

INVESTOR PRESENTATION

June 2022

one

UNITED PROPERTIES

one



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Therefore, the final results achieved may vary significantly from the forecasts, and the variations may be material.

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EXECUTIVE SUMMARY

one

UNITED PROPERTIES

ONE UNITED PROPERTIES

One United Properties is a leading green investor and developer of residential, mixed-use and commercial real estate in Bucharest, Romania. One United Properties is an innovative company dedicated to accelerating the adoption of construction practices for energy-efficient, sustainable, and healthy buildings.

ONE is a high-end brand and represents quality, design, community, sustainability, and last but not least - very desired locations. All ONE buildings have superior certifications of sustainability, energy efficiency and wellness, and the developer is awarded at numerous galas and conferences in the field, both internationally and locally.



RESIDENTIAL

Landmark developments, premium locations, quality, focus on design, great communities and sustainability are at the core of ONE's residential developments.



OFFICE

ONE's office developments integrate an energy-efficient plan, being healthy and environmentally sustainable buildings, with emphasis on the employee experience and wellness.



RETAIL

Commercial spaces bring value to the ample rich communities One United Properties is developing, offering all the facilities and services only a few steps away.

ONE AT A GLANCE

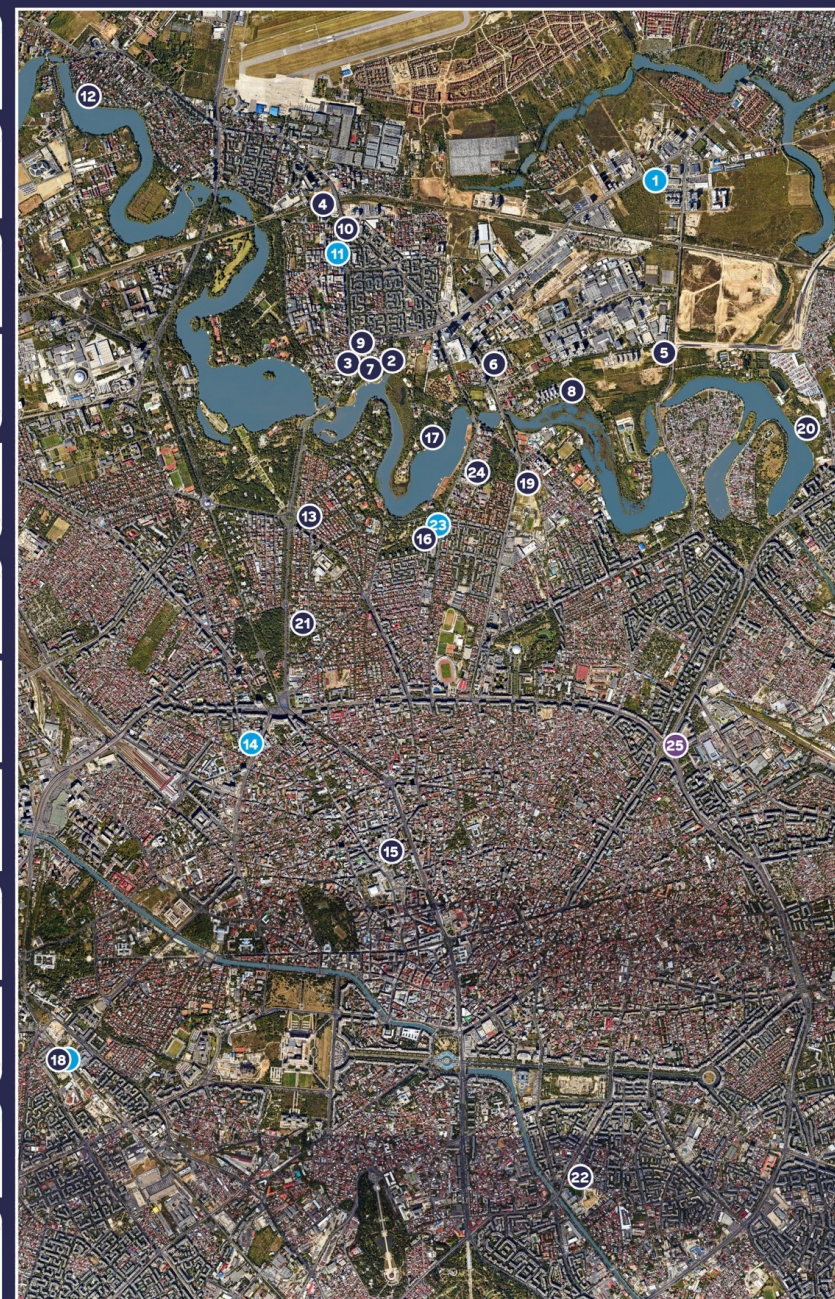
Residential segment prospect

	Construction phase	Planning phase
GDV	€551m	€835m
Estimated gross profit	€261m	€292m
No of units	1,619	4,067

Office segment prospect

	31.12.2021	Est. by 31.12.2022
Market Value (Gross Asset Value)	€304m	€412m ¹
GLA	101K	136K

(1) Calculated for the completion of buildings under development and a rental rate of 100%.



2021 BUSINESS HIGHLIGHTS

RESIDENTIAL



699 apartments sold in 2021, a 280% increase compared to 2020, driven by excellent sales at **One Cotroceni Park** (479 out of 868 resi units sold in 2021) and **One Verdi Park** (103 out of 334 resi units sold).

OFFICE



Reception of **One Cotroceni Park Office Phase 1** (leased out at 78%), finalization of structural works for **OCP Office Phase 2**, significant rental revenue brought by tenants moving in to **One Tower** (currently leased out at 94%).

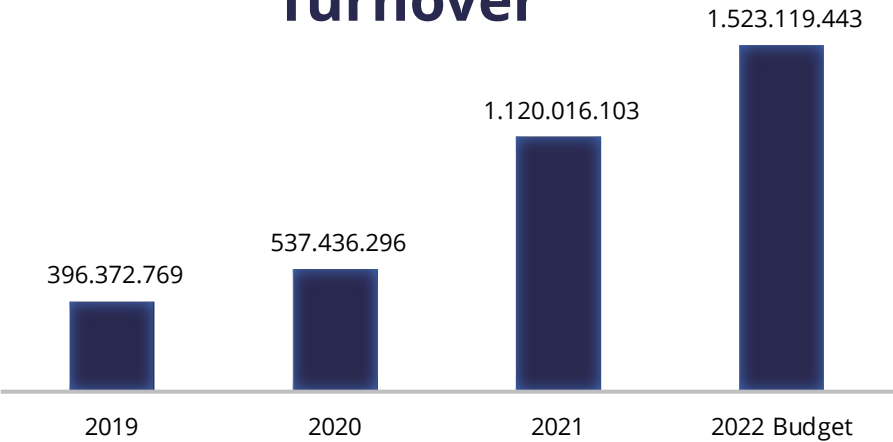
RETAIL



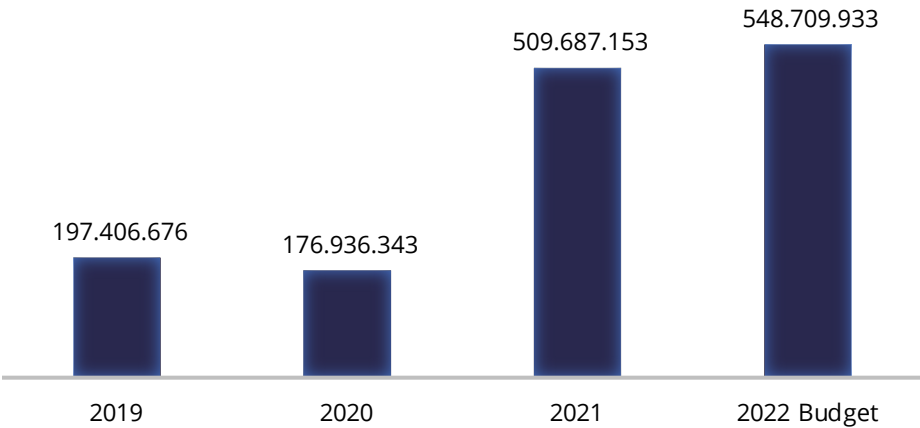
Acquisition of a controlling stake of 54.4351% in **Bucur Obor** For RON 64.9m, in line with the strategy to increase the share of the profits from rental activity in the total profits of the Company.

KEY FINANCIAL DATA

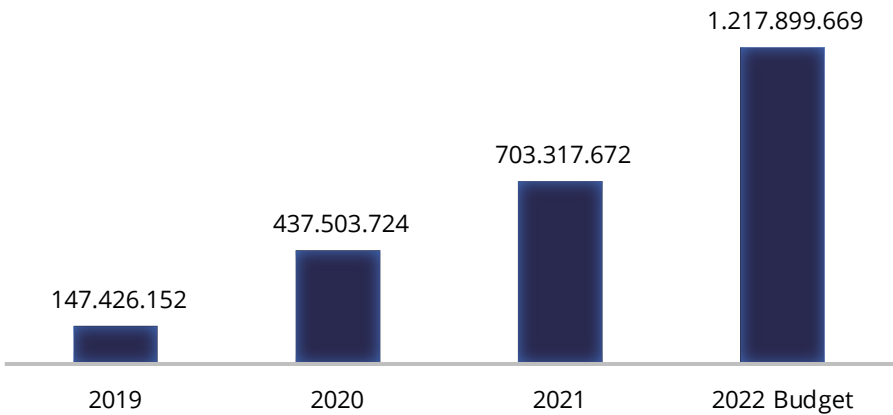
Turnover



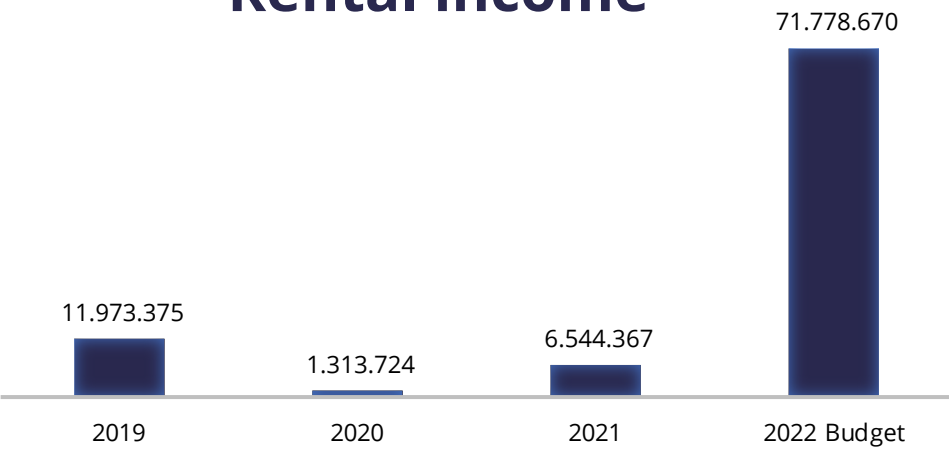
Net profit



Sales of residential property

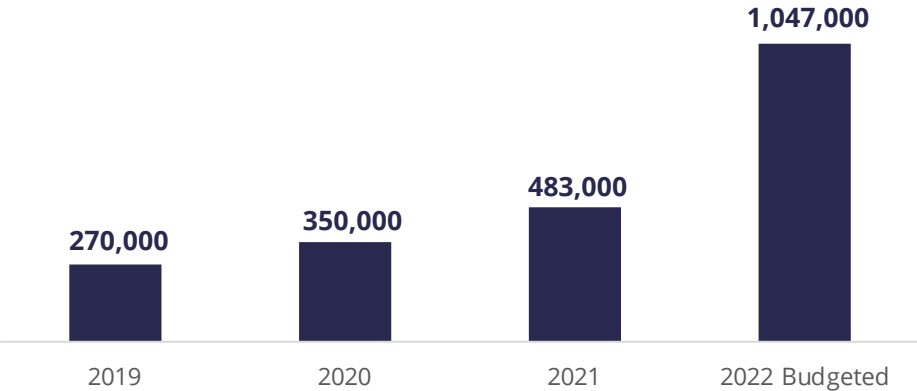


Rental income



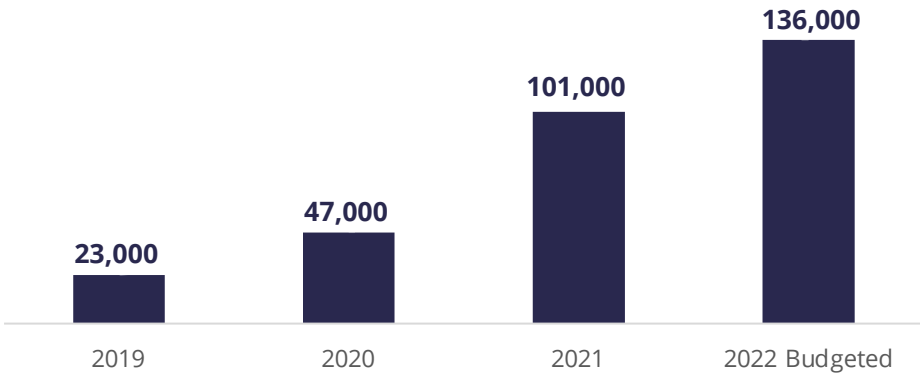
KEY INDICATORS

Built surface¹ – residential (m²)

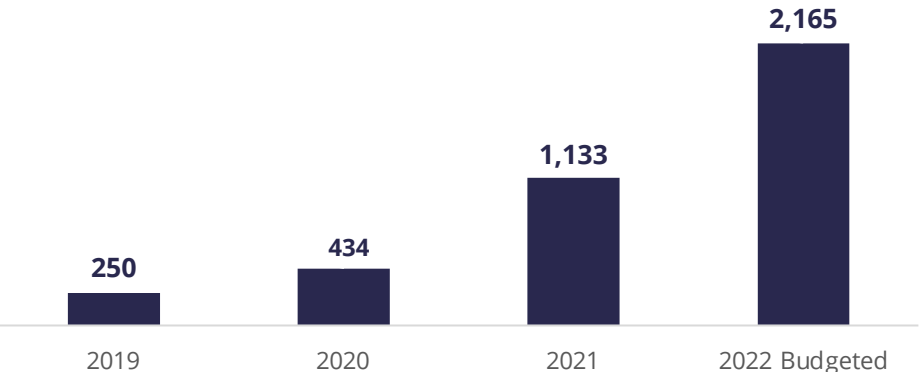


¹Cumulated, includes both finalized and under construction.

GLA office portfolio (m²)

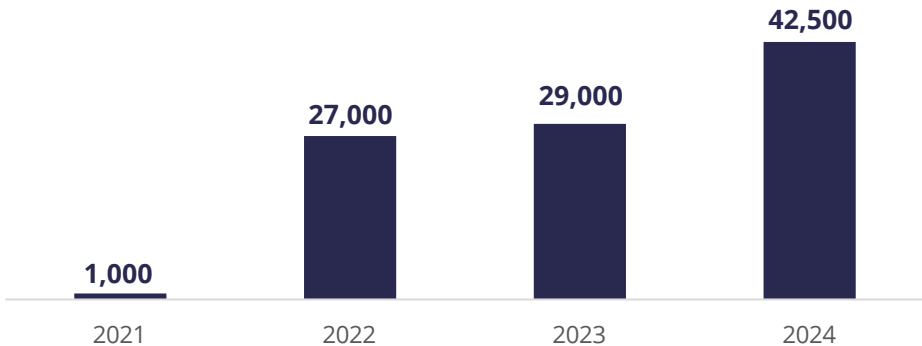


Apartments sold²



²Cumulated, starting 2019.

GLA retail portfolio³ (m²)



³ Until 2021, ONE has developed retail spaces exclusively for sale. Please note different interval of time on x-axis considering prior to 2021, GLA was 0.

KEY INVESTMENT HIGHLIGHTS

1. FAVOURABLE MARKET DYNAMICS FOR RESIDENTIAL SEGMENT

Between 2016-2020, Romania's GDP per capita increased with CAGR of 3.17%, above EU CAGR of 0.63%. Bucharest-Ilfov region has population of 2.3 million inhabitants and GDP per capita of 160% compared to EU-27 average, making it 12th out of 218 development regions of EU, overpassing Budapest (151%), Vienna (149%), Helsinki (144%), Berlin (123%). At the same time, Romania struggles with the highest overcrowdedness ratio in EU-27 of 48%. With only 434 units/1,000 inhabitants, Romania has a 200K deficit considering its population and ageing stock.

2. DIVERSIFICATION THROUGH OFFICE SEGMENT

ONE's non-speculative exposure to the office segment with estimated GLA of 136K, MV of estimated €412 and RON 72m of rental income in 2022 offers predictable, recurrent revenues strengthening the company's residential business model.

3. HISTORY OF PROFITABILITY & VALUE GROWTH

The Company has a history of high profitability, at the project level and overall, with gross profit margin ranging per residential development ranging on average between 25-50% (with lower or higher margins sometimes occurring depending on individual project characteristics). To date, ONE has delivered total profits of almost €200m in the last 8 years. The company has a dividend policy which includes distribution, semi-annually, of a cash dividend up to 35% of the gross distributable profit.



One Verdi Park, the tallest residential towers in Bucharest, which will be delivered in Q4 2022. Gross GDV of the development is €125.3m.



One Peninsula, the first project of One United Properties with the geothermal heat pump system. Today, only two developments in Bucharest plan to offer this solution - One Peninsula and One Lake District.

4. TRACK RECORD OF EXCELLENCE IN EXECUTION

ONE so far developed 8 residential projects with GDV of approx. €300m and 2 office buildings, having won numerous awards both locally and internationally. The developments are distinguishable by the exceptional interior design, made by Lemon Interior Design, ONE's partner.

5. RISK REDUCTION THROUGH BUSINESS MODEL BASED ON PRE-SALES

ONE financed development of residential projects in a significant proportion of pre-sales. This allows ONE to transform high-quality land portfolio into cash-generating developments, while maintaining significant profit margins and minimizing capital investment. Before beginning construction, a significant portion of the built-up areas of residential units are pre-sold, with Company receiving cash advances. This reduces the risk of unavailability of financing, optimizing costs and providing increased visibility of revenues.

6. UNIQUE LAND PORTFOLIO

As of Q1 2022, the Group's landbank included lands with a total surface of 162k sqm, on which the Group estimates construction of 4K+ apartments. The construction on most of these plots of land is estimated to begin between 2022-2023. The company continuously develops its landbank, looking for attractive plots in Romania and abroad.

7. SUSTAINABILITY FOCUS

ONE is the leading green developer and investor in Romania, with all residential projects developed since 2017 having received the "Green Homes" certification from the Romanian Council for Green Buildings. All office developments are certified or are undergoing WELL and LEED Platinum certification by the US Green Building Council, one of the most demanding certifications on the environmental impact and performance.

1. ABOUT ONE UNITED PROPERTIES

STRATEGIC KEYPOINTS

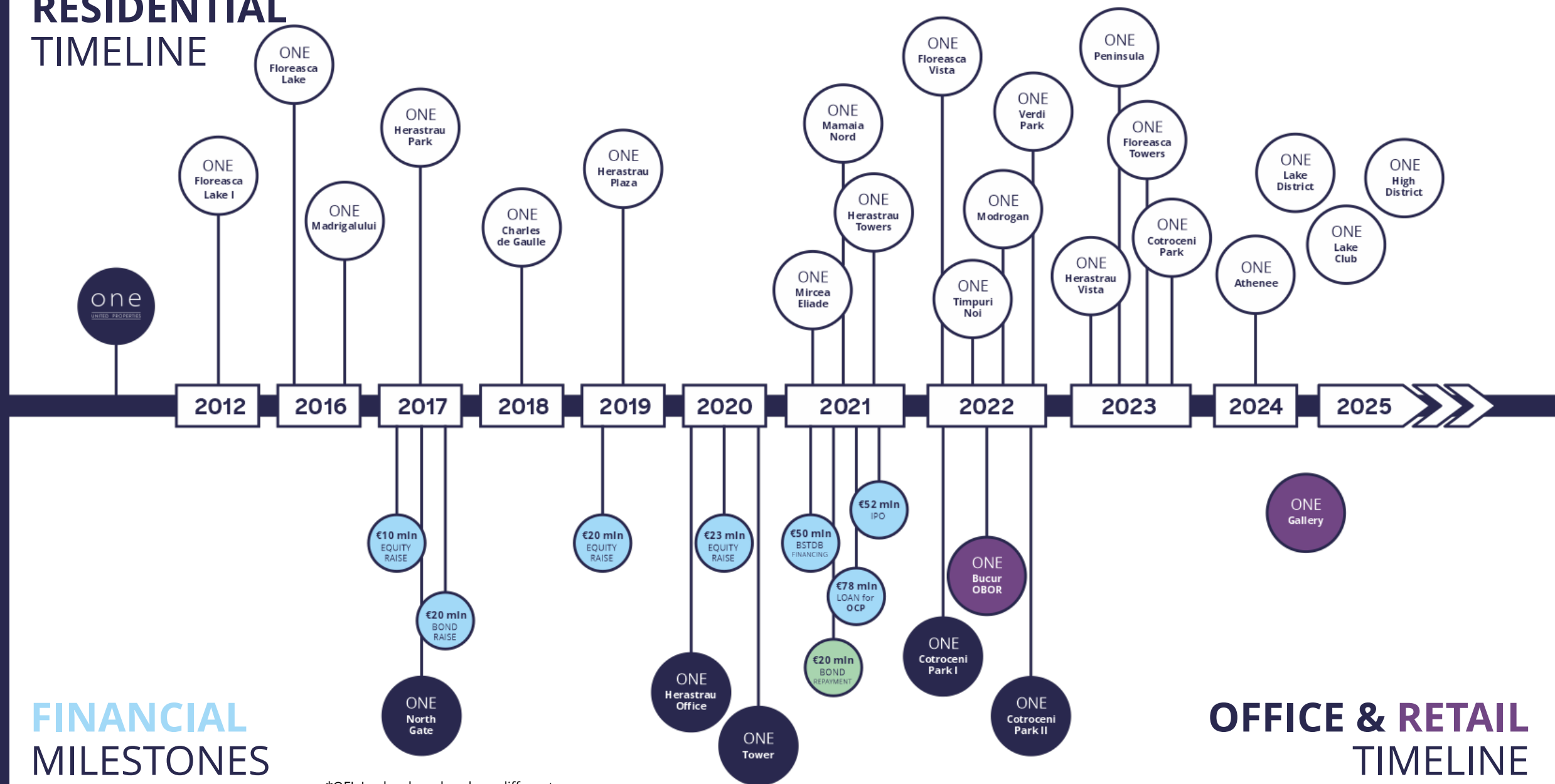


One Cotroceni Park, a mixed-use development currently under construction, the largest and most dynamic urban regeneration project in Romania.

One United Properties' strategy is to invest in premium development opportunities with prospects of sustained returns and to continue leading the high-end residential development sector. The main directions of action to achieve this are:

- Maintain **leadership** position in the prime, mixed-use and office real estate market in Romania;
- Leverage **strong brands** and reputation to expand addressable market into the medium-income customer segment while keeping strong margins and expanding geographically into all areas of Bucharest and potentially into other major cities in Romania or in Europe;
- Continue to build revenue generating portfolio through **development** and, opportunistically, acquisition of premium office properties to benefit from the shift towards new, well located Class A offices;
- Maintain **low-risk** cash generation business model, while optimizing capital structure and enhancing returns to shareholders;
- Maintain the commitment to **green and sustainable** developments;
- Be one of the most active issuers listed on the Bucharest Stock Exchange, having our contribution to **bringing liquidity to the local capital market** and supporting its reclassification to the Emerging Market.

RESIDENTIAL TIMELINE



BRANDS

The ONE brand family is the company's flagship, standing for ultimate design, top quality and exclusive locations. One United Properties uses a brand strategy with a strong high-end brand umbrella covering multiple income segments: medium, medium-high, high and very-high.



CC @ ONE Properties Invest AG is a global, independent, private equity investment firm specialized in property development projects in prime locations of the Romanian capital, Bucharest. It combines the expertise and capabilities of the two founding partners: CC Trust Group AG, an internationally experienced investment firm, and One United Properties.



SKIA Real Estate is the sales force of One United Properties, involved in every stage of developing a residential, commercial or office project, handling sales, rent and customer care for all the above. SKIA Real Estate also handles investors' portfolios, reselling or renting their properties.

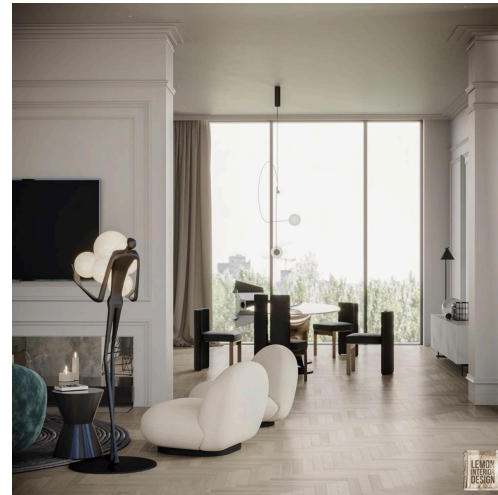
X Architecture and Engineering is recognized as a highly innovative architectural company in Romania. Integrated architectural practice, smart design through responsible decision-making and business & technology management are interwoven in our operational model and buildings. X Architecture and Engineering joined the group in 2016.

INTERIOR DESIGN

Superior interior design is at the core of ONE's business. All of One United Properties developments are distinguishable by the exceptional design, made by **Lemon Interior Design**.

Lemon is a multi-award-winning interior design and fit-out company based in Bucharest. Lemon received awards such as: "Best Interior Design Private Residence Romania" and "Best Interior Design Apartment Romania" at European Property Awards 2019, "Visionary Design" at Casa de Lux Awards Gala, or "Best Design for Living Space" at 2014 ELLE Decoration Design Awards Gala.

One United Properties has a strategic partnership with Lemon Interior Design through which all of ONE's clients, both on residential as well as office segment, benefit from complimentary interior design services offered by Lemon.



PURPOSE STATEMENT

One United Properties' purpose is to improve existing and to build new communities, by developing quality, energy-efficient buildings, as well as to generate long-term value growth for the shareholders. One United Properties has pioneered mixed-use development concept in Romania, being the most important player in this segment on the local market.

- First ESG Committee to the Board of Directors of a Romanian blue chip, appointed in March 2022 to drive the sustainability agenda.
- Sustainability strategy focused on building sustainable and healthy communities: responsible production, urban regeneration, infrastructure & mobility, innovative & clean energy solutions.
- All residential developments are Green Certified by Romanian Green Building Council, all office developments are WELL Health and Safety and LEED Certified (received or ongoing). New developments will target LEED Zero Carbon.
- Member of UN Global Compact as of December 2021.
- 2020 Sustainability Report available [HERE](#), 2021 Report to be published in H1 2022.
- Currently undergoing ESG Rating process with Sustainalytics.





One Athenee, the first cultural monument regeneration development of One United Properties.

SUSTAINABILITY

One United Properties is a member of **Romanian Green Building Council** (RGBC), organization promoting environmental responsibility and energy efficiency. All office developments are WELL Health and Safety certified, the most rigorous certification focused on employee wellbeing, as well as have LEED certifications. One Tower receiving LEED Platinum v4 certification, while One Cotroceni Park received LEED Platinum pre-certification.

All residential developments of One United Properties are “**Green Homes**” certified by the RBGC, which require, amongst other: sorting for recycling in site, reducing the heat effect through light-coloured roofing and terraced spaces, the optimization of water consumption through efficient irrigation, connected to smart BMS systems, efficient low-flow sanitary units, the elimination of light pollution by the installation of LED lamps, the use of sustainable building materials such as brick, (Caparol <1 g / l compared to the standard 30 g / l), education for sustainable operating scales of the building (energy efficiency, waste sorting, compost etc.).

One Floreasca City was internationally awarded at the International Property Awards 2019-2020 for “Best Sustainable Residential Development”. One Peninsula and One Lake District are the only residential developments in Bucharest with a geothermal heat pump system.

In September 2021, One United Properties announced acquisition of historical building located in 2 Georges Clemenceau Street, District 1, Bucharest, near the Romanian Athenaeum. **One Athenee** (pictured left) is the first project of ONE where the company purchased a cultural monument with a goal to protect and regenerate the cultural heritage of the centre of Bucharest.

RECOGNITION

Uncompromising quality, commitment to the environment and outstanding design, winning accolades year after year.



2021

One Tower

the first office building in Romania to obtain LEED Platinum Building Design and Construction certification



2021

One Tower

received the WELL Health and Safety certification by International WELL Building Institute (IWBI)



2020

One Mircea Eliade

Best Sustainable Residential Development

Best Residential High-rise Development



2020

One Floreasca City

Best Residential Renovation Redevelopment

Best Mixed Use Development



2020

Leader Green Development & Developer

One Mircea Eliade
Best Luxury Residential Development



2019

Developer of the Year

One Charles de Gaulle
Residential Project of the Year



2019

One Tower

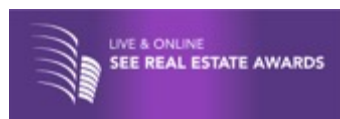
was awarded a special prize for Dynamism at Forbes Gala



2019

Residential Developer of the Year at HOF Awards

One Charles de Gaulle
Residential Luxury Development



2019

One Charles de Gaulle

Residential Project of the Year at SEE Real Estate Awards Gala



2018

Residential Developer of the Year

One Charles de Gaulle
Best Luxury Residential Development of the Year



2018

One Herastrau Park
Residential Project of the Year

One Charles de Gaulle
Top Residential Project of the Year



2018

OUP founders included in Forbes Romania Hall of Fame



2017

Sustainable Company of the Year Award

One Herastrau Park
was granted a Green Homes Certificate



2017

Forbes Green Award
for building the most efficient and environmentally friendly residences in Romania



2017

Residential Developer of the Year

One Herastrau Park
Best Residential Development



2014

One Floreasca Lake
nominated at CEEQA in association with Financial Times for the category "Hotel, Leisure and Residential Development of the Year 2014"

ONE ON BVB

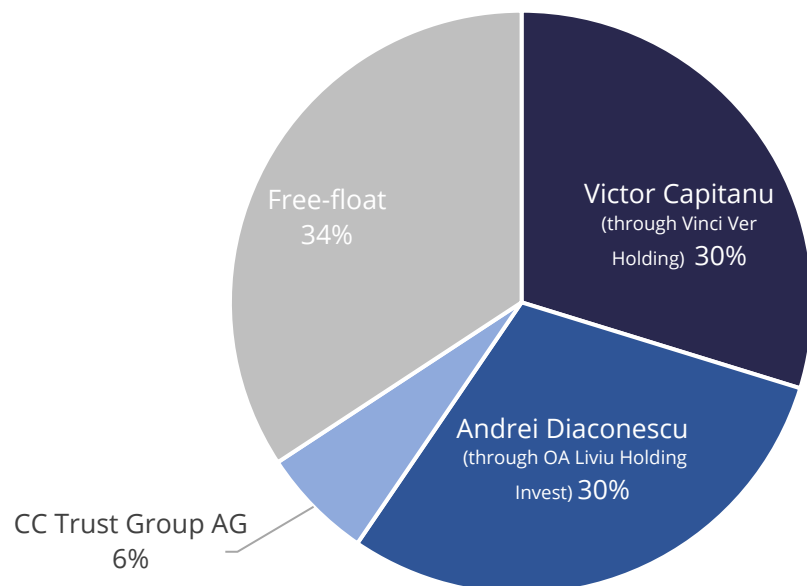
Average daily liquidity in 2021: **RON 1.9 million**

P/E : **6.9 on 2021 profit, the lowest ratio in BET**

2021 DivY: **2.13%**, paid semi-annually

Shareholder base: **5.510 investors**, +55% compared to post-IPO

Shareholding structure:



INDICES



MARKET MAKERS



ANALYST COVERAGE



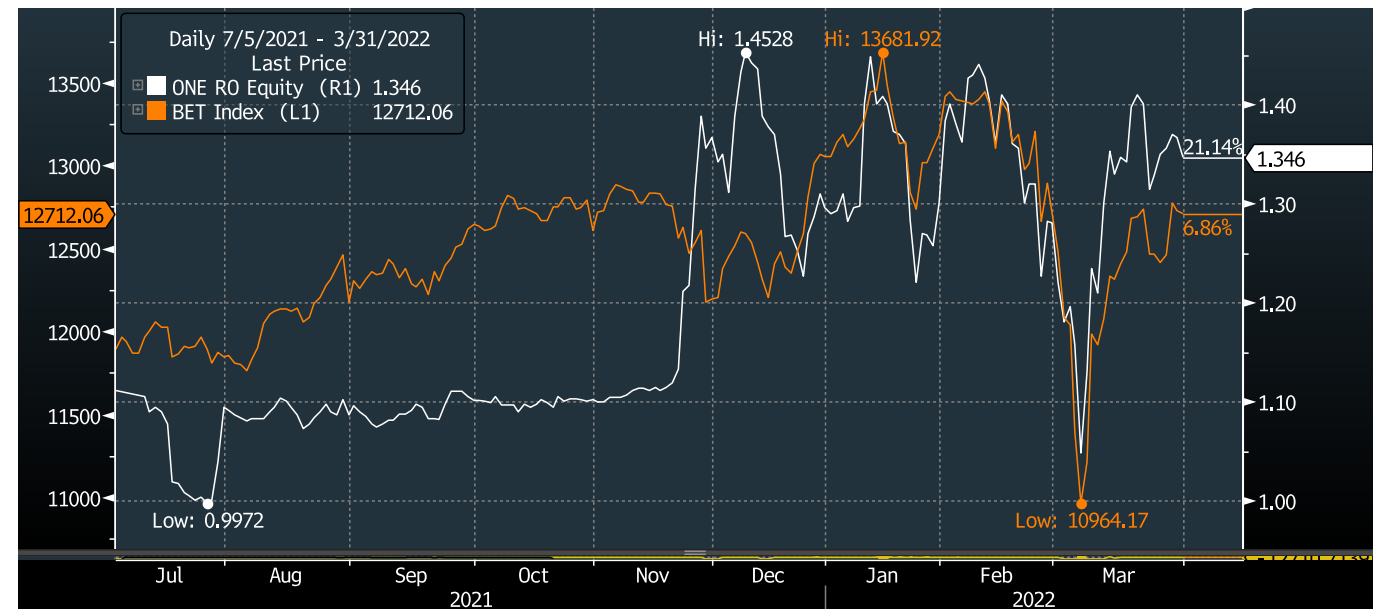
ONE SHARES DEVELOPMENT

Bloomberg

ONE RO Equity (One United Properties SA)
BET Index (Bucharest Stock Exchange Trading Index)
ONE RO Equity - BET Index

Since listing on BVB's Main Market until end of March 2022, One United Properties outperformed the local market, with ONE shares appreciating 21.14%, while the BET index increased 6.86% in the same period.

In volatile Q1 2022, ONE shares outperformed the benchmark index BET, delivering a +3.86% share price appreciation vs a -2.92% decline of BET index. Only 5 blue chips, including ONE, registered a positive evolution in this period.



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Bloomberg @Charts

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BVB LIQUIDITY

One United Properties is the 10th largest company listed on the Bucharest Stock Exchange by market capitalization, and the second largest entrepreneurial company (after DIGI).

Since listing, ONE has been consistently amongst the most traded stocks on BVB. In period 12.07.2021 - 20.04.2022, ONE shares had **2nd largest liquidity** when divided by the free-float, and were the **8th in terms of absolute liquidity**.

The data is presented in adjacent table (includes only shares traded on the BVB's Main Market).

Liquidity to free-float

Symbol	Liquidity to FF
TRP	0.1824%
ONE	0.0817%
SNN	0.0752%
M	0.0700%
SNP	0.0605%
TLV	0.0489%
BRD	0.0430%
SNG	0.0422%
TGN	0.0315%
EL	0.0308%
TEL	0.0233%
DIGI	0.0133%

Absolute liquidity (m RON)

Symbol	Traded value
TLV	1920
SNP	1169
BRD	681
TRP	571
SNG	561
SNN	469
M	466
ONE	323
DIGI	183
TGN	122
EL	147
TEL	53

2. PORTFOLIO

GROUP STRUCTURE

Victor Căpitanu through Vinci VER Holding
29.76%

Andrei Diaconescu through OA Liviu Holding Invest
29.76%

Free-float
40.52%

One United Properties

ONE RESIDENTIAL

One Mircea Eliade Properties 100%	One Peninsula 100%	One Herăstrău Vista ¹ 95%	One Lake District ¹ 100%
One Verdi Park 95%	One Modrojan ¹ 100%	One Floreasca Vista ¹ 95%	One Mamaia Nord P2 ¹ 100%
One Floreasca Towers 100%	One Charles de Gaulle Residence ¹ 100%	One Mamaia Nord P1 ¹ 95%	One Lake Club 100%
One Herăstrău Towers 100%	One Herăstrău Plaza ¹ 100%	One Timpuri Noi ¹ 95%	One High District 100%
	One Cotroceni Park 80%		One Athenee 100%

ONE OFFICES

One United Tower 70.24%	One Cotroceni Park Office 57.25%
One North Gate 62.405%	One Cotroceni Park Office Phase II 57.25%
One Herăstrău Office Properties 30%	One Cotroceni Park Office Phase III 80%
One Herăstrău Office ² 66.67%	

OTHER INVESTMENTS

One Long Term Value ¹ 100%
One Long Term Investments 100%
CCT ONE Switzerland ² 49.90%
One Carpathian Lodge ^{1 2} 66.72%
BO Retail SRL 100%
Bucur Obor S.A. 54.4351%

OPERATIONAL

X Architecture Engineering Consult 80%	Reinvent Energy 20%
Skia Real Estate 51%	Glass Rom Impex 20%
	One Property Support Services 20%

(1) Reflecting ongoing changes to the shareholding structure

(2) Companies owned by subsidiaries. Shown the indirect % of the OUP ownership

BUCHAREST



OUR RESIDENTIAL DEVELOPMENTS

one

UNITED PROPERTIES

- ① ONE Madrigalului
- ② ONE Floreasca Lake
- ③ ONE Herastrau Park
- ④ ONE Charles de Gaulle
- ⑤ ONE Herastrau Plaza
- ⑥ ONE Mircea Eliade
- ⑦ ONE Herastrau Towers
- ⑧ ONE Verdi Park
- ⑨ ONE Modrogan
- ⑩ ONE Peninsula
- ⑪ ONE Cotroceni Park
- ⑫ ONE Lake District
- ⑬ ONE Floreasca Towers
- ⑭ ONE Mamaia Nord
- ⑮ ONE Timpuri Noi
- ⑯ ONE Floreasca Vista
- ⑰ ONE Herastrau Vista
- ⑱ ONE High District
- ⑲ ONE Lake Club
- ⑳ ONE Athenee

MARKET OPPORTUNITY: BUCHAREST

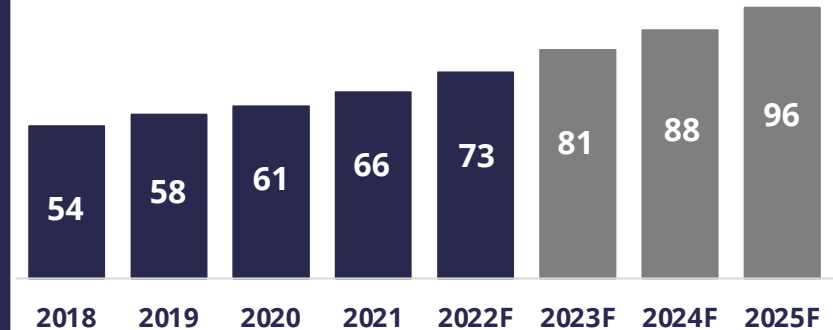
For at least 20 years, in various ways, the EU is using funds to foster convergence, transferring funds from the states in the developing and mature markets towards those in the emerging markets. It is expected for Romania to reach a developing stage within the next 10 years and as a result, the average salary per capita to converge towards EU Average. With higher salaries in Romania, demand for quality housing is expected to grow, thus increasing the prices of housing units.

The Bucharest Metropolitan Area's economy is growing, making it an attractive market opportunity. The capital generates 27% of total GDP in Romania. Most of the international companies entering Romania have set up local headquarters in Bucharest, driving the demand for **office buildings and residential developments** in near proximity.

Bucharest Metropolitan Area is the best performing region of the country, with 1m employees having an average net wage of €900 in Q1 2021, almost double than the national average.

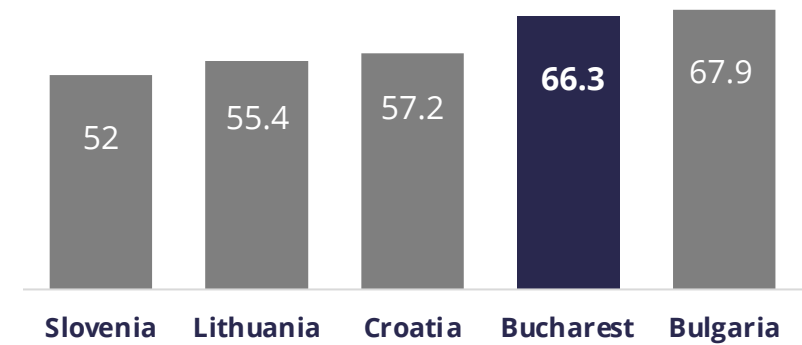
The average price for residential acquisitions in Bucharest at €1,425/sqm is significantly lower than in more developed cities across the CEE region such as Prague (€3,316) and Warsaw (€2,068/sqm), despite marginal differences in PPS GDP per capita (Bucharest: €43K; Prague: €56K; Warsaw: €46K). This in turn gives way for significant upside in valuations for One United Properties.

Bucharest Metropolitan Area - GDP
evolution (EUR bn)



Source: KPMG Advisory SRL Research, National Prognosis & Statistics Office

GDP Bucharest Metropolitan Area vs
CEE (EUR bn - 2021)



Source: National Prognosis & Statistics Office, CountryEconomy.com

RESIDENTIAL SEGMENT - TARGET

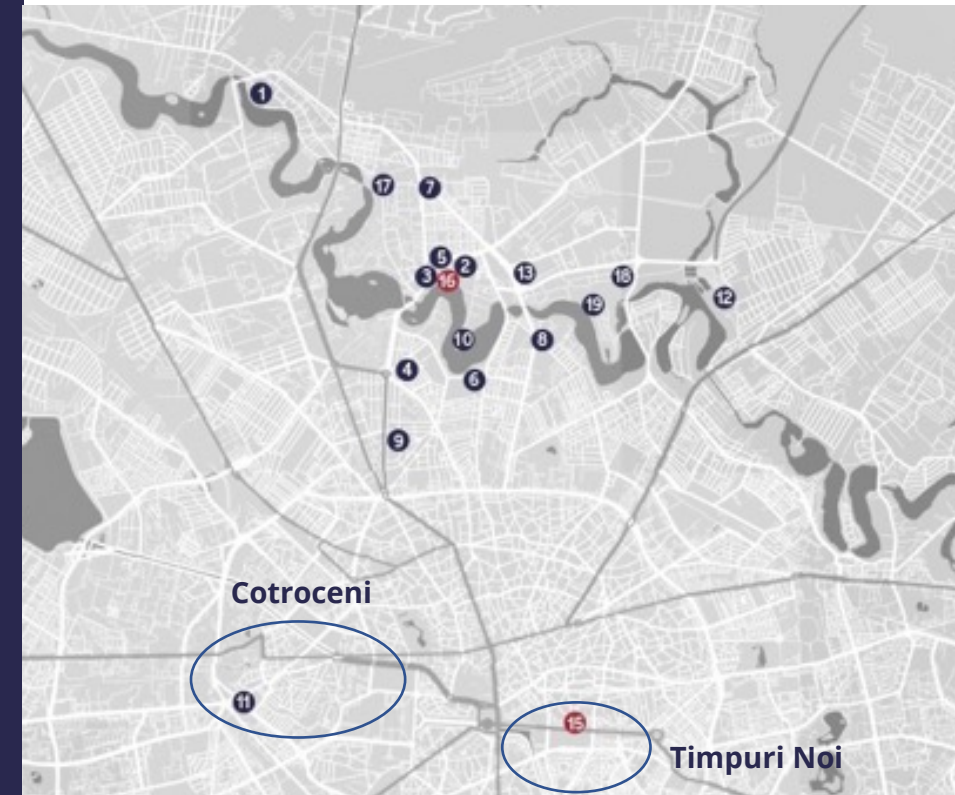
The target clients of One United Properties for the residential segment are:

- clients looking for developments located in premium areas of Bucharest (Herăstrău, Floreasca, Primăverii, Dorobanți, Victoriei Square), built by developers with good reputation, significant expertise on the residential market, offering unique architecture and design and a superior quality of finishes. These clients have monthly incomes of over €5,000-10,000 per family.
- clients looking for projects with average added value, located in central and semi-central areas of Bucharest, built by developers with good reputation, ideally a well-known brand, a consistent experience on the residential market, and offering very good quality of finishes. These clients have monthly incomes between €2,000 -5,000 per family.

The residential market is divided into the following 4 tiers: ultra high-end, high-end, medium and affordable. One United Properties operates on the first 3 tiers.

To serve all the market segments, One United Properties offers to clients three payment options for apartments that are under development at the time of signing the promise of sale – payment in full, equal instalments of 20% each, divided over the entire construction, or payment of 30% upon signing followed by 70% upon the completion of the development. The last option allows clients to access mortgages in order to finance the acquisitions, thus significantly widening the pool of potential clients.

Premium residential developments concentrate around the northern area of Bucharest



In order to diversify the client structure, One United Properties decided to develop projects in other sought-after districts, such as Cotroceni or Timpuri Noi. In these areas, the units are sold at lower prices per sqm compared to the northern area of Bucharest, however still offering to clients the landmark design and quality for which One United Properties is known.

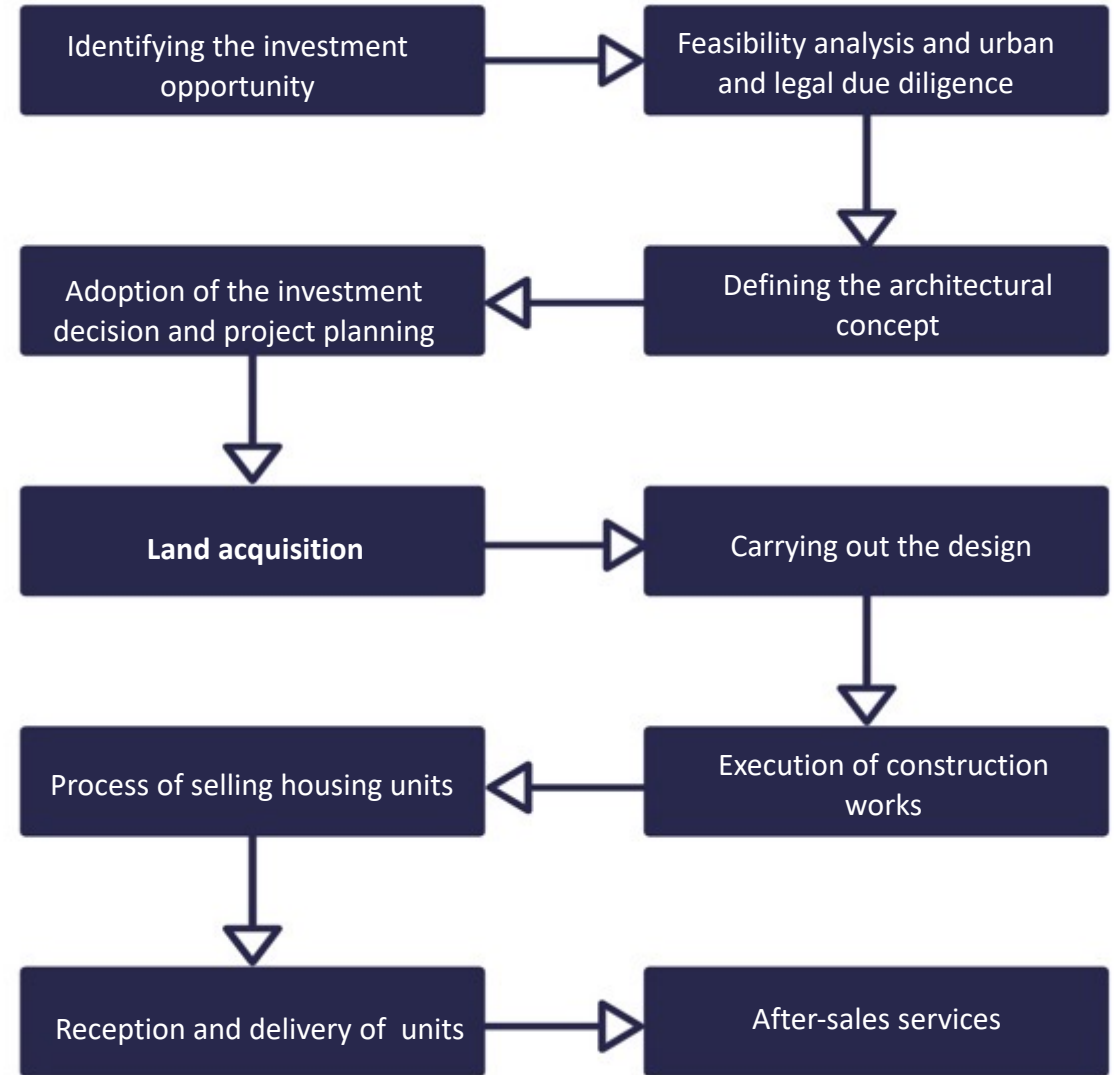
RESIDENTIAL SEGMENT - DEVELOPMENT

Prior to making a decision to acquire land for development, the management carries out a thorough analysis on the investment opportunity, which can last between 2-6 months. Only after the feasibility analysis, urban and legal due diligence, defining and seeking feedback from the market on the architectural concept, the decision on the investment is made.

The sale process of the housing units begins as soon as possible after the acquisition of the land destined for development. There are cases when certain areas of a project are sold prior to the acquisition of land for development, in order to attract the capital needed for the development. Sales made in the early stages of construction are used to supplement the financial resources needed in the execution of construction works.

Promises of sale concluded with promising buyers usually provide for the payment of the price in equal instalments of 20% each, divided over the entire construction, so that in most cases full payment of the price occurs before signing the sales contract for completed housing units. The sales strategy of the Issuer's subsidiaries usually aims at the progressive increase of the sale price as the project reaches certain stages in the authorization and execution of construction works, reflecting the increase in value associated with the respective housing units.

ONE'S RESIDENTIAL DEVELOPMENT PROCESS



DELIVERED
DEVELOPMENTS

ONE MAMAIA NORD



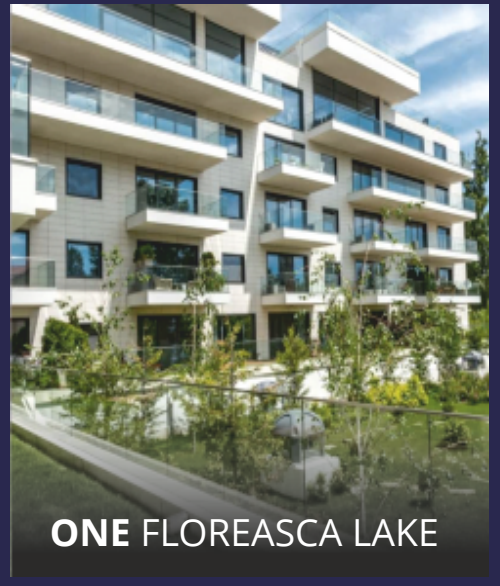
ONE HERASTRAU PLAZA



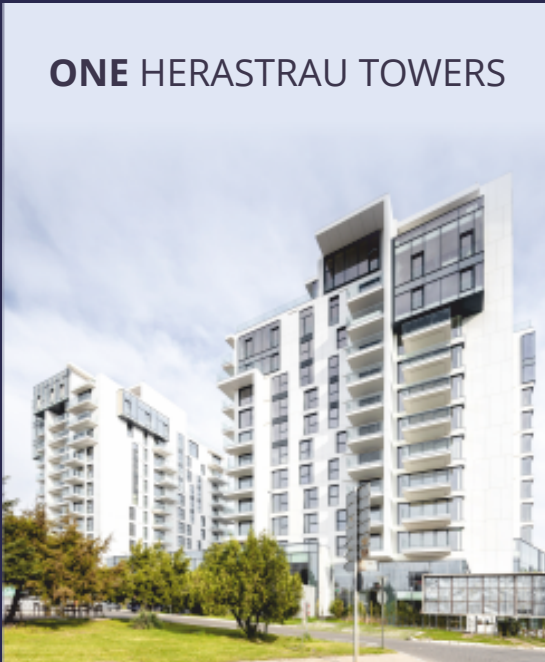
ONE MIRCEA ELIADE



ONE FLOREASCA LAKE



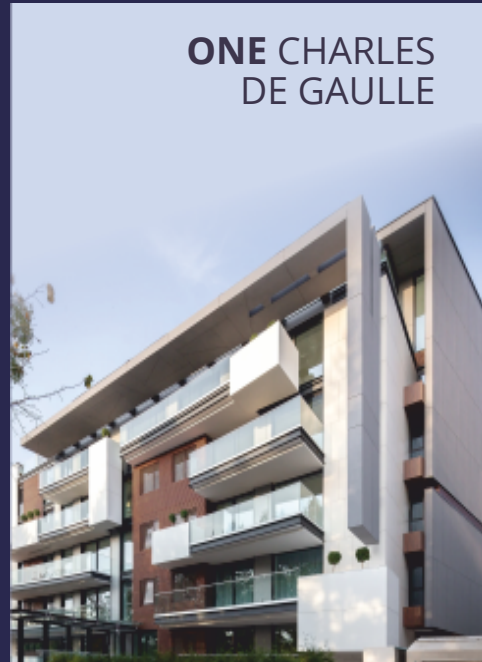
ONE HERASTRAU TOWERS



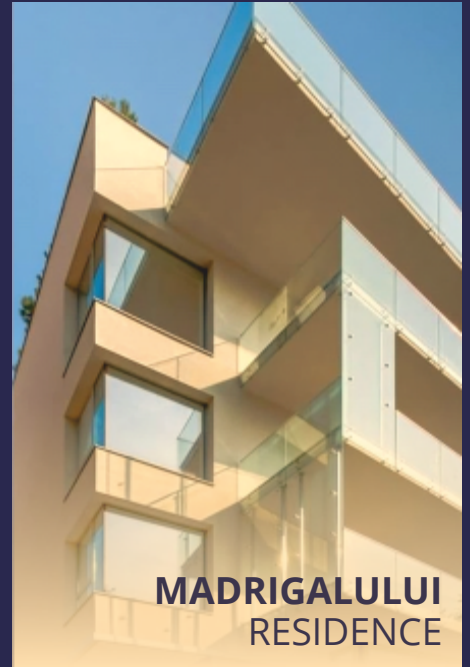
ONE HERASTRAU PARK



ONE CHARLES
DE GAULLE



MADRIGALULUI
RESIDENCE





ONE HERĂSTRĂU TOWERS

Starting date	Oct'18
Completion Date	Jan'22

RESI UNITS	147
PP	255
GBA (sqm)	33,007
Saleable (sqm)	21,985
- Apartments	16,986
- Commercial	4,996
GDV (m)	€ 54.80



ONE MAMAIA NORD

	Phase I	Phase II
Starting date	Sep'18	Q3'22
Completion Date	Jul'21	Q4'24

RESI UNITS	50	86
PP	69	148
GBA (sqm)	8,523	19,800
Saleable (sqm)	6,285	10,039
- Apartments	6,285	10,039
GDV (m)	€ 15.30	€ 23.30



ONE MIRCEA ELIADE

Starting date	Mar'18
Completion Date	May'21

RESI UNITS	244
PP	546
GBA (sqm)	60,735
Saleable (sqm)	34,681
- Apartments	30,949
- Commercial	3,732
GDV (m)	€ 117.30 ³⁰



ONE HERĂSTRĂU PLAZA

Starting date	Jun'16
Completion Date	Jan'19

RESI UNITS	169
PP	243
GBA (sqm)	32,414
Saleable (sqm)	18,001
- Apartments	15,494
- Commercial	2,507
GDV (m)	€ 33.50



ONE CHARLES DE GAULLE

Starting date Oct'15
Completion Date Jun'18

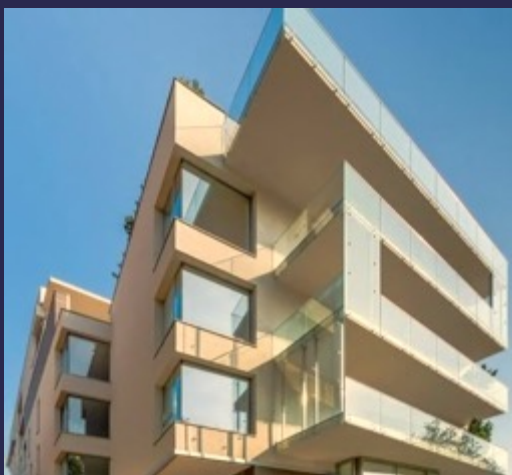
RESI UNITS	33
PP	55
GBA (sqm)	9,197
Saleable (sqm)	5,378
- Apartments	5,378
GDV (m)	€ 22.70



ONE HERĂSTRĂU PARK

Starting date Aug'15
Completion Date May'17

RESI UNITS	109
PP	155
GBA (sqm)	27,050
Saleable (sqm)	17,806
- Apartments	17,806
GDV (m)	€ 34.40



MADRIGALULUI RESIDENCE

Starting date Oct'13
Completion Date Sep'14

RESI UNITS	14
PP	12
GBA (sqm)	3,130
Saleable (sqm)	2,271
- Apartments	2,271
GDV (m)	€ 3.20



ONE FLOREASCA LAKE

Starting date Sep'11
Completion Date May'15

RESI UNITS	68
PP	86
GBA (sqm)	15,000
Saleable (sqm)	8,333
- Apartments	8,333
GDV (m)	€ 14.80

UNDER CONSTRUCTION & IN PIPELINE DEVELOPMENTS

**ONE FLOREASCA
VISTA**



ONE TIMPURI NOI



ONE PENINSULA



ONE COTROCENI PARK



**ONE
VERDI PARK**



ONE HERASTRAU VISTA



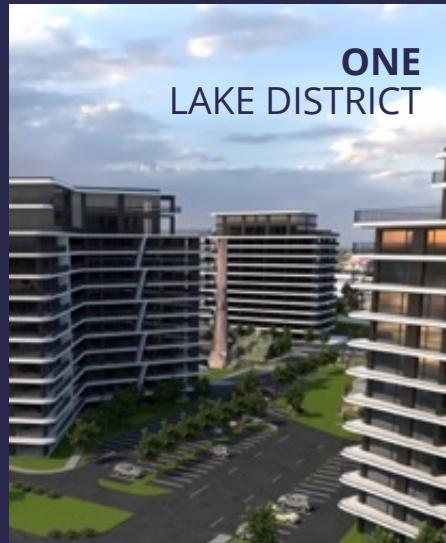
ONE MODROGAN



ONE FLOREASCA TOWERS



**ONE
LAKE DISTRICT**





ONE TIMPURI NOI

Starting date Apr'19
Scheduled Completion Date Q3'22

RESI UNITS	147
PP	173
GBA (sqm)	18,372
Saleable (sqm)	14,113
- Apartments	13,148
- Commercial	964
GDV (m)	€ 26.45



ONE FLOREASCA VISTA

Starting date Q2'20
Scheduled Completion Date Q3'22

RESI UNITS	63
PP	73
GBA (sqm)	11,719
Saleable (sqm)	9,232
- Apartments	9,232
GDV (m)	€ 31.45



ONE VERDI PARK

Starting date Nov'19
Scheduled Completion Date Q4'22

RESI UNITS	325
PP	492
GBA (sqm)	62,722
Saleable (sqm)	38,282
- Apartments	35,155
- Commercial	3,127
GDV (m)	€ 125.30



ONE MODROGAN

Starting date Oct'20
Scheduled Completion Date Q3'22

RESI UNITS	48
PP	90
GBA (sqm)	14,803
Saleable (sqm)	9,739
- Apartments	9,739
GDV (m)	€ 68.70



ONE PENINSULA

Starting date Oct'20
Scheduled Completion Date Q4'23

RESI UNITS	168
PP	287
GBA (sqm)	52,959
Saleable (sqm)	36,087
- Apartments	36,087
GDV (m)	€ 143.00



ONE COTROCENI PARK

Starting date Jun'21
Estimated Completion Date Q4'23

RESI UNITS	868
PP	1,361
GBA (sqm)	132,978
Saleable (sqm)	82,359
- Apartments	64,651
- Commercial	17,708
GDV (m)	€ 155.90



ONE FLOREASCA TOWERS

Starting date Q3'22
Estimated Completion Date Q2'24

RESI UNITS	208
PP	254
GBA (sqm)	44,000
Saleable (sqm)	21,210
- Apartments	20,237
- Commercial	973
GDV (m)	€ 61.80



ONE HERĂSTRĂU VISTA

Starting date Q3'22
Estimated Completion Date Q3'24

RESI UNITS	117
PP	181
GBA (sqm)	18,031
Saleable (sqm)	13,575
- Apartments	11,463
- Commercial	2,112
GDV (m)	€38.10



ONE LAKE DISTRICT

Starting date Q3'22
Estimated Completion Date Q3'26

RESI UNITS	2,076
PP	2,614
GBA (sqm)	251,663
Saleable (sqm)	178,047
- Apartments	177,068
- Commercial	979
GDV (m)	€ 322.20



ONE LAKE CLUB

Starting date Q3'22
Estimated Completion Date Q3'25

RESI UNITS	586
PP	787
GBA (sqm)	105,878
Saleable (sqm)	59,290
- Apartments	57,345
- Commercial	1,945
GDV (m)	€ 179.60



ONE HIGH DISTRICT

Starting date Q3'22
Estimated Completion Date Q4'24

RESI UNITS	859
PP	1,134
GBA (sqm)	146,045
Saleable (sqm)	73,016
- Apartments	66,992
- Commercial	6,024
GDV (m)	€154.20



ONE ATHENEE

Starting date Q3'22
Estimated Completion Date Q2'24

GBA (sqm)	2,896
GDV (m)	€ 24.00

BUCHAREST

OUR OFFICES PORTFOLIO

one

UNITED PROPERTIES

- ① ONE Tower
- ② ONE Cotroceni Park
- ③ ONE North Gate
- ④ ONE Herăstrău Office

OFFICE SEGMENT

Selected tenants include:



Building on its residential success, **One United Properties** entered the office segment in November 2017 through acquisition of One North Gate. ONE focuses on development of Grade A offices, targeting a **GLA of 136K sqm by the end of 2022**. Out of that, 101K sqm are already finished (One Cotroceni Park Office Phase I, One Tower, One North Gate and Herăstrău Office), and another 35K sqm are scheduled for completion - One Cotroceni Park Phase II – in 2022. The company projects that on completion, the consolidated portfolio, will have an estimated total **market value of €412m** and will generate approx. **€25m of rental income** annually.

The growth within the ONE office portfolio is generated by three vectors:

- The strong trend of corporates that are taking the opportunity of the pandemic period to redraw their entire corporate real estate strategy and to **relocate from older generation buildings to new, modern ones**, to upgrade;
- The need to provide **sanitary comfort** to talent, in order to attract them back to the office, hence the prioritizing of LEED and WELL certified properties;
- The strategy to follow a **hub and spoke office distribution** throughout the city, opening several new satellite offices to dramatically reduce commute time of the employees, promoting a near home office environment.

The office segment is of strategic importance for One United Properties as it envisages the medium to long-term rental of spaces (minimum 5 years, preferred 7-10 years contracts), offering a predictable recurrent revenue, complementing the residential development business model.

OFFICE PORTFOLIO



ONE COTROCENI PARK

	Phase I	Phase II
Starting date	Sep '19	Jun '21
Completion Date	Dec '21	Dec '22
TOTAL GLA	46,252	34,456
- Offices (sqm)	43,261	32,075
- Terraces (sqm)	1,975	2,111
- Storage (sqm)	1,016	270
PP	745	555



ONE TOWER

Starting date	Mar '18
Completion Date	Dec '20
TOTAL GLA	24,039
- Offices (sqm)	23,287
- Terraces (sqm)	504
- Storage (sqm)	248
PP	460



ONE NORTH GATE

Acquisition date	Nov '17
TOTAL GLA	23,024
- Offices (sqm)	22,545
- Terraces (sqm)	-
- Storage (sqm)	480
PP	465



ONE HERĂSTRĂU OFFICE

Acquisition Date	Jun '20
TOTAL GLA	8,074
- Offices (sqm)	7,673
- Terraces (sqm)	351
- Storage (sqm)	50
PP	111

RETAIL PORTFOLIO



BUCUR OBOR

Acquisition date Feb '22

RETAIL GLA 26,000
Tenants Multiple (small businesses)



ONE VERDI PARK

Starting date Nov'19
Completion Date Q4'22

RETAIL GLA 2,000
Tenant Lidl



ONE GALLERY

Starting date Q2'22
Completion Date Q3'24

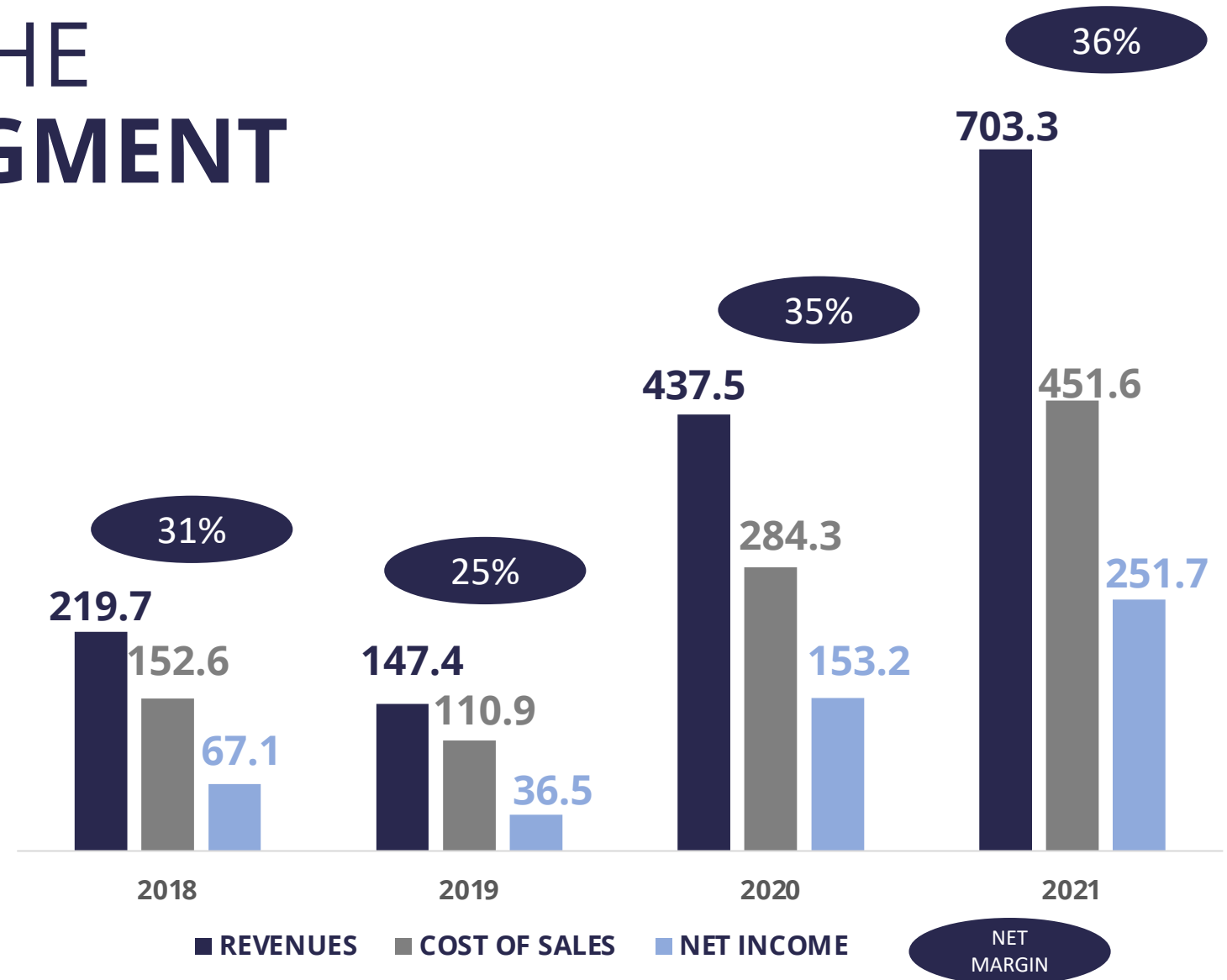
RETAIL GLA 13,500
Tenant Multiple (high-end)

A nighttime photograph of a city skyline reflected in water. Three prominent skyscrapers with illuminated facades and distinctive, glowing, geometric roof structures are the central focus. The lights from the buildings and streetlights along the waterfront create bright reflections on the calm water surface. The sky is a deep, dark blue.

3. HISTORICAL RESULTS HIGHLIGHTS

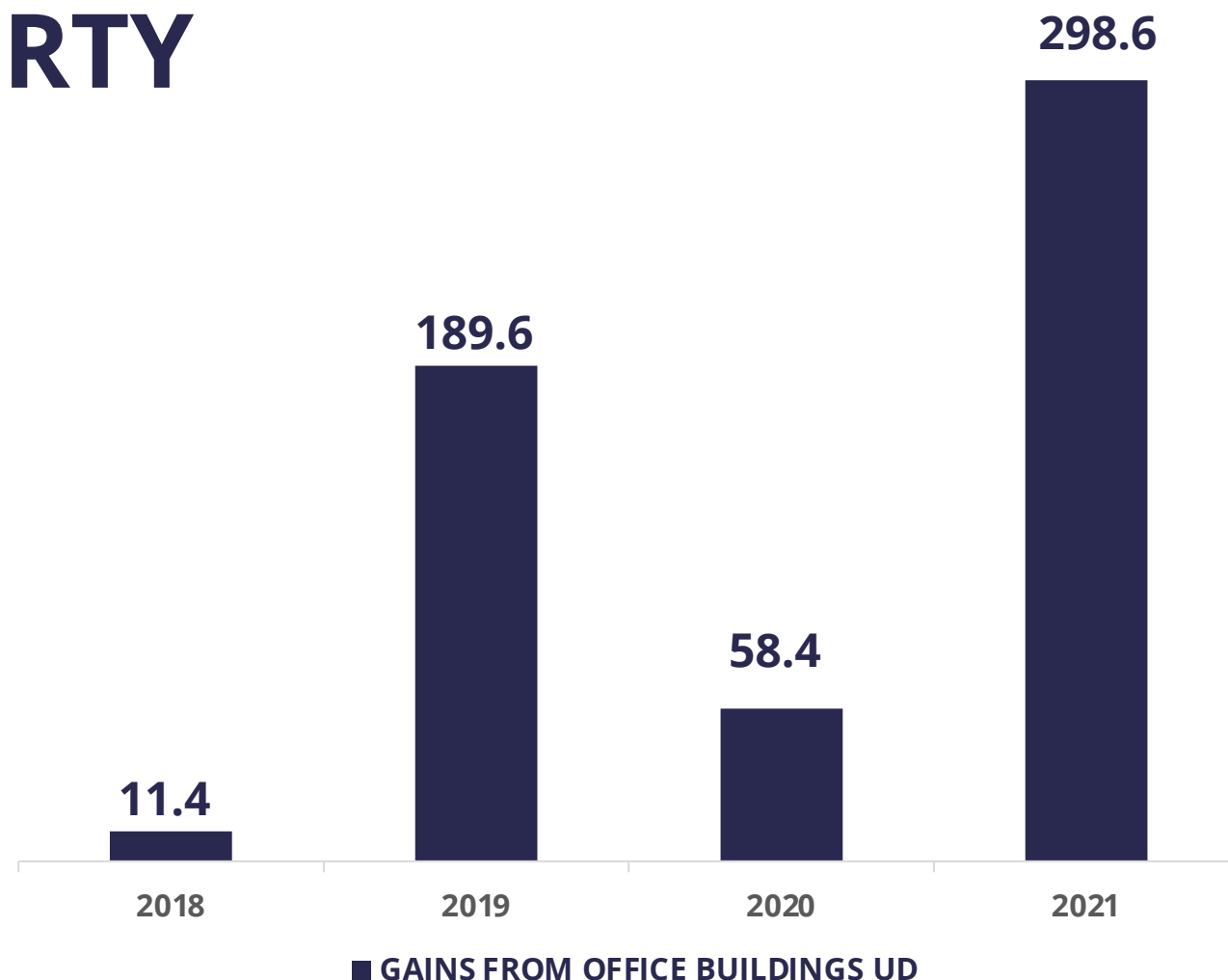
EVOLUTION OF THE RESIDENTIAL SEGMENT

- In 2021 the sales of residential properties reached RON 703.3m in 2021, a 64% increase, generated by sales at One Cotroceni Park and One Verdi Park.
- Decrease in sales of 33% between 2018 and 2019 was due to units sold in 2019 were in less advanced stage of completion, implying lower recognition of amounts collected as income from sales of properties.
- Net income increased 275% between 2018 and 2021, with the margin increasing with 5pp, from 31% margin in 2018 to 36% margin in 2021.



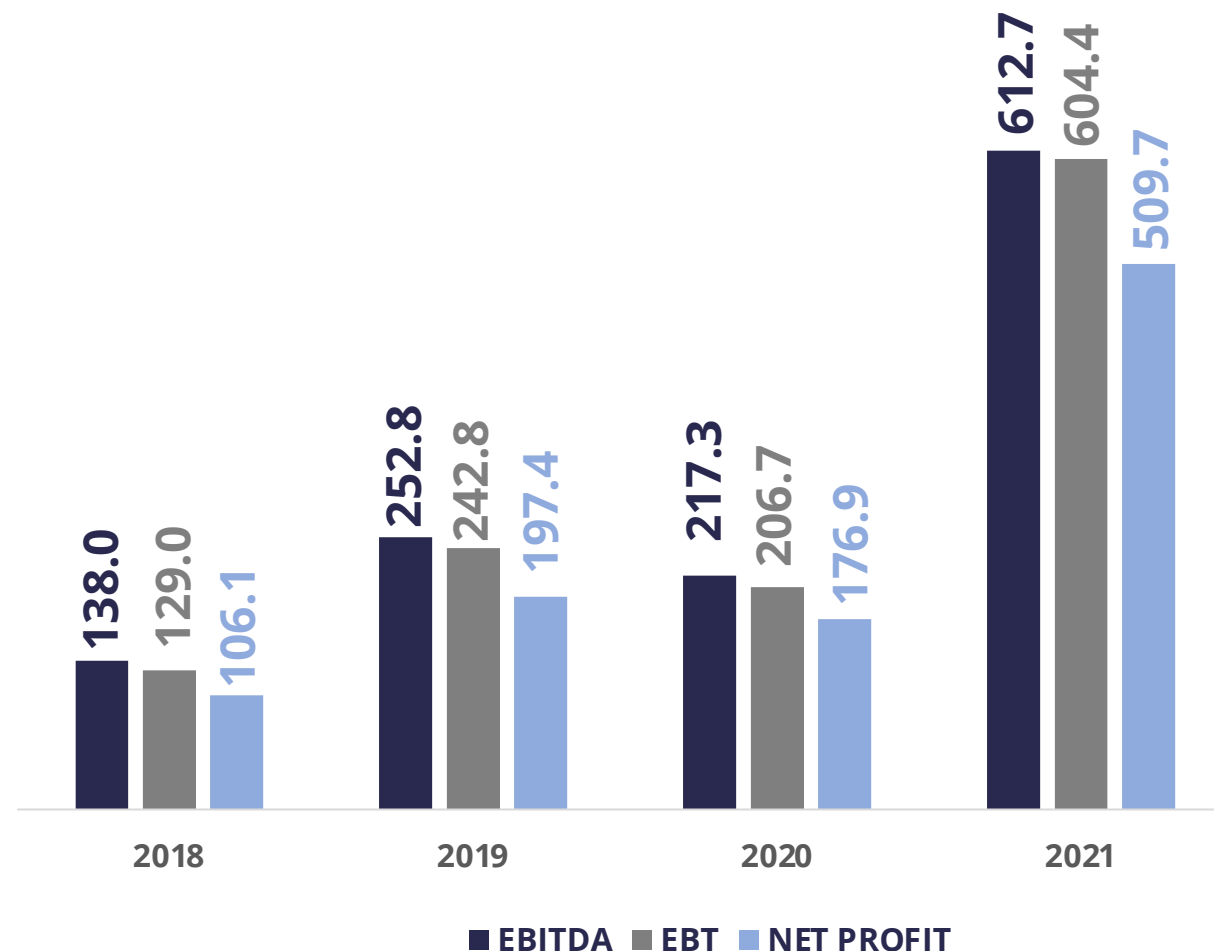
GAINS FROM INVESTMENT PROPERTY

- Revenue and profits from the development of office buildings increased 412% in 2021, reaching RON 298.6m due to the advanced development of office buildings, with the main impact being generated by the reception of OCP Office Phase 1, finalization of structural works for OCP Office Phase 2, One Tower starting to bring significant rental income as well as increase in leased and preleased surfaces.
- The variation of the gains from office buildings under development is caused by the growth, number, and stage of the office buildings included in the portfolio. Due to the health crisis of 2020, the valuator's approach that year was more prudent, with more conservative valuation parameters.



GLOBAL RESULT

- Accelerated growth in 2021 with over 4,5x increase in the key indicators between 2018 and 2021.
- Despite a significantly larger scale of business, the administrative costs have grown at a much slower pace, registering in 2021 an increase of 8% compared to 2020, reaching RON 32.4 million, despite the company listing on the Bucharest Stock Exchange and increase in hiring and third-party costs.
- Gross result is the relevant indicator due to significant part of the taxes being deferred. For example, the income tax for 2021 amounted to RON 94.7m (RON 15.7m is the actual expenditure and the rest represents the deferred tax on profit).
- Profits are distributed on a semi-annual basis, in line with dividend policy (payout of up to 35% of gross profit) and reinvestment of rest of capital due to the significant growth opportunities.

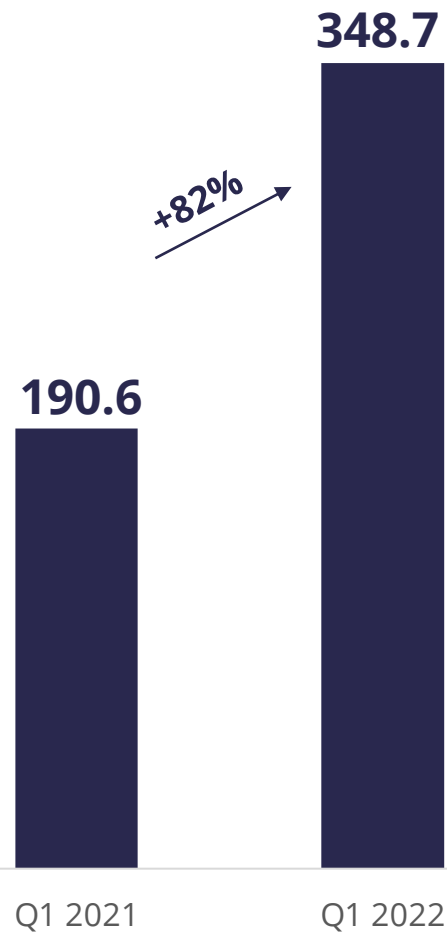


4. Q1 2022 FINANCIAL RESULTS

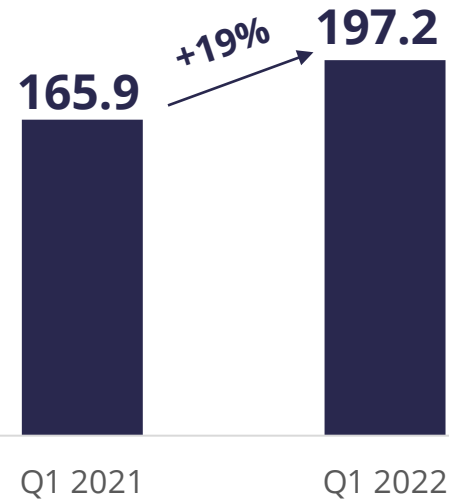
one
UNITED PROPERTIES



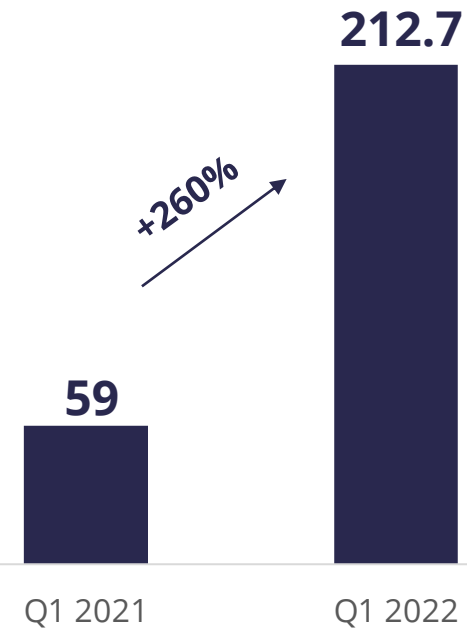
FINANCIAL HIGHLIGHTS



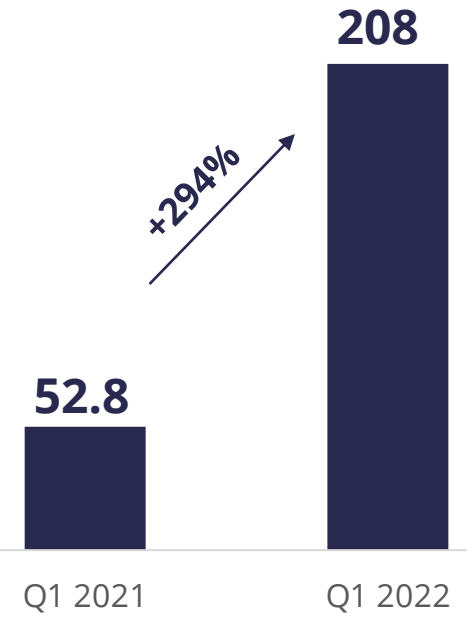
**CONSOLIDATED
TURNOVER**



**REVENUE FROM
RESIDENTIAL SALES**



EBITDA



**CONSOLIDATED GROSS
PROFIT**

BUSINESS HIGHLIGHTS

RESIDENTIAL



120 apartments sold in Q1 2022, a 193% increase compared to Q1 2021, driven by continued excellent sales at **One Cotroceni Park** (76 out of 868 resi units sold) and **One Verdi Park** (36 out of 334 resi units sold).

OFFICE



More significant revenues coming from office segment following the almost full lease of One Tower, the completion of **One Cotroceni Park P1** (where tenants still are in fit-out phase). The rental income will continue QoQ growth throughout 2022 as tenants move in.

RETAIL



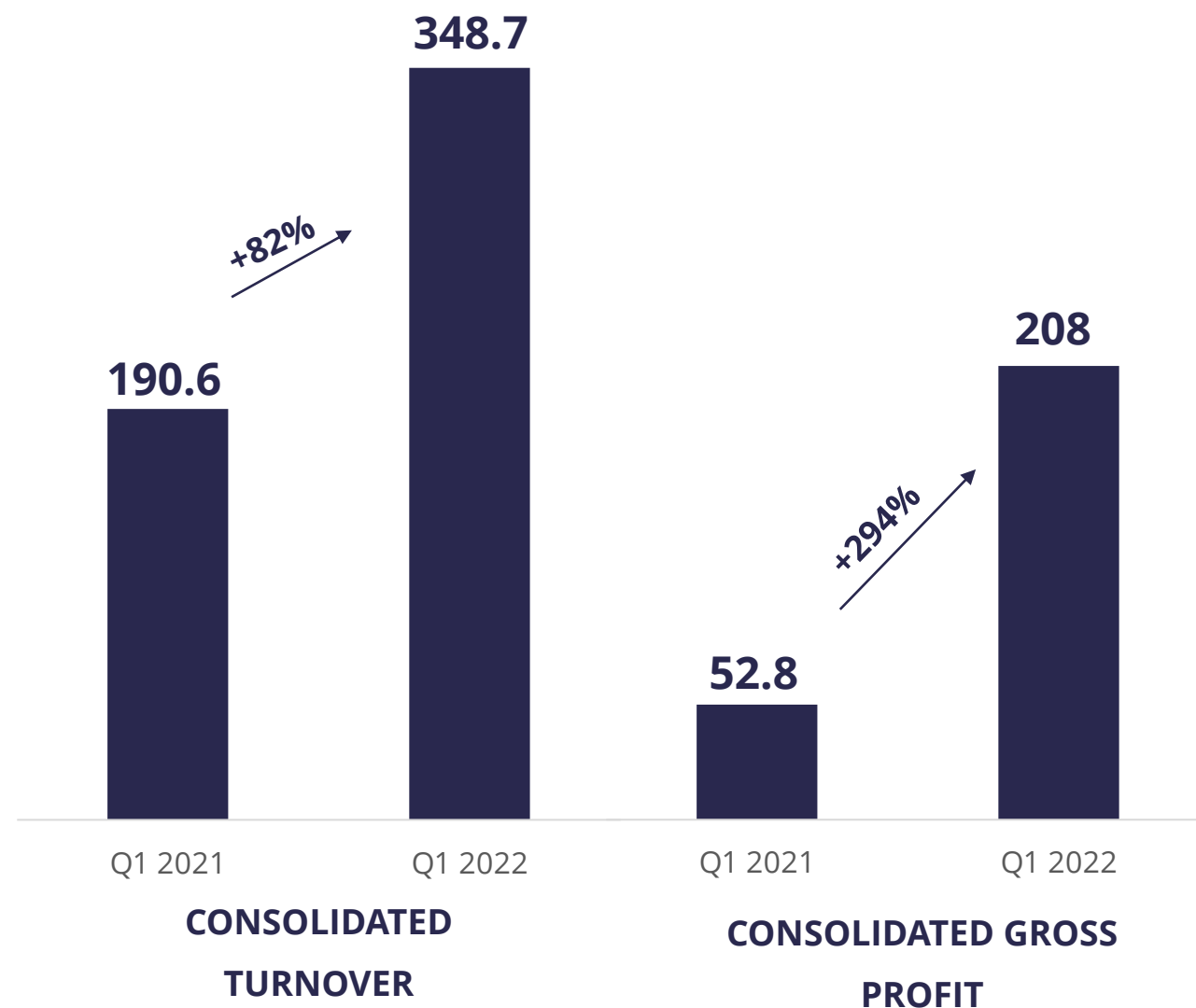
Finalization of the acquisition of controlling stake **Bucur Obor S.A.** with 26K sqm of GLA and announcement of the acquisition of the **Ford Factory**, development with an estimated 13K sqm of retail GLA upon completion.

KEY FINANCIAL FIGURES

Consolidated turnover of One United Properties grew 82% in Q1 2022 compared to Q1 2021, reaching RON 348.7 million.

Turnover included revenues from apartment sales (RON 197.2m), gains from bargain purchase (RON 97m) and gains from completed investment property (RON 43.8m), rental revenues (RON 8.6m), other operating income (RON 2.1m).

Gross profit reached RON 208m, 294% increase compared to Q1'21 while the bottom line increased 320%, reaching RON 166.4 million. The income tax for Q1 2022 amounted to RON 41.6m (RON 5.7m actual expenditure and the remaining RON 35.9m represents the deferred tax of profit).

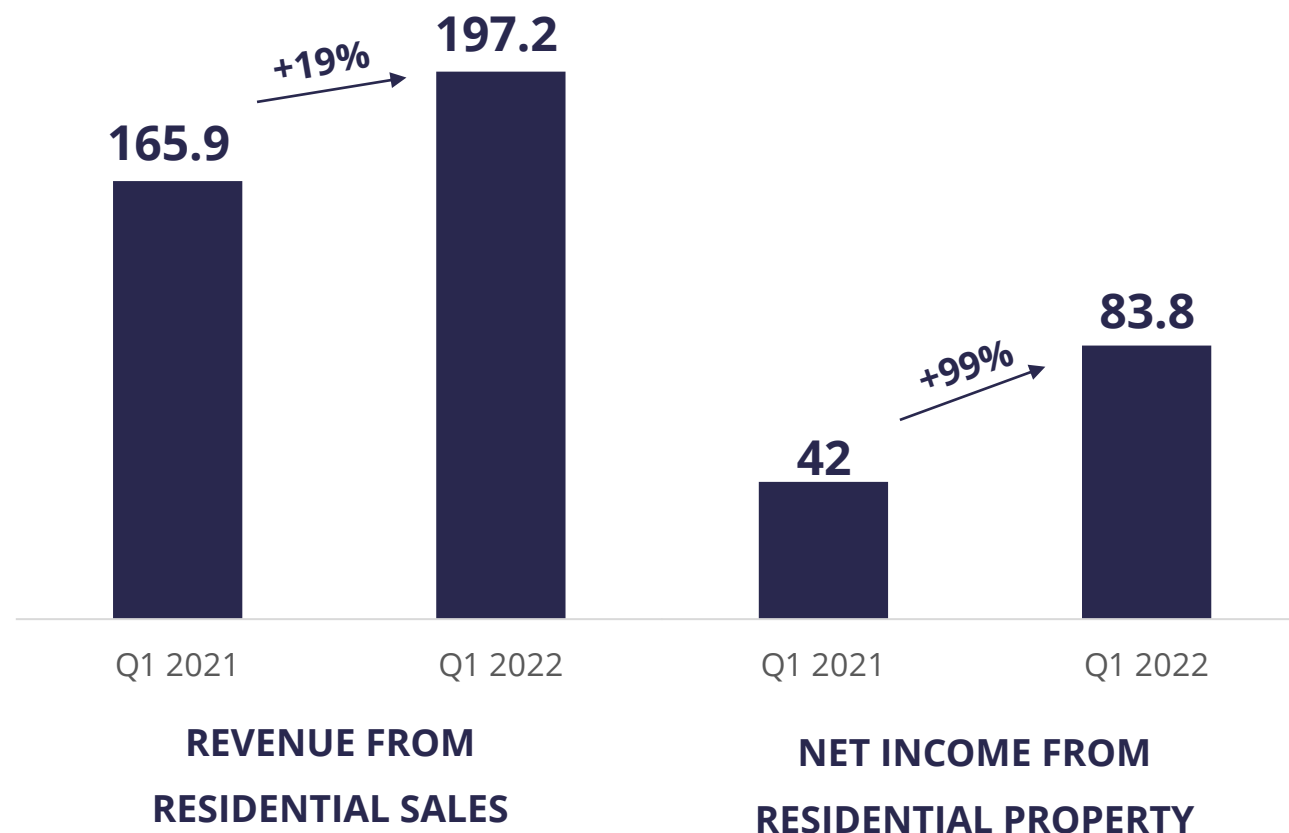


KEY FINANCIAL FIGURES - RESIDENTIAL

Revenues from residential division reached RON 197.2m in Q1 2022, a 19% increase.

The net income from residential division reached RON 83.8m in Q1 2022, generating a 42.5% margin, 17pp appreciation compared to Q1 2021.

Excellent sales at One Cotroceni Park where Group pre-sold 76 out of 868 residential units in Q1 2022 and One Verdi Park, where 36 out of 334 residential units were sold in Q1.



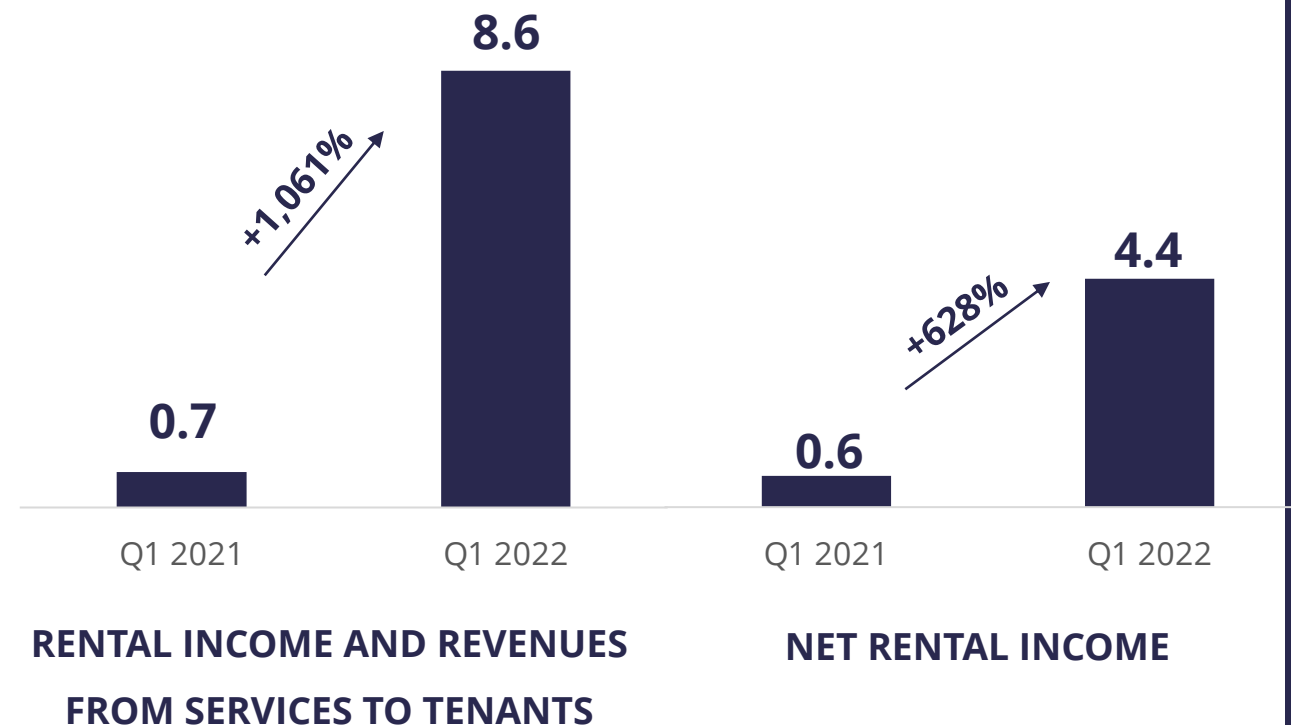
KEY FINANCIAL FIGURES - COMMERCIAL

The rental income from the commercial division (office & retail) reached RON 8.6m, a 1,061% increase.

The effect has been driven by the revenues coming from tenants at One Tower (leased out at 91% as of Q1'22, OCP Phase 1 (leased out at 78% as of Q1'22, however not yet generating full income as most tenants are still in the fit-out phase), as well as Bucur Obor.

In Q1 2022, the Group did not record gains from office buildings under development, however, did record the gains from bargain purchase in the total amount of RON 97 million, which represents the gain from the transaction of purchasing a majority stake in Bucur Obor.

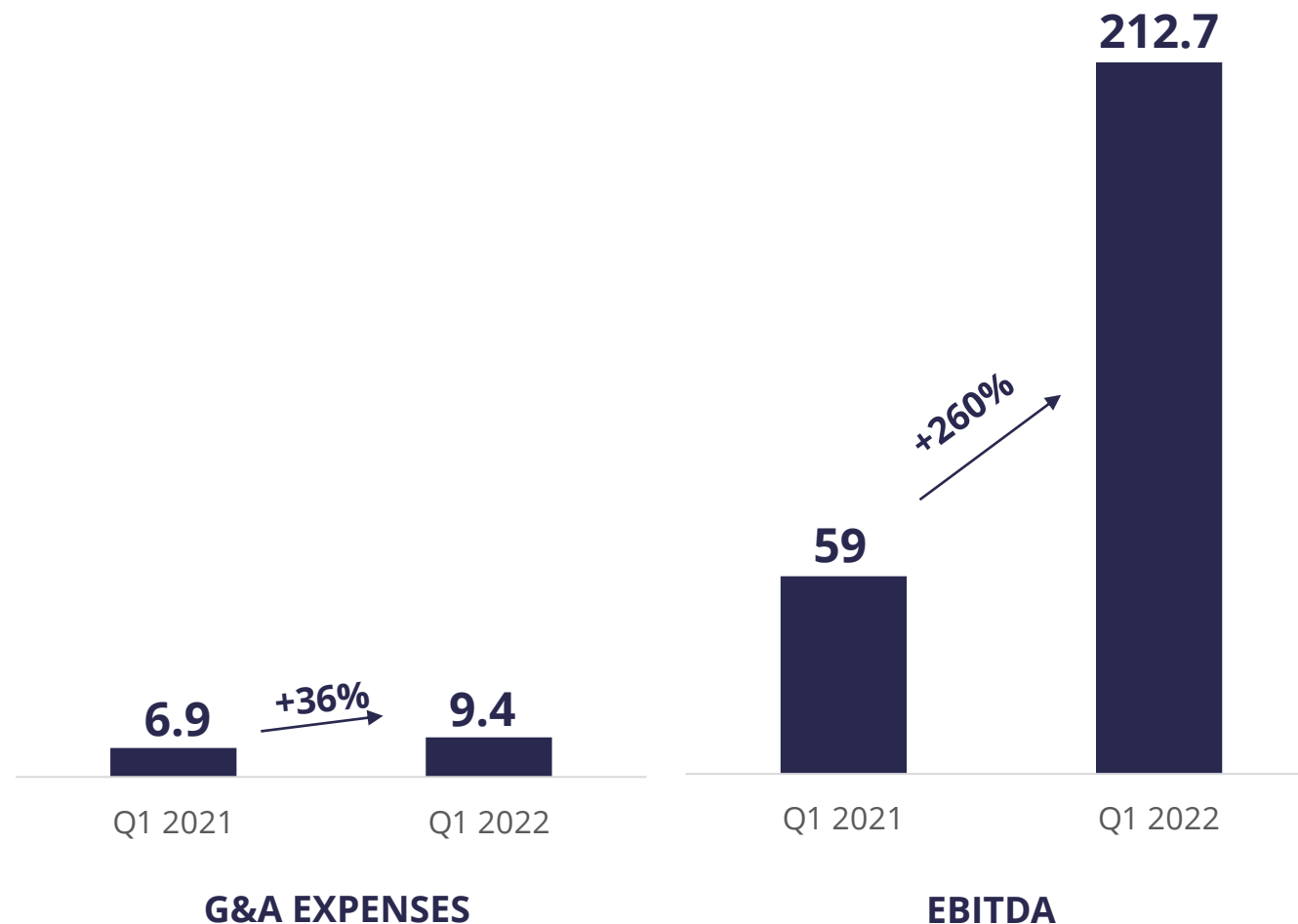
In additional, in Q1 2022, the Group recorded RON 43.8 million in gains from development of residential investment properties for rent, corresponding to 29 rental apartments at One Mircea Eliade.



KEY FINANCIAL FIGURES

G&A expenses increased by 36%, from RON 6.9 to RON 9.4 million. The administrative costs grew 44% in Q1 2022 due to a significantly larger scale of the business and due to the costs related to public listing.

Other operating expenses amounted to RON 6.9 million in Q1 2022, from RON 0.6 million in Q1 2021. Out of that, RON 2.8 million are sponsorships related to CSR activities, which will be fully deducted from profit tax. Other items under this position include the costs attached to property expenses for residential developments completed and not yet delivered to clients.

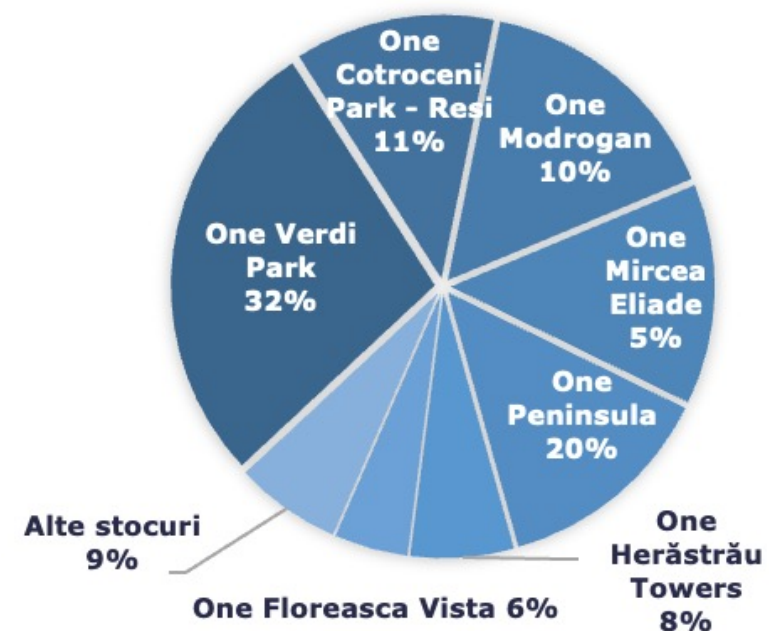


ASSETS – RESIDENTIAL

The decrease in the residential properties from RON 344m to RON 308.5m since the beginning of 2022 was due to good sales at One Cotroceni Park and One Verdi Park and recognition of the related costs of sales in Q1 2022.

Additionally, there was an effect generated by the reclassification of the 29 apartments at One Mircea Eliade, from inventory to investment properties.

Residential Property in '000 RON	31.03.2022	31.12.2021
One Verdi Park	99,213	105,693
One Cotroceni Park - Residential	32,502	35,007
One Modrogan	31,859	29,866
One Mircea Eliade	15,511	45,598
One Peninsula	61,426	60,217
One Herăstrău Towers	23,653	23,738
One Floreasca Vista	17,297	17,041
One Timpuri Noi	11,020	10,949
One Mamaia Nord 2	7,100	2,793
One Herastrau Vista	4,825	4,818
One Mamaia Nord 1	2,906	7,152
Other inventories	1,154	1,107
TOTAL	308,466	343,978



ASSETS – OFFICE, RETAIL & LANDBANK

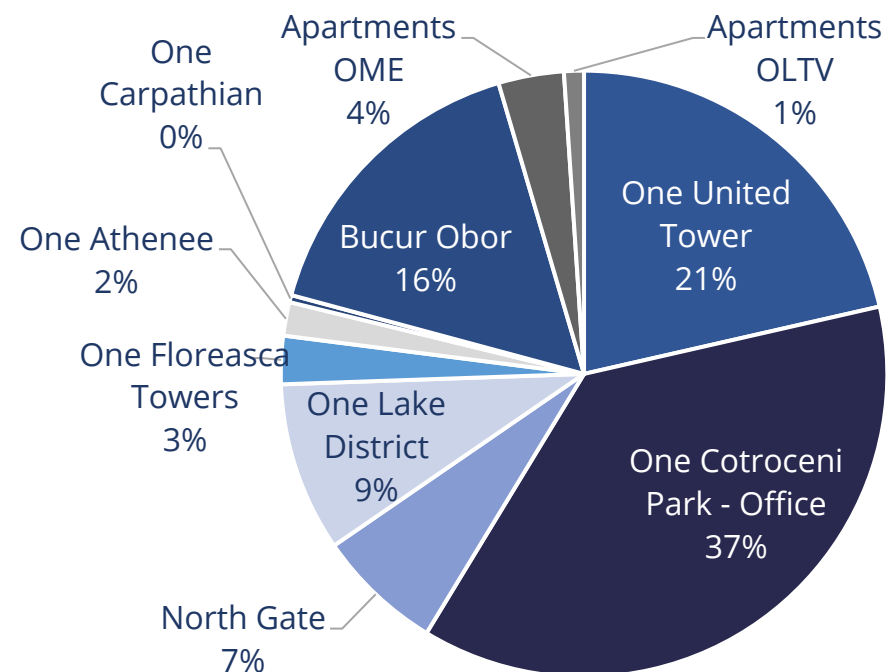
The non-current assets increased 29%, reaching RON 1.9 billion, driven by a 30% increase in investment properties which reached RON 1.88 billion as of 31.03.2022.

The increase is due to the addition of the Bucur Obor (consolidated as of 2022 following the finalization of the acquisition in Q1 2022) and the 29 OME apartments that were reclassified from inventory to investment property in Q1 2022.

Additionally, the company registered a constant increase in the value of the investment properties due their continuous development, increase in projected revenues and improved zoning and permitting status.

As of 31.03.2022, the Group had land plots for residential development under permitting and in planning stage with a total surface of over 173,000 sqm.

Office, Retail & Landbank in '000 RON	31.03.2022	31.12.2021
One United Tower	402,714	396,116
One Cotroceni Park - Office	700,057	650,175
North Gate	126,424	126,353
One Lake District	169,704	168,73
One Floreasca Towers	48,253	47,589
One Athenee	33,585	33,572
One Carpathian	7,148	7,148
Bucur Obor	305,548	-
Apartments OME	65,58	-
Apartments OLTV	19,923	19,781
TOTAL	1,878,936	1,449,465



CASH POSITION

Cash position increased 11% in 2022, to RON 566.2 million due to positive cash flows generated from sales and rental activity.

One United Properties announced a share capital increase in Q1 2022. Funds from the capital increase shall be primarily invested in new developments, in accordance with the solid pipeline of the company. The current cash position will be used to accelerate the delivery of the ongoing developments.

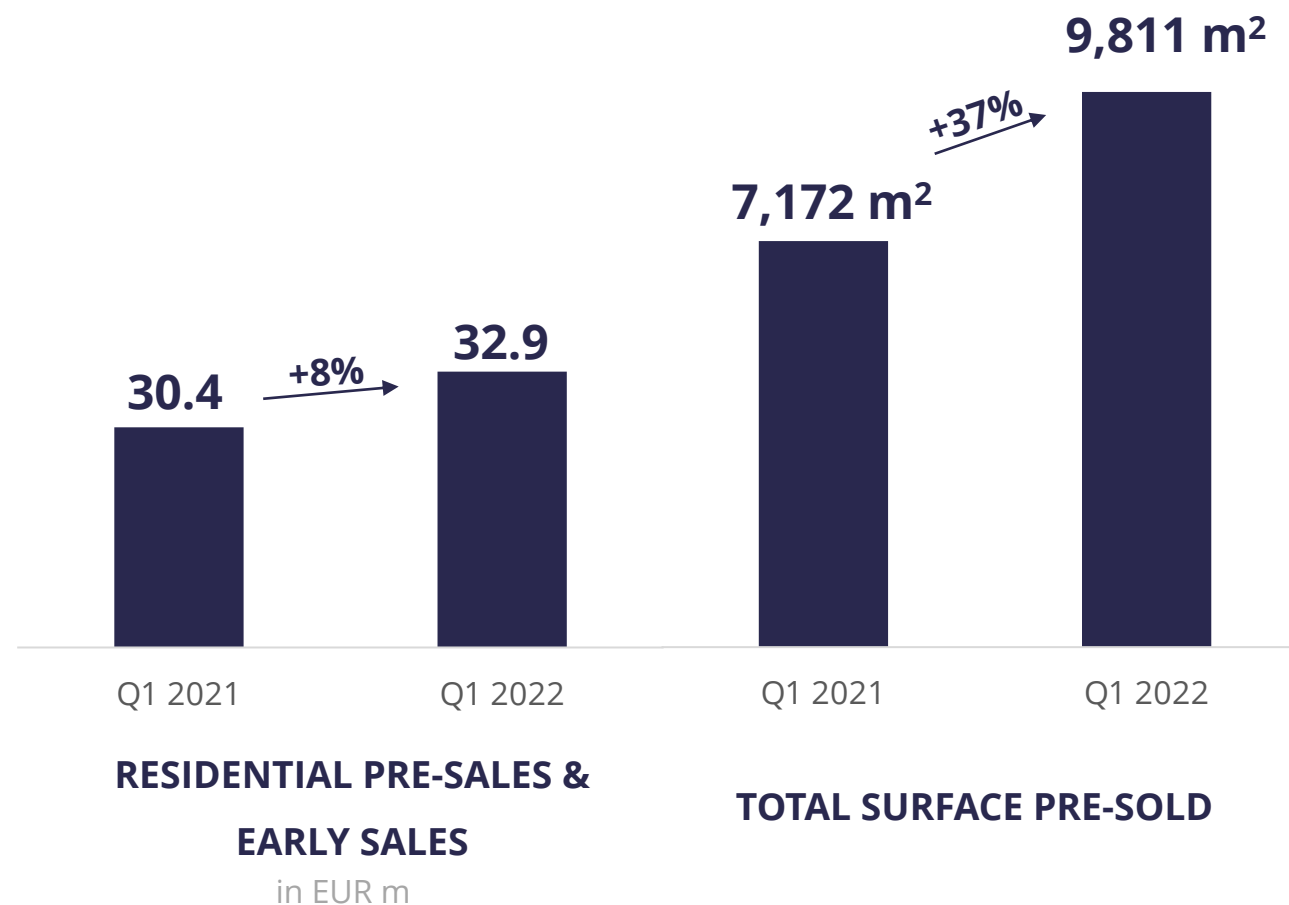


RESIDENTIAL PRE-SALES

120 apartments with a total surface of 9,811 sqm, 129 parking spaces and 10 commercial spaces and other units were sold and pre-sold for a total of EUR 28.6m in Q1 2022.

In Q1 2021, the Group sold and pre-sold 41 apartments, with a total surface of 7,172 sqm, 49 parking spaces and 2 commercial spaces and other units for EUR 30.1m.

Sales presented on this slide **do include** the pre-sales to early clients (lower margin sales that help finance land acquisitions). The total value of these sales in Q1 2022 was EUR 4.3 million, vs EUR 0.3 million in Q1 2021.



RESI TRENDS

Similar to the previous two quarters, most of the apartments sold were part of One Cotroceni Park, One United Properties' largest development to date. In Q1 2022, the Group pre-sold 76 residential units and as of the end of Q1 2022, there were 96 units remaining available for sale.

Apart from OCP, the Group also saw a significant increase, of 227%, in sales at One Verdi Park, development with 334 residential units.

The rest of the developments registered a varying degree of YoY slowdown in sales due to the low availability of the stock as majority of the developments are close to being fully sold out.

Dezvoltare	Livrare	Total unități	31.03.2022	31.03.2021	Δ %
One Mircea Eliade	Q4 2020	244	3	7	-57%
One Mamaia Nord	Q1 2021	50	0	1	-100%
One Herastrau Towers	Q4 2021	147	0	3	-100%
One Timpuri Noi	Q3 2022	147	2	8	-75%
One Floreasca Vista	Q3 2022	63	1	1	0%
One Verdi Park	Q4 2022	325	36	11	227%
One Modrogan	Q4 2022	48	1	2	-50%
One Peninsula	Q2 2023	168	1	8	-88%
One Cotroceni Park	Q4 2023	868	76	0	100%
TOTAL UNITĂȚI VINDUTE			120	41	193%

RESI TRENDS

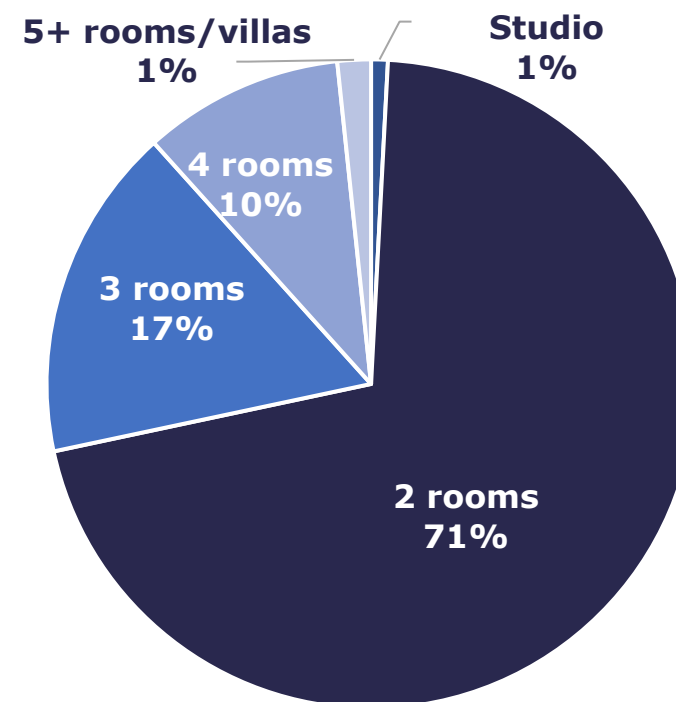
The majority of the apartments sold by One United Properties in Q1 2022 were two-rooms apartments, the increase being primarily driven by the demand at One Cotroceni Park.

An increase of 67% in the demand was also recorded for the 3-rooms flats. The larger units registered a small year-on-year decline due to the particularities of the available stock.

The increase for these two types of apartment flats was driven by the sales in One Cotroceni Park. The excellent sales for OCP proves the potential for One United Properties on the medium- to medium-high segment.

Apartment type	31.03.2022	31.03.2021	Δ %
Studio	1	1	0%
2 rooms	85	11	673%
3 rooms	20	12	67%
4 rooms	12	13	-8%
5+ rooms / villas	2	4	-50%
TOTAL UNITS SOLD	120	41	193%

Note: 2 room = 1 bedroom.



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UNITED PROPERTIES



5. 2022 OUTLOOK

2022 OUTLOOK

2022 Budget One United Properties	RON	Δ% vs. 2021P
Turnover	1,523,119,444	35%
Revenues from sales of residential property	1,217,899,669	72%
Rental income from commercial segment	71,778,670	507%
Profit from operating activity	663,366,162	8%
Net Profit	548,709,933	9%
Investments	1,162,506,607	

The above-presented Budget for 2022 was approved by the General Meeting of Shareholders from 26.04.2022.

For 2022, One United Properties estimates the completion of the following residential developments: One Floreasca Vista, One Timpuri Noi, One Modrogan and One Verdi Park, which will contribute significantly to the net income.

The rental income is estimated to reach RON 71.8m in 2022, driven by a full occupancy of One Tower and One Cotroceni Park Phase 1, as well as includes the rental income of shopping center Bucur Obor, where One United Properties holds a majority stake.

2022 NEW PIPELINE

The real estate market, in particular residential, has significant growth and consolidation potential in Romania. Thus, One United Properties will carry out the share capital increase operation. Funds from the capital increase to be invested in new developments.

- Advanced negotiation, some with written or verbal understandings for 10 potential future developments, other properties (more than 20) in early discussion or negotiation.
- These 10 potential developments with app. 10,000 apartments (more than 1m sqm aboveground GBA) to be developed within the next 7 years.
- These properties, in case they are acquired and developed, could generate an anticipated GDV of more than €2.3 billion and potential gross profit of more than €900 million.
- Approx. 10% of the developments will be for office and commercial use. The company's focus is to invest with priority in Bucharest, where most of the pipeline is located.



One Floreasca City, the the first sustainable development with a mixed-use function in Romania. In March 2022, One United Properties acquired the former Ford factory located within OFC, which will be restored within the next 2 years and transformed into retail space with 13,000 sqm GLA.

one

UNITED PROPERTIES

6. MANAGEMENT TEAM

ORGANIZATIONAL STRUCTURE

GENERAL SHAREHOLDERS MEETING

BOARD OF DIRECTORS

EXECUTIVE MANAGEMENT

Nomination &
Compensation
Committee

Risk & Audit
Committee

**PROJECT
DEVELOPMENT**

ARCHITECTURE

URBANISM

DESIGN

FINANCIAL

Accounting

Controlling

Treasury

Payments

Financing

LEGAL

Compliance
(incl. KYC/AML)

Litigations

Suppliers
Contracting

Clients
Contracting

D.P.O.

SALES

LEASING

MARKETING

AFTERSALES

**INVESTOR
RELATIONS**

INVESTMENTS

**ASSET
MANAGEMENT**

**HUMAN
RESOURCES**

**OFFICE
MANAGEMENT**

ESG Committee

Internal Audit

ANDREI DIACONESCU

Andrei is the co-founder and **Executive Member of the Board of Directors** of One United Properties, coordinating **Operations, Financial and Legal**.

Andrei holds an EMBA from ASEBUSS and an International Law Degree from the University of Macedonia, Thessaloniki. Andrei speaks Romanian, English and Greek. He lives with his wife and two children in Bucharest.



VICTOR CĂPITANU

Victor is the co-founder and **Executive Member of the Board of Directors** at One United Properties, coordinating **Sales, Marketing and Investments**.

Victor is a CFA charter holder, with a degree in Financing & Banking from Bucharest Academy of Economic Studies and has attended an Executive Private Equity Program at Harvard University and an Executive program at Singularity University in Silicon Valley. Victor speaks Romanian, English and French. He lives with his wife and three children in Bucharest.



In 2005, Victor, Andrei, and two other former bankers, founded Capital Partners, which soon became the leading boutique investment bank in Romania. The company was acquired by Banca Transilvania Group, the largest Romanian financial group, in 2016. During their time at Capital Partners, Victor and Andrei successfully closed deals with a cumulative value of c. €1.8bn, of which real estate transactions represented c. €1bn, and this way gained valuable insight into the real estate sector.

NON-EXECUTIVE DIRECTORS



**CLAUDIO
CISULLO**

Chairman of the Board
of Directors

Mr. Cisullo is the founder and Chairman of CC Trust Group AG, an internationally active family office invested in biotech, commodities, leisure, pharmaceuticals, professional services, real estate and technology sectors. With over 30 years of experience in corporate finance, M&A, venture capital and private equity, Mr. Cisullo ranks among the 300 wealthiest people in Switzerland and is an active investor on the Romanian residential and commercial property market.



**HORIA
MANDA**

Non-Executive
Director

Mr. Manda is chairman of Patria Bank's Board of Directors and Managing Partner of Axxess Capital. He has 17+ years of private equity experience in S-E Europe and an impressive track record as Chairman / member of the Board of various PE funds such as the Romanian American Enterprise Fund, Balkan Accession Fund and Emerging Europe Accession Fund. In his career, Mr. Manda has overseen capital investments of € 200+ million in industries such as IT, retail, financial services, energy, and manufacturing.



**MARIUS
DIACONU**

Non-Executive
Director

Mr. Diaconu is an active investor and executive with an experience of 20+ years. His projects cover animal health, real estate, IT, agriculture, entertainment, industrial services, and have been developed in Europe, Asia, and the US. Marius is the founder (1999) and CEO of Altius SRL, a market leader for animal health products and the largest importer in Romania, with a regional presence including Bulgaria and Moldova. Mr. Diaconu holds a degree in Marketing from Bucharest Academy for Economic Studies (1997).



AUGUSTA DRAGIC

Non-Executive
Director

Mrs. Dragic co-founded the Superbet Group in 2008 with Mr. Sacha Dragic. Since opening their first shop more than a decade ago, the Group has since grown to be the clear Romanian market-leader, expand internationally and include multiple brands across Europe. In 2019, Superbet secured a €175m minority investment from Blackstone, a US based global investment Group, to supercharge its growth.



**MAGDALENA
SOUCEK**

Non-Executive Director

Mrs. Magdalena Soucek is a seasoned executive, with broad, 30+ years of experience in providing audit and advisory business services. Mrs. Soucek was Country Managing Partner for EY in the Czech Republic from 2008 until December 2021. Between 2011 and 2020 she was also the Managing Partner for the Central Cluster at EY, which almost doubled in size into a 220 million dollars business. Mrs. Soucek graduated from the University of Massachusetts.

MANAGEMENT TEAM (I)



**BEATRICE
DUMITRAȘCU**
CEO Residential
Division

Beatrice is a highly skilled real estate executive. She started her real estate career in 2005 at Eurisko, as Residential Broker. Two years later, she became the Head of the Residential Department, with a portfolio of over 5,000 residential units for sale. Eurisko was acquired by CB Richard Ellis in 2008 for \$35 million. Since then, Beatrice built a career with some of the largest Romanian residential developers, such as Conarg Real Estate, Adama, Sirius International, Tiriac Imobiliare, RO-IS International Development, Romconsulting, Anchor Group and even acting independently for two years.



**MIHAI
PĂDUROIU**
CEO Office
Division

Mihai has a long career in the local real estate market, in some of the largest international consulting companies. During his 13 years activity in real estate, he was involved in numerous relocation processes for both multinational and local companies, trading over 500,000 sqm of offices throughout this period. Mihai holds a degree in International Economic Relations from the Academy of Economic Studies and is a member of the 2016 RICS (Royal Institution of Chartered Surveyors).



**COSMIN
SAMOILĂ**
Chief Financial
Officer

Cosmin has over 17 years of experience in multiple regions and business lines. He was for 4 years the CFO of Sixt Romania Group and 10 years at Adama Holding Group (part of Immofinanz AG) where, as Head of Controlling and Managing Director he has coordinated all financial aspects of more than 60 assets, located in Romania and several countries in SE Europe. Cosmin has graduated the Academy of Economic Studies, is a certified expert accountant in Romania and a fellow member of ACCA.



**VICTOR
SAVI - NIMS**
Chief Legal Officer

Victor is a seasoned lawyer with a strong business acumen gained by coordinating integrated real estate and construction, M&A, banking/financing as well as corporate & commercial legal services. He worked with Mitel & Partners, handling international clients in real estate and M&A projects, and with the Alexandrion Group, coordinating the Legal Department. He graduated from the Bucharest Nicolae Titulescu Law School and holds an LLM degree in Business Law and an MSc degree in Ecology and Sustainable Development from the University of Bucharest – UNESCO Cousteau Chair. Victor is a member of the Bucharest Bar and of the Romanian National Bar Association.



**IONUȚ
DUMITRESCU**
Partner Office
Division

Ionuț is a pioneer in the Romanian real estate industry and one of the most experienced office RE specialists in the country. He founded Eurisko (1997), a local RE broker that grew in ten years to \$14m in revenues, and BSS (2003), the largest RE management firm in Romania. After exiting these businesses, Mr. Dumitrescu set up Element Development (2008), one of the most active RE developers in Romania, and partnered with OUP to build the firm's office division.



**OCTAVIAN
AVRĂMOIU**
Partner

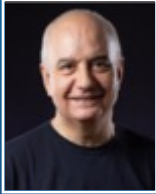
Octavian has 19 years of experience in practicing law, serving in various senior government assignments at the Ministry of Public Finance and being an executive investment manager of one of the largest listed asset managers in Romania. Octavian served as a non-executive board member on the boards of CEC Bank, SIF Hoteluri, Administrare Imobiliare, Vrancart, and Braiconf. He is a graduate of the Bucharest School of Law and holds a Master's degree in commercial dispute mediation



**ZUZANNA
KUREK**
Investor Relations
Manager

Zuzanna has 8 years of experience in capital markets. In 2018, Zuzanna founded what today is the largest investor relations advisory firm in Romania. Through her company, she works with 25+ local entrepreneurial companies. Her clients span multiple industries, having a cumulated market capitalization of over €1.5bn. Zuzanna started her capital markets career as IR & PR Specialist at the Bucharest Stock Exchange (BVB). She later took over the position of BVB's Director of Business Development & Marketing. She holds LLB and LLM in European Law and MA in Media from Maastricht University.

MANAGEMENT TEAM (II)



**MARIUS
CĂLIN**
Lead Architect

With 30+ years of experience in architecture, Marius has practiced in New York, Taiwan, Shanghai and throughout Europe. He worked as Lead Architectural Designer for a wide-range of clients at Pei Cobb Freed & Partners, Silver & Ziskind (both in New York), Cossutta & Associates, Naomi Leff and The Grad Partnership. His expertise ranges from new commercial to residential, academic, hospitality, and health facilities, large master planning and complex mixed-use developments. Marius is a Visiting and Associate Professor of architectural design and theory at NJIT, Pratt Institute, NYIT and frequent jury member at Parsons, Columbia, Temple University, UAUIIM amongst others.



**ADRIAN
ARENDT**
Owner Design Representative

Adrian has a vast experience in overseeing complex teams and projects, on three continents at the same time. He has joined One United Properties after 20 years of being part of DSBA. He has also been Design Director of DSBA for 13 years. Adrian directly represents the owner's design interests in all our developments. He has been awarded Master and PhD degrees in architecture, has studied in both Romania and the Netherlands and has been involved in almost all sizes and functions, ranging from houses and apartment buildings to commercial and very large mixed use, and from education and museums to office towers and international airports.



**ADRIAN
IONIȚĂ**
Head of Litigation

Adrian has over 12 years of experience as a lawyer - specialized in real estate transactions, providing expert legal advice in complex acquisitions and high stakes litigation. Adrian is specialized in construction and urban planning law, obtaining remarkable success in court cases, protecting the interest of real estate developers. By combining ingenuity, loyalty, and hard work, he managed to achieve optimum results for his clients. In 2006 Adrian graduated from the Faculty of Law - University of Bucharest. In 2007 he obtained a Master's degree in civil and commercial law (issued by the same Faculty of Law) and since January 1st, 2008, he is a member of the Bucharest Bar.



**ANDRA
BIZON**
Head of Financing

Andra has over 16 years of experience in the financial sector, with deep expertise across complex financial solutions and treasury management. Prior to joining One United Group she has worked as a senior treasurer with CTP group and as banker for 10 years within the banking sector. Andra graduated from ASE Bucharest with a MA in Financial Management and Capital Markets and a BA in Audit and Management Information System



**ANDREI
COROBEA-BÎRCEANU**
Project Director

Andrei has 10+ years of experience in construction. Prior to joining OUP, he worked for STRABAG in roles such as Quality Control Manager, Site Manager, Project Manager and was involved in the development of landmark projects such as Sky Tower Building (the tallest building in Bucharest), People's Salvation Cathedral, etc. Andrei holds a Bachelor's Degree and a Master's Degree in Civil Engineering from the Technical University of Civil Engineering Bucharest.



**CĂLIN
STAN**
Project Director

Calin, with 15 years of proven experience in the construction and development industry, joined One United Properties team in November 2019. Prior to joining OUP, he worked for Prime Kapital as Projects and Teams Coordinator, for NEPI Rockcastle in the role of Senior Project Director and as National Director of Construction Department of Rewe Group. He graduated from the Technical University from Cluj Napoca as a Qualified Engineer.



**RADU FLORIN
NEACȘU**
Project Director

Radu has 18+ years of experience in engineering and construction project management. His portfolio includes a wide range of residential properties and office buildings. Prior to joining OUP, Radu worked for ACMS GC, where he held the position of Deputy Manager. Radu is a graduate of the Technical University for Construction Bucharest, School of Civil and Industrial Engineering.



For any follow-up questions:

Zuzanna Kurek
IR Manager
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ONE 2022 Financial Calendar:

22.08.2022 – H1 2022 Results

23.08.2022 – H1 2022 Results Call

11.11.2022 – Q3 2022 Results

14.11.2022 – Q3 2022 Results Call

Q1 2022 Report available [HERE](#)

2021 Annual Report available [HERE](#)

2020 Sustainability Report available [HERE](#)