

Bielsko-Biała, 10 January 2024

Solid pillars of Murapol Capital Group business in 2023 – a strong position, stable sales to retail customers, sustainable handovers and a wide residential offer in 15 cities.

- **Total net sales to retail customers and PRS at the level of 3,724 premises in 2023 compared to 3,652 in 2022.**
- **2,801 premises in 16 cities handed over to retail customers in 2023 vs. 2,653 in 2022**
- **Constantly expanded offer of apartments and investment apartments available to customers - over 3.5 thousand premises in offer as of December 31, 2023.**
- **An extensive portfolio of projects in progress, covering over 6.2 thousand premises in 14 cities as of December 31, 2023.**
- **A large and regularly renewed land bank for the construction of over 21,000 square meters of premises as of December 31, 2023.**

SALES

Total net sales to retail customers of Murapol Group, carried out in 2023, amounted to **3,031 premises (development contracts, preliminary contracts and paid reservation contracts, excluding cancellations) (2,988 in 2022), including 2,889 development and preliminary contracts, compared to 2,783 in 2022.**

In 4Q of 2023 alone, Murapol Capital Group signed **840** development and preliminary contracts with retail customers, as compared to **732** in 4Q of 2022.

Moreover, at the end of 2023 the Group had **142** paid reservation contracts (excluding resignations), as compared to **205** at the end of 2022.

In the analyzed period, the developer sold **693** premises in the PRS segment (for institutional rental of premises) in the **design&build formula** (compared to 664 in 2022), including 444 in Q4 2023.

Summarizing 2023, total net sales to retail customers and the PRS segment amounted to 3,724 units compared to 3,652 in 2022.

HANDOVERS

Keys to 2,801 apartments were handed over to retail customers (Q4 2023 - 567) **compared to 2,653 premises delivered in the same period last year (increase by 5.6%),** 448 in Q4 2022.



INTRODUCTION TO OFFER

In 2023, Murapol Capital Group **introduced 3,770 premises** in 13 cities, including: Poznań, Gdańsk, Cracow and cities in the Silesian agglomeration (2,631 premises in 2022). The new offer includes apartments and investment apartments designed both in new real estate projects and in subsequent stages of already implemented investments. As of December 31, 2023, the offer of Murapol Group included over **3.5 thousand premises in 15 cities**.

NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of December 31, 2023, the Murapol Group's portfolio of projects under construction included **6,238 premises** being built as part of **23 projects** in **14 Polish cities**.

LAND BANK

Murapol Capital Group systematically renews and expands its active land bank. In 2023, it obtained 19 final decisions on construction permits for nearly **6.6 thousand** premises on land in **11 cities**, including Gdańsk, Łódź, Cracow, Wrocław, Chorzów, Gliwice and Toruń. At the end of 2023, Murapol Group had an **active land bank** for the construction of over **21 thousand square meters** of apartments in **17 cities**.

- Last year was special for us - on December 15, 2023, we debuted on the WSE in Warsaw, and for over 2 decades we have been helping Poles fulfill their dreams of their own home. The last few months of parallel work - on the IPO path and on the operational results and core business of the Murapol Group, talks with investors, domestic and foreign companies, the confrontation of our vision of development, what distinguishes us on the market, with their expectations, confirmed our belief that we are heading in the right direction. The effectiveness of our business model and operational efficiency were also confirmed. In the following year, we maintained the direction of sustainable development, supported by stable sales results and transfers to retail customers, supported by the implementation of the PRS investment in the design & build formula for a company from the portfolio of our main shareholder. This is due to the effectiveness of the Murapol Group in constantly expanding its product offer, which is conditioned by the systematic acquisition of land and permit procedures. Today we know that our efficiency is appreciated not only by customers who choose apartments from the Murapol Group's offer. We are also trusted by investors who invested their capital in our company's shares. We have numerous competitive advantages, including an established market position, a product offer addressed to a wide range of customers and a proven business model that has turned out to be effective also during the volatile economic situation in recent years. – says Nikodem Iskra, president of the management board of Murapol S.A.

In almost 23 years of its activity (up until 31 December of 2023) Murapol Capital Group **carried out 83 multi-stage investments**, within which **424 buildings** have been constructed with a total



of **over 28.5 thousand apartments** with the total usable area of **nearly 1.26 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 31 December 2023, Murapol Group has completed 83 multi-stage real estate investments, in which 424 buildings with 28.5 thousand apartments, inhabited by nearly 85.4 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 31 December 2023 Murapol Capital Group was offering apartments and investment 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 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).

On December 15, 2023, shares of Murapol SA debuted on the Main Market of the Warsaw Stock Exchange.

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 2023, for the fourth time 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 and 2023 competition in the category of ecological strategies in business.



Contact:

Małgorzata Gaborek | Director of Public Relations

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

Murapol SA
ul. Dworkowa 4
43-300 Bielsko-Biała

T: + 48 33 819 33 33
F: + 48 33 829 46 66
E: sekretariat@murapol.pl
murapol.pl

NIP: 5471932616, REGON: 072695687,
Sąd Rejonowy w Bielsku-Białej VIII Wydział Gospodarczy
KRS 0000275523,
Kapitał zakładowy: 2 040 000,00 PLN, w pełni opłacony