

Bielsko-Biała, 13 January 2025

**Murapol Capital Group after 2024 - total net sales in both business segments (retail and PRS customers) of nearly 3.9 thousand premises and achieved higher year by year operating results - higher sales and handovers, an attractive and extensive housing offer and an abundant land bank**

- **2914 developer and preliminary agreements signed with retail customers in 2024 vs. 2889 in 2023 (increase by 0.9%)**
- **Broad and attractive offer placed at the disposal of retail customers – a high level of over 4.6 thousand premises on the offer as of 31/12/2024**
- **2915 premises in 15 cities handed over to retail customers in 2024 vs. 2801 in 2023 (increase by 4.1%)**
- **In addition - 670 premises handed over in the PRS segment**
- **Large, diversified and regularly renewed land bank for the construction of more than 19.3 thousand premises as of 31/12/2024**
- **An extensive portfolio of projects under development including as of 31/12/2024 nearly 7.8 thousand premises in 14 cities.**

## SALES

The Company entered into **2914 developer and preliminary agreements with retail customers** in the entire year 2024 compared to 2889 in 2023 (increase by 0.9%).

Furthermore, as of 31/12/2024, the Company had **161 paid reservation agreements** once cancellations had been eliminated (at the end of 2023 - 142).

In Q4 2024 alone, **873 developer agreements and preliminary agreements** were signed, compared to 840 a year earlier.

In addition, in 2024, the developer **sold 948 premises in the PRS segment** (to the benefit of institutional rental, under the *design & build formula*)

Summing up the sales performance of the Murapol Capital Group, **total net sales in both segments (retail client and PRS) in 2024 amounted to 3862 premises in 2024 vs. 3582 in 2023** (an increase by 7.8%), and additionally including paid reservation agreements and after eliminating cancellations - **total sales of the Murapol Capital Group amounted to 4023, as compared to 3724 in 2023 (increase by 8%)**.



## HANDOVERS

**Keys to 2,915 premises** were handed over to retail customers, compared to 2,801 premises handed over a year earlier (increase by 4.1%). In the fourth quarter alone, **1,195 premises** were handed over, as compared to 567 the year before (increase by 110.8%).

Moreover, **670 premises were handed over in the PRS segment.**

## NEW ITEMS ON THE OFFER

In 2024, the Murapol Capital Group **introduced 3911 premises in 16 investments in 13 cities** (as compared to 3770 premises in 2023; increase by 3.7%) 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. The new offer includes premises designed both in new development undertakings and in the next stages of ongoing investments.

As of 31 December 2024, the offer of the Murapol Capital Group included **4,618 premises in 16 cities.**

## NUMBER OF PREMISES UNDER CONSTRUCTION

As of 31 December 2024, the portfolio of projects under construction of the Murapol Group comprised **7,756 premises** under construction in **101 buildings** developed as part of **28 projects** in **14 cities**, including 6,115 premises in the retail segment and 1,641 premises in the PRS segment.

## LAND BANK

The Murapol Capital Group is systematically renewing and expanding its active land bank. At the end of 2024, the Group had at its disposal an **active land bank** for the construction of over **19.3 thousand** premises with a total net usable area of nearly **842 thousand sq. m** in **19 cities.**

*- The operating results achieved definitely enable us to summarise the past year positively, despite a much more difficult macroeconomic environment and market conditions. We generated the main operating parameters at a higher level than in the year before. We strengthened our market position in both the retail and PRS segments, with a total of nearly 3,900 premises sold, and with an overhang of reservations of over 4,000 premises. In the fourth quarter alone, we signed nearly 900 developer and preliminary agreements with retail customers and sold a further 948 premises to the PRS. A strong asset of our model is the efficiency and systematic expansion of our product offer - in the past year we have put a further over 3,900 premises at the disposal of retail customers in 16 cities. We also expanded our map of operations by entering a new location - Lublin - with an offer of residential units, while in another two new cities - Kielce and Częstochowa - we contracted plots of land and are preparing our first residential projects. – says Nikodem Iskra, President of the Management*



Board of Murapol S.A. – *We are not slowing down in 2025 and will already be launching a new product offer in the coming weeks, including for the Warsaw market* – adds Nikodem Iskra.

During nearly 24 years of operation (until 31 December 2024), the Murapol Capital Group **implemented 92 multi-stage investments**, as part of which **456 buildings** comprising a total of nearly **31.8 thousand premises** with a total usable area of over **1.4 million sq.m** have been erected.

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**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 December 2024, the Murapol Group has carried out 92 multi-phase real estate projects, as part of which 456 buildings have been erected with nearly 31.8 thousand premises inhabited by approx. 95.4 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 31 December 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 organisation 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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