



To: the Bucharest Stock Exchange  
the Romanian Financial Supervisory Authority

## CURRENT REPORT NO. 68/2023

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:	14.11.2023
Name of the issuer:	One United Properties S.A.
Registered office:	20 Maxim Gorki Street, District 1, Bucharest, Romania
Registration no. with Trade Registry:	J40/21705/2007
Sole registration code:	22767862
Share Capital:	RON 759,530,863
Total number of shares:	3,797,654,315 ordinary shares
Symbol:	ONE
Market where securities are traded:	Bucharest Stock Exchange, Main Segment, Category Premium

### **Important events to report: Q3 2023 Results**

One United Properties S.A. (hereinafter referred to as the "Company" or the "Group"), posts a consolidated turnover of 233.5 million euros for 9M 2023, a 27% increase compared to 9M 2022. The gross profit reached 83.3 million euros, a 7% increase, excluding the one-off gain from Bucur Obor's bargain purchase recognized in 2022 of 19.1 million euros. The net profit amounted to 69.8 million euros, an increase of 5% compared to 9M 2022 (excluding the Bucur Obor gain impact).

One United Properties closed Q3 2023 with a significant cash position of 91.4 million euros, a 14% QoQ increase due to the delivery of One Verdi Park, One Floreasca Vista and One Timpuri Noi, resulting in clients signing final agreements and paying the last tranches on the purchased units. The amounts to be received under contracts concluded with customers as of September 30th, 2023, reached 305 million euros in additional cash by 2025. The gross loan-to-value indicator amounted to 29%, stable since the beginning of the year.

The increase in turnover was supported by a 46% increase in revenues from residential property sales, which reached 177.4 million euros in 9M 2023 versus 121.1 million euros in 9M 2022. The growth was driven by enlarged and more diverse residential offerings, particularly at One Lake District, One High District, and One Lake Club, the best-selling developments of 2023. The net income from residential property decreased 10% YoY, reaching 50.9 million euros in 9M 2023 due to the revenue recognition of the new developments where the construction works began as of Q4 2022. At the same time, 524 residential units at One Verdi Park, One Floreasca Vista and One Timpuri Noi were finalized.

In the first nine months of 2023, One United Properties sold and pre-sold 795 apartments (+206% YoY) with a total surface of 66,212 sqm (+170% YoY) and 1,310 parking spaces and other unit types (+114% YoY) for a total of 230.2 million euros



(+122% YoY). As of September 30th, 2023, 68% of all available apartments were sold out, with One Lake District being the year's best-seller thus far, with 348 units from the first phase being already sold out.

The rental income, including the income generated by the commercial division and the revenues from the tenant services, saw a 90% increase, reaching 20 million euros versus 10.5 million euros in 9M 2022. The effect has been driven by the revenues coming from the entire portfolio, but particularly One Tower (leased 100%), One Cotroceni Park 1 (leased 88% as of September 30th, 2023), One Victoriei Plaza (100% leased), as well as the impact of the results generated by Bucur Obor, consolidated under the retail division. The revenues from rental income will continue to grow in the coming quarters due to the impact of One Cotroceni Park 2, currently leased 60%, where most tenants are still in the fit-out phase. As of the end of September 2023, the company's office portfolio GLA totals 118,000 sqm, and the commercial portfolio, which includes Bucur Obor and One Gallery, has GLA of approximately 160,000 sqm.

### Report Availability

One United Properties' interim consolidated results for Q3 2023, accompanied by the Director's Report, are available on the company's website, [www.one.ro](http://www.one.ro), in the Investor Relations section, on the website of the Bucharest Stock Exchange, [www.bvb.ro](http://www.bvb.ro), as well as are attached to this Report.

### Investor Call

The management will organize two conference calls to present the financial results, one in Romanian and another in English. The conference call in English, organized for international analysts, retail, and institutional investors, will take place on November 15<sup>th</sup>, 2023, at 10:00AM, Bucharest time. The conference call in Romanian organized for local investors will take place on November 15<sup>th</sup>, 2023, at 12:00AM, Bucharest time. Both calls will be hosted by Victor Capitanu, Executive Member of the Board of Directors, Cosmin Samoila, CFO, and Zuzanna Kurek, IR Manager. To participate in Q3 2023 results call, the interested parties are invited to register at: <https://www.one.ro/en/investor-relations/>.

Executive Member of the Board of Directors

Victor Capitanu