DUNA HOUSE
GROUP

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Management Guidance 2025

28 February 2025

DHS
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PRIME MARKET
Listed on the Prime Market of the Budapest Stock Exchange

MANAGEMENT GUIDANCE FOR 2025

	EBITDA range, HUFm		Profit after tax range, HUFm	
Italy	3 756	4 365	1 844	2 271
Hungary	1 613	1 874	756	989
Poland	643	747	251	336
Clean core 2025	**6 011**	**6 985**	**2 852**	**3 595**
Clean core 2024	**4 822**		**2 415**	

	Free cash flow
Sale of property portfolio	HUF 4.4 billion during 2025

The Group expects a cash flow of HUF 4.4 billion from the sale of the entire property portfolio

The Group will continue to sell its investment property portfolio in order to streamline its profile. The market value of this portfolio was HUF 2.1 billion as at 31 December 2024 (including assets held for sale).

The Group also plans to sell its own-used central office building. Headquarters moved to new office end of February 2025, therefore the sale of the previous HQ building was postponed from 2024 to 2025. The building has a carrying value of HUF 208 million. The market value of the property is estimated at HUF 1.0 billion, so the Group expects an additional HUF 792 million non-core profit from the sale.

In 2024, the Forest Hill property development project generated sales of HUF 2.3 billion, EBITDA of HUF 0.6 billion, profit after tax of HUF 0.5 billion and cash flow of HUF 2.3 billion for the Group. The Group expects to receive the remaining HUF 1.3 billion Cash Flow during 2025.

The Board of Directors intends to use the additional total cash flow of HUF 4.4 billion expected from the sale of the entire investment property portfolio incl. Forest Hill to finance its 5-year growth strategy and potential transactions under negotiation.

Comments

The 2025 outlook for the Group's markets is positive as the housing and loan markets in Italy and Hungary are strongly recovering from the fall due to inflation and related monetary policy restrictions with further interest rate easing expected in 2025. Polish market has stable prospects with possible support of interest rate easing in the 2nd half of the year. The Group's geographic presence has diversified significantly in recent years, which means that each country has also country-specific factors in play:

- Italy: Loan volumes started growing again in Q2 2024, driven mainly by the decreasing EUR interest rate during the year. The value of mortgage disbursements rose by 30% y-o-y during the last quarter of 2024. This positive market correction is expected to continue in 2025 as well. The Group's market opportunities relative to the market as a whole will be enhanced by (i) an increase in brokerage market share within the Italian lending industry and (ii) cooperation with the Professionecasa real estate network, which has started in 2024. The collaboration marked the start of an exclusive cooperation between the two companies, which allowed the Group to cease its previously loss-making real estate brokerage activities, while increasing loan volumes.
- Hungary: Housing loan disbursements in Hungary experienced a strong recovery throughout 2024, in Q4 2024 being 91% higher than a year earlier, following the market trough in February 2023. The segment continues to benefit from lower interest rates, government housing subsidies and a bouncing-back housing market, which will be further supported in 2025 by an anticipated spike in available household cash resources from government bond payments.
- Poland: Falling interest rates, relaxed borrowing rules for fixed-rate loans and the First Home subsidised loan scheme available from July 2023 have pushed Polish home loan volumes to historic record levels by January 2024. Throughout 2024 the volumes moderated at a stable level as the market awaits more information regarding possible interest rates cuts in 2025. Further, significant subsidies are not expected at the moment. Without significant state support and interest rate easing, the market is expected to remain rather stable throughout 2025.