

# SUMMARY OF RESULTS FOR 1H 2021

15 SEPTEMBER 2021



OGÓLNOPOLSKI  
DEVELOPER

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# Agenda

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# OPERATING ACTIVITIES



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# Investments in progress and in the pipeline



## SUMMARY

Projects	Number of projects:	Number of flats	TSA* (m <sup>2</sup> )
In progress	40	7 709	445 645
Planned	33	9 714	549 461

\* TSA - total saleable area



1

### Poznań

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	5	1 262	68 970
Planned	5	2 345	129 000

2

### Wrocław

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	7	1 429	79 753
Planned	5	1 055	58 394

3

### Silesia

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	6	1 639	97 335
Planned	4	2 817	172 033

4

### Cracow

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	8	1 090	62 729
Planned	3	776	42 196

7

### Tri-City

Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	7	1 250	75 164
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

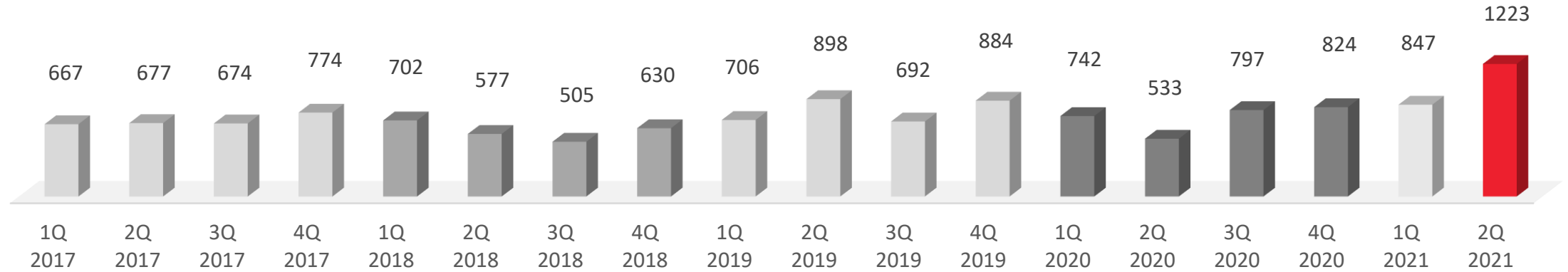
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### Łódź

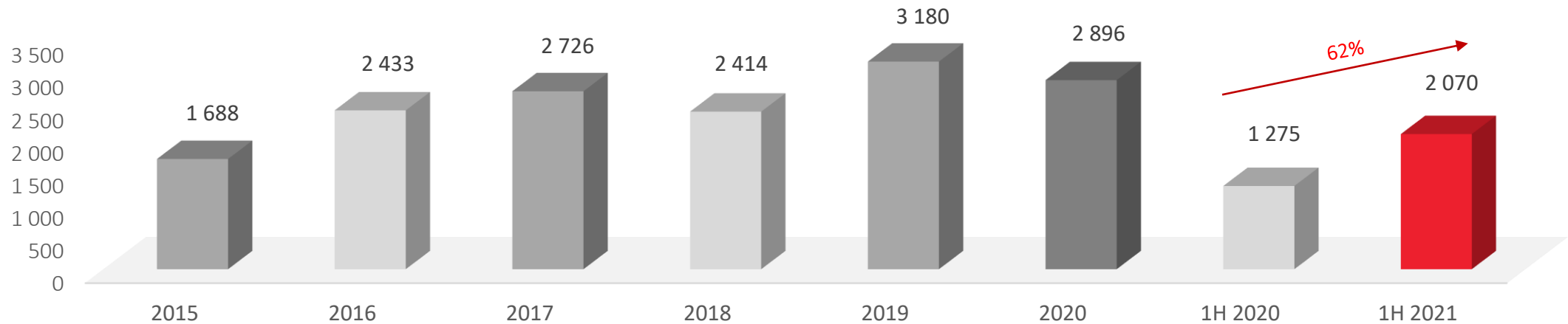
Projects	Number of project	Number of flats	TSA (m <sup>2</sup> .)
In progress	5	796	46 384
Planned	4	817	46 360

# Sales of flats

Number of flats sold as divided by quarters

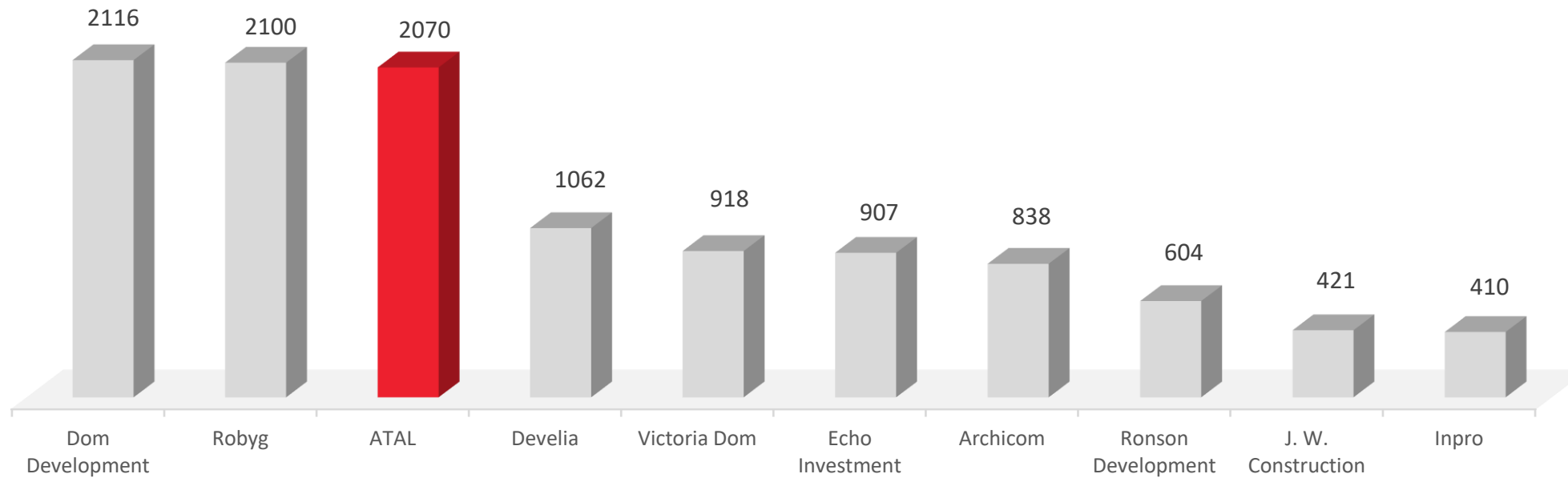


Annual number of flats sold 2015-2021



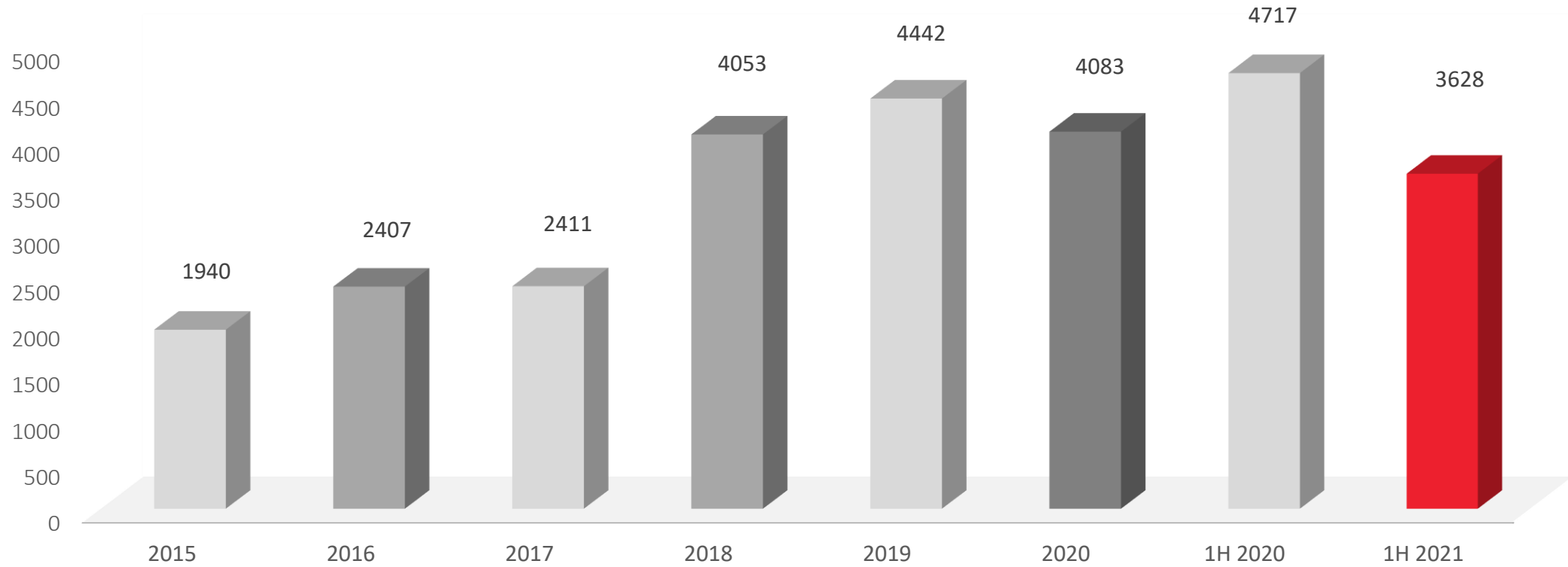
# Sales of flats

Number of flats sold compared to competitors in 1H 2021



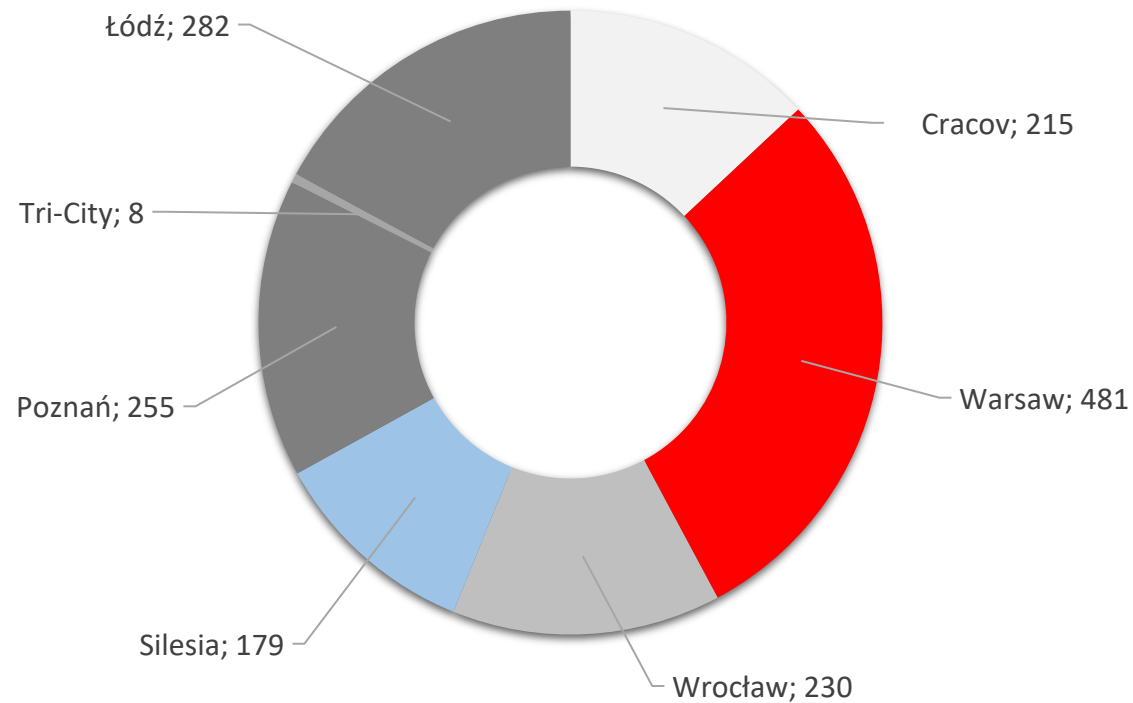
# Offer

Number of flats offered in years 2015-2021



# Handovers volume in 1H 2021

Number of handed over flats by city



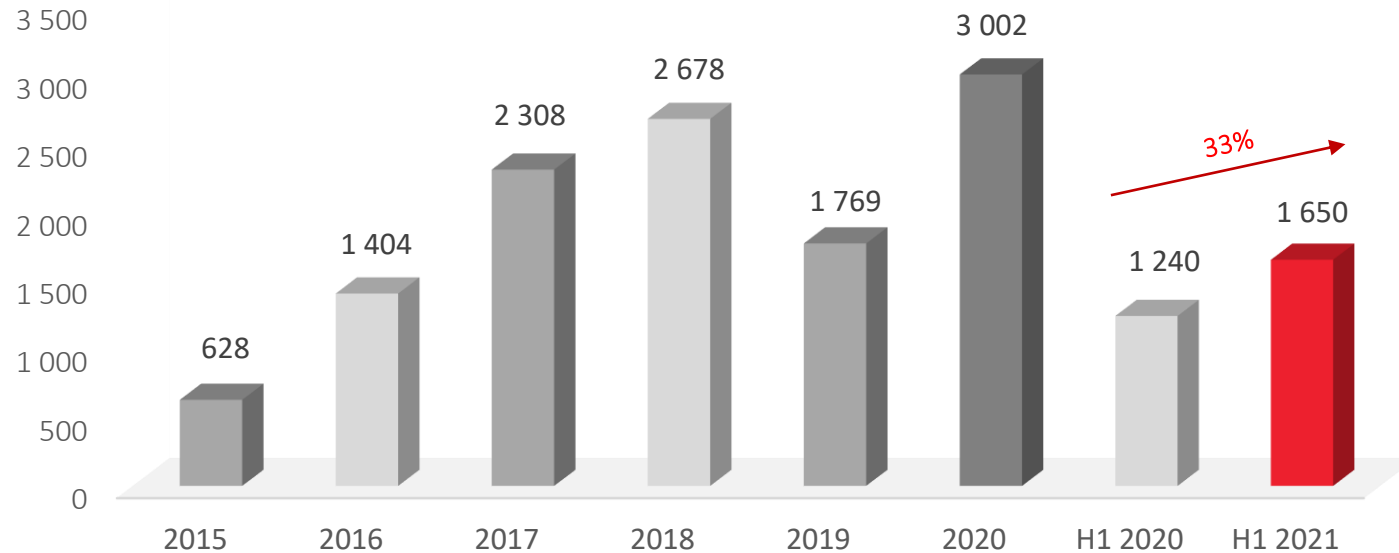
Handovers volume in 1H 2021

City	Apartments/ Service premises
Cracov	215
Warsaw	481
Wrocław	230
Silesia	179
Poznań	255
Tri-City	8
Łódź	282
<b>Total</b>	<b>1 650</b>



# Handovers volume in 1H 2021

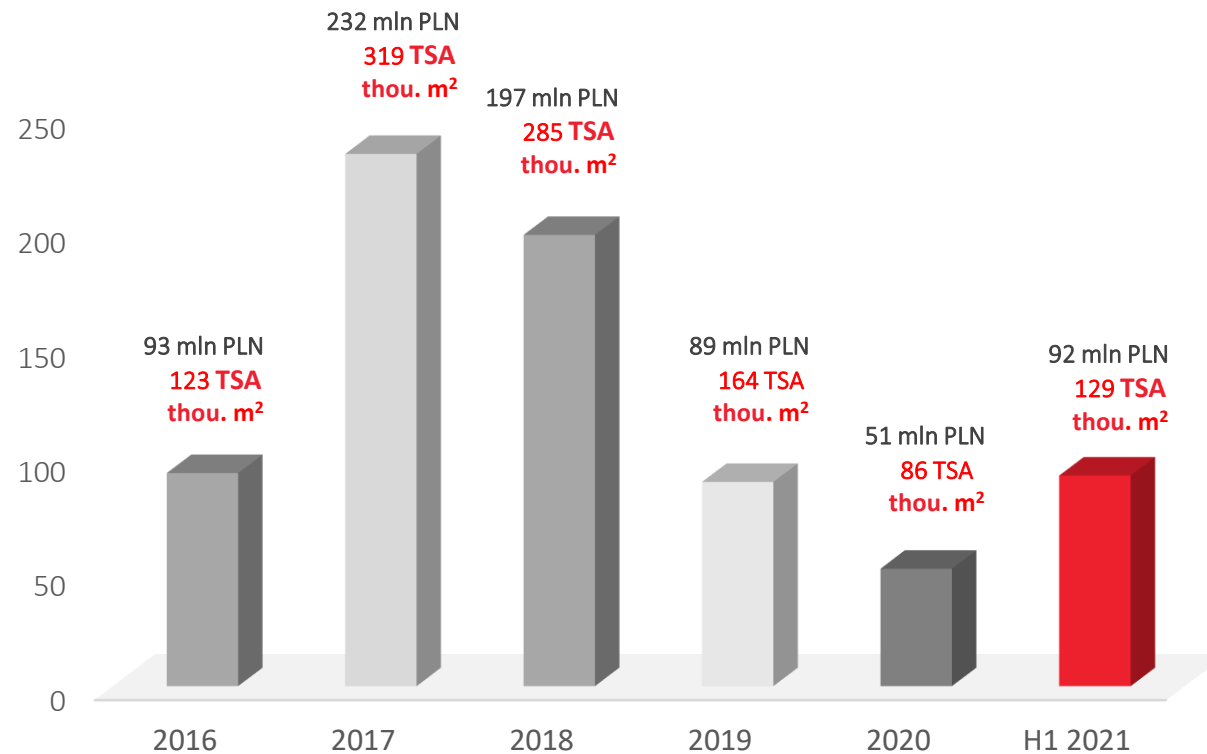
Number of handed over flats in years 2015 – 2021



Year	TSA thou. m <sup>2</sup>
2015	37,1
2016	81,8
2017	135,1
2018	157,4
2019	98,4
2020	164,7
1H 2020	66,2
1H 2021	90,7

# New lands

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



## Land acquired in the Group in 1H 2021

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



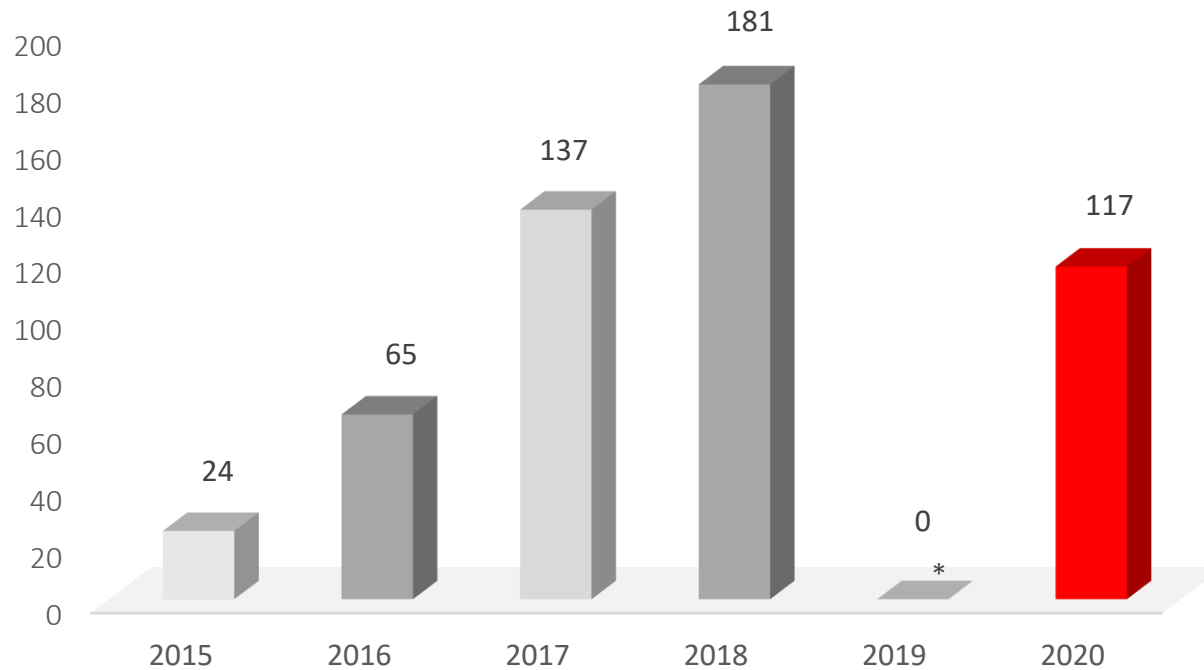
Average price of purchase of usable area was **714 PLN/m<sup>2</sup>**.



Land purchased in 1H 2021 allows for implementation of projects for the total usable area of approximately **549 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 07.07.2021r. – 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 30.06.2021

Project	City	TSA (m <sup>2</sup> )	Number of flats	Sold	Date of finalization (Q)	
Nowa Grochowska II	Warsaw	6 489	115	91	I Q	2021
Nowa Grochowska III	Warsaw	7 381	114	97	I Q	2021
ATAL Kliny Zacisze IV	Cracow	5 311	98	95	I Q	2021
Apartamenty Drewnowska 43 etap III	Łódź	5 187	84	69	I Q	2021
ATAL Residence Zabłocie III	Cracow	13 225	197	111	I Q	2021
Apartamenty Ostródzka I	Warsaw	6 619	124	107	I Q	2021
Apartamenty Dmowskiego	Poznań	17 116	294	234	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	135	III Q	2021
Nowe Miasto Jagodno I	Wrocław	10 911	187	143	III Q	2021
Nowe Miasto Polesie I	Łódź	8 610	142	124	III Q	2021
Sokolska 30 Towers	Katowice	20 065	282	250	III Q	2021
Apartamenty Karolinki I	Katowice	14 548	255	189	III Q	2021
Apartamenty Dmowskiego II	Poznań	9 320	166	141	III Q	2021
Apartamenty Przybyszewskiego 64 II	Cracow	16 477	299	294	IV Q	2021
Ptasia 20	Poznań	17 761	298	236	IV Q	2021
ATAL Aleja Pokoju III A	Cracow	7 388	126	119	IV Q	2021
Chojny Park V	Łódź	5 498	96	77	IV Q	2021
<b>TOTAL</b>		<b>214 615</b>	<b>3 327</b>	<b>2 648</b>		

Completed with an occupancy permit as at 30.06.2021r.

Completed with an occupancy permit in IIIQ

In progres



Number of flats not transferred as at 30.06.2021: **636**



Sales contracting **80%**

# Potential of handovers in 2022 – projects under construction as at 30.06.2021

Project	City	TSA (m <sup>2</sup> )	Number of flats	Sold	Date of finalization (Q)	
ATAL Warta Towers	Poznań	19 433	367	323	I Q	2022
Nowe Miasto Jagodno II	Wrocław	6 767	114	74	I Q	2022
ATAL Aleja Pokoju IV	Cracov	9 800	148	135	I Q	2022
Nowe Miasto Młyn Różanka	Wrocław	8 207	123	108	II Q	2022
Nowe Miasto Jagodno III	Wrocław	17 111	295	196	II Q	2022
Nowe Miasto Polesie II	Łódź	9 221	152	102	II Q	2022
ATAL Aleja Pokoju III B	Cracov	13 905	248	173	II Q	2022
Śląska 12	Gdańsk	3 897	112	32	II Q	2022
ATAL Residence Przemysłowa 1	Kraków	1 699	25	-	II Q	2022
Apartamenty Drewnowska 43 IV	Łódź	12 088	226	152	II Q	2022
ATAL Bosmańska	Gdańsk	6 157	107	72	II Q	2022
Przystań Letnica II	Gdańsk	12 813	202	110	III Q	2022
Apartamenty Przybyszewskiego 64 III	Cracov	2 560	47	44	III Q	2022
Apartamenty Przybyszewskiego 64 IV	Cracov	4 883	76	67	III Q	2022
Bartycka 49 Apartamenty	Warsaw	5 299	79	43	III Q	2022
Nowe Miasto Jagodno IV	Wrocław	13 241	227	3	III Q	2022
ATAL City Square II	Wrocław	6 620	117	-	III Q	2022
ATAL City Square I	Wrocław	16 896	366	118	III Q	2022
Francuska Park VI	Katowice	10 046	182	39	IV Q	2022
<b>TOTAL</b>		<b>180 643</b>	<b>3 213</b>	<b>1 791</b>		



Sales contracting 56%

# 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	8	64 828	1 176
Silesia	7	224 708	3 737
Łódź	5	57 327	997
Cracov	6	67 398	1 247
Poznań	7	151 456	2 776
<b>TOTAL</b>	<b>44</b>	<b>688 672</b>	<b>12 069</b>



# FINANCIAL RESULTS



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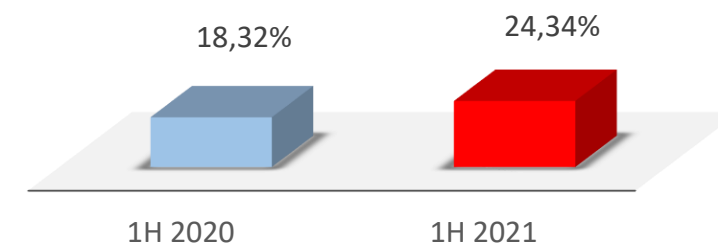


# Consolidated financial results

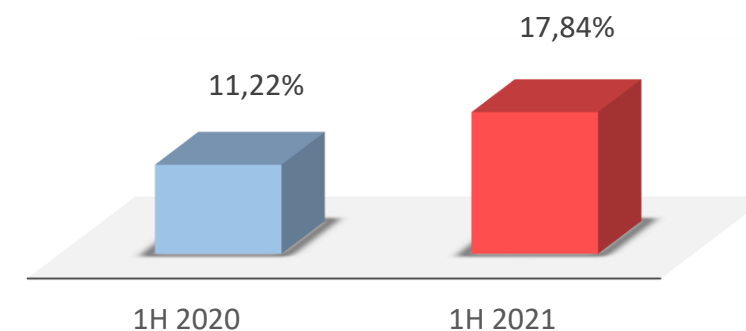
## Profit and loss account

PLN thou.	30.06.2021	30.06.2020	
Revenues from sale of products, goods and materials	651 629	455 722	43%
Costs of products, goods and materials sold	493 024	372 255	32%
<b>Gross result of sale</b>	<b>158 605</b>	<b>83 467</b>	<b>90%</b>
Costs of sale	7 408	6 973	6%
Costs of general management	10 413	9 194	13%
Remaining operational revenues	3 714	2 308	61%
Remaining operational costs	1 439	3 634	-60%
<b>Result of the operational activity</b>	<b>143 059</b>	<b>65 974</b>	<b>117%</b>
Financial revenues	2 372	1 814	31%
Financial costs	2 248	4 926	-54%
<b>Gross result</b>	<b>143 183</b>	<b>62 862</b>	<b>128%</b>
Income tax	26 941	11 722	130%
<b>Net result</b>	<b>116 242</b>	<b>51 140</b>	<b>127%</b>
Profit per share	3,00	1,32	127%

### Gross margin on sales



### Net margin

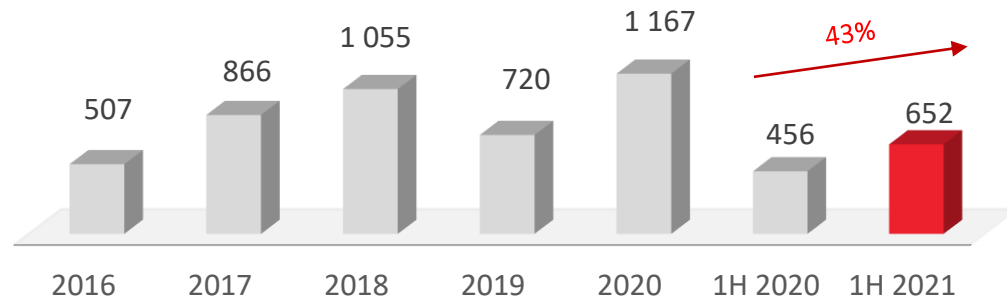




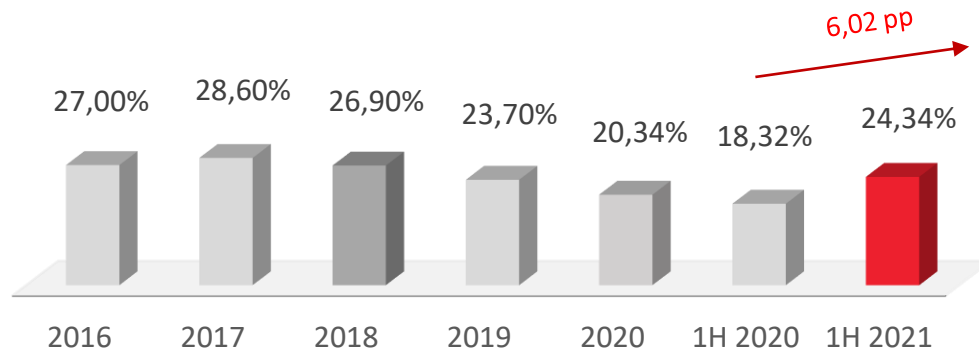
# Consolidated financial results

## Net revenues from sales

In PLN million

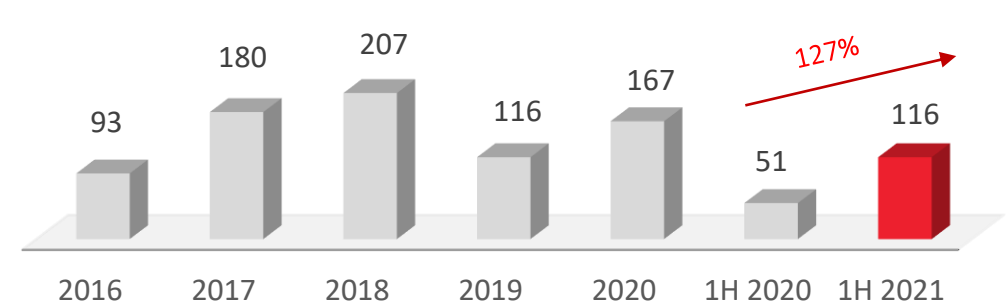


## Gross margin on sales

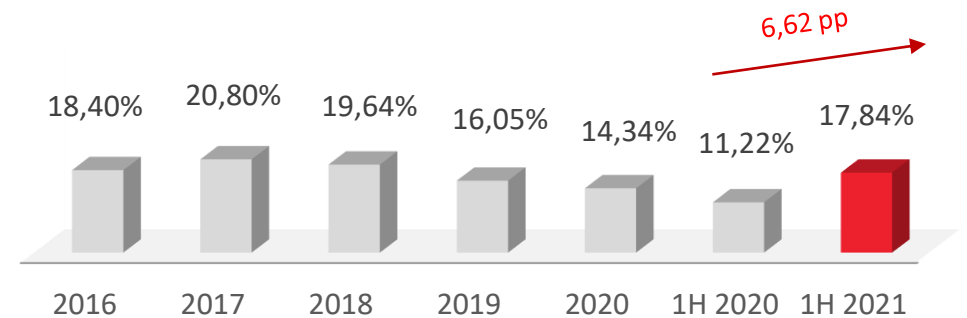


## Net result

in PLN million

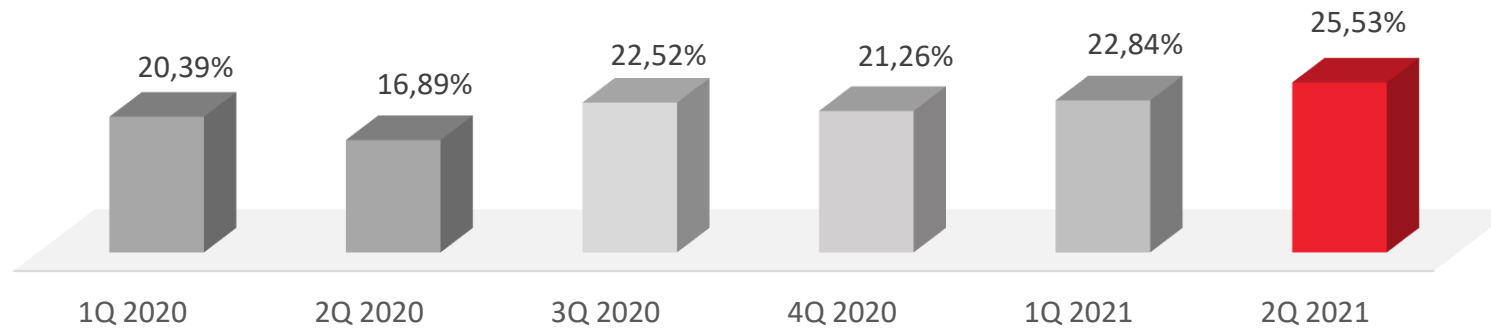


## Net margin

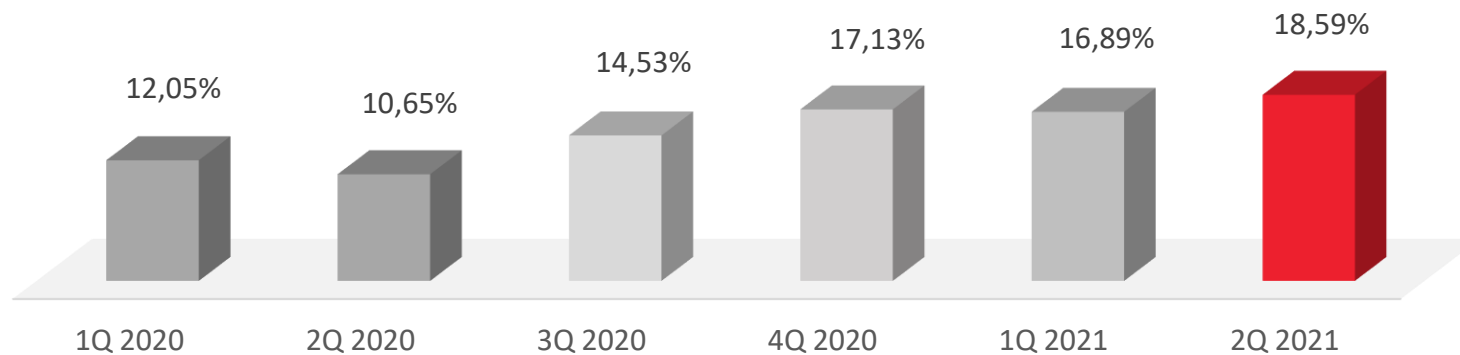


# Consolidated financial results

## Gross margin on sales by quarters



## Net margin by quarters



# Consolidated financial results

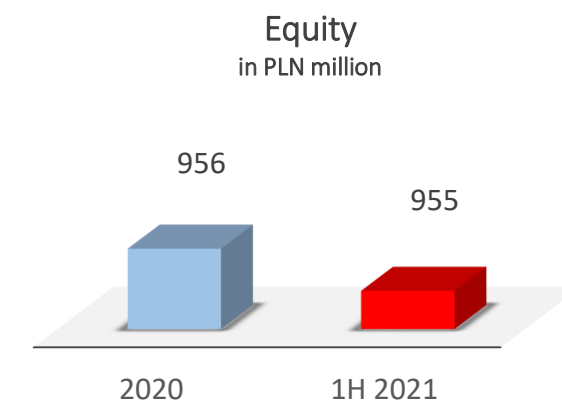
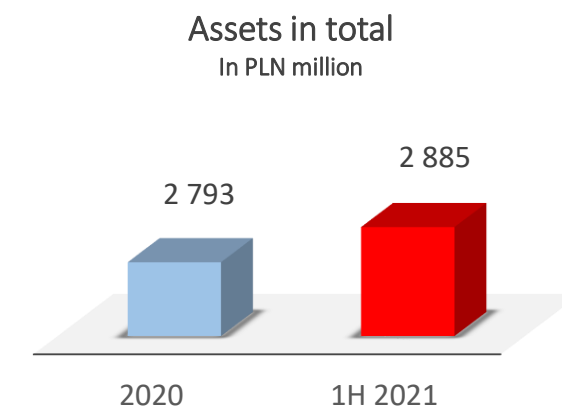
## Balance sheet

PLN thou.	30.06.2021	31.12.2020	
<b>Assets in total</b>	2 884 596	2 792 686	3%
<b>Permanent assets</b>	186 648	185 987	<1%
<b>Current assets</b>	2 697 948	2 606 699	4%
<b>Liabilities and capital in total</b>	2 884 596	2 792 686	3%
<b>Equity</b>	955 083	956 139	<1%
<b>Liabilities in total</b>	1 929 513	1 836 547	5%
Long term liabilities	819 438	694 896	18%
Short term liabilities	1 110 075	1 141 651	-3%

## Indebtedness

	30.06.2021	31.12.2020
<b>Net indebtedness index of the Group*</b>	0,35	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.

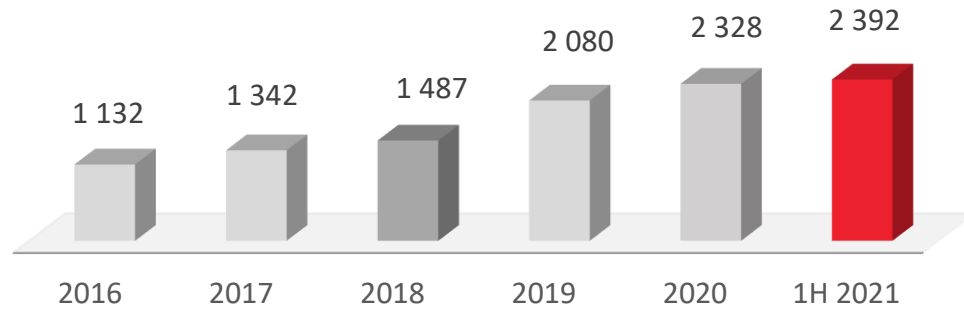


# Consolidated financial results

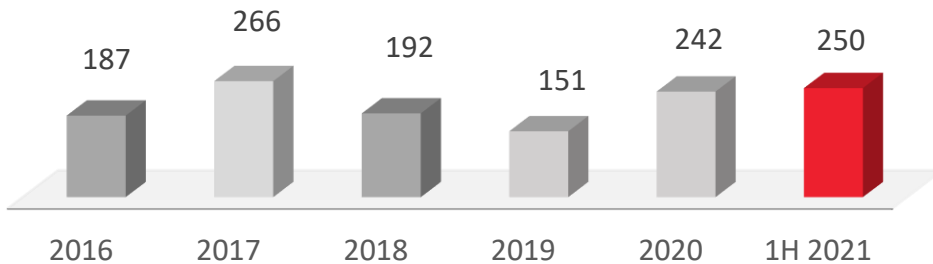
## Main items of the financial results

In PLN million

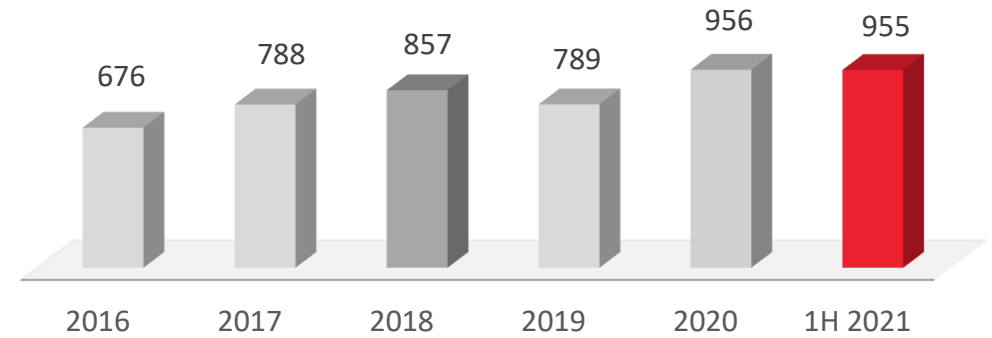
### Inventory



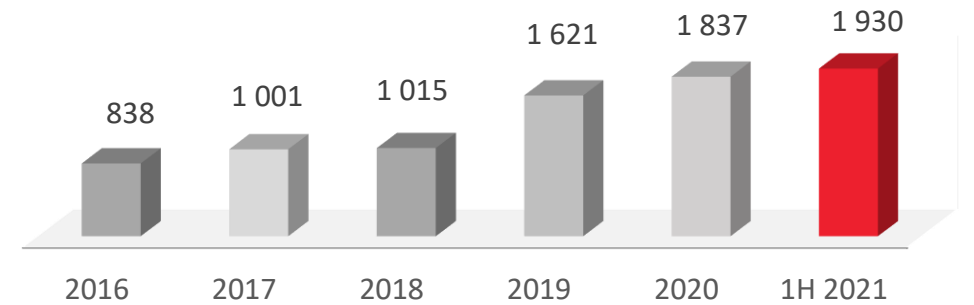
### Cash



### Equity

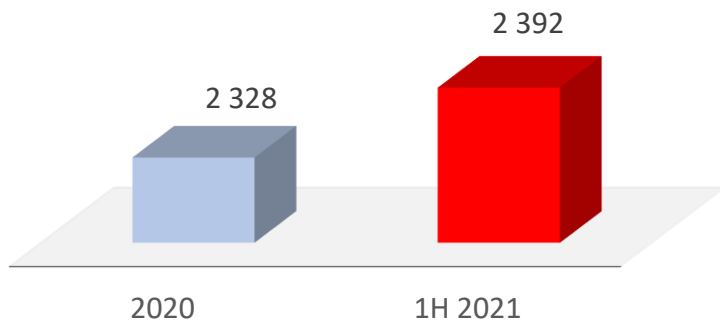


### Liabilities

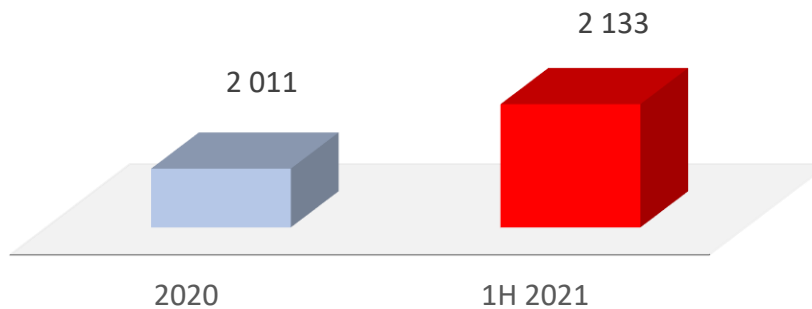


# Consolidated financial results

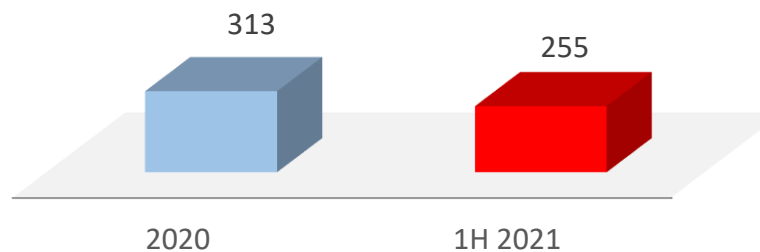
Inventory (in PLN million)



Work in progress

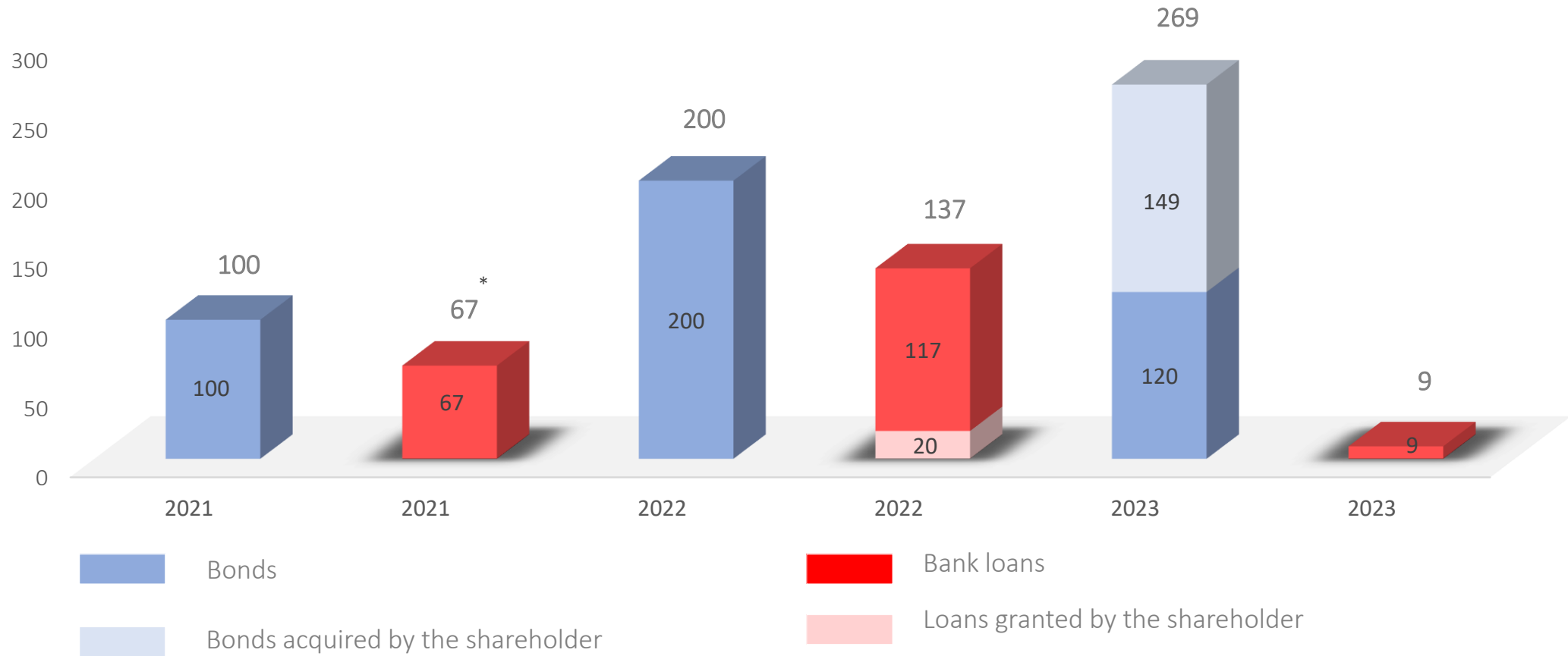


Finished products

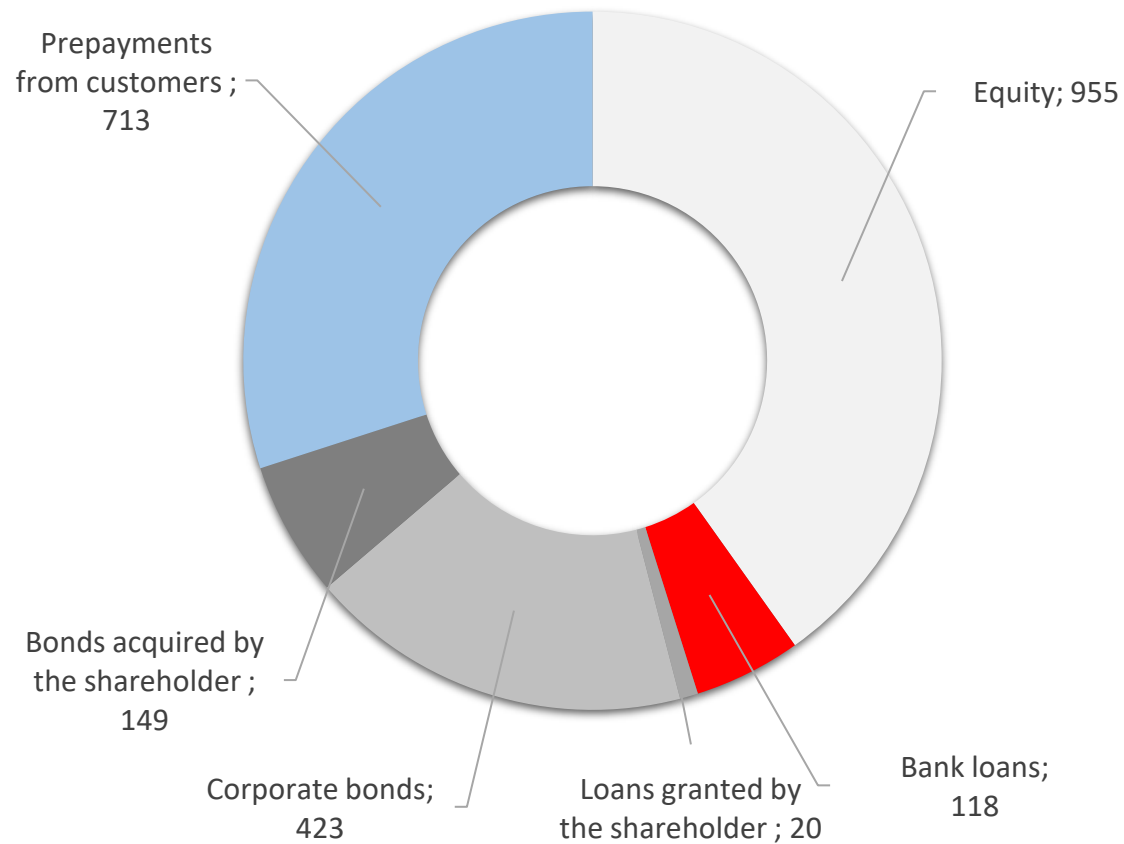


# Structure of debt payment as at 30.06.2021

- Including bank loans repaid after the ballance date 30.06.2021 in the total amount of PLN 53 milion



# Business financing sources



## Business financing sources as at 30.06.2021 in PLN million

Equity	955
Bank loans	118
Loans granted by the shareholder	20
Corporate bonds	423
Bonds acquired by the shareholder	149
Prepayments from customers	713

# PROJECT IN DRESDEN

[www.mika-quartier.de](http://www.mika-quartier.de)





# Project in Dresden

- Purchase of land worth over **EUR 44 millions**
- Ownership structure ATAL Development GmbH:  
ATAL S.A. - 49%, Juroszek Investments Sp. z o.o. – 51%
- First stage (about 15 thou. TSA) – under development,  
date of completion of I stage – 2022
- Value of entire investment – **EUR 240 millions**



# Our achievements in 1H 2021

- Great sale in 1H 2021: **2,070 flats**
- Sale in July and August 2021 : **360 and 501 flats (+408 reservation agreements)**
- **40 investments (7,709 flats)** are currently under construction
- Number of flats offered as at 30.06.2021 : **3,628 flats**
- Start of construction works of **9 projects (1,850 flats)**
- Introduction to sale of : **9 investments (1,678 flats)**
- Finishing of construction works of **10 investments (1,440 flats)**
- Acquisition in July and August, new land for **PLN 25.1 million**
- Redemption of bonds with a total value **PLN 268 million**
- Bond issue in April with a value of **PLN 120 million**



# APPENDIX



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DEWELOPER

# 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

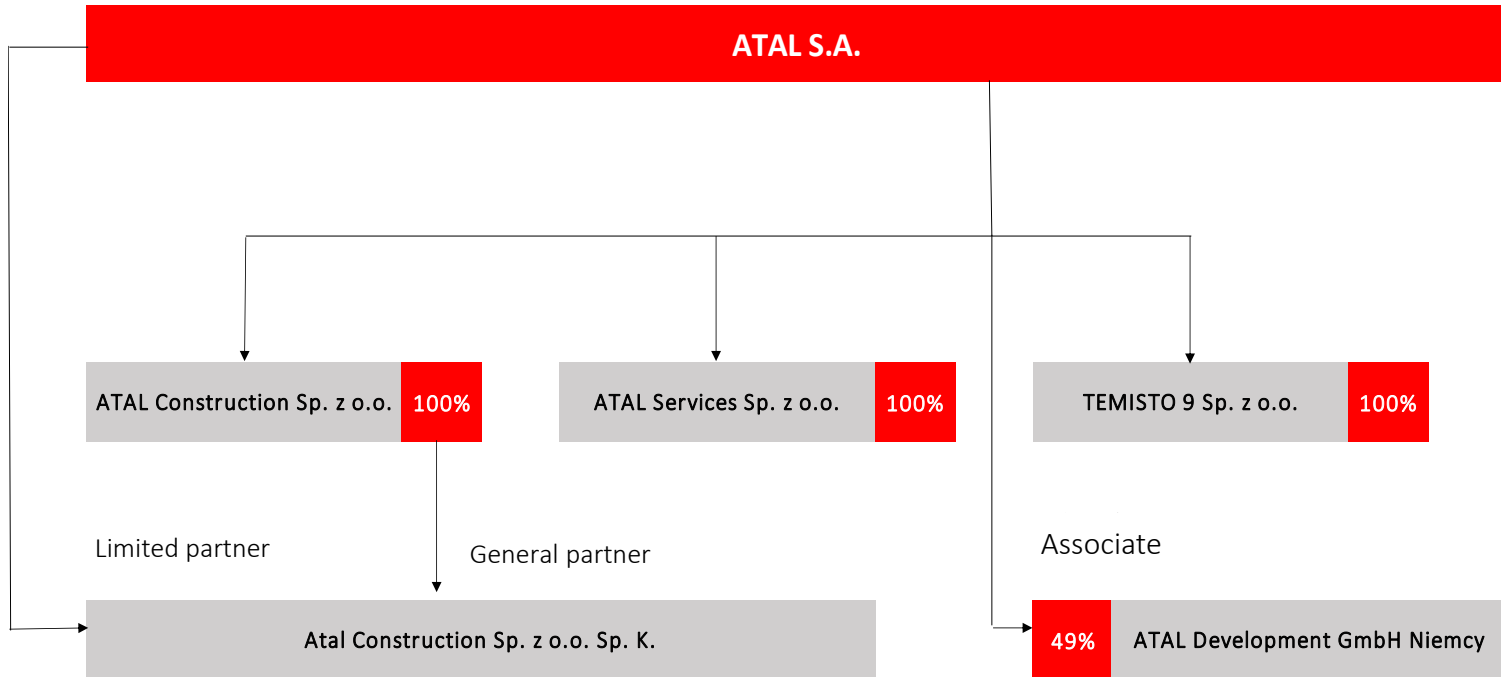


21,952  
APARTMENTS SOLD



1.264,720  
TOTAL AREA OF FLATS SOLD

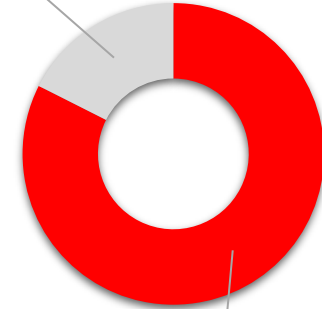
# Capital Group



\* 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

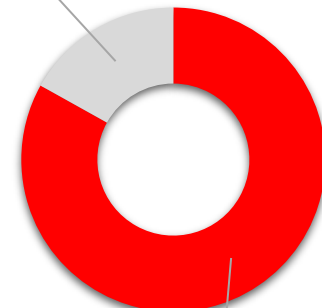
Remaining stockholders; 17,56%



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 30.06.2021 r.

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	Gdańsk	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
<b>TOTAL</b>		<b>1 678</b>	

# Projects completed as at 30.06.2021r.

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
<b>TOTAL</b>		<b>101 838</b>	<b>1 440</b>	



# Investor relationships

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