

Bielsko-Biała, 10 October 2023

Murapol Capital Group after 3 quarters of 2023: stable sales to retail customers, wide range of residential premises and an extensive portfolio of projects under construction

- **3,080 premises in 15 cities handed over to retail customers, as well as to PRS – i.e. over 16% more year to year.**
- **Net sales to retail customers and to PRS at the level of 2,478 apartments, including 2,229 to retail customers as compared to 2,215 in the same period of 2022.**
- **A wide range of apartments and investment apartments available to customers – nearly 3.2 thousand apartments in offer as of 30.09.2023.**
- **An extensive portfolio of projects under construction including, as of 30.09.2023, over 6.3 thousand apartments in 62 buildings in 15 cities.**
- **A large, regularly updated bank of land for the construction of over 20.6 thousand apartments, as of 30.09.2023.**

NET SALES

Net sales to retail customers of Murapol Capital Group, carried out during the three quarters of this year amounted to **2,229 apartments (development contracts, preliminary contracts and paid reservation contracts, excluding cancellations)**. In Q3 2023 alone, Murapol Capital Group signed **887** development contracts, preliminary contracts and paid reservations (excluding cancellations) with retail clients, compared to **825** in Q3 2022. Moreover, the developer sold **249** premises in the PRS segment (for institutional rental of premises) in **design&build formula**, which **in total gives net sales of 2,478 units in the three quarters of 2023** compared to 2,789 in the same period of 2022.

HANDOVERS

From January to September 2023 Murapol Capital Group **handed over 3,080 apartments** compared to 2,649 units in the same period of previous year. Retail customers were handed over **keys to 2,234 apartments as compared to 2,205 apartments handed over in the same period of previous year (an increase by 1.3%)**. Moreover, 846 premises were transferred to PRS/PBSA 2023, compared to 444 a year earlier.

INTRODUCTION TO OFFER

During nine months of 2023, Murapol Capital Group **introduced 2,615 residential premises** in 12 cities, including the ones in: Poznań, Gdańsk, Cracow and cities of the Silesian agglomeration. The new offer includes apartments and investment apartments designed both in new real estate projects and subsequent stages of already implemented investments. As of 30



September 2023, the offer of Murapol Capital Group included **nearly 3.2 thousand. premises in 15 cities.**

NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of 30 September 2023, the portfolio of projects under construction of Murapol Group included **6,252 apartments in 62 buildings** within **32 projects** under construction in **15 Polish cities.**

LAND BANK

Murapol Capital Group has been systematically expanding its active land bank. In the first half of 2023 alone, it has obtained permits to construct **over 5.1 thousand** apartments on land in Gdańsk, Łódź, Cracow, Wrocław, Chorzów, Gliwice, Toruń and Bielsko Biała.. As of 30 September 2023, Murapol Capital Group had at its disposal **an active land bank** to construct nearly **20.6 thousand** apartments in 17 cities.

- We are pleased to summarize the past three quarters of 2023, which confirm the stabilization of the operating results of our business. This is due to our efficiency in implementing each stage of the investment process, fully integrated in the organization, from land acquisition and obtaining construction permits, to production and regulation of procedures finalizing real estate projects. The presented operational parameters show that we developed each stage of the investment process simultaneously in several locations. Such a scale of geographically diversified operations is only possible in a mature organization, with a scalable business model that has been developed and proven over the years. It is also the result of flexibility in action and the ability to spot market opportunities. – says Nikodem Iskra, president of the management board of Murapol S.A. – Our advantage, confirmed by stable sales results, is also our product strategy, based on a universal offer, i.e. compact premises meeting the needs of the widest market segment, available in several cities throughout Poland – adds Nikodem Iskra.

In more than 22 years of its activity (up until 30 September of this year) Murapol Capital Group **carried out 81 multi-stage investments**, within which **411 buildings** have been constructed with a total of **over 27.2 thousand apartments** with the total usable area of **nearly 1.21 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 up until 30 September 2023, Murapol Group has completed 81 multi-stage real estate investments, in which 411 buildings were constructed with 27.2 thousand apartments, inhabited by nearly 82 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 September 2023, Murapol Capital Group was present 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 UK Limited (a subsidiary of Ares Management Corporation), a 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, carried out as part of cooperation established with AEREF V PL PRS S.à r.l. and its subsidiaries (PRS project companies, LifeSpot), belonging to funds managed by Ares Management UK Limited (a subsidiary of Ares Management Corporation).

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, for the 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.

Contact:

Małgorzata Gaborek | Head of Public Relations

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