



Presenting today

Murapol Management Board





Nikodem Iskra

CEO



Przemysław Kromer

CFO



Iwona Sroka

Marketing, PR, IR & ESG

Summary of 2024



- Revenues exceeding PLN 1.3 billion (+9.4%). Growth in net profit to PLN 242 million (+10.4%)
- Combined sales of 3,862 units (2,914 units in the R4S segment, 948 units in the PRS segment)—growth year-on-year despite the challenging market situation and decline in sales by developers on the biggest markets of 31%
- Level of handovers in line with projections: 2,915 units. Additionally, 670 units were handed over in the PRS segment
- Number of units introduced to the offer: **3,911**, as against 3,770 the previous year
 - 5 Most diversified offer on the market, including 4,618 units at the end of December
 - 6 Portfolio of projects under construction: 7,756 units
 - 7 One of the biggest landbanks on the market, with a capacity for construction of 19,344 units
 - Payout in 2024 of **dividends totalling PLN 200.3 million**:
 - 8 May 2024, dividends of PLN 80.4m distributed
 - 12 November 2024, payment of advance against dividends for 2024 in the amount of PLN 119.9m





Murapol Group



presence on the residential market

24 years 21 cities

with Murapol Group developments

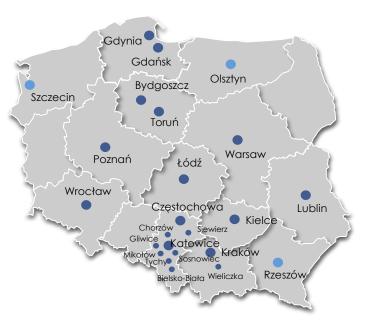
31,800

apartments built since the company's founding

19,300

units within the capacity of the active landbank

- One of the largest and most experienced residential developers in Poland, in business since 2001
- The most geographically diversified portfolio of development projects in Poland
- Product offering in the broadest and most absorptive segment of the residential property market, i.e. affordable and affordable premium
- One of the biggest active landbanks in the industry
- Complementary business building units for institutional rental sector (PRS and PBSA) in the design & build formula



- Projects completed, under construction, and in the pipeline
- Potential new locations

as of 31 December 2024

What sets us apart?



- Proven stable sales results despite challenging macroeconomic conditions
 - **2 Leading market position** with highly supportive fundamentals
- Unique and vertically integrated business model—high cashflow, low engagement of equity, optimal margins
- 4 High level of geographical diversification of projects and a large active landbank
- 5 Product offering focused on the broadest group of customers, in the most absorptive market segment
- 6 Proven ability to renew the **landbank** at a higher pace than presale levels, as a foundation for further growth
- 7 Cooperation with a leading investor in the complementary private rented sector (PRS) in the design & build formula

Two complementary segments



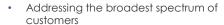
PRS segment generating significant incremental cash in addition to core resi-for-sale business

Sales in 2024 carried out in two operating segments:

Resi-for-sale



 Affordable product highly resilient to macroeconomic fluctuations



Proven product strategy



Affordable product



Attractive location in promising districts of cities



High value for price and location



100% complementary to resi-for-sale

→ no cannibalization

- Attractive risk-return profile >
 quaranteed off-take
- Regular cash inflows
- Limited equity requirement construction costs forward-funded by PRS investor



Possibility of building on plots zoned for services



Framework agreement governing off-take of premises by LifeSpot – PRS platform belonging to funds managed by Ares



Ultra-low saturation of PRS market in Poland

Product targeting the broadest group of customers

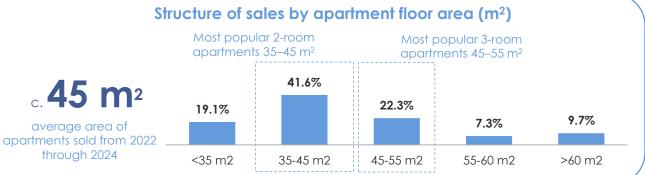


Apartments in the affordable and affordable premium segments



Structure of apartment sales by gross price (PLN '000) Apartments priced below PLN 600,000 accounted for about 90% of total Murapol Group sales 29.9% 17.6% 6.8% 6.0% 4.7%





Product line resilient to macro changes



Split in mortgage vs. cash buyers against the background of sales volumes and handovers in the R4S segment

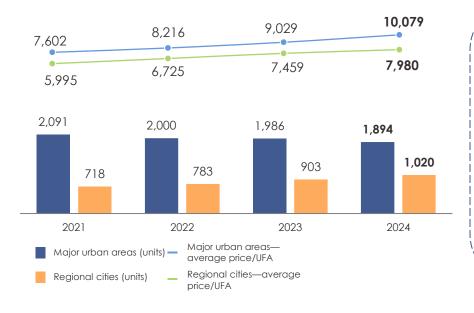


Similar, satisfactory margins in large urban areas and in regional cities



- Similar percentage increase in average transaction prices in 2021–2024 in major urban areas (+31%) and regional cities (+30%)
- Similar, satisfactory margins in major urban areas and in regional cities—in 2023–2024 the 1st margin did not differ by more than 2pp

Sales breakdown between major urban areas and regional cities



Major urban areas **Regional cities** c. 70% c. 30% Gdańsk Bielsko-Biała Gdvnia Bydgoszcz Katowice Chorzów Kraków Gliwice Łódź Lublin Poznań Siewierz Warszawa Sosnowiec Wrocław Toruń Tychy

*estimated sales structure (by value) based on data for 2021 - 2024

Sales structure*

Examples of projects by the group

A presence in all main urban areas















Examples of projects by the group

Attractive offer in regional cities







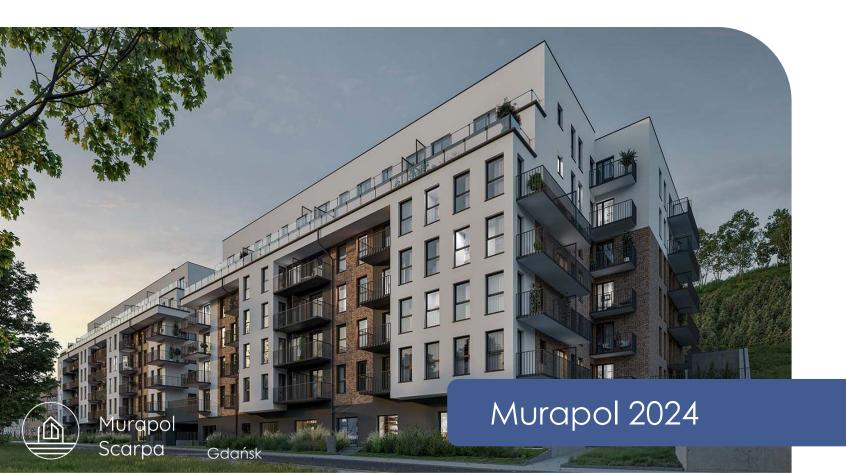










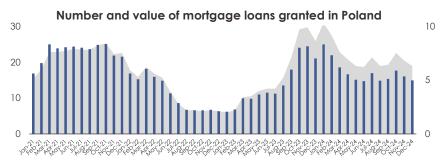


Residential developers' market in 2024



- 2024 was marked by the pressure of uncertainty connected with government programs and high interest rates, which translated into weakening of demand compared to 2023—as a result, sales on the six main markets in Poland fell by 31% (according to JLL)
- Rebuilding of developers' offer on the biggest markets, and record-high predominance of new supply over sales in 2024
- Growth in apartment prices in FY 2024, with stabilization or slight increases in 4Q 2024
- Good prospects for the residential market in the medium to long range, due to:
 - Structural apartment shortage in Poland
 - Growth in real wages and rising purchasing power of consumers
 - Growth in deposits (by over PLN 100bn in 2024)
 - Continuing low unemployment
 - Reductions in interest rates expected by analysts within the next two years

Change in average monthly wages compared to inflation (CPI) rising consumer purchasing power 15% 10% Change in average salary in the enterprise sector (y/y) CPI (%)



Value of mortgage loans granted (right-hand
 Number of mortgage loans granted scale, PLNbn)
 (left-hand scale, '000)

Key events in 2024





3,862 units

(+7.8% y/y) sold in 2024 (development and preliminary contracts in the R4S segment and 948 units in the PRS segment)



3,911 units

(+3.7% y/y)

added to the offer (R4S segment)



Lublin, Kielce Częstochowa

new markets





2024 in numbers



2,915 (+4,1% y/y) customers

units handed over to retail

2,914

development contracts and preliminary contracts (+0.9% y/y)(+161 paid reservation agreements)

PLN 9,300

(+8,1% y/y) average net price per m² of units sold

PLN 1 330.2m

sales revenue

PLN 348.5m

adjusted EBITDA*

PLN 242.0m

net profit

40.1% return on equity

39.8% 1st margin (R4S segment)

19.2% net profit margin (R4S segment)



Sales of units in 2024



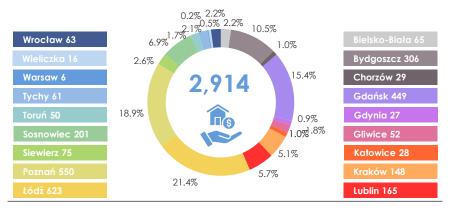
Comparable sales y/y despite uncertainty arising from the market environment

- 2,914 units (vs. 2,889, +0.9%) were sold under development contracts and preliminary sale contracts, and an additional 161 units with paid reservation agreements
- Additionally, sales of 948 units in the PRS segment based on a framework agreement with AEREF VI

 The largest number of apartments in the R4S segment were sold in Łódź (623), Poznań (550) and Gdańsk (449)

948 units sold in the PRS segment 3,862 units 2,914 development contracts and preliminary sale contracts

Geographical structure of units sold to retail customers (development contracts and preliminary sale contracts)



Handovers of units in 2024



Level of handovers in the retail segment tied to timetables for development projects

- Growth in average price of delivered units at the end of 2024 of 11.1%
- Largest number of units handed over in 2024 to customers in Gdańsk (673) and Poznań (655)
- Number of units sold but not handed over: 2.487

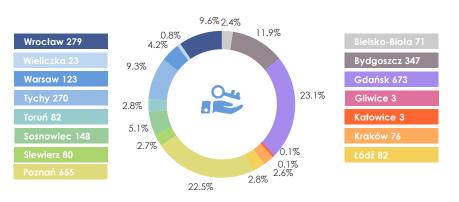
2,801

handovers in 2023

2,915

handovers in 2024

Geographical structure of handovers of units to retail customers (development contracts and preliminary sale contracts)



Selected projects where units were handed over in 2024

Murapol Osiedle Novelo

Gdańsk

Murapol Osiedle Akademickie

Bydaoszcz

Murapol Argentum

Murapol Matecznia

íraków

Murapol Zielony Żurawiniec

Poznań

Murapol Osiedle Fit

Tychy

Key financial data for 2024



9% growth in sales revenue year-on-year

- Growth in the average price of units handed over in 2024 of 11.1% (to PLN 405,600 vs. PLN 365,100 in 2023)
- Growth in revenue of 15.3% in the retail segment thanks to an increase in the number of units delivered and in the average price
 of units handed over



Key financial data for 2024

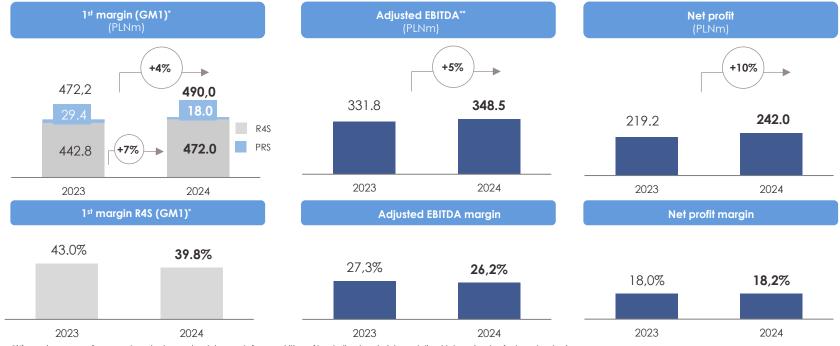




^{*1}st margin: revenue from apartment sales contracts less costs for acquisition of land, direct materials, and direct labour (costs of subcontractors)

Key financial data for 2024





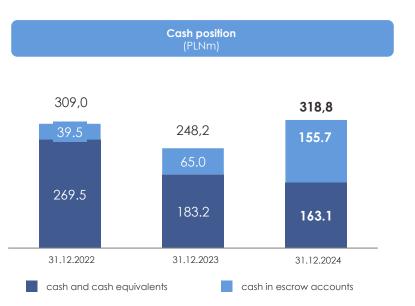
^{*1}st margin: revenue from apartment sales contracts less costs for acquisition of land, direct materials, and direct labour (costs of subcontractors)

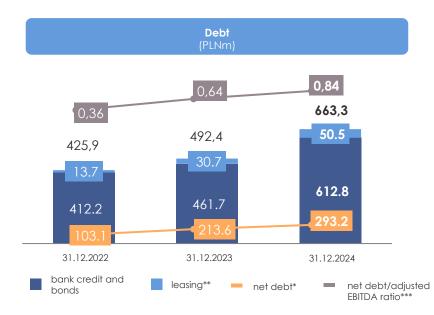
[&]quot;*adjusted EBITDA — operating profit for the last twelve months plus amortization, interest recognized in the cost of goods sold, and one-off or non-cash transactions

Group's current financing structure



• Safe net debt/adjusted EBITDA ratio (0.84 at the end of 2024)





^{*} net debt calculated as bank credit and bonds less cash (including escrow accounts)

^{**} leasing as of 31 December 2024 concerns mainly the accounting valuation of the lease for the office in Bielsko-Biała

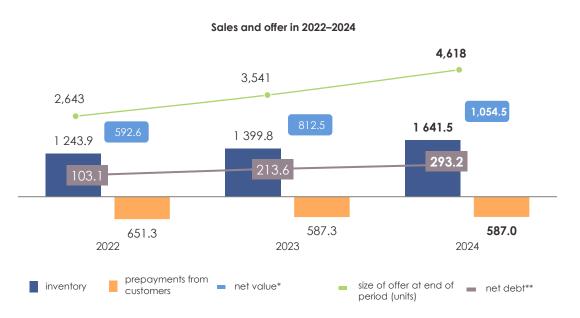
^{***} adjusted EBITDA — operating profit for the last twelve months plus amortization, interest recognized in the cost of goods sold, and one-off or non-cash transactions

Steadily growing operating scale



- The growth in debt following 2022, combined with the excess cash generated by the group's operating business, was used
 mainly for building and renewing the landbank, as well as increasing the offer available to customers
- After conducting the currently contemplated issue of bonds, the group does not plan to further increase its level of gross debt

PLNm	2023	2024
Cost of increasing offer	219.9	242.0
Dividends	100.0	200.0
Change in net debt	-110.5	-79.6
Pro-forma free CF capacity	209.4	362.4



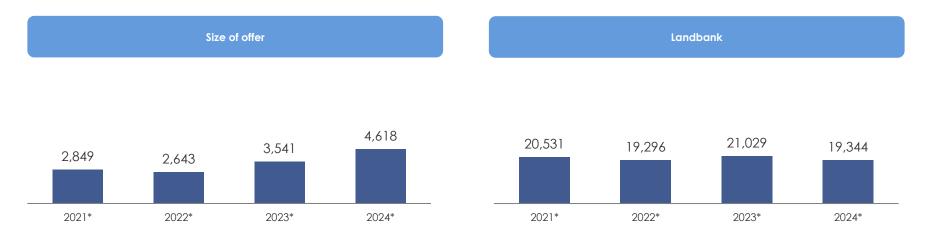
^{*}difference between balance-sheet inventories and prepayments from customers

^{**}net debt calculated as bank credit and bonds less cash (including escrow accounts)

Record level of offer and strong landbank



- At the end of 4Q 2024 the Murapol offer included 4,618 units in 16 cities
- Number of units under construction: 7,756 units in 28 projects in 14 cities
- Active landbank for construction of over 19,300 units in 19 cities with a combined net area of almost 842,000 m²



Units added to the offer in 2024



One of the biggest offers on the market: 4,618 units at the end of 4Q 2024

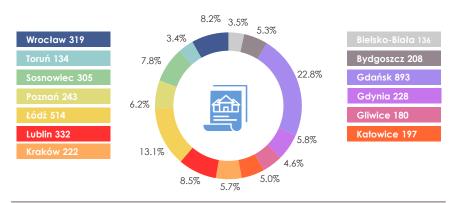
- In 2024, 3,911 residential units were added to the offer in 13 cities, including the new operating market of Lublin
- The most apartments were introduced in Gdańsk (893), Łódź (514) and **Lublin** (332)

3,770 units introduced in 2023

3.911 units introduced in 2024

Selected projects added to the offer in 2024

Geographical structure of units added to the offer



Murapol Motivo Murapol Prado Murapol Stoczniova Murapol Corfa

Murapol Primo Murapol Forum

Projects offered for sale in 2024



- In 2024 Murapol added to the offer 3,911 new units
- The units introduced into sales are being built in 13 cities, including both the largest residential markets in Poland, e.g. Poznań, Łódź, Wrocław and Gdańsk, but also in smaller cities such as Bydgoszcz, Gliwice, Lublin, Sosnowiec and Toruń

Location	Units introduced in 2024	Units introduced in 2Q 2024	Units introduced in 3Q 2024	Units introduced in 4Q 2024	Total
Bielsko-Biała	-	-	-	136	136
Bydgoszcz	-	85	123	-	208
Gdańsk	-	173	336	384	893
Gdynia	-	-	228	-	228
Gliwice	180	-	-		180
Katowice	-	-	-	197	197
Kraków	-	-	222	-	222
Lublin	332	-	-	-	332
Łódź	514	-	-	-	514
Poznań	243	-	-	-	243
Sosnowiec	305	-	-	-	305
Toruń	-	134	-	-	134
Wrocław	319	-	-	-	319
Total	1,893	392	909	717	3,911

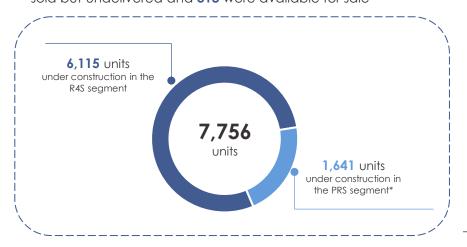
Projects under construction at the end of 4Q 2024



High number of units under construction

- Record number of units under construction: 7,756 units with a combined area of about 318,500 m², in 101 buildings in 14 cities
- At the end of 4Q 2024 there were 1,011 completed apartments with an occupancy permit, of which 693 were sold but undelivered and 318 were available for sale

 The most units are under construction in Gdańsk (2,132 units) and Łódź (1,556 units)



Units under construction, by city 5.4% 1.8% 1.7% 3.9% Wrocław 415 0.8% Bydgoszcz 123 27.5% 9.1% Sosnowiec 305 Chorzów 135 Gdańsk 2.132 Gdynia 228 20.1% Gliwice 368 2.9% Lublin 332 Kraków 953 4.7% 4.3% 12.3%

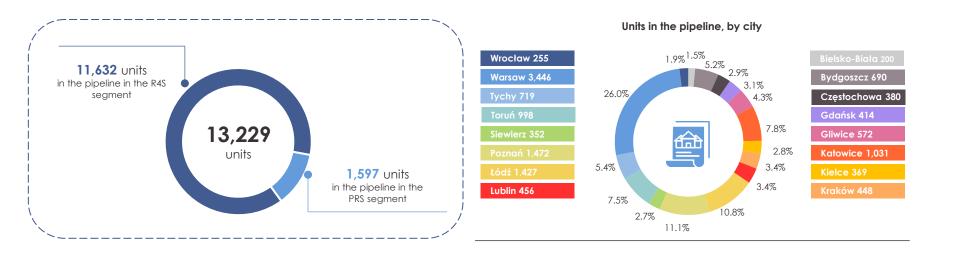
^{*}Units under construction in the PRS segment are not included in the Murapol Group landbank (the land was sold to LifeSpot, and the Murapol Group acts as the general contractor for PRS projects).

Projects in the pipeline at the end of 4Q 2024



Attractive and highly diversified portfolio of pipeline projects

- 13,229 units in the pipeline, with a combined area of nearly 572,000 m², in 16 cities
- Strong landbank in Warsaw, for 3,446 units, Poznań (1,472), Łódź (1,427) and Katowice (1,031)







Summary of 2024



- Revenues exceeding PLN 1.3 billion (+9.4%). Growth in net profit to PLN 242 million (+10.4%)
- Combined sales of 3,862 units (2,914 units in the R4S segment, 948 units in the PRS segment)—growth year-on-year despite the challenging market situation and decline in sales by developers on the biggest markets of 31%
- Level of handovers in line with projections: 2,915 units. Additionally, 670 units were handed over in the PRS segment
- Number of units introduced to the offer: 3,911, as against 3,770 the previous year
 - 5 Most diversified offer on the market, including 4,618 units at the end of December
 - 6 Portfolio of projects under construction: 7,756 units
 - One of the biggest landbanks on the market, with a capacity for construction of 19,344 units
 - Payout in 2024 of **dividends totalling PLN 200.3 million**:
 - 8 May 2024, dividends of PLN 80.4m distributed
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Prospects for 2025



Strong offer and effective business model

- Sales in the retail segment of 3,100–3,300 units—an increase y/y of 6–13%
- 2 Handovers of c. 3,000 units, including c. 2,000 units to be handed over in 2H 2025
- Maintaining dividend policy described in the Prospectus: earmarking for a dividend at least 75% of the consolidated net profit earned in the preceding financial year, i.e. estimated distributions in 2025 of c. PLN 200 million, depending on the market situation and the Group's sales results
 - Expenditures on plots in an amount of c. PLN 200–300 million
- 5 PRS: 1,641 units under construction and 1,597 in the pipeline (as of 31 December 2024)





Murapol Havelia

Poznań

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ir@murapol.pl

Q&A





Profit and loss statement



PLN '000	2024	2023	Change
Sales revenue	1,330,214	1,215,944	+9%
Revenue from sales to retail customers	1,185,741	1,028,787	+15%
Revenue from sales to PRS	144,473	187,157	-23%
Gross profit on sales	401,792	383,393	+5%
Gross margin on sales	30.2%	31.5%	-1.3 p.p.
EBIT	293,600	266,199	+10%
EBIT margin	22.1%	21.9%	+0.2 p.p.
Net profit	242,029	219,151	+10%
Net profit margin	18.2%	18.0%	+0.2 p.p.

Balance sheet



Assets	31.12.2024	31.12.2023
Non-current assets	81,996	86,523
Current assets	2,078,689	1,773,292
Total assets	2,160,685	1,859,815

Liabilities	31.12.2024	31.12.2023
Equity attributable to shareholders of the parent company	603,999	557,960
Non-controlling interest	-	1,425
Total shareholders' equity	603,399	559,385
Long-term liabilities	632,343	454,770
Short-term liabilities	924,943	845,660
Total liabilities	1,557,286	1,300,430
Shareholders' equity and liabilities	2,160,685	1,859,815



- As of the end of 4Q 2024, the portfolio of projects under construction included **7,756** units with a combined usable floor area of **318,500 m**², arising in **101** buildings erected in 28 projects in **14** cities
- In the R4S segment there are 6,115 units under construction. Construction of 2,993 units (49%) will end in 2025, 2,900 units (47%) in 2026, and 222 units (4%) in 2027
- In the **PRS** segment there are **1,641** units under construction. **249** of these units (15.2%) will be completed in 2025, **444** (27.0%) in 2026, and **948** (57.8%) in 2027
- At the end of 4Q 2024 there were 1,011 completed apartments with an occupancy permit, of which 693 were sold but undelivered and 318 were available for sale

Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Bielsko-Biała	Murapol Trzy Lipki II (bud. 2,3)	136	7,306
Bydgoszcz	Murapol Rivo (bud. 1)	123	5,491
Chorzów	Murapol Osiedle Wolka (bud. 1, 2, 3)	135	6,571
Gdańsk	Murapol Osiedle Zen II (bud. 1, 3, 5)	173	7,825
Gdańsk	Śląska (bud.1) [PRS]	583	16,800
Gdańsk	Twarda (bud.1) [PRS]	365	11,521
Gdańsk	Murapol Scarpa (bud. 1, 2)	291	14,010



Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Gdańsk	Murapol Portovo (bud. 1)	384	11,885
Gdańsk	Murapol Stoczniova (Bud. 3)	336	11,335
Gdynia	Murapol Osiedle Dynamiq (bud. 1, 2, 3, 4)	228	10,409
Gliwice	Murapol Osiedle Szafirove (bud. 1, 2)	180	8,786
Gliwice	Murapol Osiedle Szafirove (bud. 6, 7)	188	9,937
Kraków	Murapol Mateczniq III (bud. 4)	38	1,803
Kraków	Lipska (bud. 1,2) [PRS]	249	7,185
Kraków	Okulickiego (bud.1) [PRS]	444	13,275
Kraków	Murapol Prado (bud. 1, 2)	222	10,524
Lublin	Murapol Primo (bud. 1, 2)	332	15,091



Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Łódź	Murapol Agosto (bud. 1, 2, 3)	442	20,304
Łódź	Murapol Osiedle Faktoria (bud. 1, 2)	269	9,868
Łódź	Murapol Forum (bud. 1, 2)	514	21,809
Łódź	Murapol Osiedle Filo (bud. 1)	143	6,376
Łódź	Murapol Osiedle Filo II (bud.2)	188	8,508
Poznań	Murapol Havelia (bud.1,2)	326	14,409
Poznań	Murapol Osiedle Verde III (bud. 3)	243	11,308
Poznań	Murapol Zielony Żurawiniec III (bud. 6, 7)	140	6,202



Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Siewierz	Murapol Siewierz Jeziorna (bud. 15 - 16)	60	3,023
Sosnowiec	Murapol Apartamenty Na Wzgórzu IV (bud. 4, 5)	305	14,707
Toruń	Murapol Aviator (bud. 1)	170	5,650
Toruń	Murapol Helio (bud. 2,3)	134	6,223
Wrocław	Murapol Osiedle Ferrovia (bud. 1-12)	24	2,244
Wrocław	Murapol Osiedle Ferrovia II (bud. 13-21)	18	1,622
Wrocław	Murapol Osiedle Ferrovia III (bud. 22-30)	18	1,622
Wrocław	Murapol Osiedle Ferrovia IV (bud. 31-42)	24	2,141
Wrocław	Murapol Osiedle Ferrovia V (bud. 43-48)	12	1,109
Wrocław	Murapol Motivo (bud. 1)	319	11,626
Total		7,756	318,501

Projects in the pipeline



• As of 31 December 2024, within the Murapol Group landbank, there was a portfolio of pipeline projects comprising about 13,200 units with a combined usable floor area of c. 572,000 m², ensuring continuity of the group's business for the next several years

Location	Planned UFA (m²)	Planned no. of units	Location	Planned UFA (m²)	Planned no. of units
Bielsko-Biała	8,882	200	Łódź	63,301	1,427
Bydgoszcz	31,308	690	Poznań	63,491	1,472
Częstochowa	17,413	380	Siewierz	17,109	352
Gdańsk	12,685	414	Toruń	42,267	998
Gliwice	26,953	572	Tychy	32,581	719
Katowice	43,259	1,031	Warszawa	144,209	3,446
Kielce	16,611	369	Wrocław	10,401	255
Kraków	20,992	448	Total	571,848	13,229
Lublin	20,385	456			

Unique, resilient business model



Integrated business model

Land acquisition

- Effective land acquisition model
- Payment of a large portion of the price deferred until a building permit is obtained

Design & planning

- In-house architectural and engineering studio
- Standardized buildings allow for lowering costs while maintaining optimal quality
- Plug & Play business model facilitates scaling: expansion in existing and new locations

Construction

- Team responsible for general contracting
- Standardized process divided into 94 tasks
- In-house budgeting team
- In-house materials supplier

Marketing & sales

- Network of 23 sales offices, enabling 55% of commercialization of projects through the group's own distribution channels
- Extensive, widespread external network

Building Information Modelling

BIM technology enables preparation of a precise bill of quantities, helping prevent conceptual mistakes, and defining the precise scope of work and materials needed

HVAC

Sanitary systems

Architecture

Electrical system



Unit 94

System of **94 standardized universal tasks** for every project, translating into precise planning, efficient budgeting and selection of subcontractors

Shareholders

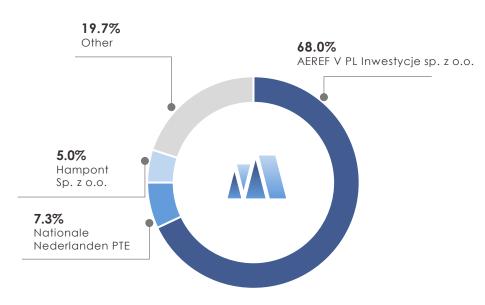


Shareholder	No. of shares	Capital
AEREF V PL Inwestycje sp. z o.o.	27,760,000	68.0%
Nationale Nederlanden PTE	2,960,000	7.3%
Hampont sp. z o.o.	2,040,000	5.0%
Other	8,040,000	19.7%
Total	40,800,000	100.0%



Shares listed on the Warsaw Stock Exchange since 15 December 2023

Indices: WIG, sWIG80, WIG140, WIG-nieruchomości, sWIG80TR, WIG-Poland, GPWB-CENTR, CEEplus



^{*} shareholdings by Nationale-Nederlanden Powszechne Towarzystwo Emerytalne S.A. stated according to notice dated 18 December 2023, including shares held by Nationale-Nederlanden Otwarty Fundusz Emerytalny

Organizational culture and corporate governance



Solid governance structure aimed at effective and sustainable growth in value

Supportive shareholders and independent decision-making

 Experienced stakeholders with competences required for achieving strategic goals

Knowledge, experience, unique know-how

- Integrated and motivated team of topnotch specialists in the industry
- Inclusive workplace

Compliance with Best Practice for WSE-listed Companies

Up-to-date Code of Conduct

- Internal policies addressing conflicts of interest
- Appointment of ethics czar



Experienced supervisory board

- Highly experienced Supervisory Board with independent members ensuring protection of the interests of minority investors
- Appointment of audit committee and investment committee
- Rules implemented for addressing potential conflicts of interest

Effective and sustainable management structure

- Experienced Management Board
- Broad competences in real estate, law, finance, transactions and the capital markets
- Women hold nearly 50% of management posts

Main operating principles

Transparency of operations

Quality communication with investors

Protection of nareholders' right

Ambitious plans of the ESG strategy



Pillars of the ESG strategy

- Sustainable modern construction
- Responsible strategic partners
- Balanced working environment
- Responsible organization

Reporting standards

 Achievement of readiness for reporting in compliance with the CSRD directive and selected ESRS reporting standards by the regulatory deadlines

Active participant in ESG forums

- Involvement in public discourse on application of ESG rules in the real estate industry
- Engagement in the Round Table—ESG
 Compass, supporting the TOGETAIR Climate
 Summit
- Participation in ESG & Sustainability Forum "Go to the Future" and debates on issues of sustainable building

Advanced preparations

- Murapol has already completed drafting of strategic ESG analyses, including regulatory readiness, climate threats and opportunities, social and corporate governance
- Analysed requirements and qualification under the ESG taxonomy
- The group has calculated its scope 1 and 2 carbon footprint

Best Quality Employer, "Dobry Pracodawca" awards

 The group's actions for employees have been recognized and have received numerous awards



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