



HIGHLIGHTS

Q1 2020

Presold units: **588** (net after cancellations)

Number of units recognized in revenues: 424

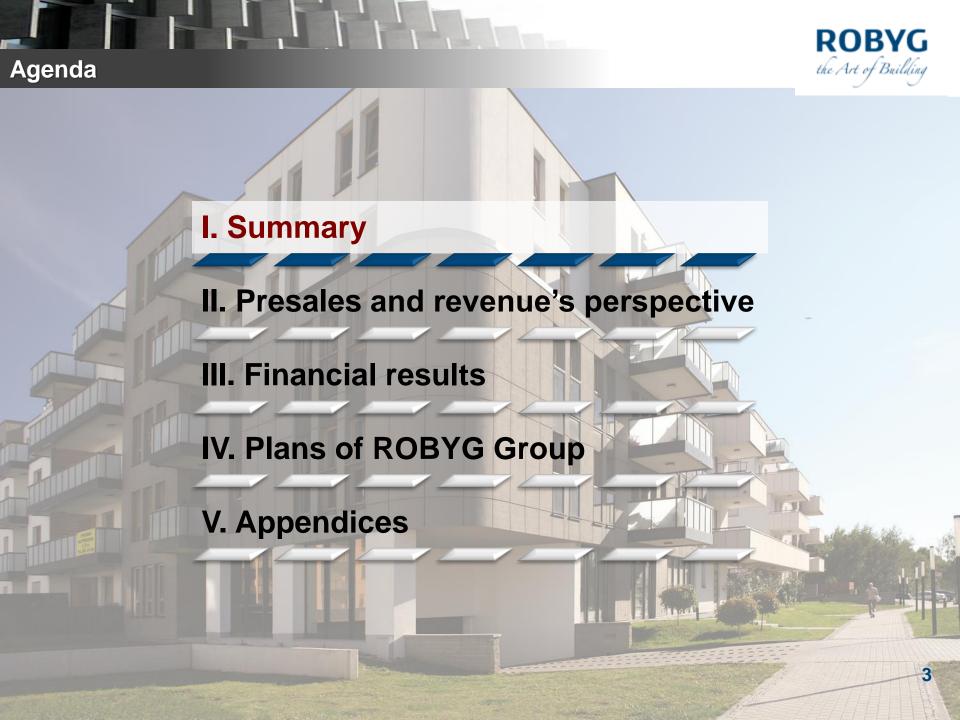
Units on offer: 1 683 (out of which 2% finished goods)

Revenues: PLN 178 million

Strong cash position*: PLN 553 million

Operating cash flow: **PLN 86** million (excl. purchase of new plots)

^{*} Including amounts kept on individual escrow accounts and in Mutual Funds.



Summary Q1 2020 – Operating activities

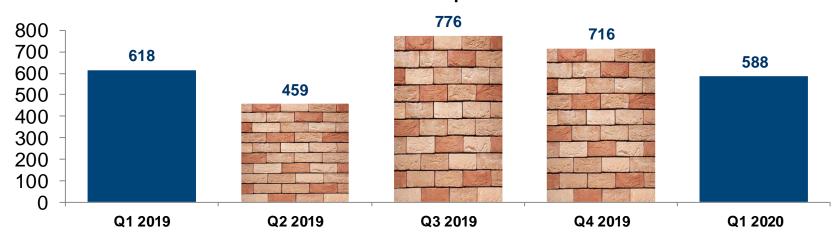


Number of units presold: 588 (net after cancellations*)

Number of units recognized in revenues: 424

App. 3 410 units under construction and **app. 1 660 units** on sale which construction has not started yet (as at 31 March 2020)

Number of units presold*



^{*} Not including cancellations in Young City 2 project due to prolongation of the administration procedure.

ROBYG Group – material investments activities Q1 2020*



NEW PLOTS Warsaw / Gdansk

NEW PLOTS Wroclaw / Poznań

Total expected purchase price app. PLN 71 million

Total expected potential for construction of app. 44 800 m² of usable area.

- **3.3 ha** purchase agreement of the land plots in Gdansk with the potential for construction of app. 16 500 m² of usable area.
- **1.3 ha** purchase agreements of the land plots in Ursus district in Warsaw with the potential for construction of app. 20 500 m² of usable area.
- **0.9 ha** purchase agreements of the land plots in Stogi district in Gdansk with the potential for construction of app. 7 800 m² of usable area.

Total expected potential for construction of app. 45 000 m² of usable area.

Acquisition of WPB sp. z o.o. (the developer operating on the market in Wrocław) with the potential of units on the offer and land banking of app. $45\ 000\ m^2$ of usable area.

^{*} Includes also the transactions performed after 31 March 2020 till the date of the presentation (marked in blue).

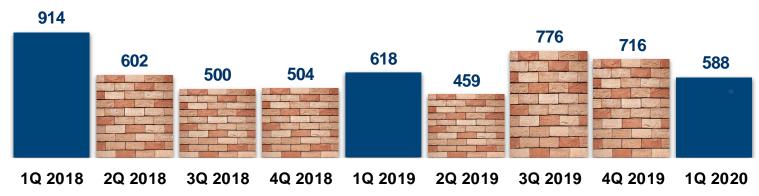


ROBYG Group – presale structure



Presale in Q1 2020: 588 units (-5% 1Q20/1Q19), PLN 256 million (12% 1Q20/1Q19)

Net number of presold units (quarterly)*



Net number of presold units (annually)*

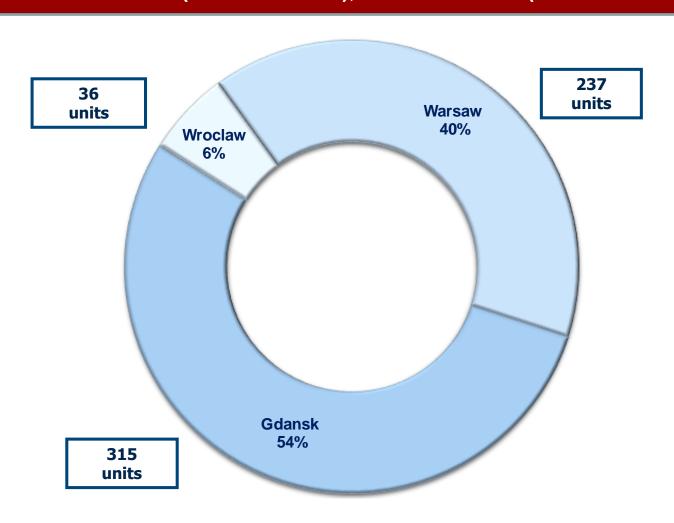


^{*} Not including cancellations in Young City 2 project due to prolongation of the administration procedure.

ROBYG Group – presale structure

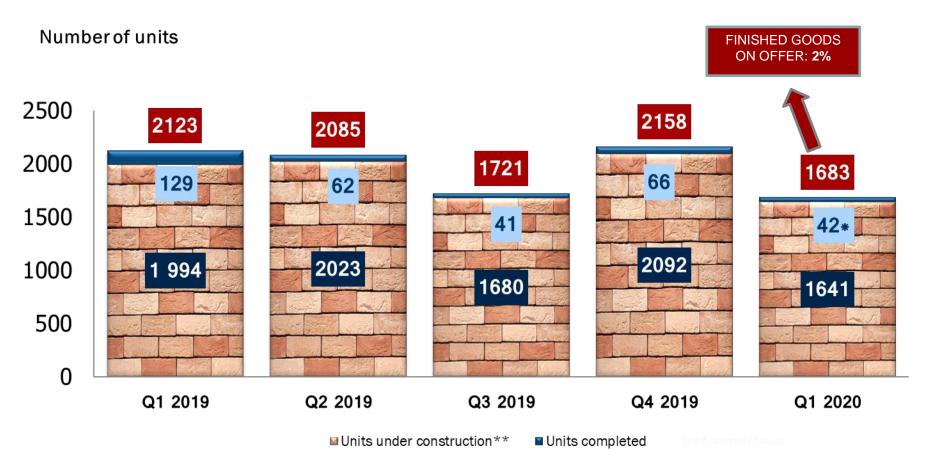


Presale in Q1 2020: 588 units (-5% 1Q20/1Q19), PLN 256 million (12% 1Q20/1Q19)



ROBYG Group – units on offer





^{*} The offer is decreased by 19 commercial units which are rented.

^{**} Including residential units in presale which construction has not begun yet (as at 31 March 2020).

ROBYG Group - revenue recognition (as at 31 March 2020)



Number of units recognised in revenues (quarterly)



Recognition potential of units in revenues

Units not presold and not recognized: 1 702

- Completed: 61
- Under construction: 712
- Which construction has not started yet, but included in pre-sales process: 929

Units presold and not recognized: 3 785

- Completed: 356
- Under construction: 2 699
- Which construction has not started yet, but included in pre-sales process: 730

Coronavirus Disease (COVID-19)



Due to the high level of uncertainty, the Management is currently unable to assess the influence of the COVID-19 pandemic on the Group. However the Management has identified the following areas, where influence can be significant for the Group:

- decrease in demand for residential units;
- lack of ability to finish projects on time mainly due to prolongation of permitting and other administrative procedures;
- more difficult access to financing.

Due to uncertainty pertained to the spreading of Coronavirus disease, the Company does not present the Sales' indication, as the practical completion dates for ongoing projects may change materially

The volume and magnitude of changes in the above mentioned areas are impossible to predict at this point of time, however the Group is taking measures to minimalize the potential impact of those risks.

To minimalize the potential reduction in sales volumes, the Group increased the usage of the remote way of communication with the clients via Internet / digital, video as well as by phone.

Moreover the Group has strong liquidity position* PLN 553 million (as at 31 March 2020) and decided not to distribute 2019 net profits to shareholders at this stage to preserve capital.

^{*} Cash and cash equivalents, amounts kept on individual escrow accounts and Mutual Funds.

Number of units to be completed in 2020-2021

and also (contracted) until 31 March 2020

Note: Due to uncertainty pertained to the spreading of Coronavirus disease (COVID-19), estimation of the completed investments may materially change.



lay materially charige.			
2019	2020	2021	Total 2020+2021
743 (741)		>	-
155 (146)	459 (373)	502 (68)	961 (441)
367 (362)	809 (691)	537 (342)	1 346 (1 033)
	90 (87)	233 (185)	323 (272)
486 (479)	211 (202)	147 (117)	358 (319)
115 (111)	169 (151)	59 (21)	228 (172)
328 (326)	378 (360)	206 (163)	584 (523)
575 (565)	486 (377)	713 (270)	1 199 (647)
	296 (138)		296 (138)
2 769 (2 730)	2 898 (2 379)	2 397 (1 166)	5 295 (3 545)
*+766 (728) 3 535 (3 458) - 690 (613) 2 845 (2 845)	- 2 898 (2 379) +690 (613) 3 588 (2 992)	**+ 1 459 3 856 (1 166) 	+1 459 6 754 (3 545) +690 (613) 7 444 (4 158)
	2019 743 (741) 155 (146) 367 (362) 486 (479) 115 (111) 328 (326) 575 (565) 2 769 (2 730) *+766 (728) 3 535 (3 458)	2019 2020 743 (741) 459 (373) 367 (362) 809 (691) 90 (87) 486 (479) 211 (202) 115 (111) 169 (151) 328 (326) 378 (360) 575 (565) 486 (377) 296 (138) 2 769 (2 730) 2 898 (2 379) - 4 59 (373) 2 898 (2 379) 2 898 (2 379) - 4 690 (613) +690 (613)	2019 2020 2021 743 (741) 155 (146) 459 (373) 502 (68) 367 (362) 809 (691) 537 (342) 90 (87) 233 (185) 486 (479) 211 (202) 147 (117) 115 (111) 169 (151) 59 (21) 328 (326) 378 (360) 206 (163) 575 (565) 486 (377) 713 (270) 296 (138) 296 (138) 2 769 (2 730) 2 898 (2 379) 2 397 (1 166) **+ 1 459 3 535 (3 458) 2 898 (2 379) 3 856 (1 166) - 690 (613) +690 (613) - -





Project	City	Total no. of units to be completed in 2020		
Forum Wola	Warsaw	568		
Osiedle Życzliwa Praga	Warsaw	90		
Praga Arte	Warsaw	246		
Mój Ursus	Warsaw	154		
Apartamenty Królewskie	Warsaw	87		
City Sfera	Warsaw	79		
Modern City	Warsaw	134		
Nadmotławie	Gdansk	247		
Lawendowe Wzgórze/ Stacja Nowy Gdańsk	Gdansk	287		
Moment	Gdansk	91		
Nowa Letnica	Gdansk	239		
Zajezdnia Wrzeszcz	Gdansk	211		
Park Południe	Gdansk	169		
ROBYG Jagodno	Wroclaw	296		
Total		2 898		

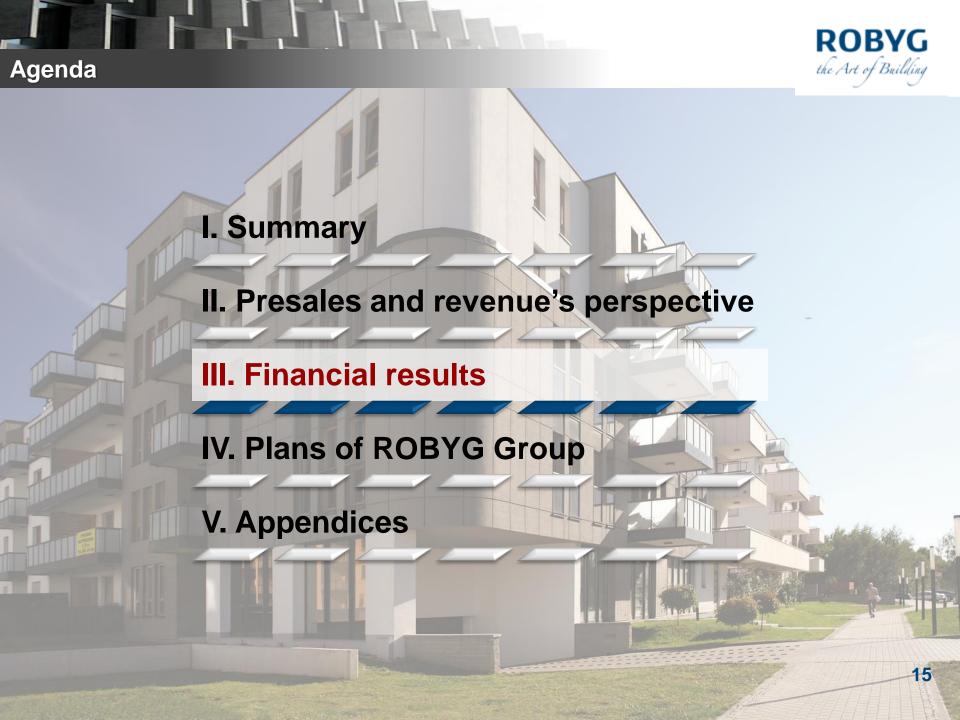
^{*} Due to uncertainty pertained to the spreading of Coronavirus disease (COVID-19), estimation of the completed investments may materially change.



Number of units to be completed in 2021*

Project	City	Total no. of units to be completed in 2021
Osiedle Życzliwa Praga	Warsaw	233
Mój Ursus	Warsaw	537
City Sfera	Warsaw	502
Lawendowe Wzgórze/ Stacja Nowy Gdańsk	Gdansk	206
Nowa Letnica	Gdansk	641
Nadmotławie	Gdansk	72
Zajezdnia Wrzeszcz	Gdansk	147
Więcej	Gdansk	59
New projects/stages		1 459
Total		3 856

^{*} Due to uncertainty pertained to the spreading of Coronavirus disease (COVID-19), estimation of the completed investments may materially change.







(PLN thousands)	Q1 2020	Q1 2019	Change	
Revenues	177 863	190 233	(6.5%)	
Cost of sales	(134 241)	(144 347)	(7.0%)	
Gross profit on sales	43 622	45 886	(4.9%)	
Post-tax share of the profit or loss of JV	(29)	26	(211.5%)	
Selling and marketing expenses	(6 658)	(6 676)	(0.3%)	
Administrative expenses	(9 452)	(8 388)	12.7%	
Other	28	(281)	N/A	
Operating profit	27 511	30 567	(10.0%)	
Finance income	1 583	324	388.6%	
Finance costs	(4 444)	(2 651)	67.6%	
Profit before tax	24 650	28 240	(12.7%)	
Income tax expense	(3 349)	(4 458)	(24.9%)	
Net profit	21 301	23 782	(10.4%)	
Net profit attributable to equity holders of the parent	19 997	19 203	4.1%	
Gross profit margin on sales	25%	24%	N/A	
Net profit margin	12%	13%	N/A	





(PLN thousands)	Q1 2020	Q1 2019	Change	2019
Total assets, including:	2 700 155	2 418 486	11.6%	2 403 070
Non-current assets, including:	381 813	379 241	0.7%	339 303
Investment properties and investment properties under construction	243 121	212 647	14.3%	205 923
Non-current assets classified as held for sale	3 178	38 578	N/A	82 747
Land designated for development	1 239	1 962	(36.9%)	3 178
Inventories	1 515 092	1 335 969	13.4%	1 286 139
Trade and other receivables	163 460	123 248	32.6%	164 789
Amounts kept on individual escrow accounts and Mutual Funds	151 384	96 246	57.3%	137 865
Cash and cash equivalents	401 230	478 576	(16.2%)	389 628
Equity	792 513	726 670	9.1%	777 201
Total liabilities, including:	1 907 642	1 691 816	12.8%	1 625 869
LT interest bearing liabilities	793 059	770 979	2.9%	693 868
Liabilities directly associated with the assets held for sale	-	-	N/A	53 011
Current interest bearing liabilities	78 905	7 495	952.8%	12 105
Advances received from clients	646 300	630 251	2.5%	494 400





Cash flows (PLN thousands)	Q1 2020	Q1 2019		
Net cash flows from operating activities	(63 844)	100 990		
Expenditures for the purchase of new plots	(149 691)	(63)		
Net cash flows from investing activities	(25 980)	6 890		
Net cash flows from financing activities, including:	101 590	48 416		
Proceeds from issue of bonds	-	-		
Repayment of bonds	-	-		
Proceeds from loans and borrowings	360 037	251 198		
Repayment of bank and other loans	(239 964)	(187 895)		
Paid dividend	-	-		
Interest and commissions paid	(16 453)	(13 935)		
Net change in cash and cash equivalents	11 766	156 296		

Debt financing







	<1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years	Total
BANK CREDIT FACILITIES	75.22 milion	165.00 million	0.00 million	125,00 million	0.00 million	0.00 million	365.22 million
BONDS	0.00 million	45.30 million	300.00 million	60.00 million	100.00 million	0.00 million	505.30 million
TOTAL	75.22 million	210.30 million	300.0 million	185.00 million	100.00 million	0.00 million	870.52 million

DEBT – Interest Rate Risk Managing

IRS transactions in the total amount of PLN 470 million.





Net debt ratio_1* = 0.31

- * Net debt ratio= net debt ** / transaction equity value***
- ** Net debt = interest bearing liabilities + derivatives+ guarantees granted intercompany loans cash and cash equivalents amounts kept on individual escrow accounts and mutual funds
- ***Bricks Acquisition Limited acquired ROBYG S.A. shares in Q1 2018 for PLN 1 158 million.

Net debt ratio $_2$ * = 0.58

- * Net debt ratio= net debt ** / equity
- ** Net debt = interest bearing liabilities + derivatives+ guarantees granted intercompany loans cash and cash equivalents amounts kept on individual escrow accounts up to PLN 50 million

Net debt ratio 3* = 0.45

- * Net debt ratio= net debt ** / equity
- ** Net debt = interest bearing liabilities + derivatives + guarantees granted intercompany loans cash and cash equivalents amounts kept on individual escrow accounts and mutual funds

Amount collected from clients in 2020 = PLN 317 million

Amount to be collected from clients* = PLN 820 million

* Calculated based on the signed agreements with clients.

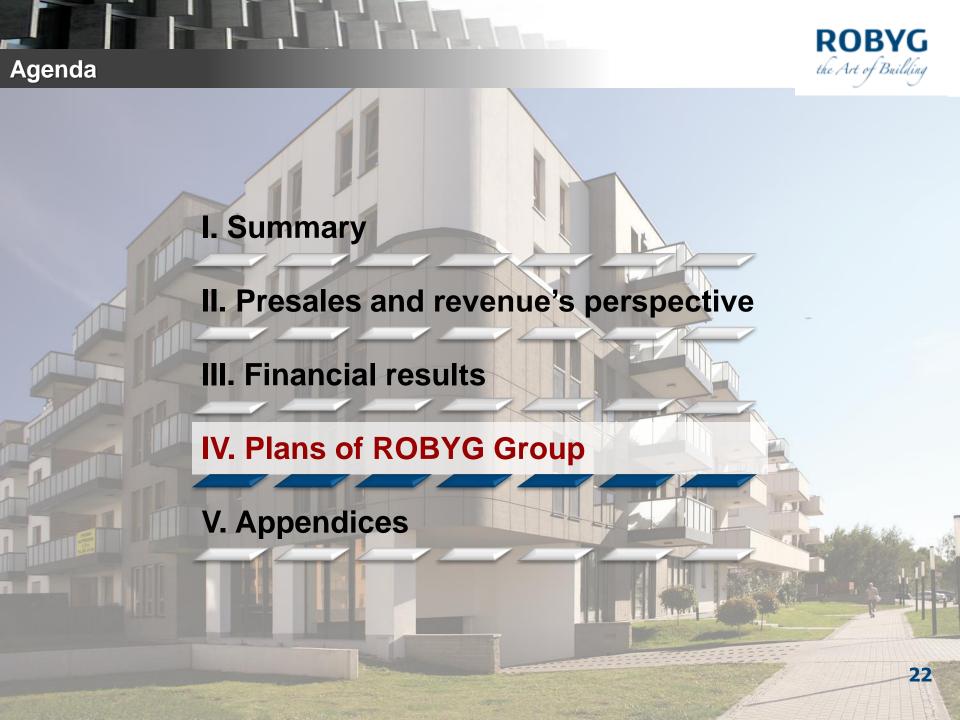


Dividend for 2019:

The Management Board of ROBYG S.A. retained the standalone net profit of ROBYG S.A. for the year ended 31 December 2019 as reserve capital.

Dividend for 2018 in the amount of **PLN 110 million.**

Dividend for 2017 in the amount of **PLN 87 million.**



Strategic goals



Handovers of app. 3.000 units in 2020 * **Increase** of the **net profit** attributable to equity holders of the parent Improving margins Maintaining the level of the **land bank** Expansion of activities in Wrocław and Poznań

^{*} Due to uncertainty pertained to the spreading of Coronavirus disease (COVID-19), the company does not present the Sales' indication, while the estimation of the completed investments may materially change

Warszawa



Poznań

Total land bank 16 430 units + 1 683 units on offer = 18 113 units

Wrocław

Gdańsk

District	Number of units	%	District	Number of units	%	District	Number of units	%	District	Number of units	%
Ursus	1 950	33%	Śródmieście	1 190	23%	Krzyki	570	21%	Ostrów Tumski	1 200	48%
Włochy	710	12%	Letnica	450	8%	Other	2 160	79%	Piątkowo	1 300	52%
Mokotów Czerniaków	790	14%	Nowy Port	1 200	23%						
Bemowo Chrzanów	1 320	23%	Ujeścisko Łostowice	910	17%						
Bemowo Jelonki	530	9%	Jasień	630	12%						
Tarchomin	480	8%	Wrzeszcz	330	6%						
Wilanów	80	1%	Stogi	170	3%						
			Zaspa	130	2%						
			Other	330	6%						
	5 860			5 340			2 730			2 500	
	35,7%			32,5%			16,6%			15,2%	

Commercial potential = 73 000 m² of usable area

	Gdańsk	Wrocław	Poznań
	18 000	35 000	20 000
TOTAL		73 000	

^{*} Units which presale has already begun (as at 31 March 2020) not included,



ROBYG - Team





Oscar Kazanelson
Chairman of the Supervisory
Board



Zbigniew Wojciech OkońskiPresident of the Board

Eyal KeltshVice-President of the Board, COO

Wojciech Gruza
Vice-President of the Board,
Head of Legal Department

Artur Ceglarz Vice-President of the Board, Business Development

Oleg Zaslavsky
Vice-President of the Board, CFO



As at the date of this presentation, **Bricks Acquisition Limited holds**100% of ROBYG S.A. shares.

The **Goldman Sachs Group**, **Inc** indirectly holds majority of shares in Bricks Acquisition Limited.

Description of investments – under construction (1)









Lawendowe Wzgórza/ Stacja Nowy Gdańsk

City: **Gdańsk** District: **Jasień**

No. of stages: **app. 34**Stages completed: **23**Stages under construction*: **7**

No. of units: app. 3700 units (completed: 2413 units) Total sellable area: app. 173.0 thousand sqm

Start of construction: Q3 2009 Planned completion date: Q4 2023

Osiedle Kameralne

City: **Warsaw**District: **Bemowo**

No. of stages: **app. 5** Stages completed: **3**

No. of units: app. 550 units (completed: 283 units) Total sellable area: app. 31.5 thousand sqm

Start of construction:
Q4 2010
Planned completion date:
Q2 2023

Osiedle Kameralne II

City: **Warsaw** District: **Bemowo**

No. of stages: **3** Stages completed: **2**

No. of units: app. 350 units (completed: 273 units) Total sellable area: app. 17.6 thousand sqm

Start of construction: Q3 2015 Planned completion date: Q3 2023

^{*} Including stages in presale which construction has not begun yet (as at 31 March 2020).

Description of investments – under construction (2)









Nowa Letnica

City: **Gdańsk** District: **Letnica**

No. of stages: **13**Stages completed: **7**Stages under construction*: **4**

No. of units: app. 2510 units (completed: 924 units)

Total sellable area:
app. 127.6 thousand sqm

Start of construction:
Q1 2017
Planned completion date:
Q3 2022

Forum Wola

City: **Warsaw** District: **Wola**

No. of stages: **4**Stages completed: **2**Stages under construction: **2**

No. of units: app. 880 units (completed: 307 units) Total sellable area: app. 47.3 thousand sqm

Start of construction:
Q3 2017
Planned completion date:
Q4 2020

Young City 2

City: **Warsaw**District: **Bemowo**

No. of stages: **6** Stages completed: **1**

No. of units: app. 600 units (completed: 58 units) Total sellable area: app. 30.0 thousand sqm

Start of construction:
Q3 2017
Planned completion date:
Q2 2022

^{*} Including stages in presale which construction has not begun yet (as at 31 March 2020).

Description of investments – under construction (3)









Zajezdnia Wrzeszcz

City: **Gdańsk**District: **Wrzeszcz**

No. of stages: **14**Stages completed: **6**Stages under construction*: 4

No. of units: app. 1690 units (completed: 930 units)

Total sellable area:
app. 84.6 thousand sqm

Start of construction:
Q4 2016
Planned completion date:
Q3 2023

City Sfera

City: **Warsaw** District: **Włochy**

No. of stages: **13**Stages completed: **1**Stages under construction*: **3**

No. of units: app. 1 450 units (completed: 155 units) Total sellable area: app. 66,9 thousand sqm

Start of construction:
Q3 2018
Planned completion date:
Q4 2024

Modern City

City: **Warsaw** District: **Bemowo**

No. of stages: **9** Stages completed: **1**

No. of units: app. 920 units (completed: 134 units) Total sellable area: app. 46.0 thousand sqm

Start of construction:
Q4 2018
Planned completion date:
Q4 2023

^{*} Including stages in presale which construction has not begun yet (as at 31 March 2020).

Description of investments – under construction (4)







City: **Wroclaw** District: **Krzyki**

No. of stages: **9** Stages under construction: **3**

No. of units: app. 870 units Total sellable area: app. 50.7 thousand sqm

Start of construction: Q1 2019 Planned completion date: Q3 2022



Osiedle Życzliwa Praga

City: Warsaw District: Tarchomin

No. of stages: **7** Stages under construction: **3**

No. of units: **app. 660 units** Total sellable area: **app. 33.1 thousand sqm**

Start of construction:
Q2 2019
Planned completion date:
Q2 2022



Nadmotławie Estate

City: **Gdańsk**District: **Śródmieście**

No. of stages: **12** Stages under construction*: **4**

No. of units: **app. 1440 units** Total sellable area: **app. 69.5 thousand sqm**

Start of construction:
Q2 2019
Planned completion date:
Q3 2025

^{*} Including stages in presale which construction has not begun yet (as at 31 March 2020).

Description of investments – under construction (5)









Moment

City: **Gdańsk** District: **Ujeścisko**

No. of stages: **2** Stages under construction: **1**

No. of units: app. 260 units Total sellable area: app. 12.8 thousand sqm

Start of construction:
Q2 2019
Planned completion date:
Q1 2022

Park Południe

City: **Gdańsk**District: **Łostowice**

No. of stages: **9** Stages under construction: **3**

No. of units: **app. 540 units** Total sellable area: **app. 26.5 thousand sqm**

Start of construction: Q2 2019 Planned completion date: Q4 2022

Apartamenty Królewskie

City: **Warszawa** District: **Wilanów**

No. of stages: **2** Stages under construction: **1**

No. of units: app. 160 units Total sellable area: app. 8.8 thousand sqm

Start of construction: Q2 2019 Planned completion date: Q3 2022

Description of investments – under construction (ຽ)









Praga Arte

City: Warsaw District: Praga Południe

No. of stages: **1** Stages under construction: **1**

No. of units: app. 250 units Total sellable area: app. 12.9 thousand sqm

Start of construction: Q3 2019 Planned completion date: Q4 2020

Mój Ursus

City: Warszawa
District: Ursus

No. of stages: **6**Stages under construction: **4***

app. 1820 units Total sellable area: app. 92.4 thousand sqm

No. of units:

Start of construction: Q3 2019 Planned completion date: Q3 2023

Więcej

City: **Gdańsk**District: **Łostowice**

No. of stages: **2** Stages under construction: **1***

No. of units: app. 380 units Total sellable area: app. 16.5 thousand sqm

Start of construction: Q1 2020 Planned completion date: Q4 2021

³³

Description of investments – completed (1)









Szczęśliwy Dom

City: Warsaw District: Ochota

No. of stages: 3

No. of units: **304 units** Total sellable area: **18.1 thousand sqm**

Start of construction: Q4 2005 Completion date: Q2 2008

Osiedle Zdrowa

City: **Warsaw** District: **Wilanów**

No. of stages: **5**

No. of units: 865 units Total sellable area: 57.0 thousand sqm

Start of construction: Q1 2007 Completion date: Q1 2013

Nowa Rezydencja Królowej Marysieńki

City: **Warsaw** District: **Wilanów**

No. of stages: 10

No. of units: 1350 units Total sellable area: 108.7 thousand sqm

Start of construction:
Q4 2001
Completion date:
Q2 2014

Description of investments – completed (2)









City Apartments

City: **Warsaw** District: **Żoliborz**

No. of stages: 6

No. of units: 1190 units Total sellable area: 88.0 thousand sqm

Start of construction: Q1 2008 Completion date: Q3 2015

Osiedle Królewskie

City: **Warsaw**District: **Wilanów**

No. of stages: 6

No. of units: 640 units Total sellable area: 38.0 thousand sqm

Start of construction:
Q2 2013
Completion date:
Q4 2015

Albatross Towers

City: **Gdańsk**District: **Przymorze**

No. of stages: 5

No. of units: 860 units Total sellable area: 42.6 thousand sqm

Start of construction:
Q2 2011
Completion date:
Q3 2016

Description of investments – completed (3)









Królewski Park

City: Warsaw District: Wilanów

No. of stages: 6

No. of units: **528 units**

Total sellable area: **27.6 thousand sqm**

Start of construction: Q3 2014 Completion date: Q3 2016

Park Wola Residence

City: Warsaw District: Wola

No. of stages: 1

No. of units: 317 units Total sellable area: 16.9 thousand sqm

Start of construction: Q4 2014 Completion date: Q2 2016

Modern Żoliborz

City: **Warsaw** District: **Żoliborz**

No. of stages: 1

No. of units: 138 units Total sellable area: 7.9 thousand sqm

Start of construction: Q1 2015 Completion date: Q2 2016

Description of investments – completed (4)









Young City

City: **Warsaw** District: **Bemowo**

No. of stages: 9

No. of units: 1302 units Total sellable area: 65.2 thousand sqm

Start of construction: Q3 2012 Completion date: Q4 2016

Młody Wilanów

City: Warsaw District: Wilanów

No. of stages: 3

No. of units: 257 units Total sellable area: 12.8 thousand sqm

Start of construction: Q4 2014 Completion date: Q2 2017

Mila Baltica

City: **Gdańsk** District: **Zaspa**

No. of stages: 2

No. of units: 280 units Total sellable area: 14.9 thousand sqm

Start of construction: Q3 2015 Completion date: Q3 2017

Description of investments – completed (5)









Apartamenty Villa Nobile

City: **Warsaw**District: **Wilanów**

No. of stages: 3

No. of units: 637 units Total sellable area: 39.1 thousand sqm

Start of construction: Q1 2016 Completion date: Q4 2017

Słoneczna Morena

City: **Gdańsk**District: **Piecki-Migowo**

No. of stages: 22

No. of units: 1983 units Total sellable area: 107.8 thousand sqm

Start of construction: Q4 2009 Completion date: Q4 2018

MoreNova

City: **Gdańsk** District: **Piecki-Migowo**

No. of stages: 3

No. of units: app. 518 units Total sellable area: app. 25.0 thousand sqm

Start of construction:
Q2 2016
Planned completion date:
Q2 2019

Description of investments – completed (රි)









Ogrody Wilanów

City: Warsaw District: Wilanów

No. of stages: 3

No. of units: **221 units** Total sellable area:

app. 11.8 thousand sqm

Start of construction:

02 2018

Planned completion date:

Q4 2019

Green Mokotów

City: **Warsaw**District: **Mokotów**

No. of stages: 9

No. of units:

673 units

Total sellable area:

app. 42.6 thousand sqm

Start of construction:

Q2 2016

Planned completion date:

Q4 2019

Stacja Nowy Ursus

City: Warsaw District: Ursus

No. of stages: **5**

No. of units:

1 238 units

Total sellable area:

app. 60.6 thousand sqm

Start of construction:

Q2 2016

Planned completion date:

Q4 2019

ROBYG the Art of Building

HIGHLIGHTS

Please contact us:

Investor Relations ROBYG SA

e-mail: ri@robyg.com.pl

tel. (22) 419 11 00

Q1 2020

Presold units: **588** (net after cancellations)

Number of units recognized in revenues: 424

Units on offer: 1 683 (out of which 2% finished goods)

Revenues: PLN 178 million

Strong cash position*: PLN 553 million

Operating cash flow: **PLN 86** million (excl. purchase of new plots)

^{*} Including amounts kept on individual escrow accounts and in Mutual Funds.