



To: the Bucharest Stock Exchange
the Financial Supervisory Authority, Financial Instruments and Investments Sector

CURRENT REPORT NO. 104/2024

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

Report date:	21.10.2024
Name of the issuer:	One United Properties S.A.
Registered office:	20 Maxim Gorki Street, District 1, Bucharest, Romania
Registration no. Trade Registry:	J40/21705/2007
Sole registration code:	22767862
Share Capital:	RON 765,771,503.40
Total number of shares:	3,828,857,517 ordinary shares
Symbol:	ONE
Market where securities are traded:	Bucharest Stock Exchange, Main Segment, Premium Category

Important events to report: Trading update 9M 2024

The management of One United Properties S.A. (hereinafter referred to as the "**Company**") provides the market general and provisional information on the Company's key performance indicators for the nine-month period ended September 30th, 2024. One United Properties will publish the Q3 2024 financial results on November 11th, 2024, at 8:00 AM. The information provided in this trading update may be subject to change and may differ from the final numbers that will be presented in the financial report.

Residential sales and pre-sales

713 apartments and commercial units with a total surface of 71,886 sqm, 1,071 parking spaces and other unit types were sold and pre-sold for a total of EUR 190.6 million in the first nine months of 2024 (9M 2024). A year prior, in 9M 2023, the Company sold and pre-sold 819 apartments and commercial units with a total surface of 72,419 sqm, 1,286 parking spaces and other units for a total of EUR 198.6 million.

The average sales price per sqm in 9M 2024 remained stable versus 9M 2023, reflecting the integration of units from One Lake District Phase 2 into the sales portfolio. As the pre-sales at this development begun in May 2024, a significant portion of sales occurred during the initial construction phase, resulting in a slight moderation of overall average price levels.

The total value of the residential sales as presented above does not include the pre-sales to early clients, which are lower margin sales that contribute to financing land acquisition. These are units that the Company pre-sold to early clients at developments where construction did not begin. The total value of these sales in 9M 2024 was EUR 9.8 million, vs EUR 31.6 million for 9M 2023.



The 9M 2024 sales for key developments, together with the total number of units sold by September 30th, 2024, are as follows:

Development	Status	Delivery	Units sold in 9M 2024	Total units sold from project start	Total units developed
One Lake District Phase 2	In Development	Q3 2026	304	304	867
One Lake District Phase 1	In Development	Q2 2025	119	641	790
One Lake Club	In Development	Q4 2025	87	354	738
One High District	In Development	Q4 2025	70	597	840
One Cotroceni Park	Finalized	Q4 2023	44	947	993
Other developments	-	-	89	1,613	2,158
TOTAL UNITS			713	4,456	6,386

As of September 30th, 2024, 70% of the units available for sale, either under development or delivered, were sold out. Amounts to be received under contracts concluded with customers as of September 30th, 2024, are EUR 353 million in additional cash by 2026 (EUR 62 million in 2024, EUR 224 million in 2025 and EUR 67 million in 2026); EUR 121 million were collected in 9M 2024.

Commercial lease status

The headline rent for the rental portfolio for 9M 2024 was EUR 20.9 million, a 22% increase compared to 9M 2023. The leasing status across the commercial portfolio as of September 30th, 2024, is presented below:

Development	Status	Delivery/ Acquisition	GLA	% Leased / Pre-leased	% Tenants moved
One Tower	Developed	2020	24,039	100%	100%
One Cotroceni Park 1	Developed	2022	46,252	94%	90%
Bucur Obor	Acquired	2022	25,582	94% ¹	94%
One Victoriei Plaza	Acquired	2022	12,000	100%	100%
One Cotroceni Park 2	Developed	2023	34,456	93%	73%
TOTAL CURRENT LEASE PORTFOLIO			142,329	95%	89%
One Technology District	In development	2026	22,289	100%	0%
One Gallery	In development	2025	14,845	74%	0%
Mondrian Hotel	In development	2026	6,210	n/a	n/a

NOTE: ¹Due to the refurbishment process at Bucur Obor, some spaces are intentionally left unoccupied to allow the temporary relocation of certain essential operators while necessary renovations are being conducted inside the building.

In 9M 2024, One United Properties leased and pre-leased 12,100 sqm of office and retail spaces at Phase 1 and 2 of One Cotroceni Park. Moreover, the Company signed multiple lease extensions for a total area of 6,770 sqm.

Development

In August 2024, building permits were issued for both One Technology District and Mondrian Hotel, with the construction works at both developments commencing in Q3 2024.

As of September 30th, 2024, One United Properties had under construction a total of 4,041 units, 22,000 sqm of office spaces and 21,000 sqm of commercial spaces with a total Gross Development Value (GDV) of EUR 1.5 billion.

Landbank

As of September 30th, 2024, One United Properties had in ownership or under pre-SPA 285,100 sqm of land locations for further development, with total above-ground gross building rights (GBA) of



approximately 988,000 sqm. All these land plots are currently in the planning phase, with estimated GDV of additional EUR 1.8 billion. The Company estimates the construction of 7,000 apartments, services for communities, and 146,000 sqm of rental commercial buildings. Out of the commercial buildings, 121,000 sqm will host offices and the remaining 25,000 sqm represent buildings that will undergo restoration.

Executive Member of the Board of Directors

Victor Capitanu