



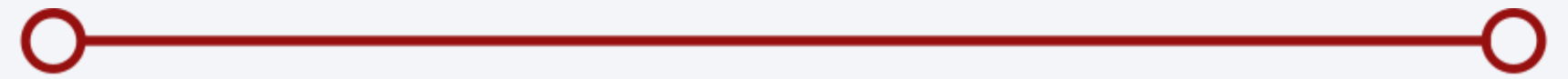
dekpol®

DEVELOPER

GRUPA  *dekpol*



# INVESTOR'S PRESENTATION



**GDAŃSK, JANUARY 2020**



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The presentation was prepared in accordance with the best knowledge of the Company and on the assumption of due diligence and reliability. However, the information made available is not of an exhaustive character. It was not verified by independent entities either (with reservation of the financial data for the years up to 3Q 2018, which were included in the financial statements audited by the audit company).

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# 01

## RESERVATIONS



# 02

## DEVELOPER SECTOR - BASIC INFORMATION

**Dekpol Deweloper Sp. z o. o. is a part of the Capital Group of Dekpol S.A. that has been dynamically developing since 1993 in the construction-developer industry.**

The Company has a well-established position in the Northern Poland thanks to execution of numerous developer undertakings and investment projects on Pomerania market.

It aspires to emerge as a leading developer in the country, thanks to the expansion of the developer operations in the main business centres in Poland.

**12  
years**

**Experience on developer  
market**

**20**

**Number of performed  
investment projects**

**697.5  
MLN**

**Value of executed projects in  
PLN**

**2 446**

**Number of premises built**

**127 000**

**Constructed m<sup>2</sup>  
of usable space**



6

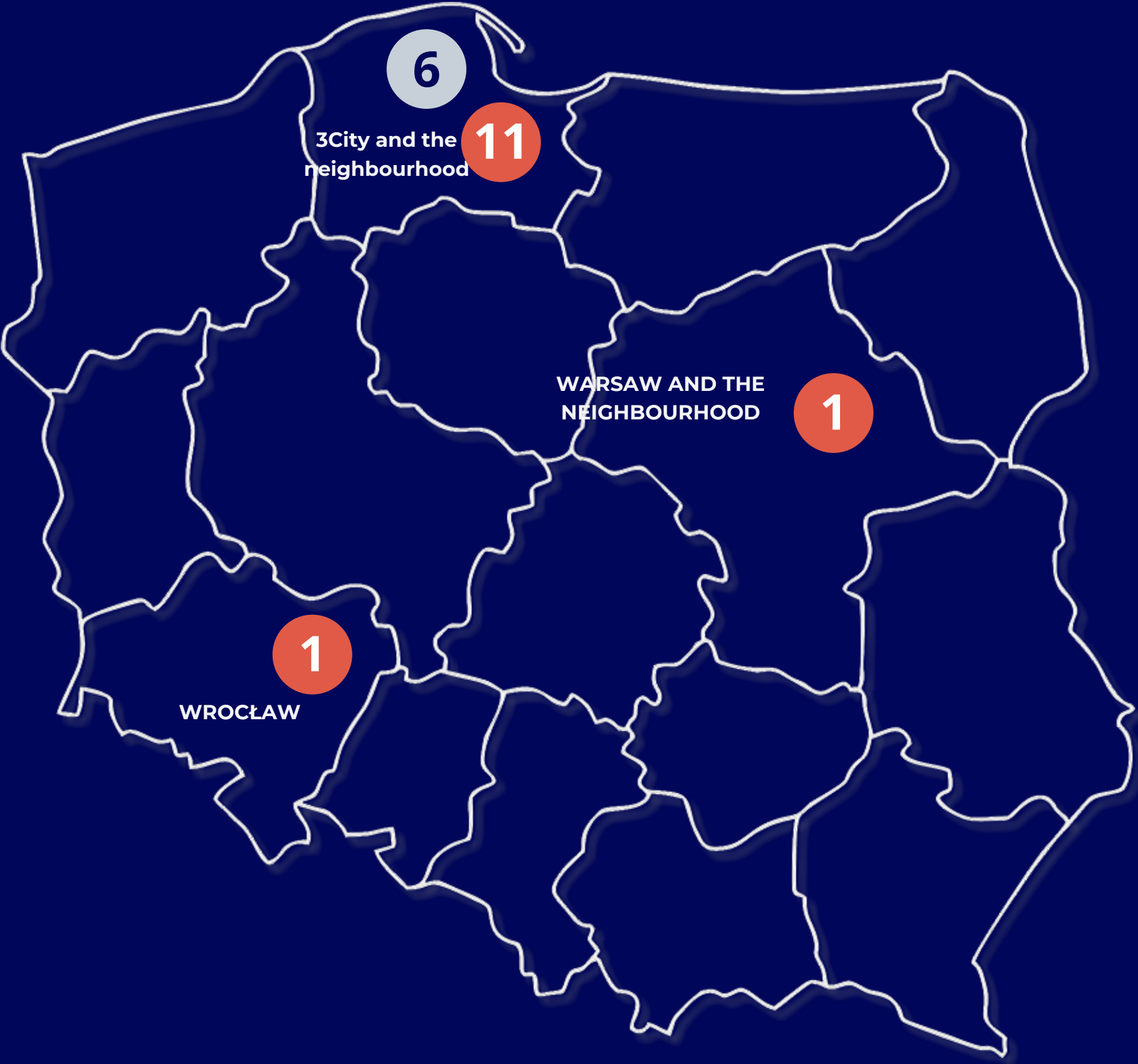
Number of  
investments in  
progress

892

Number of  
premises under  
construction

430  
MLN

Value of the  
investments in  
progress in PLN



LOCATION OF THE PROJECTS IN PROGRESS  
AND UNDER PREPARATION

13

Number of  
investments  
under  
preparation

5378

Number of  
premises under  
preparation

2.1  
MLD

Estimated value of sales of  
the investments under  
preparation in PLN



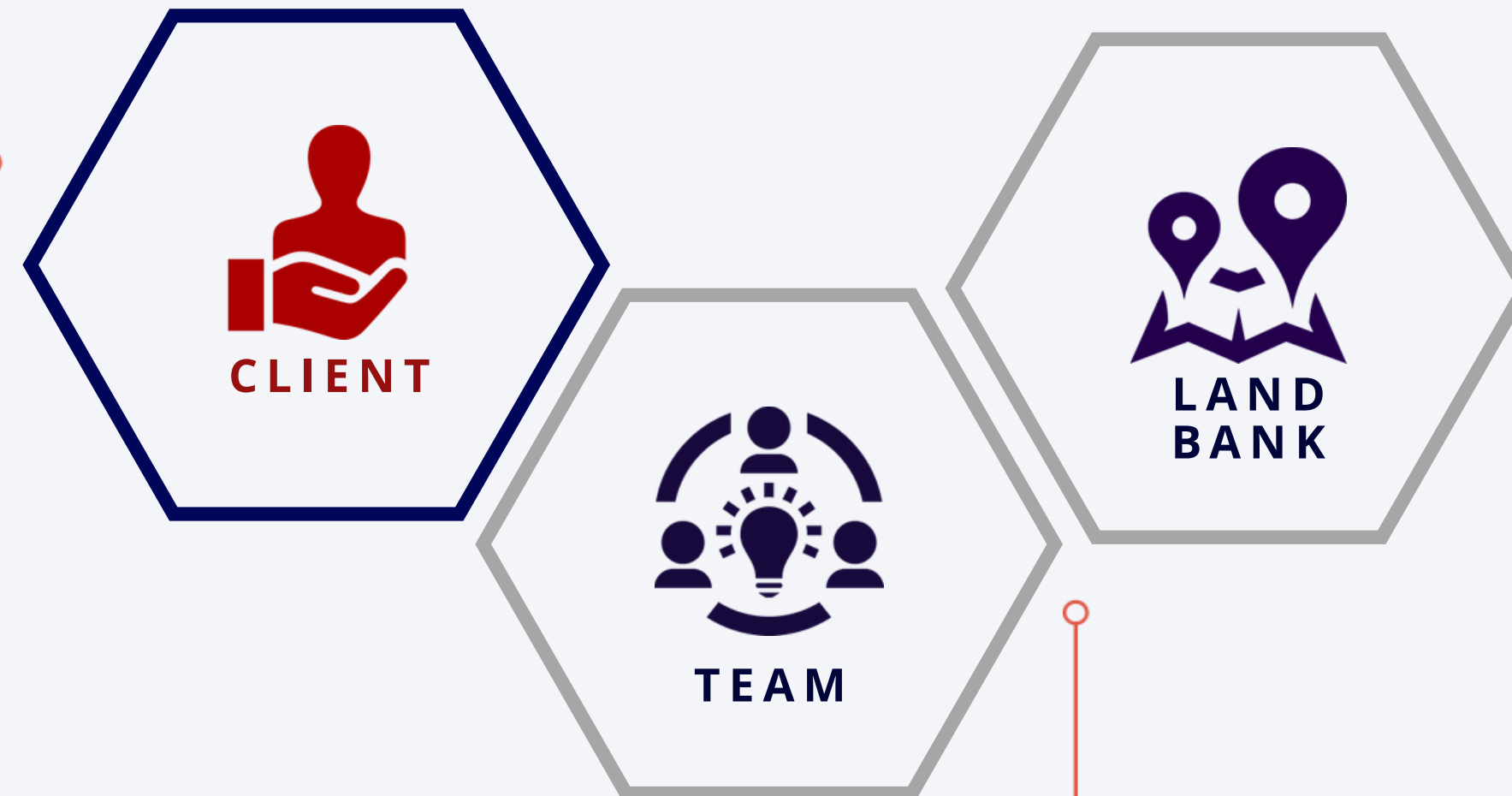
### Diversified offer

fully adjusted to the Client's needs.

**Residential apartments:** popular, higher standard, premium segment,

**Investment premises:** apartments for rent, hotels.

### Selective approach to purchasing land.



Qualified and efficient staff .

## 03

### DEVELOPER SECTOR - STRATEGY



The Company's strategy assumes a stable development of developer operations, both in the popular sector as well as in the premium segment or investment construction that is apartments for rent, hotels. The Company concentrates on execution of high-margin projects and systematically improves the generated financial results.

**Sebastian Barandziak,**  
**CHAIRPERSON OF THE MANAGEMENT**  
**BOARD DEKPOL DEVELOPER**



**04**

**DEKPOL DEWELOPER -**  
KEY STAFF



**SEBASTIAN  
BARANDZIAK**

CHAIRPERSON OF THE  
MANAGEMENT BOARD  
DEKPOL DEWELOPER



**SEBASTIAN  
LESZCZYŃSKI**

VICE-CHAIRPERSON OF  
THE MANAGEMENT  
BOARD  
DEKPOL DEWELOPER



**RAFAŁ  
DIETRICH**

BOARD MEMBER  
DEKPOL DEWELOPER



# 05

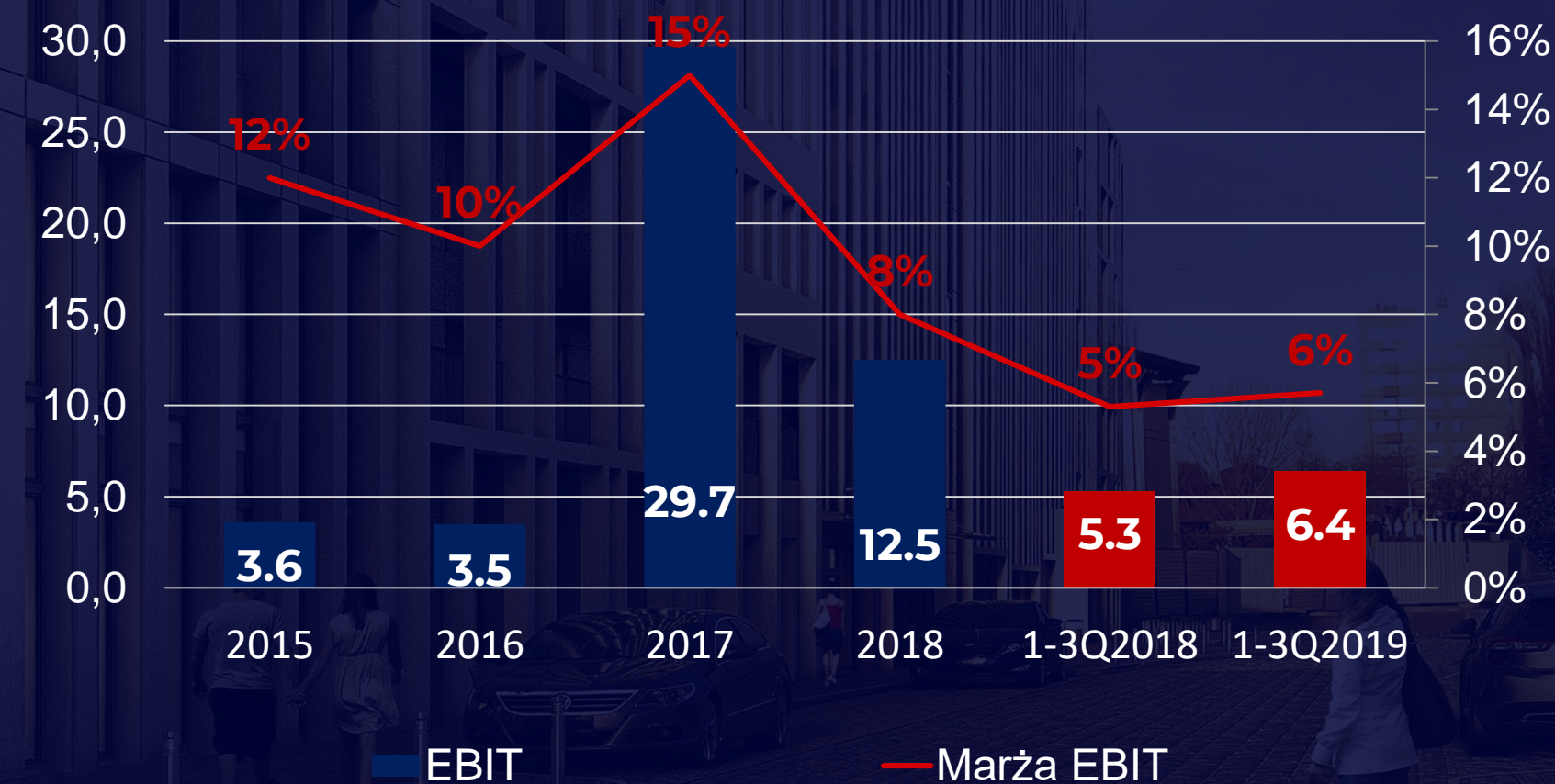
## DEVELOPER SECTOR - FINANCIAL RESULTS

	Q1-Q3 2018	Q1-Q3 2019
Revenue [PLN mln]	100.7	112.6
EBIT	5.3	6.4
Margin EBIT	5%	6%

### Revenues [PLN mln]



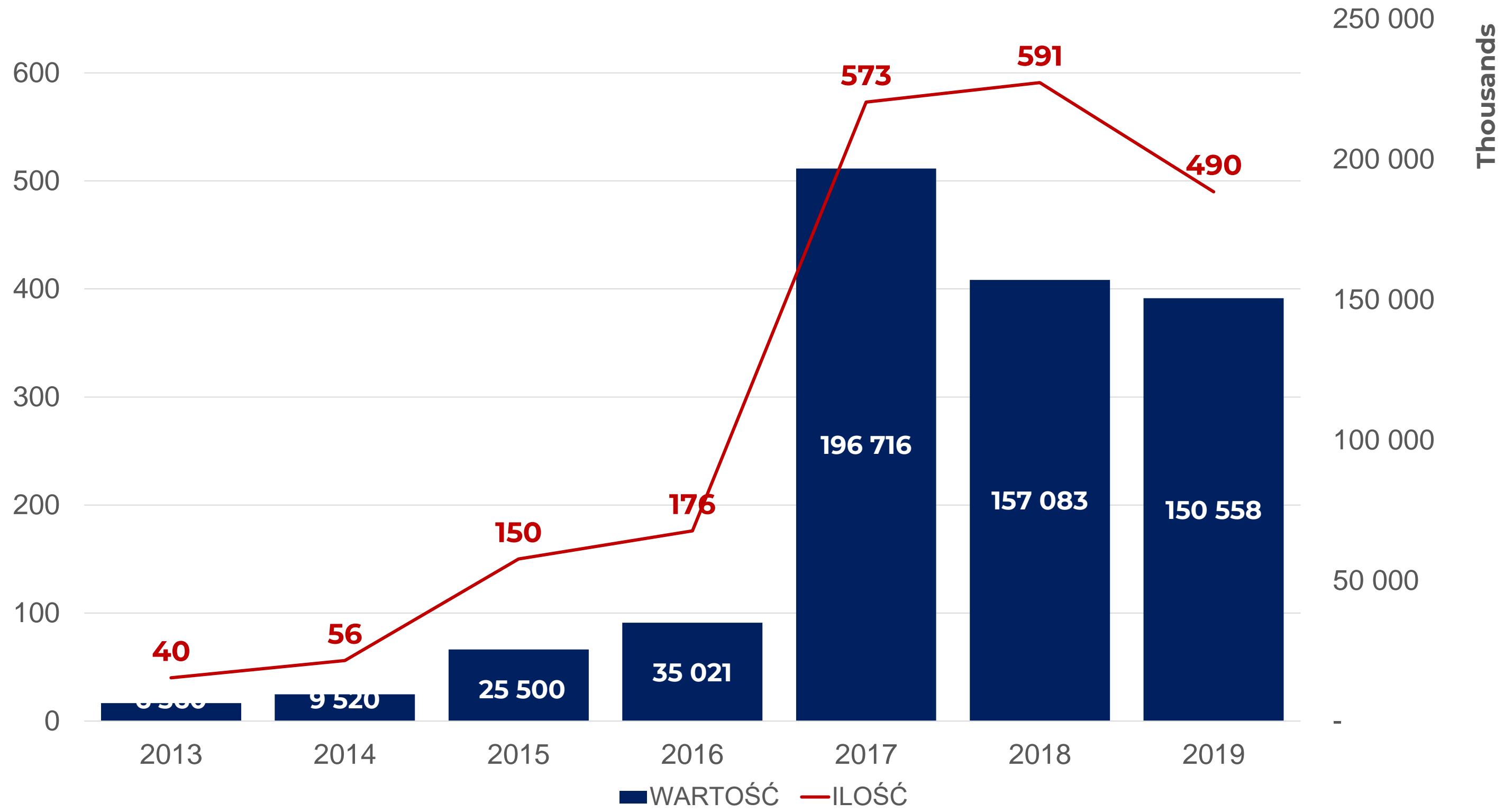
### EBIT and margin EBIT







Sales by Notarial Deeds 2013- 2019 – quantity [items] and value [PLN]





# 10

Number of investments for sale

# 3 149

Number of premises sold\*

# 189

Number of premises available in the sales offer

# 13 008

Number of usable area m<sup>2</sup> in the available sales offer

# 121 MLN

Value of the premises available in the sales offer in PLN

# 159 486

Number of sold usable area\* m<sup>2</sup>

# 958 MLN

Value of sold premises in PLN\*

***\*It relates to the executed investments and in progress***

# 06

## DEVELOPER SECTOR

### PORTFOLIO OF PROJECTS FOR SALE



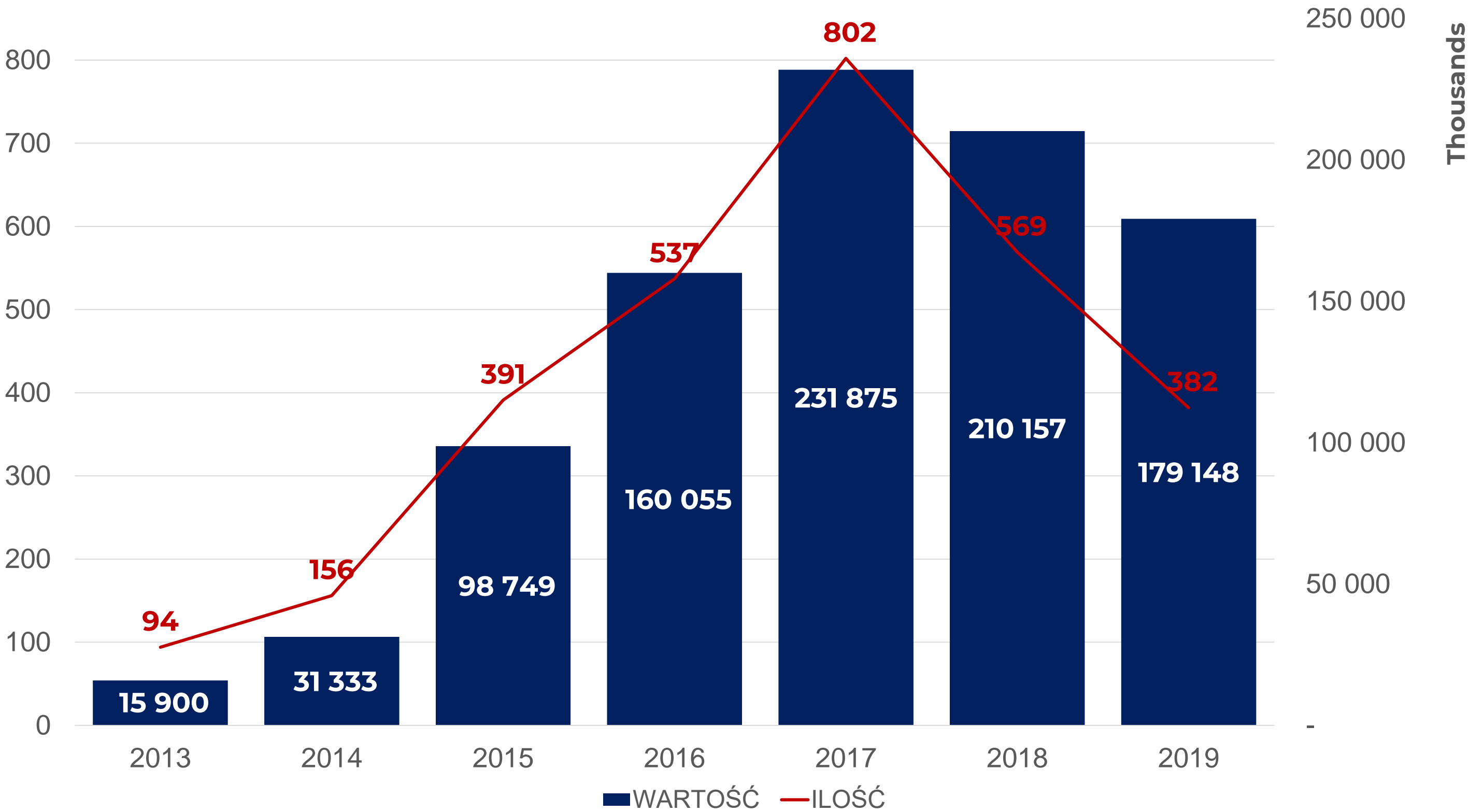
**1 191 – total number of the premises in the framework of the investments for sale (1 002 sold premises - 84%)\*\***

***\*\*It relates to the reservation agreements, preliminary sales agreements, developer agreements.***





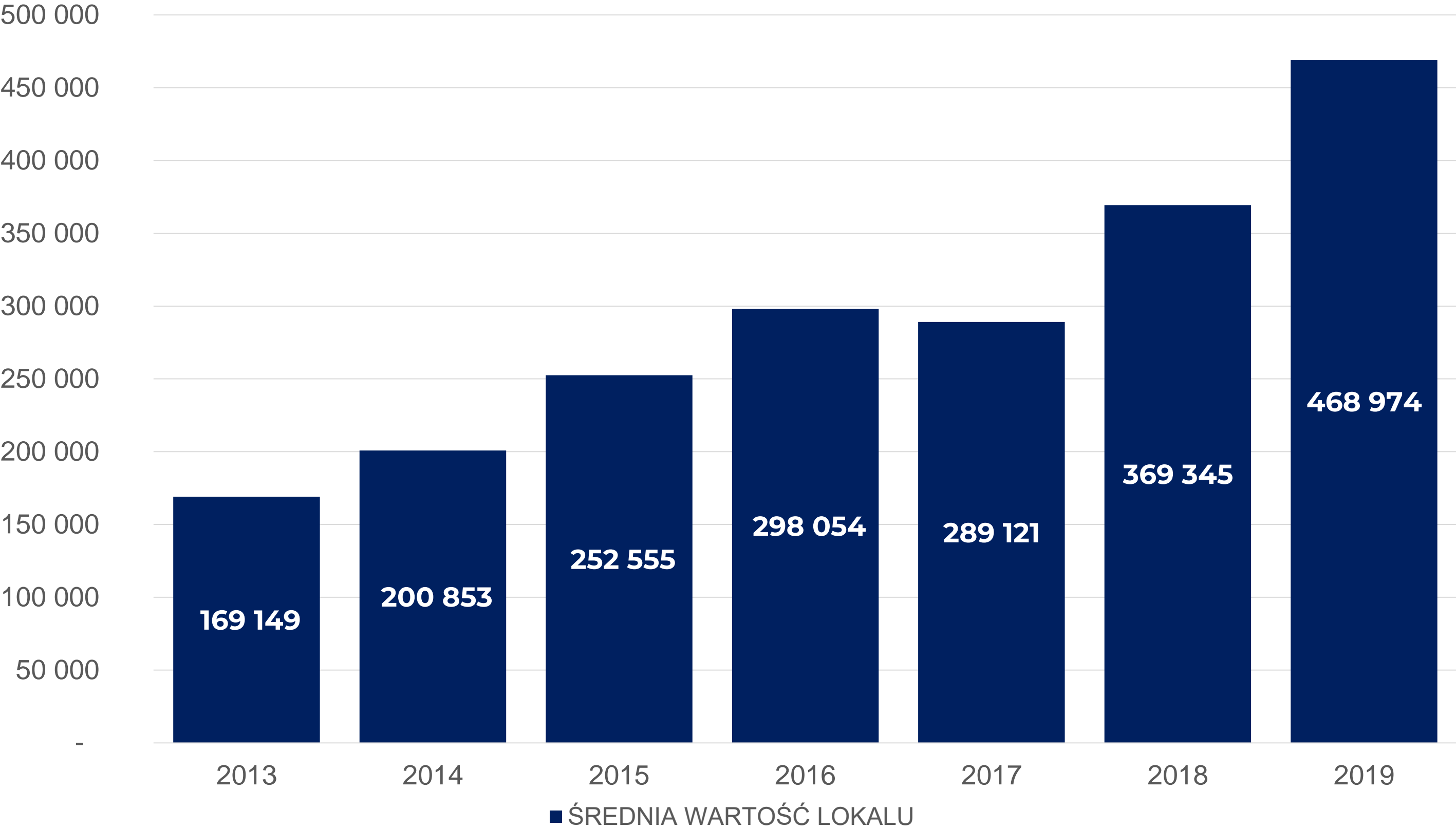
Sales by Agreements 2013- 2019 – quantity [items] and value [PLN]





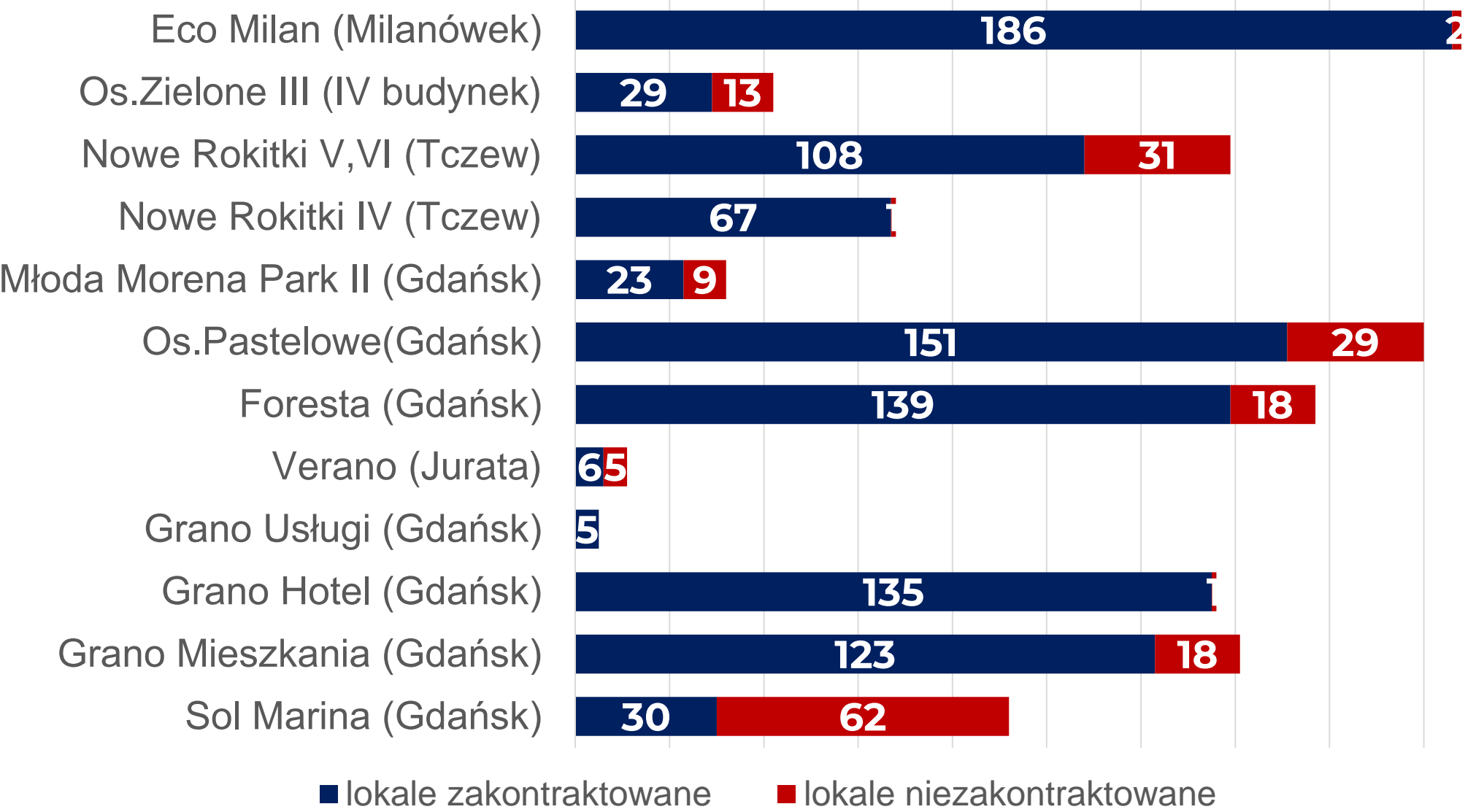


Sales by Agreements 2013-2019 – average value of the premises [PLN]

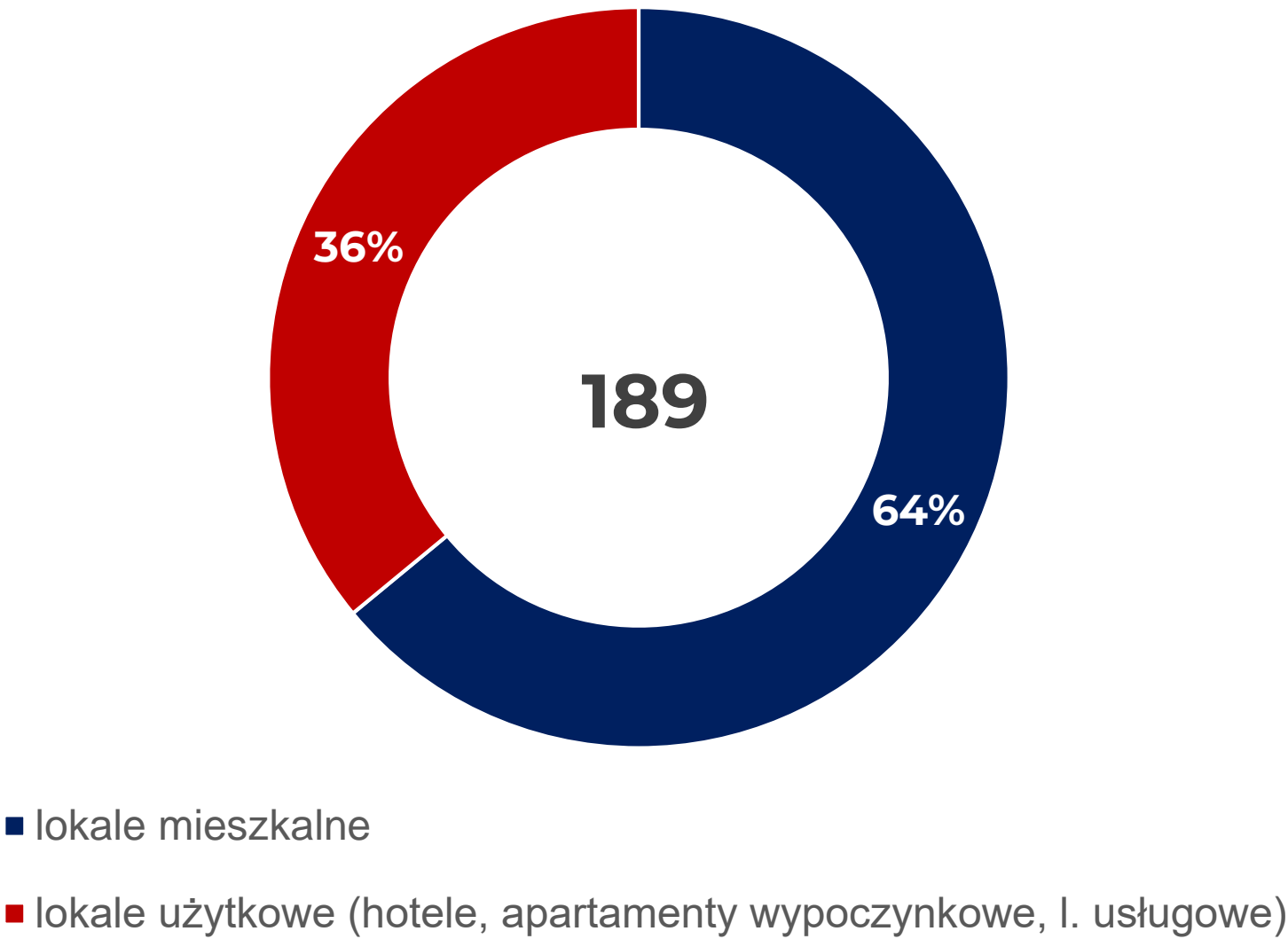




Number of premises participating in the sales – as at 31.12.2019



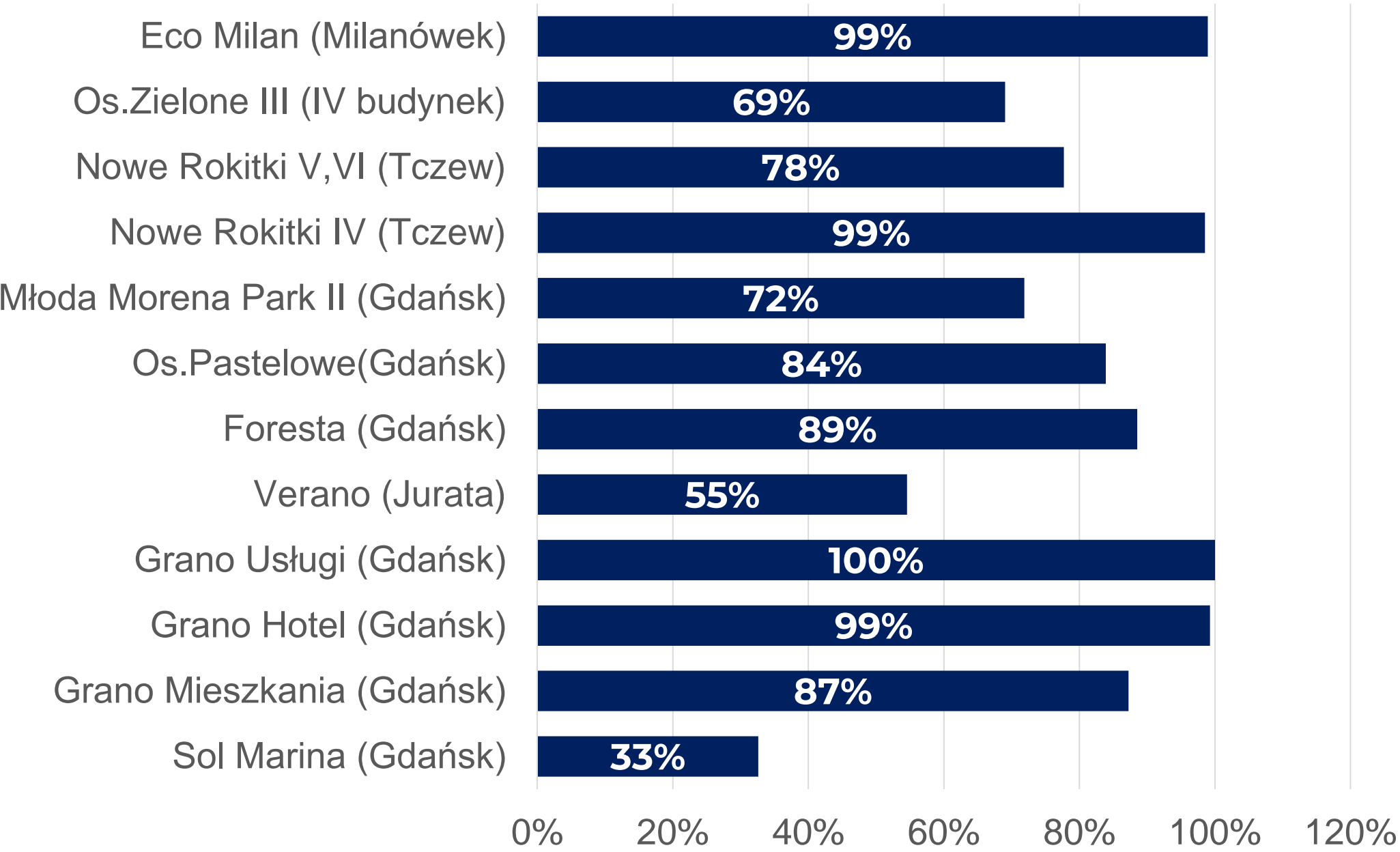
Number of premises in the offer – by type – as at 4Q 2019



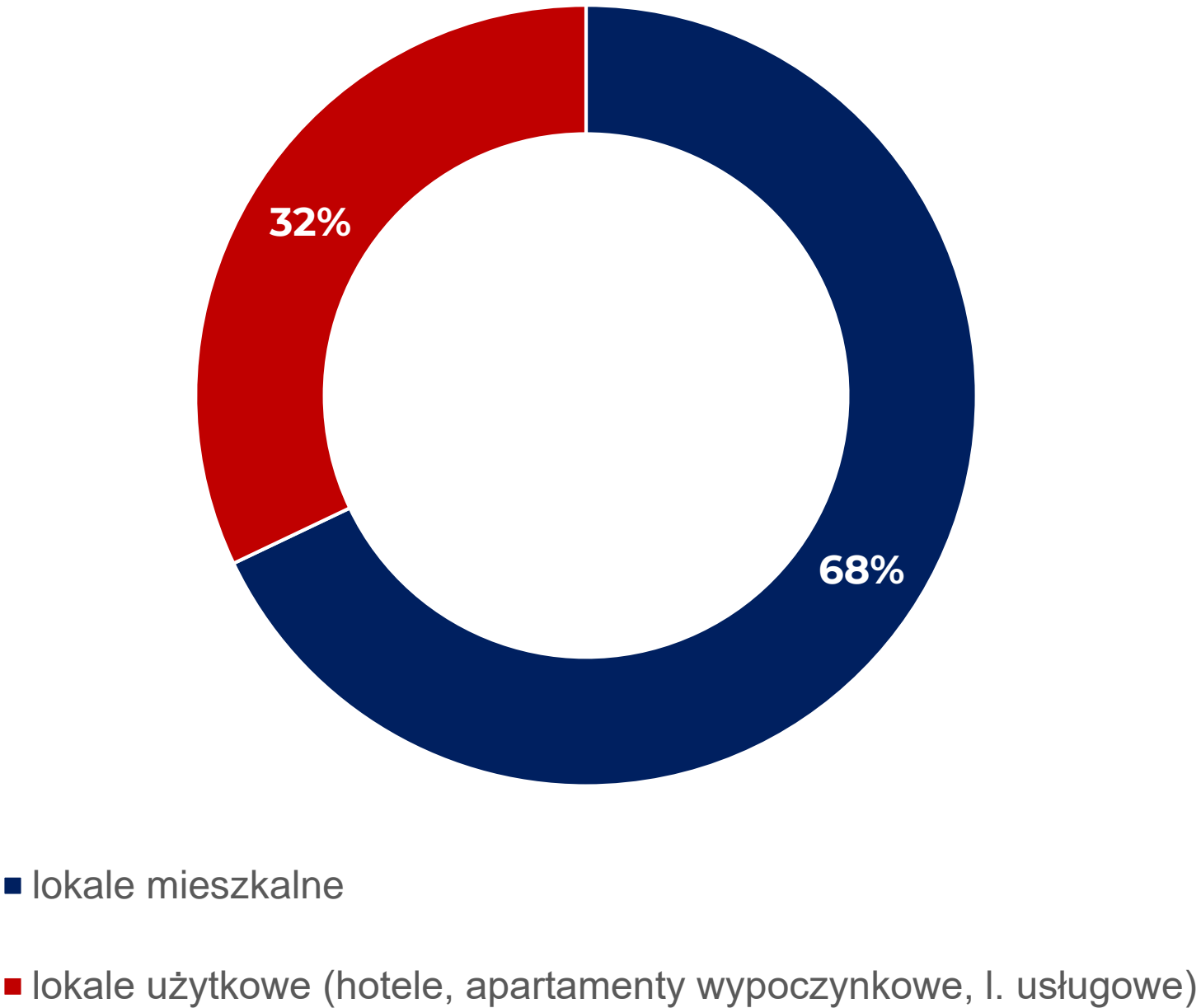




% of sales of the premises from the offer – as at 4Q 2019



Amount of m2 offered – by premises type  
– as at 4Q 2019





- Spectacular debut of investment Sol Marina.
- Putting into use of investment Młoda Morena, Nowe Rokitki IV, Nowe Rokitki Park II.
- Increasing sales potential: purchase of real estates Sol Marina, Baltic Line.
- Obtaining building permit for the investment Warsaw Business Hotels.
- Rate of projects' sales in accordance with the plan: Eco Milan, Foresta, Osiedle Zielone III building 4, and Grano Residence.
- An increase of the average value of premises up to the level of PLN 450 ths. net.
- As a result of dynamic sales in 2019 the offer decreased to the level of 189 premises as at the end of 4Q compared to 480 premises as at the end of 4Q 2018.
- As a result of the drawn-out administrative decisions, and thus not introducing new investments for sale, Deweloper suffered a drop of sales by 20%.





**Grano Residence,  
Gdańsk**



**Młoda Morena Park II,  
Gdańsk**



**Osiedle Pastelowe,  
Gdańsk**



**Sol Marina, near  
Sobieszewo Island**



**Osiedle Zielone III,  
Gdańsk**





**Verano Residence,  
Jurata**



**Osiedle Foresta,  
Gdańsk**



**Nowe Rokitki IV,  
Rokitki, near Tczew**



**Eco Milan, Milanówek, near  
Warsaw**



**Nowe Rokitki V i VI,  
Rokitki, near Tczew**



INVESTMENT	Street	Place	Number of premises	m2	Planned date of construction completion	Status	% of sales	Company executing the investment
Nowe Rokitki Etap IV	Tczewska	Rokitki, k. Tczewa	68	3 715	Put into use	Completed	99%	Dekpol Inwestycje Sp. z o.o. Rokitki Sp .k.
Nowe Rokitki Etap V i VI	Tczewska	Rokitki, k. Tczewa	139	7 202	IQ2020	Under construction	78%	Dekpol Inwestycje Sp. z o.o. Rokitki Sp .k.
Osiedle Zielone III bud. 4	Potęowska	Gdańsk	42	2 262	IIQ2020	Under construction	69%	Dekpol S.A.
Młoda Morena Park II	Dolne Migowo	Gdańsk	32	2 469	Put into use	Completed	72%	Dekpol Inwetycje Sp. z o.o. Development Sp.k.
Osiedle Foresta	Myśliwska	Gdańsk	157	9 569	IQ2020	Under construction	89%	Dekpol Inwestycje Sp. z o. o. Myśliwska Sp. k.
Grano Residence	Pszenna	Gdańsk	282	11 625	IIQ2020	Under construction	93%	Dekpol Pszenna Sp. z o. o.
Sol Marina	Łąkowa	Wiślinka	92	5 584	IQ2021	Under construction	33%	Dekpol Inwestycje Sp. z o.o. Sol Marina Sp.k
Osiedle Pastelowe	Pastelowa	Gdańsk	180	9 367	IVQ2020	Under construction	84%	Dekpol Inwestycje Sp. zo .o. Pastelowa Sp. k.
Verano Residence	Mestwina	Jurata	11	534	Put into use	Completed	55%	Dekpol Inwestycje Sp. z o.o. Development Sp.k.
Eco Milan	Warszawska	Milanówek	188	9 749	Put into use	Completed	99%	Nordic Milan Sp. z o.o.



07

## DEVELOPER SECTOR -

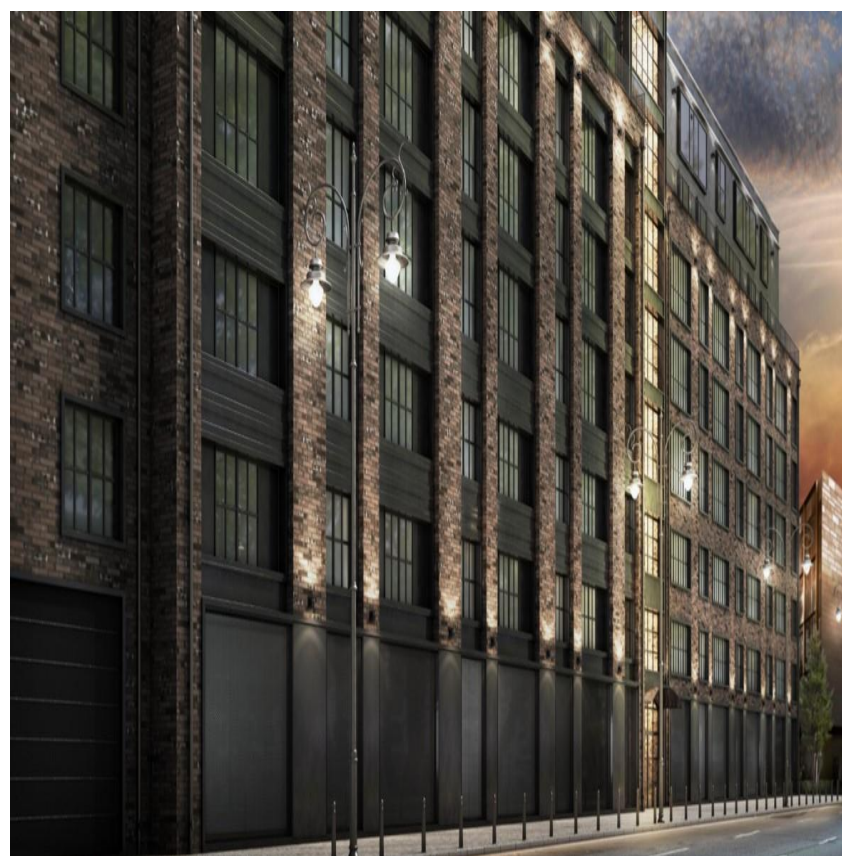
PPROJECTS UNDER PREPARATION



**Warsaw Business Hotel,  
Warsaw**



**Grano Resort,  
Sobieszewo Island**



**Braniborska,  
Wrocław**

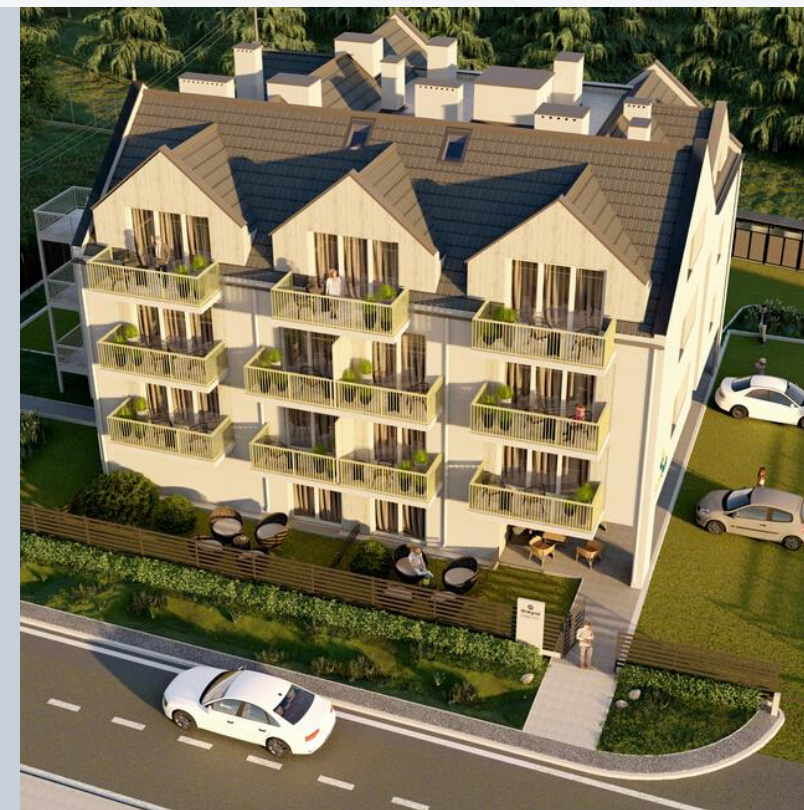


**Sol Marina, near  
Sobieszewo Island**





**Villa Neptun,  
Sobieszewo Island**



**Soleo Park,  
Sobieszewo Island**



**Baltic Porto,  
Sobieszewo Island**



**Lazor Park,  
Sobieszewo Island**



**Baltic Fun Park,  
Sobieszewo Island**



**Baltic Line,  
Sobieszewo Island**





**Nowe Rokitki,  
Rokitki, near Tczew**



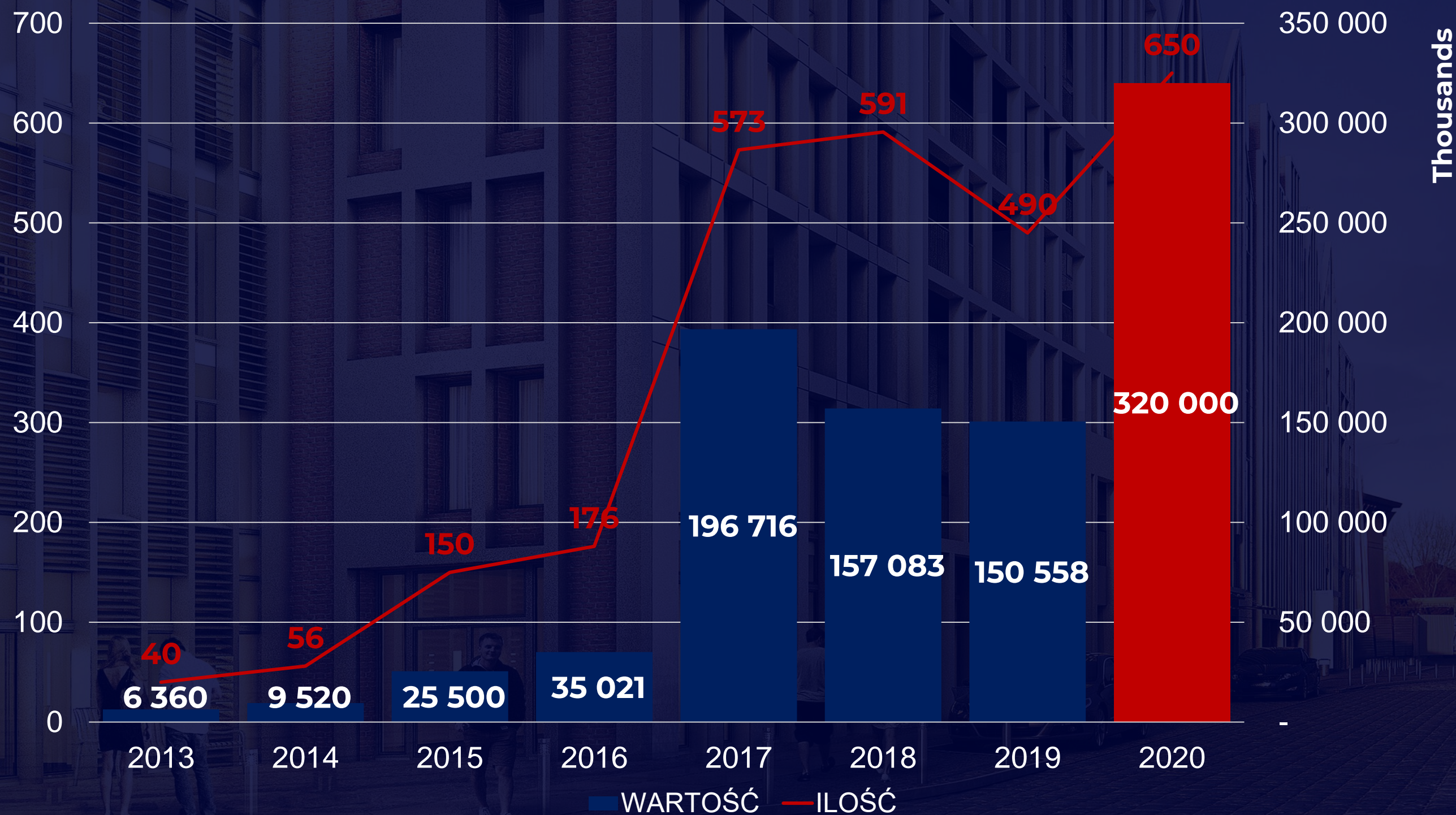
**Osiedle Pastelowe,  
Gdańsk**



**Neo Jasień,  
Gdańsk**



Sales by Notarial Deeds 2013- 2020\* - quantity and value

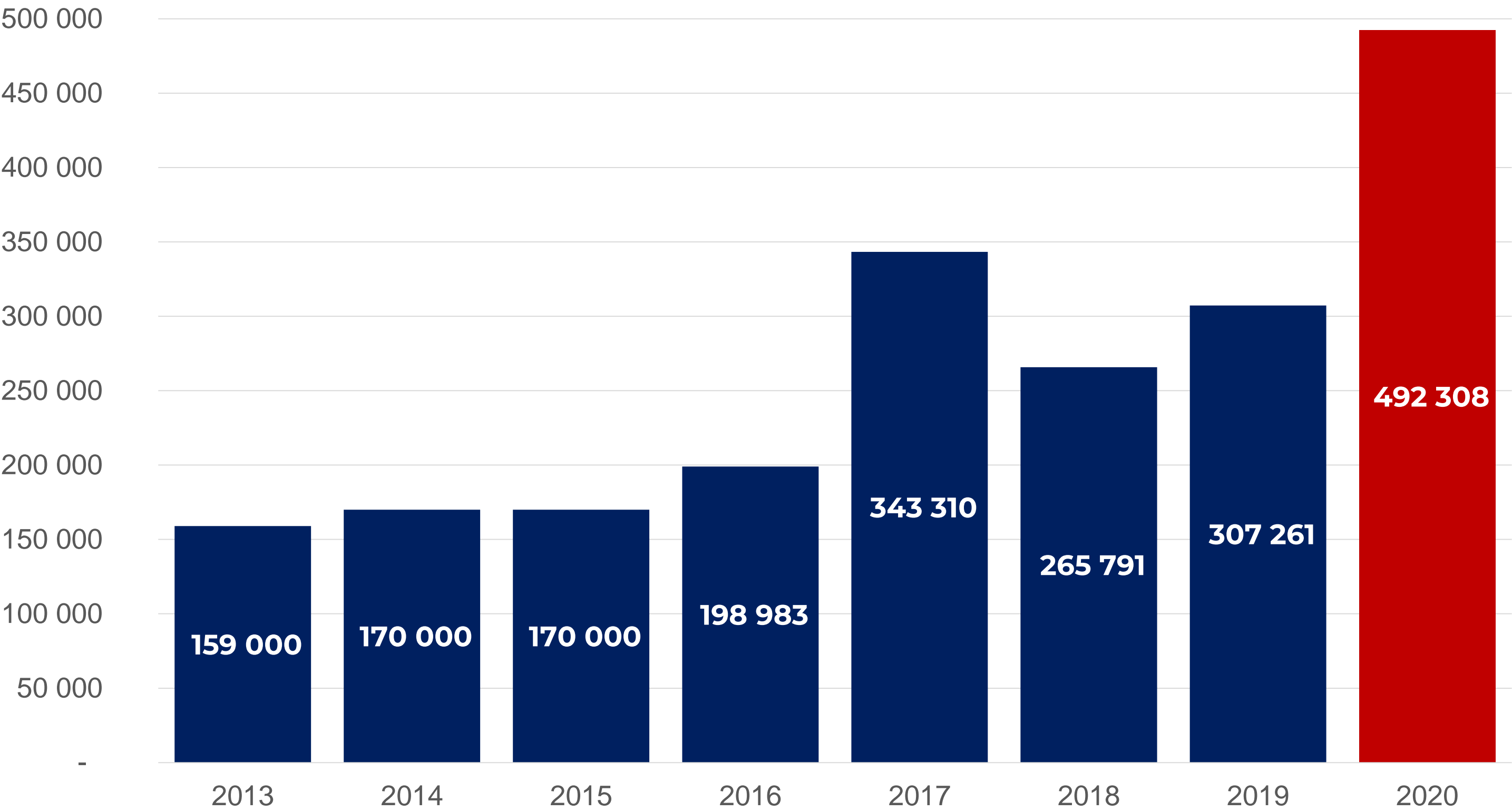


\*simulation





Sales by Notarial Deeds 2013- 2020\* - average value of the premises

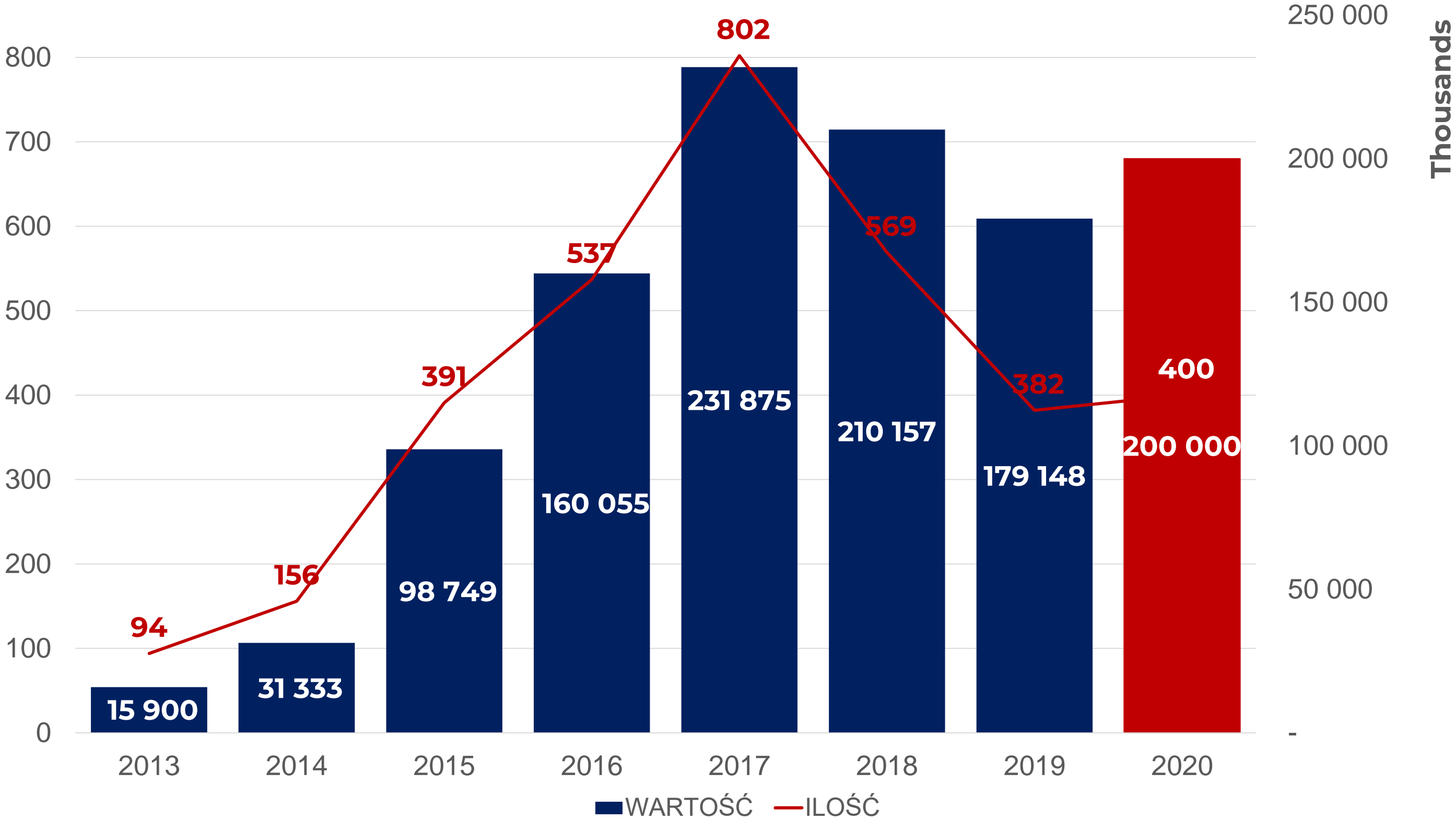


\*simulation





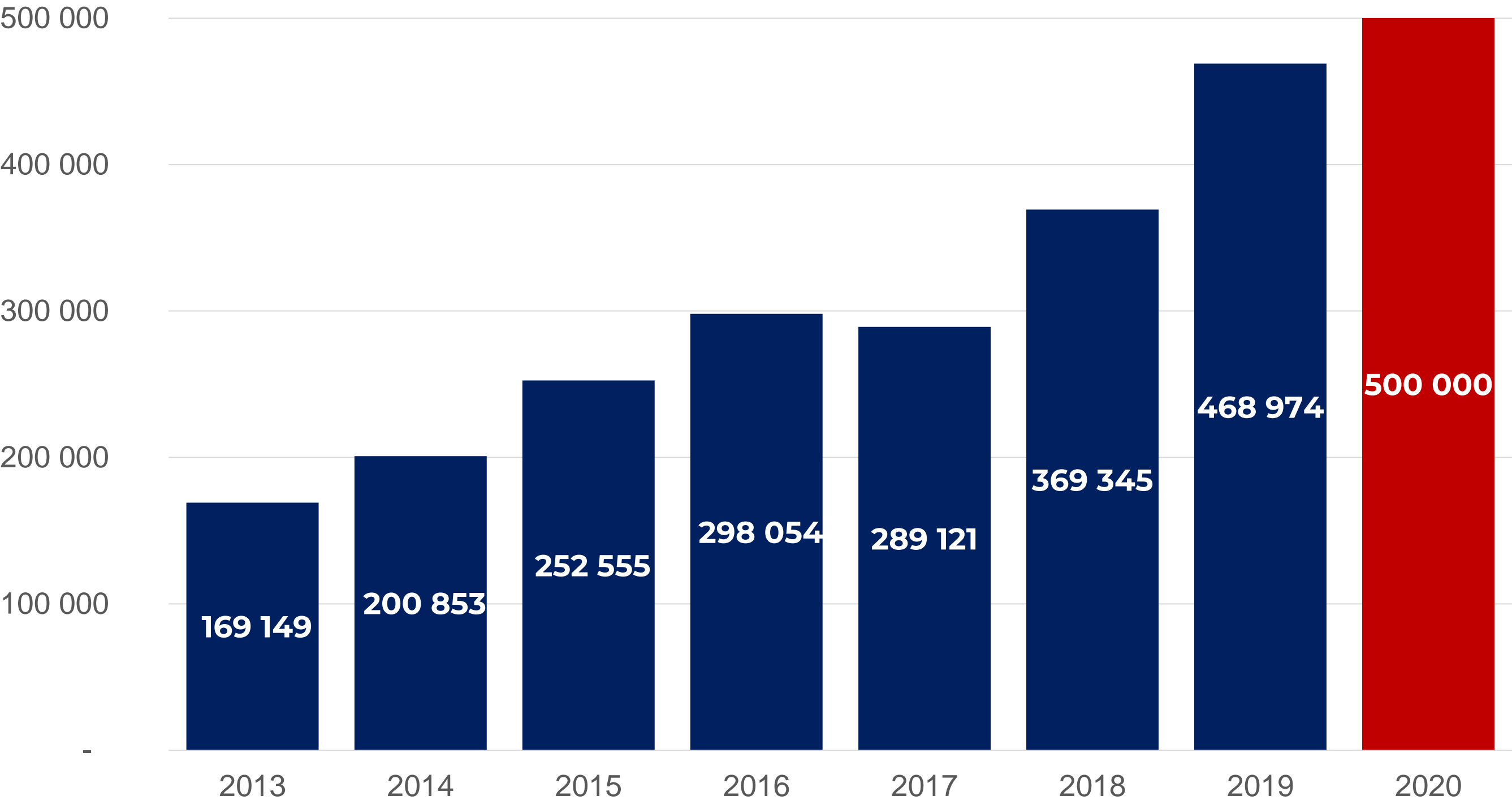
Sales by Agreements 2013- 2020\* - quantity and value



\*simulation



Sales by Agreements 2013- 2020\* - average value of the permits

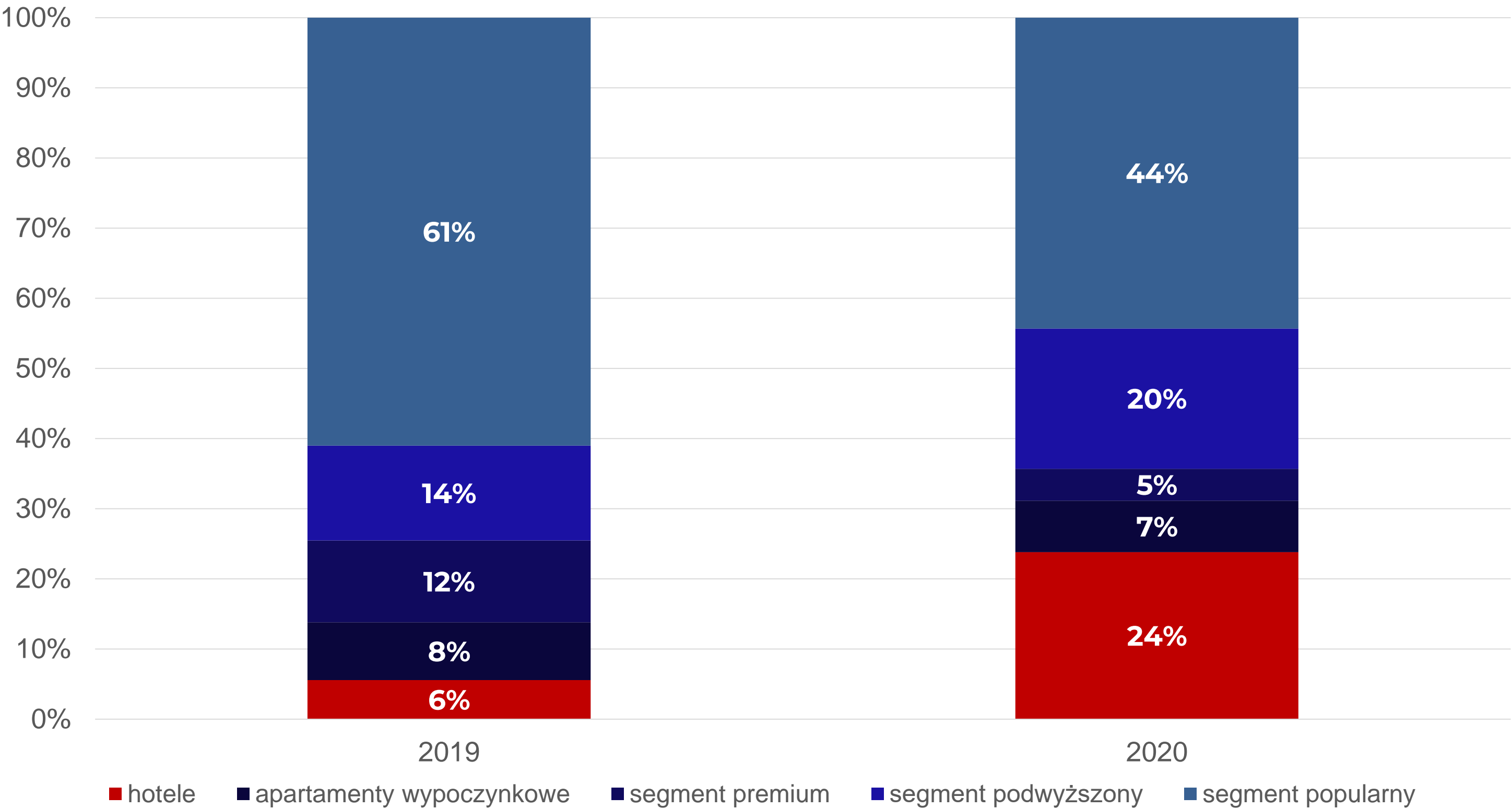


\*simulation





Sales by segments – 2019 vs. 2020\*



\*simulation





5 378

Number of premises in the  
investments under preparation\*

230 997

Amount of usable space m<sup>2</sup> in  
the investments under  
preparation\*

Approx. PLN 600

Average purchase price of 1 m2  
pumu

INVESTMENT	Street	Place	Planned date of construction commencement***
<b>Nowe Rokitki VII - XXIII</b>	<b>Tczewska</b>	<b>Rokitki, k. Tczewa</b>	<b>IQ2020</b>
Nowe Rokitki VII	As above	As above	IIQ2020
Nowe Rokitki VIII	As above	As above	IQ2021
Nowe Rokitki IX	As above	As above	IQ2022
<b>Osiedle Zielone IV**</b>	<b>Potęowska</b>	<b>Gdańsk</b>	<b>IIIQ2020 – IIIQ2021</b>
<b>Warszawa Prądyńskiego</b>	<b>Prądyńskiego</b>	<b>Warszawa</b>	<b>IIQ2020</b>
<b>Sobieszewo Grano Resort</b>	<b>Sobieszewska</b>	<b>Gdańsk</b>	<b>IQ2021</b>
Sobieszewo I apartments	As above	As above	IQ2021
Sobieszewo II apartments, hotel	As above	As above	IQ2024
<b>Wrocław Braniborska**</b>	<b>Braniborska</b>	<b>Wrocław</b>	<b>IIQ2020</b>
<b>Sol Marina</b>	<b>Łąkowa</b>	<b>Wiślinka</b>	<b>IQ2020</b>
Sol Marina Ib hotel	As above	As above	IQ2020
Sol Marina II	As above	As above	IQ2021
Sol Marina III	As above	As above	IQ2022
<b>Sobieszewo Baltic Porto</b>	<b>Kempingowa</b>	<b>Gdańsk</b>	<b>IQ2022</b>
<b>Sobieszewo Lazurowy Park</b>	<b>Kwiatowa</b>	<b>Gdańsk</b>	<b>IQ2020</b>
<b>Sobieszewo Villa Neptun**</b>	<b>Nadwiślańska</b>	<b>Gdańsk</b>	<b>IQ2020</b>
<b>Sobieszewo Soleo Park**</b>	<b>Tęczowa</b>	<b>Gdańsk</b>	<b>IQ2021</b>
<b>Sobieszewo Baltic Fun Park**</b>	<b>Turystyczna</b>	<b>Gdańsk</b>	<b>IQ2022</b>
<b>Sobieszewo Baltic Line</b>	<b>Nadwiślańska</b>	<b>Gdańsk</b>	<b>IQ2021</b>
<b>Pastelowa (no commercial)</b>	<b>Pastelowa</b>	<b>Gdańsk</b>	<b>IVQ2020</b>
Pastelowa II	As above	As above	IVQ2020
Pastelowa III	As above	As above	IIIQ2021
Pastelowa IV	As above	As above	IQ2023
Pastelowa V	As above	As above	IQ2024

\*simulation  
\*\*In the course of purchase transaction  
\*\*\* the dates of construction commencement adopted in the listing depend on obtaining the necessary official decisions



650

Number of premises to be recognised in the result in 2020\*

563

Number of premises sold by the end IVQ 2019

87%

% of premises sold by the end of IVQ 2019

Potential of the premises to be recognised in the result of the year 2020				
Investment	Number of premises	Number of premises sold by IVQ 2019	Construction completion date	Investment
Nowe Rokitki V i VI	139	108	IQ2020	Nowe Rokitki V i VI
Nowe Rokitki Park II	7	7	Construction completed	Nowe Rokitki Park II
Młoda Morena Park	3	3	Construction completed	Młoda Morena Park
Młoda Morena Park II	32	23	Construction completed	Młoda Morena Park II
Jurata	5	0	Construction completed	Jurata
Myśliwska	157	139	I-IIQ2020	Myśliwska
Grano Mieszkania	141	121	IIQ2020	Grano Mieszkania
Grano Hotel	136	135	IIQ2020	Grano Hotel
Grano commercial spaces	5	5	IIQ2020	Grano commercial spaces
Milanówek	24	22	Construction completed	Milanówek
Other	1	0	Construction completed	Other

\*simulation





- Doubling the income compared to the year 2019.
- **Increase of the gross margin from sales to the level exceeding 20%.**
- Development of cooperation with the financial institutions, ensuring the Company access to the capital enabling execution of the developer plans.
- **Maintenance of the previous quantitative sales level and at the same time increasing the average value of the premises.**
- Strengthening developer's position on the local market (3City and the neighbourhood) and broadening operations by Wrocław and Warsaw markets.
- **Starting construction of 8 projects.**
- Diversification of the sales offer from the location, price and structure point of view.
- **Increasing Client's portfolio by new individual and corporate clients.**
- Competencies development of the developer team.
- Intensive implementation of the CSR policy at the company, while in particular focusing on introducing more and more solutions from the ecological construction.