



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

CURRENT REPORT NO. 14/2024

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: 25.03.2024
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 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, Premium Category

Important events to report: 2024 Revenue and Expense budget estimate

The management of One United Properties S.A. (hereinafter referred to as the "Company") informs the market about the availability of the Revenue and Expense Budget for fiscal year 2024. The 2024 Budget of One United Properties was adopted by the Board of Directors on March 22nd, 2024, and is subject to the approval in General Meeting of Shareholders on April 25th, 2024.

The budget for in RON is presented in the table below and includes the results expected to be generated by the Company at the consolidated level.

Values in RON	2024 Budgeted	2023 Audited	Δ%
Turnover	1,749,493,444	1,524,067,113	15%
Revenues from sales of residential property	1,424,997,629	1,130,393,968	26%
Rental income and revenues from services to tenants	176,424,851	128,354,651	37%
Result from operating activity	687,646,578	561,693,761	22%
Gross Profit	617,512,781	531,721,445	16%
Net Profit	525,210,736	449,618,530	17%

For 2024, One United Properties targets consolidated gross turnover of RON 1.7 billion, a 15% increase compared to the 2023 result. The result from operating activity is set increase 22%, to RON 687.6 million driven by higher sales of residential property. The consolidated gross profit target is RON 617.5 million, 16% higher than the result for 2023, while the net profit is estimated to reach RON 525.2 million in 2024, a 17% increase versus 2023, with the net margin expected at 30%.

The revenues from residential property sales are targeted to reach RON 1.4 billion in 2024, a 26% increase compared to the 2023 result. The net income from residential property is set to



reach RON 535.6 million, a 70% increase, while the net margin from residential sales is set to increase with approximately 10pp, to 37.6%. The increase will be driven by the already solid sales generated at the developments currently under construction, which are set to progress towards completion, therefore positively influencing the net margin, in line with the revenue recognition policy applied by the Group.

As of January 1st, 2024, the One United Properties sales team has a portfolio of 1,415 units available for sale and pre-sale. Additional 1,181 units in the later phases of One Lake District and approximately 1,300 units at One Cotroceni Towers can be added to the sales team portfolio depending on sales progress and demand.

The rental revenues, including rental income and revenues from services to tenants, are estimated to amount RON 176.4 million in 2024, a 37% increase compared to 2023 result. The net rental income is projected to increase 16%, to RON 100.5 million. The increase in the rental activity will be driven by tenants moving in to One Cotroceni Park Phase 2, that was delivered early 2023, and which is estimated to be full leased out this year. The Company also plans full lease of One Cotroceni Park Phase 1 before the yearend. It is important to mention that the rate of growth for the rental revenues is more tempered than in the prior years, due to the sale/pre-sale of four non-core rental assets in the course of 2023 as part of the strategy to focus activity of the Company on large-scale mixed-use developments.

Gains from investment property are set to decline 43% in 2024 versus 2023, to RON 148.1 million.

As of January 1st, 2024, One United Properties' standing office portfolio totaled 117K sqm GLA, and it includes One Tower (leased 100%), One Cotroceni Park 1 (leased 88%), One Cotroceni Park 2 (leased 75%), and One Victoriei Plaza (leased 100%). Together with the retail component, One United Properties' commercial portfolio, which also includes Bucur Obor (leased 94%), has a GLA of over 142K sqm.

The supporting documents for the OGMS and EGMS, which will be held on April 25th, 2024, starting with 10:00 AM and 11:00 AM respectively, are available on the Company's website and can be accessed at <https://www.one.ro/en/investor-relations/>.

Executive Member of the Board of Directors

Victor Capitanu