





# INVESTOR PRESENTATION

April **2025** 

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

# Contents

**Executive Summary** 

**About One United Properties** 

**Market Overview** 

<u>Portfolio</u>

<u>Historical Results Highlights</u>

**2024 Results Highlights** 

**Management** 



Shaping life



# **EXECUTIVE SUMMARY**

# 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 TRACK RECORD

2012 - 2018 High-end and ultra-highend developments Smaller developments Entry to the office market through acquisition of One North Gate

2019 - 2022



First large-scale high-rise developments



Development of top-quality office buildings



First developments on the mid-income market - One Timpuri Noi, One Cotroceni Park



Increased focus on sustainability, urban regeneration

**2023 - FUTURE** 



Focus on large to very large developments



Attention to quality & brand recognition



Consolidation of the position on the office market



Entry on retail market (build to rent vs build to sell) incl. hospitality

€ 289m(3)

€ 236.5m<sup>(2)</sup>

Turnover

€ 68.3m<sup>(1)</sup>

# ONE AT A GLANCE

#### Residential segment prospect

Completed Construction Planning phase phase

GDV **€659.5m €1,232.9m €1.8bn+** 

No of units 2,451 4,017 7,000+

#### **Commercial segment prospect**

31.12.2024

Est. by 31.12.2026

Market Value (Gross Asset Value)

€458.6m

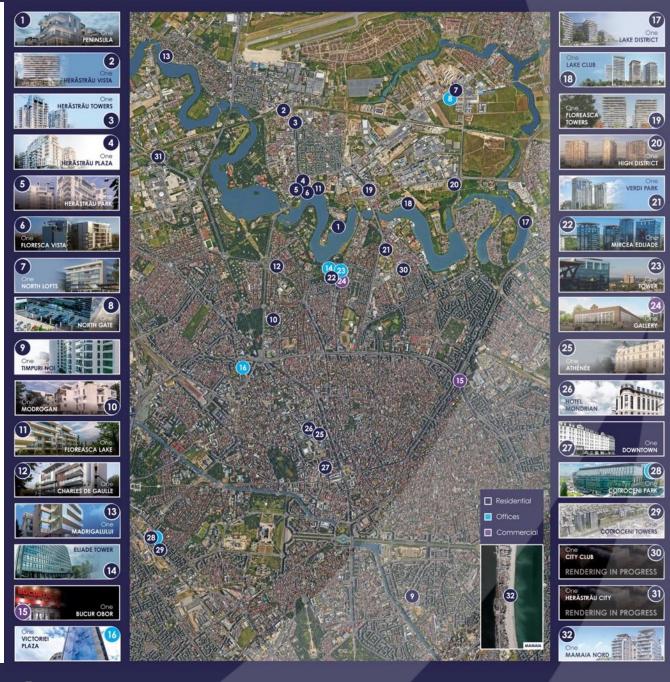
€707.3m<sup>1</sup>

GLA

147K

199K

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



# 2025/2028 DELIVERIES

One City Club
GDV: €60.78





One Herastrau Vista GDV: €46.80m



One Peninsula
GDV: €158.67m



One Modrogan
GDV: €75.45m



One High District
GDV: €192.57m



One Gallery
GDV: €97.59m



One Technology
District
GDV: €62.59m



One Lake District GDV: €381.42m



**City** GDV: **€279.5m** 

2025 2027 2028



One North Lofts
GDV: €33.53m



One Mamaia Nord GDV: €29.92m



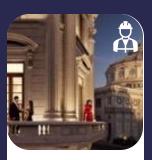
One Lake Club Armani Casa

GDV: **€309.34m** 



One Floreasca Towers

GDV: **€86.79m** 



One Athenee
GDV: €24m



Mondrian Hotel GDV: €50m



One Cotroceni Towers

GDV: **€295.84m** 



One Park Line
GDV: €334.78m

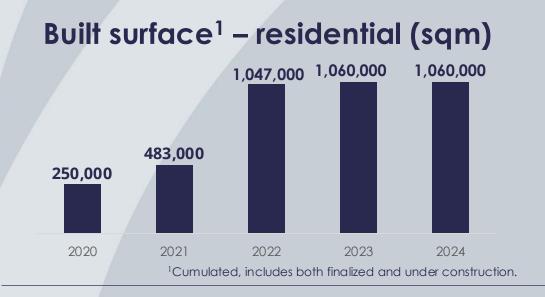
One Downtown



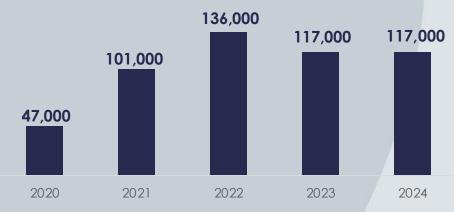
One Cotroceni Park P3 & P4



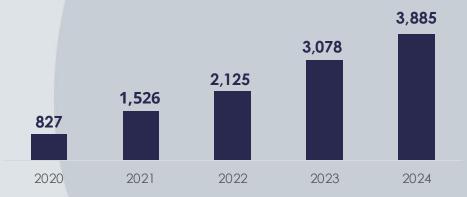
# **KEY INDICATORS**







#### Apartments sold and pre-sold<sup>2</sup>



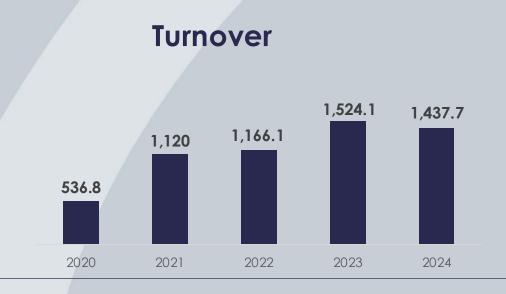
<sup>2</sup>Cumulated, starting 2020.

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



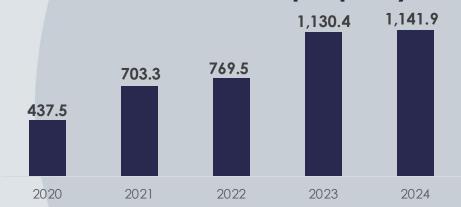
<sup>3</sup>Until 2021, ONE has developed retail spaces exclusively for sale. Please note different interval of time on x-axis versus other graphs on this page, considering that prior to 2021, own retail GLA was 0.

# KEY FINANCIAL DATA

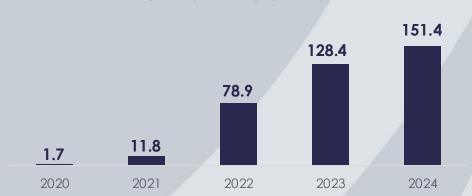




#### Sales of residential property



#### Rental income<sup>1</sup>



<sup>1</sup> Rental income refers to income generated by the Office as well as retail divisions and includes both rental revenues and services to tenants revenues.

in RON m

# KEY BALANCE SHEET INDICATORS



in RON m

# ONE TODAY



Attractive Market & Macro Conditions

- ✓ Above EU average CAGR of GDP per capita, with GPD estimated to reach €376bn in 2025
- ✓ Unmatched demand of residential properties amid 2<sup>nd</sup> highest overcrowding within EU-27



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



Top quality projects leading Bucharest urban regeneration

- ✓ Developments focused on the most attractive areas of Bucharest, leader in upper segment
- ✓ Focused on building modern, urban, sustainable and healthy buildings



Strong track record of growth and profitability

- ✓ Steep increase in terms of residential built surface and number of units sold over last 4 years
- √ Strong track record of growth and profitability



Visible development pipeline supporting future growth

- ✓ Ongoing developments and new pipeline fully consistent with ONE growth ambitions
- ✓ Commercial portfolio with a potential to generate additional revenue bulk



Proven managerial capability

- ✓ Experienced management team and solid in-house expertise
- ✓ Strong financial background coupled with consolidated real estate knowledge



# KEY INVESTMENT HIGHLIGHTS

#### 1. FAVOURABLE MARKET DYNAMICS FOR RESIDENTIAL SEGMENT

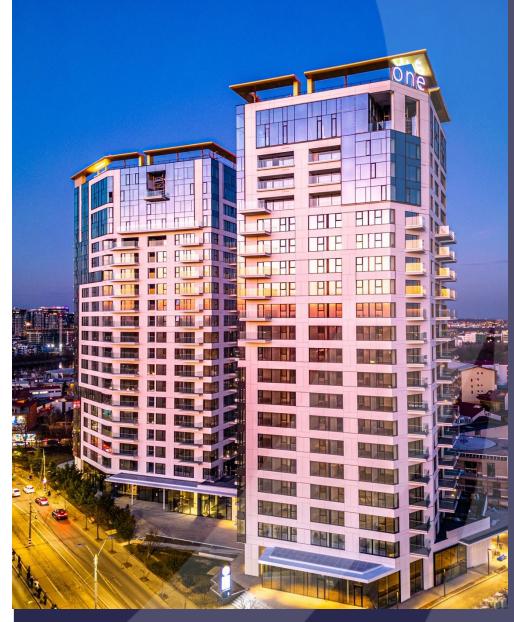
Between 2016-2020, Romania's GDP per capita increased with CAGR of 9%, above EU CAGR of 1.54%, and is estimated to increase, between 2024 and 2029 at CAGR of 5.8%, in euro terms. Bucharest-Ilfov region has population of 2.2 million inhabitants and 0.7 million of daily commuters, with GDP per capita of 190% compared to EU-27 average, overpassing Warsaw (155%), Budapest (168%), Vienna (134%), and Berlin (123%). At the same time, Romania struggles with the second highest overcrowded ratio in EU-27, of 41%, after Latvia 41.3%. With only 441 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 commercial segment with estimated GLA of 199K, market value of estimated EUR 707.3m by end of 2026, 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 35-45% (with lower or higher margins sometimes occurring depending on individual developments' characteristics). To date, ONE has delivered total profits of over €450m in the last 10 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 northern Bucharest, delivered in 2023.



One Lake Club, premium development located on the lakeshore, with geothermal heat pump system implemented for the benefit of residents.

#### 4. TRACK RECORD OF EXCELLENCE IN EXECUTION

ONE so far developed 12 residential projects with GDV of €659.5m and 3 office buildings, having won numerous awards both locally and internationally. The developments are distinguishable by the exceptional interior design.

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

ONE finances development of residential projects in a significant proportion of pre-sales, as proven by the low LTV of 27% reported for 2024. This approach allows ONE to transform high-quality land portfolio into cash-generating developments, while maintaining significant profit margins and minimizing capital investment. Before starting 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 December 31<sup>st</sup>, 2024, One United Properties had ownership or under pre-SPA over 285,100 sqm of excellent 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. The Group estimates the construction of approximately 7,000 apartments, services for communities, and 146,000 sqm of rental commercial buildings.

#### 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.

# **STRATEGIC**KEYPOINTS



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

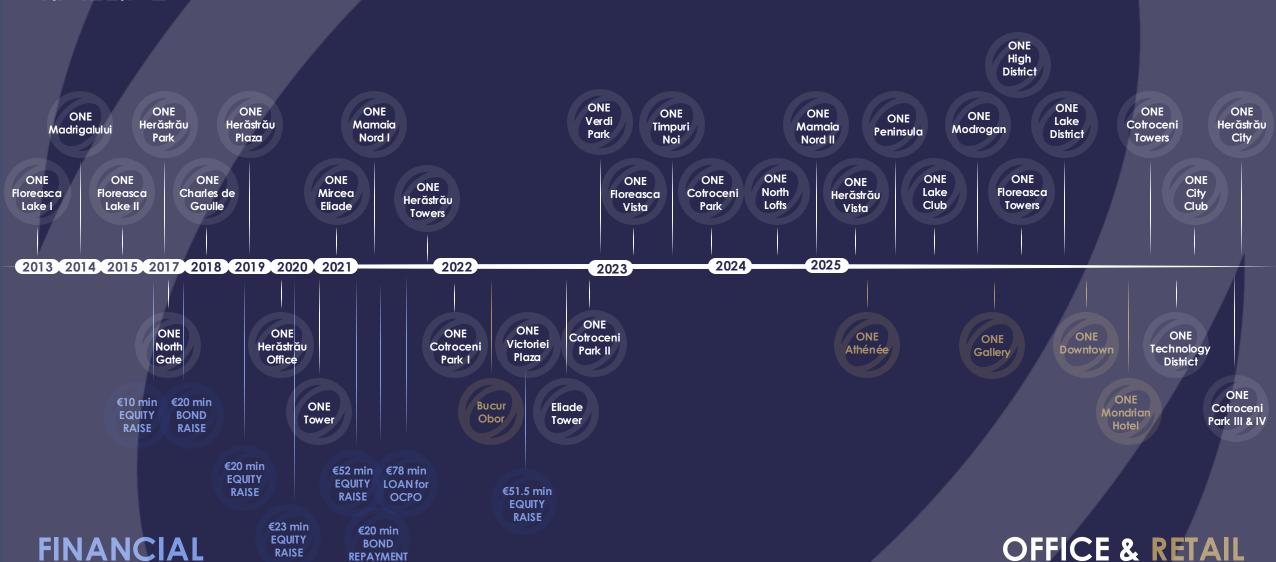
One United Properties' strategy is to invest in premium development opportunities with prospects of sustained returns and to continue leading the high-end residential development sector. The main directions of action to achieve this are:

- 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.

TIMELINE

#### **RESIDENTIAL** TIMELINE

**MILESTONES** 



**REPAYMENT** 

### 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.
- Since 2020, One United Properties publishes voluntary annual Sustainability Report. The 2023 Sustainability Report is available HERE.
- Rated 18.4, low ESG risk, by MorningStar Sustainalytics in November 2023.





















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 / I compared to the standard 30 g/I), education for sustainable operating scales of the building (energy efficiency, waste sorting, compost etc.).

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 development of ONE where the company purchased a cultural monument with a goal to protect and regenerate the cultural heritage of the centre of Bucharest.

Since 2021, the Group announced other urban regeneration developments such are: **One Gallery**, the former Ford Factory, **One Downtown** and **One Plaza Athenee**, which will host the very first Mondrian Hotel in Romania.

# RECOGNITION





Victor Capitanu

Best CEO in IR





**One United Properties** 

Best Company in Investor Relations – Public Vote





**One United Properties** 

Public Listed Company of the Year





**One United Properties** 

Residential developer of the Year

One Cotroceni Park Urban Regeneration Project of the Year





**One United Properties** 

Best practices for proven success





One Cotroceni Park

Best Urban Regeneration Project





#### One United Properties

Real Estate Developer of the Year 2021 in Romania

**Skia Real Estate**2021 Sales Performance

One Herastrau Towers

High End Residential Project of 2021 In Romania





#### **One United Properties**

Largest Developer of Luxury Residential Spaces



#### AWARDS



#### One United Properties Residential Developer

One Tower
Mixed-use Project





#### One Floreasca City

Best Residential Developer

Best Co-Working Community





#### **One United Properties**

Residential Developer of the Year

Investor of the Year

#### One Verdi Park

Residential Project of the Year

# RECOGNITION



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 aranted a Green Homes Certificate



2017

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



2017

of the Year

**Best Residential** Development



2014

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

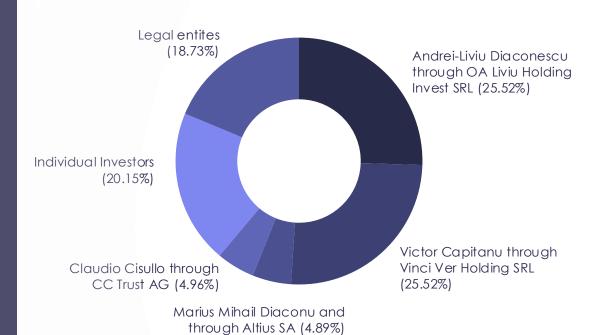
# ONE ON BVB

2024 liquidity: **RON 294.4m** 

P/E : **5.3 on 2024 profit** 

2024 DivY: 3.8%, paid semi-annually

Shareholding structure as of 31.12.2024:







**ANALYST COVERAGE** 







**SWISS CAPITAL** 

#### INDICES











wiener boerse



# Romania, CEE's 2<sup>nd</sup> economy

#### **Economy**

13<sup>th</sup> largest economy in the EU

**2<sup>nd</sup>** largest economy in the CEE, after Poland, overpassing Czech Republic

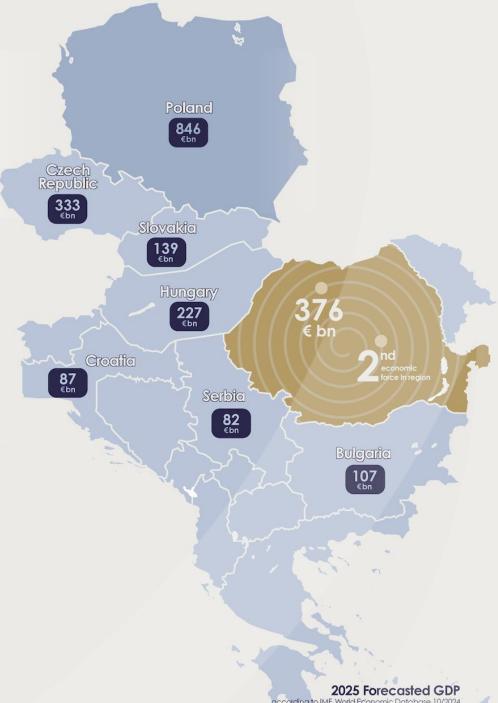
€ 376bn estimation for Romania's GDP in 2025



3.28% unemployed in December 2024

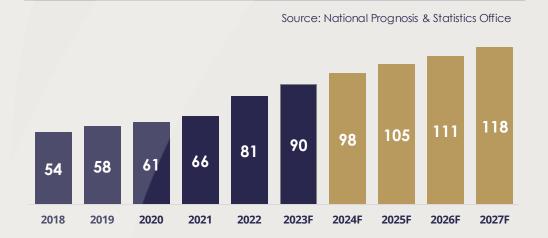


\*Source: IMF World Economic Outlook Database, 10/2024.



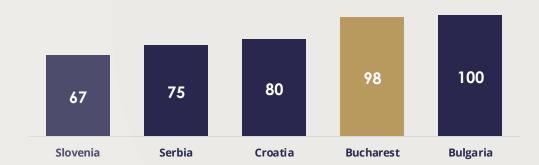
#### Bucharest contributes 28% to Romania's GDP

#### **Bucharest Metropolitan Area - GDP evolution** (€ bn)



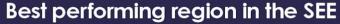
**Bucharest GDP overpassing neighboring economies** 

Source: National Prognosis & Statistics Office, CountryEconomy.com

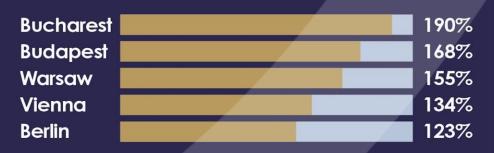




Source: National Prognosis & Statistics Office



1.5 million employees with average net wage of € 1,290 (2024), versus € 1.027 national net wage. Bucharest-Ilfov region had GDP per capita of 190% in 2023 compared to EU-27



### The affordability has consistently improved over last decade



Average transaction value for new homes in 2023 (EUR/sqm)

Affordable mortgages

Share of the mortgage rate in average national salary (%)

Source: Deloitte

Source: SVN





# Romanians prefer to own homes, yet deficit of approx. 200K units persists due to overcrowdness and old stock



9.1%

EU-27

51.7%

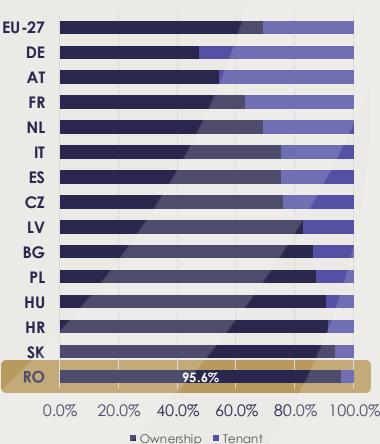
47.7%

■ House ■ Apartment ■ Other

0.6%

Share of people owning/renting their home in 2023 (%)

Source: Eurostat



27

EU-27 average at 8.8%.

Average population having

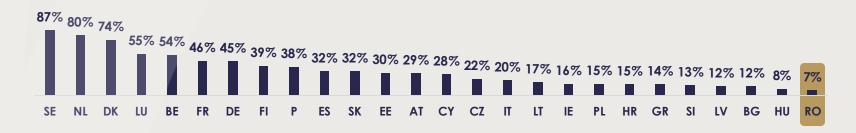
housing cost overburden in

2023 (spending 40%+ DI) with

# Low ratio of outstanding residential loans, with the majority of transactions being paid in equity

Total outstanding residential loans to GDP ratio in 2023

Source: Hypostat

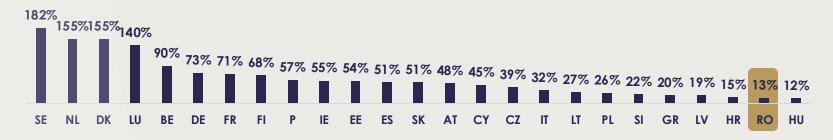


had a mortgage loan as of October 2024, accounting for approximately 10% of the working population.

Source: BNR

Total outstanding residential loans to disposable income of households ratio in 2023

Source: Hypostat





# Market overview

# Market segmentation for residential deliveries in Bucharest Metropolitan area



- Consistently decreasing market supply, not sufficient to address market demand
- Relatively stable segmentation of developments across mass/middle/premium segment
- In 2024, the delivery of units targeting middle segment was the lowest since 2016

Market classification criteria, price per sqm;

Mass market	Middle market	Premium
< €1,500 / sqm	€1,500-2,300 / sqm	€2,300+

Source: SVN

# **PREMIUM**

# Targeted sub-segments

Target market: middle market

• Price per sqm: ≈120-180% of market average

• **Differentiators**: balanced mix of affordability and quality, offering large-scale construction with access to essential infrastructure. Modern design, comfortable living environment, convenience being in proximity to business areas.

Target: premium market

• **Price point**: ≈200% above market average

• **Differentiators**: Developments catering to those with high expectations for quality finishings (also in exclusive partnerships), boasting close-by amenities and situated in prime locations in the city.

• Target: top 10% of the premium market

• Price per sqm: ≈400% above market average

• **Differentiators**: Exceptional locations in the most prestigious areas of the city, smaller and more private developments offering amenities that blur the line between home and upscale hotel.

Common ONE denominators across all subsegments:

Reliability

Location

Community

Design

**Amenities** 

Comfort

Safety

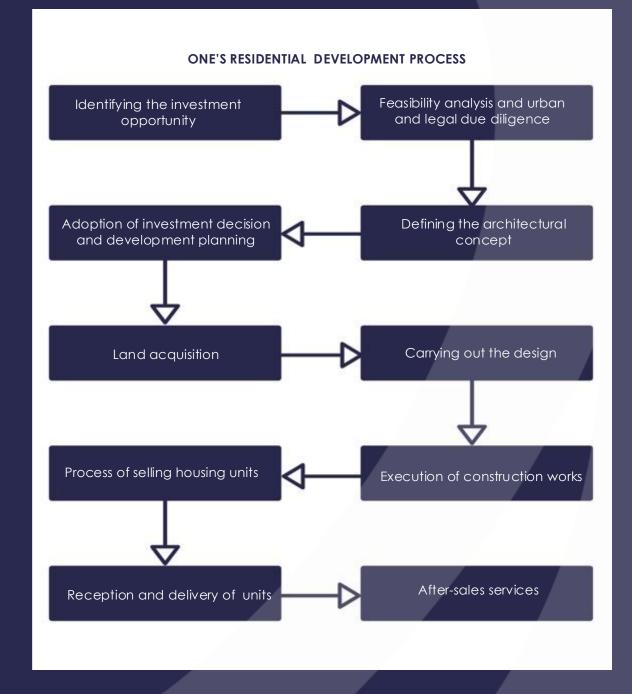
Prestige

# RESIDENTIAL SEGMENT -DEVELOPMENT

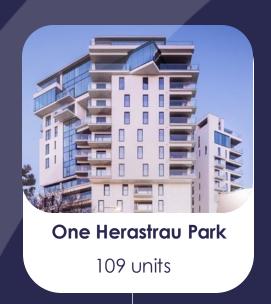
Prior to deciding to acquire land for development, the management carries out a thorough analysis on the investment opportunity, which can last between 2-6 months. Only after the feasibility analysis, urban and legal due diligence, defining and seeking feedback from the market on the architectural concept, 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 development reaches certain stages in the authorization and execution of construction works, reflecting the increase in value associated with the respective units.









One Cotroceni Park

993 units



3k+ units

2017 2028 2014 2021 2025 2023



Madrigalului Residence

14 units



One Mircea Eliade

258 units



One Lake District

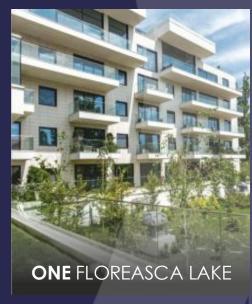
1,989 units

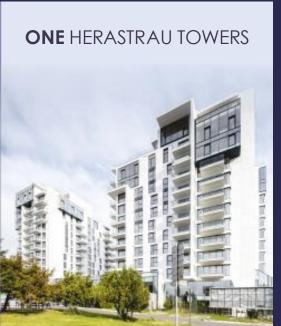
# **SELIVERED**SEVELOPMENTS

ONE VERDI PARK

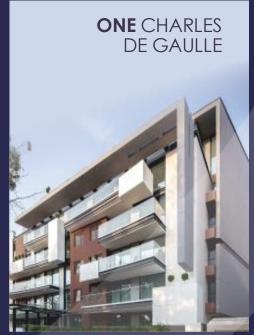


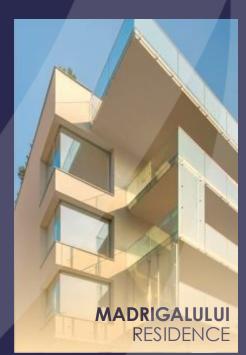














#### ONE **VERDI PARK**

Starting date  Completion date	Q4'19 Q1'23
UNITS	346
PP	498
GBA (sqm)	62,590
Saleable (sqm)	38,282
- Apartments	35,155
- Commercial	3,127
GDV (m)	€ 128.62



### ONE FLOREASCA VISTA

Starting date	Q2'20
Completion Date	Q2'23
UNITS	/2
	63
PP	75
GBA (sqm)	11,677
Saleable (sqm)	9,676
- Apartments	9,676
GDV (m)	€ 31.34



### ONE **TIMPURI NOI**

Starting date  Completion Date	Q2'19 Q3'23
UNITS	149
PP	174
GBA (sqm)	23,357
Saleable (sqm)	14,113
- Apartments	13,148
- Commercial	964
GDV (m)	€ 27.03



# ONE COTROCENI PARK

題	COIROCLINITARK	
f	Starting date	Q2'21
I	Completion Date	Q4'23
Infinit		
	UNITS	993
No.	PP	1,434
	GBA (sqm)	137,720
T	Saleable (sqm)	82,359
	- Apartments	64,651
	- Commercial	17,708
	GDV (m)	€ 1 KK K5

2024 © ONE UNITED PROPERTIES



### ONE HERĂSTRĂU TOWERS

Starting date	Q4'18
Completion Date	Q1'22
TIMUTS	174
UNITS	
PP	254
GBA (sqm)	30,982
Saleable (sqm)	21,985
- Apartments	16,989
- Commercial	4,996
GDV (m)	€ 55.31



#### ONE **MAMAIA NORD**

	Phase I	Phase II
Starting date	Q3'18	Q3'22
Completion Date	Q3'21	Q2'25
UNITS	50	86
PP	71	148
GBA (sqm)	8,523	18,552
Saleable (sqm)	6,285	13,639
- Apartments	6,285	13,639
GDV (m)	€ 17.50	€ 29.9



# ONE MIRCEA ELIADE

GDV (m)

Starting date  Completion Date	Q1'18 Q2'21
UNITS	258
PP	546
GBA (sqm)	60,735
Saleable (sqm)	34,681
- Apartments	30,949
- Commercial	3,732



### ONE **HERĂSTRĂU PLAZA**

Starting date  Completion Date	Q2'16 Q1'19
UNITS	194
PP	243
GBA (sqm)	32,414
Saleable (sqm)	18,001

15,494

2,507

€ 33.50

**Apartments** 

Commercial

GDV (m)



### ONE CHARLES DE GAULLE

Starting date	Q4'15
Completion Date	Q2'18
UNITS	33
PP	55
GBA (sqm)	9,197
Saleable (sqm)	5,378
- Apartments	5,378
GDV (m)	€ 22.70



### ONE **HERĂSTRĂU PARK**

Starting date	Q3'15
Completion Date	Q2'17
	100
UNITS	109
PP	155
GBA (sqm)	27,050
Saleable (sqm)	17,806
- Apartments	17,806
GDV (m)	€ 34.40



### MADRIGALULUI RESIDENCE

Starting date  Completion Date	Q4'13 Q3'14
UNITS	14
PP	12
GBA (sqm)	3,130
Saleable (sqm)	2,271
- Apartments	2,271
GDV (m)	€ 3.20 <sub>3</sub>



# ONE FLOREASCA LAKE

Starting date	Q3'11
Completion Date	Q2'15

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

# PMEN

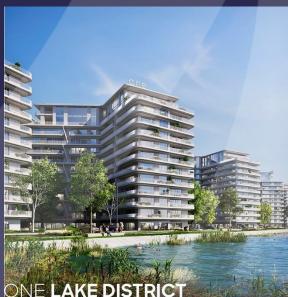
# UNDER CONSTRUCTION & IN PIPELINE













### ONE **PENINSULA**

Starting date	Q4'20
Estimated Completion Date	Q4'25
UNITS	166
PP	293
GBA (sqm)	53,821
Saleable (sqm)	36,087
- Apartments	36,087
GDV (m)	€ 158.67



### ONE **Modrogan**

Starting date	Q4'20
Estimated Completion Date	Q4'26
UNITS	48
PP	90
GBA (sqm)	14,803
Saleable (sqm)	9,739
- Apartments	9,739
GDV (m)	€ 75.45



### ONE **HERĂSTRĂU VISTA**

Starting date

GDV (m)

Estimated Completion Date	Q4'25
UNITS	119
PP	179
GBA (sqm)	20,267
Saleable (sqm)	13,575
- Apartments	11,463
- Commercial	2,112



# ONE LAKE CLUB

Starting date

Estimated Completion	Date	Q4 <sup>2</sup> 26
UNITS		738
PP		944
GBA (sqm)		111,196
Saleable (sqm)		71,523
- Apartments		69,563
- Commercial		1,960
GDV (m)		€ 309.34

Q3'22

€46.80

Q3'22



### ONE FLOREASCA TOWERS

Starting date	Q4'22
Estimated Completion Date	Q3'25
LIAUTO	
UNITS	215
PP	293
GBA (sqm)	32,787
Saleable (sqm)	20,975
- Apartments	20,006
- Commercial	968
GDV (m)	€ 86.79



# ONE **HIGH DISTRICT**

Starting date	Q4'22
Estimated Completion Date	Q4'25
UNITS	840
PP	1,167
GBA (sqm)	124,259
Saleable (sqm)	73,016
- Apartments	66,992
- Commercial	6,024
GDV (m)	€192.57



### ONE **NORTH LOFTS**

Starting date	Q2'23
Estimated Completion Date	Q3'25
UNITS	160
PP	237
GBA (sqm)	34,784
GDV (m)	€ 33.53



# ONE LAKE DISTRICT

Starting date Q2'23
Estimated Completion Date Q4'25/Q3'27\*

UNITS PP	1,989 2,420
GBA (sqm)	196,436
Saleable (sqm)	178,047
- Apartments	177,068
- Commercial	979
GDV (m)	€ 381.42

Details on and renderings for One City Club (GDV €60.78m), One Herastrau City (GDV €279.42m), One Cotroceni Towers (GDV €295.84m), One Park Line (GDV €334.78m) are not yet finalized.

# Land sourcing

### **EXISTING LANDBANK**

**Land Holdings**: 285,000+ sqm of prime land locations for future development in ownership or pre-SPA

**Development Rights:** Total above-ground gross building area (GBA) exceeds 988,000 sqm

GDV: €1.8 billion +

Current Phase: all land plots are in the planning phase

#### Purpose:

- Residential: 7,000+ apartments with services for communities
- Commercial 146,000 sqm estimated for rental commercial buildings, 121,000 sqm offices and 25,000 sqm within buildings set for restoration

### PIPELINE UNDER NEGOTIATION

Ongoing negotiations for strategically located land plots in Bucharest, including large properties for future developments targeting **Bucharest's booming middle-class** with **affordable premium** housing, such as a **20ha plot land** within 10 min driving from city centre.

**Affordable premium housing** is a segment where we will be increasingly more active for the years to come.

We have under negotiation land for 10k+ units (and all necessary related facilities for the communities), across all our segments of clientele, but with larger focus on the medium income segment.

We are by far the **developer of choice** for Bucharest landowners to partner for future developments.





- 1) ONE Tower
- 2) ONE Cotroceni Park
- ONE Victoriei Plaza

### **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 commercial portfolio GLA of 199k sqm by the end of 2026. Out of that, 117K sqm are already finished (One Cotroceni Park Office Phase 1 & 2, One Tower, and One Victoriei Plaza), and another 95K sam were already announced (One Cotroceni Park III & IV, One Technology District). The company projects that on completion, the consolidated office portfolio, together with retail portfolio, will have the market value by end of 2026 estimated at EUR 707.3 million.

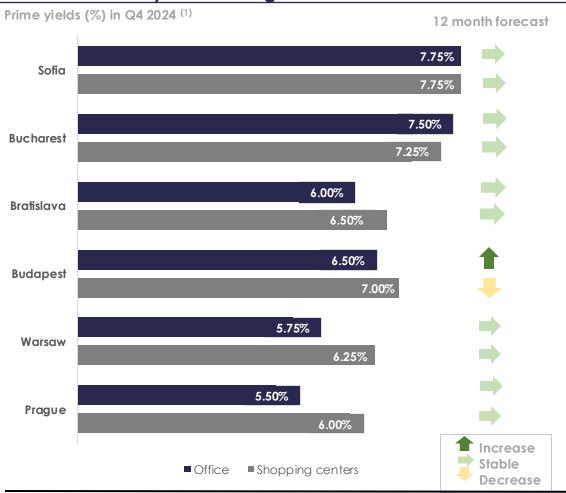
The growth within the ONE office portfolio is generated by three vectors:

- 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 MARKET – REGIONAL PERSPECTIVE

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



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

- ✓ Gross take-up volume in Bucharest in 2024 totalled 321.7k sqm, 21.4% below 2023, with net take-up decreasing 11% to 162.3k sqm.
- ✓ Only one delivery in 2024 of 15.5K sqm, 85% below 2023.
- ✓ Record low pipeline for 2025: expected deliveries of just 8K sqm One Gallery further contributing to contractions in the vacancy rate.
- ✓ Uptake in 2026: at least 50,000 sqm expected to be delivered in 2026, including One Technology District.
- ✓ Prime office rents in Bucharest remained unchanged in Q4 2024, at €22.0 per sqm per month, the same value as in 2023.
- ✓ The vacancy rate decreased in 2024, reaching 11.8% as of Q4 2024, and is expected to continue to slightly decrease in 2025 due to extremely limited pipeline.

Notes:

<sup>1:</sup> Colliers, The CEE Investment Scene 2024/2025

<sup>2:</sup> iO Partners Bucharest City Report Q4 2024

### OFFICE PORTFOLIO



# ONE COTROCENI PARK 2

Starting date  Completion Date	Q2 '21 Q1 '23
TOTAL GLA	35,797
- Offices (sqm)	33,332
- Terraces (sqm)	2,121
- Storage (sqm)	344
PP	396



# ONE COTROCENI PARK 1

Completion Date	Q3 19 Q4 '21
TOTAL GLA	47,001
- Offices (sqm)	42,479
- Terraces (sqm)	3,475
C1 / \	1.040

580



### ONE **TOWER**

Starting date  Completion Date	Q1 '18 Q4 '20
TOTAL GLA	23,320
- Offices (sqm)	23,219
- Terraces (sqm)	502
- Storage (sqm)	252
PP	370



# ONE VICTORIEI PLAZA

Acquisition date	Q3'22
TOTAL GLA	12,000
- Offices (sqm)	12,000
PP	93

### **RETAIL PORTFOLIO**



### BUCUR **OBOR**

Q1 '22 **Acquisition date** 

25,582 RETAIL GLA

Auchan and multiple **Tenants** small businesses



### **ELIADE** TOWER

Acquisition date	Q4'22
TOTAL GLA	8,406
- Offices (sqm)	8,406
PP	47



### ONE **GALLERY**

Starting date Q3'22 **Completion Date** Q3'25

**TOTAL GLA** 14,845 **Tenant** 

Multiple (high-end)

### LANDMARK RESTORATION PORTFOLIO





Shaping life



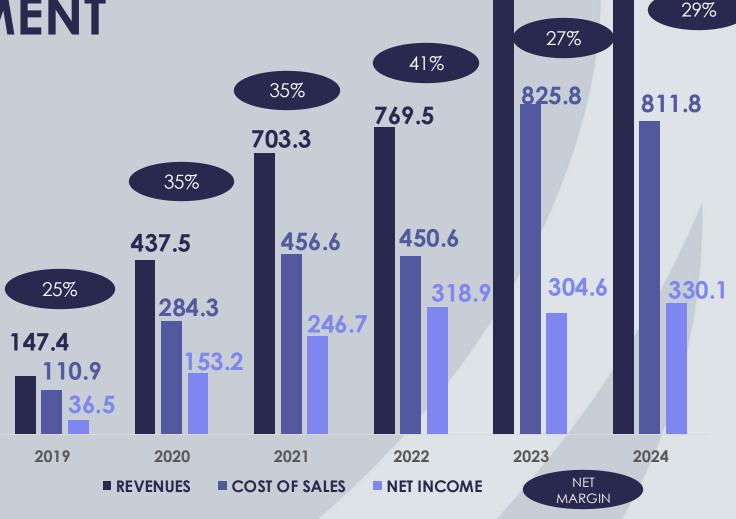
HISTORICAL RESULTS HIGHLIGHTS

# EVOLUTION OF THE RESIDENTIAL SEGMENT

The revenues from sales of residential property increased 7-fold between 2019 and 2024, overpassing historical milestone of RON 1 billion twice thus far – in 2023 and 2024.

The varying margin from year to year is due to the IFRS 15 revenue recognition applied by the Group. Following the IFRS 15, initial stages of construction register higher turnover as the completion advances faster due to heavy works carried out, however revenue margins naturally increase as developments progress, with sales prices also rising in later stages. As a result, the net margin generated improved from 26.9% in 2023 to 28.9% in 2024.

As a principle, the Company targets, with each development, a net margin of minimum 35%.



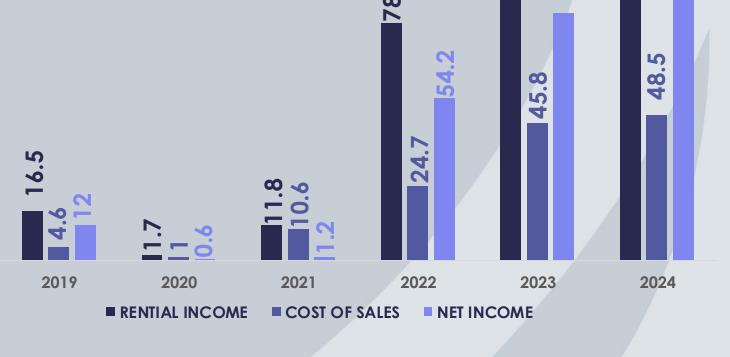
1,141.9

1,130.4

# EVOLUTION OF THE COMMERCIAL SEGMENT

The rental income, which also includes revenues from tenant services, became significant as of 2022, following the delivery and the lease of the two major developments of One United Properties, One Tower and One Cotroceni Park Phase 1, as well as acquisition of One Victoriei Plaza in Q3'22 and Bucur Obor (acquired in Q1'22), the latter being consolidated under the retail division.

In 2023, One Cotroceni Park Phase 2 was delivered, which had a positive impact on the evolution of the segment in 2024.



in RON m

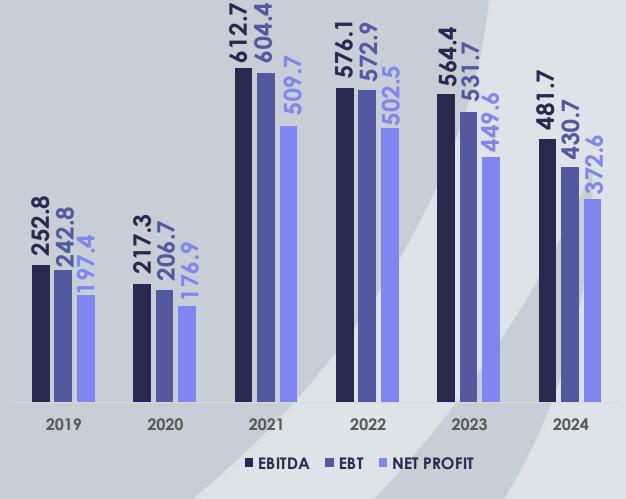
51

### GLOBAL RESULT

The rapid growth recorded between 2020 and 2021 contributed to an almost twofold increase in One United Properties' key indicators from 2019 to 2024.

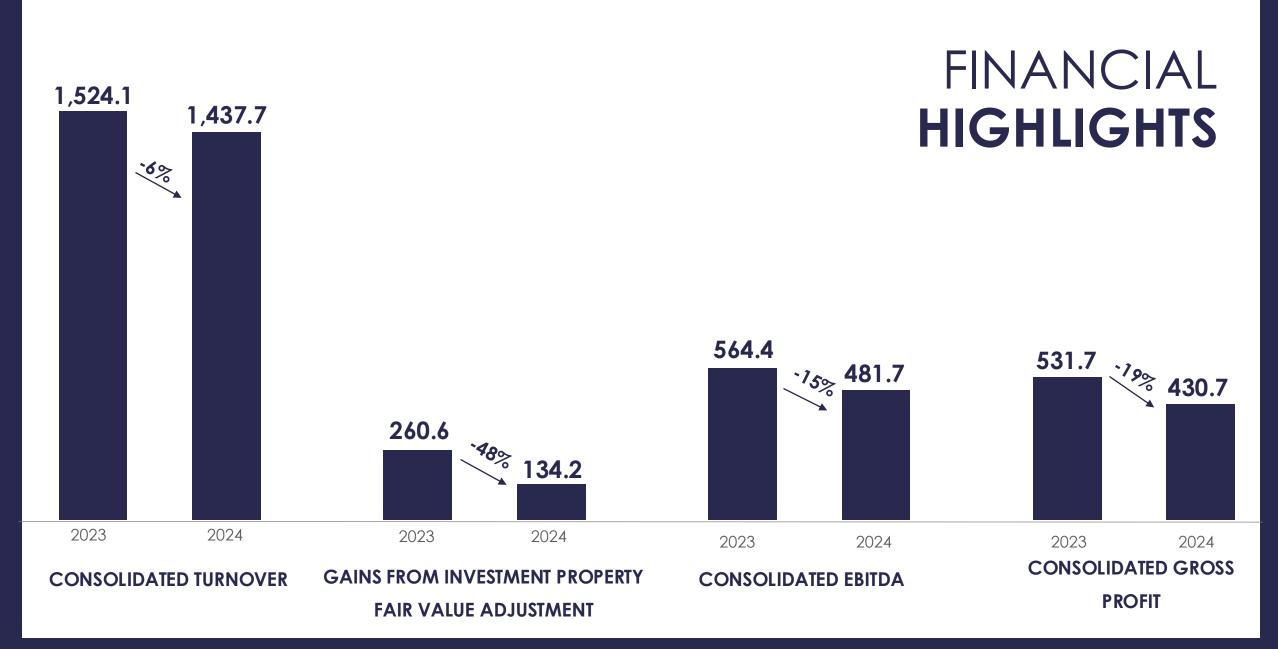
Gross result (EBT) is the relevant indicator for the Group due to significant part of the taxes being deferred. For example, the income tax for 2024 amounted to RON 58.1m, where RON 20.7m is the actual expenditure and the remaining RON 37.4m represents the deferred tax on profit.

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.



in RON m



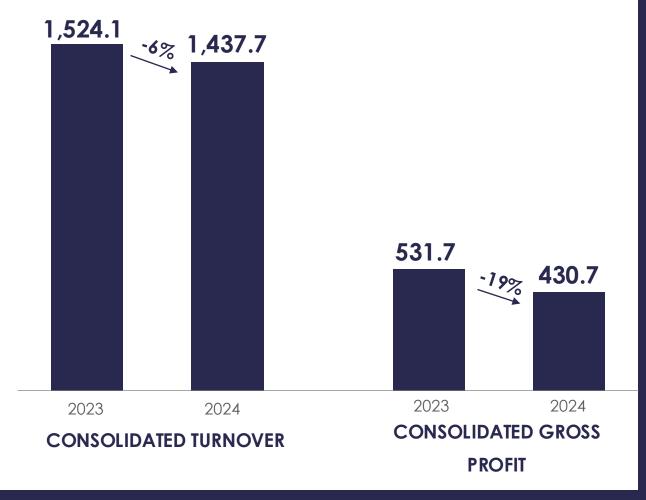


# KEY FINANCIAL FIGURES – GROSS PROFIT

In 2024, One United Properties achieved a consolidated turnover of RON 1,437.7 bn( -6% YoY), marking the second time in the company's history that it has reached this significant milestone within the year.

Turnover in 2024 included revenues from apartment sales (RON 1,141.9m), rental and tenant services revenues (RON 151.4m), gains from investment property fair value adjustment (RON 134.2m), and other operating income (RON 10.1m).

The gross result reached RON 430.7m in 2024, a 19% decrease from 2023, while net profit stood at RON 372.6m, down 17% YoY. Income tax for 2024 amounted to RON 58.1m, with RON 20.7m in actual expenditure and RON 37.4m as deferred tax on gains from fair value adjustments, which will only become taxable upon asset sale.

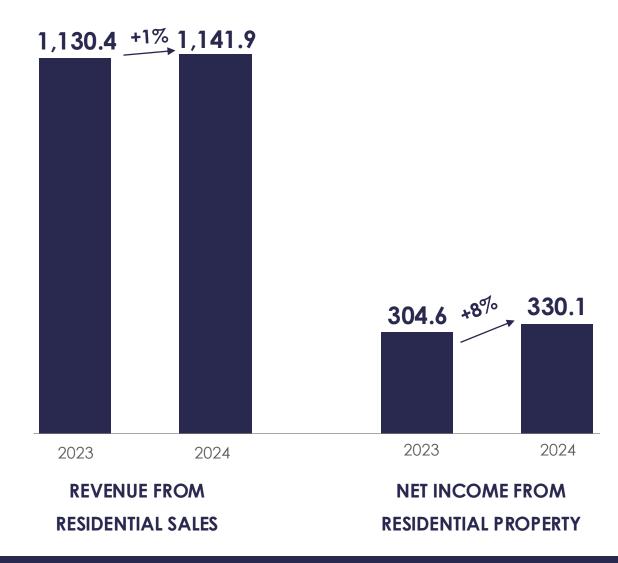


# **KEY FINANCIAL**FIGURES - RESIDENTIAL

Revenues from residential property sales overpassed RON 1 billion mark for the second time in history, reaching RON 1,141.9m in 2024, a 1% increase YoY.

Net income from residential properties rose by 8% YoY to RON 330.1m, driven by growing revenue margins as developments progress and sales prices increase. Also, following the IFRS 15 (revenue recognition method over the time period), initial stages of construction register higher turnover as the completion advances faster due to heavy works carried out, however revenue margins naturally increase as developments progress, with sales prices also rising in later stages.

As a result, the net margin from residential sales improved from 26.9%, as recorded for 2023, to 28.9% in 2024.

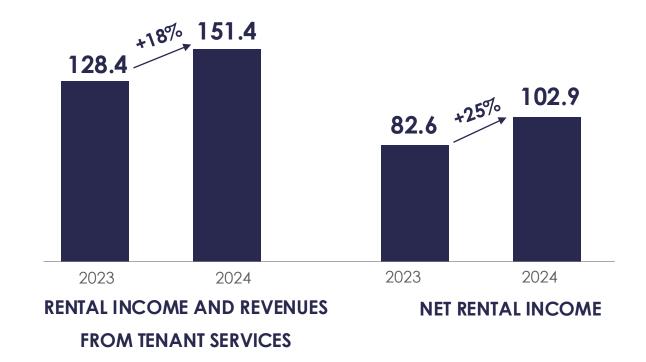


# KEY FINANCIAL FIGURES - COMMERCIAL

Rental income, encompassing revenue from the commercial division and tenant services, rose by 18% YoY to RON 151.4m in 2024, up from RON 128.4m in 2023.

This growth was driven by the entire portfolio, with notable contributions from new developments where tenants moved in between 2023 and 2024, including One Cotroceni Park 1 (94% leased as of December 31<sup>st</sup>, 2024) and One Cotroceni Park 2 (93% leased, with 73% of tenants moved in as of December 31<sup>st</sup>, 2024).

With additional tenants expected to move in, rental income is projected to increase further in the coming quarters.

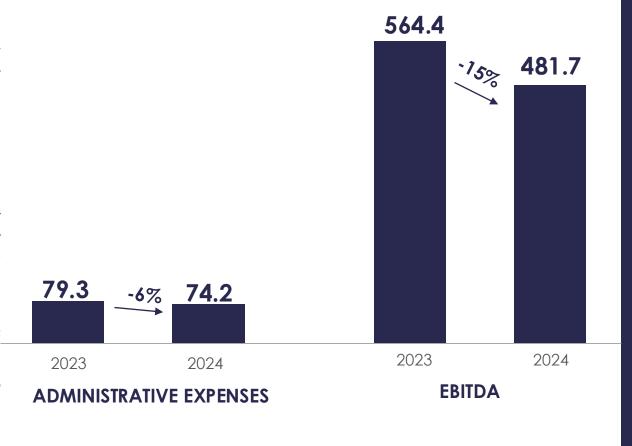


# KEY FINANCIAL FIGURES

Administrative expenses decreased 6% YoY, amounting to RON 74.2m in 2024, compared to RON 79.3m in 2023, despite the Company's expanded operations. Other operating expenses increased by 25% to RON 18.3m. Out of this amount, RON 7.4m are CSR-related sponsorships, which are expected to be partially deducted from profit tax.

The result from operating activity totaled RON 481.7m in 2024, reflecting a 15% decrease primarily due to a RON 126.4m reduction in gains from investment property fair value adjustments (-48% YoY), and partially offset by higher net income from residential property and net rental income.

It is important to mention that the value of gains fluctuates by reporting period depending on the type of development activity carried out by the Group in the given period, the operating result actually shows a 14% increase. This growth was supported by an 8% YoY increase in net income from residential property and a 25% YoY increase in net rental income.

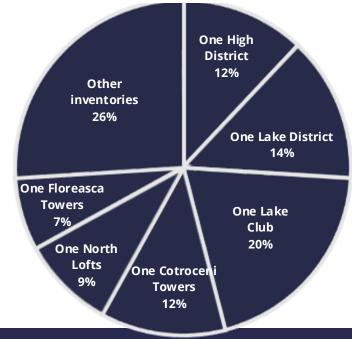


# ASSETS – **RESIDENTIAL**

Current assets rose by 19% in 2024, reaching RON 2.6bn. This growth was driven by a 54% increase in trade receivables and 38% increase in advance payments to suppliers, which reached RON 179.4m as of the end of 2024. Inventories registered a 4% increase remaining at RON 1 billion level as of the end of 2024.

The residential developments included in the inventories saw varying YoY evolution, aligned with residential sales dynamics in 2024, as detailed in the business updates section.

Residential Property in '000 RON	31.12.2024	31.12.2023
One Verdi Park	31,296	57,376
One Cotroceni Park – Residential	53,181	71,563
One Cotroceni Towers	129,404	127,931
One Modrogan	43,266	43,627
One Mircea Eliade	2,711	20,307
One Peninsula	63,056	81,602
One Herastrau Towers	3,267	1,227
One Floreasca Vista	378	10,161
One Timpuri Noi	1,877	8,594
One Mamaia Nord (P1 and P2)	27,087	23,556
One Herastrau Vista	26,647	16,444
One High District	123,846	111,535
One Lake Club (P1 & P2)	211,417	186,456
One Lake District	141,510	174,992
One North Lofts	96,420	-
One Floreasca Towers	71,750	60,750
Carpathian Lodge 2	6,748	-
Other inventories	7,561	6,544
TOTAL	1,041,422	1,002,665



2024 © ONE UNITED PROPERTIES 58 in RON m

# ASSETS – COMMERCIAL & LANDBANK

The non-current assets increased by 5% to RON 3 billion, largely driven by an 5% rise in investment properties, which totaled RON 2.8bn by the end of 2024, encompassing both the commercial segment and landbank.

This growth includes the addition of One Technology District following the land acquisition in Q1 2024 and One Mamaia Nord 3. Among standing assets, the most significant increases in 2024 were recorded for One Gallery (+79%), One Downtown (+20%), Bucur Obor (+11%) and One Cotroceni Park Office Phase 2 (+8%). At the same time, One North Gate, due to reconversion to residential development One North Lofts, exited the investment properties and was reclassified to inventory.

Investment properties '000 RON	31.12.2024	31.12.2023
One Tower	421,209	418,629
One Cotroceni Park - Office 1	604,225	598,601
One Cotroceni Park - Office 2	444,594	413,144
One Cotroceni Park - Office 3	37,106	36,553
One Cotroceni Park - Office 4	81,671	80,073
One Victoriei Plaza	138,527	138,527
One Technology District	81,146	
One North Lofts	-	161,177
Eliade Tower	44,075	44,771
Bucur Obor	346,934	313,559
One Gallery	222,994	124,882
One Downtown	50,807	42,448
Mondrian Hotel	72,580	71,510
One Carpathian	7,883	8,004
One Baneasa Airpark	18,990	21,555
One Mamaia Nord 3	14,843	-
Other	73,836	67,018
Apartments for rental	178,612	170,218
TOTAL	2,840,032	2,710,670

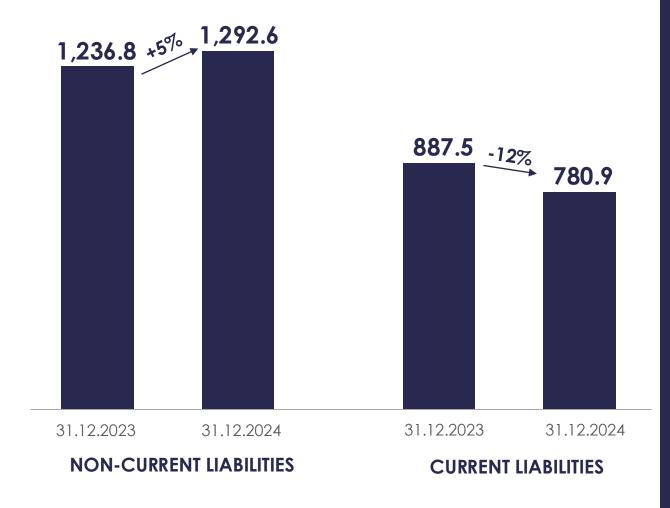


### LIABILITIES

The increase in the non-current liabilities was driven by a 12% growth in loans and borrowings from banks and others, which amounted to RON 927.1m as of December 31<sup>st</sup>, 2024. The increase was driven by the new drawdowns for One Tower, One Floreasca Towers, One Gallery, One Mamaia Nord, One Cotroceni Park and One Cotroceni Park Office Phase 2.

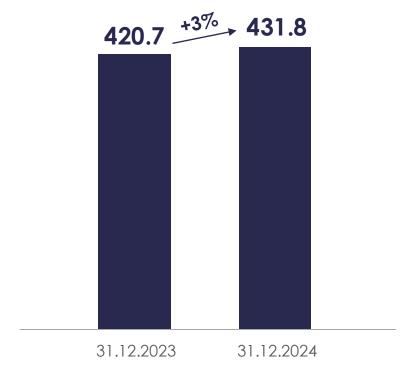
Average maturity left for outstanding loans as of 31.12.2024, was 7.1 years for bank loans related to investment property assets (EUR 162.8m) and 3.1 years for the bank loans related to development of residential property assets (EUR 39.3m). Average interest margin over EURIBOR 3M was between 1.5% to 3.5%.

The decrease in current liabilities was primarily due to the decrease of 23% of the trade and other payables, which amounted to RON 274.5 million as of the end of December 2024, and a 9% decrease in advance payments from customers, which amounted to RON 353.7 million as of the end of December 2024.



### **CASH POSITION**

The cash position noted an increase of 3%, growing from RON 420.7m to RON 431.8m by the end of 2024, on one hand fueled by the share capital increase, and on the other hand offset by a robust development activity in 2024 spanning 13 active construction sites across residential and commercial portfolio.



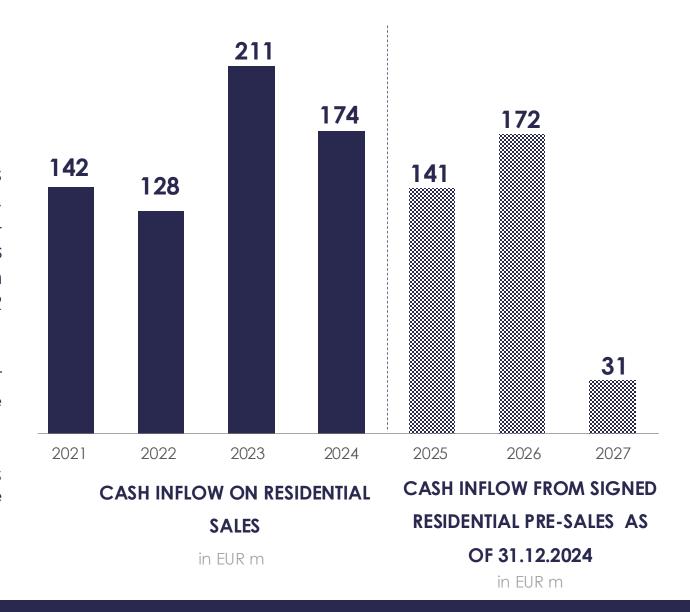
**CASH POSITION** 

### CASH INFLOW

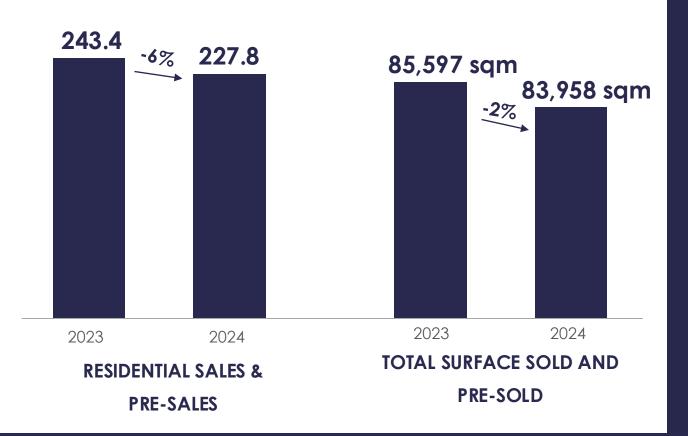
In 2024, One United Properties saw cash inflows of EUR 173.8m. Contractual cash-flows, representing amounts to be received under presales agreements concluded with customers as of 31.12.2024, amounted to EUR 342.9m in additional cash by 2027 (EUR 140.6m in 2025, EUR 171.8m in 2026 and EUR 30.5m in 2027).

These are the amounts due only for the units that were pre-sold and are to be delivered in the future, excluding any sale done in 2025.

The actual cash inflow from residential properties for years 2021-2024 is presented for comparative purposes.



# RESIDENTIAL SALES & PRE-SALES



One Lake District
Phase 2

339 units sold in 2024339 total units sold867 total units developed

One Lake District
Phase 1

129 units sold in 2024651 total units sold790 total units developed



122 units sold in 2024389 total units sold738 total units developed

One High District

78 units sold in 2024631 total units sold840 total units developed

### RESI TRENDS

850 apartments and commercial units with a total surface of 83,958 sqm, 1,270 parking spaces and other unit types were sold and pre-sold for a total of EUR 227.8m in 2024.

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

As of 31.12.2024, 74% of the units available for sale, either under development or delivered, were sold out.

Development	Status	Delivery	Units sold in 2024	Total units sold from project start	Total units developed
One Lake District Phase 2	In Development	Q3 2027	339	339	867
One Lake District Phase 1	In Development	Q4 2025	129	651	790
One Lake Club	In Development	Q4 2026	122	389	738
One High District	In Development	Q4 2025	78	631	840
One Cotroceni Park	Finalized	Q4 2023	52	955	993
One Floreasca Towers	In Development	Q3 2025	26	156	215
One North Lofts	In Development	Q3 2025	24	78	160
One Verdi Park	Finalized	Q1 2023	21	316	339
One Mamaia Nord 2	In Development	Q3 2025	20	61	86
One Mircea Eliade	Finalized	Q2 2021	13	243	258
One Herastrau Vista	In Development	Q4 2025	11	94	121
One Timpuri Noi	Finalized	Q3 2023	10	148	149
Other developments	-		5	434	511
TOTAL UNITS			850	4,495	6,067

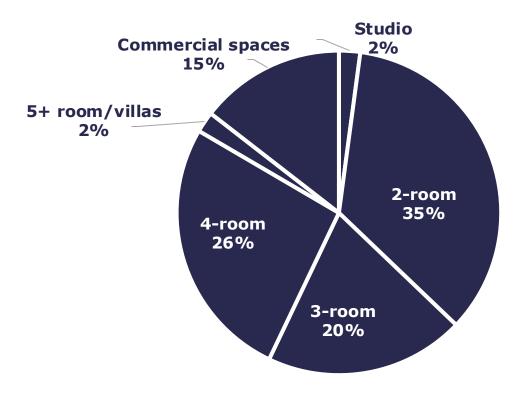
### RESI TRENDS

One United Properties saw the highest sales volume by sellable area for 2-room (1-bedroom) apartments, totaling 29,405 sqm, with particularly strong demand at One Lake District Phase 2, where over 60% of sales for this unit type were recorded. Strong demand continued for 4-room (3-bedroom) apartments, led by sales at One Lake District Phase 1 and Phase 2.

Notably, six high-value, large units with 5+ rooms were sold, spanning a total sellable area of 1,741 sqm across both completed and ongoing developments, including duplexes at One Verdi Park.

Unit type	2024	Saleable area (sqm)
Studio	41	1,777
2-room (1 bedroom)	448	29,405
3-room (2 bedrooms)	170	16,742
4-room (3 bedrooms)	142	22,119
5+ room & villas (4+ bedrooms)	6	1,741
Commercial spaces	43	12,174
TOTAL UNITS SOLD	850	83,958

#### Sales volume by sellable area:





### **GROUP** STRUCTURE

Victor Capitanu through Vinci VER Holding 25.52%

Andrei Diaconescu through OA Liviu Holding Invest 25.52%

Free-float 48.96%

#### One United Properties

residential <sup>1</sup>			INVESTMENT PROPERTY		INVESTMENTS	OPERATIONAL	
One Mircea Eliade Properties 100%	One Peninsula 100%	One Herastrau Vista 95%	One North Lofts 97.57%	One United Tower 71.46%	One M Hotel 100%	One Long Term Value 100%	One United Management Services 100%
One Verdi Park 95%	One Modrogan 100%	Neo Floreasca Lake	One Lake District 100%	One Victoriei Plaza 100%	One Technology District 57.4%	One Long Term Investments 1 100%	X Architecture Engineering Consult 60%
One Floreasca Towers 100%	One Herastrau Plaza 100%	95% One Mamaia Nord	One Lake Club 100% One High District	One Cotroceni Park Office 67.56%	One Gallery Floreasca 90%	CCT ONE Switzerland <sup>2</sup> 49.90%	Skia Real Estate 51%
One Herastrau Towers	One Cotroceni Park 100%	95% One Timpuri Noi	100%  One Herastrau	One Cotroceni Park Office Phase 2 67.56%	Eliade Tower 100%	BO Retail 100%	Skia Financial Services 40%
100% One Plaza Athenee	One Cotroceni Towers 100%	95% One City Club	City 100%	One Cotroceni Park Office Phase 4	Bucur Obor <sup>2</sup> 54.44%		
100%		100%		100% One Downtown	One Carpathian Lodge <sup>2</sup> 66.72%		

 <sup>(1)</sup> Not all the subsidiaries are included on this slide. For exhaustive list, please consult the latest financial statements of One United Properties.
 (2) Companies owned by subsidiaries. Shown the indirect % of the OUP ownership

### ORGANIZATIONAL STRUCTURE

Financing

#### GENERAL SHAREHOLDERS MEETING

#### BOARD OF DIRECTORS Nomination & Risk & Audit **EXECUTIVE MANAGEMENT** Remuneration Committee Committee **PROJECT FINANCIAL LEGAL INVESTOR INVESTMENTS ESG** Committee Internal Audit **RELATIONS DEVELOPMENT ASSET** \_Litigations - Accounting **ARCHITECTURE SALES MANAGEMENT** Suppliers Controlling Compliance (incl. KYC & AML) —Contracting **URBANISM** LEASING HUMAN **RESOURCES** - Treasury \_Clients **DESIGN MARKETING** Contracting **OFFICE** Payments **MANAGEMENT** ∟D.P.O. **AFTERSALES**

### CORPORATE GOVERNANCE

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:

- 5 independent directors out of a total of 7
- Risk and Audit Committee
- Nomination and Remuneration Committee
- Environmental, Social and Governance Committee

- A dividend and remuneration policy
- Code of Corporate Governance
- Shareholders' meeting procedures
- ESG Risk Rating



Dividend Policy

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

One United Properties has a **reliable Nomination & renumeration Committee consisting of three members, the majority being represented by independent members plus one of the co-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.

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

One United Properties' dividends are declared and paid only if approved by the Company's Ordinary General 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 Company.

### 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

Member of the Board of Directors at One
United Properties, coordinating Sales,
Marketing, Capital Markets and
Investments.

Victor is the co-founder and **Executive** 

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 founds 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 manufacturina.



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. aariculture. 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 Marketina from **Bucharest Academy for Economic Studies** (1997).



AUGUSTA
DRAGIC
Non-Executive
Director

Mrs. Dragic cofounded 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 alobal investment Group, to supercharge its arowth.



**DIRK PAHLKE**Non-Executive
Director

Mr. Dirk Pahlke was a Global Partner of Rothschild & Countil the end of 2023 where he worked for nearly 30 years based in Frankfurt and, earlier in his career, London. He has 30 years of experience in European and alobal corporate finance and M&A with a strona transaction track record, in particular, in the real estate. transport & logistics as well as business services industry verticals. At Rothschild & Co, among other leadership positions. he was head of M&A in the Germanspeaking countries. He advised on more than 150 successful transactions.

#### **MANAGEMENT TEAM**



**BEATRICE DUMITRASCU**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 Conara Real Estate, Adama, Sirius International, Tiriac Imobiliare, RO-IS International Development, Romconsulting, Anchor Group and even acting independently for two years.



MIHAI PADUROIU 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 sam 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 SAMOILA 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 lawver with a strona business acumen gained by coordinatina integrated real estate and construction, M&A. bankina/financina 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.



**ZUZANNA KUREK**Investor Relations
Manager

Zuzanna has 10+ 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€2bn. 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.



ANDRA BIZON Head of Financing

Andra has over 16 vears 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



ADRIAN IONITA 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 constructionde and urban planning law, obtainina remarkable success in court cases. protecting the interest of real estate developers. By combining ingenuity. lovalty, and hard work, he managed to achieve optimum results for his clients. In 2006 Adrian araduated from the Faculty of Law -University of Bucharest. In 2007 he obtained a Master's dearee 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.

#### **MANAGEMENT TEAM**



IONUT
DUMITRES CU
Partner Office
Division

lonut is a pioneer in the Romanian real estate industry and one of the most experienced office REspecialists in the country. He founded Eurisko (1997), a local RE broker that grew in ten vears 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 AVRAMOIU Partner

Octavian has 19 years of experience in practicina law, servina in various senior aovernment assianments 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 araduate of the **Bucharest School of** Law and holds a Master's degree in commercial dispute mediation



MARIUS
CALIN
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 PeiCobb 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, UAUIM amongst others.



ANDREI COROBEA-BIRCEANU 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.



CALIN STAN Project Director

Qualified Engineer.



RADU FLORIN NEACSU Project Director

Calin, with 15 years of Radu has 18+ years of proven experience in experience in the construction and enaineerina and construction project development industry, ioined One United management. His portfolio includes a Properties team in November 2019. Prior wide range of to ioining OUP, he residential properties worked for Prime and office buildings. Prior to joining OUP. Kapital as Projects Radu worked for and Teams Coordinator, for NEPI ACMS GC, where he Rockcastle in the role held the position of Deputy Manager. of Senior Project Director and as Radu is a araduate of National Director of the Technical University for Construction Department of Rewe Construction Buchgrest, School of Group. He araduated from the Technical Civil and Industrial University from Clui En aine erin a. Napoca as a



### For follow-up questions:

Zuzanna Kurek
IR Manager
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