

# SUMMARY OF RESULTS FOR 1-3Q 2021

NOVEMBER 23, 2021



OGÓLNOPOLSKI  
DEVELOPER

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





# 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 10
6. Dividend 11
7. Projects under construction – potential of handovers 12

## 2. CONSOLIDATED FINANCIAL RESULTS

1. Profit and loss account 16
2. Balance sheet 19
3. Structured of debt maturity 22
4. Business financing sources 23

## 3. OUR ACHIEVEMENTS 26

## 4. APPENDIX

1. Capital group and shareholders structure 27
2. Management Board 28
3. Investments introduction to sale 29
4. Project completed 30





# OPERATING ACTIVITIES



OGÓLNOPOLSKI  
DEVELOPER

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



# Investments in progress and in the pipeline



## SUMMARY

Projects	Number of projects:	Number of flats	TSA* (m <sup>2</sup> )
In progress	35	6 686	383 594
Planned	33	10 051	568 159



1

### Poznań

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	4	1 096	59 650
Planned	5	2 345	129 000

2

### Wrocław

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	7	1 458	80 742
Planned	4	839	46 494

3

### Silesia

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	5	1 357	77 270
Planned	4	2 817	172 033

4

### Cracow

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	7	859	49 488
Planned	5	1 484	81 700

7

### Tri-City

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	6	959	59 952
Planned	3	543	27 476

6

### Warsaw

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	2	243	15 310
Planned	9	1 361	74 002

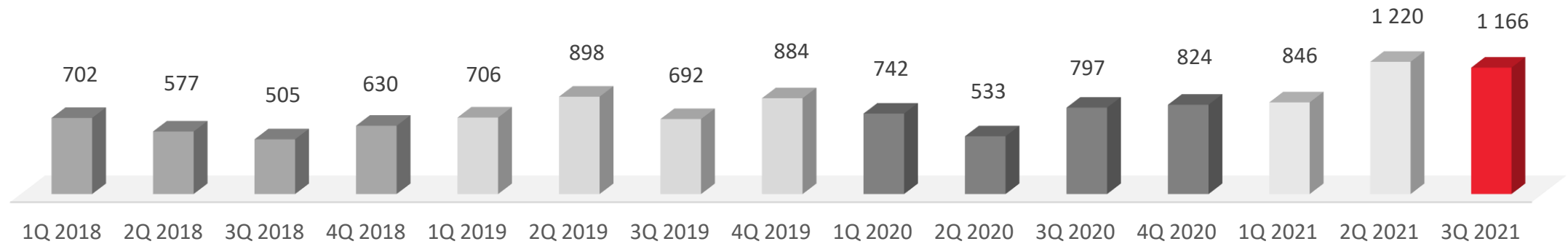
5

### Łódź

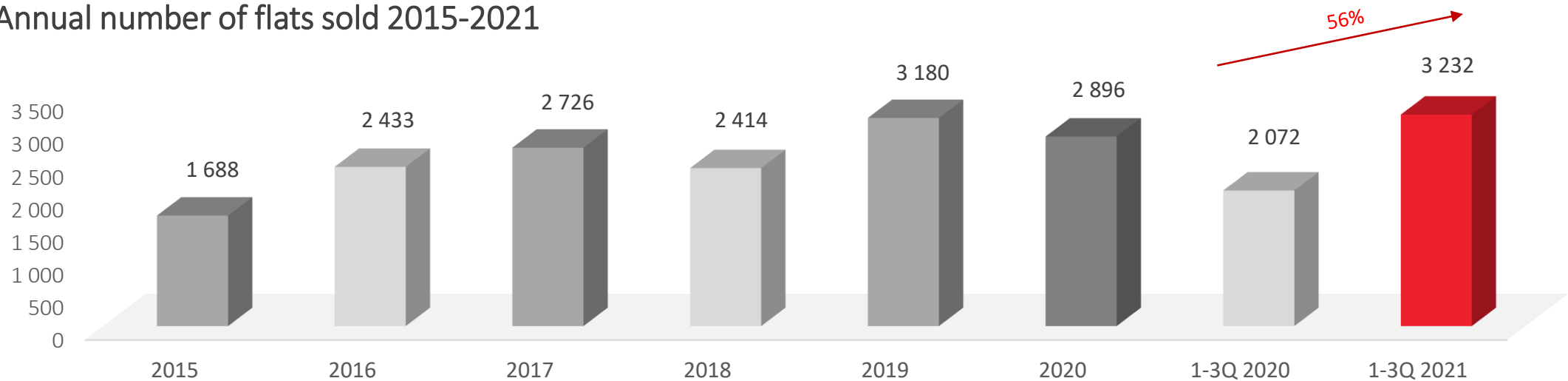
Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	4	714	41 182
Planned	3	661	37 454

# Sales of flats

Number of flats sold as divided by quarters

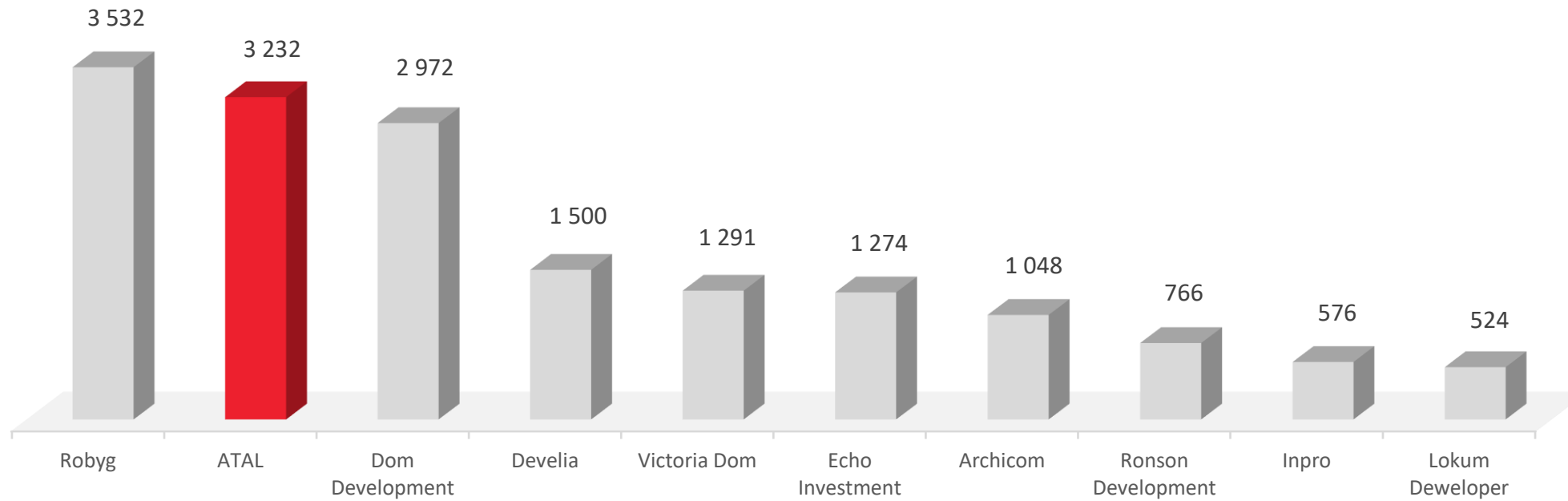


Annual number of flats sold 2015-2021



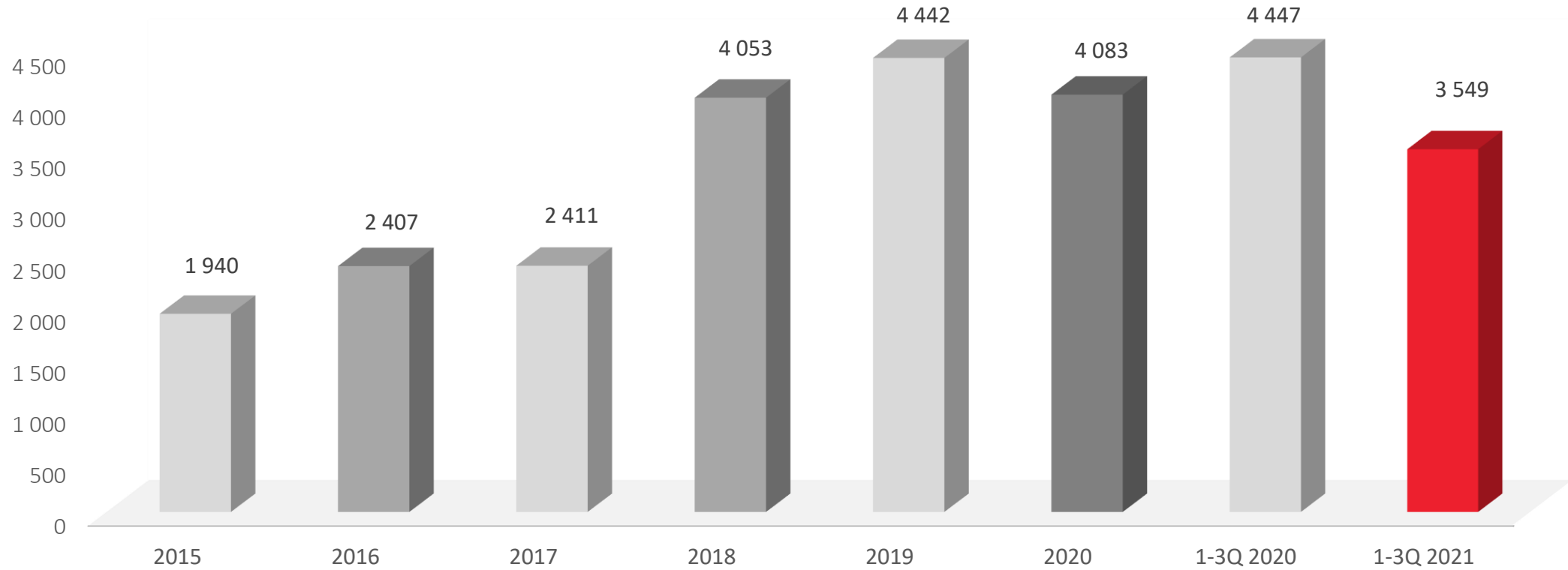
# Sales of flats

Number of flats sold compared to competitors in 1-3Q 2021



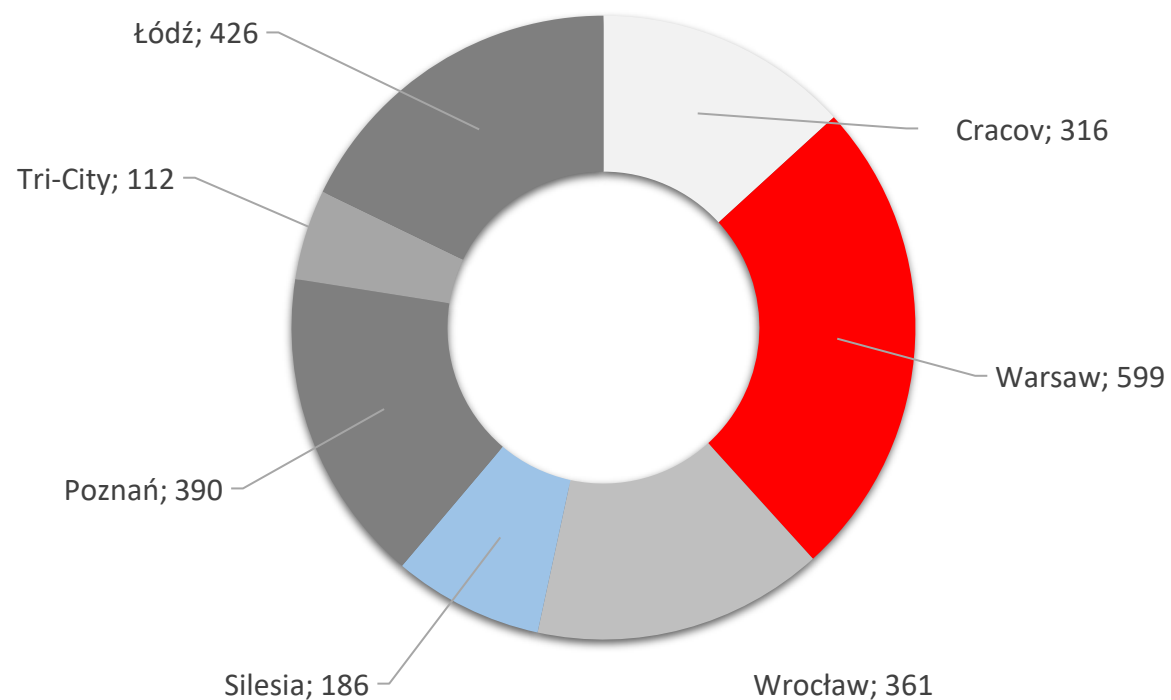
# Offer

Number of flats offered in years 2015-2021



# Handovers volume in 1-3Q 2021

Number of handed over flats by city



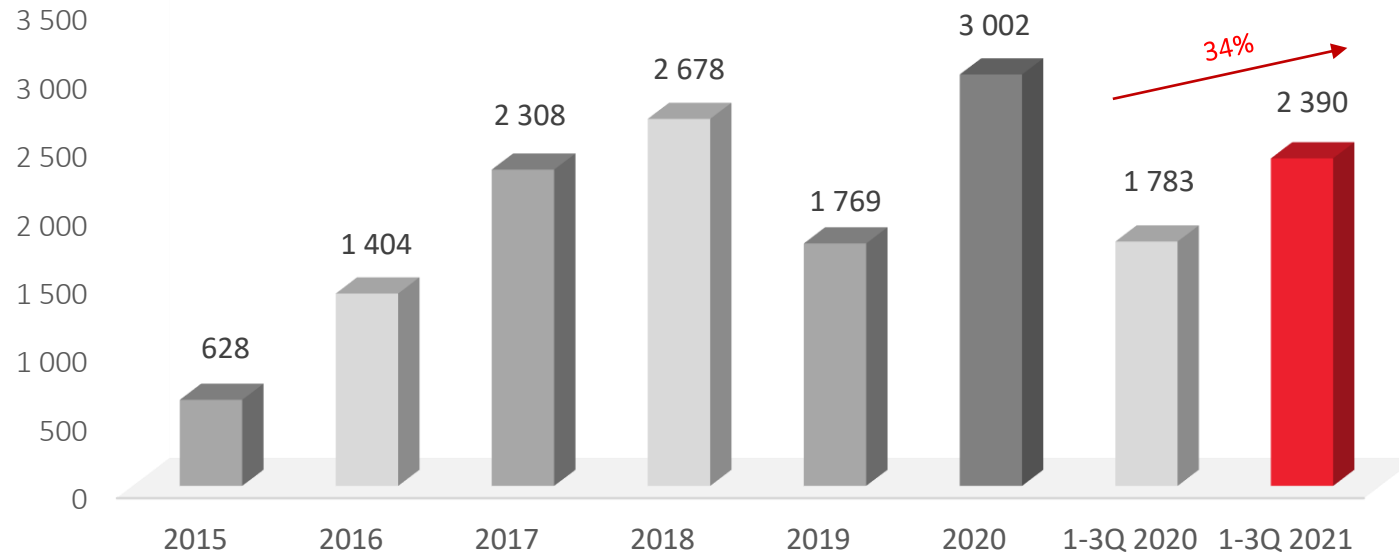
Handovers volume in 1-3Q 2021

City	Apartments/ Service premises
Cracov	316
Warsaw	599
Wrocław	361
Silesia	186
Poznań	390
Tri-City	112
Łódź	426
<b>Total</b>	<b>2 390</b>



# Handovers volume in 1-3Q 2021

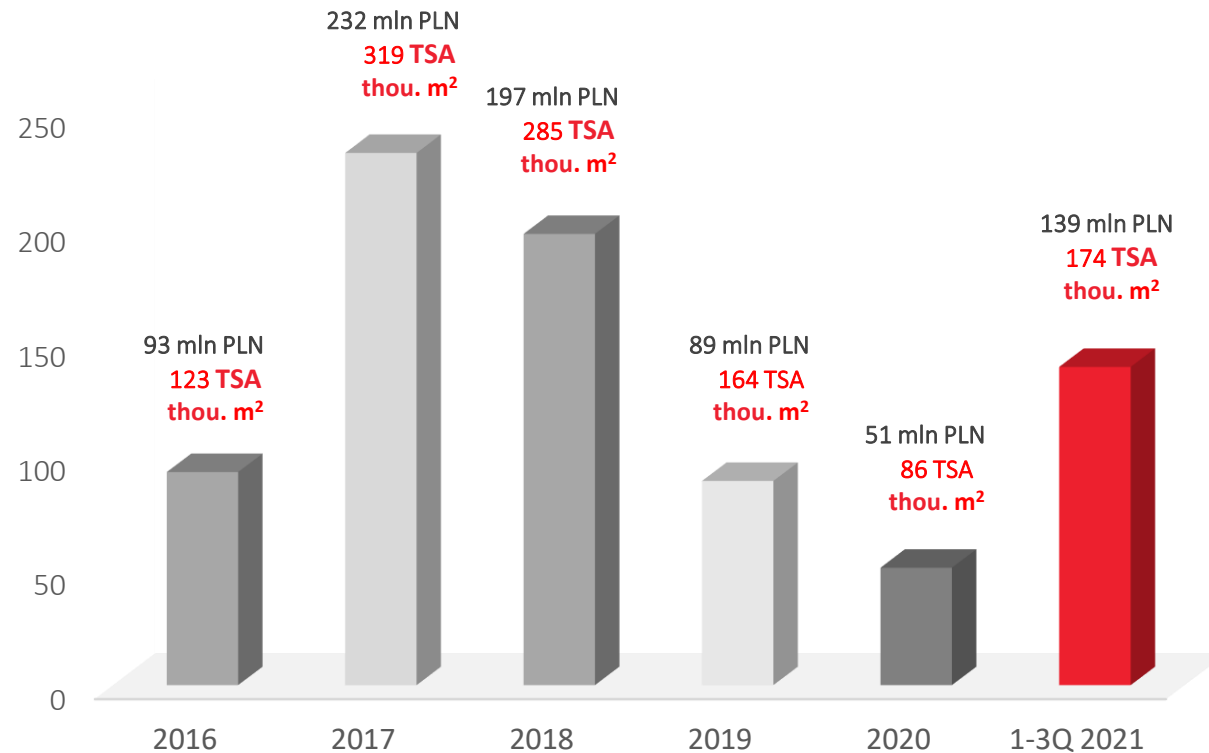
Number of handed over flats in years 2015 – 2021



Year	TSA Thou. m2
2015	37,1
2016	81,8
2017	135,1
2018	157,4
2019	98,4
2020	164,7
1-3Q 2020	96,8
1-3Q 2021	134,9

# New lands

Funds allocated to land purchase in years 2016 – 2021 (in PLN million)



## Land acquired in the Group in 1-3Q 2021

- Poznań: land – Naramowice
- Katowice: land – Brynów
- Cracow: land – Podgórze – 4 plots
- Warsaw: land – Białołęka



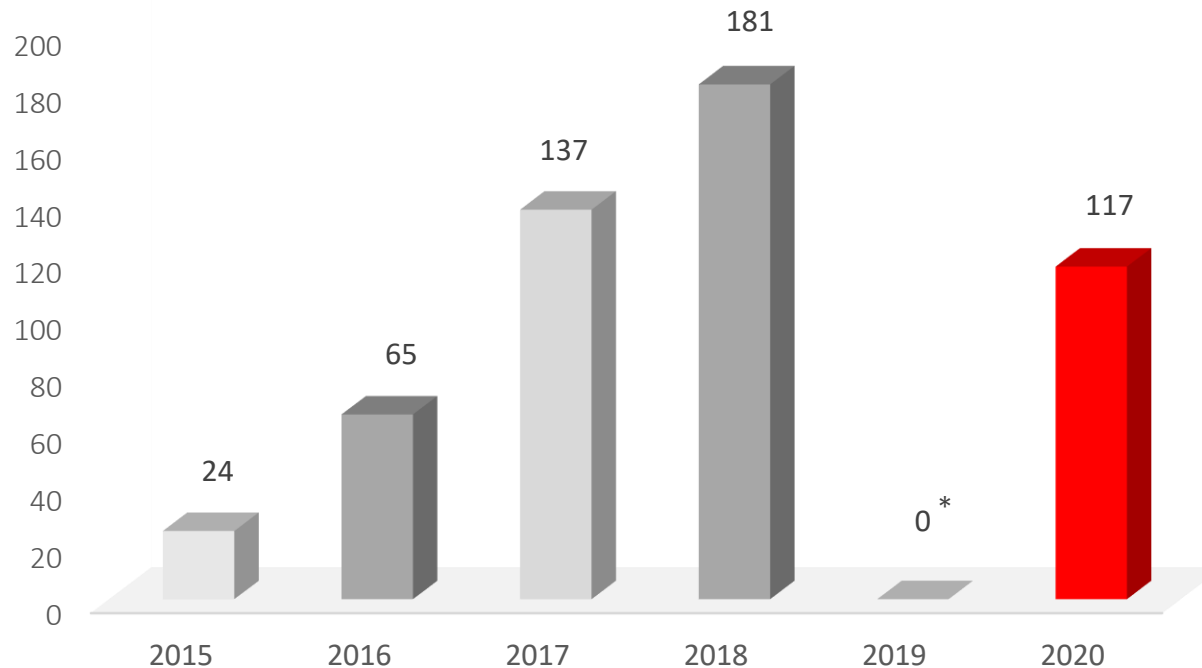
The average price of purchase of usable area was **794 PLN/m<sup>2</sup>**.



ATAL's land bank allows for implementation of projects for the total usable area of approximately **539 thou. m<sup>2</sup>**

# Dividend

Dividend paid for 2015–2020 (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.

## Dividend paid for 2020 :



Dividend rate: **5,9 %**  
(on 07.07.2021 – dividend day)



Nominal amount of the dividend: **PLN 117,3 million**, which represents **80%** of net result ATAL S.A.



The total amount of dividends paid from the allowance for the GPW was:

**PLN 524 million**



# Handovers in 2021– projects under construction and completed as at 30.09.2021

Project	City	TSA (m <sup>2</sup> )	Number of flats	Sold	Date of finalization (Q)	
Nowa Grochowska II	Warsaw	6 489	115	107	I Q.	2021
Nowa Grochowska III	Warsaw	7 381	114	111	I Q.	2021
ATAL Kliny Zacisze IV	Cracow	5 311	98	98	I Q.	2021
Apartamenty Drewnowska 43 etap III	Łódź	5 187	84	72	I Q.	2021
ATAL Residence Zabłocie III	Cracow	13 225	197	138	I Q.	2021
Apartamenty Ostródzka I	Warsaw	6 619	124	121	I Q.	2021
Apartamenty Dmowskiego	Poznań	17 116	294	253	II Q.	2021
Aleja Pokoju II biurowiec	Cracow	7 302	10	-	II Q.	2021
Krakowska II biurowiec	Wrocław	12 345	13	-	II Q.	2021
ATAL Oporów	Wrocław	7 850	136	136	II Q.	2021
Modern Tower	Gdańsk	15 212	291	160	III Q.	2021
Nowe Miasto Jagodno I	Wrocław	10 911	187	155	III Q.	2021
Nowe Miasto Polesie I	Łódź	8 610	142	135	III Q.	2021
Sokolska 30 Towers	Katowice	20 065	282	261	III Q.	2021
Apartamenty Dmowskiego II	Poznań	9 320	166	146	III Q.	2021
Apartamenty Przybyszewskiego 64 II	Cracow	16 477	299	295	III Q.	2021
Apartamenty Przybyszewskiego 64 III	Cracow	2 560	47	45	III Q.	2021
Chojny Park V	Łódź	5 498	96	83	III Q.	2021
ATAL Aleja Pokoju III A	Cracow	7 388	126	124	IV Q.	2021
Apartamenty Karolinki I	Katowice	14 548	255	227	IV Q.	2021
Ptasia 20	Poznań	17 761	298	254	IV Q.	2021

**TOTAL**

**217 175**

**3 374**

**2 921**

Completed with an occupancy permit as at 30.09.2021

Completed with an occupancy permit in IVQ

In progres



Number of flats not transferred as at 30.09.2021 : **782**



Sales contracting **87%**

## Potential of handovers in 2022 – projects under construction as at 30.09.2021

Project	City	TSA (m <sup>2</sup> )	Number of flats	Sold	Date of finalization (Q)	
ATAL Warta Towers	Poznań	19 433	367	337	I Q.	2022
Nowe Miasto Jagodno II	Wrocław	6 767	114	93	I Q.	2022
ATAL Aleja Pokoju IV	Cracow	9 800	148	141	I Q.	2022
Nowe Miasto Młyn Różanka	Wrocław	8 207	123	112	II Q.	2022
Nowe Miasto Jagodno III	Wrocław	17 111	295	238	II Q.	2022
Nowe Miasto Polesie II	Łódź	9 221	152	139	II Q.	2022
ATAL Aleja Pokoju III B	Cracow	13 905	248	204	II Q.	2022
Śląska 12	Gdańsk	3 897	112	36	II Q.	2022
ATAL Residence Przemysłowa 1	Cracow	1 699	25	-	II Q.	2022
Apartamenty Drewnowska 43 IV	Łódź	12 088	226	184	II Q.	2022
ATAL Bosmańska	Gdańsk	6 157	107	83	II Q.	2022
Przystań Letnica II	Gdańsk	12 813	202	145	III Q.	2022
Apartamenty Przybyszewskiego 64 IV	Cracow	4 883	76	68	III Q.	2022
Bartycka 49 Apartamenty	Warsaw	5 299	79	58	III Q.	2022
Nowe Miasto Jagodno IV	Wrocław	13 241	227	80	III Q.	2022
ATAL City Square II	Wrocław	6 620	117	-	III Q.	2022
ATAL City Square I	Wrocław	16 896	366	157	III Q.	2022
Francuska Park VI	Katowice	10 046	182	54	IV Q.	2022
<b>TOTAL</b>		<b>178 083</b>	<b>3 166</b>	<b>2 129</b>		



Sales contracting 67%

# Potential of planned projects after 2023

Potential of transfers 2022+ (projects launched and being prepared to be launched in years 2021-2023)

City	Number of projects / stages	Planned TSA (m2)	Number of flats (projection)
Tri-City	6	64 561	1 081
Wrocław	5	58 394	1 055
Warsaw	10	84 013	1 527
Silesia	7	224 708	3 737
Łódź	5	57 327	997
Cracow	7	93 513	1 722
Poznań	7	151 456	2 776
<b>TOTAL</b>	<b>47</b>	<b>733 972</b>	<b>12 895</b>



# FINANCIAL RESULTS



OGÓLNOPOLSKI  
DEVELOPER

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



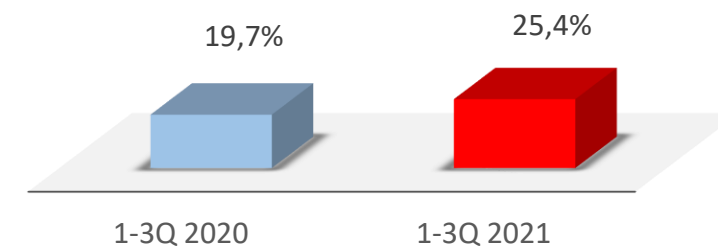


# Consolidated financial results

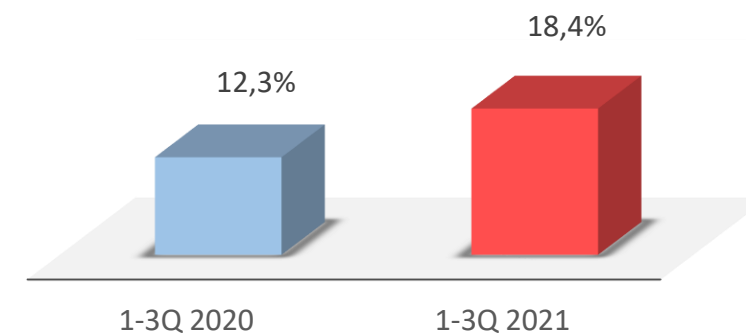
## Profit and loss account

PLN thou.	30.09.2021	30.09.2020	variation
Revenues from sale of products, goods and materials	1 030 458	671 093	54%
Costs of products, goods and materials sold	769 091	539 125	43%
<b>Gross result of sale</b>	<b>261 367</b>	<b>131 968</b>	<b>98%</b>
Costs of sale	11 736	10 459	12%
Costs of general management	15 783	13 887	14%
Remaining operational revenues	4 721	3 287	44%
Remaining operational costs	2 701	3 648	-26%
<b>Result of the operational activity</b>	<b>235 868</b>	<b>107 261</b>	<b>120%</b>
Financial revenues	3 288	2 704	22%
Financial costs	4 471	8 632	-48%
<b>Gross result</b>	<b>234 685</b>	<b>101 333</b>	<b>132%</b>
Income tax	44 980	18 902	138%
<b>Net result</b>	<b>189 705</b>	<b>82 431</b>	<b>130%</b>
Profit per share	4,90	2,13	127%

## Gross margin on sales



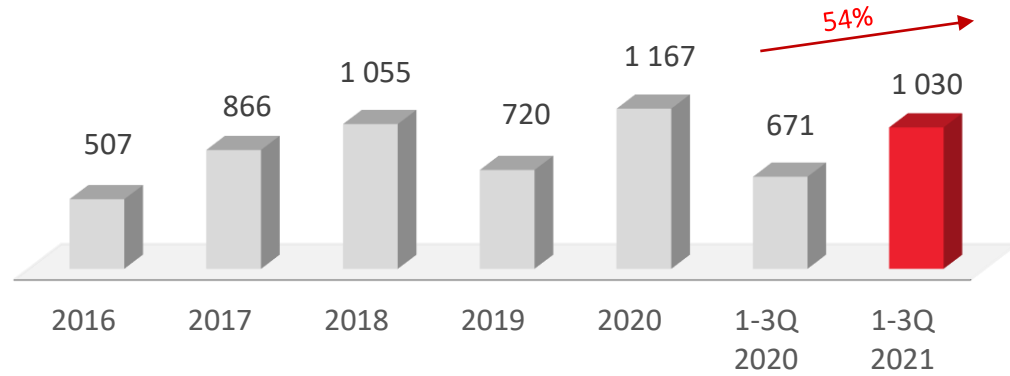
## Net margin



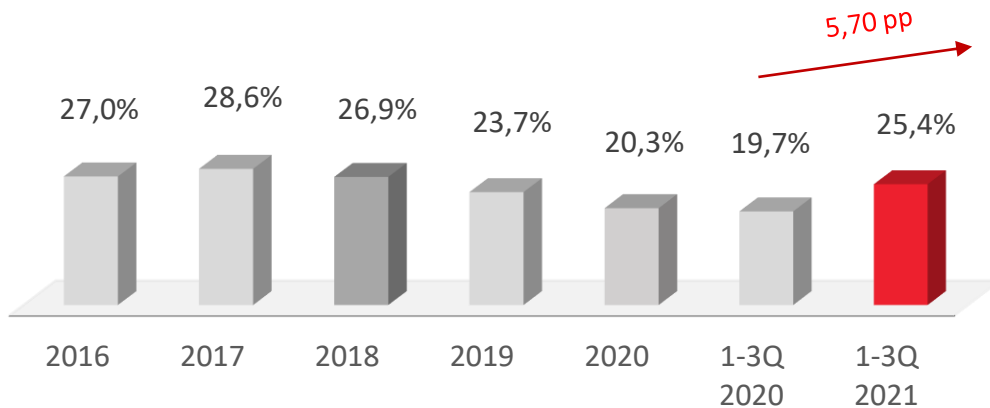
# Consolidated financial results

## Net revenues from sales

In PLN million

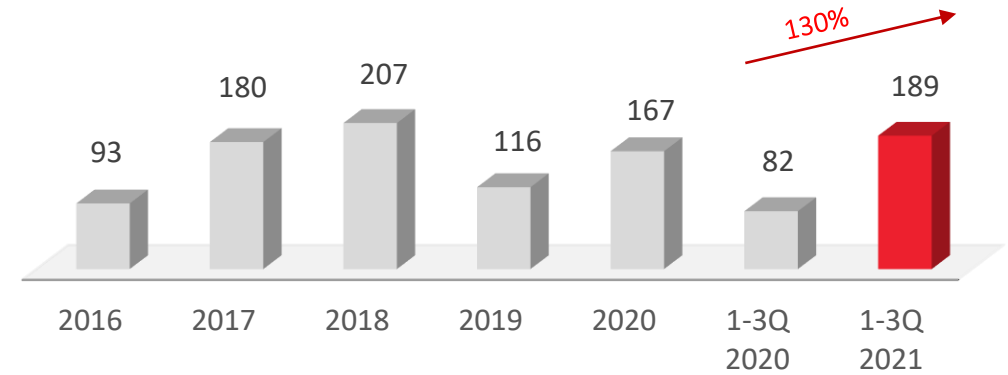


## Gross margin on sales

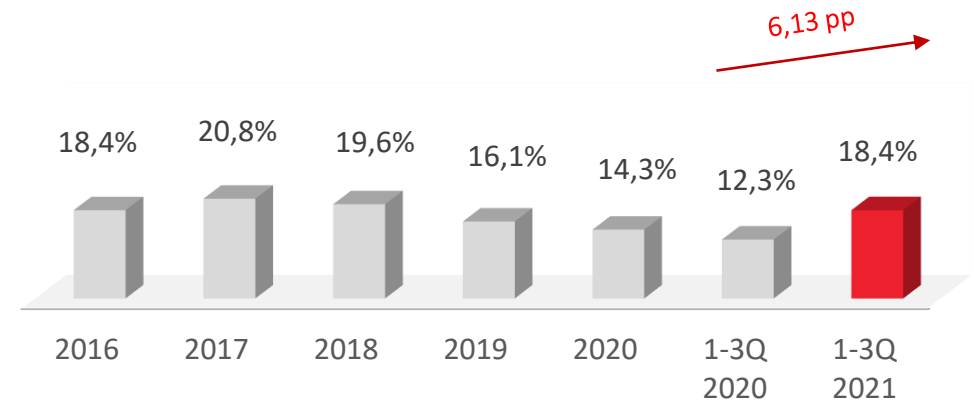


## Net result

in PLN million



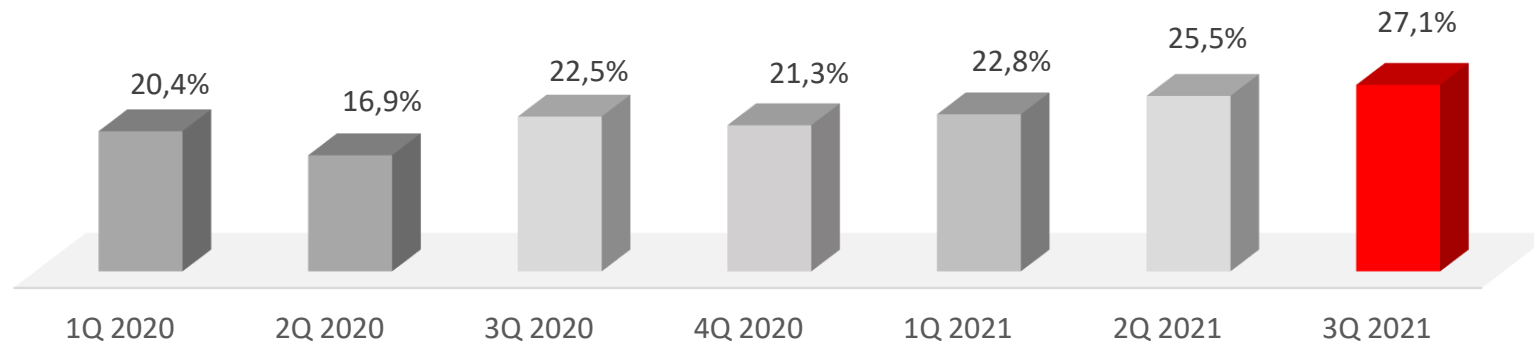
## Net margin



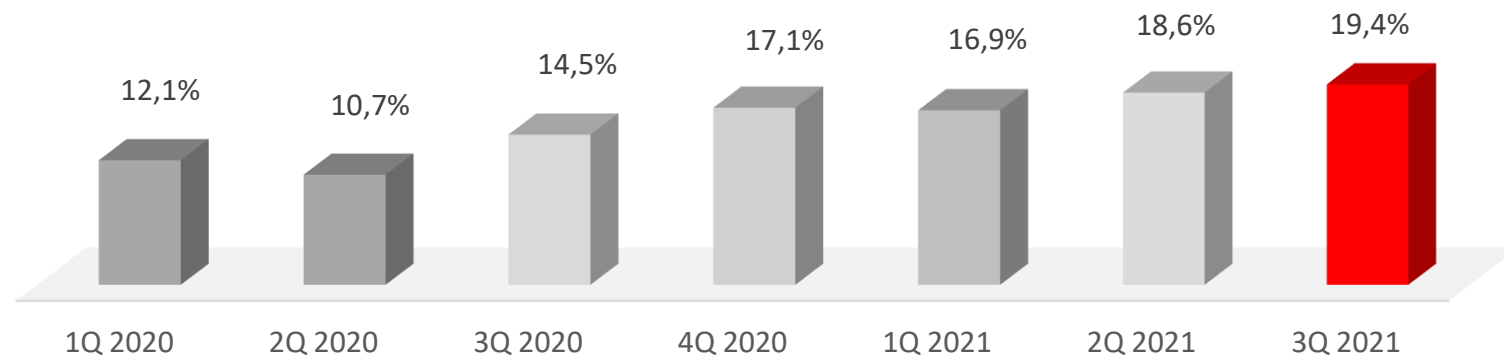


# Consolidated financial results

## Gross margin on sales by quarters



## Net margin by quarters



# Consolidated financial results

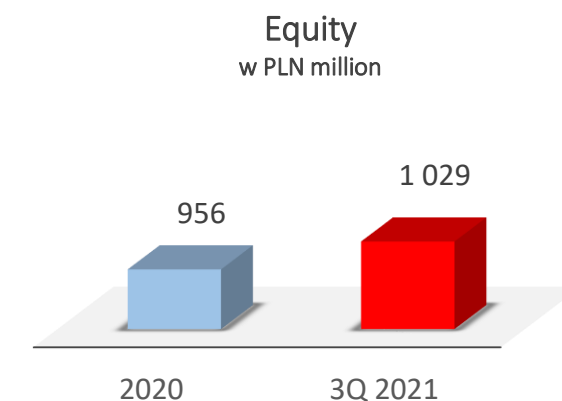
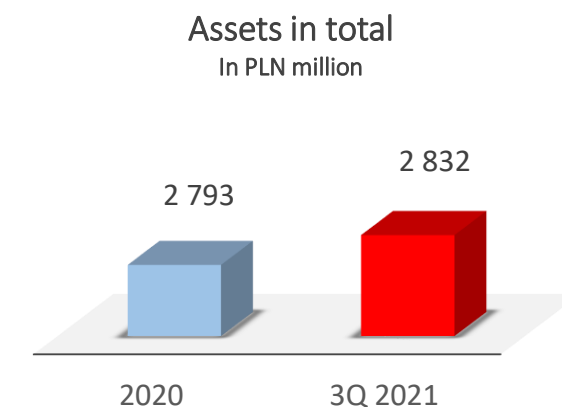
## Balance sheet

PLN thou.	30.09.2021	31.12.2020	variation
<b>Assets in total</b>	2 832 443	2 792 686	1%
<b>Permanent assets</b>	184 116	185 987	-1%
<b>Current assets</b>	2 648 327	2 606 699	2%
<b>Liabilities and capital in total</b>	2 832 443	2 792 686	1%
<b>Equity</b>	1 028 546	956 139	8%
<b>Liabilities in total</b>	1 803 897	1 836 547	-2%
Long term liabilities	807 194	694 896	16%
Short term liabilities	996 703	1 141 651	-13%

## Indebtedness

	30.09.2021	31.12.2020
<b>Net Debt Ratio for the Group*</b>	0,29	0,38

\* According to Conditions for Bonds Issuance, it is deemed to be a relation of the total value of net Debt and Equity. Financial indebtedness means consolidated indebtedness of the Group of the Issuer, excluding loans granted to the Issuer by the main stockholder bonds of the Issuer acquired by the main stockholder, as well as bonds of the Issuer acquired by the companies: ZJ Invest Sp. z o.o. and Juroszek Investments Sp. z o.o. over which the ownership control is performed by the main stockholder.

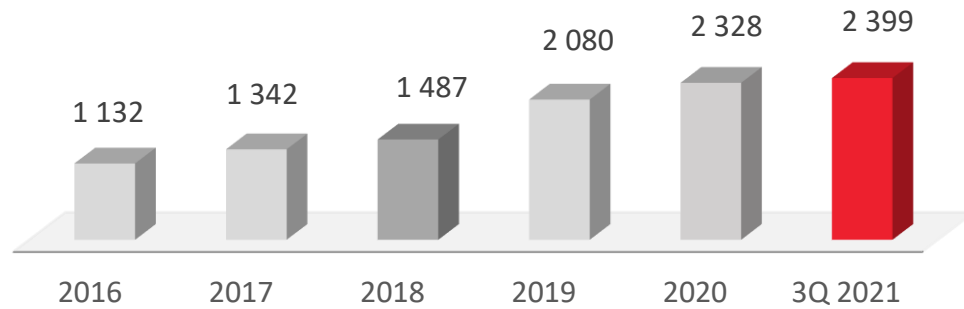


# Consolidated financial results

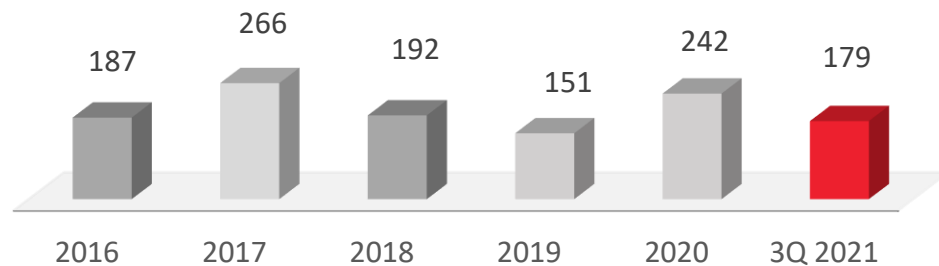
## Main items of the financial results

In PLN million

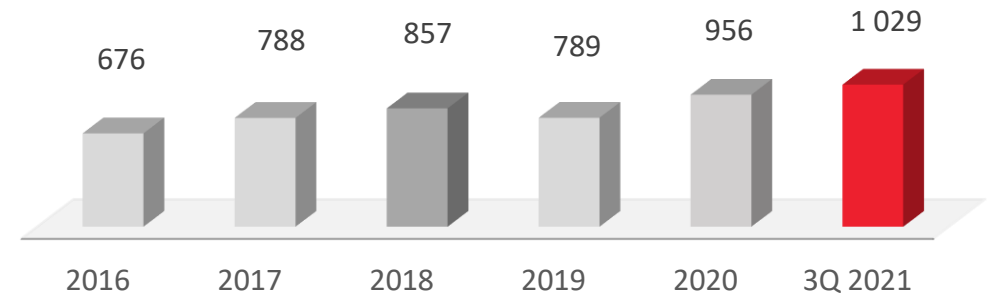
### Inventory



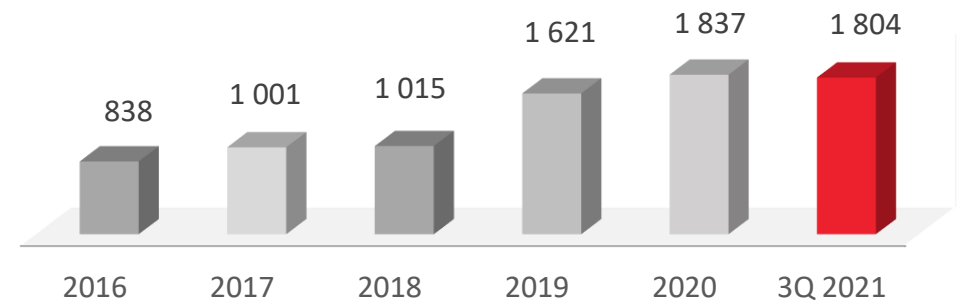
### Cash



### Equity

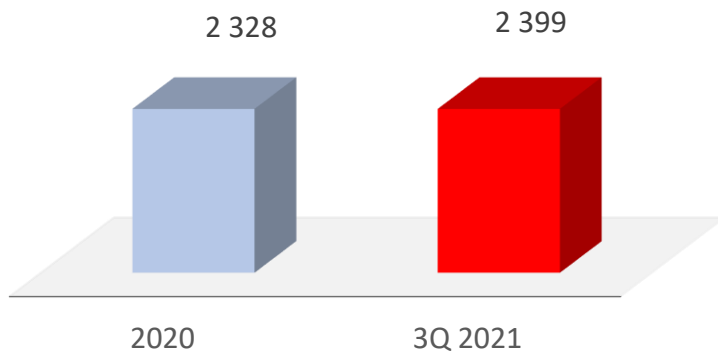


### Liabilities

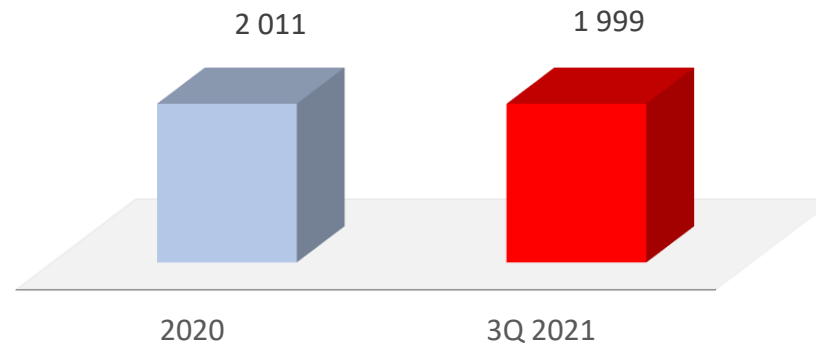


# Consolidated financial results

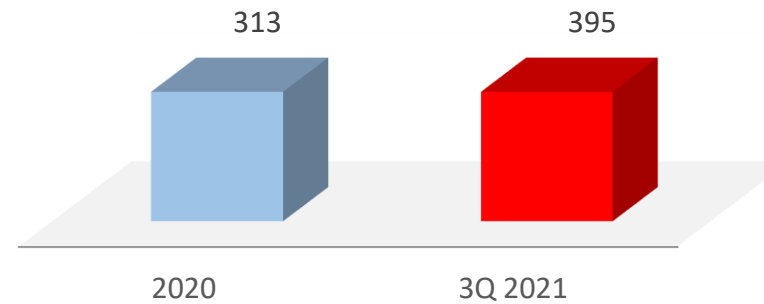
Inventory (in PLN million)



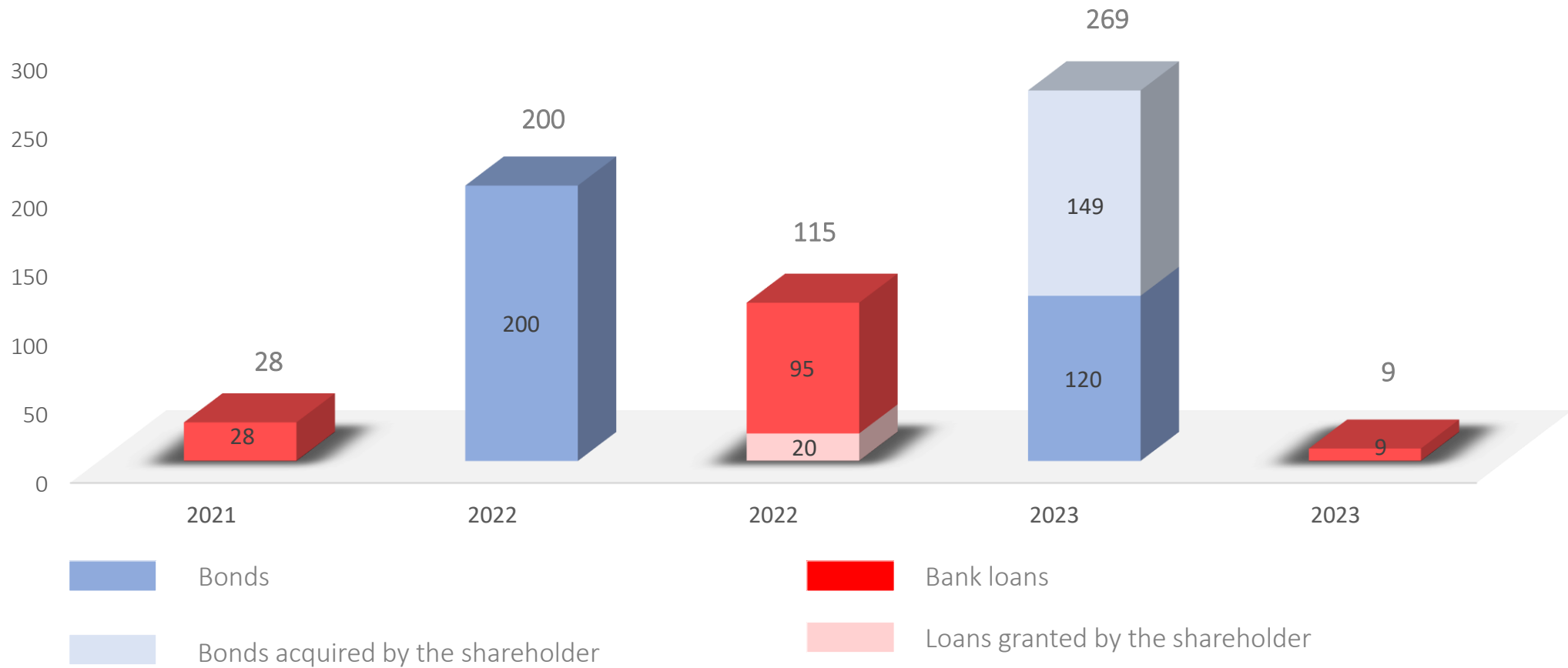
Work in progress



Finished products

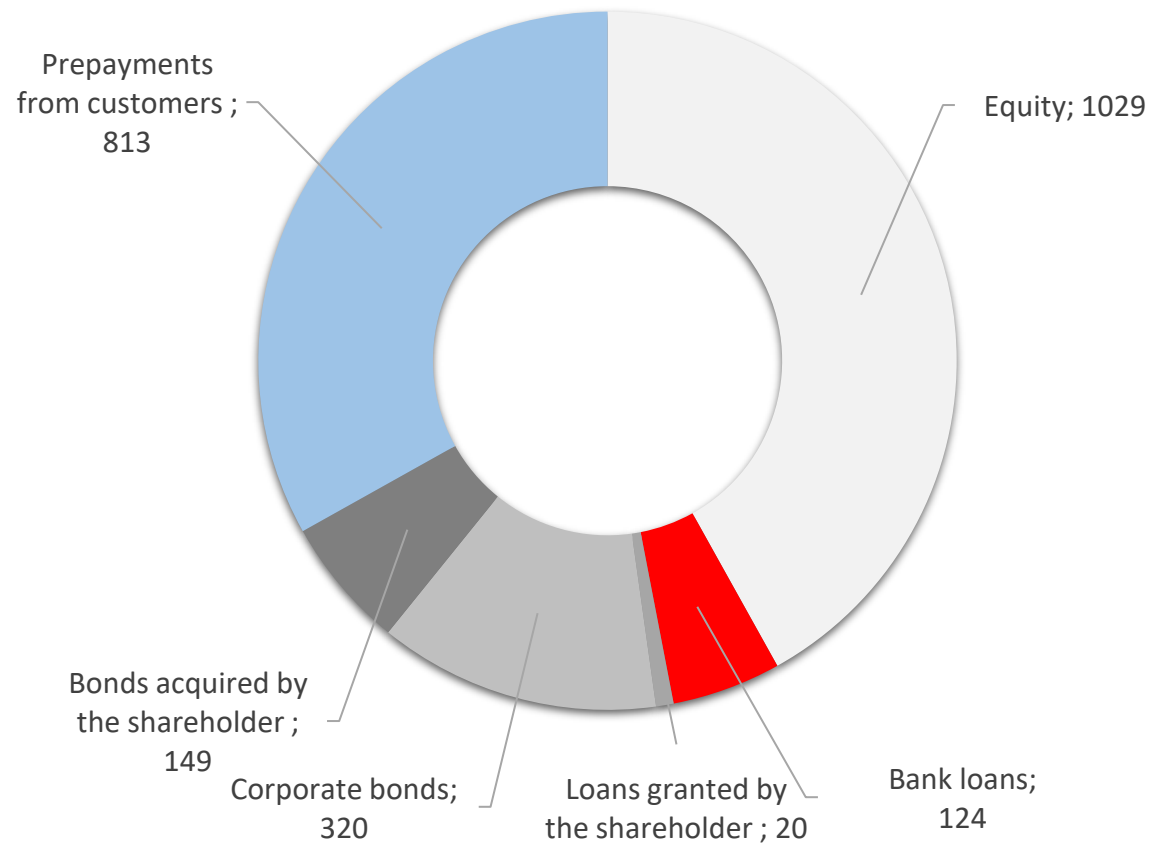


# Structure of debt maturity as at 30.09.2021





# Business financing sources



## Business financing sources as at 30.09.2021 in PLN million

Equity	1 029
Bank loans	124
Loans granted by the shareholder	20
Corporate bonds	320
Bonds acquired by the shareholder	149
Prepayments from customers	813

# Our achievements in 1-3Q 2021

- Great sale in 1-3Q 2021: **3,232 flats**
- Sale in October 2021 : **336 flats (+372 reservation agreements)**
- **35 investments (6,686 flats)** are currently under construction
- Number of currently offered: **3,549 flats**
- Start of construction works for **11 projects (2,121 flats)**
- Sales launched for **14 investments (2,647 flats)**
- Construction works finalised for **18 investments (2,825 flats)**
- Redemption of bonds with a total value **PLN 368 million**
- Bond issue in April and October with a value of **PLN 240 million**





# APPENDIX



OGÓLNOPOLSKI  
DEVELOPER

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







OGÓLNOPOLSKI  
DEVELOPER

## WE BUILD BEYOND EXPECTATIONS

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



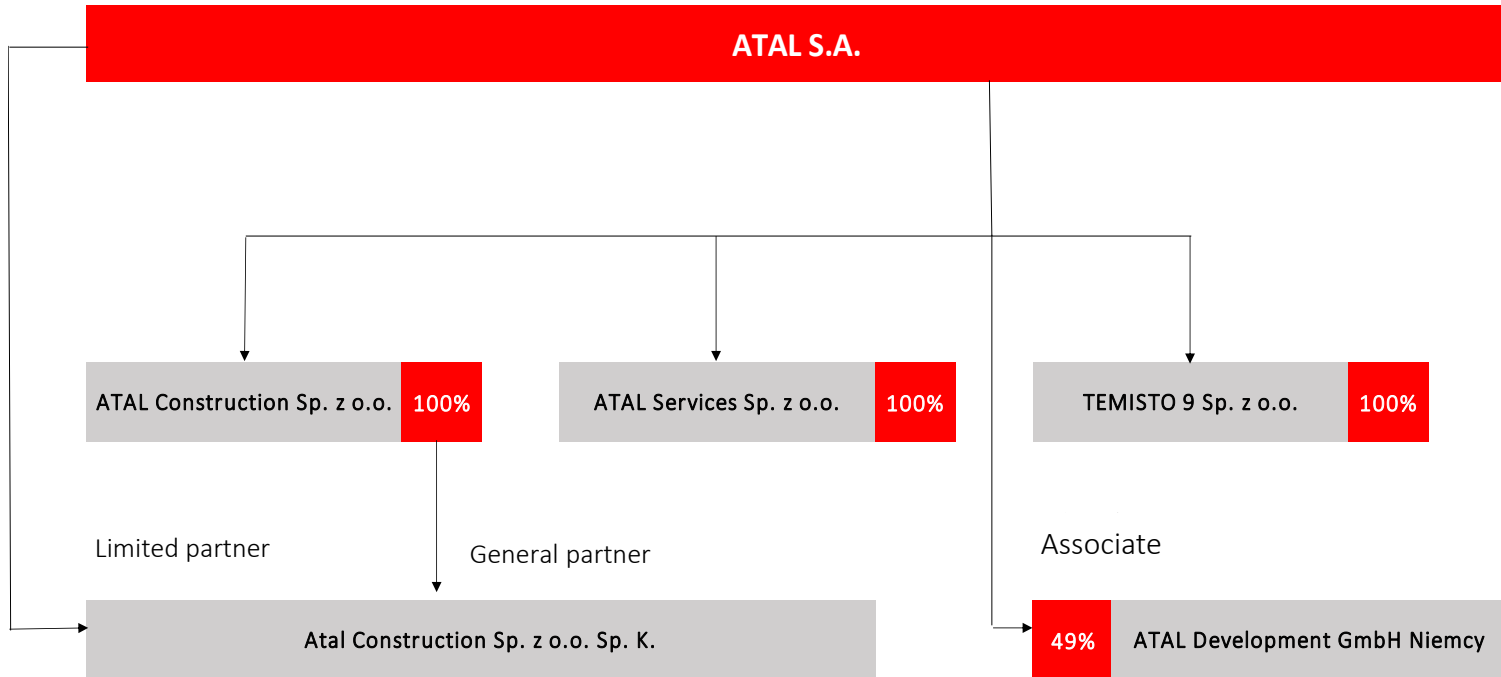
21,952  
APARTMENTS SOLD



1.264,887  
TOTAL AREA OF FLATS SOLD



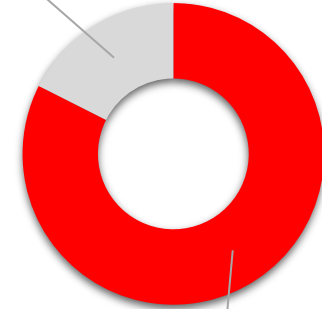
# Capital Group



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

## Shareholders structure

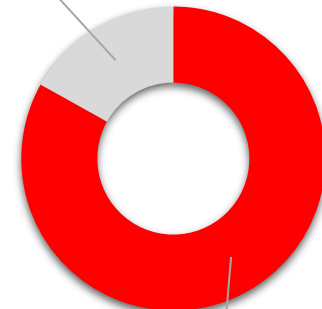
Remaining stockholders; 17,56%



Juroszek Investments Sp. z o.o.\*; 82,44%

## Participation in votes during the General Meeting of Shareholders

Remaining stockholders; 16,91%



Juroszek Investments Sp. z o.o.\*; 83,09%

# Management Board



**Zbigniew Juroszek – 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 6 years
- In charge of formal and legal issues related to ATAL S.A. Group' business
- 14 years of professional experience, including 13 years of experience in real estate and construction industry



**Angelika Kliś – Member of the Board**

- With ATAL S.A. for 4 years
- Responsible for issues related to sales, marketing and PR
- 14 years of professional experience in the development field

# Investments Introduction to sale by 30.09.2021

Name of the investment	City	Number of flats	Date of finalization (Q)
Francuska Park VI	Katowice	182	Q1 2021
Osiedle Poematu	Warsaw	164	Q1 2021
Zacisze Marcelin	Poznań	212	Q1 2021
Francuska Park VII	Katowice	323	Q1 2021
Bursztynowa zatoka ATAL	Gdańska	152	Q1 2021
Nowe Miasto Jagodno IV	Wrocław	227	Q2 2021
Zakątek Dąbie	Cracow	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 1B	Poznań	219	Q3 2021
Masarska 6	Cracow	115	Q3 2021

**TOTAL**

**2 647**



# Projects completed as at 30.09.2021

Name of the investment	City	TSA	Number of flats	Date of finalization (Q)
ATAL Residence Zabłocie III	Cracow	13 225	197	Q1 2021
ATAL Kliny Zacisze IV	Cracow	5 311	98	Q1 2021
Apartamenty Dmowskiego	Poznań	17 116	294	Q1 2021
Apartamenty Drewnowska 43 III	Łódź	5 187	84	Q1 2021
Apartamenty Ostródzka I	Warsaw	6 619	124	Q1 2021
Aleja Pokoju II Biurowiec	Cracow	7 302	10	Q1 2021
Modern Tower	Gdynia	15 212	291	Q1 2021
Krakowska 37 II Biurowiec	Wrocław	12 345	13	Q1 2021
Nowe Miasto Jagodno I	Wrocław	10 911	187	Q2 2021
Nowe Miasto Polesie I	Łódź	8 610	142	Q2 2021
Apartamenty Dmowskiego II	Poznań	9 320	166	Q3 2021
Apartamenty Karolinki I	Gliwice	14 548	255	Q3 2021
Sokolska 30 Towers	Katowice	20 065	282	Q3 2021
Chojny Park V	Łódź	5 498	96	Q3 2021
Apartamenty Przybyszewskiego II	Cracow	16 477	299	Q3 2021
Apartamenty Przybyszewskiego III	Cracow	2 560	47	Q3 2021
Nowe Miast Jagodno II	Wrocław	6 767	114	Q3 2021
Aleja Pokoju IIIa	Cracow	7 388	126	Q3 2021

**TOTAL**

**184 461**

**2 825**





# 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



OGÓLNOPOLSKI  
DEVELOPER

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

