



To: the Bucharest Stock Exchange
the Romanian Financial Supervisory Authority

CURRENT REPORT NO. 95/2022

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:	11.11.2022
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 740,563,717.20
Total number of shares:	3,702,818,586 ordinary shares
Symbol:	ONE
Market where securities are traded:	Bucharest Stock Exchange, Main Segment, Category Premium

Important events to report: Q3 2022 Results

One United Properties S.A. posts a consolidated turnover of 184.2 million euro in the first nine months of 2022, a 43% increase compared to the same period of 2021. The gross profit doubled year-on-year, reaching 97.2 million euro, while the bottom line increased 119%, to 85.3 million euro. The Group continued in 2022 investments in the Romanian real estate sector, maintaining at the same time a strong cash position of 140.4 million euro, a 37% increase since the beginning of the year. The gross loan-to-value indicator was 31% as of September 30th, 2022.

The increase in turnover was supported by a 14% increase in revenues from residential property sales, which reached 121.1 million euro in the first nine months of 2022. The net income from residential property increased 55% year-on-year, reaching 56.4 million euro as most of the developments get closer to completion. This generated a 47% net margin, a 12pp appreciation compared to first nine months of 2021.

In the first nine months of 2022, One United Properties sold 260 apartments with a total surface of 24,505 sqm and 544 parking spaces and other unit types for a total of 103.8 million euro. As of September 30th, 2022, 83% of available apartments were sold out, including at the newly launched One Lake Club Phase 2 and One Herastrau Vista. Excluding the 258 residential units from the two developments that were added to the sales portfolio in Q3 2022, the share of the contracted apartments amounted to 89%. Amounts to be received under contracts concluded with customers as of September 30th, 2022, are 189 million euro in additional cash by 2024, of which 44 million euro in Q4 2022, 135 million euro in 2023, and 10 million euro in 2024.



The rental income, which includes the income generated by the office as well as retail divisions, registered a 30-fold increase, reaching 8.4 million euro. The effect has been driven by the revenues coming from tenants at One Tower, which was leased out 100% as of September 30th, 2022, One Cotroceni Park Phase 1, leased out at 83% as of September 30th, 2022, however not yet generating full income since many tenants are still in the fit-out phase. It also includes revenues generated by One Victoriei Plaza, office asset acquired in Q3 2022 and 100% leased out, as well as the impact of rent generated by Bucur Obor, consolidated under the commercial division. The management estimates that the revenues from rental income will continue to grow quarter-on-quarter, bringing even more significant weight in Q4 2022, given the positive impact of One Victoriei Plaza and Eliade Tower, as well as starting from 2023, when One Cotroceni Park Phase 1 will start to generate the full lease as well as tenants will begin to move in One Cotroceni Park Phase 2 (currently pre-leased out at 52%, but not yet finalized).

Report Availability

One United Properties' interim condensed consolidated financial statements for Q3 2022, 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 management organizes two conference calls to present the results, one in English and another in Romanian. The conference call in Romanian organized for local investors will take place on November 14th, at 10:00AM, Bucharest time. The conference call in English, organized for international analysts, retail, and institutional investors, will take place on November 14th, at 11:00AM, Bucharest time. Both calls will be hosted by Victor Capitanu, Executive Member of the Board of Directors, Cosmin Samoila, CFO, and Zuzanna Kurek, IR Manager.

To participate in the Q3 2022 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 Capitanu