

DUNA HOUSE GROUP

Quarterly measures 2023 Q2

10 July 2023



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, 10 July 2023

Table of Contents

Executive summary	p.4.
Changes in intermediated loan volumes	p.5.
Changes in network commission revenues and office numbers	p.6.
Changes in own office commission revenues and office numbers	p.7.

EXECUTIVE SUMMARY

Market readjustment

The Group's Polish and Hungarian operations were past the market turnaround in the first quarter of 2023 and the second quarter of the year was all about growth. In Italy, the further rise in euro interest rates delays the start of growth.

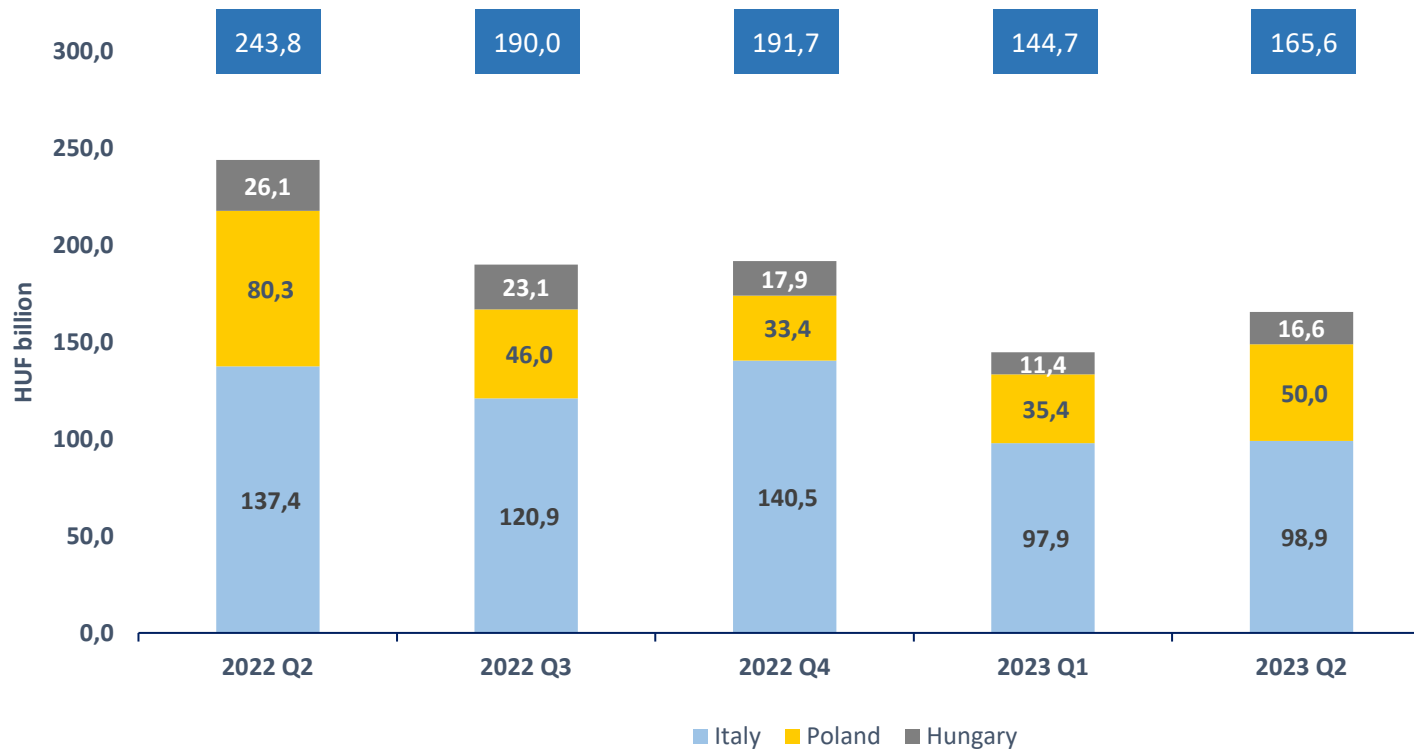
Hungary remains to see a 30-40% year-on-year volume decline in each segment in Q2 2023, but all segments show a significant improvement from the low-point. The Group's Hungarian franchise real estate volumes declined by 28% on a year-on-year basis but rebounded by +18% quarter-on-quarter. Own office volumes declined by 42% on a year-on-year basis, while Q2 was 3% ahead of Q1. The group's Hungarian lending volume fell 36% year-on-year but bounced 46% quarter-on-quarter.

In Poland, the low point-was in the last quarter of 2022, and the recovery has been ongoing for the second quarter. Franchise real estate volumes grew 4% year-on-year and 25% quarter-on-quarter, the Group's third all-time strongest quarterly performance in Poland. Own office property brokerage volumes grew by 4% year-on-year and 17% quarter-on-quarter. Intermediated lending volumes were 38% down year-on-year, but the quarter-on-quarter growth rate was also an impressive 42%. The credit market turnaround was helped by the easing of payment-to-income conditions for fixed-rate loans by the regulator. The launch on 1 July of the First Home scheme, which helps first-time buyers under 45, could give a further boost to the market.

Italian credit intermediation volumes fell by 25% year-on-year in euro terms as interest rates continued to rise. According to analysts, the overall Italian mortgage market declined by 24% in May 2023, resulting in the Group's volumes declining with the market. The real estate brokerage business generated commission income of HUF 129 million through its network of 38 offices.

Changes in intermediated loan volumes

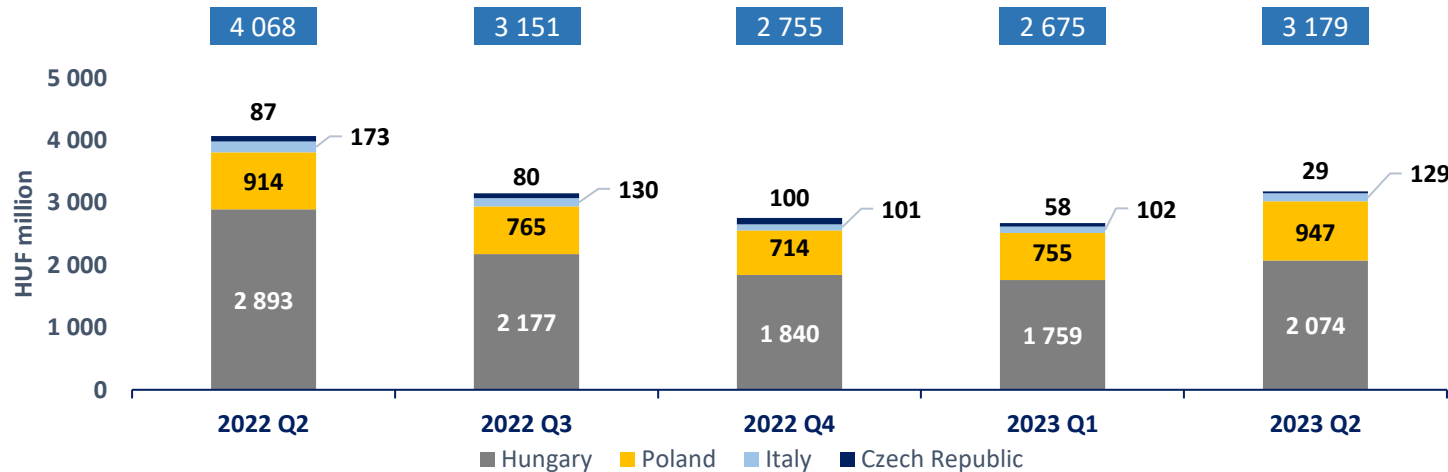
Intermediated loan volumes by quarters



- Loan volumes intermediated during the quarter amounted to HUF 166 billion (-32.1% y/y), reaching a turning point in volume dynamics (+14.4% q/q).
- In Italy, credit volumes amounted to EUR 265 million (HUF 98.9 billion), down 28.0% in HUF and 25.5% in EUR compared to Q2 2022. According to CRIF analysts, the overall Italian mortgage market declined by 24.4% on a y/y basis in May 2023.
- In Poland, after a lending turnaround in the first quarter, the Group's intermediated loan volume amounted to PLN 608.3 million in the second quarter of the year (HUF 50.0 billion, -37.8% y/y on a PLN basis), with quarter-on-quarter growth of 41.9% on a PLN basis. The turnaround was helped by the easing of payment-to-income conditions for fixed-rate loans by the regulator. The launch on 1 July of the First Home scheme, which helps first-time buyers under 45, could give a further boost to the market.
- In Hungary, the Group's intermediated loan volume was down 36.3% on a year/year basis, but up 45.6% on a quarter/quarter basis due to the market turnaround and amounted to HUF 16.6 billion.
- *TECHNICAL NOTE: As of Q2 2023, the Hungarian loan volume data also include the contracted amount of intermediated home savings contracts.*

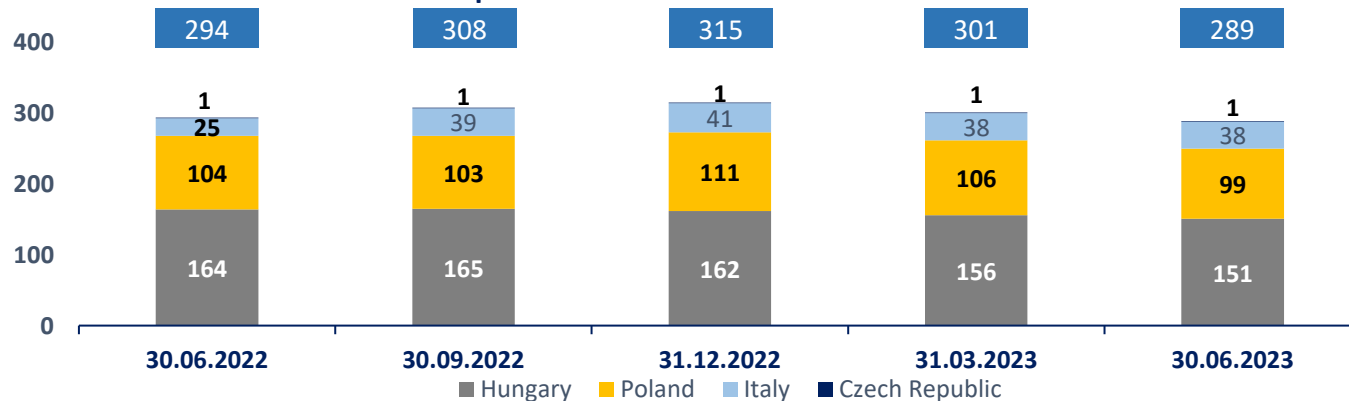
Changes in network commission revenues and office numbers

Commission revenues for the entire network*



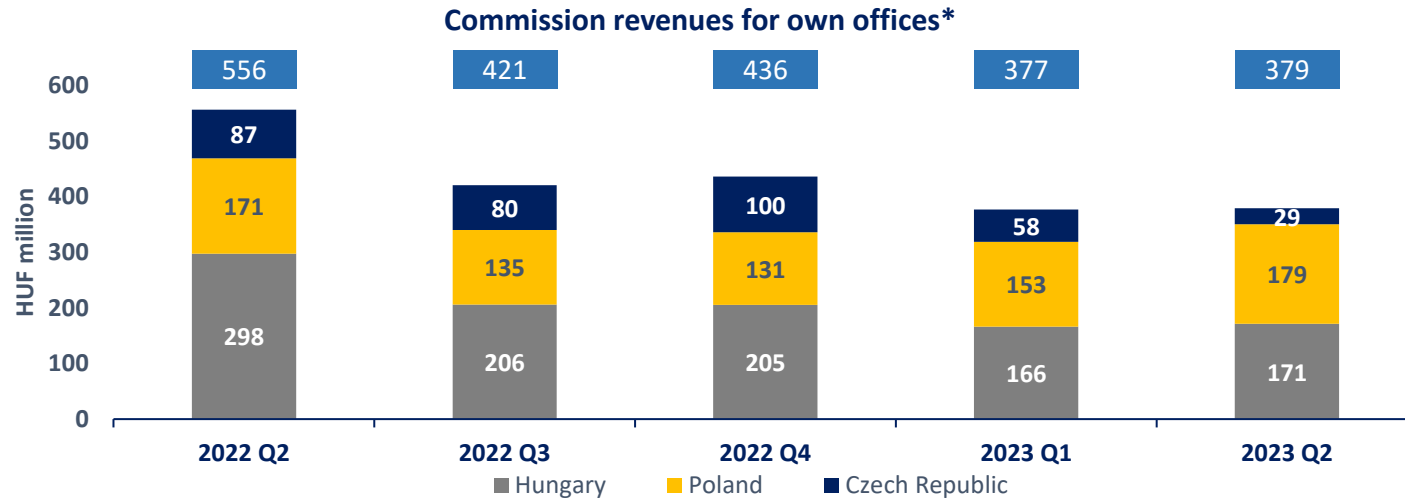
*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether

Development in network office numbers

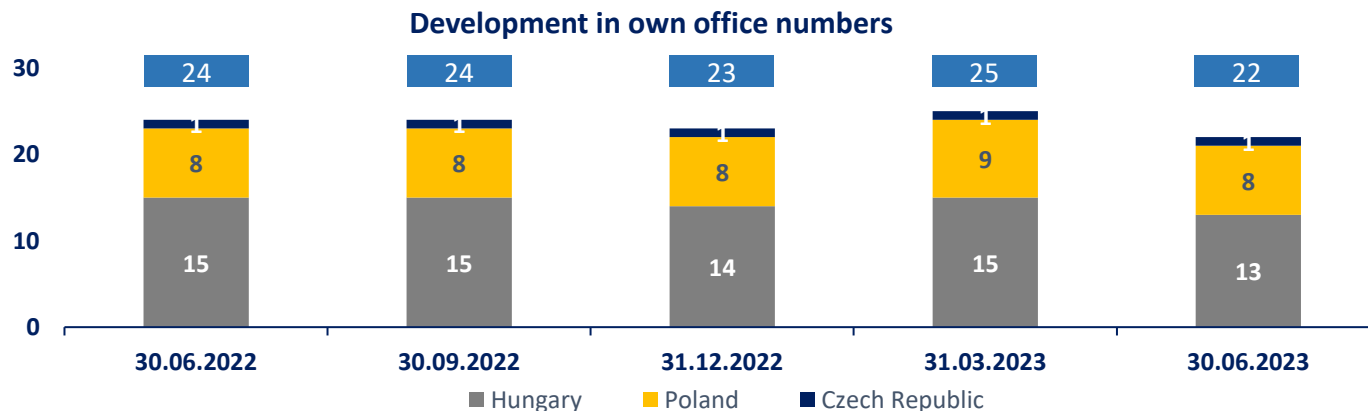


- In franchised real estate, the network generated commissions of HUF 3.2 billion in the second quarter (-21.9% year-on-year and +18.8% compared to Q1 2023).
- In Hungary, volumes declined by 28.3% year-on-year, mainly due to higher lending rates and a decline in purchasing power, but on a quarter-on-quarter basis the Group already achieved a 17.9% increase.
- In Poland, the Group achieved a rapid rebound, with commission volumes of HUF 947 million, the third strongest quarter in its history (+3.5% year-on-year and +25.3% quarter-on-quarter).
- In Italy, the acquired Realizza network generated commission income of €129 million (-25.4% y/y), up 26.2% q/q.
- The number of offices decreased to 289. 7 offices were closed in Poland and 5 in Hungary during the quarter. The closures affected underperforming offices.
- *Technical note: The Italian subsidiary Realizza does not operate on a franchise model, but its revenue model is similar. The Realizza Italian franchise is not based in Italy but has a similar model. Realizza's own office activity (1 office currently) is not reported separately until it reaches a significant size.*

Changes in commission revenues and office numbers for own offices



* the total revenue realised after the real estate market transactions mediated by the franchise offices owned by the Duna House Group



- The own office segment's quarterly commission volumes amounted to HUF 379 million (-31.9% y/y). The main part of the decrease was due to a decline in volumes in Hungary.
- In Hungary, quarterly commission income decreased by 42.4% y/y, but was up 3.2% compared to Q1 2023.
- Polish own office quarterly commission income increased by 4.3% y/y, while quarter-on-quarter the growth rate was 16.9% (+17.4% in PLN).
- Czech own agency quarterly commission income fell by 67.0% year-on-year and by 50.6% quarter-on-quarter. Due to its relatively small size, the performance of the Czech own offices can fluctuate widely between quarters.
- The number of offices decreased by two Hungarian and one Polish office during the quarter.