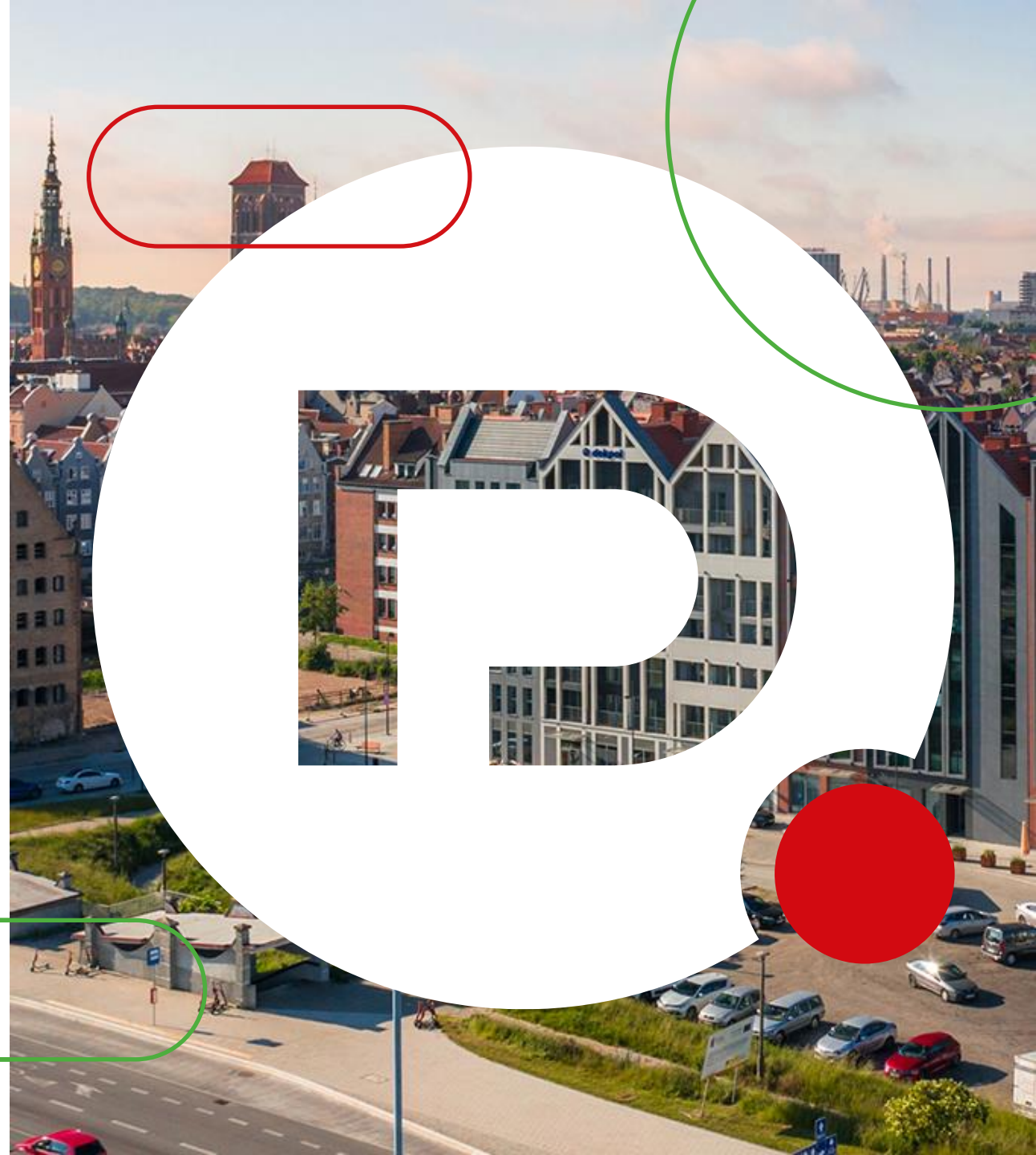




Summary of the year 2023

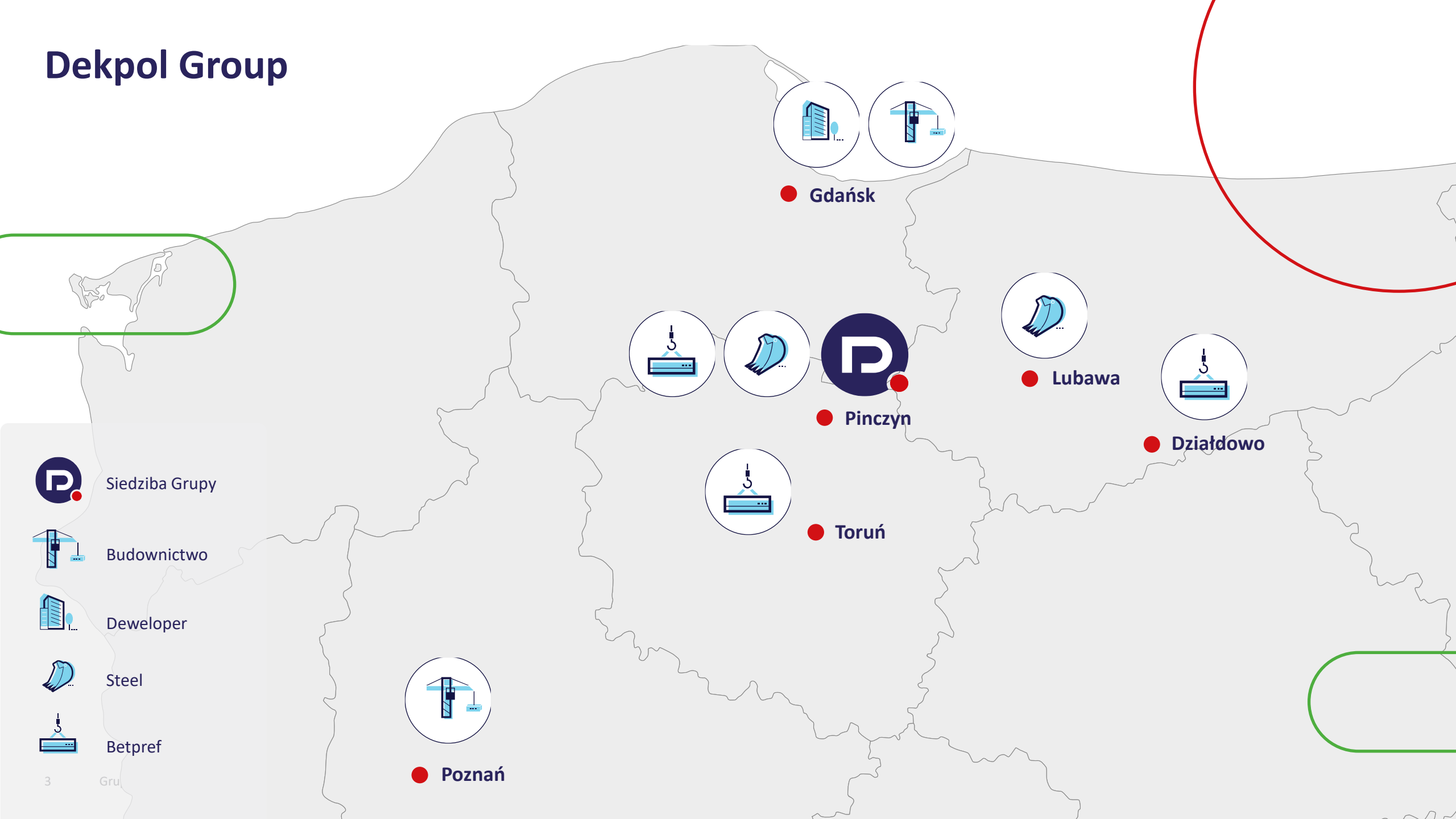
FY 2023


Investor Presentation
January 2024




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Dekpol Group



 Siedziba Grupy

 Budownictwo

 Deweloper

 Steel

 Betpref

 Poznań



Mariusz Tuchlin
President of Management Board, Dekpol S.A.
main shareholder



Katarzyna Szymczak-Dampc
Vice-President of Management Board,
Dekpol S.A.
Financial Director



Michał Skowron
President of Management Board,
Dekpol Budownictwo



Sebastian Barandziak
President of Management Board,
Dekpol Deweloper



Wojciech Baszkowski
President of Management Board,
Dekpol Steel

Dekpol Budownictwo sp. z o.o.

- specialization in construction of logistics, industrial and cubature facilities
- short- and medium-term contracts (execution time 6 - 9 months)
- flexibility provided by own resources: machinery park, construction teams, prefabricates within the Capital Group

Dekpol Deweloper sp. z o.o.

- extensive and diversified portfolio (popular and premium estates, residential and service estates, hotel estates)
- land bank in unique tourist locations (Sobieszewska Island)
- secured bank of land, attractive locations

Dekpol Steel sp. z o.o.

- a leading manufacturer of accessories (buckets) for construction machinery
- A sudden increase in production capacity thanks to the acquisition of Intek plant in Lubawa in 2021

Budownictwo Steel Developer

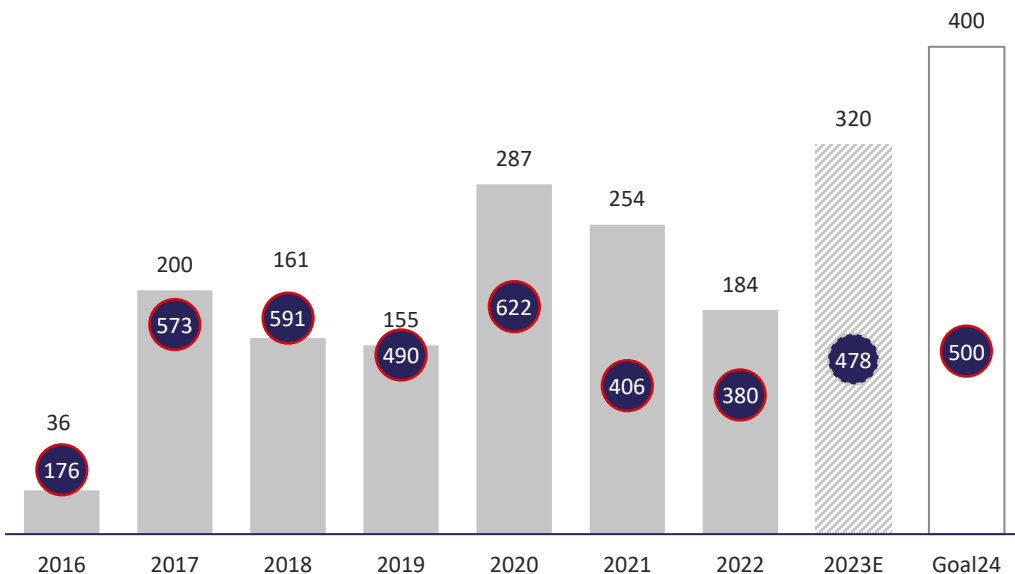


Deweloper – financial results



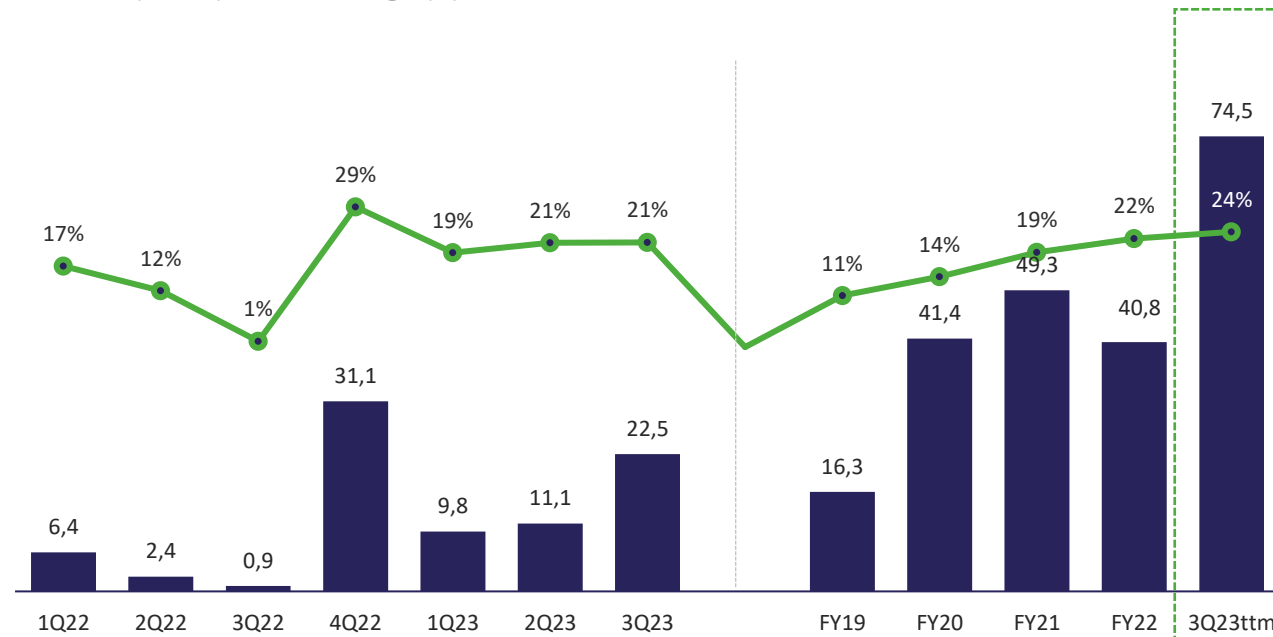
Revenues, recognition of result

■ Value (million of PLN) ● Quantity



Operating result

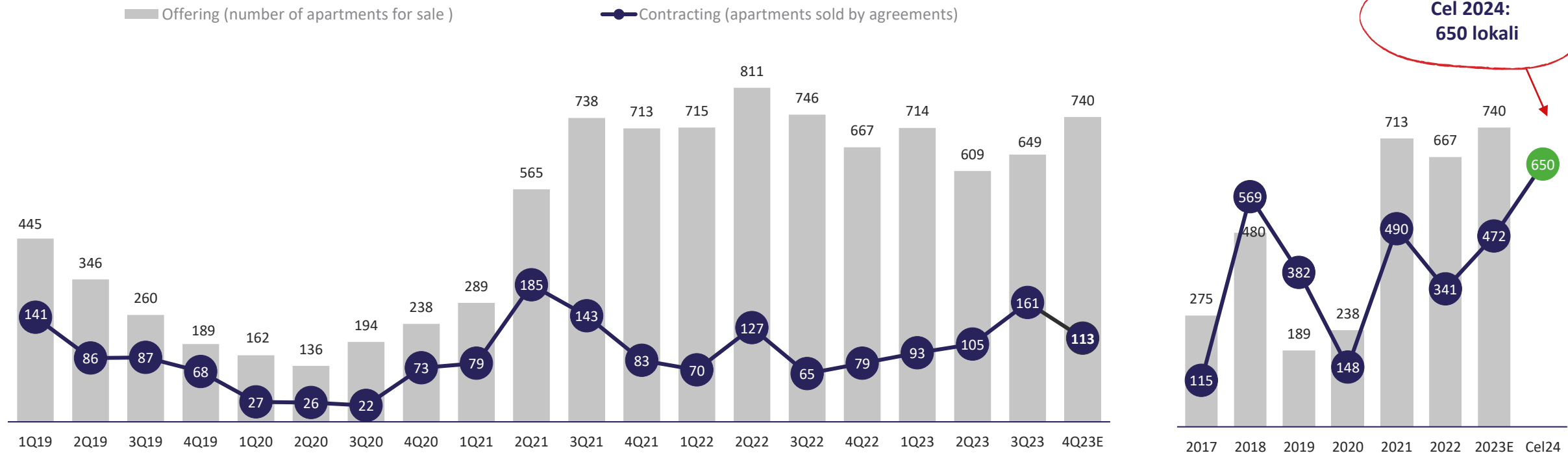
■ EBIT (million) ● margin (%)



- Achievement of goals set for 2023 - recognition in estimated revenues of 478 apartments with a value of PLN 320 million (compared to 380 apartments with a value of PLN 184 million in 2022), this effect was achieved, among other things, through the handover in 1H 2023 of Baltic Line, Trimare Stage I, and in 2H 2023 the handover of Hotel Grano Marina and Sol Marina II apartment buildings
- In 2024, we plan to achieve revenues of approximately PLN 400 million, primarily consisting of sales of around 500 apartments, recognized in financial results, and revenues from investment projects in Wrocław, specifically on Braniborska Street

* provided, that none of the above statements regarding the future should be understood or interpreted as a guarantee or assurance by the Company or entities within the Capital Group that such events will occur, and that the sales targets mentioned above will be achieved

Contracting and offering



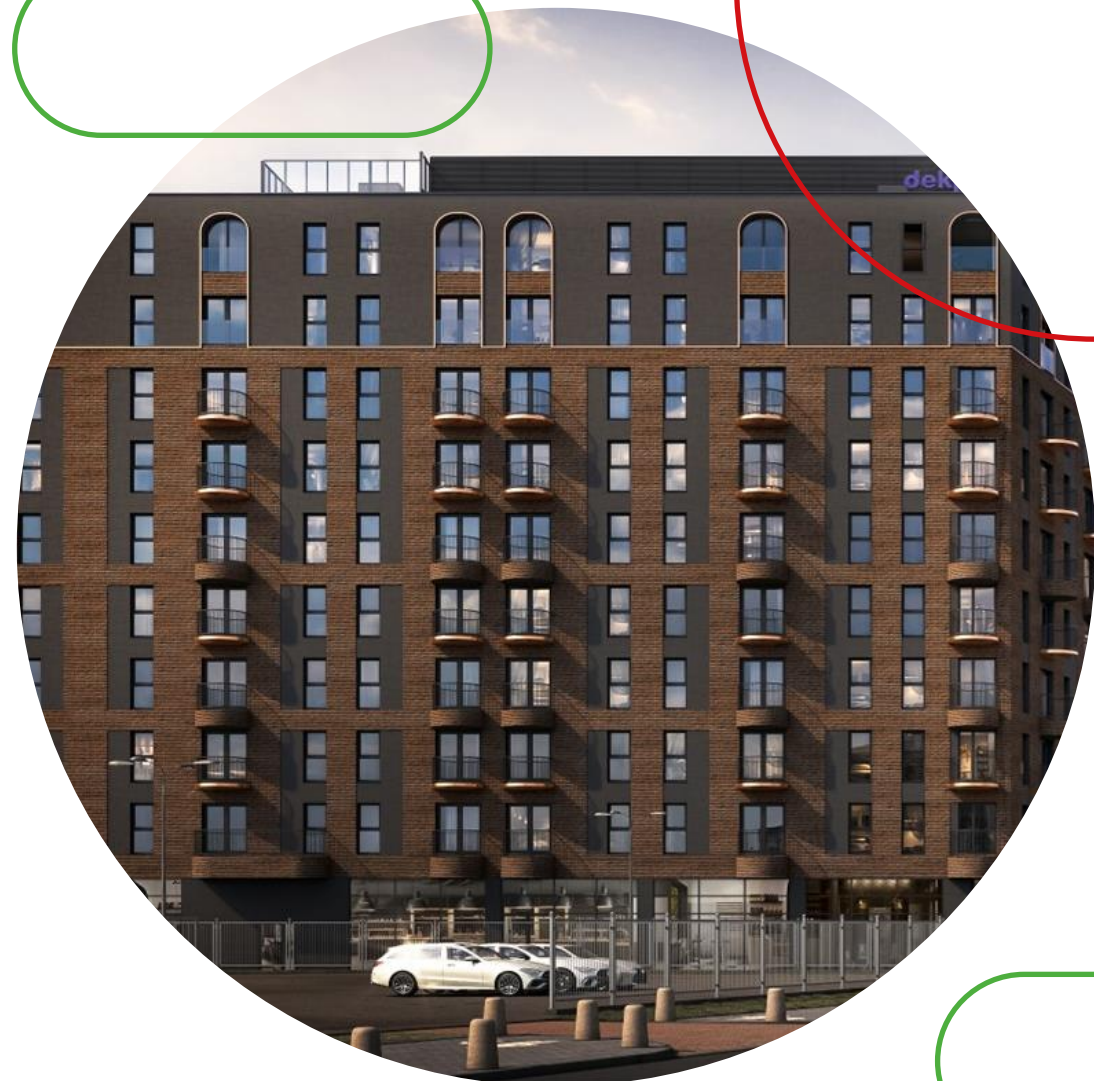
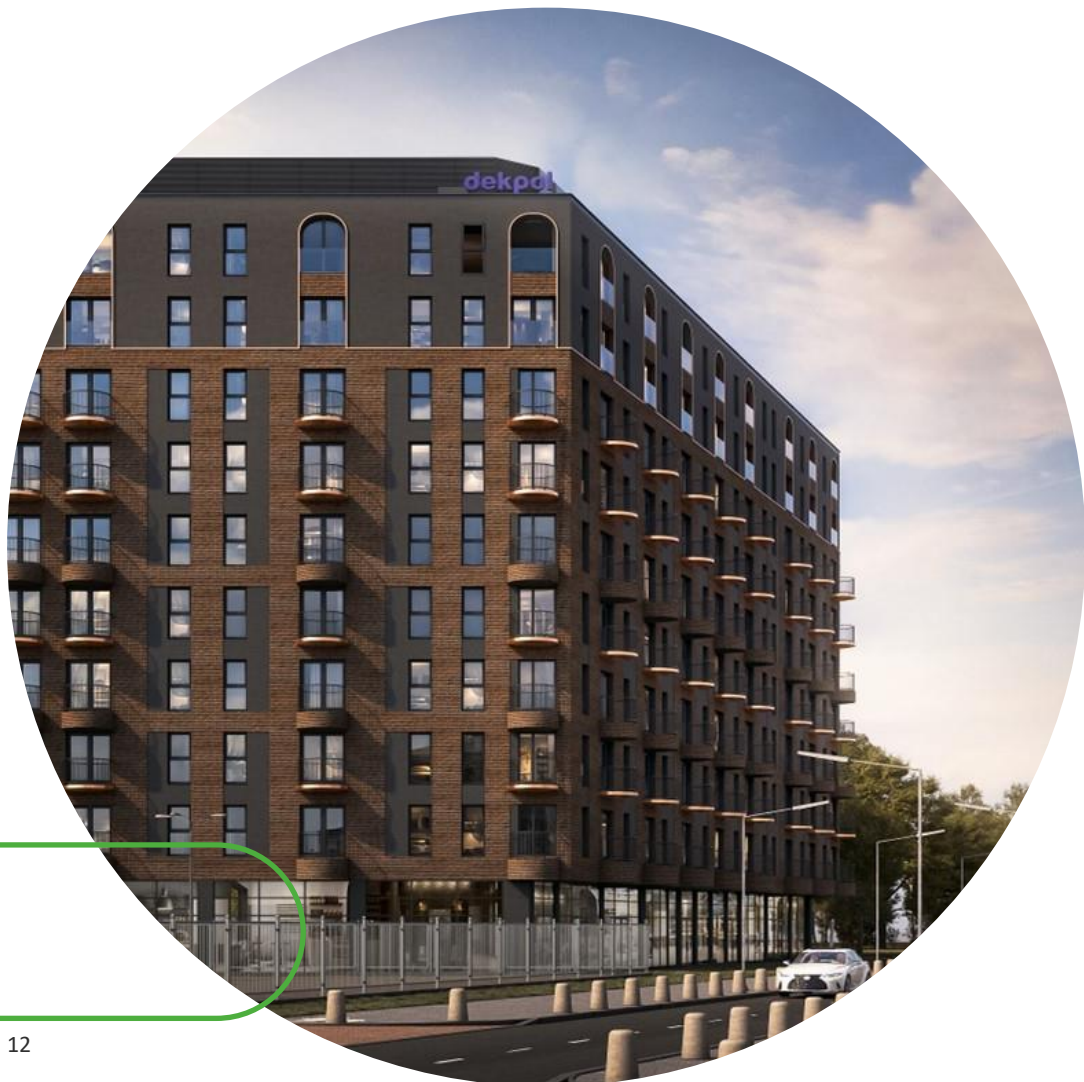
- Since the beginning of 2023, 472 apartments have been contracted (valued at PLN 278 million) – compared to 314 in 2022 – exceeding of aimed target (430 apartments) by just under 10%
- An offering of 740 apartments by the end of 2023 - targeted to a broad spectrum of customers. The offering was expanded in 2H 2023 with the Granaria Gdańsk investment on Spichrzów Island in Gdańsk
- A significant proportion of apartments purchased in cash (over 90% of sales in terms of value), with an increase in the number of apartments purchased with a mortgage from 3Q 2023
- In 2024, we expect maintaining of high demand, which, given the high level of offering, translates into **sales target for 2024 in the number of 650 apartments**







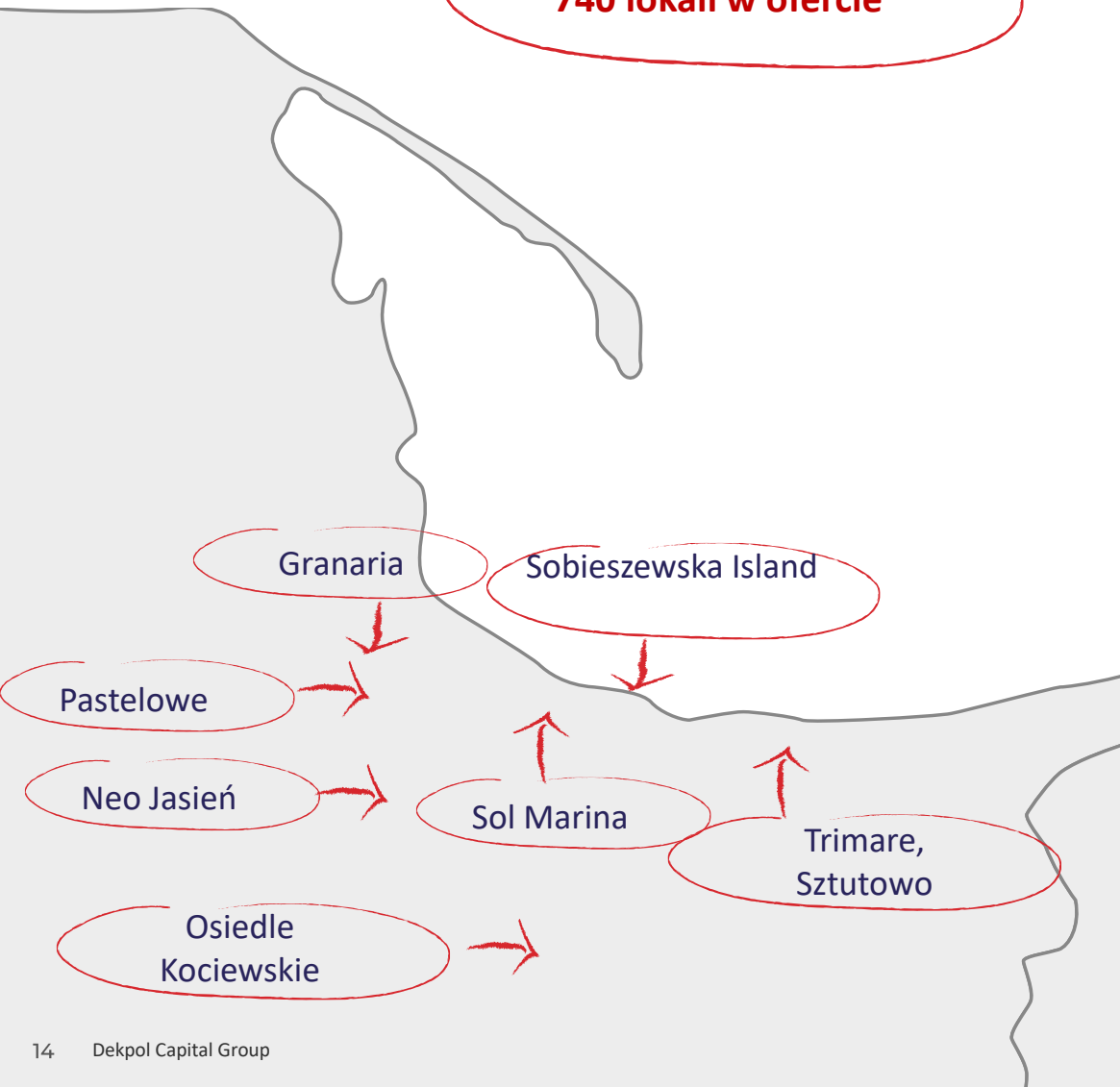




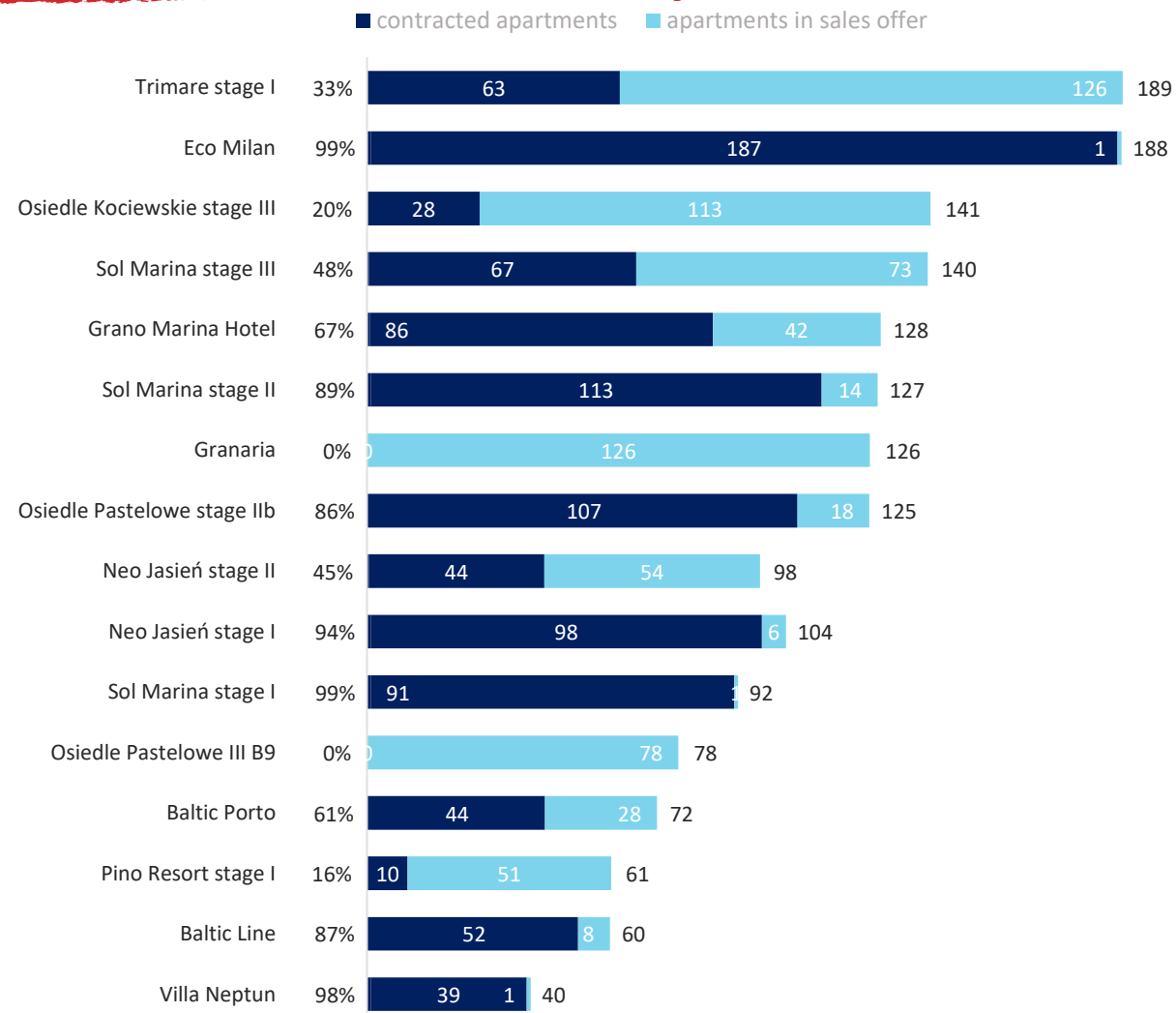


Diversified offer

740 lokali w ofercie



% of sales of apartments from the offer – as at 31.12.2023



Investment pipeline 2023-2027

favorable timing of planned implementations



Nazwa inwestycji	2023				2024				2025				2026				2027					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q		
Baltic Line	60																					
Trimare etap I		189																				
Grano Marina Hotel			128																			
GMH lokal usługowy			1																			
Sol Marina etap II			127																			
Braniborska					393																	
Osiedle Pastelowe etap IIb					125																	
Sol Marina etap III	start								140													
Pino Resort etap I	start							61														
Osiedle Kociewskie etap III	start								141													
Granaria	start	start			126																	
Neo Jasień etap II	start	start							98													
Pastelowa usługa	start	start			1																	
Osiedle Pastelowe etap IIIa	start	start										78										
Osiedle Pastelowe etap IIIb	start	start										78										
Osiedle Pastelowe etap IIIc	start	start										78										
Prądyńskiego	start	start										375										
Puck Nowy Świat_1_1_[A]	start	start										70										
Sopot_1_1_[B1, B2, B3]	start	start													130							
Trimare etap III	start	start							4													
Puck Nowy Świat_1_2_[B]	start	start										80										
Pino Resort etap IIa	start	start										55										
Pino Resort etap IIb	start	start										66										
Osiedle Kociewskie etap IV	start	start										94										
Grano Resort apartamenty etap I	start	start														124						
Trimare etap II	start	start														96						
Soleo Park	start	start														25						
Puck Nowy Świat_1_3_[C]	start	start														69						
Puck Nowy Świat_1_4_[Usługa]	start	start														1						
Warszawa Kwitnaca	start	start														70						
Braniborska Kamienica	start	start																	98			
Osiedle Kociewskie etap V	start	start														117						
Starogard B1	start	start														65						
Starogard B2	start	start														65						
Grano Resort apartamenty etap IIa	start	start																		160		
Sol Marina_2_1_[A]	start	start																		94		
Osiedle Pastelowe etap IVa	start	start																	88			
Osiedle Pastelowe etap IVb	start	start																	88			
Grano Resort apartamenty etap IIb	start	start																		160		
																				w przygotowaniu	118	
																					w przygotowaniu	127
																					w przygotowaniu	91
																					w przygotowaniu	117
																					w przygotowaniu	231
																					w przygotowaniu	360
																					w przygotowaniu	975
																					w przygotowaniu	324
Liczba planowanych lokali	505				987				781				670				661				2 757	

FY 2023

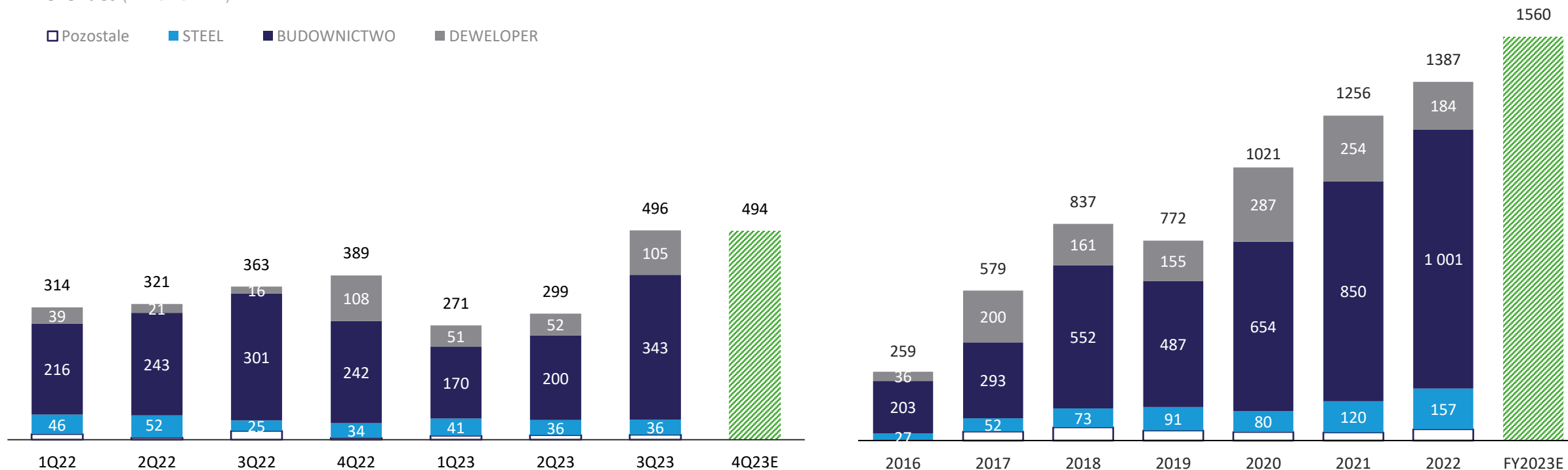
Dekpol S.A. Capital Group



Revenues – three segments

Revenues (million of PLN)

■ Pozostale
 ■ STEEL
 ■ BUDOWNICTWO
 ■ DEWELOPER

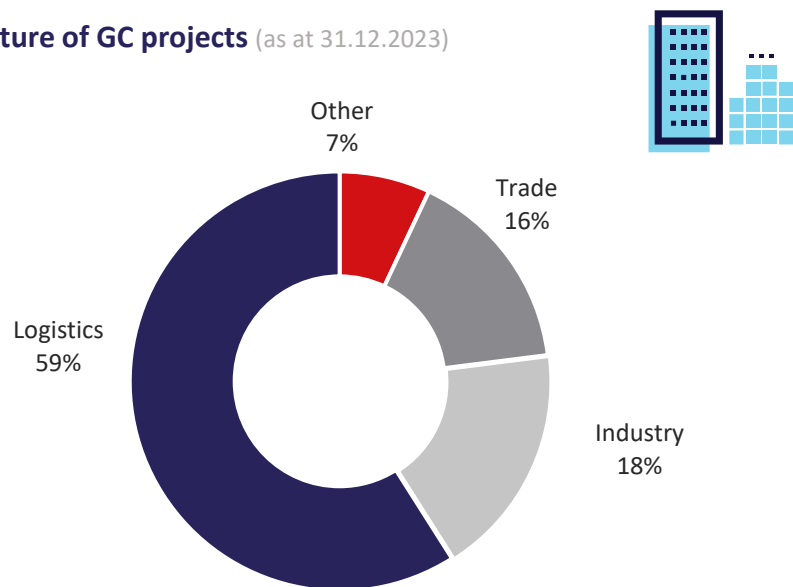


- Estimated revenues of the Capital Group in 2023: PLN 1.56 billion (vs. PLN 1.39 billion in 2022; +12% y/y)
- Revenues in 1-3Q 2023: PLN 1.1 billion (+7% y/y), in 3Q 23 only : PLN 496 million (+36,8% y/y)
- Main revenue drivers in 2023 – high recognitions of Dekpol Deweloper (PLN 320 million vs PLN 180 million in 2022), and increase of revenues of Dekpol Budownictwo in 2H

Budownictwo – outlook for 2024+

Strong ordering portfolio

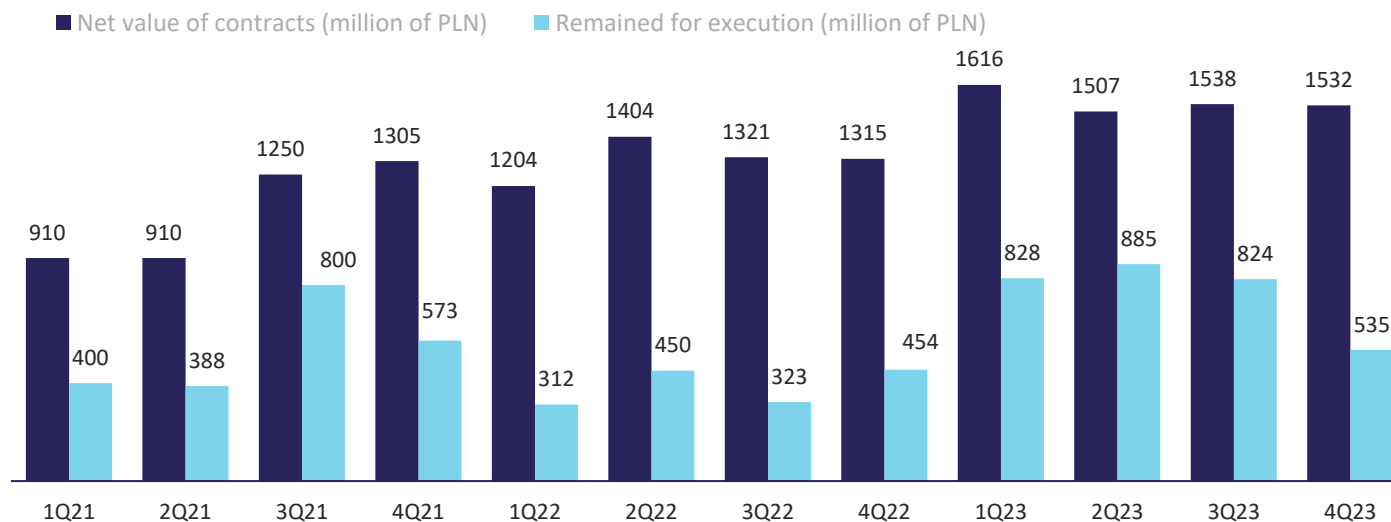
Structure of GC projects (as at 31.12.2023)



Net value of agreements as at 31.12.2023:

- PLN 1.532 billion (PLN 535 million remained for execution),
- For Dekpol Developer: PLN 318 million (PLN 94 million remained for execution)

Contracting (million of PLN)

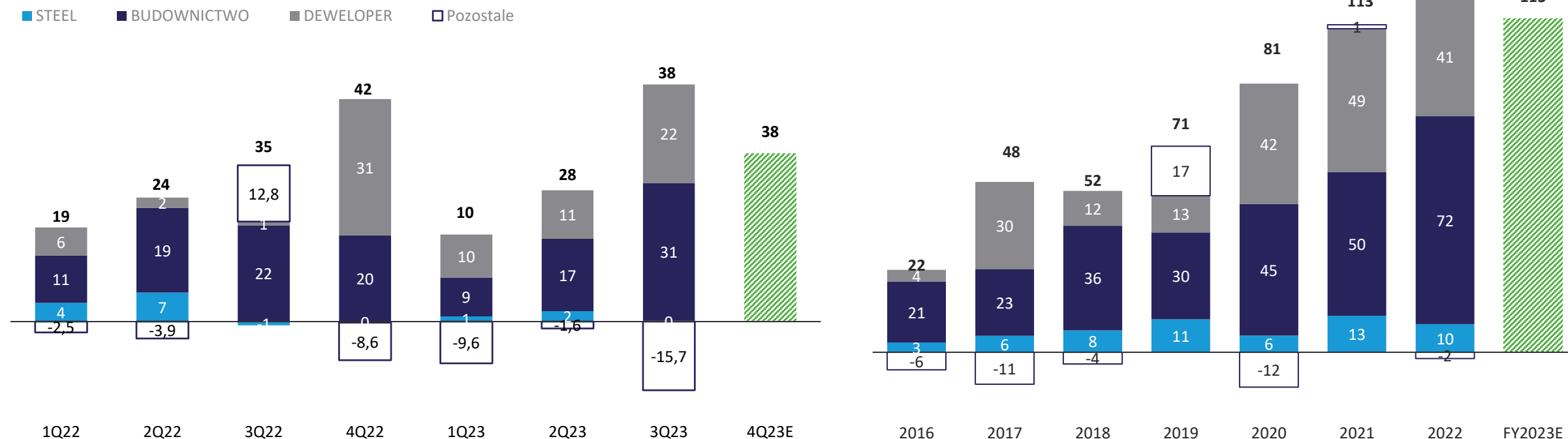


Consistent rebuilding of the ordering portfolio since the beginning of 2023, thanks to effective sales efforts – acquisition of numerous new projects in 2023, including:

- Production plant in Pomeranian Voivodeship
- DL Invest – The most valuable contract in the company's history
- ACE7 + Leroy Merlin – One of the largest commercial facilities
- BIAWAR, CASTORAMA – New reputable clients
- THALES – One of the most advanced industrial projects
- Sol Marina III, Pastelowe IIIB – First in-house projects carried out based on our own prefabricated structure
- 7R – warehouse center in Swarzędz

Operating result – three segments

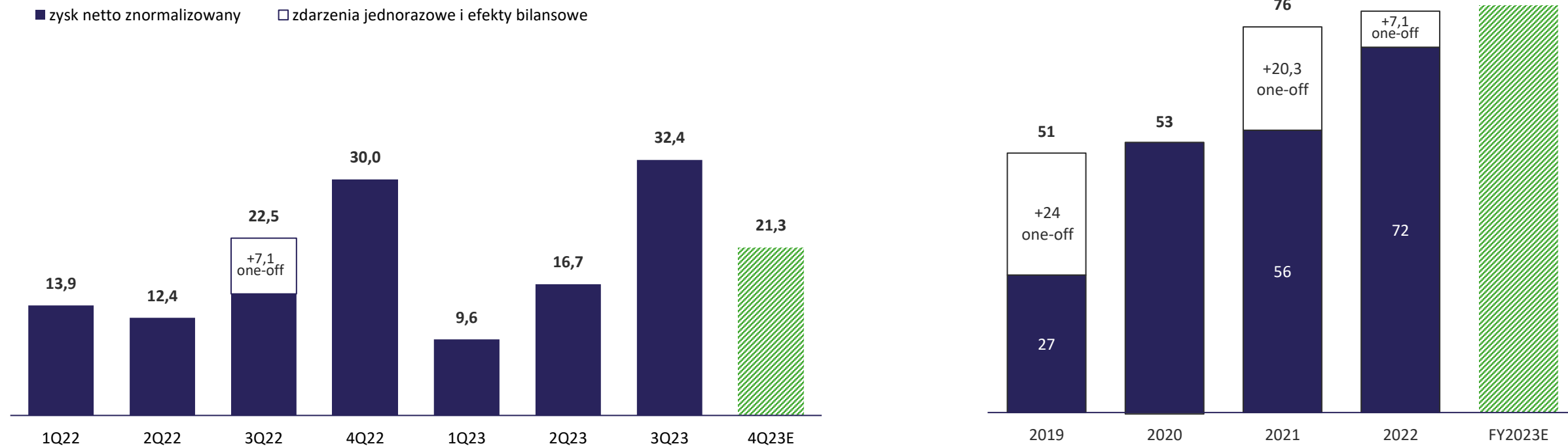
EBIT (million of PLN)



- Estimated EBITDA result of the Capital Group in 2023: PLN 130 million (vs. PLN 135 million in 2022)
- in 1-3Q operating profit in the amount of PLN 77,1 million , comparable to the year 2022
- Solid margin maintained thanks to strong contributions from Dekpol Deweloper and and Budownictwo – focus on optimal pricing and process efficiency

Consolidated net result

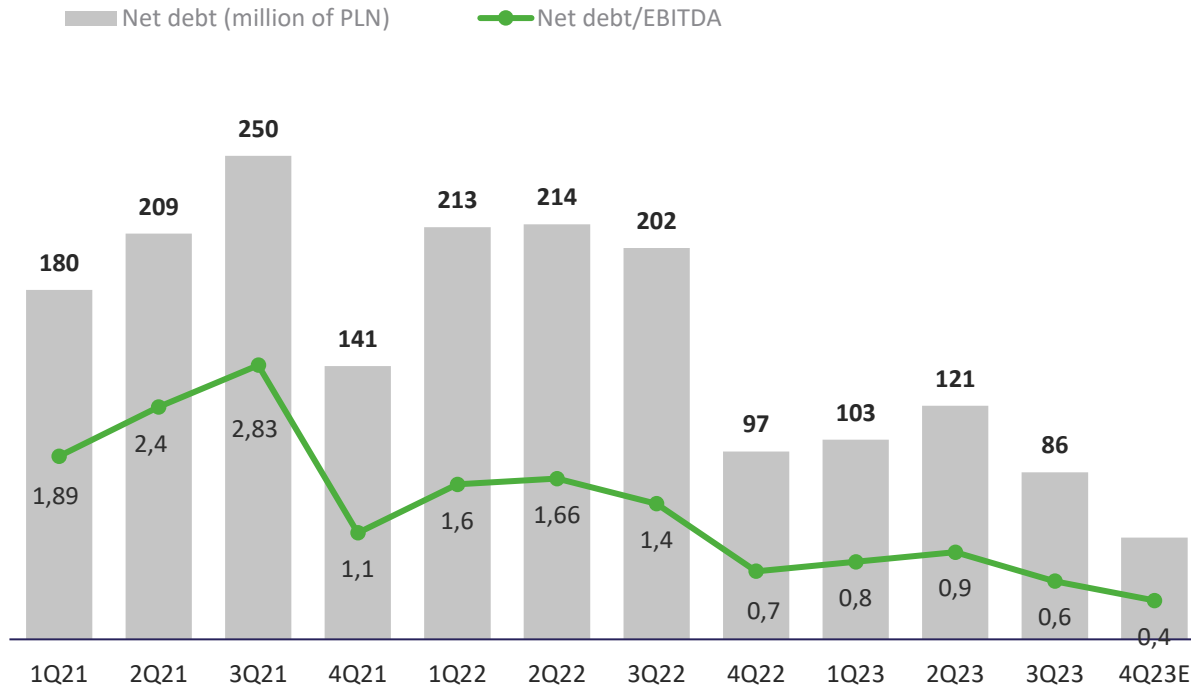
Net result (million of PLN)



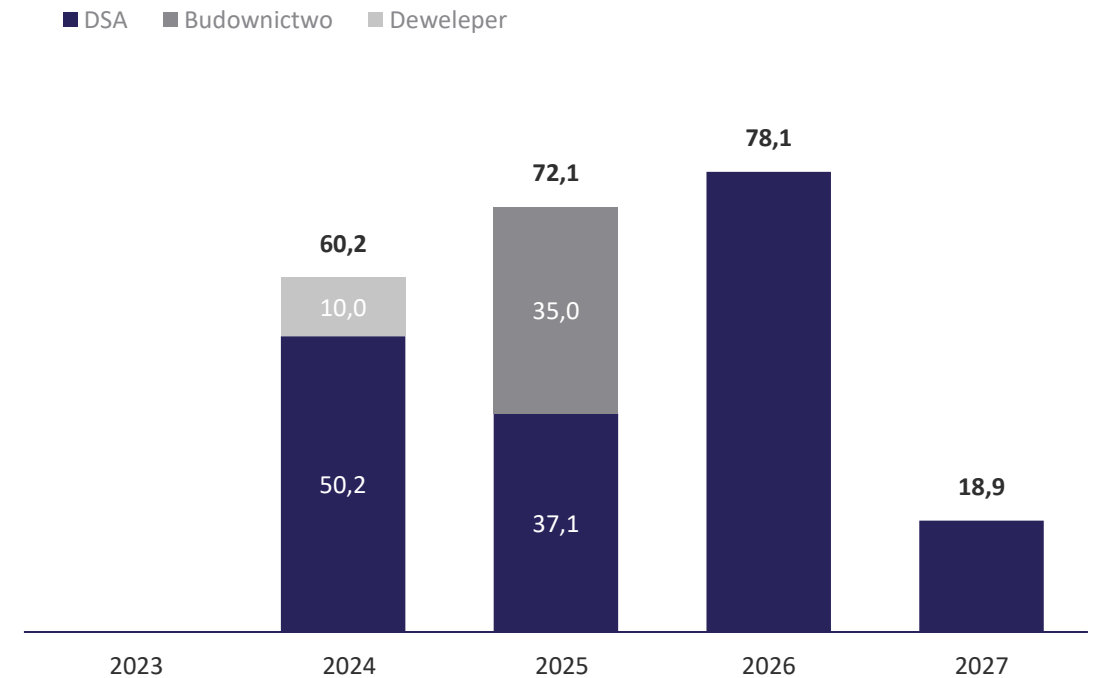
- Estimated normalized net result of the Capital Group for 2023: PLN 80 million (vs. PLN 72 million in 2022, reported result: PLN 79 million)
- Estimated result for 2023 does not assume potential one-time effects seen in 2021 due to the recognition of acquisition of Intek (PLN 20 million) and in 2022 the acquisition of Kombet (PLN 7 million)

Stable financial position

Net debt (million of PLN) at the end of period and ND / EBITDA ttm

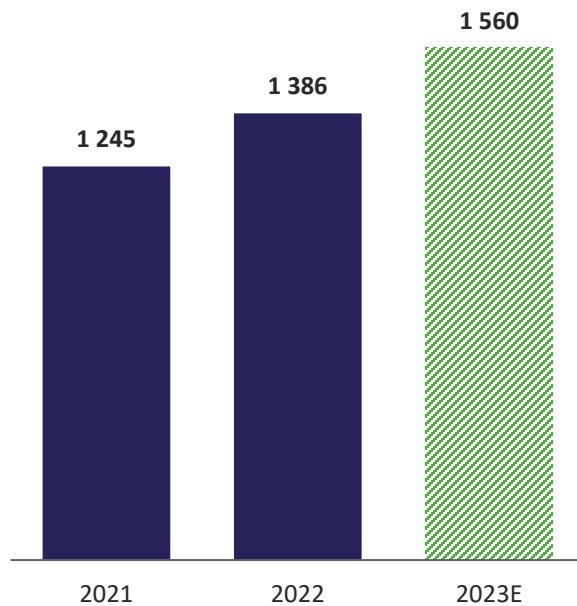


Bonds – maturity structure as at 31.12.2023 (million of PLN)

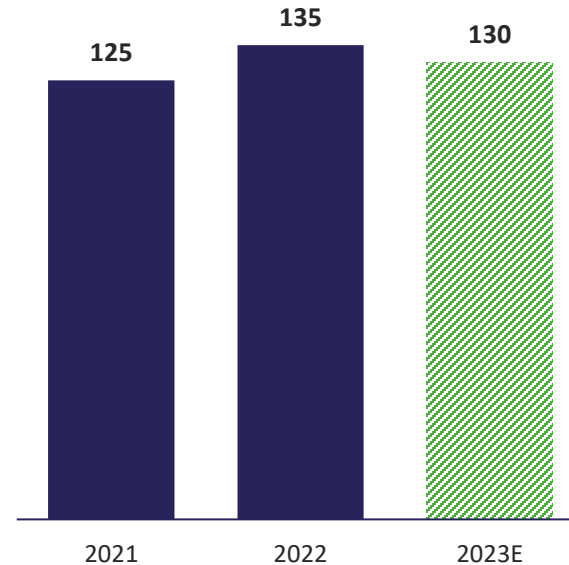


- Gradual increase of debt financing allows for the maintenance of a higher level of working capital (accepted level 2-3x ND/EBITDA, covenants 4.5x ND/EBITDA).
- Actions aimed at partial limitation of interest rate risk by using IRS (Interest Rate Swap), CAP (interest rate option) instruments, as well as conversion of some loans from PLN to EUR
- Successive bond issuances in the course of 3Q 2023 in the amount of PLN 30 million – a solid foundation for development, repayment of PLN 50 million of I-series bonds completed in IVQ

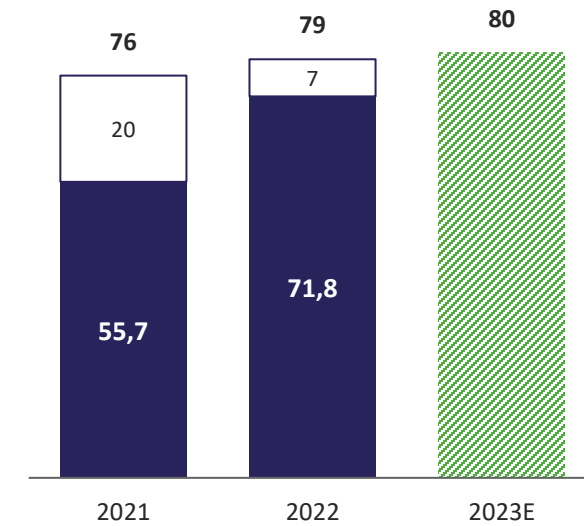
Revenues (million of PLN)



EBITDA (million of PLN)



Net profit (million of PLN)



- Strong estimated revenues, despite a challenging environment, translate into maintenance of solid financial results
- Estimated revenues: PLN 1.560 billion vs. PLN 1.386 billion in 2022 (12% y/y) , increase by 25% vs. 2021
- Estimated EBITDA: PLN 130 million , net result: PLN 80 million (increase by 11% y/y vs. normalized result in 2022 and 43% vs. normalized profit result in 2021)

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Our investor relations service

Financial information:

<https://dekpole.pl/informacje-finansowe/>

Current reports:

<https://dekpole.pl/raporty-biezace/>

Periodical reports

<https://dekpole.pl/raporty-okresowe/>



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