



# **Presenting today**

Murapol Management Board





Nikodem Iskra

CEO



Przemysław Kromer

CFO



Iwona Sroka

Marketing, PR, IR & ESG

# Summary for 1Q 2025



- Revenues exceeding PLN 330 million (+1.0%). Growth in net profit to PLN 68.6 million (+12.2%)
- Combined sales of **881** units (**707** units under development contracts and preliminary sale contracts, **174** units in reservations)
- 3 Level on handovers in line with projections: 657 units
- 4 Number of units added to the offer: 1,045 in 4 investments, in 3 cities (Warszawa, Łódź, Toruń)
- Most diversified offer on the market, including 5,000 units
- 6 Portfolio of projects under construction: around 8,700 units in 15 cities
- One of the biggest landbanks on the market, with a capacity for construction of nearly 20,000 units in 14 cities





# **Murapol Group**



presence on the residential market

24 years 21 cities

with Murapol Group developments

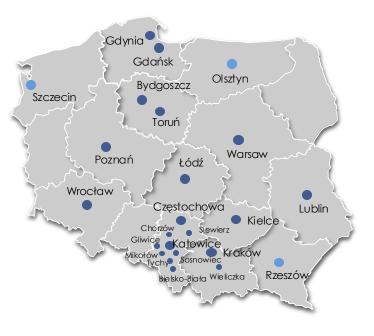
32,000

apartments built since the company's founding

20,000

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 March 2025

# What sets us apart?



- Proven stable sales results despite challenging macroeconomic conditions
- **Leading market position** with highly supportive fundamentals
- Unique and vertically integrated business model—high cashflow, low engagement of equity, optimal margins
- 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 is carried out in two operating segments:

Resi-for-sale



 Affordable product highly resilient to macroeconomic fluctuations

- Addressing the broadest spectrum of customers
- 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

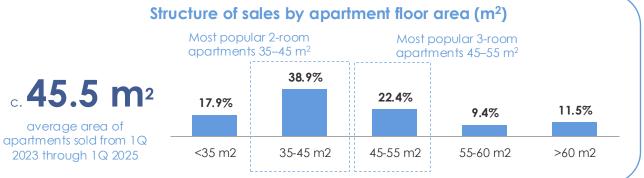


Apartments in the affordable and affordable premium segments



# Structure of apartment sales by gross price (PLN '000) Apartments priced below PLN 600,000 accounted for about 82% of total Murapol Group sales 34.4% 23.8% 19.3% 11.5% 6.8% <300 300-400 400-500 500-600 600-700 >700

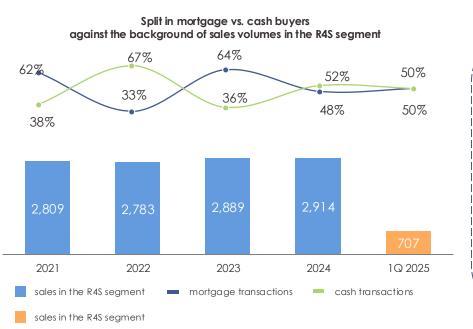


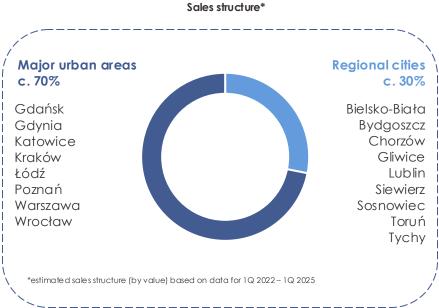


# Product line resilient to macro changes



• Similar, satisfactory margins in major urban areas and in regional cities—in 2023–2024 the 1st margin did not differ by more than 2pp





# Examples of projects by the group

**MURAPOL** 

A presence in all main urban areas













# Examples of projects by the group

MURAPOL

Attractive offer in regional cities





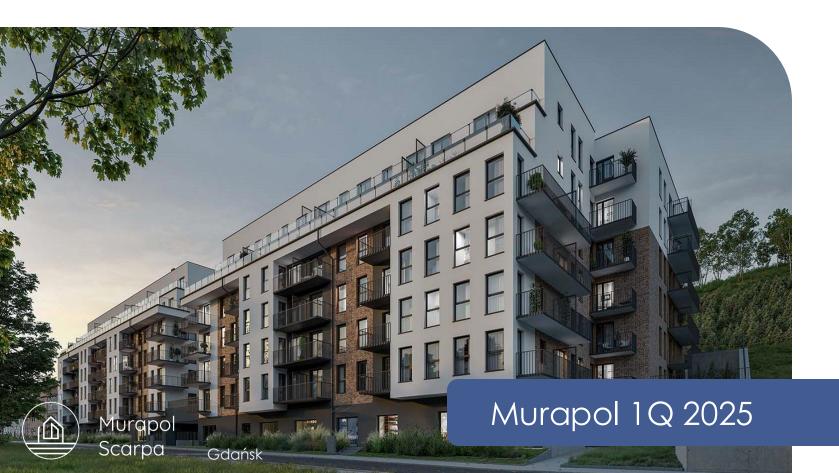










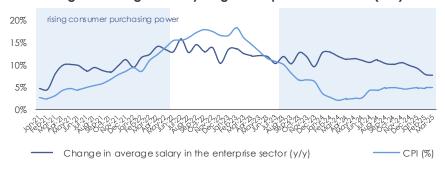


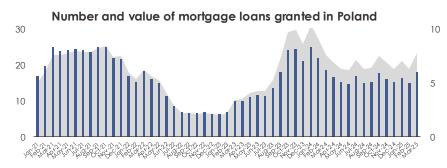
# Residential developers' market outlook in 1Q 2025



- In 1Q 2025 there was a **continuation of market trends** from the end of 2024
- Rebuilding of developers' offer on the biggest markets, and a predominance of new supply over sales, translating into stabilization of prices on the primary market
- **Lower interest rates in 2025** may contribute to a revival in demand on 7 May 2025, the Monetary Policy Council decided to cut interest rates by 50 basis points, which means a drop in the reference rate to 5.25%.
- The planned project of subsidies for mortagae loans, called "First Keys." focusing on support for customers in purchasing their first home on the secondary market, and containing solutions for construction of social housing, may improve the development climate in the Polish residential sector
- Good prospects for the residential market in the medium- to long-range perspective, due to:
  - Structural housing shortage in Poland
  - Growth in real wages, and rising consumer purchasing power
  - Growth in the level of bank deposits (by over PLN 100bn in 2024)
  - Continuing low unemployment

#### Change in average monthly wages compared to inflation (CPI)





■ Value of mortgage loans granted (right-hand Number of mortgage loans granted scale, PLNbn)

(left-hand scale, '000)

# Key events in 1Q 2025



Further growth in the scale of the business, and a strong offer

# 707 units

(-8.1% y/y)

sold in 1Q 2025 (development and preliminary contracts in the R4S segment)



# 1,045 units

(-44.8% y/y)

added to the offer (R4S segment)



# 5 000 units

(+6,1% r/r)

In the offer at the end of March 2025





# 1Q 2025 in numbers



657 units handed over to retail (-12,6% y/y) customers

**707** (-8,1% y/y)

development contracts and preliminary contracts (+174 paid reservation agree ments) PLN 9,700

(+0,9% y/y) average net price per m<sup>2</sup> of units sold

PLN 330.6m

sales revenue

PLN 98.6m

adjusted EBITDA\*

PLN 68.6m

net profit

37.1% return on equity

44.6% (R4S segment)

22.1% net profit margin (R4S segment)



# Sales of units in 1Q 2025

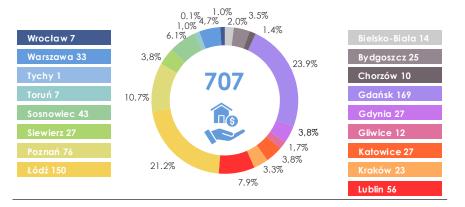


Comparable sales y/y despite uncertainty arising from the market environment

- 707 units (vs. 769, -8.1%) were sold under development contracts and preliminary sale contracts, and an additional 174 units with paid reservation agreements
- The largest number of apartments in the R4S segment were sold in Gdańsk (169), Łódż (150) and Poznań (76)

# 174 paid reservation agreements 881 units 707 development contracts and preliminary sale contracts

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

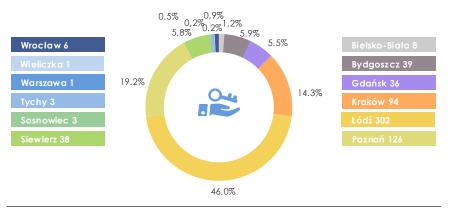


## Handovers of units in 1Q 2025



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

- 657 units handed over in 1Q2024 (-12,6%) in line with the expectations
- Growth in average price of delivered units at the end of 1Q 2025 of 16.2%
- Largest number of units handed over in 1Q 2025 to customers in Łódź (302) and Poznań (126)
- Number of units sold but not handed over: 2,492
   Geographical structure of handovers of units to retail customers (development contracts and preliminary sale contracts)



**752**handovers in 1Q 2024 **657**handovers in 1Q 2025

Selected projects where units were handed over in 1Q 2025

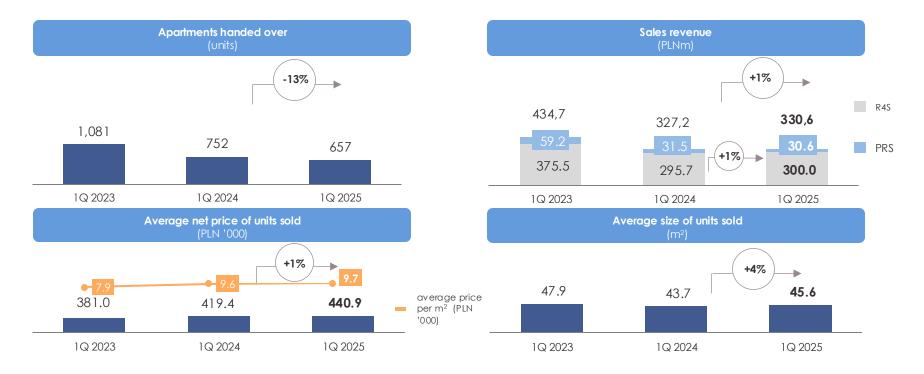


# Key financial data for 1Q 2025



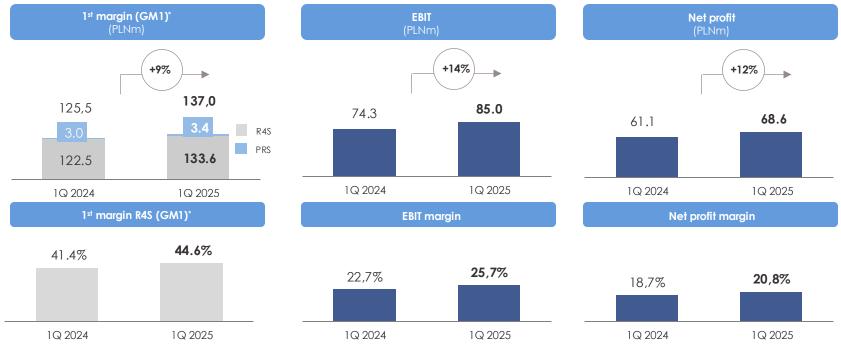
1% growth in sales revenue year-on-year

- Growth in the average price of units handed over in 1Q 2025 of 16.2% (to PLN 451,500 vs. PLN 388,500 in 1Q 2024)
- Growth in revenue of 1.4% in the retail segment thanks to an increase in the average price of units handed over



# Key financial data for 1Q 2025

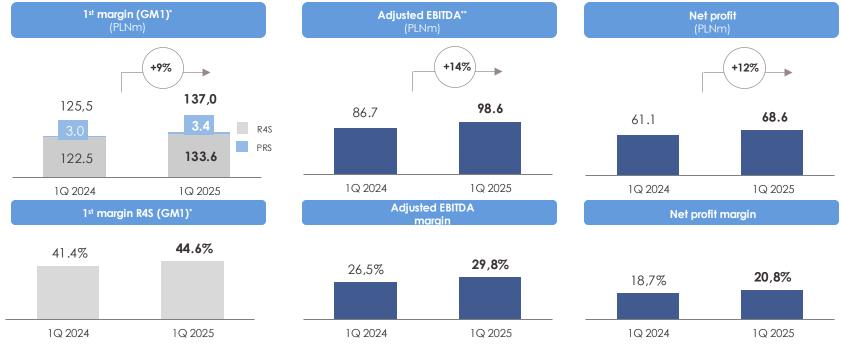




<sup>\*1</sup>st margin: revenue from apartment sales contracts less costs for acquisition of land, direct materials, and direct labour (costs of subcontractors)

# Key financial data for 1Q 2025





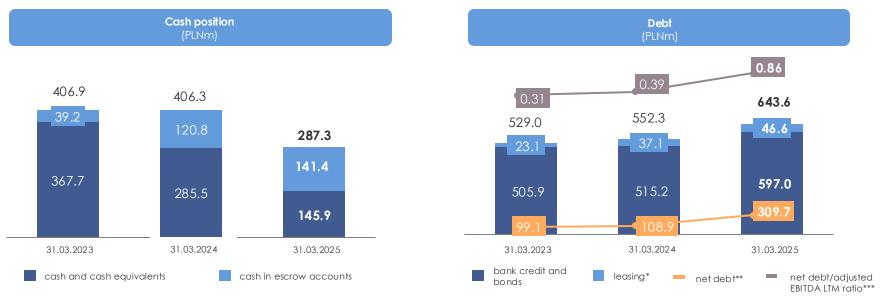
<sup>\*1</sup>st margin: revenue from apartment sales contracts less costs for acquisition of land, direct materials, and direct labour (costs of subcontractors)

<sup>\*\*</sup>adjusted EBITDA — operating profit 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 (0.86 at the end of 1Q 2025)
- The increase in debt following 2022, combined with the excess cash generated by the group's operational business, was used mainly for building and renewing the landbank and increasing the offer available to customers
- Issue of bonds worth PLN 100m in April 2025—further diversification of sources of financing



 $<sup>^{*}</sup>$  leasing as of 31 March 2025 concerns mainly the accounting valuation of the lease for the office in Bielsko-Biała

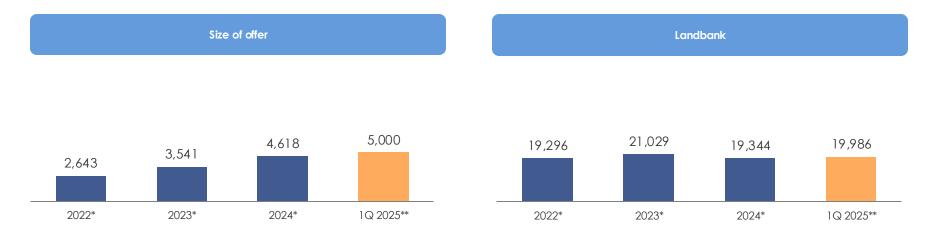
<sup>\*\*</sup> net debt calculated as bank credit and bonds less cash (including escrow accounts)

<sup>\*\*\*</sup> adjusted EBITDA LTM — operating profit for the last twelve months plus amortization, interest recognized in the cost of goods sold, and one-off or non-cash transactions

# Record level of offer and strong landbank



- At the end of 1Q 2025 the Murapol offer included 5,000 units in 16 cities
- Number of units under construction: 8,686 units in 28 projects in 15 cities
- Active landbank for construction of near 20,000 units in 19 cities with a combined net area of almost 862,000 m<sup>2</sup>



<sup>\*</sup>total no. of units as of 31 December of the given year \*\* total no. of units as of 31 March 2025

## Units added to the offer in 1Q 2025



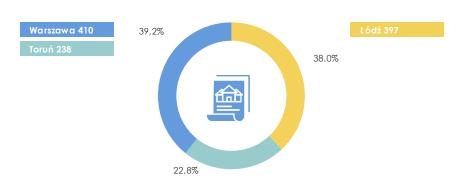
One of the biggest offers on the market: 5,000 units at the end of 1Q 2025

- In 1Q 2025, 1,045 residential units were added to the offer in
   3 cities
- Apartments were introduced in Warszawa (410), Łódź (397) and Toruń (238)

1,893
units introduced in 1Q 2024

1,045 units introduced in 1Q 2025

#### Geographical structure of units added to the offer



#### Selected projects added to the offer in 1Q 2025



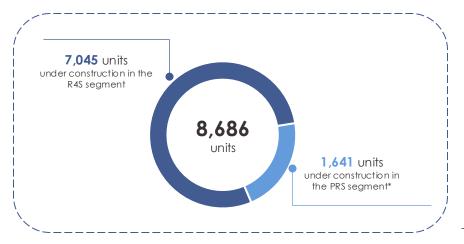
# Projects under construction at the end of 1Q 2025



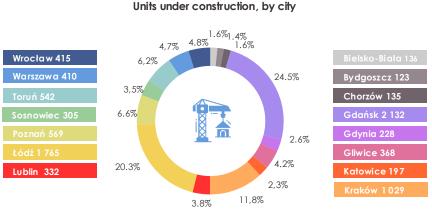
#### High number of units under construction

- Record number of units under construction: 8.686 units with a combined area of about 361,639 m<sup>2</sup>, in 106 buildings in 15 cities
- At the end of 1Q 2025 there were **561** completed apartments with an occupancy permit, of which 332 were sold but

undelivered and 229 were available for sale



 The most units are under construction in Gdańsk (2,132 units) and **Łódź** (1,765 units)



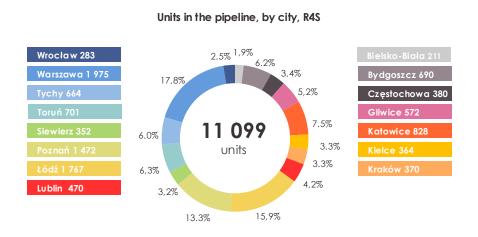
<sup>\*</sup>Units under construction in the PRS segment are not included in the Murapol Group landbank (the land was sold to LifeSpot, and the Murapol Group acts as the general contractor for PRS projects).

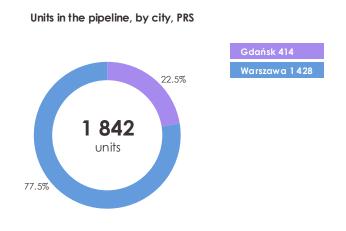
# Projects in the pipeline at the end of 1Q 2025



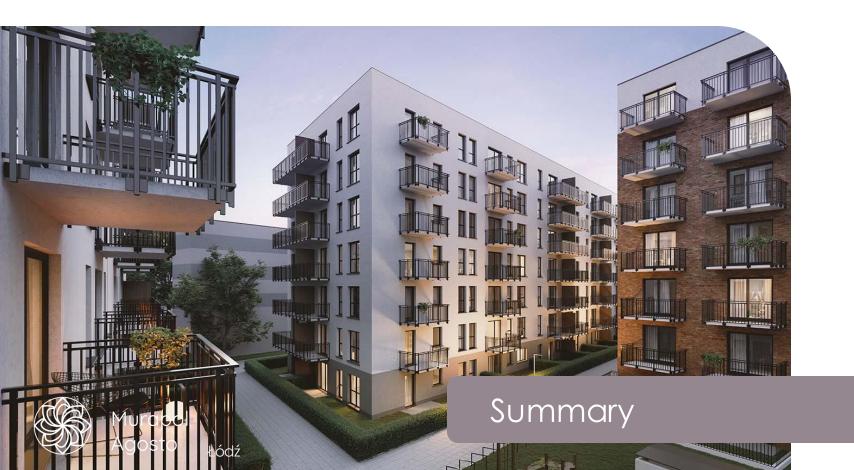
Attractive and highly diversified portfolio of pipeline projects

- 12,941 units in the pipeline, with a combined area of nearly
   550,000 m<sup>2</sup>, in 16 cities
- Strong landbank in Warsaw, for 3,403 units, Łódź (1,767),
   Poznań (1,472)









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- Combined sales of **881** units (**707** units under development contracts and preliminary sale contracts, **174** units in reservations)
- 3 Level on handovers in line with projections: 657 units
- 4 Number of units added to the offer: 1,045 in 4 investments, in 3 cities (Warszawa, Łódź, Toruń)
- Most diversified offer on the market, including 5,000 units
  - 6 Portfolio of projects under construction: around 8,700 units in 15 cities
- One of the biggest landbanks on the market, with a capacity for construction of nearly **20,000** units in **14 cities**

# Prospects for 2025



- 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
  - 4 Expenditures on plots in an amount of c. PLN 200–300 million
- PRS: 1,641 units under construction and 1,597 in the pipeline (as of 31 December 2024)





Murapol Havelia

Poznań

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Q&A



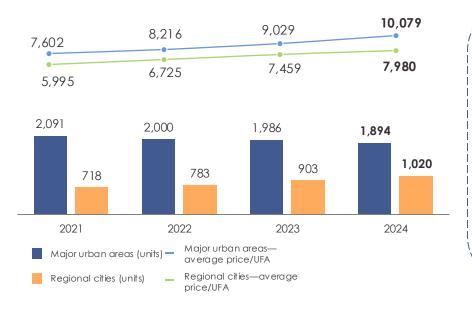


# Similar, satisfactory margins in large urban areas and in regional cities

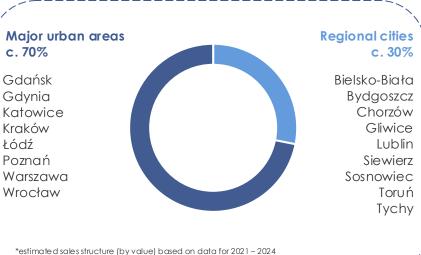


- Similar percentage increase in average transaction prices in 2021–2024 in major urban areas (+33%) and regional cities (+33%)
- Similar, satisfactory margins in major urban areas and in regional cities—in 2023–2024 the 1st margin did not differ by more than 2pp

#### Sales breakdown between major urban areas and regional cities



# Sales structure\*



# 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

# In-house systems – a key element of operating procedures



Use of BIM and Unit94 enables standardization and efficiency of processes for project design, budgeting, and selection of subcontractors

The BIM and Unit94 technologies, used by Murapol and not by other developers, allow for high level of cost controls

#### **Building Information Modelling**

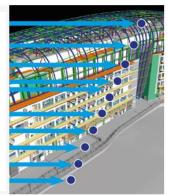
BIM technology enables preparation of a precise bill of quantities, helping prevent conceptual mistakes, and defining the precise scope of work and materials needed



#### Unit 94

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

Roof
HVAC
Windows
Electrical system
Façade
Machine plaster
Ceilings
Cold shell
Zero state
Land development



source: Company 33



- As of the end of 1Q 2025, the portfolio of projects under construction included **8,686** units with a combined usable floor area of **361,639 m²**, arising in **106** buildings erected in 28 projects in **15** cities
- In the R4S segment there are 7,045 units under construction. Construction of 2,793 units (40%) are scheduled for completion in 2025, 3,522 units (50%) in 2026, and 730 units (10%) in 2027
- In the PRS segment there are 1,641 units under construction. 249 of these units (15.2%) are scheduled for completion in 2025, 444 (27.0%) in 2026, and 948 (57.8%) in 2027
- At the end of 1Q 2025 there were **561** completed apartments with an occupancy permit, of which **332** were sold but undelivered and **229** 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	11,332
Gdynia	Murapol Osiedle Dynamiq (bud. 1, 2, 3, 4)	228	10,409
Gliwice	Murapol Osiedle Szafirove (bud. 1, 2)	180	8,785
Gliwice	Murapol Osiedle Szafirove (bud. 6, 7)	188	9,936
Kraków	Murapol Matecznią III (bud. 4)	38	1,792
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
Kraków	Murapol Prado (bud. 5)	76	3,276
Katowice	Murapol Corfa (bud. 1, 2)	197	9,104



Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Lublin	Murapol Primo (bud. 1, 2)	332	15,091
Łódź	Murapol Agosto (bud. 1, 2, 3)	442	20,304
Łódź	Murapol Osiedle Faktoria (bud. 1, 2)	269	9,868
Łódź	Murapol Ergo (bud. 1)	180	7,632
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)	217	9,786
Poznań	Murapol Havelia (bud.1,2)	326	14,409
Poznań	Murapol Osiedle Verde III (bud. 3)	243	11,308
Sosnowiec	Murapol Apartamenty Na Wzgórzu IV (bud. 4, 5)	305	14,707
Toruń	Murapol Novo (bud. 1)	238	11,008
Toruń	Murapol Aviator (bud. 1)	170	5,650
Toruń	Murapol Helio (bud. 2,3)	134	6,223



Location	Project	No. of residential and commercial units	UFA (residential and commercial, m²)
Warszawa	Murapol Urcity(bud. 1,2)	216	10,598
Warszawa	Murapol Urcity (bud. 3,4)	194	9,480
Wrocław	Murapol Motivo (bud. 1)	319	11,626
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
Total		8,686	361,639

# Projects in the pipeline



• As of 31 March 2025, within the Murapol Group landbank, there was a portfolio of pipeline projects comprising about 13,000 units with a combined usable floor area of c. 548,811 m<sup>2</sup>, 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	9,692	211	Łódź	75,331	1,767
Bydgoszcz	31,308	690	Poznań	63,491	1,472
Częstochowa	17,413	380	Siewierz	16,576	352
Gdańsk	12,691	414	Toruń	29,590	701
Gliwice	26,953	572	Tychy	28,969	664
Katowice	34,081	828	Warszawa	136,732	3,403
Kielce	16,348	364	Wrocław	11,148	283
Kraków	17,715	3,708	Total	548,811	12,941
Lublin	20,773	470			

# Projects offered for sale in 1Q 2025



• In 1Q 2025 Murapol added to the offer **1,045 new** units

Location	Units introduced in 1Q 2025	Units introduced in 2Q 2025	Units introduced in 3Q 2025	Units introduced in 4Q 2025
Bielsko-Biała	-			
Bydgoszcz	-			
Gdańsk	-			
Gdynia	-			
Gliwice	-			
Katowice	-			
Kraków	-			
Lublin	-			
Łódź	397			
Poznań	-			
Sosnowiec	-			
Toruń	238			
Warszawa	410			
Wrocław	-			
Total	1,045			

# **Profit and loss statement**



31.03.2025	31.03.2024	Change
330,554	327,233	+1.0%
300,001	295,720	+1.4%
30,553	31,513	-3.0%
113,466	102,057	+11.1%
34.3%	31.2%	+3.1 p.p.
85,000	74,307	+14.4%
25.7%	22.7%	+3.0 p.p.
68,605	61,131	+12.2%
20.8%	18.7%	+2.1 p.p.
	330,554 300,001 30,553 113,466 34.3% 85,000 25.7% 68,605	330,554     327,233       300,001     295,720       30,553     31,513       113,466     102,057       34.3%     31.2%       85,000     74,307       25.7%     22.7%       68,605     61,131

# **Balance sheet**



Assets	31.03.2025	31.12.2024
Non-current assets	89,244	81,996
Current assets	2,088,548	2,078,689
Total assets	2,177,792	2,160,685

Lia bilities	31.03.2025	31.12.2024
Equity attributable to shareholders of the parent company	672,474	603,999
Non-controlling interest	-	-
Total shareholders' equity	672,474	603,399
Long-term liabilities	606,054	632,343
Short-term liabilities	899,264	924,943
Total liabilities	1,505,318	1,557,286
Shareholders' equity and liabilities	2,177,792	2,160,685

# **Shareholders**

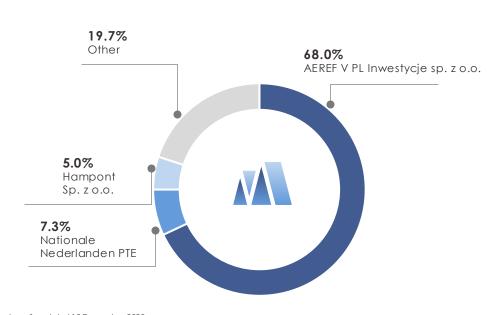


Shareholder	No. of shares	Capital
AEREF V PL Inwestycje sp. z o.o.	27,760,000	68.0%
Nationale Nederlanden PTE	2,960,000	7.3%
Hampont sp. z o.o.	2,040,000	5.0%
Other	8,040,000	19.7%
Total	40,800,000	100.0%



Shares listed on the Warsaw Stock Exchange since 15 December 2023

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



<sup>\*</sup> shareholdings by Nationale-Nederlanden Powszechne Towarzystwo Emerytaine S.A. stated according to notice dated 18 December 2023, including shares held by Nationale-Nederlanden Otwarty Fundusz Emerytainy

# 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 shareholders' 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

 Participating in public discourse on ESG in the real estate industry and in debates dedicated to sustainable construction issues

#### Advanced preparations

- Murapol has already developed strategic ESG analyses, including regulatory readiness, dual materiality analysis, climate, social and governance risks and opportunities
- Requirements and qualification for the Taxonomy have been analysed
- The Group has calculated its carbon footprint in scope 1, 2 and 3

# Best Quality Employer, "Dobry Pracodawca" awards

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



#### Legal disclaimer

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