

DUNA HOUSE GROUP

Quarterly measures 2024 Q2

7 July 2024



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 5th 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 July 2024

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EXECUTIVE SUMMARY

Continued growth

The Group's key volumes closed the second quarter close to the highs of the first quarter of 2024, with year-on-year growth of between 25-50 percent across all business segments. Activities in Italy are again on a growth path.

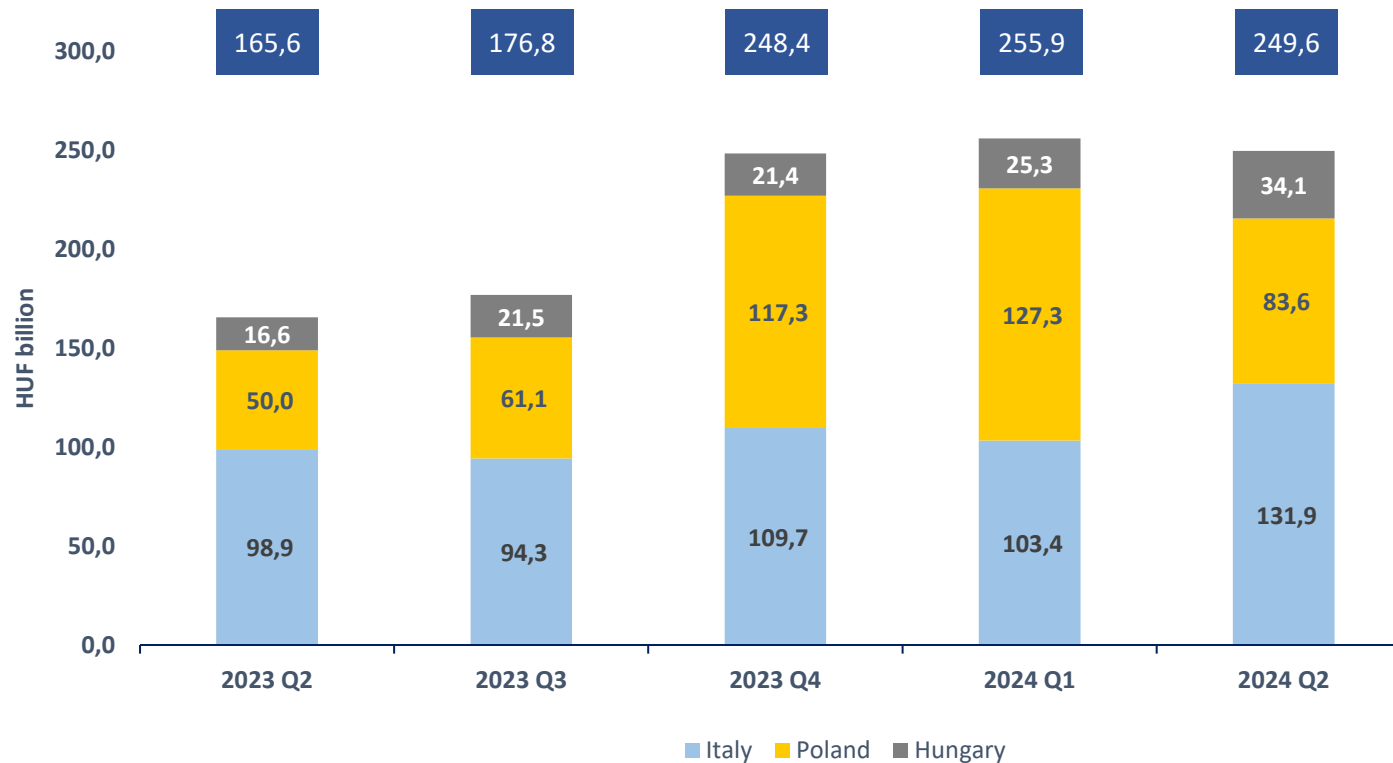
Italian loan intermediation volumes jumped 28% year-on-year in euro terms in the second quarter. Compared to Q1 2024, the growth rate is 27%. The Group expects significant organic growth to gradually build up from the beginning of 2024, as a result of the cooperation agreement signed last year with the Professione Casa real estate network.

In Hungary, the positive trends that started after the market trough in the first quarter of 2023 continued, with all main segments growing significantly in the second quarter of 2024 on a year-on-year basis. The Group's Hungarian franchised real estate volumes increased by 43% year-on-year, while own office volumes jumped by 40% year-on-year. The Group's Hungarian lending volumes grew 105% y/y.

In Poland, volumes moderated on a quarterly basis following a period of growth since the trough in the last quarter of 2022 and peaks in Q4 2023 - Q1 2024. As expected, the expiry of the subsidised loan programme cooled a market of heightened sentiment. Franchise real estate brokerage volumes grew 7% y/y, while own office brokerage volumes declined 5% y/y. Loan intermediation volumes jumped 52% yoy.

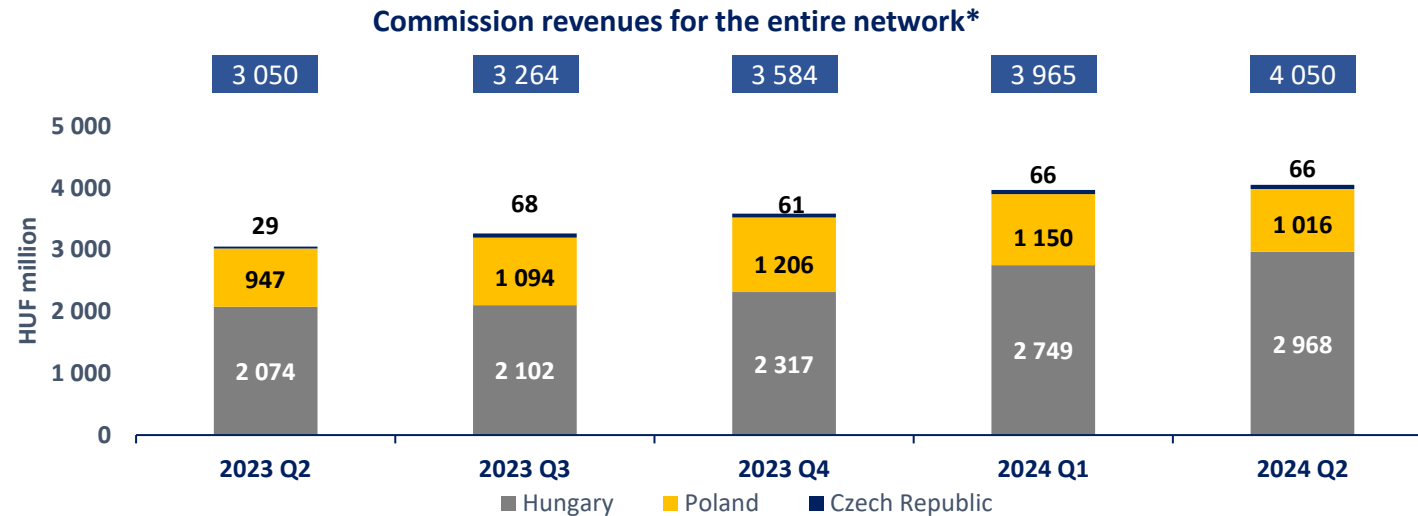
Trends in intermediated loan volumes

Intermediated loan volumes by quarters

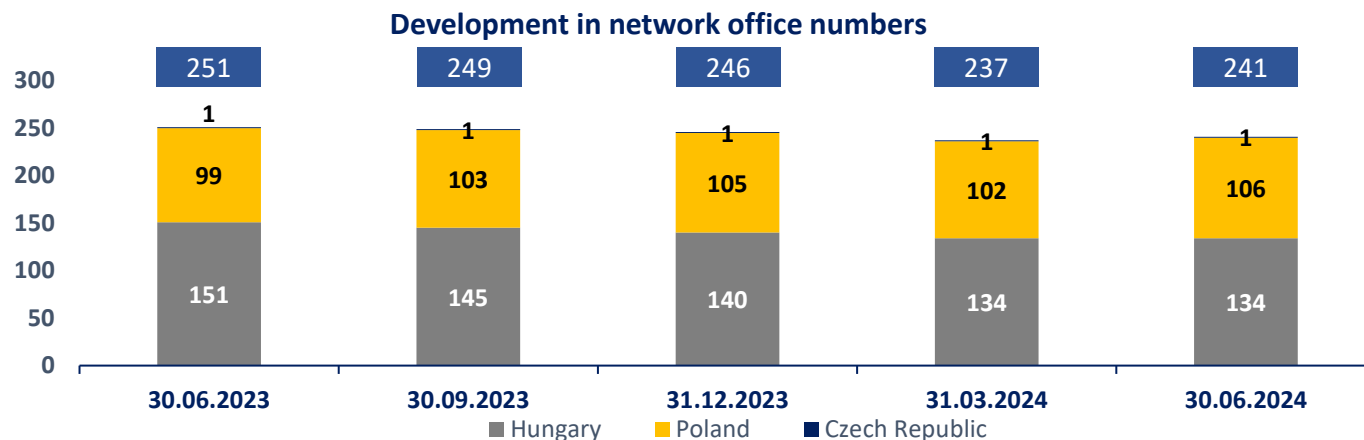


- During the quarter, intermediated loan volumes reached HUF 250 billion (+50.8% y/y and -2.5% q/q).
- In Italy, loan volumes amounted to EUR 338 million (HUF 131.9 billion), an increase of 33.3% in HUF and 27.5% in EUR compared to Q2 2023. Compared to Q1 2024, volumes increased by EUR 27%.
- In Poland, after record highs in Q4 2023 and Q1 2024, the Group's intermediated loan volumes declined as expected to PLN 926 million (HUF 83.6 billion, -34.8% on a quarter-on-quarter basis), but continued to grow on annual basis (+52.2% y/y).
- In Hungary, volumes jumped by 105.2% on a year-on-year basis, driven by falling lending rates and a recovering housing market. Compared to the previous quarter, the growth rate was 35.1%, resulting in a record HUF 34.1 billion in quarterly loan volumes intermediated by the Group.
- *TECHNICAL NOTE: From Q2 2023 onwards, the Hungarian loan volume data also include the contracted amount of intermediated home savings contracts.*

Trends in network commission revenues and office numbers



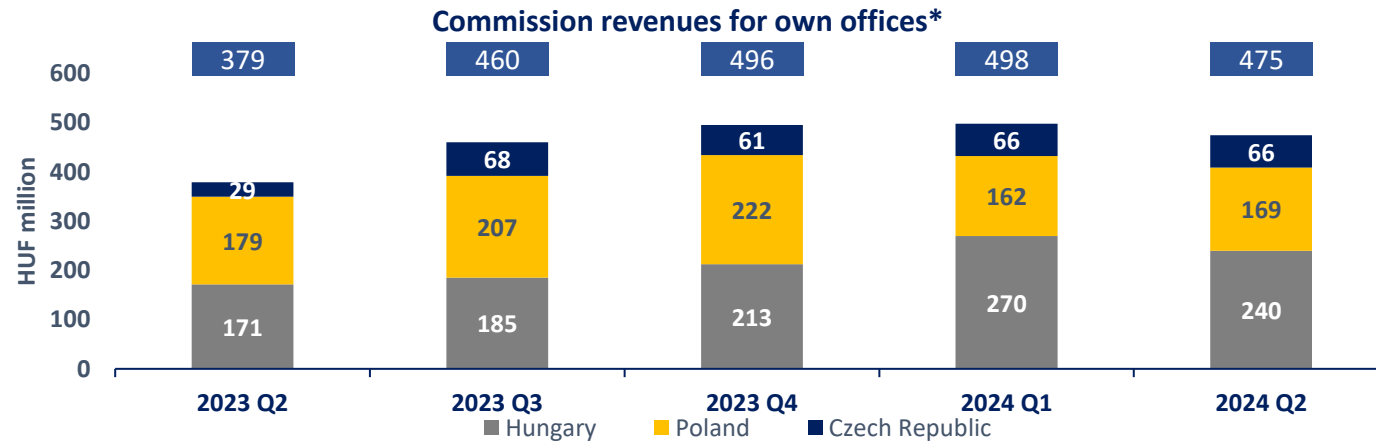
*total revenue realized as a result of property market transactions intermediated by Duna House Holding franchise networks altogether



- In franchised real estate, the network generated more than HUF 4 billion in commissions in the second quarter of 2024 (+32.8% year-on-year and +2.1% compared to the first quarter of 2024), the second strongest quarter ever for the Group after the first quarter of 2022 (HUF 4 075 million in commission income).
- In Hungary, the real estate market recovered, with volumes up 43.1% y/y and 8% q/q growth.
- In Poland, there was a gradual decline from the record network commission income of HUF 1.2 billion in Q4 2023 to an expected negative impact of the subsidised loan programme that expired at the end of the year, but the Group continued to deliver strong volumes with 7.4% y/y growth.
- Number of offices increased to 241 units. In Poland, the office count increased by 4, while in Hungary it remained flat at 134 offices during the quarter.

NOTE: In view of the termination of the Group's Italian real estate activities as of 1 January 2024, pursuant to the cooperation agreement signed with the Professione Casa real estate network, the Group presents its naturals without them.

Trends 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

- Quarterly commission volumes in the own office segment amounted to HUF 475 million (+25.2% y/y).
- In Hungary, quarterly commission revenues increased by 40% y/y, but decreased by 11.2% compared to Q1 2024.
- Polish own agency quarterly commission income decreased by 5.4% y/y (-13.9% on a PLN basis), but increased by 4.3% q/q.
- Czech own agency quarterly commission income increased by 127.4% y/y. Due to its relatively small size, the performance of the Czech own office can fluctuate widely between quarters.
- Both Polish and Hungarian own agency numbers decreased by 1 during the quarter.

