

2020 in Murapol Group: strong sales and hand over results and further geographical diversification of operations by the nationwide residential developer – Murapol Capital Group

In the previous year Murapol Group signed 2,720 developer and preliminary contracts, as compared with 2,868 in the previous year. In the analysed period the developer handed over to its customers the keys to 2,922 apartments, compared with 3,124 handed over in 2019. Last year Murapol Group began offering residential premises in two new cities: Bydgoszcz and Sosnowiec, thus expanding its nationwide development operations.

SALES

In the period from January to December 2020, the Murapol Group signed **2,720 development and preliminary agreements**, including 639 in the fourth quarter. The sales level generated throughout the last year differs from the one recorded in 2019 by 5.2%. The highest sales were recorded in Cracow and Wieliczka, where over half a thousand residential premises found buyers, as well as in Katowice, where 458 development contracts were signed. The agglomerations with a significant result also included: Łódź - 340 apartments, Poznań - 303 and the Tri-City - 234 apartments. In Warsaw the developer sold 189 flats and investment apartments, in Wrocław and Tychy 186 and 133 apartments respectively. Over 100 contracts have been concluded in Gliwice and Mikołów.

HAND OVERS

Last year, Murapol **handed over the keys to 2,922 apartments**, i.e. 6.5 percent less year to year, 442 of them went into the hands of their owners in the last quarter of last year. Most apartments in 2020 were delivered to clients in Katowice - 667, Warsaw - 537, Łódź - 357, Cracow and Wieliczka - 275 and in Wrocław - 246. In addition, 199 clients in the Tri-City, 189 in Tychy, 158 in Toruń and 154 in Gliwice received the keys to their premises.



INTRODUCTION TO OFFER

In the last 12 months Murapol Group began **offering 1,843 new apartments** in 10 cities, including Bydgoszcz and Sosnowiec – the new locations on its operation map. **Currently the Group has a market presence in 17 cities** – both agglomerations and smaller locations with a potential for running development operations.

NUMBER OF APARTMENTS UNDER CONSTRUCTION

At the end of 2020, the **portfolio of projects under construction included 4,579 apartments** with a total usable area of nearly 200 thousand square metres, developed in 43 buildings constructed as part of 17 investments in 12 cities. Most new apartments are built in Cracow and Wieliczka - 955 and in Warsaw - 699 flats and investment apartments. In Poznań and Łódź, 632 and 580 apartments are being built, respectively. Investments implemented in Wrocław, where 447 apartments are being built, Gdynia - 444 and Katowice - 279 also have a significant share in the portfolio of projects under construction.

LAND BANK

As of 31 December 2020, the Murapol Group had an active land bank with a value of nearly PLN 638 million, with over **18.8 thousand** square meters for construction of residential premises with a total usable area of approximately **815.8 thousand square meters**. Real estates with a **net value of over PLN 247.6 million** are the property of the Group and have building permits for over **9.1 thousand** square meters of apartments with a total usable area of nearly **377 thousand square metres**. The remaining part of the active land bank are investment areas covered by conditional preliminary agreements, on which real estate projects will be developed that are currently in the pending permit proceedings, and the construction of nearly **9.7 thousand** apartments is planned there with a total usable area of around **438.9 thousand square metres**. The value of the contracted real estate amounts to over PLN **390 million**.

- It has been a turbulent year full of uncertainty in nearly all aspects of economic and social life. Despite those extraordinary circumstances in which we were about to live, in the face of a global pandemic, the yearly sales and hand-over results of the Group only slightly deviated from the levels achieved in 2019, which we perceive as positive – notices
Nikodem Iskra, the CEO of Murapol S.A. – *The business model developed in recent years, based on the geographical diversification of the investment portfolio has proved right.*



Moreover, our sales structure shows that a well-tailored offer responding to the needs and demands of residents of certain locations checks out even in the harshest of times. Currently, we've been actively operating in 17 cities throughout Poland – both the major, and local markets – offering apartments in the broadest and most absorbent segment, thus responding to expectations of the Poles – those searching for a home, and those searching for an investment. The record-breaking low level of interest rates and high risk of losing the value of money over time make real estate an excellent investment, which will undoubtedly be a factor stimulating our development in the nearest future. I am convinced that our prospects are good and that the future holds real opportunities to maintain a solid pace of development, both in 2021 and the years to come – Iskra adds.

In nearly 20 years of its operations, Murapol Group carried out 66 multi-stage real estate investments, with 302 buildings housing 17.6 thousand apartments and inhabited by nearly 53 thousand people.

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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