



Colliers Company Overview



The image shows a modern office interior with a central circular reception area. The walls are white with vertical ribbing, and the ceiling is blue with recessed lighting. Several white cylindrical planters with green plants hang from the ceiling. A large blue armchair is on the left, and a blue rocking chair is on the right. A wooden reception desk is in the center, and a checkered rug is on the floor. The word "Colliers" is written on the wall in blue.

Colliers



About us

Colliers (NASDAQ, TSX: CIGI) is a leading diversified professional services and investment management company. With operations in 66 countries, our 19,000 enterprising professionals work collaboratively to provide expert real estate and investment advice to clients. For more than 28 years, our experienced leadership with significant inside ownership has delivered compound annual investment returns of approximately 20% for shareholders. With annual revenues of \$4.5 billion and \$98 billion of assets under management, Colliers maximizes the potential of property and real assets to accelerate the success of our clients, our investors and our people.

Learn more at corporate.colliers.com, X [@Colliers](https://twitter.com/Colliers) or [LinkedIn](https://www.linkedin.com/company/colliers).

Whether you're a developer, investor, landlord or tenant, we are a partner who is invested in seeing you succeed. Our commercial real estate professionals work in partnership with each other and with our clients to create a seamless solution for all your commercial real estate needs.

Our in-depth market knowledge can tell you where the market is going – not just where it has been. We help you make decisions with confidence, using our wealth of local market knowledge to help you achieve your goals. We simply think differently and that produces innovative results.



Global View

\$4.5B
Revenue

\$98B
Assets Under Management

66
Countries

19,000
Employees





About us

The Romanian office was established in 1996 in order to provide consultancy to multinational companies and foreign developers with investment intentions on the Bucharest market. With more than 27 years of activity, Colliers has proven its organic growth, trying to cultivate the foundations of an educated real estate market.

We are currently the strongest real estate consulting team and we offer a complex bundle of services: brokerage, investments, valuations, consulting, construction, property management.

Local View

27 years
Market
Presence

1
Headquarters

c. 100
Professionals

► Our Results by Business

► Workplace Advisory



- Over 12.500 employees whose feedback was analyzed
- Over 130,000 m² optimized and streamlined
- 16 executed projects

#consultancy

► Construction: PjM, Design & Build



- Over 200.000 m² of project management in 45 projects
- ~ 10k m² designed and built projects in 2022

#consultancy

► ESG Strategic Advisory



- Portfolio of 262 projects and ~ 6.7M² finalized or ongoing
- ESG consultancy services (ESG Due Diligence, EU Taxonomy, CRREM analysis, Net Zero Consulting, ESG Strategy)
- Green certifications (LEED, BREEAM, WELL, EDGE, Access4you, Custodial Audits)

#consultancy

► Office Leasing



- Almost 70,000 m² of office spaces transacted in Bucharest in 2023, a volume that places us in top 3 agencies at national level
- Almost 170,000 m² of leased areas in the last 3 years
- Over 5,000 employees relocated in 2023 in newer, better, healthier offices
- €7.4M saved for clients represented in 2023

#transaction

► Business Valuation and Consultancy Services



- Sensitivity/scenario analysis and stress tests based on sales/leasing volumes for existing and ongoing projects on the market developed by main players (e.g. ONE United, Auchan, Square 7, Petrom)
- Purchase Price Allocation analyses for transactions of over EUR 25m net asset
- Impairment tests for fixed assets with fair value of over EUR 60m

#consultancy

► Valuation And Advisory Services



- over 5B valuations/year in the last 5 years
- 65% of Bucharest office buildings in Bucharest assessed
- 50% of modern shopping centers assessed

#consultancy

► Land



- ~ 3M m² transacted, totalizing ~ €200M in the last 5 years
- ~ 50 transactions in the last 5 years

#transaction

► Technical Due Diligence Services



- 1.5M m² monitored in all real estate segments
- Portfolio of over 30 projects

#consultancy

► Measurements: BOMA, IPMS etc.



- Measurements of 80 office buildings all over the country
- Portfolio of over 1M m² measured

#consultancy

► Investment



- Transactions covering over €1.3B in the last 6 years
- Specialized in sale side mandates

#transaction

► Asset Services



- 0.7M m²: 580,000 m² office & 100,000 m² industrial
- over 400 tenants in our managed buildings
- €21M/ year service charge budget

#consultancy

► Industrial



- 520,000 m² leased in the last 5 years
- 120,000 m² leased in 2023
- Most recent clients served: Continental, Mediapost, FedEx, InterCars, EKR, Elektrokontakt, Eubowie/Modivo, Faurecia, Havi, LPP, Würth, Nestle etc

#transaction

► Project Monitoring



- 2M m² monitored in all real estate segments
- Portfolio of over 60 projects

#consultancy

► Residential



- 60% residential mortgage (for banks) appraised
- 100,000 assets (apartments, houses and small land plots) valued per year

#consultancy

► Retail



- Leasing for over 20 modern shopping centers, galleries, or retail parks, over the last 3 years
- Leasing for over 10 new projects in our portfolio with delivery dates in 2024-2025
- Over 50 lease agreements signed for tenants in the last 3 years

#transaction

Our mission

Maximize the potential of property and real assets to accelerate the success of our clients, our investors and our people.

A faint, dotted world map graphic in the background of the title section.

Our global values

At Colliers, we empower our people to...

Be enterprising to exceed expectations

We act quickly to create and seize opportunities for our clients, embracing change and thinking differently to generate new and better solutions.

Collaborate to drive exceptional results

We build teams within and across markets with the right expertise, market experience and connections to deliver the right solutions.

Invest in relationships to deliver enduring value

We are a long-term partner, looking beyond immediate needs to build and grow our clients' businesses.

Be experts to lead our industry into the future

We are at the forefront of the real estate industry, leading the way and backed by an exceptional record of success. We are building for our future – and that of our clients.

Do what's right for our clients, people and communities

Integrity is essential to Colliers and the trust we develop internally sets the tone for the relationships we build externally.

Being enterprising

Being enterprising is a big part of what sets Colliers apart.

Being enterprising is a big part of what sets Colliers apart. It's central to who we are as an organization, part of our DNA. Being enterprising informs or governs everything that we do—and how we do it.

At Colliers, being enterprising means...

We act with agility,

embracing change and seizing new opportunities with openness and resilience.

We get it done,

championing new ways to make quick, informed decisions.

We think differently,

creating new and better solutions that meet the unique needs of our clients.

We bring passion to our work,

while holding ourselves accountable in all that we do.





Our narrative

Who is Colliers?

We are enterprising.

Our expert advice to property occupiers, owners and investors leads the industry into the future. We invest in relationships to create enduring value.

What sets us apart is not what we do, but how we do it. Our people are passionate, take personal responsibility and always do what's right for our clients, people and communities. We attract and develop industry leaders, empowering them to think and act differently to drive exceptional results.

What's more, our global reach maximizes the potential of property, wherever our clients do business.

At Colliers, we **accelerate success**.

Value proposition

Employee Value Proposition

Our enterprising culture empowers our people to do their best work, collaborating with our global experts to maximize every opportunity and lead the industry.

Client Value Proposition

Your success is our success; we are dedicated to driving exceptional results with the right property solutions for you, wherever you operate.



Our strategy

We are at the forefront of the real estate industry, leading the way and backed by an exceptional record of success. We are building for our future – and yours.

We strive to build our business at a competitive pace by augmenting internal growth with smart strategic acquisitions that increase market share, expand service offerings and extend our geographic reach for the benefit of our clients and shareholders.

For more than 20 years, Colliers has created value for shareholders that has resulted in superior returns and industry growth. Our people also own significant equity in our business, which brings pride of ownership to everything we do



Our impact

We take pride in doing what's right and operating in ways that benefit the business, our people, our clients, our communities, and the environment. We have an opportunity and responsibility to build better for our collective future.

Environmental

We deliver lasting value for clients through comprehensive sustainability and advisory services. We create healthy workplaces for our people and take steps to reduce our impact on the environment.

Social

We foster inclusive and supportive workplaces, support the development and growth of our people, and give back to the communities in which we operate.

Governance

We operate with honesty and integrity at every level. We adopt and adhere to corporate governance practices that meet or exceed industry standards.



Colliers



Our local values

At Colliers Romania we empower our people to lead our services with...

Care

[kɛ:] *noun*

Serious attention or consideration applied to doing something correctly or to avoid damage or risk.

Protection of someone or something.

Honesty

['ɒnɪsti] *noun*

Fairness and straightforwardness of conduct.

Our local mission

Care for real assets. **Build** real partnerships.





Our services

The Colliers office in Bucharest, Romania was founded in 1996. The office employs c. 100 professionals providing services for commercial real estate market in a wide variety of areas.



Office 360° Services

Office 360° by Colliers is a **“one-stop-shop”** solution for more efficiency, in a context where offices will increasingly become more social. People will need, more than ever, a place for meeting, collaboration, connection, innovation, and interaction with teams.

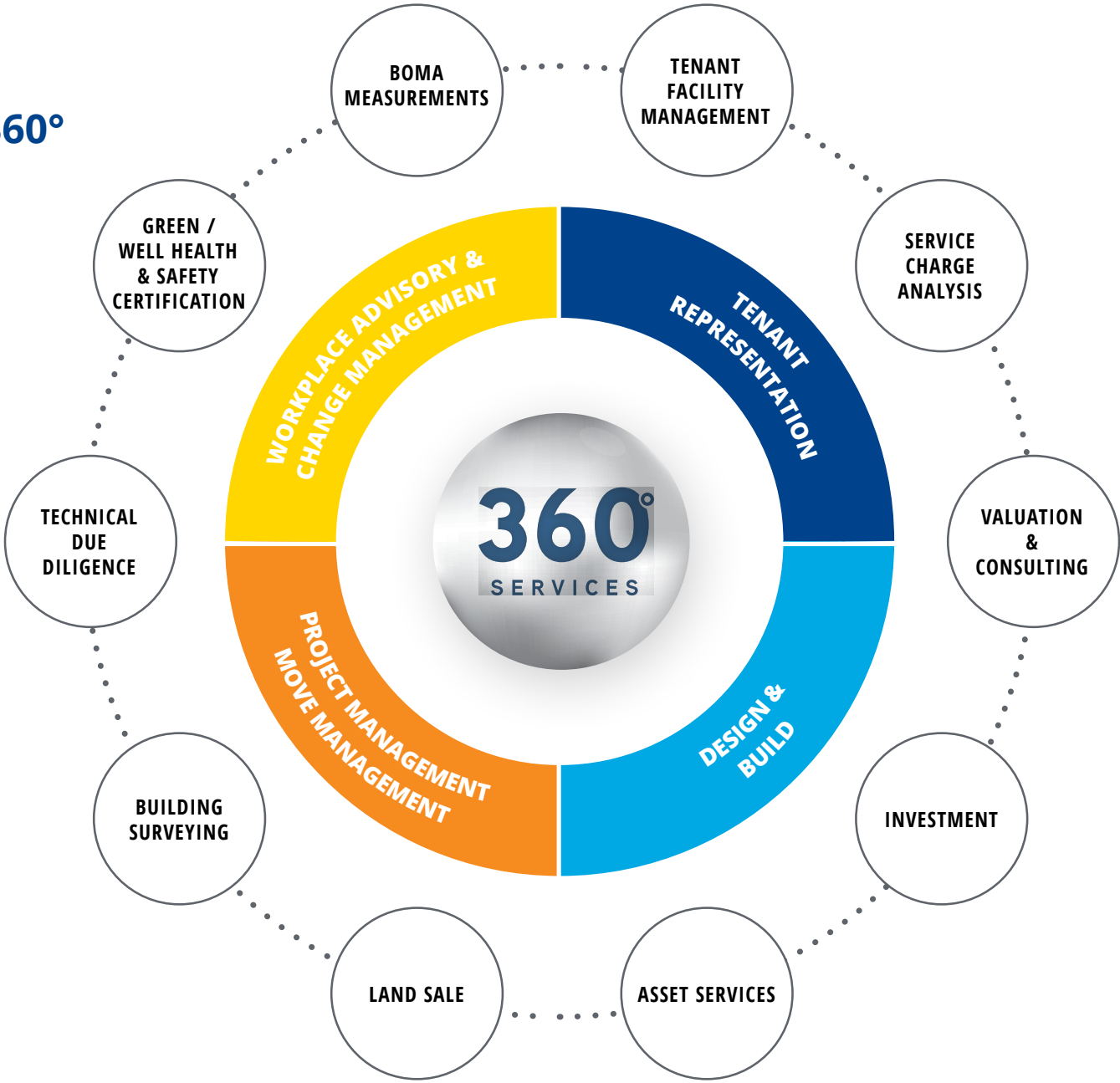
Office 360° is the **integration of 17 Colliers office specializations** into the client’s team the create a specific workplace adapted to the work-from-home & work-from-the-office mix.

Benefits

- ◆ Improved communication time and reduced costs through single point of contact;
- ◆ Optimize timeline working with uniquely coordinated team;
- ◆ Process security and accountability by having back-up for each role;
- ◆ Benefits for management: increased productivity and engagement;
- ◆ Benefits for employees: health safety and increased wellbeing.



Office 360° Services



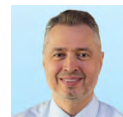
Office Services

Tenant Representation

It's more than just space for your office. Leases are often landmarks in the lifetime of a business, marking a significant investment of time and resources in your building's physical space, which will have a long-term impact on your business. Leasing the right space in the right location can boost your brand, simplify your operations, attract the best talent and make a meaningful impact on your company.

We understand your business, the real estate and workplace requirements to create the most efficient strategy in terms of location, cost scenario and lease agreement flexibility. Together, we can define the search profile of your desired office space. Colliers Office Expert platform is exclusively developed for our clients especially for these tasks. We offer the full office market picture and we highlight the foreseen opportunities and threats from your perspective. We consider the office market evolution in the timeframe relevant to you.

Team



**Victor
COSCONEL**
Director | Romania
Head of Office 360° &
Industrial Agencies



**George
DIDOIU**
Director
Tenant Services
Office 360°



**Lucian
OPRIS**
Director |
Tenant Services
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**Daniela
POPESCU**
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**Mirona
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Senior Associate
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**Andreea
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Senior Associate |
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**Oana
CONSTANTIN**
Associate | Architect
Workplace Advisory
Office 360



**Bogdan
LUCHIAN**
Associate
Office 360°



**Serban
BALUTA**
Transaction Manager
Office 360° &
Industrial



**Ana-Maria
TUDOSE**
Junior Associate
Office 360° &
Industrial

Landlord Representation

Your short and long-term objectives for ownership are our top priorities. Our Colliers experts will help you develop the perfect office leasing strategy that brings together the right tenant mix with the right terms, whilst minimizing exposure and vacancies. Starting with an overview of your advantages over competing properties, we proceed with creating a specific marketing and leasing strategy tailored to your business needs, as we apply the best-in-class marketing tools to segmented target groups to generate strong interest and feedback from prospects.

Team



**Victor
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Director | Romania
Head of Office 360° &
Industrial Agencies



**George
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**Ana-Maria
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Office 360° & Industrial

Office Services

Workplace Advisory & Change Management

Offices will become more and more social meeting places and working from home will change space requirements and functionality. Moreover, business changes could lead to different workplace requirements, so the workplace must keep up with the future changes. This service starts by creating a workplace vision together with senior management to define the impact of Covid-19 and the strategic organizational goals. We must create, at the beginning, a shared vision regarding the new way of working.

Our mission is to identify and implement unique workplace solutions that positively contribute to the agreed values. We engage and enable the organization by offering to the management and employees the opportunity to think with us about the new way of working.

Team



**Victor
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Director | Romania
Head of Office 360° &
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**Daniela
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Director |
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Workplace Advisory
Office 360°



**Mirona
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Senior Associate
Workplace Advisory
Office 360°



**Oana
CONSTANTIN**

Associate | Architect
Workplace Advisory

Construction Services

Project Management & Move Management

Our experience and expertise ensure we can meet any challenge anywhere in the world. By following the PMI professional standards, we provide consistency across the profession, recognized across the globe.

We take complete responsibility for the coordination of the design process and the fit out works. Our team provides innovative solutions tailored to your project's size and requirements, to deliver a quality product on time and within budget. We develop technical briefs and manage the design team and other consultants. We strictly control the work progress during the construction phase and monitor the final financial settlement with all contractors in the post-construction phase.

Our strategy is to act as a common point of contact for all parties involved in the client's relocation process. Moreover, we ensure timely communication between client's representatives, the Landlord's project managers, site managers, as well as the architecture & MEP design consultants, General Contractor's staff, and the Property Management team. We take care of the processes

and procedures with regards to the move on the base of client requirements and corporate standards. Communication and coordination with all the suppliers are top priority.

Team



Alexandru ATANASIU
Head of Construction Services



Adrian ANDREI
Senior Project Manager Construction Services



Eliza CAINAMISIR
Contract & Project Manager Construction Services



Ramona IONESCU
Senior Associate BOMA Office 360°



Silvia RUSEI
Senior Associate Project Monitoring & Technical Services Construction Services

Construction Services

Design & Build

From our Design & Build projects, we have a good knowledge and experience in the role of General Contractor, externalizing work packages and running efficient & transparent procurement processes.

We have predefined tender books for all work categories, matrix analysis (commercial and technical perspectives), standard contracts and KPI, all these materials reflecting our own quality standards and ethics.

Furthermore, our procurement process and procedure are congruent with the PMBOK guide and we know all the sensitive categories where we can negotiate and obtain value for money.

Our philosophy is to create a respectful and long-term relationship with our partners, so we define the framework for them to deliver the project successfully, at the quality required, in the timeline agreed, without making compromises that might affect the project eventually or their company/employees.

Team



**Alexandru
ATANASIU**

Deputy Head
Property Management
& Construction Services



**Alexandru
CROITORIU**

Senior Project
Manager
Construction Services



**Dan
GHELMEZ**

Project Manager
Construction Services



**Eliza
CAINAMISIR**

Contract & Project
Manager
Construction Services

Construction Services

Project Monitoring

We **monitor the construction development works** both from technical point of view but also from financial and organizational, highlighting the use of financing for the implementation of the project and the risks which might appear during the development. Our team will analyze the current project stage, the estimated budgets and timeline as compared to other similar, the available documentation since starting the project, as well as prepare a financial expenditures status since the beginning of the project estimating completion scenarios. **By monitoring these aspects in time, we can accelerate the loan disbursements as well as offer a complete image of the project outside the box.**

Technical Due Diligence Services

Our specialists provide **a realistic image about the status of the constructions from the technical point of view, as well as providing a clear estimation for repairs to be done to respect the initial project and the quality standards.** The main benefit of our Technical Services is that the owner will gain understanding of the condition and design of the property and will be able to establish the suitability of this property. This analysis will provide a level of protection being a solid foundation for price negotiation. It may also be a useful tool for estimating the need of the potential costs.

Team



**Stefania
BALDOVINESCU**

Senior Partner
Asset Services &
Land Agency



**Silvia
RUSEI**

LEED Green Associate
Senior Associate | REMS

Construction Services

BOMA Measurements

Commercial real estate has evolved so much over the years that accurate measurements are more crucial than ever. It is essential for international companies (tenants), but also for local developers to have a transparent measuring method of rentable area and to facilitate the comparisons of surfaces between several buildings, using the same standard.

Even if this is not compulsory, the BOMA standard is a market practice in Romania, a professional and ethical approach. These measurements highlight the professional approach that developers and owners of office spaces have in relation to tenants, removing any doubt related to subjectivity, and increase the commercial value of the projects. Transparency and accuracy are promoted. At the same time, the risk of having an additional, non-competitive Add-on Factor of Building common areas is avoided. From our experience, this brings concrete added value, simplifying the process of renting/selling. We have secured and performed the measures of more than 75 office buildings all over the country, about 1 mil sqm GLA. The measurements have increased the commercial value of the projects, as they have revealed and added leasable areas omitted by architects (up to +10% more GLA).

Team



**Ramona
IONESCU**

Senior Associate
BOMA
Office 360°



**Oana
CONSTANTIN**

Associate | Architect
Workplace Advisory &
Construction Services



Investment Services

We see beyond the bricks and mortar to analyses how property **acquisition, ownership and disposition** can accelerate the success of your financial portfolio.

Focusing on understanding **office, retail or industrial assets** and investors' needs to deliver the best results, we will determine your optimal investment strategy, whether market conditions dictate that you should buy, sell, hold, or refinance.

Colliers can connect you with the people you need to know – **owners and developers** as well as local and **institutional investors**. Our team in Romania has closed the most deals in the local market, including the largest transactions, and set the current pricing benchmark.

With our extensive knowledge, when the appropriate investment cycle arrives, we provide a clear competitive analysis and transaction history of comparable assets to maximize the property's momentum in the market. We will lead you through the due diligence process to ensure a successful conclusion. At the same time, we work with you to ensure confidentiality and minimize disruption to clients during this process.

SERVICES

- ◆ **Sale and acquisition of existing and income producing assets (both single properties and portfolios)**
- ◆ **Forward purchases**
- ◆ **Joint ventures**
- ◆ **Transaction negotiation and management**
- ◆ **Debt advisory**

Investment Services

We sell the Romanian story. We have extensive research operations, focusing directly on offering **advice to international investors and marketing Romanian assets**. The underlying economic trends for Romania are shifting for the better and we want to share this story. As the largest and most experienced investment team, our extensive track record showcases our operational excellence and ability to manage the complexity of an institutional transaction and multiple deals simultaneously.

Our team has advised transactions where new investors entered the Central and Eastern European (CEE) market, helping deepen the market and improve liquidity. With our integrated global platform, we can openly exchange knowledge and expertise. The CEE team regularly meets and roadshows together to pitch markets and properties to investors.

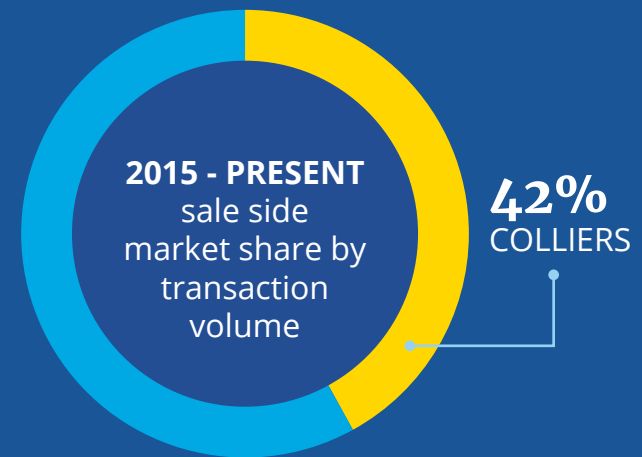
COLLIERS MARKET SHARE

17

out of the **40** top investment transactions in the past 6 years where originated, structured and successfully closed by Colliers International

Mandates for Properties of approx.

€1.4 BN

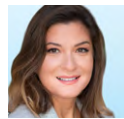


Investment Services

Team



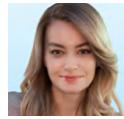
Laurentiu LAZAR
Managing Partner &
Head of Investment



Simina NICULITA
Partner & Director
Retail Agency



Robert MIKLO
Director | Romania
CEE | Investment
Services



Anca MERDESCU
Director Investment
& Debt Advisory |
Romania



Ionut MANDANAC
Associate Director
CEE | Investment
Services



Land Services

The factors that impact the process of **buying, selling, or developing land** are different and complex. In such conditions, the value of your land assets must be maximized. Our role is to offer the most up to date market data and access to key partners, for you to overcome any possible obstacles and achieve your objectives.

We offer advice on the **optimal transaction strategy and anticipated pricing**, as well as coordinating the **due diligence process and legal work** to ensure a successful conclusion. Our Colliers team works with all major active buyers in the market in all sectors, from **retail, office and residential**. As pioneers of exclusive landlord representation services, we have an **extensive network of local landlords in all main regional cities** throughout Romania, as well as having **access to more than 300 active investors**.

SERVICES

- ✦ Landlord Representation / Exclusive Landlord
- ✦ Representation (auction process)
- ✦ Buyer Representation
- ✦ Market Research
- ✦ Best Use Analysis
- ✦ Letters of Opinion
- ✦ Market Liquidity Tests
- ✦ Marketing Campaigns



Land Services

Team



**Stefania
BALDOVINESCU**
Senior Partner
Asset Services &
Land Agency



**Sinziana
OPREA**
Director
Land Agency



**Silviu
CARLAN**
Senior Associate
Land Agency



**Mariana
POPESCU**
Associate
Land Agency



Industrial and Logistics Services

In the fast paced, ever changing industrial sector, we provide extensive consultancy services and expert real estate advisors who can guide you each step of the way. Working with a range of **occupiers, developers, and investors**, our Industrial and Logistics team offers the most accurate and complete information to ensure we assist and guide our clients in choosing the best solutions.

Working with **developers throughout Romania**, our dedicated research has proven to accurately estimate **future trends and hot spots for logistics and industrial activity**. We support our clients in all the phases of your development, covering milestones such as **location selection, negotiations process, fit out works design, relocation, and support in choosing a 3PL collaborator and other services providers**.

Industrial Expert is a dedicated platform created by Colliers for industrial & logistics projects, offering our customers access to a complete overview of their future development. This platform includes analysis of various options and comparisons between selected properties based on criteria such as location, commercial offer, transportation services etc., making the selection process easy and clear.

Team



**Victor
COSCONEL**

Director | Romania
Head of Office 360° &
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**Lucian
OPRIS**

Director |
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**Andreea
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Senior Associate |
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**Dan
DRAGOMIRESCU**

Senior Associate | Romania
Industrial Agency



**Serban
BALUTA**

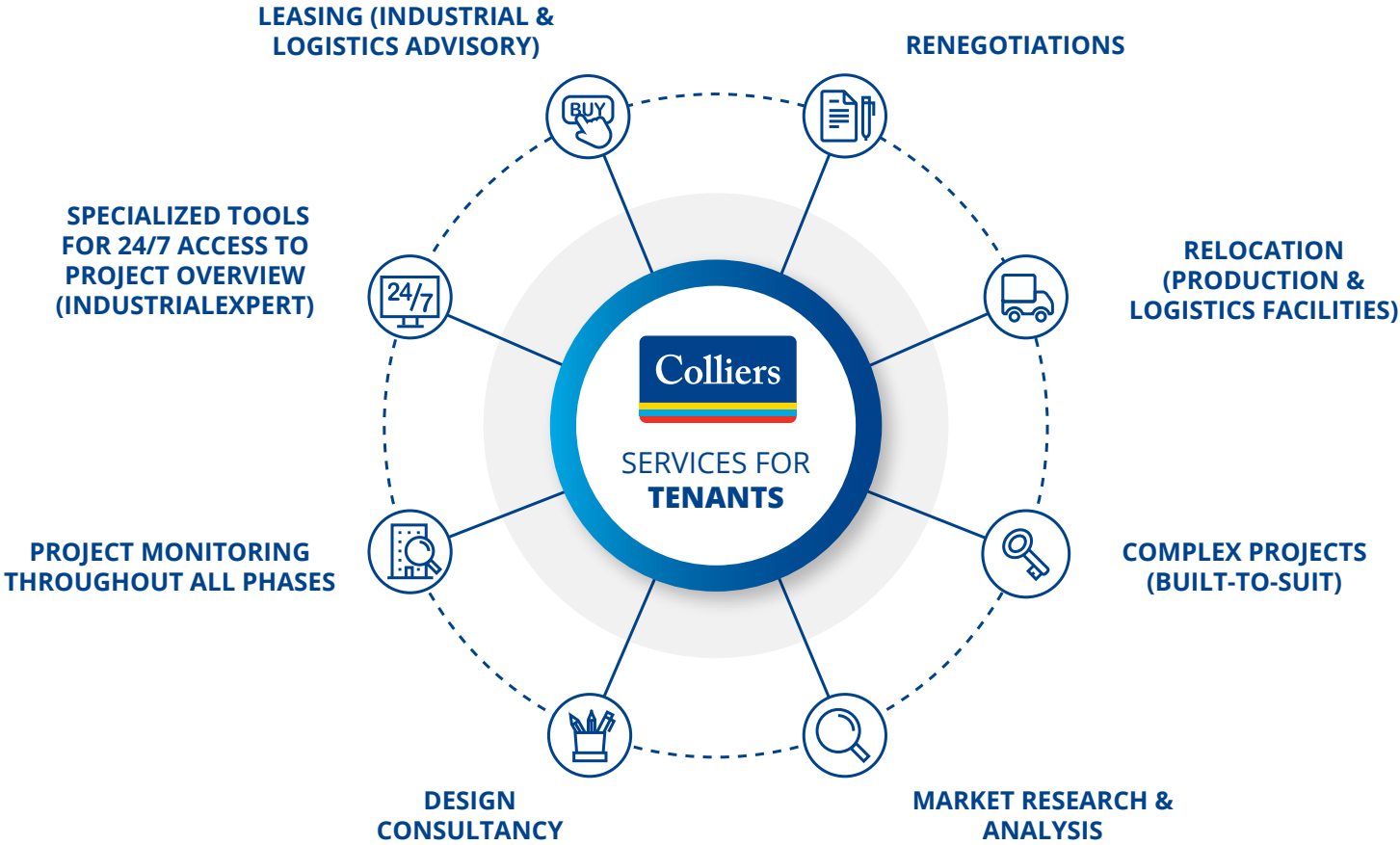
Transaction Manager
Office 360° & Industrial



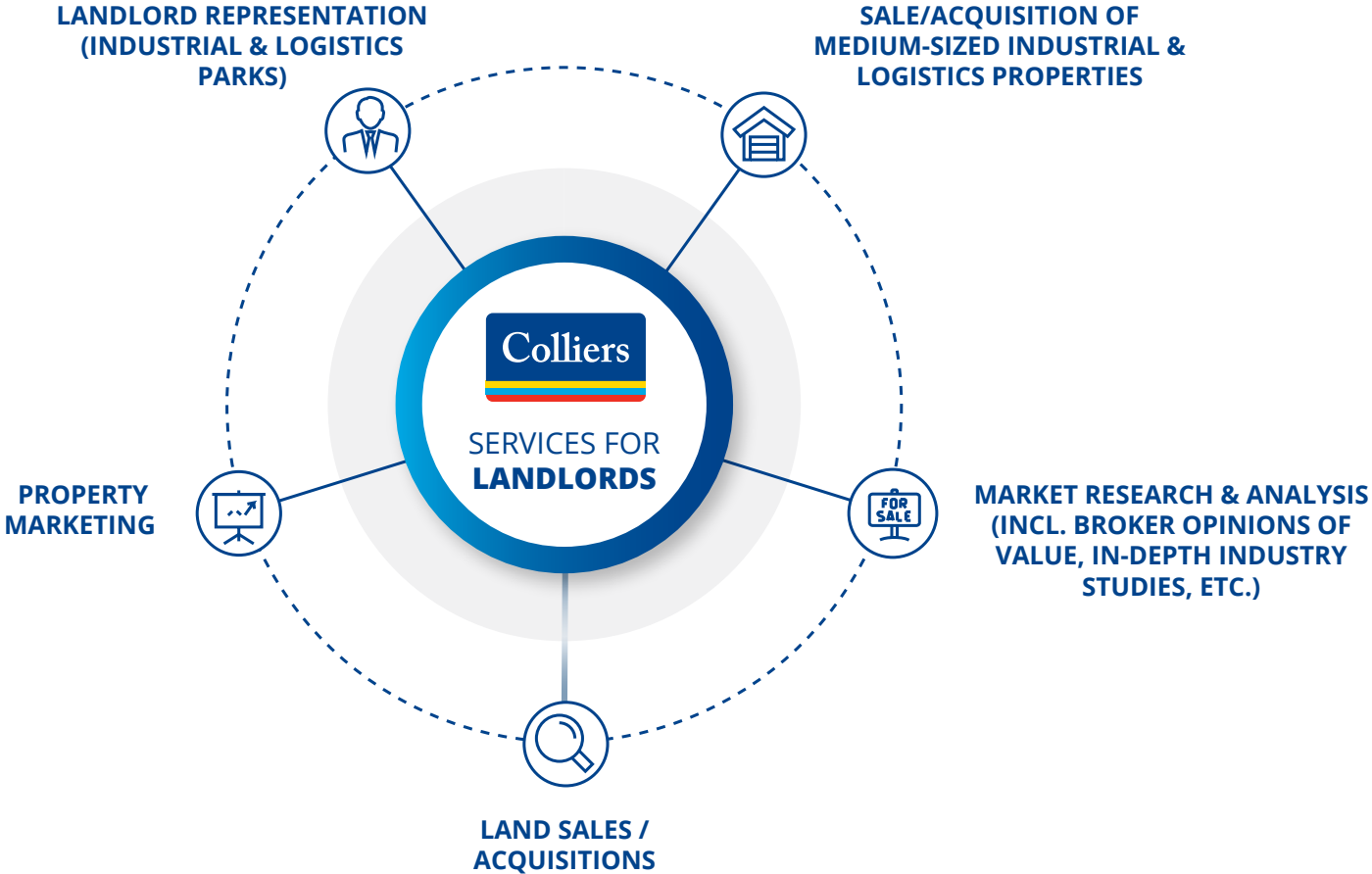
**Ana-Maria
TUDOSE**

Junior Associate
Office 360° & Industrial

Industrial and Logistics Services for Tenants



Industrial and Logistics Services for Landlords



Retail Services

Whether advising on **major shopping centers or individual units, town center or out of town sites, in Bucharest or in regional and tertiary cities, strip malls or retail parks**, we offer a wide range of **transactional and consultancy services** for **landlords, investors and retailers** throughout **Romania**.

Our relationship with top multinational retailers combined with local retail expertise brings a wealth of new opportunities to our clients. We have been the market leader since 2006 and have almost full coverage of the existing tenants and new entrants to the market.

SERVICES

◆ Landlord Representation

We can help unlock your property's potential by developing a deep understanding of your unique space, delivering expertise on the market that will showcase your property's best qualities. Our services for retail developers and owners start from a market analysis and go through a complex process, from developing the right concept and positioning of the property to finding the best tenant mix, marketing, and leasing strategy.

◆ Tenant Representation

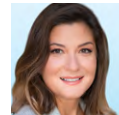
Our team of retail experts understand that finding the right location, at the right time, plays an integral part in building and strengthening your brand. We start with preparing a market analysis of general trends, go through segment analysis and trends and make recommendations for an expansion strategy. We identify suitable locations, submit enquiries, generate comparative reports and recommendations, creating a timeline for the entire process. We will coordinate the meetings with all parties and will follow up on contract implementation. We know that retail is changing, and we can provide a one stop shop for our retail clients.

Retail Services

SERVICES

- ◆ High Street Sales and Leasing (Prime Locations)
- ◆ Market Research, Positioning, Feasibility, Concept
- ◆ Demographics and Catchment Area Analysis
- ◆ Tenant Mix Improvement
- ◆ Marketing Consultancy
- ◆ Post Completion Assistance
- ◆ Tenant Coordination Process
- ◆ Commercial Due Diligence
- ◆ Refurbishment, Repositioning Consultancy
- ◆ NOI Improvement Analysis
- ◆ Tenant Network Development Consultancy & Leasing
- ◆ Franchise Partnerships

Team



**Simina
NICULITA**
Partner & Director
Retail Agency



**Liana
DUMITRU**
Director
Retail Agency

ESG Strategic Advisory

Buildings have extensive direct and indirect impacts on the environment and human health. **During their design, construction, occupancy, renovation, repurposing, and demolition, buildings use energy, water, and raw materials, generate waste, and emit potentially harmful atmospheric emissions.**

Colliers have a detail-oriented, integrated approach of Elevating the Built Environment, our ESG Strategy, through the following pillars:

- ◆ Elevating the Environment: Minimizing environmental impacts in Colliers' own operations and through client services to elevate the health of our planet.
- ◆ Elevating Inclusiveness: Increasing diversity, equity and inclusion within Colliers and across its procurement practices to foster environments that are inclusive and engaged.
- ◆ Elevating Health & Wellbeing: Promoting health & wellbeing in Colliers' operations and through client services to help improve lives.



ESG Strategic Advisory

Sustainability principles are translated by our team to be relevant to your business in a practical way. Our team is focused on Elevating the Built Environment by bringing human and environmental sustainability concepts into design, construction, operation, and behaviors. For each project we evaluate all factors in detail, within a local setting and accounting for how global best practices can be adapted to suit the local climate, available resources, technical know-how, and existing/ developing infrastructure.

SERVICES

- ✦ **ESG Strategies, target setting and roadmap definition**

- ✦ **Tools for implementing ESG strategies:**
 - Sustainability and Healthy Building Certifications Advisory
 - Accessibility Certification Advisory
 - Net Zero Carbon Roadmap and Carbon Accounting
 - EU Taxonomy Consultancy
 - ESG reporting and disclosure
- ✦ **ESG Audits and ESG due diligence**

- ✦ **ESG Training**



ESG Strategic Advisory

Team of Accredited Professionals

We have started the services in 2011 and our current track record totals more than 140 projects and almost 4 million square meters either finalized or in process of certification in Romania.

In our 11 years of sustainability activity, Colliers earned, among others, the title of WELL Enterprise Provider (WELL EP) from the International WELL Building Institute pbc™ (IWBI™) to offer a full suite of WELL solutions. Colliers has also been recognized by Green Business Certification Inc (GBCI) and LEED® Proven Provider™ for LEED for Buildings Operations + Maintenance and LEED for Interior Design and Construction Rating Systems for consistent performance and results in LEED project management.

Colliers is also a member of ROGBC, the leading organization promoting environmental responsibility and energy efficiency in the design, construction, operation and reconstruction of buildings in Romania.

Colliers' ESG Strategic Advisory team consists of specialists who hold various accreditations, such as:

- ✦ LEED AP BD+C
- ✦ LEED AP O+M
- ✦ LEED AP ND
- ✦ LEED AP ID+C

- ✦ BREEAM New Construction International Assessor
- ✦ BREEAM In-Use Assessor
- ✦ WELL Building AP
- ✦ Sites AP
- ✦ Active Score AP
- ✦ FitWel Ambassador
- ✦ EDGE Expert
- ✦ Access4You Accredited Partner

Team



Oana STAMATIN
ESG Chief Officer
CEE & Romania



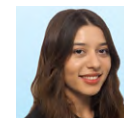
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Mihaela CIOLACHE
Sustainability Consultant
ESG Strategic Advisory



Alexandra ZANE
Sustainability Consultant
ESG Strategic Advisory



Gabriela BALTATU
Junior Sustainability
Coordinator
ESG Strategic Advisory



Dominique BOGDANAS
Senior Associate
Workplace Advisory
Office 360°



Asset Services

When it comes to property management, we adhere to two key operating philosophies: putting your interests first and providing value added expertise. We do this through skillful care of the physical space, tenant relationships and your reputation in the marketplace. We consider factors such as tenant loyalty and regular contact between managers and tenants.

Our team works to improve a building's reputation and sustainability through property management services for **office, industrial and retail assets**. The experience and strength of our team is one of the many reasons we enjoy long partnerships with our clients, many of whom we have worked with for many years.

Our Asset Services team manages a total portfolio of over 590,000 sqm, having over 500,000 sqm GLA of office space and 90,000 sqm of industrial space currently under administration.



Asset Services

Tenant management

Happy tenants represent our primary objective as Property Managers. We will constantly meet the tenants and perform satisfaction surveys to understand their needs in the premise. We will monitor all tenant activities related to your property and their rented space and will report to you all aspects critical to improving the satisfaction of each tenant, to assure successful extensions of the leasing agreements whenever possible.

Financial services

We will be responsible for all financial operations of the subject premise: issuing invoices and collecting revenue, approval and payment of cost invoices, reconciliation of service charges, allocation of utilities charges and financial reporting.

Operational activities

While being responsible for the smooth daily operation of the premise, we will manage the activity of the subcontractors and utility providers,

monitor the performance of the property through key performance indicators and provide solutions to daily issues.

Reporting

We tailor the reporting process to your specific requirements, allowing you to remain confident that your asset is being properly managed.

Project take-over and set-up activities

Tenants and lease management | Subcontractors and operational | Physical property inspection and review

Accredited professionals

- ✦ MRICS
- ✦ PMP®

Asset Services

Team



Stefania BALDOVINESCU
Senior Partner
Asset Services &
Land Agency



Oana ADJUDEANU
Deputy Head of
Property
Management



Gabriel SERBAN
Senior Property
Manager



Petrut GRAMA
Senior Property
Manager



Iustin MIHAI
Senior Property
Manager



Andrei ANUSCA
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Manager



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Manager



Catalin TUFAN
Senior Property
Manager



Florin ISFANESCU
Property
Manager



Ramona DURAC
Property
Manager



Anca LUCHIAN
Property
Manager



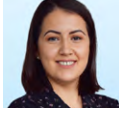
Mihaela FLOREA
Property
Manager



Alina UNGUREANU
Property
Manager



Ionut RIGIBOIU
Property
Manager



Alexandra MOROITA
Property
Manager



Ana Maria DAN
Property
Manager



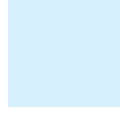
Catalin HUDREA
Property
Manager



Mihaela LUNGEANU
Property
Manager



Cristina NASTASE
Jr. Property
Manager



Dana GIRODI
Junior Property
Manager

Asset Services

Team



**Ciprian
APOPEI**
Senior Technical
Manager



**Cornel
BARBU**
Technical
Supervisor



**Stefan
STANCULESCU**
Technical
Supervisor



**Mihai
FARCA**
Technical
Supervisor



**Silviu
MATEESCU**
Technical
Supervisor



**Mihai
FARCA**
Technical
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**Sorin
MOLDOVAN**
Technical
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**Georgian
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Technical
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**Diana
RUSU**
Financial Team
Coordinator



**Loredana
COMAN**
Senior Financial
Specialist



**Georgiana
MIHAI**
Senior Financial
Specialist



**Paula
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**Ruxandra
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**Ruxandra
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Financial
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**Claudia
GHEORGHE**
Financial
Specialist



**Anca
BOLONTOC**
Financial
Specialist



**Andreea
POPA**
Financial
Specialist

Asset Services

Tenant Facility Management

We have a multidisciplinary approach to each project, covering through its services a wide array of activities, from caring for technically and operationally managed buildings (Operational Management of the Building) or caring for the tenants' needs and requests (Tenant Management) to financial services (billing, payments, income and costs, reconciliations) or reporting to the landlord, ensuring that all tenants comply with the contractual obligations they have assumed.

Team



**Stefania
BALDOVINESCU**
Senior Partner
Asset Services &
Land Agency



**Andrei
ANUSCA**
Senior Property
Manager
REMS

Service Charge Analysis

We constantly look at the existing budget against benchmarks from our portfolio (over half a million sqm GLA under management) and from the market for both the entire budget as well as for each cost category, including: technical maintenance, security, cleaning, façade, disinfection, disinfection, pest control, utilities, insurance, property taxes and management fee.

Team



**Stefania
BALDOVINESCU**
Senior Partner
Asset Services &
Land Agency



360 Valuation and Advisory Services

Our Valuation and Advisory services are designed to **deliver insight into a property's fundamentals, its competitors and the overall market dynamics affecting value.**

We believe that valuation can be a strategic asset for investors and owners. Our specialists go the extra mile to deliver for our clients, whether this means meeting a tight deadline or working with a complex and challenging property.

The Colliers team is the only one in the Romanian market to offer valuation specialists for each main segment of the real estate industry: office, retail, industrial, residential and hotels. Our specialist knowledge offers a greater understanding of the appraised properties.

Although a valuation can be quite a standardized process, we customize our services for each client and find the best solutions for each of them, understanding client priorities and creating special tools to increase the process efficiency.



Valuation Core Services

Valuations for Financial Reporting Purposes

- ◆ Accounting registration purposes;

- ◆ RAS & IFRS;

- ◆ Annually or twice a year;

- ◆ Estimating the Fair Value;

Valuations for Secured Lending Purposes

- ◆ For securing the bank loans;

- ◆ Before approving the loan and/or during the lending period;

- ◆ Annual re-valuation for corporate loans and once every three years for retail loans;

- ◆ Estimating the market/insurance value;

Valuations for Tax Purposes

- ◆ Tax payment purposes;

- ◆ At least once every three years;

- ◆ ANEVAR Standards + Fiscal Code methodologies;

- ◆ Estimating the taxable value;

360 Valuation and Advisory Services

Business Valuation Services

- ◆ Investment decisions, Marketing, Transactions

- ◆ Acquisition - Sale - Carve-out - Due-Dilligence

- ◆ Purchase price allocation (PPA)

- ◆ Financial reporting under local or IFRS standards

- ◆ Consolidation and deconsolidation operations

- ◆ Mark-to-market

- ◆ Periodically monitorization of the equity value for management decisions

Valuation Consultancy Services

- ◆ Highest and best use analysis

- ◆ Market studies

- ◆ Feasibility studies

- ◆ Sale & lease back analysis

- ◆ Portfolio optimization analysis

360 Valuation and Advisory Services

Team



**Raluca
BUCIUC**
Partner & Director
360 Valuation Services



**Anca
BALDEA**
Director
360 Valuation Services



**Mihai
PANA**
Director
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**Gabriel
BLANITA**
Associate Director
360 Valuation Services



**Gabriela
BOSINCEANU
OTEA**
Associate Director
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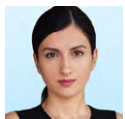
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BOLONTOC**
Senior Associate 360
Valuation Services



**Ioana
SIMION**
Senior Associate 360
Valuation Services



**Vlad
CIOCHIR**
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360 Valuation Services



**Aurelia
BOBE**
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**Ana-Maria
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Associate
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**Victoria
LOZINSCHI**
Junior Associate
360 Valuation Services



**Roxana
MANEA**
Junior Associate
360 Valuation Services



**Natia
HUZUM**
Junior Associate
360 Valuation Services

Research Services

Whether you're a **landlord, tenant or investor**, market intelligence is vital in making the best decisions for your business. We use research to help our clients understand emerging trends and take advantage of the cyclical nature of real estate.

Our research is forward-looking and aimed at helping you harness this insight to make long term decisions that affect your business and financial portfolio. Our team of researchers work in partnership with our client service professionals to **cover every major property type in our market, including office, industrial, logistics and retail. From basic market information including average yields, volume, vacancy, lease rates and terms to customized reports based on your specific requirements**, we make sure you have the right information to help you achieve your goals.

Among others, we provide:

For owners and landlords:

- ◆ estimates of buildings' projected lease rates and assessment of current vacancies;
- ◆ understanding how subleasing activity and shadow space can affect direct vacancy rates and time on market;

- ◆ analysis of market activity and growth (gross absorption and net absorption) and the impact of new construction or infrastructure development;
- ◆ mapping services to understand economic drivers, population shifts and virtually any data with corresponding location information.

For occupiers and tenants:

- ◆ projections of future lease rates in current buildings or buildings of interest;
- ◆ summaries of tenant incentives and concessions currently offered in the market;
- ◆ assessments of the potential to sublease your existing space and projected cost savings;
- ◆ mapping services to visualize the optimal location or the best place for a business to locate close to its chief suppliers.

Team



**Silviu
POP**

Director |
CEE & Romania Research

Property Marketing Services

The tenant or investor you're looking for is out there and we can bring the market you are trying to reach closer to you. Our team are ready to make an introduction and maximize the visibility of your brand and your listing. Acting as an extension of your team, fully invested in your business needs, we work with you to determine the most effective marketing strategy to generate high quality leads.

With a unique combination of knowledge of the real estate sector and comprehensive approach to the marketing of a project, your Colliers advisor will work to boost your brand awareness and increase the potential of your property.

Our marketing team can advise you on:

- ◆ preparing a comprehensive marketing strategy for your property to support your plans to reach or to expand on the desired real estate segment;
- ◆ developing the visual identity and all materials to support leasing services;
- ◆ coordinating the work of all subcontractors to deliver the final design;
- ◆ planning the content and email marketing strategy;
- ◆ organising events for your target audience;
- ◆ media relations, planning and training.

Team



**Dan
COTLET**

Graphic Designer
Admin



**Stefania
BALTA**

Graphic Designer
Admin



**Corina
DRAGOMIR**

Marketing and
Communication Specialist
Admin



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About Colliers

Colliers (NASDAQ, TSX: CIGI) is a leading diversified professional services and investment management company. With operations in 66 countries, our 19,000 enterprising professionals work collaboratively to provide expert real estate and investment advice to clients. For more than 28 years, our experienced leadership with significant inside ownership has delivered compound annual investment returns of approximately 20% for shareholders. With annual revenues of \$4.5 billion and \$98 billion of assets under management, Colliers maximizes the potential of property and real assets to accelerate the success of our clients, our investors and our people.

Learn more at corporate.colliers.com, X @Colliers or LinkedIn.

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Colliers International SRL

The Colliers logo, featuring the word "Colliers" in a white serif font on a dark blue rectangular background. Below the text is a horizontal bar with a rainbow gradient (red, orange, yellow, green, blue, purple).