



iO Partners

We work smarter
to make real estate easier.

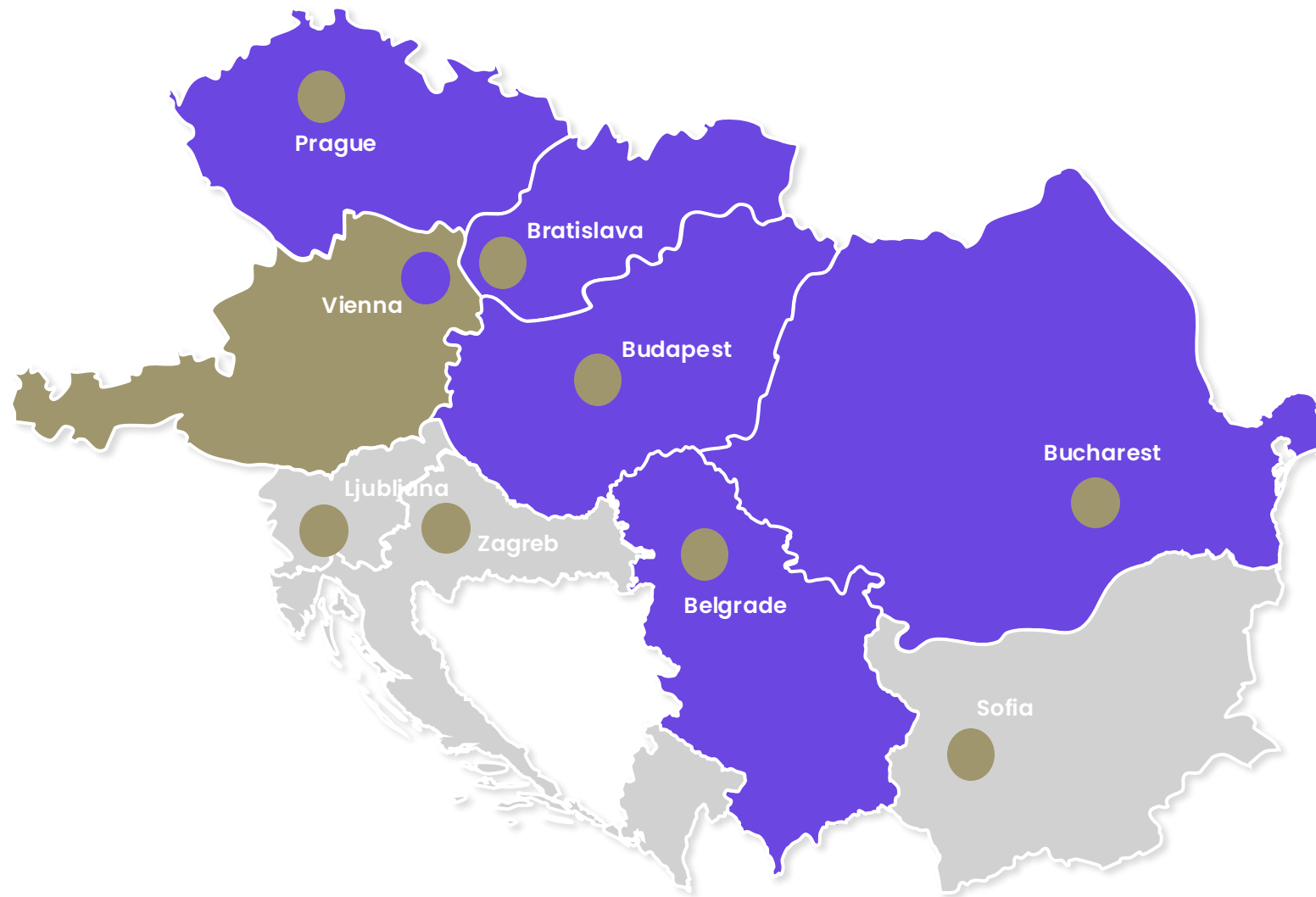
2024

We are **iO Partners**, real estate experts across Czech Republic, Hungary, Romania, Serbia and Slovakia.

As a former part of JLL and now an independent front-runner, we bring a unique blend of global insights and **local expertise**. Our identity merges the trusted reliability of the past with a dynamic, agile approach fit for tomorrow's market demands.

iO Partners is a cornerstone in **leasing, investment, valuation and advisory services**. Our extensive market research and cutting-edge digital platforms empower us to offer strategic, data-driven real estate solutions while delivering unmatched value.

Headquartered in Vienna, iO operates in 5 countries: Czechia, Slovakia, Hungary, Romania and Serbia with oversight over Croatia, Bulgaria and Slovenia.



Our services

iO Partners offers a comprehensive suite of services, including Capital Markets, Industrial and Office Agency, Project and Development Services, and Valuation.

We pride ourselves on our Workplace Advisory, Research, and Retail Consulting, delivering excellence across every facet of real estate.



Capital Markets



Industrial Agency



Office Agency



Retail Agency



Project & development services



Workplace Strategy



Design & Build



Valuations



Strategic Advisory & Market Research

170

Real Estate Professionals

66

Leasing Agents

22

Valuers

12

**Capital Markets
specialists**

25

Project Managers

30+

Years of experience in CEE

180+

Years of senior experience

500+

Clients served

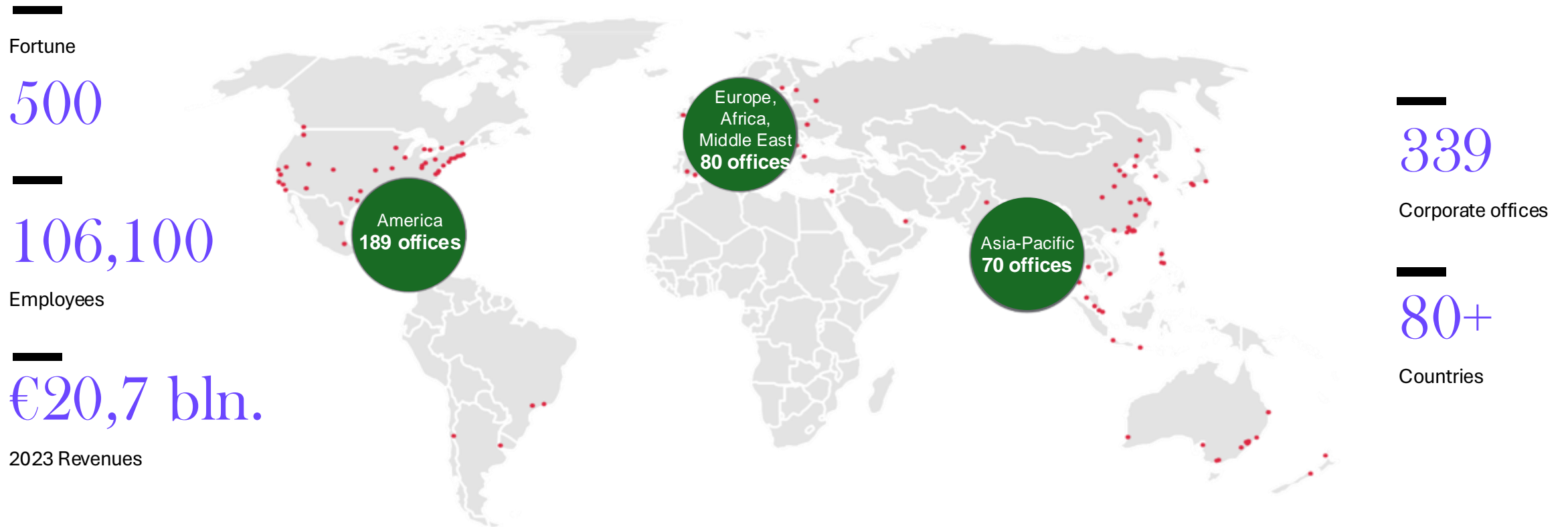
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Countries covered

About our preferred partnership with JLL

JLL is a global consultancy and investment management firm specialising in real estate.

JLL offers a range of services at country, region and global level to clients seeking to enhance the value of their business through property leasing, development or investment.



Fortune

500

106,100

Employees

€20,7 bln.

2023 Revenues

339

Corporate offices

80+

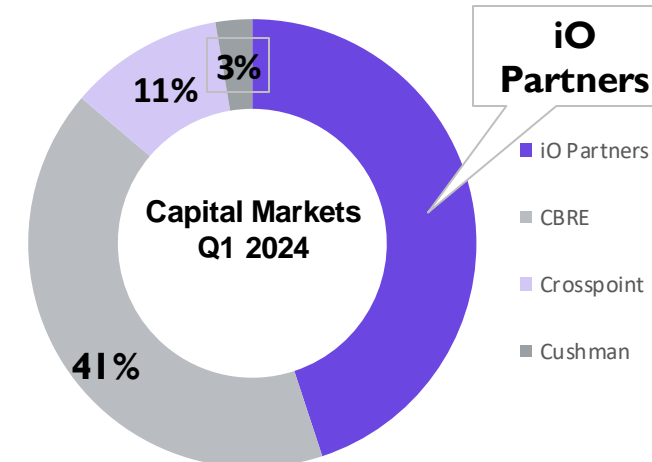
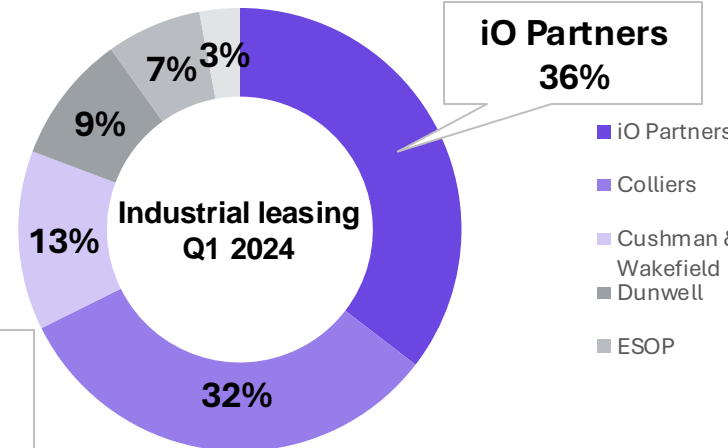
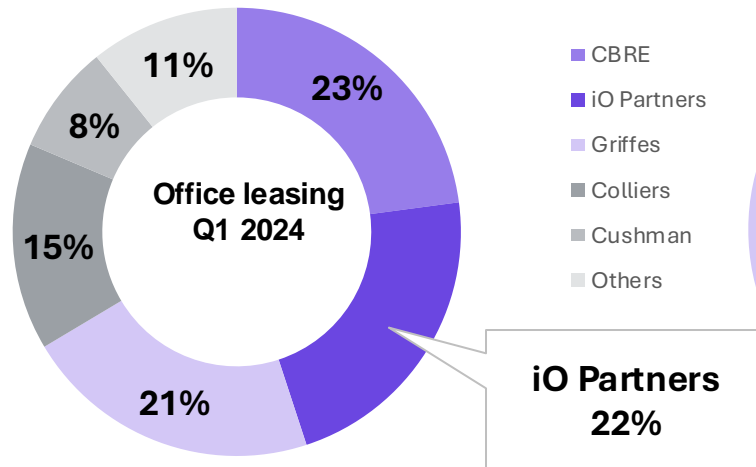
Countries

Facts and Figures

A truly global company with local expertise - the one-stop shop

Romania

2023 Turnover
€6.98 mil.



Our teams in Romania & Bulgaria

Providing complete real estate solutions since 2007



17 years
In Romania

35 employees



Corporate office in
Bucharest

Visit our [web](#)

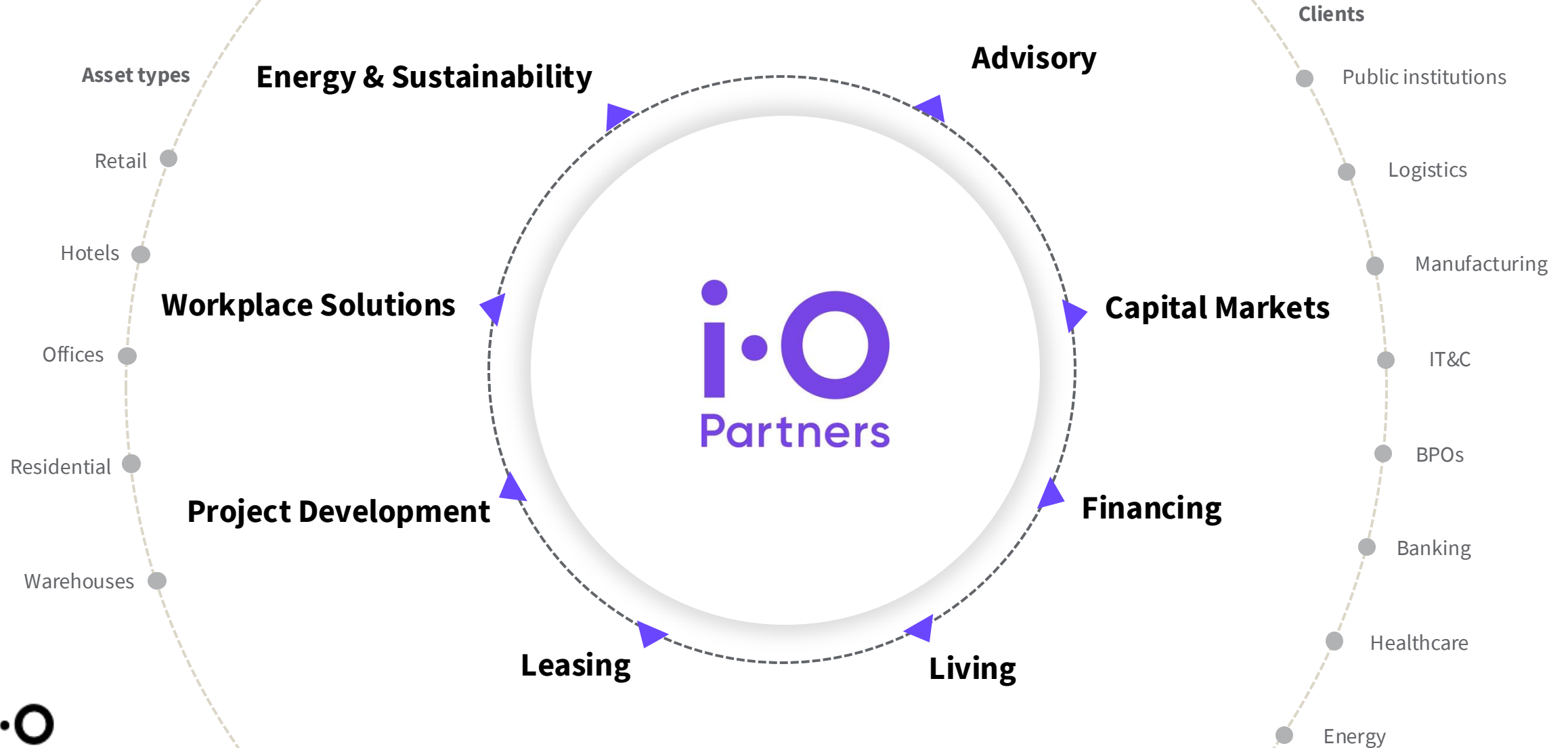


We provide **end to end services**, defining and implementing the best real estate strategy for **property owners, developers, tenants and investors.**

From **tech start-ups to global firms**, we serve all clients across all real estate sectors including **industrial, commercial, retail, residential, hotel, life science and energy.**

Our services

Answers to all your real estate needs



Our services cover a wide range of asset classes

Workplace Consultancy & Change Management

Over 1,026,000 Sqm CRE in EMEA

- Workplace Analysis & Strategy
- Develop Change Management Framework
- Hybrid Workplace programs

Debt & Financial Advisory

7 debt financing transactions of more than €70 mil. in the last 5 years

- Debt Advisory
- Treasury support
- Corporate Capital Markets
- Quantitative and risk management

Office Leasing and Tenant Representation

More than 400,000 Sqm leased over the last 5 years

- Leasing and advisory services for both owners of commercial properties and occupiers.
- Drive value by finding the right space for any business, with a compelling strategy aimed at securing incentives & reducing costs.

Advisory

Thorough analysis and overview of more than 20 real estate projects in the last 5 years

- Market research, feasibility, reconversion and best use studies for all asset types

Land Development Services

More than 1 mil. Sqm transacted in the last 5 years

- Advisory regarding land development projects for industrial, commercial, office and residential.
- Marketing strategies & site conditioning for sales and acquisition of land.

Industrial Agency

More than 800,000 Sqm leased over the last 5 years

- Leasing and advisory services for both owners of industrial properties and occupiers.
- Develop best-in-class real estate strategies by considering the product, flow of goods, labor and distribution needs.

Capital Markets

More than €1.5 bil. transacted in the last 5 years

- Advisory services for disposals and acquisitions, portfolio transactions, as well as financing deals and mergers and acquisitions
- Access to a network of global investors and capital sources

Energy & Sustainability

More than 500MW under development.

- Full service offering within one team: planning, valuations, fundraising, M&A, specialist energy and infrastructure advice
- Sustainability strategy creation and implementation
- Energy and cost reduction

Living

Consultancy services in process for transactions of over 1,000 units portfolio

- Full range of consultancy services from market research, marketing and selling strategies, development advisory and sales, investment sell-side and buy-side services, corporate rental services.

Project and Development Services

Over 100,000 Sqm fit-out projects, with more than €90 mil. Value

- Second to none projects and cost management services
- Extensive know how in Fit – Out Projects

The iO Romanian team



Vlad Stanislav
Managing
Director



Board



Andrei Văcaru



Costin Bănică



Viorel Opaïț



Maria Florea

Office



Maria Florea
Head of Office Advisory

Industrial & Renewables



Viorel Opaïț
Regional Development
Director
Head of Industrial

Energy & Infrastructure Advisory



Costin Bănică
Head of Energy &
Infrastructure Advisory

Capital Markets



Andrei Văcaru
Head of Capital
Markets CEE

Project and Development Services



Vlad Stanislav
Interim Head of PDS

Strategic Advisory



Andreea Hamza
Head of Living Department

Research, Data & Advisory



Alexandru David
Head of Research

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