

NATIONAL INDUSTRIAL & LOGISTICS



ROMANIA

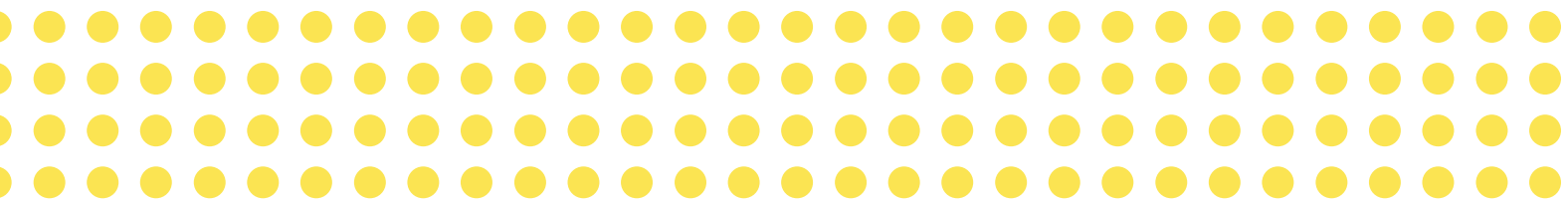
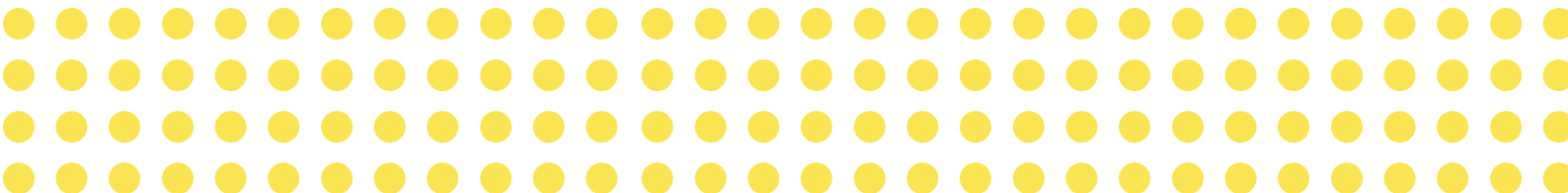


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ABOUT US

Founded in 2005, Crosspoint Real Estate offers both real estate trading and consulting services, as well as financial solutions needed by large investors, for all types of properties: offices, retail, industrial, land, hotels and residential. Crosspoint Real Estate is the international associate of Savills in Romania, one of the largest real estate companies worldwide, founded in 1855 - with revenues of over GBP 2.15 billion generated in 2021.

Crosspoint Real Estate is one of the top 3 real estate consultancy services companies with 100% Romanian capital, positioned at the forefront of the evolution of this sector, providing specialist insight and advisory, continuously pushing the limits through their achievements, ranking on the business market map as a high-performance player.

Our organizational culture and values have developed these last years and are unique by their family type orientation that everybody appreciates, because here - at Crosspoint Real Estate - we believe that when the team is doing well, the results will follow.



“With almost two decades of experience, we are the experts that our clients reliably called upon to advise on some of the largest and most prestigious real estate transactions, and we were always committed to their side of business, with every signed transaction. We grew together all these years, because we had the same objective - more well-developed, modern, and happy communities, no matter the nature of the real estate project that we contributed to. We aim to carry on our local work, to further invest in our expansion and legacy, constantly exceeding our own limits.

Codrin Matei, Managing Partner

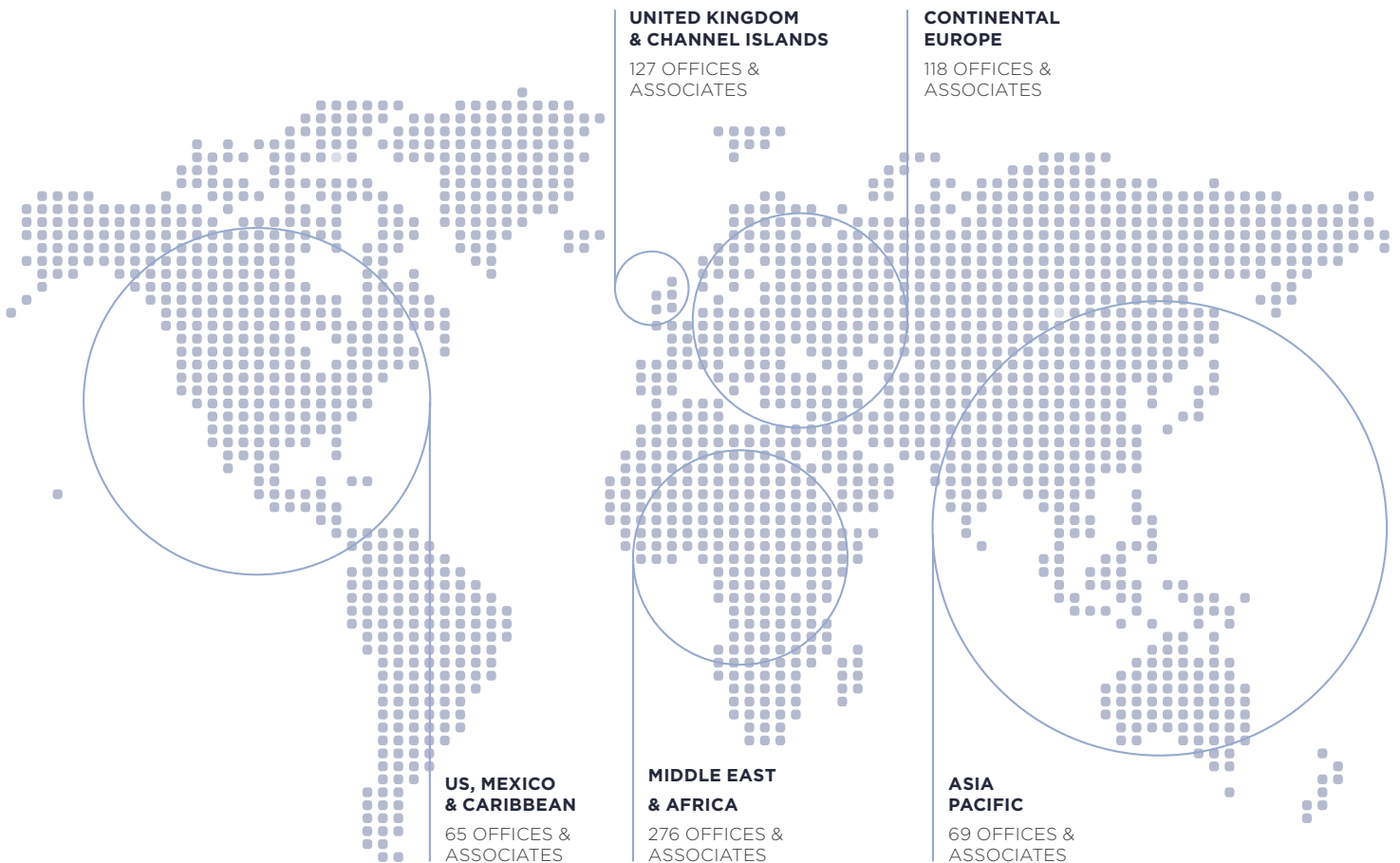


ABOUT SAVILLS

£1.93 billion
2019 group revenue

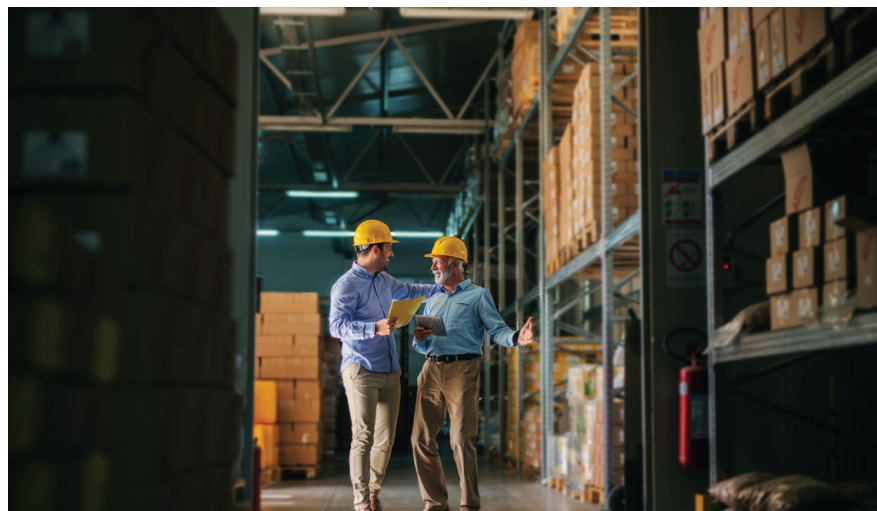
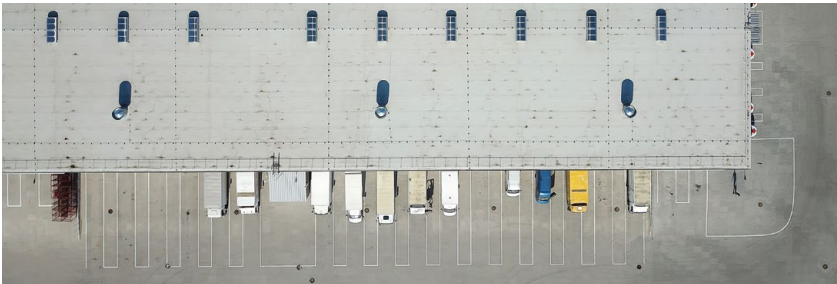
Over 600
offices and associates creating a
strong global reach and network

Over 39,000
employees across Europe, Asia
Pacific and the Americas

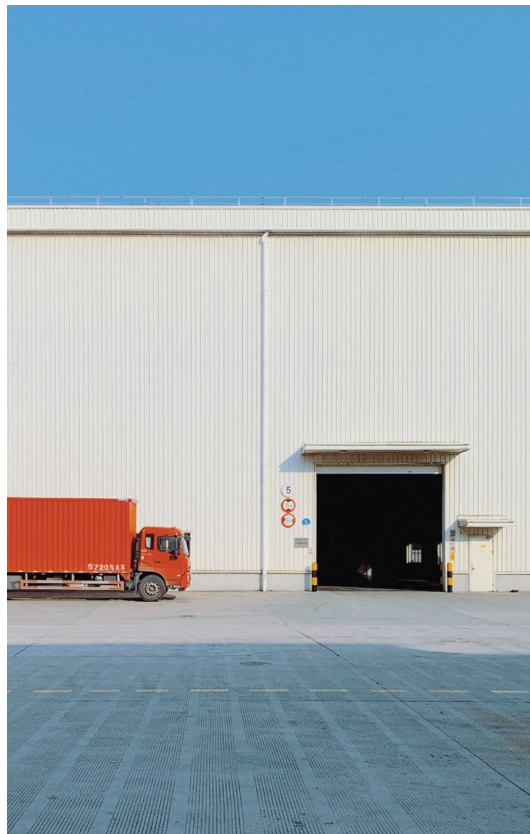


INDUSTRIAL SERVICES

Property
Sales & Acquisition



Industrial & Logistics
Consultancy



Land for Industrial & Logistics Development



OUTLOOK

E-commerce, the ever-present risk of supply disruptions, volatile and unpredictable consumer demand, emerging technologies, environmental issues are combining to create global supply chains with increasing complexity.

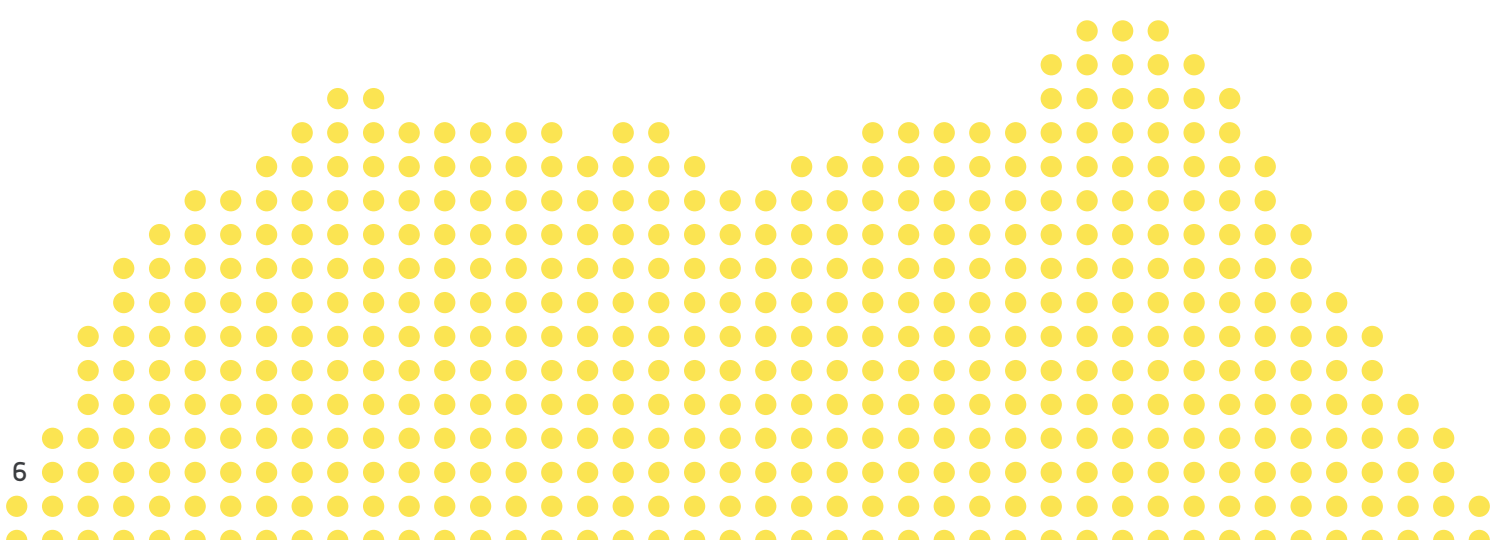
We transform challenges of the current market into solutions and allow our Clients to focus on their core business.

Warehouse demand has considerably diversified over the last decade, with both the number and sizes of signed lease agreements changing. Leases for very large warehouses are becoming increasingly commonplace. Buildings with an area of 50,000 sq m are no longer a rarity or an exclusive domain for e-commerce giants such as eMAG. In local terms, new major market players are entering Romania while the present players are investing in further growth.

Demand is also rising for small business units and last mile delivery centres, which allow to serve local markets fast.

The pandemic has seen a new concept emerge and the market is becoming more challenging.

Further development of the market will be connected with the growth of the e-commerce sector. Romania is evolving from a gateway into Europe for a number of retailers as it ticked all the boxes for e-commerce tenants requirements into an also domestic driven market. The automatization process will be seen along with more ecological solutions introduced in warehouses aiming to mitigate buildings' negative impact on the environment.





OUR INDUSTRIAL & LOGISTICS SERVICES AND TEAM ARE HERE TO ADVISE A WIDE RANGE OF CLIENTS ON PROPERTY ACQUISITION, OCCUPATION AND OWNERSHIP STRATEGIES, ASSET MANAGEMENT, REGENERATION, PLANNING, DEVELOPMENT AND BUILDING CONSULTANCY, STOCK CONDITION, DISPOSAL AND MANAGEMENT.



INDUSTRIAL SERVICES

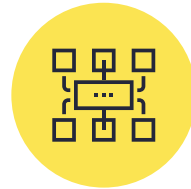
OUR APPROACH



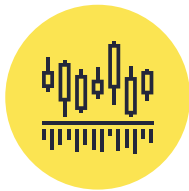
All services related to warehousing and industrial integrated in one Industrial Services Hub



Personal experience of team members in the field of real estate development, logistics, property management, project management allows to overview and optimize logistics processes and leased space



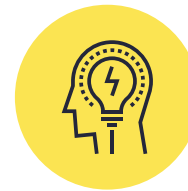
Wide network of contacts and business relationships with all market players, we can deliver the most efficient solutions in all regions of Romania



Advanced tools & professional data management supports experienced consultants



Professional research and market reports enable proactive approach



Sustainable organisation and diversified teams build a community of real estate, logistics and industrial experts and cooperation platforms

WAREHOUSE & INDUSTRIAL PROPERTY LEASE

Based on the analysis of your current situation and needs, we will shortlist the most appropriate offers, considering both existing properties and schemes in the pipeline. We will find you an optimal warehouse even if it doesn't exist yet. After verification of offers and consultations we will select and present the best solution and negotiate conditions of the selected offer to make sure all your requirements and guidelines are met.

lease signed on the best possible terms and conditions.

We identify the right location after analysing our Clients' requirements (type of activity, labour needs, flow of goods, transportation links, micro and macro analysis). Detailed comparison of available options including rents, service charges, media cost, layouts, sustainable solutions, technical improvements, tenants incentives, tax releases and many other factors allows tenants to make proper decisions. Complexed support in negotiation process results in achieving the most attractive both: commercial and non-commercial conditions and secures future growth.



BENEFITS TO THE CLIENT

Offers that meet your criteria

Timeliness and transparency
of the process

Flexibility in selection of
proposed solutions

Professionalism and putting
your interest first



Need a warehouse? You are in the right place! We will guide you through the entire process of choosing the best solution. We will develop a strategy, find a location and see to every detail.

LEASE RENEGOTIATIONS

Is your lease due to expire? We recommend starting renegotiations at least one year before your lease ends.

Renegotiations are generally conducted to bring down costs, but sometimes involve space contraction or expansion or even relocation. Our job is to obtain optimal and substantial savings for our Clients. We represent Clients from all business sectors, providing support throughout the renegotiation process and making sure objectives are achieved.

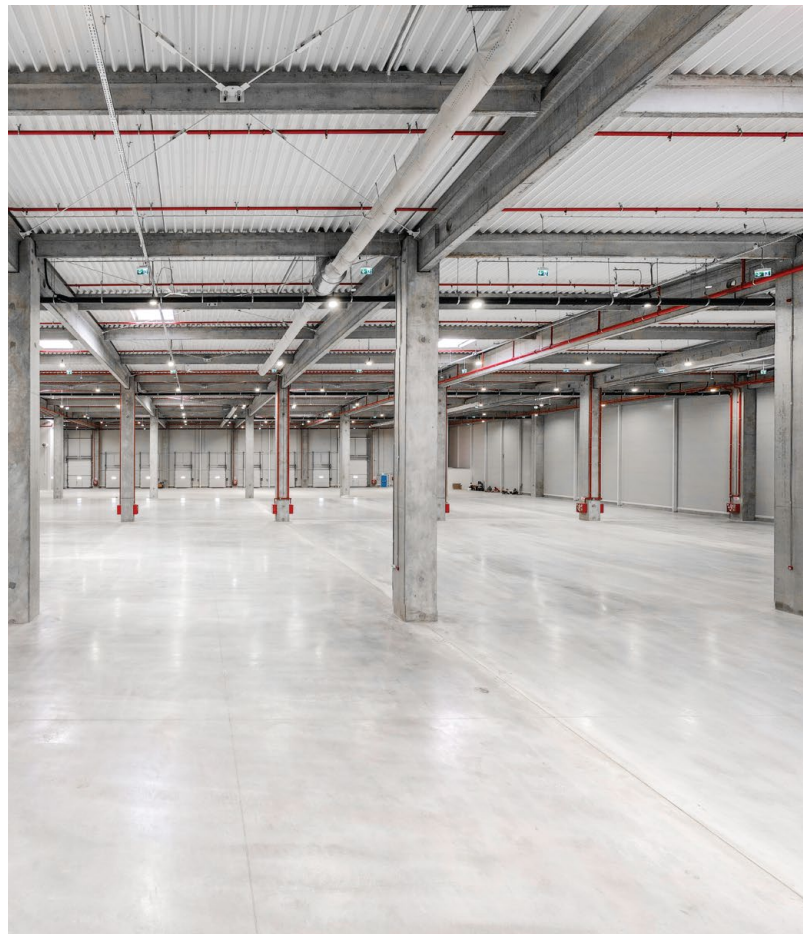


BENEFITS TO THE CLIENT

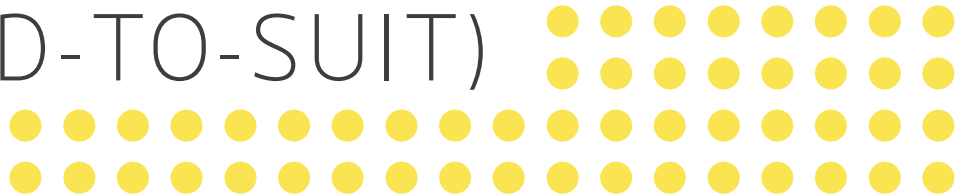
A full review of available solutions and spaces

Optimization of leased space

Lower lease costs



BTS (BUILD-TO-SUIT) PROJECTS



BTS (build-to-suit) projects are dedicated to the Clients exact needs.

These schemes are often built outside typical logistics parks due their size, location and specialist equipment required for the Client's business operations or identified needs. We provide comprehensive consultancy services, taking into account availability of human resources, right through to selection of the final solution and completion of all formalities. We make sure that a BTS project is reviewed in terms of reported requirements, feasibility, ESG and selection of investor.



BENEFITS TO THE CLIENT

Selection of an experienced and trusted developer through tendering

Timely delivery of a BTS scheme

Efficient arrangement of usable space - ESG Awareness

Efficient use of technological solutions implemented in a building



WAREHOUSES

WITH LOGISTICS SERVICES

Looking for a solution that will reduce your daily workload of coordinating your warehouse processes? Would you rather focus on running your business? Why not entrust your warehouse and logistics duties to an experienced logistics operator?



Time savings

Costs optimization

Improved warehouse and logistics processes

Process oversight by a specialist



BENEFITS TO THE CLIENT

Comprehensive services, including acceptance and release of goods, storage, inventory monitoring, order picking, labelling, packing, handling complaints and returns

PROPERTY ACQUISITION AND SALE

Do you want to sell your warehouse, industrial building or development land? Our in-depth market insight and a customised strategy will optimize your sales pricing.

- ☑ FUNDING
- ☑ VALUATION
- ☑ DUE DILIGENCE
- ☑ MARKETING
- ☑ SALES STRATEGY
- ☑ SUPERVISION

We handle the entire process: from due diligence of a property and sales strategy, through drafting of all documents and valuation, to marketing and supervision of the transaction. This is a time-consuming and complex process and we endeavour to limit any inconvenience to the Client ensuring that your transaction ends successfully.



BENEFITS TO THE CLIENT

Delivery of all required documents and reports

Expert support throughout the whole process

A customised strategy

Oversight of the process and achievement of the Client's targets

OUR TEAM - STRUCTURE

Crosspoint Real Estate, an International Associate of Savills in Romania, has delivered a significant number of industrial and warehouse consultancy projects in the past 5 years.

The team has been involved in leasing, location analysis, asset valuation, alternative use, land disposals, highest & best use studies for various assets and portfolios nationwide.

Industrial advisory work conducted nationwide

Bucharest, Cluj - Napoca, Iasi, Constanta, Arad, Timisoara, Craiova, Ploiesti, Targu Mures, Bacau, Suceava, Calarasi, Pitesti, Slobozia, Brasov, Buzau, Sibiu and Campina.

INDUSTRIAL SERVICES COVERAGE



SELECTION OF CLIENTS

NOVOMATIC

TOMRA

LOGISTIC
PARKS

TRACTEBEL
ENGIE

VGP
BUILDING
TOMORROW
TODAY

alaska
energies

BLACKROCK
— INTEGRATED PROPERTIES —

Raiffeisen
BANK

ALINSO
VALUE YOUR SPACE

SIF
MUNTENIA

Aeroma
ODORIZANTE
Personalizeaza-ti
teritoriul!

ctp

YAZAKI

Holcim

LOGICOR

AIC
Industrial & Logistic Development
| Romania |

EUROCLEANER
service & engineering

globalworth
PPP

DECOR
FLOOR

Lime

foodpanda

ELEMENT
INDUSTRIAL

DOMENIILE
DAVIDESCU

FREUDENBERG
INNOVATING TOGETHER

Incaf Logistics Services SRL

IMMOFINANZ

TO FIND OUT MORE ABOUT THIS SERVICE PLEASE CONTACT OUR EXPERTS



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