

ONE UNITED PROPERTIES (ONE RO)

BUY

Company Update

Price Target: 0,796 RON (+23,2%)

Key Points

- **One United Properties is one of the largest real estate developers listed at the Bucharest Stock Exchange.** Despite selling some 950 apartments last year (more than 2020 and 2021 combined), with a NPM of 34,0%, the share price performance has underperformed (-14,9% YTD, vs +19,6% for the BET Index).
- **With more than 4.000 units in development,** we estimate the company will be able to sell an average of 1.100-1.200 units per year, in the next 4 years translating to a 5,3% CAGR in revenues from sales of residential properties. The company announced this year the entry into the affordable premium segment, setting the stage for yet another large project, by acquiring a 21 hectares plot with the aim to develop some 5.000 residential units and a target completion by 2028 for the first phase of the project.
- **We value the company at 0,79 RON/share (+23,2% upside)** using a three-pronged approach, given the complexity of the business, by averaging the results from DCF (+15,6%), Residual Income (+22,3%) and Multiples (+31,8%) models.
- **Weak H1 2024 results point to a slowdown this year,** as revenue from residential sales declined by 13,2% YoY in the first half of the year. The company sold 452 units, which makes our full-year target of 994 units slightly more difficult to achieve. Net rental income increased by 6,9% however, after a larger decline in costs of sales (-21,9% YoY). Net rental income increased, by 18,8% YoY in the first half of the year while the net result for the period was 20,3% lower.
- **The residential market has seen exponential growth, with the number of completed homes in the Bucharest municipality reaching 13.834 (INSSE) in 2023, compared to 5.689 homes just five years ago.** Meanwhile the average house price has increased by 28% over the same period, to 1.689¹ EUR/sqm as purchasing power saw a major improvement, buttressed by double digit wage growth. We expect the average house price to increase to 2.929 EUR/sqm by 2034, meaning the average price for a residential home sold by ONE (in late-stage development) could reach 5.507 EUR/sqm.
- **Legal battles: the company is tied in several legal battles** with the mayor of Bucharest and other non-profit organizations on some key residential developments. This year, the company received positive initial verdicts in 7 cases, a more than welcome outcome in the ongoing legal disputes.

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Real Estate Development

Shares information

Min/max price, 52 weeks.	0,586-0,805
Dividend/share	0,02
Total Shares* (mio.)	3.838
Capitalization (mio. lei)	2.492
52 weeks liquidity (mio. lei)	631,7

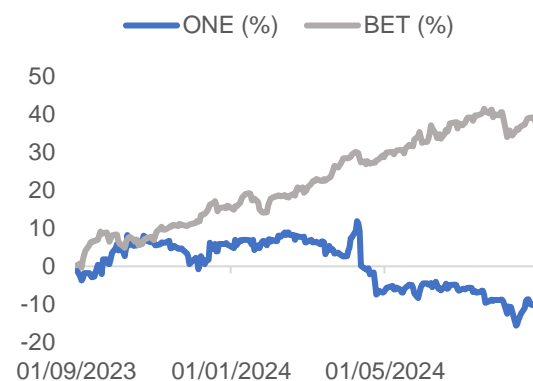
*not including ongoing share capital increase

Major Shareholders

	%
Vinci Ver Holding	24,885
OA Liviu Holding	24,885

1 year performance vs BET

	%
ONE	-9,12%
Vs BET Index	-46.8%



source: Bloomberg

¹ – source: imobiliare.ro

Investment Case

One United Properties is the largest real estate developer listed at the Bucharest Stock Exchange, which has delivered several high-end projects in the past and currently has some 9 projects under development in the most sought-after residential areas of Bucharest. The company is focused on the ultra-high-end, high-end and premium sectors of the market, with a particular business model that allows it to record superior margins compared to peers, averaging a GPM of 32,6% for the past four years, and a 44,0% NPM on average for the same period.

The company has managed to materially ramp up its business, delivering by the end of 2023 more than 950 residential units, a 48% increase compared to the previous year and reached RON 1.207 mio. in residential sales (+46,9% YoY). With more than 4.000 units in development, and another 7000 units from future projects in the pipeline, we see the company delivering some 4.600 units by the end of 2027, averaging 1.100 units for the next 4 years.

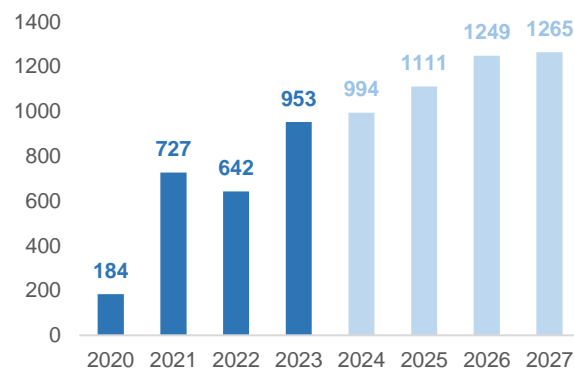
Moreover, the company expanded its Office, Retail and Commercial segments, with revenues increasing by 57,2% in 2023 compared to the previous year, as its offices are now more than 88% leased. Its office centers have a GLA of some 102 thsnd. sqm, and with two more projects in development, we see a 25% increase in total office GLA. In total, from all three segments, we expect revenues to more than double, reaching RON 205 mio. by 2027.

The company has a „percentage of completion” revenue model which makes it virtually impossible to calculate a true profit margin, as both revenues and costs are recognized at different rates in different development phases, initial unit sales are made at lower margins to fund the beginning stages of the projects and unit sales prices increase as the projects near completion. Despite this, the company boasts a three-year average GPM of 31,8%, compared to 23,5% in its peer group as well as a three-year EBITDA margin of 27,9%, compared to 15,5% in its peer group².

We think there are a couple of reasons why they have managed to sustain higher margins. First, ONE has established its brand as a leading provider of high-quality housing, allowing them to sell at a premium to both the average market price and to the competition. On average, late-stage development apartment prices are some 1,9x times above the average price in Bucharest.

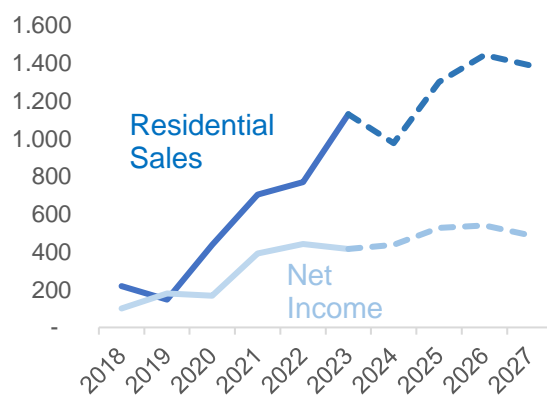
Second, they can produce at a lower cost, without the need for external financing, maintaining a low Debt/Equity of 62%. Between 10% and 17% of residential sales revenues are to early-stage clients, where payment is usually in kind, to fund the land acquisition for the project. Furthermore, cash inflow from advances from clients are material, allowing for the necessary cash for ongoing developments. For 2024 and 2025, the company expects to receive some RON 747 mio. and RON 722,1 mio. respectively from contracts already signed.

Residential Sales Forecast (units)



source: ONE, own estimates

Residential Sales and NI Forecast (RON mio)



source: ONE, own estimates

² – margins do not include revaluation gains

One United Development Projects

Status	Project	Estimated Delivery	Units	GBA (mp)	GDV (€m)
Finalized	One Mircea Eliade	Q4 2022	244	32.000	203
Finalized	One Mamaia Nord 1	Q4 2022	50	6.000	41
Finalized	One Herastrau Towers	Q1 2022	147	-	-
Finalized	One Timpuri Noi	Q3 2023	151	23.357	27
Finalized	One Verdi Park	Q1 2023	324	62.590	130
Finalized	One Floreasca Vista	Q4 2023	63	11.677	32
Finalized	One Cotroceni Park	Q4 2023	993	137.720	169
Sales pending	One North Lofts	Q2 2024	140	30.701	36
Ongoing sales	One Mamaia Nord 2	Q4 2024	86	18.552	31
Ongoing sales	One Herastrau Vista	Q4 2024	121	18.741	49
Ongoing sales	One Peninsula	Q2 2025	169	53.821	159
Ongoing sales	One Floreasca Towers	Q2 2025	208	32.787	87
Ongoing sales	One Lake Club	Q4 2025	738	111.155	321
Ongoing sales	One High District	Q4 2025	840	108.133	193
Ongoing sales	One Lake District 1	Q2 2025	790	246.400	319
Ongoing sales	One Lake District 2	Q4 2026	867	-	-
Sales pending	One Cotroceni Towers	2027	1.300	153.000	299
Future Dev	One Herăstrău City	Q1 28	1.145	166.000	341
Future Dev	One City Club	Q1 28	237	42.000	119
Future Dev	One Athenee	Q4 25	31	-	-
Future Dev	One Gallery	Q4 25	293	-	90
Future Dev	One Park Line	Q1 28	942	-	251

Source: One United Properties

ONE trades at a 2024 forward PE of 8,2x compared to a 15,8 average in its peer group. We value the company at 0,85 RON/share, a 31,8% upside based on the average of EV/EBITDA, PE and PB multiples. Compared to other companies, the higher forecast EBITDA margins (excluding revaluations sales) of 34,9% compared to 15,5% for the industry warrant a higher PE.

The company was free cash-flow negative up until 2023, making a DCF valuation less suitable, notwithstanding that the company is in a growth phase, has a fair share of net income from revaluation gains and the size and number of future projects beyond its current pipeline (2028) is difficult to predict. We believe the company is still in a growth phase and has yet to consolidate, and admit that our predicted unit sales are on the conservative side, with a potential to reach even 1.500 units per year.

At this stage of growth, we therefore prefer a Residual Income model, where we value the company trading at 0,79 RON/share (+22,3% upside) focusing more on its ability to earn a ROE above the cost of equity, and the ROE premium it can earn above the peer average.

H1 2024 Results Review

First half results were below estimates, as revenues from residential sales declined by 13,2% YoY reaching RON 524 mio. as several constructions sites are in final stages and have less completion advance compared to the initial phases. As a reminder, ONE United Properties uses a „Percentage of completion” model, following IFRS 15, where revenues are recognized on pre-sales matched with the percentage of completion of new units. Out of the total revenue from residential sales, around 11,1% were from sales of completed inventory, the rest being from sales of residential property under development.

The company sold some 452 units in H1, and its top selling development was One Lake District, with 165 units sold in Phase 2 and 101 units in Phase 1. The second best-selling development was One Lake Club, where 67 units were sold, followed by One High District, where 47 units were sold. These amounts do not include the pre-sales to early clients (RON 23,9 mio.), which help finance the land acquisition and are sold at lower margins. As of June 2024, the company had in ownership or pre-SPA some 285.100 sqm of land for further development, with a total GBA of 988.000 sqm. The company estimates the construction of 7.000 apartments and 146.000 sqm of rental commercial buildings, out of which 121.000 sqm will host offices.

Rental Income (excluding services to tenants) increased by 18,8% YoY in H1 2024, reaching RON 57,5 mio. where an important contribution came from the newly developed Cotroceni Park 1 and Cotroceni Park 2. Net rental income was thus 25,5% higher compared to the same period last year. Out of the total rental income, 70,6% came from the Office segment, or RON 40,6 mio, a 28% YoY increase. Rental income from the Retail segment was RON 15,1 mio, or 26,3% of total rental income. Compared to H1 2023, the income from the retail segment was flat.

Project	Delivery	Units Sold H1 '24	Total Units developed
One Verdi Park	Q1 2023	7	130
One Cotroceni Park	Q4 2023	21	169
One Herastrau Vista	Q4 2024	10	49
One Lake Club	Q4 2025	67	321
One High District	Q4 2025	47	193
One Lake District 1	Q2 2025	101	790
One Lake District 2	Q4 2026	165	867
Other projects		34	
TOTAL		452	2.520

Source: One United Properties

Gains from investment property reached RON 97 mio. a 44,4% YoY decrease, representing fair value adjustments of mainly rental apartments at One Verdi Park, One Floreasca Vista as well as fair value adjustments for future Infineon Technologies campus and One Technology District.

Administrative expenses increased by 12.2% YoY, reaching RON 42.3 mio. leading to an overall lower EBITDA of RON 287,9 mio. 18,4% lower compared to the same period last year.

The net result for the period stood at RON 287.9 mio. some 18% YoY lower compared to the same period last year, with the largest drop stemming from lower gains from fair value adjustments.

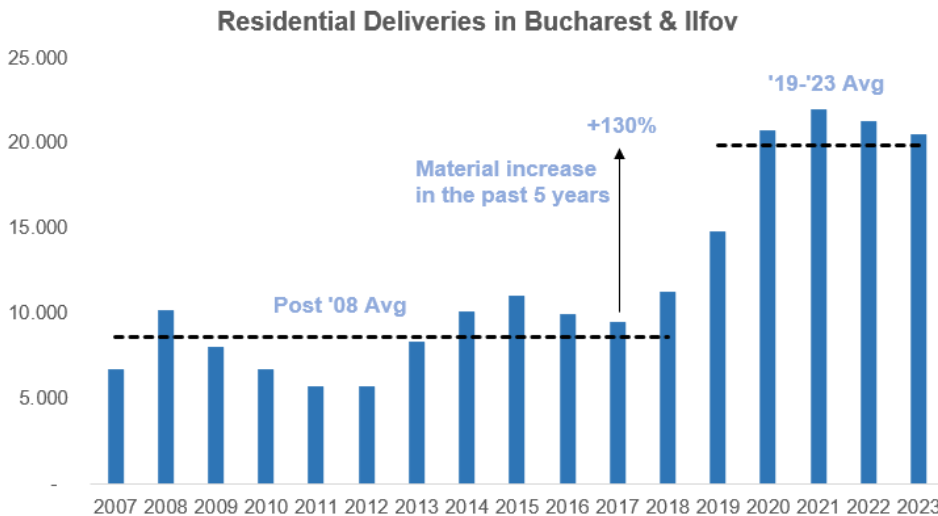
On a trailing twelve months basis, the company's EBITDA was 6,2% higher, as a drop in COGS of 11.3% YoY outpaced the 7,1% YoY drop in sales of residential properties. Overall net income was 16,2% on a TTM basis, compared to last year.

Income Statement

RON '000	H1 2023	H1 2024	% chg
Total Revenue	652.205	576.928	-11,5%
Rev. from sales of residential property	604.120	524.149	-13,2%
COGS	(426.053)	(333.751)	-21,7%
Gross Profit	178.066	190.398	6,9%
Net Rental Income	42.701	53.632	25,6%
Net overhead expenses	(42.534)	(49.909)	17,3%
Net other expenses	(4.934)	(2.342)	-52,5%
EBITDA	173.299	191.780	10,7%
Revaluation gain\loss	174.369	97.009	-44,4%
Other Op. Income	5.384	(853)	-115,8%
EBIT	353.052	287.936	-18,4%
Net interest expense	12.880	6.809	-47,1%
Other financial income/expense	(21.394)	(30.270)	41,5%
Pre-tax profit	344.538	264.474	-23,2%
Current income tax	(57.595)	(35.825)	-37,8%
Net income before minorities	286.943	228.649	-20,3%
Minorities	24.948	9.641	-61,4%
Net Income	261.995	219.008	-16,4%

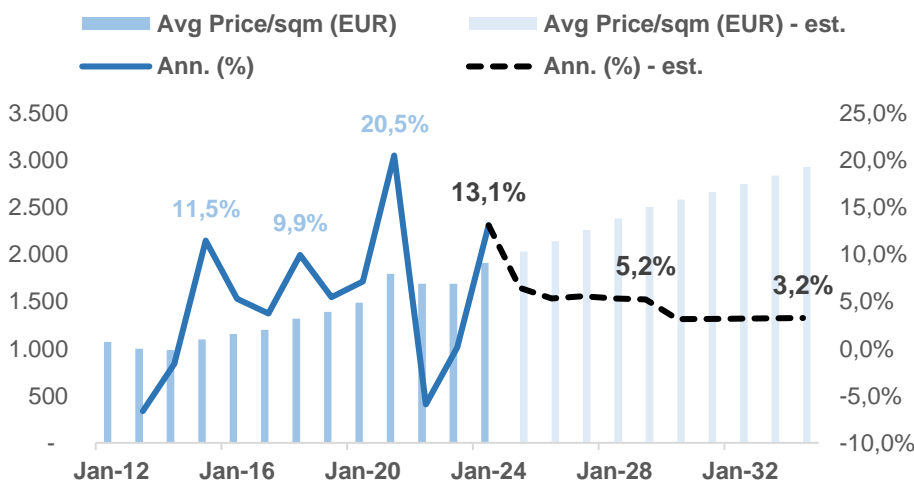
Residential Market Outlook

One United Properties' exponential growth and strategic positioning in the high-end residential segment has allowed it to capitalize on the rapidly rising demand for homes in the largest residential market in Romania. In the past 5 years, residential deliveries have skyrocketed, reaching an annual average of 19.900 units, 130% higher than the post-2008 average of 8.634 units for the Bucharest and Ilfov area, according to NSI data.



Source: INSSE

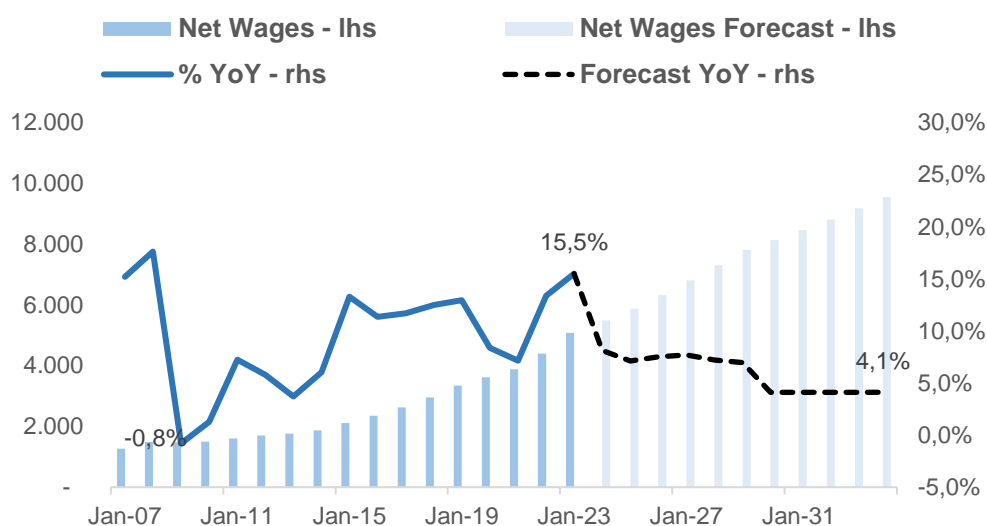
Limited supply of quality houses compared to demand, along with a strong boost in purchasing power gave rise to a rapid increase in prices, with the price/sqm for new dwellings in Bucharest reaching EUR 1910, compared to EUR 1.317 in 2018, a 45% increase.



Source: imobiliare.ro, own estimates

The strong demand for housing was mainly fueled by a double-digit annual rise in net wages (+71% increase since 2018), coupled with low interest rates and a low inflation rate, before the 2022 energy price shock. In the same period, GDP/capita almost doubled, reaching EUR 18.000 in 2024.

Demand was also buttressed by a strong increase in savings, as quite a large portion of the buyers pay in cash and do not need financing. According to SVN estimates, in Q2 2024, at least 45% of the transactions were cash only, while some 60% of the homes sold in Bucharest are purchased without resorting to a bank loan.



source: insse, own estimates

Current conditions

The housing market is currently undergoing a consolidation phase, with supply hitting some road bumps, as the number of delivered homes in the Bucharest and Ilfov area declined in 2023 (-3.5% YoY) and for 2024, SVN estimates a further decline of around 16,5% YoY. The slowdown came amidst major hindrances of the authorization process, coupled with delays caused by disruptions in the supply chains.

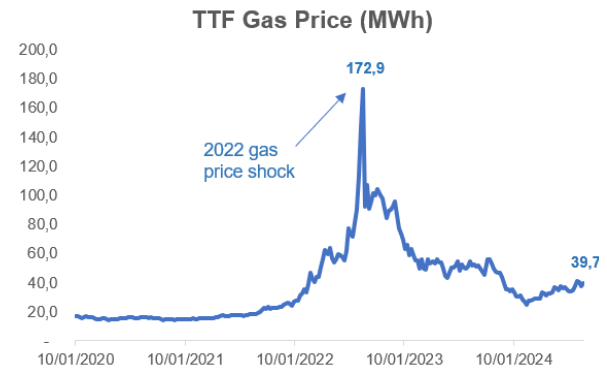
The number of homes sold last year was 13.2% lower than the number registered in 2022, according to the statistics published by the National Agency for Cadaster and Land Registration (ANCPI). 2023 also saw the effects of higher mortgage interest rates, along with a decrease of purchasing power due to the high inflation rate. However, the first seven months of 2024, saw a 23,5% increase in the number of transactions, hinting at a demand revival amidst a lower inflation rate and lower interest rates on mortgages. This trend is likely to continue into 2025, as NBR will continue to cut interest rates and the benchmark for real estate mortgages will move closer to 4%.

Projections

According to IMF estimates, GDP/capita is set to increase to EUR 25.000 by 2029, meaning the average net wage in Romania could reach RON 7.808 (own estimates). This translates into yet another 42,2% boost in nominal income, while the inflation rate is set to drop below 3,5% (NBR forecast), absent a negative external shock in the next five years.

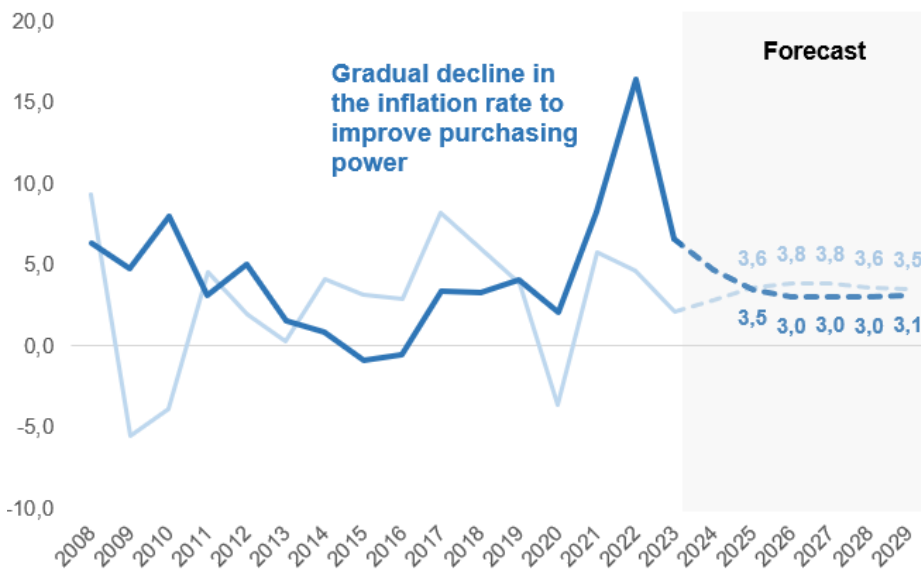
Our base case is for an average real GDP growth of 3% (IMF 3,5%) in the next five years, and inflation rate to return inside the NBR's target band next year. We do not see further energy price shocks in the near-term future, given the large gas supplies in Europe and rather focus on possible local risks. Given the ballooning fiscal deficit, and pressure on the Government to shore up the deficit in 2025, eventual tightening fiscal measures are likely to shift the NBR's inflation forecast higher.

Although year over year price movements are harder to infer, the steady increase in house prices is in line with a steady and sustained movement in wages, along with an overall improvement in purchasing power. Therefore, we see that house prices in the Bucharest area are likely to increase in the next five years, reaching an average of EUR 2.504/sqm by 2029, and if no negative external shock materializes, EUR 2.929/sqm by 2034 (own estimates). This however, represents an average in the Bucharest area, while the average price for new apartments sold by ONE in late-stage development is some 1,9x times above that. This translates to an average price for a residential home sold by ONE (in late-stage development) of 5.507 EUR/sqm by 2034.



source: Bloomberg

Positive Outlook for Romania GDP & CPI



source: IMF, own calculations

Legal disputes

One United Properties is embroiled in several legal disputes with the Bucharest mayor, private individuals, and some non-profit organizations. Seven out of nine projects currently in development are in litigation, some with several open cases. In almost all cases, the plaintiffs request the cancellation of the building permit for the respective project.

The legal battles started by the Bucharest mayor are not solely with ONE, and are part of a larger push against other real estate developers in Bucharest. Considering public statements from the mayor, the claims are that the developers did follow regulations regarding either the minimum legal green spaces or the maximum residential spaces allowed for the area. Despite this, the company stated that is not aware of any validity issues concerning the building permits for its developments and intends to defend itself against any such claims.

One United Properties received two final verdicts in its favor in two cases (One Mircea Eliade and One Floreasca City) and, in an important legal outcome for 2024, One United Properties received favorable decisions in seven other cases, related to One Lake Club, One Floreasca Towers, One Lake District, One Peninsula and One Floreasca City. The plaintiffs can still appeal as the verdict is not yet final.

In the One Modrogan case, the court suspended the building permit for the project, making it the single ongoing development to have its constructions works suspended. No other project was suspended by the court so far, thus it was the exception and not the rule. One Modrogan is the smallest project under litigation though, the case is still ongoing and ONE can still receive a positive final verdict.

We are cautiously optimistic about the outcome for the other projects, given the favorable decisions received so far, but the negative tail-risks coming from the legal disputes will remain present until all cases receive final verdicts.

Legal disputes	Plaintiff	Risk	Initiation Date	Status	Final verdict
ONE MODROGAN	Non-profit org	cancellation of urban planning documentation	Mar-22	cancellation request dismissed	NO
ONE LAKE CLUB	Bucharest Mayor	cancellation of the building permit	Sep-23	cancellation request dismissed	NO
ONE FLOREASCA TOWERS	Bucharest Mayor	cancellation of the building permit	Mar-23	cancellation request dismissed	NO
ONE PENINSULA	several private individuals/org	cancellation of the building permit	Mar-20	cancellation request dismissed	NO
ONE MIRCEA ELIADE	two non-profit organisations	cancellation of urban planning documentation	Feb-23	cancellation request dismissed	YES
ONE FLOREASCA CITY	two non-profit organisations	cancellation of the building permit and of the urban planning doc	Mar-19	cancellation request dismissed	YES
ONE LAKE DISTRICT	Bucharest Mayor	cancellation of the building permit	Mar-23	cancellation request dismissed	NO

source: One United Properties

DCF Valuation

We value the company at 0,747 RON/share (+15,6 upside) using the DCF method, where we forecast revenues for the next 4 years (2024 included), as revenues beyond 2028 requires a substantial amount of inference, on the number of housing projects that will obtain authorization, the number of projects that constructions work will start and the timing of those as well as the number of residential units per year going forwards. We therefore a constant growth rate of 5% beyond that period and use a WACC of 11,5%.

We pencil in the cost of equity at 14,33%, using the RO 10Y rate of 6,64% and a market premium of 9,2%.

BETA is calculated using a linear regression vs the BET Index, estimated at 0,84 which surprisingly was at the same level with BETA levered inferred from peers' data.

Free cash flow was negative up until 2023, largely due to large capex and we forecast it to turn materially positive starting 2024.

We excluded gains from fair value adjustments in the DCF valuation, although this line of revenue will continue into perpetuity due to the nature of the business.

DCF Model	Reported 2021	Reported 2022	Reported 2023	Forecast 2024	Forecast 2025	Forecast 2026	Forecast 2027
Revenues from sales of residential p	703.318	769.518	1.130.394	976.470	1.300.580	1.443.542	1.389.383
% growth	60,8%	9,4%	46,9%	-7,0%	33,2%	11,0%	-3,8%
Net Rental Income	1.199	54.206	86.621	131.201	155.159	186.438	205.632
% growth	90,6%	4421,2%	59,8%	51,5%	18,3%	20,2%	10,3%
EBITDA	214.724	265.681	298.513	383.804	504.611	574.303	578.945
EBITDA margin	30,5%	34,5%	26,4%	39,3%	38,8%	39,8%	41,7%
Adj. EBIT	213.467	357.658	301.062	388.769	512.481	583.346	587.231
Tax Rate	15,7%	12,3%	15,4%	16,0%	16,0%	16,0%	16,0%
EBIT*(1- Tax Rate)	180.010	313.689	254.575	326.566	430.484	490.011	493.274
D&A	1.793	2.408	3.340	4.800	5.135	5.392	5.608
WCC	126.876	29.517	(10.490)	(4.531)	130.058	86.613	111.151
CAPEX	263.366	474.690	250.528	162.686	190.674	182.762	148.118
FCFF	(208.438)	(188.110)	17.876	173.210	114.888	226.028	239.614
discount factor				0,90	0,80	0,72	0,65
NPV FCFF				155.399	92.475	163.225	155.242

	RON '000
PV FCFF	566.341
PV Terminal Value	4.683.645
g	5,0%
Firm Value	5.249.985
Net Debt	609.851
Minorities	472.189
Equity Value	4.167.945
Nr Shares Out	5.578.858
Price/share	0,747
Market Price	0,646
Upside/Downside	15,6%

Residual Income Model

In the residual income model, we get a price/share of RON 0,79 (+22,3% upside) based on the same NI forecast used in the DCF model, the only difference stemming from the long-term ROE we pencil in the terminal value calculation.

We see this method as more suitable for ONE United Properties given that the company has negative free cash flows and the on-the-run residential projects beyond 2028 are harder to infer.

We used the same cost of equity of 14,3% for the equity charge, using earnings and the shareholder's equity excluding minority interest.

Although our forecast implies an average ROE of 15% for the next four years, we see the company in a growth stage, and the profitability numbers are likely to fluctuate, considering that in some years ROE was 41,1%. In the 2018-2023 period, average ROE stood at 29,2%. The industry 5Y average of 14,9% is likely to be surpassed by the company and we pencil in a long-term ROE of 18%, more than 3 ppts. higher than its cost of equity.

The company's stated target is to double itself by 2030, which we see as optimistic, but with our current forecast CAGR for total revenues, the top line could reach RON 1.976 mio. with a net income of RON 600 mio. and a ROE close to 17%.

Residual Income Model	2021	2022	2023	2024	2025	2026	2027	Terminal Premium
EPS	0,152	0,119	0,110	0,079	0,094	0,097	0,087	
BVS	0,514	0,546	0,630	0,546	0,584	0,622	0,654	
DPS	0,029	0,020	0,020	0,014	0,017	0,018	0,016	
ROE	38,1%	22,5%	18,6%	13,4%	16,7%	16,1%	13,7%	18%
Equity Charge				0,078	0,084	0,089	0,094	
Residual Income				0,000	0,011	0,008	(0,006)	0,26
discount factor				0,875	0,765	0,669	0,585	0,59
NPV Residual Income				0,000	0,008	0,005	(0,004)	0,15
Equity Value	0,790							
Market Price	0,646							
Upside/Downside	22,3%							

Multiples Valuation

We value the company at 0,85 RON/share implying a 31,8% upside from the current market price, based on the average of three price multiples.

On EV/EBITDA the company trades at roughly the same multiple compared to peers with no upside, while on the PE multiple ONE trades some 48% lower than the average peer group of 15,8x.

We get a price target of 0,74 RON/share based on the PB multiple, as ONE trades at a forward PB of 1,18x compared to 1,29x for the industry, so we adjust the PB target with the relative difference in ROE between the company and the industry and get an adjusted PB of 1,35.

Multiples	2024e
Target Price @ EV/EBITDA	0,57
Target Price @ P/E	1,24
Target Price @ P/B	0,74
Average Target Price	0,85
One Market Price	0,65
Upside/Downside	31,8%

	2024e	ONE	Industry
PE		8,22	15,82
EV/EBITDA		11,39	11,42
PB		1,18	1,29
PB ROE adj.		1,18	1,35
ROE		15,7%	14,9%

Peer Group	Market Cap (EUR M)	Enterprise value (EUR M)	BETA	ROE	ROE 5Y	NIM	EV/EBITDA	PE	PB
BARRATT DEV	9.192	8.380	1,31	3,9%	9,7%	7,8%	14,0	49,7	1,0
PERSIMMON	6.282	5.812	1,32	7,6%	19,8%	9,5%		20,6	1,6
BELLWAY PLC	4.295	4.205	1,14	6,3%	14,1%	11,6%	9,8	14,3	1,1
REDROW PLC	3.051	2.912	1,21	10,6%	13,7%	14,0%	6,6	12,1	1,3
JM AB	1.159	2.442	1,15	6,6%	19,5%	7,7%	34,8	18,2	1,6
DOMDEV	927	986	0,56	27,7%	28,5%	18,0%	8,6	9,0	2,5
GTC	577	1.841	0,31	0,8%	5,4%	30,5%		8,6	0,5
DEVELIA SA	570	684	0,69	19,3%	13,2%	18,2%	8,6	7,6	1,5
KAUFMAN & BROAD	624	500	1,08	15,7%	21,3%	4,3%		14,7	2,8
NEXITY	569	2.285	0,99	2,9%	7,6%		5,4		0,3
ATAL SA/POLAND	520	538	0,46	24,3%	23,3%	22,7%	5,9	5,4	1,2
MLP GROUP SA	458	915	0,18	12,3%	3,0%	43,4%	9,3	17,7	0,7
INSTONE REAL EST	432	606	1,18	3,6%	15,2%	6,5%	11,4	11,9	0,8
Average	2.204	2.470	0,89	10,9%	14,9%	16,2%	11,4	15,8	1,3
Median	624	1.841	1,08	7,6%	14,1%	12,8%	9,0	13,2	1,2

Financial Statements

Income Statement	Reported	Reported	Reported	Reported	Reported	Forecast	Forecast	Forecast	Forecast
RON '000	2019	2020	2021	2022	2023	2024	2025	2026	2027
Total Revenue	159.400	438.765	705.053	918.109	1.222.904	1.117.436	1.468.744	1.644.415	1.608.909
Rev. from sales of residential property	147.426	437.504	703.318	769.518	1.130.394	976.470	1.300.580	1.443.542	1.389.383
COGS	(110.949)	(284.286)	(456.630)	(450.593)	(814.865)	(634.705)	(832.371)	(923.867)	(889.205)
Gross Profit	36.477	153.218	246.687	318.926	315.529	341.764	468.209	519.675	500.178
Net Rental Income	11.973	629	1.199	54.206	86.621	131.201	155.159	186.438	205.632
Net overhead expenses	(18.739)	(29.469)	(30.785)	(97.284)	(93.658)	(78.118)	(104.046)	(115.483)	(111.151)
Net other expenses	(3.794)	(2.360)	(2.377)	(10.167)	(9.979)	(11.044)	(14.710)	(16.327)	(15.714)
EBITDA	25.918	122.017	214.724	265.681	298.513	383.804	504.611	574.303	578.945
Revaluation gain/loss	230.944	96.253	399.188	218.467	260.632	225.142	234.842	188.479	111.939
Other Op. Income	-	632	537	94.385	5.888	9.765	13.006	14.435	13.894
D&A	(4.083)	(1.577)	(1.793)	(2.408)	(3.340)	(4.800)	(5.135)	(5.392)	(5.608)
EBIT	252.779	217.326	612.655	576.125	561.694	613.911	747.324	771.825	699.170
Net interest expense	4.599	3.798	2.381	18.348	26.841	17.610	17.610	17.610	17.610
Other financial income/expense	(14.583)	(14.465)	(10.618)	(21.564)	(56.813)	(44.012)	(58.620)	(65.064)	(62.623)
Pre-tax profit	242.794	206.659	604.419	572.909	531.721	587.509	706.313	724.371	654.157
Current income tax	(45.387)	(29.722)	(94.732)	(70.431)	(82.103)	(94.001)	(113.010)	(115.899)	(104.665)
Net income before minorities	197.407	176.936	509.687	502.477	449.619	493.508	593.303	608.472	549.492
Minorities	16.939	8.257	118.357	60.463	33.658	55.261	66.436	68.134	61.530
Net Income	180.468	168.679	391.331	442.015	415.960	438.247	526.868	540.338	487.962

Balance Sheet	Reported	Reported	Reported	Reported	Reported	Forecast	Forecast	Forecast	Forecast
RON '000	2019	2020	2021	2022	2023	2024	2025	2026	2027
Investment Properties	790.856	1.010.416	1.449.465	2.251.985	2.710.670	3.347.677	3.582.015	3.761.115	3.911.560
Property, plant & equip.	17.050	16.077	17.040	51.132	52.596	61.152	65.432	68.704	71.452
Other LT assets	19.499	22.081	26.326	57.490	73.714	80.573	86.213	90.524	94.145
Non-current assets	827.405	1.048.574	1.492.831	2.360.607	2.836.979	3.489.402	3.733.660	3.920.343	4.077.157
Inventories	173.211	257.348	343.978	662.994	1.002.665	940.315	1.252.424	1.390.093	1.337.939
Other ST assets	222.552	226.860	452.003	646.189	726.821	681.624	907.869	1.007.664	969.858
Cash and cash equivalents	91.748	170.972	517.756	566.960	420.739	522.900	577.680	769.424	854.000
Current assets	487.511	655.180	1.313.737	1.876.144	2.150.225	2.144.839	2.737.973	3.167.181	3.161.798
TOTAL ASSETS	1.314.916	1.703.755	2.806.568	4.236.750	4.987.204	5.634.241	6.471.634	7.087.525	7.238.955
Retained earnings	377.494	498.235	791.788	1.184.656	1.496.292	1.799.331	1.989.929	2.172.964	2.327.346
Other capital	151.221	233.532	531.963	837.848	894.447	1.244.447	1.269.336	1.294.723	1.320.618
Shareholder's Equity	528.715	731.767	1.323.752	2.022.504	2.390.739	3.043.778	3.259.266	3.467.687	3.647.963
Minority interest	24.913	92.265	323.206	508.823	472.189	474.798	448.463	589.507	620.154
Total Equity	553.628	824.031	1.646.957	2.531.327	2.862.929	3.518.576	3.707.729	4.057.194	4.268.117
LT portion of loans and bor	146.167	190.737	400.461	660.382	913.075	1.063.075	1.554.872	1.380.350	1.396.128
Other LT liabilities	75.856	101.640	180.539	296.270	323.717	169.027	194.149	425.251	434.337
ST portion of loans and bo	62.183	194.839	35.630	173.248	117.515	132.762	152.493	167.006	170.574
Trade payables	47.539	96.244	124.139	271.066	354.378	306.403	351.942	385.435	393.671
Advance payments from ci	426.562	293.855	406.264	292.641	389.608	415.046	476.733	522.103	533.258
Other ST liabilities	2.981	2.409	3.169	11.816	25.982	29.353	33.715	150.186	42.870
Total Debt	761.288	879.723	1.150.202	1.705.424	2.124.276	2.115.665	2.763.905	3.030.331	2.970.838

source: ONE, own calculations

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Company	Symbol	Explanatory note No.
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