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Summary of H1 of 2022 in Murapol Capital Group: sales insusceptible to market fluctuations and a nearly 45-percent increase in apartment handovers

In the period from January to June of this year Murapol Group concluded **1,426 development and preliminary contracts**, showing a mere **4.4 decrease year to year**. In the analysed period **1,370 customers were handed over keys to their apartments, as compared with 947 in 2021**. The Group put another **2,106 apartments in 9 cities at the disposal of their customers**.

SALES

In the first half of 2022 Murapol Capital Group concluded development and preliminary contracts for **1,426 apartments** compared with 1,491 a year before, i.e. 4.4 per-cent less year to year. In turn, taking into account the paid reservation, the increase was even smaller at only 0.9 percent (1,366 apartments in H1 2022 compared with 1,379 in the analogical period of last year)

From January to June of this year CG Murapol's apartments in Cracow with Wieliczka and Poznań were the most popular, with respectively 238 and 209 buyers. 182 contracts were signed in Wrocław, 155 in Gdańsk. In Toruń, Murapol CG sold 121 apartments, 107 in Łódź, and another 102 in Gliwice. In Bydgoszcz 86 contracts were signed, with another 53 in Tychy and 50 in Warsaw.

HANDOVERS

In the period from January to June 2022 CG Murapol handed over the keys to **1,370 apartments** compared with 947 in the analogical period of previous year. This year's result is therefore **better by nearly 45 percent, year to year**. In the second quarter of the year, 565 apartments were handed over, compared with 495 in the previous year.

Most apartments in H1 2022 were handed over to customers in Kraków and Wieliczka - 293, Katowice - 238 and Poznań - 212. In addition, 148 buyers in Siewierz, 133 in Gliwice and 91 in Warsaw received the keys to their apartments. 81 premises were handed over to clients in Łódź, and 70 in Toruń.

INTRODUCTION TO OFFER

In the first half of this year. The Murapol Capital Group introduced 2,106 flats in 9 cities to its offer, compared to 2,099 in the same period last year. In the second quarter, another 1,026 units were built at the disposal of customers.



The biggest increase, i.e. by 488 apartments, in Murapol Group's offer took place in Gdańsk, where the company placed two new investments at the clients' disposal - Murapol Osiedle Zdrowo 2 at Niepołomicka Street and Murapol Osiedle Ambro at Ateny Street, as well as the next stage of Murapol Osiedle Novelo at W. Jagiełło Street. A pool of 352 apartments in the new Murapol Osiedle Fit investment at Bielska Avenue, marked Murapol Group's return to Tychy. 277 apartments were put at the disposal of the residents in Wrocław, in the new real estate project Murapol Jagodno Park constructed at S. Drabik Street. The offer of Murapol Capital Group in Poznań increased by 249 apartments in the next stage of Murapol Zielony Żurawiniec at Sielawy Street. Another 170 units went to the offer of Murapol Osiedle Akademickie in Bydgoszcz, and 157 in Murapol Parki Krakowa at A. Vetulani Street in the capital of Lesser Poland. On Murapol Osiedle Natura, the developer's capital-based project, another 123 apartments are available in the last three buildings designed as part of this development project.

NUMBER OF APARTMENTS UNDER CONSTRUCTION

At the end of the first half of 2022 the **portfolio of projects under construction** of Murapol Group included **6,279 apartments in 76 buildings**, under construction as part of **19 projects in 12 cities**, out of which 1,555 were PRS segment units.

The biggest share in the portfolio of investments under construction was that of Łódź, where in 7 buildings 1,311 apartments are being built. Next in line are Wrocław, Cracow with Wieliczka and Poznań, where respectively 825, 823 and 780 apartments remain under construction, 564 apartments belong to CG Murapol's investments in Warsaw, 511 in Gdańsk while 510 in Bydgoszcz. In Tychy 352 apartments are under construction, 292 in Toruń, 189 in Gliwice and 122 more in Sosnowiec.

The portfolio of 6,279 residential apartments under construction includes 1,555 units with the total usable area of 45.9 thousand square metres, intended for institutional rental.

LAND BANK

As of 30 June 2022 Murapol Group owned an active land bank to construct nearly 20.7 thousand apartments, divisible in accordance with two criteria – the ownership criterion and the investment stage.

- **Over 8.8 thousand units** will be constructed on land owned or under perpetual usufruct of the Group, plus **over 11.8 thousand units** on lands under conditional preliminary contracts,
- **More than 4.8 thousand units** under construction, with **nearly 15.9 units** in the preparation stage.

	Potential no. of units
Under construction	4,802



In preparation	15,854
Total	20,656
Ownership/perpetual usufruct	8,825
Preliminary contracts	11,831
Total	20,656

Out of **20.7 thousand units** comprising the active land bank, **approx. 17.5 thousand** apartments are intended **for retail customers**, while another **3.2 thousand** for the **PRS** sector.

- The first half of this year was not easy for the development industry. Interest rate increases crashed the credit customer market, which for a long time dominated among home buyers. Meanwhile, this year, 64% of our sales were cash purchases, the motive of which is often the search for proven forms of investing in the conditions of stampeding inflation. Our product definitely works here - apartments in a popular and popular premium standard, functional and compact systems, even in small areas, are the optimal solution for people when their creditworthiness significantly decreases, but also enjoys great interest among investment clients, especially since the rental market is experiencing its renaissance - says Nikodem Iskra, President of the Management Board of Murapol SA - Despite the difficult market conditions, we are not slowing down and are constantly working on new investment projects. At the end of the first half of this year, our active land bank was over a thousand units larger than in the same period last year. - adds Nikodem Iskra.

Throughout 21 years of its activity, Murapol Capital Group carried out 74 multistage investments, within which 353 buildings were constructed with nearly 22.5 thousand apartments.

The Murapol Group is one of the most experienced and largest housing developers in Poland in terms of the number of apartments sold and apartments handed over to clients. Since its inception in 2001, the Murapol Group has completed 74 multi-stage real estate investments, in which 353 buildings with 22.5 thousand apartments, inhabited by nearly 67.5 thousand residents.

What distinguishes the Group is its investment map – the most diversified one among all investors. As of the end of June 2022 Murapol Capital Group was present in 14 cities, both on the largest estate markets in Poland, including Warsaw, Cracow, Wrocław, the Tri-City or the Silesian agglomeration, as well as in regional towns like Bydgoszcz or Toruń.

From the first quarter of 2020, the majority shareholder of Murapol is AEREF V PL Investment S.à r.l. - a company owned by funds managed by Ares Management Corporation, a leading global manager in the field of alternative investments, specializing in debt financing, private equity and real estate, advised by Griffin Real Estate.



In 2021, the Murapol Group launched a new business line, consisting in the construction of premises for institutional rental, carried out as part of cooperation established with its major shareholder.

The Murapol Group has an integrated business model that focuses on the concentration within the organization of all competences necessary to implement real estate projects - from land acquisition, through architectural and engineering design, investment budgeting, purchase of construction materials and general contracting, to marketing and sales activities.

Murapol, implementing the strategy of sustainable development, includes in its activities initiatives related to environmental protection, social issues and corporate governance (ESG) issues. The Group tries to optimize the consumption of raw materials, uses new technologies and implements energy-saving solutions. The company is also involved in various forms of social, charity and sports activities, supporting both professional sports and projects promoting physical activity among children and teenagers.

Murapol has been recognized many times for its development activities, receiving, among others in the field of green construction, the Leading Green Building Development award in the CIJ Awards competition, Housemarket Silesia Awards in the categories: Family-friendly housing estate and Housing estate. In 2021, the Group won the first place in the National Ranking of Housing Developers, organized by Dziennik Gazeta Prawna. The company is also a laureate of the Client's Laurel 2022 competition in the category of ecological strategies in business.

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