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2021 Preliminary Results Presentation



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2021 Highlights – KPIs

Strong 2021 Sales
Momentum

1,120

Closed sales (+ 51% YoY)

1,218

2022 year to date closed and forward sales with a net sales value of €463m

Revenue and Operating Profit

€424m (+62%)

Revenue

€58m (+139%)

Operating Profit

Margins Baselined

19.8%

Gross margin (20.3% in H2)

13.8%

Operating margin

New Site Commencements

8 (1,800 units)

Since May 2021 in the GDA and Cork

3,000

People in full-time employment across our 21 active sites

Cash Generation

€132m

Operating cashflow*

€109m

Generated in H2

Shareholder Returns

€40m

Ordinary dividends (5.5 cent per share**)

€75m

Share buyback programme commenced on 12 January 2022

** Based off 731,601,191 ordinary shares in issue as at 2 March 2022

^{*} Before any capital allocation considerations, including reductions of debt, dividends or accretive strategic acquisitions, JVs or investments

Positive Momentum Driving 2022 Market

Economy continuing to Expand



+23.8%

+€23bn

2 year Irish GDP growth to Q3 2021 (EU 27 average: 0.0%)

Household savings between April 2020 and December 2021 +19.6%

Increase in Exchequer returns to €68bn in 2021

2.5m

Highest ever labour market participation in Ireland

Strengthening Mortgage Market

+25%

Increase in FTB mortgage

€10.5bn

Highest value of mortgage

+15%

Increase in FTB mortgage drawdowns for new homes

€254k

Average FTB mortgage for a new home, down 7.4% on 2020 (€275k)

All Supported by Committed Government Policies



Enhanced scheme continuing for the remainder of 2022 73,325 applicants since launch

Shared equity loan

Commencing during 2022. Equity stake of up to 20% plus an additional 10% Help-to-Buy

Housing for All

10 year Government plan to increase housing supply and improve affordability

€20hn

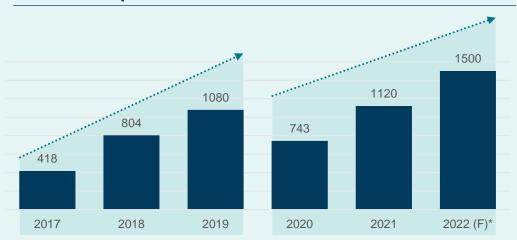
Committed capital funding for the 5 years to 2025

300,000 new homes are planned to be built in Ireland by **2030** across social, affordable and cost rental, private rental and private ownership

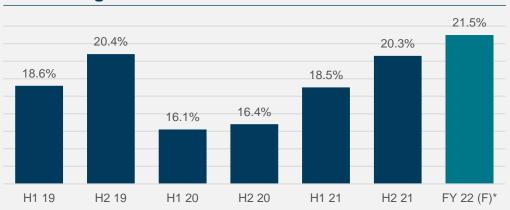
Irish 2021 economic performance exceeded pre-pandemic levels

Our Journey

Annual Completions



Gross Margin



5,500

New homes sold to date, including 3,200 starter homes

c. 17,700

Unit landbank across 37 sites

30

Housing and apartment developments completed or under construction (average site size 500 units)

€1.15bn

Procured in labour and materials to date

2,000

Self-build apartments completed or under construction across 11 developments

400

Growing our team to 400 FTEs from 300 today

5

* Forecast

Strong 2021 Sales Market – Further Growth in 2022

Our Market in 2021

168%

Increase in enquiry levels

35%

Increase in website traffic (following new website launch)

16

Selling sites recorded completed sales

4.2X

Average weekly sales per starter home outlet (2.8x in 2020)

€463m

Current forward order book net sales value

1.7X

Forward order book net value coverage to WIP

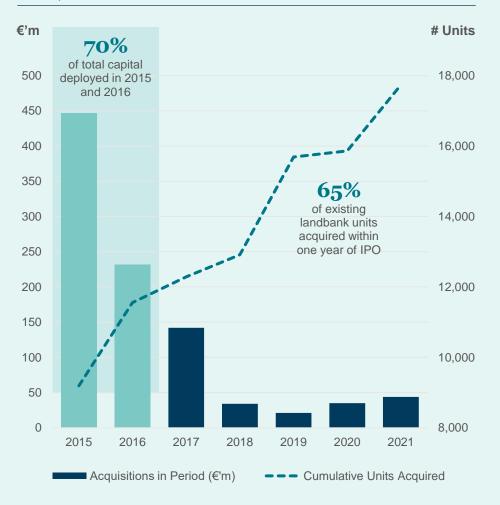
Further Growth in 2022

- Current forward sales pipeline expected to deliver
 1,500 sales completions and in excess of
 €600m revenue
- Over 70% of forecast completions already agreed for sale
- Continued gross margin progression to 21.5%
- Operating profit now forecast at €100m and an operating margin of c. 16.5%
- Operating cashflow of €175m

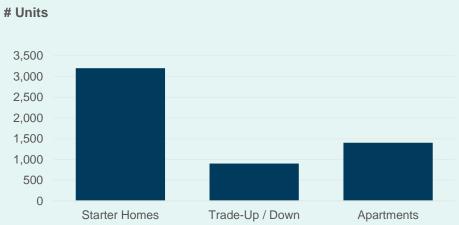
We look forward to returning to full open viewings for the remainder of our Spring 2022 selling season

Historic Low Cost Landbank – Foundation for Next Phase of Our Growth

c. 17,700 Unit Landbank – Balance Sheet Value €672m



5,500 Sales Since 2016



2021 Off-Market Portfolio Acquisition

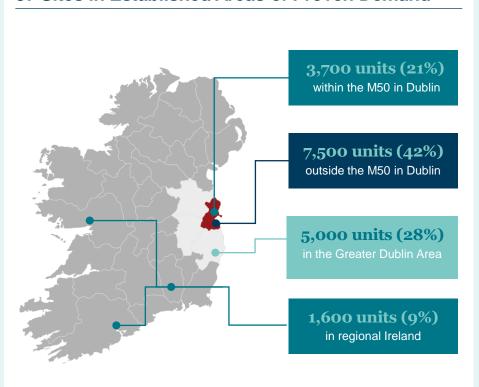
- €43.2m invested in a portfolio acquisition in 2021
- 3 sites comprising in excess of 1,800 units, all with full or partial planning permission
- Already building on two of these sites (Leixlip Gate, Kildare and Navan, Co. Meath).
- The portfolio will deliver an IRR in excess of our 15% hurdle rate

Landbank and Operating Platform Leading to Improved Gross Margins

c. 17,700 New Homes in Our Pipeline

Units 8,000 7,000 6,000 5,000 4,000 3,000 2.000 1,000 Trade up/down Starter Homes **Apartments** Social & Affordable

37 Sites in Established Areas of Proven Demand



€29,000

Average housing plot cost supporting Cairn's ability to offer homes at price points where our customers can get access to mortgage finance

€53,000

Average apartment plot cost

550 units

Average site

Business Expansion and Strategy

Our Next Phase to 2024:

Regional Expansion and Increased State Partnerships in Social and Affordable New Home Delivery

- Bringing Cairn's evolved and efficient homebuilding model to more regions in Ireland
- Having sold 5,500 new homes in the GDA, we will be successful in bringing a scaled model to new markets in regional locations
- Commencing new sites in:

Location	Population *	Completions in 2021 **
Cork City	124,391	716
Limerick City	94,192	439
Galway City	79,934	278

 Leveraging our landbank and other advantages to extend our involvement in the delivery of much-needed new social and affordable homes in partnership with the State and their agencies



Clonburris

Ireland's first new major town where we are targeting a biodiversity net gain

^{*} Based on 2016 Census. Population subsequently increased by 5.7% to 5.01m in April 2021 (source: CSO)

^{**} New home (multi-unit developments and apartments) completions in 2021 (source: CSO)

Innovation in Cairn

Current Innovation in Cairn

- Timber frame kits for housing and duplexes
- Soil stabilisation
- · Bathroom pods
- · Precast walls and columns
- Future proof attic conversations
- Home office design adaptability
- Programme management tools

- Productivity trackers and dashboards
- Light gauge steel systems for duplexes and apartments
- Offsite balconies
- Design standardisation
- Programme delivery and template standardisation
- Digital strategy

2022+ Innovation Initiatives

- · Net biodiversity gain
- Lean project planning and execution
- 4D planning implementation
- Transportation initiatives
- Offsite facades and precast structures
- · Green certification
- Smart homes development
- Adoption of 5D BIM practices
- Enhancing business intelligence through NAV and Power BI

The Challenging Build Cost Environment

Our Strategy

- Central procurement function is leveraging c. €1.3bn
 procurement spend across the three years to 2024
- 74% procured on active sites for 2022 (and 56% for 2023)
- Category management and supply chain tiering to increase the number of strategic and preferred partners in our supply chain (framework agreements, multiple sites, high share of category)
- · Continued focus on:
 - standardisation
 - digital strategy
 - product tracking and traceability; and
 - logistics
- · Early manufacturer involvement at source
- Forward purchasing materials
- Adopting new methods of delivery and driving productivity improvements

Our 2021 Experiences

• c. €15,000 average cost increase for each new home built (c. 6%), including material and labour cost increases



2022 Outlook

- Build costs expected to increase by an average of
 c. €10,000 per new home built (c. 4%)
- Key watchout area as a result of the ongoing geopolitical situation in the Ukraine
- Region is a significant producer and exporter of timber, plastics, steel and copper
- · Energy intensive manufacturing also likely to be impacted
- · Ireland is well served by indigenous suppliers







FY 2021 Financial Performance

	FY 2021 Unaudited	FY 2020 Audited	Movement
	€m	€m	
Revenue	424.0	261.9	+62%
Gross profit	83.9	42.7	+97%
Gross margin %	19.8%	16.3%	+350bps
Opex	(25.5)	(18.3)	+39%
EBIT	58.4	24.4	+139%
EBIT margin %	13.8%	9.3%	+450bps
РВТ	50.2	14.8	+239%
PAT	43.2	12.7	+240%
EPS	5.8 cent	1.7 cent	+4.1 cent
Net assets	778.8	750.6	
NAV per share	104 cents	100 cents	
Land at cost	671.7	690.3	

Revenue and Sales Performance KPIs

Average Selling Prices

	Units Star	ASPs €'k (Gross)				December (No. 0)
Sales		Starter Homes	Trade Up/Down	Apartments	Overall	Revenue (Net)
2021	1,120	350	493	454	428	€422m
2020	743	348	489	339	377	€247m
Movement	+50.7%	+0.6%	+0.7%	+33.8%	+13.6%	+€175m

Closed & Forward Sales Pipeline (as at 2 March 2022)

	Units	Revenue (Net)
2022 – closed and forward sales	1,072	€410m
2023 – forward sales	146	€53m
Total closed and forward sales pipeline	1,218	€463m

Balance Sheet as at 31 December 2021

	December 2021 Unaudited	December 2020 Audited
	€m	€m
Non-current assets	3.1	2.7
Land held for development	671.7	690.3
Construction work in progress	268.3	277.8
Other receivables	29.9	13.4
Cash	40.0	34.5
Total assets	1,013.0	1,018.8
Other liabilities / payables	(84.7)	(65.5)
Net assets (excluding borrowings)	928.4	953.4
Loans and borrowings	(149.6)	(202.8)
Net Assets	778.8	750.6
Balance Sheet KPIs		
Cash and cash equivalents	40.0	34.5
Net debt	(109.5)	(168.3)
Debt to GAV	15.3%	20.2%

Reduced net debt reflective of increasing operating cashflow and reduced leverage

Key Cash Flow Considerations

	Dec-21 €m	Dec-20 €m	Movement €m
Net Debt	109.5	168.3	58.8
Key Movements			
FY 2021 EBITDA			59.2
Decrease in land held for development			18.7
Decrease in construction work in progress			9.5
Interim dividend			(19.9)
Finance costs			(8.1)
Other			(0.6)

FY 2021 Commentary

- Net debt reduced by €58.8m in the period to €109.5m, resulting in available liquidity of €234.0m
- WIP investment is 1.7 times covered by our forward sales pipeline
- €266.5m WIP invested in the period despite a 13 week construction closure, principally in starter home and multifamily segments which will deliver sales volumes in 2022 and beyond
- Operating cashflow, before distributions and acquisitions, of €132.3m was generated in the year, including €108.7m in H2

2022 Guidance

2022

Revenue & Sales Volumes	In excess of €600m & 1,500 sales completions (on active sites with full planning permission)
Gross Margin	21.5%
Operating Profit & Margin	€100m (top of previously guided range of c. €95 - €100m) & c. 16.5%
Shareholder Returns & ROE	€115m 11%
Operating Cashflow *	€175m

^{*} Before any capital allocation considerations, including reductions of debt, dividends or accretive strategic acquisitions, JVs or investments

Our Key Focus Area – Driving Balance Sheet Efficiency and ROE Growth



Volume, revenue and profitability growth delivering €500m operating cashflow* in 2022 to 2024 to be used as follows:

Shareholder Returns:

Surplus capital will be distributed to shareholders through a combination of special dividends and/or share buybacks (€75 million already committed in 2022)

Accretive Strategic Acquisitions:

Subject to a minimum 15% target hurdle rate return on equity

Our Next Phase to 2024 – What Will This Deliver for Shareholders?

Three Years to 2024

Units	5,000 to 5,500		
ROE	11% in 2022 growing to 15% in 2024		
Operating Cashflow *	€500m after in	vestment in WIP for future growth	
	2022: €175m	2023 & 2024: €325m	

^{*} Before any capital allocation considerations, including reductions of debt, dividends or accretive strategic acquisitions, JVs or investments

O3 Leading Sustainably



Our Sustainability Priorities

OUR VISION

To lead the future of homebuilding in Ireland by valuing people, building responsibly and creating vibrant, sustainable communities.

OUR PURPOSE

Building homes — and creating places where people — love to live.

Our sustainability strategy is comprised of three pillars, which is aligned to the core elements of our purpose



Our Sustainable Evolution



2020

2021

2022



- 100% FSC timber procured
- First air source heat pumps installed (nZeb compliant)
- ED&I Strategy developed

- Upgraded SafeT certificate score from B to A
- First TCFD disclosure
- Launched 'Home Together' initiative
- BITC Low Carbon Pledge committed to setting science based targets by 2024
- · CDP 'B' Awarded

- SBTi committed in January 2022
- Scope 1 & 2 measured with target setting in progress
- Scope 3 baseline in progress including Life Cycle Assessments
- New sites will have tracked biodiversity improvements to key metrics in line with international best practice
- Social & Environmental metrics linked to remuneration
- Expanding our 'Home Together' initiative
- Continuing our progress with the Irish Centre for Diversity 'Investors in Diversity' pledge















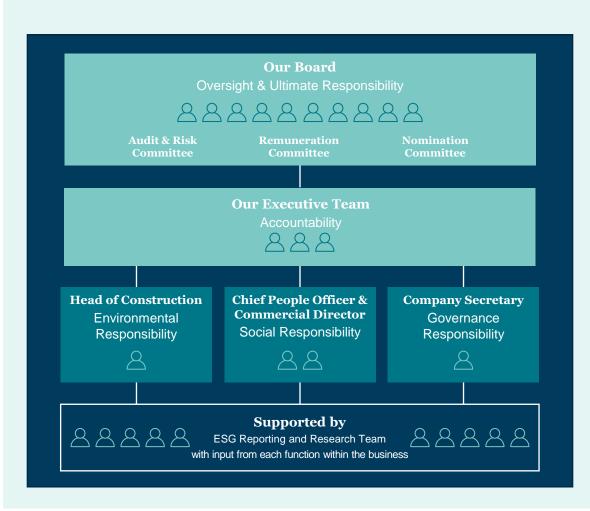


Governance





April 2022: Sustainability Report with increased ESG Disclosure



Top Down and Bottom-Up approach

- From Board to day—to-day site operations
- ESG Reporting and Research team facilitating collaboration across the business while embedding the culture of sustainable thinking

Taking our commitments further:

- Incorporating environmental metrics on biodiversity into our LTIP
- Social metrics including our customer and people framework plus health and safety into our remuneration framework

At Cairn Homes, our sustainability approach is considered and responsible: building high-quality, sustainable homes; crafting communities and striving to improve the built environment in Ireland.

John Reynolds, Chairman

Environmental

Climate Change



- January 2022, SBTi committed
- Scope 1 & 2 measured with target setting in progress
- Scope 3 baseline evaluation in progress including Life Cycle Assessments of our homes

Biodiversity



- All of our developments are subject to biodiversity assessments and initiatives
- From 2022 we are deepening our commitment to protecting biodiversity including targets aligned to best practice within our remuneration framework



Circular Economy and Innovation

Soil Stabilisation

Waste and carbon savings through soil stabilisation and retaining soil on site

Targeting no soil import or export from all future development sites

140,000 kg CO₂

total reduction on a site where soil stabilisation was utilised, with 1,000 truck load journeys removed

Light Gauge Steel

Light Gauge Steel has been introduced as a core building methodology across our duplex and low-rise apartment blocks

100%

Recyclable material with a substantial reduction in the use of concrete, a carbon intensive material







Social

People





New health and wellbeing framework encompassing mental, emotional and physical health



Health and safety SafeT Cert Grade A achieved



Awarded Bronze in 2022 & commenced work towards Silver accreditation







2022

Placemaking





Our focus on placemaking and communities is to ensure that we create places that people love to live and that will last long after our work is done.

Michael Stanley, CEO

70% love participating

in community events

97%
meet new neighbours
through home together
events

89% say their community feels more friendly now

100%

think events like home together inspire people to meet new neighbours



2022 and Medium-Term Outlook







21.5% gross margin



€115m shareholder returns



15% ROE



€500m operating cashflow in the three years to 2024



Our financial performance enables us to reinvest strongly in our business to drive this significant growth in delivery and cash generation



Our Purpose & Strategic Pillars

Better ways to build

Our purpose

Building homes and creating places where people love to live.

Our approach is considered and responsible: building high-quality, sustainable homes; creating communities; and striving to improve the built environment in Ireland. We want to take a prominent role in promoting sustainable and attainable building in Ireland, being respectful of both people and planet as we scale our business.

Strategic pillars

People

Attract, engage and retain the best people and external resources



Homes

Design and build high quality, sustainable and market appropriate homes

Customers

identify and influence market opportunities and deliver the best customer experience

Places

Create places for communities to prosper



Operational Excellence

Create a commercial and profitable operating platform to turn land into great places to live

Housing Sites in Areas of Proven Demand

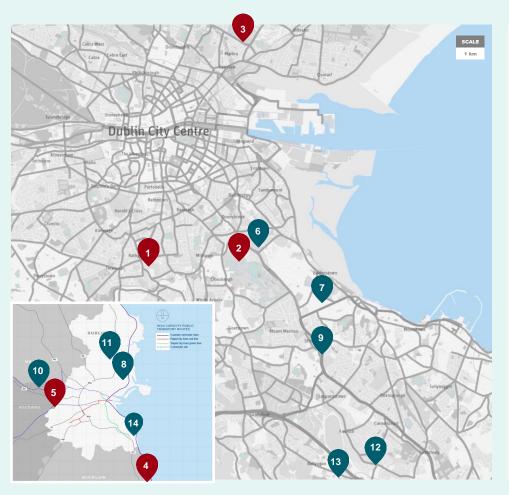
13,000 new homes on sites with multi-modal transport links in established residential locations



Active	
1	Parkside, Malahide Road
2	Shackleton Park, Lucan
3	Glenheron, Greystones, Co. Wicklow
4	Mariavilla, Maynooth, Co. Kildare
5	Albany, Killiney
6	Oak Park, Naas, Co. Kildare
7	Whitethorn Village, Naas
8	Graydon, Newcastle
9	Archers Wood, Delgany
10	Hawkins Wood, Greystones
11	Leixlip Gate, Leixlip, Co. Kildare
12	Mercer Vale, South Co. Dublin
13	Douglas, Cork
14	Dunboyne Road, Maynooth
15	Eastern Lands, Navan, Co. Meath
16	Elsmore, Naas, Co. Kildare
Future	
17	Clonburris, Dublin 22 (two sites)
18	Holybanks, Swords, Co. Dublin
19	Enniskerry, Co. Wicklow
20	Blessington, Co. Wicklow
21	Coolagad (Blacklion), Greystones, Co. Wicklow
22	Callan Road, Kilkenny
23	Rahoon, Galway
24	Ballymoneen Road, Galway

Prime Apartment Sites

4,700 homes in prime city and established suburban and commuter belt locations



Active		Multifamily Opportunity
1	Marianella, Rathgar, Dublin 6W	
2	Donnybrook Gardens, Dublin 4	
3	Griffith Wood, Griffith Avenue, Dublin 9	Ø
4	Aldborough, Greystones, Co. Wicklow	Ø
5	Citywest, Dublin 24	2
6	M. C. B. I.B. A	
<u>'</u>	Montrose Dublin 4	
	Montrose, Dublin 4 Cross Avenue, Blackrock, Co. Dublin	⊘
	Cross Avenue, Blackrock, Co. Dublin	Ø
	,	
}	Cross Avenue, Blackrock, Co. Dublin Parkside, Malahide Road	Ø
0	Cross Avenue, Blackrock, Co. Dublin Parkside, Malahide Road Blakes & Esmonde Motors, Stillorgan	9
7 3 9 10 11	Cross Avenue, Blackrock, Co. Dublin Parkside, Malahide Road Blakes & Esmonde Motors, Stillorgan Mariavilla, Maynooth, Co. Kildare	9 9 9

Abingdon, Shankill, Co. Dublin

13 14

Transactional Activity in Ireland Remains Depressed

Annual transactions as a percentage of total housing stock



Lack of liquidity in the Irish second-hand market

- · A regular feature of the market in recent years
- The stock of homes listed for sale on MyHome.ie, Ireland's largest property portal, was at a record low of just **11,300** homes on 1 January 2022, **down 21% on the prior year**.
- This equates to c. 0.1% of the total housing stock in Ireland

19.6 years

On average, a residential property in England is traded once every 19.6 years

37 years

This compares to once every 37 years in Ireland

12%

Of all houses in Ireland are owned by people aged < 39

Owning versus Renting

Cairn 3 Bed Starter Home

€378,000

Average selling price (including VAT) in 2021 across Cairn developments in Dublin:

- Shackleton Park (Lucan)
- Gandon Park (Lucan)
- Graydon (Newcastle)
- Parkside (Malahide Road)

€1,041 per month

Cheaper to own than rent a Cairn starter home in Dublin

FTB - Monthly Mortgage Cost

Purchase price	€378,000
Mortgage - 90% LTV	€340,200
Mortgage interest rate	2.30%
Monthly Mortgage Repayment (30 year C&I)	€1,309

Monthly Rental Cost



Daft.ie Market Rents

Three bed house monthly rent:



Lucan

€2,400



Lucan

€2,400

0

Newcastle

€2,200

0

Malahide Road

€2,400

Average rent

€2,350

80% per month

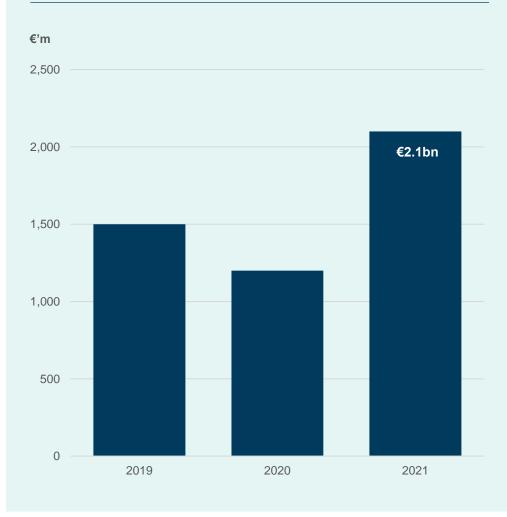
More expensive to rent than own a Cairn starter home in Dublin

1,397

A new record low of properties available to rent in Ireland today

Multifamily Market – Now An Established Asset Class

€2.1bn Transactional Activity in 2021



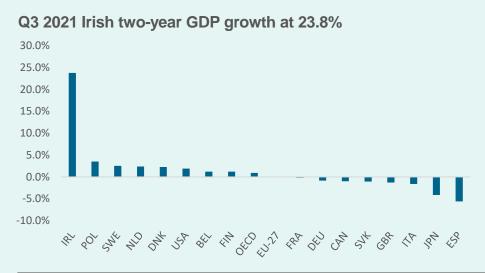
The 2021 Rental Market

- Exodus of small landlords continues c. 40k left the market between 2016 and 2021
- 1,397 available properties to rent only 7 homes in every 10,000 available to rent
- Multifamily c. 6% of the Irish rental market
- Prime yields c. 3.75% and rent collections at 99%
- Rental inflation at 10.3%, partially driven by chronic undersupply of suitable stock in the rental market

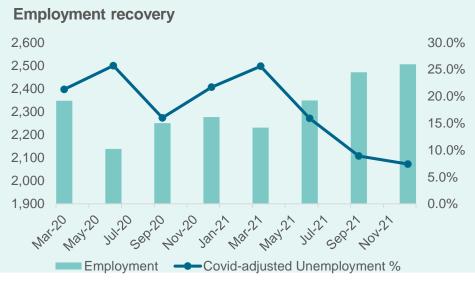
Cairn's Strong Market Position

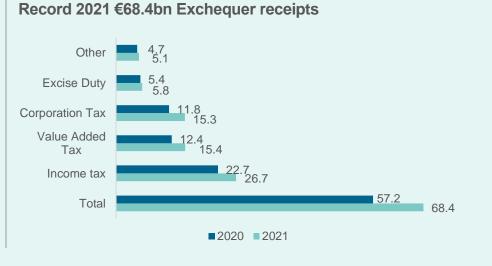
- c. 4,700 apartment unit pipeline in areas of high demand
- Largest self-build developer in the market and counterparty of choice for institutional investors
- Eight apartment developments delivered to date (social, private and multifamily).
- One development nearing completion and three others under construction

Demand Drivers



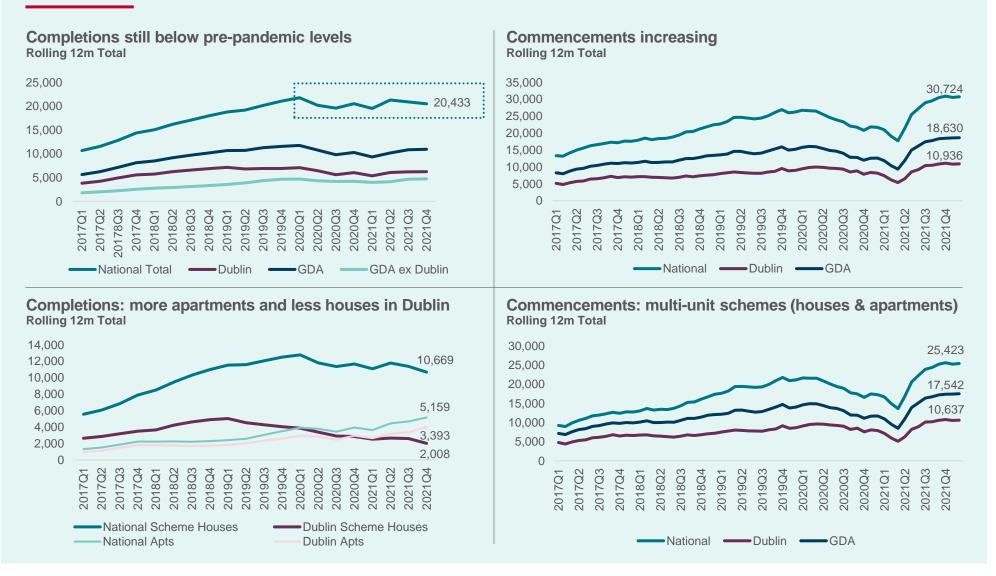






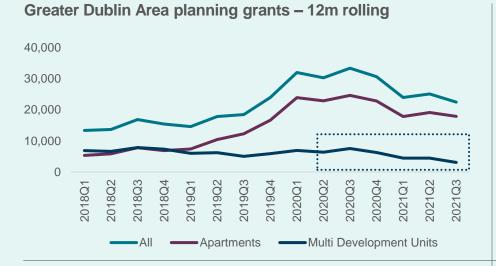
^{*}Covid-adjusted unemployment rate includes all Pandemic Unemployment Payment recipients, Sources: Goodbody, Eurostat, CSO, Dept. of Finance, CBI, OECD.

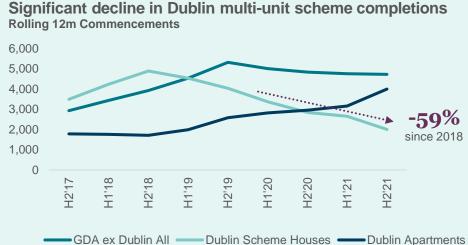
New Homes Supply Indicators

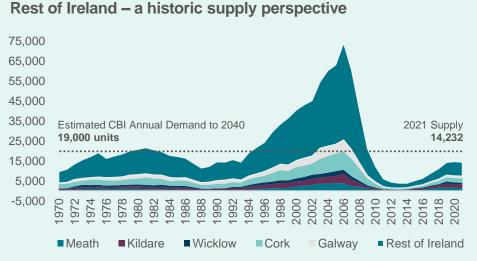




New Homes Supply Indicators

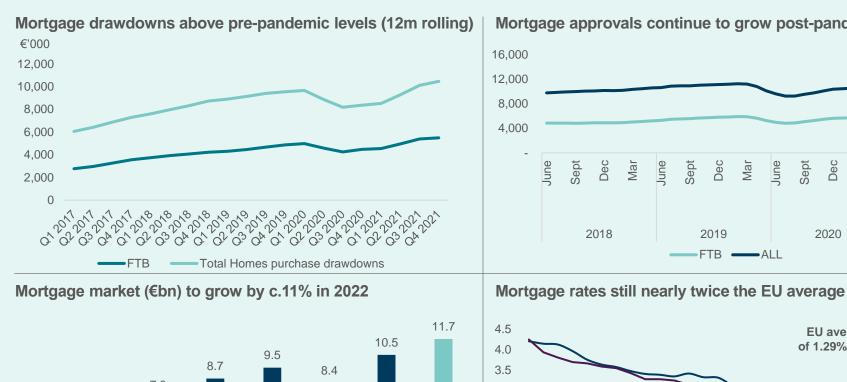


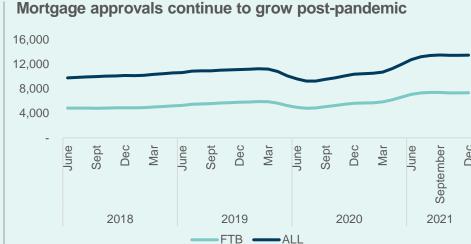


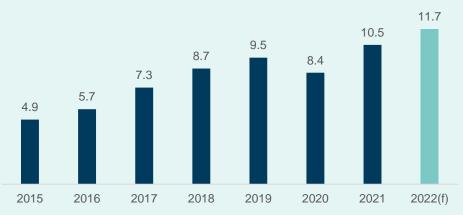


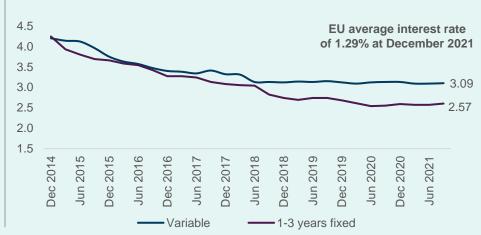


Mortgage Market







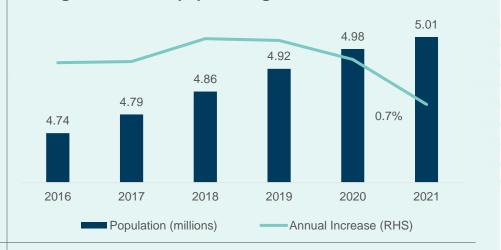


Demographics Support Demand

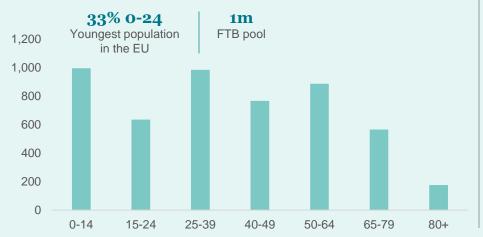
Strong population growth

- Population 5.0m as at April 2021 the highest since 1851.
- Population forecast to grow to 5.6m by 2040
- 30k Irish nationals returned to Ireland in the year to April 2021
 –highest since 2007.
- · Population growth is 3x EU average
- Highest birth rate in Europe: 11.2 per 1,000 population.
- High average household sizes: 2.6 compared to 2.3 EU average
- ESRI forecast medium term demand of 34,000 new homes p.a.

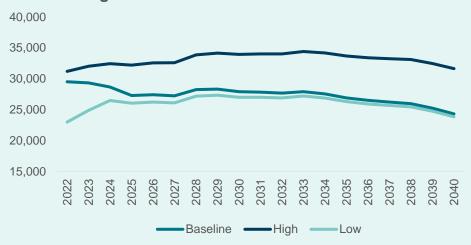
Average 1.1% annual population growth since 2015



Irish population by age category



ESRI housing demand forecast





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