



Press release

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RONSON Development with record high sales volume in 2020

In 2020 RONSON Development contracted the sale of a record high number of 918 units, which is 21% more yoy (761 units) and also delivered a record number of 966 units, which is 47% more yoy (658).

In Q4 2020 RONSON contracted the sale of 257 units comparing to 256 units in the same period of 2019. The number of units delivered to the customers, which will be recognized in the profit and loss account for Q4 2020, was 167 compared to 124 in the same quarter year before.

2020 was very challenging, especially at the breakdown of the pandemic in the early spring, when nobody knew what the coming weeks and months will bring. Ultimately, it turned out that customers' and investors' perception of Real Estate market as the safe haven allowed our business to perform very well in this challenging times. At the same time the past year gave the possibility of dynamic development in the housing sector to those companies, which were properly prepared for it. Despite the uncertainty at the beginning of the year RONSON team remained focused and put great effort to keep the business operations going. We stayed in touch with the customers during lockdown as well as continued development of existing projects according to the schedule and launched new ones. As a result of huge engagement of our team in 2020 we sold as many as 918 units – a record number in Company's history. What supported us in keeping an attractive offer for the customers was the strong financial situation of the Company, additionally strengthened by a very successful issuance of bonds in the autumn.

We are cautiously optimistic when it comes to the market situation this year. It seems that low interest rates will continue to support demand for apartments and attract buyers interested in capital protection. We are working hard on making the best use of the market environment for the further development of the Company. We have numerous attractive projects in the offer and in preparation. Our goal is to boast another sales success this year – says Boaz Haim, CEO of RONSON Development.

We are very pleased with the sales results achieved in 2020. The main triggers of sales were our flagship projects Ursus Centralny and Miasto Moje projects in Warsaw (266 and 198 units respectively) and Panoramika in Szczecin (108 units). Thanks to the continuous expansion of our land bank our offer remains diverse and attractive which is crucial to maintain the sales pace at the appropriate level. This is also important as one of the main challenges in the market nowadays is obtaining administrative decisions on time. We continue to monitor the market in

search for attractive plots and are preparing for commencement of new, interesting projects this year, including wide range of types and sizes of apartments as well as compact houses. We are also continuing the development our multi-stage projects like Miasto Moje and Ursus Centralny in Warsaw, very popular among our customers. – says Andrzej Gutowski, Vice-President, Sales and Marketing Director, RONSON Development.

In 2020, the largest number of units were delivered in the Warsaw-based City Link IV project (288), Poznań-based Grunwald2 (236 units) and Szczecin-based Panoramika (195). In Q4 2020 the largest number of units were delivered in Warsaw-based Miasto Moje (98) Panoramika (35) and Grunwald2 (16).

About RONSON Development

RONSON Development is an experienced, well established, dynamically expanding real estate developer with residential investments in major Polish cities, mainly in Warsaw, as well as in Poznań, Wrocław, and Szczecin.

Since its foundation in 2000, RONSON has gained the trust of thousands of clients, making it one of the leading real estate developers in Poland. The company has been listed on the Warsaw Stock Exchange since 2007.

RONSON creates spaces for good and convenient living. The company's portfolio currently includes units tailored to the needs of various client groups – including both apartments and popular flats.

RONSON Development is a member of the Polish Association of Real Estate Developers. Numerous awards and certificates confirm clients' trust in the company. These include an award in the development services category of the Polish Construction Eagles 2014 competition as well as the Developer of the Year 2013 award from the Central Office for National Certification.

RONSON is also the recipient of numerous prestigious awards from stock market analysts and investors. In 2013, the company placed 1st in the "Investor Relations" category of the Listed Company of the Year ranking hosted by daily Puls Biznesu. In 2017, the Company's website received the Issuer's Golden Website award in a competition organized by the Polish Association of Listed Companies. In 2020, the Company was at the forefront of the National Ranking of the Best Housing Developers 2020, organized by the Strefa Gospodarki magazine of Dziennik Gazeta Prawna.

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