Summary of results for 2022

March 24, 2023

ATAL | OGÓLNOPOLSKI DEWELOPER

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Agenda

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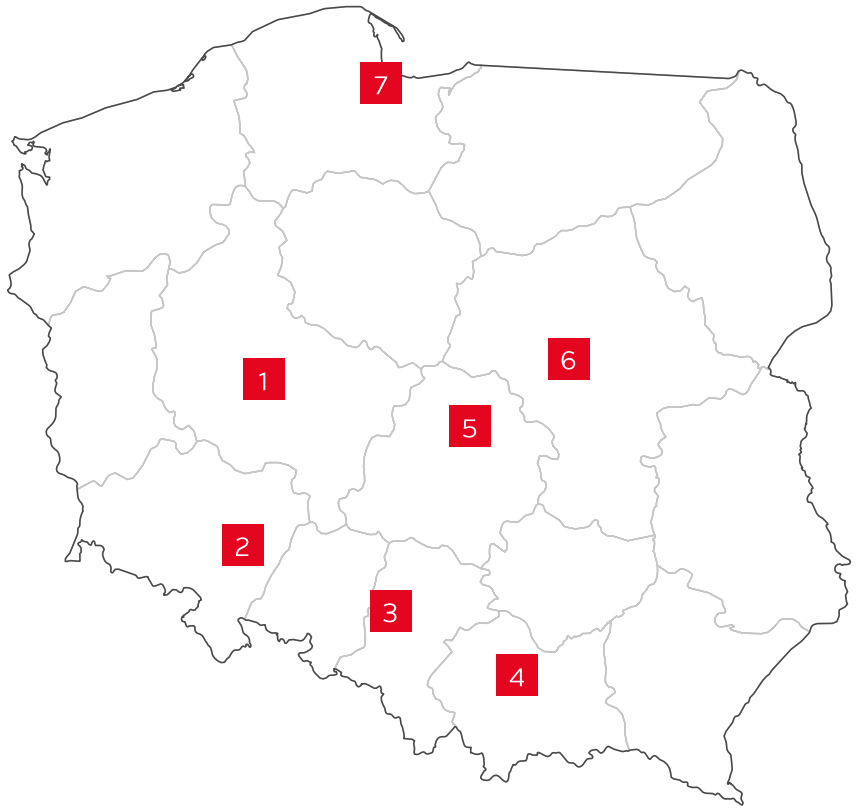
Operating activities

Investments in progress and in the pipeline



1 Poznań

2 Wrocław

3 Aglomeracja Śląska

4 Kraków

5 Łódź

6 Warszawa

7 Trójmiasto

PROJECTS	NUMBER OF PROJECTS	NUMBER OF FLATS	TSA (m2)
In progres	4	1 276	71 971
Planned	8	2 414	132 770
In progres	6	1 172	70 729
Planned	6	1 437	80 432
In progres	6	2 409	141 714
Planned	6	2 312	127 019
In progres	3	417	22 262
Planned	8	2 282	125 535
In progres	6	1 138	65 110
Planned	5	1 919	105 567
In progres	4	367	21 536
Planned	7	1 161	64 040
In progres	5	1 146	66 086
Planned	9	1 858	102 138

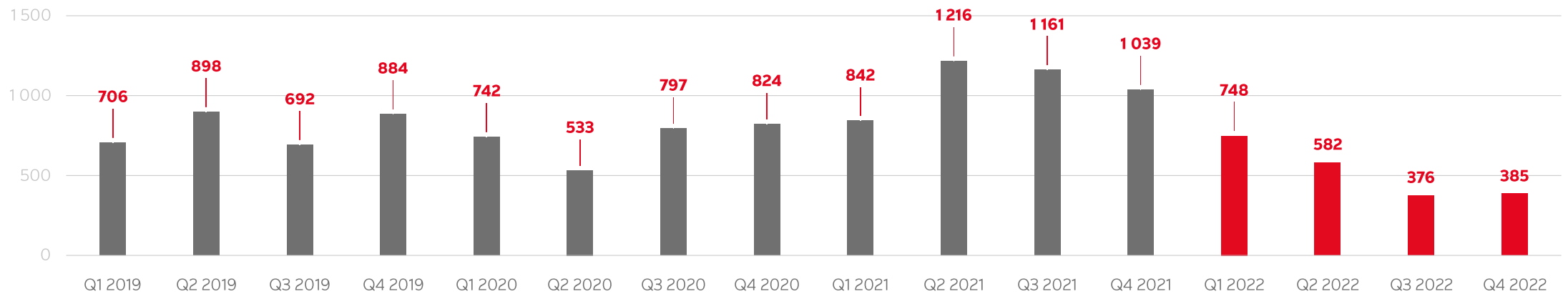
SUMMARY

In progress	**34**	**7 925**	**459 408**
Planned	**49**	**13 383**	**737 501**

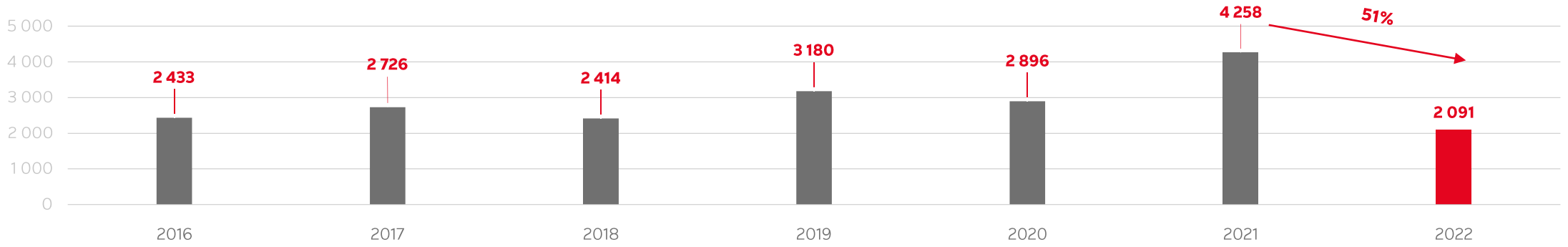
* TSA – total saleable area

Sales of flats

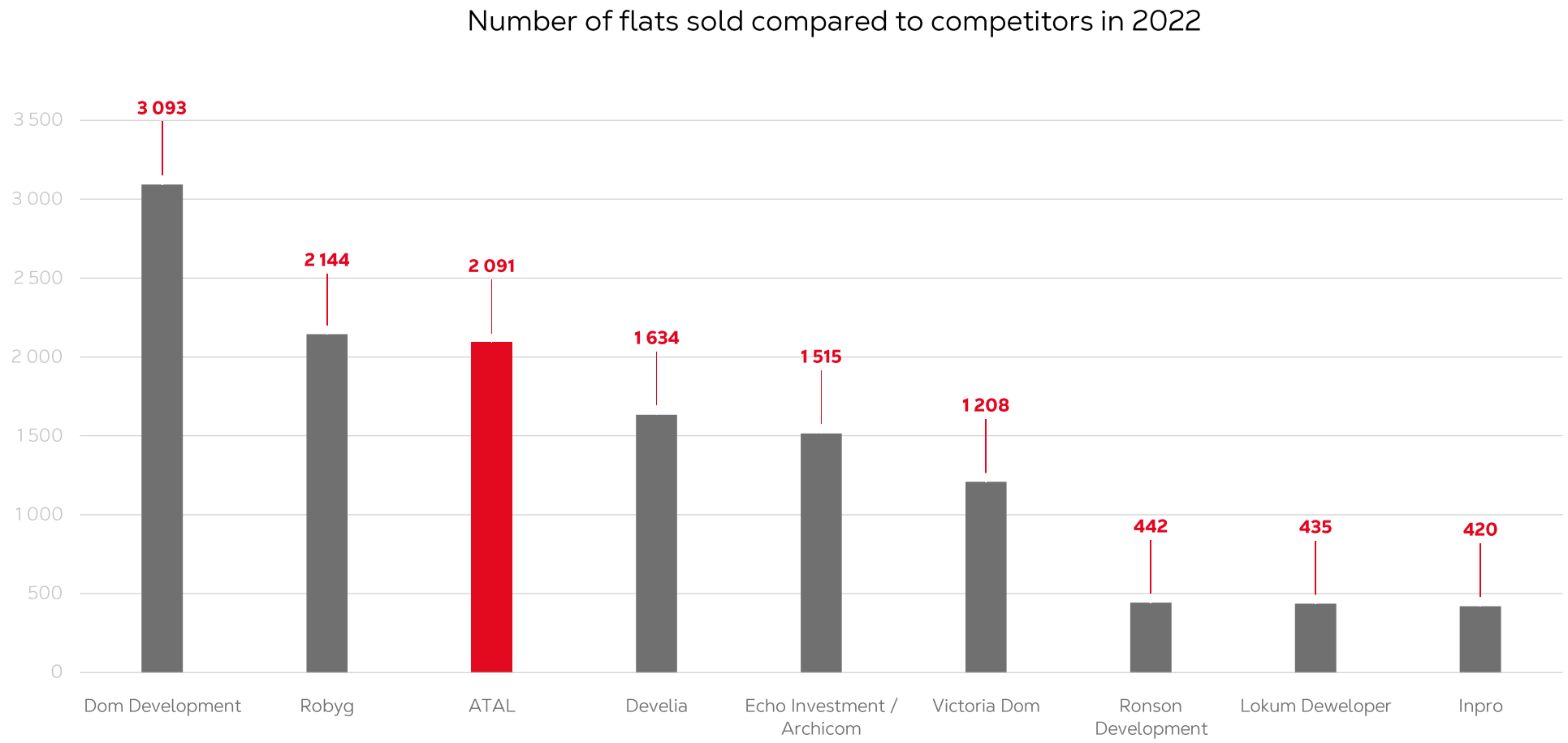
Number of flats sold as divided by quarters



Annual number of flats sold 2016-2022

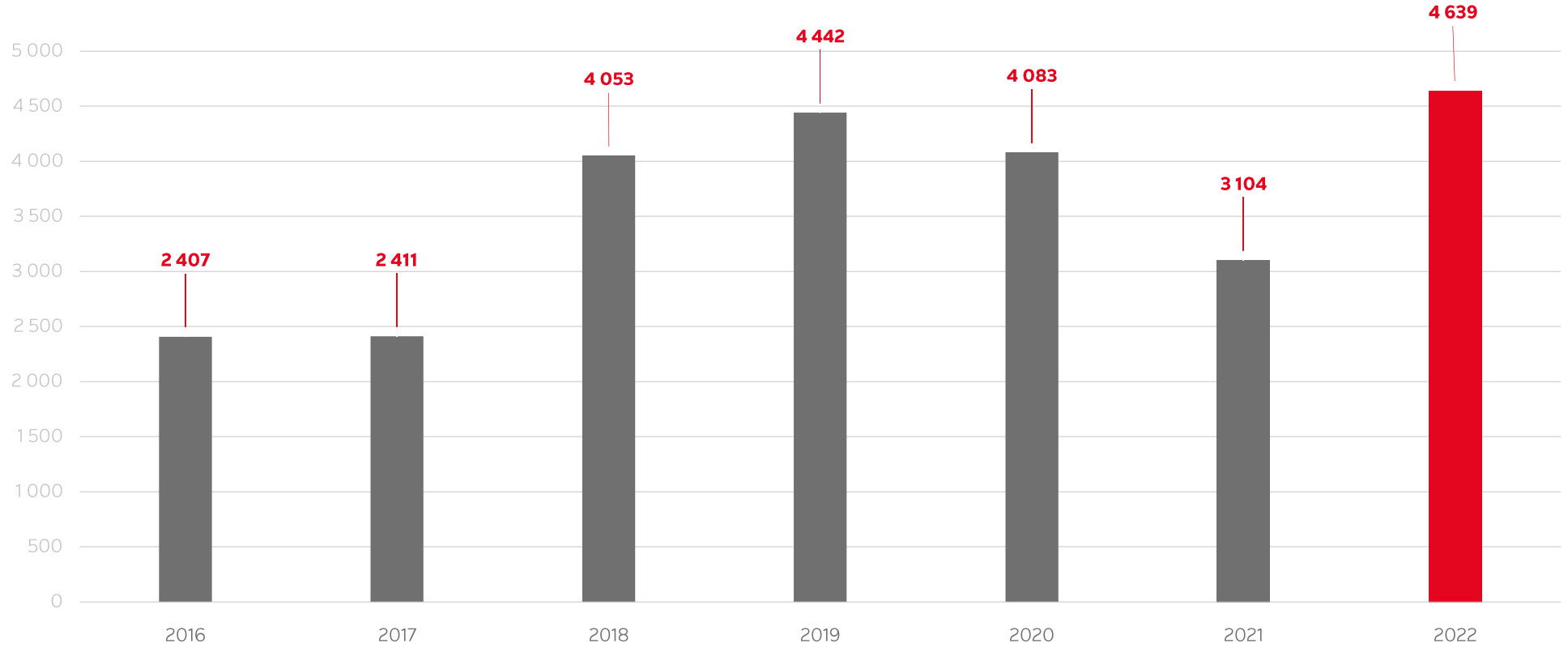


Sales of flats



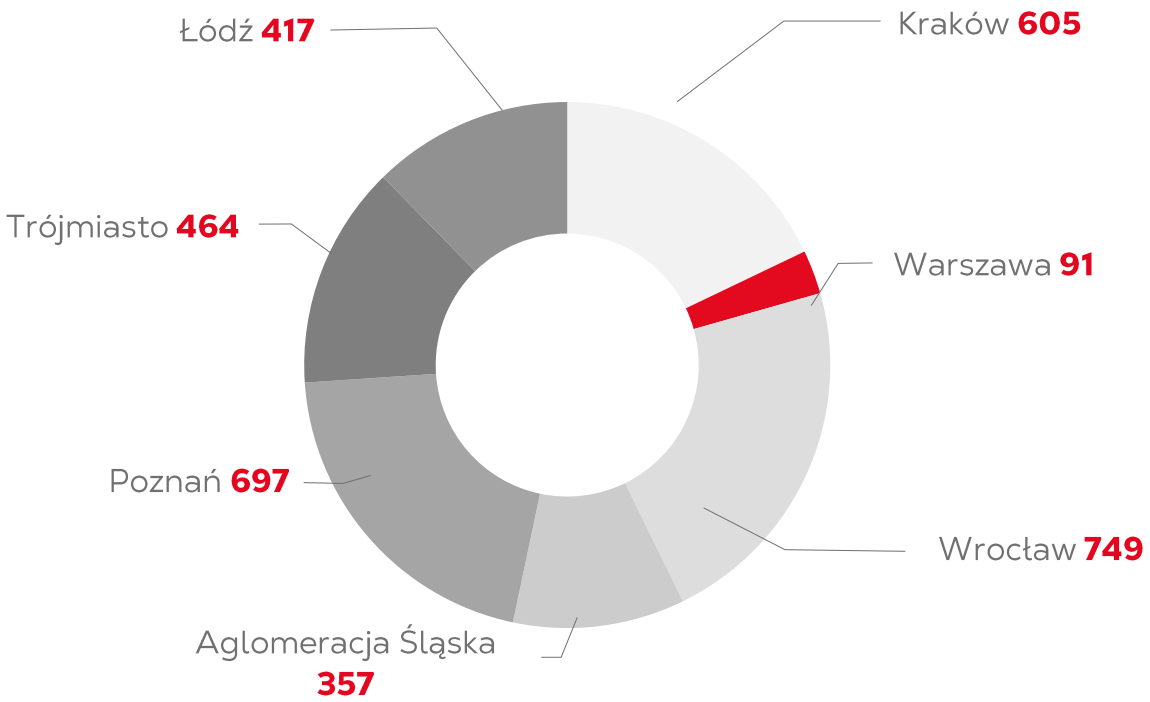
Offer

Number of flats offered in years 2016-2022



Handovers volume in 2022

Number of handed over flats by city

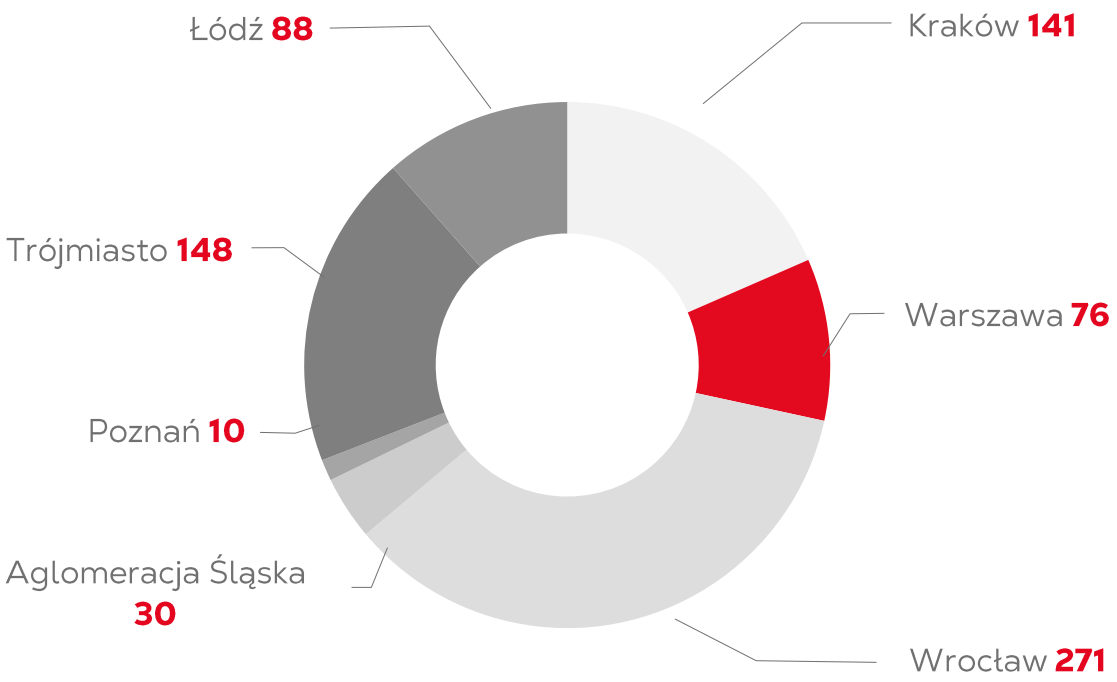


Handovers volume in 2022

CITY	APARTMENTS / SERVICE PREMISES
Kraków	605
Warszawa	91
Wrocław	749
Aglomeracja Śląska	357
Poznań	697
Trójmiasto	464
Łódź	417
Total	**3 380**

Handovers volume in Q4 2022

Number of handed over flats by city

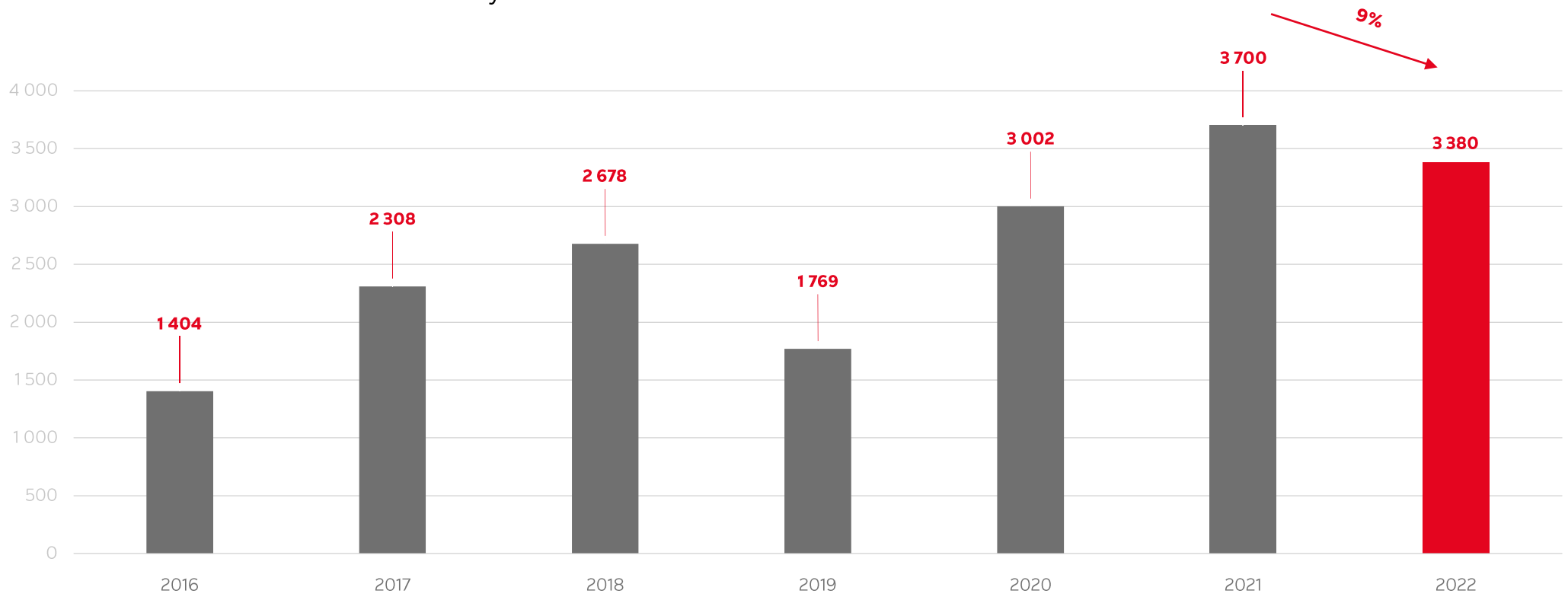


Handovers volume in 4Q 2022

CITY	APARTMENTS / SERVICE PREMISES
Kraków	141
Warszawa	76
Wrocław	271
Aglomeracja Śląska	30
Poznań	10
Trójmiasto	148
Łódź	88
Total	**764**

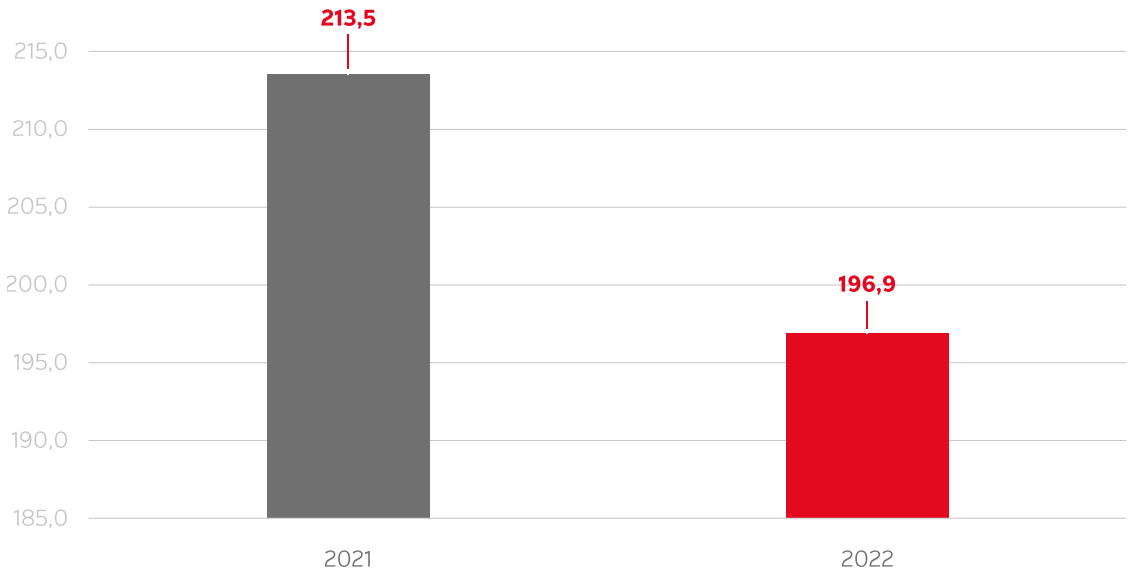
Handovers volume in 2022

Number of handed over flats in years 2016 – 2022



Handovers volume in 2022

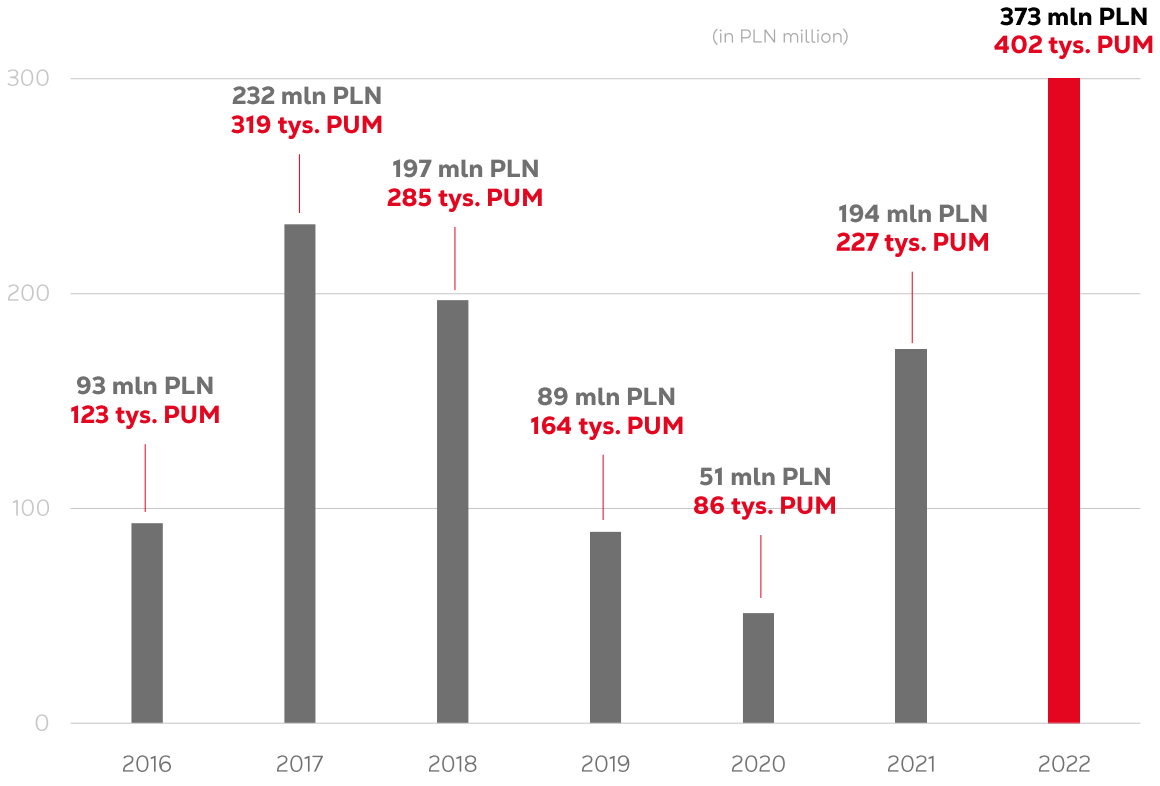
Handovers volume – TSA thou. m2



YEAR	TSA THOU. M2
2016	81,8
2017	135,1
2018	157,4
2019	98,4
2020	164,7
2021	213,5
2022	**196,9**

New lands

Funds allocated to land purchase in years 2016 – 2022



Land acquired in the Group in 2022

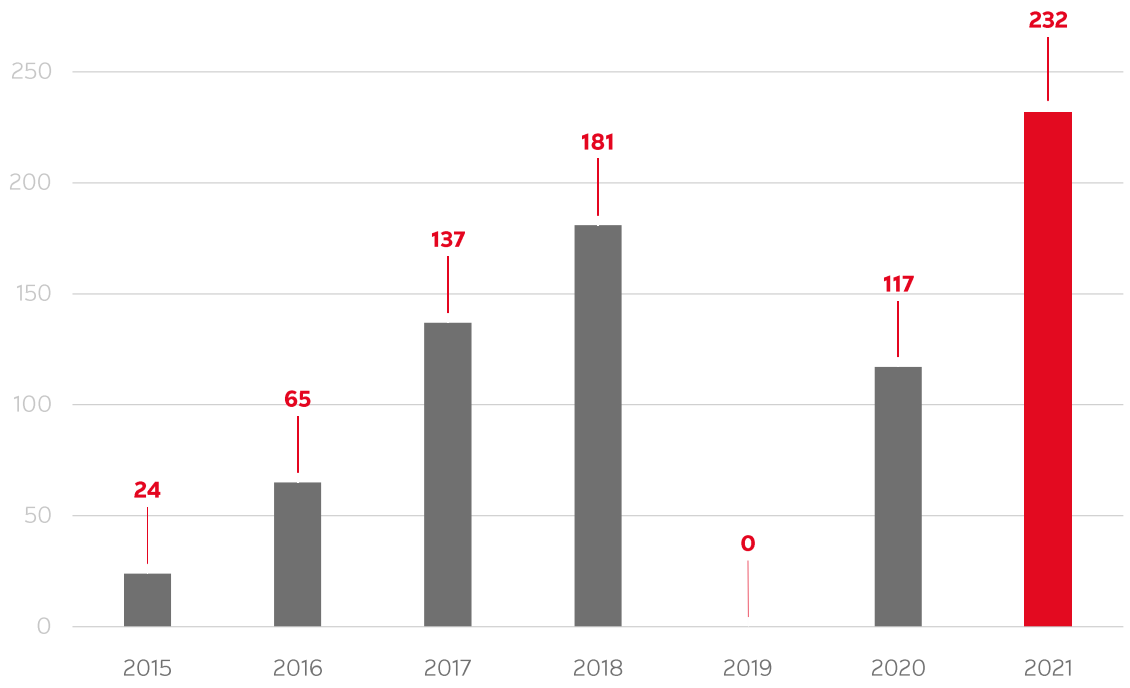
- Wrocław
- Trójmiasto
- Aglomeracja Śląska
- Łódź
- Poznań
- Kraków

The average price of purchase of usable area was 926 PLN/m²

ATAL's land bank allows for implementation of projects for the total usable area of approximately 738 thou. m²

Dividend

Dividend paid for 2015 – 2021



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

756 mln PLN

Handovers in 2022– projects completed as at 31.12.2022

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
ATAL Bosmańska	Gdańsk	6 157	107	102	QI	2022
Nowe Miasto Jagodno III	Wrocław	17 111	295	289	QI	2022
ATAL Residence Przemysłowa 1	Kraków	1 699	25	22	QI	2022
Nowe Miasto Polesie II	Łódź	9 221	152	150	Q2	2022
ATAL Warta Towers	Poznań	19 433	367	361	Q2	2022
Ptasia 20	Poznań	17 761	298	296	Q2	2022
Nowe Miasto Młyn Różanka	Wrocław	8 207	123	121	Q2	2022
Śląska 12	Gdańsk	3 897	112	101	Q2	2022
Apartamenty Drewnowska 43 IV	Łódź	12 088	226	225	Q2	2022
Apartamenty Przybyszewskiego 64 IV	Kraków	4 883	76	75	Q2	2022
Apartamenty Karolinki II	Katowice	14 140	272	270	Q2	2022
Aleja Pokoju III B	Kraków	13 905	248	248	Q3	2022
Przystań Letnica II	Gdańsk	12 813	202	187	Q3	2022
Bartycka 49 Apartamenty	Warszawa	5 299	79	77	Q4	2022
Nowe Miasto Jagodno IV	Wrocław	13 241	227	191	Q4	2022
ATAL City Square I	Wrocław	16 896	366	258	Q4	2022
Masarska 6 Apartamenty	Kraków	6 577	115	29	Q4	2022
TOTAL		**183 330**	**3 290**	**3 002**		

Number of flats not transferred as at 31.12.2022: 682

Sales contracting 91%

Potential of handover in 2023 – projects under construction as at 31.12.2022

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Francuska Park VI	Katowice	10 046	182	131	QI	2023
ATAL City Square II	Wrocław	6 620	117	55	QI	2023
Osiedle Poematu	Warszawa	10 011	164	127	QI	2023
Zakątek Dąbie	Kraków	6 017	121	87	Q2	2023
Zacisze Marcelin Ia	Poznań	10 677	212	199	Q2	2023
Bursztynowa Zatoka I	Gdańsk	8 094	152	133	Q2	2023
Zacisze Marcelin Ib	Poznań	11 779	219	163	Q2	2023
Nowe Miasto Różanka Młynarska (VII)	Wrocław	10 846	194	144	Q3	2023
Nowe Miasto Polesie III a	Łódź	10 967	180	131	Q3	2023
Przystań Jasień (Życzliwa)	Gdańsk	9 552	154	78	Q3	2023
Zakątek Harmonia (Płochocińska I)	Warszawa	3 185	60	5	Q3	2023
Nowe Miasto Jagodno V	Wrocław	11 337	199	137	Q3	2023
Francuska Park VII	Katowice	17 991	323	191	Q3	2023
ATAL Aura	Łódź	8 906	156	131	Q4	2023
Przystań Letnica III	Gdańsk	19 440	323	274	Q4	2023
TOTAL		**155 468**	**2 756**	**1 986**		

Sales contracting 72%

Potential of handover in 2024 – projects under construction as at 31.12.2022

PROJECT	CITY	TSA (m2)	NUMBER OF FLATS	SOLD	DATE OF FINALIZATION (Q)	
Nowy Targówek V (bud. G)	Warszawa	4 477	73	44	QI	2024
Strefa Cegielnia (Zesławice)	Kraków	7 482	144	9	QI	2024
Pułaskiego City Square III	Wrocław	15 534	256	45	Q2	2024
Apartamenty Ostródzka II	Warszawa	3 863	70	26	Q2	2024
Nowe Miasto Polesie IIIb	Łódź	11 569	204	29	Q2	2024
Żródlana 31 Residence	Piotrków Trybunalski	7 783	141	13	Q2	2024
Nowe Miasto Jagodno Enklawa (VI)	Wrocław	10 989	80	9	Q2	2024
Zacisze Marcelin II	Poznań	17 200	333	68	Q3	2024
ATAL Sky + (Słoneczna Pętla I)	Katowice	20 545	325	79	Q3	2024
Bursztynowa Zatoka II	Gdańsk	17 859	329	27	Q3	2024
Skwer Harmonia (Półłanki)	Kraków	8 763	152	5	Q3	2024
Panorama Reden	Katowice	4 111	88	1	Q3	2024
TOTAL		**130 175**	**2 195**	**355**		

Sales contracting 16%

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)
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**

2

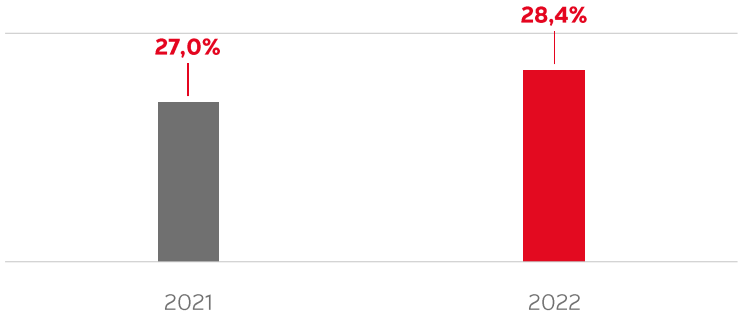
Consolidated financial results

Consolidated financial results

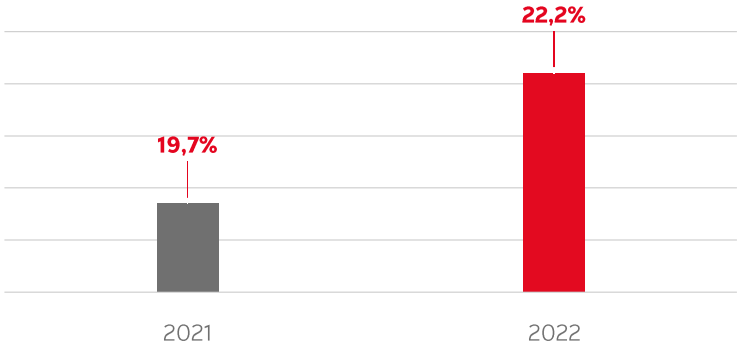
Profit and loss account

PLN THOU.	31.12.2022	31.12.2021	VAR.
Revenues from sale of products, goods and materials	**1 657 823**	**1 679 193**	**-1%**
Costs of products, goods and materials sold	1 187 528	1 225 735	-3%
Gross result of sale	**470 295**	**453 458**	**+4%**
Costs of sale	16 963	15 955	+6%
Costs of general management	24 774	21 498	+15%
Remaining operational revenues	11 454	6 578	+74%
Remaining operational costs	3 967	5 550	-29%
Result of the operational activity	**436 045**	**417 033**	**+5%**
Financial revenues	30 521	6 457	+373%
Financial costs	3 606	7 001	-48%
Gross result	**462 960**	**416 489**	**+11%**
Income tax	94 716	85 300	+11%
Net result	**368 244**	**331 189**	**+11%**
Profit per share	9,51	8,55	+11%

Gross margin on sales

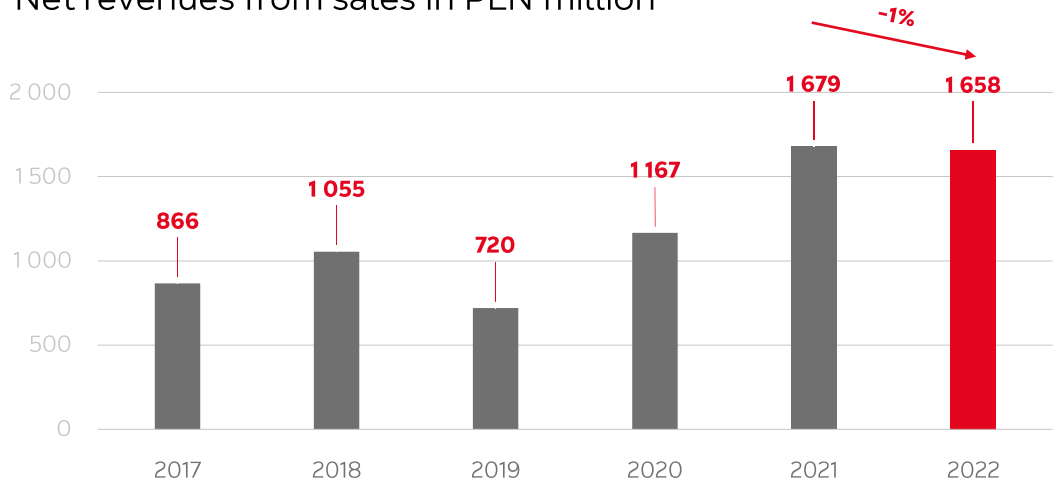


Net margin

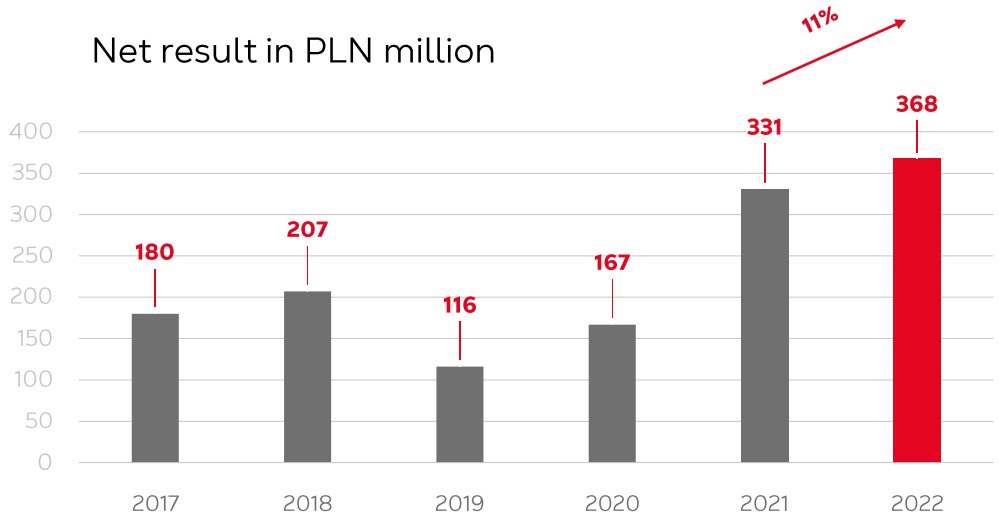


Consolidated financial results

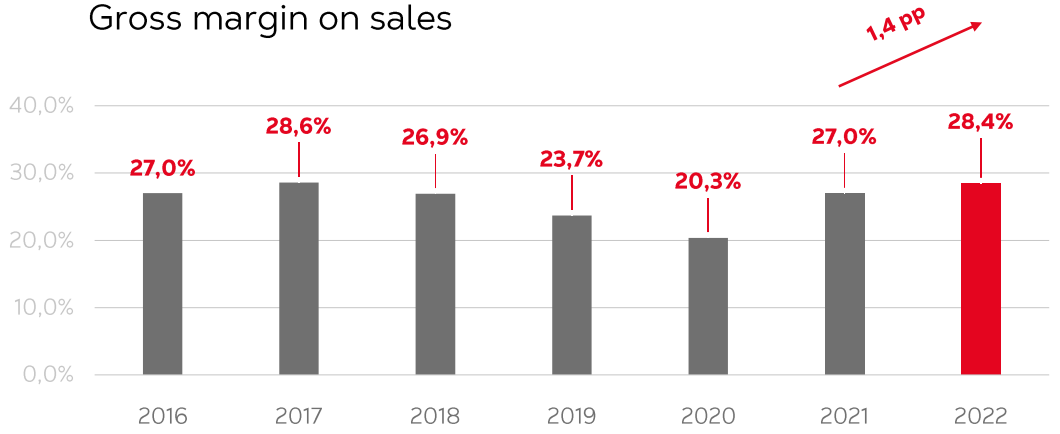
Net revenues from sales in PLN million



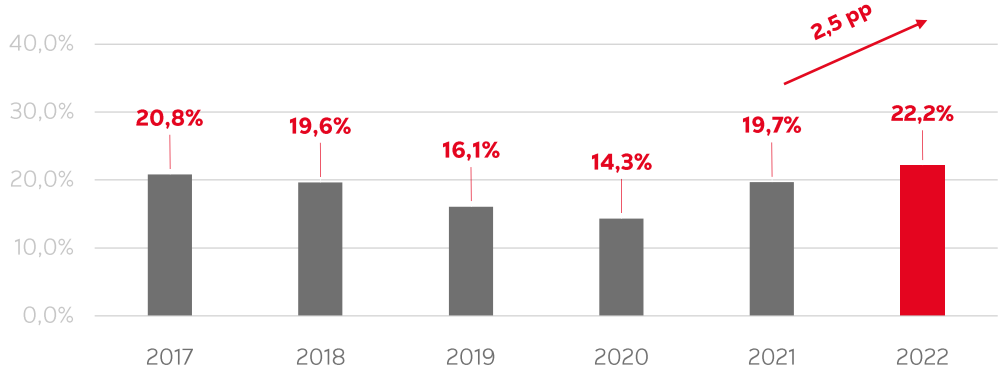
Net result in PLN million



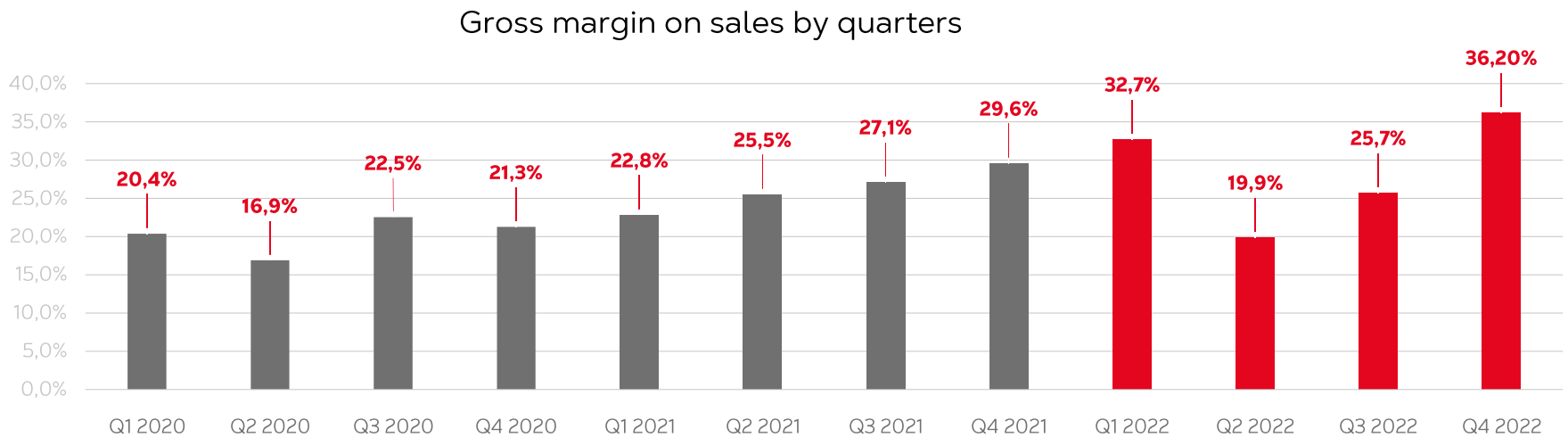
Gross margin on sales

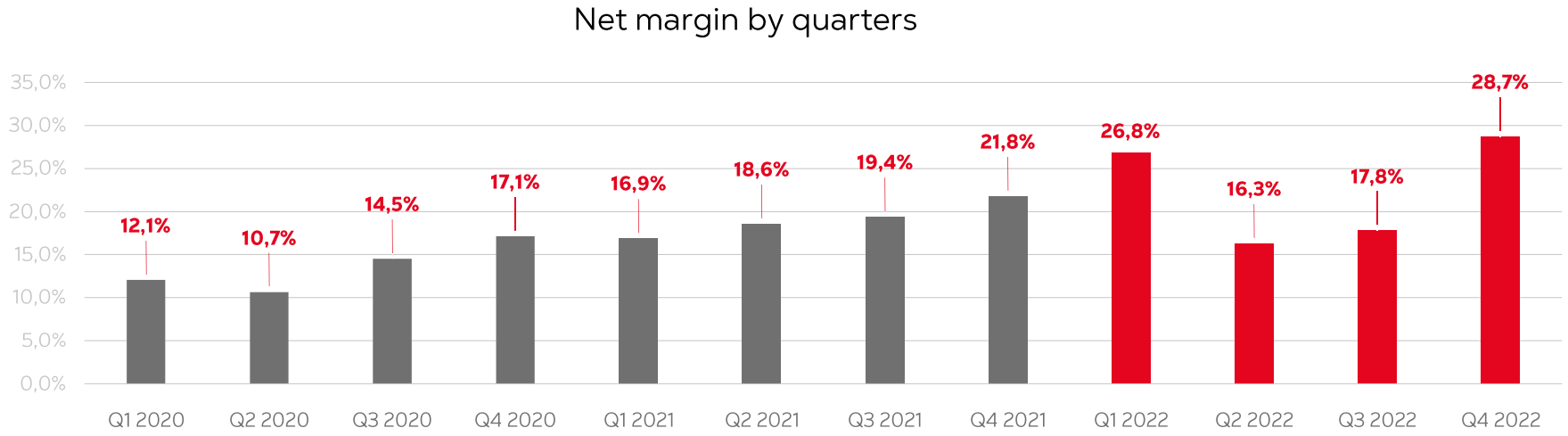


Net margin



Consolidated financial results





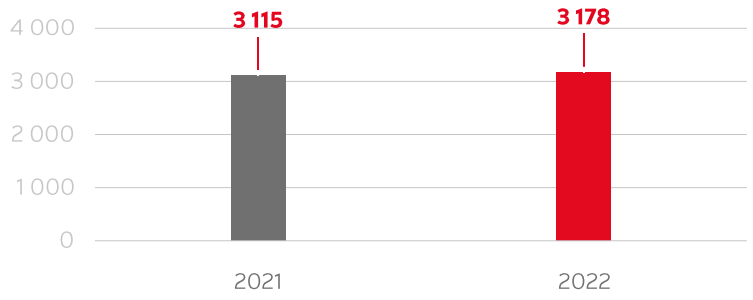
Consolidated financial results

Balance sheet

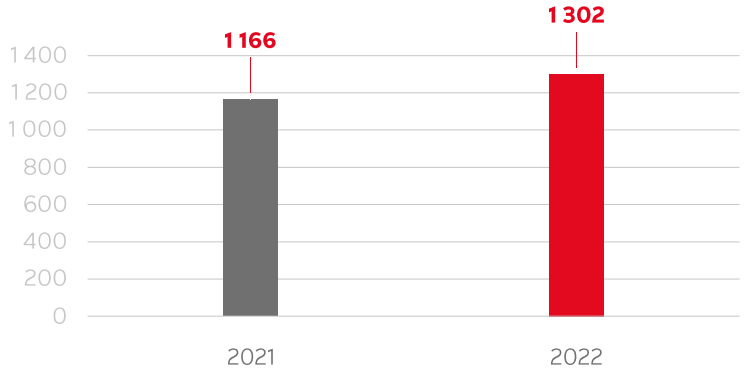
PLN THOU.	31.12.2022	31.12.2021	ZM./VAR.
Assets in total	**3 178 081**	**3 115 470**	**+2%**
Fixed assets	**202 030**	**203 002**	**<1%**
Current assets	**2 976 051**	**2 912 468**	**+2%**
Liabilities and capital in total	**3 178 081**	**3 115 470**	**+2%**
Equity	**1 301 742**	**1 165 691**	**+12%**
Liabilities in total	**1 876 339**	**1 949 779**	**-4%**
Long term liabilities	**607 490**	**893 527**	**-32%**
Short term liabilities	**1 268 849**	**1 056 252**	**+20%**

PLN THOU.	31.12.2022	31.12.2021
Net Debt Ratio for the Group*	**-0,09**	**0,07**

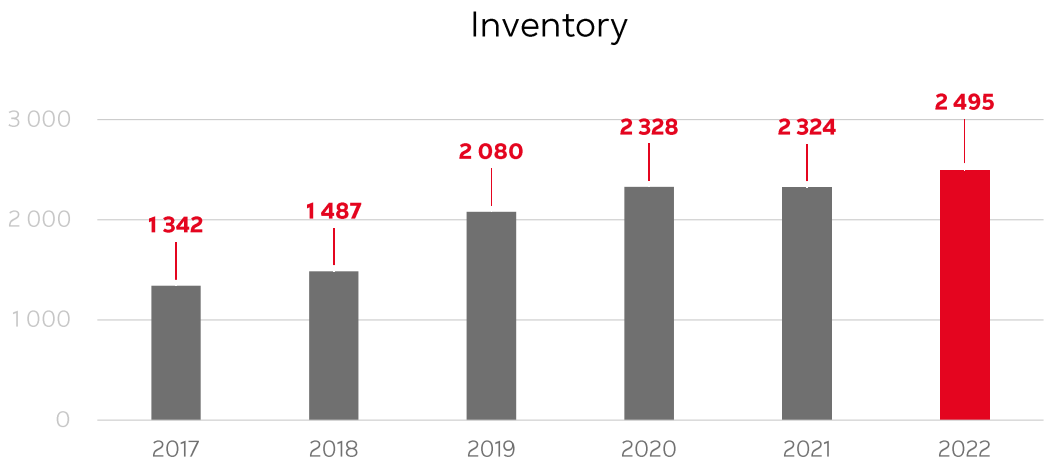
Assets in total in PLN million

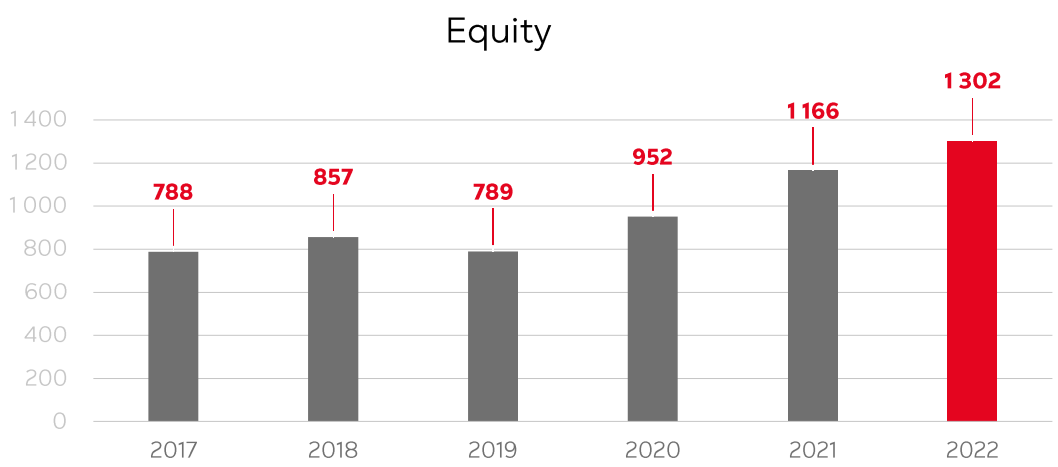


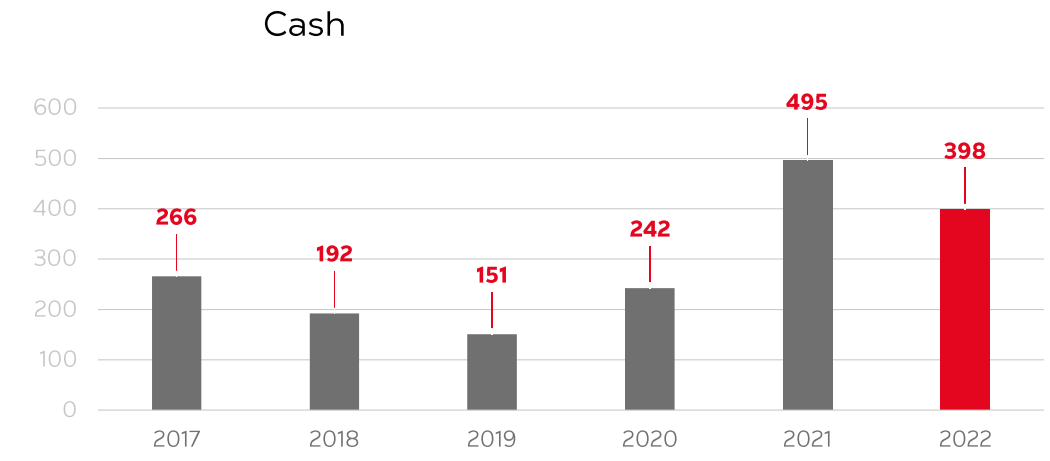
Equity in PLN million

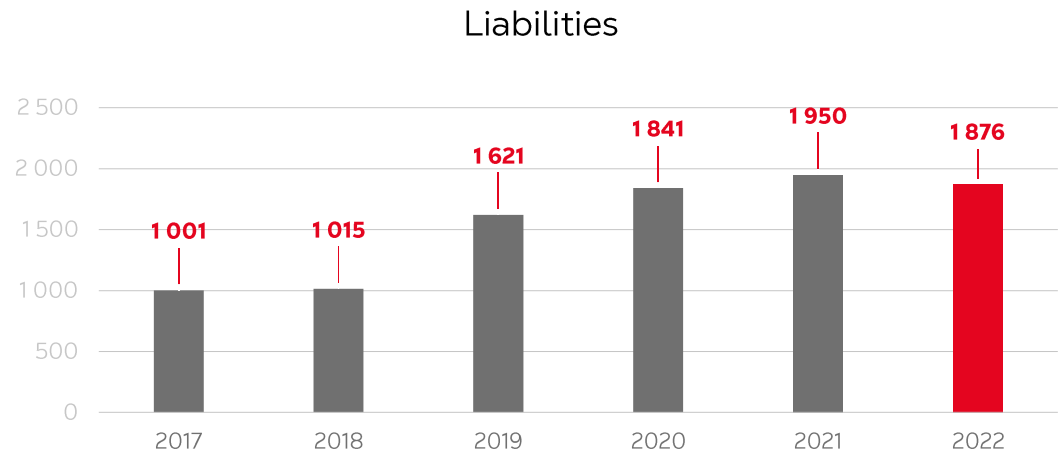


Main items of the financial results in PLN million

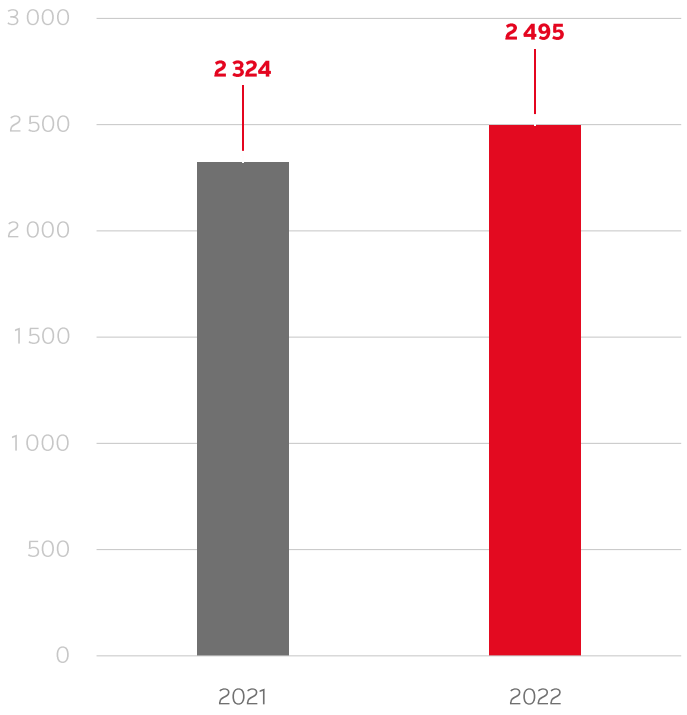


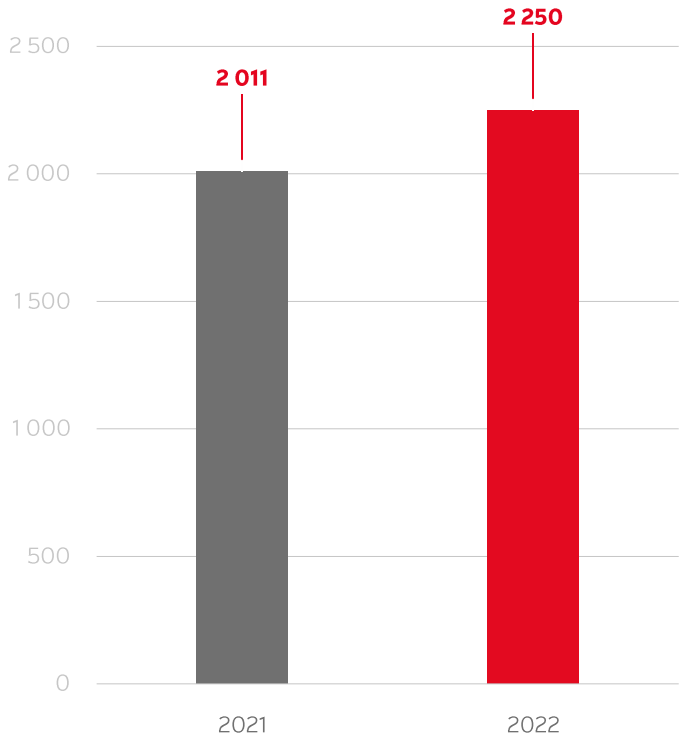


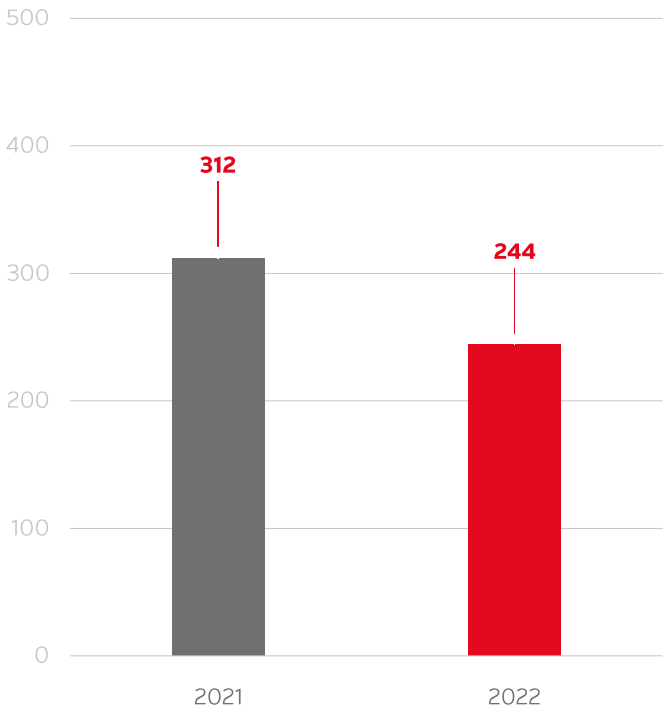




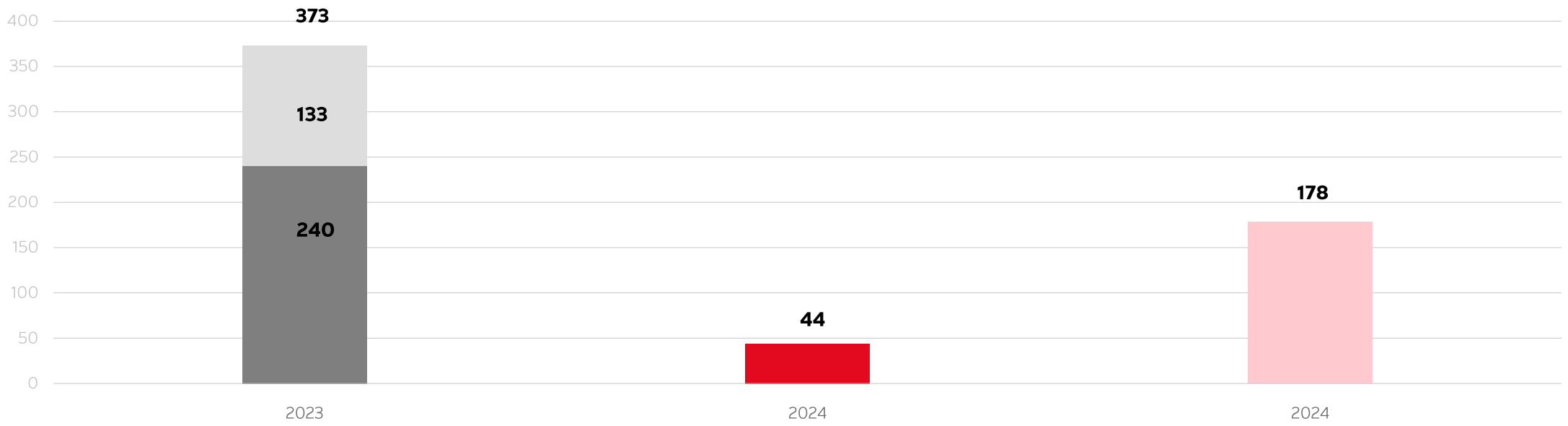
Consolidated financial results in PLN million







Structure of debt maturity as at 31.12.2022



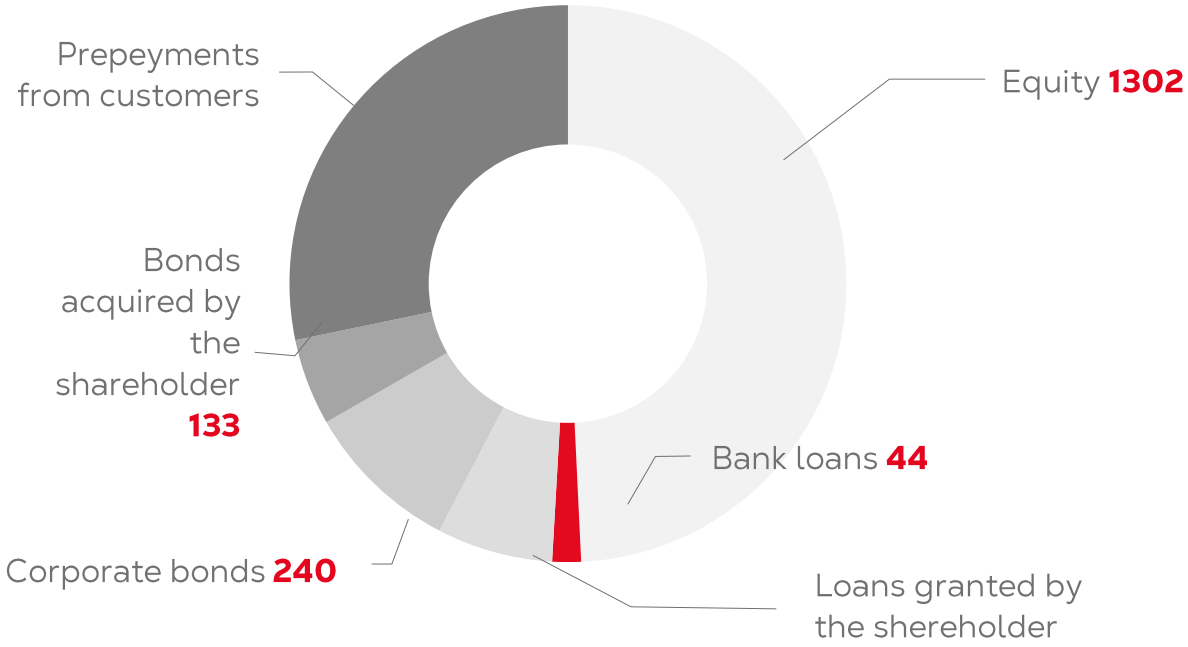
Bonds

Bonds acquired by the shareholder

Bank loans

Loans granted by the shereholder

Business financing sources in PLN million



BUSINESS FINANCING SOURCES AS AT 31.12.2022	
Equity	1 302
Bank loans	44
Loans granted by the shereholder	178
Corporate bonds	240
Bonds acquired by the shareholder	133
Prepayments from customers	747

Our achievements

- Start of construction works for 15 projects (3,656 flats)
- Sales lauched for 16 investments (3,458 flats)
- Construction works finalised for 17 investments (3,300 flats)
- Great sale in 2022: 2,091 flats
- Handovers volume in 2022: 3,380 flats
- 34 investments (7,925 flats) are currently under construction
- Number of currently offered: 4,639 flats

3

Appendix

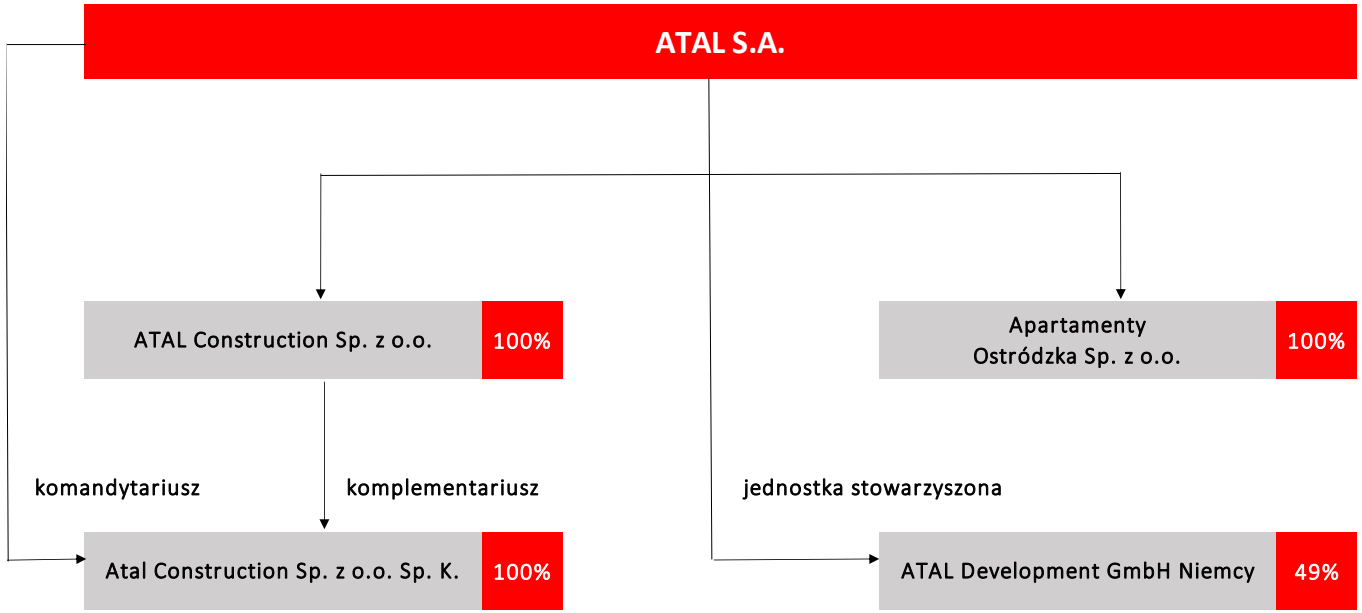
ATAL S.A. is one of Poland`s leading developers. It specializes in housing estates, single multi-family houses located in Poland`s largest cities. It is since June 2015 that the shares of ATAL S.A. have been officially listed on the Warsaw Stock Exchange. ATAL`s founder and leading shareholder is Polish entrepreneur Zbigniew Juroszek who can boast a 30 years of business experience.

30 YEARS
ON THE MARKET

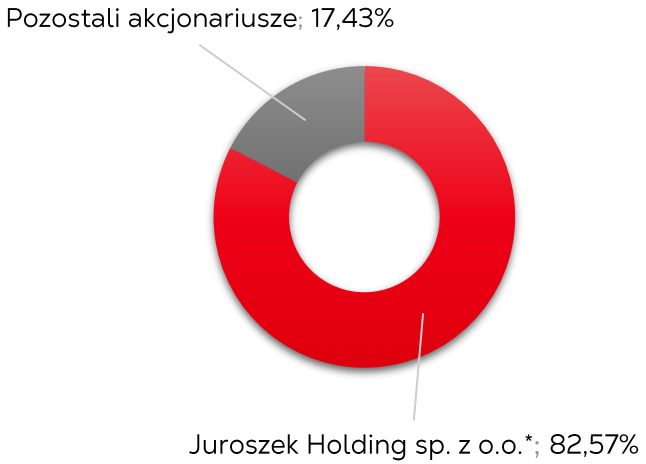
27,014
APARTMENTS SOLD

1.564,795
TOTAL AREA OF FLATS SOLD

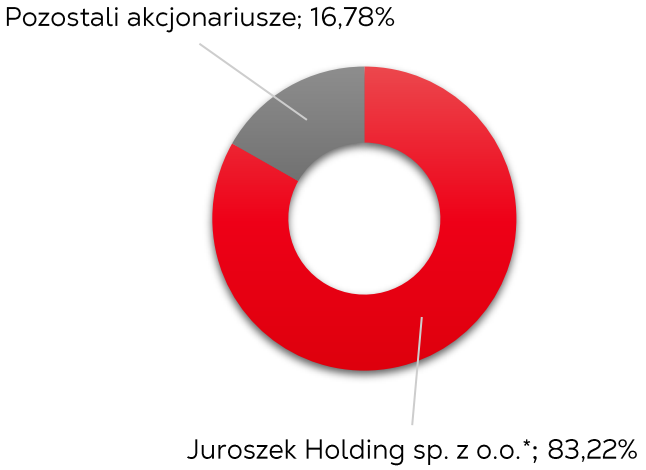
Capital Group



Struktura akcjonariatu



Podział głosów na WZ



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

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' 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 developmnent 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, budgering and controlling as well as inwestor 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 2022

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Nowy Targówek V	Warszawa	73	Q1 2022
Strefa Cegielnia	Kraków	144	Q1 2022
Źródlana 31 Residence	Piotrków Trybunalski	141	Q1 2022
Apartamenty Ostródzka II	Warszawa	70	Q1 2022
Zacisze Marcelin II	Poznań	333	Q2 2022
Bursztynowa Zatoka II	Gdańsk	329	Q2 2022
ATAL City Square III	Wrocław	256	Q2 2022
ATAL City Square IV	Wrocław	325	Q2 2022
Zakątek Harmonia II	Warszawa	95	Q2 2022
Nowe Miasto Polesie IVA	Łódź	211	Q2 2022
Nowe Miasto Polesie IVB	Łódź	246	Q2 2022
Nowe Miasto Jagodno Enklawa	Wrocław	80	Q2 2022
ATAL Olimpijska	Katowice	727	Q2 2022
Panorama Reden	Chorzów	88	Q2 2022
Niebieski Bursztyn	Reda	188	Q2 2022
Skwer Harmonia	Kraków	152	Q3 2022
TOTAL		**3 458**	

Projects completed as at 31.12.2022

PROJECT	CITY	NUMBER OF FLATS	DATE OF FINALIZATION (Q)
Nowe Miasto Jagodno III	Wrocław	295	Q1 2022
ATAL Residence Przemysłowa 1	Kraków	25	Q1 2022
Nowe Miasto Polesie II	Łódź	152	Q1 2022
Ptasia 20	Poznań	298	Q2 2022
ATAL Warta Towers	Poznań	367	Q2 2022
Nowe Miasto Młyn Różanka	Wrocław	123	Q2 2022
Apartamenty Karolinki II	Gliwice	272	Q2 2022
Śląska 12	Gdańsk	112	Q2 2022
Apartamenty Drewnowska IV	Łódź	226	Q2 2022
Apartamenty Przybyszewskiego IV	Kraków	76	Q2 2022
Aleja Pokoju IIIb	Kraków	248	Q2 2022
Przystań Letnica II	Gdańsk	202	Q3 2022
ATAL City Square I	Wrocław	366	Q3 2022
Bartycka 49 Apartamenty	Warszawa	79	Q3 2022
Nowe Miasto Jagodno IV	Wrocław	227	Q3 2022
Masarska 6 Apartamenty	Kraków	115	Q4 2022
ATAL City Square II	Wrocław	117	Q4 2022
RAZEM		**3 300**	

Investor relationships

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