

Bielsko-Biała, 9 January 2023

Strong business foundations have ensured the stable development of Murapol Capital Group – the developer maintains its year-to-year retail sales results

- **Stable sales to retail customers (development and preliminary contracts) – established industry position proven by reprising the previous year’s result. In the entire 2022 the Group has sold 2,783 to the retail customers, which constitutes nearly 100% of the result year to year.**
- **The continuation of competence-based support and fruitful collaboration with the leading investor, ARES – a global fund in the complimentary sector of PRS – the sales of 664 apartments within the ‘design&build’ formula, followed by 688 handovers within the segment.**
- **The total sales of Murapol Group in 2022 thus summed up to 3,447 residential units (retail customers and PRS).**
- **Consequence in implementing a reliable business strategy – compact and modern apartments in the broadest segment of the market, with affordable prices, a nationwide character of business activity (apartments in 15 cities, in 2022) and a vertically integrated business model.**
- **Large, regularly renewed landbank for the construction of nearly 19.3 thousand apartments.**
- **Yearly keys handovers (retail and PRS customers) totalling to 3.341 apartments.**
- **In the entire 2022 Murapol Group introduced to its offer 2.631 new apartments in 10 cities across Poland.**

APARTMENT SALES

In 2022, Murapol Capital Group sold (development and preliminary contracts) 2,783 residential premises to retail clients, which is an excellent result compared to the industry, and above all, proves the sustainable development of the Group and its resistance to economic turmoil - it is a repetition of the result from 2021, economically stable year (the change is only -0.9%). The result shows the exceptional resistance to the crisis of the business model and the Murapol Group's product offer - addressed to the widest market segment and affordable.



PRS SEGMENT

Murapol Group continues to cooperate with its leading global investor, the ARES fund, in the complementary PRS sector, to which it sold **664 premises in the design&build formula**, in 2022.

TOTAL SALES in 2022 by the Murapol Group amounted to **3,447 residential premises (retail customers and PRS)**.

HANDOVERS

In the period from January to December 2022, Murapol Capital Group **handed over the keys to 3.341 residential premises, including 2.653 for retail customers and 688 for the PRS segment**.

INTRODUCTION TO OFFER

Last year, Murapol Capital Group **introduced 2,631 residential apartments to its offer**. Apartments in 7 new residential projects have been introduced to the offer, in **Gdańsk, Wrocław, Łódź, Poznań and Tychy**, as well as in subsequent stages of real estate investments already underway, including in **Warsaw, Poznań, Cracow, Toruń and Bydgoszcz**.

NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of 31 December 2022 the **portfolio of projects under construction** in Murapol Group included **6,212 apartments in 62 buildings** being constructed as within **19 projects** across **10 cities in Poland**, out of which 1,699 premises belonged to PRS/BPSA segment.

LANDBANK

At the end of 2022, the Murapol Group had an **active land bank** for the construction of nearly **19.3 thousand** premises, which can be divided into two categories – by the criterion of ownership and the investment stage:

- **nearly 8 thousand** premises will be built on land owned or in perpetual usufruct of the Group and over **11.3 thousand premises** on land covered by conditional preliminary agreements,
- **over 4.9 thousand** premises is under construction and **nearly 14.4 thousand premises** in preparation.

	Potential no. of apartments
Under construction	4,939
In preparation	14,357
Total	19,296
Ownership/perpetual usufruct	7,977
Preliminary contracts	11,319
Total	19,296



Out of **19.3 thousand premises** included in the active land bank, as of 31 December 2022, **approx. 17 thousand** apartments are intended for sale **to retail customers**, while **2.3 thousand** have been intended for the **PRS** segment in the *design&build* formula.

- I am pleased to share with you the results of the Murapol Group for 2022 - the chosen product and business strategy bore fruit in the form of reprising the operating result of the sale of our apartments to retail customers from 2021, which was much more favorable in terms of market conditions. Compared with the industry, we stand out. The collapse of the mortgage loan market and other macroeconomic and geopolitical events affected Murapol Group to the least extent. The main pillars of our success in such a demanding time are 22 years of experience and well-thought, long-term goals. - says Nikodem Iskra, President of the Management Board of Murapol SA - We are currently building over 6.2 thousand premises in about 60 buildings in 10 Polish cities. Last year, we introduced over 2.6 thousand apartments to our offer. We are also invariably active in the field of land acquisition in order to secure our potential for the future. In the beginning of the year, we're planning to provide customers with more apartments, both in new projects and in subsequent stages of already implemented projects. - adds Nikodem Iskra.

During nearly 22 years of operation, Murapol Capital Group has completed 78 multi-stage investments, as part of which 380 buildings were built, covering a total of over 24.7 thousand apartments with a total usable area of over 1.1 million square metres.

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 78 multi-stage real estate investments, in which 380 buildings with 24.7 thousand apartments, inhabited by nearly 74.1 thousand residents. Since the beginning of its activities, Murapol Capital Group has been present in 18 cities throughout Poland.

What distinguishes the Group is its investment map – the most diversified one among all investors. As of the end of 2022 Murapol Capital Group was present in 13 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 Capital Partners.

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.

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 202, the Group won, for the third time in a row, 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.

Contact:

Małgorzata Gaborek | Head of Public Relations

E: malgorzata.gaborek@murapol.pl | M: 510 896 877