

Murapol Capital Group after three quarters of 2024 - recurring sales performance, a wide offer of premises and a renewed land bank

- **2084 developer and preliminary agreements signed with retail customers in 1-3Q 2024 vs. 2076 in 1-3Q 2023 (increase of 0.4% y/y)**
- **Broad and attractive offer placed at the disposal of retail customers - a substantial level of over 4.7 thousand premises on the offer as of 30/09/2024.**
- **1720 premises in 13 cities handed over to retail customers in 1-3Q 2024 vs. 2234 in 1-3Q 2023.**
- **Large, diversified and regularly renewed land bank for the construction of nearly 22 thousand premises as of 30/09/2024.**
- **Record portfolio of projects under implementation including as of 30/09/2024 approx. 8.7 thousand premises in 15 cities.**

SALES

Total net sales to the retail customers GK Murapol, of the Murapol Capital Group implemented within the first nine months of 2024 amounted to **2234 premises (developer agreements, preliminary agreements and paid reservation agreements, once cancellations are eliminated)**, vs. **2229 w 1-3Q 2023**.

The company conducted **2084 developer and preliminary agreements** with the customers vs. **2076 within the first nine months of 2023 (increase by 0.4%)**. **In the third quarter alone, 692 development and preliminary agreements** were signed, compared to **734** in the same period last year. The remaining **150** premises included in sales for the first three quarters of this year are paid reservation agreements (after eliminating cancellations) as of 30/09/2024 (at the end of Q3 2023 there were 153).

HANDOVERS

Keys to 1,720 premises were handed over to retail customers, compared to **2,234 premises handed over in the same period last year**. In the third quarter alone, **426 premises** were handed over, compared to **642** a year earlier. In the fourth quarter of this year the Company plans to significantly accelerate the pace of key handovers towards the achievement of the annual objective

NEW ITEMS ON THE OFFER

In the period from January to September 2024, the Murapol Capital Group **introduced 3,194 to its offer 11 cities**, inter alia, in Kraków, Wrocław, Łódź, Poznań, Gdańsk, the Silesian Agglomeration, as well as in a new location on the map of operations - in Lublin (compared to 2615 premises in 1-3Q 2023),



recording an increase of 22.1%. The new offer includes premises designed both in new development projects and further stages of projects already under construction. As of 30 September 2024, the offer of the Murapol Group included **4736 premises in 16 cities**.

NUMBER OF PREMISES UNDER CONSTRUCTION

As of 30 September 2024, the portfolio of projects under construction of the Murapol Group included a record **8684 premises** developed in **114 buildings** implemented as part of **31 projects** in the area of **15 cities**, including 7321 premises in the retail segment, and in the PRS segment - 1363 premises.

LAND BANK

The Capital Group Murapol is systematically renewing and expanding its active land bank. At the end of the third quarter of 2024, the Murapol Capital Group had an **active land bank** for the construction of over **22 thousand** premises with a total net usable area of approx. **946 945 thousand sq. m** in **19 cities**.

- We achieved a good sales performance, in spite of more difficult market conditions and operating in a high interest rate environment. In the third quarter of this year alone, we signed a net 793 reservation agreements, compared to 764 in Q3 2023. This lively sales performance, in the absence of a programme to support customer financing, as well as a steadily expanding offer, allows us to have an optimistic view of the sales levels of future periods. In the retail segment this year, our objective is to improve on our last year's performance. Furthermore, in the fourth quarter we are planning new sales in the PRS segment of more than 900 premises. The above means that we are moving towards total sales of 4 000 units in both segments of our economic activities. The engines of the Group are running at the right speed. - says Nikodem Iskra, President of the Management Board of Murapol S.A. - Assessing the situation of the company positively, in recent days we have announced the payment of an advance towards the dividend. – adds Nikodem Iskra.

In more than 23 years of operation (until 30 September 2024), the Murapol Capital Group **has completed 85 multi-stage investments**, which included the construction of **441 buildings** comprising a total of over **29.9 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 September 2024, the Murapol Group has carried out 85 multi-phase real estate projects, in which 441 buildings have been erected, with nearly 29.9 thousand residential premises inhabited by some 89.7 thousand 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 September 2024, the Murapol Group offered residential premises and investment apartments in 16 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.

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