



Press release

August 10, 2023

**RONSON Development is publishing financial results for the first half of 2023.**

**Massive increase in sales and the developer's readiness for the second half of the year**

- **494 units sold in 1H 2023 (vs. 213 in 1H 2022) – [+132% y/y]**
- **Delivery of 385 units (vs. 360 in 1H 2022)**
- **The Company's revenues from the sale of residential and commercial units amounted to PLN 176.4 million**
- **Operating profit in H1 2023 reached PLN 34.4 million (vs. PLN 17.6 million in H1 2022)**
- **Net profit – PLN 26.5 million vs. PLN 9.8 million in H1 2022**
- **9 ongoing projects – 5 projects have been finished and are available for purchase (by June 30, 2023 – 895 units available for sale)**
- **The Company has secured a land bank for the activity in the coming years**

RONSON Development, one of the largest developers in the country, operating in the Polish market since 2000, has released its financial results for the first half of 2023. The company's total revenues from the sale of residential and commercial units amounted to PLN 176.4 million. The progress of projects' implementation played a role in the revenues, with

385 units being delivered in the first half of the year. The company's operating profit for the first half of 2023 reached PLN 34.4 million, compared to PLN 17.6 million in the first half of 2022. The net profit amounted to PLN 26.5 million, compared to PLN 9.8 million in the first half of 2022.

RONSON Development sold 494 units in the first half of the year. The main sales drivers in this period were Miasto Moje projects (133 units), Ursus Centralny (129), Viva Jagodno (71) and Grunwald Między Drzewami (48). Currently, the developer has 895 units available for sale. The company is preparing an additional 16 residential projects and 6 PRS (Private Rented Sector) projects. The land bank is secured for the activity in the coming years.

*– The significant increase in apartment sales during the first half of 2023 – a remarkable 132% year-on-year for our Company – is the result of various factors. Certainly, the change in the Polish Financial Supervision Authority recommendations regarding creditworthiness calculations played a role, as did the launch of the Safe Credit 2% program, which strongly motivated those clients, who had deferred their purchasing decisions for a long time, but returned due to concerns about depletion of the developer's offer or further price increases. I believe that the „base effect” also played a role, as just a year ago we were facing a purchasing downturn. During that time, in the middle of the previous year, we operated strategically and introduced the largest sales offer in the company's history, which enabled us to be well-prepared for the current strong market rebound – says **Boaz Haim**, CEO of RONSON Development. As he adds – We are prepared to respond to the demand expressed by our customers in the second half of the year as well. Throughout the second part of the year, we plan to launch two new projects – the fifth stage of the Nowe Warzymice investment in Szczecin, where 60 apartments will be built, and an entirely new project in the Dolny Mokotów district in Warsaw, Zielono Mi, where 92 apartments will be constructed.*

**Andrzej Gutowski**, Vice President and Sales Director of RONSON Development, acknowledges that the Safe Credit 2% program has significantly stimulated customers who were deferring their apartment purchase decisions. As he adds – *We anticipate that the second wave of customers will come around the turn of August and September when possibly a majority of banks may join the program. We expect strong sales in the second half of the year, for which, of course, we will be prepared. At this point, our sales portfolio encompasses nearly 900 units, and we have further project launches in the pipeline.*

Vice President Gutowski emphasizes that the launch of the Safe Credit 2% program is another short-term solution that stimulates the market in an uneven manner, only on the demand side. – *The development environment has been advocating for changes on the supply side for years – increasing land availability in cities, improving infrastructure, and streamlining administrative procedures.*

**Yaron Shama**, CFO of RONSON Development comments – *Across all our projects, RONSON is continuing to focus on projects profitability, with strong cash flow capabilities supported by our sound financial risk management practises to anticipate and deliver our products to our different customer segments that we serve. And he adds – While the uncertainties in the macroeconomic and operating environment persist, I am confident that RONSON's strong financial performance, alongside our business model and resilient portfolio, position the Group well to continue to provide the products to our customers, generate the required cash flow for further expansion, as well as create sustainable value to our shareholders.*

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### **About RONSON Development**

RONSON Development is an experienced, dynamically expanding developer, conducting housing investments in the largest Polish cities, mainly in Warsaw, as well as in Poznań, Wrocław and Szczecin. From the beginning of its operation in 2000 RONSON gained the trust of thousands of customers, making it one of the leading development companies in Poland. RONSON creates spaces where you feel good and live comfortable. It is a pioneer of the ecological solutions that are introduced with climate protection and living cost reduction of the customers in mind. Currently, the company's offer includes tailoring flats to the needs of various customer groups - there are both apartments, as well as premises from the popular segment. RONSON Development is a member of the Polish Association Development Companies. The evidence of customers' trust in the company are numerous awards and certificates including an award in the developer services category in the Orły Polskiego Budownictwa 2014 competition, and the Emblem of the Developer of the Year 2013, awarded by the Central National Certification Bureau. RONSON is also of many prestigious awards granted by the group analysts and stock market investors. In 2013, the company reached first place in the Stock Exchange ranking Company of the Year in the "Investor Relations" category,

organized by the Puls Biznesu daily. In turn, in 2017, the Company's website was awarded the title of the Issuer's Golden Website, in a competition organized by the Association of Stock Exchange Issuers. In 2020 The company was at the forefront of the National Ranking of the Best Developers Housing 2020, organized by the Dziennik Gazeta Prawna's Economic Zone Magazine. In 2021, the Company was awarded the title of Business Superbrands 2021.

In April 2023, RONSON Development was honored with the title of Property Leader by Otodom 2022, and the Nowe Warzymice project received the Visionary 2022 award for the best utilization of eco-trends in a property development investment.

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