

# 2017. Q1 Quarterly report

May 26, 2017





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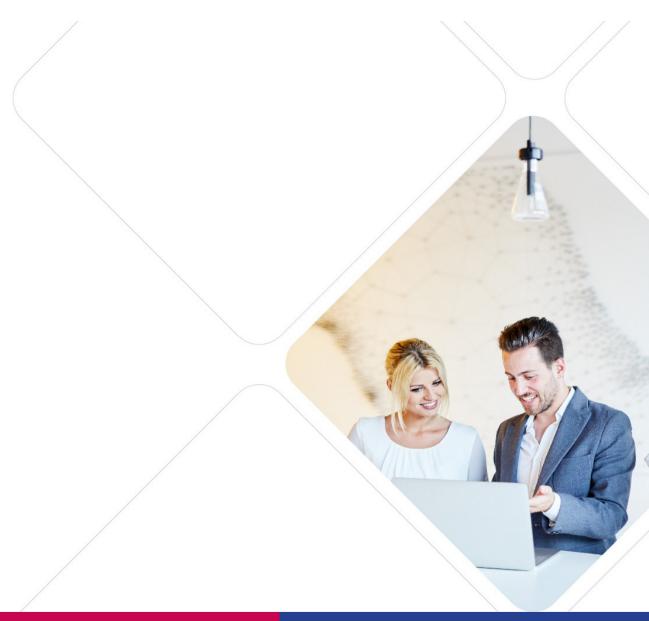


#### **EXECUTIVE SUMMARY 1.-3. 2017 months**

- The Holding's consolidated operating income (EBIT) amounts to HUF 166 Million, while the profit after tax (PAT) figure reached HUF 266 Million in Q1 of 2017.
- In terms of net sales revenue realized in the operating segmens in Hungary, most of them shows higher figures in this quarter than in the previous ones.
- When compared to the previous quarters, the operation in Poland has further expanded (with Q2 of 2017 being the first fully comparable period since the acquition of Metrohouse), and is profitable on EBIDTA level, while nearly reaching the break-even point in terms of profit after tax.
- The Holding realized HUF 140 Million financial income (badwill) when acquiring the MyCity group in March 2017 due to the favorable purchase price compared to net asset value acquired.
- The Holding's share in the financial profit from MyCity group members' results as a joint venture until the end of Q1 of 2017, amounts to HUF 20.5 Million loss. Sales revenue earned on the real estate development projects ongoing in the MyCity group is realized upon the closure of projects - in accordance with current accounting standards relevant to the sector. Indirect (operational) costs arising before sales revenue recognition have a negative impact on profitability.
- The decrease of the major part of the consolidated operating income in comparison with the comparative period is mainly
  due to the commission cap on residential mortgage based loans introduced in late March 2016, affecting the financial
  product intermediary services segment.
- The negative operating income of the activity in the Czech Republic is primarily due to seasonality reasons. Based on ongoing transactions, Q2 of 2017 is predicted to be stronger.
- The Management confirms its profit forecast for the full year published on March 5, 2017.



# **Franchise segment**





# **DUNA HOUSE HOLDING FRANCHISE BRANDS**

















**HUNGARY, CZECH REPUBLIC** 

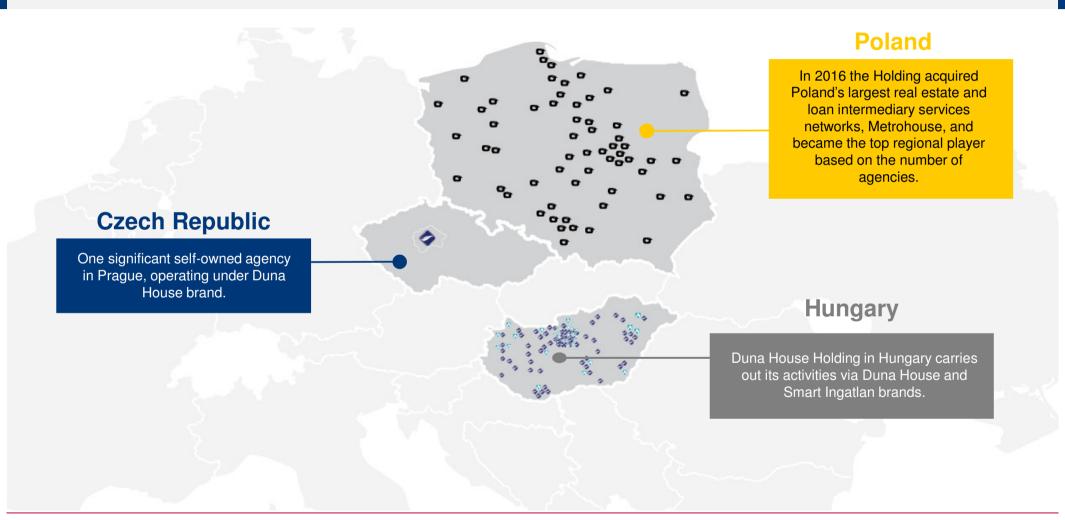


HUNGARY



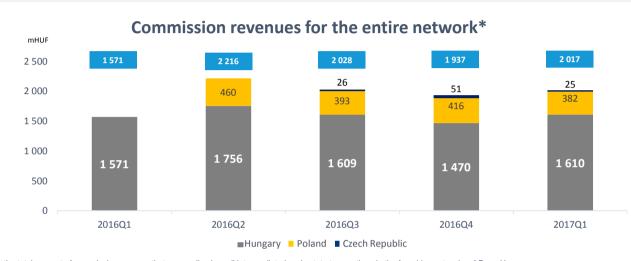


#### **REGIONAL PRESENCE**

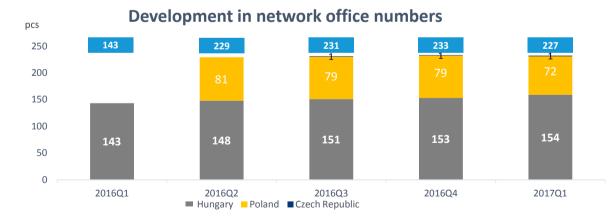




#### **DEVELOPMENT IN NETWORK COMMISSION REVENUES AND OFFICE NUMBERS**



\*the total amount of commission revenue that was realized on all intermediated real estate transactions in the franchise networks of Duna House



The performance of the DUNA HOUSE and SMART networks, despite the generally weaker Q1 -resulting from seasonality-, was strong, with the total commission income presenting a 2.7% increase when compared to Q1 of the previous year. Commission related income growth has been accompanied by network agency number expansion, reaching 154 by the end of the quarter.

Commission related income in the Polish METROHOUSE network is regarded as normal for the season. Decrease in the number of agencies is mainly the result of a network cleansing effect following the introduction of tighter operation rules and higher franchisee fees following the acquisition of the METROHOUSE network. Although this trend is foreseen to continue in a slower pace during the forthcoming quarters, a net growth in the number of agencies is predicted for the end of the year.

The sales of the METROHOUSE franchise rights has singificantly exceeded Management's expectations. At present -considering already signed franchise agreements- the opening of 7 new offices in under way, and according to Management, a more efficient and profitable cooperation can be established based on the new regulation.

In the Czech Republic, the Group currently operates one own office. Indicators related to the operation of own offices are presented on page 12.

The difference between the commission income of Q1 and the preliminary numbers published on April 4, 2017 is negligible.



#### PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL

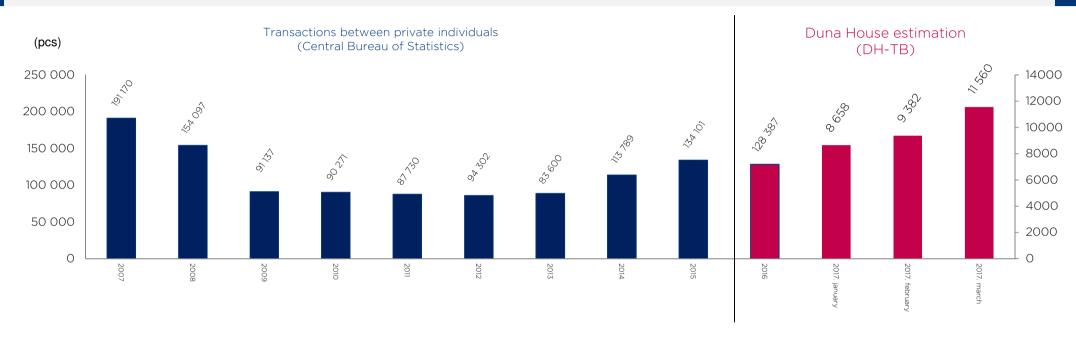
(data in thHUF)	FRANCHISE SEGMENT								
(uala III liiri Ur)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	
Net sales revenue	331 425	232 674	98 751	42%	331 425	232 674	98 751	42%	
Direct expenses	57 707	32 806	24 901	76%	57 707	32 806	24 901	76%	
Gross profit	273 717	199 868	73 849	37%	273 717	199 868	73 849	37%	
Gross profit margin (%)	83%	86%	5		83%	86%			
Depreciation and impairment	8 797	8 277	, 520	6%	8 797	8 277	520	6%	
Indirect expenses	214 055	143 424			214 055	143 424			
Operating income (EBIT)	50 865	48 167	2 698	6%	50 865	48 167	2 698	6%	
EBIT margin (%)	15%	21%	-6%		15%	21%	-6%		

Sales revenue of the Franchise segment is nearly 42% higher than in the same period of the previous year. In addition to the strengthening of the Hungarian operation, the growth is also backed up by the consolidation of the activity in Poland.

During the comparative term, the Polish Metrohouse group has not yet been owned by Duna House.



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



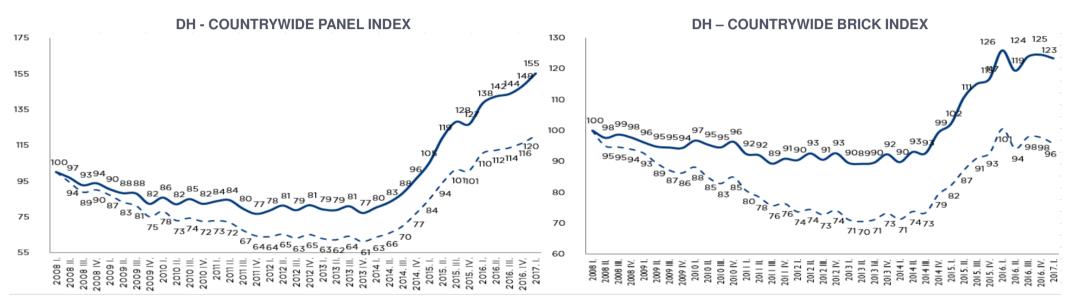
According to Management estimates, in Q1 of 2017 the decrease in residential market transaction numbers in Hungary has come to a stop and began to grow. At this point, no factful estimates can be presented in relation of the persistency of the trend, but according to the Management, the transaction volume for the full year will not fall behind last year's level.

<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. In 2015 DH-TB (transaction number estimate) indicated property market transaction volumes within 1% error margin in advance, when compared to official KSH (Central Statistical Office) data published later.



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



Profitability of Duna House activity in Hungary, beyond transaction volumes, is also highly affected by price level changes.

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

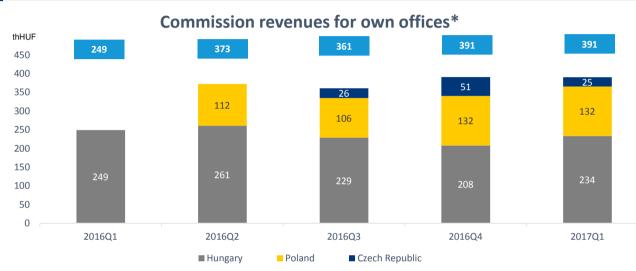


# Own office operation segment

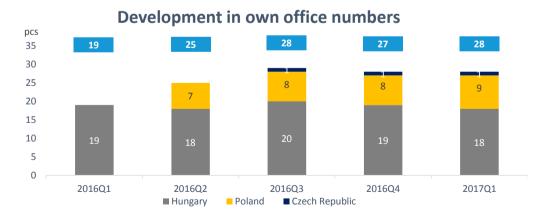




#### **DEVELOPMENT IN COMMISSION REVENUES AND OFFICE NUMBERS FOR OWN OFFICES**



\*represent the total amount of commision revenue that was realized on all intermediated real estate transactions in the own offices of Duna House



Performance of the Hungarian own office segment in the first quarter is regarded as positive. The negative trend affecting commission revenues has turned and commission revenues presented a nearly 13% growth in comparison with the last three months of the previous year. Although there is still a 6% fallback when looking at Q1 of the previous year, the Management is satisfied with the positive trend overall, and forecasts further growth.

Own offices in Poland -despite the seasonality effect resulting in a generally weaker Q1- have been able to generate a commission revenue volume nearly the same as in the previous quarter, accounting for an overall overperformance.

The performance of the Czech own office during this year's first quarter was weaker than in the previous quarter. Resulting from the significantly smaller office size, the performance of the office is much less even with one or two more significant transactions generating higher commission income closed in the forthcoming quarter, significantly affecting the results. Based on on-going transactions the Managements forecasts a stronger second quarter.

The difference between the commission income of own offices of Q1 and the preliminary numbers published on April 4, 2017 is negligible.

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#### PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL

	OWN OFFICE SEGMENT							
(data in thHUF)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)
Net sales revenue	341 535	165 000	176 535	107%	341 535	165 000	176 535	107%
Direct expenses	189 591	56 538	133 053	235%	189 591	56 538	133 053	235%
Gross profit	151 944	108 462	43 482	40%	151 944	108 462	43 482	40%
Gross profit margin (%)	44%	66%	-22%		44%	66%	-22%	
Depreciation and impairment	6 295	2 819	3 475	123%	6 295	2 819	3 475	123%
Indirect expenses	129 073	60 398	68 676	114%	129 073	60 398	68 676	114%
Operating income (EBIT)	16 576	45 245	-28 669	-63%	16 576	45 245	-28 669	-63%
EBIT margin (%)	5%	27%	-22%		5%	27%	-22%	

The significant growth of the realized sales revenue in the own office segment compared to the previous quarter is mainly the result of acquisition.

The invoicing procedure reflecting Polish processes plays an important role in the worsening of the gross profit margin.

Weakening of the operation income is due to the nearly 6% decrease of realized commission revenue in the Hungarian own offices and the weaker performance of Metrohouse own offices and the Center Reality s.r.o in the Czech Republic.

The HUF 7.4 Million operating loss of the Czech operation in the first quarter has significant seasonality background. Based on on-going transactions it can be stated that the second quarter of the present year will be stronger.

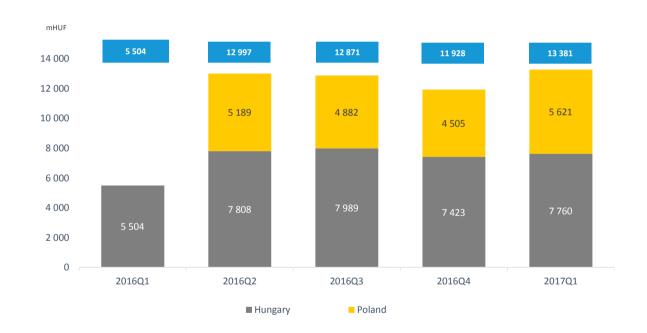


Financial product intermediary services segment





#### **DEVELOPMENT IN INTERMEDIATED LOAN VOLUMES BY QUARTERS**



The loan intermediation segment has closed an outstandingly strong first quarter, with the intermediated loan volume exceeding the volume during Q1 of the previous year by 38%.

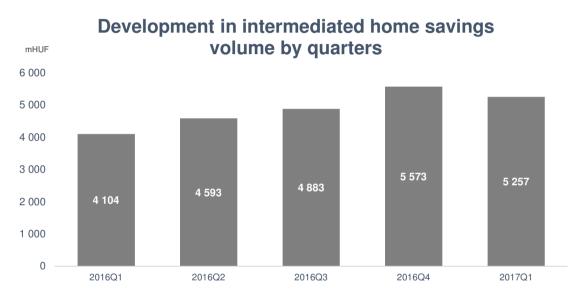
In Poland, having been able to overcome the difficulties arosen upon acquisition- a positive turn was experienced, and the amount of intermediated loan volume (5.621 Million) has reached a new peak with a 25% growth - when compared to the previous quarter.

The Management believes that the trends affecting the performance of the Polish segment are positive, and foresees the further expansion of the intermediated loan volume in the second quarter of 2017 as well.

The difference between the actual intermediated loan volume of Q1 and the preliminary numbers presented on April 4, 2017 is negligible.



#### **DEVELOPMENT IN INTERMEDIATED HOME SAVINGS VOLUME**



The Holding's intermediatory activity related to home savings is at present limited to Hungary. The activity which is part of financial products intermediation has closed an outstanding quarter with the intermediated home savings volume during the first quarter of 2017 exceeding the same period of the previous year by 28%.

The intermediated home savings volume during the first quarter exceeded the estimated numbers published on April 4, 2017 by HUF 663 Million.



#### **PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL**

(data in thHUF)	FINANCIAL INTERMEDIARY SERVICES SEGMENT								
(uata iii tiii 101 )	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	
Net sales revenue	376 453	359 685	16 767	5%	376 453	359 685	16 767	5%	
Direct expenses	226 106	141 394	84 711	60%	226 106	141 394	84 711	60%	
Gross profit	150 347	218 291	-67 944	-31%	150 347	218 291	-67 944	-31%	
Gross profit margin (%)	40%	61%			40%	61%			
Depreciation and impairment	148	272	-125	-46%	148	272	-125	-46%	
Indirect expenses	49 871	27 650	22 221	80%	49 871	27 650	22 221	80%	
Operating income (EBIT)	100 328	190 368	-90 041	-47%	100 328	190 368	-90 041	-47%	
EBIT margin (%)	27%	53%	-28%		27%	53%	-28%		

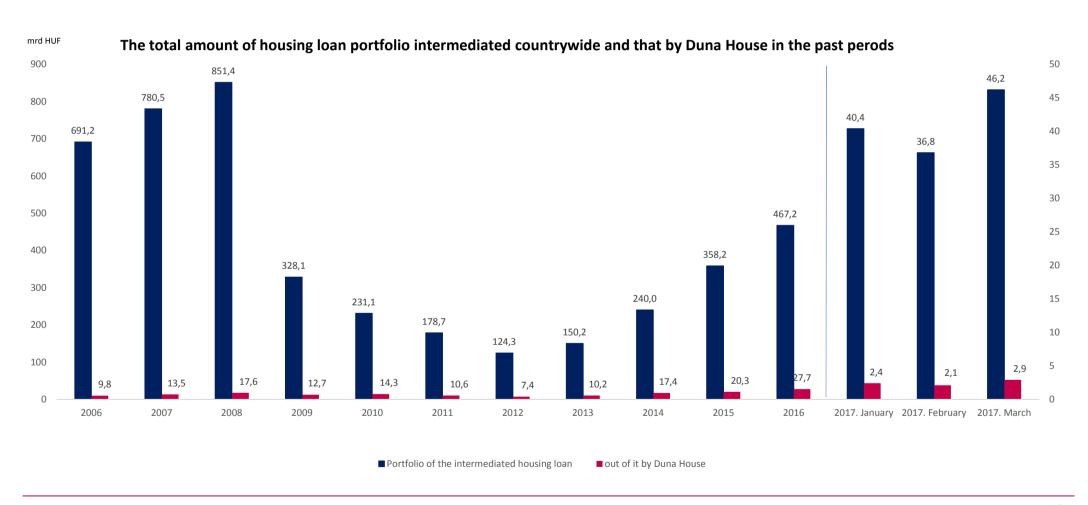
The commission cap introduced at the end of Q1 of 2016 had a negative impact on the performance of the financial products intermediary services segment.

While the increase in the volume of submitted loan applications from the period before March 21, 2016 had a positive impact on last year's quarter, the realized commission revenue of residential mortgage based loan products during the first quarter of the present year fell fully under the 2% cap.

The loan intermediary activity in Poland is profitable on operational level, thus the acquisition effect on the quarterly performance of the segment is positive.



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





**Complementary services**segment





#### **COMPLEMENTARY SERVICES SEGMENT**

#### Complementary services segment at present include 4 activities:



Comprehensive property management services

- Operation of empty and inhabited premises
- Property rent out and sales
- Cleaning, renovation, furnishing



- Deep knowledge of property market transactions – significant additional, up-todate and detailed information and data.
- Property valuation is carried out by independent professionals throughout the country.
- Top partners:













Serving both individuals and business entities:

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



Fund Manager controlled by the Group

- MNB cert.No:
  - H-EN-III-130/2016
- Date of registry:

April 2016.

Currently managed fund:

ILBA, open end, public



#### OTHER- AND CONSOLIDATION SEGMENT

#### **IMPACT FUND MANAGER**

The Fund Manager charges a fee for the provision of its services. Annual fund management fee is the maximum of 2% of the net asset value of the Fund, out of which 50% is paid to the brokers of units of the Fund as "trailer fee". The Fund Manager is also entitled to charge a contingent fee. The Fund Manager is entitled to claim a contingent fee only when achieving a higher yield than the Fund's benchmark in the relevant year. The amount of the contingent feel shall be 20% of the yield above benchmark. Basis for benchmark is RMAX index.

Amount of the accrued contingent fee as of March 31, 2017: HUF 2.388 thousand.

Events regarded as significant due to relevance to the operation of the Fund are as follows:

- Medasev Holding Ltd. (owner of 39,68% of Duna House Holding Plc.), from April 13, 2017, in 5 equal amounts, recurring monthly, issued an irrevocable purchase order valuing the total of HUF 500 Million for the units of the Fund, and undertakes to keep a maintenance obligation in relation of the given units for a defined 2-year-long term. Since the Fund Manager is not obliged to pay any "trailer fee" in relation of this amount, the amount of income realizable by the Fund Manager (and thus, the Group is equivalent to an income realizable with an asset-portfolio worth HUF 1 Blli)

- On May 15, 2017, another institutional investor purchased units from the Fund for an amount of HUF 100 Million.



IM	<b>IPACT</b>
ASSET	MANAGEMENT

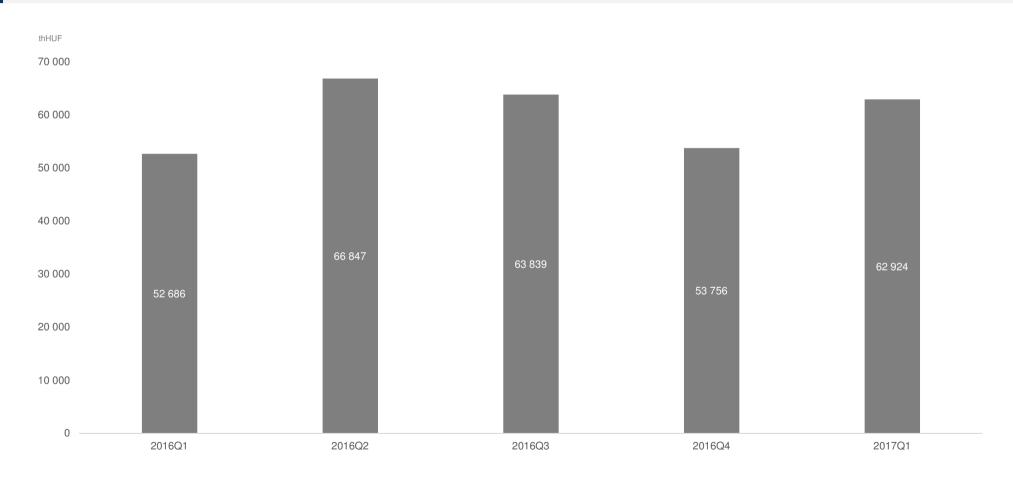
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PROPERTY FUND MANAGEMENT	ILBA*				
PROPERTY FOND MANAGEMENT		31 March 2017			
Net asset value (thHUF)		1 169 384			
Invested in properties (thHUF)		858 670			
Return on investment (%)	period data				
- since the beginning of the year	1,94%				
- In the 3-month-period before 31 March 2017	1,94%				
In the 6-month-period before 31 March 2017	4,60%				
In the 12-month-period before 31 March 2017	n/a				
- From the set-up of ILBA until 31. March 2017	6,65%				
*Impact Residential Property Investment Fund					

The Management regards the performance of Impact Residential Property Investment Fund achieved until March 31, 2017 as outstanding, with reference to the fact that based on achieved yield it is among the three best performing public property funds in Hungary. The Management is expecting further growth in the managed asset volume of the Fund.



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





#### PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL

(data in thHUF)	COMPLEMENTARY SERVICES SEGMENT								
(vaia iii iiii ivi )	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	
Net sales revenue	62 924	52 896	10 028	19%	62 924	52 896	10 028	19%	
Direct expenses	24 005	20 101	3 904	19%	24 005	20 101	3 904	19%	
Gross profit	38 919	32 794	6 125	19%	38 919	32 794	6 125	19%	
Gross profit margin (%)	62%	62%	0%		62%	62%	0%		
Depreciation and impairment	438	276	162	59%	438	276	162	59%	
Indirect expenses	42 619	22 125	20 495	93%	42 619	22 125	20 495	93%	
Operating income (EBIT)	-4 139	10 394	-14 532	-140%	-4 139	10 394	-14 532	-140%	
EBIT margin (%)	-7%	20%	-27%		-7%	20%	-27%		

Beginning in 2017, the performance of Impact Asset Management Plc. will be presented under the complementary services segment, which, in Q1 presented a HUF 11 Million loss.

Among the indirect expenses HUF 2.5 Million represents losses recorded on bad debts in the present quarter, which is due to the winding-up of our debtor or other reasons not enabling the recovery of our receivables.



# **Property investments** segment





#### **PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL**

(data in thHUF)	PROPERTY INVESTMENT SEGMENT							
(data in time)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)
Net sales revenue	26 571	57 150	-30 579	-54%	26 571	57 150	-30 579	-54%
Direct expenses	3 447	20 103	-16 655	-83%	3 447	20 103	-16 655	-83%
Gross profit	23 123	37 048	-13 924	-38%	23 123	37 048	-13 924	-38%
Gross profit margin (%)	87%	65%	22%		87%	65%	22%	
Depreciation and impairment	5 289	3 017	2 273	75%	5 289	3 017	2 273	75%
Indirect expenses*	5 590	14 284	-8 693	-61%	5 590	14 284	-8 693	-61%
Operating income (EBIT)	12 244	19 747	-7 503	-38%	12 244	19 747	-7 503	-38%
EBIT margin (%)	46%	35%	11%		46%	35%	11%	

The Management's focus shift from investment purpose property portfolio to property development project underway in MyCity, which began in August 2016 had a significant impact on the sales revenue and operating income of the property investment segment.

Although the sale of the significant part of the investment portfolio during last year resulted in the decrease of rental income to be realized during this year's first quarter, due to the decrease of direct and indirect operational expenses, the EBIT margin could grow from 35% to 46%.

Since the full consolidation of MyCity group following its acquisition took place for the first time on March 31, 2017, MyCity group's Q1 performance is not yet included in the present profit and loss statement.

<sup>\*</sup>includes tha gain/loss on the revaluation of investment properties to fair value



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

	31 Decer	mber 2016	31 March 2017			
(data in thHUF)	Number (pcs) <sup>**</sup>	Carrying amount	Number (pcs)**	Carrying amount		
Investment properties*	12	939 362	12	953 429		
Properties	4	369 739	5	409 623		
Total	16	1 309 101	17	1 363 052		

<sup>\*</sup> properties owned by MyCity group not included

We appraise investment purpose properties on market value. Market appraisal is carried out every six months, next time on June 30, 2017. Realization of the change in value of investment purpose properties is carried out in Q2 of 2017.

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



#### **PROPERTY DEVELOPMENT ACTIVITY**

Duna House Holding, under MyCity brand, manages the development of 430 residential properties -4 projects-, as follows:



	Forest Hill Budapest III. district	Reviczky Liget Budapest XVIII. district	Írisz Ház Budapest XIII. district	MyCity Residence Budapest III. district	Összesen
Duna House Group's share in Project	100%	100%	100%	50%	
Landsize (m2)	29 314	5 625	1 319	3 345	39 603
Sellable area (m2)	16 085	4 672	2 228	7 069	30 054
Number of Apartements (pcs.)	196*	86	44	105	430
Average price (thHUF/ m2)**	576	435	541	578	552
Average Apartements size (m2)	82,1	54,3	51,8	67,3	69,9
Actual status of Projects					
Construction permit	✓	$\checkmark$	$\checkmark$	$\checkmark$	
Construction is ongoing	✓	$\checkmark$	-	-	
Active presale started	✓	$\checkmark$	-	✓	

<sup>\*</sup>Currently 148 Apartements have Construction permit

<sup>\*\*</sup> by MyCity's average selling price





# **ON-GOING PROJECTS**

**Forest Hill** 





**Reviczky Liget** 





t Írisz Ház





**MyCity Residence** 







Other- and consolidation segment





#### PROFIT AND LOSS STATEMENT ON SEGMENT LEVEL

(data in thHUF)	OTHERS- AND CONSOLIDATION SEGMENT							
(uaia iii tiii 101 )	13. 2017	13. 2016	Variance (thHUF)	Variance (%)	13. 2017	13. 2016	Variance (thHUF)	Variance (%)
Net sales revenue	-86 865	-98 401	11 536	-12%	-86 865	-98 401	11 536	-12%
Direct expenses	-33 008	9 861	-42 869	-435%	-33 008	9 861	-42 869	-435%
Gross profit	-53 857	-108 262	54 405	-50%	-53 857	-108 262	54 405	-50%
Gross profit margin (%)	62%	110%	-48%		62%	110%	-48%	
Depreciation and impairment	1 036	2 523	-1 487	-59%	1 036	2 523	-1 487	-59%
Indirect expenses	-45 157	-101 169	56 013	-55%	-45 157	-101 169	56 013	-55%
Operating income (EBIT)	-9 736	-9 616	-120	1%	-9 736	-9 616	-120	1%
EBIT margin (%)	11%	10%	1%		11%	10%	1%	

Performance of Duna House Holding Plc's activity, as well as the consolidating effects of yield expense consolidation are presented under the other- and consolidation segment.

Duna House Holding Plc's operating result (afterconsolidation) shows a HUF 10 Million loss, which is primarily made up of accounting, legal, KELER, BÉT publication and translation related costs not passed on to the operational segments.

Beginning in Q1, 2017, the performance of Impact Asset Management Plc., with the relating income and expenses, is presented as part of the complementary services segment.



# **Consolidated financial statements**





# **CONSOLIDATED BALANCE SHEET**

Consolidated balance sheet data in thHUF	2017	31. december 2016	Variar		Consolidated balance sheet data in thHUF	2017	31. December 2016	Variar	
	(not audited)	(audited)	thHUF	%		(not audited)	(audited)	thHUF	%
Other intangible assets	83 614	84 692	-1 078	-1%	Share capital	171 989		18 939	12%
Goodwill	1 023 936	992 089	31 847	3%	Share premium Other reserves	1 490 536 11 592			15625% 150%
Investment property	1 142 817	939 362	203 455	22%	Retained earnings	2 711 614		34 910 267 522	11%
Property, plant	554 652	519 319	35 333	7%	Equity attributable to the owners of the	2 /11 014	2 444 092	207 322	11/0
Equipment	71 419	53 920	17 499	32%	Company	4 385 731	2 583 303	1 802 428	70%
Investment in a joint venture	100 591	506 273	-405 682	-80%	Non-controlling interests	-42 353		-2 199	5%
Deferred tax assets	171 927	158 829	13 098	8%	Total equity	4 343 378			71%
Other financial assets	69 214	66 401	2 813	4%	,				
Non-current assets	3 218 170	3 320 885	-102 715	-3%	Borrowings	786 399	582 664	203 735	35%
					Deferred tax liabilities	131 093	86 557	44 536	51%
Inventories	1 943 762	11 616	1 932 146	16633%	Other non-current liabilities	6 580	10 629	-4 049	-38%
Trade receivables	367 294	286 205	81 089	28%	Non-current liabilities	924 072	679 850	244 222	36%
Receivables from affiliates	140 667	378 709	-238 042	-63%					
Other receivables	85 836	53 648	32 188	60%	Borrowings	189 443	198 830	-9 387	-5%
Current tax asset	75 810	35 119	40 691	116%	Trade payables	188 609	68 975	119 634	173%
Other assets	346 295	321 744	24 551	8%	Payables to affiliates	83 275	1 740 880	-1 657 605	-95%
Cash and cash equivalents	750 700	4 500 606	000 000	<b>5</b> 20/		03 273	1740 000	1 037 003	3370
_	750 793	1 583 686	-832 893	53%	Other liabilities	747 049	264 302	482 747	183%
Current assets	3 710 456	2 670 727	1 039 729	39%	Current tax liabilities	11 845	11 284	561	5%
					Accrued expenses	440 955	484 342	-43 387	9%
					Current liabilities	1 661 176	2 768 613	-1 107 437	-40%
Total assets	6 928 626	5 991 612	937 014	16%	Total equity and liabilities	6 928 626	5 991 612	937 014	16%



# **CONSOLIDATED INCOME STATEMENT**

Consolidated income statement	13. 2017	13. 2016	Variance		13. 2017	13. 2016	Variance	
(data in thHUF, except earnings per share)	(not audited)	(not audited)	thHUF	%	(not audited)	(not audited)	thHUF	%
Net sales revenue	1 052 042	769 005	-283 037	-37%	1 052 042	769 005	-283 037	-37%
Other operating income	28 553	3 373	25 180	747%	28 553	3 373	25 180	747%
Consumables used	15 145	10 176	-4 969	49%	15 145	10 176	-4 969	49%
Cost of goods and services sold	197 553	215 775	-18 222	-8%	197 553	215 775	-18 222	-8%
Services purchased	497 440	115 362	382 078	331%	497 440	115 362	382 078	331%
Personnel expenses	152 596	103 676	48 920	47%	152 596	103 676	48 920	47%
Depreciation and impairment	22 003	17 185	4 818	28%	22 003	17 185	4 818	28%
Other operating expenses	29 720	5 898	23 822	404%	29 720	5 898	23 822	404%
Operating income (EBIT)	166 138	304 306	-138 168	-45%	166 138	304 306	-138 168	-45%
Finance income	150 678	332	150 346	45285%	150 678	332	150 346	45285%
Finance costs	6 998	4 069	2 929	72%	6 998	4 069	2 929	72%
Share of the losses of a joint venture	-20 531	-1 000	-19 531	-1953%	-20 531	-1 000	-19 531	-1953%
Profit before tax	289 288	299 569	-10 281	-3%	289 288	299 569	-10 281	-3%
Income tax expense	23 313	7 598	15 715	207%	23 313	7 598	15 715	207%
Profit after tax	265 974	291 971	-25 997	-9%	265 974	291 971	-25 997	-9%
Currency translation difference	11 003	0	11 003		11 003	0	11 003	
Other comprehensive income	11 003	0	11 003		11 003	0	11 003	
Total comprehensive income attributable to	276 977	291 971	-14 994	-5%	276 977	291 971	-14 994	-5%
Shareholders of the Company	279 113	291 971	-12 858	-4%	279 113	291 971	-12 858	-4%
Non-controlling interest	- 2 136	0	-2 136		- 2 136	0	-2 136	
Earnings per share (basic and diluted)	81	95	-14	-15%	81	95	-14	-15%



# **CONSOLIDATED CASH FLOW STATEMENT**

Consolidated cash flow statement	13. 2017 (not audited)	112. 2016 (audited)	Consolidated cash flow statement	13. 2017 (not audited)	112. 2016 (audited)
data in thHUF			Cash flows from investing activities		
Cash flows from operating activities			Payments for property, plant and equipment	-86 946	-819 605
Profit after tax	265 974	1 167 859	Proceeds from the sale of properties	0	1 096 588
			Net cash outflow on acqusition of subsidiaries	-171 668	-873 464
Adjustments:			Net cash used in investing activities	-258 614	-596 481
Depreciation	22 003	77 795			
Deferred tax expense	-53 773	-96 164	Cash flows from financing activities		
Fair value adjustments of investment properties	0	-188 031	Proceeds from borrowings	- 60 046	172 339
Badwill	-139 595	-56 272	Proceeds from shareholders for capital increase	0	1 499 997
Share of profit of a joint venture	20 531	-505 273	Dividends paid	0	-246 730
			Securities sold	0	0
Movements of working capital					
Increase in inventories	-1 429	-3 122	Net cash generated from financing activities	- 60 046	1 425 605
Increase in trade- and other receivables	-542 498	-612 728			
Decrease of other assets	-38 829	90 658	Net increase in cash and cash equivalents	-832 893	1 167 939
Increase of trade payables	-123 680	33 742	Cash and cash equivalents at the beginning of the year	1 583 686	415 747
Increase of other short term liabilities	107 117	238 807			
Increase in accruals	-30 053	191 543			
Net cash generated by operating activities	-514 233	338 815	Cash and cash equivalents at the end of the year	750 793	1 583 686



# 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 2015	153 050	9 479	0	1 525 238	1 687 767	0	1 687 767
Dividend paid	0	C	0	-247 600	-247 600	0	-247 600
Aquisition of Subsidiary	0	C	0	0	0	-40 214	-40 214
Total comprehensive income	0	C	-23 318	1 166 454	1 143 136	60	1 143 196
31. December 2016	153 050	9 479	-23 318	2 444 092	2 583 303	-40 154	2 543 149
Capital increase	18 939	1 481 057	0	0	1 499 996	0	1 499 996
Total comprehensive income	0	C	34 910	267 522	302 431	-2 199	300 233
31. March 2017	171 989	1 490 536	11 592	2 711 614	4 385 731	-42 353	4 343 378



# REVENUE, OPERATING INCOME AND PROFIT AFTER TAX BY COUNTRIES

Data in thHUF Including all the countries in the period 1. January 2017 – 31. March 2017	HUNGARY	POLAND	CZECH REPUBLIC	Duna House TOTAL
Net sales revenue	735 856	285 587	30 599	1 052 042
Operating income (EBIT)	178 602	- 5 023	- 7 441	166 138
Profit after tax <u>w/o MyCity*</u>	275 703	- 1 991	- 7 738	265 974
Operating income (EBIT)	183 920	- 5 023	- 7 441	171 456
Profit after tax	299 595	-1 991	- 7 738	289 865

The activity in Poland presents profit on EBITDA level, from after-tax profit perspective it has nearly reached the break-even point. The HUF 7.4 Million negative operating income of the activity in the Czech Republic has mainly seasonality reasons. Based on on-going transactions, Q2 of 2017 is predicted to be stronger.

<sup>•</sup> Excluding the individual performance of MyCity group (MyCity Residential Development Kft., Pusztakúti 12 Kft., Revicky 6-10 Kft., Zsinór 39 Projekt Kft., Hunor utca 24 Ingatlanfejlesztő Kft.), but taking into account the performance of transactions arising from the Holding's cooperation with MyCity, and as a result of the control over MyCity group acquired in March 2017, the Holding recognized a badwill. Sales revenue related to the real estate development projects within MyCity group -in accordance with current accounting standards relevant to the sector- is realized following project closure. Indirect (operational) costs arising before sales revenue recognition have a negative impact on profitability.



#### **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.

Duna House Holding Nyrt 2017Q1 negyedeves HUN\_1.sz.melleklet.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 2018.

Budapest, May 26, 2017.

Doron Dymschiz, member of the Board of Directors, co-CEO

Gay Dymschiz, member of the Board of Directors, co-CEO

Máté Ferenc, member of the Board of Directors, Deputy to the CEO



