

To: the Bucharest Stock Exchange
the Romanian Financial Supervisory Authority

CURRENT REPORT NO. 31/2021

Pursuant to Law no. 24/2017 on issuers of financial instruments and market operations and to the Romanian Financial Supervisory Authority Regulation no. 5/2018 on issuers and operations with securities, as subsequently amended and supplemented and the provisions of Article 99 of the Bucharest Stock Exchange Code, Title II, Issuers and Financial Instruments.

Report date:	15.11.2021
Name of the issuer:	One United Properties S.A.
Registered office:	20 Maxim Gorki Street, District 1, Bucharest, Romania
Registration no. with Trade Registry:	J40/21705/2007
Sole registration code:	22767862
Share Capital:	RON 286,015,588.20
Total number of shares:	1,430,077,941 ordinary shares
Symbol:	ONE
Market where securities are traded:	Bucharest Stock Exchange, Main Segment, Category Premium

Important events to report: Q3 2021 Report Availability

One United Properties posts a record turnover of 627.7 million lei in the first nine months of 2021, an 87% increase compared to the same period of 2020. After closing Q3 2021, the best quarter in the company's history, the gross profit for nine months surged to 239.3 million lei, a 186% year-on-year increase.

Revenues from the residential segment reached RON 521.9 million in the first nine months of 2021, a 57% increase compared to the same period of last year. In the first three quarters of 2021, One United Properties sold and pre-sold 569 apartments with a total surface of 50,873 sqm, 721 parking spaces and 42 commercial spaces and other units for a total of EUR 153 million. In the same period of 2020, the Group sold 125 apartments, with a total surface of 20,677 sqm, 147 parking spaces and 4 commercial spaces and other units for a total of EUR 59.8 million.

The apartment sales have accelerated in Q3 2021 above expectations, primarily due to the hugely successful kick-off sales for One Cotroceni Park, One United Properties' largest development to date. In Q3 2021 alone, One United Properties pre-sold 385 out of 868 residential units available in One Cotroceni Park. The development has an estimated completion date in Q4 2023. Apart from One Cotroceni Park, the Group also saw a significant increase in the sales at One Verdi Park, a project with 334 residential units, estimated to be delivered in Q3 2022.

In the first nine months of 2021, EBITDA of One United Properties grew 170%, from RON 91.7 to RON 247.8 million while the bottom line increased 198%, reaching RON 191.2 million. The company follows the gross profit as a relevant indicator since significant part of the profit tax represents the deferred tax on profit, generated primarily by earnings from the valuation of the real estate, which will become taxable only upon sale of these properties, if the case may be. The profit



tax for the first nine months of 2021 amounted to RON 48.1 million, of which RON 12.5 million is the actual expenditure and the remaining RON 35.6 million represents the deferred tax.

As of September 30th, 2021, One United Properties had land plots for further residential development under permitting with a total surface of over 150,000 sqm, on which the Group estimates construction of more than 4,000 apartments. Moreover, the company has a strong pipeline of land for its land bank in various stages of negotiation.

Report Availability

One United Properties' interim condensed consolidated financial statements for the nine-month period ended September 30th, 2021, accompanied by the Director's Report, are available on the company's website, www.one.ro, in the Investor Relations section, on the website of the Bucharest Stock Exchange, www.bvb.ro, as well as are attached to this Report.

Investor Call

The conference calls for presenting the financial results as of September 30th, 2021, will take place on November 16th, 2021. The management organizes two conference calls to present the results, one in English and another in Romanian. The conference call in English, organized for analysts, international individual and institutional investors, will take place on November 16th, at 10:00AM, Bucharest time. The conference call in Romanian organized for local investors will take place on November 16th, at 11:00AM, Bucharest time. Both calls will be hosted by Victor Căpitanu, Executive Member of the Board of Directors, Cosmin Samoilă, CFO, and Zuzanna Kurek, IR Manager.

To participate in the Q3 2021 results call, the interested parties are invited to register at: <https://www.one.ro/en/investor-relations/>.

Executive Member of the Board of Directors,

Victor Căpitanu

