

Expression of Interest Letter for the development of an urban regeneration project in the city of Constanta

IULIUS company, with over 20 years of experience, is the only developer and operator of mixed-use projects in Romania and, at the same time, the largest real estate company in Romania. The company has contributed to the urban development of the large cities chosen to invest in, revolutionizing the market by implementing several concepts for the first time in Romania: the first mall outside Bucharest and the first mixed-use urban ensemble.

With a market value of over 1,28 EUR, the company's portfolio includes, at the moment, over 300.000 sqm of retail spaces and 130.000 sqm of office spaces, generating an annual turnover of 120 million EUR. All our projects are premium projects, located in ultra-central locations and with regional impact.

We are market leaders in the regional capitals of Romania (Cluj-Napoca, Timisoara, Iasi and Suceava), cities that we consider the pillars of the extraordinary development that Romania has had in recent years. Our projects combine various functions, from offices to retail, hotels, parks and recreation areas, conference centers and more. Our development is determined by two directions: mixed-use projects that constitute unreplicable urban centers and long-term sustainability.

Our ambitious journey included various premiering concepts for the European space and was led by two main values: INNOVATION and PIONEERING, which was confirmed by various recognitions and awards obtained at international level: PALAS Iasi – “The best development in Central and Eastern Europe” (MAPIC) or Iulius Town – “5 Star Winner Best Mixed Use Development Romania” (The European Property Award).

Our portfolio includes various premiering concepts, including the first mixed-use ensemble in Romania (PALAS IASI), the largest suspended park in Romania, the only LEED Neighborhood Development certified project in Central and Eastern Europe, the largest passageway and underground car park in Romania and, last but not least, four GUINNESS world records.

Our projects represent the largest regional business poles in Romania, being the headquarters of over 50 of the most famous international company names in Romania (Microsoft, Amazon, IBM etc), all long-term contracts (7-10 years) and having an ongoing development plan. At the same time, these gather the most famous international retail brands, providing a wide range of entertainment for all categories of public.

We are not a speculative developer, a fact confirmed by the rental rate of 100% of our entire portfolio. PALAS IASI project represents the only complex development in Romania which continued to develop during the financial crisis in 2008. After one year of COVID 19 pandemic, our portfolio continues to develop. These are the proof of our assets resilience and represent, at the same time, the best certification of the business model.

IULIUS projects transcend their functional role and harmoniously blend with the identity of their respective communities, which is what makes us special on the real estate market in Romania. The quality of assets as well as the business vision pursue one thing: the consolidation of long-term investments to ensure a stable and growing cash flow.

Our mission is to develop the most powerful network of mixed-use ensembles in Europe, made up of urban regeneration projects aiming to become representative on the international real estate market.

We hereby express our interest to establish a partnership in order to develop a mixed-use urban regeneration project in the city of Constanta, according to ANNEX: ESTIMATIVE OFFER SUMMARY, following that the detailed offer to be presented upon your request.

We trust that the experience and results shown during over the last twenty years of activity by the IULIUS company can be the basis for the development of an ensemble which will make Constanta a national and international destination and an active city throughout the year.

Iulian Dascalu

President of IULIUS

ANNEX: ESTIMATIVE OFFER SUMMARY

Form of partnership proposed	Partnership according to the provisions of the Civil Code
Object	Regeneration and urban development mixed-use project on the land in the area of approximately 38 ha located in the city of Constanta, North Storage Area, building A and B, land in the property of Oil Terminal S.A. company.
Partners	Partner: Oil Terminal S.A.
Contributions	Oil Terminal S.A. – right of user over the lands related to the project Investor – Developer: <ul style="list-style-type: none"> (i) Ensuring financing from own sources or established for the development of the Project (ii) Implementation of the technical projects and the urban planning documentation (iii) Project Management in the development stage and (iv) Project administration in the operation phase.
Partnership outcomes share rate	Partnership outcomes shall be divided between the two partners in shares detailed subsequently.
Estimated value of the development	Approximately 815,000,000 Euro from own or obtained sources.
Estimated value of the profit made during the first 15 years of operation	The estimated value of the profit to be made during the first 15 years of operation shall be detailed subsequently.
Partnership duration	The duration of the partnership shall be established according to the applicable provisions of the Civil Code.
Project concept	Final functions shall be established according to the zonal urban plan to be issued by the Developer and approved by the public competent authority. The concept shall cover all the conditions related to the environmental and sustainability criteria applicable to the Project.
Project development	The investor shall achieve the development of the Project according to the urban plans approved and construction permits issued for the objectives of the Project.
Construction deadlines	According to the construction permits which will be issued for each construction.