RETAIL Q4 2024





MARKET FUNDAMENTALS 12-Month YOY Chg Forecast €8,600 Disposable Income Per Capita €90.00 Prime Rent, sq. m/month 7.25% Prime Yield **ECONOMIC INDICATORS** YOY 12-Month Chg Forecast 1.9% **GDP** Growth Q4 2024 4.8% CPI

7.4%

Retail Sales

Source: Moody's

Growth Q4 2024

ECONOMY: GDP GROWTH WITH PERSISTENT INFLATION

Romania recorded a consistent GDP growth of 1.9% in Q4, with an overall surge of 1.3% throughout 2024. Retail sales were a major catalyst in this regard, with an overall growth of 7.6% across 2024. Inflation remained relatively high at 4.8% in Q4 (5.7% on average in 2024), but the 2025 forecasts are positive, indicating a lower mean of 3.9%. Amid these inflationary pressures, the National Bank of Romania has not operated further key interest rate cuts in Q4, with the benchmark still being quoted at 6.50%, as the next movements are expected at the end of Q1 2025.

SUPPLY & DEMAND: CONSISTENT NEW SUPPLY ACROSS 2024

Shopping Park Pitesti (22,500 sq. m), the major refurbishment of Jumbo Center in Bucharest (25,700 sq. m) and Crevedia Retail Park (12,000 sq. m) were the most important retail completions in Q4. Therefore, the 2024 new supply was of ~180,000 sq. m GLA, reflecting a 15% decrease when compared with 2023, while still being one of the best years in the past decade when it comes to new completions. The modern retail stock in Romania reached 4.62 million sq. m, which corresponds to a density of 243 sq. m/1,000 inhabitants, one of the lowest in the CEE region. The potential for further growth can be noticed in the current developers' plans which exceed 700,000 sq. m GLA (under construction or planned projects) and which are due to be completed by 2028/2029.

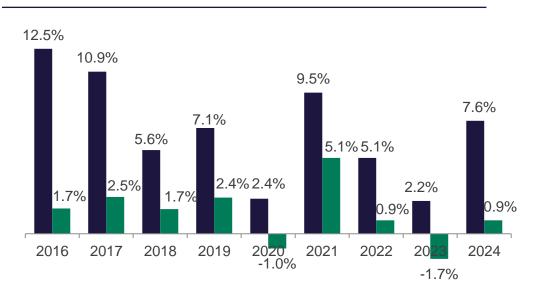
PRICING: STABLE RENTS IN Q4

The prime shopping center and high street rents remained stable in Q4, with benchmark Bucharest values of €90 and €60/ sq. m/ month for units between 100 - 200 sq. m at the ground floor of dominant shopping centers and on high street locations respectively, while the corresponding figures in secondary cities, such as Cluj - Napoca, Timisoara, lasi and Constanta were ranging between €50 - 65/ sq. m/ month.

BUCHAREST PRIME RENT



ROMANIA VS. EURO ZONE RETAIL SALES GROWTH Y/Y



■ Romania ■ Eurozone



MARKET STATISTICS

| SUBMARKET | SHOPPING CENTRE STOCK (SQ. M) | SHOPPING CENTRE PIPELINE UC (SQ. M) | POPULATION* | DENSITY (SQ. M / 1,000 INHABITANTS) | PRIME RENT (€/MONTH) | PRIME YIELD (%) |
|---------------|----------------------------------|-------------------------------------|-------------|--|-------------------------|-----------------|
| Bucharest | 774,700 | 46,000 | 1,716,983 | 451 | €90 | 7.25% |
| Cluj - Napoca | 125,500 | - | 286,598 | 438 | €65 | 7.60% |
| Timisoara | 173,000 | - | 250,849 | 690 | €55 | 7.70% |
| lasi | 82,000 | 125,700 | 271,692 | 302 | €55 | 7.60% |
| Constanta | 122,000 | - | 263,707 | 463 | €50 | 7.90% |
| Brasov | 136,700 | - | 237,589 | 575 | €40 | 8.00% |
| OTHER CITIES | 1,059,600 | 39,500 | | | €35 | 8.00% |
| TOTAL | 2,473,500 | 211,200 | 19,053,815 | 130 | €90 | 7.25% |

*Source: 2022 Census

KEY CONSTRUCTION COMPLETIONS Q4 2024

| PROPERTY | SUBMARKET | MAJOR TENANTS | SIZE (SQ. M) | OWNER / DEVELOPER |
|-----------------------|-----------|--|--------------|------------------------------------|
| Jumbo Center* | Bucharest | Jumbo, KiK, Stay Fit Gym | 25,700 | Rosequeens Properties |
| Shopping Park Pitesti | Pitesti | Leroy Merlin, Pepco, CCC, Sinsay, KiK, Tedi, DM | 22,500 | Mitiska REIM - Square 7 Properties |
| Crevedia Retail Park | Crevedia | Annabella, Pepco, JYSK, Deichmann, Sinsay, CCC, Tedi. Flanco | 12,000 | REPACO Capital |

^{*} Major refurbishment of the former Liberty Center project

MAJOR PROJECTS IN PIPELINE*

| PROPERTY | SUBMARKET | SIZE (SQ. M) | OWNER / DEVELOPER | | |
|--|---------------|--------------|---------------------------------|--|--|
| Transilvania Mall | Cluj - Napoca | 130,000 | Prime Kapital - MAS Real Estate | | |
| Mall Moldova | lasi | 125,700 | Prime Kapital - MAS Real Estate | | |
| Rivus Cluj | Cluj - Napoca | 120,000 | Iulius Group - Atterbury Europe | | |
| Bacau Shopping Mall | Bacau | 51,200 | Prime Kapital - MAS Real Estate | | |
| Galati Retail Park | Galati | 40,900 | NEPI Rockcastle | | |
| Nhood Resita | Resita | 35,000 | Nhood | | |
| Promenada Mall extension | Bucharest | 32,000 | NEPI Rockcastle | | |
| *Under construction or in different zoning / planning stages | | | | | |

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