

# 2019. Q4 **Quarterly report**

February 25, 2020





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#### **EXECUTIVE SUMMARY 2019. FOURTH QUARTER**

#### **Quarterly results**

**Annual results** 

**Dividend** 

Guidance 2019

- Duna House Group closed Q4 2019 with outstanding growth, cleaned core operating profit increased by 67%.
- Growth was largely driven by Poland and the Czech Republic, while Hungary experienced a slight decline due to a loss of home saving products and a weaker real estate market. The Group's consolidated revenue exceeded HUF 2.0 billion (+ 6% yoy), its EBITDA reached HUF 463 million (+ 20% yoy), clean core operating profit exceeded HUF 344 million (+ 67% yoy) and PAT of HUF 265 million (+ 10% yoy) in Q4 2019.
- In 2019 full year, the Group was able to maintain its consolidated annual revenue at a level of HUF 8 billion (-1% yoy) in spite of having no real estate development revenue and losing the home saving products revenue, due to its core growth and the acquisition of Gold Finance. The Group's EBITDA decreased to HUF 1.6 billion (-27% yoy) and its PAT decreased to HUF 1.0 billion (-40% yoy) due to the higher profit margin of lost revenue. On the other hand, the cleaned core EBIT, representing the result of the Group 's recurring activities, increased significantly to HUF 1.2 billion (+ 34%).
- The Board of Directors expects to propose a total dividend payment of HUF 450 million to ordinary shares (HUF 130 per share) to the General Meeting of the Company based on the level defined in the Group's dividend policy (47% of adjusted PAT).
- The Group completed the year within the lower third of the HUF 1.1-1.4 billion guidance, excluding MyCity's real estate development business. The performance of the core activities was slightly below the management expectations due to the downturn in the Hungarian real estate market. The ongoing real estate developments have been postponed to 2020 due to a general scarce capacities in the industry, the Group did not realize significant profit from these activities in 2019.



#### **EXECUTIVE SUMMARY 2019. FOURTH QUARTER**

# **Quarterly** segment results

- EBIT of Q4 2019 was HUF 56 million higher compared to Q4 2018 (16% yoy):
  - The franchise segment's revenue has grown by 7%, its gross profit has grown by 11% compared to Q4 2018. Overall its EBIT contribution increased by HUF 11 million (+20% yoy).
  - The financial intermediary services segment increased its revenue by 13% (yoy) in Q4 2019. Its EBIT contribution increased by HUF 43 million (+22% yoy), therefore it could more, than compensate the missing profit from to the elimination of state subsidies for home saving products in Hungary. As interest for home saving products evaporated, the Group missed EBIT of HUF 106 million in the quarter.
  - Supplementary services segment's EBIT contribution increased by HUF 7 million. (-19% YoY and +19% YoY)
  - Own office segment reduced its EBIT contribution by HUF 3 million and generated a loss of HUF 20 million in Q4 2019.
  - The real estate investment segment closed the most profitable quarter of 2019, however, due to the strong base effect, its EBIT contribution decreased by HUF 12 million (-10% yoy)



# **Consolidated financial statements**





# **CONSOLIDATED INCOME STATEMENT**

Consolidated income statement	10-12. 2019.	10-12. 2018.	Variance		01-12. 2019.	01-12. 2018.	Varianc	e
(data in thHUF, except earnings per share)	(not audited)	(not audited)	thHUF	%	(not audited)	(not audited)	thHUF	%
Net sales revenue	2.040.452	1.918.418	122.034	6%	7.916.459	7.985.170	-68.711	-1%
Other operating income	95.242	143.820	-48.577	-34%	222.466	302.790	-80.325	-27%
Disposal Group held for sale income	0	0	0	0%	0	51.946	-51.946	-100%
Change in stocks of finished products and work in progress	-366.145	-36.205	-329.940	911%	-1.631.112	-621.540	-1.009.572	162%
Consumables used	81.082	17.597	63.484	361%	128.560	61.618	66.942	109%
Cost of goods and services sold	501.879	350.397	151.482	43%	1.325.067	1.405.221	-80.154	-6%
Services purchased	1.181.036	1.071.723	109.313	10%	5.675.063	4.415.172	1.259.891	29%
Personnel expenses	209.592	193.729	15.863	8%	812.481	677.017	135.465	20%
Depreciation and amortization	20.950	31.950	-11.000	-34%	90.483	99.697	-9.214	-9%
Depreciation of right-of-use assets	32.077	0	32.077	0%	126.360	0	126.360	0%
Other operating expenses	65.161	79.279	-14.118	-18%	215.942	188.211	27.731	15%
Operating income (EBIT)	410.063	353.766	56.296	16%	1.396.080	2.114.510	-718.431	-34%
Finance income	14.536	6.060	8.476	140%	59.093	38.292	20.801	54%
Finance costs	44.009	34.961	9.048	26%	144.156	100.989	43.167	43%
Share of the losses of a joint venture	-10.669	-12.923	2.254	-17%	-51.543	-37.278	-14.265	38%
Profit before tax	369.920	311.941	57.979	19%	1.259.473	2.014.535	-755.062	-37%
Income tax expense	104.580	70.446	34.134	48%	236.842	310.085	-73.243	-24%
Profit after tax	265.340	241.496	23.845	10%	1.022.632	1.704.450	-681.819	-40%
Currency translation difference	7.918	-34.826	42.744	-123%	52.945	3.361	49.584	1475%
Other comprehensive income	7.918	-34.826	42.744	-123%	52.945	3.361	49.584	1475%
Total comprehensive income attributable to	273.258	206.669	66.589	32%	1.075.576	1.707.811	-632.235	-37%
Shareholders of the Company	272.775	212.813	59.961	28%	1.082.352	1.715.258	-632.905	-37%
Non-controlling interest	483	-6.144	6.627	-108%	-6.776	-7.446	671	-9%
Earnings per share (basic and diluted)	75	68	7	10%	284	472	-188	-40%



#### **CONSOLIDATED INCOME STATEMENT**

# **Comments**

- The Group's consolidated revenues exceeded HUF 2.0 billion in Q4 2019. While in Q4 2018 HUF 88.0 million was generated from the sales of own-developments, there was no such revenue from development activities in Q4 2019.
- Change in stocks of finished products and in progress represents the net difference between activated construction service costs related to MyCity development projects and the book value of units sold and handed over.
- Cost of goods and services sold has decreased in line with low project handovers in the quarter.
- The growth of purchased services increased significantly in Q4 2019 due to ongoing developments and expanding financial intermediation activities.
- From 1 January 2019, the Group applies the IFRS 16 standard regarding leased and rented assets. Rental fees are reclassified from services used to depreciation of right-of-use assets and finance costs.
- Currency translation difference represents the FX gains and losses on assets and liabilities of the foreign subsidiaries.
- The Group made PAT of HUF 265.3 million and core PAT of HUF 344.8 million in Q4 2019 (+18% increase compared to the core PAT of Q4 2018). The discontinuation of home savings products hit the Q4 the hardest, lowering its pre-tax profit by HUF 105.8 million compared to 2018. Its annual impact was HUF -227.6 million.



Total assets

# **CONSOLIDATED BALANCE SHEET**

Consolidated balance sheet data in thHUF	2019. December 31. (not audited)	2018. December 31. (audited)	Varian	ce
			thHUF	%
Other intangible assets	43.827	66.807	-22.980	-34%
Right-of-use asset	276.947	0	276.947	0%
Goodwill	1.361.475	1.320.667	40.808	3%
Investment property	1.836.000	1.443.600	392.400	27%
Property, plant	450.139	520.387	-70.249	-13%
Equipment	249.573	171.100	78.473	46%
Investment in a joint venture	117.189	168.731	-51.543	-31%
Deferred tax assets	217.575	212.418	5.157	2%
Other financial assets	85.821	79.950	5.871	7%
Non-current assets	4.638.544	3.983.659	654.885	16%
Inventories	5.508.399	3.882.715	1.625.683	42%
Trade receivables	845.109	710.861	134.248	19%
Receivables from affiliates	126.093	154.622	-28.529	-18%
Other receivables	519.944	386.607	133.336	34%
Current tax asset	143.160	25.380	117.781	464%
Other assets	478.764	424.648	54.116	13%
Cash and cash equivalents	1.627.726	752.694	875.032	116%
Restricted cash	897.947	756.919	141.027	19%
Current assets	10.147.142	7.094.448	3.052.694	43%

14.785.686

11.078.107 3.707.579

33%

Consolidated balance sheet data in thHUF	2019. December 31. (not audited)	2018. December 31. (audited)	. Variance		
			thHUF	%	
Share capital	171.989	171.989	0	09	
Own shares repurchased	-176.915	-117.000	-59.915	519	
Share premium	1.499.705	1.493.267	6.439	09	
Other reserves	72.142	35.283	36.859	1049	
Retained earnings  Equity attributable to the owners of the	3.994.975	3.917.124	77.851	29	
Company	5.561.897	5.500.663	61.233	19	
Non-controlling interests	-58.398	-56.027	-2.371	49	
Total equity	5.503.499	5.444.637	58.862	19	
Borrowings	1.906.966	236.082	1.670.884	708	
Provisions for expected liabilities	0	8.327	-8.327	-100	
Other non-current liabilities	0	0	0	0	
Deferred tax liabilities	211.686	163.992	47.694	29	
Leasing liabilities	161.674	0	161.674	0	
Non-current liabilities	2.280.325	408.401	1.871.925	458	
Borrowings	4.473.844	2.746.177	1.727.667	63	
Trade payables	789.872	599.094	190.778	32	
Payables to affiliates	29.853	292.360	-262.508	-90	
Other liabilities	1.219.624	995.783	223.841	22'	
Current tax liabilities	104.344	128.386	-24.042	-19	
Accrued expenses	384.325	463.269	-78.944	-17	
Current liabilities	7.001.862	5.225.070	1.776.793	34	
Total equity and liabilites	14.785.686	11.078.107	3.707.579	33	



#### **CONSOLIDATED BALANCE SHEET**

# **Comments**

- From 1 January 2019, the Group applies the IFRS 16 standard regarding leased and rented assets. The right of use with regards to long term rental of offices and vehicles are valued at HUF 276.9 million as of 31 December 2019.
- The Group reports its ongoing IT developments under Equipment asset line, the amount of which totaled HUF 217.6 million on December 31, 2019.
- The value of inventories increased by an additional HUF 351.1 million in Q4 2019, in line with the capitalized construction costs of ongoing developments. Inventories increased by HUF 1,625.7 million during the year.
- The balance of receivables from affiliates is predominantly against MyCity Residence, the development project 50% owned by the Group.
- Other receivables are mainly attributable to Forest Hill project, where the Group provides HUF 329.5 million financing to the construction company.
- Cash and cash equivalents of the Group amounted HUF 1,627.7 million, plus HUF 897.9 million of Restricted cash, guarantees related to project loans of
  residential developments, Raiffeisen bank loan, and equity deposits related to the fund management activity. On January 7, 2020, the Group acquired the
  Polish credit brokerage company Alex The Great Sp.zoo for HUF 339.8 million. The acquisition was financed from own funds.



#### **CONSOLIDATED BALANCE SHEET**

# **Comments**

- The consolidated equity of the Group amounted HUF 5.5 billion at the end of Q4 2019. At the end of Q4 the Company held 45,524 pieces of own shares for the purpose of employee share program.
- Loans increased to HUF 6.4 billion, out of which HUF 4.1 billion non-recourse loans related to development projects.
- Among Payables to affiliates, liabilities related to "B" series preference shares totaling HUF 23.5 million as of December 31, 2019.
- Other liabilities consist mainly of prepayments and advance payments received from buyers related to development projects, totaling HUF 692.1 million as of December 31, 2019.
- Long term and short term liabilities related to leased asset under IFRS 16 standard totaled HUF 403.3 million. Long term lease liabilities are presented on a separate account, while short term lease liabilities are included in Other liabilities.



#### **CLEAN CORE RESULT**

data in thousands of HUF	2019 Q4	2018 Q4	Variance %	2019 Q1-4	2018 Q1-4	Variance %
EBIT	410.063	353.766	+16%	1.396.080	2.114.510	-34%
(-) EBIT of MyCity	-3.491	-15.774	-78%	49.225	767.485	-94%
Core EBIT	413.554	369.540	+12%	1.346.854	1.347.025	-0%
(-) Result of Home saving products	-16	105.806	-100%	1.585	227.602	-99%
(-) Result of portfolio evaluation	77.009	97.160	-21%	120.809	188.060	-36%
(-) The result of the sale of the Zsinór project	0	0	+0%	0	51.946	-100%
(-) Acquisition costs	-7.716	-39.000	-80%	-7.716	-39.000	-80%
Total core adjustments	-69.277	-163.966	-58%	-114.678	-428.608	-73%
Cleaned core EBIT	344.276	205.575	+67%	1.232.176	918.417	+34%

- For transparency reasons, from Q2 2019 onwards the Group publishes "clean core" adjusted profit and loss categories. The Group adjusts its results besides
  the result of MyCity property development activity, with additional one-off or other material items that according to the management's opinion are essential for
  understanding the recurring profitability of the Group.
- In Q4 2019, the Group made the following adjustments:
  - Result of home saving products: Act LXIII of 2018 amending Act CXIII of 1996 on Home savings products entered into force on October 17, 2018, according to which no state support
    can be granted for housing savings contracts concluded after October 16, 2018. As a result of the amendment, the demand for Home savings products has dropped radically, making it
    difficult to analyze the current period's result.
  - Result of portfolio revaluation: The Group revalues its investment property at market value every six months and recognizes the difference in profit or loss. While revaluations may reflect the real estate market trends, due to the concentration of the portfolio they also can distort the analysis of core business.
  - Result of the sale of Zsinór project: In Q2 2018 The Group sold one of its real estate development projects, which is considered as a one-time result because management does not aim to sell the projects before completion.
  - Acquisition costs: Advisory fees for the acquisition of GoldFinance in November 2018 and Alex T. Great in January 2020 are, according to management, one-off items.
- The Group's cleaned core EBIT increased by 67% in Q4 2019 and totaled HUF 344.3 million. In 2019 business year clean core EBIT increased by 34% and reached HUF 1,232.2 million.



## REVENUE, OPERATING AND AFTER TAX INCOME BY COUNTRY

in thousand HUF	Hung	Hungary		Poland		Czech Republic		Duna House Group	
III thousand hor	2019Q4	2018Q4	2019Q4	2018Q4	2019Q4	2018Q4	2019Q4	2018Q4	
Net sales revenue	977.914	1.325.557	955.448	637.287	107.089	43.078	2.040.452	2.005.923	
EBITDA	380.076	435.799	73.016	-19.909	9.998	-24.217	463.089	391.673	
Operating income	348.175	408.649	52.003	-24.489	9.886	-24.437	410.063	359.724	
Profit after tax	241.122	320.118	21.788	-36.574	2.431	-28.153	265.340	255.391	

in thousand HUF	Hungary		Poland		Czech R	epublic	Duna House Group	
III tilousaliu HOF	2019Q1-4	2018Q1-4	2019Q1-4	2018Q1-4	2019Q1-4	2018Q1-4	2019Q1-4	2018Q1-4
Net sales revenue	3.918.978	6.075.913	3.661.425	1.720.291	336.055	276.470	7.916.459	8.072.674
EBITDA	1.439.031	2.248.569	166.685	-23.936	7.207	-4.469	1.612.922	2.220.164
Operating income	1.304.684	2.166.836	84.302	-41.680	7.095	-4.689	1.396.080	2.120.468
Profit after tax	986.234	1.792.001	35.234	-55.728	1.164	-17.927	1.022.632	1.718.345

- The Hungarian activities reached profit after tax of HUF 241.1 million out of which HUF 320.6 million relate to the core activities. In comparison, Hungarian core PAT was HUF 370.7 in Q4 2018 (13.5%, 50.1 million decline YoY). In Q4 2019 the Hungarian core PAT was negatively impacted by HUF 126.0 million one-off items compared to Q4 2018 (home savings and lower portfolio revaluation profit), that are presented on page 11.
- In Poland, revenues and loan intermediation volumes have grown significantly due to the integration of Gold Finance sp. z. o.o and significant organic growth. EBIT and PAT continued to improve during Q4, making the Polish operation profitable in 2019. **The following items reduced the Polish profit by a total of HUF 21.6 million in Q4 2019:** (i) HUF 7.7 million advisory fees related to the acquisition of Alex T. Great in Q4 2019; ii) the year-end write-off of tax benefits arising from the deferred tax loss of previous years reduced the profit by HUF 13.9 million.
- The acquisition of Gold Finance was financed by the Holding, which resulted in intra-group interest payments (interest expense in Poland) of HUF 5.4 million in Q4 2019 and HUF 21.0 million in 2019, weakened the Polish PAT (and improved the Hungarian).
- The Czech entities closed the guarter and the year with a positive result.



#### **MANAGEMENT'S GUIDANCE FOR FISCAL YEAR 2019**

		Duna House Group									
in thousand HUF	Duna House Gro	up w/o MyCity*	Reviczk	xy Liget	Forest Hill	MuCity Decidence					
	2019Q4	2019Q1-Q4	2019Q4	2019Q1-Q4	rorest mili	MyCity Residence					
Operating income	413.554	1.346.854	2.734	50.106	Under construction	Under construction					
Profit after tax	344.839	1.169.063	1.559	58.680	Under construction	Under construction					
Management forecast	1 100 000 – 1 400 000				1 06	0 000					

<sup>\*=</sup>Excluding the real estate development activity of MyCity group. Sales revenue related to the real estate development projects within MyCity group -in accordance with current accounting standards with relevance to the sector- is realized following project closure. Indirect (operational) costs arising before sales revenue realization have a negative impact on profitability.

#### Profit realization from MyCity property development activity

Resulting from the specialties of property development activity, the realization of the developer's profit is due following the closure of the development projects.

The guidance has been prepared with the assumption that 50% of the units will be handed over and invoiced of both the Forest Hill and MyCity Residence projects during 2019. In the current property market situation, the actual handover of the first units is going to take place in the first half of 2020.



# **CONSOLIDATED CASH FLOW STATEMENT**

Consolidated cash flow statement	1-12. 2019 (not audited)	1-12. 2018 (not audited)
Data in thHUF	(not addited)	(not addited)
Cash flows from operating activities		
Profit after tax	1.022.632	1.704.450
Adjustments:		
Received / paid interests	59.093	49.965
Depreciation	90.483	99.697
Deferred tax expense	42.536	-32.191
Fair value adjustments of investment properties	-120.809	-188.060
Share program	6.439	2.731
Badwill	0	0
Share of profit of a joint venture	51.543	37.278
Asset held for sale	0	-51.946
Movements of working capital		
Increase in inventories	-1.625.683	-437.313
Increase in trade- and other receivables	-502.088	-274.351
Decrease of other assets	-54.116	-108.203
Increase of trade payables	-254.227	-150.633
Increase of other short term liabilities	199.799	-25.513
Increase in accruals	-78.944	75.133
Net cash generated by operating activities	-1.163.343	701.043

Consolidated cash flow statement	1-12. 2019	1-12. 2018
	(not audited)	(not audited)
Cash flows from investing activities		
Payments for property, plant and equipment	-347.319	-374.543
Proceeds from the sale of properties	0	51.846
Assets held for sale and directly ()	0	250.000
Net cash inflow on sale of subsidiaries	0	-271.731
Net cash used in investing activities	-347.319	-344.425
Cash flows from financing activities		
Proceeds from borrowings	3.398.551	713.849
Proceeds from shareholders for capital increase	-59915,267	-117.000
Dividends paid	-898.074	-632.325
Securities sold	0	C
Received / paid interests	-59.093	-49.965
Net cash generated from financing activities	2.381.469	-85.441
Net increase in cash and cash equivalents	870.807	271.177
Cash and cash equivalents at the beginning of the vear	756.919	485.742
Cash and cash equivalents at the end of the year	1.627.726	756.919



# STATEMENT OF CHANGES IN EQUITY

	Share capital	Share premium	Foreign currency translation reserve	Retained earnings	Attributable to the shareholders of the Company	Attributable to non- controlling interests	Total equity
data in thHUF					•	-	
31 December 2016	153 050	9 479	-23 318	2 444 092	2 583 303	-40 154	2 543 149
Dividend paid				-479 260	-479 260		-479 260
Capital increase	18 939	1 481 057			1 499 997		1 499 99
Total comprehensive income			50 836	923 224	974 060	-8 427	965 633
31 December 2017	171 989	1 490 536	27 518	2 889 056	4 579 100	-48 581	4 530 519
Dividend paid				- 653 018	-653 018		- 653 018
Total comprehensive income			7 765	1 707 492	1 715 258	-7 446	1 707 813
Purchase of treasury shares					-117 000		-117 000
Employee Share-based payment		2 731			2 731		2 73:
31 december 2018	171 989	1 493 267	35 283	3 917 124	5 500 663	-56 027	5 444 63
Dividend paid							
Total comprehensive income			-3.813	166.256	162.443	-5	162.43
Purchase of treasury shares					-37.041		-37.04
Employee Share-based payment provision		13.569			13.569		13.569
31 march 2019	171.989	1.506.836	31.470	4.083.380	5.639.635	-56.032	5.583.60
Dividend paid				-945.104	-945.104		-945.104
Total comprehensive income			18.307	338.258	356.565	-1.011	355.55
Purchase of treasury shares					-14.742		-14.742
Employee Share-based payment provision		-13.392			-13.392		-13.392
30 june 2019	171.989	1.493.444	49.777	3.476.534	5.022.962	-57.043	4.965.919
Dividend paid							
Total comprehensive income			8.385	253.524	261.909	-1.839	260.070
Purchase of treasury shares					-3.721		-3.72
Employee Share-based payment provision		2.837			2.837		2.83
30 september 2019	171.989	1.496.281	58.162	3.730.058	5.283.987	-58.882	5.225.10
Dividend paid							
Total comprehensive income			13.980	264.918	278.897	483	279.38
Purchase of treasury shares					-4.412		-4.412
Employee Share-based payment provision		3.424			3.424		3.424
31 december 2019	171.989	1.499.705	72.142	3.994.975	5.561.897	-58.398	5.503.499



# Real estate franchise segment





# **DUNA HOUSE GROUP'S REAL ESTATE FRANCHISE BRANDS**







metrohouse





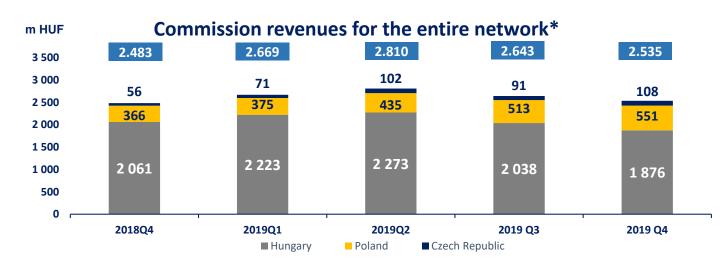


#### **REGIONAL PRESENCE**

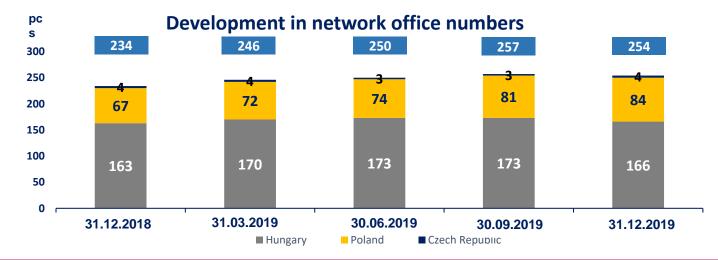




# Changes in network commission revenues and office numbers



\*total revenue, realized in connection with property transactions intermediated by Duna House Group's franchise network in total.



- Duna House Group reached real estate commissions of HUF 2.5 billion in Q4 2019.
- After the slowdown in the Hungarian real estate market during summer, the second half of the year was determined by uncertainty (please refer to page 21 regarding Duna House's transaction volume estimates). As a result of a weak November compared to 2018, quarterly commissions have decreased to HUF 1.9 billion (-9.0% YoY), in spite of the expanding office network. The number of Hungarian offices declined at the end of the year due to the integration of Smart Real Estate network into Duna House brand and rationalization of the locations.
- In Poland, commission revenues increased by 50.6% YoY due to the increase in average commission per office (+ 20.1% YoY) and due to significant increase in office numbers (+25.4%). Polish volumes have set off the decline in Hungary completely. With 84 offices the Company exceeded its end-of-year target of 77 offices.
- In the Czech Republic commissions increased by 91.5% YoY.
   Due to its relatively small size, the Czech own office fluctuates significantly between quarters.



## **SEGMENT LEVEL RESULTS**

	E SEGME	NT						
(data in thHUF)	10-12. 2019	10-12. 2018	Variance (thHUF)	Variance (%)	01-12. 2019	01-12. 2018	Variance (thHUF)	Variance (%)
	2010	2010	(111101)	(70)	2010	2010	(111101)	(70)
Net sales revenue	373.946	350.110	23.836	7%	1.577.476	1.415.240	162.236	11%
Direct expenses	29.861	39.077	-9.216	-24%	121.915	132.690	-10.776	-8%
Gross profit	344.086	311.033	33.052	11%	1.455.562	1.282.550	173.011	13%
Gross profit margin (%)	92%	89%	3%p		92%	91%	2%p	
Depreciation and amortization	10.149	18.008	-7.859	-44%	41.980	50.942	-8.962	-18%
Indirect expenses	267.631	237.920	29.711	12%	1.098.942	978.844	120.098	12%
Operating income (EBIT)	66.305	55.105	11.200	20%	314.639	252.764	61.875	24%
EBIT margin (%)	18%	16%	2%р		20%	18%	2%p	

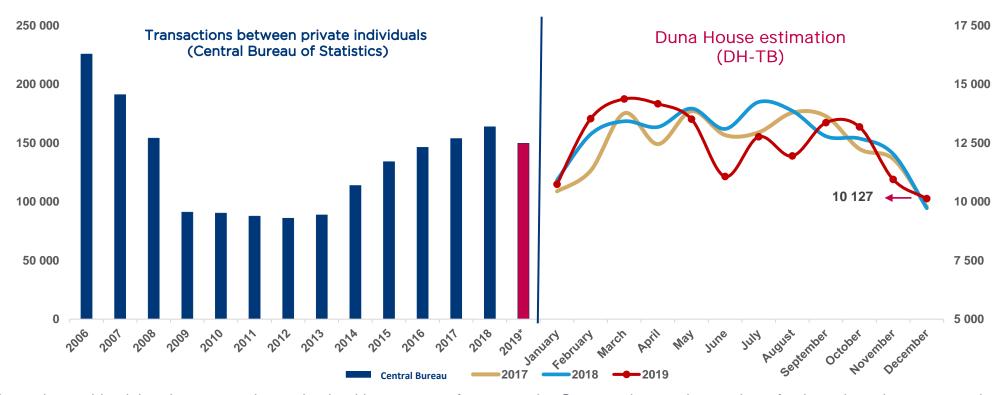
Revenue of the franchise segment grew by 7% compared to Q4 2018. Growth was driven by Poland.

The increase of indirect costs is attributable to the expansion of franchise education activities.

Franchise EBIT increased to HUF 66.3 million in Q4 2019 (+20% YoY).



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



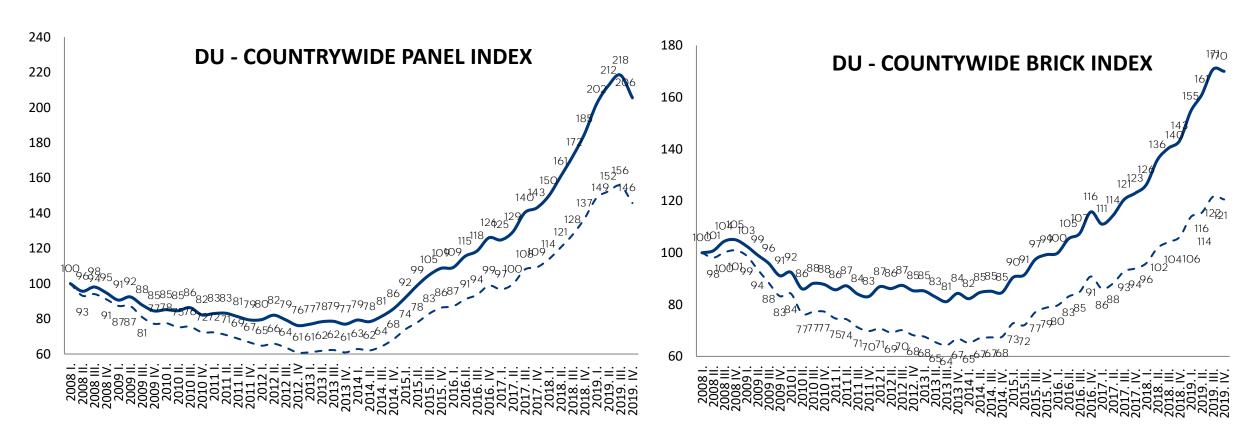
The Hungarian residential real estate market maintained its strong performance, the Group estimates the number of sale and purchase transactions to be over 149 thousand in 2019, approx. the same figure as estimated by us for 2018, but below the official figures of the Hungarian Statistics Office.

<sup>\*</sup> No similar data available in relation of Poland at present

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



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



The steady rise in property prices until Q3 2019 came to a halt in the last quarter.

The nominal value of the Panel price index declined 5.5% in a quarter and closed at 206 points, while the Brick price index declined 0,6% and closed the year on 170 points. Both price indices are significantly above the end-2018 value.

<sup>\*</sup> No similar data available in relation of Poland at present

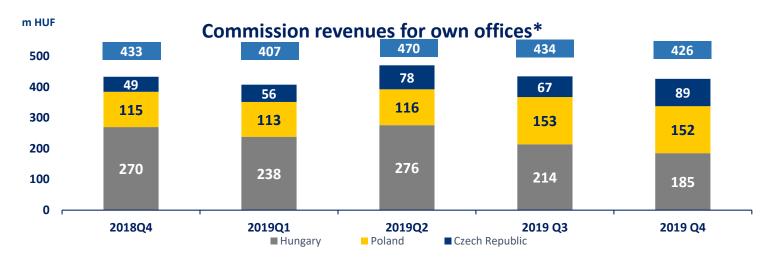


# Own office operation segment

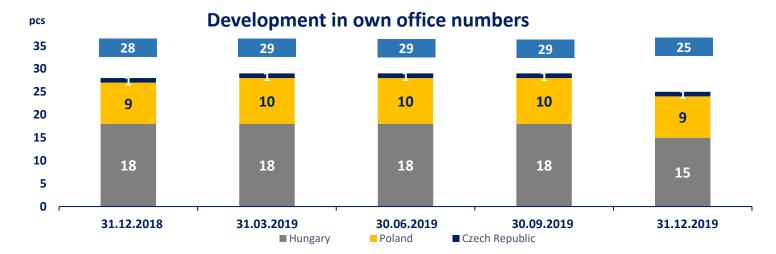




#### CHANGES IN NETWORK COMMISSION REVENUES AND OFFICE NUMBERS FOR OWN OFFICES



<sup>\*</sup> total revenue, realized in connection with property transactions intermediated by Duna House Group's franchise network in total.



- In Q4 2019, the own office segment generated commission revenues of HUF 426 million (-1.6% YoY).
- In Hungary, revenues decreased by 31.4% YoY due to a more concentrated decline in the Budapest real estate market. As a result of the integration of Smart Real Estate offices into Duna House brand, the number of own offices has decreased by 3 offices.
- The commission revenues of Polish own offices increased by 33.1% YoY.
- The revenues of the Czech own office increased by 82.1% YoY in Q4. Due to its relatively small size, the Czech own office fluctuates significantly among quarters.



## **SEGMENT LEVEL RESULTS**

	OWN OFFICE SEGMENT							
(data in thHUF)	10-12. 2019	10-12. 2018	Variance (thHUF)	Variance (%)	01-12. 2019	01-12. 2018	Variance (thHUF)	Variance (%)
Net sales revenue	384.953	354.556	30.398	9%	1.479.236	1.560.153	-80.916	-5%
Direct expenses	232.169	215.080	17.089	8%	864.068	900.053	-35.985	-4%
·								
Gross profit	152.784	139.475	13.309	10%	615.168	660.100	-44.931	-7%
Gross profit margin (%)	40%	39%	0%р		42%	42%	-1%p	
Depreciation and amortization	3.576	-101	3.678	-3628%	14.825	11.836	2.989	25%
Indirect expenses	168.826	155.870	12.957	8%	594.852	569.283	25.569	4%
Operating income (EBIT)	-19.618	-16.293	-3.325	20%	5.491	78.980	-73.489	-93%
EBIT margin (%)	-5%	-5%	-1%p		0%	5%	-5%p	

The sales of own office segment increased by 9% compared to last year due to improving performance in Polish offices.

In the difficult market environment, the Hungarian offices closed Q4 with negative result. Despite the improving results in Poland, the segment closed an unprofitable quarter.

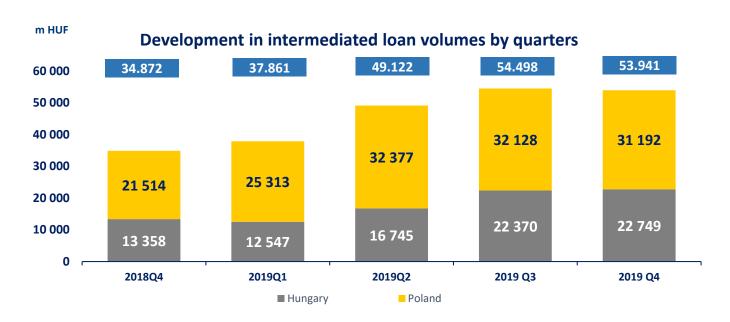


Financial product intermediary services segment





#### **CHANGES IN INTERMEDIATED LOAN VOLUMES**



- Duna House Group's loan brokerage activities continued their excellent performance in Q4, intermediated loan volume reached HUF 53.9 billion (+54.7% YoY).
- In Poland, intermediated loan volumes increased by 45.0% YoY.
   This was the result of significant organic growth beyond the acquisition of Gold Finance.
- On January 7, 2020, the Group acquired another loan brokerage company. Alex T. Great being No. 6. on the Polish market, brokered loans of HUF 52.8 billion in the first three quarters of 2019, which will increase the loan volume of the Group in Poland by another 60%.
- In Hungary, loan volumes increased by 70.3% YoY in Q4 due to the appearance of baby loans and the almost 30% increase in mortgages.
- Methodological note: Due to the newly introduced government subsidies called 'Baby Loans', the Group changed its reporting methodology for the Hungarian loan volumes, which has affected historical data as well. While previously only mortgage loans have been presented, due to the review, besides Baby Loans, the volume of personal loans, which are less relevant for the Group, is also included.



#### FINANCIAL PRODUCT INTERMEDIARY SERVICES SEGMENT

#### **SEGMENT LEVEL RESULTS**

		FINANCIAL PRODUCT INTERMEDIARY SERVICES SEGMENT							
(data in thHUF)	10-12. 2019	10-12. 2018	Variance (thHUF)	Variance (%)	01-12. 2019	01-12. 2018	Variance (thHUF)	Variance (%)	
Not color revenue	1 105 471	1 057 400	127.001	130/	4 200 455	2 774 247	1 (12 020	F00/	
Net sales revenue	1.195.471		137.991	13%	4.388.155	2.774.317	1.613.839	58%	
Direct expenses	823.809	697.005	126.803	18%	3.135.450	1.839.017	1.296.432	70%	
Gross profit	371.663	360.475	11.188	3%	1.252.706	935.299	317.406	34%	
Gross profit margin (%)	31%	34%	-3%p		29%	34%	-5%p		
Depreciation and amortization	252	903	-651	-72%	3.065	1.870	1.195	64%	
Indirect expenses	136.444	167.148	-30.705	-18%	564.930	331.438	233.492	70%	
Operating income (EBIT)	234.968	192.424	42.544	22%	684.710	601.991	82.719	14%	
EBIT margin (%)	20%	18%	1%p		16%	22%	-6%p		

The revenues of the financial intermediation segment reached HUF 1.2 billion in Q4 (+13% YoY).

The quarter's financials have significantly been impacted by 2018 developments:

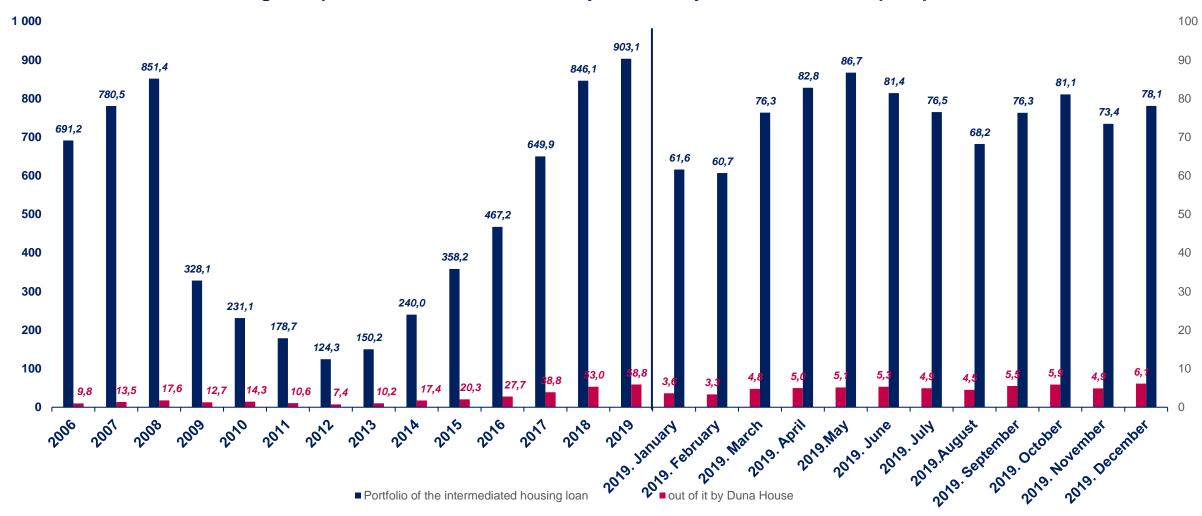
- + Acquisition of Gold Finance in Poland in November 2018: significant additional volume and indirect cost synergies
- Cancellation of state subsidies on home saving products in Hungary (in Q4 2019, EBIT decreased by HUF 105.8 million, in Q1-Q4 2019 EBIT decreased by HUF 227.6 million)

As a total impact, gross profit has increased to HUF 371.7 million (+3% YoY) and indirect costs decreased, resulting EBIT of HUF 235.0 million (+22% YoY) and improved EBIT margin.



#### **HUNGARIAN HOUSING LOAN TRENDS**

The Housing loan portfolio intermediated countrywide and by Duna House in the past periods (mrdHUF)





Complementary services segment





#### **COMPLEMENTARY SERVICES SEGMENT**

Complementary services segment at present includes 4 activities:



Comprehensive property management services

- Portfolio management
- Property rent out and sales
- Cleaning, renovation, furnishing



- Deep knowledge of property market transactions – significant additional, upto-date and detailed information and data.
- Property valuation is carried out by independent professionals throughout the country.



Serving both individuals and business entities:

- Quality services provisioned by Pannónia Általános Biztosító
- Independent energy certificate preparing professionals
- Countrywide presence



Fund Manager belonging to the Group

MNB cert.No:

H-EN-III-130/2016

Date of registry:

• April 2016.

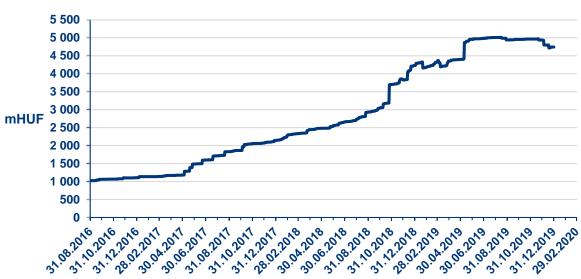
Currently managed fund:

 Duna House Fund, openend, public

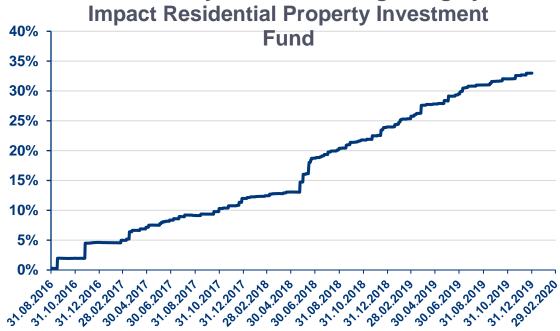


#### **DUNA HOUSE HUNGARIAN RESIDENTIAL REAL ESTATE FUND**

# Net asset value development from the beginning by Impact Residential Property **Investment Fund**



# Generated yield from the beginning by **Impact Residential Property Investment**



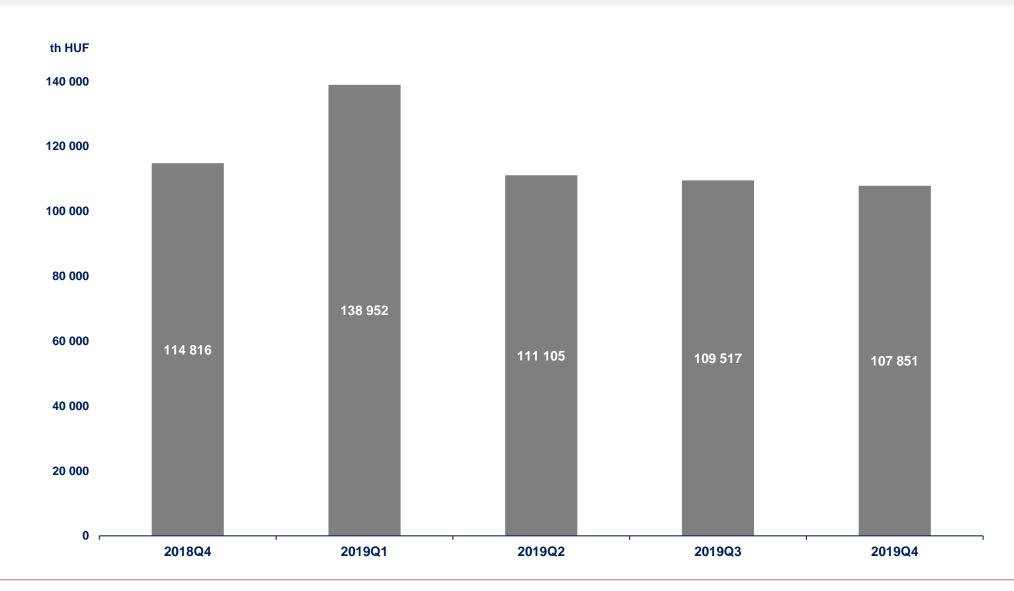
The 1-year net return of Duna House Fund was 4.57% as of February 18, 2019. The net asset value of the fund averaged HUF 4.9 billion in Q4 2019 and amounted to HUF 4.5 billion as of february 18, 2019.

According to the guidance of the National Bank of Hungary, from 15 May 2019 onwards, units of real estate funds cannot be sold in Hungary with less, than 180 days of redemption period. In line with this guidance, the Company has applied a sale restriction on its existing series `A` units having redemption period of 57 days and initiated the issue of new, 180-days redemption period series `B` units which was launched on May 31, 2019.

The Group intends to place special emphasis on institutional investors and created a dedicated series of institutional units.



## **CHANGES IN SEGMENT SALES REVENUE BY QUARTERS**





#### **SEGMENT LEVEL RESULTS**

(data in thUITE)	COMPLEMENTARY SERVICES SEGMENT								
(data in thHUF)	10-12.	10-12.	Variance	Variance	01-12.	01-12.	Variance	Variance	
	2019	2018	(thHUF)	(%)	2019	2018	(thHUF)	(%)	
Net sales revenue	107.851	114.813	-6.962	-6%	467.425	448.768	18.657	4%	
Direct expenses	18.551	27.357	-8.807	-32%	102.027	124.151	-22.123	-18%	
Gross profit	89.300	87.456	1.845	2%	365.397	324.617	40.780	13%	
Gross profit margin (%)	83%	76%	7%p		78%	72%	6%р		
Depreciation and amortization	151	720	-569	-79%	548	1.332	-784	-59%	
Indirect expenses	46.406	50.890	-4.485	-9%	183.420	176.253	7.167	4%	
Operating income (EBIT)	42.744	35.845	6.898	19%	181.429	147.033	34.396	23%	
EBIT margin (%)	40%	31%	8%р		39%	33%	6%p		

The complementary services segment has increased its revenues by HUF 107.8 million (-6.0% YoY). The reasons of the decline are the lower fund management success fees and lower transaction income from the property management business.

Overall, the segment has reached EBIT of HUF 42.7 million at 40% margin in Q4 2019.



# Property investments segment





#### **SEGMENT LEVEL RESULTS**

(data in thHUF)	PROPERTY INVESTMENT SEGMENT							
(प्रवस्त ।।। ।।। )	10-12. 2019	10-12. 2018	Variance (thHUF)	Variance (%)	01-12. 2019	01-12. 2018	Variance (thHUF)	Variance (%)
Net sales revenue	52.164	133.568	-81.404	-61%	319.808	2.135.105	-1.815.297	-85%
Direct expenses	11.498	102.146	-90.648	-89%	108.820	1.214.901	-1.106.081	-91%
Gross profit	40.666	31.422	9.244	29%	210.988	920.204	-709.216	-77%
Gross profit margin (%)	78%	24%	54%p		66%	43%	23%p	
Depreciation and amortization	6.109	11.201	-5.092	-45%	26.490	28.615	-2.125	-7%
Indirect expenses	-70.553	-96.699	26.146	-27%	-99.463	-203.639	104.176	-51%
Operating income (EBIT)	105.109	116.919	-11.810	-10%	283.961	1.095.227	-811.267	-74%
EBIT margin (%)	201%	88%	114%p		89%	51%	37%p	

Reviczky Liget project has been completed in 2018 (running under MyCity\*\* brand) and except for three flats all of its residential units have been handed over and invoiced in 2018. The remaining three flats have been sold in H1 2019.

Total MyCity activity generated a total operating loss of HUF 3.5 million in Q4 2019.

The real estate portfolio of the Group increased by HUF 77.0 million in the last quarter of 2019 due to revaluation (HUF 120.8 million annually), compared to HUF 97.2 million in the last quarter of last year (HUF 188.1 million annually).

<sup>\*</sup>Profit/loss difference related to revaluation of investment purpose properties is indicated among indirect operating costs

<sup>\*\*</sup>Before April 1, 2017, the result of MyCity companies' activity was indicated under "Share of profit of a joint venture" in the consolidated income statement. MyCity group was fully acquired at the end of March 2017.



#### **VOLUME\* AND VALUE OF INVESTMENT AND OPERATIVE PROPERTIES**

	31. decen	nber 2018	31. december 2019			
(data in thHUF)	Number (pcs)**	Carrying amount	Number (pcs)**	Carrying amount		
Investment purpose property	12	1.443.600	14	1.836.000		
Operational property	4	381.125	3	326.513		
Total	16	1.824.725	17	2.162.513		

We appraise investment purpose properties on market value.

During the year, the Group expanded its portfolio with an apartment in Budapest and transferred an office that was previously in its own use to investment property.

In the last quarter of 2019, the Group achieved a pre-tax profit of HUF 77.0 million and HUF 120.8 million for the year as a result of revaluation of the real estate portfolio.

Market appraisal is carried out every six months, next time on June 30, 2020.

<sup>\* &#</sup>x27;properties owned by MyCity group not included

<sup>\*\*</sup>number of properties doesn't include the number of parking spaces, storage rooms



#### PROPERTY DEVELOPMENT ACTIVITY

# Duna House Group manages the development of 314 flats in 3 projects under MyCity brand, as follows:



	Forest Hill	Forest Hill Panorama	MyCity Residence	TOTAL
	Budapest III. district	Budapest III. district	Budapest III. district	
Duna House Group's share in Project	100%	100%	50%	
Landsize (m2)	29	314	3 345	32 659
Sellable area (m2)	11 837	4 605	6 882	23 324
Number of Apartements (pcs.)	154	57	103	314
Average Apartements size (m2)	76,9	80,7	68,8	74,9
Actual status of Projects				
Construction permit	$\checkmark$	✓	✓	
Construction is ongoing	$\checkmark$		$\checkmark$	
Active presale started	$\checkmark$		$\checkmark$	
Handover in progress				
I				I



#### PROPERTY DEVELOPMENT ACTIVITY

The Group's development activity is exposed to construction capacities. Scarcity of manpower and increasing raw material prices are the most significant risks in Hungary at the moment.

Status of ongoing projects:

- District 3. Forest Hill: Sales proceeding according to plan, 71% of the units are sold. The handover of the units is expected to start in the first half of 2020 according to the current general construction schedule. The complete handover of the apartments can take place in the 2020.
- District 3. Forest Hill Panorama: The 57-unit project received construction permit on September 6, 2018, therefore the units can be sold with VAT 5% according to current legislation. Contractor application is in progress.
- District 3. MyCity Residence: 80% of the units are sold. The handover of the units starts in the first half of 2020.



# **ONGOING PROJECTS**

## **Forest Hill**





## **Forest Hill Panorama**





# **MyCity Residence**







**Other- and** consolidation segment





#### **SEGMENT LEVEL RESULTS**

(data in thHUF)	OTHERS- AND CONSOLIDATION SEGMENT							
(data iii aii 101 )	10-12. 2019	10-12. 2018	Variance (thHUF)	Variance (%)	01-12. 2019	01-12. 2018	Variance (thHUF)	Variance (%)
Not calca management	72.024	02.400	40 474	200/	245 642	242 442	22 774	00/
Net sales revenue	-73.934	-92.109	18.174	-20%	-315.642	-348.413	32.771	
Direct expenses	-8.586	-10.831	2.245	-21%	-32.275	-36.155	3.880	-11%
Gross profit	-65.348	-81.278	15.930	-20%	-283.367	-312.258	28.891	-9%
Gross profit margin (%)	88%	88%	0%р		90%	90%	0%p	
Depreciation and amortization	713	1.219	-506	-42%	3.575	5.101	-1.527	-30%
Indirect expenses	-46.616	-52.263	5.647	-11%	-212.790	-255.874	43.083	-17%
·								
Operating income (EBIT)	-19.445	-30.234	10.789	-36%	-74.151	-61.486	-12.665	21%
EBIT margin (%)	26%	33%	-7%p		23%	18%	6%p	

Under the Other and consolidation segment we present the Company's supporting holding activity and the result of consolidation amendments.

The Q4 expenses of the holding include primarily cost of the employee share program, BÉT, KELER fees, as well as the proportional part of the accounting and auditing fees in relation of the Group's annual and consolidated reports.

In Q4 the Group spent HUF 7.7 million on acquisition-related advisory fees.



#### Annex 1.

Time-series report of the different operational segments for the previous four quarters is attached to the interim report as a separate file, as well as the consolidated balance sheet and interim income statement for the current record date.

Duna House Holding Nyrt 2019Q4 negyedeves ENG\_Annex1.xlsx



#### **Disclaimer**

Undersigned, members of the Board of Directors of DUNA HOUSE HOLDING Plc. (seated H-1016 Budapest, Gellérthegy str 17. Hungary; Company Reg. No. 01-10-048384); hereinafter "Company") declare that the present quarterly report has been prepared with our best knowledge and conviction, and with the aim to present an extensive look at the financial state of the Company, including statements and estimates referred to for the present.

All statements and estimates are based on estimates and forecasts up-dated with our best knowledge and conviction, and in relation to which we shall not be held responsible for publicly up-dating any of the statements or estimates based on any future information, or events. Statements referring to the present bear a certain level of risk and uncertainty in themselves, thus factual results in some cases may significantly differ from forecast-type statements.

We believe that the present quarterly interim report presents a trustworthy and real picture regarding the assets, liabilities, financial state, as well as the profit and loss of the Company and joint ventures included in the consolidation. The report also presents a trustworthy picture of the state, development and performance of the Company and joint ventures included in the consolidation.

Simultaneously, we shall call attention to the financial statements presented in the interim report not being subject of an accounting audit, and in its present form not being in full compliance with all requirements of the International Financial Reporting Standards implemented by the European Union. The audited annual report of the Company, prepared in compliance with the regulations of International Financial Reporting Standards shall be published following the approval of the ordinary General Meeting of the Company planned to take place in April 2020.

Budapest, 25 February, 2020.

Duna House Holding Plc. Board of Directors

Represented by: Gay Dymschiz, Board of Directors, President



