

# ROADSHOW PRESENTATION

June 2022

one  
UNITED PROPERTIES



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# Today's speakers



**VICTOR CĂPITANU**

Co-founder and Executive Member of the Board of Directors

- 
- Executive Member of the Board of Directors coordinating Sales, Marketing and Investments
  - 15+ years of experience in Real Estate sector
  - Co-founder of the leading boutique investment bank in Romania Capital Partners, acquired by Banca Transilvania
  - CFA Charterholder
- 



**COSMIN SAMOILA**

Chief Financial Officer

- 
- Chief Financial Officer coordinating Financial, IT, Insurance and Admin functions
  - 12+ years experience in real estate sector and 17+ in financial area
  - Fellow member of ACCA and CPA in Romania
- 



**ZUZANNA KUREK**

Investor Relations Manager

- 
- 8 years of experience in capital markets
  - Founder of the largest investor relations advisory firm in Romania
  - Long-year experience in working with retail & institutional investors, additional expertise in sustainability & ESG
-

# The ONE opportunity



Take advantage of the unique Bucharest real estate market conditions



Exploit a visible pipeline, supported by proven sourcing and execution capabilities and offering outstanding growth and superior returns



Accelerate Bucharest's urban regeneration, providing energy-efficient, sustainable and healthy buildings

2017-2021 CAGR residential price <sup>(1)</sup>:

**+ 34.6 %**

Unmatched new housing demand in 2021<sup>(2)</sup>:

**~ 14,200 units**

Pre-sold units in projects under development<sup>(3)</sup>:

**~ 84.0 %**

One United Properties project portfolio<sup>(4)</sup>:

**€ 2.0 bn**

Urban regeneration and environment reputable addition:



**Forbes**



*The most ambitious urban regeneration mixed-use project in Bucharest – **One Cotroceni Park***



*Office Project of the Year – **One Tower***

(1) & (2) Jones Lang LaSalle Bucharest City Report Q4 2021

(3) Company's current report no. 46/2022

(4) Based on Gross Development Value (GDV) of projects in „Under construction“ phase (€ 550.9m) and „In planning“ phase (€ 835.1m), retail under development (€ 114m), market value of retail under lease (€ 67 m), the market value of existing office portfolio and „office under construction“ (€ 412m)

# ONE - the largest residential and mixed-use real estate developer in Romania

ONE provides apartments for a fast-growing group of medium to high-income clients. The business model is complemented by selected acquisitions of mainly office and retail venues in **highly desired locations**. One represents **quality, design, community, and sustainability**.



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

Classic **development of landbanks** (162k sqm <sup>(1)</sup>).



**Office:** ONE's office developments integrate an acquisition-driven buy and build approach with ONE's proven formula of building development.

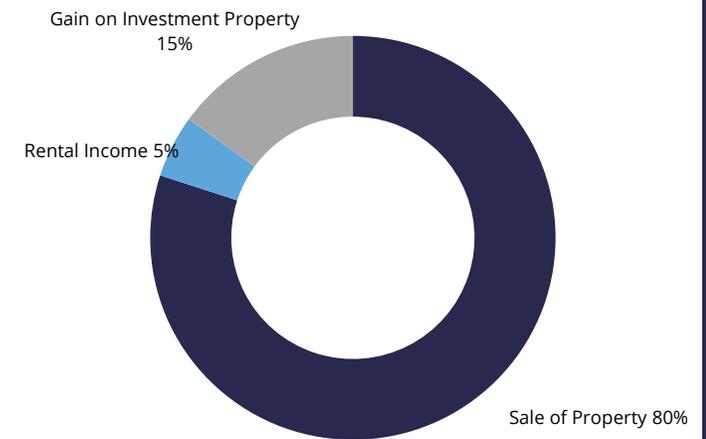
**Recurring revenues** from rental yields support investments.



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

**Integrated building concepts** for modern living trend in cities.

## Revenue Split <sup>(2)</sup>



(1) Data as of 31st May 2022

(2) Revenue split based on 2022e company estimates

# ONE - outstanding reputation and attractive portfolio

## — Proven Track Record

**10 years**  
experience

**~290,000 sqm**  
Developed and acquired<sup>(1)</sup>

**~2,500 units**  
Sold & pre-sold<sup>(2)</sup>

**First mover** in the medium-high- and high-income segment in **fast-growing home market** (Bucharest/Romania).

## — ONE Network

**EUR 300+ m**  
Turnover in 2022e<sup>(3)</sup>

**4 Brands**  
Portfolio<sup>(4)</sup>

**83 FTE**  
Employees<sup>(5)</sup>

**69**  
Collaborators<sup>(6)</sup>

Focused on building **modern, urban, and efficient** residential and mixed-use buildings.

## — Strong Pipeline

**~1,600 units**  
Already under construction<sup>(7)</sup>

**~4,100 units**  
Construction start in 2022<sup>(8)</sup>

**~2.3bn GDV**  
Planned, to be developed over next 7 years<sup>(9)</sup>

**Established operational platform** with potential for further scale gains.

**Attractive project portfolio** underpins strong profitable growth position.

## — Shareholder Value

**56.6% CAGR**  
Sales 18-22e<sup>(10)</sup>

**~34%**  
Avg. gross margin on delivered projects<sup>(11)</sup>

**~47%**  
Pre-tax ROCE 2021<sup>(12)</sup>

**37.8%**  
Total return since IPO in 2021<sup>(13)</sup>

**Diligent site selection process** ensures attractive and consistent returns.

(1) Including residential and office construction (260,000 sqm developed)

(4) includes ONE, CC@ONE, Skia, X Architecture

(7) As of Mar 2022

(10) 22e: Management estimate

(13) Share price development adj. for dividend payments as of 10.06.22

(2) As of May 2022

(5) Full time equivalent ("FTE") as of Dec 2021

(8) Management estimate

(11) Turnover weighted average

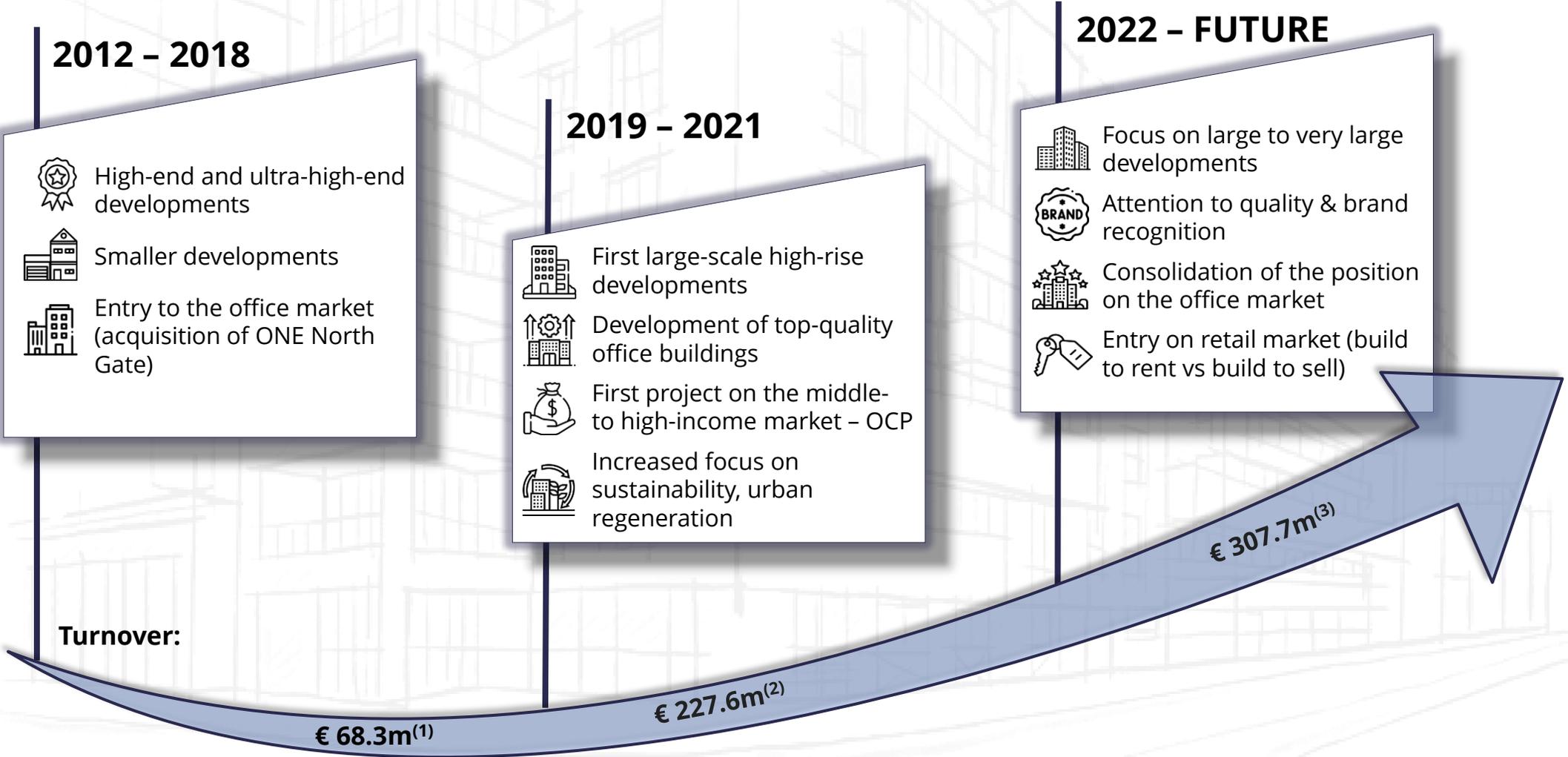
(3) Management estimate

(6) Support staff and contractors as of Dec 2021 (Annual Report)

(9) Management estimates as provided in the Q1 financial report

(12) EBIT/(Equity + Net Debt) as of Dec 2021 (Annual Report)

# ONE - successfully positioned as a scalable real estate development platform with rapid growth prospects



(1) Turnover as of 31<sup>st</sup> December 2018  
 EUR/RON exchange rates used: 2018 - 4.65; 2019 - 4.75; 2020 - 4.84; 2021 - 4.92; 2022 - 4.95

(2) Turnover as of 31<sup>st</sup> December 2021

(3) Turnover as of 31<sup>st</sup> December 2022 (Budget)

# ONE's selected projects across the most attractive areas of Bucharest



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**ONE PENINSULA**

Completion Date	Q4 2023
GBA (sqm)	52,959
GDV (m)	€ 143.0



**ONE COTROCENI PARK (Residential)**

Completion Date	Q4 2023
GBA (sqm)	132,978
GDV (m)	€ 155.9



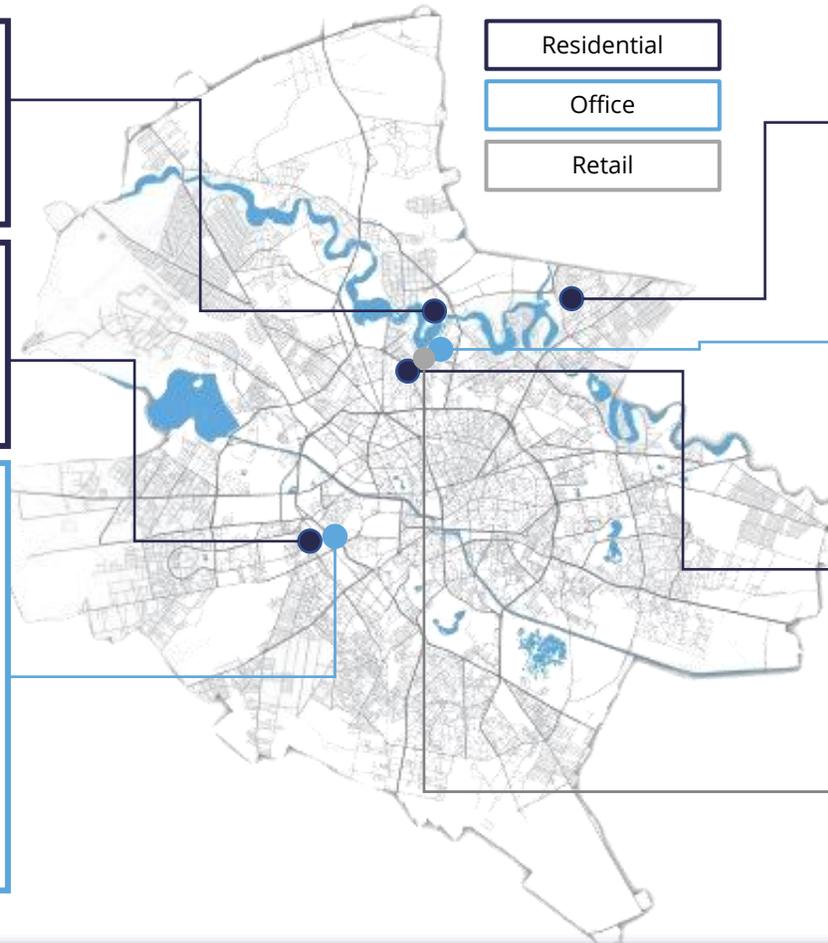
**ONE COTROCENI PARK OFFICE - Phase I**

Completion Date	2021
GLA (sqm)	46,252
Est. Market Value (m)	€ 137.3



**ONE COTROCENI PARK OFFICE - Phase II**

Completion Date	Q2 2023
GLA (sqm)	34,456
Est. Market Value (m)	108.0



**ONE LAKE DISTRICT**

Completion Date	Q3 2026
GBA (sqm)	251,663
GDV (m)	€ 322.2



**ONE TOWER**

Completion Date	2020
GLA (sqm)	24,039
Est. Market Value (m)	€ 99.5



**ONE MIRCEA ELIADE**

Completion Date	2021
GBA (sqm)	60,735
GDV (m)	€ 117.3



**ONE GALLERY**

Completion Date	2024
GLA (sqm)	13,500
GDV (m)	€ 90.0



Ability to cover multiple price points with high-end residential projects combined with mid-market properties.

Source: Company's reports

# ONE's investment highlights



I

Attractive Market & Macro Conditions

✓ Above EU average CAGR of GDP per capita

✓ Unmatched demand of residential properties amid highest overcrowding within EU-27

II

Proven business model delivering superior returns

✓ Proven residential development process providing returns and superior margins

✓ Excellent advanced-payment system allowing Company to self-finance investment needs

III

Top quality projects leading Bucharest urban regeneration

✓ Projects focused on the most attractive areas of Bucharest, leader in Upper Tier development

✓ Focused on building modern, urban, sustainable and healthy buildings

IV

Strong track record of growth and profitability

✓ Steep increased in terms of residential built surface and number of units sold

✓ Strong track record of growth and profitability

V

Visible development pipeline supporting future growth

✓ Ongoing developments and new pipeline fully consistent with ONE growth ambitions

✓ Commercial portfolio has a potential to generate additional revenue bulk

VI

Proven managerial capability

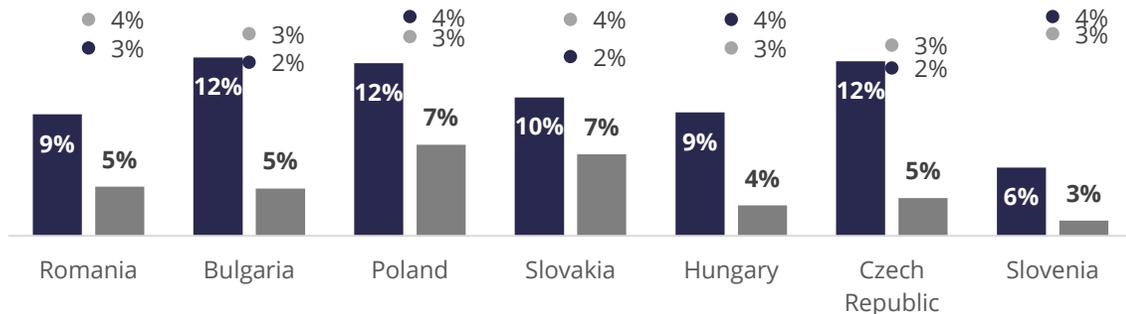
✓ Experienced management team and solid in-house expertise

✓ Strong financial background coupled with consolidated Real Estate knowledge

# Unmatched demand amid the highest overcrowding rate in EU

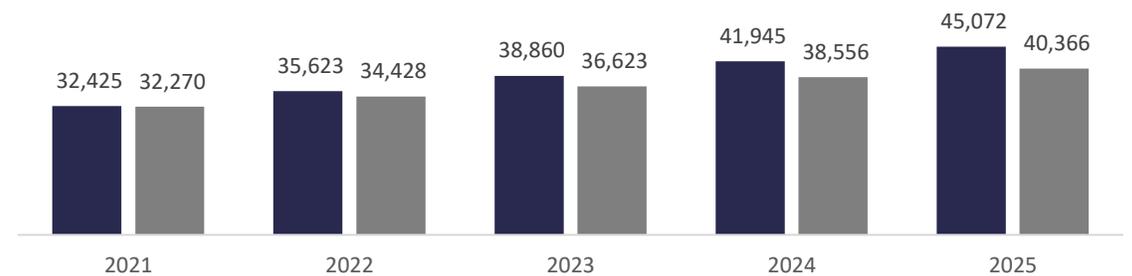
## Macroeconomic outlook influenced by high inflation rates across all CEE countries, while GDP growth remains modest

Harmonized Index of Consumer Price (% annual change) <sup>(1)</sup> ■ Inflation '22 ■ Inflation '23  
 GDP growth (%) in current prices ● GDP growth '22 ● GDP growth '23



## Bucharest GDP per capita is at EU average level and expected to grow by a higher CAGR (8.6% until 2025)

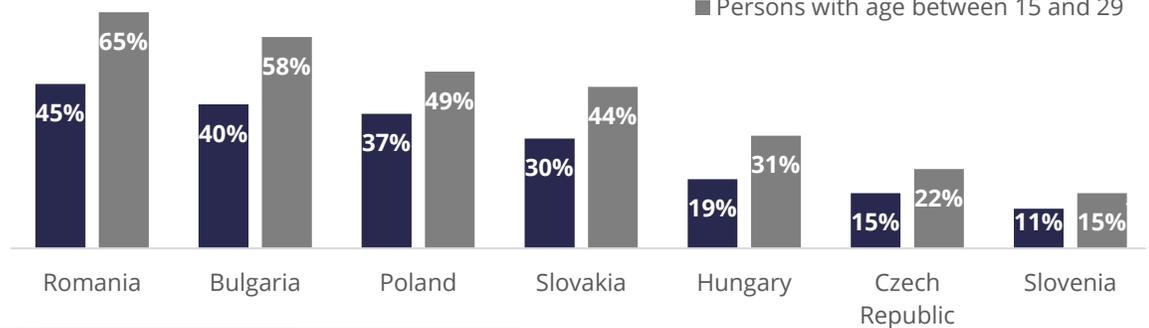
■ Bucharest GDP per capita in Euro, current market prices <sup>(2)</sup>  
 ■ European Union GDP per capita in Euro, current market prices <sup>(3)</sup>



## Romania registers the highest overcrowding rate in the EU, while 96% of the Romanian population own their home

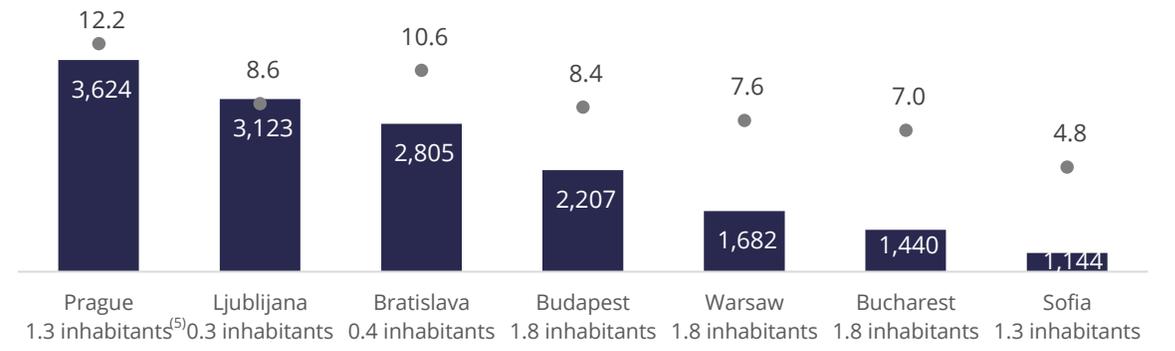
Proportion of persons living in overcrowded houses (%) in 2020 <sup>(3)</sup>

■ Persons of all ages  
 ■ Persons with age between 15 and 29



## Housing affordability is high in Romania, with Bucharest registering one of the lowest transaction prices for new dwellings in the region

■ Average transaction prices for new dwellings (in EUR/sqm) in 2020  
 ● Multiple of annual gross salaries required to purchase a 70 sqm apartment in 2020 <sup>(4)</sup>



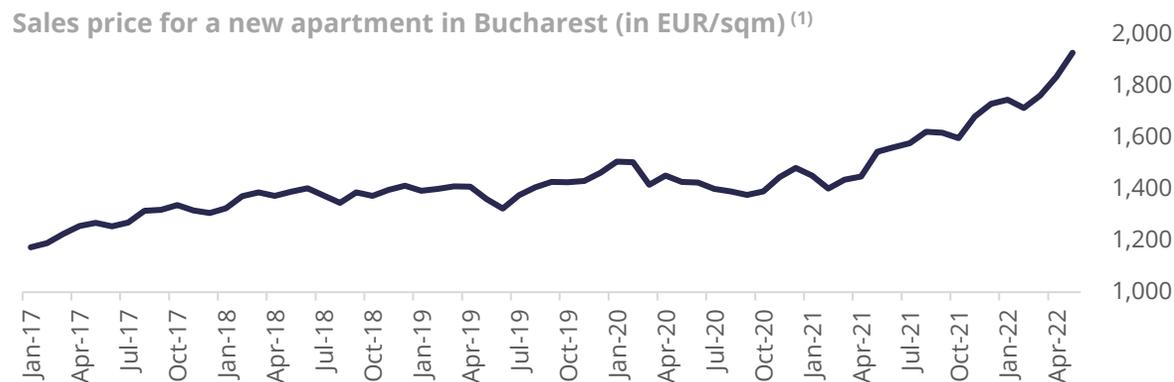
Notes:

1: European Economic Forecast Spring 2022 (European Commission)  
 2: National Commission of Prognosis data

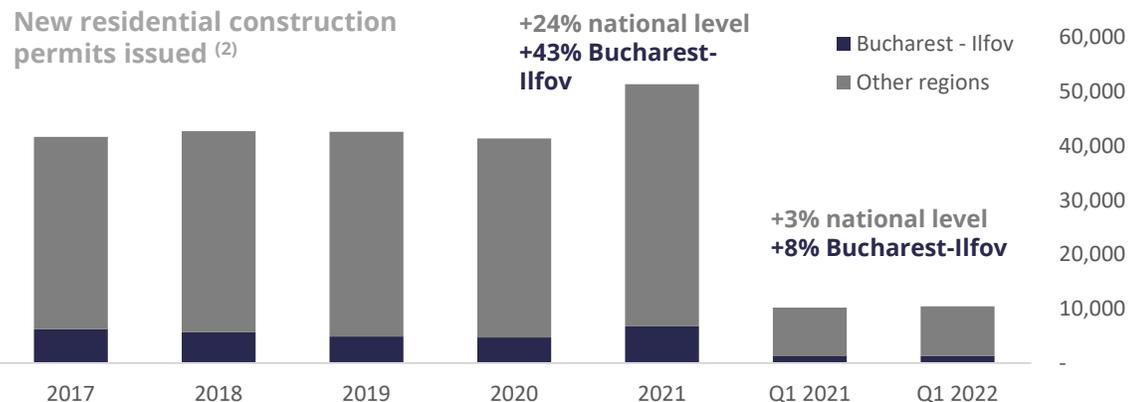
3: 2021 GDP data from Eurostat database; forecasted GDP/capita in the EU until 2025 in USD from IMF's World Economic Outlook April 2022; Forecasted exchange rates until 2024 from ECB Macroeconomic Projections as of March 2022 (2025 assumed in line with 2024)  
 4: Deloitte Property Index - Overview of European Residential Markets; 5: Statista & worldpopulationreview.com

# Supply at record levels, especially in the premium segment

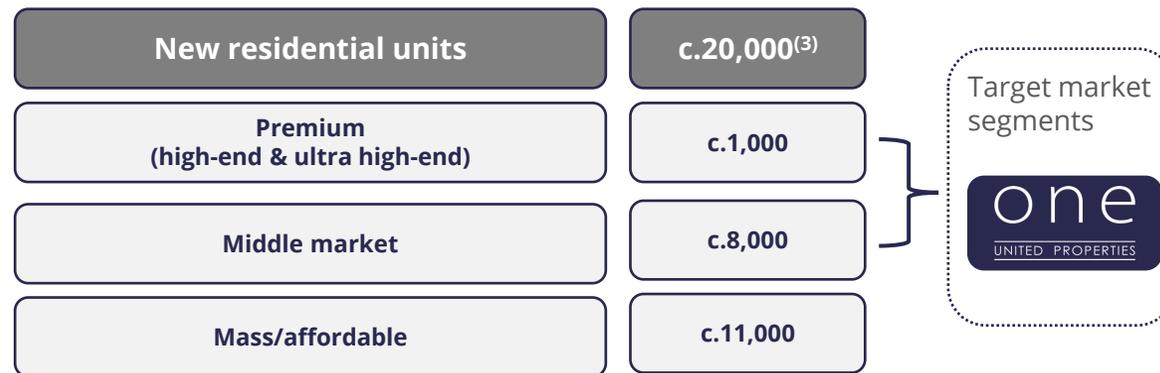
## Increasing price momentum for new apartments in Bucharest leading towards a 2,000 EUR/sqm average level



## Supply expected to increase, as number of construction permits for residential units reached high levels in 2021



## Expected deliveries in 2022



## Main residential trends

- ✓ 17,000 new apartments delivered in 2021<sup>(4)</sup>, expected to increase to >20,000 in 2022<sup>(3,4)</sup>. Supply still undersized, with demand for >31,000 new apartments in 2021<sup>(4)</sup>
- ✓ Demand kept high on the back of a low unemployment rate of 1,0%<sup>(2)</sup> and fiscal measures, with lower VAT rate for new units up to a EUR142k<sup>(5)</sup> transaction price
- ✓ The northern part of Bucharest remains the main development hub
- ✓ Premium segment to register best year in 2022 in terms of deliveries
- ✓ Number of HNWIs in Romania to increase by c.50% until 2026<sup>(6)</sup>, driving a higher demand for premium properties

Notes:

1: IMO Bucharest (imobiliare.ro)

2: National Institute of Statistics

3: SVN Romania - Decoding the market genome - 2022 issue

4: JLL - Bucharest City Report Q1 2022

5: Limit in RON of 700k; EUR/RON exchange rate of 4.95

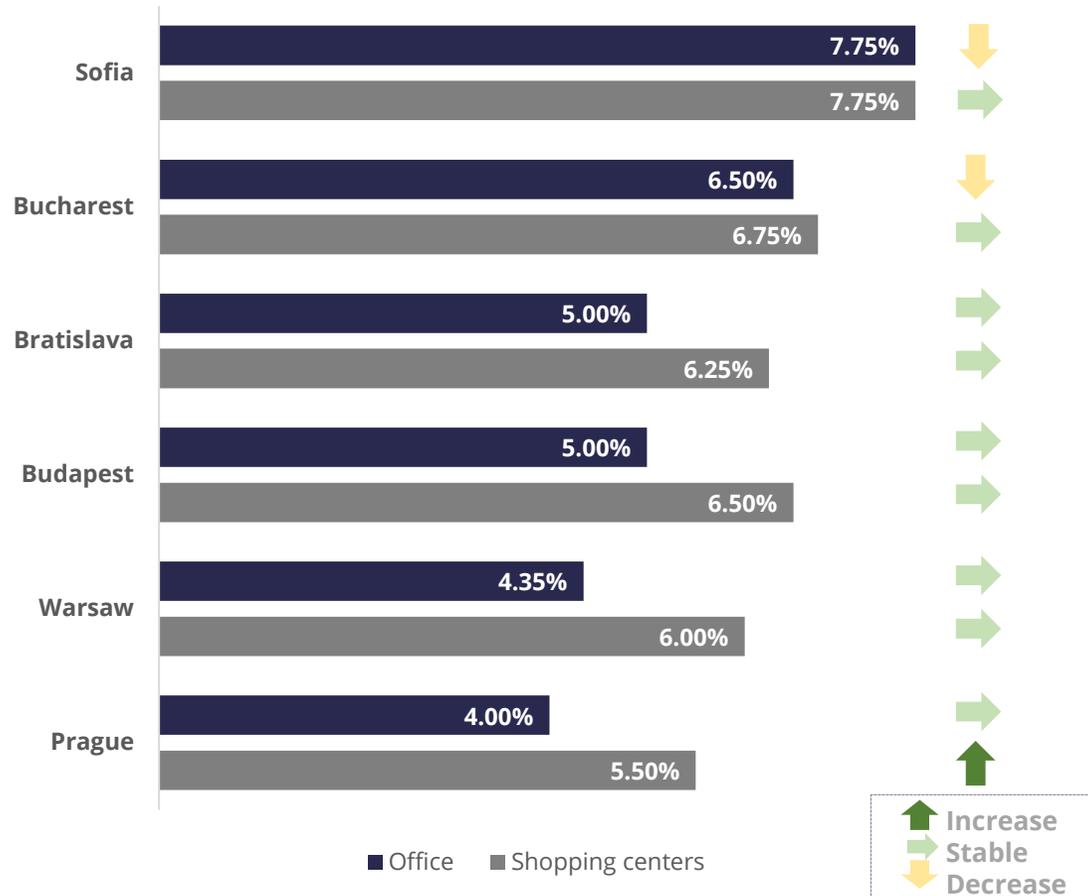
6: Knight Frank - The wealth report - 2022

# Bucharest offers an attractive market for office and retail investors

Bucharest provides some of the most attractive office and retail yields among main CEE cities

Prime yields (%) in Q1 2022 <sup>(1)</sup>

12 month forecast



## Main office trends<sup>(2)</sup>

✓ Annual demand of 280k sqm in 2021, with the most sought-after location being Floreasca-Barbu Vacarescu

✓ Demand shows an improving trend in Q1 2022, while most of the companies have started to gradually recalling their employees at the office

✓ 156k 2022-pipeline alongside on top of 3.2sqm existing Bucharest office stock at the end of 2021

✓ Largest expected development is One Cotroceni Park Phase II

✓ Level of rents have been under pressure following the emergence and growth of the sub-leasing market. However, **premium buildings do not experience major disruptions**, as they usually attract large tenants – hence risk is mostly borne by B or C-grade buildings

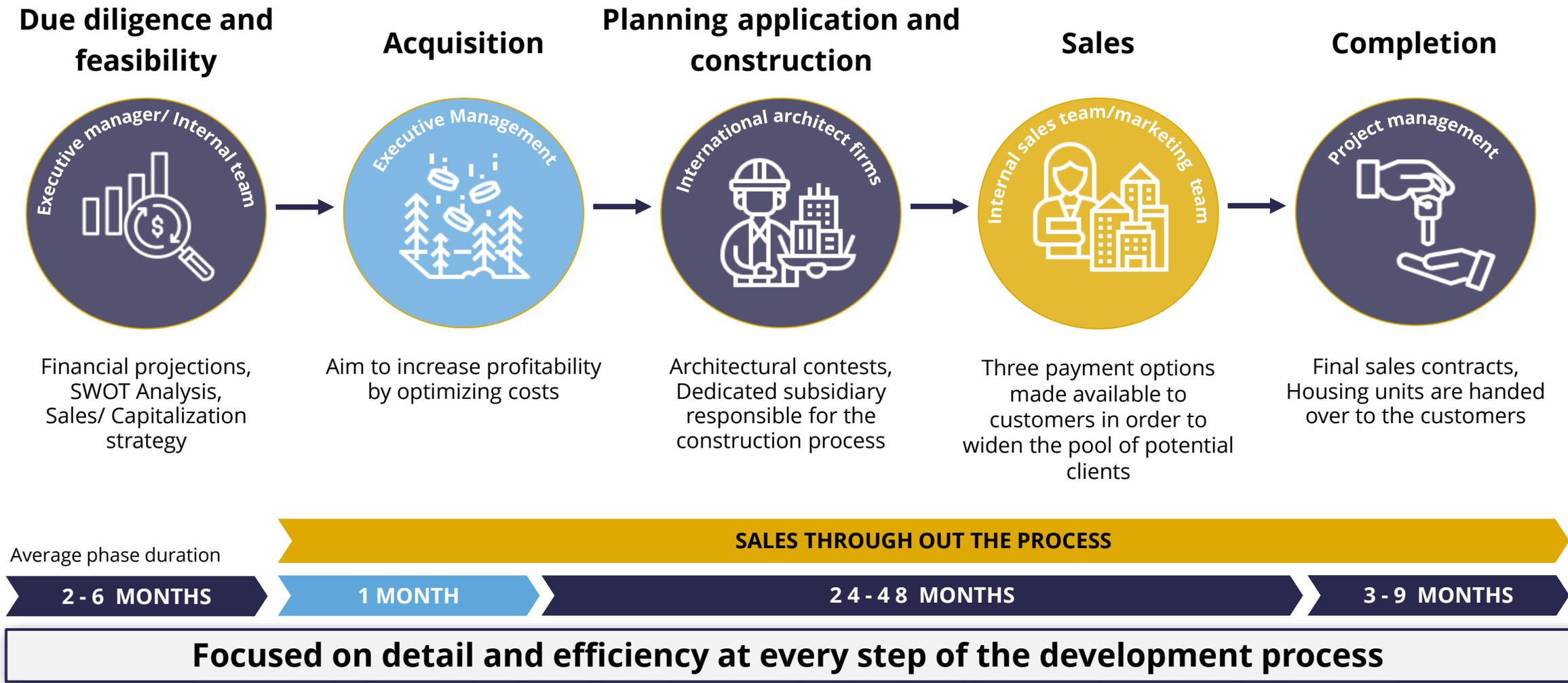
✓ Vacancy rates to peak at 20% for Bucharest in 2022, on the back of new deliveries not fully occupied

Notes:

1: Colliers, The CEE Investment Scene Q1 2022

2: Knight Frank – Romania Market Overview 2021-2022; JLL – Bucharest City Report Q1 2022

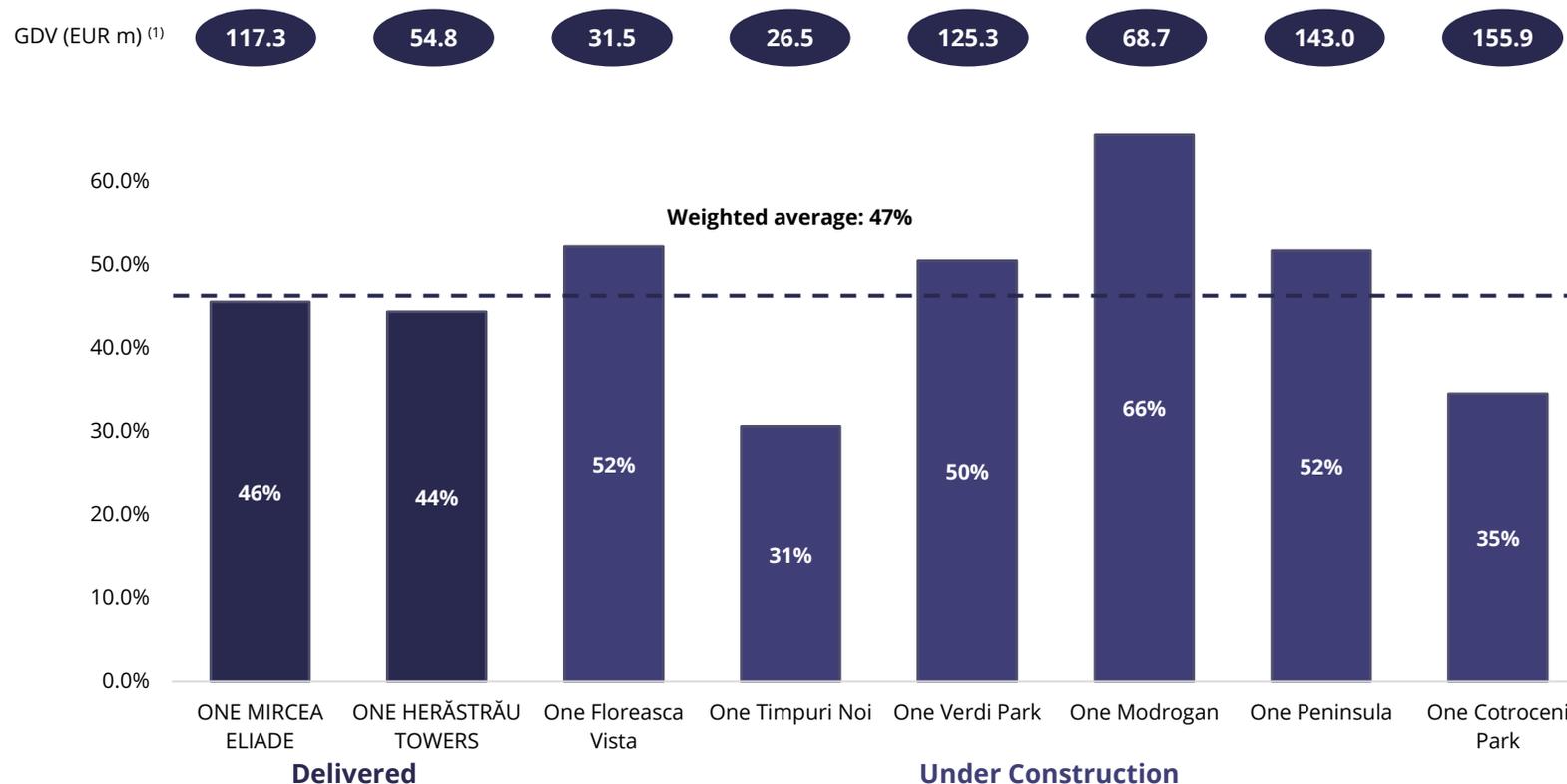
# Proven concept of the residential development process



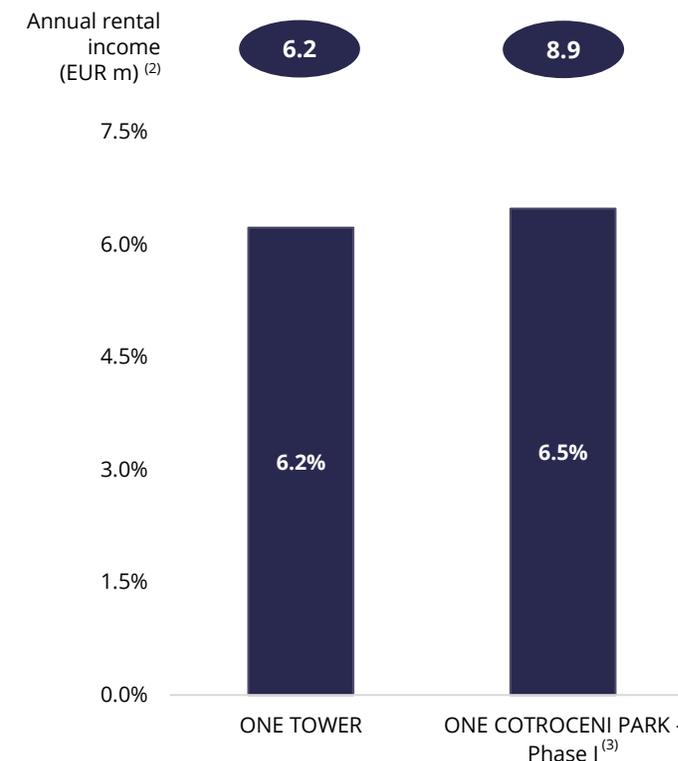
# ONE' projects: proven consistency and superior margins

## Key metrics for projects developed from 2018 onwards and projects under construction

### RESIDENTIAL SEGMENT – Gross Margins <sup>(2)</sup>



### OFFICE SEGMENT – Rental Yields



(1) GDV ("Gross development value") in EUR m as of 31 May 2022; Includes all types of units (apartments, parking lots, storage spaces, commercial spaces, etc.; Project One Mamaia Nord – Phase I excluded due to its smaller size)

(2) Estimated value of gross profit and rental income in EUR m at full capacity

(3) Calculated as a percentage of annual rental income of the estimated market value; The estimated market value implies the completion of the project and the rental of 100% of the space

For more details please see the "Estimates and other indicators used" section in the Prospectus

Source: Company information

# Advanced payments from clients strongly supporting Company's construction needs

Payment methods (% of full price)	At signing the promise of sale	During Construction			At completion
Payment method I	30%	0%	0%	0%	70%
Payment method II	20%	20%	20%	20%	20%
Payment method III	100%	0%	0%	0%	0%
	Signing	2	Construction stages	4	Completion

- ✓ 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 of 30% upon signing** followed by **70% upon the completion** of the development
  - **equal instalments of 20% each**, divided over the entire construction,
  - **payment in full.**
- ✓ The last option, available for selected developments, allows clients to access mortgages in order to finance the acquisitions, thus significantly widening the pool of potential clients.
- ✓ As of May 31<sup>st</sup> 2022, the Company is due to receive from the clients, over the next 18 months, EUR163.6mn<sup>1</sup>

Notes:  
1: Company's current report no. 46/2022

# One Floreasca City: Bucharest's most remarkable mixed-use & urban regeneration project



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One Floreasca City is located in the premium business area of Bucharest and in the immediate vicinity of Floreasca Park. It is one of the most important urban regeneration projects developed in the last decade in Bucharest, returning abandoned area of the former Ford car factory to the public circuit.

## ONE TOWER

Type	Office
Starting date	2018
Completion date	2020
GLA (sqm)	24,039
Area leased/pre-leased <sup>(1)</sup>	100%
Est. market value (m)	€ 99.5
Annual rental income (m) <sup>(2)</sup>	€ 6.2
Rental yield	6.2%

Awarded „Office Project of the Year – One Tower” at SEE Property Forum Awards (2021)

## ONE MIRCEA ELIADE

Type	Residential
Starting date	2018
Completion date	2021
Resi units	244 units
Apartments/areas pre-sold <sup>(3)</sup>	83%
GBA (sqm)	60,735
GDV (m)	€ 117.3
Gross margin	45.5%

## ONE GALLERY

Type	Retail
Starting date	2022
Completion date	2024
GLA (sqm)	13,500
GDV (m)	90.0
Est. ann. rental income (m)	€ 5.0
Est. Rental yield	6.0-6.5%

### Achievements

- Best Luxury Residential Development at CIJ AWARDS 2020.
- Best Residential High-Rise Development in the World 2019-2020 at International Property Awards in London



(1) As of the date of the Prospectus

(2) Estimated value at full capacity

(3) As of May 2022

Note: ASP → Average Selling Price over the whole project duration (selling might still be ongoing)

# One Cotroceni Park: visionary urban regeneration of former industrial platform



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The project is located near the Polytechnic University and the related university campus, next to the new metro station Academia Militară. Built on a total land surface of 5.8 hectares, One Cotroceni Park is the most visionary urban regeneration project, developed on the site of the former Ventilatorul industrial platform.

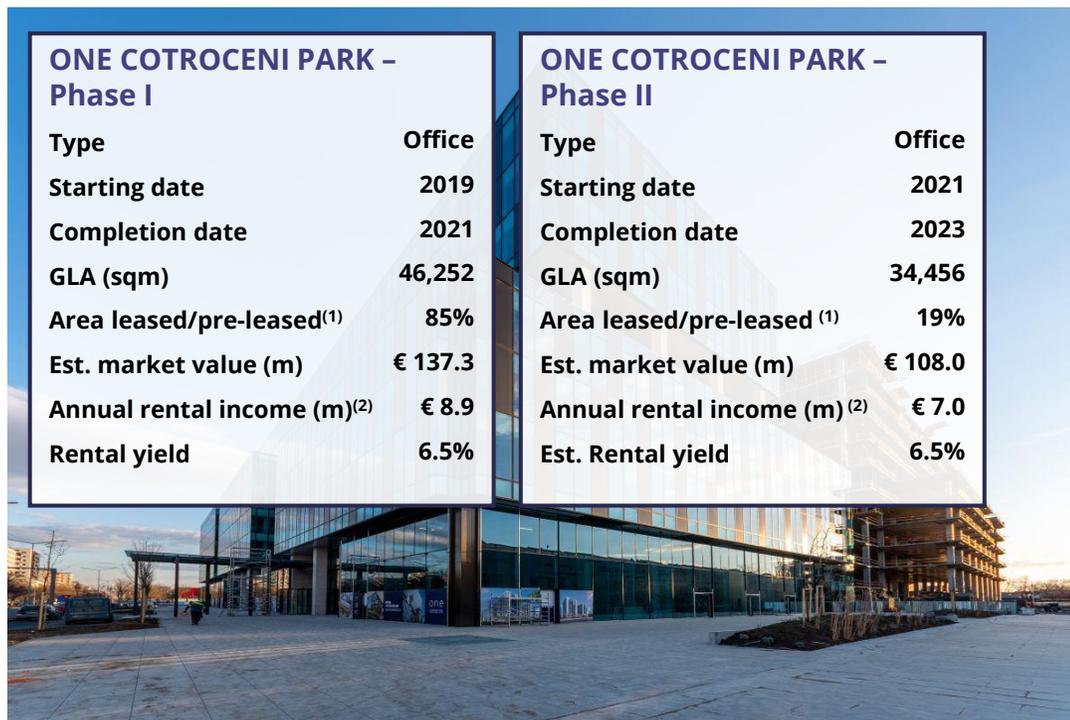


Awarded „The most ambitious urban regeneration mixed-use project in Bucharest – One Cotroceni Park” at Forbes Best Office Buildings Gala - The New Way of Life & Work (2021)

ONE COTROCENI PARK – Phase I	
Type	Office
Starting date	2019
Completion date	2021
GLA (sqm)	46,252
Area leased/pre-leased <sup>(1)</sup>	85%
Est. market value (m)	€ 137.3
Annual rental income (m) <sup>(2)</sup>	€ 8.9
Rental yield	6.5%

ONE COTROCENI PARK – Phase II	
Type	Office
Starting date	2021
Completion date	2023
GLA (sqm)	34,456
Area leased/pre-leased <sup>(1)</sup>	19%
Est. market value (m)	€ 108.0
Annual rental income (m) <sup>(2)</sup>	€ 7.0
Est. Rental yield	6.5%

ONE COTROCENI PARK	
Type	Residential
Starting date	2021
Completion date	2023
Resi units	868 units
Apartments/areas pre-sold <sup>(3)</sup>	92%
GBA (sqm)	132,987
GDV (m)	€ 155.9
Est. gross margin	34.5%



(1) As of the date of the Prospectus

(2) Estimated value at full capacity

(3) As of May 2022

Note: ASP → Average Selling Price over the whole project duration (selling might still be ongoing)

# One Peninsula: pioneering renewable housing project in Bucharest



The One Peninsula project is located on the shores of Lake Floreasca, in a privileged area and isolated from the noise of the city but close to shopping areas and parks.



**One Peninsula** will be the **first residential project in Bucharest** that benefits from a heating system using **heat pumps with geothermal source**. Today, only two developments in Bucharest plan to offer this solution - One Peninsula and One Lake District.

First project in **cooperation with Veolia România Soluții Integrate S.A.**, which aims at implementing sustainable energy efficiency solutions in One United Properties' residential real estate projects.

Targeted customers: **high/ultra-high segment**

### USP:

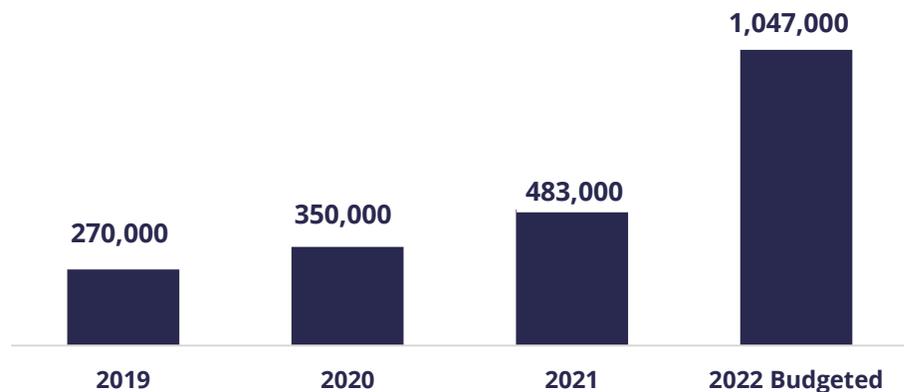
- Special architecture of the buildings characterized by large, glazed surfaces and the important component of sustainability
- Energetic efficiency secured by a system of geothermal heat pumps, unique up until now in residential projects in Romania



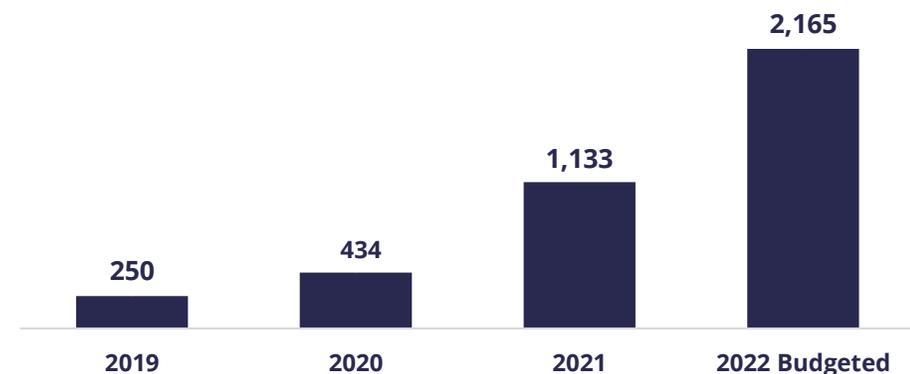
(1) As of May 2022  
Source: Company information

# Strong track record of growth and profitability

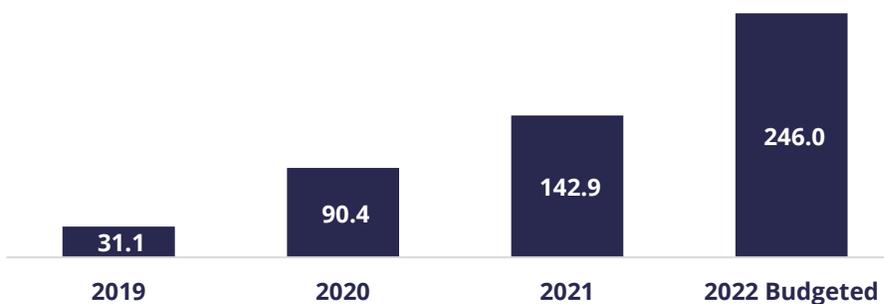
**Built surface<sup>(1)</sup> - residential (sqm)**



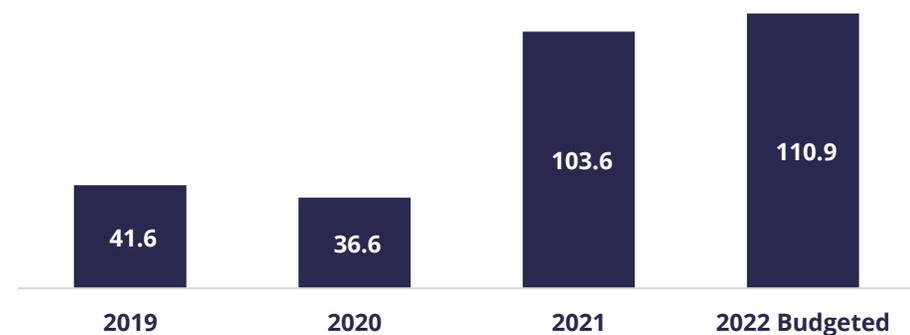
**Apartments sold<sup>(2)</sup> (#)**



**Sales of residential property (€m)**



**Net profit (€m)**



Source: Company website – Investor Presentation as of June 2022

Notes:

1: Cumulated, includes both finalized and under construction

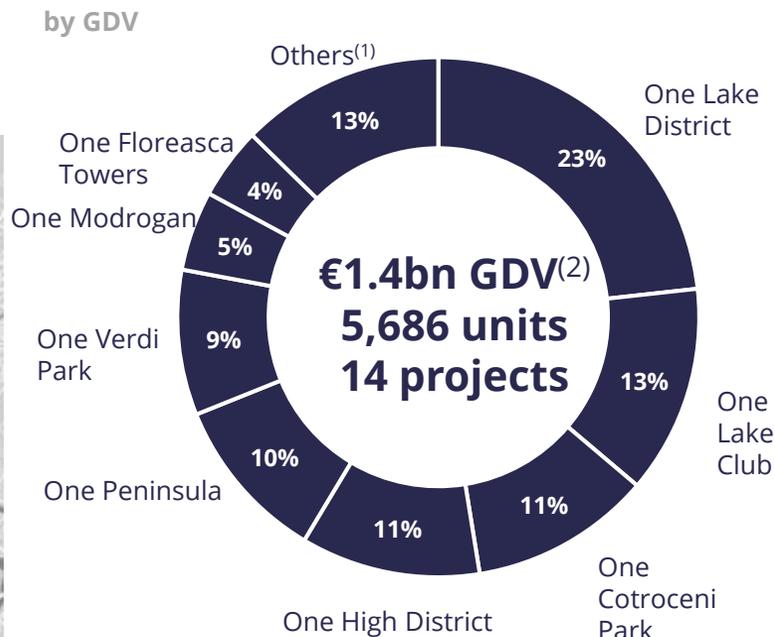
2: Cumulated, starting 2019

# €1.4bn ongoing residential developments in sought-after locations

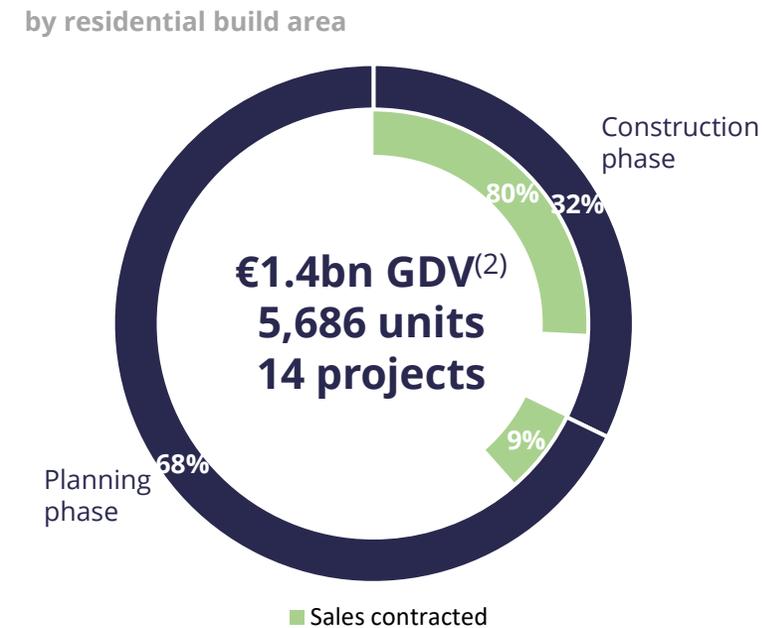
*Premium residential developments concentrate around the northern area of Bucharest*



## Residential developments by project



## Residential developments by status



- 13 projects located in sought-after locations of Bucharest, 1 project located in Mamaia
- 40% (€551m) of the development portfolio to be delivered by end of 2023
- For the under-construction portfolio, pre-sales as of 31 May 2022 cover 80% of the residential build area and 84%<sup>(3)</sup> of residential units

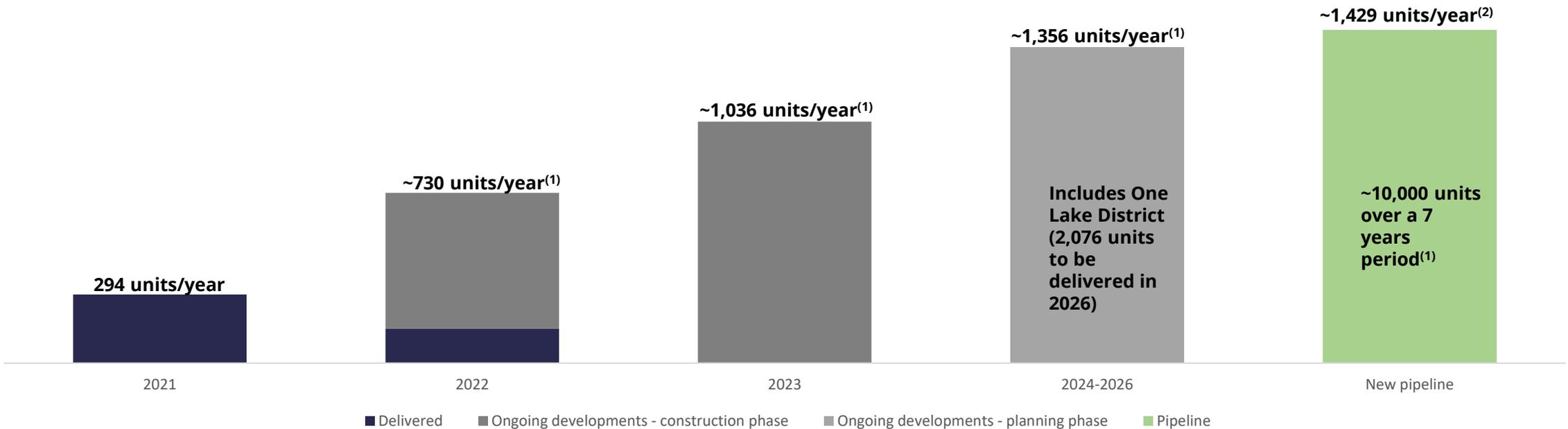
Notes:

- 1: Other projects include: One Herastrau Vista, One Floreasca Vista, One Timpuri Noi, One Athenee, V-Lago and One Mamaia Nord II
- 2: Calculated based on project status and expected gross development value as of 31 May 2022, as presented in the Prospectus
- 3: Information regarding the residential business model – Company's current report no. 46/2022

# Solid ongoing developments and existing negotiations to source land for 10 new projects set up a strong delivery profile

## Delivery profile

In number of residential units per year



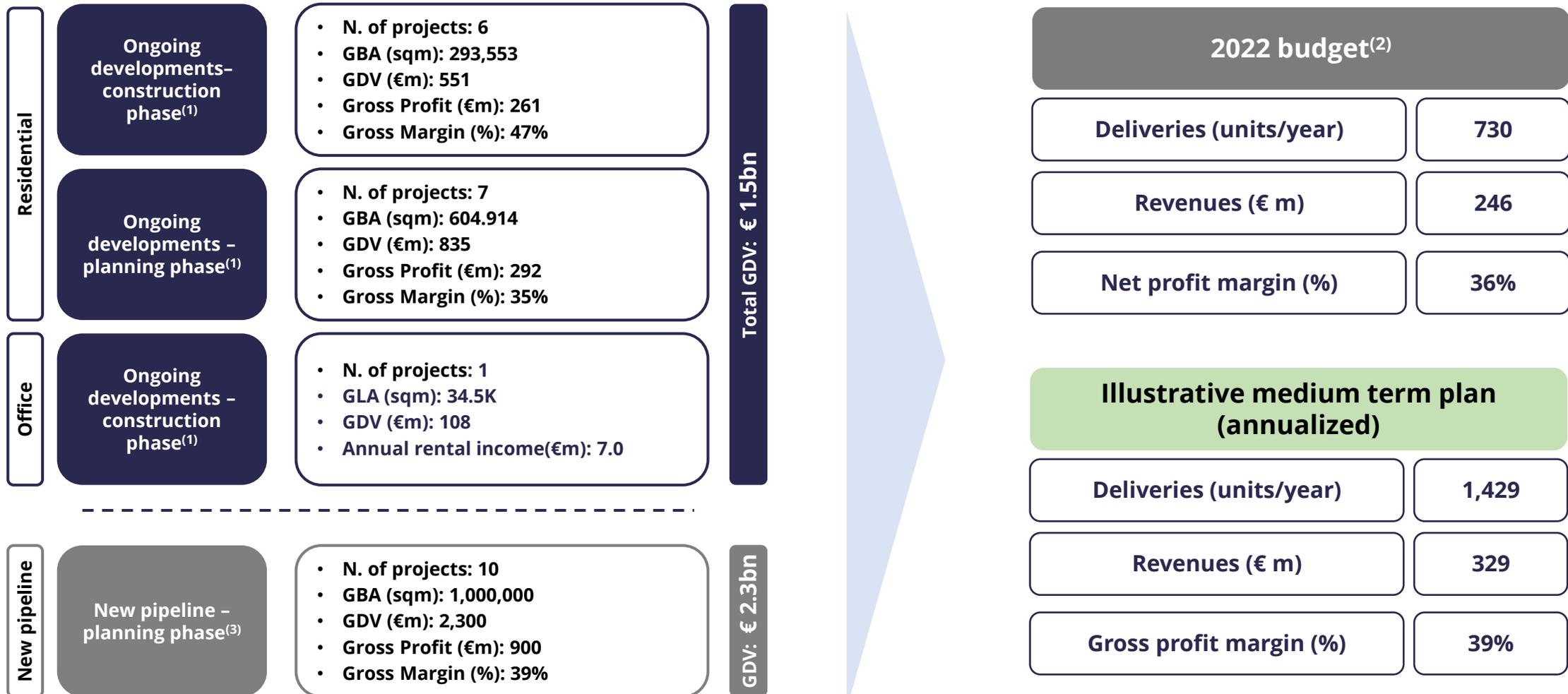
- Advanced negotiation, some with written or verbal understandings for 10 future developments to be developed during next 7 years<sup>(2)</sup>
- New pipeline is located in Bucharest and covers c. 10,000 residential units with more than 1m sqm of GBA<sup>(2)</sup>
- Approx. 10% of the developments will be for office and commercial use<sup>(2)</sup>

Notes:

1: Calculated based on list of ongoing projects as of 31 May 2022, as presented in the Prospectus

2: Management estimates as provided to the shareholders in the SGA on 26 April 2022 and as presented in the Q1 Financial report

# Existing and new pipeline fully consistent with Company short and mid-term growth ambitions



1: Calculated based on list of ongoing projects as of 31 May 2022, as presented in the Prospectus

2. Source: Company presentation publicly available on Company website - Excerpt from the 2022 budget only for residential segment; profit margin at the company level

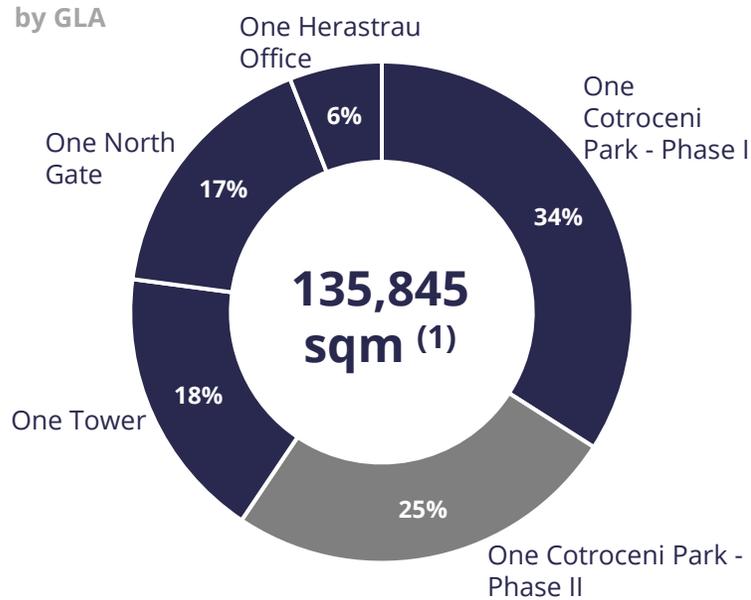
3. Management estimates as provided to the shareholders in the SGA on 26 April 2022 and as presented in the Q1 Financial report

# Office portfolio has a potential to generate approx. €27m in rental income per year

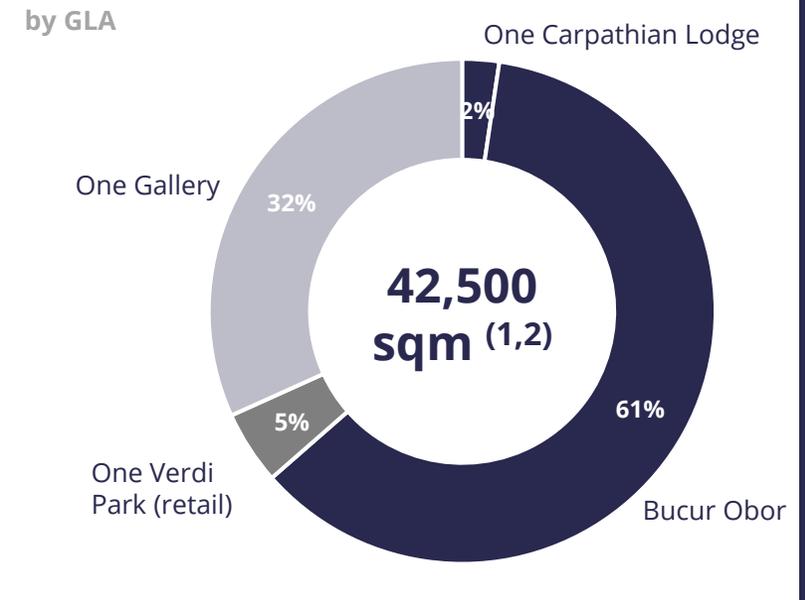
*The commercial segment is of strategic importance for One United Properties as it envisages the medium to long-term rental of spaces*



## Office portfolio



## Retail and services portfolio



■ Operational ■ Under construction ■ Construction to start in 2022

- Grade A Office portfolio, 77% of which developed by One United Properties
- On completion, the consolidated office portfolio is projected to generate approx. €27m of rental income annually<sup>(3)</sup>
- The company currently leases retail and service premises for One Carpathian Lodge and Bucur Obor, acquired in Q4 2021 and Q1 2022 respectively<sup>(1)</sup>. One Verdi Park (retail) development to be finalized in 2022 and generate income from 2023 onward, while One Gallery is expected to be developed until 2024 and generate income from 2025 onwards.

Notes:

1: Calculated based on list of existing and ongoing projects as of 31 May 2022, as presented in the Prospectus

2: Q1 2022 results presentation

3: Assuming completion of One Cotroceni Park Phase II and 100% occupancy rate

# Management team



## VICTOR CĂPITANU

Co-founder & Co-CEO  
At Company: 15 years  
In Industry: 17 years



## ANDREI DIACONESCU

Co-founder & Co-CEO  
At Company: 15 years  
In Industry: 17 years



## BEATRICE DUMITRAȘCU

CEO Residential  
Division  
At Company: 9 years  
In Industry: 17 years



## MIHAI PĂDUROIU

CEO Office  
Division  
At Company: 3 years  
In Industry: 13 years



## COSMIN SAMOILĂ

Chief Financial Officer  
At Company: 2 years  
In Industry: 17 years



## VICTOR SAVI - NIMS

Chief Legal Officer  
At Company: 3 years  
In Industry: 19 years



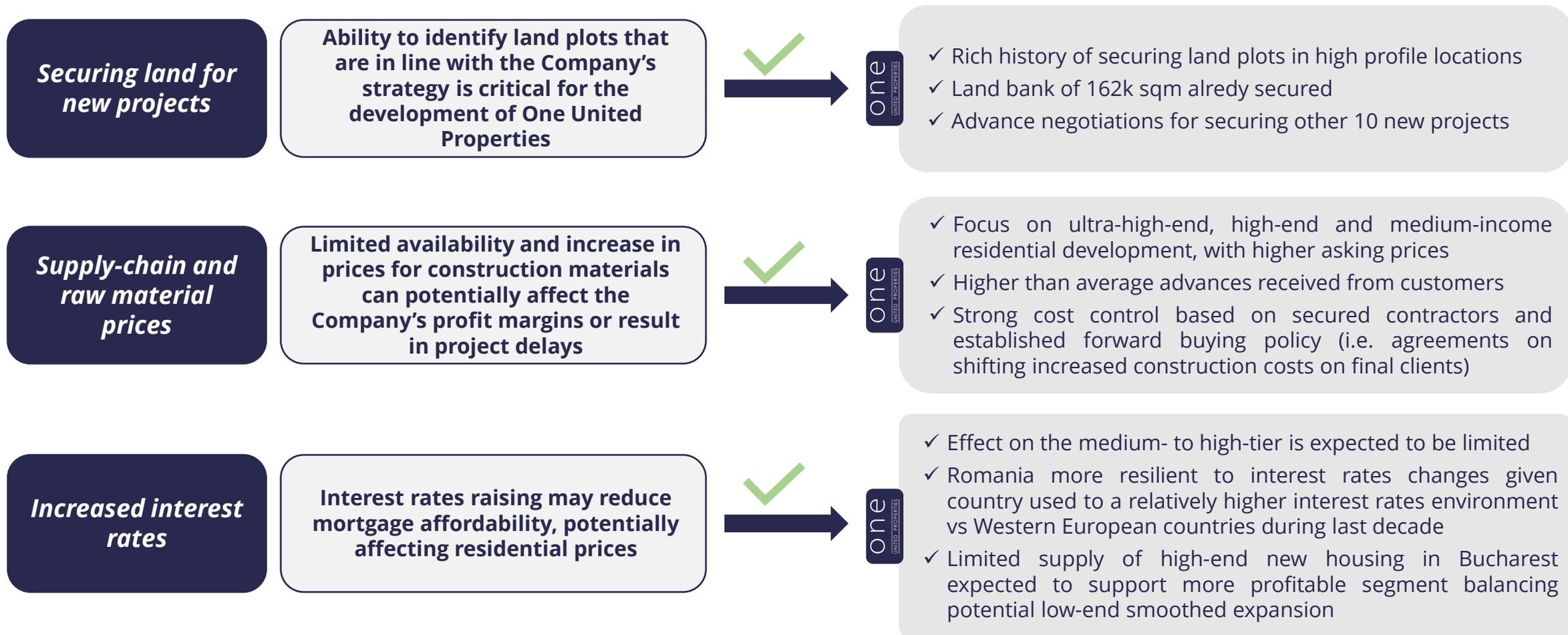
## IONUȚ DUMITRESCU

Partner Office Division  
At Company: 6 years  
In Industry: 25 years



**Management team with extensive real estate development experience**

# Current market head-winds and OUP ability to address them





one

UNITED PROPERTIES

Appendix

# Corporate Governance

## Compliance with BSE Rules

✓ As a listed Company, One complies with the Corporate Governance Code of the Bucharest Stock Exchange and report annually on its Corporate Governance compliance status in accordance with the Bucharest Stock Exchange requirements

- 4 independent directors out of a total of 7
- Risk and Audit Committee
- Nomination and Remuneration Committee
- Environmental, Social and Governance Committee
- A dividend policy
- A remuneration policy
- Shareholders' meeting procedures
- IR section on its website

✓  
**Risk & Audit Committee**

**One United Properties' Risk & Audit Committee has a consultative role** regarding internal and external audit procedures, appraisal of the integrity and quality of the financial reporting as well as the effectiveness of the Company's internal risk management and the assessment of any conflict of interest

✓  
**Nomination & Remuneration Committee**

One United Properties has a **reliable Nomination & remuneration Committee consisting of three members, the majority being represented by independent members plus one of the founders.** Main responsibility is establishing the principles for the selection of candidates and engaging in the selection process for the appointment or re-appointment as members of the Board of Directors.

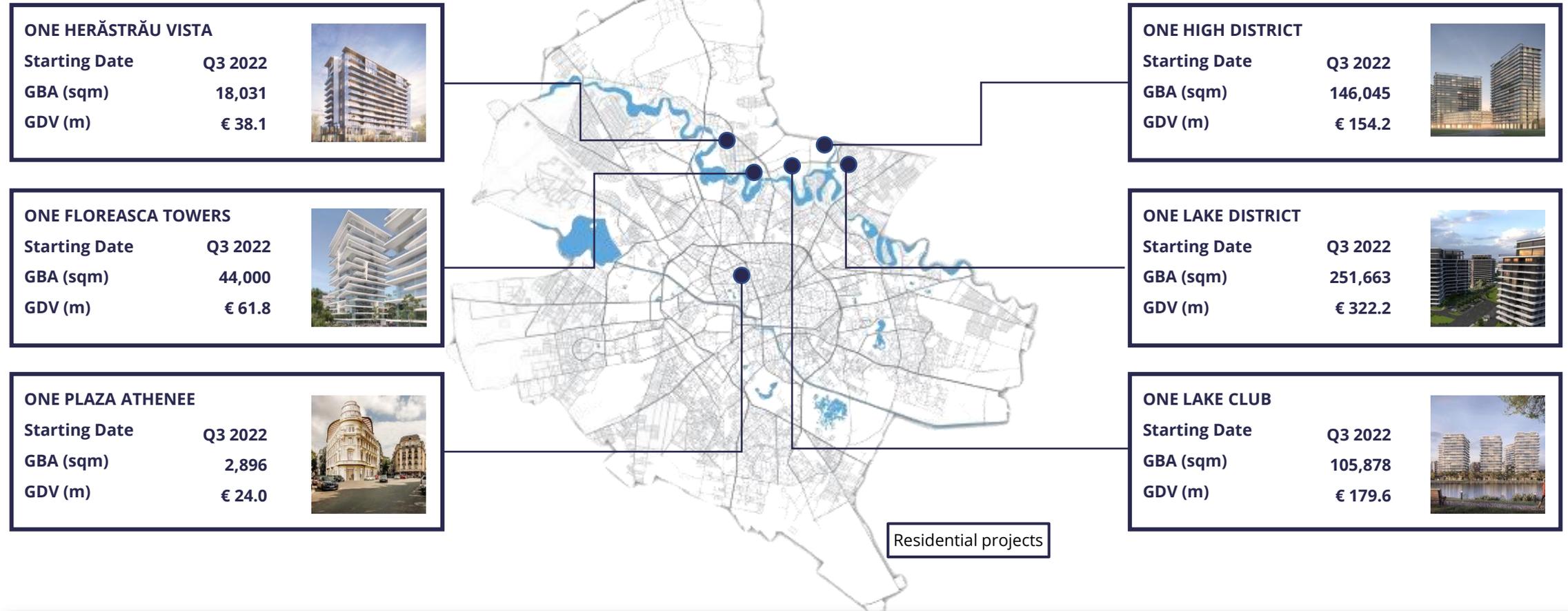
✓  
**Environmental, Social and Governance Committee**

One United Properties' **ESG Committee consists of two founders and an external IR manager and assists the Board of Directors in defining the Company's ESG strategy** based on the assessment of the Company's ability to create sustainable value, monitoring external ESG trends, understanding associated risks and opportunities and appraising the expectations of key stakeholders

✓  
**Dividend Policy**

One United Properties' dividends are declared and paid only if approved by the Company's Ordinary Meeting of Shareholders ("OGMS") based on the Board of Directors recommendation. In the absence of exceptional market conditions or financing needs, for future years, when formulating the proposal to the Issuer's OGMS, **the Board of Directors will consider a payout ratio of up to 35% of its distributable net profit obtained at individual level.** This is a usual rule for companies that have external financing including some of the subsidiaries but at the date of the prospectus there are no such restrictions on dividends of the Issuer

# Selected residential projects under permitting

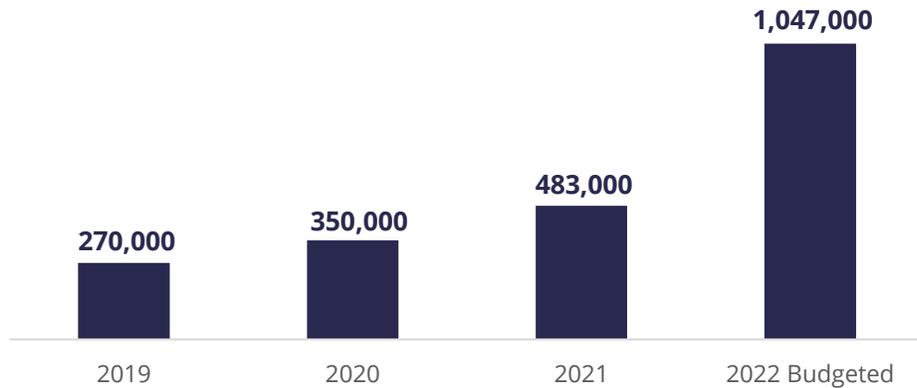


**Constantly expanding its offering, focused on high-value residential projects.**

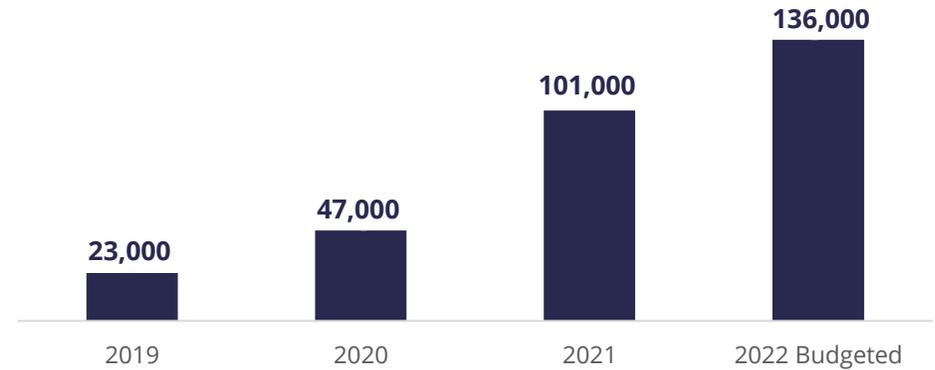
Source: Company's reports

# Key indicators

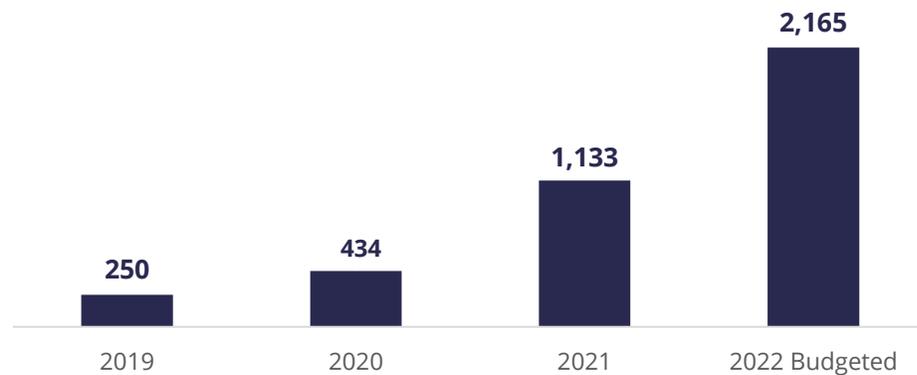
## Built surface<sup>(1)</sup> – residential (sqm)



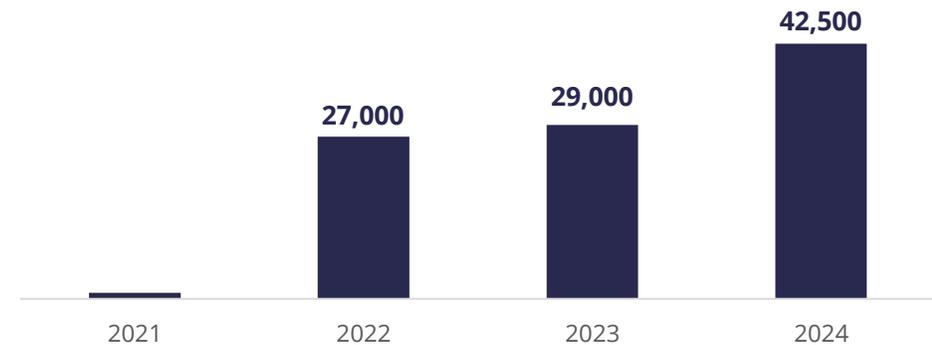
## GLA office portfolio (sqm)



## Apartments sold<sup>(2)</sup> (#)



## GLA retail portfolio<sup>(3)</sup> (sqm)



Notes:

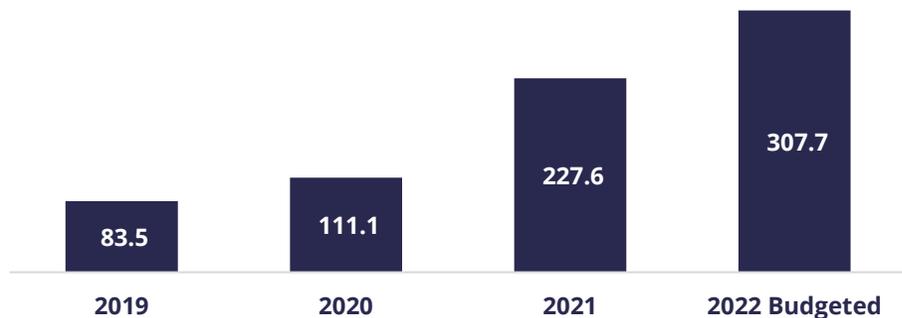
1: Cumulated, includes both finalized and under construction

2: Cumulated, starting 2019

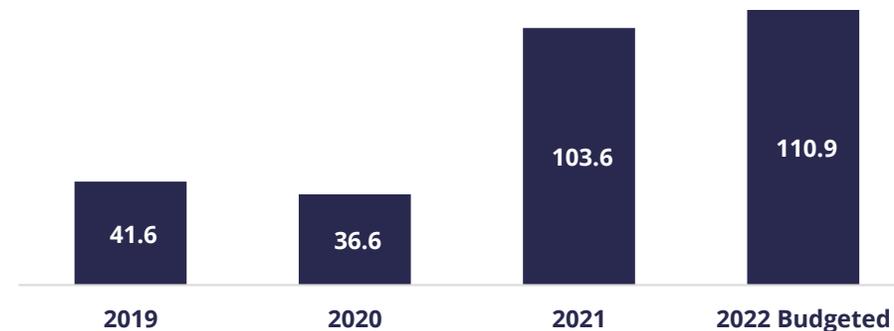
3 Until 2021, ONE has developed retail spaces exclusively for sale. Please note different interval of time on x-axis considering prior to 2021, GLA was 0.

# Key financial data (1/2)

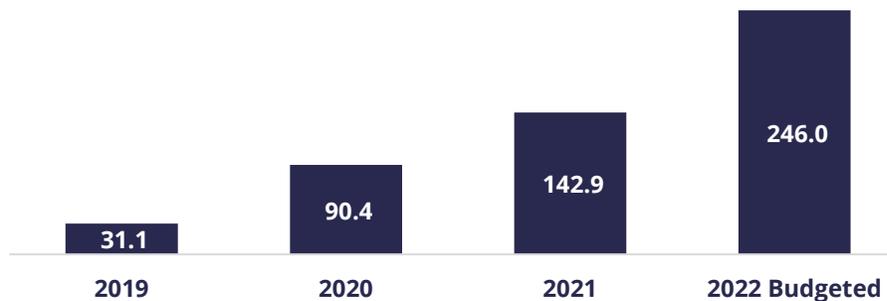
## Turnover (Eur)



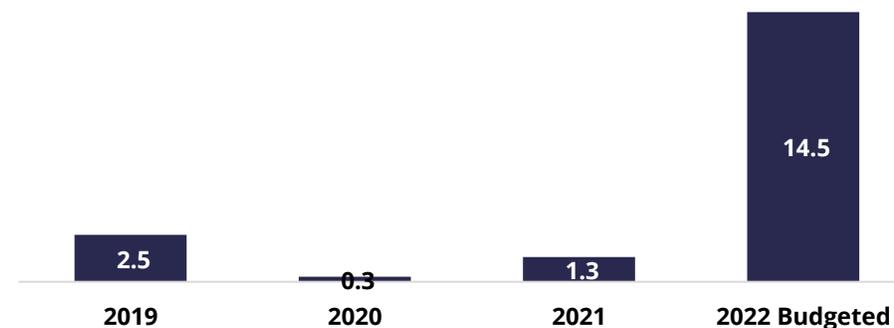
## Net profit (Eur)



## Sales of residential property (Eur)



## Rental income (Eur)



Source:

Company website – Investor Presentation as of June 2022

Notes:

EUR/RON exchange rates used: 2019 – 4.75; 2020 – 4.84; 2021 – 4.92; 2022 – 4.95

# Key financial data (2/2)

## Total assets (Eur)



## Equity attributable to owners of the Group (Eur)



## Investment property (Eur)



## Cash and cash equivalents (Eur)



Source:

Company website – Investor Presentation as of June 2022

Notes:

EUR/RON exchange rates used: Dec 2019 – 4.78; Dec 2020 – 4.84; 2021 – 4.92; 2022 – 4.95

# Existing portfolio by project, as of 31 May 2022

Residential properties under development	Start	End	GBA (sqm)	Resi build area (sqm)	# Resi Units	Pre-sales (%)	GDV (€ m)	Gross profit (€ m)
One Timpuri Noi	Q2 2019	Q3 2022	18,372	13,148	147	91%	26.45	8.1
One Floreasca Vista	Q2 2020	Q3 2022	11,719	9,232	63	83%	31.45	16.4
One Verdi Park	Q4 2019	Q4 2022	62,722	35,155	325	74%	125.3	63.2
One Modrogan	Q4 2020	Q3 2022	14,803	9,739	48	79%	68.7	45.1
One Peninsula	Q4 2020	Q4 2023	52,959	36,087	168	60%	143	73.9
One Cotroceni Park	Q2 2021	Q4 2023	132,978	64,561	868	92%	155.9	53.8
One Floreasca Towers	Q3 2022	Q2 2024	44,000	20,237	208	18%	61.8	16.9
One Herastrau Vista	Q3 2022	Q3 2024	18,031	11,463	117	38%	38.1	18.0
One Lake District	Q3 2022	Q3 2026	251,663	177,068	2,076	9%	322.2	131.2
One Lake Club	Q3 2022	Q3 2025	105,878	57,345	586	11%	179.6	50.2
One High District	Q3 2022	Q4 2024	146,045	66,992	859	0%	154.2	45.8
One Plaza Athenee	Q3 2022	Q3 2024	2,896	-	-	100%	24	14.3
One Mamaia Nord II	Q3 2022	Q3 2024	19,800	10,039	86	25%	23.3	5.6
V-Lago	Q3 2022	Q3 2024	16,601	10,359	135	0%	31.9	9.7
<b>Total</b>			<b>898,467</b>	<b>521,425</b>	<b>5,686</b>		<b>1,386</b>	<b>552.2</b>



## **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

### **For any follow-up questions:**

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IR Manager  
zuzanna.kurek@one.ro  
+40 742 431 111

Extended IR Presentation available [HERE](#)

Q1 2022 Report available [HERE](#)

2021 Annual Report available [HERE](#)

2020 Sustainability Report available [HERE](#)