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20th anniversary of Murapol Group: 20 thousand sold apartments, unique business model and eco solutions as a standard in apartments in our offer

A nationwide residential developer begins the third decade of its activity. Over the past 20 years, it has sold 20 thousand apartments in 17 Polish cities, and by the end of the jubilee year it intends to exceed the threshold of 20 thousand premises handed over to clients.

Exactly on February 28, 20 years have passed since the Murapol company was registered in the National Court Register. From the very beginning, the main activity of Murapol Capital Group has been multi-family housing - from smaller projects in Bielsko-Biała, to multi-stage real estate investments in several regional markets.

20 years of the Group's presence in the industry resulted in over **17.7 thousand completed flats** in 303 buildings, which are part of **66 multi-stage investments**, and which have so far been inhabited by over 53 thousand people. In the jubilee year, the developer has already exceeded the threshold of **20 thousand of sold premises, and by the end of this year also 20 thousand hand overs.**

Unique business model

The experience gained has allowed the company to work out a successful model of operations, that has for years guaranteed high efficiency and investment profitability. It is based on the **concentration within the Group of all competences necessary to implement development projects**, including own architectural and design studio and general contracting, as well as centralization of purchase and standardization of investment process. Detailed budgeting and planning each development investment are made possible by means of **the proprietary management system called U94**, supported by 3D designing and budgeting – BIM, which guarantees the possibly highest stability of the assumed budget. Thanks to the perfectly integrated supply chain, Murapol Capital focuses on the construction of affordable apartments, while remaining the most geographically-diversified developer operating on the Polish market, which allows to use the potential of both, the major residential markets, but also the smaller cities and reach the possibly broadest group of potential customers with our offer. Murapol Group is present with its offer of residential and commercial premises in **17 cities**: Bielsko-Biała, Bydgoszcz, Gdańsk, Gdynia, Gliwice, Katowice, Cracow, Łódź, Mikołów, Poznań, Toruń, Tychy, Siewierz, Sosnowiec, Warsaw, Wieliczka and Wrocław.

Achieved every year, one of the best sales result in development industry testifies to the matching of the product positioned in the most absorbent part of the residential market in popular and affordable premium segments.



Polish roots and stable ownership

In 2020 the company changed its ownership structure, gaining **international investors – Ares Management Corporation and Griffin Real Estate**, who appreciated the fact that Murapol is a company with an established position and good prospects for further growth on one of the most active residential markets in Europe. Ares Management Corporation (NYSE: ARES) is the leading global alternative investment manager, running three integrated companies specializing in credit, private equity and real estate. Griffin Real Estate is a leading and most dynamic private equity investor in Central and Eastern Europe operating in the real estate sector. Griffin acquires and manages private equity investments in real estate companies and assets.

Murapol Capital Group is also one of the **pioneers of Catalyst – the bond market in the Warsaw Stock Exchange**. The first bond issue carried out on this market by Murapol took place in 2010.

The position of Murapol Group is also evidenced by numerous awards, incl. 1st place in the National Ranking of Best Developers of 2020 by 'Dziennik Gazeta Prawna'.

Apartments befitting the new decade

*- The strategy developed over the years has proved successful in the extraordinary year marked by the pandemic of 2020. We quickly adapted to the new market environment, as well as the changing needs of our customers. We are entering the third decade of our operations with ambitious development plans and the intention to exceed the number of 20 thousand apartments handed over to new owners in the jubilee year – says Nikodem Iskra, the CEO associated with Murapol for 15 years. – Although the construction of the first 20 thousand apartments took us 20 years, we believe that the next 20 thousand is a matter of 4 to 5 years – Iskra adds. The company currently has **6 thousand apartments under construction** in 56 buildings in 12 cities.*

Nikodem Iskra says that the Group intends to further strengthen its market position, both in locations where it's been already operating, but also some new cities with the potential to run development operations.

– Our current **portfolio of investments** in design includes **10 thousand apartments**, but it's not a closed catalogue. We've been constantly working to expand our active land bank, not only based on a business premise, but also the analysis of our clients' preferences – he assures.

In order to meet the environmental and climate-protection requirements, and to be up to date with the technological progress, the developer intends to continue investing in **research and development**. Among the innovations used so far is **the proprietary HMS** allowing the use of smart-home solutions in apartments, and the **anti-smog package** protecting the interiors from air pollution. The designs include the use of renewable energy sources to supply the investments in electricity, heating and hot water.



In 20 years of its activity, **Murapol Group** carried out 67 multi-stage real estate investments, within which 316 buildings were constructed with over 18.7 thousand apartments inhabited by over 56 thousand people.

The Murapol Group is one of the most experienced and biggest residential developers in Poland in terms of the number of apartments sold and apartments handed over to customers. In 20 years of its activity, Murapol developed 67 investments, within which 316 buildings were constructed with over 18.7 thousand apartments inhabited by over 56 thousand people.

Group's operations are geographically diversified. Murapol has been operating actively in 17 cities, both on the largest residential markets in Poland, such as the Silesian agglomeration (Katowice, Gliwice, Sosnowiec), Poznań, Łódź, Tricity (Gdynia and Gdańsk), Wrocław, Cracow, Warsaw, as well as smaller locations, such as Bielsko-Biała, Bydgoszcz, Siewierz, Toruń, Tychy, Wieliczka and Mikołów. What distinguishes Murapol Group is an integrated business model, assuming the concentration within the Group of all competences required to implement real estate projects – from acquiring land, through architectural design, to general contracting and sale of premises.

The Company also places emphasis on non-business activities. It engages in initiatives promoting both professional sports, as well as projects promoting physical activity among children and teenagers. Murapol Group has also been recognized many times for its development activities, receiving, among the others, the Leading Green Building Development award at CIJ Awards for green construction, Housemarket Silesia Awards in Family-friendly Estate and Residential Estate categories. The company is also a laureate of the Highest Quality of Quality International in the Top-Quality Product category – awarded to a multi-family residential investments developed by Murapol Group. In 2020 the Group won the 1st place in the National Ranking of Housing Developers, organized by Dziennik Gazeta Prawna.

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