





Romania

Meet us @ Stand A1.241

Romania Programme **Stand A1.241**

Oct 4 at 10 AM



Networking Breakfast

Investing in Romanian cities. Where do we work and how we live

Moderators:

Gerhard Rodler - Editor-in-chief of Immobilien Magazin &Publisher of Building Times at Immobilien Magazin Verlag

Ionut Oprea - Publisher - "Romania's Real Estate Guides" -Market Pulse Reports

Oct 5 at 10 AM



Networking Breakfast

Romania, emerging logistics and industry hub of the Region

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Oct 4 & Oct 5 after 3 PM Romanian Wine Tasting Offered by



LACERTA

And do not forget to also visit in our immediate proximity @ Stand A1.245

BRAŞOV:

The heart of Transylvania where your business meets wellbeing!





AFI Europe is a leading real estate development, management and investment company operating in Central and Eastern Europe since 1997. AFI Europe's diversified portfolio consists of large-scale shopping centers, retail parks, business parks and large-scale residential and mixed-use developments.

AFI Europe Romania is present locally since 2005. In 2009, AFI Europe inaugurated its first project in Romania- AFI COTROCENI, one of the biggest shopping centers in the CEE region. AFI PLOIESTI was the second shopping center launched in October 2013, offering 34,000 sqm GLA and over 100 national and international brands and 7,000 sqm entertainment.

In Oct 2020 AFI Europe opened AFI BRASOV, a mixed-use project which includes 45,000 sqm GLA shopping centre and an office building of 15,000 sqm GLA as Phase I. The future second phase will include an additional office building of 10,000 sqm GLA.

The entire retails portfolio managed by the company is approximately 170,000 sqm GLA.

On the office segment, AFI Europe Romania owns and manages 7 office projects totalling ~ 3000,000 sqm GLA. AFI PARK 1-5, the first modern business campus consisting of 5 Class A modern buildings with 70,000 sqm GLA and first business campus to receive LEED Gold certification. AFI TECH PARK, the second office park, will have 71,000 sqm GLA Class A business to be constructed in Bucharest, during the 3 phases. The second phase was delivered in 2022 and holds LEED Platinum Pre-certification.

AFI CITY BUCURESTII NOI, the company's first residential project in Romania, comprising 190 apartments and 228 above ground parking seats was delivered in Q2 2020. A commercial gallery of 4,500 sqm GLA developed right next to the residential component will soon be delivered in Q2 2022.

In 2020 AFI Europe Romania's portfolio enriched with other 4 office projects (AFI PARK FLOREASCA, AFI LAKEVIEW, AFI VICTORIEI PLAZA, AFI PARK TIMISOARA) in the biggest office transaction on the market, valuing 280 Mil Euro. All AFI Europe Romania's office buildings have WELL Health & Safety certification and "green" certification LEED or BREEAM. The company is now developing AFI Arad, the first retail park to be developed in Romania on 29,400 sqm GLA and planned to be opened to the public in the second half of 2023. Also, AFI Home North is the first residential to rent project that is now under development in Bucharest.

Net Operational Income (31.12.2021) = 5,299,000 Euro

Operating properties value (31.12.2021) = 1,256,640,000 Euro

- ~ 300,000 sqm GLA office space
- ~ 170,000 sqm GLA retail spaces
- 190 residential units delivered

ALMA CONSULTING

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Architecture Engineering Consultancy

Alma Consulting is interested in: meeting to companies with a similar vision as theirs and together to create, design and build for their customers in the most efficient way.

Alma Consulting is a dynamic Romanian company with more than 26 years of experience in integrated projects, covering services of architecture, planning and site supervision. Our team is a perfect mix of engineers and talented architects, always looking for the best solutions for our customers. Linking those two departments, our consultancy team comes to substantiate the necessity and opportunity of every single project and finds the best way of financing them.

We have more than 500.000 square meters of designed and managed construction surfaces with different functions and utilities, such as Public administration offices, Schools, Youth centres, Sport centres and Real estate buildings, 10.000 KM of water drain and sewages (around 250 km of vacuum sewages in collaboration with our German partner), recently around 10.000 KM of roads and bridges of a high complexity and difficulty.

We are able to elaborate and manage construction projects for building rehabilitation, water and sewages, roads, in agreement with the environment legislations and territorial development plans, fulfilling our customers' requirements.

All the time our company has been developing keeping up with all the new technologies and trends worldwide, environmental friendly, energy savings, increasing the comfort and durability of the proposed investments.

For further information, please visit: www.almaconsulting.ro



BUCHAREST REAL ESTATE CLUB is interested in key topics and potential new investors on the Romanian real estate market (office, logistics, retail, residential, hotels).

BUCHAREST REAL ESTATE CLUB member companies are major investors, local and international, active in the segments of urban regeneration projects, office buildings, logistics and industrial parks, retail parks, residential investments.

BREC is currently the largest real estate organization in Romania, representing some of the largest investors active in Romania & the CEE region. Among our members: AFI EUROPE, GLOBALWORTH, ONE UNITED PROPERTIES, AKCENT DEVELOPMENT, CA IMMO, ELEMENT GROUP, GRAN VIA REAL ESTATE, IMMOFINANZ, RAIFFEISEN PROPERTY, S IMMO, SKANSKA, SPEEDWELL, VASTINT, WDP.

BUCHAREST REAL ESTATE CLUBS facilitates platforms focused on promoting investors & developers and foster valuable business relations. BREC also ensures market entry services for new investors interested to access this market.

For further information, please visit: www.brec.ro



Regional Development Agency Centru is a public utility NGO with over 23 years of experience in the field of economic and territorial development. The territory covered by the RDA Centru is Centru Region in Romania, a Region with 6 counties - Alba, Braşov, Covasna, Harghita, Mureş, Sibiu – and over 2.3 million inhabitants.

Due to its location in the center of Romania, our region enjoys a privileged position in terms of accessibility and road connections with the rest of the country and with Europe. Centru Region is crossed by the IV Pan-European Transport Corridor (Dresden-Istanbul), 3 highways, 5 European roads and has the best connections with its 2 international airports, Sibiu and Târgu Mureş and a 3rd one, in an advanced phase of construction, in Braşov.

RDA Centru is responsible for elaborating regional planning documents such as Regional Development Plan and Smart Specialization Strategy and for implementing regional development policies in its territory. Beginning with 2020, RDA Centru became the Management Authority for the Regional Programe of Centru 2021 – 2027. Among the most important results of its activity are over 3.700 investment projects supported with more than 3 billion Euros budget.

Reducing disparities and reaching a balanced development among the territories of the region but also increasing the wellbeing of citizens, to a level comparable to the most developed EU counties is one of the major goals of our work. Thus, with our investment programs, based mainly on grants, but also with the complementary services, we support both local administration and businesses to better perform.

We are committed to support the consolidation of a strong business and innovation ecosystem, which is crucial to a healthy and agile economy. The RIS3 is defining our strategy towards the valorification of our innovation potential of the economy. Our main instrument to support business development is the Regional Program 2021-2027 that will invest more than 200 million Euros in consolidation of the business and innovation regional ecosystem. Additional to the investment programs we support companies from Centru Region in their international business activities but also foreign companies that want to settle and invest here. As a member of EEN, RDA Centru can provide free business services such as location scouting, supplier identification, access to business support infrastructure - business incubators, co-working spaces, clusters, industrial parks - industrial visits, participation in B2B events, brokerage events, trade fairs, business and technology matching. We also provide tax and legal information, incentives and financial information, industry sector analyses, facilitation of contacts with potential business partners. RDA Centru is member or partner in several European network that are bringing added value to its activity: Europe Direct, Enterprise Europe Network (EEN), EURADA, EIT Manufacturing.



Derom Total is reputable for landmark projects requiring complex and innovative technical solutions. Our experienced management and highly qualified staff promote a client-oriented culture that aims to optimize processes. We always strive for quality performance and timely completion of our projects through our range of construction services.

As general contractor, we take responsibility to the beneficiary for the turnkey realization of complex works, based on a contracting agreement.

We provide full services, from design to execution, from finding the technical solutions and design to investment cost efficiency.

Main services:

- General contracting in industrial, civilian and commercial construction
- Project management
- · Construction design
- Import and distribution of construction materials

For further information, please visit: http://www.deromtotal.ro/en/index.php



City of Galaţi is interested in: identifying potential partners to invest in the development of economical key sectors such as smart/green city projects, urban regeneration, IT&C and automotive industries, as well as project developers in the industrial and logistics fields

A city with a significant industrial platform, Galaţi has recently focused on creating a proper environment to boost and facilitate foreign investments. The city of Galati is the largest port on the maritime Danube, whereas the construction of the Bridge over the Danube in close vicinity meets the connectivity needs of the South-East Region of Romania.

The city of Galaţi is amongst the biggest economic centres in Romania, on account of the long-existing naval industry, Shipyards, the Port and the Steel Plant. Galaţi has an industrial based economy and the metallurgical industry of the city accounts for over 50% of the country's total steel production.

The qualified labour force provided by Galaţi University in the field of naval, mechanical engineering, IT&C are highly sought-after human resources on the Romanian and foreign market. At the same time, Galati municipality aims to providing all economic developers with a number

For further information, please visit: www.primariagalati.ro



Olympian Parks has been actively operating and trading in Romania since 1997.

The development journey began in 2003, with the construction of the first Industrial Park in Domnesti, on the southwestern outskirts of Bucharest, the group's activities have mainly centred on the industrial real estate market and related services. In 2005 Phoenix commenced the development of Mercury Logistics Park and joint ventured with Helios Properties UK, a major British industrial developments across Central and Eastern Europe. During the period 2006-2007 Helios Phoenix established joint ventures with GE Real Estate and Cal East Global Logistics for industrial developments in the Central and Eastern European region and agreed forward funding sales with CB Richard Elis in Eastern Germany and Heitman International in Romania.

In 2010 Phoenix acquired The Helios share of the Joint Venture thereby increasing its stake in Helios Phoenix to 98% and remains active in the Romanian Property Development Market progressing the various industrial and residential developments of the Joint Venture. In 2019 Helios Phoenix embarked on a new joined venture with M1 Real Estate and formed Olympian Parks Management to further develop and manage the industrial portfolio. In 2021, which was probably the biggest transaction of the industrial market, Olympian Parks sold its income producing assets to one of the biggest developers in the region. Overall Olympian Parks has transacted more than 500k sqm of built units together with land to be developed.

Olympian Parks portfolio in Romania is currently comprised of four locations with land for future developments, these being in different phases of permitting. Bucharest, Constanta and Cluj add up to more than 330,000 sqm which will be ready to receive clients from light production and logistics areas.

For further information, please visit: www.olympianparks.ro











approx.
125,000 inhabitants

Industrial Parks Maramureş SA was established in 2021 as a subsidiary of the Maramureş Regional Administration.

It makes all the difference. 80 km to the Romanian-Hungarian border or drive goods for several hundred kilometres through Romania to reach customers. Many things are easier to do from Baia Mare. And Baia Mare has an airport. The number of flight connections is increasing. Satu Mare Airport, with several connections, is just a 1 hour's drive away. Cluj-Napoca, the second largest city in Romania, no more than 2 hours.

Almost, but still far from the most famous target regions, Baia Mare is an optimal location. If Continental, Dräxlmaier and other well-established companies are looking for employees, it becomes difficult to recruit the right skilled workers. Or expensive. It is good to be on some distance to them. Interesting who produces in Romania. Examples of other major investors: Schäffler, Daimler, Ford, Dacia, Airbus Helicopters, Universal Alloy Cooperation, Sonaca - and many SMEs in Germany.

Finding skilled workers is a challenge. Less difficult than in other industrial areas, but similar to the general situation in Europe.

But the city helps. Training projects are being started. The university trains skilled workers in the field of CNC applications. 29 suppliers qualify skilled workers on various topics and at different levels - dual German training is an objective to which they aspire, but which is not yet a standard in Romania. The attractiveness of the region is further intensifying. Schools and kindergartens are being upgraded. Housing is created. Ski resorts are being upgraded and the largest water park in the region is being developed. Skilled workers and their families should have an attractive environment. This should also continue to be accessible. The salary level is below that of well-known localities such as Sibiu, Timisoara, Cluj-Napoca, Brasov and Bucharest.

Basically, there are 3 industrial parks at different stages of development: "Farcasa Park" cca 20 ha; "Baia Sprie Park" cca.30 ha, "Somcuta Mare Park" cca. 38 ha.The size and shape of the required terrain can be chosen almost freely. The necessary infrastructure for a modern industrial park (gas, electricity, water, connecting roads). Gas and electricity costs are rising as everywhere else, but they are cheaper than in neighbouring countries.

50% of the investment costs can be repaid as a subsidy from the State subsidy program StateAid GD 807/2014. It is easier to apply if you install yourself in an industrial park. Exemption from local taxes is possible. The management team of the industrial park offers a useful help in going through the Romanian bureaucracy, for example for registering the company and obtaining authorizations.

Romania is the most important player in the EU Strategy for the Danube Region. It also includes regions that are not directly located on the Danube. Maramures benefits from new concepts of infrastructure development and regional development projects. The cooperation extends to 14 countries in the Danube region. During the meetings of the Joint Governmental Commission Baden-Württemberg - Romania, possible problems of investors can be addressed.

For further information, please visit: www.maramuresbusinesspark.ro



REŞITA IS OPEN FOR BUSINESS!

City of Reşiţa is interested in: meeting potential investors, identifying potential partners to support investment in urban development, smart cities, industrial site reconversion and tourism.

With its convenient position and accessibility, surroundings of superb natural landscapes, bold vision and committed leadership, Reşiţa, as well as the region it polarizes, represent a high potential new market, production location and local resource pool to capitalize on.

Reşiţa is conveniently located in Western Romania, in less than standard daily driving distance to 3 European capitals: Vienna (6h 30 min), Budapest (4h) and Belgrade (3h). The closest larger city is Timişoara, approximately 100 km away north west of Reşiţa. The nearest airport is Traian Vuia International Airport, located in Timişoara

Reşiţa is less than 1h away from access to A1 Highway (via Lugoj), part of the Trans-European TEN-T Core Network Corridor connecting Romania to Central and Western Europe. Rail connectivity is ensured through the TEN-T Core Network Corridor: Rhine – Danube, easily accessible via the 1h electrified railway segment Reşiţa – Caransebeş.

3 Danube ports are also within easy reach from Reşiţa to Drobeta Turnu Severin (156 km), Orşova (131 km) and Moldova Veche (117 km).

We welcome you with 28.5 ha modern, centrally located and fully equipped industrial area ready for investors in Valea Terovei Industrial Zone. Other halls and plots are also available for rent or development in our town.

Resita is a city in full development, winning projects on European funds worth 150 million euros. Some major impact projects for the city are: investments in education, restoring the main artery infrastructure, by introducing the tram as a means of transport, creating a multifunctional centre, developing the Semenic tourist area, by installing a gondola that will serve the longest part skiing in the country (40 million Euros); another large-scale project is the modernization of the Resita-Timisoara railway, by introducing the train-tram on this route, with a direct connection to Timisoara International Airport, with a duration of 1 hour and 30 minutes; there are various projects in the city for urban regeneration.

Starting with the 2020-2021 academic year, "Eftimie Murgu" University became the University Center of Reşiţa of the prestigious Babeş - Bolyai University of Cluj-Napoca.

We are committed to fostering a friendly, competitive and inclusive business environment. We take an active role in supporting the private sector with information and logistical support, reduced bureaucracy, useful contacts and attractive fiscal stimulants.

For further information, please visit: www.primaria-resita.ro; www.investinresita.ro



REC Immpuls is interested in: meeting investment management companies, real estate developers, companies ensuring real estate asset management and companies which manage and use office and retail properties.

Founded in 2006, REC Immpuls is the 100% Romanian daughter of REC Partners GmbH. With offices in Bochum, Cologne, Frankfurt and Bucharest, REC is the international team of engineers, architects and economists that has been supporting clients all over Europe to develop, manage or improve real estate properties of over 15 million m² over the last 16 years.

REC is specialised in strategic building design, technical consultancy in all asset classes and revitalisation of existing buildings. Its expertise covers technical and environmental due diligence, project management, project monitoring, project audit/optimization, planning, refurbishment concepts/refurbishment planning. REC Partners' main interest lies in commercial and industrial developments and refurbishments.

Outstanding Offices for Outstanding People – Hotspot by REC in The Mark, Bucharest

In 2019, REC Partners opens its first flex office/coworking space in Bucharest, HOTSPOT WORKHUB, in one of the most stylish and state-of-the-art office building in the heart of the city.

The concept developed together with Biroarchitetti Milano and implemented by the REC experts won the Big SEE Award for interior design. With its agile offices behind large glass surfaces and skylights, high-tech conference rooms, the hybrid event venue and spectacular lobby, Hotspot represents a shift in the vision for flexible offices in Romania.

Fantastic perspectives - Hotspot by REC on top of the Orhideea Towers, Bucharest

Impressed by the amazing view from the top floors of Orhideea Tower, the quality of the building and the excellent connection to the public transport, REC is opening its second flex office/coworking space, HOTSPOT SKYHUB, with the same team of experts behind the first one. The super flexible room layout allows companies to adapt their office to their current and future hybrid work arrangements.

With comfort climate control, ergonomic furniture and lighting, lush relaxation areas, breath-taking panorama and the multimedia environment, Hotspot meets the most demanding corporate requirements and competes with the best traditional offices.

The Hotspot team is on location every day for its members' community. There's no place like the office.



SPEEDWELL is a recurrent visitor and participant of the ExpoReal real estate fair. The key goal of the participation is to further extend the company's network internationally in an effort to continue innovating by learning from others and implementing the knowledge acquired in future SPEEDWELL projects.

This quest for improvement ranges from new urbanistic ideas, over software applications on customer relations to solutions that enhance sustainability. Obviously, SPEEDWELL also attends ExpoReal to keep the finger on the pulse of European real estate trends in order to develop products in line with market expectations. Building on that, SPEEDWELL also offers their commercial projects (office, retail, logistics and B2R) for sale during the many encounters with potential investors.

About SPEEDWELL

After 20 years of experience in Eastern Europe and 25 years of experience in real estate, Didier Balcaen and Jan Demeyere joined forces and founded SPEEDWELL. They have combined rationality and the creativity to create a unique team and become an a-typical developer. SPEEDWELL has grown to be a team with in-house architects, legal and fiscal advisors, commercial team and project managers, thus covering the full spectrum of the real estate development process.

Be it about living or working, in the end it's all about the clients' well-being. SPEEDWELL's focus on the highest European construction and ESG standards (BREEAM and WELL certified), above-market sized terraces, green spaces and all amenities within 15 minutes walking distance, makes the company's projects safe and comfortable to live, work or shop in. SPEEDWELL creates these hubs by diversifying and mixing offices, retail and residences all together. This way a city within the city is created, that benefits more than the project itself and extends far beyond the site borders.

Having a pipeline with a value of over 1 billion euros, SPEEDWELL doesn't let the big numbers stand in the way of digging into every detail in their quest for excellence.

The company has a large portfolio of developments in Romania. In Bucharest, this includes TRIAMA Residence, The IVY and The MEADOWS, all three residential, MIRO – the A-class office building, the industrial project, SpacePlus, and a massive mixed-use project the company has recently announced, on the Griro site. SPEEDWELL is also present in Cluj-Napoca where we find the mixed-use project RECORD PARK and in Timisoara with another similar concept, PALTIM.



The reasons why Suceava County is an attractive area are primarily related to its geographical position, namely at the eastern border of the European Union, at the border with Ukraine, and also, due to the transport infrastructure that ensures openings to all European markets, also, thanks to the high potential of the forest sector, having direct implications in the development of the woodworking industry, and of course because of the landscapes and natural beauty that offer multiple opportunities for the development of tourism and agro-tourism, and as well, for the monasteries and churches in Bukovina – eight exterior painted monasteries which are included in the UNESCO patrimony, moreover, quality farmlands with possibilities of organic farming development, industrial platforms that are now closed or have reduced their activity but which can be capitalized, and not least, qualified and low priced labour force.

Suceava County has a recently modernized airport, which is the only one in Romania that has been rehabilitated with structural funds. The airport ranks second in the country in the bearing surface of the runway, which allows a Boeing 767, weighing 180 tons, with a capacity of up to 350 passengers, to land. Moreover, it is the only airport in the country that has a flexible movement surface, which reduces the risk of cracks on the runway and allows a more comfortable landing for the passengers.

Suceava County Council is interested in ensuring the necessary conditions for the development of any type of investment and we express our availability to support local or foreign investor that are willing to start or to develop a productive activity in Suceava County, in order to create new jobs.

For further information, please visit: http://www.cjsuceava.ro/en/



WDP is the largest operator on the Benelux semi-industrial property market offering intelligent warehousing solutions, with a focus on the development and letting of semi-industrial and logistical real estate, operating in Belgium, the Netherlands, France, Germany, Luxemburg and Romania. WDP is a stock exchange company, with approx. 6 M m² of warehouses, distribution centres and production spaces in portfolio, worth approx. 4.5 bln EUR.

We construct sustainable shell around the logistic process. With smart warehouses, #TeamWDP and innovative entrepreneurships, we create value for our customers and shareholders. Whether our clients need a traditional warehouse or cross-docking, pharmaceutical or cold storage facilities, a GDP or TAPA certified warehouse, a data warehouse or any other type of storage facility, each of our warehouses or distribution centres is unique.

WDP is a partner to its customers, while developing a successful long-term relationship with them and supporting them in their activities. Our warehouses serve as smart and flexible homes that helps our customers to organize their supply chains in an efficient, tailored, and sustainable manner.

In Romania, WDP has a strong presence with more than 1.4 M sqm of build warehouses. The company's industrial parks are located across the country in all major urban areas - Bucureşti, Timişoara, Piteşti, Arad, Cluj, Braşov, Sibiu, Brăila, Deva, Constanța, Râmnicu Vâlcea, Ploiești.

WDP Romania is the market leader in developing build-to-suit facilities and offering tailor made solutions for manufacturing, retail, pharma and logistics companies such as: Siemenes, Doduco, Aeronamic, Yazaki, Faurecia, Sogefi, TE Connectivity, Kamtec, Roquet, Global Ent., Roechling, Adler Group, Bekaert, METRO, DPD, K&N, Auchan, Profi, Carrefour, LPP, CEVA, P&G, Iron Mountain, Ursus Breweries, Pirelli, Decathlon.

EXPO REAL is a good opportunity for direct support and interaction with business leaders within the Romanian stand – an integrated space for promoting the potential of our country's market. Visit our stand - A1.241 - located in the Romania stand.

For further information, please visit: www.wdp.eu



As the official representative of the German economy in Romania, with around 600 members, AHK Romania is the first point of contact for German companies interested in our market. We focus on connecting future partners, supporting investors, identifying business potential and opportunities for our members and researching the market, but we also cover a broader spectrum of topics, such as sustainability, energy efficiency or waste management, smart city, digitalization, automotive and industry 4.0 or vocational education, advocacy and arbitration.

We try to stimulate the exchange of information and know-how in various ways:

- Specialized conferences (Cities of Tomorrow), business trips or interactive workshops. We connect with experts to promote reference projects and best-practice examples from in- and outside the country, in order to support urban development, energy efficiency and sustainability in various fields.
- Participation at international fairs (Expo Real and many more). We actively engage in providing local administrations with the proper tools and know-how to advertise for their regions and stay relevant for the global context; even more so since 2021 when we became the official representative of Messe München in Romania and Moldova.
- Long term projects, such as our vocational education initiative. We support public authorities and companies in their efforts to establish a functional and successful professional training for their future employees.

We want to offer people the opportunity to connect with us, use our team's combined experience of more than 100 years and create valuable business contacts.

Check out our platforms:





Zentrum für Aus- und Weiterbildung der AHK Rumänien Centru de Formare Profesională al AHK România





For further information please visit: www.ahkrumaenien.ro





CITIES of TOMORROW

MARCH 28 2023

www.citiesoftomorrow.ro

Meeting notes

EXHIBITORS































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