



**ROBYG**

**FINANCIAL RESULTS  
2020**

**Warsaw, 30th March 2021**

## AGENDA

### PART 01

Summary

### PART 02

Presales and revenue's perspective

### PART 03

Financial results

### PART 04

Plans of ROBYG Group

### PART 05

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### PART 06

Appendices





# **PART 01**

## **Summary 2020**



## Summary 2020

Revenues:

**PLN 1 105 million**

Strong cash position\*:

**PLN 372 million**

Operating cash flow:

**PLN 281 million**  
(excl. purchase of new plots)

\* Including amounts kept on individual escrow accounts.



## Summary 2020

Developer and preliminary agreements concluded\*:  
**2 738**  
(net after cancellations)

Units presold:  
**2 156**  
(net after cancellations\*)

Units recognized in revenue:  
**2 715**

Number of units under construction:  
app. **3 910**

Units on sale which construction has not started yet:  
app. **680**

Units on offer:  
**2 021**  
(out of which 9% finished goods)

\* Including the number of units contracted by ROBYG WPB Sp. z o.o. (formerly: Wrocławskie Przedsiębiorstwo Budowlane Sp. z o.o.) in Q1 2020 before acquisition of the Company by ROBYG Group.

## ROBYG Group – material investings and financial activities

**Total new financing:  
PLN 75 million**

**FINANCING**

### Bank loans:

ROBYG S.A. – revolving loan for VAT (with the limit of **PLN 75 million**).

### Hedging transactions:

ROBYG S.A. – IRS transactions (**PLN 100 million**).

**Sale of Office Building:  
PLN 86 million**

**INVESTINGS**

### Sale of Office Building

Sale of the ROBYG Business Centre office building for the total price of **PLN 86 million**.

**Total value of signed agreements:  
ca. PLN 452,4 million**

**NEW PLOTS\***  
Warsaw / Gdansk / Gdynia

**Total expected potential for construction of ca. 344 500 sqm of usable area**

**NEW PLOTS**  
Wroclaw

**Total expected potential for construction of ca. 45 000 sqm of useable area**

\* Includes also the transactions performed after 31 December 2020 till the date of the presentation (marked in green box).

## ROBYG Group – land acquisition value

Total value of signed agreements:  
ca. PLN 452,4 million

Area of plots [ha]	Type of contracts	Potential of sellable area [sqm]	Locations
3.3	Final	16 500	Gdansk, Olszynka
0.9	Final	7 800	Gdansk, Stogi
0.6	Final	8 600	Gdansk, Zaspą
10.5	Final	49 000	Gdansk, Kowale
1.5	Final	9 500	Gdansk, Ujescisko
0.7	Final	9 200	Warsaw, Praga Poludnie
2.2	Final	31 400	Warsaw, Ursus
9.3	Final**	45 000	Wroclaw
16.1	Preliminary	148 800	Warsaw
0.6	Preliminary	4 700	Gdansk
1.6	Final	17 000	Warsaw, Mokotow
2.2	Preliminary	42 000	Gdynia

\* Includes also the transactions performed after 31 December 2020 till the date of the presentation (marked in green box).

\*\* Acquisition of ROBYG WPB Sp. z o.o. (formerly: Wrocławskie Przedsiębiorstwo Budowlane Sp. z o.o.) in Q1 2020 by ROBYG Group.



## PART 02

### Presale & revenue perspective

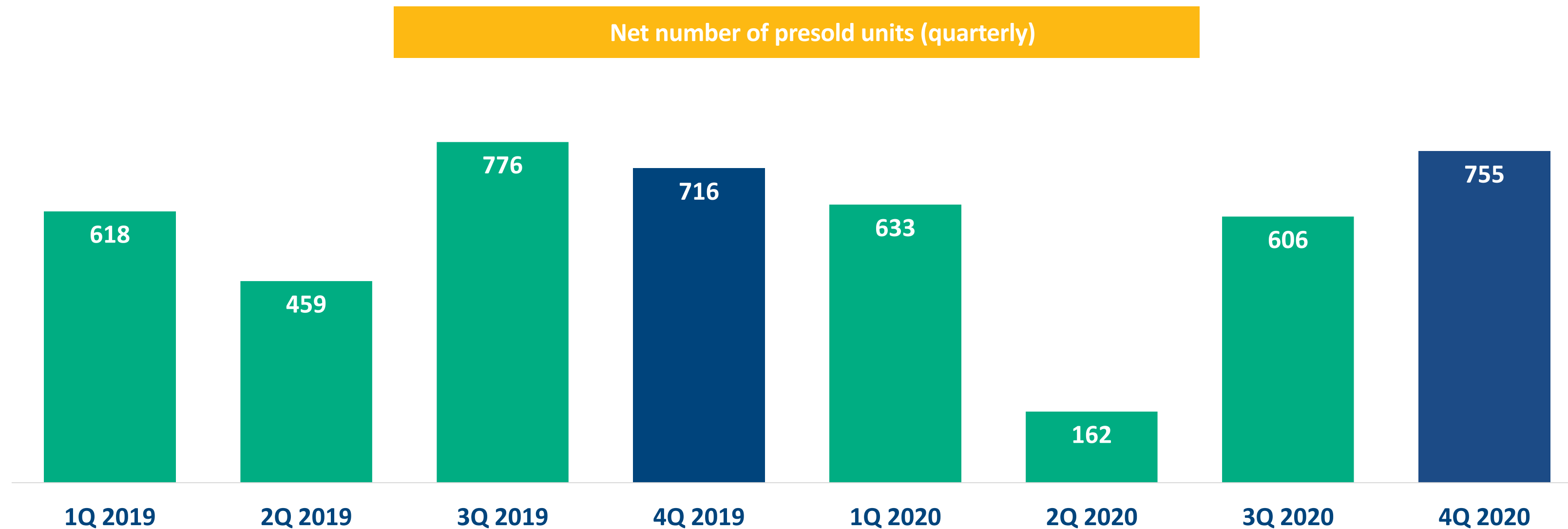


## 02. Presales & revenue's perspective



### ROBYG Group – presale structure\*

Presale in 2020: 2 156 units (-16% 2020/2019), PLN 913 million (-12% 2020/2019)

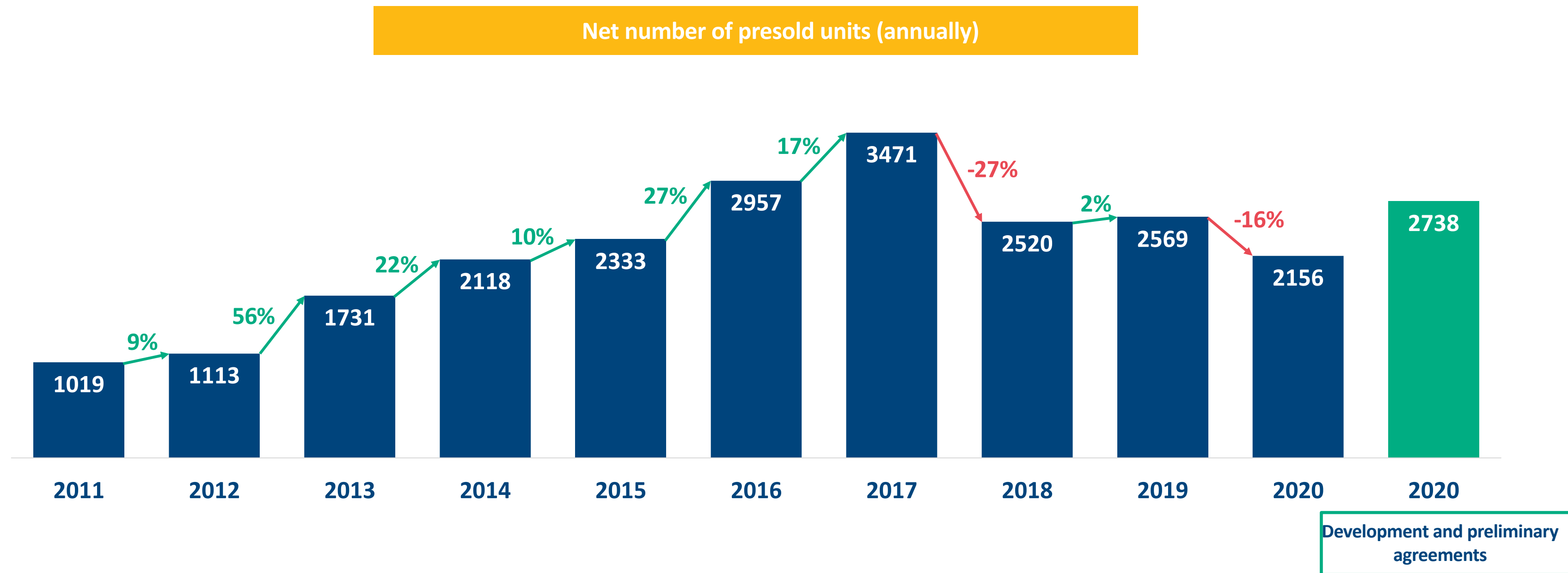


\* Including the number of units contracted by ROBYG WPB Sp. z o.o. (formerly: Wrocławskie Przedsiębiorstwo Budowlane Sp. z o.o.) in Q1 2020 before acquisition of the Company by ROBYG Group. Not including cancellations in Young City 2 project due to prolongation of the administration procedure.

## 02. Presales & revenue's perspective

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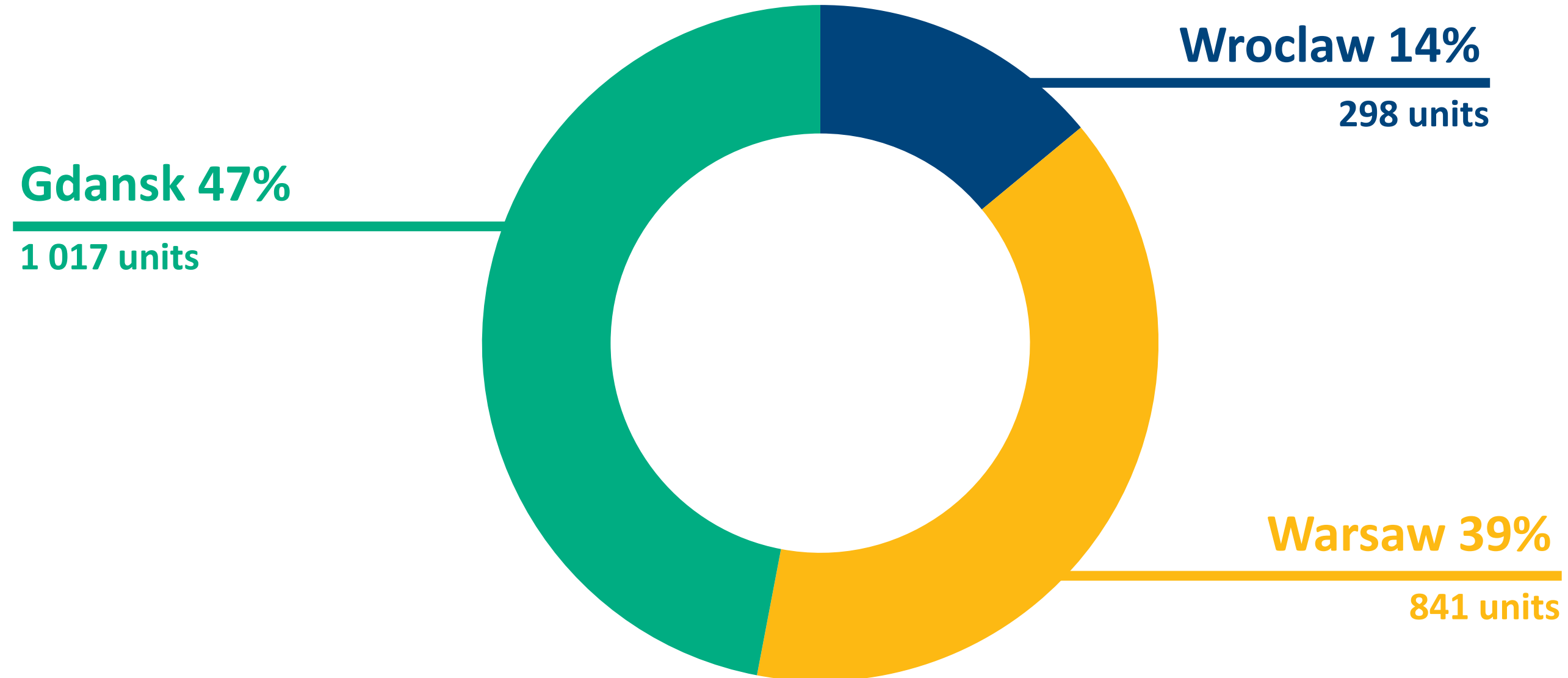
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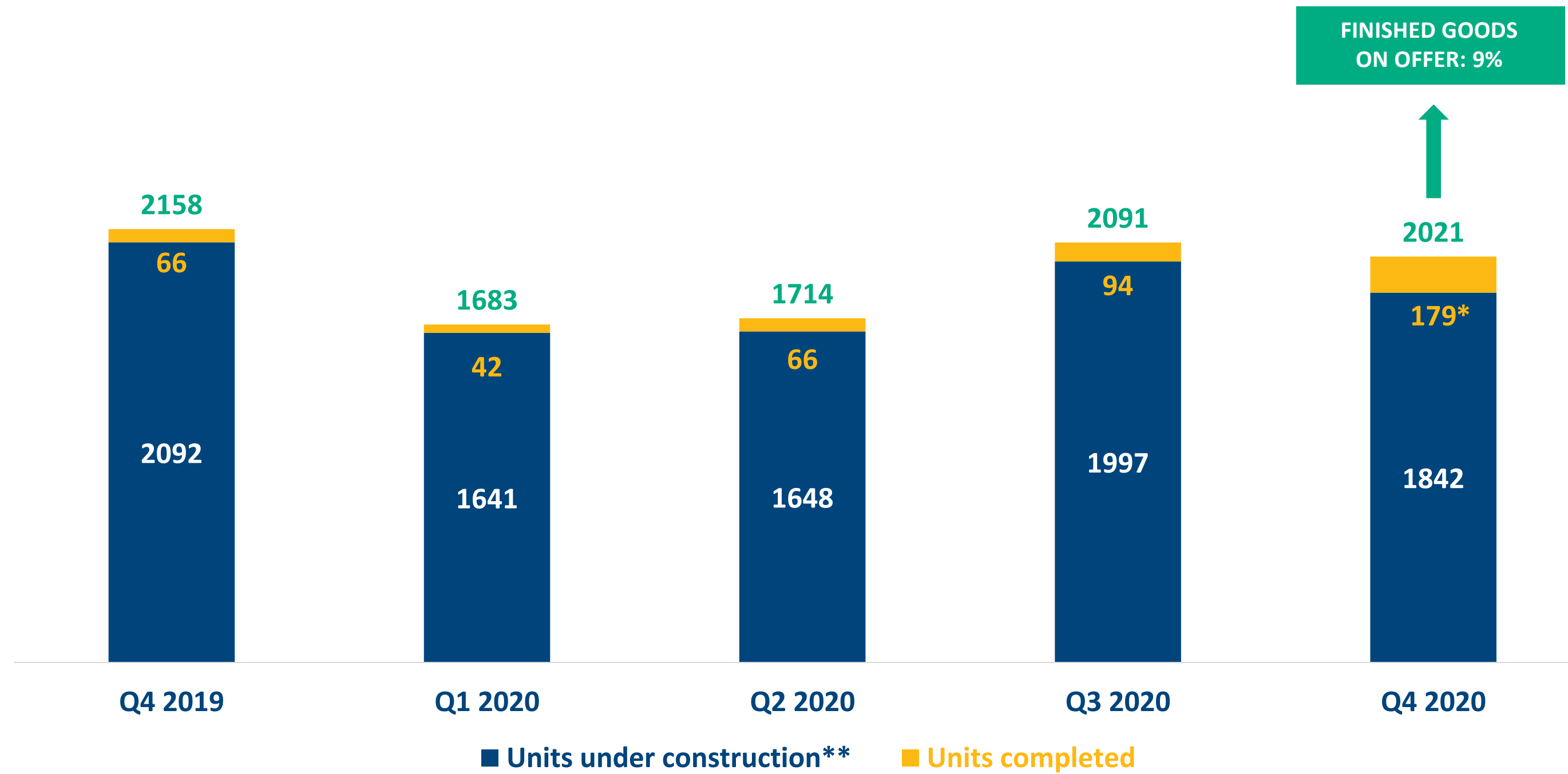


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## 02. Presales & revenue's perspective



### ROBYG Group – units on offer



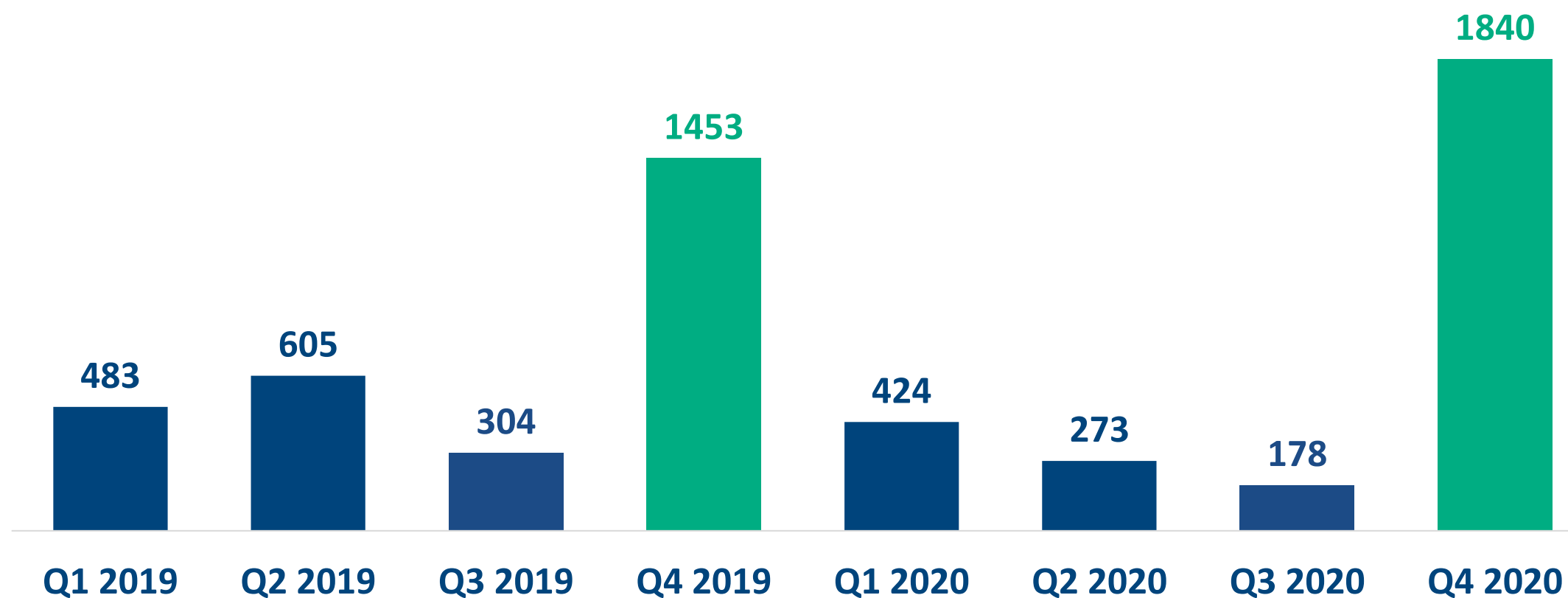
\* The offer is decreased by 19 commercial units which are rented.

\*\* Including residential units in presale which construction has not begun yet (as at 31 December 2020).

## 02. Presales & revenue's perspective

### ROBYG Group – revenue recognition (as at 31 December 2020)

Number of units recognized in revenues (quarterly)



Total 2019: **2 845**

Total 2020: **2 715**

### Recognition potential of units in revenues

#### Units not presold and not recognized: 2 021

Completed: **179**

Under construction: **1 404**

Which construction has not started yet, but included in pre-sales process: **438**

#### Units presold and not recognized: 3 085

Completed: **684**

Under construction: **2 163**

Which construction has not started yet, but included in pre-sales process: **238**



### Coronavirus Disease (COVID-19)

Due to the high level of uncertainty, the Management is currently unable to assess the further influence of the COVID-19 pandemic on the Group. However the Management has identified the following areas, where further 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;

Due to uncertainty pertained to the spreading of Coronavirus disease 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 minimize the potential impact of those risks.

To minimize 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 ROBYG Group has introduced systematic tests of sales and construction office employees for the presence of SARS-CoV-2 virus antibodies. Tests are conducted for everyone once a week. Thanks to this, the protection of both the crew and the company's customers increases. ROBYG has been working in accordance with GIS guidelines, applies protective measures for employees and clients, and carries out regular disinfection and ozonation of all offices at least twice a week.

Moreover, the Group has strong liquidity position\* PLN 372 million (as at 31 December 2020) and decided not to distribute 2020 net profits to shareholders at this stage to preserve capital.

ROBYG Group donated the institutions supported the fight against the COVID-19 pandemic. ROBYG supports those in need in all the cities in which operates.

The donations were directed to:

- Seniors and veterans of the Warsaw Uprising,
- Foundations supporting children,
- Hospitals and medical centres,
- Non-profit organizations.

The company also did not make redundancies during the epidemic and retained jobs in a sense of responsibility for the approximately 3,000 families for whom the Group provides income.

\* Cash and cash equivalents, amounts kept on individual escrow accounts.

## 02. Presales & revenue's perspective



### Number of units to be completed in 2020-2021 and also (contracted) until 31 December 2020

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

	2020		2021		2022		Total & Presold 2021+2022	
	Total units	Presold	Total units	Presold	Total units	Presold	Total units	Presold
Young City 2 (all: 51%) – Warsaw	-	-	88	(0)	-	-	88	(0)
City Sfera, Praga Arte, Modern City (all: 100%) – Warsaw	457	(443)	-	-	662	(192)	662	(192)
Forum Wola, Ogrody Wilanów, Apartamenty Królewskie, Mój Ursus (all: 100%) Warsaw	655	(638)	691	(549)	152	(74)	843	(623)
Osiedle Życzliwa Praga (all: 100%) – Warsaw	90	(90)	143	(125)	300	(171)	443	(296)
Zajezdnia Wrzeszcz, Porto, Młode Stogi (all: 100%) – Gdansk	358	(350)	165	(94)	185	(56)	350	(150)
Park Południe, Więcej (all: 100%) – Gdansk	169	(168)	176	(103)	91	(16)	267	(119)
Lawendowe Wzgórza, Stacja Nowy Gdansk, Lagom Moment, (all: 100%) – Gdansk	378	(377)	442	(344)	88	(11)	530	(355)
Nowa Letnica, Nadmotławie Estates (all: 100%) – Gdansk	660	(581)	538	(333)	-	-	538	(333)
ROBYG Jagodno, WPB (all 100%) – Wroclaw	111	(92)	499	(317)	227	(16)	726	(333)
	<b>2 878</b>	<b>(2 739)</b>	<b>2 742</b>	<b>(1 865)</b>	<b>1 705</b>	<b>(536)</b>	<b>4 447</b>	<b>(2 401)</b>
	<b>*+700</b>	<b>(+660)</b>	<b>**+32</b>	<b>-</b>	<b>**+1 883</b>	<b>-</b>	<b>**+1 915</b>	<b>-</b>
	<b>3 578</b>	<b>(3 399)</b>	<b>2 774</b>	<b>(1 865)</b>	<b>3 588</b>	<b>(536)</b>	<b>6 362</b>	<b>(2 401)</b>
	<b>(-863)</b>	<b>(-684)</b>	<b>+863</b>	<b>(+684)</b>	<b>-</b>	<b>-</b>	<b>+863</b>	<b>(+684)</b>
	<b>2 715</b>	<b>(2 715)</b>	<b>3 637</b>	<b>(2 549)</b>	<b>3 588</b>	<b>(536)</b>	<b>7 225</b>	<b>(3 085)</b>

Percentages in brackets indicate Group's share in the project.

\* Units completed in prior years to be recognised.

\*\* The Group is planning to start the construction of additional units to be completed in 2021 and 2022.

## 02. Presales & revenue's perspective



### Number of units completed in 2020

#### Gdansk

Project	Total no. of units to be completed in 2020
Lawendowe Wzgórze / Stacja Nowy Gdansk	287
Nowa Letnica	413
Nadmotławie	247
Zajezdnia Wrzeszcz	358
Moment	91
Park Południe	169
<b>TOTAL</b>	<b>1 565</b>

#### Warsaw

Project	Total no. of units to be completed in 2020
Osiedle Życzliwa Praga	90
City Sfera	79
Forum Wola	568
Praga Arte	246
Apartamey Królewskie	87
Modern City	132
<b>TOTAL</b>	<b>1 202</b>

#### Wroclaw

Project	Total no. of units to be completed in 2020
Uroczysko - WPB	83
Leśna Przystań - WPB	28
<b>TOTAL</b>	<b>111</b>

**TOTAL Gdansk / Warsaw / Wroclaw : 2 878**



## 02. Presales & revenue's perspective



### Number of units to be completed in 2021\*

#### Gdansk

Project	Total no. of units to be completed in 2021
Lawendowe Wzgórze / Stacja Nowy Gdansk	442
Nowa Letnica	466
Nadmotławie	72
Więcej	176
Zajezdnia Wrzeszcz	165
<b>TOTAL</b>	<b>1 321</b>

#### Warsaw

Project	Total no. of units to be completed in 2021
Osiedle Życzliwa Praga	143
Mój Ursus	691
Young City 2	88
<b>TOTAL</b>	<b>922</b>

#### Wroclaw

Project	Total no. of units to be completed in 2021
ROBYG Jagodno	336
Wojszyckie Alejki - WPB	62
Uroczysko - WPB	88
Willa Nad Potokiem - WPB	13
<b>TOTAL</b>	<b>499</b>

**New projects/stages: 32**

**TOTAL Gdansk / Warsaw / Wroclaw : 2 774**

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

## 02. Presales & revenue's perspective



### Number of units to be completed in 2022\*

#### Gdansk

Project	Total no. of units to be completed in 2022
Lawendowe Wzgórze / Stacja Nowy Gdansk	72
Młode Stogi	39
Lagom	16
Porto	146
Park Południe	91
<b>TOTAL</b>	<b>364</b>

#### Warsaw

Project	Total no. of units to be completed in 2022
Osiedle Życzliwa Praga	300
Mój Ursus	152
City Sfera	502
Modern City	160
<b>TOTAL</b>	<b>1 114</b>

#### Wroclaw

Project	Total no. of units to be completed in 2022
ROBYG Jagodno	227
<b>TOTAL</b>	<b>227</b>

**New projects/stages: 1 883**

**TOTAL Gdansk / Warsaw / Wroclaw : 3 588**

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



# **PART 03**

## **Financial results**



## 03. Financial results

### Financial results

(PLNk)	2020	2019	Change
Revenues	1 105 307	1 115 187	(0.9%)
Cost of sales	(800 304)	(839 755)	(4.7%)
<b>Gross profit on sales</b>	<b>305 003</b>	<b>275 432</b>	<b>10.7%</b>
Selling and marketing expenses	(26 436)	(27 893)	(5.2%)
Administrative expenses	(39 972)	(35 990)	11.1%
Other	30 592	27 884	9.7%
<b>Operating profit</b>	<b>269 187</b>	<b>239 433</b>	<b>12.4%</b>
Finance income	3 901	5 757	(32.2%)
Finance costs	(10 084)	(7 203)	40.0%
Profit before tax	263 004	237 987	10.5%
Income tax expense	(48 218)	(36 208)	33.2%
Net profit from discontinued operations	(1 296)	359	N/A
<b>Net profit</b>	<b>213 490</b>	<b>202 138</b>	<b>5.6%</b>
<b>Net profit attributable to equity holders of the parent</b>	<b>210 666</b>	<b>177 593</b>	<b>18.6%</b>
<b>Gross profit margin on sales</b>	<b>27.6%</b>	<b>24.7%</b>	<b>N/A</b>
<b>Net profit margin</b>	<b>19.3%</b>	<b>18.1%</b>	<b>N/A</b>

### Financial condition

(PLNk)	2020	2019	Change
<b>Total assets, including:</b>	<b>2 573 916</b>	<b>2 403 070</b>	<b>7.1%</b>
Non-current assets, including:	498 993	339 303	47.1%
Investment properties and investment properties under construction	339 431	205 923	64.8%
Land designated for development	3 178	3 178	0.0%
Inventories	1 559 525	1 286 139	21.3%
Trade and other receivables	138 307	164 789	(16.1%)
Amounts kept on individual escrow accounts and Mutual Funds	172 648	137 865	25.2%
Cash and cash equivalents	199 498	389 628	(48.8%)
<b>Equity, including:</b>	<b>970 893</b>	<b>777 201</b>	<b>24.9%</b>
Total liabilities, including:	1 603 023	1 625 869	(1.4%)
LT interest bearing liabilities	470 957	693 868	(32.1%)
Current interest bearing liabilities	99 503	12 106	721.9%
Advances received from clients	588 467	494 399	19.0%

### Statement of cash flow

(PLNk)	2020	2019
<b>Net cash flows from operating activities, including:</b>	<b>36 746</b>	<b>221 646</b>
Expenditures for the purchase of new plots	(243 785)	(57 706)
<b>Net cash flows from investing activities</b>	<b>19 835</b>	<b>(25 213)</b>
Expenditures for the purchase of new plots	(70 350)	(48 477)
<b>Net cash flows from financing activities, including:</b>	<b>(248 643)</b>	<b>(128 553)</b>
Proceeds from loans and borrowings	600 699	996 692
Repayment of bank and other loans	(804 742)	(1 052 968)
Paid dividend	-	(109 972)
Interest and commissions paid	(39 037)	(34 178)
<b>Net change in cash and cash equivalents</b>	<b>(192 062)</b>	<b>67 879</b>



### Debt financing

Nominal value and maturity of bank credit facilities and bonds as at December 31st, 2020 (PLNm).

#### DEBT – Aging

	<1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years	Total
BANK CREDIT FACILITIES	49.72	0.00	0.27	0.00	0.00	0.00	49.99
BONDS	45.30	0.00	360.00	100.00	0.00	0.00	505.30
<b>TOTAL</b>	<b>95.02</b>	<b>0.00</b>	<b>360.27</b>	<b>100.00</b>	<b>0.00</b>	<b>0.00</b>	<b>555.29</b>

#### DEBT – Interest Rate Risk Managing

IRS transactions in the total amount of PLN 470 million.



### Leverage and collections as at December 31st, 2020

**Net debt ratio\_1\* = 0.20**

\* **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\* = 0.24**

\* **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

**Net debt ratio\_3\* = 0.37**

\* **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

**Amount collected from clients  
2020 = PLN 1 227 million**

**Amount to be collected from clients\*  
= PLN 620 million**

\* Calculated based on the signed agreements with clients.





### Dividend

#### **Dividend for 2020:**

**Management Board recommends retaining the standalone net profit of ROBYG S.A. for the year ended 31 December 2020 as reserve capital.**

#### **Dividend for 2019:**

**The Ordinary General Meeting 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.**

**PART 04**

**Plans of ROBYG Group**





### Strategic goals

Number of presold units in 2021 ca. 3.000 units

Increase of the net profit

Maintaining the margins

Maintaining the adequate level of the land bank

Expansion of activities in Wroclaw and Poznan

Appointment of ESG advisor

## 04. Plans of ROBYG Group

Total land bank 20 450 units + 2 021 units on offer = 22 471 units

### Gdansk / Gdynia

District	Number of units	%
Nowy Port	1 200	17%
Śródmieście	1 190	17%
Jasień	490	6%
Ujścisko/ Łostowice	850	11%
Letnica	450	6%
Wrzeszcz	180	3%
Zaspa	300	4%
Stogi	130	2%
Olszynka	330	5%
Kowale	970	14%
Other**	1 040	15%
<b>TOTAL: 7 130 units – 35%</b>		

### Warsaw

District	Number of units	%
Ursus	2 110	23%
Bemowo / Chrzanów	1 160	12%
Włochy	960	10%
Mokotów / Czerniaków	790	9%
Tarchomin	360	4%
Bemowo Jelonki	530	6%
Wilanów	80	1%
Other**	3 290	35%
<b>TOTAL: 9 280 units – 46%</b>		

### Wroclaw

District	Number of units	%
Krzyki	510	26%
Psie Pole	170	9%
Other**	1 260	65%
<b>TOTAL: 1 940 units – 9%</b>		

### Poznan

District	Number of units	%
Ostrów Tumski	1 100	52%
Piątkowo	1 000	48%
<b>TOTAL: 2 100 units – 10%</b>		

**TOTAL\*: Gdansk / Gdynia + Warsaw + Wroclaw + Poznan = 20 450 units**

\* Units which presale has already begun (as at 31 December 2020) not included.

\*\* Preliminary land purchase agreements, includes also the transactions performed after 31 December 2020 till the date of the presentation.

## 04. Plans of ROBYG Group



Commercial potential = 88 000 sqm of usable area





## **PART 05**

**Sustainable growth**

**ROBYG FOR SOCIETY  
AND ENVIRONMENT**



## MISSION



## PHILOSOPHY



## ACTIONS

“Our mission is to inspire others to work together, to fulfil the vision of a sustainable world for our common, better future.”



Oscar Kazanelson  
Chairman of the Supervisory Board



### CARE

The protection of natural resources and care for the environment are very important to us, hence we implement ecological solutions in all of our housing estates



### SUPPORT

We support local communities and foundations, we provide support for the most deprived members of the communities. We cooperate with local businesses and take part in local cultural and sporting events.



### RESPONSIBILITY

We act responsibly, choosing to cooperate with trustworthy partners, caring for the environment, and managing the company in a responsible way.

1

OUR PROJECTS

2

CONTRIBUTION TO SOCIETY

3

RESPONSIBLE MANAGEMENT

## 05. SUSTAINABLE GROWTH

### OUR PROJECTS



We design and construct our buildings with care for the environment and the comfort of users. Solutions that we use across our projects include:

#### GREEN AREAS

When designing our housing estates, we plan green areas in a responsible manner in order to reduce the impact of solar radiation and to prevent the environment from overheating.

#### RESIDENTS' AMENITIES

Our investments are multifunctional spaces that meet all the needs of their residents. Shops, fitness centres, kindergartens, nurseries, shopping galleries, restaurants –everything that provides a comfortable life is just a few steps away. In some selected locations, we have also provided residents with free Wi-Fi in common areas.

#### BUILT FOR PEOPLE

Our main goal is to ensure that the apartments we deliver are comfortable and convenient for their users. We design premises that give a sense of space and provide as much daylight as possible through above-standard height of our apartments, sizeable windows, as well as spacious balconies or terraces.

#### GREEN SOLUTIONS

We provide full fibre optic and photovoltaic installations. We incorporate effective carbon dioxide absorbing plants within our housing estates, including the facades of buildings.

#### BIO-RETENTION FACILITIES

The idea behind rain gardens created in our housing estates is to retain rain water in order to minimise the amount of meteoric water discharged directly into the storm drainage system. Such solutions reduce the risk of temporary and local flooding in case of a heavy rainfall.

#### FUNCTIONALITY AND ERGONOMICS

To meet the expectations of clients, our apartments allow for flexible interior design. Residents can adapt their apartment to their individual needs and requirements, so to make it fit to their lifestyle.

#### SECURITY AND SAFETY

Residents' safety is ensured through a 24-hour video surveillance systems, electrically controlled roller shutters, anti-burglary windows and doors, as well as a security guard or a doorman in the lobby. Robyg Smart House system informs the resident each time the door to their apartment is opened. In addition, all our buildings are connected to a warning system, e.g. fire monitoring has direct connection to the State Fire Service.

#### ENVIRONMENT-FRIENDLY ROOFING SOLUTIONS

We use the inverted flat roof with a gravel surface technology. This solution allows for water retention and reduction of overheating.

#### ROBYG SMART HOUSE & SUSTAINABILITY

We supply our apartments with Robyg Smart House - intelligent, environment-friendly technological solutions, that allow for remote control of lighting, multimedia and security with the use of mobile devices. As a consequence, clients consume much less electricity and can save up to 30% on their utility bills.

#### CO-LIVING

We design and build leisure areas, barbecue spots, playgrounds, outdoor gyms, fitness zones with indoor saunas and coworking spaces that are accessible to all residents. These green and recreational zones provide great opportunities for social meetings between neighbours.

#### ENERGY SAVING

We install LED lighting in the common areas of our buildings which significantly reduces electric energy cost. Additionally, we use high quality insulation materials for construction. In some projects we use triple pane windows to reduce heat consumption leading to reduce carbon dioxide emission.

#### ESG Consultant

Appointment of ESG advisor for the ROBYG Group.

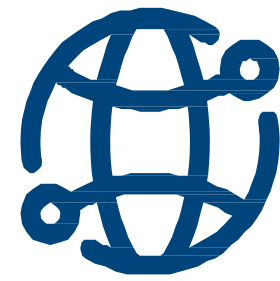


## 05. SUSTAINABLE GROWTH

### OUR PROJECTS



52 ha - total amount  
of green areas in the currently  
running projects



600 km - fibre optic  
provided



2000 sq.m. - photovoltaic  
panels installed



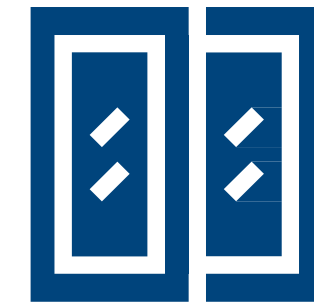
35 floors - number  
of floors with rain gardens



Green roofs in 41 floors, total  
area of 3ha



40 000 - LED luminaires  
provided



Triple pane windows allow for saving  
20kWh of energy per year per 1  
sq.m. of the window



+12 000 - dwellings equipped with  
SMART HOME solution



For us, corporate social responsibility is an opportunity to build a better future. We have supported numerous foundations and projects, such as: „Trzeba Marzyć” Foundation and the Pomeranian Hospice for Children, 2nd. Family Run Time for Sight, The Marathon Foundation for the Prevention of Drug Addiction, Theatre for One Smile, Danuta Szaflarska Foundation, Mozartiana Mozart Festival, AUREA PORTA Friends of Arts Foundation, etc.

## SUPPORT IN TIMES OF A GLOBAL PANDEMIC

We are aware of the impact that the global COVID-19 pandemic has had on the world and our society. As a company acting responsibly and supporting local communities, we have taken steps to help fighting the pandemic.



We have engaged in the Polish Association of Property Developers (PZFD) Campaign supporting medical services



We have financed the purchase of medical supplies in the fight against coronavirus for the Pomeranian Center for Infectious Diseases and Tuberculosis in Gdańsk



We have financed the purchase of masks for Fundacja z Pompą (fundacja pompa.pl) supporting the Department of Pediatrics, Hematology and Oncology of the Medical University of Gdańsk



We have co-financed the Ambulance Service in Wrocław Provincial Specialist Hospital



We have co-financed the purchase of a bronchoscope by the Pneumology Clinic of the Medical Hospital in Gdańsk



We have supported the Provincial Infectious Hospital in Warsaw



We have co-financed meals at the support House for Warsaw Insurgents



We have supported the campaign #PosiłkzaWysiętek (#MealforWorkout) - for doctors, staff and seniors of two hospitals in Gdańsk, and the initiative #WielkanocDlaSeniora - i.e. Easter meals for seniors from Wilanów district of Warsaw



### SAFETY OF OUR CLIENTS

Due to the COVID-19 pandemic, we have introduced guidelines for customer service while maintaining all safety and hygiene rules in order to make sure that our clients feel safe all the time. We offer remote service, including video calls, and the possibility to sign documents via an online platform, without leaving home. We also understand that we ensure the security of our clients through increased transparency, by publishing on a regular basis financial statements and external audits that we undergo using only well regarded advisors.



### SUPPORT FOR LOCAL CONTRACTORS AND PRODUCERS

We want to support local companies and our neighbours. We want to build not only housing estates but also relationships in the community. 90% of our suppliers and materials come from Polish, local producers.

### CORPORATE TRANSPARENCY

Throughout the years, we have developed high standards of reporting our results using only the top advisors in the market. Currently, as an issuer of bonds with a value of over PLN 500 million listed on the Catalyst market, we meet all related requirements. We regularly publish our financial results and statements, and we undergo external audits.

### BEST PRACTICES

We set high standards for ourselves in our daily work. Therefore, we have implemented a number of procedures based on the best practices in the world, regulating the principles of cooperation with subcontractors, local governments, clients and other stakeholders. All our employees receive anti-corruption trainings.

### DIVERSITY

Our team comprises over 400 people – ranging from students to people who already tell their grandchildren about their work. Poles and those who chose our country as a place for living. Interestingly enough, for a company operating in the construction sector, as many as 60% of us are women. We are also glad that they hold half of the management positions.

### FOR THE SAKE OF OUR EMPLOYEES

We care about the safety of our employees. We provide them with ergonomic workplaces, and systematic health and safety trainings. In our offices, we introduced solutions to protect employees against potential COVID-19 infection - shift work system, rules for using common areas of the office, supply of disinfectants and masks and special air filters.

### TRAINING FOR OUR EMPLOYEES

If you think education is expensive, try ignorance. We focus on continuous development and deepening the competences of our employees through internal trainings. We also enrich our knowledge by participating in external seminars, trainings and conferences. All employees participate in training on procedures (including ABC, GDPR). We invest in the development of our team's competences by financing specialized courses or studies.

### NEW TECHNOLOGIES

Robyg was the first developer to introduce smart home as a standard. These are intelligent, environment-friendly technological solutions that allow for remote control of lighting, multimedia and security using mobile devices.

### EXTERNAL INITIATIVES

From the beginning of our activity, we have been running internship programs on construction sites, which allow students to learn about the industry and gain experience in their future job. We also cooperate with educational and pre-school institutions, supporting them financially as well as through organizing trainings.



All of us at Robyg acknowledge how important sustainable growth is for the environment and society. So far we have done a lot, but we treat this as a journey that will involve over time. Thus, we are committed to continuing our work to constantly improve our performance and disclose it to the broader market.





# **PART 06**

## **Appendices**



### ROBYG - Team



**Oscar Kazanelson**  
Chairman of the Supervisory Board



**Zbigniew Wojciech Okoński**  
President of the Board



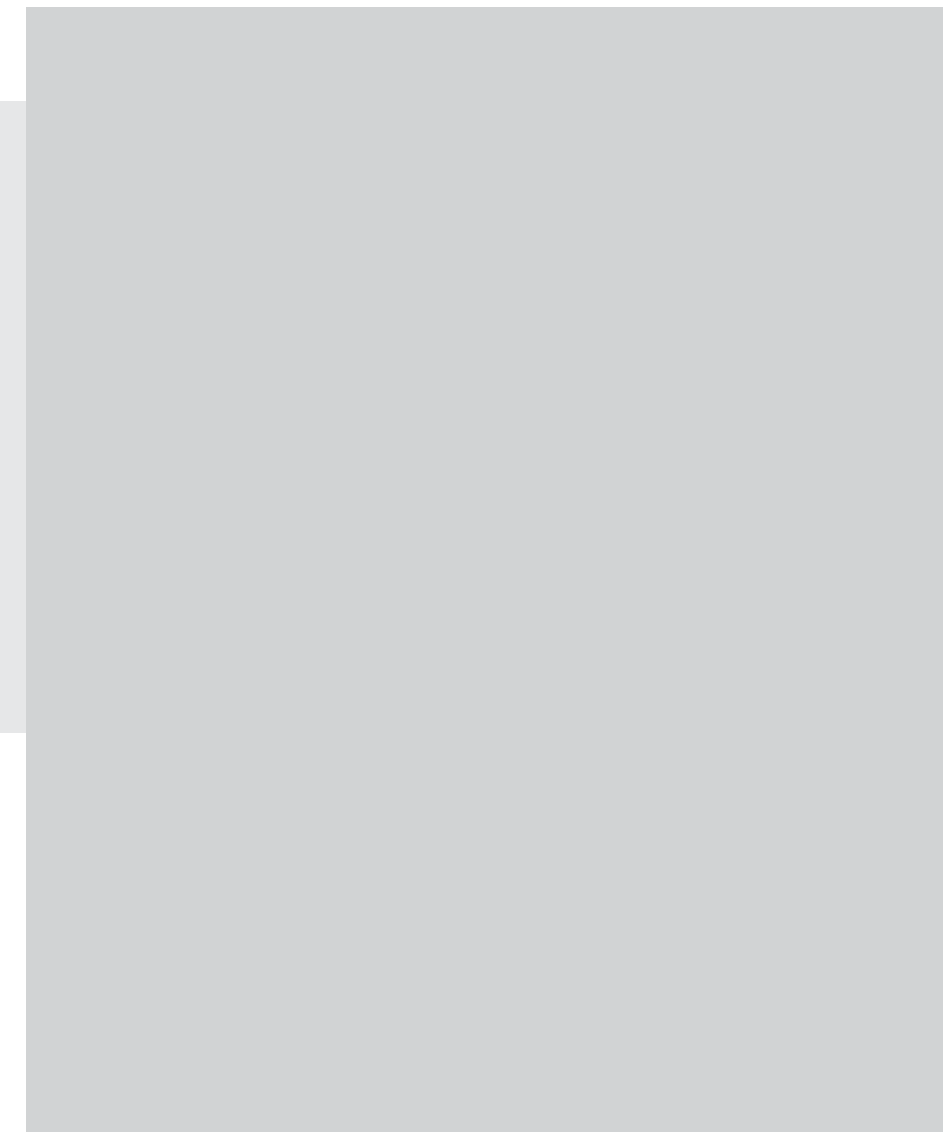
### ROBYG - Team



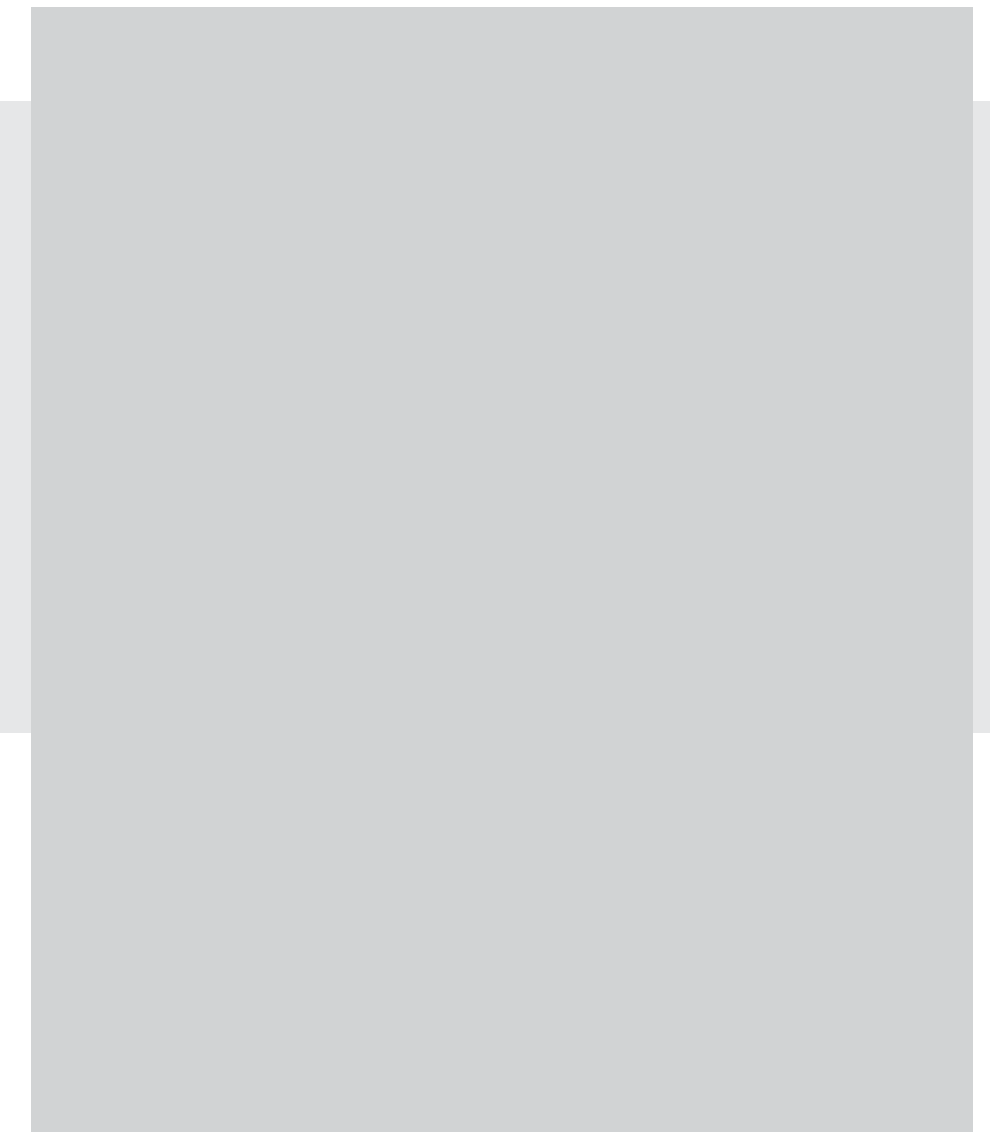
**Eyal Keltsh**  
Vice-President of the Board, COO



**Artur Ceglaz**  
Vice-President of the Board,  
Business Development



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



**Oleg Zaslavsky**  
Vice-President of the Board, CFO



### Ownership structure

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

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



## Description of investments – under construction (1)



### Lawendowe Wzgórze / Stacja Nowy Gdansk

City: Gdansk  
District: Jasień

No. of stages: ca. 34  
Stages completed: 26  
Stages under construction\*: 6

No. of units: ca. 3 700 units  
(completed: 2 700 units)  
Total sellable area: ca. 173,0k sqm

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



### Osiedle Kameralne

City: Warsaw  
District: Bemowo

No. of stages: 5  
Stages completed: 3

No. of units: ca. 550 units  
(completed: 283 units)  
Total sellable area: ca. 31,5k. 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: ca. 350 units  
(completed: 273 units)  
Total sellable area: ca. 17,6k. sqm

Start of construction: Q3 2015  
Planned completion date: Q2 2023

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).



### Description of investments – under construction (2)



#### Nowa Letnica

City: Gdansk  
District: Letnica

No. of stages: 15  
Stages completed: 10  
Stages under construction: 2

No. of units: ca. 2 510 units  
(completed: 1 337 units)  
Total sellable area: ca. 127,6k sqm

Start of construction: Q1 2017  
Planned completion date: Q3 2023



#### Young City 2

City: Warsaw  
District: Bemowo

No. of stages: 6  
Stages completed: 1  
Stages under construction: 1

No. of units: ca. 600 units  
(completed: 58 units)  
Total sellable area: ca. 30,0k sqm

Start of construction: Q3 2017  
Planned completion date: Q2 2023

## Description of investments – under construction (3)



### Zajezdnia Wrzeszcz

City: Gdansk  
District: Wrzeszcz

No. of stages: 14  
Stages completed: 10  
Stages under construction: 2

No. of units: ca. 1 690 units  
(completed: 1 286 units)  
Total sellable area: ca. 84,6k sqm

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



### City Sfera

City: Warsaw  
District: Włochy

No. of stages: 13  
Stages completed: 2  
Stages under construction: 3

No. of units: ca. 1 450 units  
(completed: 234 units)  
Total sellable area: ca. 66,9k sqm

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



### Modern City

City: Warsaw  
District: Bemowo

No. of stages: 9  
Stages completed: 1  
Stages under construction: 2

No. of units: ca. 920 units  
(completed: 134 units)  
Total sellable area: ca. 46,0k sqm

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

## Description of investments – under construction (4)



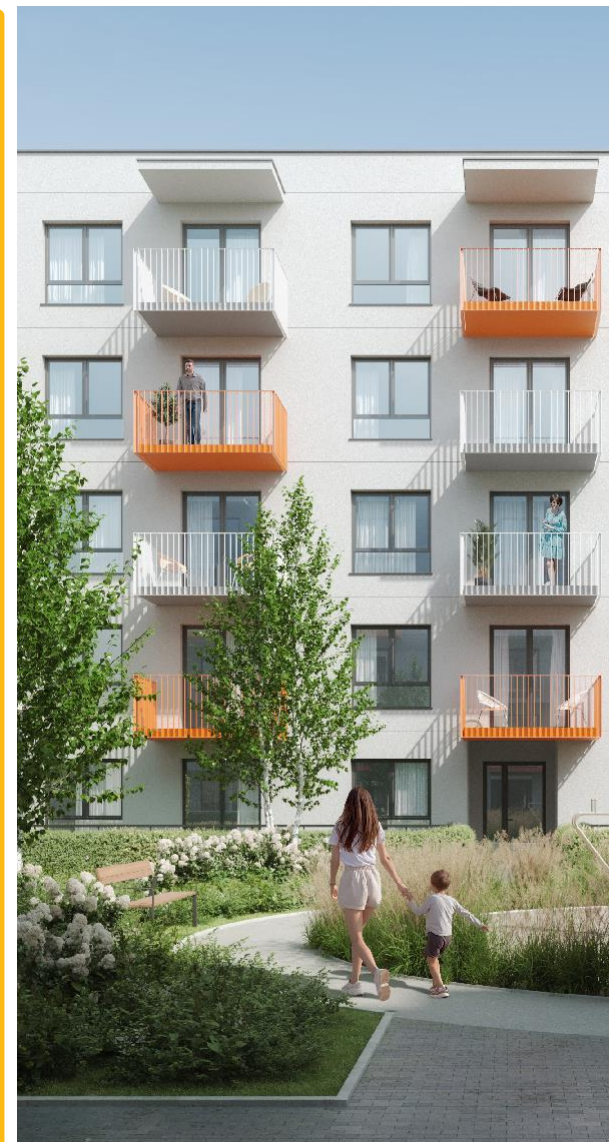
### ROBYG Jagodno

City: Wrocław  
District: Krzyki

No. of stages: 9  
Stages under construction: 5

No. of units: ca. 870 units  
Total sellable area: ca. 50,7k sqm

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



### Osiedle Życzliwa Praga

City: Warsaw  
District: Tarchomin

No. of stages: 7  
Stages completed: 1  
Stages under construction\*: 3

No. of units: ca. 660 units  
(completed: 90 units)  
Total sellable area: ca. 33,1k sqm

Start of construction: Q2 2019  
Planned completion date: Q2 2023



### Nadmotławie Estate

City: Gdańsk  
District: Śródmieście

No. of stages: 12  
Stages completed: 3  
Stages under construction: 2

No. of units: ca. 1 440 units  
(completed: 247 units)  
Total sellable area: ca. 69,5k sqm

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

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).

## Description of investments – under construction (5)



### Moment

City: Gdansk  
District: Ujeścisko

No. of stages: 2  
Stages completed: 1

No. of units: ca. 260 units  
(completed: 91 units)  
Total sellable area: ca. 12,8k sqm

Start of construction: Q2 2019  
Planned completion date: Q1 2023



### Park Południe

City: Gdansk  
District: Łostowice

No. of stages: 9  
Stages completed: 3  
Stages under construction\*: 1

No. of units: ca. 540 units  
(completed: 169 units)  
Total sellable area: ca. 26,5k sqm

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



### Apartamenty Królewskie

City: Warsaw  
District: Wilanów

No. of stages: 2  
Stages completed: 1

No. of units: ca. 160 units  
(completed: 87 units)  
Total sellable area: ca. 9,3k sqm

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

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).

## Description of investments – under construction (6)



### Więcej

City: Gdansk  
District: Łostowice

No. of stages: 2  
Stages under construction: 1

No. of units: ca. 380 units  
Total sellable area: ca. 16,5k sqm

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



### Mój Ursus

City: Warsaw  
District: Ursus

No. of stages: 8  
Stages under construction\*: 4

No. of units: ca. 2 730 units  
Total sellable area: ca. 115,0k sqm

Start of construction: Q3 2019  
Planned completion date: Q4 2025



### Lagom

City: Gdansk  
District: Ujeścisko

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

No. of units: ca. 50 units  
Total sellable area: ca. 5,7k sqm

Start of construction: Q3 2020  
Planned completion date: Q4 2022

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).

## Description of investments – under construction (7)



### Willa Nad Potokiem

City: Wrocław  
District: Fabryczna

No. of stages: 1  
Stages under construction: 1

No. of units: ca. 15 units  
Total sellable area: ca. 0,7k sqm

Start of construction: Q3 2019  
Planned completion date: Q1 2021



### Wojszyckie Alejki

City: Wrocław  
District: Krzyki

No. of stages: 3  
Stages under construction: 1

No. of units: ca. 200 units  
Total sellable area: ca. 11,7k sqm

Start of construction: Q1 2020  
Planned completion date: Q3 2022



### Uroczysko

City: Wrocław  
District: Psie Pole

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

No. of units: ca. 170 units  
Total sellable area: ca. 8,4k sqm

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

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).



## Description of investments – under construction (8)



### Praga Deco

City: Warszawa  
District: Praga Południe

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

No. of units: ca. 190 units  
Total sellable area: ca. 9,3k sqm

Start of construction: Q1 2021  
Planned completion date: Q3 2023



### Młode Stogi

City: Gdansk  
District: Stogi

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

No. of units: ca. 166 units  
Total sellable area: ca. 7,8k sqm

Start of construction: Q1 2021  
Planned completion date: Q1 2023



### Porto

City: Gdańsk  
District: Nowy Port

No. of stages: 10  
Stages under construction\*: 1

No. of units: ca. 1 350 units  
Total sellable area: ca. 60,0k sqm

Start of construction: Q1 2021  
Planned completion date: Q4 2026

\* Including stages in presale which construction has not begun yet (as at 31 December 2020).



### Description of investments – completed (1)



#### Szczęśliwy Dom

City: Warsaw  
District: Ochota

No. of stages: 3

No. of units: 304 units  
Total sellable area: 18,1k 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: 57,0k 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: 1 350 units  
Total sellable area: 108,7k 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: 1 190 units  
Total sellable area: 88,0k 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: 38,0k sqm

Start of construction: Q2 2013  
Completion date: Q4 2015



#### Albatross Towers

City: Gdansk  
District: Przymorze

No. of stages: 5

No. of units: 860 units  
Total sellable area: 42,6k 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: 27,6k 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: 16,9k sqm

Start of construction: Q4 2014  
Completion date: Q2 2016



#### Modern Żoliborz

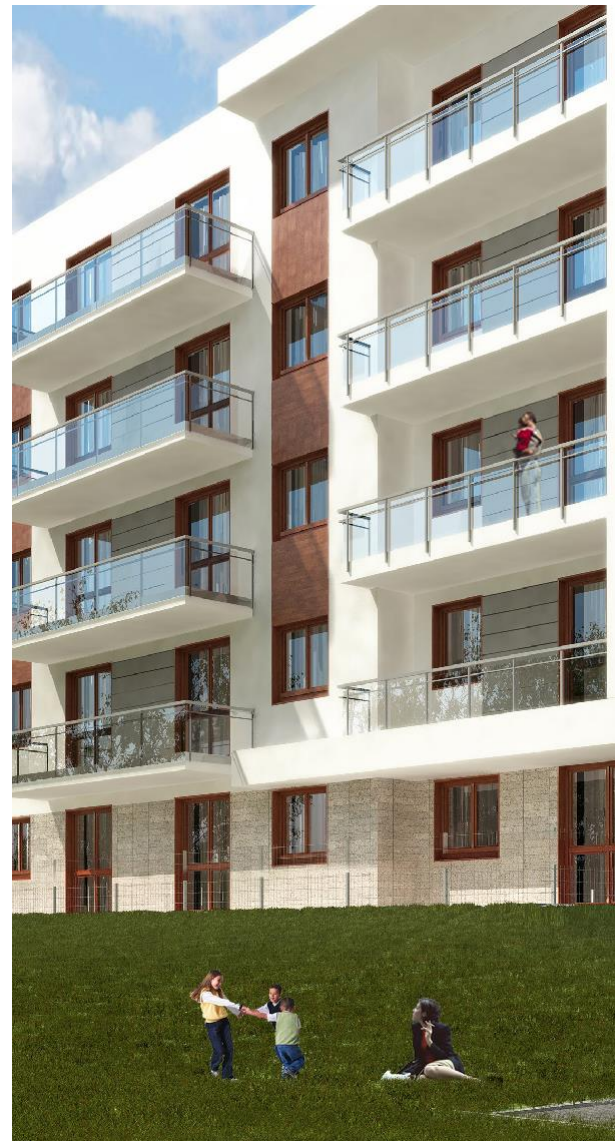
City: Warsaw  
District: Żoliborz

No. of stages: 1

No. of units: 138 units  
Total sellable area: 7,9k 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: 1 302 units  
Total sellable area: 65,2k 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: 12,8k sqm

Start of construction: Q4 2014  
Completion date: Q2 2017



### Mila Baltica

City: Gdansk  
District: Zaspka

No. of stages: 2

No. of units: 280 units  
Total sellable area: 14,9k 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: 39,1k sqm

Start of construction: Q1 2016  
Completion date: Q4 2017



#### Słoneczna Morena

City: Gdańsk  
District: Piecki-Migowo

No. of stages: 22

No. of units: 1 983 units  
Total sellable area: 107,8k sqm

Start of construction: Q4 2009  
Completion date: Q4 2018



#### MoreNova

City: Gdansk  
District: Piecki-Migowo

No. of stages: 3

No. of units: 518 units  
Total sellable area: 25,0k sqm

Start of construction: Q2 2016  
Completion date: Q2 2019

## Description of investments – completed (6)



### Ogrody Wilanów

City: Warsaw  
District: Wilanów

No. of stages: 3

No. of units: 221 units  
Total sellable area: ca. 11,8k sqm

Start of construction: Q2 2018  
Completion date: Q4 2019



### Green Mokotów

City: Warsaw  
District: Mokotów

No. of stages: 9

No. of units: 673 units  
Total sellable area: ca. 42,6k sqm

Start of construction: Q2 2016  
Completion date: Q4 2019



### Stacja Nowy Ursus

City: Warsaw  
District: Ursus

No. of stages: 5

No. of units: 1 238 units  
Total sellable area: ca. 60,6k sqm

Start of construction: Q2 2016  
Completion date: Q4 2019

### Description of investments – completed (7)



#### Forum Wola

City: Warsaw  
District: Wola

No. of stages: 4

No. of units: ca. 880 units  
Total sellable area: ca. 47,3k sqm

Start of construction: Q3 2017  
Completion date: Q4 2020



#### Praga Arte

City: Warsaw  
District: Praga Południe

No. of stages: 1

No. of units: ca. 250 units  
Total sellable area: ca. 12,9k sqm

Start of construction: Q3 2019  
Completion date: Q4 2020



#### Leśna Przystań

City: Wrocław  
District: Psie Pole

No. of stages: 1

No. of units: ca. 30 units  
Total sellable area: ca. 3,8k sqm

Start of construction: Q1 2019  
Completion date: Q4 2020



Please contact us:  
Investor Relations ROBYG S.A.  
[ri@robyg.com.pl](mailto:ri@robyg.com.pl)  
(22) 419 11 00

Number of signed developer and preliminary agreements\*: **2 738** (net after cancellations)

Number of concluded development agreements\*: **2 516**

Number of recognized in revenues: **2 715**

Units on offer: **2 021** (out of which **9%** finished goods)

Revenues: PLN **1 105** million

Strang cash position\*\*: PLN **372** milion

Operating cash flow: PLN **281** milion  
(excl. purchase of new plots)

\* Including the number of units contracted by ROBYG WPB Sp. z o.o. (formerly: Wrocławskie Przedsiębiorstwo Budowlane Sp. z o.o.) in Q1 2020 before acquisition of the Company by ROBYG Group.

\*\* Including amounts kept on individual escrow accounts.





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