

# DUNA HOUSE GROUP

## Quarterly measures 2021 Q4

7 January 2022



## 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 January 2022

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## EXECUTIVE SUMMARY

### **Diversified growth in all segments**

**Duna House Group reached record volume levels in Q4 2021. Franchise real estate brokerage grew by 29%, own office real estate brokerage by 39% and loan brokerage by 74% on a year-on-year basis.**

In Hungary, the residential real estate market performed in H1 2021 at levels unseen in the last 10 years, which was followed by a more relaxed second semester. The year closed with a particularly strong December and the Group estimates that the market reached the usual pre-COVID level of 150 thousand annual transactions. The Group's Hungarian franchise real estate brokerage network grew by 29% YoY in Q4 2021, reaching a total commission volume of HUF 2.7 billion. The volume of own offices soared by 90%. Loan volumes increased by 13%.

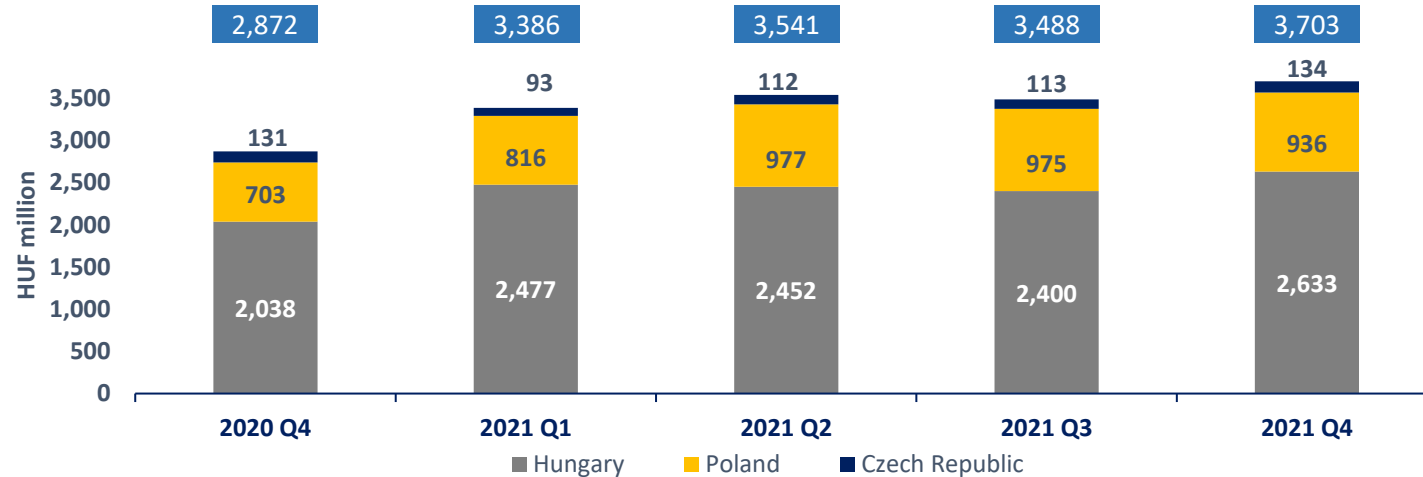
In Poland, the market eased following the strong summer period, nevertheless the Polish subsidiaries reached strong YoY growth. The commission income of the Polish franchise network reached HUF 936 million with annual growth of 33%. The Polish own offices outperformed Q4 2020 by 11%. In loan brokerage, Duna House Group's financial intermediary business in Poland grew by an outstanding 102%. 25% of the loan volumes are generated via the network expansion launched earlier.

Besides the two largest markets of the Group, the Czech operations had significant performance reaching YoY growth of 19% in own office real estate volumes.

The Group has signed an investment agreement regarding the acquisition of the Italian HGroup on 10 December 2021. The transaction is expected to close by 14 January 2022. The volume and financial figures of the Italian entities are expected to be presented already in the Q1 2022 reports.

## Changes in network commission revenues and office numbers

Commission revenues for the entire network\*

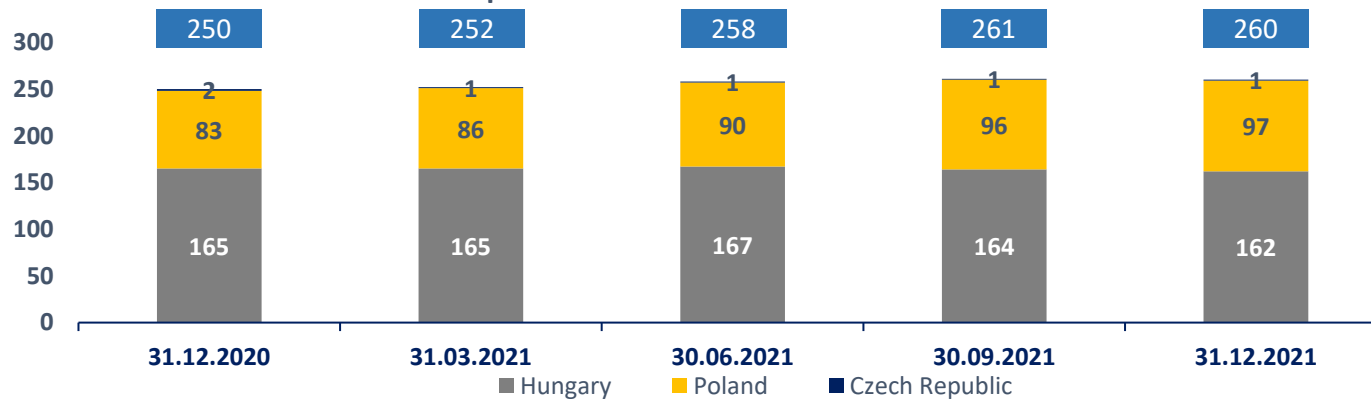


\*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether

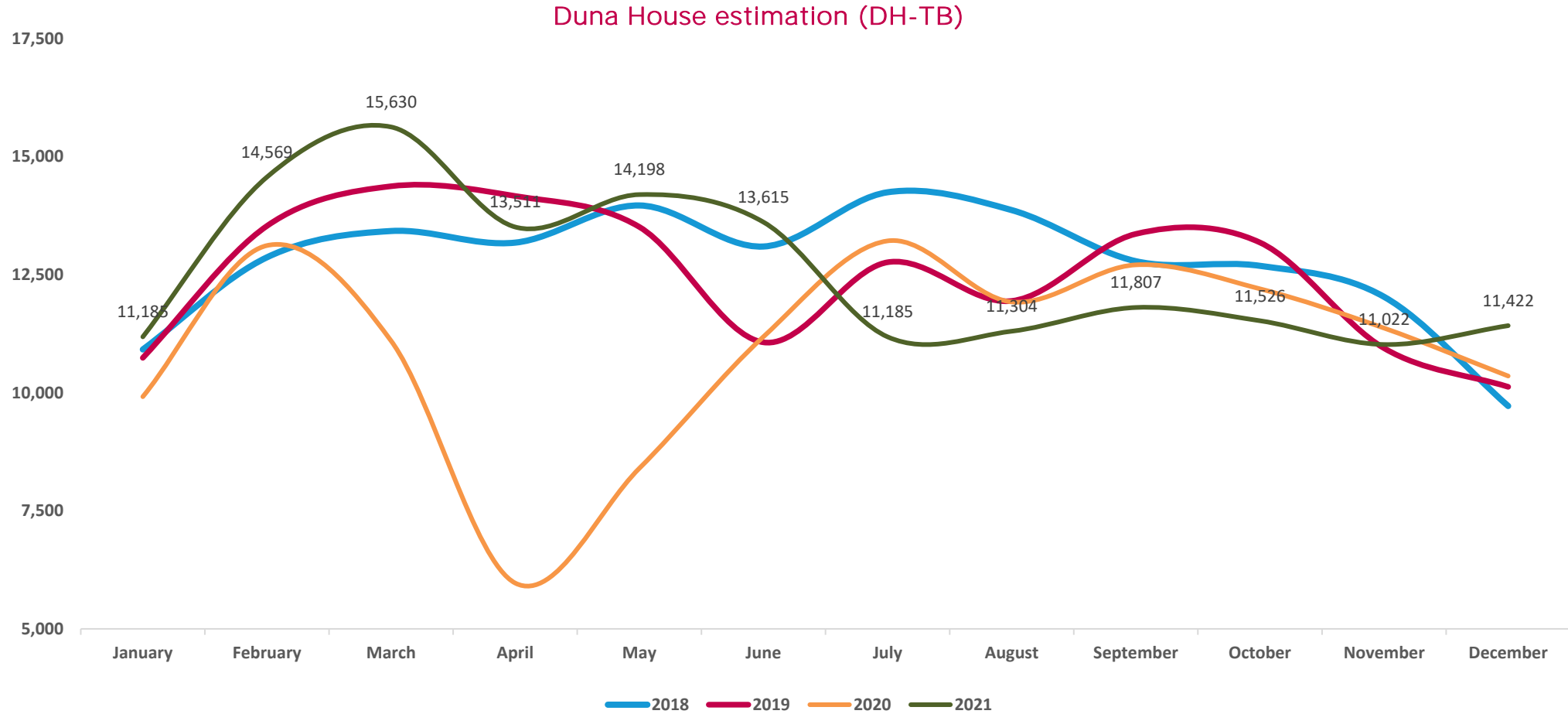
Note: Quarterly volume figures have been restated for the past periods after the correction of a non-material technical mistake.

- Following the weaker summer period, the franchise real estate brokerage network generated record level commissions of HUF 3.7 billion (+28.9% YoY).
- Commission volumes grew by 29.2% on a year-on-year basis in Hungary and 33.1% in Poland. Growth rates of Poland lag the levels seen in the earlier quarters of 2021 primarily due demand pausing on the very dynamic previous price increases.
- In the Czech Republic, volumes increased by 2.6%. Due to its relatively small size, the performance of the Czech own office can fluctuate significantly between quarters.
- The number of offices decreased by two in Hungary and increased by one in Poland.

Development in network office numbers

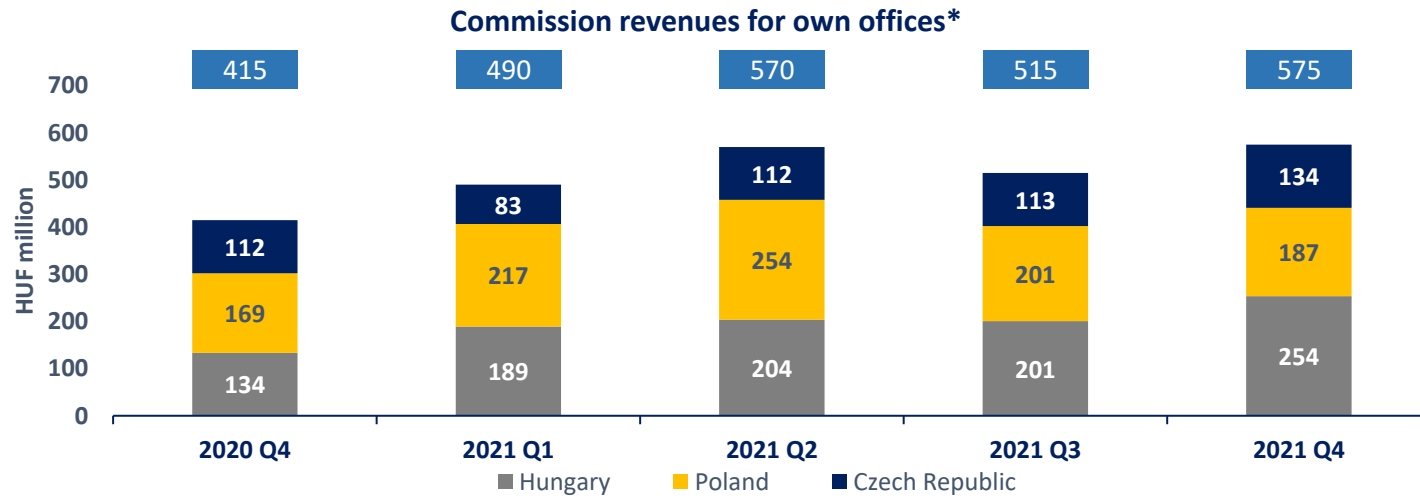


**HUNGARIAN PROPERTY MARKET TRENDS BASED ON DH-BAROMETER\***



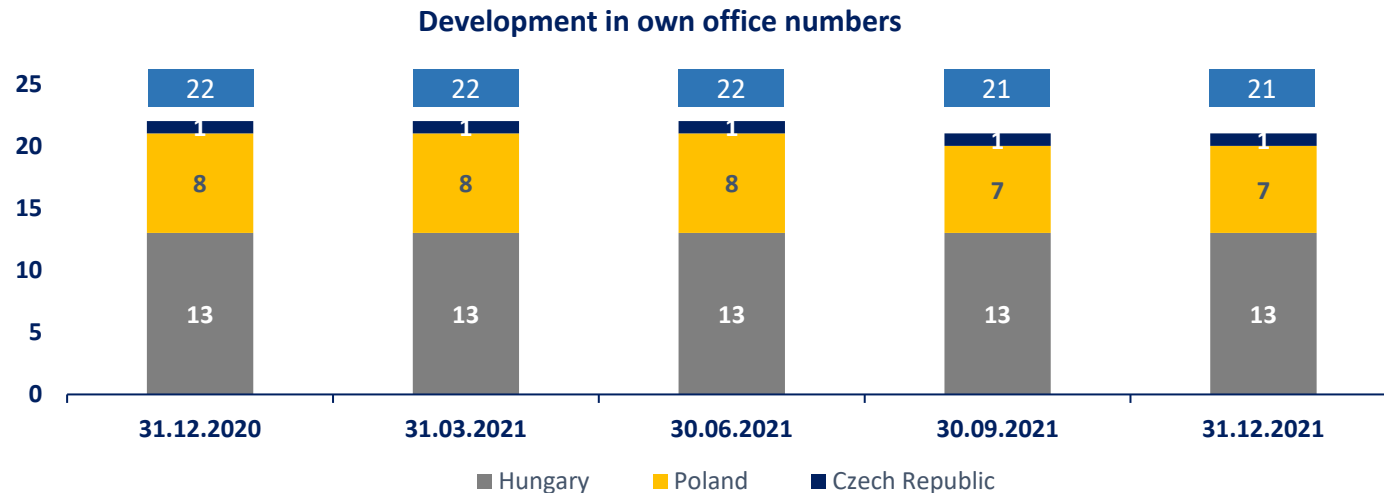
\*Due to the lack of up-to-date official data, the above presented data is based on Duna House own estimates.

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

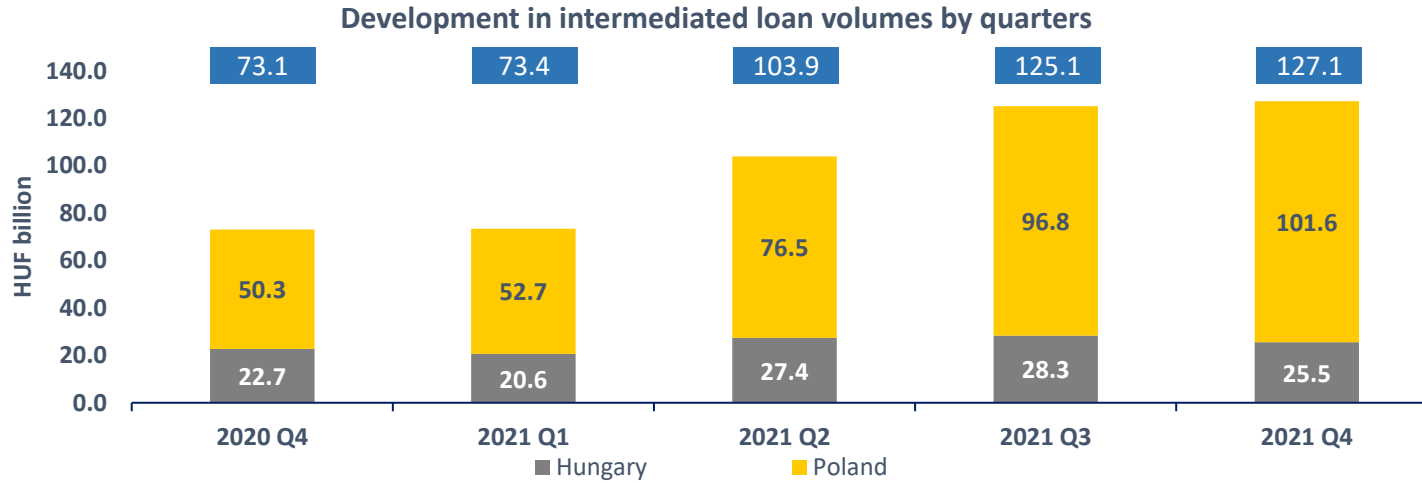


\*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether

- In Q4 2021, the volume of the own office segment soared to record levels following the lower volumes of Q3, commission revenues reached HUF 575 million (+38.6% YoY).
- In Hungary, commission revenues exploded by 89.8% YoY generating the strongest quarter of the year.
- The commission revenues of Polish own offices increased by 11.0% YoY, but lagged the levels of Q3.
- The revenues of the Czech own office increased by 19.1% YoY in Q4 2021. Due to its relatively small size, the performance of the Czech own office fluctuates significantly among quarters.
- The number of offices remained constant.



**Changes in intermediated loan volumes**



- Intermediated loan volumes doubled reaching new highs again exceeding HUF 127 billion (+74.1% YoY),
- In Poland, the volume of loans brokered by the Group increased by 101.8% thus reaching the all-time record of HUF 101.6 billion. These record figures include approximately 25% of intermediated loan volumes from the intensive network expansion mentioned in the published Management Guidance 2021.
- In Hungary, loan volumes increased by 12.5% YoY to HUF 25.5 billion.