

ROBYG Group – record financial results in 2021

Increase of developers agreement by 57%

In 2021 the ROBYG Group recorded sales revenues of PLN 1,3 billion. The net profit attributable to the shareholders of the parent company was PLN 396,7 million – higher by 88,3% than in 2020, and EBIT PLN 490,6 million – increase by 82,3%. In 2021 ROBYG Group signed over 4300 developer and preliminary agreements in Warsaw, Gdańsk, Poznan and Wrocław – which means 57% more than in 2020. The company signed 4276 net reservation agreements and recognized in revenues app. 2940 premises.

Less of 1% of the offer consists of ready-made units, which confirms the high popularity of the apartments built by ROBYG. Majority of flats are equipped with the [Smart House by Keemple](#) system as standard.

In December 2021, Bricks Acquisitions Limited signed conditional preliminary agreement to sale 100% of shares of ROBYG SA to TAG Immobilien AG fromThe transaction was subject to approval of the antimonopoly authorities, this approval was granted, the sale of the shares transaction, is expected to be finalize by 31.03.2022.

ROBYG pays special attention to ESG, which consists of ecology, social commitment and corporate governance. Robyg announced at the end of 2021 its ESG strategy and published its first impact report, in April 2022 Robyg is planning to publish its first ESG report.

*„2021 was a record year for ROBYG in terms of sales and financial results. We recorded an exceptionally high demand and we tried to introduce as many apartments as possible to our offer. But it was also a year of strong focus on increasing quality, developing further eco solutions in our housing estates and fulfilling our ESG strategy. As one of the leading developers in Poland, we announced our ESG strategy – in the field of activities for the benefit of the environment (**E**nvironment), society (**S**ocial) and responsible business (**G**overnance). We have concluded and described 3 programs which we named: ROBYG for Planets, ROBYG for People and ROBYG for Responsible Business. **We have made a decision to switch to 100% renewable energy during the construction processes in the next two years, i.e. by the end of 2024.** We intend to achieve this by taking into account the suppliers with the greatest possible share of energy from renewable sources in the energy purchasing process – and from 2024, only green energy. Such a step will significantly reduce the carbon footprint and contribute to the reduction of CO2 emissions. In our ESG report, we will present data in accordance with the GRI methodology – that is, with the most popular guidelines in the world prepared by an international, independent organization. We have also made official commitments to report CO2 emissions and increase the share of renewable energy in our operations. Sustainable development is permanently included in our strategy and business model. This is due to the awareness that housing construction is a market sector where responsible*



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behaviour is crucial both for the environment and for the community and affects our employees as well as business partners. Moreover, ROBYG was the first Polish residential developer to publish the "Socio-economic impact report of the ROBYG Group. The events of the last few days have focused our attention together with the rest of the free world – in solidarity and support for the Ukrainian people We as a Company and our employees already started organizing aid, by personal donation, providing shelter and support to the huge number of refugees coming to Poland, We donated funds to humanitarian aid and aid dedicated to Ukrainian children. We will continue to help and support Ukrainian people in need" – said **Eyal Keltsh, vice president of the Management Board of ROBYG Group.**

ROBYG Group has once again raised the standard of flats in its investments and is introducing innovative, ecological facade paints that absorb pollution. The exceptional quality of ROBYG includes above-standard height of apartments, balconies, loggias or terraces in each apartment, wooden windows, soundproofing, videophones, fiber optic installations, as well as a lobby with a porter and LED lighting of common areas powered by photovoltaic panels. In addition, ROBYG designs large green areas, rain gardens, playgrounds, gyms, bicycle stations, HD video monitoring and electric car chargers in each housing estate. There are special walking areas, as well as birdhouses and insect houses. Each flat is equipped as standard with the **Smart House by Keemple** system.

This year, ROBYG has introduced electric **car chargers in its housing estates** – the connection infrastructure will be available in garages in most buildings. In addition, selected investments will have external charging points – generally accessible to residents.

The mission ESG in ROBYG means care, responsibility and support includes the creation of communities of residents, environmental protection, the use of ecological solutions, energy saving, functionality, safety, sustainable construction, training and anti-corruption programs, corporate governance and an extensive CSR program - support for those in need. The assumptions that guide the concept of corporate social responsibility are permanently included in the strategy of the ROBYG Group. Housing is a unique area of economic activity – and its impact on society is enormous. Newly constructed buildings change the face of entire districts, which is why ROBYG believes that the implementation of the investment involves more than just erecting a building. The new housing estate is part of a larger organism, which is the city – therefore the design must fit perfectly into the surrounding space. A competent developer – such as the ROBYG Group – begins planning a new investment by analysing its impact on the immediate surroundings, the district and the city itself.

The ROBYG Group provides the residents of its estates with numerous innovative technological solutions – which support ecology and allow to reduce the operating costs of apartments. All ROBYG estates have a photovoltaic installation that generates electricity used for the needs of the common areas of the building – i.e. lighting for corridors, staircases, lobbies, fitness zones and playgrounds for children. It is an environmentally friendly solution – it uses a natural way of generating electricity, but does not consume resources, and additionally reduces the costs of building operation, which is felt by the residents in their wallets.

As standard, majority ROBYG apartments are equipped with the modern **Smart House by Keemple** technology. Customers do not have to pay any additional fees for this solution. Smart House enables remote control of home electronics, heating and the security system. The technology ensures comfort and helps you save – thanks to it one can reduce electricity bills by up to 30%.

The ROBYG Group has been involved in local initiatives for many years, supporting art, culture, education and sport. The company also undertook numerous activities related to helping in the face of the coronavirus epidemic – actively supported the needy, seniors and insurgents as well as medical institutions. **In total,**

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in 2020, ROBYG transferred over PLN 430,000 for support and co-financing. In addition, the CSR program includes the implementation and free transfer of public infrastructure projects to districts and cities.

For many months, the ROBYG Group has been working in accordance with GIS guidelines, applies protective measures for employees and clients, and carries out periodic disinfection and ozonation of all offices at least twice a week. The company has also introduced systematic tests of employees at construction sites and in sales offices for the presence of SARS-CoV-2 virus antibodies. In all sales offices, ROBYG has implemented an innovative disinfection technology **Aura Air devices by Keemple**. It is the world's most intelligent air disinfection technology, which simultaneously monitors its quality in real time and protects against coronavirus.

ROBYG has 27,000 units sold and over 100,000 satisfied customers.

Most important ROBYG Group's historical data:

	2017	2018	2019	2020	2021
Developers' and preliminary agreements		2500	2200	2738	4308
Net contractation	3471	2520	2569	2156	4276
Units recognized in revenues	2100	2500	2845	2715	2940
Revenues	PLN 738 mln	over PLN 1 bn	over PLN 1.12 bn	over PLN 1.11 bn	1,3 bn

More info: <https://robyg.pl/en/>

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