

Bielsko-Biała, 10 July 2023

## **Murapol Capital Group after the first half of 2023: stable sales, a nearly 25-per-cent increase in handovers, 3,100 apartments in the offer and an extensive portfolio of projects under construction**

- **2,261 apartments in 15 cities handed over to retail customers and to PRS/PBSA – altogether nearly 25% more year to year.**
- **Net sales of 1,539 residential apartments as compared with 1,589 in the respective period of the previous year.**
- **A broad offer of residential and investment apartments at the disposal of our customers – over 3,100 apartments in offer as of the end of the 1<sup>st</sup> half of 2023.**
- **An extensive portfolio of projects under construction including over 6.1 thousand apartments in 70 buildings throughout 14 cities.**
- **Large and regularly updated land bank for the construction of more than 22.2 apartments. Introduction of a new, 19<sup>th</sup> location – Lublin.**

### **SALES**

**Net sales to retail customers** of Murapol Capital Group carried out within the first 6 months of the current year reached **1,539 apartments (development contracts, preliminary and paid reservation contracts, excluding resignations)**. In the very Q2 of 2023 Murapol Capital Group signed **829** development contracts, preliminary and paid reservations (excluding resignations) as compared with **838** in Q2 of 2022.

### **HANDOVERS**

In the first half of 2023 Murapol Capital Group **handed over 2,261 apartments** as compared to 1,814 in the respective period of the previous year. The retail customers were handed over **keys to 1,592 apartments, as compared with 1,370 units handed over in the respective period of the previous year (a 16.2% increase)**. Moreover, 669 apartments were handed over to PRS/PBSA sectors, as compared with 444 units a year before.

### **INTRODUCTION TO OFFER**

During the first six months of 2023, Murapol Capital Group **introduced to its offer 1,831 apartments** in 10 cities, including the new, 18<sup>th</sup> location on our activity map – Chorzów. The new offer includes apartments and investment premises designed both within the already existing investments, as well as those comprising brand new real estate projects. As of 30 June 2023, the current offer of Murapol Capital Group included **over 3,100 apartments in 15 cities**.



## NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of 30 June 2023, the **portfolio of projects under construction** of Murapol Group included **6,126 apartments in 71 buildings**, being constructed within **32 projects** throughout **14 cities across Poland**.

## LAND BANK

Murapol Capital Group has been systematically renewing and expanding its active land bank. In the first half of the year alone, it acquired construction permits for **more than 3.6 thousand** apartments in Gdańsk, Łódź, Cracow, Chorzów, Gliwice, Toruń and Bielsko-Biała. As of 30 June 2023, Murapol CG had at its disposal an **active land bank** allowing construction of **22.2 thousand** apartments.

*- In the first half of this year we met our strategic goals, achieving a satisfactory sales result while maintaining margin assumptions, as well as developing a high level of handovers, which confirms our operational and production capabilities. In addition to working on the results of the current period, we also focused our attention on securing the business for the next 2 - 4 years. For an organization like ours, which sells 3,000 apartments to retail customers a year, and another thousand for institutional rental, the need to renew the pipeline and secure the offer is very high. We have completed this task in 100% in the first six months of this year. We have contracted land for the construction of over a dozen new, multi-stage investments geographically diversified on the map of Poland and obtained over a dozen comprehensive building permits, which allowed us to significantly supplement the sales offer in most of our locations. We are convinced that such a management and operating policy will ensure the stabilization of our operations and will allow us to achieve the assumed goals in the coming years. - says Nikodem Iskra, President of the Management Board of Murapol SA - We also positively assess the stabilization or even a downward trend in investment implementation costs, especially the prices of building materials, which in some cases returned to 2021 levels. We also see a chance for ourselves in the Safe Credit 2% program. We have a wide range of compact apartments in the popular and popular premium segments in 15 cities, which almost fully meets the criteria of this program. - adds Nikodem Iskra.*

In over 22 of its business activity, Murapol Capital Group has carried **80 multi-stage investments**, within which **404 buildings** with a total of **26.6 thousand apartments** were constructed, with the total usable area of **nearly 1.18 million square metres**.

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**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 80 multi-stage real estate investments, in over 400 buildings with 26.6 thousand apartments, inhabited by nearly 80 thousand residents. Since the beginning of its activities, Murapol Capital Group has been present in 19 cities throughout Poland.



What distinguishes the Group is its investment map – the most diversified one among all investors. As of 30 June 2023, Murapol Capital Group offered apartments in 15 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 2022, third year in a row, 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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