



## Summary Presentation addressing Financial Results of 2023

14th March 2024

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# MANAGEMENT BOARD



**BOAZ HAIM** - CEO

Serves as CEO of the Company since November 2019 and as a board member of the Company since April 2019. Prior to that, he was a partner in the law firm of Keinan, Haim & Co.



**KAROLINA BRONSZEWSKA** - MARKETING AND INNOVATION DIRECTOR

In Ronson from 2007 working as Marketing Manager. Since 2021 she was appointed Marketing and Innovation Director of the company. Prior to that, a real estate consultant at Ober-Haus Real Estate.



**YARON SHAMA** - CFO

Serves as the Company's CFO as of February 2020. Prior to that, he served as CFO of Bellport Corp. Has experience in various managerial positions in real estate companies in Poland.



**ANDRZEJ GUTOWSKI** - SALES DIRECTOR

In Ronson since 2003, appointed as Director of Sales for the Company, before that he served as marketing director and board member of the Emerson consulting agency.



קבוצת עמוס לוזון יזמות ואנרגיה בע"מ

As of March 2022, Ronson is fully owned by the Luzon Group - which is led by the owner, CEO and director Amos Luzon.

# COMPANY OVERVIEW

# COMPANY SUMMARY

**EXPERIENCED RESIDENTIAL REAL ESTATE DEVELOPER  
WELL ESTABLISHED IN POLAND**

- Present in Poland since 2000
- Active in 4 cities (Warsaw, Wrocław, Poznań and Szczecin)
- Focused on mid-class residential projects
- Adequate project mix and size enabling accelerated Company growth
- Shareholders with sector knowledge

**Current operations include:**

**7** projects ongoing  
and

**5** completed projects offered for sale

(at 31 December 2023 Ronson offer 385 units)

**17** Further residential projects  
in preparation for around 4 802 units

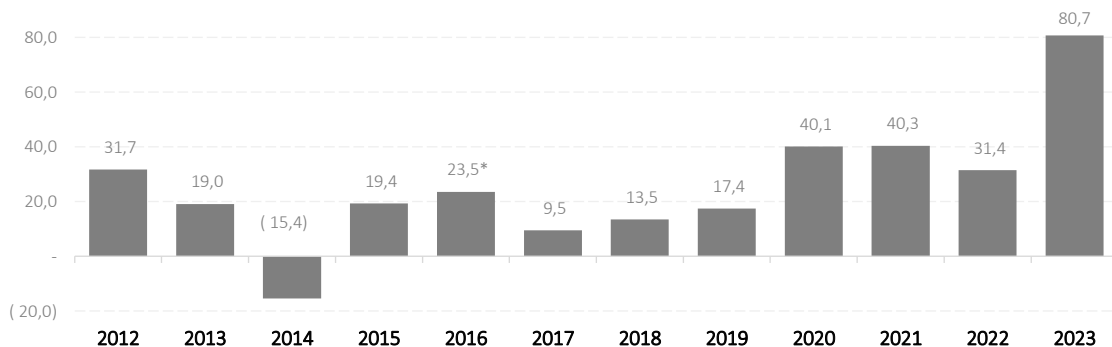
**6** PRS projects  
in preparation for around 1 433 units

**ATTRACTIVE LAND BANK IS ONE OF RONSON'S ADVANTAGES  
DECIDING ABOUT ITS GROWTH POTENTIAL**

# COMPANY HIGHLIGHTS

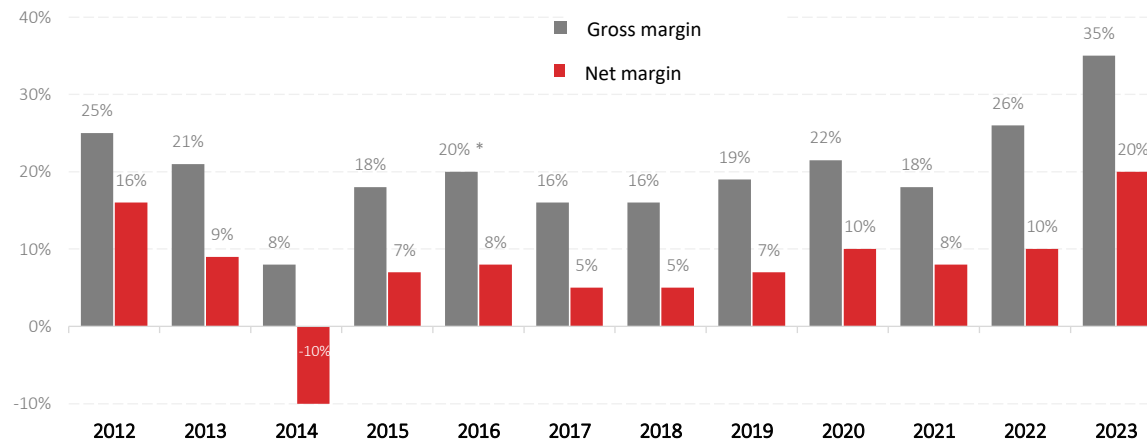
## (BASED ON: COMPANY'S FINANCIAL STATEMENTS)

### NET PROFIT (PLN MILLION)



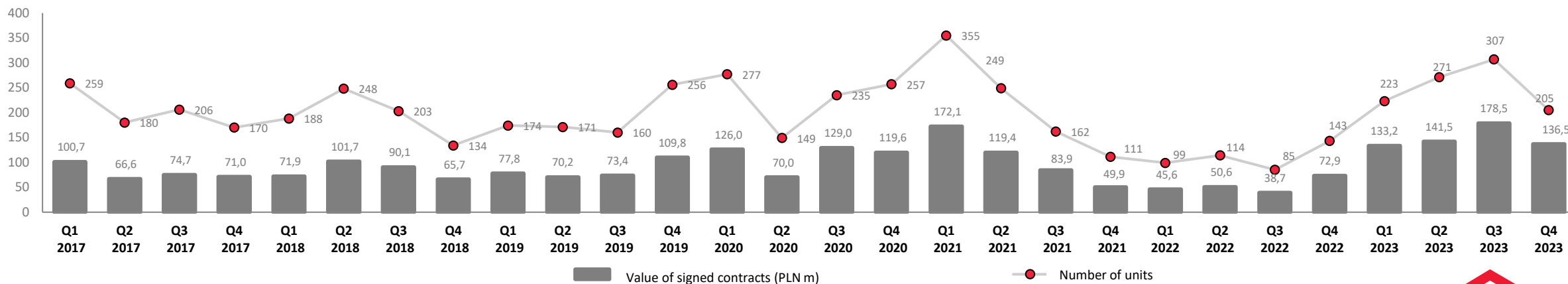
\* Excluding one time event of selling Nova Krolikarnia (net profit PLN 41 million)

### MARGINS (%)



\* Excluding one time event of selling Nova Krolikarnia

### 1006 UNITS SOLD DURING 2023





# **BRIEF SUMMARY OF COMPANY'S ACHIEVEMENTS DURING 2023**

# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED

31 DECEMBER 2023

		FY 2023	FY 2022
Pre-sales	↑	<b>1006</b> units (PLN 589.7 m)	<b>441</b> units (PLN 207.8 m)
Deliveries*	↑	<b>796</b> units (PLN 395.9 m)	<b>745</b> units (PLN 317.1 m)
Commenced Projects	↓	<b>11</b> units	<b>1 020</b> units
Completed Projects	↑	<b>995</b> units	<b>471</b> units
Net Profit	↑	PLN <b>80.7</b> m	PLN <b>31.4</b> m
Net debt to equity **	↓	<b>10.6%</b>	<b>53.0%</b>

\* Including delivery of 2 units (PLN 1.5 m) in 2023 and delivery of 25 units (PLN 16.9 m) in YE 2022 in Wilanów Tulip (company share 50%)

\*\* without money on escrow account



# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED 31 DECEMBER 2023

- Sale of 1006 units:

Ursus Centralny - <b>328</b> units	Osiedle Vola – <b>67</b> units	Nowa Północ – <b>68</b> units	Nova Królikarnia 4b1 – <b>3</b> unit
Miasto Moje – <b>261</b> units	Między Drzewami – <b>83</b> units	Eko Falenty – <b>23</b> units	Wilanów Tulip – <b>1</b> unit
Viva Jagodno – <b>100</b> units	Nowe Warzymice – <b>51</b> units	Grunwaldzka – <b>18</b> units	Other projects – <b>3</b> unit

- Delivery of 796 units (for details see slide „P&L HIGHLIGHTS, REVENUE AND GROSS MARGIN”)

- Commencement of 1 Projects Sale / Construction 11 units

Start of Sales and Construction:

- Nova Królikarnia 4b1 in February of 11 units with total area of 2 566 m<sup>2</sup>

- Completion of 7 Projects

- Ursus Centralny IV (2B) project – 206 units with total area 11 758 m<sup>2</sup>
- Ursus Centralny V (2C) project – 223 units with total area 11 124 m<sup>2</sup>
- Miasto Moje VI – 227 units with total area 11 722 m<sup>2</sup>
- Nowe Warzymice IV – 75 units with total area 3 818 m<sup>2</sup>
- Viva Jagodno 2b – 152 units with total area 8 876 m<sup>2</sup>
- Grunwaldzka – 70 units with total area 3 351 m<sup>2</sup>
- Eko Falenty I – 42 units with total area 4 304 m<sup>2</sup>



# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED 31 DECEMBER 2023

- **Agreements for construction works**
  - **Miasto Moje VII** - agreement with Hochtief Polska S.A. for **PLN 70.4 m** signed on 01.03.2023
  - **Ursus Centralny VI (2E)** - agreement with Techbau Budownictwo Sp. z o. o. for **PLN 96.9 m** signed on 10.03.2023
  - **Nova Królikarnia 4b1** - agreement with TOTALBUD S.A. for **PLN 17.4 m** signed on 10.03.2023
- **Building permit**
  - **Miasto Moje VIII** – valid building permit received 20 January 2023
  - **Zielono Mi** - valid building permit received 18 October 2023
- **Occupancy Permit**
  - **Miasto Moje VI** – occupancy permit received 7 February 2023
  - **Ursus Centralny 2B** - occupancy permit received 30 March 2023
  - **Nowe Warzymice IV** – occupancy permit received 28 April 2023
  - **Viva Jagodno 2b** – occupancy permit received 11 May 2023
  - **Grunwaldzka** – occupancy permit received 19 May 2023
  - **Ursus Centralny 2C** - occupancy permit received 17 August 2023
  - **Eko Falenty** - occupancy permit received 16 October 2023
- **Bank Loans**
  - **Osiedla Vola** - Agreement for Bank financing Loan in the total amount of PLN 44.8 million signed on 12 April 2023
  - **Miedzy Drzewami I** - Agreement for Bank financing Loan in the total amount of PLN 40.5 million signed on 23 June 2023
  - **Nova Krolikarnia 4BI** - Agreement for Bank financing Loan in the total amount of PLN 29.0 million signed on 23 June 2023

# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED 31 DECEMBER 2023

## Purchase of land:

### Final agreements signed until 31 December 2023

Location	Type of agreement	Signed date	Agreement net value (PLN million)	Paid net till 31 December 2023 (PLN million)	Number of units	Potential PUM
Warsaw, Dobosza	final	10 Aug 2022, 2 Mar 2023	7.1	7.1	67	3 700
Warsaw, Marynin	final	17 Oct 2023	16.0	16.0	113	4 491
Warsaw, Biograficzna <sup>(1)</sup>	final	29 Nov 2023	11.0	11.0	242	4 851
<b>Total</b>			<b>34.1</b>	<b>34.1</b>	<b>422</b>	<b>13 042</b>

(1) The land designated for PRS activity

### Preliminary agreements signed until 31 December 2023

Location	Type of agreement	Signed date	Agreement net value (PLN million)	Paid net 31 December 2023 (PLN million)	Number of units	Potential PUM
Warsaw, Białołęka <sup>(1)</sup>	preliminary	23 Nov 2020	1.5	1.5	n/a	n/a
Warsaw, Ursus	preliminary	17 Jan 2022	140.0	16.1	1 860	85 000
<b>Total</b>			<b>141.5</b>	<b>17.6</b>	<b>1 860</b>	<b>85 000</b>

(1) The remaining plot to be purchased in Epopei project

# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED

31 DECEMBER 2023

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## **Bonds issuance**

On 3 July, 2023, the Company issued 60 000 series X secured bonds with a total value of PLN 60 mln złotych. The nominal value of one bond is PLN 1 000 and is equal to its issue value. The redemption date of series X bonds is 3 July, 2026. The interest rate on series X bonds consists of 6-month WIBOR plus a margin of 4.2%. Interest is payable semi-annually, in January and July, until the maturity date.

On 2 October 2023, the Company repaid first installment in amount of PLN 40 mln of outstanding series V bonds with total nominal value of PLN 100 mln. After this repayment, the number of outstanding bonds series V is PLN 60 mln.

## **Approval of Base prospectus for Bonds issuance**

On July 25, 2023, the Polish Financial Supervision Authority approved the base prospectus of the Company's Public Bond Issue Program prepared in connection with the public offering of bearer bonds with a total nominal value not exceeding PLN 175 000 000 (in words: one hundred and seventy-five million zlotys).

# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED

31 DECEMBER 2023

## RECENT DEVELOPMENTS (AFTER 31 DECEMBER 2023)

- **Establishment of a pledge on the Company's shares**

To secure claims from the issuance of debt securities by the Company's shareholder, Luzon Ronson N.V. (formerly under the name of I.T.R. Dori B.V.), on January 17, 2024, Luzon Ronson N.V., Luzon Ronson Properties Ltd. and the Company entered into agreements to establish a registered pledge in favor of the Pledgee on all of their shares in the Company's share capital.

### Issuance of Bonds

On January 19, 2024, the Company's Management Board adopted a resolution on the issuance of Series P2023A bonds covered by the base prospectus approved by the Financial Supervisory Commission on July 25, 2023. The subscription for the Bonds began on January 24, 2024 and ended on February 7, 2024. The Bonds were offered through a public offering, in which up to 60,000 unsecured Bonds with a par value of PLN 1,000 each were offered. The Bonds were offered at a fixed issue price equal to the par value of PLN 1,000. The interest rate on the Bonds is variable and will be set at six-month WIBOR (WIBOR 6M) plus a fixed margin of 3.85%. Subject to early redemption, the maturity date of the Bonds has been set for August 15, 2027

- **Construction Bank Loan agreements**

On 11th of January 2024 financing of Ursus Centralny 2E and Miasto Moje VII was signed, respectively for a total value of PLN 121,400 thousand and 77,900 thousand. 11 January 2024 is the date on which all financing formalities were completed, i.e., both loan and collateral agreements were signed by that date.

- **Building permit**

Project name	Location	Building permit date	Number of units	Area of units (m <sup>2</sup> )
Nowa Północ II-III	Szczecin	1 February 2024	340	16 632
<b>Total</b>			<b>340</b>	<b>16 632</b>

- **Agreements for construction works**

Project name	Location	Number of units	General contractor	Agreement signing date	Agreement net value (PLN million)	Additional provisions
Viva Jagodno III	Wrocław	58	Przedsiębiorstwo Budowlane ARKOP Sp. z o. o Sp. k.	12 January 2024	20.6	None
Zielono Mi I	Warsaw	92	Hochtief Sp. z o.o.	15 January 2024	32.5	None
Nowe Warzymice V.1	Szczecin	12	KMJ Deweloper Sp. z o. o.	14 February 2024	4.8	None
<b>Total</b>		<b>162</b>			<b>57.9</b>	

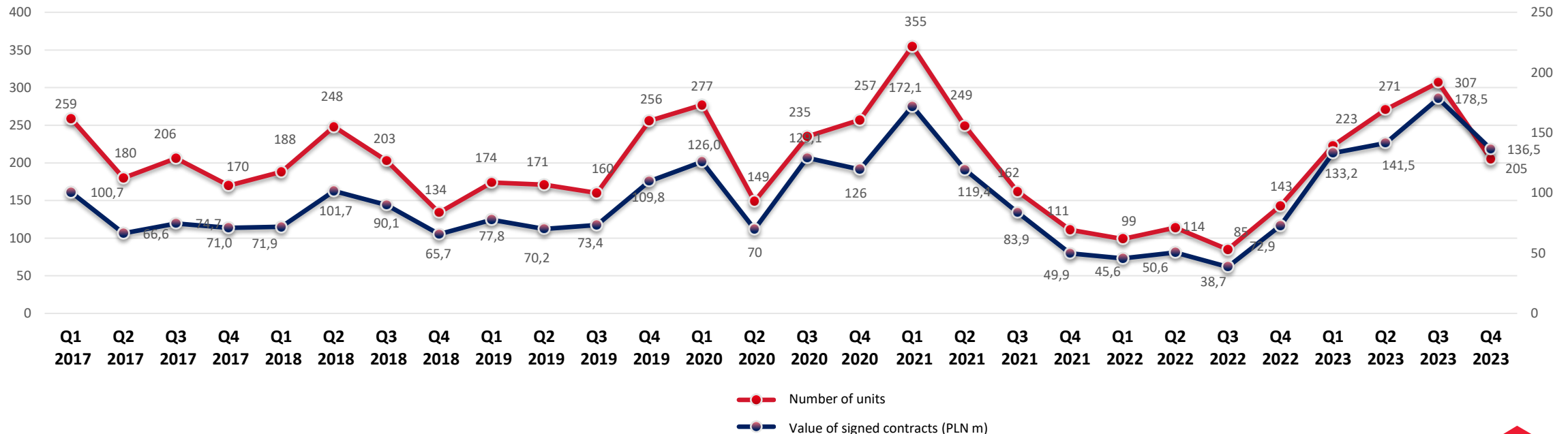


# **BRIEF SUMMARY OF COMPANY'S SALES AND PROJECTS FOR FY 2023**

# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED 31 DECEMBER 2023 QUARTERLY AND YEARLY SALES

## 1006 UNITS SOLD DURING FY 2023

- **Total number of units sold** during FY 2023 amounted to **1006**, compared to **441** units sold during FY 2022.
- Best-selling projects were: **Ursus Centralny** (328 units), **Miasto Moje** (261 units) and **Osiedle Vola** (67 units) in Warsaw, **Viva Jagodno** in Wroclaw (100 units) and **Grunwald Między Drzewami** in Poznań (83 units).
- **The average price** of apartments sold during FY 2023 amounted to **PLN 586,2 thousand**, which was higher than the average price of apartments sold during the FY 2022 (PLN 471 thousand). The increase of the average price was in general due to change of market trend (higher sale prices) and high demand.

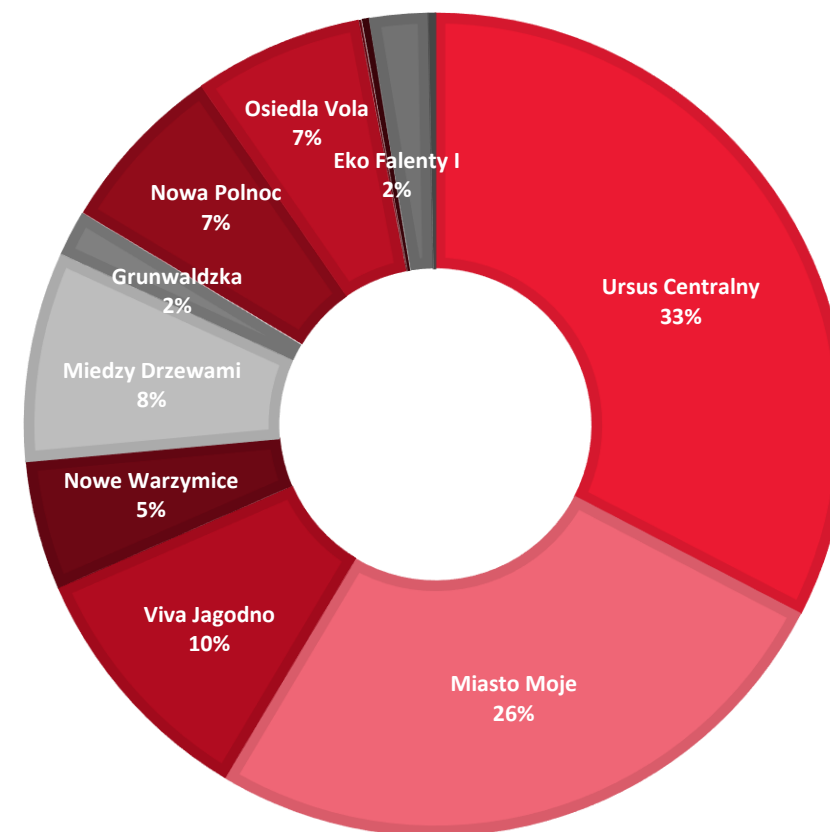


# COMPANY'S ACHIEVEMENTS DURING THE PERIOD ENDED 31 DECEMBER 2023 QUARTERLY AND YEARLY SALES

## 1006 UNITS SOLD DURING 2023

Completed projects	Completion date	1Q 2023	2Q 2023	3Q 2023	4Q 2023	2023
Ursus Centralny V (2c)	Q3 2023	22	11	80	25	138
Miasto Moje VI	Q1 2023	26	49	18	3	96
Viva Jagodno IIb	Q2 2023	46	22	9	3	80
Ursus Centralny IV (2b)	Q1 2023	40	11	-	-	51
Nowe Warzymice IV	Q2 2023	11	24	8	-	43
Grunwaldzka	Q2 2023	3	3	6	6	18
Viva Jagodno IIa	Q4 2022	2	-	8	-1	9
Miasto Moje V	Q3 2022	10	-	-1	1	10
Nowe Warzymice III	Q4 2022	3	-	1	-	4
Nowe Warzymice I	Q2 2021	1	1	-	-	2
Nowe Warzymice II	Q2 2022	-	-	2	-	2
Wilanow Tulip (under JV – 50%)	Q3 2021	1	-	-	-	1
Viva Jagodno I	Q3 2021	-	1	-	-	1
Eko Falenty I	Q4 2023	1	5	12	5	23
others	before 2021	1	-	-	2	3
<b>Completed projects total</b>		<b>167</b>	<b>127</b>	<b>143</b>	<b>44</b>	<b>481</b>
Ongoing projects		1Q 2023	2Q 2023	3Q 2023	4Q 2023	2023
Ursus Centralny VI (2e)		-	45	54	40	139
Miasto Moje VII		-	48	49	58	155
Osiedle Vola (Stuzienna)		30	15	16	6	67
Między Drzewami		17	31	12	23	83
Nowa Północ Ia		8	7	31	22	68
Nova Królikarnia 4b1 (Thame)		1	-	-	2	3
Viva Jagodno III		-	-	-	10	10
<b>Ongoing projects total</b>		<b>56</b>	<b>146</b>	<b>162</b>	<b>161</b>	<b>525</b>
<b>Total</b>		<b>223</b>	<b>273</b>	<b>305</b>	<b>205</b>	<b>1006</b>

## SALES 2023





# ONGOING PROJECTS (1/2)

926 UNITS UNDER CONSTRUCTION/SALE WITH 49 442 M<sup>2</sup>, OF WHICH 641 UNITS ARE IN **WARSAW**



**URSUS  
CENTRALNY V  
(IIE)**



**NOVA  
KRÓLIKARNIA 4B1**



**OSIEDLE  
WOLA**



**MIASTO  
MOJE VII**

**Project Name**

**Location**

**Start date**

**End date**

**Area**

**Units**

Warsaw, Ursus

Q1 2023

Q4 2024

16 127 m<sup>2</sup>

291

Warsaw, Mokotow

Q1 2023

Q2 2025

2 566 m<sup>2</sup>

11

Warsaw, Wola

Q2 2022

Q1 2024

4 851 m<sup>2</sup>

84

Warsaw, Białołęka

Q1 2023

Q4 2024

11 725 m<sup>2</sup>

255

# ONGOING PROJECTS (2/2)

926 UNITS UNDER CONSTRUCTION/SALE WITH 49 442 M<sup>2</sup>, OF WHICH 285 UNITS ARE IN POZNAŃ, SZCZECIN AND WROCŁAW



**MIĘDZY  
DRZEWAMI**



**NOWA  
PÓŁNOC IA**



**VIVA JAGODNO  
III**

**Project Name**

**Location**

**Start date**

**End date**

**Area**

**Units**

Poznań

Q4 2022

Q3 2024

5 803 m<sup>2</sup>

117

Szczecin

Q3 2022

Q1 2024

5 230 m<sup>2</sup>

110

Wrocław

Q3 2023\*

Q2 2025\*

3 140 m<sup>2</sup>

58

*\*Projects where sales started, but the construction not as at 31.12.2023*

# ONGOING PROJECTS

## ONGOING PROJECTS THAT MAY CONTRIBUTE TO P&L DURING 2024-2025

	Name of project	Location	Commencement	Completion	Area [m2]	Units sold	Units for sale	Units in total
<b>Projects under construction, with an expected completion date in 2024</b>								
1	Osiedle Vola	Warsaw	Q2 2022	Q1 2024	4 851	82	2	84
2	Nowa Północ Ia	Szczecin	Q3 2022	Q1 2024	5 230	82	28	110
3	Między Drzewami	Poznań	Q2 2022	Q3 2024	5 803	107	10	117
4	Miasto Moje VII	Warsaw	Q2 2022	Q4 2024	11 725	157	98	255
5	Ursus Centralny IIe	Warsaw	Q2 2022	Q4 2024	16 127	144	147	291
<b>Subtotal 2024</b>					<b>43 736</b>	<b>572</b>	<b>285</b>	<b>857</b>
<b>Projects with an expected completion date in 2025</b>								
6	Viva Jagodno III	Wrocław	Q1 2024	Q3 2025	3 140	13	45	58
7	Nova Królikarnia 4b1	Warsaw	Q1 2023	Q2 2025	2 566	3	8	11
<b>Subtotal 2025</b>					<b>5 706</b>	<b>16</b>	<b>53</b>	<b>69</b>
<b>Total</b>					<b>49 442</b>	<b>588</b>	<b>338</b>	<b>926</b>

# UNITS OFFERED FOR SALE AS AT 31 DECEMBER 2023 (1/2)

## UNITS OFFERED FOR SALE (385 IN TOTAL)

During 2023 the Company commenced the sales of:

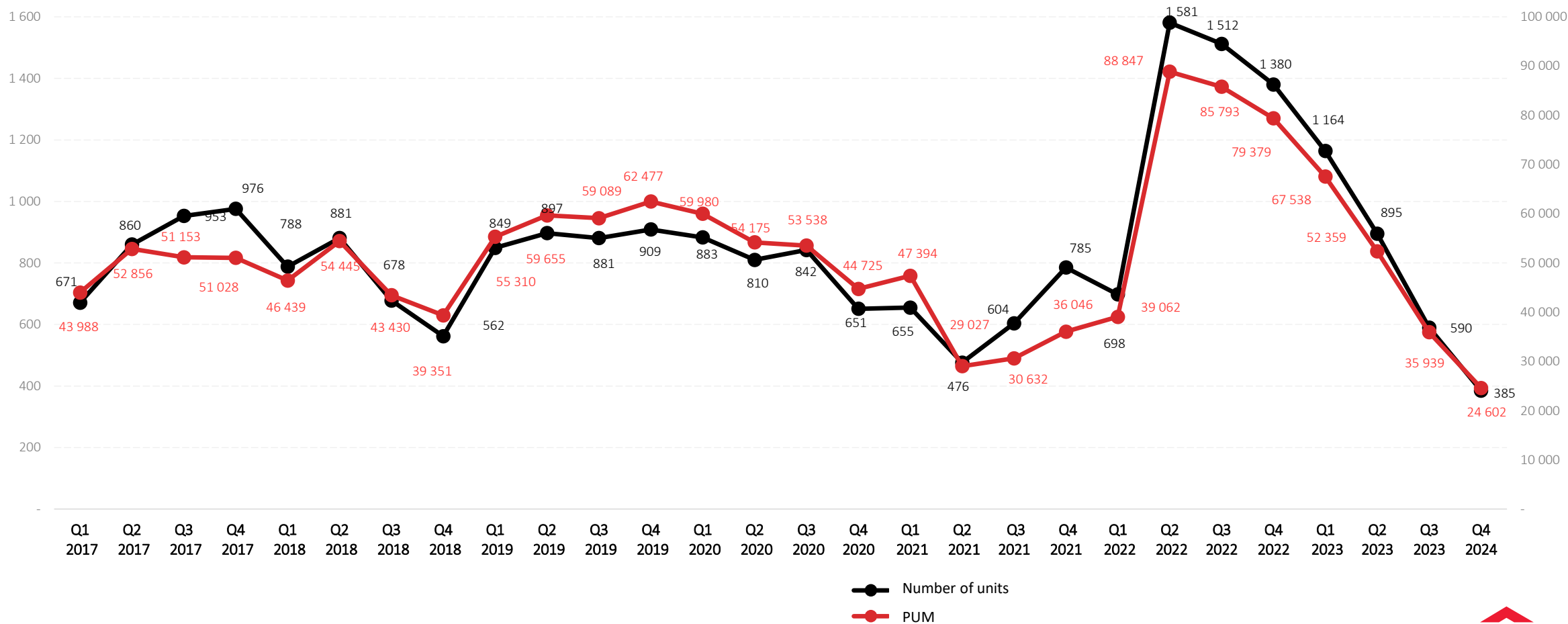
- **11 units** in **Nova Królikarnia 4b1** project

In total **11 units** in FY 2023 were commenced to the market.

Finished projects		Ongoing projects	
Eko Falenty I	15	Ursus Centralny IIc	147
Ursus Centralny IIc	11	Miasto Moje VII	98
Viva Jagodno IIb	8	Viva Jagodno III	45
Miasto Moje VI	4	Nowa Północ Ia	28
Nowe Warzymice IV	1	Między Drzewami	10
Other (old) projects	8	Nova Królikarnia 4b1	8
		Osiedle Vola	2
<b>Total</b>	<b>47</b>	<b>Total</b>	<b>338</b>

# UNITS OFFERED FOR SALE AS AT 31 DECEMBER 2023 (2/2)

## UNITS OFFERED FOR SALE (385 IN TOTAL)



# COMPLETED PROJECTS OFFERED FOR SALE

AS AT 31 DECEMBER 2023, 47 COMPLETED UNITS WITH 4 151 M2 WERE OFFERED FOR SALE IN 10 PROJECTS



**MIASTO MOJE VI**

- 4 units offered for sale
- In total: 227 units
- Location: Warszawa, Marywilka Street



**EKO FALENTY I**

- 15 units offered for sale
- In total: 42 units
- Location: Warszawa, Falenty, Urokliwa Street



**URSUS CENTRALNY IV (IIB- IIC)**

- 12 unit offered for sale
- In total: 429 units
- Location: Warszawa, Gierdziewskiego Street



**NOWE WARZYMICE I, IV**

- 2 units offered for sale
- In total: 129 units
- Location: Szczecin, Rajkowa Street



**VIVA JAGODNO IIA-IIB**

- 12 units offered for sale
- In total: 228 units
- Location: Wrocław, Buforowa Street

Moreover the Company's offer includes 2 completed units in the following projects:  
Sakura (1), Młody Grunwald III (1)

# PROJECTS IN PREPARATION

## SELECTIVE GEOGRAPHIC DIVERSIFICATION IN POLAND

### CITIES WITH STRONG ECONOMIC AND DEMOGRAPHIC GROWTH

#### SALES OFFICE

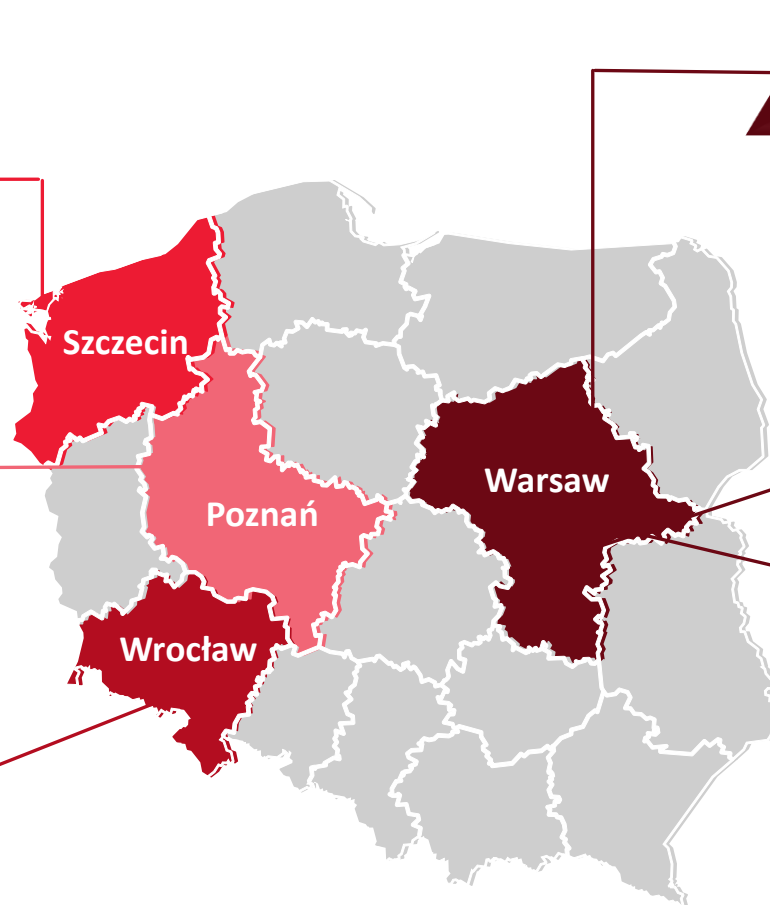
- Completed: **2** (*Panoramika 1-6; NW I-IV*)
- Projects pipeline:
  - under construction: **1** (*NP1a*)
  - land bank: **3 plots** (*NWV-VIII; NP. 1b-III; Vivaldi*)

#### SALES OFFICE

- Completed: **5** (*Kamienice Jeżyce I-II; Młody Grunwald, Grunwald2; Galileo, Grunwaldzka*)
- Projects pipeline:
  - under construction: **1** (*Między Drzewami*)
  - additional land bank: **3 plots** (*Chilli; Babimojska I-III; Skyline*)

#### SALES OFFICE

- Completed: **5** (*Vitalia I-III; VJI; VJIIa-IIb; Miasto Marina; Impressio I-III*)
- Projects pipeline:
  - started sales but not construction: **1** (*VJIII*)



#### COMPANY'S POLISH HEAD OFFICE

- Completed: **23\*** (**55 stages**)  
 \**Gemini I-II; Tamka; Moko I-III; Verdis I-IV; Sakura I-IV; Espresso I-IV; NK – 11 stages; City Link I, II, IV; MM I-VI; Ursus I-V; WT, Eko Falenty I and 11 others*
- Projects pipeline:
  - under construction: **4** (*Ursus 2e; MMVII; Osiedle Vola; NK4b1*)
  - additional land bank: **10 plots** (*Ursus 2d; NK – 4 new stages; Falenty II-III; Zielono Mi I-III; Epopei I-III, Stojowskiego, Dudka, Marynin I-III, Ken, Dobosza*)

#### OFFICE FOR RENT:

Warsaw, Gwiaździsta St – **1 318 sqm** (90% leased out)

#### PRS PROJECTS

Warsaw – 51 229 m<sup>2</sup> in 6 projects pipeline with total number of 1 433 units

Land bank	Units:	PUM (m <sup>2</sup> )
Warsaw	4 135	206 053
Poznań	505	32 514
Szczecin	1 081	59 419
<b>Total</b>	<b>5 721</b>	<b>297 986</b>

# RONSON APARTMENTS FOR RENT

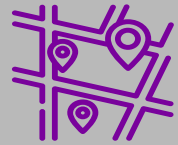
## LivingGO



Creating a constant flow to the company



Focus on major cities



Attractive land bank



Utilizing the significant increase in demand for rental apartments



Creating a leading brand in the field of residential rental in Poland

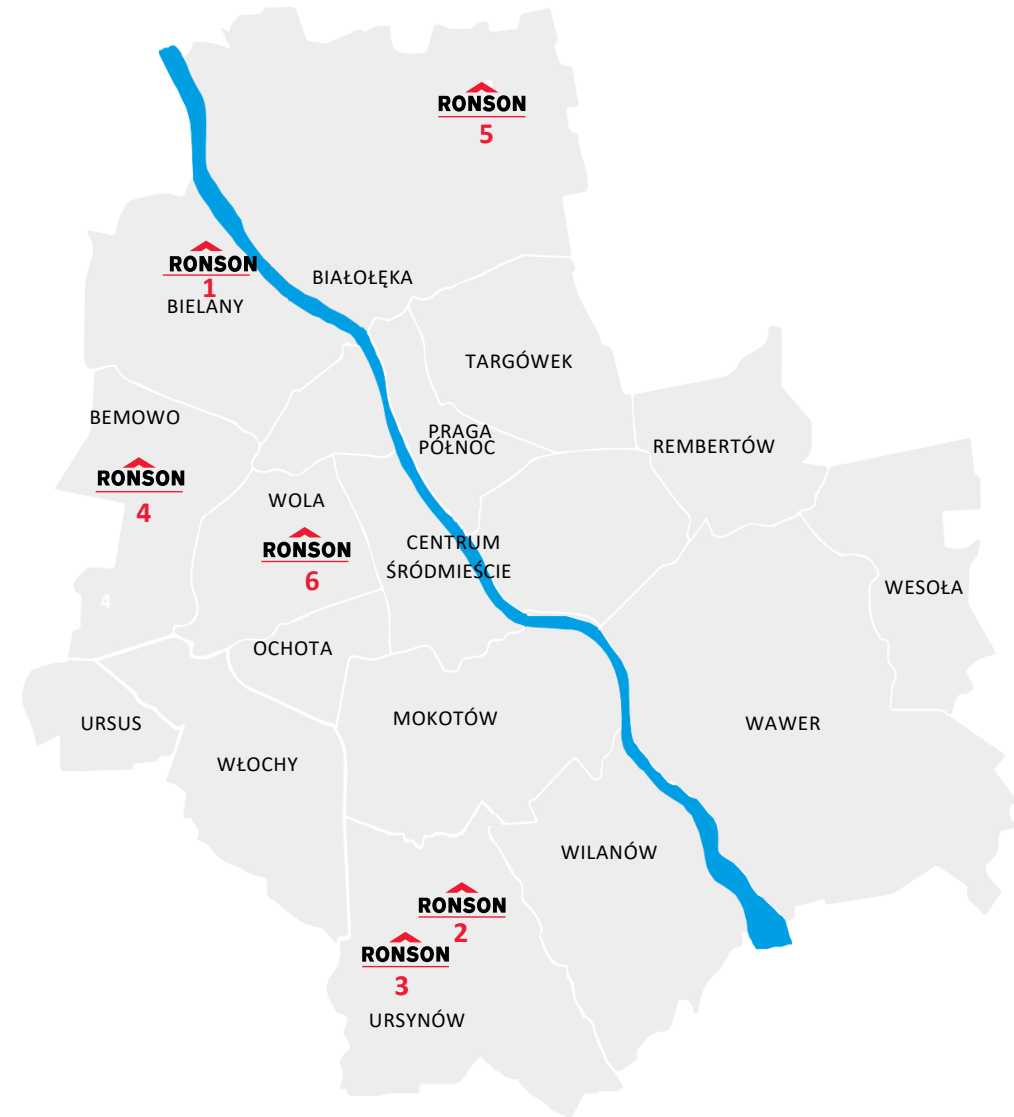
### RONSON Leasing

Total 1 433 units owned by the Company  
(51 229 m<sup>2</sup>)

Projects owned and dedicated for **LivingGO**

1. Biograficzna (242 units)
2. Poleczki (85 units)
3. Galopu (100 units)
4. Auchan (101 units)
5. Dudka (514 units)\*
6. Wolska (391 units)

*\*potential PRS based on preliminary concept*





	Project name	Location	Units	PUM (m <sup>2</sup> )
1	Ursus Centralny VI (IId)	Warsaw	361	19 099
2	Nova Królikarnia 4a, 3d, 4b2, 4c	Warsaw	43	8 700
3	Nowe Warzymice V.1 - VIII	Szczecin	251	17 759
4	Eko Falenty II.1 - III	Warsaw	228	20 895
5	Nowa Północ Ib - III	Szczecin	439	22 135
6	Miasto Moje VIII	Warsaw	147	7 680
<b>Subtotal - remaining stages of the projects currently under construction/ on sale</b>			<b>1 469</b>	<b>26%</b>
7	Chilli V - IX	Poznań	172	14 617
<b>Subtotal - remaining stages of the projects that were under construction</b>			<b>172</b>	<b>3%</b>
8	Zielono Mi I - III	Warsaw	278	15 712
9	Babimojska I - III	Poznań	285	13 820
10	Newton (Skyline)	Poznań	48	4 078
11	Epopei I - III	Warsaw	305	17 078
12	Marynin I - III	Warsaw	487	23 213
13	Vivaldi I.1 - II	Szczecin	391	19 524
14	Stojowskiego I - II	Warsaw	234	11 355
15	Dudka*	Warsaw	972	43 122
16	Ken Orange	Warsaw	94	5 700
17	Dobosza	Warsaw	67	3 700
<b>Subtotal - remaining projects, still in preparation</b>			<b>3 161</b>	<b>55%</b>
18	Biograficzna	Warsaw	242	4 711
19	Poleczki	Warsaw	85	3 500
20	Galopu	Warsaw	100	3 919
21	Auchan	Warsaw	101	4 000
22	Wolska	Warsaw	391	13 670
<b>Subtotal - PRS projects</b>			<b>919</b>	<b>16%</b>
<b>Total as at 31.12.2023</b>			<b>5 721</b>	<b>100%</b>

\* Part of the project 514 units with total area of approximately 21 429 m<sup>2</sup> is potentially planned to be designated for PRS activity in the future

# PROJECTS PLANNED FOR COMMENCEMENT DURING 2024

Project name	Location	Total units	Total area of units (m2)
Ursus Centralny II d	Warsaw	361	19 099
Miasto Moje VIII	Warsaw	147	7 687
Epopci I	Warsaw	145	6 822
Zielono Mi I	Warsaw	92	5 702
Zielono Mi II	Warsaw	106	5 210
Falenty II.1	Warsaw	55	4 530
Marynin I	Warsaw	113	4 491
Nowa Północ 1B	Szczecin	89	4 174
Newton Skyline	Poznań	48	4 096
Babimojska I	Poznań	80	3 875
Nowe Warzymice V.2	Szczecin	28	2 235
Nova Królikarnia 3d	Warsaw	15	2 191
Nova Królikarnia 4a	Warsaw	5	1 213
Nowe Warzymice V.1	Szczecin	12	924
<b>Total</b>		<b>1 296</b>	<b>72 249</b>



# FINANCIAL RESULTS REVIEW

FOR PERIOD ENDED 31 DECEMBER 2023

# P&L HIGHLIGHTS

## P&L HIGHLIGHTS ON Y/Y BASIS DURING THE PERIOD ENDED 31 DECEMBER 2023

	2023 PLN m	2022 PLN m	y/y change	y/y difference
Revenue from residential projects and services	395.5	300.3	32%	95.2
<b>Total Revenue</b>	<b>395.5</b>	<b>300.3</b>	<b>32%</b>	<b>95.2</b>
<b>Cost of residential projects</b>	<b>(256.1)</b>	<b>(220.8)</b>	<b>16%</b>	<b>(35.3)</b>
<b>Gross profit</b>	<b>139.4</b>	<b>79.4</b>	<b>75%</b>	<b>60.0</b>
Changes in the value of investment property	8.3	0.3	2637%	8.0
Selling and marketing expenses	(5.7)	(4.6)	24%	(1.1)
Administrative expenses	(28.0)	(25.5)	10%	(2.5)
Share of profit/(loss) from joint ventures	(0.7)	1.3	-159%	(2.0)
Net other income/(expense)	(7.0)	(2.5)	183%	(4.6)
<b>Operating profit/(loss)</b>	<b>106.2</b>	<b>48.5</b>	<b>119%</b>	<b>57.8</b>
Net finance expense	(3.2)	(0.8)	312%	(2.4)
<b>Profit/(loss) before tax</b>	<b>103.0</b>	<b>47.7</b>	<b>116%</b>	<b>55.3</b>
Income tax benefit/(expenses)	(22.3)	(16.3)	37%	(6.0)
<b>Net profit/(loss)</b>	<b>80.7</b>	<b>31.4</b>	<b>157%</b>	<b>49.4</b>
<b>Profit/(loss) for the period attributable to equity holders of the parent</b>	<b>80.7</b>	<b>31.4</b>	<b>157%</b>	<b>49.4</b>
<b>Gross margin</b>	<b>35.2%</b>	<b>26.5%</b>	<b>33%</b>	<b>9%</b>
<b>Net Margin</b>	<b>20.4%</b>	<b>10.4%</b>	<b>95%</b>	<b>10%</b>

**The revenue from residential units** increased by PLN 95.2 million (32%) from PLN 300.3 million during the year ended 31 December 2022 to PLN 395.5 million during the year ended 31 December 2023, which is primarily explained by higher number of units from fully owned projects delivered - 794 units to the customers characterized by higher units average selling price (PLN 498 thousands per unit) during the year ended 31 December 2023, comparing to the 720 units delivered during the year ended 31 December 2022 with an average price of PLN 417 thousands per unit.

**Cost of residential units** increased by PLN 35.3 million (16%) from PLN 220.8 million during the year ended 31 December 2022 to PLN 256.1 million during the year ended 31 December 2023. The increase relates to a higher amount of delivered units in projects fully owned by the Group from 720 units during year ended 31 December 2022 compared to 794 units delivered to customers during the year ended 31 December 2023 and the diversity of projects delivered to clients with different profitability.

**Gross profit** increased by 75% by PLN 60 m. The increase relates to higher number of units delivered during 2023 and with higher average gross margin. The main contributors for the gross profit in 2023 were Ursus Centralny IIb, Miasto Moje VI and Viva Jagodno IIb (contributed respectively PLN 40.6 million, PLN 35.8 million and PLN 24.4 million to the gross profit). During 1Q-4Q 2022 the projects that significantly impacted the profitability of the Group were Ursus Centralny IIa, Miasto Moje V and Ursus Centralny Ib (contributed respectively PLN 19.8 million, PLN 19.3 million and PLN 12.7 million to the gross profit).

**Gross margin from sales** of residential units in 2023 was 35.2% which increased comparing to 26.5% during the year ended 31 December 2022. In 2023 the projects that significantly impacted profitability of the Group were Ursus Centralny IIb, Miasto Moje VI and Viva Jagodno IIb (contributed respectively gross margin of 36.4%, 35.7% and 39.8%). In 2022 the projects that significantly impacted the gross margin were Ursus Centralny IIa, Miasto Moje V and Ursus Centralny Ib (contributed respectively 24.2%, 32.4% and 26.9%).

**Selling and marketing expenses** increased by PLN 1.1 million (24%) from PLN 4.6 million during the year ended 31 December 2022 to PLN 5.7 million during the year ended 31 December 2023, is reflecting the higher invested marketing resources in the company running projects, in order to achieve higher sales. As a result higher number of units sold during the reporting period, increase of 128% (1006 units sold during the year ended 31 December 2023 comparing to 441 units sold during the year ended 31 December 2022).

**Finance income and expenses** - In 2023, the Group recorded a net expense on financial operations of PLN 3.2 million compared to a net expense of PLN 0.8 million in the corresponding period of 2022. This variation is mainly due to increase in not capitalized financial costs mainly related to finance costs related to Bonds in the total amount of PLN 5.6 million which was partly offset by increase in net profit on fair value measurement of a financial instrument generated as well as a gain on foreign exchange rates totaling 6.4 million, compared to an income of 4.1 million on this account in the corresponding period of 2022.

# P&L HIGHLIGHTS. REVENUE AND GROSS MARGIN

## PERIOD ENDED 31 DECEMBER 2023

### UNITS DELIVERED / REVENUE / GROSS MARGIN

Project	Location	1Q2023		2Q2023		3Q2023		4Q2023		Revenues		Gross margin/ Profit		Contribution		Unit Average
		Units	PLN m	Units	PLN m	Units	PLN m	Units	PLN m	Units	PLN m	%	PLN m	in revenues	in gross profit	price PLN thousand
Ursus Centralny IIb	Warsaw	0	0.0	115	60.2	83	47.2	6	3.9	204	111.3	36.4%	40.6	28%	29%	545.7
Miasto Moje VI	Warsaw	23	10.3	126	52.7	45	25.9	19	11.3	213	100.2	35.7%	35.8	25%	26%	470.5
Viva Jagodno IIb	Wrocław	0	0.0	45	18.1	74	32.7	18	10.5	137	61.4	39.8%	24.4	15%	18%	448.1
Grunwaldzka	Poznań	0	0.0	12	4.7	49	21.6	4	2.5	65	28.8	19.9%	5.7	7%	4%	443.0
Nowe Warzymice IV	Szczecin	0	0.0	34	13.0	20	8.6	14	7.3	68	28.8	29.4%	8.5	7%	6%	424.2
Miasto Moje V	Warsaw	13	7.4	1	0.7	0	0.0	0	0.1	14	8.2	22.5%	1.8	2%	1%	582.6
Viva Jagodno IIa	Wrocław	3	0.0	2	0.0	3	5.0	2	1.3	10	6.3	27.4%	1.7	2%	1%	625.1
Ursus Centralny IIc	Warsaw	0	0.0	0	0.0	6	3.0	61	34.4	67	37.4	45.2%	16.9	9%	12%	558.6
Nowe Warzymice III	Szczecin	1	0.0	2	0.0	0	1.7	2	1.0	5	2.7	30.9%	0.8	1%	1%	544.9
Other		2	2.0	4	2.3	2	1.9	3	4.2	11	10.4	29.7%	3.2	3%	2%	943.4
<b>Total excluding JV</b>		<b>42</b>	<b>19.7</b>	<b>341</b>	<b>151.7</b>	<b>282</b>	<b>147.5</b>	<b>129</b>	<b>76.6</b>	<b>794</b>	<b>395.5</b>	<b>35%</b>	<b>139.4</b>	<b>100%</b>	<b>101%</b>	<b>498.1</b>
Write-off adjustment															0%	
<b>Result</b>		<b>42</b>	<b>20</b>	<b>341</b>	<b>151.7</b>	<b>282</b>	<b>147.5</b>	<b>129</b>	<b>76.6</b>	<b>794</b>	<b>395.5</b>	<b>35.2%</b>	<b>139.4</b>	<b>100%</b>	<b>101%</b>	<b>498.1</b>
Wilanów Tulip	Warsaw	2	1.5	0	0.0	0	0.0			2	1.5	n/a	-1.6	0%	-1%	736.6
<b>Total including JV</b>		<b>44</b>	<b>21.1</b>	<b>341</b>	<b>151.7</b>	<b>282</b>	<b>147.5</b>	<b>129</b>	<b>76.6</b>	<b>796</b>	<b>397.0</b>	<b>34.7%</b>	<b>137.8</b>	<b>100%</b>	<b>100%</b>	<b>498.7</b>

\* Other revenues:  
- Rental revenues  
- Sales of old units

# BALANCE SHEET

## BALANCE SHEET DATA (PLN M)

- Inventory** - The balance of Inventory and Residential landbank amounted to PLN 814.1 million as at 31 December 2023 compared to PLN 768.3 million as at 31 December 2022. The increase is primarily explained by purchases of land during the year ended 31 December 2023 in the total amount of PLN 16.9 million, transfer from advances for land 7.4 million and investments in direct construction costs and capitalized finance costs for a total amount of PLN 259.7 million as well as increase in perpetual usufruct rights of PLN 19.6 million due to new valuation made for lands held by the Group, which is partly offset by the recognized costs of sales in the total amount of PLN 251.3 million.
- Cash and cash equivalents** – The increase is connected straight with high sales from which the money of clients was received, the sales amount grew by 128% in 2023 in comparison to 2022.
- Loans and Borrowings** – The increase in loans and borrowings is primarily explained by the effect of issuance of bonds series X in total amount of PLN 60.0 million, compensated by repayment of bonds series V, secured bank loans in the amount of PLN 8.8 million (mainly credit loan for Grunwald Między Drzewami with balance PLN 6.3 million).
- Advances received** - The balance of advances received is PLN 234.2 million as at 31 December 2023 compared to PLN 139.9 million as at 31 December 2022. The increase is explained by advance received during 2023 in the total amount of PLN 485.5 million which was offset by the revenues recognized from the sale of residential units for a total amount of PLN 394.5 million during the year ended 31 December 2023.
- Financial liability measured at FVPL / Liability to shareholders measured at amortised cost** - Following the signing of the SAFE settlement agreement with Luzon Group and reclassification of the SAFE agreement to shareholders Loan, in addition to a partial repayment of the shareholders loans in the amount of PLN 40 million during 2023 along with NPV cost which increased the value of the liability by around PLN 4 million

As at	31.12.2023 PLN m	31.12.2022 PLN m	Change
Inventory and Residential landbank	814.2	768.3	45.9
Cash and cash equivalents	203.9	51.2	152.7
Other assets	185.6	182.5	3.1
<b>Total Assets</b>	<b>1 203.6</b>	<b>1 002.1</b>	<b>201.5</b>
Loans and borrowings	234.1	219.7	14.5
Advances received	234.2	139.9	94.3
Financial liability measured at FVPL	-	70.5	-70.5
Other liabilities	139.3	102.6	36.6
Lease liabilities related to perpetual usufruct of land	36.7	18.0	18.8
Liability to shareholders measured at amortised costs	25.6	-	25.6
<b>Total liabilities</b>	<b>669.9</b>	<b>550.7</b>	<b>119.2</b>
Equity attributable to the parent	<b>533.7</b>	<b>451.4</b>	<b>82.3</b>
Net Debt	56.4	239.3	-183.0
Net debt / Equity	10.6%	53%	n.a.
Net debt ( including cash on MRP) / Equity	8.2%	51%	n.a.
Net debt / Total Assets	4.7%	23.9%	n.a.
Net assets per share (PLN)	3.29	2.75	n.a.

### RATIOS AS AT THE END OF 31 DECEMBER 2023

NET DEBT / EQUITY: 10.6%

NET DEBT / EQUITY: 8.2%(\*)

\*calculated in accordance to the bond covenants

# CASH FLOW DURING THE PERIOD ENDED 31 DECEMBER 2023

## OVERVIEW OF CASH FLOW RESULTS

The Company's positive net cash flow from operating activities for the year ended 31 December 2023 amounted to PLN 193.1 million comparing to a net cash outflow from operating activities during the year ended 31 December 2022 amounting to PLN 111.8 million. The increase by PLN 304.9 million is primarily explained by:

- net cash inflow increase of PLN 243.3 million due to increase in advances received from clients in the total amount from PLN 485.5 million in the year ended on 31 December 2023 comparing to PLN 242.1 million received during the year ended on 31 December 2022;
- the decrease of PLN 39.2 million in amounts paid for lands purchase from a total amount of PLN 55.2 million in the year ended on 31 December 2022 comparing to PLN 16 million purchased for the year ended on 31 December 2023;
- return of advance paid for land in the total amount of PLN 2.1 million;
- increase in the amount received from deposits of PLN 2.1 million from PLN 1.7 million for the year ended on 31 December 2022 comparing to PLN 3.8 million for the year ended on 31 December 2023.

The above-mentioned negative effect on the operational cash flow was partly offset by:

- increase of PLN 7.8 million in interest paid on Bonds from PLN 16 million in the year ended on 31 December 2022 to PLN 23.9 in the year ended on 31 December 2023.

The Company's net cash outflow used in investing activities amounted to PLN 9.8 million during the year ended 31 December 2023 compared to net outflow from investing activities in comparative period in the amount of PLN 7.8 million. The change is primarily explained by the decrease in the amount of dividend received from JV projects of PLN 1.7 million from PLN 2.8 million received in the year ended on 31 December 2022 to PLN 1.1 million received in the year ended on 31 December 2023.

The Company's net cash outflow from financing activities amounted to PLN 30.6 million during the year ended 31 December 2023 compared to a net cash inflow from financing activities amounted to PLN 36.0 million during the year ended 31 December 2022. The decrease in the amount of PLN 66.6 million is primarily explained by:

- net outflow due to partial repayment of SAFE agreement in the amount of PLN 40.0 million;
- increase in the repayment of bank loans in the amount of PLN 20.8 million from PLN 83 million in the year ended on 31 December 2022 to PLN 104 million for the year ended on the 31 December 2023.
- net outflow of bond loans in the amount of PLN 50 million during the period of year ended 31 December 2022 compared to net inflow in the amount of PLN 19.1 million during the period ended on 31 December 2023;
- decrease in the net inflow from SAFE agreement in the amount of PLN 74.6 million during year ended on 31 December 2022 the company received the amount of 74.6 million comparing to no inflow during year ended on 31 December 2023.

	For the year ended 31 December	
	2023	2022
	PLN (thousands)	
Cash flows from/(used in) operating activities	193 124	(111 774)
Cash flow from/(used in) investing activities	(9 828)	(7 800)
Cash flow (used in)/from financing activities	(30 621)	35 999

# INVENTORY AND INVESTMENT PROPERTIES

AS AT 31 DECEMBER 2023

	Units	PLN m
Finished goods	256	109.6
Ongoing projects	926	248.8
Land bank*	4 802	419.8
Perpetual usufruct rights**	-	35.9
<b>Total inventory</b>	<b>5 984</b>	<b>814.2</b>
Investment property PRS	919	74.9
Investment property office lease	-	8.30
<b>Total investment property</b>	<b>919</b>	<b>83.2</b>
	<b>6 903</b>	<b>897.4</b>

\* Including all costs capitalized, i.e. purchase price, transaction costs, land preparation costs, architect planning, financial costs and other.

\*\* IFRS 16

## FINISHED PROJECTS

Comprising: **256 units**, 209 of which units are already sold.

## ONGOING PROJECTS (49 442 PUM) OF WHICH:

**7 projects / stages under construction and/or on sale total of 926 units, of which 588 are already sold:**

Miasto Moje VII, Ursus Centralny II, Viva Jagodno III, Osiedle Vola, Nowa Północ Ia, Między Drzewami, Nowa Królikarnia 4b1,

## ATTRACTIVE BANK OF LANDS (5 721 UNITS; 297 986 PUM)

### Categorised by city:

Warsaw	4 135 units;	206 053 PUM
Poznań	505 units;	32 514 PUM
Szczecin	1 081 units;	59 419 PUM

### Categorised by book value per PUM:

Below	PLN 1 000	121 709 PUM
Between	PLN 1 000 - 2 000	113 875 PUM
Over	PLN 2 000	58 701 PUM



# FINISHED GOODS

## COMPLETED PROJECTS THAT MAY CONTRIBUTE TO P&L DURING 2024

Name of project	Signed contracts		Units for sale	Units in total
	(PLN m)	Units (no.)	(no.)	(no.)
Ursus Centralny IIc	82.8	145	11	156
Eko Falenty I	20.7	27	15	42
Miasto Moje VI	8.2	10	4	14
Viva Jagodno IIb	5.3	7	8	15
Nowe Warzymice IV	2.0	6	1	7
Grunwaldzka	3.2	5	0	5
Other (old) projects	6.4	9	8	17
<b>Total</b>	<b>128.6</b>	<b>209</b>	<b>47</b>	<b>256</b>

As of FY 2023, there were **209 units** completed and sold that were not delivered to the customers, and 47 completed units that were available for sale. Total value of pre-sold units amounted to PLN 128.6 m. It shall be expected that majority of those units will be delivered to the customers during 1Q -2Q 2024.

# DEBT POSITION AS AT 31 DECEMBER 2023

	PLN m
Bond loans	225.3
Bank loans	8.8
Financial liability to Shareholder	25.6
<b>Total</b>	<b>259.7</b>

## BANK LOANS

As at 31 December 2023 the Company did use bank loans lines on the following projects:

- **Między Drzewami** in the amount **PLN 6.4 million**
- **Osiedle Vola** in the amount **PLN 730 thousand**
- **Thame** in the amount **PLN 1.7 million**

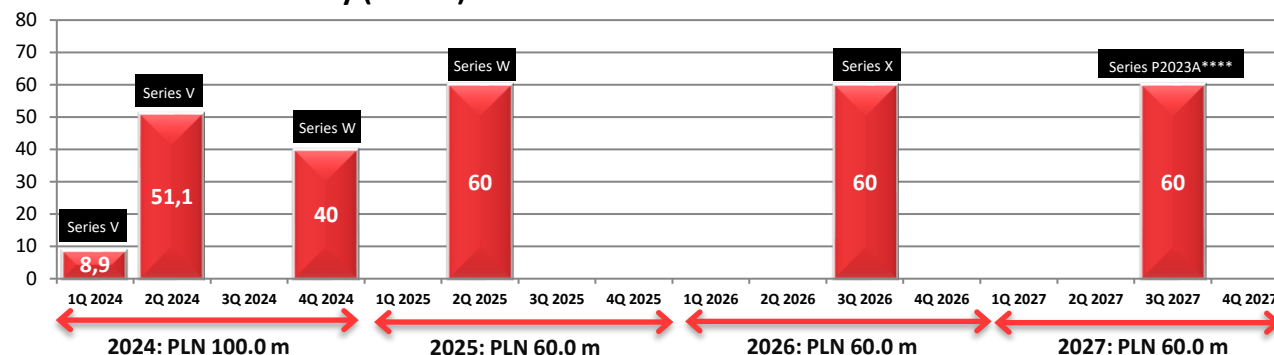
As at 31 December all bank credit line were presented as short-term.

## FINANCIAL LIABILITY TO SHAREHOLDER

Financial liability measured at amortized cost to sole Shareholder in amount of **PLN 25.6 million**

## BOND DEBT

Bond debt maturity (PLN m)



Seria	Catalyst Ref. No.	Nominal value (PLN)	Nominal interest	Coupon	Issue date	Maturity date
V	RON 0424	60 000 000	WIBOR 6M + 4,30%	semi-annually	2020-10-02	2024-04-02*
W	RON 0425	100 000 000	WIBOR 6M + 4,00%	semi-annually	2021-04-15	2025-04-15**
X	RON 0726	60 000 000	WIBOR 6M + 4,20%	semi-annually	2023-07-03	2026-07-03***
<b>Total</b>		<b>220 000 000</b>				

\* 60% mandatory depreciation at the end of 7th interest period (on 2 April 2024)

\*\* 40% mandatory depreciation at the end of 7th interest period (on 15 October 2024)

\*\*\* bonds secured by a mortgage established on selected Ronson group properties

\*\*\*\* series P2023A was issued on 15th February 2024, that's why we are not counting it in at the end of 2023.

Interest expense with respect to the bonds are capitalized into inventory, based on the requirements of IAS 23 as indirect borrowing expenses.

Bond loans as at 31 December 2023 amounted to **PLN 225.3 m** (as at 31 December 2022: PLN 203.4 m). The balance of liabilities on bonds issued consists of: the face value of bonds in the amount of PLN 220.0 m, accrued interest in the amount of PLN 6.8 m minus one-time costs directly attributable to the issuance of bonds, which are recognized at amortized cost including the effective interest rate (PLN 1.5 m).

# DEBT POSITION AS AT 31 DECEMBER 2023

## BOND COVENANTS

### Net debt to equity ratio:

#### Series V, W and X:

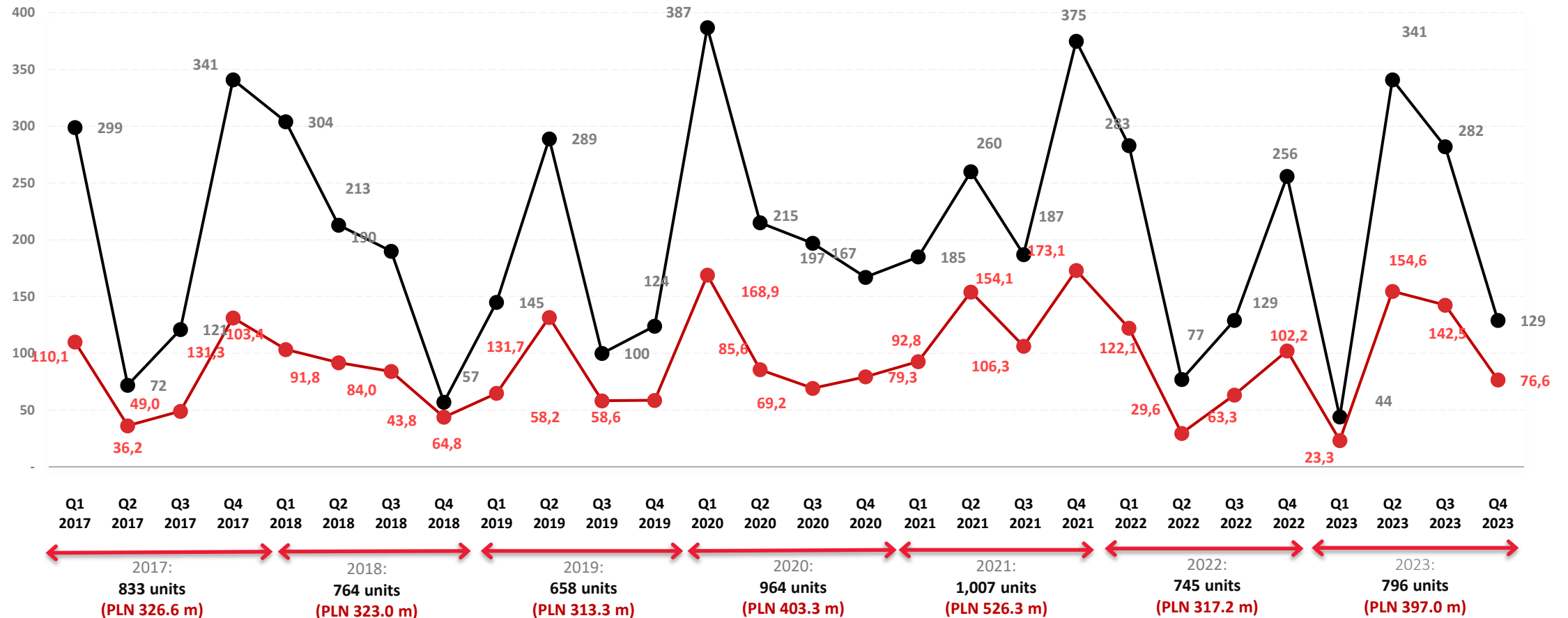
Net debt	43.6
Equity to the parent	533.6
<b>Net debt to equity ratio</b>	<b>8.2%</b>

Based on the conditions of **all bonds series** in each reporting period the Company shall test the ratio of **Net debt to Equity** (including Other current financial assets). The Ratio shall not exceed **80%** on the Check Date.



# OUTLOOK FOR 2024 (1/2)

## INCOME RECOGNISED DURING THE QUARTERS (TOTAL INCLUDING JV)



# OUTLOOK FOR 2024 (2/2)

## UNITS SOLD BUT NOT DELIVERED (797 UNITS AND PLN 463.6 M IN TOTAL)

Finished projects	Units	mln PLN	Ongoing projects	Units	mln PLN
Ursus Centralny IIc	145	82.8	Ursus Centralny IIe	144	53.8
Eko Falenty I	27	20.7	Miasto Moje VII	157	68.9
Miasto Moje VI	10	8.2	Między Drzewami	107	87.3
Viva Jagodno IIb	7	5.3	Osiedle Vola	82	73.9
Nowe Warzymice IV	6	2.0	Nowa Północ Ia	82	30.5
Grunwaldzka	5	3.2	Viva Jagodno III	13	6.5
Other (old) projects	9	6	Nova Królikarnia 4b1	3	14.1
<b>Total</b>	<b>209</b>	<b>128.6</b>	<b>Total</b>	<b>588</b>	<b>335.0</b>

The table presents the value of the preliminary sales agreements (excluding VAT thousands of PLN) executed with the Company's clients in particular for units that have not been recognized in the Consolidated Statement of Comprehensive Income till 31.12.2023.

Out of 588 units sold in Ongoing projects, **572 units** with the total value of **PLN 314.4 m signed agreements**, represent the total amount of sold units which **projects are scheduled to be finished during the year 2024.**





  
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