## FINANCIAL RESULTS 2022

Warsaw, March 2023









PART 01 Summary

**PART 02** 

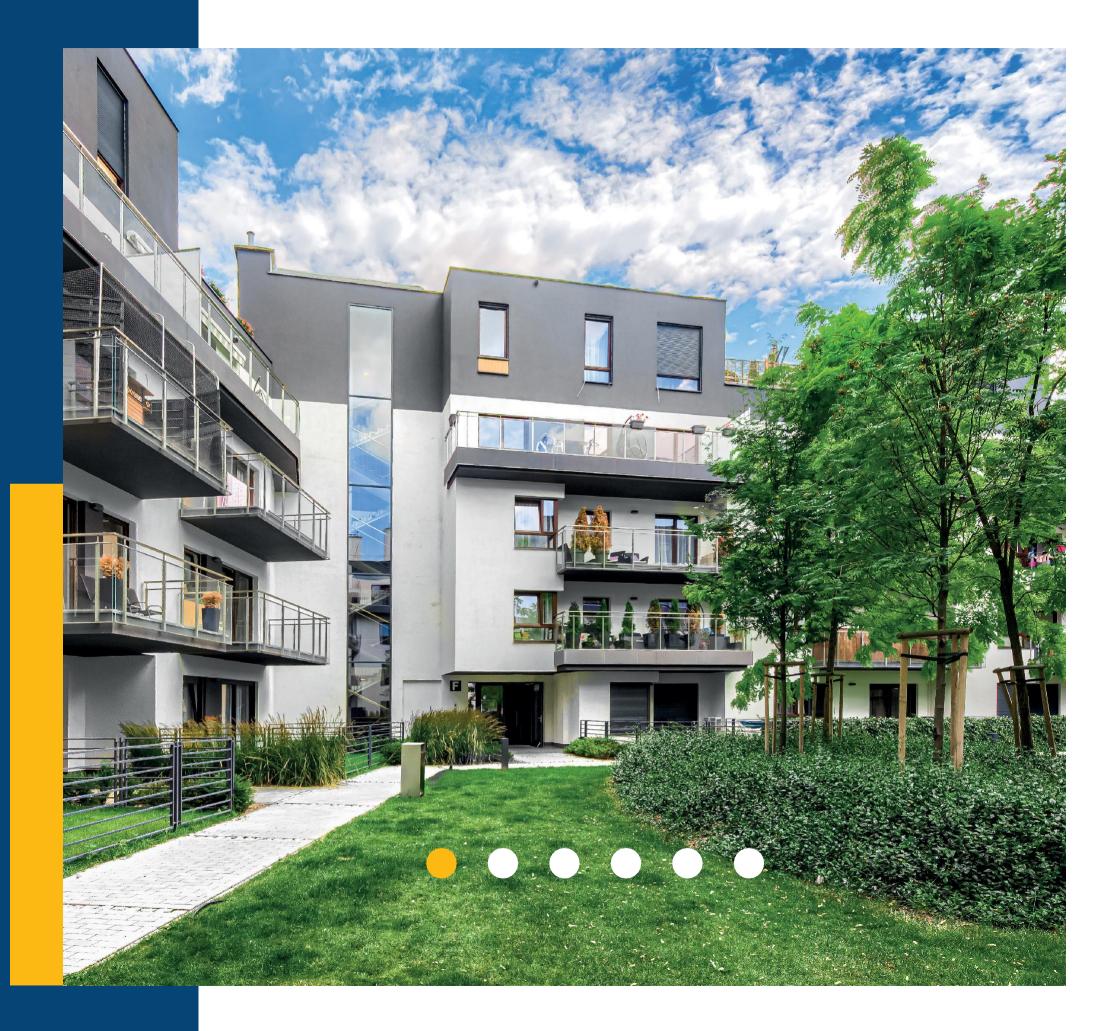
**Presales and revenue's perspective** 

PART 03 Financial results

PART 04 Plans of ROBYG Group

PART 05 ESG

PART 06 Appendices





# PART 01 Summary 2022

#### **01. Summary 2022**

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Summary

Revenues:

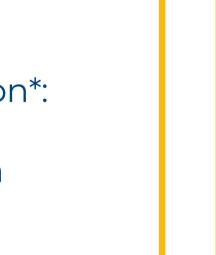
PLN 1 505 million

Strong cash position\*:

PLN 572 million

\* Including amounts kept on individual escrow accounts.

### ROBYG





#### PLN 193 million

(excl. purchase of new plots)

#### 01. Summary 2022

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Summary

Developer agreements signed: **2144** (net after cancellations)

Number of units under construction: **4 739** 

Units on offer: **4 386** (out of which 7% finished goods)

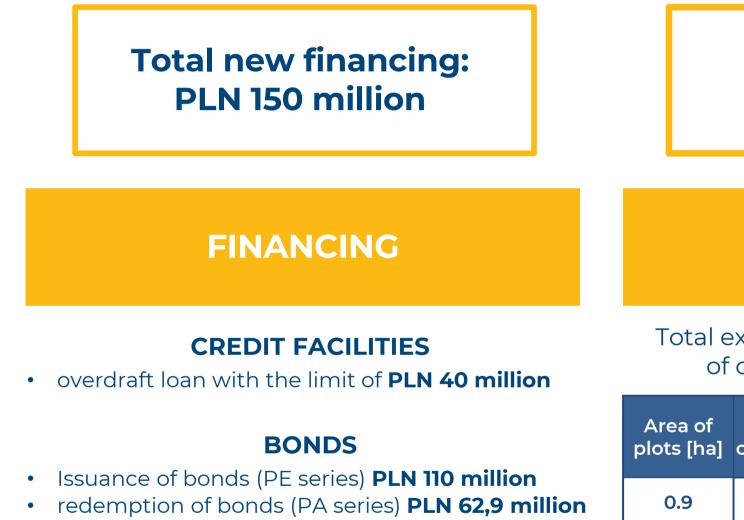
### ROBYG

#### Units presold: **2114** (net after cancellations)

#### 01. Summary 2022

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

**ROBYG Group – material acquisitions and financial activities** 



### ROBYG

#### New plots

### **NEW PLOTS**

Warsaw, Gdansk

0.5

Total expected potential for construction of ca. **13 000 sqm** of usable area.

Type of contracts	Potential of sellable area [sqm]	Locations
Final	11 000	Warsaw, Praga Południe
Final	2 000	Gdansk, Olszynka





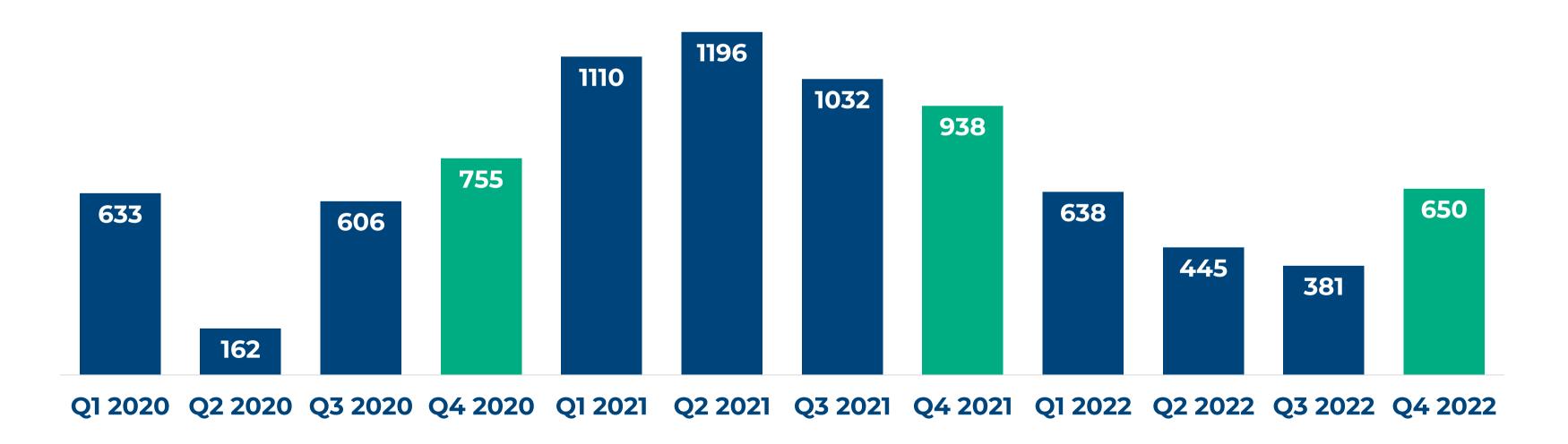
# PART 02 Presale & revenue perspective

#### 

**ROBYG Group – presale structure** 

Presale in Q1-4 2022: 2 114 units (-29% Q1-4'22/Q1-4'17-21\*), PLN 1 076 million (-13% Q1-4'22/Q1-4'17-21\*)





\* The average number/value of contracted units from Q1-4 for 2017-2021 was used as comparable data.

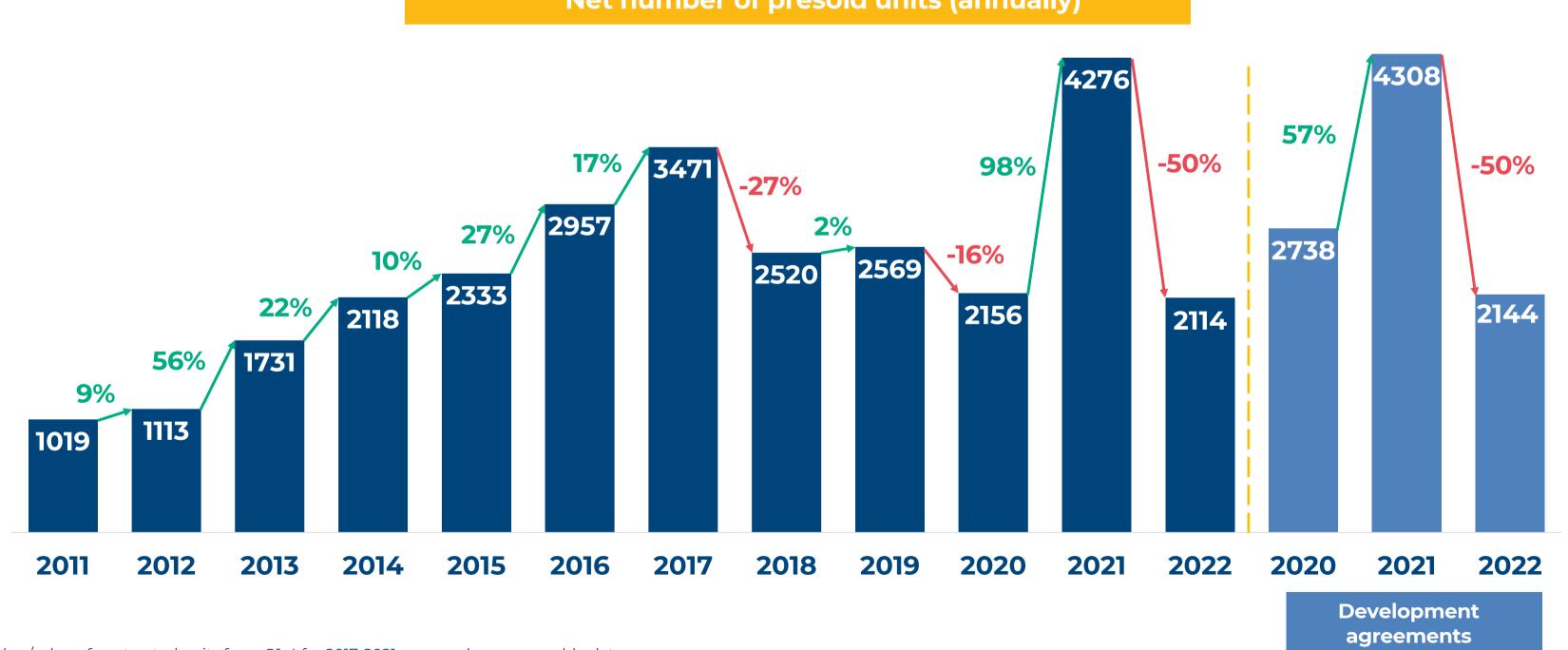


#### 

**ROBYG Group – presale structure** 

Presale in Q1-4 2022: 2 114 units (-29% Q1-4'22/Q1-4'17-21\*), PLN 1 076 million (-13% Q1-4'22/Q1-4'17-21\*)

Net number of presold units (annually)



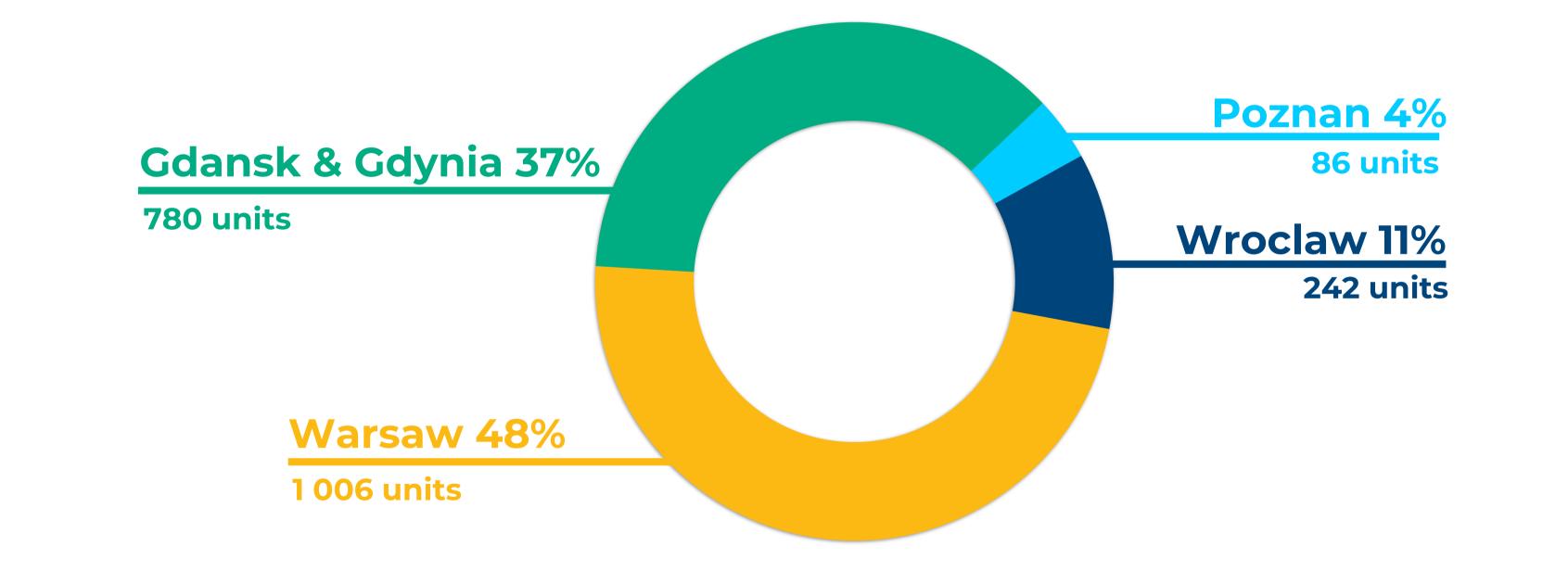
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#### 

**ROBYG Group – presale structure** 

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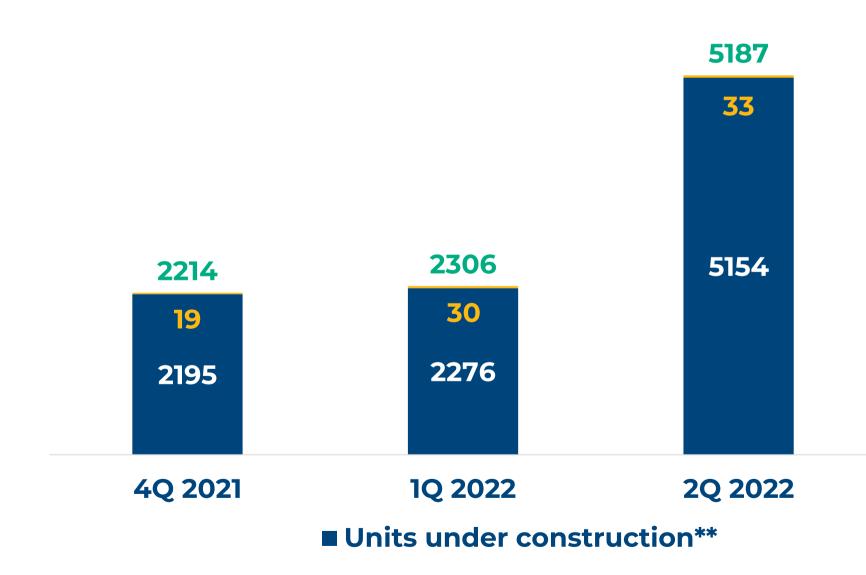


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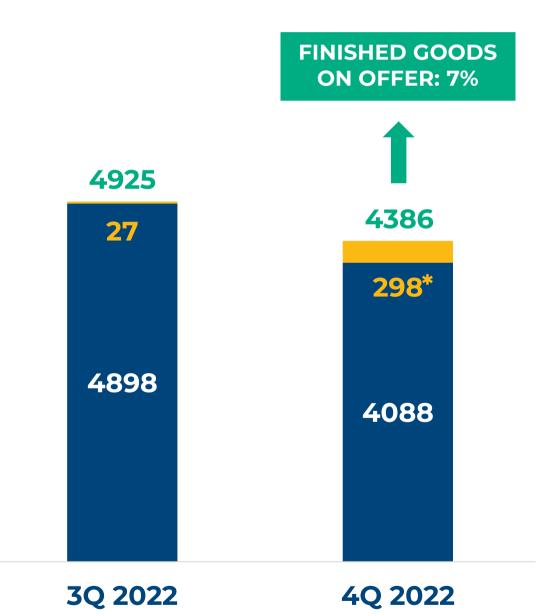
#### $\bullet \bullet \bullet \bullet \bullet \bullet$

**ROBYG Group – units on offer** 



\* The offer is decreased by 3 commercial units which are rented. The offer included units for sale which were previously planned for rent. \*\* Including residential units in presale which construction has not begun yet (as at 31 December 2022).

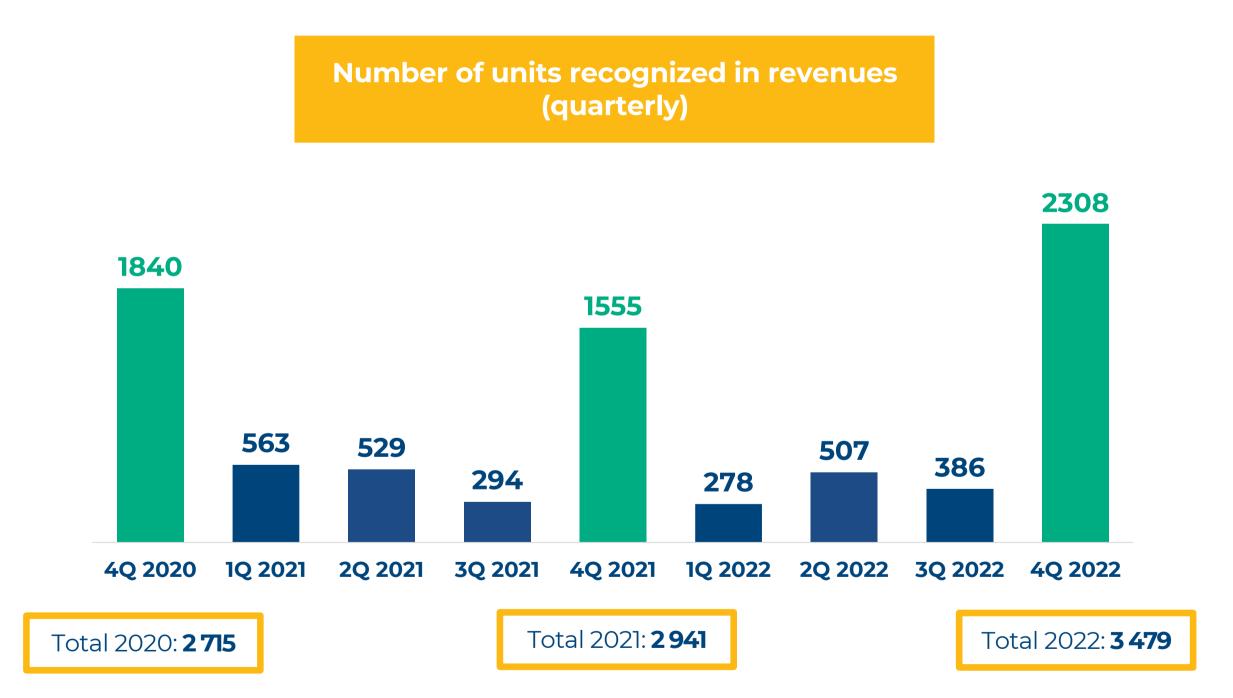
### ROBYG



Units completed

#### 

#### **ROBYG Group – revenue recognition (as at 31 December 2022)**



### ROBYG

## Recognition potential of units in revenues

## Units not presold and not recognized: 4 389

Completed: 301

Under construction: 2 233

Which construction has not started yet, but included in pre-sales process: **1855** 

#### Units presold and not recognized: 3 129

Completed: 515

Under construction: **2 506** Which construction has not started yet, but included in pre-sales process: **108** 

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Number of units to be completed in 2023-2024 and also (contracted) until 31 December 2022

Note: Estimation of the completed investments may change.		20	22	20	23	2024		Total & Presold 2023+2024	
		Total units	Presold	Total units	Presold	Total units	Presold	Total units	Presold
	<b>Young City 2, Modern City</b> – Warsaw	256	(254)	182	(87)	303	(49)	485	(136)
	<b>Osiedle Życzliwa Praga, Praga Arte, Praga Deco, Jutrzenki 43</b> – Warsaw	584	(584)	159	(159)	351	(47)	510	(206)
	<b>Royal Residence, Ogrody Wilanów, Apartamenty Królewskie</b> – Warsaw	68	(66)	544	(413)	-	-	544	(413)
	<b>Mój Ursus, City Sfera, Sady Ursynów</b> – Warsaw	1025	(875)	816	(728)	-	-	816	(728)
	<b>Zajezdnia Wrzeszcz, Porto, Młode Stogi, Wendy</b> – Gdansk & Gdynia	467	(466)	146	(61)	171	(3)	317	(64)
	<b>Park Południe, Więcej, Szumilas, Wiśniowa Aleja</b> – Gdansk	707	(620)	278	(86)	-	-	278	(86)
	Lawendowe Wzgórza, Stacja Nowy Gdansk, Moment, Vista, Lagom – Gdansk	195	(181)	564	(328)	41	(7)	605	(335)
	<b>Nowa Letnica, Nadmotławie Estates, Sea Salt</b> – Gdansk	165	(155)	560	(174)	118	(20)	678	(194)
	<b>Jagodno, WPB, Początek Piątkowo</b> – Wroclaw & Poznan	430	(413)	486	(300)	-	-	486	(300)
		3 897	(3 614)	3 735	(2 336)	984	(126)	4 719	(2 462)
		*+816	(+515)	-	-	**+764	-	+764	-
		4 713	(4 129)	3 735	(2 336)	1748	(126)	5 483	(2 464)
		-1 234	(-650)	+1 234	(+650)	+1 289	-	+1 234	(+650)
	Potential of handovers	3 479	(3 479)	4 969	(2 986)	3 037	(126)	6 717	(3 112)
	Handovers (estimated)	3 479	(3 479)	3 680	(2 986)	2 650	(126)	6 330	(3 112)
completed in prior years to be recognised.					<b>81</b> %		5%		<b>49</b> %

\*) Units completed in prior years to be recognised.

### ROBYG

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#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Number of units to be completed in 2023

#### Gdansk

#### Warsaw

Project	Total no. of units to be completed in 2023	
Nowa Letnica	390	
Lawendowe Wzgórze / Stacja Nowy Gdansk	361	
Nadmotławie	170	
Szumilas	150	
Porto	146	
Wiśniowa Aleja	128	
Moment	116	
Vista	87	
TOTAL	1 548	

Project	Total no. of units to be completed in 2023		Project	Total no. of units to be completed in 2023	
Mój Ursus	720		Jagodno	197	
Royal Residence	544		Początek Piątkowo	140	
Osiedle Życzliwa Praga	iwa Praga 159		Osiedle nad Widawą - WPB	138	
Sady Ursynów	96		Dożynkowa 43 - WPB	11	
Modern City	94		TOTAL	486	
Young City 2	88				
TOTAL	1 701				

## ROBYG

#### Wroclaw & Poznan

**TOTAL** Gdansk / Warsaw / Wroclaw / Poznan : **3 735** 

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Number of units to be completed in 2024

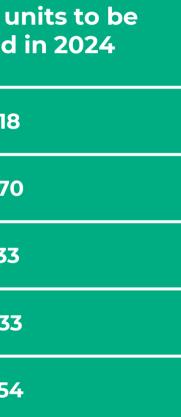
#### **Gdansk & Gdynia**

#### Warsaw

Project	Total no. of units to be completed in 2024
Wendy	171
Sea Salt	118
Lagom	41
TOTAL	330

Project	Total no. of u completed
Praga Piano	218
Rytm Mokotowa	170
Modern City	133
Jutrzenki 92	133
TOTAL	654

### ROBYG



New projects/stages: 764

TOTAL Gdansk / Gdynia / Warsaw: 1748





# PART 03 Financial result

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### **Financial results**

(PLNk)	Q1-4 2022
Revenues	1 505 499
Cost of sales	(1 094 688)
Gross profit on sales	410 811
Selling and marketing expenses	(28 123)
Administrative expenses	(49 972)
Other*	106 123
Operating profit	438 839
Finance income	15 463
Finance costs	(11 429)
Profit before tax	442 873
Income tax expense	(89 321)
Net profit	353 552
Net profit attributable to equity holders of the parent	354 215
Gross profit margin on sales	27,3%
Net profit margin	23,5%

\* \* Incl. revaluation of investment properties.

Q1-4 2021	Change
1 299 900	15,8%
(929 778)	17,7%
370 122	11,0%
(36 850)	(23,7%)
(48 814)	2,4%
206 142	NA
490 600	(10,6%)
13 614	13,6%
(9 279)	23,2%
494 935	(10,5%)
(97 876)	(8,7%)
397 059	(11,0%)
396 659	(10,7%)
28,5%	N/A
30,5%	N/A

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### **Financial condition**

(PLNk)	Q1-4 2022	Q1-4 2021	Change
Total assets, including:	3 522 878	3 479 289	1,3%
Non-current assets, including:	664 070	709 734	(6,4%)
Investment properties and investment properties under construction	517 050	522 641	(1,1%)
Inventories	2 108 769	1 925 257	9,5%
Trade and other receivables	139 237	166 143	(16,2%)
Amounts kept on individual escrow accounts	147 618	172 141	(14,2%)
Cash and cash equivalents	424 483	298 786	42,1%
Non-current assets classified as held for sale	-	195 582	(100,0%)
Equity:	1 138 793	1 380 351	(17,5%)
Total liabilities, including:	2 384 085	2 098 938	13,5%
LT interest bearing liabilities	391 393	621 587	(37,0%)
Current interest bearing liabilities	650 211	21 074	2 985,4%
Advances received from clients	798 214	955 044	(16,4%)

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### **Statement of cash flow**

	(PLNk)
Net	cash flows from operating activities, including:
E	Expenditures for the purchase of new plots
Net	cash flows from investing activities, including:
E	Expenditures for the purchase of new plots
	Proceeds from sale of IP and assets previously classifie as held for sale
Net	cash flows from financing activities, including:
F	Proceeds from issue of bonds
E	Equity investment
F	Repayment of bonds
F	Proceeds from loans and borrowings
F	Repayment of bank and loans
F	Paid dividend
I	nterest and commissions paid

Net change in cash and cash equivalents

	Q1-4 2022	Q1-4 2021
	146 756	238 926
	(46 509)	(346 127)
	240 176	(167 564)
	-	(196 069)
fied	232 563	26 382
	(261 235)	27 926
	110 000	150 000
	-	100 000
	(62 907)	(45 300)
	1 552 842	410 216
	(1 228 024)	(445 896)
	(600 000)	-
	(41 795)	(31 484)
	(125 697)	99 288

#### 

#### **Debt financing**

Nominal value and maturity of bank credit facilities and bonds as at December 31st, 2022 (PLNm).

DEBT - Aging	<1 year	1-2 years	2-3 years	3-4 years	4-5 years	Over 5 years	Total
BANK CREDIT FACILITIES	339.13	0.00	0.00	0.00	0.00	0.00	339.13
BONDS	297.09	100.00	170.00	90.00	00.00	0.00	657.09
TOTAL	636.22	100.00	170.00	90.00	00.00	0.00	936.22

#### **DEBT – Aging**

#### **DEBT – Interest Rate Risk Managing**

IRS transactions in the total amount of PLN 470 million.

#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

#### Leverage and collections as at December 31st, 2022

Net debt ratio\* = 0.39

\*\* Net debt = interest bearing liabilities + derivatives + guarantees granted – intercompany loans – cash and cash equivalents – amounts kept on individual escrow accounts

Amount collected from clients and from sold plots in Q1-4 2022 = PLN 1 568 million

#### Amount to be collected from clients\* = PLN 773 million

\* Calculated based on the signed agreements with clients.

### **ROBYG**

#### \* Net debt ratio = net debt \*\* / equity





# **PART 04** Plans of ROBYG Group

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Strategy

Strategy for the operational and business activities of the ROBYG Group agreed with TAG Immobilien AG (hereinafter: "TAG") for all TAG activities on the Polish residential market, i.e. for the activities of the ROBYG Group and Vantage Development S.A.

Areas	ROBYG Group
Legal structures	Sepa
Business segment	Construction and sale of residential and commercial units
Financing	Own funds and external financing
Management structure	Common management structu main operating activities (in areas
Transactions between groups	Provid

### ROBYG

Vantage Development Group

parate capital groups

PRS (private rented sector) – flats for rent Activities funded by TAG ure and shared auxiliary functions supporting the

s such as finance, marketing, administration, etc.)

ided on market terms.

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Strategic goals

Number of presold of residential units in 2023 app. 2.500 units

Increase of sales in the years ahead

Accumulating financial resources to strengthening liquidity

Maintaining the margins

**Realisation of the ROBYG's ESG strategy** 



#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

#### Total land bank 13 825 units + 4 386 units on offer = 18 211 units

Gdansk/Gdynia			Warsaw			Wroclaw		
District	Number of units	%	District	Number of units	%	District	Number of units	%
Śródmieście/Gdynia	610	<b>21</b> %	Włochy	2 080	<b>32</b> %	Other*	1 150	100%
Nowy Port	445	15%	Ursus	500	8%	TOTAL: 1 150 units – 8%		
Śródmieście/Gdansk	745	25%	Mokotów/Czerniaków	655	10%			
Kowale	585	20%	Bemowo/Chrzanów	390	6%			
Olszynka	310	11%	Wilanów	365	6%			
Zaspa	155	5%	Bemowo/Jelonki	300	5%			
Brzeźno	75	3%	Tarchomin	15	<1%			
TOTAL: 2	TOTAL: 2 925 units – 21% Other*		Other*	2 165	33%			
			TOTAL: 6 470 units – 47%					

\* Preliminary land purchase agreements.

\*\* Units which presale has already begun (as at 31 December 2022) not included.

## ROBYG

#### Poznan

District	Number of units	%		
Piątkowo	1 295	<b>39</b> %		
Rataje	1 035	<b>32</b> %		
Ostrów Tumski	950	<b>29</b> %		
TOTAL: 3 280 units – 24%				

#### TOTAL\*\*: Gdansk / Gdynia + Warsaw + Wroclaw + Poznan = 13 825 units

#### 

#### **Commercial potential = 55 000 sqm of usable area**

#### **Commercial potential = 55 000 sqm of usable area**

WROCLAW\* 35 000



**TOTAL: 55 000 sqm** 

\* Preliminary land purchase agreements.

### ROBYG

POZNAN 20 000





# PART 05

ESG

# Creating people and planet friendly spaces

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#### **05. ESG** FOR SOCIETY AND ENVIRONMENT

#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

### MISSION

"Our goal at ROBYG is to build homes and suitable surroundings for our clients. We develop homes and housing developments for entire communities

that are integrated with the surrounding investments. We aim to build for the benefit of our clients with consideration for the nature and communities which already exist."



Oscar Kazanelson Chairman of the Supervisory Board

### **OUR VALUES**

#### 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**

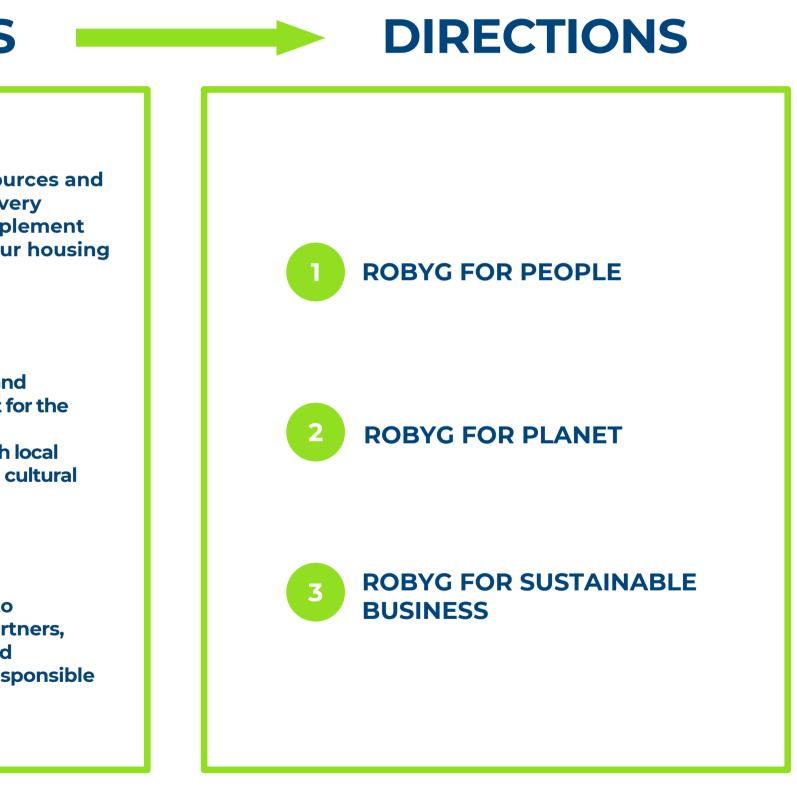


We support local communities and foundations, we provide support for the most deprived members of the communities. We cooperate with local businesses and take part in local cultural and sporting events.

#### RESPONSIBILITY



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



#### **05. ESG – Environmental dimension** ROBYG FOR PLANET

#### $\bullet \bullet \bullet \bullet \bullet \bullet$



\* Estimated values. Data for all projects in company's history unless otherwise stated

### ROBYG

#### **Focus Areas**

- Green standard: successfully incorporating ecofriendly and low-carbon solutions
- mentily and low-carbon solutions
- Making 15-minute city concept a reality
- Water and biodiversity

#### **Strategic Goals**

- 1. ROBYG as the number 1 low-carbon housing developer in Poland:
- a) 100% of renewable energy during the construction process in ROBYG by the end of 2024,
- b) disclosure of CO2 emissions in Scope 1, 2 and deployment of reporting CO2 emission in Scope 3 in accordance with GHG Protocol starting in 2021.

2. Over 70% of ROBYG housing concepts to be in line with the 15-minute city concept and increase to over 80% by the end of 2025.

3. ROBYG as the leader in incorporating biodiversity & water policy in all its housing development projects.

#### **05. ESG – Environmental dimension ROBYG FOR PLANET**

#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

### **ROBYG GREEN STANDARD**



15 minutes to all important services



Local estates green and recreation facilities inc. private parks and forest



Pro-ecological rain gardens and green roofs



Led lighting

Flower

meadows



Micromobility friendly estates with bicycle parkings and repair points



Birdhouses and shelters for insects

Outside and inside

electric cars

chargers

ୢ୰ୢ

Watering

with

rainwater





Photovoltaic panels



Smart House system in the apartment



Solar benches



Triple-glazed windows



Environmentally friendly external insulation



Sidewalks from cubes anti-smog

Weather management system and motion sensors



Facilities for people with disabilities



Rain gardens and green roofs

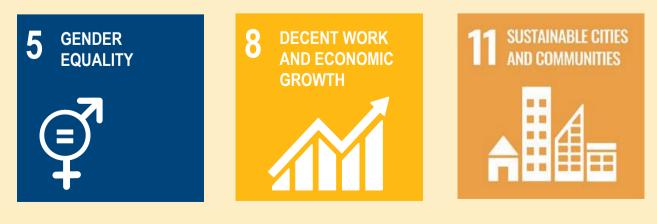
#### 05. ESG – Social dimension **ROBYG FOR PEOPLE**

#### 



For us, construction is part of a new community shaping process, which combines such elements as building housing estates, developing infrastructure, shaping green areas, as well as recreational, integration and relaxation places. We truly believe that we are not only laying the foundations for new residential areas but also for communities. We also consider our social footprint by having the ambition to be an employer that attracts, retains and develops people. ROBYG for People is also about building a communities for ROBYG satisfied customers.

#### We support sustainable goals United Nations:



#### **Focus Areas**





## 

#### **Strategic Goals**



\* Estimated values. Data for all projects in company's history unless otherwise stated

### ROBYG

- Building new, integrated communities
- Employee well-being: be the employer that attracts, retains and grows people.
- Client satisfaction

Be the housing developer that local communities & neighbours welcome and value the most. Be the employer of first choice within the housing development sector in Poland Balanced gender diversity in management team and in managerial positions: striving to achieve at least 30% of women in the Management Board and Supervisory Board by the end of 2025.

• **ROBYG Zero Accidents**: the ultimate goal is to have no accidents

Maintain ratio of over 80% satisfied clients after hand overs and increase to 90% by end of 2025

#### **05. ESG – Social dimension ROBYG FOR PEOPLE**

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#### **HUMAN BALANCE**



**Outdoor recreation areas** 

Schools and pre-schools



Playgrounds





**Co-working spaces** 



Stores, services, restaurants



**Micro-mobility** 

### ROBYG

Outdoor gyms



#### Multi-purpose sports fields



**Smart House by Keemple** 



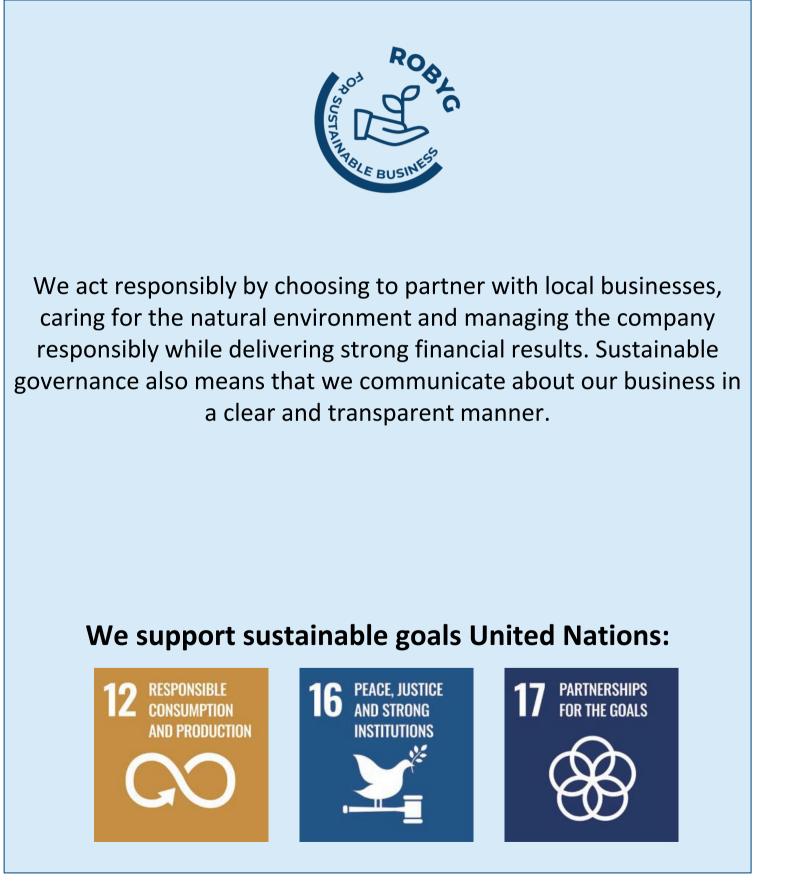
**Barrier-free estates** 



Proximity to transportation

#### **05. ESG – Governance dimension ROBYG FOR SUSTAINABLE BUSSINES**

#### 



#### **Focus Areas**



#### **Strategic Goals**



\* Estimated values. Data for all projects in company's history unless otherwise stated

- ESG in management practices
- Annual ESG disclosure & transparent business

- ROBYG ESG Website www.esg.robyg.pl
- ROBYG ESG Strategy
- ROBYG's goal is to be recognized as a leader in ESG on the Polish real estate development market
- The first ROBYG ESG Report in GRI Standards published
- In January 2022, ROBYG became a signatory to the **UNGC** and intends to periodically report the implementation of the 10 UN sustainable development goals.





#### $\bullet \bullet \bullet \bullet \bullet \bullet$

All of us at ROBYG acknowledge how important sustainable growth is for the envirnomnent and society. So far we have done a lot, but we treat this is 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

#### **06. Appendices**

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

#### Senior Management Team



<b>Alex Goor</b> Chairman of the SB of ROBYG Construction	<b>Filip Cackowski</b> Deputy CFO, CFO of ROBYG Construction	<b>Rafal Michalski</b> Head of Technical Department CEO ROBYG Construction	Joanna Chojecka Sales & Marketing Director in Warsaw and Wroclaw	<b>Anna Wojciechowska</b> Head of ESG / Sales & Marketing Director in Gdansk and Poznan	<b>Wojciech Gruza</b> Head of Legal Department
Years at ROBYG: 12	Years at ROBYG: 13	Years at ROBYG: 17	Years at ROBYG: 17	Years at ROBYG: 10	Years at ROBYG: 21

## ROBYG

**Artur Ceglarz** Vice President, Head of Business Dev.



Years at ROBYG: 21

- CDO since 2019
- CFO 2007-2019

Dariusz Pawlukowicz Vice President, Head of HR



Years at ROBYG: 1

#### $\bullet \bullet \bullet \bullet \bullet \bullet$

## **Ownership structure**

TAG Immobilien AG holds indirectly 100% of ROBYG S.A. shares.

TAG Immobilien AG is a MDAX-listed (Frankfurt Stock Exchange) real estate company.



### $\bullet \bullet \bullet \bullet \bullet \bullet$

## TAG Immobilien AG consolidated financials (EURm)

(EURm)	2022	2021	2020	2019	2018
Assets	8 214,6	7 088,6	6 478,0	5 647,0	5 033,3
Equity	3 307,7	3 129,5	2 681,5	2 394,2	2 048,3
EBITDA (adjusted)	233,5	226,1	222,3	214,7	206,4
Consolidated net profit	117,3	585,6	402,6	456,4	488,2

**Financial data** 

### **Credit rating**

Agencja	Short-term rating	
Standard & Poor's	A-3	
Moody's	Non-Prime	

TAG Immobilien AG – Investor Relations: **www.tag-ag.com/en/investor-relations** 

Long-term rating
BBB-
Bal

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (1)**



### Lawendowe Wzgórza / Stacja Nowy Gdansk

City: Gdansk District: Jasień

No. of stages: ca. 40 Stages completed: 37 Stages under construction: 3

No. of units: 3 697 units (completed: 3 336 units) Total sellable area: ca. 173,0k sqm

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



City: Warsaw District: Bemowo

No. of stages: 8 Stages completed: 5

No. of units: ca. 870 units (completed: 556 units) Total sellable area: ca. 46,3k. sqm

Start of construction: Q4 2010 Planned completion date: Q2 2027

# ROBYG

#### **Osiedle Kameralne**



#### **City Sfera**

City: Warsaw District: Włochy

No. of stages: 14 Stages completed: 5

No. of units: ca. 1 600 units (completed: 789 units) Total sellable area: ca. 70,0k sqm

Start of construction: Q3 2018 Planned completion date: Q4 2028

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

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



#### Nowa Letnica

City: Gdansk District: Letnica

No. of stages: 15 Stages completed: 14 Stages under construction: 1

No. of units: ca. 2 200 units (completed: 1 808 units) Total sellable area: ca.113,7k sqm

Start of construction: Q1 2017 Planned completion date: Q4 2023



City: Warsaw District: Bemowo

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

No. of units: ca. 540 units (completed: 58 units) Total sellable area: ca. 26,7k sqm

Start of construction: Q3 2017 Planned completion date: Q4 2026

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

### Young City 2



#### **Modern City**

City: Warsaw **District: Bemowo** 

No. of stages: 9 Stages completed: 3 Stages under construction\*: 6

No. of units: ca. 940 units completed: 390 units) Total sellable area: ca. 43,9k sqm

Start of construction: Q4 2018 Planned completion date: Q3 2026

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (3)**



#### Jagodno

City: Wroclaw District: Krzyki

No. of stages: 10 Stages completed: 4 Stages under construction\*: 6

No. of units: ca. 850 units (completed: 563 units) Total sellable area: ca. 49,1k sqm

Start of construction: Q1 2019 Planned completion date: Q2 2025



City: Warsaw District: Tarchomin

No. of stages: 7 Stages completed: 5 Stages under construction: 1

No. of units: ca. 800 units (completed: 624 units) Total sellable area: ca. 37,7k sqm

Start of construction: Q2 2019 Planned completion date: Q4 2024

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

#### Osiedle Życzliwa Praga



#### Nadmotławie Estate

City: Gdansk District: Śródmieście

No. of stages: 12 Stages completed: 6 Stages under construction: 1

No. of units: ca. 1 430 units (completed: 512 units) Total sellable area: ca. 67,7k sqm

Start of construction: Q2 2019 Planned completion date: Q2 2028

#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (4)**



#### Moment

City: Gdansk District: Ujeścisko

No. of stages: 4 Stages completed: 1 Stages under construction: 3

No. of units: ca. 200 units (completed: 91 units) Total sellable area: ca. 10,3k sqm

Start of construction: Q2 2019 Planned completion date: Q4 2023



City: Warsaw **District: Ursus** 

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

No. of units: ca. 2 300 units (completed: 895 units) Total sellable area: ca. 111,7k sqm

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

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

#### Mój Ursus



#### Lagom

City: Gdansk District: Ujeścisko

No. of stages: 1 Stages under construction: 1

No. of units: 41 units Total sellable area: ca. 5,7k sqm

Start of construction: Q3 2020 Planned completion date: Q2 2024

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (5)**



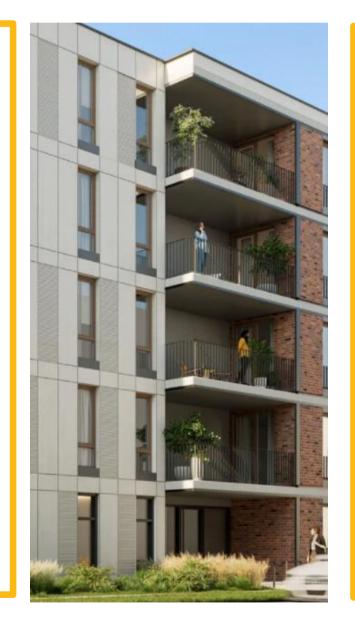
#### Szumilas

City: Gdansk (Kowale)

No. of stages: 6 Stages completed: 1 Stages under construction\*: 2

No. of units: ca. 900 units (completed: 110 units) Total sellable area: ca. 44,3k sqm

Start of construction: Q1 2021 Planned completion date: Q3 2027



City: Warsaw District: Wilanów

No. of stages: 7 Stages under construction\*: 5

No. of units: 1 140 units Total sellable area: ca. 64,2k sqm

Start of construction: Q4 2021 Planned completion date: Q3 2026

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

#### **Royal Residence**



#### Porto

City: Gdansk **District: Nowy Port** 

No. of stages: 17 Stages completed: 2 Stages under construction\*:5

No. of units: ca. 1 040 units (completed: 146 units) Total sellable area: ca. 57,8k sqm

Start of construction: Q1 2021 Planned completion date: Q4 2027

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

### **Description of investments – under construction (6)**



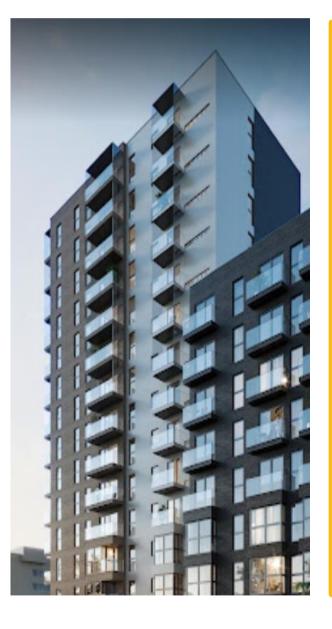
#### Sea Salt

City: Gańsk District: Zaspa

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

No. of units: 118 units Total sellable area: ca. 6,1k sqm

Start of construction: Q4 2022 Planned completion date: Q3 2024



City: Poznań District: Piątkowo

No. of stages: 6 Stages under construction: 1

No. of units: 1 430 units Total sellable area: ca. 64,1k sqm

Start of construction: Q3 2021 Planned completion date: Q4 2028

# ROBYG

#### Początek Piątkowo



#### Sady Ursynów

City: Warsaw District: Ursynów

No. of stages: 5 Stages under construction: 1

No. of units: 600 units Total sellable area: ca. 28,6k sqm

Start of construction: Q2 2022 Planned completion date: Q1 2028

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (7)**



#### Wiśniowa Aleja

City: Gdańsk District: Ujeścisko

No. of stages: 2 Stages under construction: 2

No. of units: 200 units Total sellable area: ca. 9,7k sqm

Start of construction: Q1 2022 Planned completion date: Q3 2025



City: Gdańsk District: Piecki-Migowo

No. of stages: 1 Stages under construction: 1

No. of units: 90 units Total sellable area: ca. 4,4k sqm

Start of construction: Q2 2022 Planned completion date: Q4 2023

# ROBYG

#### VISTA



#### Dożynkowa 43

City: Wrocław District: Krzyki

No. of stages: 1 Stages under construction: 1

No. of units: 11 units Total sellable area: ca. 1,5k sqm

Start of construction: Q2 2022 Planned completion date: Q4 2023

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

### **Description of investments – under construction (8)**



#### Osiedle nad Widawą

City: Wrocław District: Psie Pole

No. of stages: 1 Stages under construction: 1

No. of units: 138 units Total sellable area: ca. 6,8k sqm

Start of construction: Q2 2022 Planned completion date: Q4 2023



City: Warszawa District: Mokotów

No. of stages: 6 Stages under construction\*: 2

No. of units: 1 060 units Total sellable area: ca. 58,7k sqm

Start of construction: Q1 2023 Planned completion date: Q1 2027

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

#### Rytm Mokotowa



#### Praga Piano

City: Warszawa District: Praga Południe

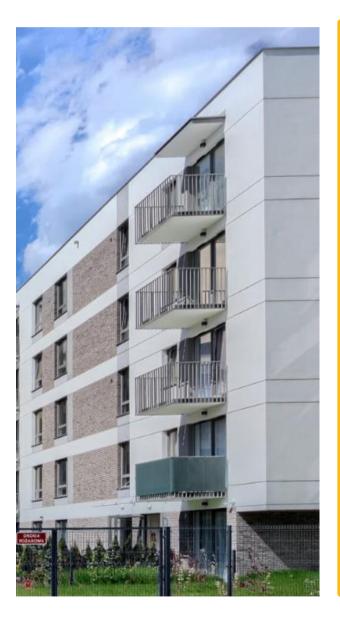
No. of stages: 1 Stages under construction\*: 1

No. of units: 214 units Total sellable area: ca. 15,7k sqm

Start of construction: Q1 2023 Planned completion date: Q3 2024

#### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – under construction (9)**



#### Jutrzenki 92

City: Warszawa **District: Włochy** 

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

No. of units: 133 units Total sellable area: ca. 6,8k sqm

Start of construction: Q1 2023 Planned completion date: Q3 2024



City: Gdynia District: Śródmieście

No. of stages: 5 Stages under construction\*: 1

No. of units: 780 units Total sellable area: ca. 40,0k sqm

Start of construction: Q1 2023 Planned completion date: Q2 2027

\* Including stages in presale which construction has not yet begun (as at 31 December 2022).

# ROBYG

#### Wendy

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



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

# **ROBYG**

#### **Osiedle Zdrowa**



### 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

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



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

# **ROBYG**

#### **Osiedle Królewskie**



#### **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

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



City: Warsaw **District: Wola** 

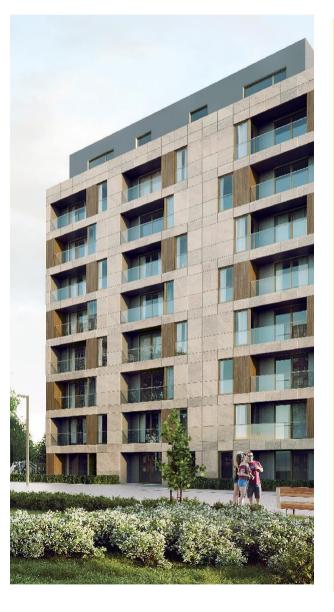
No. of stages: 1

No. of units: 317 units Total sellable area: 16,9k sqm

Start of construction: Q4 2014 Completion date: Q2 2016

# ROBYG

#### Park Wola Residence



#### 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

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



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

# **ROBYG**

#### Młody Wilanów



#### Mila Baltica

City: Gdansk District: Zaspa

No. of stages: 2

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

Start of construction: Q3 2015 Completion date: Q3 2017

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – completed (5)**



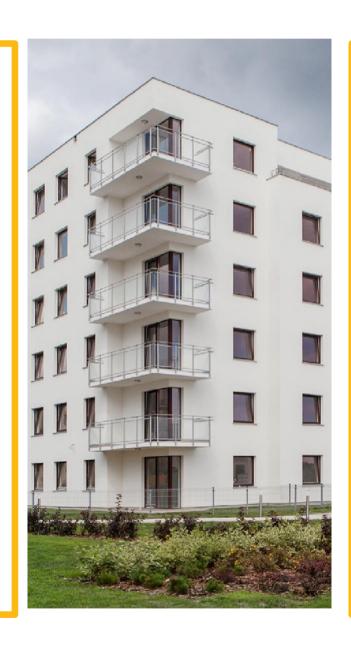
#### Apartamenty Villa Nobile

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



City: Gdansk 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

# **ROBYG**

#### Słoneczna Morena



#### MoreNova

City: Gdansk District: Piecki-Migowo

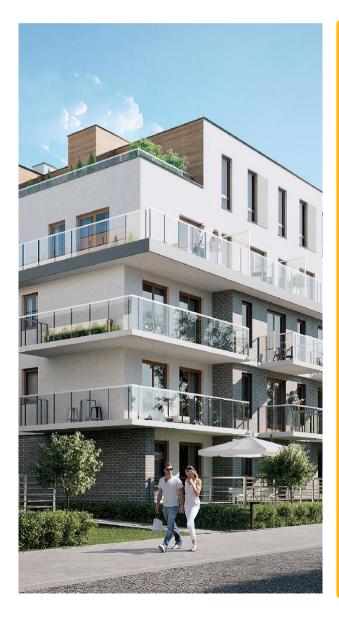
No. of stages: 3

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

Start of construction: Q2 2016 Completion date: Q2 2019

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



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

# **ROBYG**

#### Green Mokotów



#### 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

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **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



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

# **ROBYG**

#### Praga Arte



#### Leśna Przystań

City: Wroclaw **District: Osobowice** 

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

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – completed (8)**



#### Willa Nad Potokiem

City: Wroclaw District: Fabryczna

No. of stages: 1

No. of units: 13 units Total sellable area: ca. 0,7k sqm

Start of construction: Q3 2019 Completion date: Q2 2021



City: Wroclaw District: Psie Pole

No. of stages: 3

No. of units: 309 units Total sellable area: ca. 14,8k sqm

Start of construction: Q1 2020 Completion date: Q4 2021

# ROBYG

#### Uroczysko



#### Zajezdnia Wrzeszcz

City: Gdansk District: Wrzeszcz

No. of stages: 14

No. of units: 1 615 units Total sellable area: ca. 84,6k sqm

Start of construction: Q4 2016 Completion date: Q2 2022

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – completed (9)**



#### Więcej

City: Gdansk District: Łostowice

No. of stages: 2

No. of units: 378 units Total sellable area: ca. 16,2k sqm

Start of construction: Q1 2020 Completion date: Q4 2022



City: Gdansk District: Łostowice

No. of stages: 8

No. of units: 565 units Total sellable area: ca. 24,8k sqm

Start of construction: Q2 2019 Completion date: Q4 2022

# ROBYG

#### Park Południe



#### Apartamenty Królewskie

City: Warsaw District: Wilanów

No. of stages: 2

No. of units: 147 units Total sellable area: ca. 8,6k sqm

Start of construction: Q2 2019 Completion date: Q4 2022

### $\bullet \bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – completed (10)**



#### Praga Deco

City: Warsaw District: Praga Południe

No. of stages: 1

No. of units: 192 units Total sellable area: ca. 9,3k sqm

Start of construction: Q1 2021 Completion date: Q4 2022



City: Wroclaw District: Krzyki

No. of stages: 2

No. of units: 210 units Total sellable area: ca. 11,1k sqm

Start of construction: Q1 2020 Completion date: Q4 2022

# ROBYG

#### Wojszyckie Alejki



#### Młode Stogi

City: Gdansk District: Stogi

No. of stages: 1

No. of units: 160 units Total sellable area: ca. 7,9k sqm

Start of construction: Q1 2021 Completion date: Q4 2022

### $\bullet \bullet \bullet \bullet \bullet \bullet$

## **Description of investments – completed (11)**



#### Kameralna Olszówka

City: Wrocław District: Krzyki

No. of stages: 1

No. of units: 55 units Total sellable area: ca. 3,2k sqm

Start of construction: Q2 2021 Completion date: Q4 2022

## Summary 2022

#### 

**Please contact us: Investor Relations** ROBYG S.A.

ri@robyg.com.pl

(22) 419 11 00

Units presold: **2 114** (net after cancellations)

Developer agreements signed: **2144** (net after cancellations)

Units on offer: **4 386** (out of which 7% are finished goods)

Revenues: PLN 1505 million

Strong cash position\*: PLN **572** milion

Operating cash flow: PLN **193** milion (excl. purchase of new plots)

\* Including amounts kept on individual escrow accounts.

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