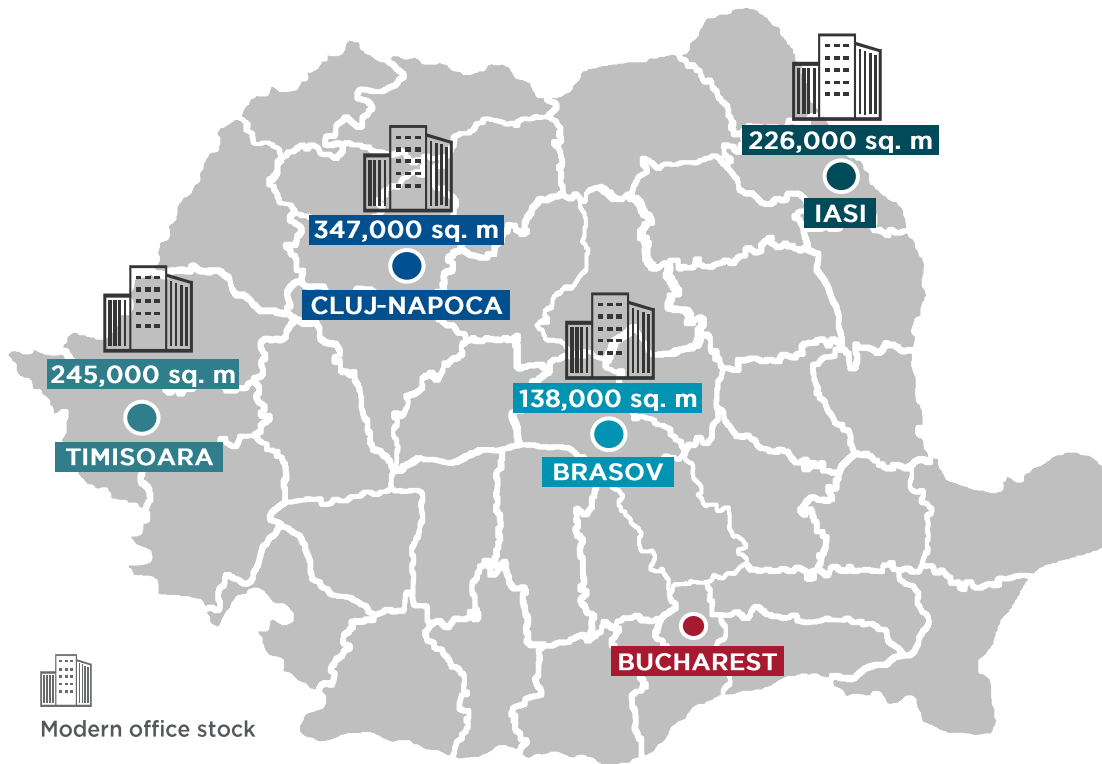


# ROMANIA

OFFICE MARKET  
REGIONAL CITIES

2020





**956,000 sq. m**

Was the modern office stock in the main regional cities at the end of H1 2020



**31,000 sq. m**

Were delivered outside Bucharest in H1 2020



**20,700 sq. m**

Was the office take-up recorded in H1 2020



**4,600 sq. m**

Was the largest office transaction signed in H1 2020



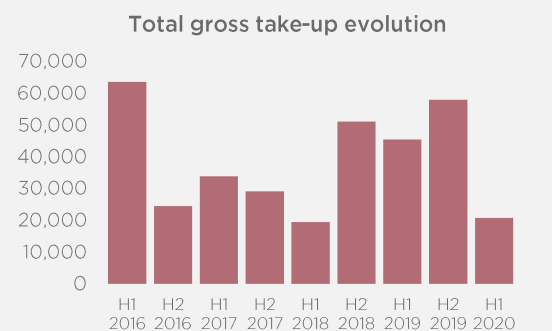
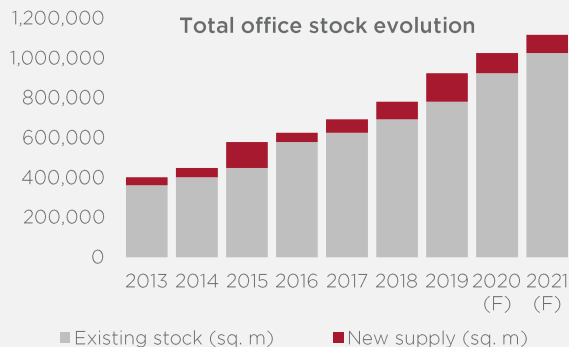
**Technology & Telecommunication Companies**

Remain the most active office occupiers, with 89% of the take-up in H1 2020



**11 - 15 €/ sq. m/ month**

Is the rental level range for A class office spaces in the regional cities



Source: C&W Echinox Research H1 2020



# CLUJ-NAPOCA



## GENERAL INFORMATION

GENERAL INFORMATION	<b>LOCATION</b>	North West Romania
	<b>SURFACE (Km<sup>2</sup>)</b>	179.5
	<b>POPULATION*</b>	324,576
	<b>INHABITANTS WITH AGES BETWEEN 15 - 49*</b>	57%
	<b>UNEMPLOYMENT RATE**</b>	1.3%
	<b>AVERAGE MONTHLY NET INCOME (€)**</b>	789
	<b>NUMBER OF STUDENTS (2018)</b>	69,200
	<b>MAIN UNIVERSITIES</b>	Babes - Bolyai University; The Technical University
	<b>MAIN INDUSTRIES</b>	Manufacturing, Technology & Telecom
	<b>TRANSPORTATION MEANS</b>	Bus, trolleybus, tram
<b>AIRPORT</b>	Avram Iancu International Airport	



<p><b>Largest regional city in Romania</b> by population</p>	<p><b>1<sup>st</sup> University center in Romania</b> outside Bucharest</p>	<p><b>Largest Airport in terms of traffic</b> outside Bucharest</p>
<p><b>3<sup>rd</sup> Best city in Romania for business</b> Forbes Best Cities 2019</p>	<p><b>50% Property tax reduction</b> for Green buildings</p>	<p><b>Among the top 20 cities in Europe</b> in terms of air quality</p>

\*National Institute of Statistics Census 2011

\*\*National Institute of Statistics May 2020

## OFFICE MARKET OVERVIEW

### KEY FIGURES



**347,000 sq. m**  
of modern office space  
at the end of H1 2020



**40,000 sq. m**  
is the total office  
demand recorded  
between 2019 - H1 2020



**36,200 sq. m**  
of office space planned  
for delivery between  
H2 2020 - 2021



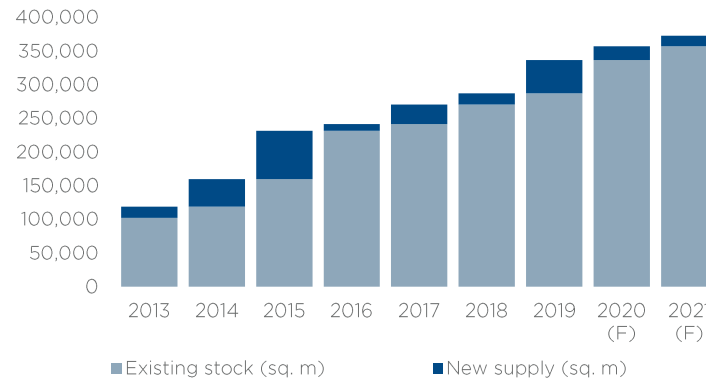
**5.6%** is the vacancy  
rate at the end of H1  
2020



**13.5 - 15**  
Headline rent  
**2 - 4**  
Service charge  
(€/ sq. m/ month)

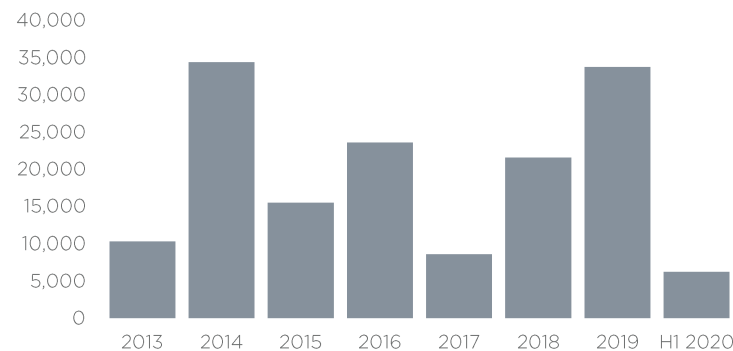
Source: C&W Echinox Research H1 2020

**Figure 1**  
Modern office stock evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Figure 2**  
Gross take-up evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Table 1**  
H2 2020 - 2021 Major office deliveries (sq. m)

Project	GLA (sq. m)	Developer	Year
Record Park	11,500	Speedwell	2020
Cluj BC III	8,700	Felinvest	2020
Banca Transilvania HQ	16,000	Banca Transilvania	2021

Source: C&W Echinox Research H1 2020

**Table 2**  
2019 - H1 2020 Major office deals (sq. m)

Company	Surface (sq. m)	Project	Deal type
MHP Consulting	5,200	Record Park	Pre-lease
Vertiv	4,500	Advancity Offices	New lease
SDL	3,500	Scala Center	New lease
Yardi	3,500	Record Park	Pre-lease
Cognizant	3,300	Hexagon	New lease

Source: C&W Echinox Research H1 2020

## MAP - MAJOR OFFICE PROJECTS



### LEGEND

#### MAJOR OFFICE PROJECTS

- 1. Advancity Offices
- 2. Amera Tower
- 3. Cluj Business Campus
- 4. Iulius Business Center
- 5. Liberty Technology Park
- 6. Maestro BC
- 7. Novis Plaza
- 8. Power BC
- 9. Sigma Center
- 10. The Office
- 11. UBC Riviera I
- 12. United Business Center Tower
- 13. Vivido
- 14. Hexagon

#### PLANNED / UC OFFICE PROJECTS

- 15. Record Park
- 16. UBC Riviera II & III

# TIMISOARA



## GENERAL INFORMATION

GENERAL INFORMATION	<b>LOCATION</b>	West Romania
	<b>SURFACE (Km<sup>2</sup>)</b>	130.5
	<b>POPULATION*</b>	319,279
	<b>INHABITANTS WITH AGES BETWEEN 15 - 49*</b>	59%
	<b>UNEMPLOYMENT RATE**</b>	0.8%
	<b>AVERAGE MONTHLY NET INCOME (€)**</b>	669
	<b>NUMBER OF STUDENTS (2018)</b>	40,957
	<b>MAIN UNIVERSITIES</b>	Polytechnic University, The West University
	<b>MAIN INDUSTRIES</b>	Automotive, Technology & Telecom, BPO
<b>TRANSPORTATION MEANS</b>	Bus, trolleybus, tram, cabs	
<b>AIRPORT</b>	Traian Vuia International Airport	

\*National Institute of Statistics Census 2011

\*\*National Institute of Statistics May 2020



<p><b>2<sup>nd</sup> Largest regional city in Romania</b> by population</p>	<p><b>2<sup>nd</sup> Lowest Unemployment rate in Romania</b> At the end of May 2020</p>	<p><b>2<sup>nd</sup> Largest Airport in terms of traffic</b> Outside Bucharest</p>
<p><b>2<sup>nd</sup> Best city in Romania for business</b> Forbes Best Cities 2019</p>	<p><b>2<sup>nd</sup> City in the world illuminated by electric light</b> after New York</p>	<p><b>Polytechnic University in Timisoara - one of the largest in CEE</b></p>



## OFFICE MARKET OVERVIEW

### KEY FIGURES



**245,000 sq. m**  
of modern office space  
at the end of H1 2020



**44,100 sq. m**  
is the total office  
demand recorded  
between 2019 - H1 2020



**80,500 sq. m**  
of office space planned  
for delivery between  
H2 2020 - 2021



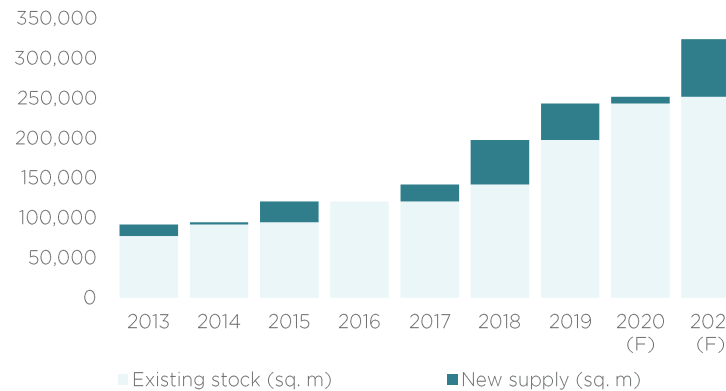
**8.5%** is the vacancy  
rate at the end of H1  
2020



**13 - 14**  
Headline rent  
**2 - 4**  
Service charge  
**(€/ sq. m/ month)**

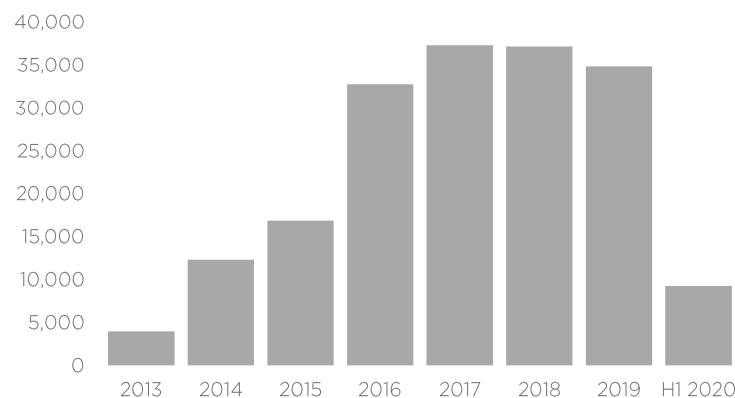
Source: C&W Echinox Research H1 2020

**Figure 1**  
Modern office stock evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Figure 2**  
Gross take-up evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Table 1**  
H2 2020 - 2021 Major office deliveries (sq. m)

Project	GLA (sq. m)	Developer	Year
United Business Center 0	55,000	Iulius Group - Atterbury	2021
ISHO - phase III	17,000	Mulberry Development	2021
Romcapital Center II	8,500	Altus	2020 / 2021

Source: C&W Echinox Research H1 2020

**Table 2**  
2019 - H1 2020 Major office deals (sq. m)

Company	Surface (sq. m)	Project	Deal type
Visteon Corporation	4,800	ISHO	Pre-lease
Wipro	4,600	City Business Center	Renewal
Visma Software	4,200	UBC 3	New lease
Ness Digital Engineering	4,100	UBC 0	Pre-lease

Source: C&W Echinox Research H1 2020

## MAP - MAJOR OFFICE PROJECTS





IASI

## GENERAL INFORMATION

GENERAL INFORMATION	LOCATION	North-East Romania
	SURFACE (Km <sup>2</sup> )	93.9
	POPULATION*	290,422
	INHABITANTS WITH AGES BETWEEN 15 - 49*	55%
	UNEMPLOYMENT RATE**	2.8%
	AVERAGE MONTHLY NET INCOME (€)**	648
	NUMBER OF STUDENTS (2018)	52,971
	MAIN UNIVERSITIES	Al. I. Cuza University, Technical University Ghe. Asachi
	MAIN INDUSTRIES	Manufacturing, Technology & Telecom, Pharma, BPO
	TRANSPORTATION MEANS	Bus, tram, cabs
AIRPORT	Iasi International Airport	

\*National Institute of Statistics Census 2011

\*\*National Institute of Statistics May 2020



 <b>3<sup>rd</sup> Largest regional city in Romania</b> <small>by population</small>	 <b>2<sup>nd</sup> University center</b> <small>outside Bucharest, after Cluj-Napoca</small>	 <b>3<sup>rd</sup> Largest Airport in terms of traffic</b> <small>Outside Bucharest</small>
 <b>1<sup>st</sup> City in Romania to have a higher education institution</b>	 <b>Capital of Romania between 1916 - 1918</b>	 <b>Highest average net salary in North-East Romania</b>



## OFFICE MARKET OVERVIEW

## KEY FIGURES



**226,000 sq. m**  
of modern office space  
at the end of H1 2020



**22,500 sq. m**  
is the total office  
demand recorded  
between 2019 - H1 2020



**5,100 sq. m**  
of office space planned  
for delivery between  
H2 2020 - 2021



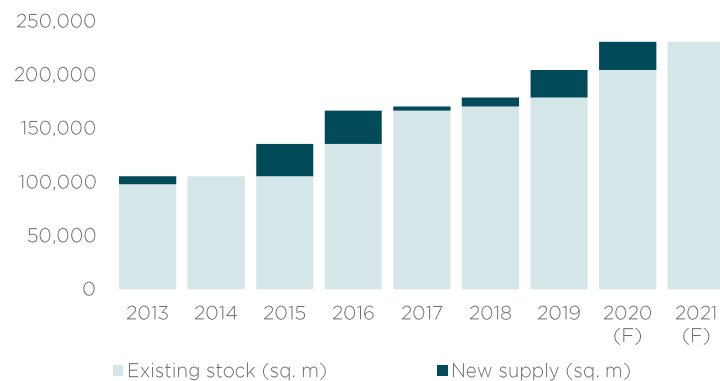
**6.4%** is the vacancy  
rate at the end of H1  
2020



**13 - 15**  
Headline rent  
**2 - 4**  
Service charge  
(€/ sq. m/ month)

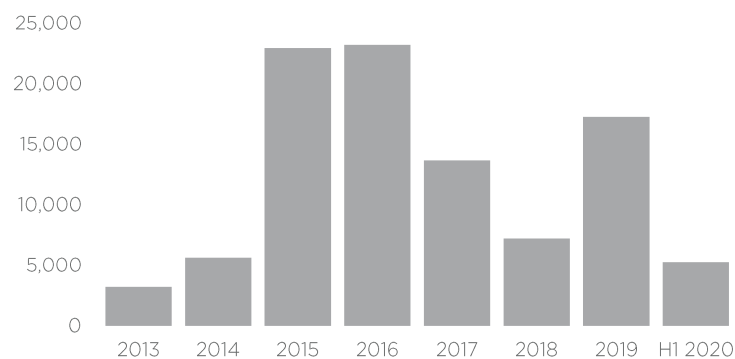
Source: C&W Echinox Research H1 2020

**Figure 1**  
Modern office stock evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Figure 2**  
Gross take-up evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Table 1**  
H2 2020 - 2021 Major office deliveries (sq. m)

Project	GLA (sq. m)	Developer	Year
United Business Center 8	5,100	Iulius Group	2020

Source: C&W Echinox Research H1 2020

**Table 2**  
2019 - H1 2020 Major office deals (sq. m)

Company	Surface (sq. m)	Project	Deal type
Conduent	4,000	United Business Center	Renewal
SCC Services	4,400	Ideo	New lease
Amazon	3,000	Residence OB	Expansion
E.ON Software Development	3,000	MCM Center	New lease

Source: C&W Echinox Research H1 2020

## MAP – MAJOR OFFICE PROJECTS



## LEGEND

## MAJOR OFFICE PROJECTS

1. Baza 3 Office
2. Centro
3. Egros
4. Ideo I
5. Moldova Center
6. Solomon Lazar
7. Tudor Office Center
8. United Business Center

## PLANNED / UC OFFICE PROJECTS

9. Silk District
10. Palas Campus
11. Iulius Offices



# BRASOV

## GENERAL INFORMATION

GENERAL INFORMATION	LOCATION	Central Romania
	SURFACE (Km <sup>2</sup> )	267.32
	POPULATION*	253,200
	INHABITANTS WITH AGES BETWEEN 15 - 49*	49%
	UNEMPLOYMENT RATE**	2.0%
	AVERAGE MONTHLY NET INCOME (€)**	582
	NUMBER OF STUDENTS (2018)	21,256
	MAIN UNIVERSITIES	Transylvania University, George Baritiu University
	MAIN INDUSTRIES	Manufacturing, Automotive, Technology & Telecom, BPO
	TRANSPORTATION MEANS	Bus, trolleybus, cabs
AIRPORT	Under construction	



<p><b>6<sup>th</sup> Largest regional city in Romania</b> by population</p>	<p><b>Main industrial hub in the central part of Romania</b></p>	<p><b>2<sup>nd</sup> City in Romania</b> by the number of visitors in 2019</p>
<p><b>6<sup>th</sup> University center</b> outside Bucharest</p>	<p><b>7<sup>th</sup> Best city in Romania for business</b> Forbes Best Cities 2019</p>	<p><b>Best city in Romania in terms of quality of living</b> Storia and D&amp;D Research</p>

\*National Institute of Statistics Census 2011

\*\*National Institute of Statistics May 2020

## OFFICE MARKET OVERVIEW

### KEY FIGURES



**138,000 sq. m**  
of modern office space  
at the end of H1 2020



**10,100 sq. m**  
is the total office  
demand recorded  
between 2019 - H1 2020



**25,500 sq. m**  
of office space planned  
for delivery between  
H2 2020 - 2021



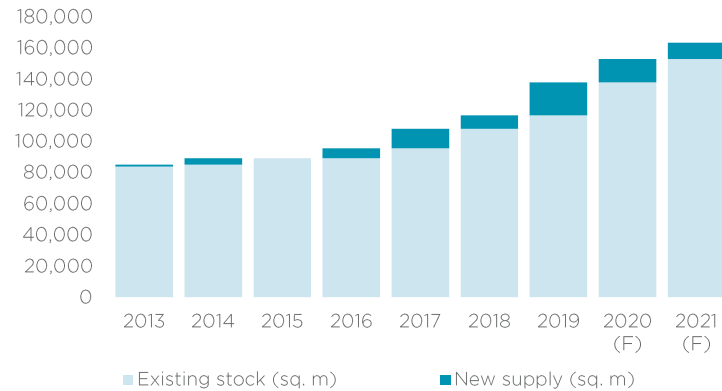
**5.7%** is the vacancy  
rate at the end of H1  
2020



**11 - 13.5**  
Headline rent  
**2.5 - 3.5**  
Service charge  
(€/ sq. m/ month)

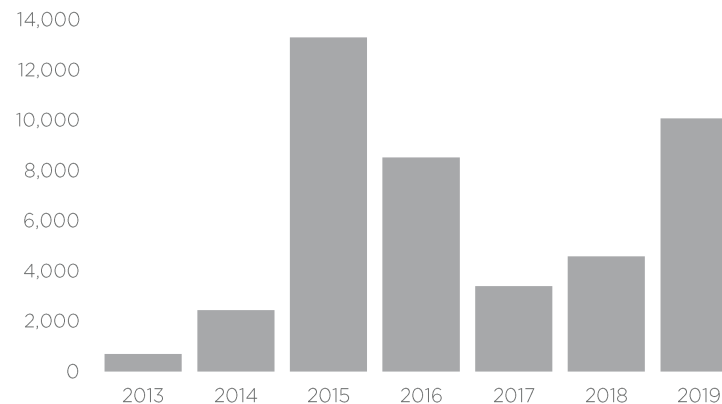
Source: C&W Echinox Research H1 2020

**Figure 1**  
Modern office stock evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Figure 2**  
Gross take-up evolution (sq. m)



Source: C&W Echinox Research H1 2020

**Table 1**  
H2 2020 - 2021 Major office deliveries (sq. m)

Project	GLA (sq. m)	Developer	Year
AFI Park Brasov I	15,000	AFI Europe	2020
Coresi Business Campus U1	10,500	Ceetrus	2021

Source: C&W Echinox Research H1 2020

**Table 2**  
2019 - H1 2020 Major office deals (sq. m)

Company	Surface (sq. m)	Project	Deal type
NTT Data	2,800	AFI Park Brasov	Pre-lease
Accenture	2,800	Coresi Business Campus	New lease + Expansion
Sykes	2,750	Coresi Business Campus	New lease
Endava	1,700	Coresi Business Campus	New lease

Source: C&W Echinox Research H1 2020



## MAP - MAJOR OFFICE PROJECTS



### LEGEND

#### MAJOR OFFICE PROJECTS

1. Allianz Building
2. Brasov Business Park
3. Brasov Offices
4. Coresi Business Campus
5. Cristiana BC
6. Green Center
7. Kronsoft Center
8. Nine Office Building

#### PLANNED / UC OFFICE PROJECTS

9. AFI Park Brasov
10. Coresi Business Campus U1

# CONCLUSIONS

	Population*	Inhabitants 15 – 49 years*	Unemployment rate (%)**	Average monthly net salary (€)**	No. of students (2018)
<b>CLUJ-NAPOCA</b>	324,576	57%	1.3	789	69,200
<b>TIMISOARA</b>	319,279	59%	0.8	669	40,957
<b>IASI</b>	290,422	55%	2.8	648	52,971
<b>BRASOV</b>	253,200	49%	2.0	582	21,256

\*National Institute of Statistics Census 2011

\*\*National Institute of Statistics May 2020

	Modern office stock H1 2020 (sq. m)	Planned new supply H2 2020 – 2021 (sq. m)	Gross take-up 2019 – H1 2020 (sq. m)	Headline rents A class (€/sq. m/month)	Headline rents B class (€/sq. m/month)	Service charge (€/sq. m/month)	General vacancy rate
<b>CLUJ-NAPOCA</b>	347,000	36,200	40,000	13.5 – 15	8 – 11	2 – 4	5.6%
<b>TIMISOARA</b>	245,000	80,500	44,100	13 – 14	8 – 11	2 – 4	8.5%
<b>IASI</b>	226,000	5,100	22,500	13 – 15	8 – 10	2 – 4	6.4%
<b>BRASOV</b>	138,000	25,500	10,100	11 – 13.5	7 – 9	2.5 – 3.5	5.7%

Source: C&W Echinox Research H1 2020

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