

Bielsko-Biała, 9 July 2024

Murapol Capital Group in H1 2024 - recurring sales, record portfolio of projects under development and expanded offer of modern premises

- **1,438 developer and preliminary agreements signed with retail customers in H1 2024 vs. 1,363 in H1 2023 (increase of 5.5% y/y)/**
- **Broad and attractive offer placed at the disposal of retail customers - a substantial level of over 4,500 premises on the offer as of 30/06/2024/**
- **Record portfolio of projects under construction comprising nearly 8,500 premises in 14 cities as of 30/06/2024.**
- **1295 premises in 12 cities handed over to retail customers in H1 2024 vs. 1,592 in H1 2023.**
- **Large, diversified and regularly renewed land bank for the construction of more than 21,900 premises as of 30/06/2024. - entry into two new locations: Kielce and Czestochowa.**

SALES

Total net sales to the retail customers of the Murapol Capital Group implemented in H1 2024 amounted to **1,521 premises (developer agreements, preliminary agreements and paid reservation agreements, once cancellations are eliminated)** versus **1,539 in H1 2023**.

The company signed **1,438 developer and preliminary agreements** with customers compared to **1,363 in H1 2023 (increase by 5.5%)**. Only in Q2, **683** developer and preliminary agreements were signed compared to 653 in the same period last year. The remaining **83** premises included in the sales for the first half of this year are paid reservation agreements (once cancellations are eliminated) as of 30/06/2024 (there were 176 at the end of H1 2023).

HANDOVERS

Keys to 1,295 premises were handed over to retail customers, compared to **1,592 premises handed over in the same period last year**, which was in compliance with the expectations of the Company. In the second quarter alone, **543** premises were handed over, compared with 511 a year earlier.

NEW ITEMS IN THE OFFER

In the period from January to June 2024, the Murapol Group **introduced 2,285 premises to its offer in 9 cities**, inter alia, Wrocław, Łódź, Poznań, Gdańsk, the Silesian Agglomeration, as well as in a new location on the map of operations - Lublin (compared to 1,831 premises in H1 2023). The new offer includes premises designed both in new development projects and further stages



of ongoing projects. As of 30 June 2024, the offer of the Murapol Group included **4,530 premises** in **16 towns**.

NUMBER OF PREMISES UNDER CONSTRUCTION

As of 30 June 2024, the portfolio of projects under construction of the Murapol Group included a record **8,494 premises** under construction within **29 projects** in the area of **14 Polish cities**.

LAND BANK

The Capital Group Murapol is systematically renewing and expanding its active land bank. At the end of the first half of 2024, the Murapol Capital Group had an **active land bank** for the construction of over **21.9 thousand** premises with a total net usable area of nearly **945 thousand sq. m** in **19 towns**. In the past six months, it contracted land in two new locations - Kielce and Czestochowa.

- The past half-year was characterised by greater stabilisation in the housing market, after the intensified purchases last year, as some customers postponed the decision to acquire their own residential premises in anticipation of decisions regarding the launch of the government's #naStart programme. The Murapol Group, offering a universal product that optimally matches clients' preferences in terms of functionality and usability, recorded satisfactory half-year sales results. We evaluate the outlook for the second half of the year positively, the annual target is ambitious and we are aiming for it. We have one of the largest offerings on the market - more than 4,500 premises in 16 towns - and the outlook for its further expansion on the basis of an abundant land bank. I would like to mention that in the second quarter we contracted land in two new locations - Kielce and Czestochowa. This, combined with numerous projects that are at the final stage of preparation, allows us to look into the future with optimism - says Nikodem Iskra, President of the Management Board of Murapol S.A.

In more than 23 years of operation (until 30 June 2024), the Murapol Group **has completed 84 multi-stage investments**, which included the construction of **434 buildings** comprising a total of **over 29.6 thousand premises** with a **total usable area of approximately 1.33 million sq.m**.

Murapol Group is one of the most experienced residential developers in Poland, and one of the largest in the number of apartments sold and handed over to customers. From a commencement of its activities in 2001 through 30 June 2024, the Murapol Group has carried out 84 multi-phase real estate projects, in which 434 buildings have been erected, with nearly 29,600 residential premises inhabited by some 88,900 people. To date, the Murapol Group has achieved a presence in 21 towns in Poland.

A distinctive feature of the Group is the most diversified investment map among developers in Poland. As of 30 June 2024, the Murapol Group offered residential premises and investment apartments in 15 towns, both in the largest residential markets in Poland, including Warsaw, Krakow, Wroclaw, the Tri-City or the Silesian Agglomeration, as well as in regional cities such as Bydgoszcz and Torun.



From Q1 2020, the leading investor of Murapol is AEREF V PL Investment S.à r.l. - a company owned by funds managed by Ares Management UK Limited (subsidiary of Ares Management Corporation), a global alternative investment manager specialising in debt, private equity and real estate, advised by Griffin Capital Partners.

In 2021, the Murapol Group launched a new business line consisting of constructing premises to be used by the private rented sector (PRS), carried out in cooperation with AEREF V PL PRS S.à r.l. and its subsidiaries (PRS project companies, LifeSpot), owned by funds managed by Ares Management UK Limited (a subsidiary of Ares Management Corporation).

On 15 December 2023, the shares of Murapol S.A. made their debut on the Main Market of the Warsaw Stock Exchange.

The Murapol Group has an integrated business model based on concentration within the organization of all the competences necessary to carry out real property projects—from land acquisition, through architectural and engineering design, construction project budgeting, purchases of building materials and general contracting, to marketing and sales.

In implementing its sustainable development strategy, Murapol incorporates environmental, social and corporate governance (ESG) initiatives into its operations. The Group strives to optimise the consumption of raw materials, uses new technologies and implements energy-efficient solutions. The company is also involved in various forms of social, charitable or sporting activities, supporting both professional sport and projects promoting physical activity among children and young people.

Murapol has been recognised on several occasions for its development activities, receiving, among others, in the area of green building, the Leading Green Building Development award at the CIJ Awards, the Housemarket Silesia Awards in the Family Friendly Estate and Housing Development categories. In 2023, for the fourth consecutive year, the Group won first place in the National Ranking of Residential Developers organised by Dziennik Gazeta Prawna. The company is also the winner of the 2022 and 2023 Customer Laurels competition, in the category of green strategies in business.

Contact details:

Małgorzata Gaborek | Public Relations Director

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