

DUNA HOUSE GROUP

Quarterly measures 2021 Q3

7 October 2021



Quarterly measures

DUNA HOUSE GROUP hereby publishes financial indexes that are available for the given quarter beforehand, 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, 7 October 2021

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EXECUTIVE SUMMARY

Loan volume of Duna House Group exploded

Duna House Group reached strong volume growth during the summer months of Q3 2021. Franchise real estate brokerage grew by 20%, own office real estate brokerage by 27% and loan brokerage by 103% on a year-on-year basis. In Q3 2020, COVID-19 already had no negative influence on the real estate markets, while some negative impact on the loan markets.

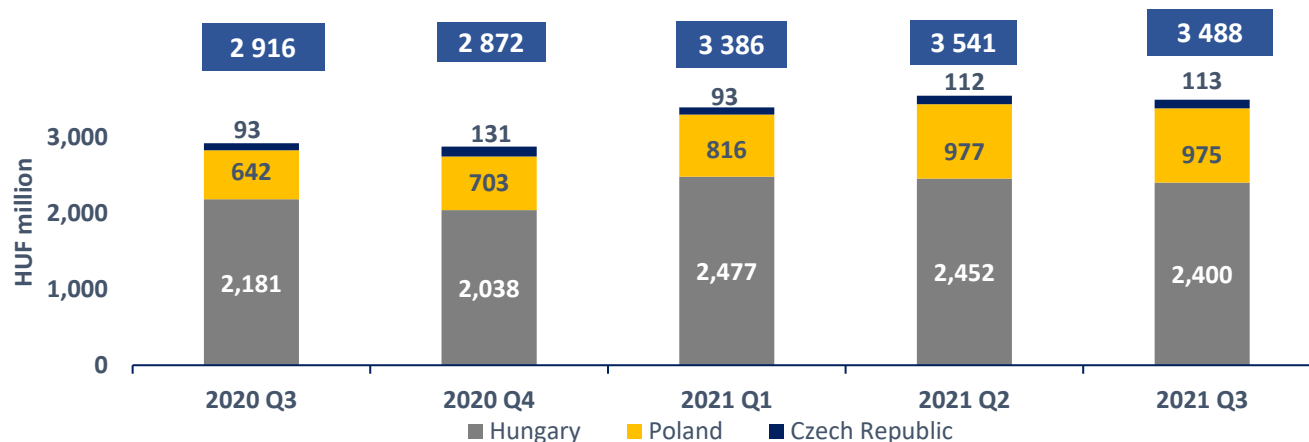
In Hungary, the residential real estate market performed in H1 2021 at levels unseen in the last 10 years, followed by a more relaxed summer period. The Group's Hungarian franchise real estate brokerage network grew by 10% in Q3 2021 YoY, reaching a total commission volume of HUF 2.4 billion. The volume of own offices increased by 18%. Loan volumes jumped up by 27%.

In Poland, the key focus area of the quarter was the organic growth of the loan brokerage volumes, while real estate segments had strong performance, as well. The commission income of the Polish franchise network exceeded HUF 975 million with annual growth of 52%. The Polish real estate brokerage network grew by 16 offices to 96 sales points within the last 12 months and is expected to reach 100 offices by the end of the year. The Polish own offices outperformed Q3 2020 by 31%. In loan brokerage, Duna House Group's financial intermediary business in Poland grew by an outstanding 146%. 20% of the loan volumes are generated via the network expansion launched earlier, but the impact is anticipated to be stronger in the next quarters.

Besides the two largest markets of the Group, the Czech operations had significant performance reaching 41% in the own office real estate volumes.

Changes in network commission revenues and office numbers

Commission revenues for the entire network*

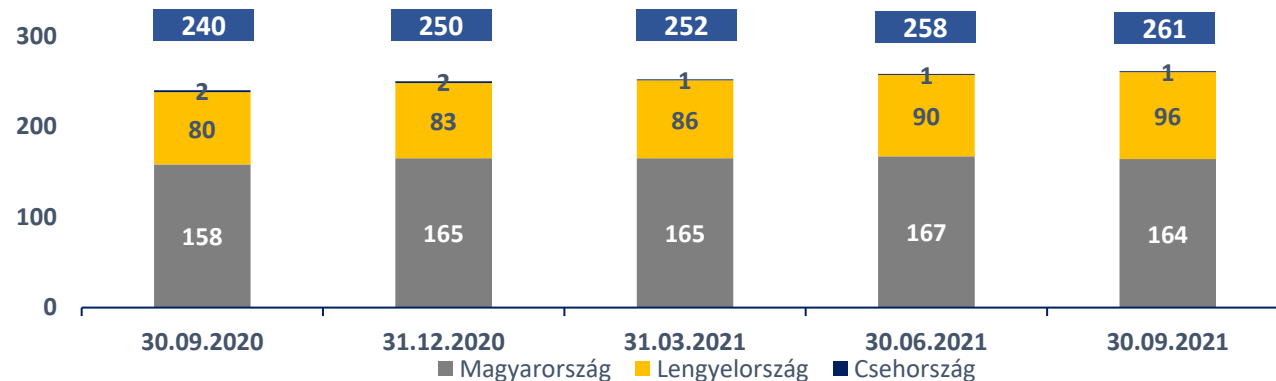


- The franchise real estate brokerage network generated total commissions of HUF 3.5 billion (+19.6% YoY). Volumes lag somewhat behind the Q2 of the year due to seasonality impact of the summer months.
- Commission volumes grew by 10.1% on a year-on-year basis in Hungary and 51.8% in Poland.
- In the Czech Republic, volumes increased by 21.6%. Due to its relatively small size, the performance of the Czech own office can fluctuate significantly between quarters.
- The number of offices in Hungary and Poland has been steadily increasing since 30 June 2020. With 261 offices the Group has reached its largest network size so far.

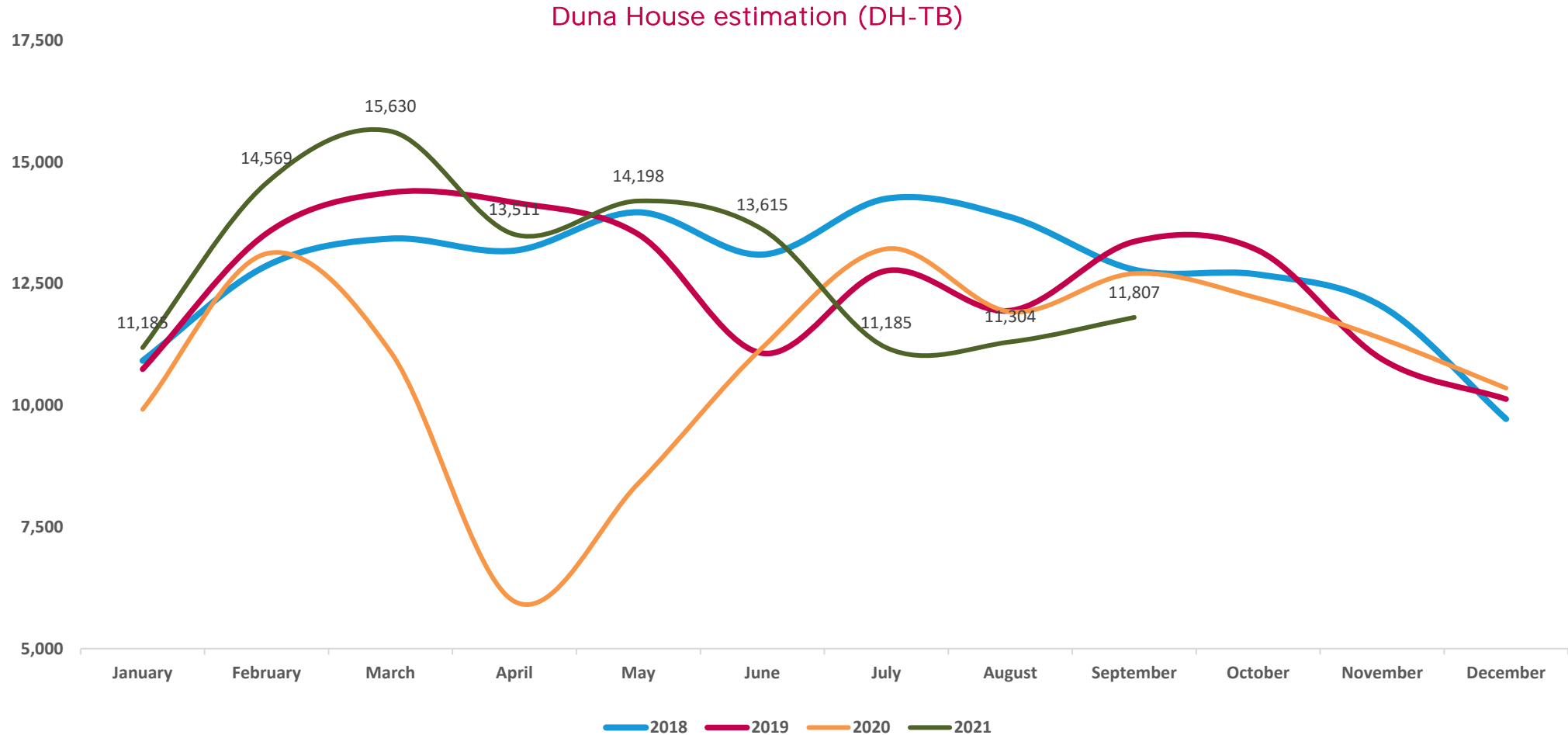
*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether

Note: Quarterly volume figures have been restated for the past periods after the correction of a non-material technical mistake.

Development in network office numbers

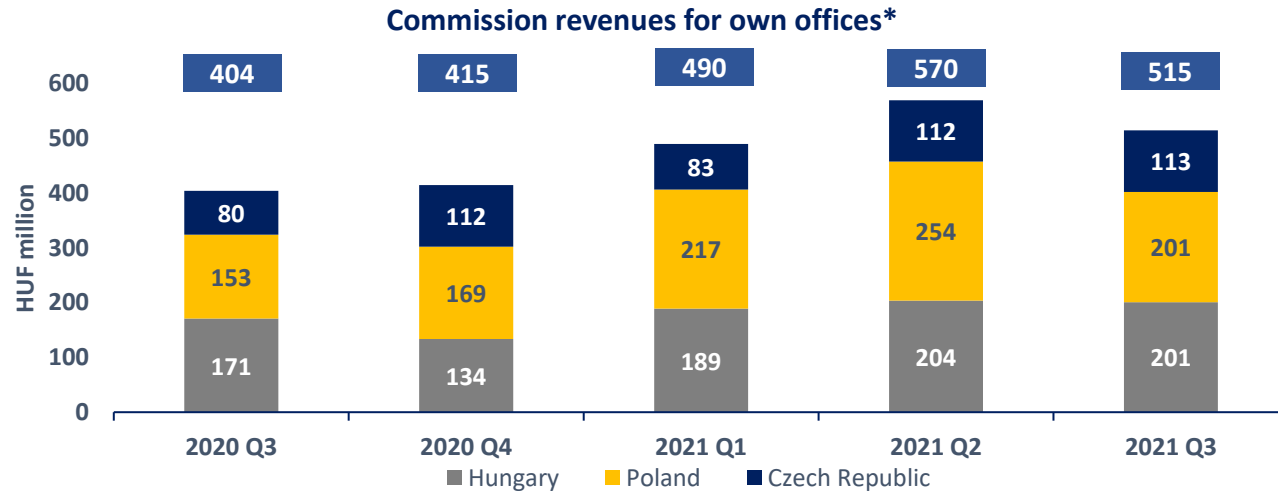


HUNGARIAN PROPERTY MARKET TRENDS BASED ON DH-BAROMETER*



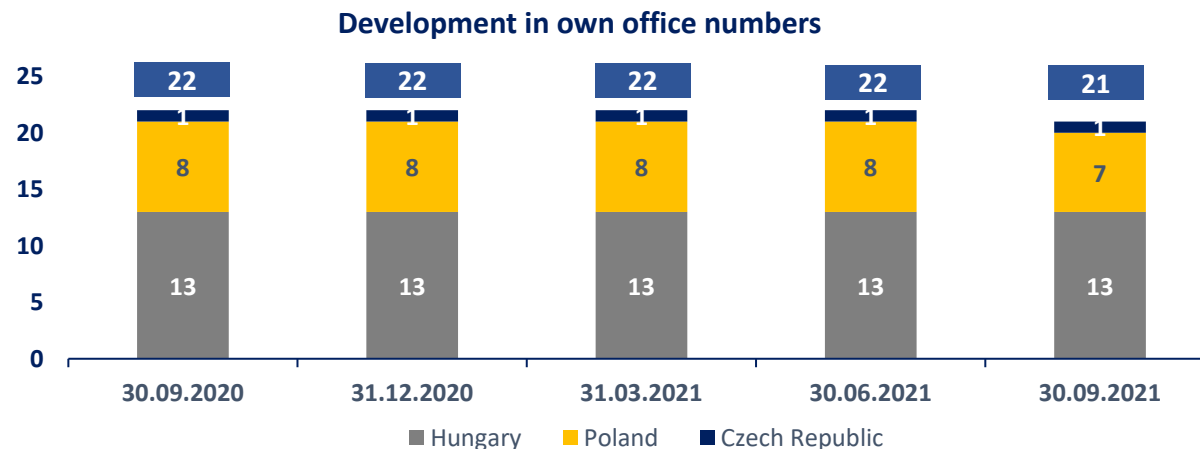
*Due to the lack of up-to-date official data, the above presented data is based on Duna House own estimates.

Changes in commission revenues and office numbers for own offices

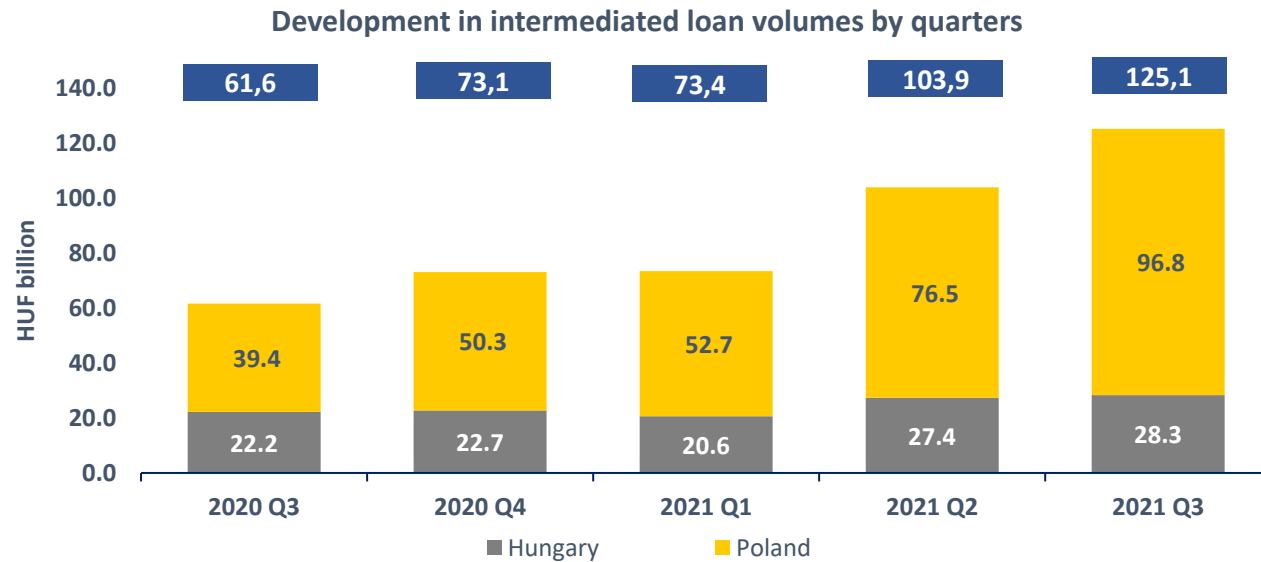


*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether

- In Q3 2021, the own office segment has reached somewhat lower commission revenues than in Q2 due to seasonally weaker summer months. Nevertheless, YoY growth was 27.3%.
- In Hungary, commission revenues increased by 17.5% YoY. The growth is partly due to the strong market performance and improving operational processes.
- The commission revenues of Polish own offices increased by 31.3% YoY.
- The revenues of the Czech own office increased by 40.7 % YoY in Q3 2021. Due to its relatively small size, the performance of the Czech own office fluctuates significantly among quarters.
- The number of offices decreased by 1 during the quarter as two offices merged in Warsaw.



Changes in intermediated loan volumes



- Intermediated loan volumes doubled reaching new highs exceeding HUF 125 billion (+103.1% YoY),
- In Poland, the volume of loans brokered by the Group increased by 145.8% thus reaching the all-time record of HUF 96.8 billion. These record figures include approximately 21% of intermediated loan volumes from the intensive network expansion mentioned in the published Management Guidance 2021. Its effect on volumes is expected to become stronger in the following quarters.
- In Hungary, loan volumes increased by 27.4% YoY to above HUF 28 billion.