ONE SQUARE K

INVESTOR PRESENTATION

Fractional Ownership Global Fundraising Local Delivery

A tech-enabled platform channelling local and diaspora capital into income-generating urban property.

Mafipe M. Chunga
FCCA - LLB - BA | Co-Founder and Managing Director

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FCCA - LLB - BA (Applied Accounting)

A Chartered Accountant and lawyer with 17 years across advisory, banking and property. He led Advisory at KPMG, managing assignments in 16 African countries, before co-founding OneSquareK and founding MCA Consulting.

- 16 years at KPMG, including five as Head of Advisory
- Corporate and investment banking experience at Citibank
- Co-designed OSK's operating systems and digital tenant-payments platform

2008	2015	2016	2018
KPMG Trainee to Manager	**Citibank** Corporate and Investment Banking	**KPMG** Associate Director, Head of Advisory	**OneSquareK** Co-Founder

A Structural Housing Shortage

Demand for urban housing vastly exceeds supply, and the gap is widening

1.5m
units - the current national housing deficit

3.3m
units - projected deficit by 2030 if unaddressed

200k+
new homes needed every year to close the gap

55-70%
of urban residents live in informal settlements

Lusaka is Zambia's fastest-growing city at 4.4% per year, with close to one million residents aged 20 to 35 - the core market for affordable urban rental.

Sources: National Housing Policy (2020); ZamStats 2024 Labour Force Survey; CAHF Africa Housing Finance Yearbook 2024.

The Capital Is There, the Access Is Not

Zambians want to own property but cannot fund a whole building alone

Where the demand sits

- An estimated diaspora of up to 2 million Zambians abroad
- Around US$334m in remittances sent home every year
- A large domestic base of savers and pension-eligible workers
- Property is the most trusted store of value in the market

Why it stays on the sidelines

- A single unit costs upward of ZMW 700,000
- Bank financing is punitive near 21%, with most of each payment going to interest
- No vehicle lets small investors co-own managed, income-producing property
- Remittances flow into consumption, not productive assets

OSK converts fragmented capital into fractional ownership of professionally managed, cash-generating property.

Remittances: World Bank estimate (Zambia inflows in the US$300-400m range). Diaspora population is an upper-end estimate; formally recorded emigrants are fewer.

A Platform for Fractional Property Ownership

Build it, prove it, sell down shares, then recycle the capital

1

Build

OSK funds and constructs a studio-apartment complex in a high-demand urban corridor

2

Stabilise

Units are let to full occupancy, producing audited, recurring rental income

3

Sell down

Fractional shares are sold to local and diaspora investors through the platform

4

Recycle

Released capital funds the next build, compounding the portfolio over time

Investors buy into a performing asset, not a promise. First mover in Zambia's youth and affordable urban rental segment.

A Global Capital Funnel

From a local platform to a regulated collective investment scheme

Global capital sources
Diaspora, local retail, institutions and regional investors

▼

Collective Investment Scheme
A regulated, professionally managed pooled vehicle

▼

Income-generating property
Fractional, audited and recurring yield

The scale unlock

- A CIS lets OSK raise from many investors under one regulated structure
- Diaspora and international capital can participate compliantly
- Pooled capital is deployed across multiple buildings, spreading risk
- OSK moves from financing one building at a time to a continuous funnel

The end state: a national property portfolio, owned by the people who want to own it.

Forward-looking. Any collective investment scheme would be established subject to SEC Zambia licensing.

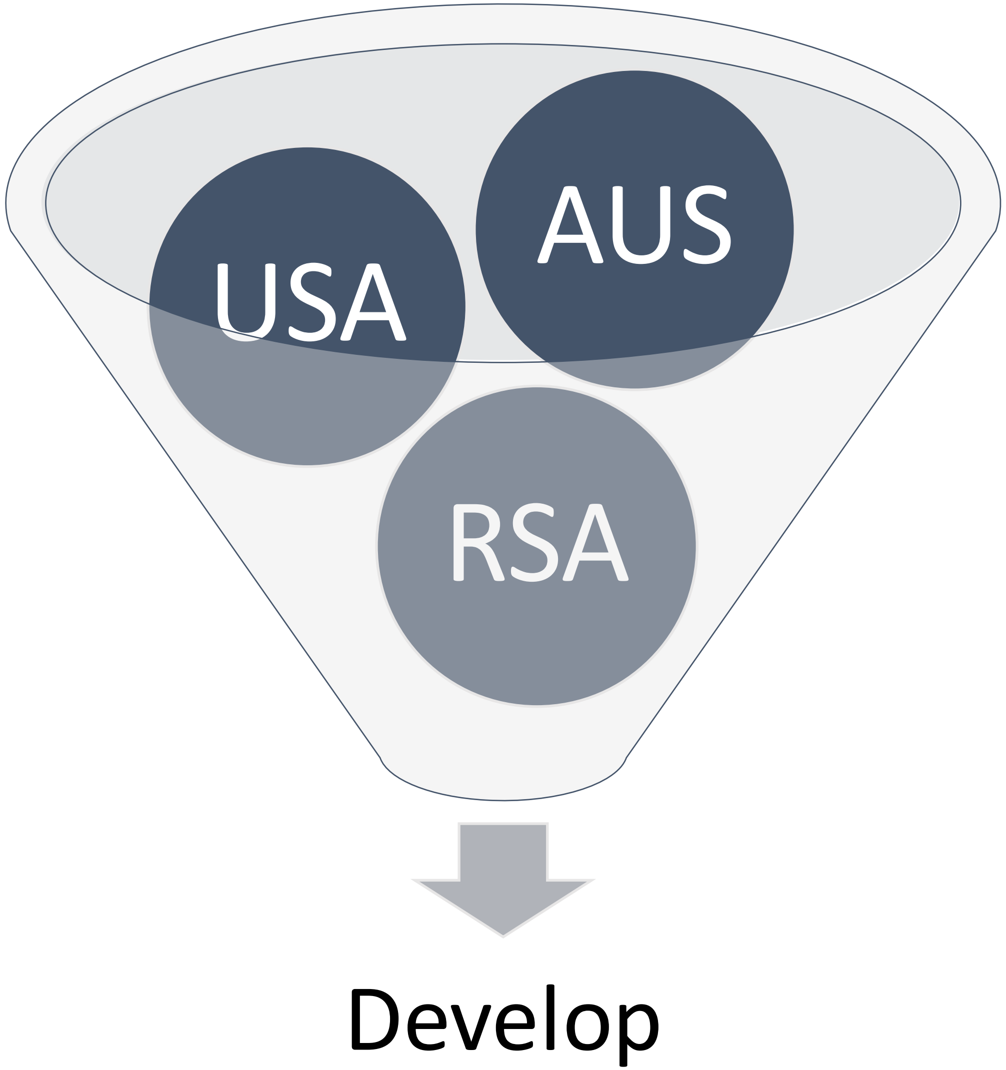
Income Streams

Build it, prove it, sell down shares, then recycle the capital

Development – 20%

Rent Admin – 10%

Equity – 20%



Barriers

1. Trust
2. Technology
3. Regulatory
4. Capital

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The Ultimate Fallback Plan

Designed from the tenant backwards, priced for full occupancy

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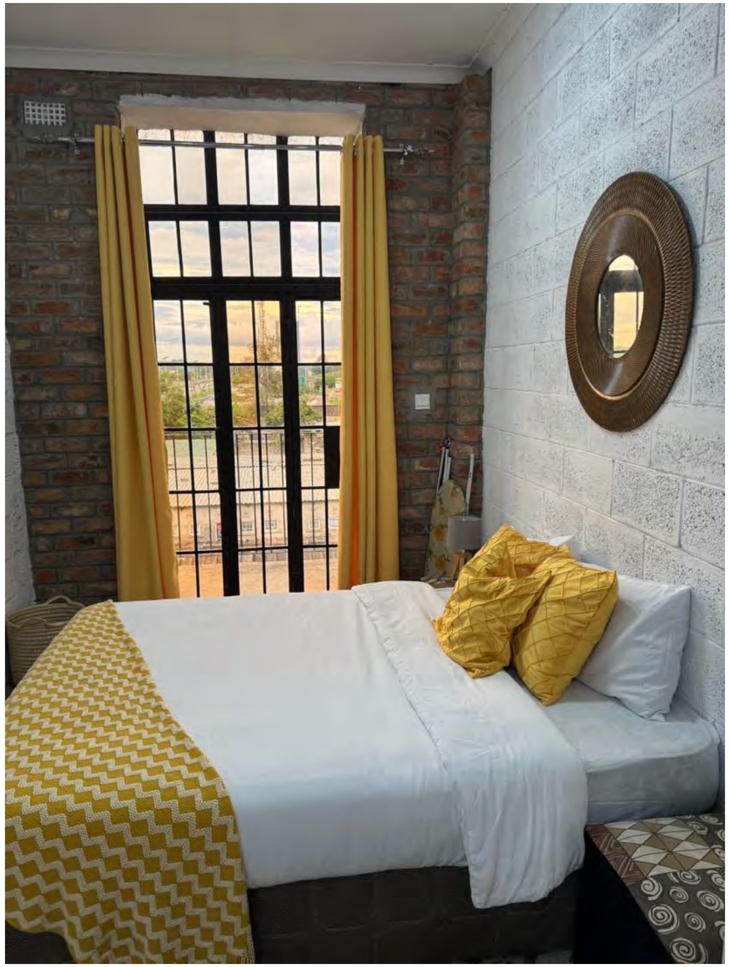
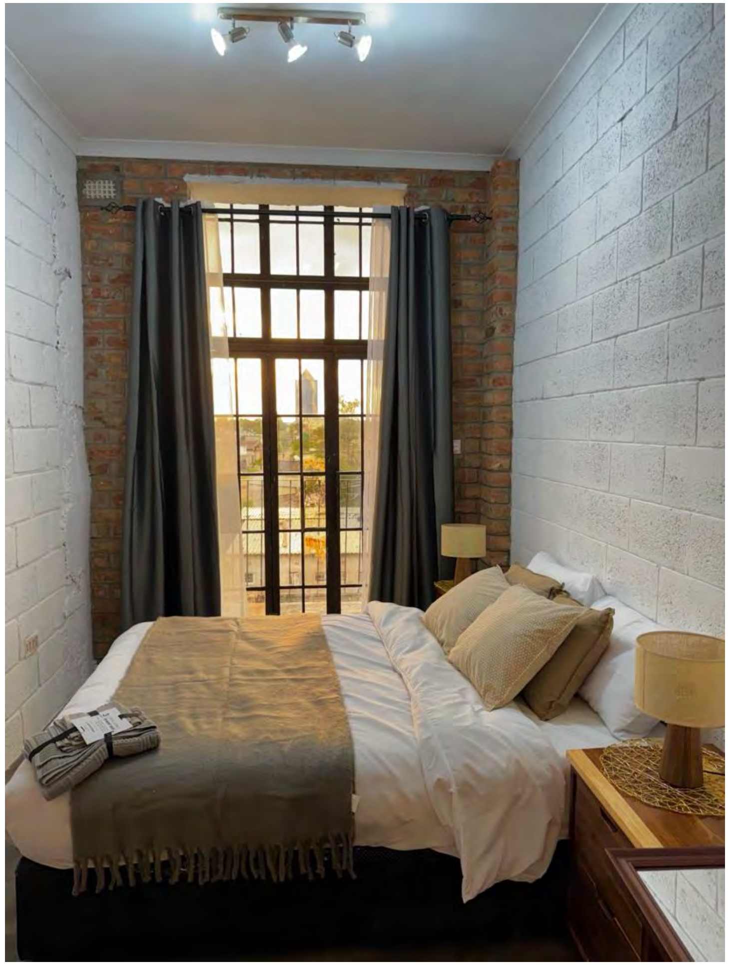
The Compact Studio Apartment

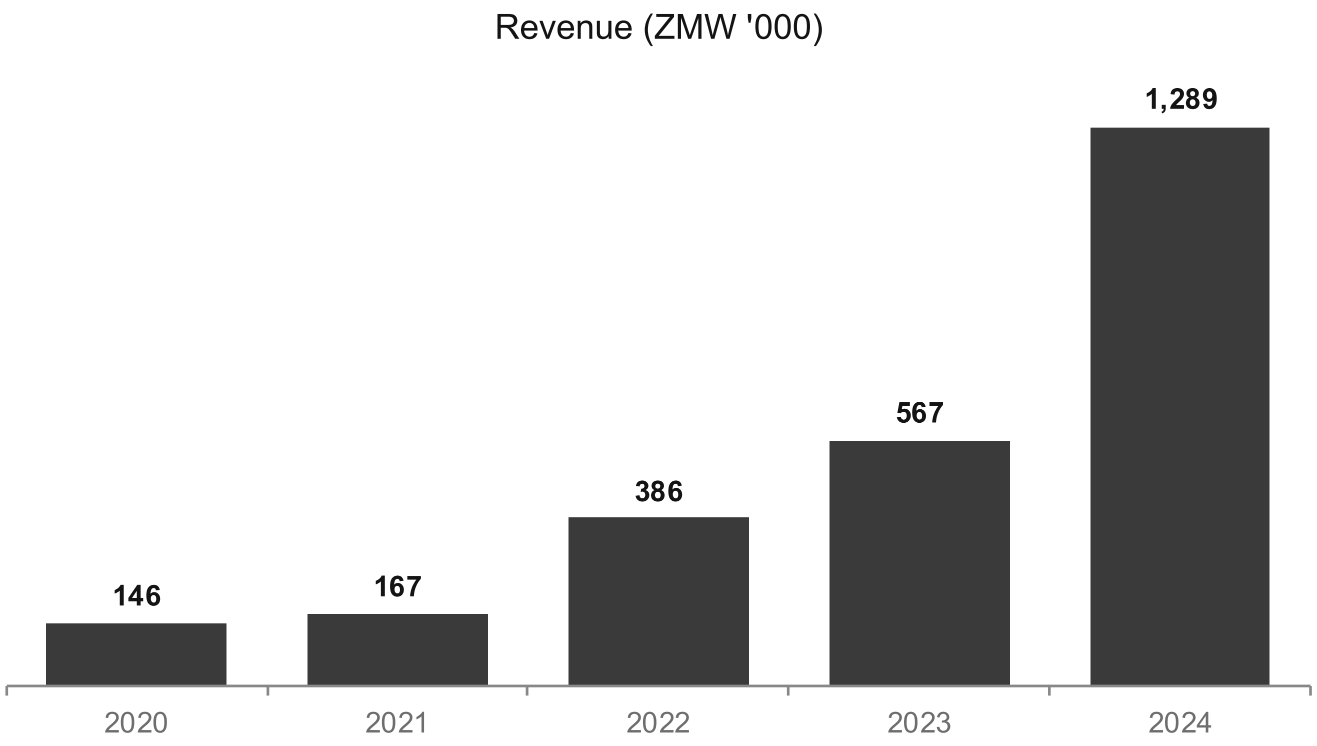
Designed from the tenant backwards, priced for full occupancy





A Five-Year Track Record, Not a Concept

OSK Kalingalinga: 31 studio apartments, fully let



ZMW 1.29m
revenue in 2024, up 128% year on year

87%
net profit margin, sustained for three years

ZMW 16.3m
total assets, built without external debt

100%
equity financed - zero interest-bearing debt

Source: Audited financial statements, FY2020 to FY2024.

Technology Turns This Into a Platform

A light cost base and a clear first-mover position

The technology layer

- Digital onboarding for local and diaspora investors
- Fractional share register with automated reporting
- App-based leasing, billing and maintenance requests
- QuickBooks-based financial control and transparency
- Contractors paid for results, not for presence

The competitive moat

- No developer at scale targets youth and affordable urban rental
- Incumbents chase USD commercial or high-end residential
- OSK owns and operates, so incentives align with investors
- Audited accounts and independent valuations build trust
- A repeatable model that scales building by building

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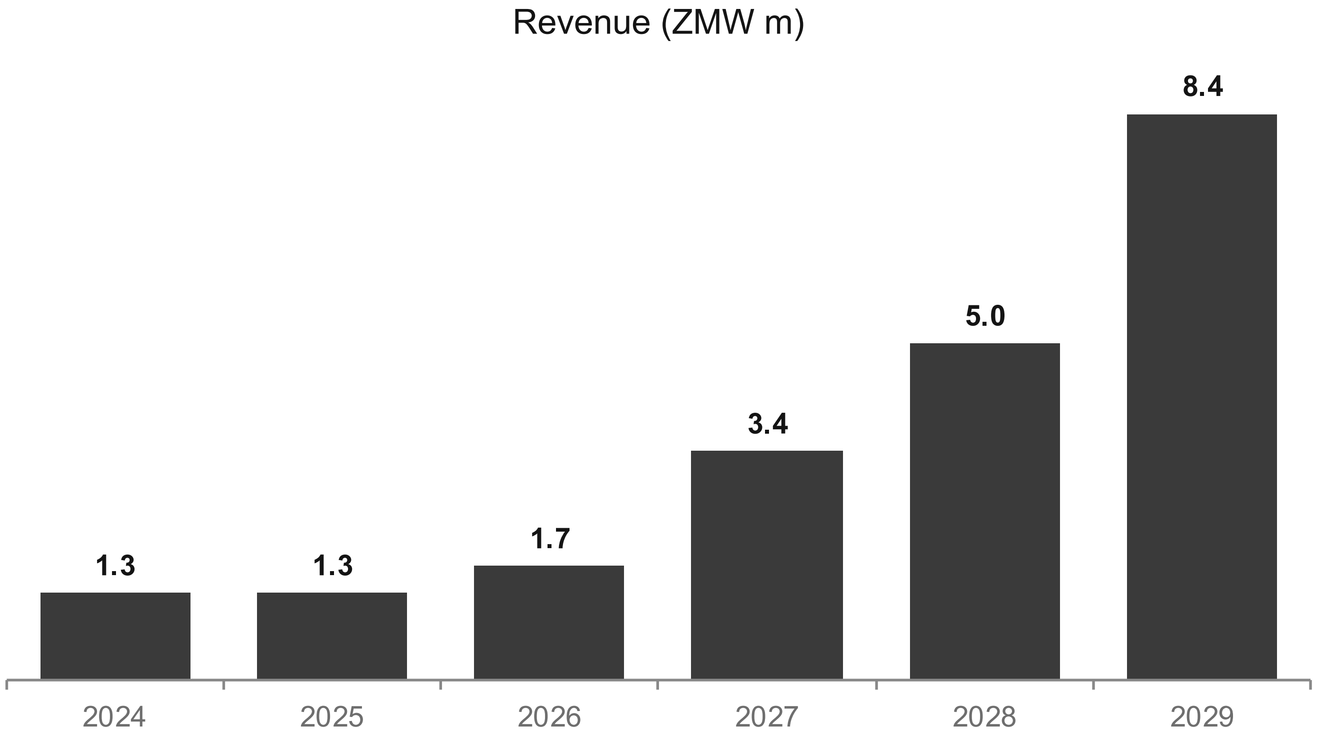
A Scalable, Cash-Generative Forecast

Growth driven by new buildings, not aggressive pricing



~92%
EBITDA margin sustained across the forecast

~98%
gross margin, with utilities borne by tenants

40%
of profit distributed as dividends pre-REIT

No debt
fully equity financed - no refinancing risk

Source: management forecast, FY2024 to FY2029. Forward-looking and not a guarantee of future performance.

Let's channel Zambian capital into Zambian homes

OneSquareK is ready to scale a proven, cash-generating model with the right capital partner.

Mafipe M. Chunga
Co-Founder and Managing Director, OneSquareK Property Development Plc
mchunga@mcazambia.com - +260 965 647 066