

Bielsko-Biała, 5 October 2022

Operating result after three quarters of 2022 at Murapol Capital Group

- **Strong sales to retail customers supported by PRS sector transactions.**
- **In the period from January to September this year, Murapol Group sold 2,665 apartments, including 2091 to retail customers, and 574 in the *design&build* formula to PRS.**
- **In the analyzed period the developer handed over keys to a total of 2,649 apartments, including 444 keys to apartments included in PRS projects.**
- **The Group has introduced to its offer 2,106 apartments in 9 cities across Poland.**

SALES

In the first three quarters of 2022 Murapol Capital group **sold a total of 2,665 apartments.**

This number consists of **2,091 apartments sold to retail customers** and **574 apartments sold to PRS in the *design&build* formula.**

In the third quarter of this year alone, Murapol Capital Group reached the level of sales of 1,275 apartments, including 574 in the *design&build* formula.

HANDOVERS

From January to September 2022 Murapol Capital Group **handed over the keys to 2,649 apartments, including 444 for the PRS sector.** In the third quarter, 835 apartments were handed over.

INTRODUCTION TO OFFER

In the first nine months of this year, Murapol Capital **Group introduced to its offer 2,106 apartments.** The apartments were sold as part of 4 new residential projects in **Gdańsk, Wrocław and Tychy**, and as part of the already existing real-estate investments, i.e. in **Warsaw, Poznań, Cracow, Toruń and Bydgoszcz.**

NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of the end of the third quarter of 2022, **the portfolio of projects under construction** of Murapol Group included **6,712 apartments in 70 buildings** under construction within **23 projects**, in **13 cities across Poland**, out of which 1,943 apartments for the PRS sector.



LAND BANK

As of 30 September 2022 Murapol Group possessed the **active land bank** for the construction of **20.4** thousand apartments, divisible with respect to two categories – the ownership criterion and the investment stage:

- **nearly 8.4 thousand apartments** will be constructed on land owned or under perpetual usufruct by the Group, while **over 12 thousand** apartments on land under conditional preliminary contracts,
- **Nearly 5.3 thousand apartments** are under construction and **over 15.1 thousand apartments** in preparation.

	Potential no. of apartments
Under construction	5,269
Under preparation	15,160
Total	20,429
Ownership/perpetual usufruct	8,389
Preliminary contracts	12,040
Total	20,429

Out of **20.4 thousand apartments** in the active land bank as of 30 September, **approx. 17.6 thousand apartments** have been intended **for retail customers**, while approx. **2.8 thousand** have been dedicated to the **PRS** sector in the design&build formula.

- Commenting on the operating results developed by the Murapol Group during the three quarters of this year, it is worth noting a relatively small decrease in sales of flats to retail clients year to year, i.e. at a level below 10%, as well as two strong business pillars of Murapol Group - we have a strong fund in the shareholding structure and a stable recipient in the PRS segment, while the offer of flats addressed to retail clients is proven product - universal and adequate to the needs, one that works well in all our 15 locations throughout Poland, also in more difficult market conditions. - says Nikodem Iskra, President of the Management Board of Murapol SA - Throughout 2022, we expect apartment sales to retail clients at a level similar to last year's. At the same time, we will strengthen cooperation with our capital investors in the PRS segment. We maintain a stable number of apartments under construction and in permi-granting processes. We are also invariably active in the field of land acquisition, using our skills to renew an active land bank. This secures our potential for the future. - adds Nikodem Iskra

In 21 years of its activities, Murapol Capital Group has carried out 77 multi-stage investments, within which 370 buildings have been constructed with the total of more than 23.5 thousand apartments of the total usable area of over one million square metres.



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 77 multi-stage real estate investments, in which 370 buildings with 23.5 thousand apartments, inhabited by nearly 70.65 thousand residents. Since the beginning of its activities, Murapol Capital Group has been present in 17 cities throughout Poland.

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 (PRS), 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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