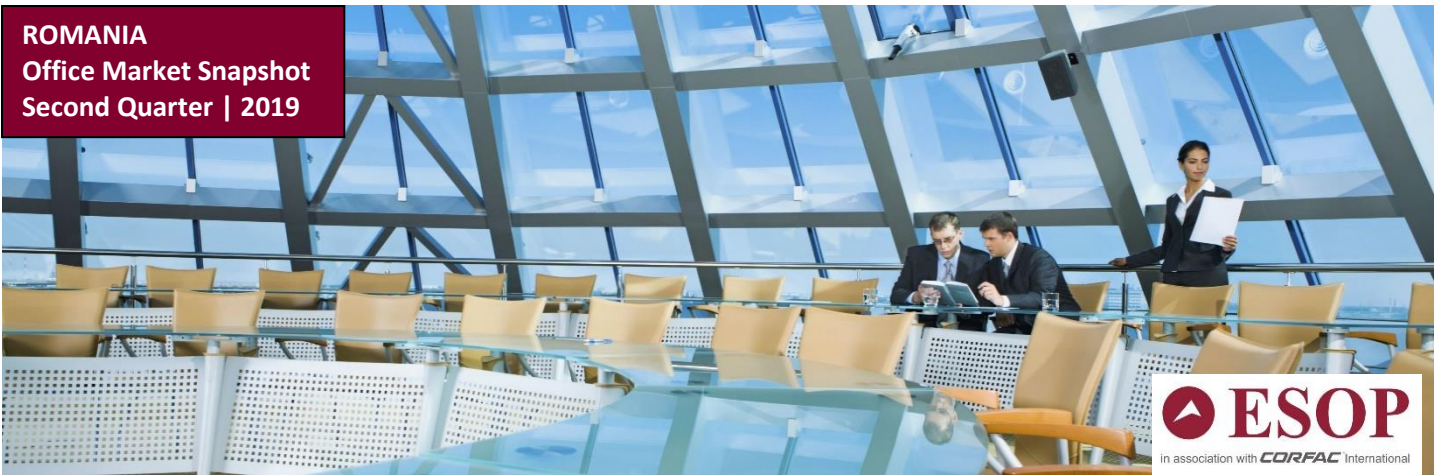


**ROMANIA**  
Office Market Snapshot  
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**Overview**

In the second quarter of 2019 five new office projects were completed, with a total GLA of 100,000 sqm, of which around 55% being already pre-rented. In this quarter some companies opted to maintain their current office space, the expansion and renewal transactions adding up to 39.000 sqm.

**Occupier focus**

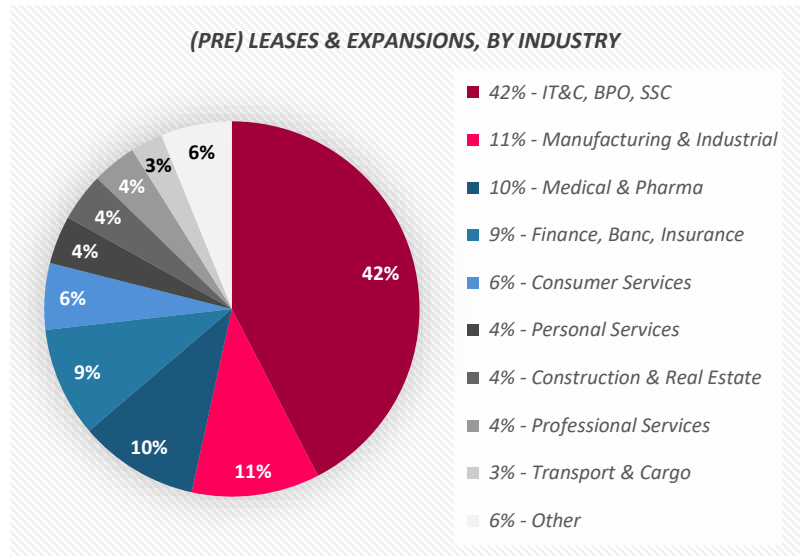
In Q2 2019, demand for modern office space in Bucharest was of 90,000 sqm. Net take-up represented 67% from the total volume recorded and consisted mainly of pre-leases and new operations. North and downtown areas became once again the most attractive ones, with approx 75% of the net take-up.

The most active occupiers were companies from Technology and Telecommunications sector – 42% from the total take-up, followed by companies from Manufacturing, Medical&Pharma and Financial sectors.

**Main transactions in Q2 2019**

Tenant	Size (sq m rented)	Property
INGTech	13.000	Dacia 1
Tradeshift	4.000	TCI
INGTech	3.250	S-Park
Imsat	3.200	The Bridge 3
Scoala Libera Waldorf	2.500	Brezoianu OB
Schlumberger	2.500	America House
BRD Societe Generale	2.500	West Gate
Medlife	2.298	Mihalache BC
Gopet Romania	1.664	Sema Parc - Bruxelles
OTP Leasing + OTP Factoring	1.232	Art Business Center 5
The Home	1.215	Sema Parc
Chimcomplex	1.200	City Gate

**(PRE) LEASES & EXPANSIONS, BY INDUSTRY**



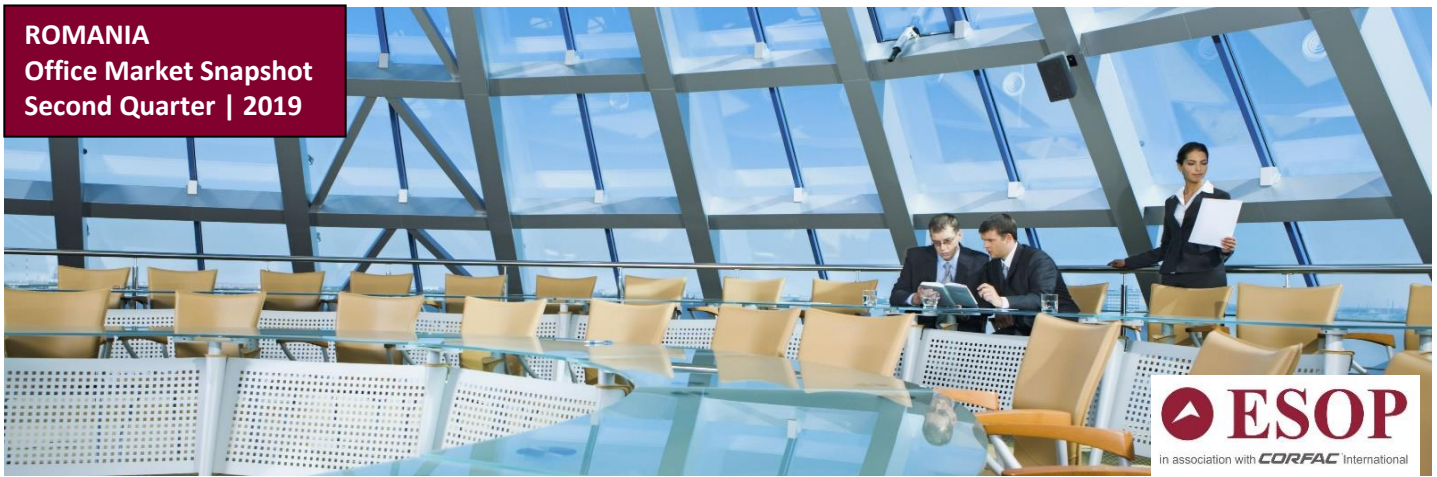
**Outlook**

By the end of 2019, over 300,000 sqm of modern office space is forecasted to be completed. Due to the high number of office projects under development, rental levels are forecasted to remain stable. Demand for quality office space is projected to follow the same positive trend going forward.

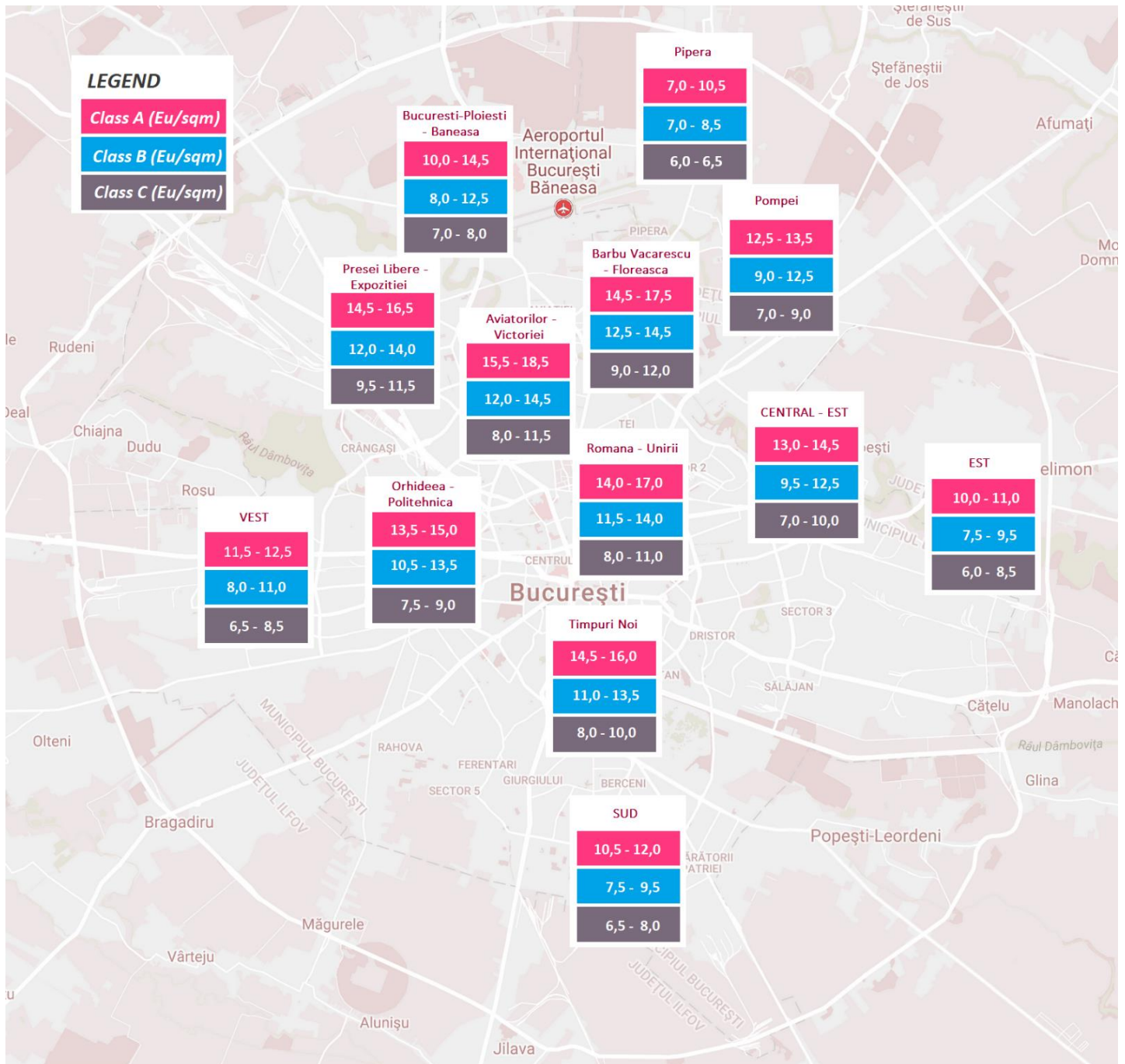
**Main Projects to be delivered in 2019**

Area	Project Name	Delivery	Surface (sqm)	Location
CENTRAL-NORTH	Globalworth Campus - Bldg. C	S1 2019	28.000	Pompei
	Oregon Park - Bldg. C	S1 2019	24.000	Barbu Vacarescu
	Expo Business Park	S2 2019	38.300	Expozitiei
	Equilibrium - Phase I	S2 2019	20.600	Barbu Vacarescu
CENTRAL-WEST	Business Garden Bucharest	S1 2019	43.000	Grozavesti
	The Bridge II	S1 2019	20.200	Grozavesti
	The Light - Phase I	S2 2019	20.950	Politehnica
	Sema Parc - Bldg. Berlin	S2 2019	15.700	Splaiul Independentei
ULTRACENTRAL	Oscar Rosetti	S1 2019	7.500	Dacia
	Oscar Mendeleev	S1 2019	6.300	Romana
	Mosilor Office Building	S1 2019	4.400	Dacia
	H Victoriei 109	S2 2019	6.700	Victoriei

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**The main Bucharest office areas benchmark**





## ESOP Relocation or Renewal process targets

*Preserve the best PRICE/QUALITY ratio that the market can provide.*

- understand the market
- take an informed decision ( irrespective if to GO or STAY in current offices )



*Improve EMPLOYEES' comfort, if the market allows in a sustainable manner such improvement*

- The working environment is an essential element for any employee, especially in times when there is a pressure on the labor market.
- New air conditioning equipment's from new office projects has significantly increased employee satisfaction and reduced discomfort.

*The OFFICE SPACE is a tool for the management to cultivate the STABILITY OF THE TEAM and GROWTH perspectives*

- make sure that most employees are happy with the standard of work, location and communication within the firm
- there will always be a competition for talented employees, the workspace is one of the important tools.

### **The market best practice and our recommendations**

1. If you want to get the best market PRICE/QUALITY ratio, take your time to properly run the relocation process
  - ✓ in this way you benefit for the best opportunity on the market
  - ✓ the sooner you start the information and searching process, the more you keep the benefits of your side and having a strong negotiation position.
2. If you want to stay in the current location, run the relocation process as if you wanted to move 100%. Make it not fake it.
  - ✓ in this way you empower your negotiation position with current landlord
  - ✓ running this process helps a company to be in a position to make an informed and assumed decision
3. Run relocation or renewal process through ESOP:
  - ✓ 17 years market practice, entrepreneurial approach, cost - efficient attitude.
  - ✓ access to market practice and similar transactions carried over time and currently
  - ✓ over 700 business centers in our the largest property database in Bucharest



## REFERENCES for the ESOP team

<p><b>Harman Romania</b></p> <ul style="list-style-type: none"> <li>• 10.000 sqm</li> <li>• Metrooffice - Bucharest</li> <li>• Pre-lease and enter Romania Market</li> </ul>	<p><b>1 and 1 Romania</b></p> <ul style="list-style-type: none"> <li>• 3.500 sqm</li> <li>• Sky Tower - Bucharest</li> <li>• Relocation from Non-Competitive Stock</li> </ul>
<p><b>Hella Romania</b></p> <ul style="list-style-type: none"> <li>• 4.000 sqm</li> <li>• City Business Center - Timisoara</li> <li>• Pre-lease and relocation from Non-Competitive Stock</li> </ul>	<p><b>Medlife</b></p> <ul style="list-style-type: none"> <li>• 2.300 sqm</li> <li>• Victoriei BC - Bucharest</li> <li>• Relocation from Non-Competitive Stock</li> </ul>
<p><b>Hella Romania</b></p> <ul style="list-style-type: none"> <li>• 5.000 sqm</li> <li>• EBP - Craiova</li> <li>• Pre-lease and relocation from Non-Competitive Stock</li> </ul>	<p><b>Beller Soft</b></p> <ul style="list-style-type: none"> <li>• 1.250 sqm</li> <li>• Timpuri Noi Square - Bucharest</li> <li>• Relocation from Non-Competitive Stock</li> </ul>
<p><b>Lukoil Technologies</b></p> <ul style="list-style-type: none"> <li>• 4.300 sqm</li> <li>• Aviatiei BC - Bucharest</li> <li>• Relocation from Non-Competitive Stock</li> </ul>	<p><b>Ludan Engineering</b></p> <ul style="list-style-type: none"> <li>• 1.250 sqm</li> <li>• AFI Tech Park - Bucharest</li> <li>• Pre-Leasing from Non-Competitive Stock</li> </ul>

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ESOP, established in 2002, is a **trustworthy reference name** on the Romanian real estate market, among the **top 5 consultancy companies** on the commercial segment, and the **no. 1 local brand on the office segment**, having mediated the lease of over 120.000 sqm offices within the last 3 years.

Starting 2013, ESOP is the Romanian affiliate of **CORFAC International** a leading network of **independently-owned, entrepreneurial real estate firms** that partner to deliver quality and experienced service **locally, nationally, and internationally**. CORFAC members have expertise in office, industrial and retail brokerage, investment sales, multifamily, self-storage, acquisitions and dispositions, property management and corporate services. Through **80 offices worldwide**, CORFAC covers 46 US markets, 6 in Canada and 27 international markets including **Australia, Colombia, France, Germany, Ireland, Israel, Italy, Mexico, Romania, Russia, South Africa, South Korea, Switzerland and the United Kingdom**. What CORFAC stands out for is its members' commitment in delivering reliable solutions, within a creative, trustworthy and highly customized process. **Fact Sheets – over 10.000 transactions** annually, encompassing **600 mil. sq feet** and valued at more than **\$8 billion**.



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