

Quarterly measures 2018 Q2

July 9, 2018.





## Quarterly measures

DUNA HOUSE hereby publishes financial indexes that are available for the given quarter aforehand, thus our respected shareholders and investors are given the chance to receive information on the tendencies within a short time following the expiry of the given quarter – prior to the quarterly financial statements publicly disclosed according to the Company's Event Calendar.

In accordance with Management intentions, these indexes shall be published on a regular basis, no later than on the 5. working day following the given quarter.

The Management of the Company asks its shareholders and investors to note that all indexes published in the present report are to be considered preliminary. Final figures shall be published in the quarterly financial statement.

Budapest, 9 July 2018.



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### EXECUTIVE SUMMARY

#### DUNA HOUSE Group has maintained strong double-digit growth in its key segments in Q2 2018.

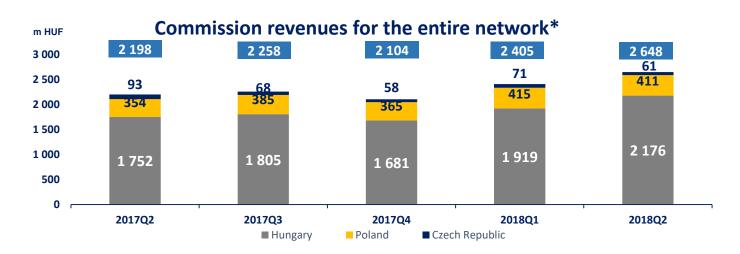
After a strong start in Q1, franchise real estate brokerage activities maintained their 20% y-o-y growth in Q2 as well, reaching an all-time high quarterly commission volume of HUF 2.6 billion. Commissions in our own office segment increased by 2% y-o-y due to slight fall back in Czech Republic. Intermediated loan volumes of the Group grew by an extraordinary 42% compared to Q2 2017.

The Polish activities intermediated loans with total value of HUF 9.0 billion in the second quarter of 2018, a new record and an increase of 28% y-o-y. The performance of the franchise real estate broker network in Poland increased by 16% y-o-y, mainly driven by improved average office volumes.

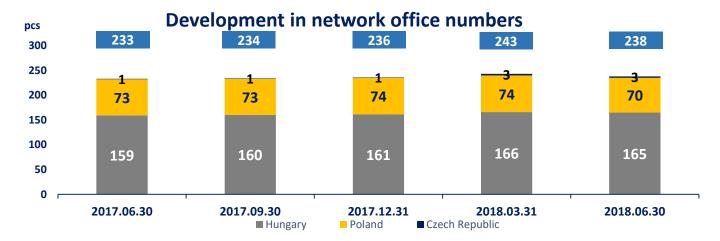
In Hungary, the franchise real estate brokerage arm had an exceptional quarter, as well, reaching record high HUF 2.2 billion commission volume with 24% y-o-y increase as a combination of office numbers increasing from 159 to 165 and improved average performance. Brokered loan volumes reached record high levels of HUF 14.5 billion with 52% y-o-y increase, while intermediated home savings stabilized at the level of HUF 5.7 billion.



#### Changes in network commission revenues and office numbers



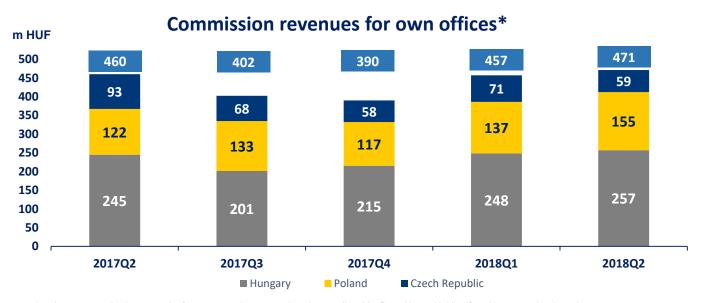
\*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether Note: Quarterly volume figures have been restated for the past periods after the correction of a non-material technical mistake.



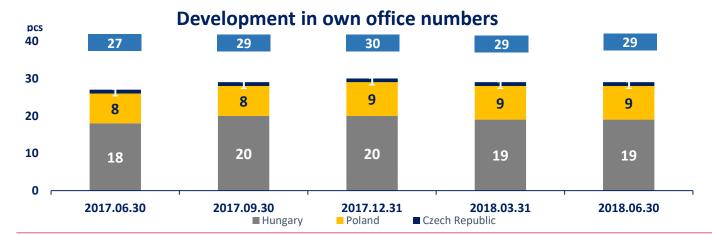
- Duna House Group maintained very strong, 20% y-o-y growth in real estate commissions, reaching quarterly record of HUF 2.6 billion in Q2 2018.
- Growth was strongest in Hungary, where total commissions reached HUF 2.2 billion (+24.2% y-o-y) and were supported by an estimated market growth of 2.8% in terms of residential real estate transaction volumes. Average commission per office increased by 19.7% y-o-y and office numbers have elevated from 159 in Q2 2017 to 165 in Q2 2018 (+3.8% y-o-y).
- In Poland, commission revenues remained in the magnitude of HUF 0.4 billion (+16.1% y-o-y). The Company closed 9 underperforming offices and opened 5 new ones in this quarter, therefore average commission volumes have improved significantly (+21.1% y-o-y).



#### Changes in commission revenues and office numbers for own offices



\*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether Note: Quarterly volume figures have been restated for the past periods after the correction of a non-material technical mistake.

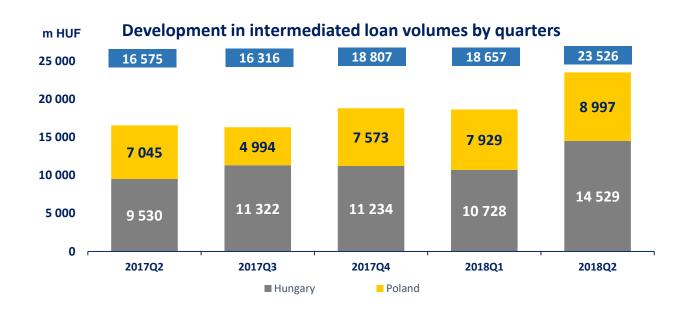


- The own office segment achieved the strongest quarter of its history, commission revenues increased to HUF 471 million (+2.4% y-o-y) in Q2 2018.
- In Hungary, revenues increased by 4.9% y-o-y.
- The commission revenues of Polish own offices increased by 27.0% y-o-y.
- The Czech own offices generated commission revenues of HUF 59 million that are slightly below the levels of the past quarters and significantly below the historical record level in Q2 2017.



#### FINANCIAL PRODUCT INTERMEDIARY SERVICES SEGMENT

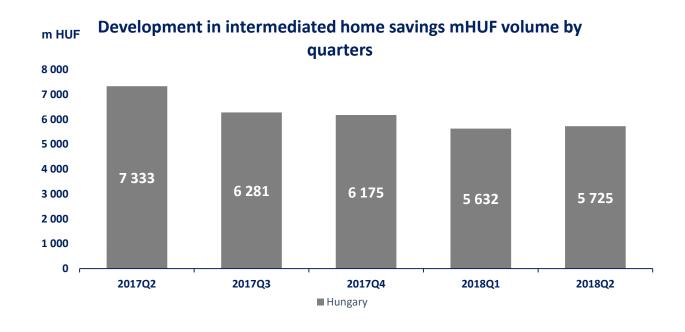
#### Changes in intermediated loan volumes



- Duna House Group's loan brokerage activities continued their excellent performance, reaching intermediated loan volumes of HUF 23.5 billion in Q2 2018 (+41.9% y-o-y). The Company has doubled the quarterly loan volumes since its IPO in Q4 2016.
- The growth rates of the Company were remarkable in both markets, +52.5% y-o-y in Hungary and +27.7% y-o-y in Poland, representing historic highs in both countries.

#### FINANCIAL PRODUCT INTERMEDIARY SERVICES SEGMENT

### Changes in intermediated home savings volume



The home savings volumes have stabilized at HUF 5.7 billion.
 Volumes depend heavily on special sales offers and while such promotions were provided by financial institutions in Q2 2017, there were no such actions this year.



# DUNA HOUSE® GROUP

