



RETAIL

REGIONAL CITIES | 2020



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ROMANIA RETAIL MARKET GENERAL OVERVIEW



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At the end of H1 2020, the modern retail stock outside Bucharest reached 2.71 million sq. m. Approximately 56% of the stock is represented by shopping centers, while retail parks and commercial galleries represent 38% and 6% respectively.

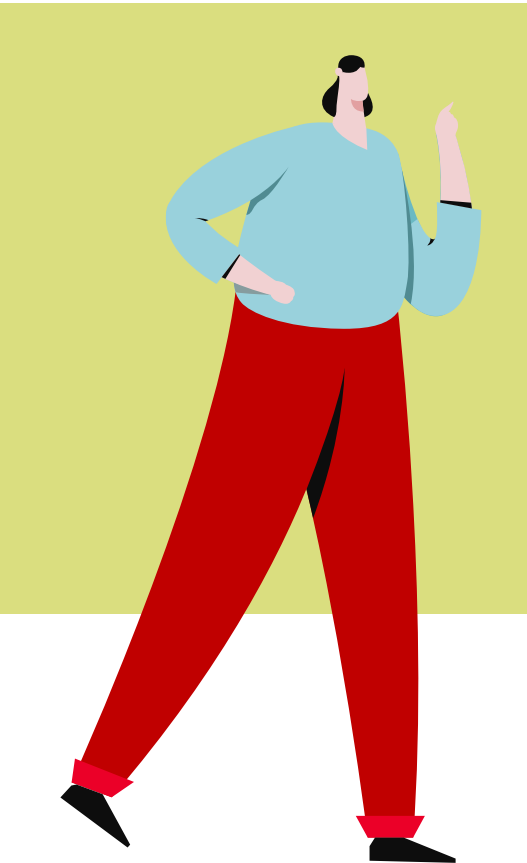
During the past 18 months (2019 – H1 2020), almost 165,000 sq. m of retail space was delivered in the Romanian regional cities, with approximately 73% of these deliveries consisting of shopping centers. Promenada Sibiu, developed by NEPI Rockcastle, is the largest project completed in the analyzed period, with a total GLA of approximately 42,000 sq. m.

The other main projects delivered in the last 18 months are Shopping City Targu Mures, the Iulius Mall Extension in Timisoara or Zalau Value Center. During H1 2020, the schedule of deliveries has been affected by the Covid-19 pandemic, as shopping centers' activity has been severely restricted during the lockdown period.

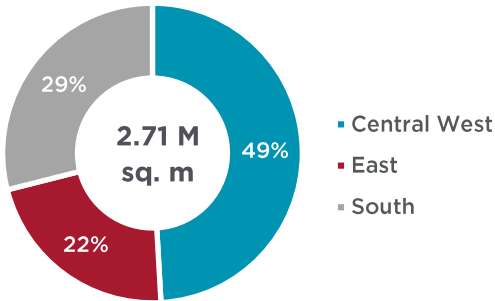
Moreover, approximately 365,000 sq. m of retail space is currently planned or under construction and expected to be delivered by 2022-2023. The most notable deliveries will be Prime Kapital's Mall Moldova extension in Iasi, a scheme that is set to become the largest retail project in the country (100,000 sq. m), AFI Palace Brasov (45,000 sq. m) and Dambovită Mall (33,000 sq. m), the first modern retail project in Targoviste.



ROMANIA RETAIL MARKET GENERAL OVERVIEW

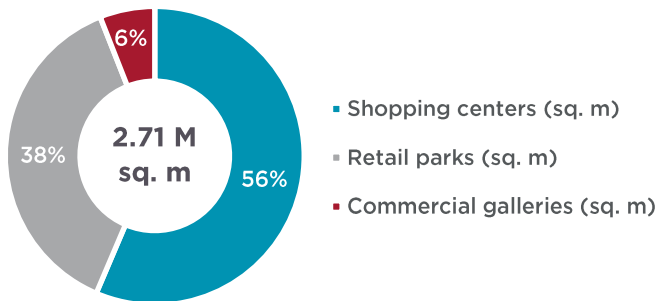


REGIONAL CITIES – RETAIL STOCK DISTRIBUTION



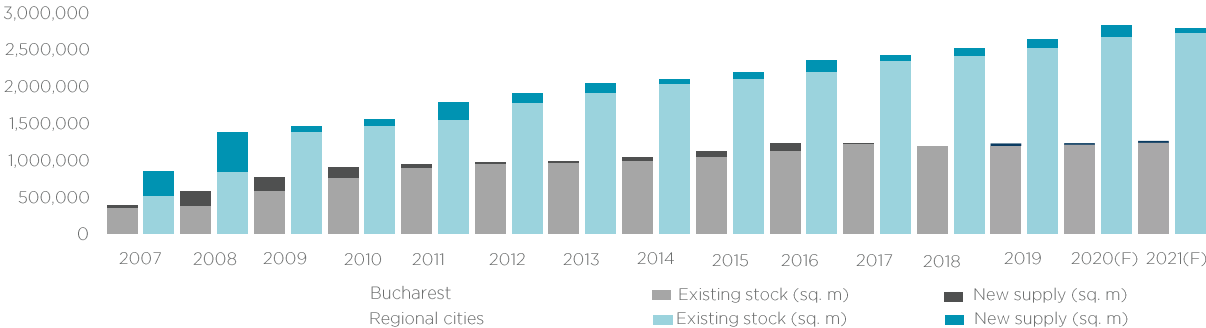
Source: C&W Echinox Research

REGIONAL CITIES – RETAIL STOCK STRUCTURE



Source: C&W Echinox Research

REGIONAL CITIES – MODERN RETAIL STOCK EVOLUTION (SQ M)



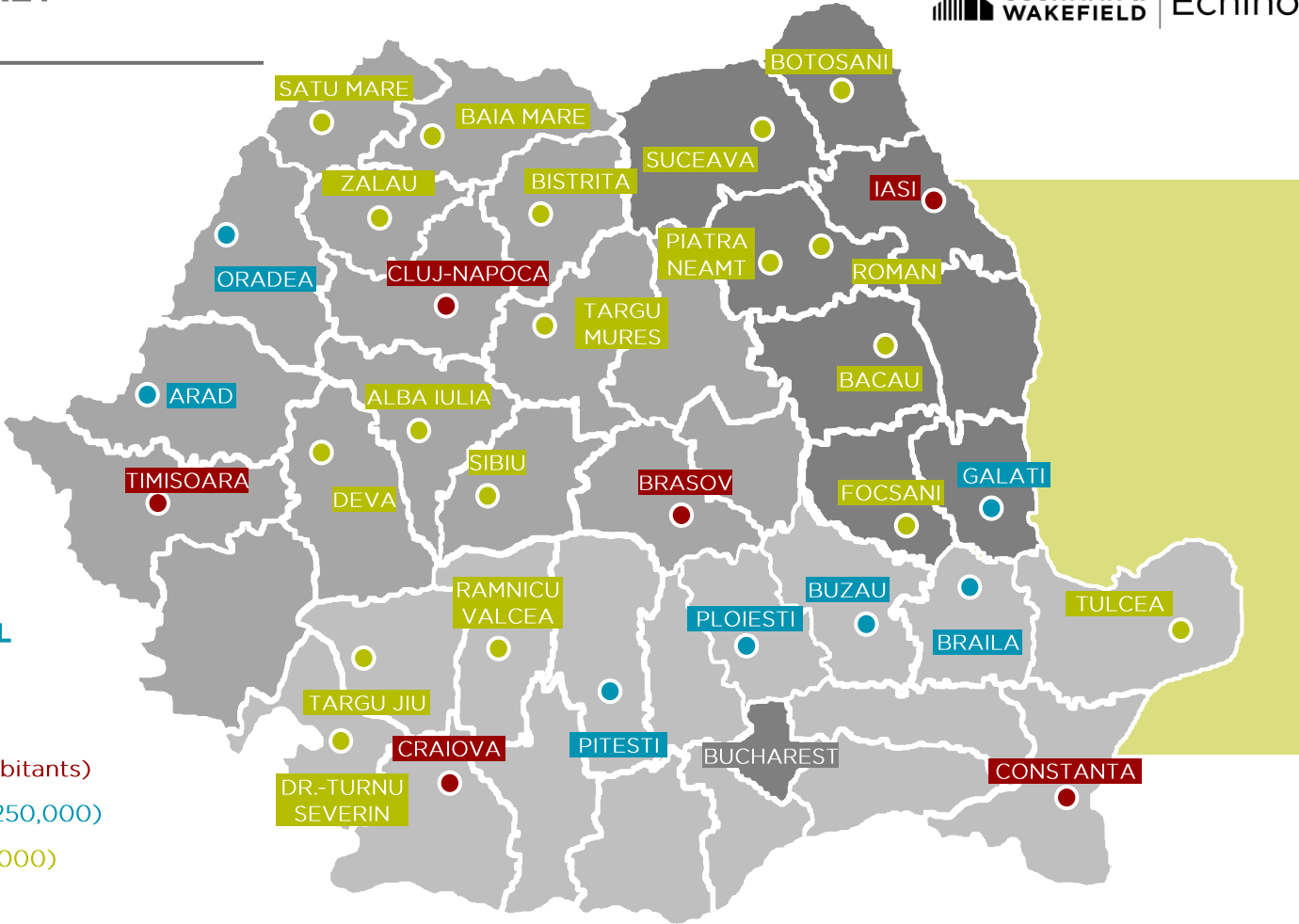
Source: C&W Echinox Research

ROMANIA RETAIL MARKET

KEY HIGHLIGHTS

ROMANIA - MAP OF REGIONAL CITIES WITH MODERN RETAIL STOCK

- PRIMARY CITIES (+250,000 inhabitants)
- SECONDARY CITIES (150,000 - 250,000)
- TERTIARY CITIES (50,000 - 150,000)



ROMANIA RETAIL MARKET

KEY HIGHLIGHTS



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Total modern retail space in the Romanian regional cities was of **2.71 MILLION SQ. M** at the end of H1 2020

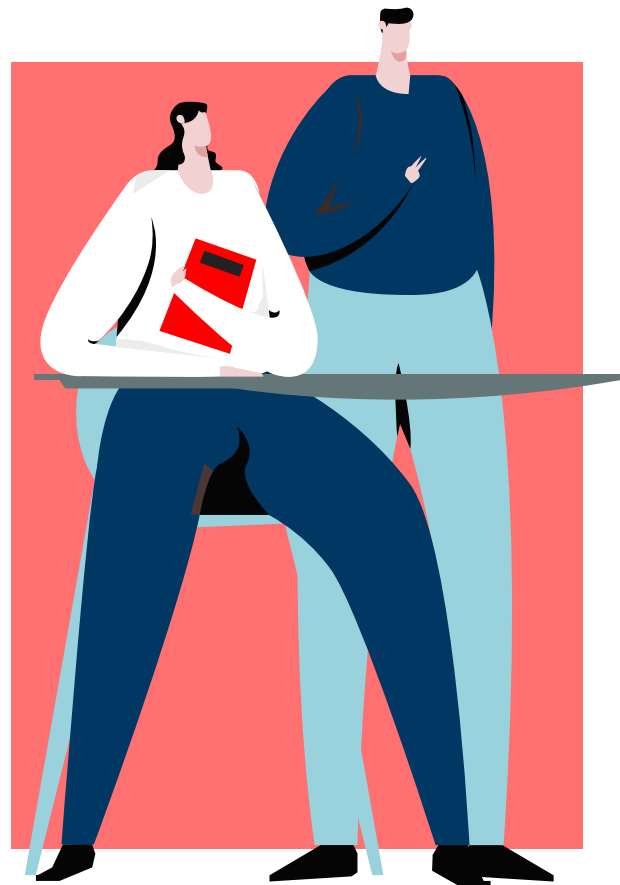
164,000 SQ. M of retail space has been delivered throughout the past 18 months

10 counties with 3.3 mil. inhabitants are not covered by modern retail schemes; 5 of them have projects in pipeline

CENTRAL - WEST region has the largest stock - **1.33 mil. sq. m** - and the highest density - 196 sq. m/1,000 inhabitants

365,000 SQ. M of retail space is currently planned or under construction and due to be delivered by 2022-2023

Targoviste (80,000 inhabitants) is still the largest city in Romania without a modern retail scheme as its first project is scheduled to open in H2 2020



ROMANIA RETAIL MARKET CENTRAL - WEST REGION



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1,329,000 sq. m

modern retail stock at the end of H1 2020

90,000 sq. m

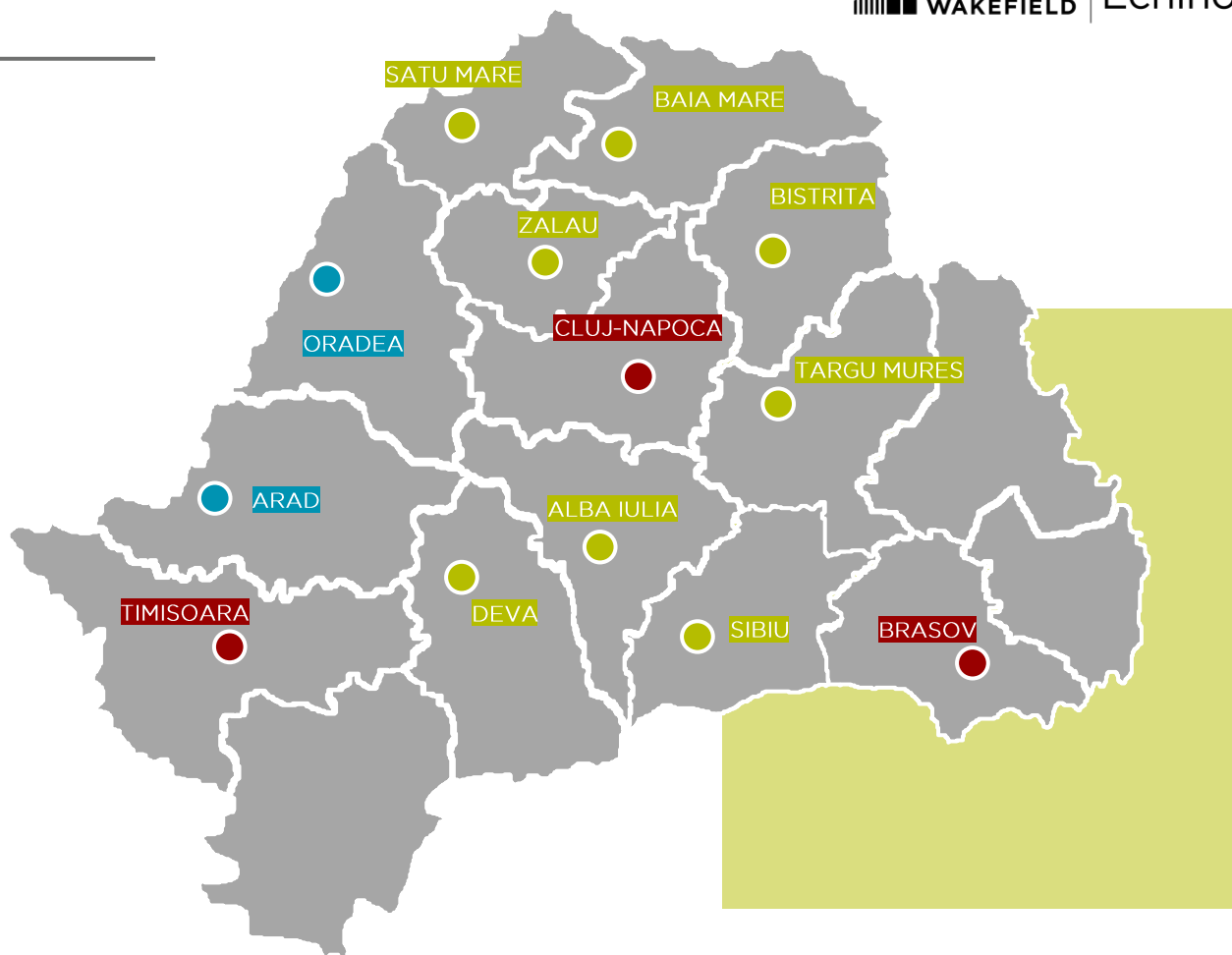
planned or under construction

50 – 55 €/sq. m/ month

prime shopping rent

ROMANIA - MAP OF REGIONAL CITIES WITH MODERN RETAIL STOCK

- PRIMARY CITIES (+250,000 inhabitants)
- SECONDARY CITIES (150,000 - 250,000)
- TERTIARY CITIES (50,000 – 150,000)



ROMANIA RETAIL MARKET CENTRAL - WEST REGION



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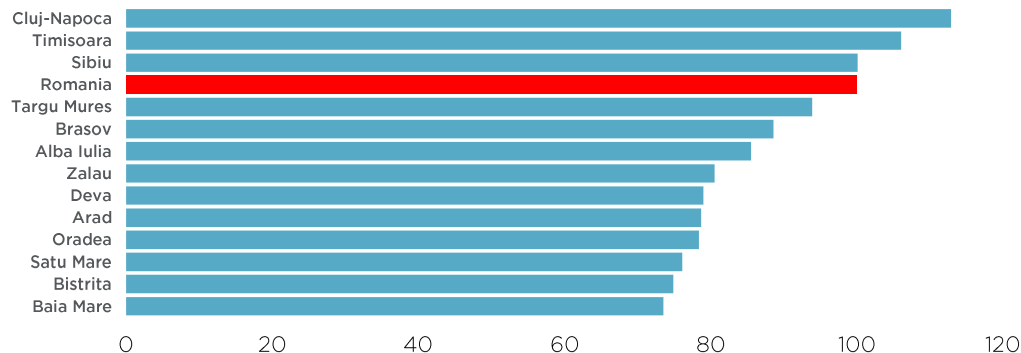
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GENERAL OVERVIEW

CITY	POPULATION	AVERAGE MONTHLY NET SALARY (€)	UNEMPLOYMENT RATE (%)	MODERN RETAIL STOCK (SQ. M)	RETAIL STOCK DENSITY (SQ. M/1,000 INHABITANTS)
CLUJ-NAPOCA	324,576	743	1.3%	150,000	461
TIMISOARA	319,279	698	0.8%	254,000	795
BRASOV	253,200	583	2.1%	131,000	518
ORADEA	196,367	516	1.6%	199,000	1,014
ARAD	159,074	518	1.2%	89,000	558
SIBIU	147,245	659	2.1%	124,000	841
TARGU MURES	134,290	618	2.5%	117,000	873
BAIA MARE	123,738	484	2.1%	71,000	577
SATU MARE	102,411	501	2.8%	72,000	702
BISTRITA	75,076	493	2.6%	19,000	251
ALBA IULIA	63,536	563	3.0%	14,000	220
DEVA	61,123	520	3.6%	62,000	1,006
ZALAU	56,202	530	4.2%	19,000	342

Source: National Institute of Statistics April 2020, *Census 2011, C&W Echinox

AVERAGE MONTHLY NET SALARY INDEX

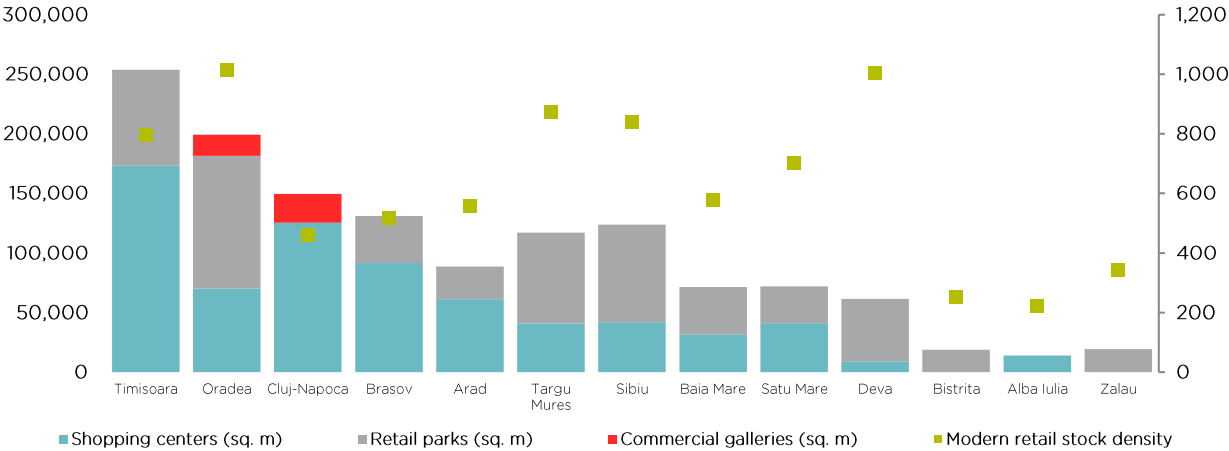


Source: C&W Echinox; National Institute of Statistics

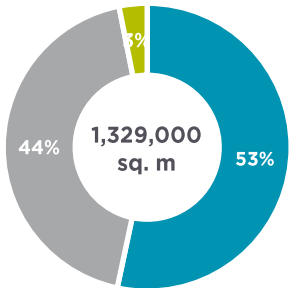


ROMANIA RETAIL MARKET CENTRAL - WEST REGION

MODERN RETAIL STOCK STRUCTURE AND DENSITY



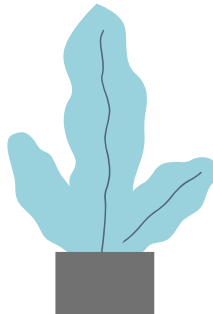
Source: C&W Echinox



MODERN RETAIL STOCK STRUCTURE

- Shopping centers (sq. m)
- Retail parks (sq. m)
- Commercial galleries (sq. m)

Source: C&W Echinox



ROMANIA RETAIL MARKET CENTRAL - WEST REGION

CITY	PROJECT	OWNER	DELIVERY YEAR	GLA (SQ. M)
CLUJ-NAPOCA	VIVO!Cluj	Immofinanz	2007	61,000
	Iulius Mall	Iulius Group, Atterbury Europe	2007	57,000
	Iulius Mall	Iulius Group, Atterbury Europe	2005	93,000
TIMISOARA	Shopping City Timisoara	NEPI Rockcastle	2016	56,900
BRASOV	Coresi Brasov	Ceetrus	2015	59,000
ARAD	Atrium Mall	MAS RE, Prime Kapital	2010	30,000
ORADEA	Lotus Center	Lotus Center SA	2002	40,000
	ERA Shopping Park	Argo Real Estate	2009	63,000
SATU MARE	Shopping City Satu Mare	NEPI Rockcastle	2018	29,200
BAIA MARE	VIVO!Baia Mare	Immofinanz	2010	32,000
	Baia Mare Value Center	MAS Real Estate	2018	22,000
TARGU MURES	Promenada Mall	Indotek	2007	52,000
	Shopping City Targu Mures	NEPI Rockcastle	2020	39,800
SIBIU	Shopping City Sibiu	NEPI Rockcastle	2006	83,200
	Promenada Mall Sibiu	NEPI Rockcastle	2019	42,500
ALBA IULIA	Alba Mall	Mall Alba SRL	2007	14,000
	B1 Retail Park	Mitiska REIM	2017	9,000
BISTRITA	Bistrita Retail Park	Element Development	2018	8,000
ZALAU	Zalau Value Center	MAS RE, Prime Kapital	2019	19,000
DEVA	Shopping City Deva	NEPI Rockcastle	2007	53,000

Source: C&W Echinox

CITY	PROJECT	DEVELOPER	DELIVERY YEAR	GLA (SQ. M)
BRASOV	AFI Palace Brasov	AFI Europe	2020	45,000
SFANTU GHEORGHE	Sepsi Value Center	Prime Kapital, MAS RE	2020	16,600
BAIA MARE	Baia Mare Shopping Park	Mitiska REIM	2021	10,200
ALBA IULIA	Alba Mall extension	Mall Alba SRL	2021	6,000

Source: C&W Echinox

MAJOR RETAIL SCHEMES

Source: C&W Echinox

PIPELINE PROJECTS

Source: C&W Echinox



ROMANIA RETAIL MARKET EAST REGION

595,000 mil. sq. m

modern retail stock at the end of H1 2020

130,000 sq. m

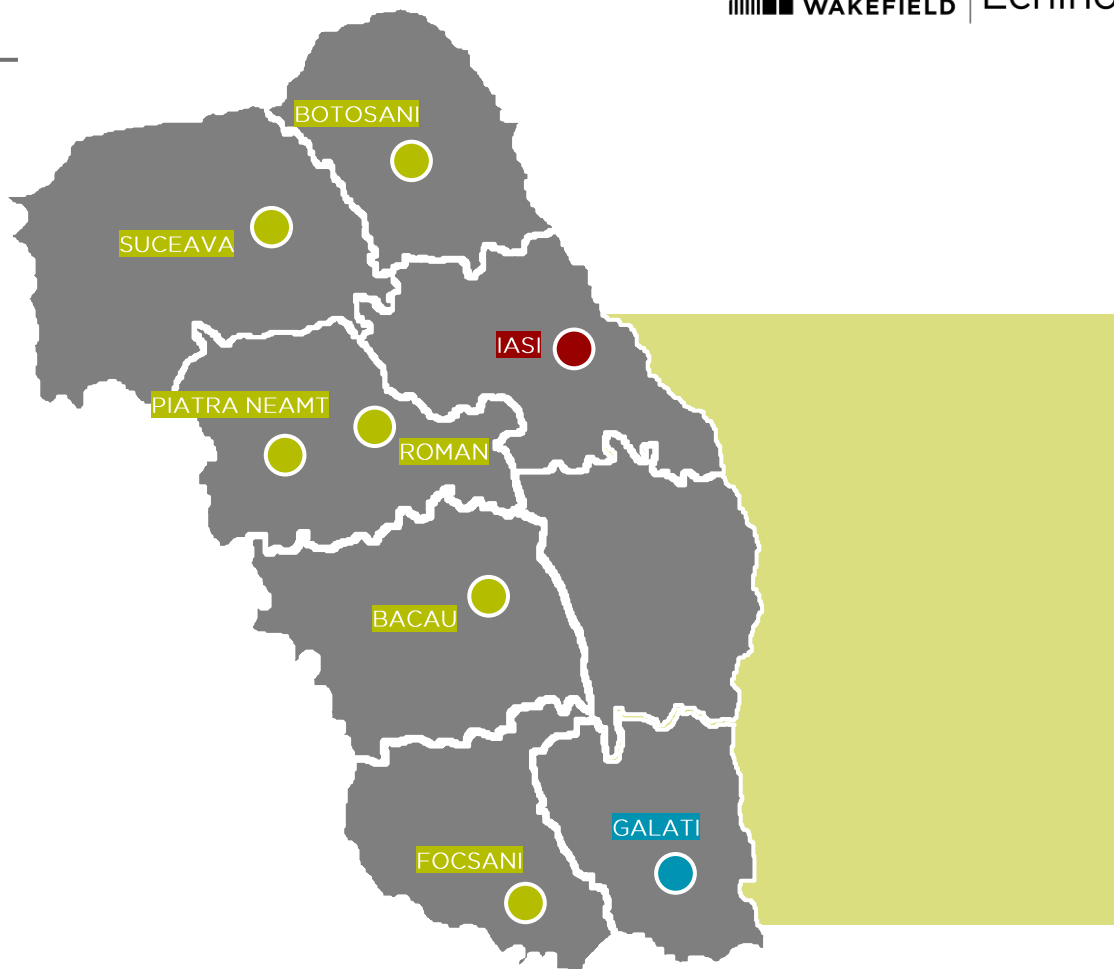
planned or under construction

45 – 50 €/ sq. m/ month

prime shopping rent

EAST REGION: CITIES WITH MODERN RETAIL STOCK

- PRIMARY CITIES (+250,000 inhabitants)
- SECONDARY CITIES (150,000 - 250,000)
- TERTIARY CITIES (50,000 – 150,000)



ROMANIA RETAIL MARKET EAST REGION



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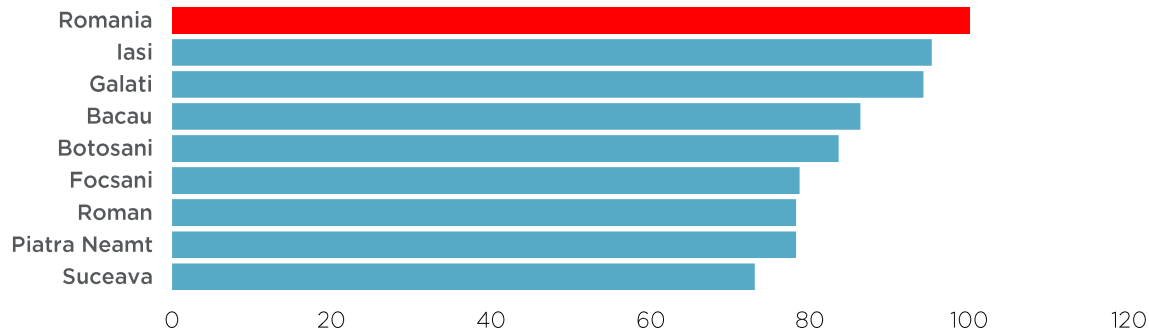
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GENERAL OVERVIEW

CITY	POPULATION	AVERAGE MONTHLY NET SALARY (€)	UNEMPLOYMENT RATE (%)	MODERN RETAIL STOCK (SQ. M)	RETAIL STOCK DENSITY (SQ. M/1,000 INHABITANTS)
IASI	290,422	627	2.7%	160,000	551
GALATI	249,432	620	5.4%	75,000	301
BACAU	144,307	568	5.1%	83,500	579
BOTOSANI	106,847	550	2.3%	49,100	459
SUCEAVA	92,121	481	4.4%	107,500	1,167
PIATRA NEAMT	85,055	515	4.0%	46,300	544
FOCSANI	79,315	518	3.5%	54,000	681
ROMAN	50,713	515	4.0%	19,100	377

Source: National Institute of Statistics April 2020, *Census 2011, C&W Echinox

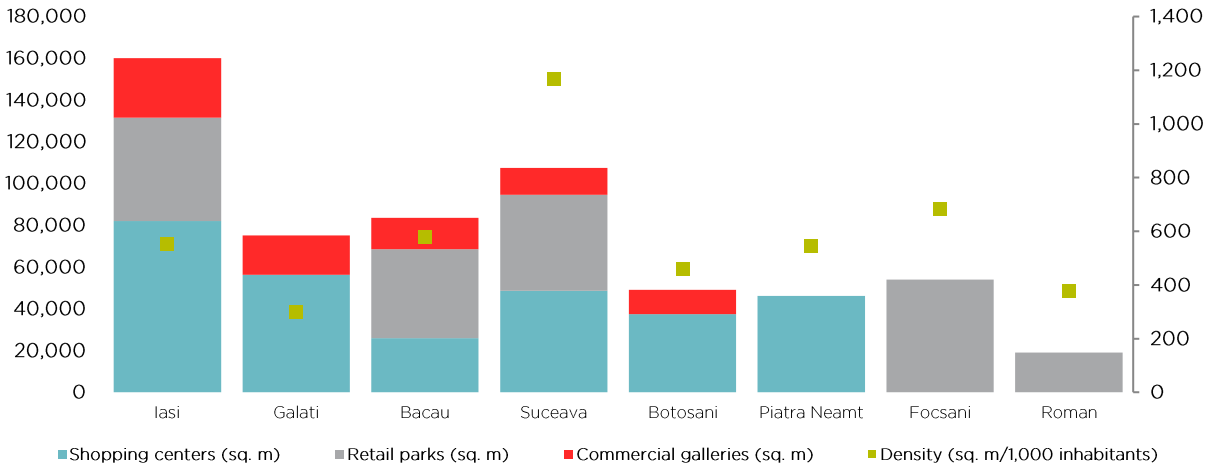
AVERAGE MONTHLY NET SALARY INDEX



Source: C&W Echinox; National Institute of Statistics



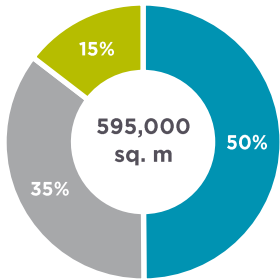
MODERN RETAIL STOCK STRUCTURE AND DENSITY



Source: C&W Echinox

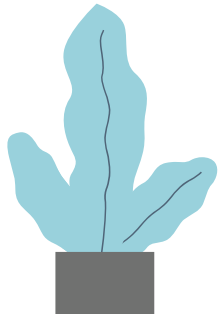


MODERN RETAIL STOCK STRUCTURE



- Shopping centers (sq. m)
- Retail parks (sq. m)
- Commercial galleries (sq. m)

Source: C&W Echinox



ROMANIA RETAIL MARKET EAST REGION

CITY	PROJECT	OWNER	DELIVERY YEAR	GLA (SQ. M)
IASI	Palas Iasi	Iulius Group	2012	57,000
	Mall Moldova	Prime Kapital, MAS RE	2008	41,000
	Iulius Mall	Iulius Group, Attebury Europe	2000	25,000
GALATI	Shopping City Galati	NEPI Rockcastle	2013/2017	49,000
BACAU	Arena Mall	Arena City Center	2007	26,000
BOTOSANI	Botosani Shopping Center	BelRom	2011	22,000
	Uvertura Mall	Moldova Universal	2013	16,000
SUCEAVA	Iulius Mall	Iulius Group, Attebury Europe	2008	49,000
	Suceava Shopping City	ARGO Real Estate	2008	46,000
PIATRA NEAMT	Shopping City Piatra Neamt	NEPI Rockcastle	2016	28,000
FOCSANI	Focsani Mall	KBC Bank	2008	48,000
ROMAN	Roman Value Center	MAS Real Estate	2018	19,000

Source: C&W Echinox

CITY	PROJECT	DEVELOPER	DELIVERY YEAR	GLA (SQ. M)
IASI	Mall Moldova extension	Prime Kapital, MAS RE	2022	59,000
BACAU	Arena Mall extension	Arena City Center	2022-2023	30,000
BARLAD	Barlad Value Center	Prime Kapital, MAS RE	2021	17,700

Source: C&W Echinox

MAJOR RETAIL SCHEMES

Source: C&W Echinox

PIPELINE PROJECTS

Source: C&W Echinox



ROMANIA RETAIL MARKET SOUTH REGION

784,000 mil. sq. m

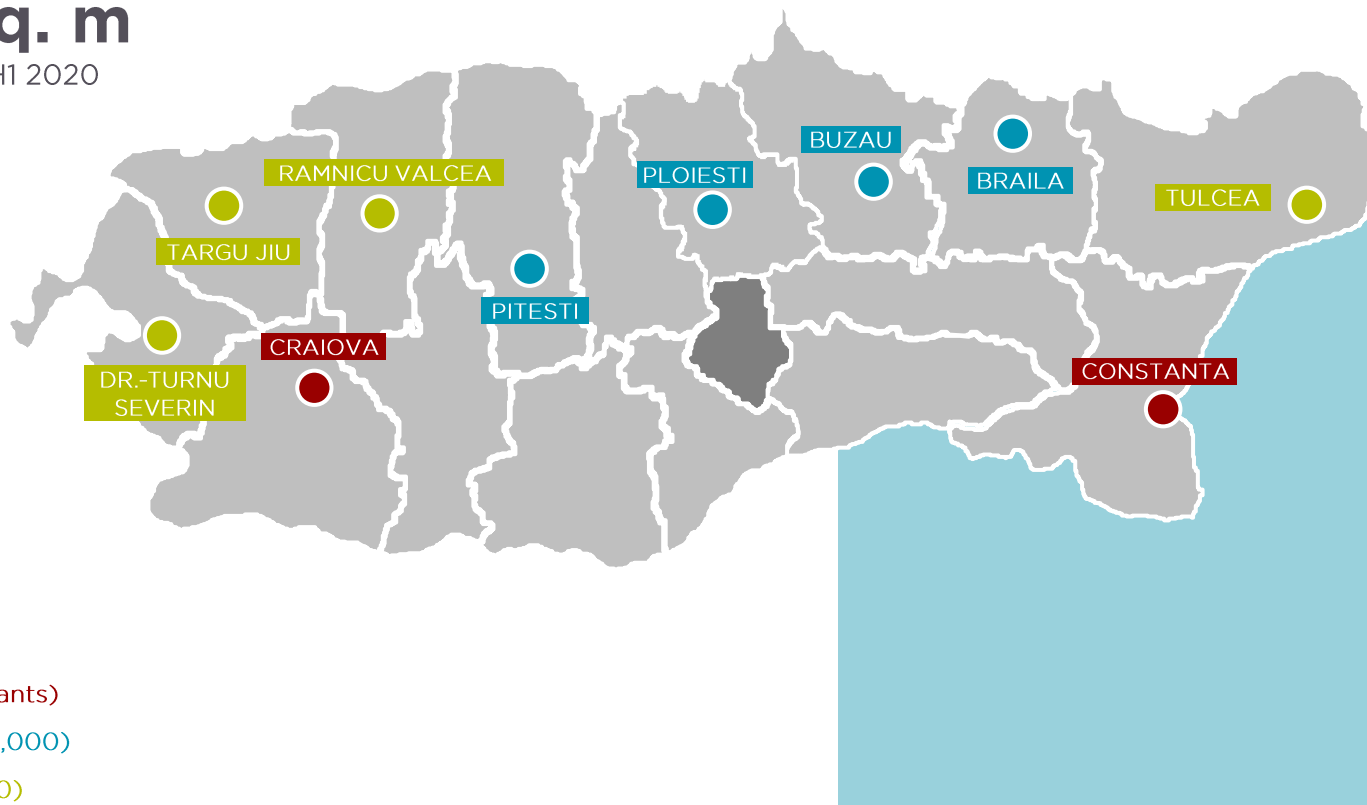
modern retail stock at the end of H1 2020

145,000 sq. m

planned or under construction

45 – 50 €/ sq. m/ month

prime shopping rent



**SOUTH REGION: CITIES WITH
MODERN RETAIL STOCK**

- PRIMARY CITIES (+250,000 inhabitants)
- SECONDARY CITIES (150,000 - 250,000)
- TERTIARY CITIES (50,000 - 150,000)

ROMANIA RETAIL MARKET SOUTH REGION



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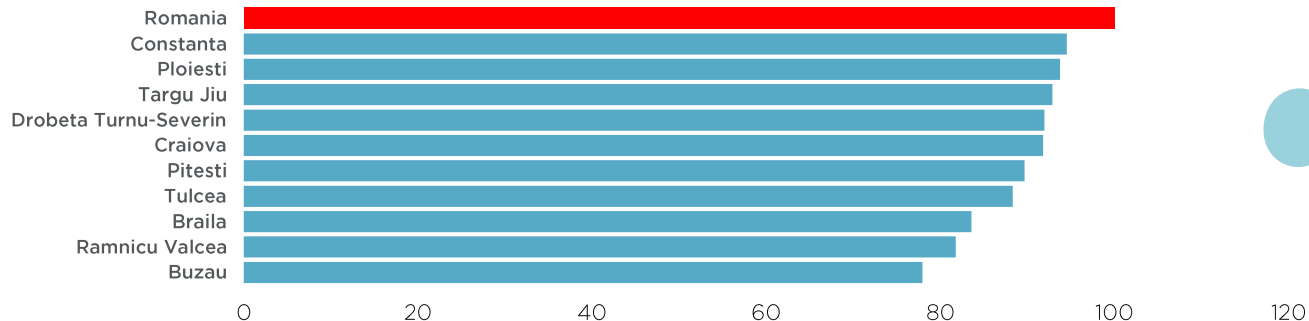
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GENERAL OVERVIEW

CITY	POPULATION	AVERAGE MONTHLY NET SALARY (€)	UNEMPLOYMENT RATE (%)	MODERN RETAIL STOCK (SQ. M)	RETAIL STOCK DENSITY (SQ. M/1,000 INHABITANTS)
CONSTANTA	283,872	622	2.2%	211,000	743
CRAIOVA	269,506	604	6.8%	102,500	380
PLOIESTI	209,945	617	2.5%	130,400	839
BRAILA	155,383	590	3.6%	96,200	458
PITESTI	180,302	550	3.1%	70,400	391
BUZAU	115,494	513	6.5%	51,700	447
RAMNICU VALCEA	98,776	538	3.1%	48,300	489
DROBETA-TURNU SEVERIN	92,617	605	5.9%	27,100	328
TARGU JIU	82,504	611	3.0%	22,600	244
TULCEA	73,707	581	3.3%	5,100	70

Source: National Institute of Statistics April 2020, *Census 2011, C&W Echinox

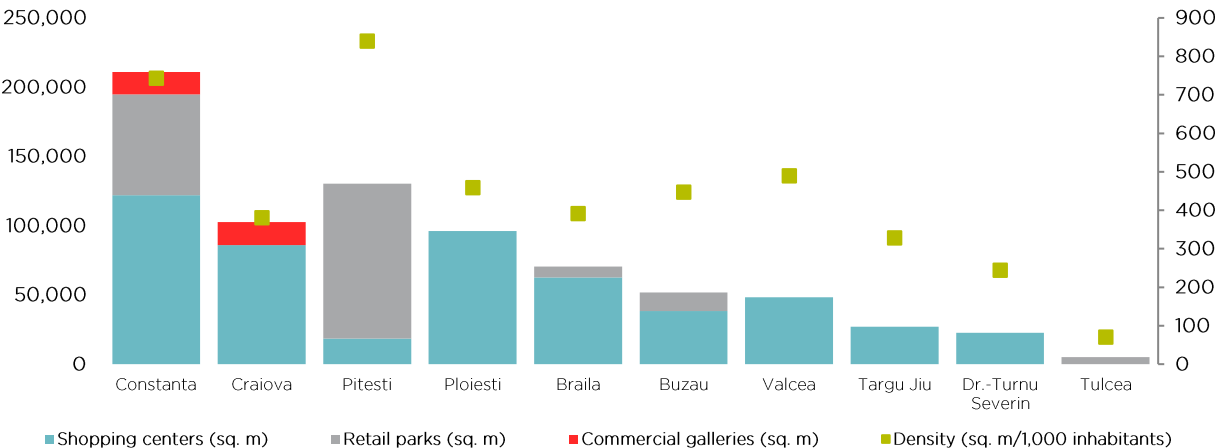
AVERAGE MONTHLY NET SALARY INDEX



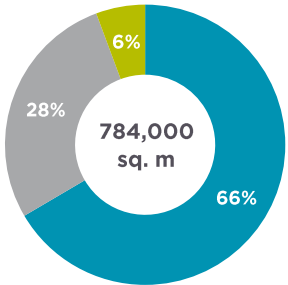
Source: C&W Echinox; National Institute of Statistics



MODERN RETAIL STOCK STRUCTURE AND DENSITY



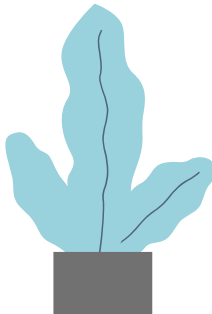
Source: C&W Echinox



MODERN RETAIL STOCK STRUCTURE

- Shopping centers (sq. m)
- Retail parks (sq. m)
- Commercial galleries (sq. m)

Source: C&W Echinox



ROMANIA RETAIL MARKET SOUTH REGION

CITY	PROJECT	OWNER	DELIVERY YEAR	GLA (SQ. M)
CONSTANTA	City Park	NEPI Rockcastle	2008	52,200
	VIVO!Constanta	Immofinanz, Auchan	2011	51,000
	TOM Shopping Center	Catinvest, Carrefour Property	2006/2019	48,000
CRAIOVA	Electroputere Parc	Catinvest, Auchan	2011	71,000
PITESTI	Jupiter City	Jupiter Group	2008	44,000
	Pitesti Retail Park	NEPI Rockcastle, Auchan	2007	41,000
	VIVO!Pitesti	Immofinanz	2007	18,000
PLOIESTI	Ploiesti Shopping City	NEPI Rockcastle, Carrefour Property	2012	46,000
	AFI Palace Ploiesti	AFI Europe	2013	33,000
BRAILA	Braila Mall	NEPI Rockcastle	2008	55,000
BUZAU	Shopping City Buzau	NEPI Rockcastle	2008/2019	23,700
RAMNICU VALCEA	Shopping City Ramnicu Valcea	NEPI Rockcastle	2017	28,000
	River Plaza Mall	Sonae Sierra	2006	12,000
TARGU JIU	Shopping City Targu Jiu	NEPI Rockcastle	2014	27,000
DROBETA TURNU-SEVERIN	Severin Shopping Center	NEPI Rockcastle	2010	23,000
TULCEA	Tulcea Retail Park	Mitiska REIM	2016	5,000

Source: C&W Echinox

CITY	PROJECT	DEVELOPER	DELIVERY YEAR	GLA (SQ. M)
TARGOVISTE	Dambovita Mall	Prime Kapital, MAS RE	2020	33,000
CRAIOVA	Promenada Mall	NEPI Rockcastle	2022	56,500
PITESTI	Arges Mall	Prime Kapital, MAS RE	2022-2023	55,000

Source: C&W Echinox

MAJOR RETAIL SCHEMES

Source: C&W Echinox

PIPELINE PROJECTS

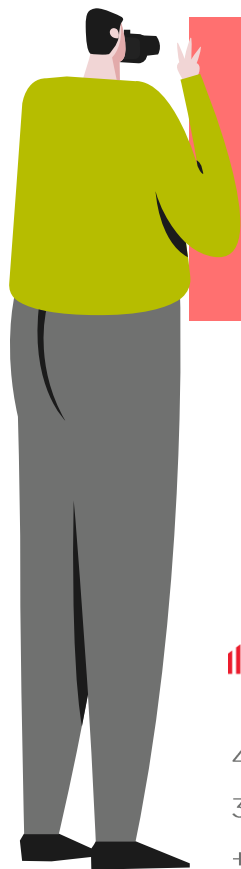
Source: C&W Echinox



DEFINITIONS

Modern retail stock	Total completed space of modern shopping premises (shopping center, retail park, commercial gallery) completed or fully refurbished since 1999.
New supply	Completed newly built modern retail schemes that obtained a use permit in the given period.
Commercial gallery	Modern retail scheme with minimum 5,000 sq. m of GLA, anchored by a hypermarket with a rentable area that exceeds the total rentable area of the retail scheme
Shopping center	Modern retail scheme with a commercial gallery of minimum 5,000 sq. m GLA that has a rentable area exceeding the hypermarket / supermarket's rentable area
Retail park	Modern retail scheme with over 5,000 sq. m of GLA that comprises mainly medium and large-scale specialist retailers (big boxes)
Prime headline rent	Headline rent level achieved in the most attractive shopping centres for units of approximately 100 sq. m leased to a fashion operator.





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