

Bielsko-Biała, April 9, 2024

## Strong business foundations of Murapol Capital Group in 1Q2024 – stable sales and attractive residential offer for clients – one of the largest on the market

- Total net sales to retail customers at the level of 912 premises in 1Q2024 compared to 862 in 1Q2023. (increase by 5.8% y/y).
- A wide and attractive offer available to retail customers – at the impressive level of 4.7 thousand premises in offer as of March 31, 2024.
- A record-breaking portfolio of projects in progress, covering over 7 thousand premises in 13 cities as of March 31, 2024.
- 752 premises in 12 cities handed over to retail customers in 1Q2024 compared to 1081 in 1Q2023.
- A large, diverse and regularly renewed land bank for the construction of close to 20.4 thousand apartments as of March 31, 2024.

### SALES

Total net sales to retail customers of Murapol Capital Group, carried out in 1Q2024, amounted to **912 premises (development contracts, preliminary contracts and paid reservation contracts, excluding cancellations)**, compared to **862 in 1Q2023**.

The Company signed **769 development and preliminary contracts** with customers, compared to **729 in 1Q2023**. The remaining **143** premises included in the sales are paid reservation contracts (excluding cancellations) as of March 31, 2024. (there were **133** of them as of 1Q2023).

### HANDOVERS

**Keys to 752 apartments** were handed over to retail customers **compared to 1 081 premises delivered in the same period last year**, which aligned with the Company's expectations.

### INTRODUCTION TO OFFER

In the period between January and March of 2024, Murapol Capital Group **introduced to the offer 1 893 premises in 6 cities**, those being: Wrocław, Łódź, Poznań, cities in the Silesian agglomeration as well as a new location on their map of activity – in Lublin (vs. 355 premises in



1Q2023). The new offer includes apartments designed both in new real estate projects and in subsequent stages of already implemented investments. As of March 31, 2024, Murapol Capital Group's offer included **4.7 thousand premises** in **15 cities**.

## NUMBER OF APARTMENTS UNDER CONSTRUCTION

As of March 31, 2024, the portfolio of Murapol Capital Group's projects under construction included a record number of **7 005 premises** being built as part of **25 project** in **13 cities** in Poland.

## LAND BANK

Murapol Capital Group systematically renews and expands its active land bank. At the end of the first quarter of 2024, Murapol Capital Group had an **active land bank** for the construction of close to **20.4 thousand** apartments with a total net usable area of nearly **885 thousand square meters** in **16 cities**.

*- We've completed our first quarter of business activity as a public company, which we assess very positively. We have consistently carried out our business objectives, reaching a wide range of potential clients with our offer, which is evident by the record-breaking parameters of the number of premises in the offer and under construction. We've introduced approx. 4.7 thousand apartments with functional and compact layouts with ecological amenities in attractive locations, available to the residents of 15 Polish cities. The residential offer is Murapol Capital Group's main competitive advantage. Carrying out different construction processes simultaneously on such a large and diverse scale wouldn't be possible if not for the business model we've previously worked out and developed over the years. At its base lies vertical integration, which allows us to acquire, design and subsequently carry out developer investment projects, which in the year 2023 allowed us to achieve a net profit margin in the R4S segment at the level of 21.7%. – says Nikodem Iskra, President of the Management Board of Murapol S.A.*

In over 23 years of its activity (up until 31 March of 2024) Murapol Capital Group **carried out 84 multi-stage investments**, within which **429 buildings** have been constructed with a total of **over 28.7 thousand apartments** with the total usable area of **over 1.27 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 up until 31 March 2024, Murapol Group has completed 84 multi-stage real estate investments, in which 429 buildings with over 28.7 thousand apartments, inhabited by over 86.2 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 March 2024, 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 of the construction of premises for institutional rental (PRS), 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 year in a row, the Group won 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.

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