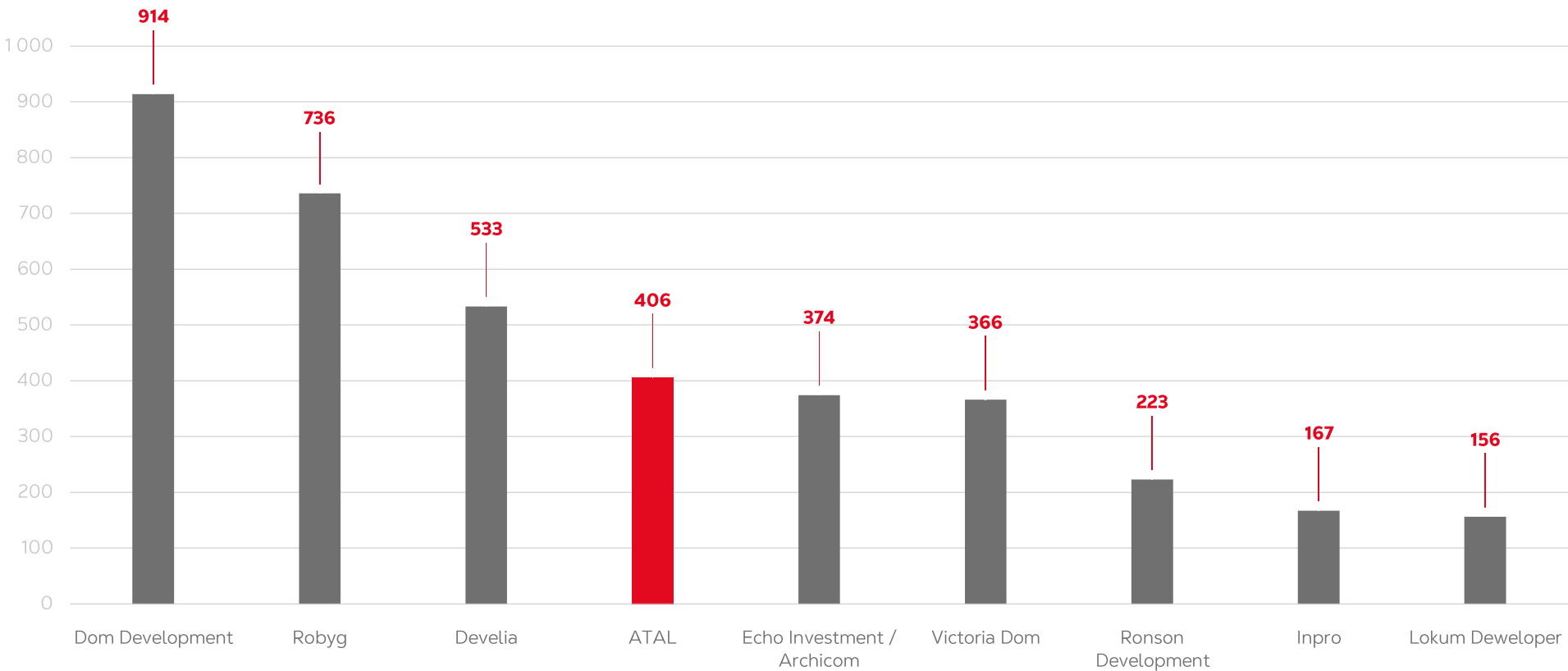


Annual number of flats sold 2017-2023



Sales of flats

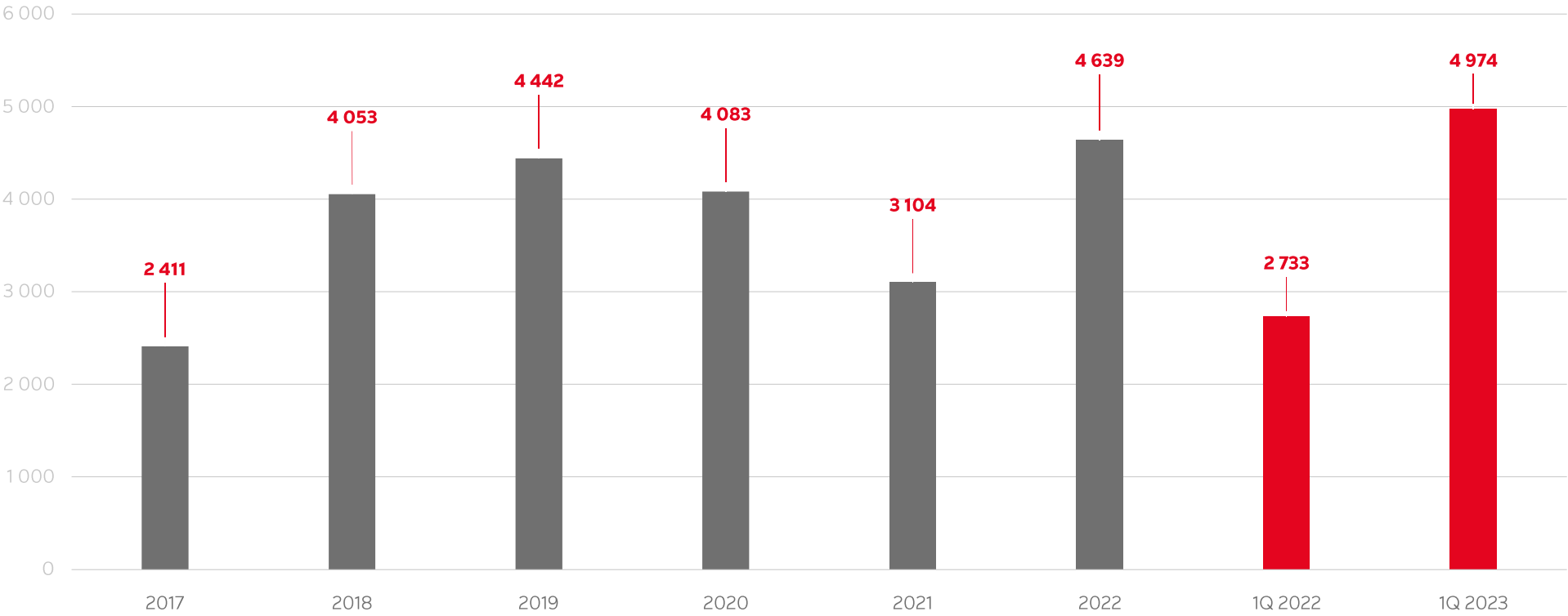
Number of flats sold compared to competitors in Q1 2023



Offer



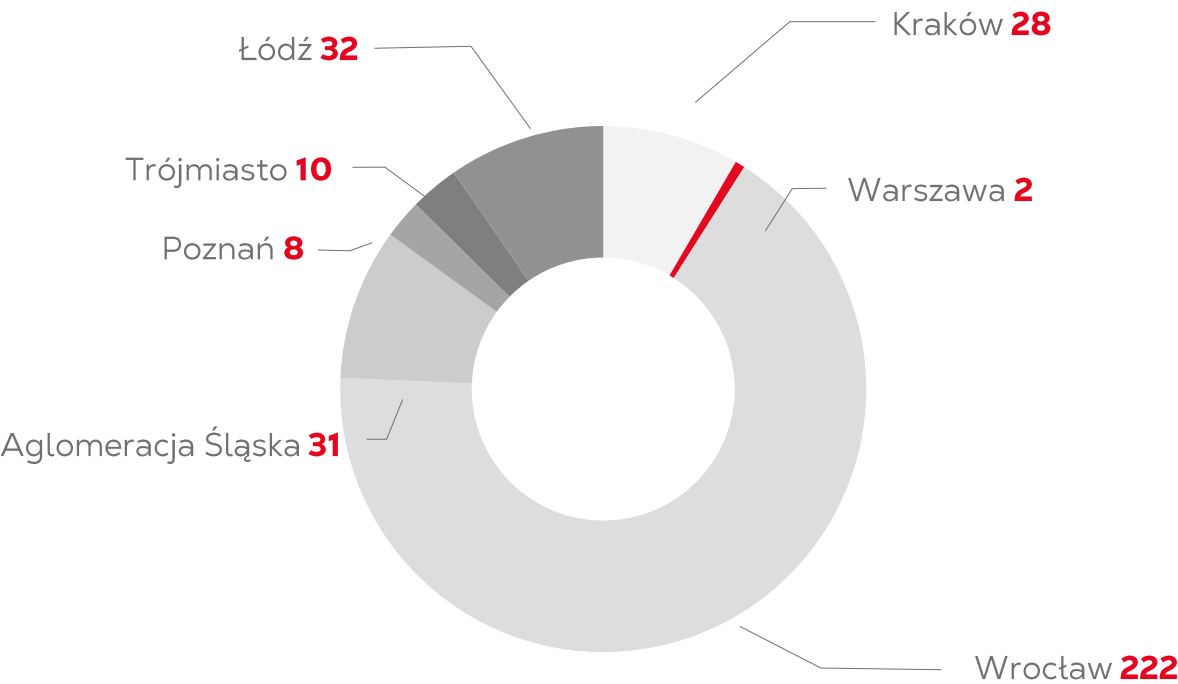
Number of flats offered in years 2017-2023



Handovers volume in Q1 2023



Number of handed over flats by city

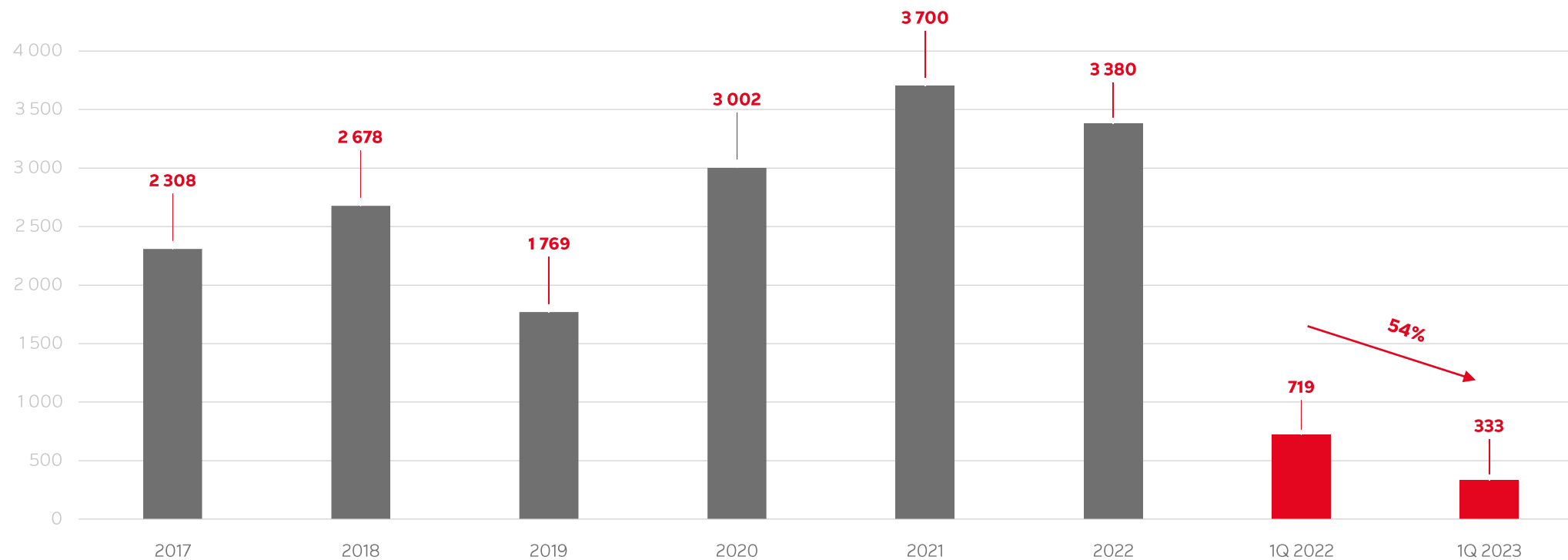


Handovers volume in Q1 2023

CITY	APARTMENTS / SERVICE PREMISES
Kraków	28
Warszawa	2
Wrocław	222
Aglomeracja Śląska	31
Poznań	8
Trójmiasto	10
Łódź	32
Total	333

Handovers volume in Q1 2023

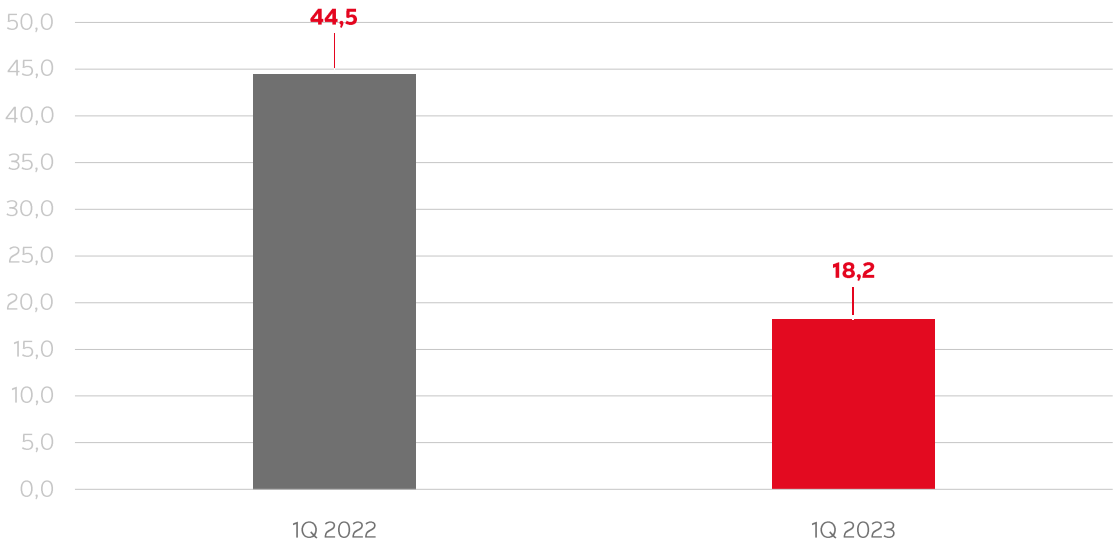
Number of handed over flats in years 2017 – 2023



Handovers volume in Q1 2023



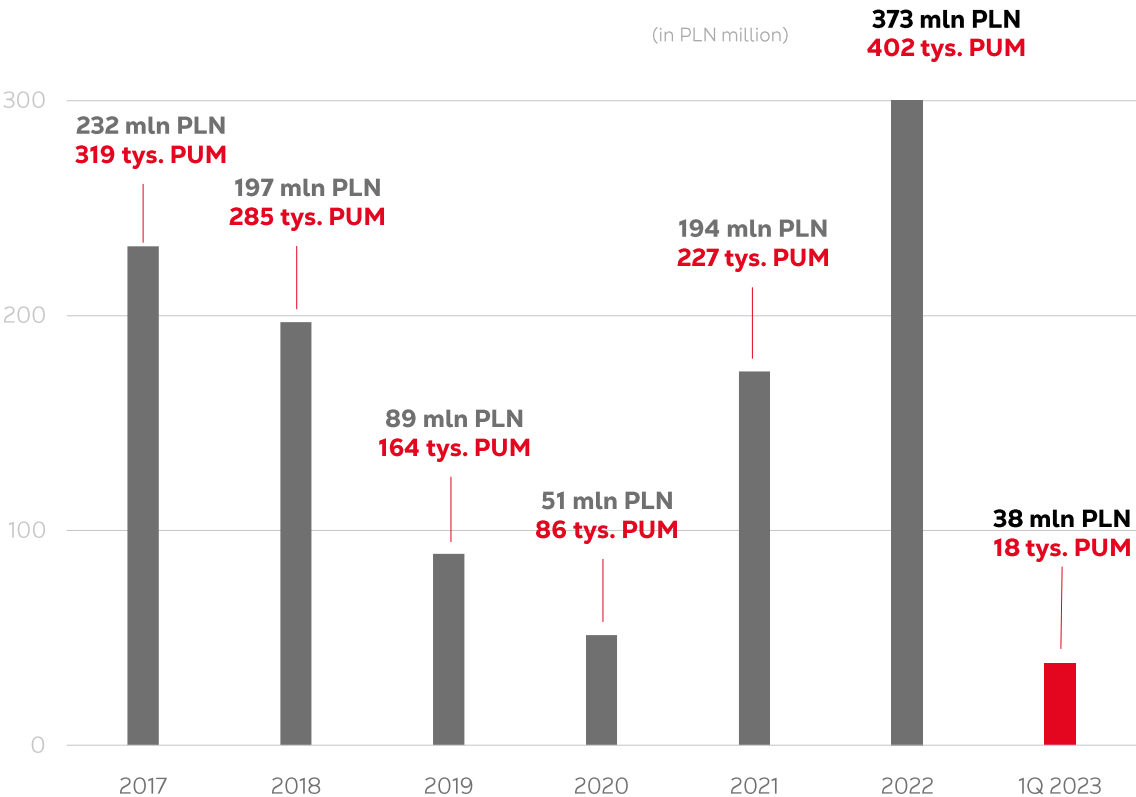
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2017	135,1
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	196,9
1Q 2022	44,5
1Q 2023	18,2

New lands

Funds allocated to land purchase in years 2017 – 2023



Land acquired in the Group in Q1 2023

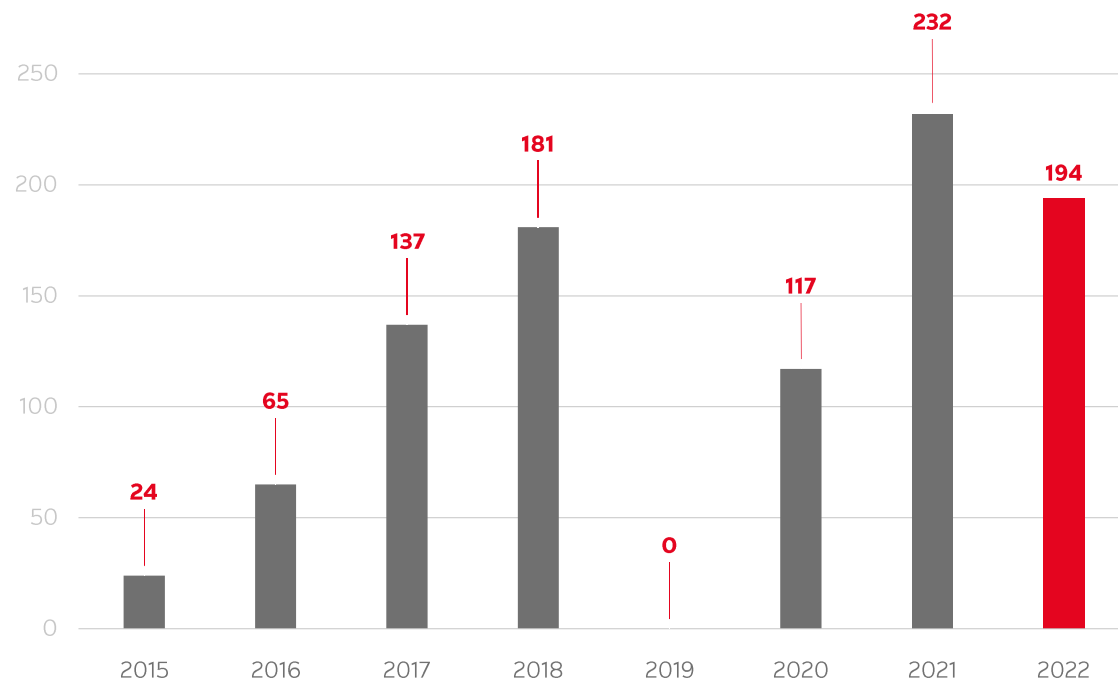
- Kraków
- Warszawa

The average price of purchase of usable area was **2,170 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 2022 – Management Board recommendation

Dividend rate: 10,9 %

(on 31.03.2023)

Nominal amount of the dividend: PLN 193.5 million, which represents 54% of net result ATAL S.A.

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

**756 + plan 194
= 950 mln PLN**

Potential of handover in 2023 – projects under construction and completed as at 31.03.2023

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Francuska Park VI	Katowice	10 046	182	143	II kw.	2023
Zakątek Dąbie	Kraków	6 017	121	109	II kw.	2023
Bursztynowa Zatoka I	Gdańsk	8 094	152	136	II kw.	2023
ATAL City Square II	Wrocław	6 620	117	67	II kw.	2023
Osiedle Poematu	Warszawa	10 011	164	132	II kw.	2023
Zacisze Marcelin Ia	Poznań	10 677	212	202	II kw.	2023
Zacisze Marcelin Ib	Poznań	11 779	219	173	II kw.	2023
Nowe Miasto Różanka Młynarska	Wrocław	10 846	194	159	III kw.	2023
Nowe Miasto Polesie III a	Łódź	10 967	180	142	III kw.	2023
Przystań Jasień	Gdańsk	9 552	154	86	III kw.	2023
Zakątek Harmonia	Warszawa	3 185	60	8	III kw.	2023
Nowe Miasto Jagodno V	Wrocław	11 337	199	155	III kw.	2023
Francuska Park VII	Katowice	17 991	323	207	III kw.	2023
ATAL Aura	Łódź	8 906	156	138	IV kw.	2023
Przystań Letnica III	Gdańsk	19 440	323	278	IV kw.	2023
TOTAL		155 468	2 756	2 135		

Completed with an occupancy permit in 2Q

In progress

Number of flats not transferred as at 31.03.2023: 349

Sales contracting 77%

Potential of handover in 2024 – projects under construction as at 31.03.2023

PROJECT	CITY	TSA (m ²)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Nowy Targówek V	Warszawa	4 477	73	53	I kw.	2024
Strefa Cegielnia	Kraków	7 482	144	17	I kw.	2024
Puławskiego City Square III	Wrocław	15 534	256	57	II kw.	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	29	II kw.	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	40	II kw.	2024
Źródlana 31 Residence	Łódź	7 783	141	14	II kw.	2024
Nowe Miasto Jagodno Enklawa	Wrocław	10 989	80	10	II kw.	2024
Zacisze Marcekin II	Poznań	17 200	333	118	III kw.	2024
ATAL Sky +	Katowice	20 545	325	84	III kw.	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	49	III kw.	2024
Skwer Harmonia	Kraków	8 763	152	14	III kw.	2024
Panorama Reden	Katowice	4 111	88	2	III kw.	2024
TOTAL		130 175	2 195	487		

Sales contracting 22%

Potential of planned projects after 2025

Potential of transfers 2025+ (projects launched and being prepared to be launched in years 2023-2025)

CITY	NUMBER OF PROJECTS/STAGES	PLANNED TSA (M2)	NUMBER OF FLATS (PROJECTION)
Trójmiasto (Tri-City)	10	113 280	2 046
Wrocław	7	95 836	1 764
Warszawa	7	64 040	1 161
Katowice	8	216 040	3 802
Łódź	7	131 453	2 376
Kraków	8	125 535	2 282
Poznań	9	165 085	2 926
TOTAL	56	911 269	16 357

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Consolidated financial results

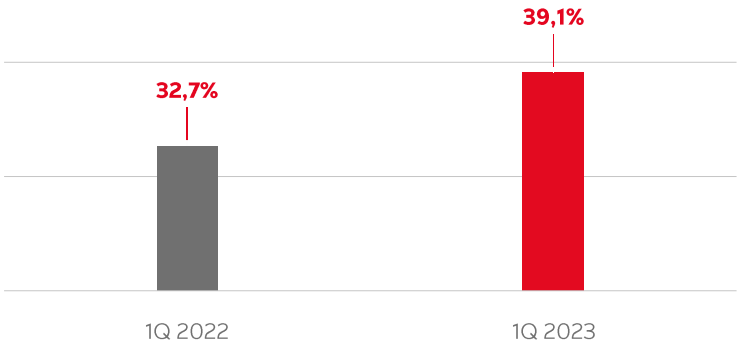


Consolidated financial results

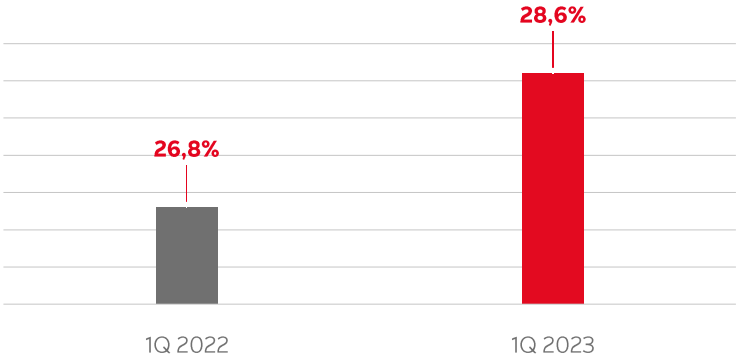
Profit and loss account

PLN THOU.	31.03.2023	31.03.2022	VAR.
Revenues from sale of products, goods and materials	189 483	406 395	-53%
Costs of products, goods and materials sold	115 405	273 344	-58%
Gross result of sale	74 078	133 051	-44%
Costs of sale	4 205	3 893	+8%
Costs of general management	6 474	5 878	+10%
Remaining operational revenues	1 916	1 556	+23%
Remaining operational costs	857	993	-29%
Result of the operational activity	64 458	123 843	-48%
Financial revenues	8 061	20 766	-61%
Financial costs	5 326	2 354	+126%
Gross result	67 193	142 255	-53%
Income tax	13 056	33 297	-61%
Net result	54 137	108 958	-50%
Profit per share	1,40	2,81	-50%

Gross margin on sales

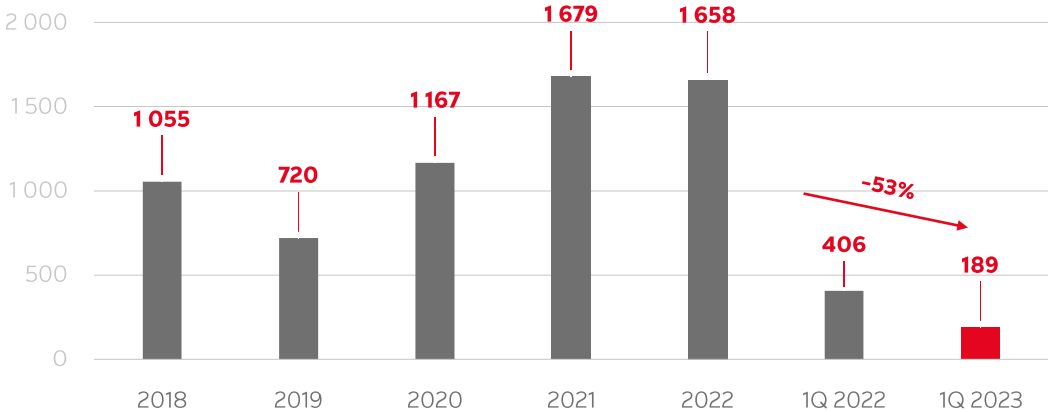


Net margin

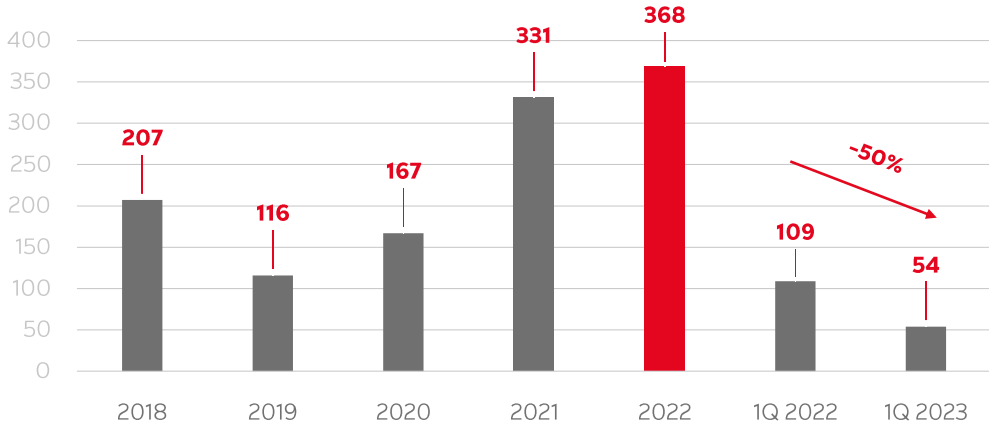


Consolidated financial results

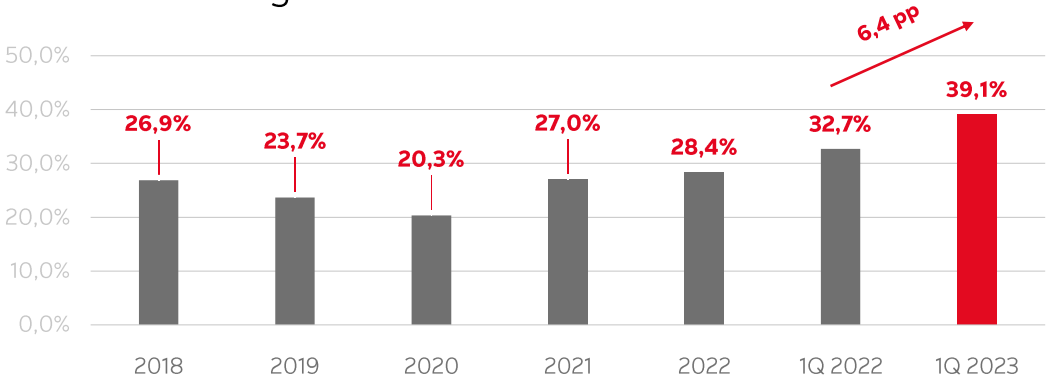
Net revenues from sales in PLN million



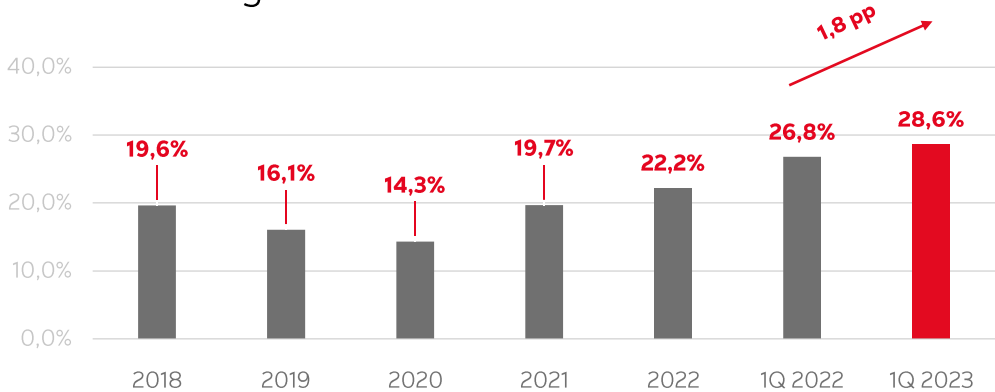
Net result in PLN million



Gross margin on sales

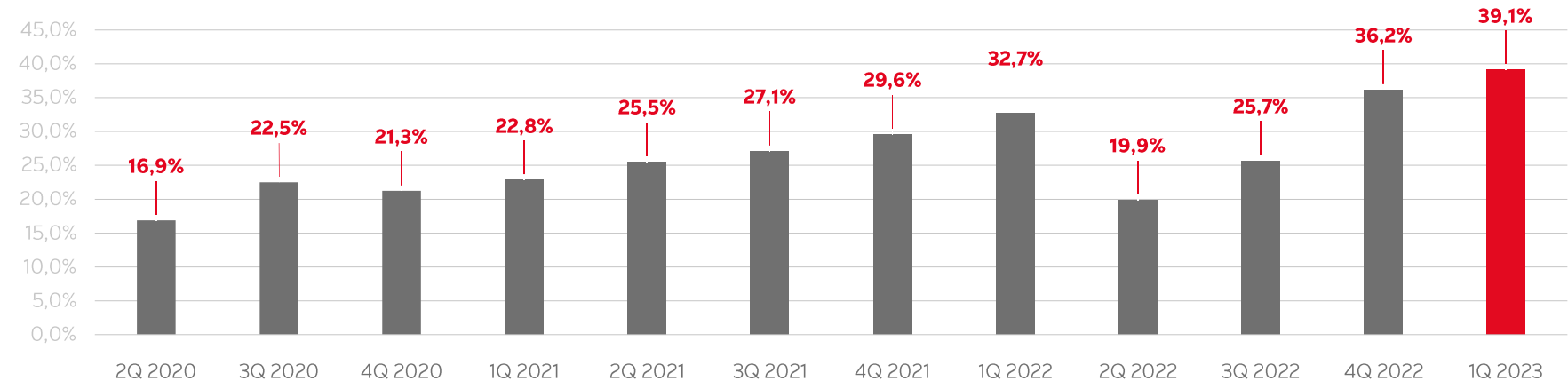


Net margin

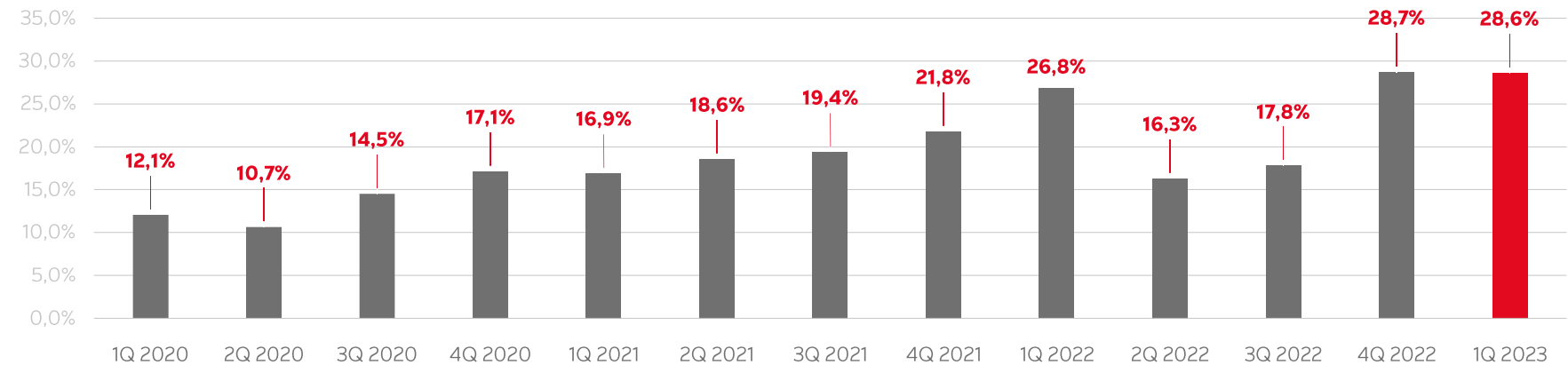


Consolidated financial results

Gross margin on sales by quarters



Net margin by quarters

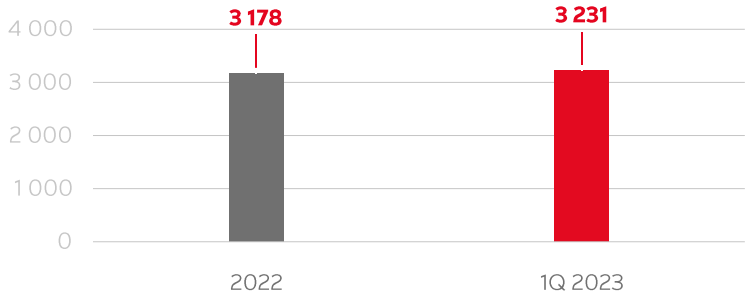


Consolidated financial results

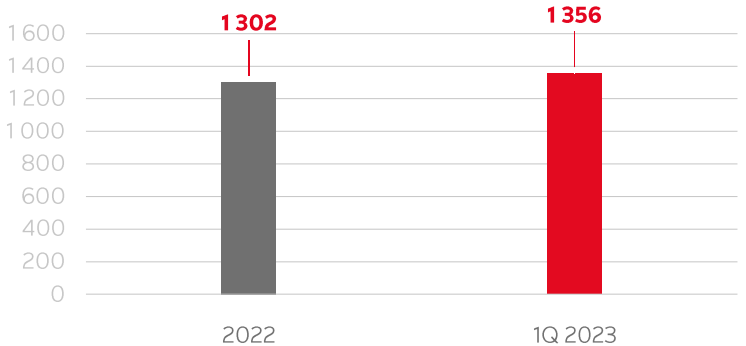
Balance sheet

PLN THOU.	31.03.2023	31.12.2022	VAR.
Assets in total	3 230 588	3 178 081	+2%
Fixed assets	201 646	202 030	<1%
Current assets	3 028 942	2 976 051	+2%
Liabilities and capital in total	3 230 588	3 178 081	+2%
Equity	1 355 879	1 301 742	+4%
Liabilities in total	1 874 709	1 876 339	<0%
Long term liabilities	646 535	607 490	+6%
Short term liabilities	1 228 174	1 268 849	-3%
PLN THOU.	31.03.2023	31.12.2022	
Net Debt Ratio for the Group*	-0,02	-0,09	

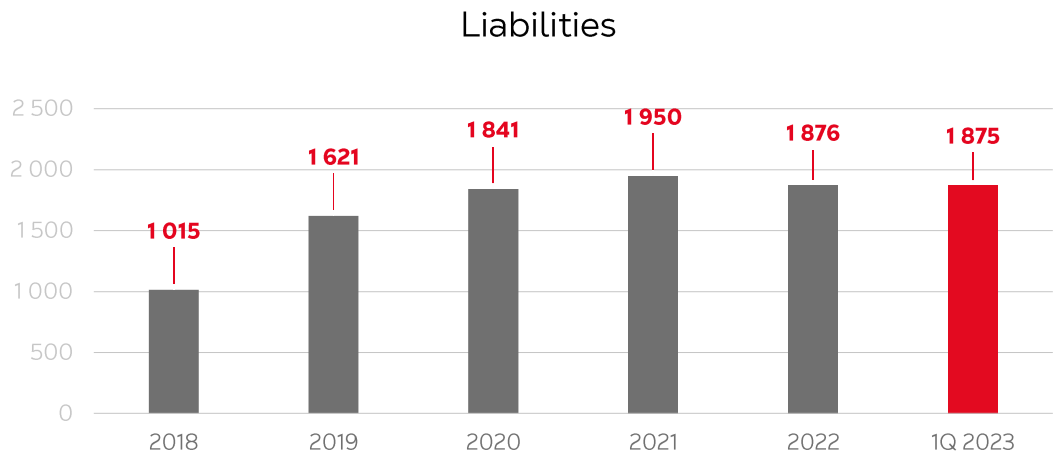
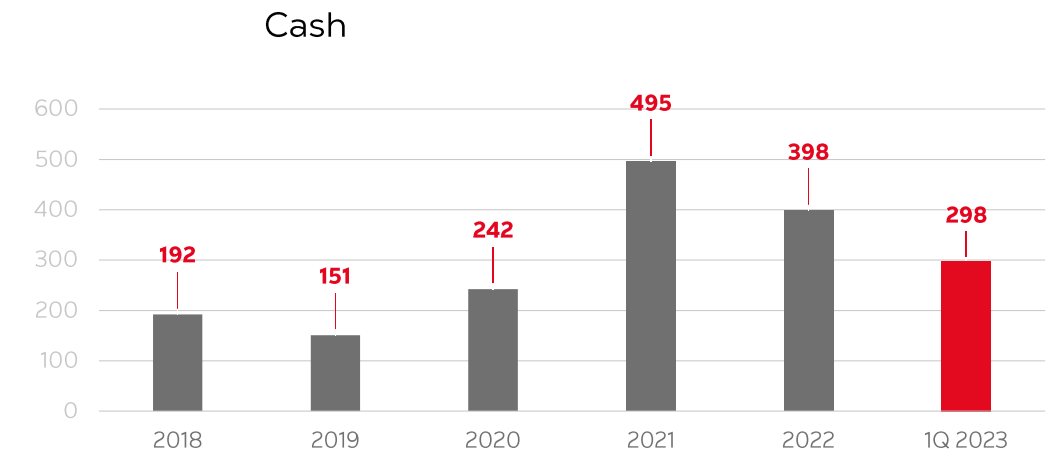
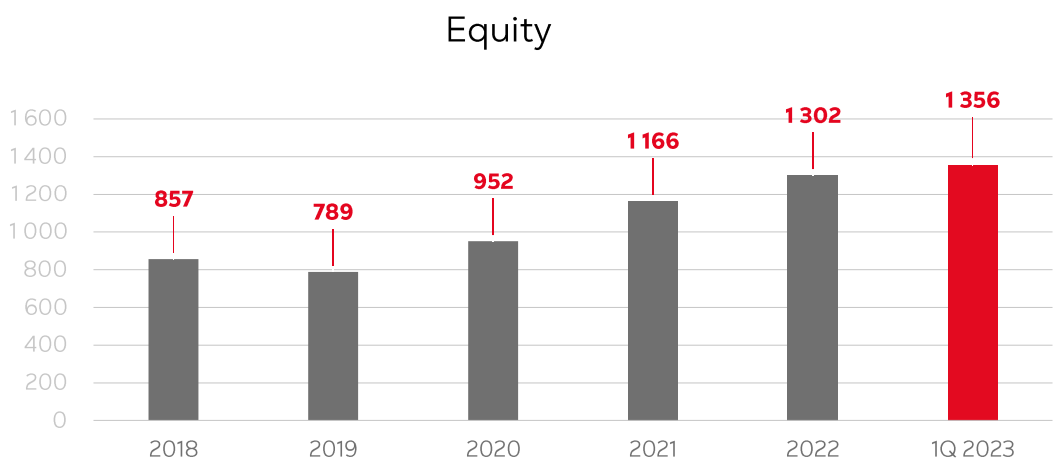
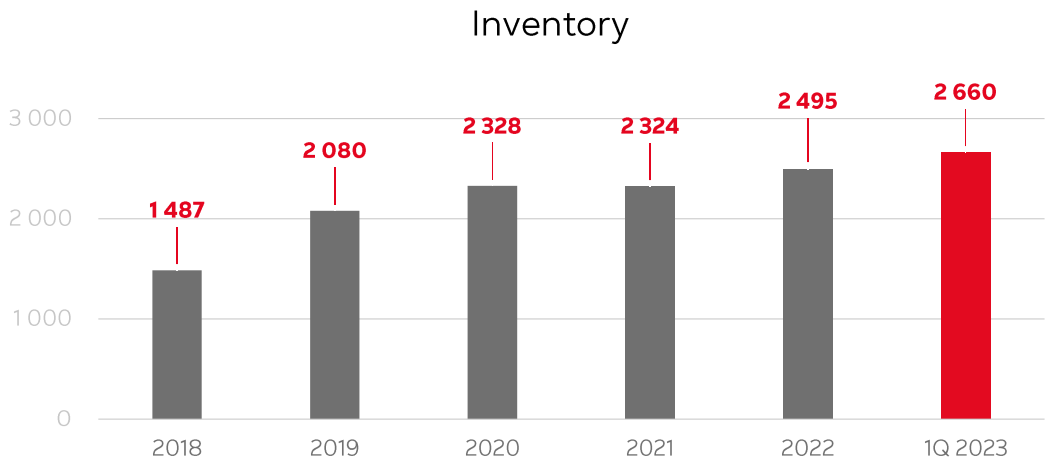
Assets in total in PLN million



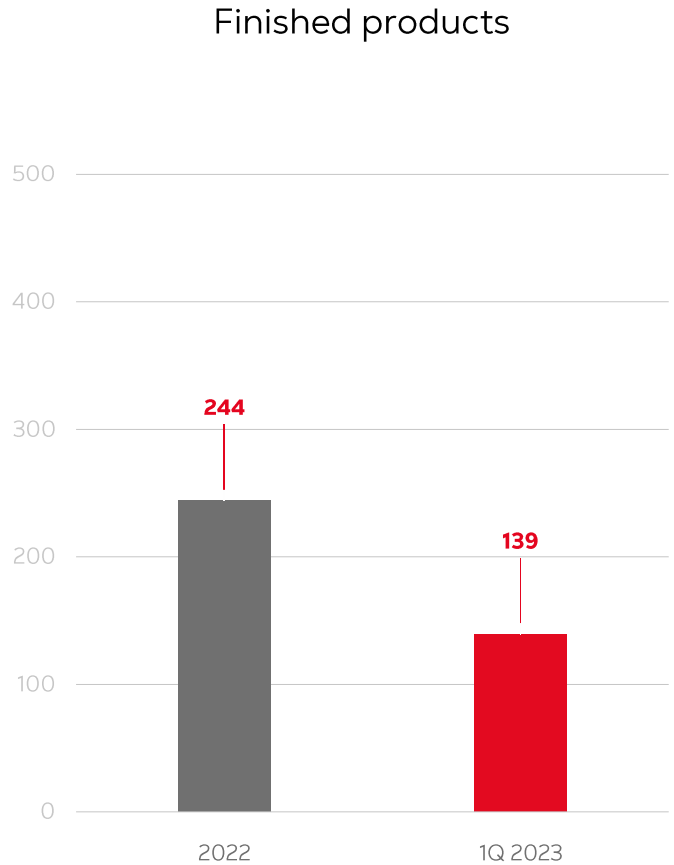
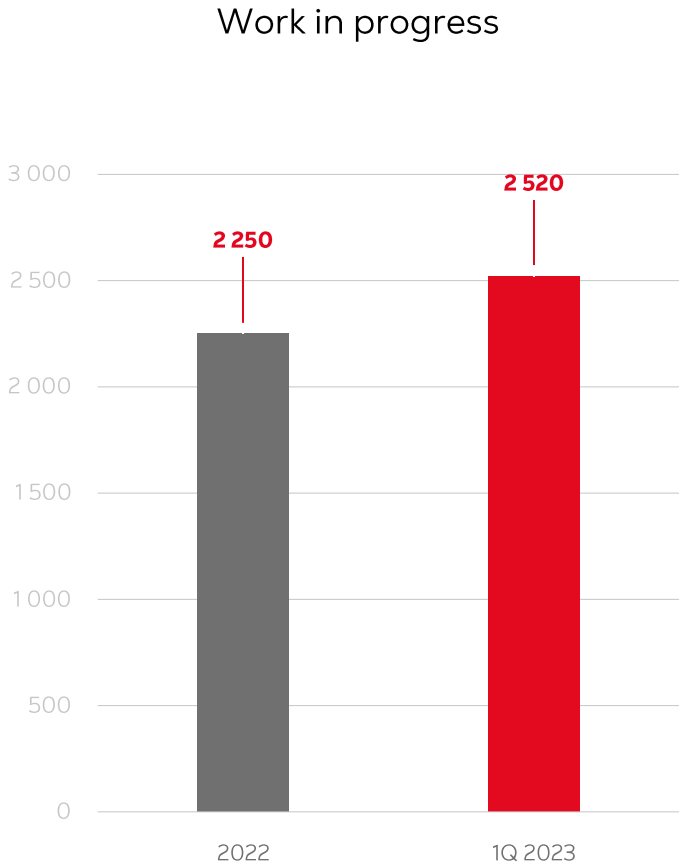
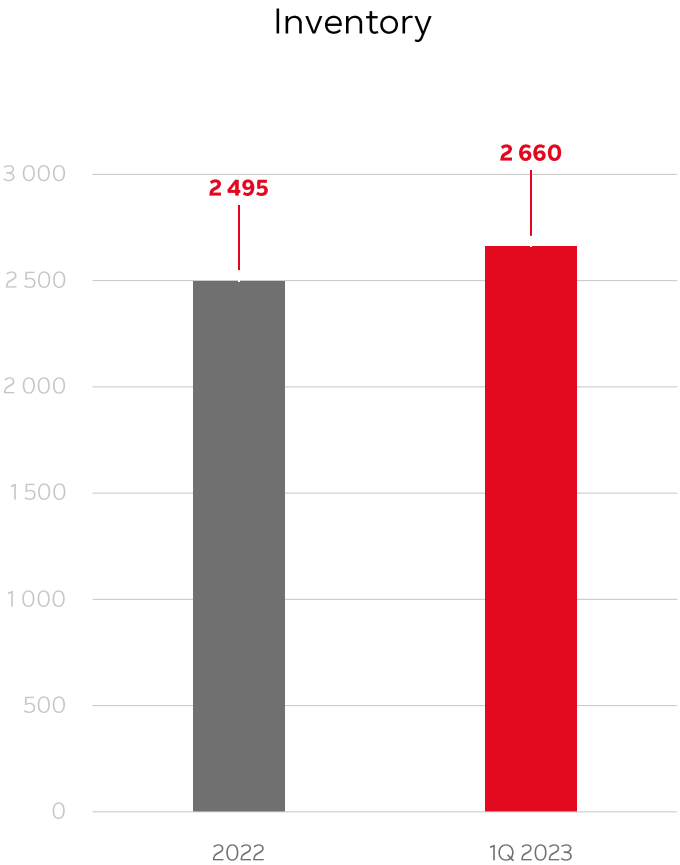
Equity in PLN million



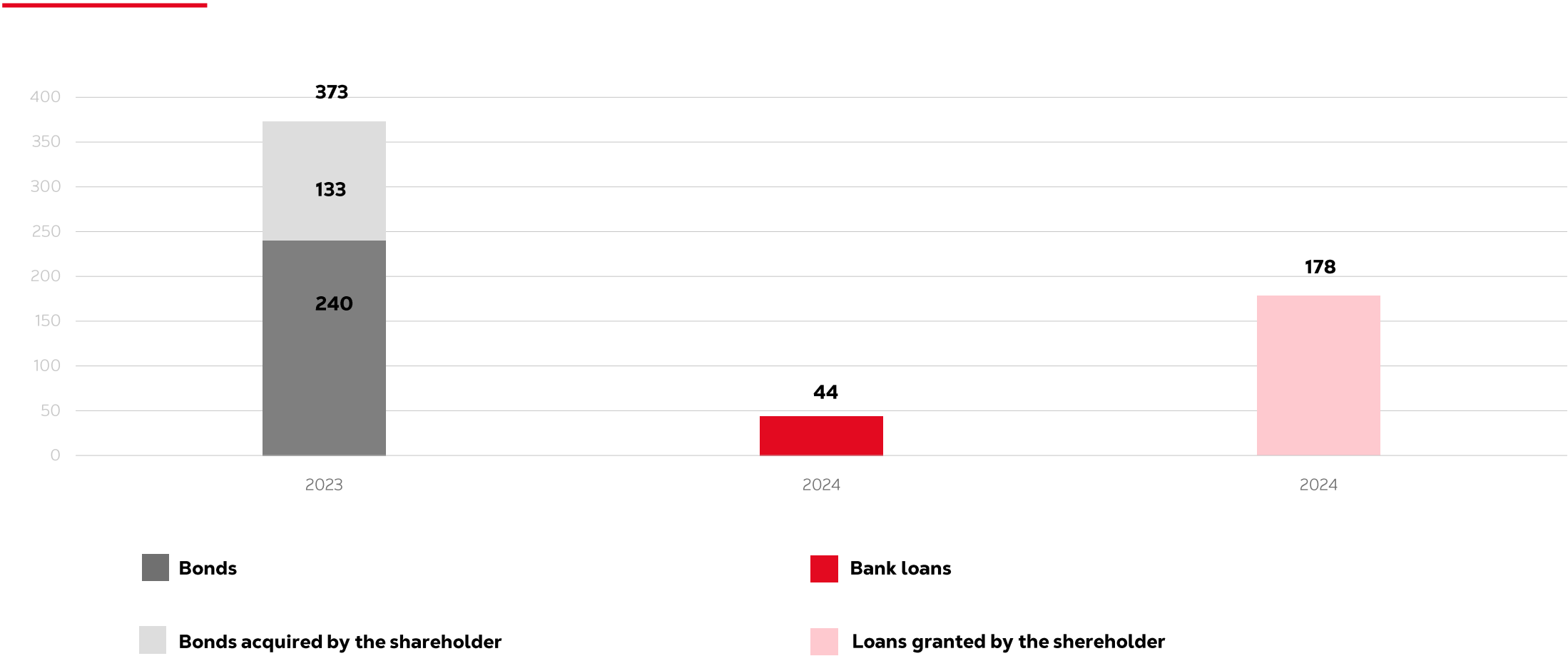
Main items of the financial results in PLN million



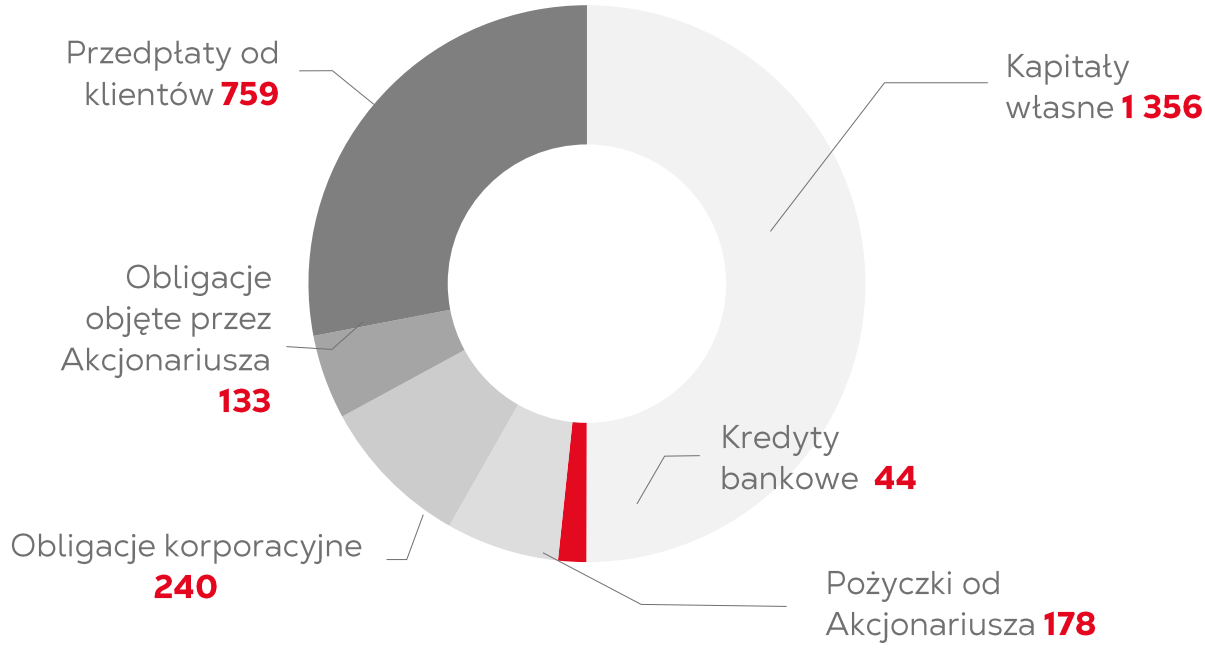
Consolidated financial results in PLN million



Structure of debt maturity as at 31.03.2023



Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 31.03.2023

Equity	1 356
Bank loans	44
Loans granted by the shereholder	178
Corporate bonds	240
Bonds acquired by the shareholder	133
Prepayments from customers	759

Our achievements

- Start of construction works for 3 projects (362 flats)
- Sales launched for 3 investments (731 flats)
- Construction works finalised for 4 investments (619 flats)
- Sale in Q1 2023: 406 flats
- Handovers volume in Q1 2023: 333 flats
- 37 investments (8,288 flats) are currently under construction
- Number of currently offered: 4,974 flats
- Redemption of bonds with a total value PLN 120 milion
- Bond issue in May with a value of PLN 150 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.



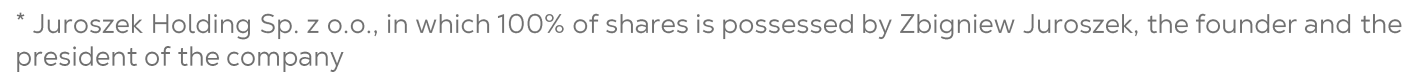
**30 YEARS
ON THE MARKET**



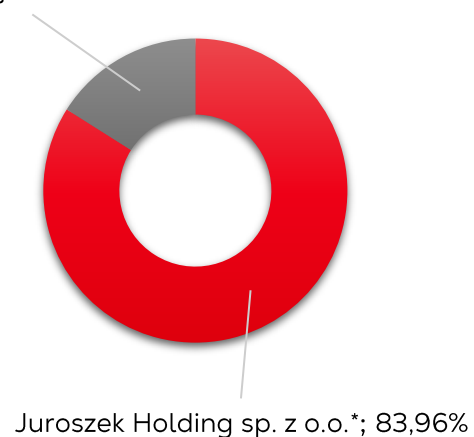
**27,014
APARTMENTS SOLD**



**1.564,795
TOTAL AREA OF FLATS SOLD**



Pozostali akcjonariusze; 16,66%



Management Board



Zbigniew Juroszek

**President
of ATAL S.A.**

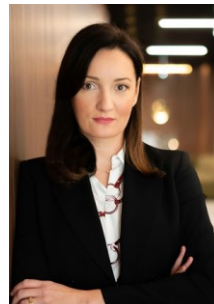
- ATAL S.A.'s founder and main shareholder
- Responsible for determining the development direction and the implementation of the given strategy in the entire ATAL S.A. Group
- 30 years of professional experience, 20 years of professional experience in the development field



Mateusz Bromboszcz

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

- With ATAL S.A. for 8 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 6 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 6 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 Q1 2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Naramowice Odnova	Poznań	512	Q1 2023
Ogrody Andersa	Katowice	114	Q1 2023
ATAL Starachowicka	Wrocław	105	Q1 2023
TOTAL		731	

Projects completed as at 31.03.2023

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Zakątek Dąbie	Kraków	121	Q1 2023
Osiedle Poematu	Warszawa	164	Q1 2023
Bursztynowa Zatoka	Gdańsk	152	Q1 2023
Francuska Park VI	Katowice	182	Q2 2023
RAZEM		619	



Investor relationships

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