



PRESS RELEASE

Dunwell has secured a new investment in Romania: Citronex, one of the world's largest banana importers and distributors, has leased 4,000 sqm of warehouse in MLP Bucharest West

- Citronex opens its second distribution center in Romania;
- Dunwell and MLP Group have sealed their second successful transaction in Romania;
- The potential development announced at the beginning of this year could reach approximately 700,000 sqm of new industrial spaces;

Bucharest, 26th of November 2019 – Polish group Citronex, one of the world's largest banana importers and distributors, has leased 4,000 sqm of warehouse in MLP Bucharest West, a transaction assisted by Dunwell, the biggest real estate agency specialized in the industrial sector in Romania.

Through this transaction, Citronex inaugurated its second distribution center in Romania, after the one opened last year of 2,500 sqm warehouse in Timisoara, a deal also assisted by Dunwell.

“Romania keeps its trend of being an attractive market to foreign investors. After their entrance on the market in 2018, Citronex's successful business growth in Romania has led them to seek new opportunities in our country. We are excited that we have succeeded in finding the best solution, within MLP's project in Western Bucharest, and in attracting such an important investment locally”, said Daniel Cautis, managing partner Dunwell.

MLP Group has started the construction of their first logistic park in Romania at the beginning of 2019, in the western part of Bucharest, a project consisting with a totally projected construction of 99,000 sqm of lettable area.

Dunwell and MLP Group have already sealed their second successful transaction in Bucharest. In the third quarter, the consultancy agency secured MLP's first tenant – Marelvi - one of the biggest distributors in Romania, who had leased 8,400 sqm of warehousing - almost a third of the first phase of the project (22,000 sqm) that has already been constructed.

“The tenants analyze with great attention to details the projects they intent to lease, especially the Class A ones, which benefit from a great position and connection to the infrastructure, and also higher safety levels. This is the reason why investors and real estate developers have aligned to the latest construction requirements, so that the newly built projects will benefit from the most modern standards”, added Daniel Cautis.

Dunwell estimates that the industrial volumes transacted this year will be similar to the ones in 2018, and will exceed 500,000 sqm, both through agencies, but also directly with the developers. In H1 2019,



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Dunwell has intermediated over 45,000 sqm of industrial spaces and by the end of this year it is expected to exceed 100,000 sqm of transacted industrial spaces.

The total modern stock of industrial spaces in Romania exceeded the 4 mln. sqm threshold, while the potential development announced at the beginning of this year could reach approximately 700,000 sqm of new industrial spaces.

About Citronex

Citronex (www.citronex.pl) is a family-owned business formed in Poland, in 1998. It employs more than 1,000 people and is specialized in banana logistics and transport, tomatoes production and distribution, TIR wash and service stations; fuel stations; hotels, restaurants and supermarkets.

Citronex Group owns one of the largest centers in Europe for banana distribution and import. The enterprise imports most of its fruits from its own plantations in Ecuador and the bananas get to a network of hypermarkets and supermarkets like inter alia, Carrefour, Tesco, Biedronka or Edeka, in Poland, Slovakia, Netherlands, England, Germany, Ukraine and Hungary. The company has entered the Romanian market in 2018, with a distribution hub located in Timisoara.

About MLP Group

MLP Group (www.mlpgroup.com) is one of the leading industrial space developers, operating on the Polish, German and Romanian markets as a property developer, consultant and manager, providing comprehensive solutions to numerous Polish and international clients from the industrial manufacturing and distribution sectors, enabling them to optimise their warehouse and production space. The Group assures excellent quality of its services by developing all its logistics park projects in very attractive locations, using built-to-suit solutions.

About Dunwell

Dunwell (www.dunwell.eu), the first and only exclusive industrial real estate agency in Romania is a start-up founded in 2017, in Bucharest. The agency's main objective is to intermediate the transactions between industrial owners, logistic park developers (new developments, existing, under construction, built-to-suit, brownfield or greenfield projects etc.) and tenants (logistics, traditional and online retailers, FMCG, production). The land division focuses on land transactions, industrial or other developments, from small to big areas. Dunwell's executive team means **Marian Orzu**, one of the most experienced industrial specialists in Romania, with more than 14 years of background in this field, **Daniel Cautis**, with more than 7 years in the industry and **Laurentiu Badea**, with almost 16 years of experience in the Romanian Real Estate market.



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