



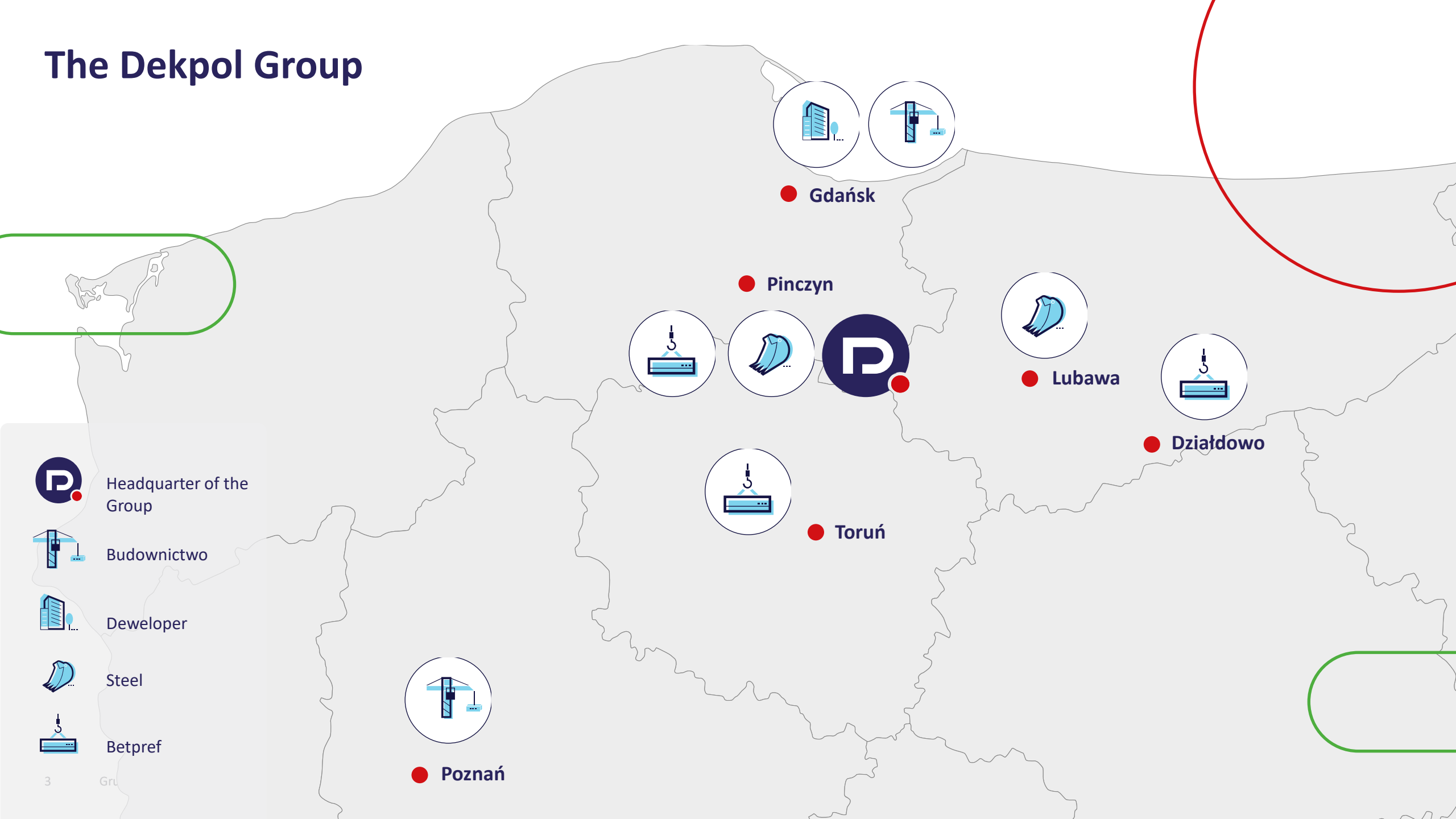
# Estimated Financial results FY2024


Investor presentation  
March 2025




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# The Dekpol Group




 Headquarter of the Group

 Budownictwo

 Deweloper

 Steel

 Betpref



**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



**Piotr Tarkowski**

President of Management Board,  
Dekpol Deweloper



**Wojciech Baszkowski**

President of Management Board,  
Dekpol Steel

## **Dekpol Budownictwo sp. z o.o.**

- specialization in construction of cubature facilities (including logistics and industrial)
- 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)
- bank of land in unique tourist locations (Sobieszewska Island)
- secured bank of land, attractive locations

## **Dekpol Steel sp. z o.o.**

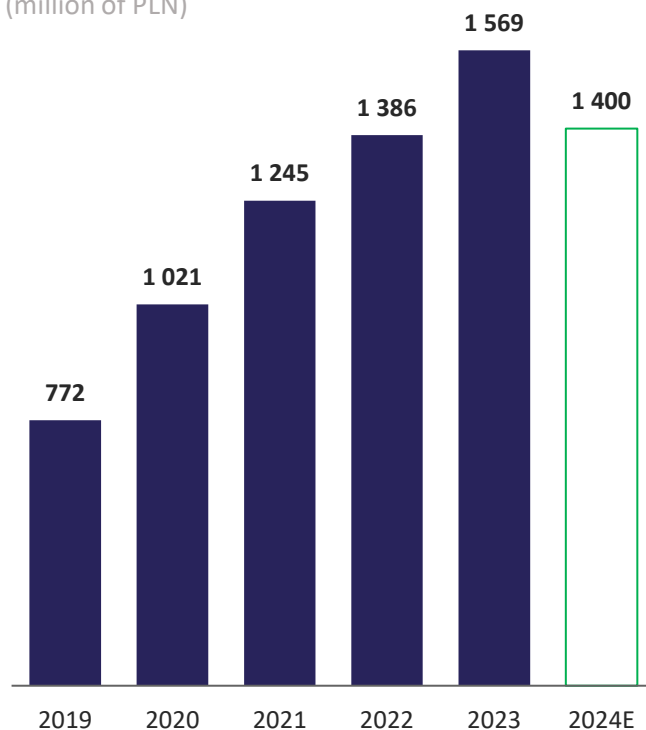
- a leading manufacturer of accessories (buckets) for construction machines
- a sudden increase in production capacity thanks to the acquisition of Intek plant in Lubawa in 2021

# Estimated financial results for 2024



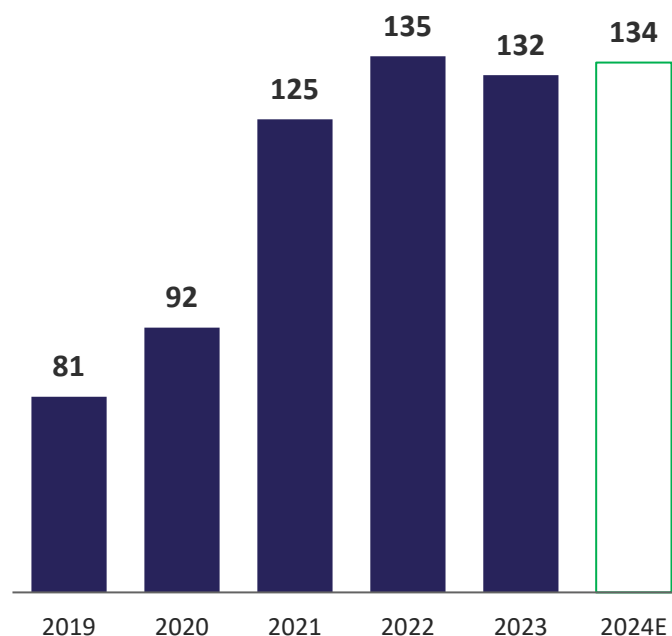
## Revenues

(million of PLN)



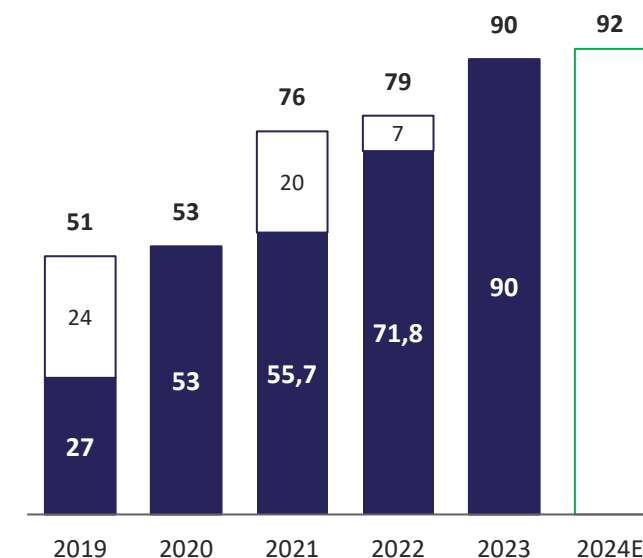
## EBITDA

(million of PLN)



## Net profit

(million of PLN)



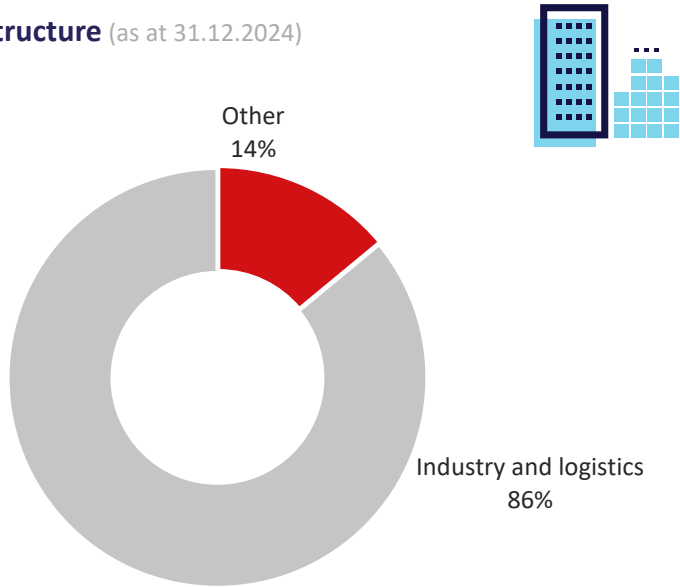
- Solid results achieved in a demanding environment, with revenues and earnings estimated at levels comparable to those achieved in previous year – the result of a strong end of 2024 and a satisfactory margin achieved thanks to (1) company's development of competitive advantages, (2) diversification of client portfolio, (3) process innovations, primarily through strict budget control.
- Safe debt level – net debt/EBITDA LTM 1,44x



Budownictwo  
Steel  
Developer  
Financial results  
Summary



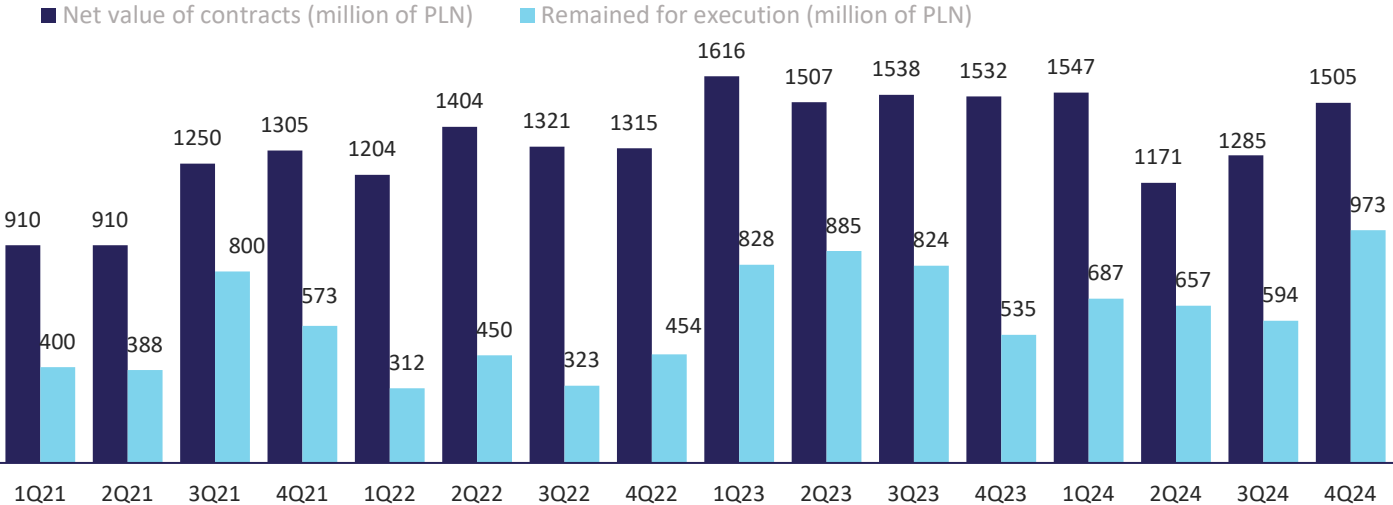
GW projects structure (as at 31.12.2024)



Net value of contracts as at 31.12.2024:

- PLN 1.505 billion (PLN 973 million remained for execution),
- For Dekpol Developer: PLN 323 million (PLN 162 million remained for execution)

Contracting (million of PLN)



Selected contracts in 2024:

- BIMS PLUS FHH – construction of a warehouse (Poznań)
- Komenda Wojewódzka Policji – construction of a forensic laboratory (Poznań)
- Biawar Produkcja – extension of production and storage building (Białystok)
- Production hall with processing tower (Bydgoszcz)
- 7R – warehouse centre (Swarożyn)
- Electric motor manufacturing plant (Brzeg)
- LPP – extension of the Distribution Centre (Brześć Kujawski)
- MedPharma – extension of the Rehabilitation Centre (Nowa Wieś Rzeczna)
- AS-PL – office and warehouse building (Gdańsk)

# Budownictwo - competitive advantages and development factors

- selection of an appropriate ordering portfolio ensures both, solid margins and the development of sales and marketing department
- accessible, expert and attractive offer of services – development of competencies
- focus on a high level of service is the core that builds a unique Customer-friendly brand identity
- access to prefabricates and steel structures produced by Betpref supported by cooperation of companies on R&D field
- strict cost and process control thanks to a dedicated ERP system for construction sites (IFS)





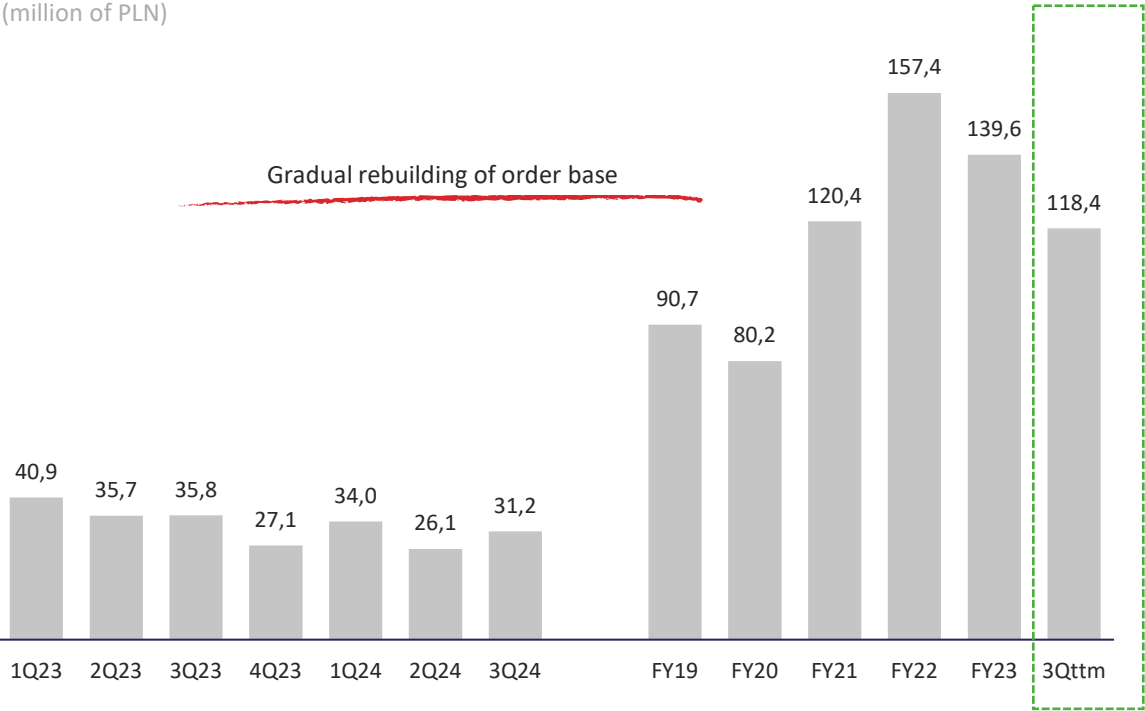
Budownictwo  
**Steel**  
Deweloper  
Financial results  
Summary



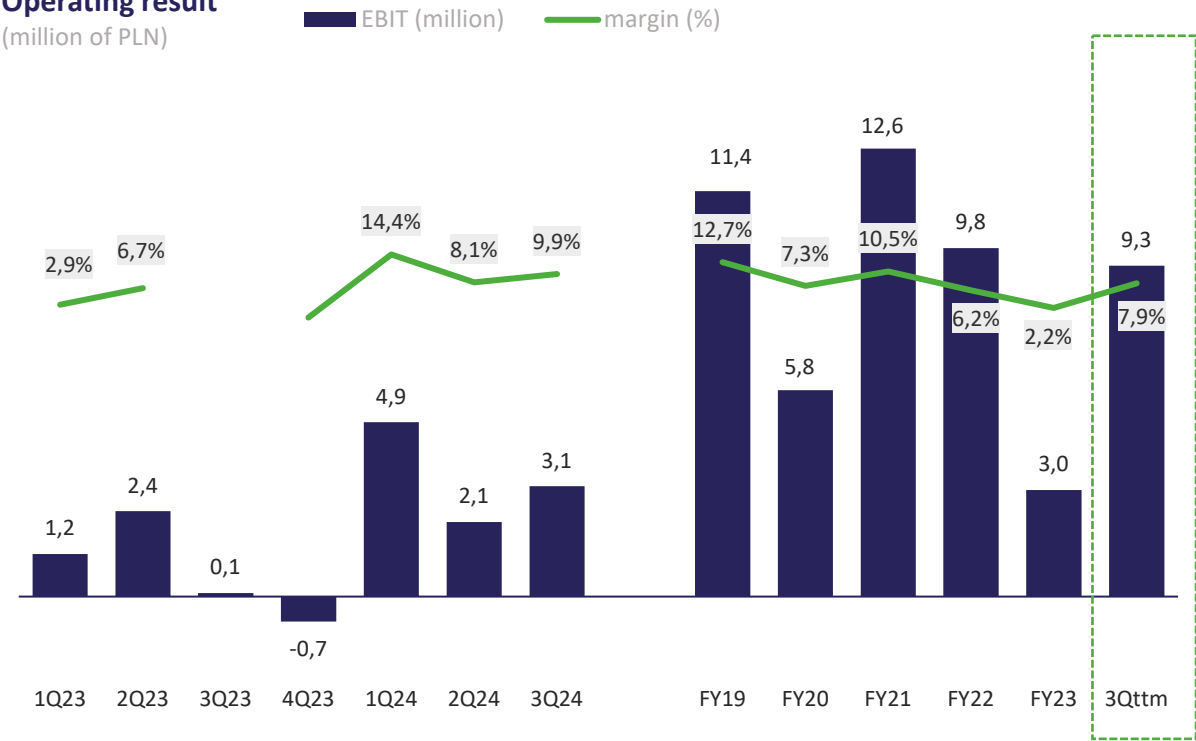
# Steel – financial results



Revenues  
(million of PLN)



Operating result  
(million of PLN)



- Market expansion: heavy road transport and the mining industry
- Capitalizing on Intek’s experience: renewable energy (offshore), trailers.
- Work on sourcing of additional contracts and maintenance of cost discipline enabled a return to growth of orders and a recovery of operational profitability in 2024.

 **Hitachi Construction Machinery (UK)**

**VOLVO**  
Construction Equipment

**CNH**  
INDUSTRIAL

 **Bobcat**

**CATERPILLAR**

 **DRESSTA**

 **STEELWRIST**  
EARTHMOVING EFFICIENCY

 **LIUGONG**

**DOOSAN**

**CASE**  
CONSTRUCTION

- Implementation of a programme aimed at the profitability of the company:
  - Cost optimization
  - Material optimization
  - Improvement of working capital – including inventory level reduction
- Improvement of competitiveness by:
  - increasing process efficiency
  - improvement of on-time delivery
  - shortening of LT (Lead Time) in the market
  - New certificates, e.g. welding certificate compliant with the German DIN 2303 standard

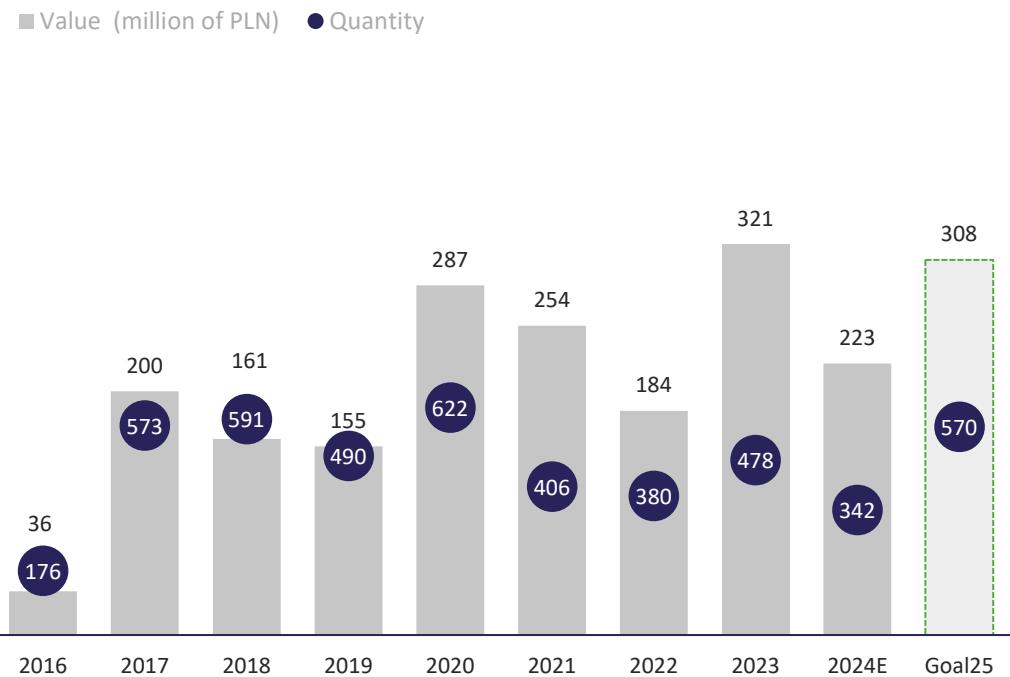
# Agenda



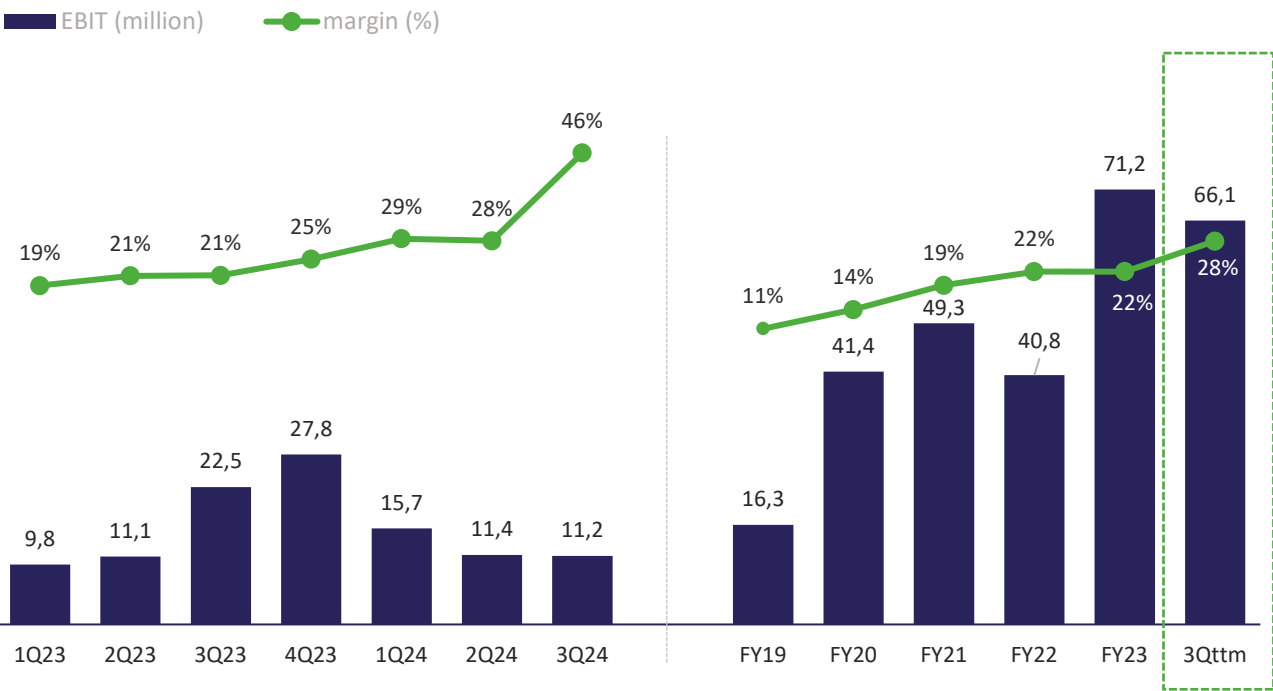
Budownictwo  
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## Revenues, recognition of result



## Operating result

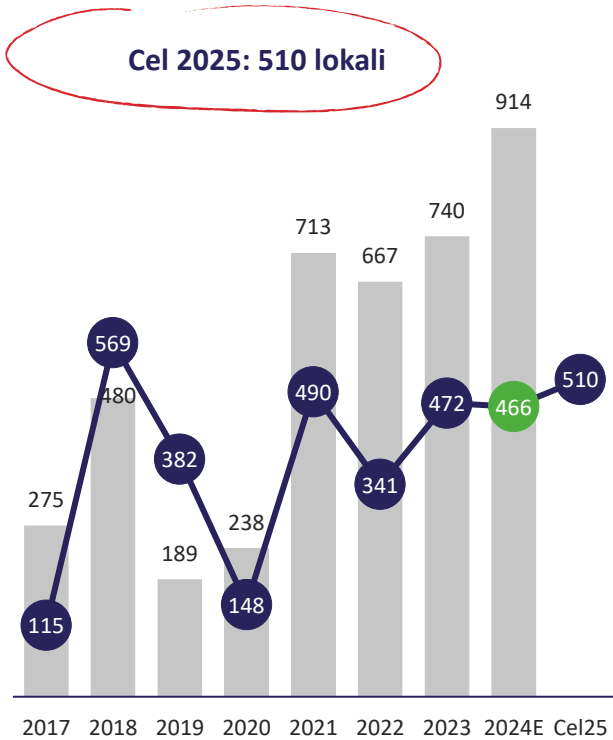
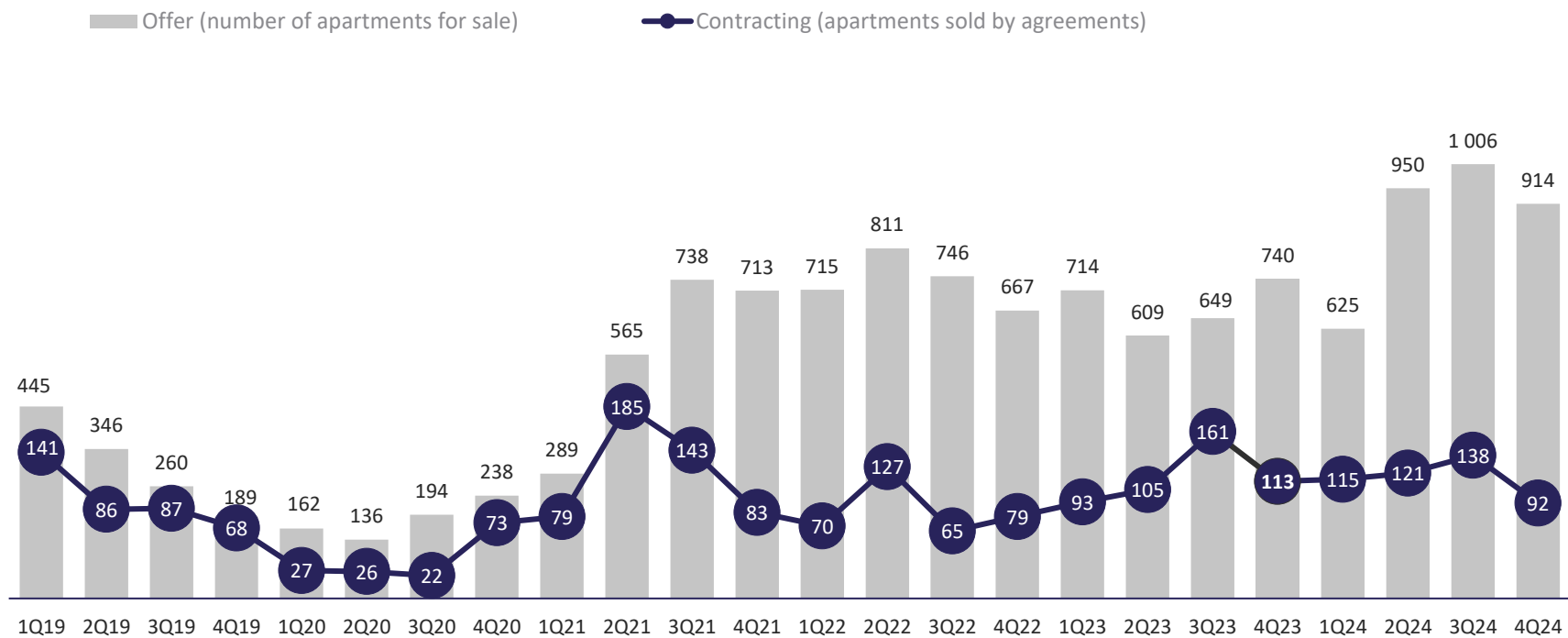


- The company estimates that in 2024, revenues recognized from sales of 342 apartments and partial revenue (recognized in accordance with the progress of work on construction site) from the PRS investment (in forward-funding system) with an institutional entity in Wrocław at Braniborska Street amounted to PLN 223 million
- Use permits for apartments obtained in Q4 2024 for the following investments: Osiedle Kociewskie III (94 flats, 81% sold at the end of 4Q 24) and Sol Marina III (87 apartments , 43% sold at the end of 4Q 24).
- Goal for 2025\*: recognition of PLN 308 million of revenues from recognition of sales of 570 apartments.

\*providing, 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 the offer



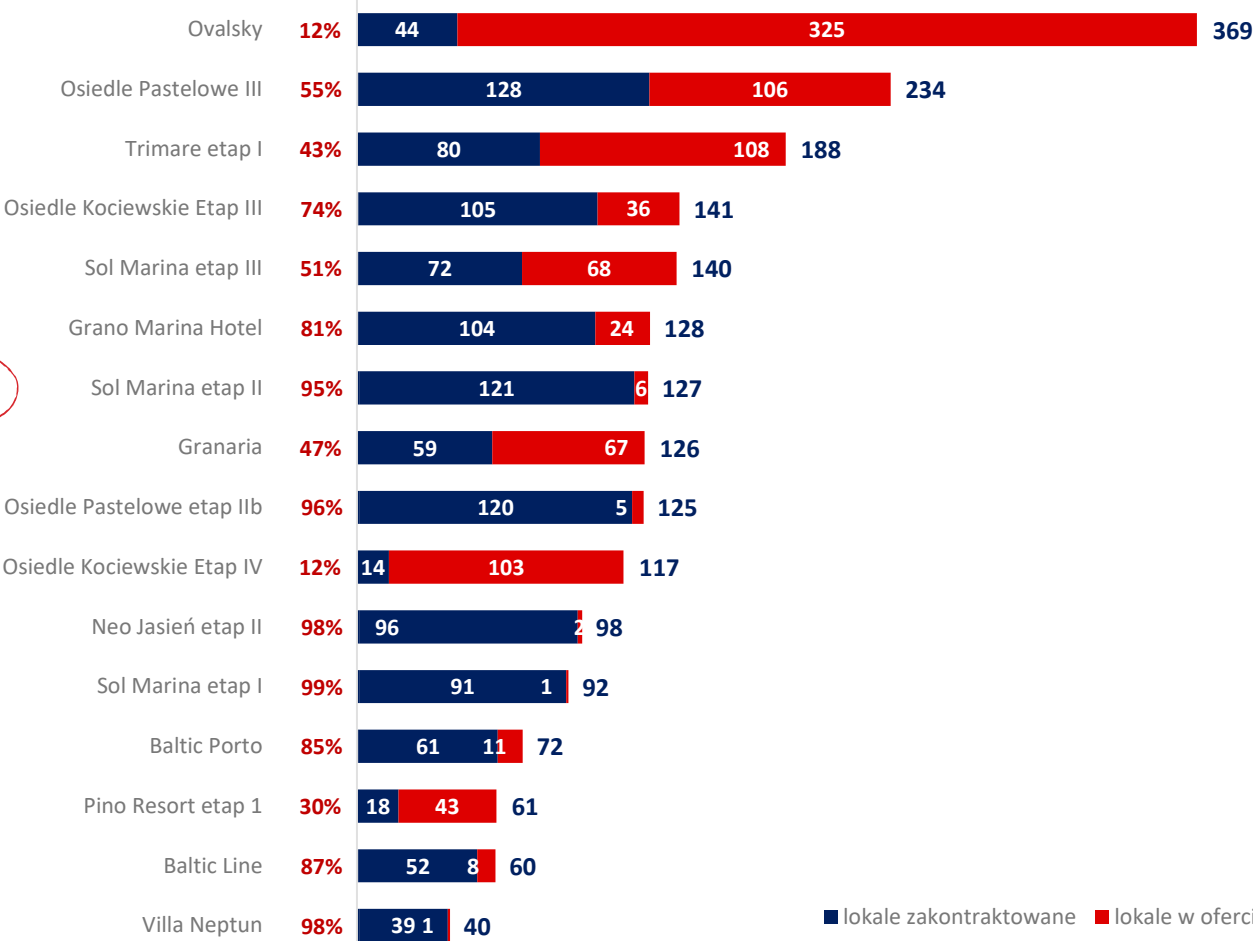
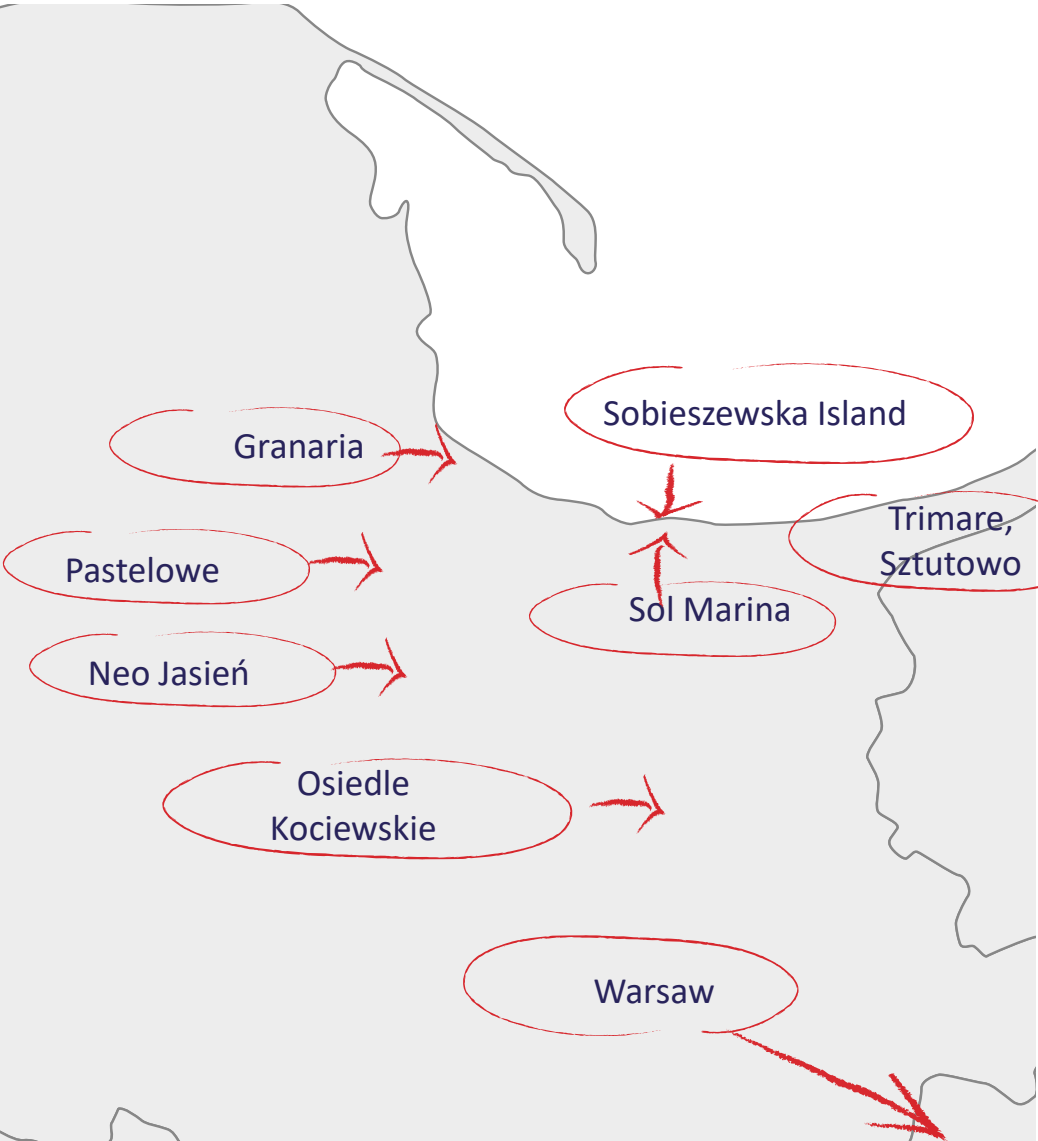
- In 2024 sales of 466 apartments, comparing to 472 apartments sold in 2023.
- Targeted to a wide range of customers offer of 914 apartments at the end of December 2024 (vs 740 in previous year), including new Oval Sky project in Warsaw at Prądzyńskiego street (369 apartments).
- In 2H 2024 an increase in demand uncertainty, expected recovery translates into sales **target** for 2025: 510 apartments.

# Deweloper – diversified offer

914 apartments in offer in 2024



% of sales of apartments form the offer – as of 31.12.2024



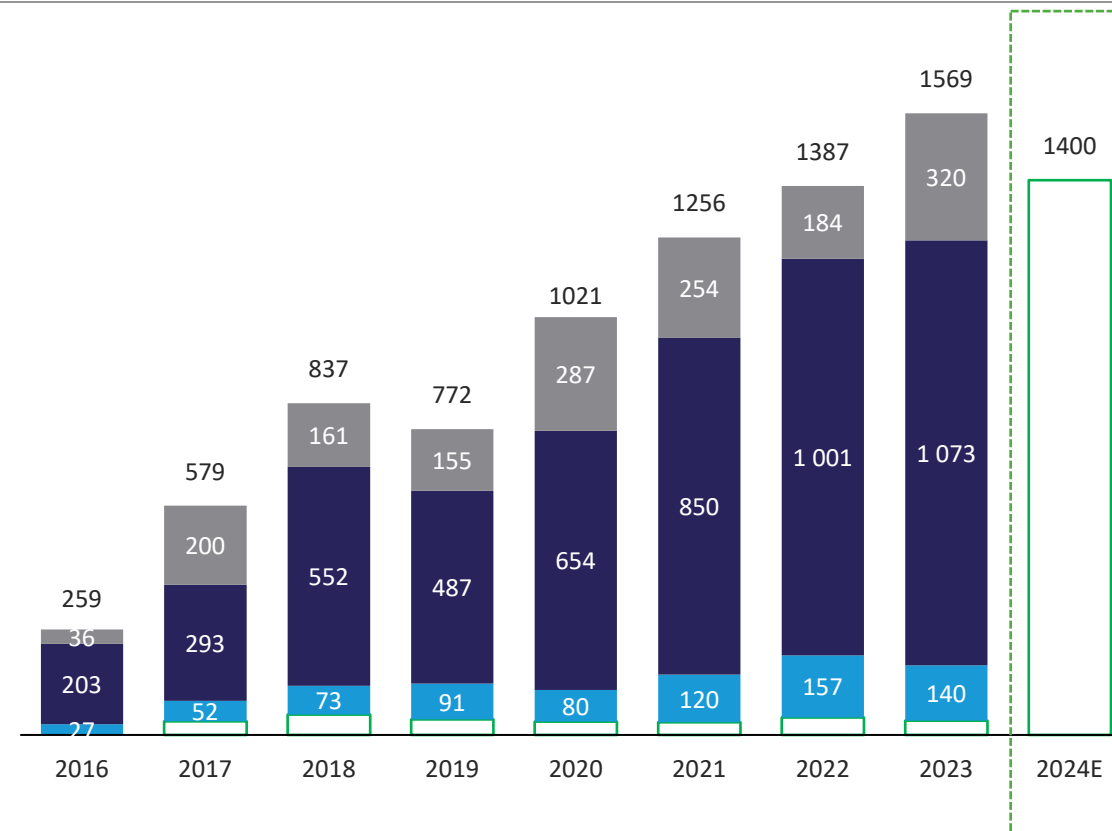
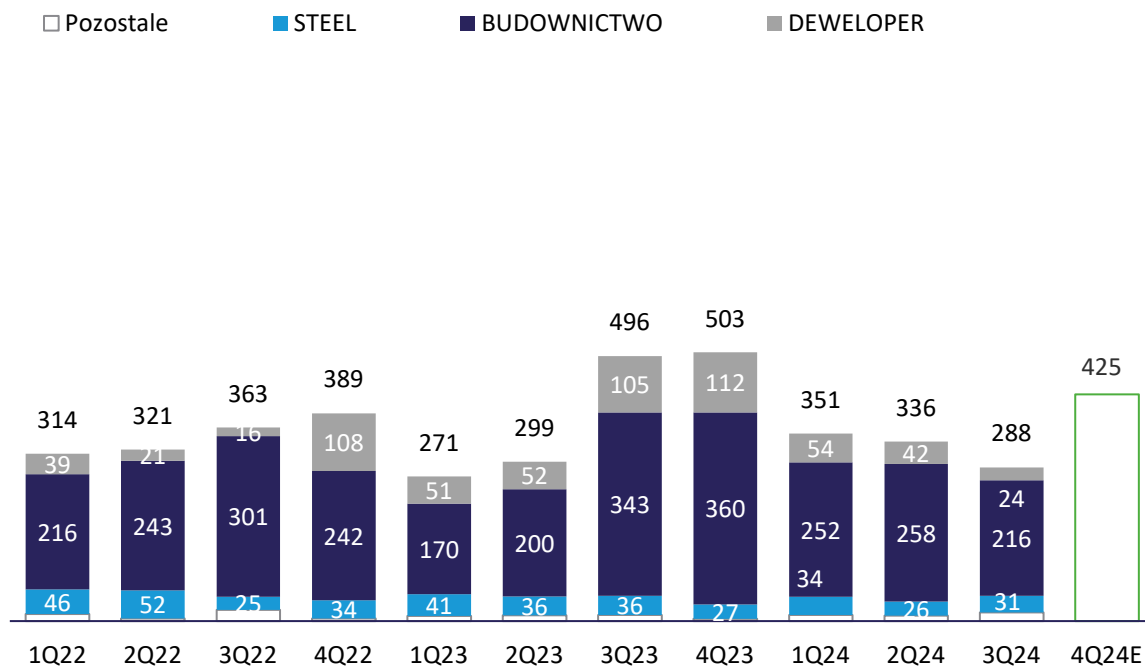
■ lokale zakontraktowane ■ lokale w ofercie

Deweloper  
Budownictwo  
Steel  
**Financial results**  
Summary



# Revenues – three segments

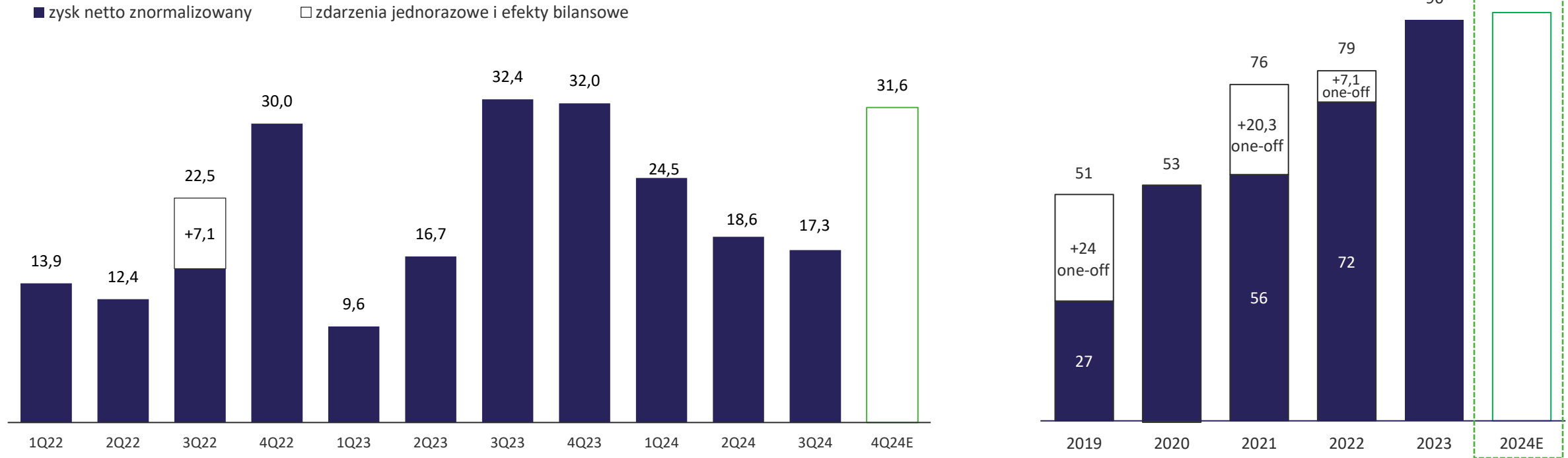
Revenues (million of PLN)



- Consolidated revenues in 2024 on the level of PLN 1400 million, comparable y/y, PLN 425 million
- Revenues of Dekpol Deweloper in 2024 lower by approx. PLN 100 million vs record revenues in 2023

# Consolidated net result

## Net profit (million of PLN)



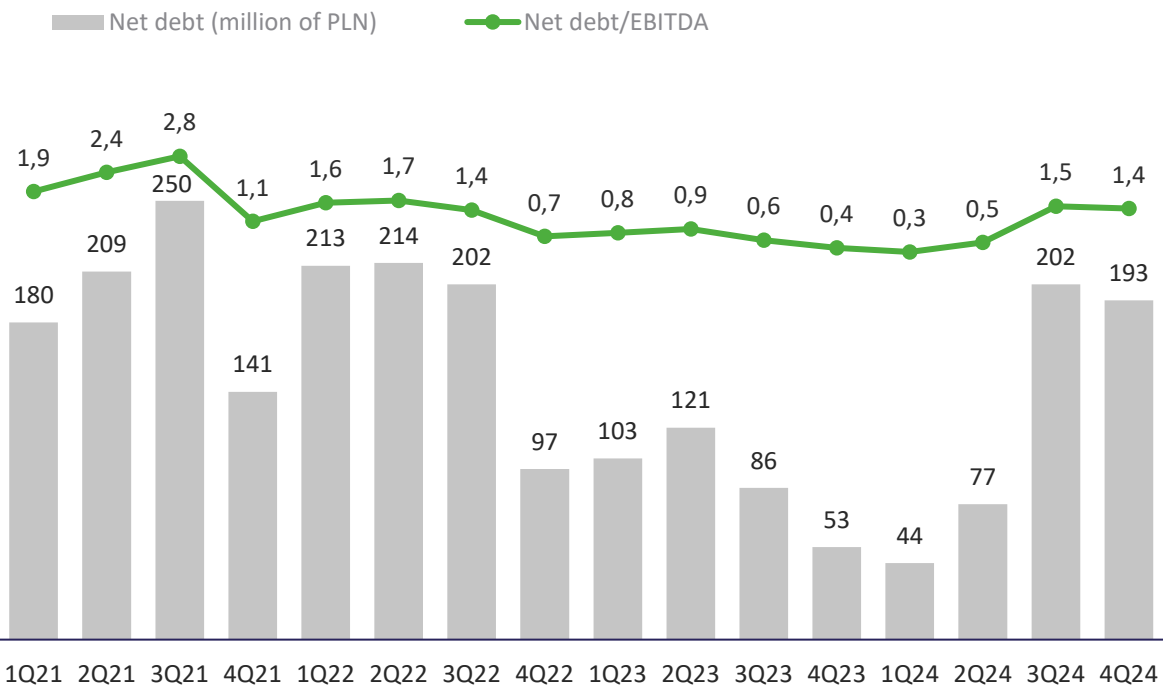
- Net result for 2024 in the amount of PLN 92 million, comparable y/y , 4Q 2024 only estimated at PLN 31,6 million, comparable level to 2023
- A solid margin achieved in the property development segment and maintaining a high-quality project portfolio in the General Contracting (GW) segment translate into a comparable y/y level of net profit.



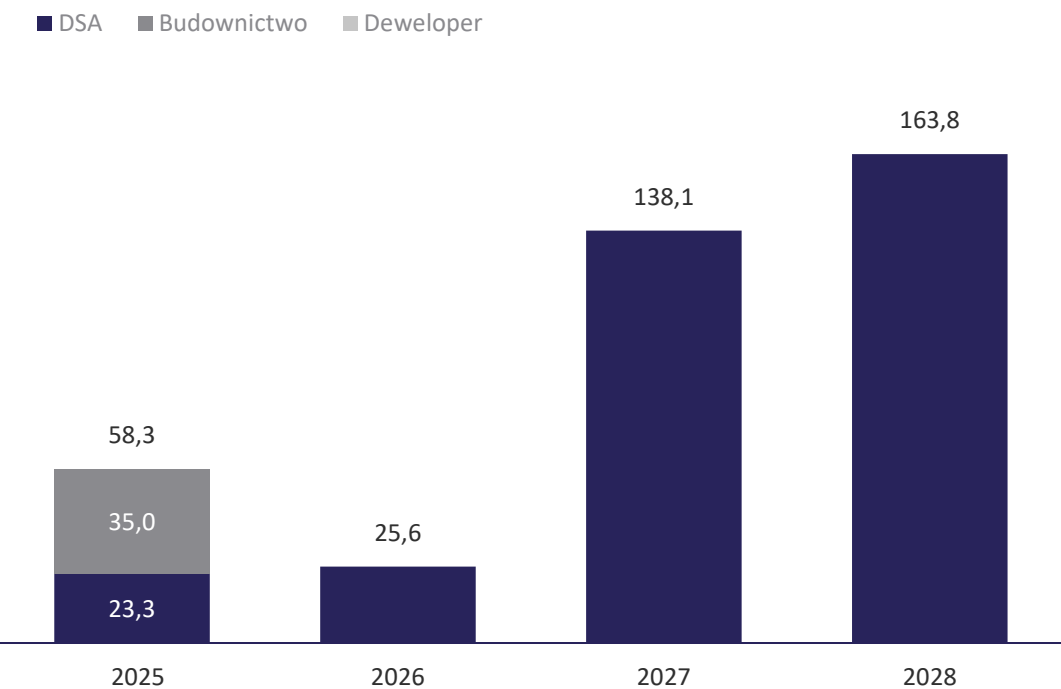
# The Dekpol Group - Stabile financial position



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



Bonds – maturity structure as of 31.12.2024 (million of PLN)



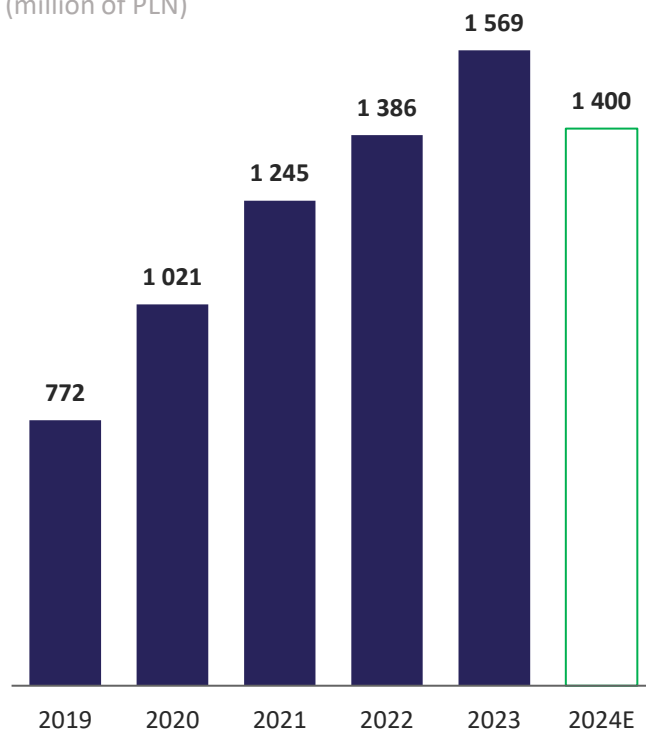
- Acquisition of PLN 225 million from green bonds issue supported by EBRD in the amount of PLN 43 million aimed at financing of corporate needs and green investments.
- Safe debt level – net debt / EBITDA LTM on the level of 1,44.
- Maintaining capital security for business development, financing and working capital tailored to the needs of a growing group.

# Estimated financial results for 2024



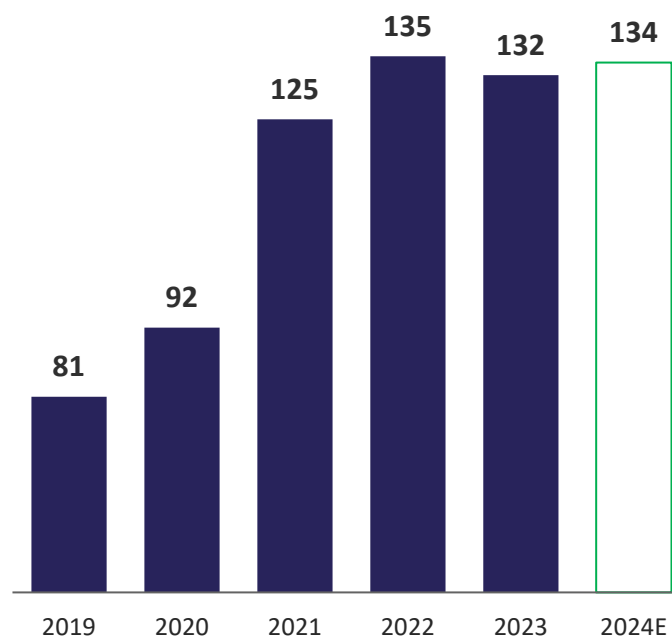
## Revenues

(million of PLN)



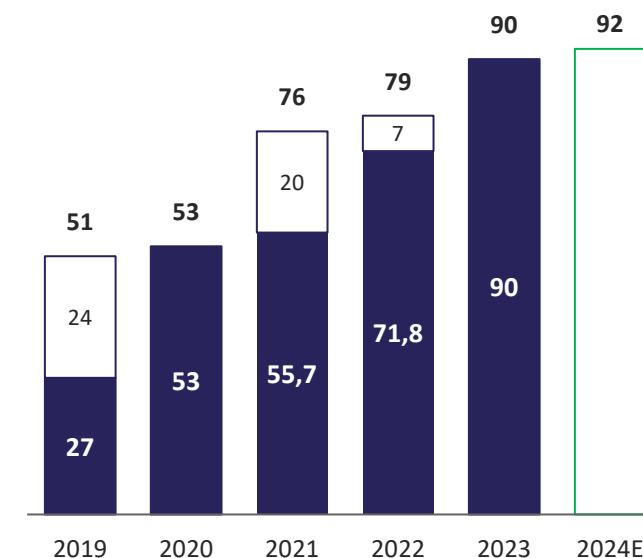
## EBITDA

(million of PLN)



## Net profit

(million of PLN)



- Solid results achieved in a challenging environment, with revenues and results estimated to be comparable to those achieved the previous year – the effect of a strong end to 2024 and a satisfactory margin achieved thanks to (1) the company's competitive advantages, (2) diversification of the client portfolio, (3) process innovations, primarily strict budget control.
- Safe debt level – net debt/EBITDA LTM 1,44x



Dziękujemy za uwagę

## Contact

### Investor relations:

Agata.Dzieciolowska@ccgroup.pl

### Financial communication:

Katarzyna.Sadowska@ccgroup.pl

## 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/>