

# One United Properties

## 3Q '24 Earnings Call Wrap-Up

12 Nov '24

The Company published its 3Q '24 results on 11 Nov before market open. The results were presented via two conference calls (one in English and another in Romanian) on 12 Nov.

### Key conference call takeaways

Commenting on recent talks about potential changes to the legislation with a view to set caps on down payments, management says that such measures could 'reshape the market, raising costs and potentially limiting access to real estate.' They added that they support alternative changes, such as: a provisional land registry for properties under construction, which would prevent multiple sales of the same unit; rules to ensure that advance payments can only be allocated to project finance. According to the Company's management, such proposals would 'build trust' and 'enhance market stability.'

Management says that slower construction progress between Apr and Jul 2024 was due to delays in the approval of bank financing for certain developments (One Lake Club, One High District, One Lake District), adding that it is now progressing at 'full speed' with the aim to 'catch up as fast as possible'.

The Company's management does not rule out the sale of other commercial assets over the coming years, with resulting proceeds deployed into higher ROE residential developments, but stressed that this will only be considered if market conditions are favourable and if any such deal is 'good for the Company and its shareholders.'

The share capital increase has been registered with the Trade Registry. Although the Company submitted the documentation on time, registration took longer than usual given the Trade Registry's large backlog of requests, following the disruption caused by the implementation of a new digital system. Registrations with the FSA and Central Depository are not expected to encounter delays, and the Company expects the process to be finalized this month.

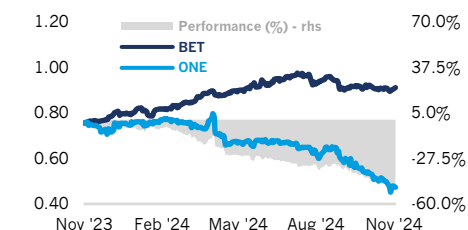
### Summary data

Share price (RON)	0.4960
Shares in issue (m)	3,828.9
Market cap (RONm)	1,899
Market cap (USDm)	408
Free float	44.5%
3m average daily traded volume (EURk)	179
Absolute change 3month	-15.7%
Absolute change 12month	-31.6%
Change% 3m (vs BET)	-13.9%
Change% 12m (vs BET)	-53.2%

<b>Target price (RON)</b>	<b>U/R</b>
<b>Rating</b>	<b>U/R</b>
<b>Upside</b>	<b>n.m.</b>
Benchmark	BET
BET weighting	1.7%
BET one-year return	+21.6%
Bloomberg	ONE RO
Refinitiv RIC	ROONE.BX

Source: BT Capital Partners, EquityRT

### ONE vs. BET (rebased @ 13 Nov '23)



Source: EquityRT

### Key ratios / multiples

	FY '23	3M '24	6M '24	9M '24
EPS (RON) LTM	0.109	0.108	0.097	0.100
EPS (RON) QTR	0.026	0.038	0.019	0.018
P/E (x) LTM	4.6	4.6	5.1	4.9

Source: BT Capital Partners

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## Analyst coverage universe

Company	Ticker	Rating	Target price (RON)	Current price (RON)	Analyst
Aquila Part Prod Com	AQ	UNDER REVIEW	UNDER REVIEW	1.400	Adrian Hornea
BRD Societe Generale	BRD	UNDER REVIEW	UNDER REVIEW	19.08	Vlad Podea
Digi Communications	DIGI	UNDER REVIEW	UNDER REVIEW	65.0	Vlad Podea
Electrica	EL	UNDER REVIEW	UNDER REVIEW	13.30	Octavian Duma
Hidroelectrica	H2O	NEUTRAL	125	124.5	Vlad Podea
MedLife	M	UNDER REVIEW	UNDER REVIEW	6.15	Adrian Hornea
One United Properties	ONE	UNDER REVIEW	UNDER REVIEW	0.496	Vlad Podea
Premier Energy	PE	OUTPERFORM	26.4	19.81	Octavian Duma
Sphera Franchise Group	SFG	UNDER REVIEW	UNDER REVIEW	39.90	Adrian Hornea
Romgaz	SNG	UNDER REVIEW	UNDER REVIEW	5.51	Octavian Duma
Nuclearelectrica	SNN	UNDER REVIEW	UNDER REVIEW	44.05	Adrian Hornea
OMV Petrom	SNP	UNDER REVIEW	UNDER REVIEW	0.7500	Vlad Podea
Transgaz	TGN	UNDER REVIEW	UNDER REVIEW	24.0	Octavian Duma
Purcari Wineries	WINE	UNDER REVIEW	UNDER REVIEW	14.90	Adrian Hornea
Lion Capital; Evergent Investments; Transilvania Investments Alliance; Longshield Investment Group; Infinity Capital Investments	SIFs	RESTRICTED	RESTRICTED		- Vlad Podea

Source: EquityRT, BT Capital Partners

## Rating history | One United Properties

Type	Date	Price	TP	Rating	Type	Date	Price	TP	Rating
Coverage Initiation	02 Mar '23	0.681*	0.759*	Neutral					
Earnings Preview	26 Aug '24	0.640	U/R	U/R					

Source: BT Capital Partners

\*Adjusted prices.

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Rating	General Equities
<b>OUTPERFORM</b>	The stock is expected to yield absolute returns in excess of 15% over a 12-month investment horizon in terms of price and we recommend increased exposure relative to its blue-chip benchmark peers (BET index).
<b>NEUTRAL</b>	The stock is expected to yield absolute returns ranging from -15% to 15% over a 12-month investment horizon in terms of price and we recommend maintaining current exposure relative to its blue-chip benchmark peers (BET index).
<b>UNDERPERFORM</b>	The stock is expected to yield negative absolute returns of more than -15% over a 12-month investment horizon in terms of price and we recommend reduced exposure relative to its blue-chip benchmark peers (BET index).
<b>UNDER REVIEW</b>	The rating of the stock is currently under review for update by BTCP Equity Research.
<b>RESTRICTED</b>	The rating of the stock is restricted from disclosure owing to compliance or other regulatory/legal reasons.
<b>NOT-RATED</b>	The stock is not currently rated by BTCP Equity Research.
<b>COVERAGE IN TRANSITION</b>	The rating of the stock is temporarily suspended due to changes in the research team.

## Rating distribution for Romanian listed equities rating

As at 12 Nov '24 Recommendation	Total BT Capital Partners	
	Count	% of Total
Outperform	1	4%
Neutral	1	4%
Underperform	0	0%
Under Review	12	48%
Restricted	6	24%
Not rated	5	20%
Coverage in transition	0	0%
<b>Total</b>	<b>25</b>	<b>100%</b>

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