

Consolidated new order intake



Consolidated new order intake by segment

| in k€ | 2020 | 2021 | Δ in % |
|---|----------------|----------------|----------------|
| Individual | 193,885 | 247,110 | +27.5 % |
| - of which: HELMA Eigenheimbau AG | 127,283 | 199,377 | |
| - of which: HELMA Wohnungsbau GmbH | 66,602 | 47,733 | |
| Pre-planned | 118,574 | 199,448 | +68.2 % |
| - of which: HELMA Wohnungsbau GmbH | 44,090 | 85,997 | |
| - of which: HELMA Ferienimmobilien GmbH | 74,484 | 113,451 | |
| Total | 312,459 | 446,558 | +42.9 % |

Individual segment



Individually planned detached houses excluding land plots

- **HELMA Eigenheimbau AG** develops, plans and sells turnkey detached houses and takes over coordination and control of the construction process
- Extensive full-service offering includes individual planning without extra costs, a high level of service orientation as well as pronounced expertise in the area of energy-efficient construction methods as well as innovative technologies
- Valuable solid construction houses built by subcontractors on customers' properties in a large number of high-growth metropolitan regions
- One of the most experienced companies in the solid construction house industry with several thousand detached houses built since 1980



Individually planned energy self-sufficient houses excluding land plots

- **HELMA Eigenheimbau AG** develops, plans and sells terraced and multi-family houses that are largely self-sufficient in terms of solar electricity and heating
- Construction is carried out on customers' properties by subcontractors
- A solid construction method that offers stable value and the greatest possible independence from electricity and heating suppliers enable investors to achieve a sustainable return that is easy to plan



Individually planned detached houses including land plots

- **HELMA Wohnungsbau GmbH** buys and develops land plots for the construction of individually planned detached houses in various major cities as well as in their suburbs
- Project sizes vary from just a few units through to spaces of up to 250 building plots
- Valuable solid construction houses realised by subcontractors
- Extensive track record since 1984 with a large number of successfully realised projects

Pre-planned segment



Pre-planned residential units in semi-detached, terraced and multi-family houses including land plots



- **HELMA Wohnungsbau GmbH** acquires attractive land plots for the project planning of pre-planned residential units in semi-detached, terraced and multi-family houses, each including a land plot, in various major cities as well as in their suburbs
- Projects range from just a few units to a hundred apartments
- High-quality solid construction building projects realised by subcontractors or general contractors

Pre-planned holiday houses and apartments including land plots



- Land purchase, project development and sale of holiday houses and apartments at locations with good infrastructure development, predominantly on Germany's North Sea and Baltic coasts, as well as at attractive locations on lakes and in low mountain regions in Germany
- The property offering of **HELMA Ferienimmobilien GmbH** is addressed mainly to private customers for their own use or as a capital investment
- Attractive all-inclusive package through involvement of strong partners for the further management of properties in the areas of renting, administration and caretaker services
- Active in the market since 2011 and meanwhile the leading provider of holiday properties in Germany