

Office Market Update

S1 2018



Locally Owned. Globally Connected.



THE OFFER

Growing trend of annual office deliveries ➔ 55% growth in 2018

- From the 224.000 sqm to be delivered by the end of 2018, 84% will be delivered in the second semester
- Only 36.000 sqm were delivered during the first semester, considering that 4 projects, with a total of 96.000 sqm, were delayed
- The only big project delivered in S1 is **Globalworth Campus** – Building B (28.600 sqm)

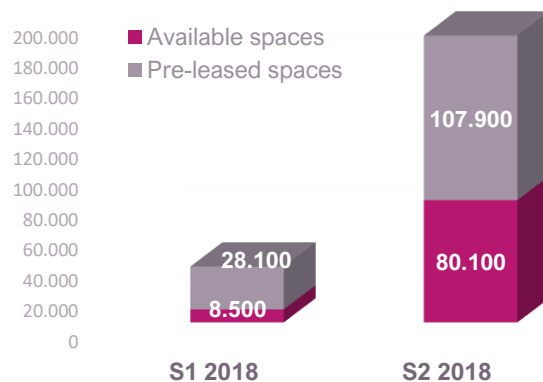
Pipeline Evolution 2017-2019 (sqm)



New Spaces – high pre-leasing rate

- Over 75% of the delivered spaces in S1 2018 are pre-leased, as well as 57% of the ones expected in S2 2018

Deliveries 2018 - Available and si Pre-Leased spaces



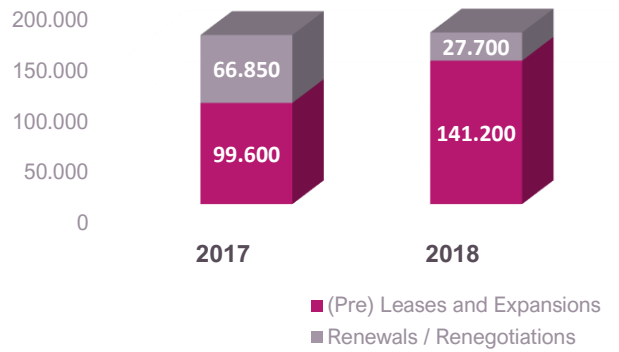
Key Projects with Delivery in 2018

Area	Project Name	Delivery	Area (sqm)	Location
CENTRAL-NORTH	Globalworth Campus - Bldg. B	Q1 2018	28.600	Pompei
	The Mark - Tower	Q3 2018	15.350	Victoriei
	The Mark - Podium Building	Q3 2018	10.100	Victoriei
	D'OR Business Center	Q4 2018	5.300	Dorobanti
CENTRAL-WEST	Orhideea Towers	Q3 2018	36.918	Grozavesti
	Campus 6.1	Q3 2018	22.200	Grozavesti
	AFI Tech Park I	Q3 2018	22.000	Razoare
	Sema Parc - Building Berlin	Q3 2018	15.700	Splaiul Independentei
ULTRACENTRAL	Unirii View	Q3 2018	23.600	Unirii
	Day Tower	Q3 2018	11.800	Unirii
	Romana Office Building	Q4 2018	7.500	Dacia

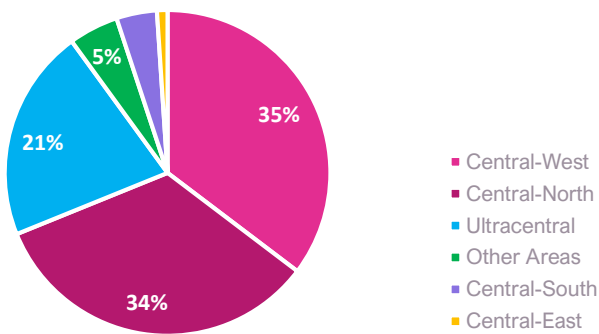
THE DEMAND

- **48% growth** of (Pre) Leases & Expansions in S1 2018 (compared to S1 2017)
- Decrease by 59% of the Renewal / Renegotiation transactions
- Stable total transactional volume in S1 2018 vs. S1 2017

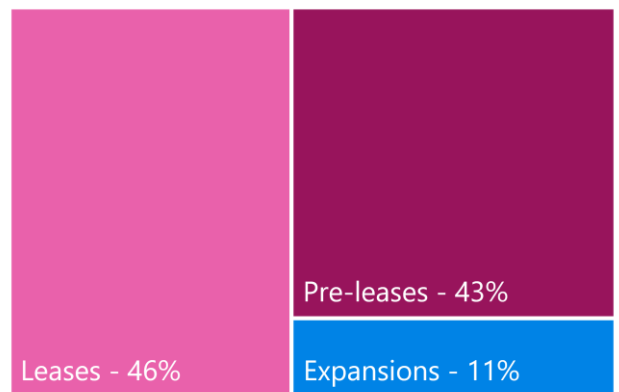
Total Transactions in S1 2017 & S1 2018



(Pre) Leases & Expansions in S1 2018, by location



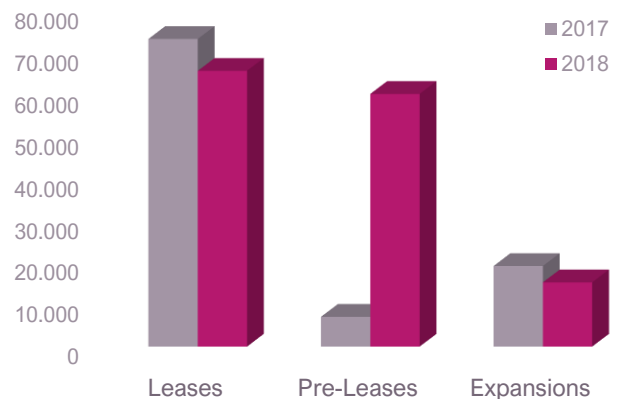
(Pre) Leases & Expansions in S1 2018, by transaction type



Key Transactions in S1 2018

Company	Surface (sqm)	Project
ENEL	11500	Day Tower
PWC	8.000	Ana Tower
UPC	5.500	The Bridge II
Thales	5.300	Orhideea Towers
Schlumberger	4.500	The Bridge II
Spaces (IWG)	3.000	Unirii View
London Stock Exchange	3.000	Campus 6.1

(Pre) Leases & Expansions in S1 2017 versus S1 2018



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With **more than 16 years of experience**, **more than 400,000 sqm** of traded offices, ESOP is one of the most reputable and trusted real estate companies in Romania, and the only company with local capital **among the main brokers in the commercial segment**.

Locally Owned. Globally Connected.

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The Most Dynamic Office Poles in 2018 – 2020

EXPOZITIEI - PRESEI LIBERE

Expo Business Park - 36.200 sqm



BASP Piazza - 5.000 sqm



Ana Tower - 35.600 sqm



City Rose Park I - 17.000 sqm





VICTORIEI - AVIATORILOR

The Mark - Podium & Tower Building - 25.000 sqm




Tiriac Tower - 16.100 sqm




ORHIDEEA - POLITEHNICA - TUDOR VLADIMIRESCU


The Bridge - Phase II & III - 40.400 sqm




Campus 6.1 - 6.3 - 58.900 sqm




Business Garden Bucharest - 42.000 sqm




Sema Park - Berlin - 15.700 sqm



The Light - Phase I, II - 42.000 sqm



AFI Tech Park - Phase I & II - 44.000 sqm



BARBU VACARESCU - FLOREASCA

Equilibrium - Phase I & II - 40.600 sqm



Globalworth Square - 29.500 sqm



Oregon Park - Bldg. C - 24.000 sqm



ONE Tower Floreasca - 24.400 sqm



ROMANA - UNIVERSITATE - UNIRII

Matei Milo Novotel Offices - 9.000 sqm



Unirii View - 23.600 sqm



TIMPURI NOI - TINERETULUI

Timpuri Noi Square III - 20.000 sqm



Serban Voda Office Campus - 28.500 sqm

