ROMANIA DALA CENTERS

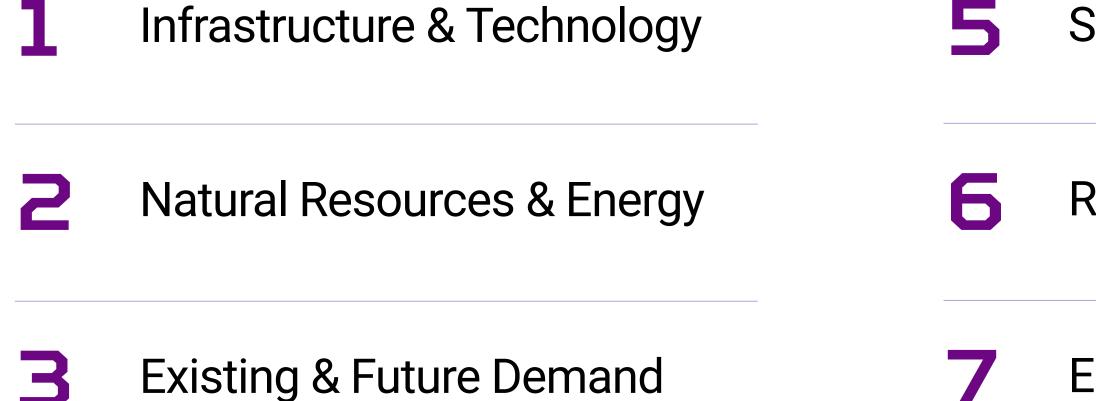




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Security & Natural Hazards

Romania Data Center Market

European Data Center Investments

Data Center Trends



FOREWORD

Just as the 20th century marked a new era in human civilization through the industrial revolution, the 21st century is undeniably all about technology reshaping both our society and our everyday experiences. 23 years ago, at the time of the dotcom bubble burst, only 7% of the global population had internet access. Today, more than 5 billion people are connected to the internet, with an estimated 100 zettabytes of data generated currently per year.

Consequently, this exponential expansion has given rise to a corresponding growth in the data center industry, with more than 8,000 operational data centers worldwide. In recent times, the energy crisis resulting from the Russia-Ukraine conflict, the need for operators to reduce costs but, most significantly, the impending threat of climate change, have intensified the need to transition toward the development of sustainable data centers. Projections now indicate that by 2025, data centers' energy consumption could contribute to 3.2% of the world's total carbon emissions, potentially consuming as much as 20% of the global electricity supply.

Romania possesses distinct strategic advantages for data center development, including a substantial proportion of renewable electricity sources, energy self-sufficiency and an availability of large land plots at more competitive prices than those found elsewhere in Europe. Since the data center industry in Romania is still in its infancy, with a limited stock, the following report will explore the opportunities Romania provides to data center operators, its strong suits as well as its weak points and the prospective development of the sector in the following years.





ROMANIA IN NUMBERS

19.05 M INHABITANTS

87% FTTP COVERAGE

52.2% live in urban areas

79/sqm density

€286.5 B 2022 GDP

€15,039 GDP per capita, 2022

37% above EU average

- 4

*This study relies on Crosspoint Real Estate findings and data provided by TeleGeography for the express purpose of this research. It is important to note that the list of data centers may not be exhaustive.





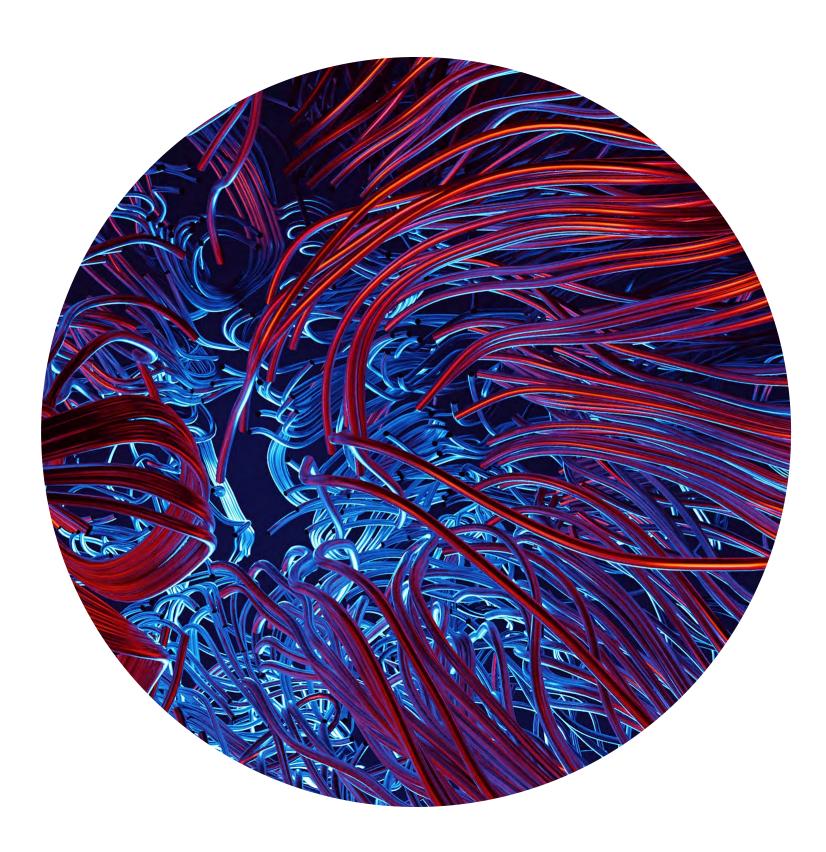
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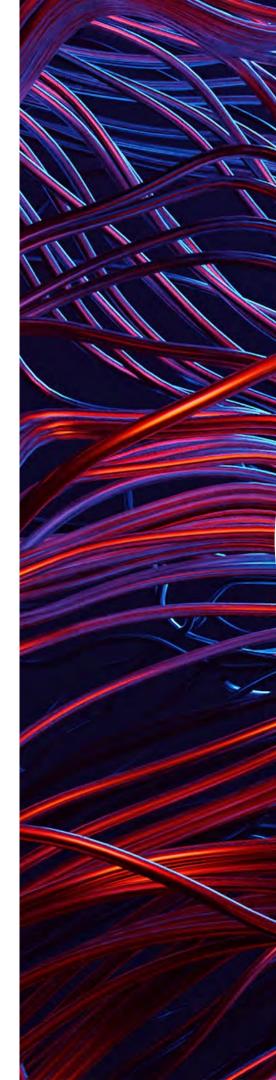
30* DATA CENTERS

60.8 MW capacity 37,200 sqm

26.8% 5G COVERAGE

54.2% under EU average





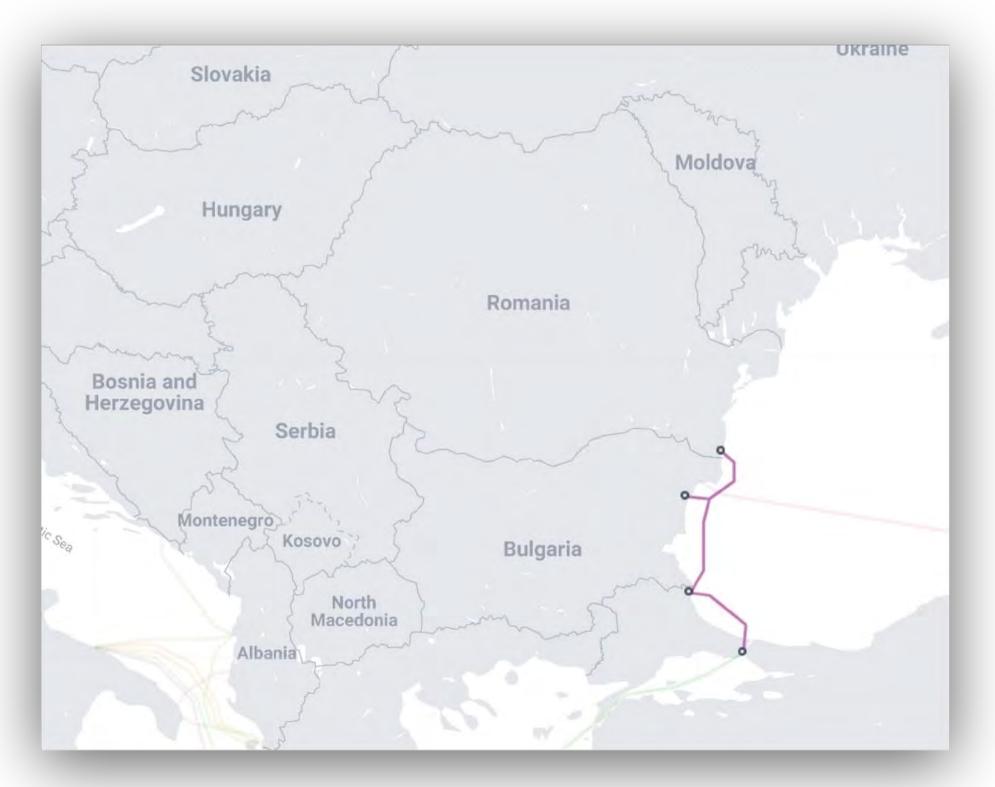
INFRASTRUCTURE & TECHNOLOGY

SUBMARINE CABLES

98% of global internet traffic is routed through approximately 430 operational undersea cables worldwide. Of these, nearly 190 submarine cables are connected to Europe, establishing vital links between the continent, the Middle East, Africa, the Asia-Pacific region and the Americas. Currently, there is only one submarine cable connected to Romania.

While there are no anticipated plans for additional submarine cable projects in Romania, the country's robust internet infrastructure, highly effective internet service providers, and favorable policies overshadow this perceived limitation. As of August 2023, Romania held the 14th position globally in terms of the fastest broadband internet speed, as reported by the Speedtest Global Index.

SUBMARINE CABLE NAME/ OWNER	YEAR	LENGTH	LANDING POINTS
KAFOS/ TURK TELEKOM INTERNATIONAL	1997	538 KM	•ISTANBUL, TURKEY •IGNEADA, TURKEY •VARNA, BULGARIA •MANGALIA, ROMANIA





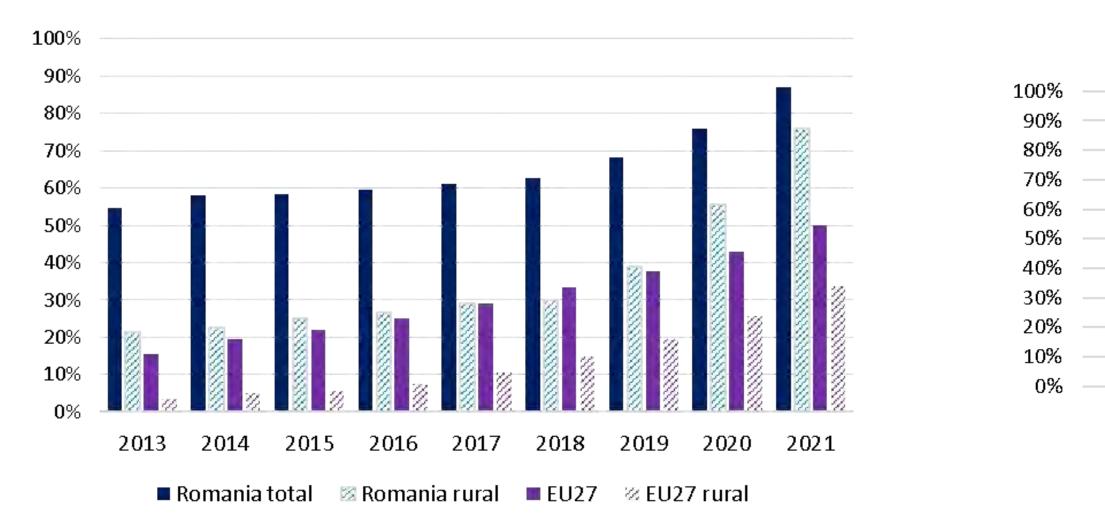


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FTTP & 5G COVERAGE

Romania has the 5th most extensive internet coverage in Europe, with 87.1% of households across the country having internet access, including 75.7% of rural households.

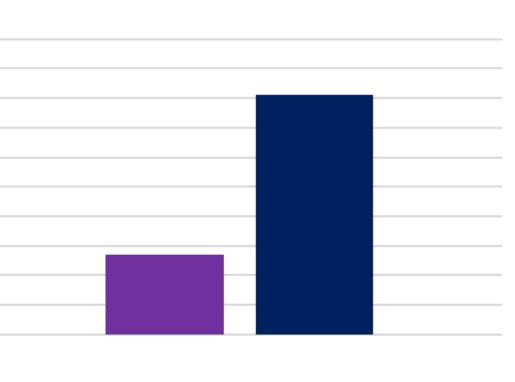
5G coverage in Romania lags behind the European average. This can be attributed to several factors, including the country's low population density, a significant rural population percentage, and the widespread availability of FTTP connections, reducing the immediate demand for higher mobile data coverage.



% OF HOUSEHOLDS WITH FTTP COVERAGE





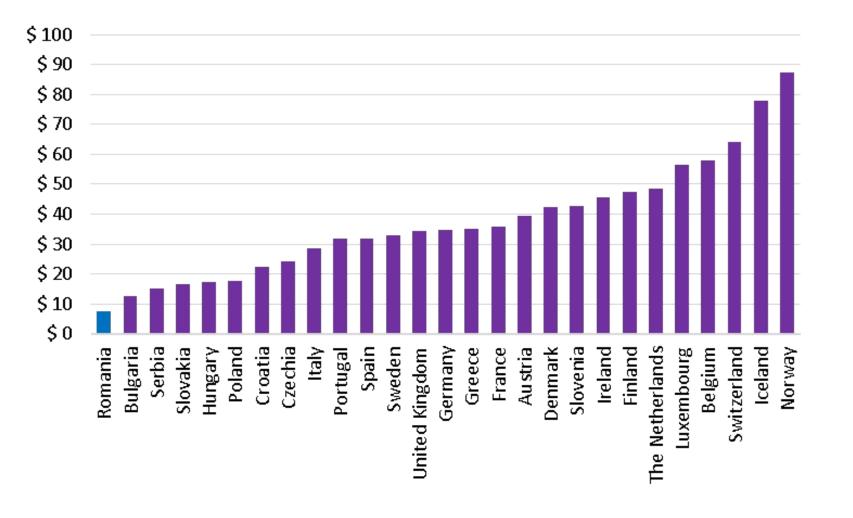


5G COVERAGE, JULY 2022

Romania EU27

TP & 5G PRICING

AVERAGE COST OF BROADBAND, 2023 (USD/MONTH)



Romania has the lowest cost of broadband in Europe, with an average price of \$7.57/month.

The average price for 1 GB of used mobile data stands at \$0.54, one of the lowest in Europe. Additionally, in SpeedCheck's 2022 5G Speed-Price Index, Romania features five mobile data plans that rank among the top 20 most cost-effective plans in the world.







The Netherlands Luxembourg Norway Switzerland Sweden Slovakia Germany Belgium lceland Estonia Croatia Lithuania Ireland Hungary Portugal Greece Latvia Romania Kingdom Denmark Slovenia Czech Republic United I

AVERAGE COST OF MOBILE DATA, 2023 (USD/GB)

MEDIAN SPEED



WORLD RANK BROADBAND 14

160.32 Mbps

Average download speed

99.07 Mbps Average upload speed

6 ms Average latency

Source: Speedtest Global Index, August 2023



51.34 Mbps Average download speed





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MOBILE

12.78 Mbps

Average upload speed

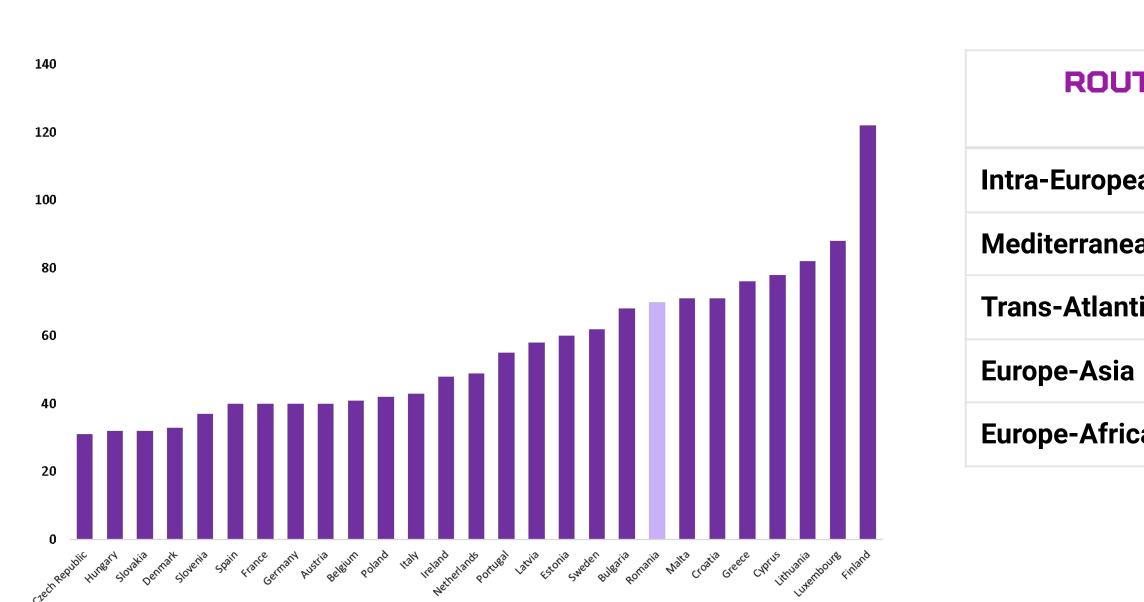


24 ms Average latency

WORLD RANK 45

DATA LATENCY

The average PING is 70 ms on average in Romania, which is on the high end compared to its CEE peers (42 ms in Poland, 32 ms in Hungary) and above the EU average of 56 ms.



AVERAGE PINGS IN THE EU, SEPTEMBER 2023 (ms)



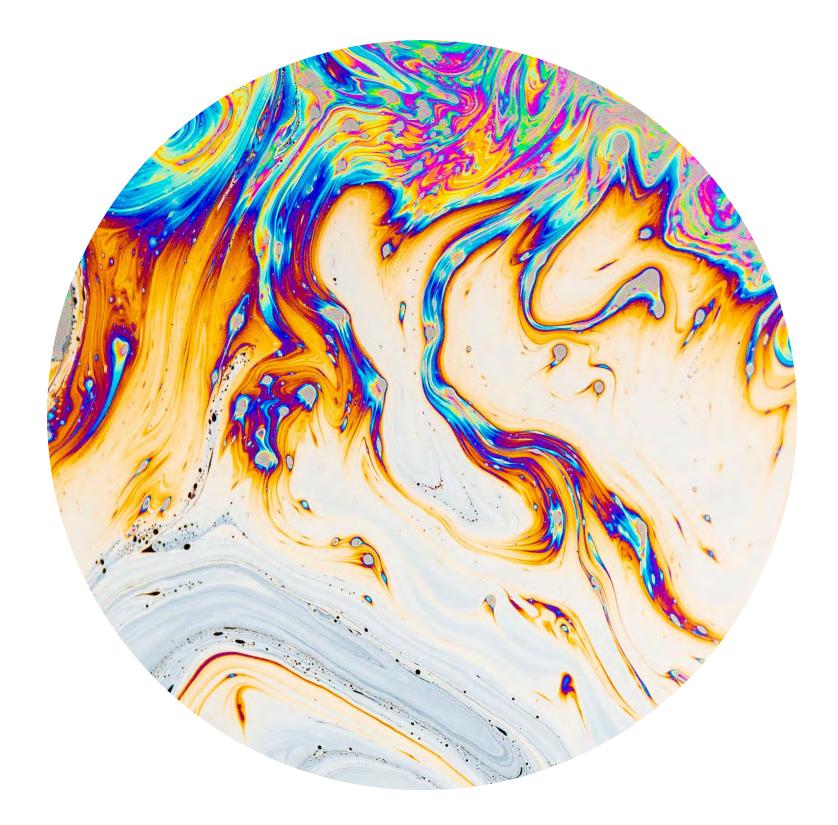


EUROPEAN ROUND TRIP LATENCY

TE TYPES	AVERAGE ROUND TRIP DELAY (MS)
ean	9
an	12
tic	63
	89
ca	105

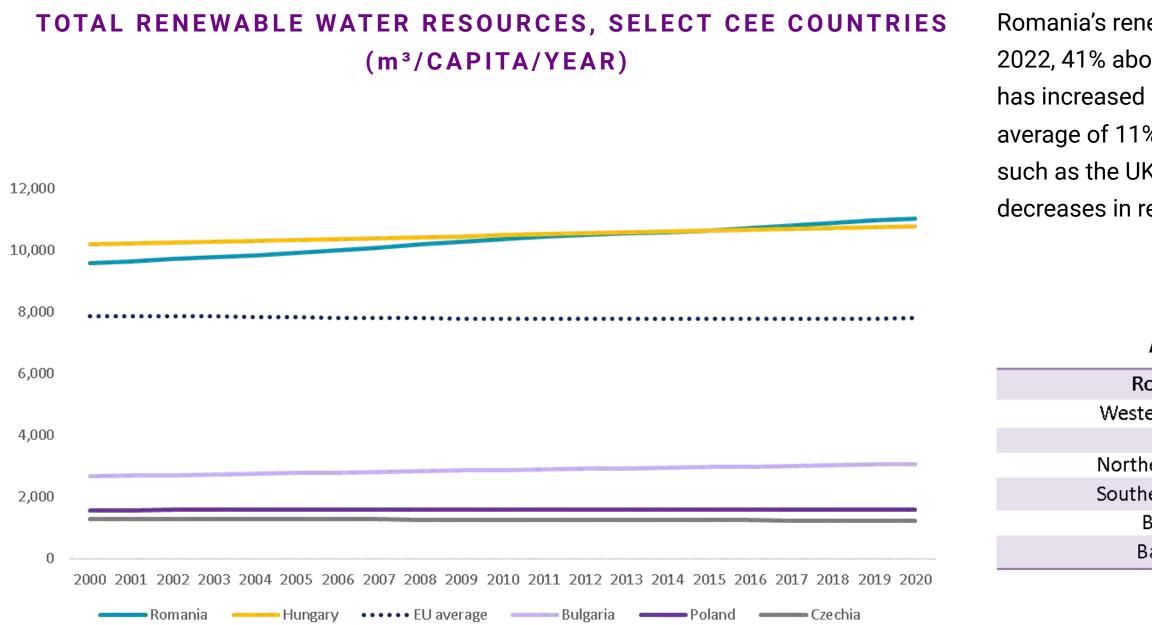
NATURAL RESOURCES & ENERGY

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RENEWABLE WATER SUPPLY





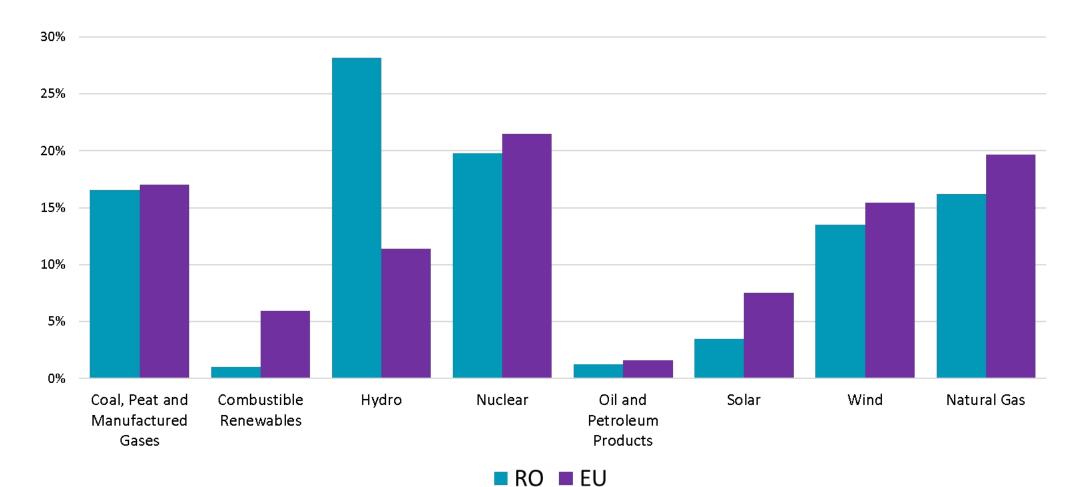


Romania's renewable water resources stood at 11,021 m³/capita/year in 2022, 41% above the EU average. Furthermore, the renewable water supply has increased by 942 m³/capita/year in Romania while decreasing by an average of 11% in 17 of the EU-27 countries. Non-EU European countries such as the UK, Switzerland, Iceland and Norway have also recorded decreases in renewable water resources.

Area	2007		2022
Romania	10	,079	11,021
stern Europe	4	l,681	4,634
CEE	7	7,582	7,587
thern Europe	124	1,232	123,383
thern Europe	2	2,769	2,772
Baltics	12	2,075	12,181
Balkans	8	3,311	8,349

ELECTRICITY SUPPLY

In Romania, 66% of the produced electricity is derived from green sources, including renewables and nuclear, surpassing the overall EU level. Romania will also expand its nuclear capacity by 1,400 MW through the introduction of two additional reactors by 2030.

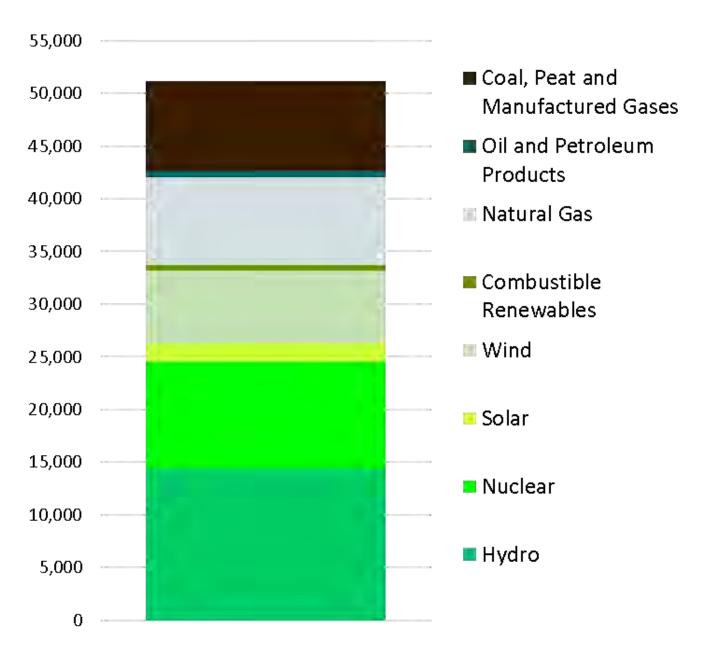


SHARE OF SOURCES IN ANNUAL ELECTRICITY PRODUCTION, ROMANIA & EU TOTAL, 2022





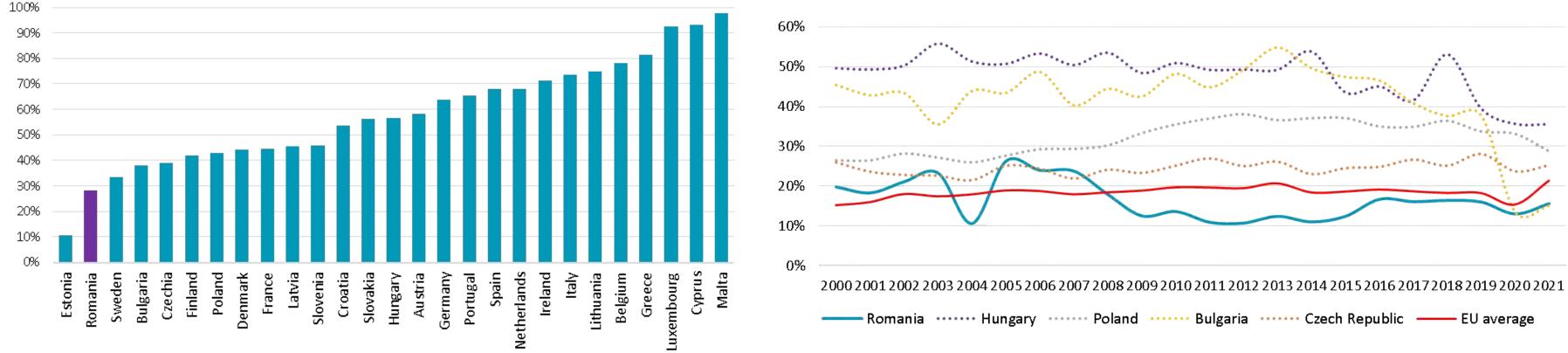
NET ELECTRICITY PRODUCTION (GWH) IN ROMANIA BY PRODUCT TYPE, 2022



ENERGY DEPENDENCY

Romania has the second lowest overall energy dependency in the EU, of 28.2%, and a constant low dependency on Russian fuels, under the EU average.

TOTAL ENERGY DEPENDENCY IN THE EU 2020





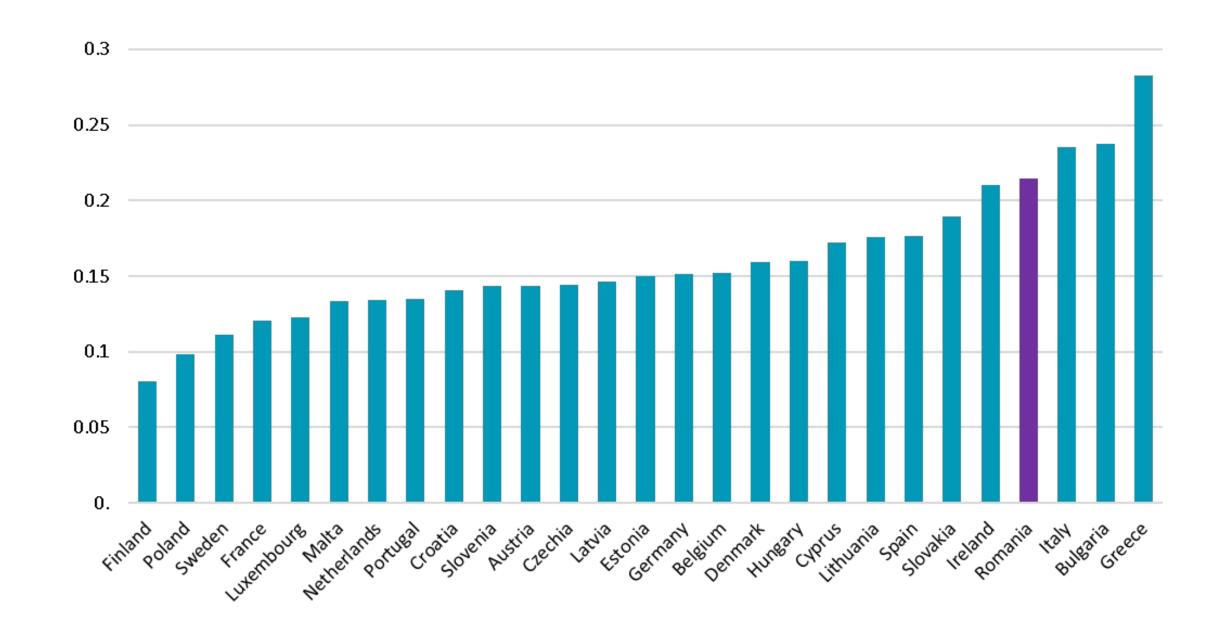


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DEPENDENCY ON RUSSIAN FOSSIL FUELS, SELECT CEE COUNTRIES AND EU AVERAGE 2000-2021

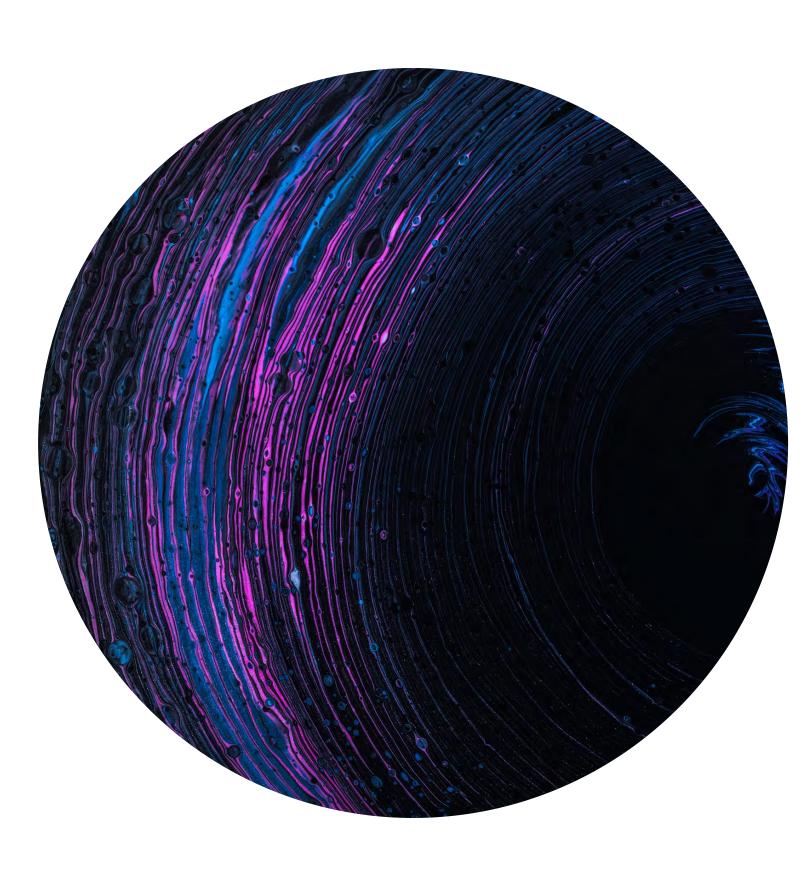
ENERGY PRICES

Despite its high level of energy independency, Romania has one of the highest electricity prices in the EU for non-household consumers. However, electricity suppliers provide a number of facilities meant to encourage investments and significantly reduce the net electricity costs.







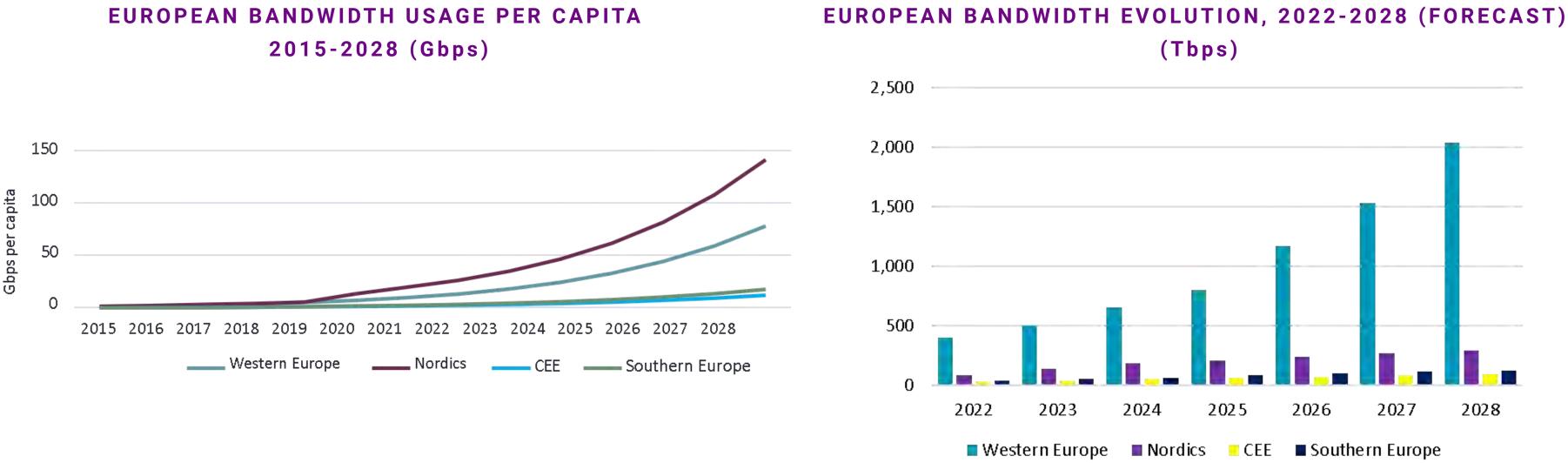




EXISTING & FUTURE DEMAND

BANDWIDTH

Bandwidth in Europe is expected to increase up to 2,540 Tbps* by 2028, with CEE projected to reach nearly 100 Tbps, from 30 Tbps in 2022. Romania's internet bandwidth is estimated at approximately 1 Tbps in 2023**.



Sources: TeleGeography, IEA, Oxford Economics, ANCOM, ITU

*In the context of this document, the conversion of data transfer units uses the metric system (1,000 Gbps=1 Tbps), as per the SI (International System of Units) definition. **Crosspoint Research estimation based on available ANCOM data from 2008-2017, applying the average growth rate recorded during the aforementioned period

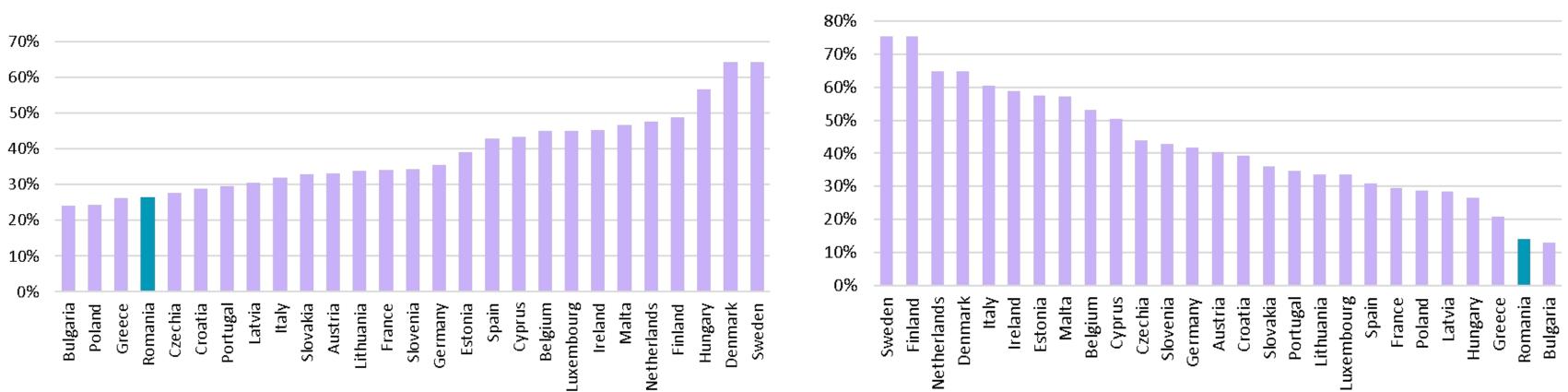




CLOUD USAGE

Cloud technologies were used by only 26.6% of Romanians in 2020, below the 38.6% EU average. The European average of enterprises using/buying cloud computing reached 39% in 2021 up from 19% in 2014 (+111%). However, Romanian enterprises lag behind their European peers with the second-lowest rate of cloud usage in the EU. In 2021, only 14.1% of Romanian-based enterprises used cloud computing.

INDIVIDUAL USE OF CLOUD SERVICES, 2020





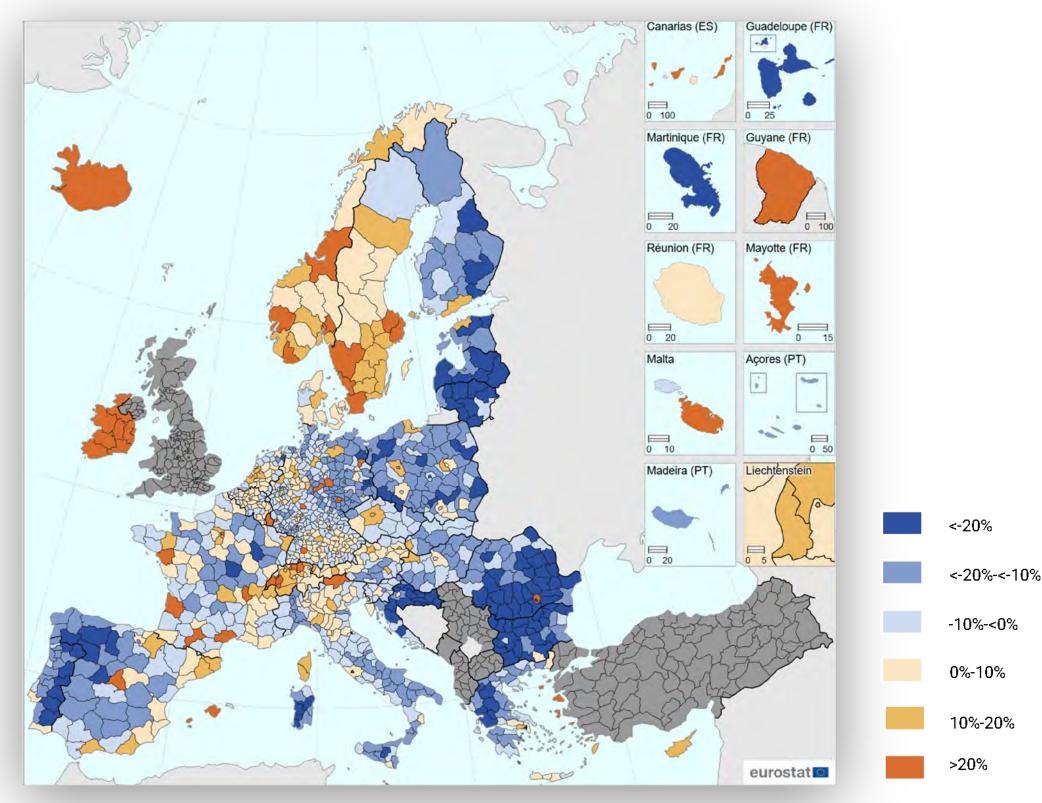


USE OF CLOUD COMPUTING BY ENTERPRISES, 2021

DEMOGRAPHIC EVOLUTION

PROJECTED RELATIVE CHANGE OF THE EU POPULATION BY

NUTS 3 LEVEL, 2019-2050

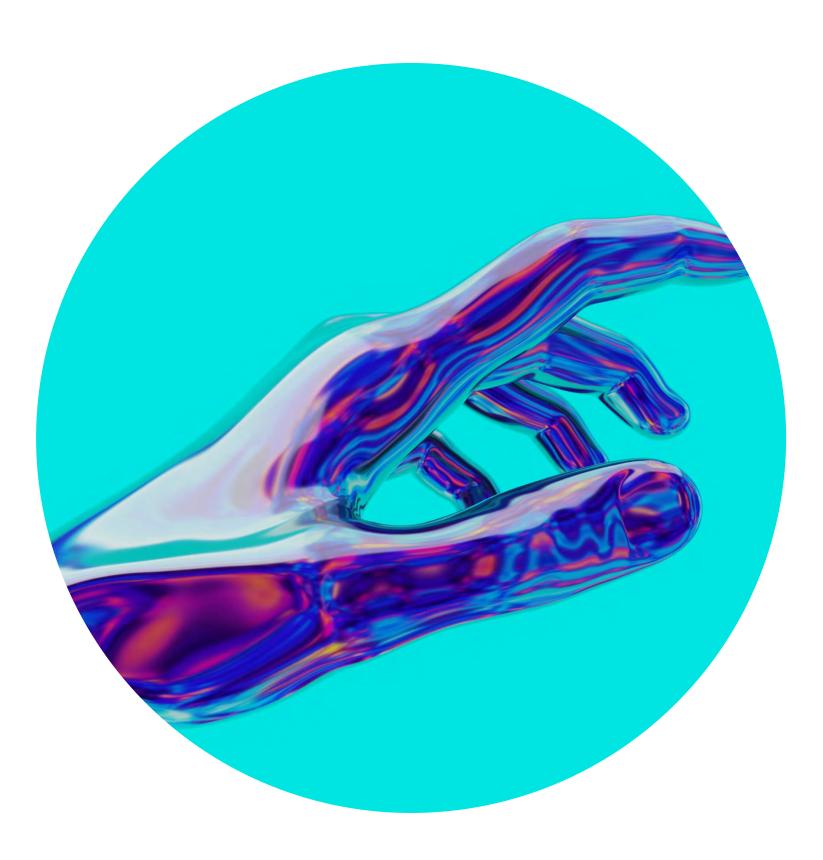


The declining trend in population growth recorded in Romania in the past 10 years is forecasted to continue. Except for Bucharest, where the population is expected to grow by over 20% by 2050, all other areas of the country are projected to record drops in population between 10% to 20%. On a EU level, population is projected to increase in almost three out of five urban regions and to decrease in four out of five rural regions by 2050.





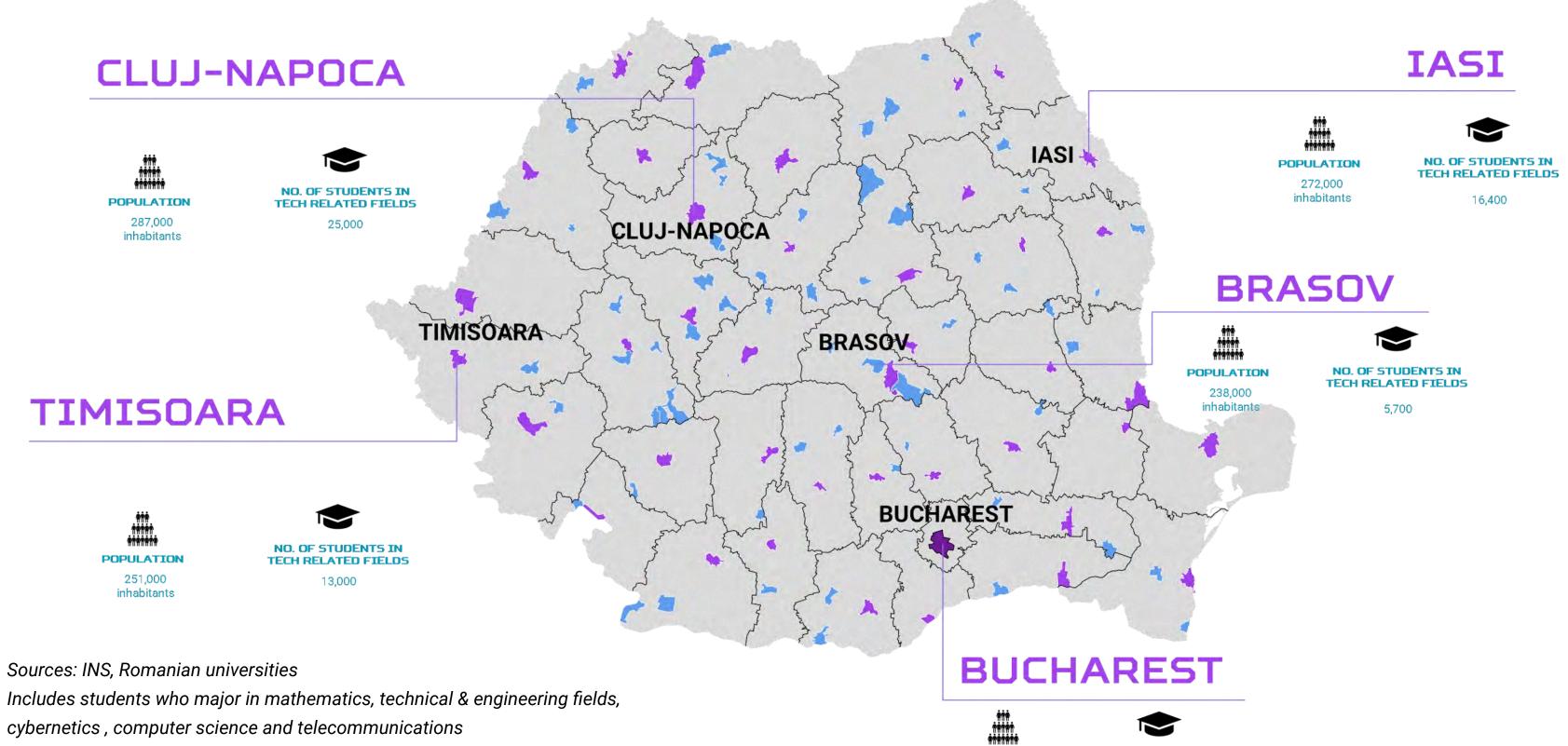
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HUMAN RESOURCES

STUDENTS IN TECH



POPULATION 1.7 M inhabitants

NO. OF STUDENTS IN

TECH RELATED FIELDS

35,000





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TALENTS

The ICT professional workforce in Romania has seen significant growth, expanding by 73% since 2012, reaching a total of 265,500 in 2022. Additionally, according to Eurostat data, Bucharest ranks fourth in the EU for the high-technology sector employment share, with 11.3%. 42% of ICT professionals in Romania are women, providing a larger talent pool compared to other EU countries, as well highlighting Romania's commitment to providing equal opportunities. Moreover, Romania has the second largest share in the EU of young people working in ICT (82.4%). This achievement is further supported by the rising enrollment of students in tech-related fields, currently close to 100,000.



SHARE OF ICT PROFESSIONALS IN TOTAL WORKING

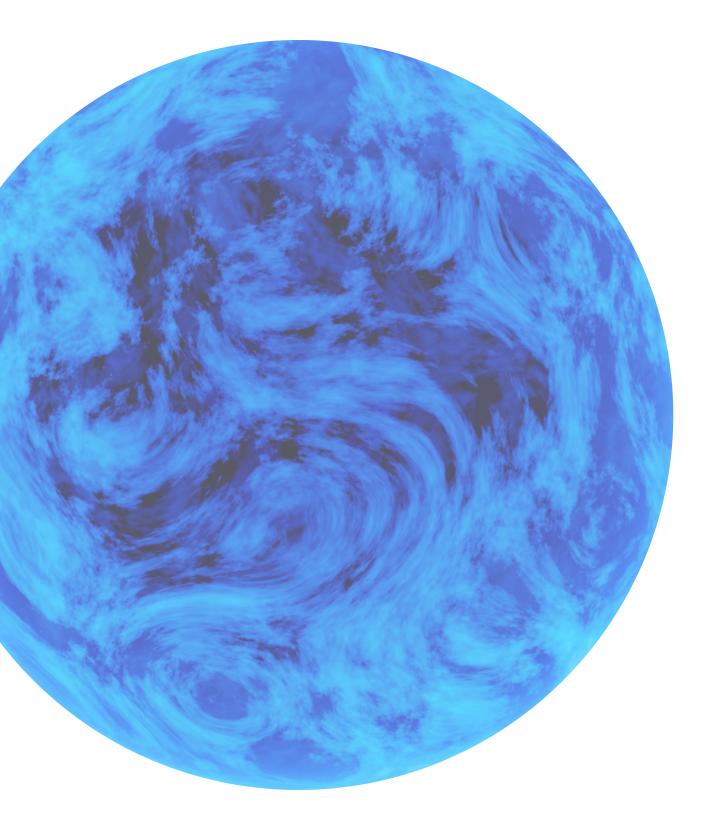




SHARE OF ICT PROFESSIONALS IN MAJOR TECH REGIONS, 2022

TOTAL WORKFORCE ('000)	ICT EMPLOYMENT %	WOMEN IN ICT %
357	9%	42%
1,459	8%	43%
333.7	7%	41%
267.4	7%	42%

SECURITY & NATURAL HAZARDS



SECURITY

Romania has one of the lowest security threat levels in the world, being ranked the 20th safest country in the world in 2023.

SI	ECURITY THREAT INDE	X	ECO	NOMIC FREEDOM INDE
	1.9/10			65/100
	RANK			RANK
	157/177			52/177
	2023			2023

In 2021, Romania had a political stability index of 0.53, under the European average of 0.55.

POLITICAL STABILITY INDEX 0.53/2.5 RANK 30/45 2021

Romania's GCI in 2021 was 76.29, under the EU average of 80.7.





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Romania has a high degree of economic freedom, above several European countries such as France, Hungary and Italy.

GLOBAL CYBERSECURITY INDEX

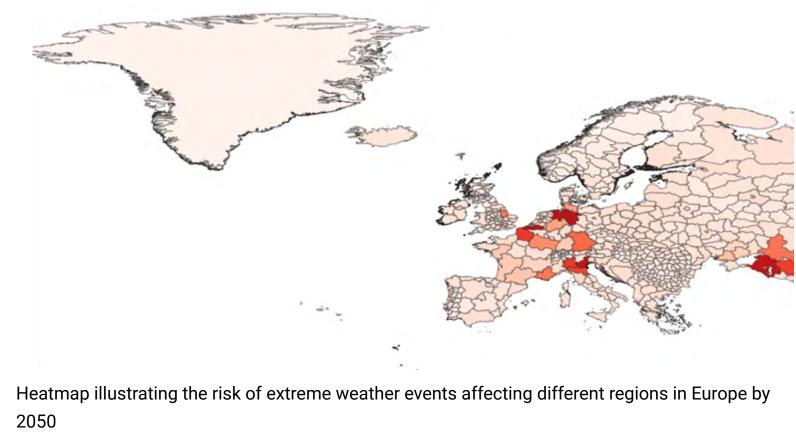
76.29/100 RANK 32/46 2021

CLIMATE & NATURAL DISASTERS

Losses from extreme weather in Romania from 1980 to 2022 totaled €17.5 M, translating into € 816 per capita, under the EU average. Extreme weather events had the largest economic impact per capita in Slovenia, Luxembourg and Germany, while Slovakia, Estonia and Malta were the least affected. According to the 2023 XDI Gross Domestic Climate Risk analysis, Bucharest is ranked 2,214 in 2,639 analyzed territories around the world by the degree of damage escalation risk from 1990 to 2050.

	Total losses	Insured losses	Losses per capita	Losses per km ²
Country	(M€)	(%)	(€)	(€)
Romania	17,525	1%	816	5 73,513
Germany	167,299	30%	2,065	5 467,879
Italy	111,110	5%	5 1,918	367,817
Denmark	8,881	61%	5 1,646	206,896
Austria	13,216	18%	5 1,626	5 157,566
Czechia	16,274	12%	5 1,567	206,334
Greece	11,934	3%	5 1,129	90,622
Hungary	8,919	5%	875	5 95,894
Netherlands	9,996	39%	629	267,420
Bulgaria	4,741	2%	594	42,715
Poland	18,166	7%	480	58,237
Sweden	3,658	26%	5 402	2 8,175

LOSSES FROM EXTREME WEATHER (1980-2022) SELECT EU COUNTRIES

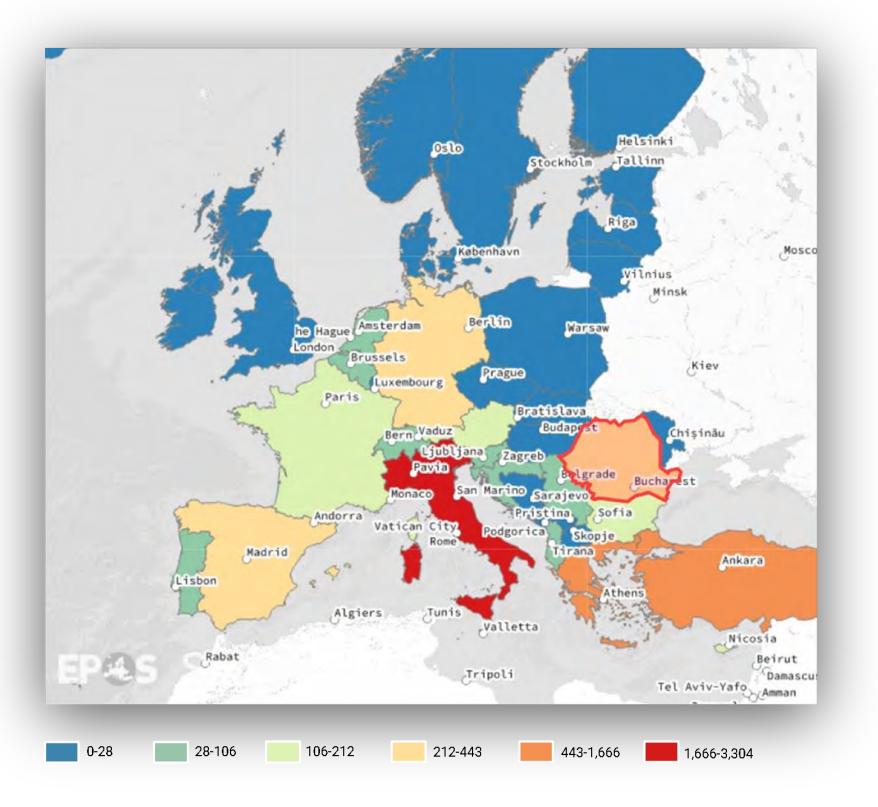








EARTHQUAKE HAZARD



Along with Turkey, Greece, Albania and Italy, Romania belongs to the group of countries with the highest earthquake hazard in Europe, followed by the other Balkan Countries.

Earthquake hazard is Belgium, France, Gern and Switzerland. Romania's average an estimated at €402 M.

Building

Commercial Industrial Residential



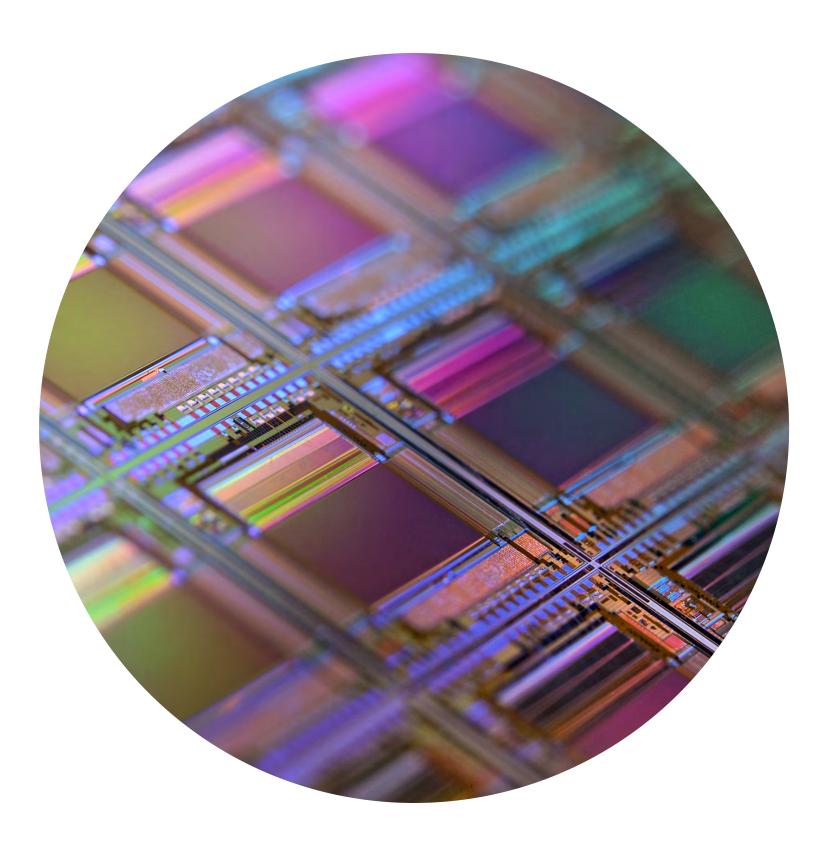


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Earthquake hazard is also considerable in some regions of Austria, Belgium, France, Germany, Iceland, Norway, Portugal, Slovenia, Spain,

Romania's average annual economic loss (AAL) from earthquakes is estimated at €402 M.

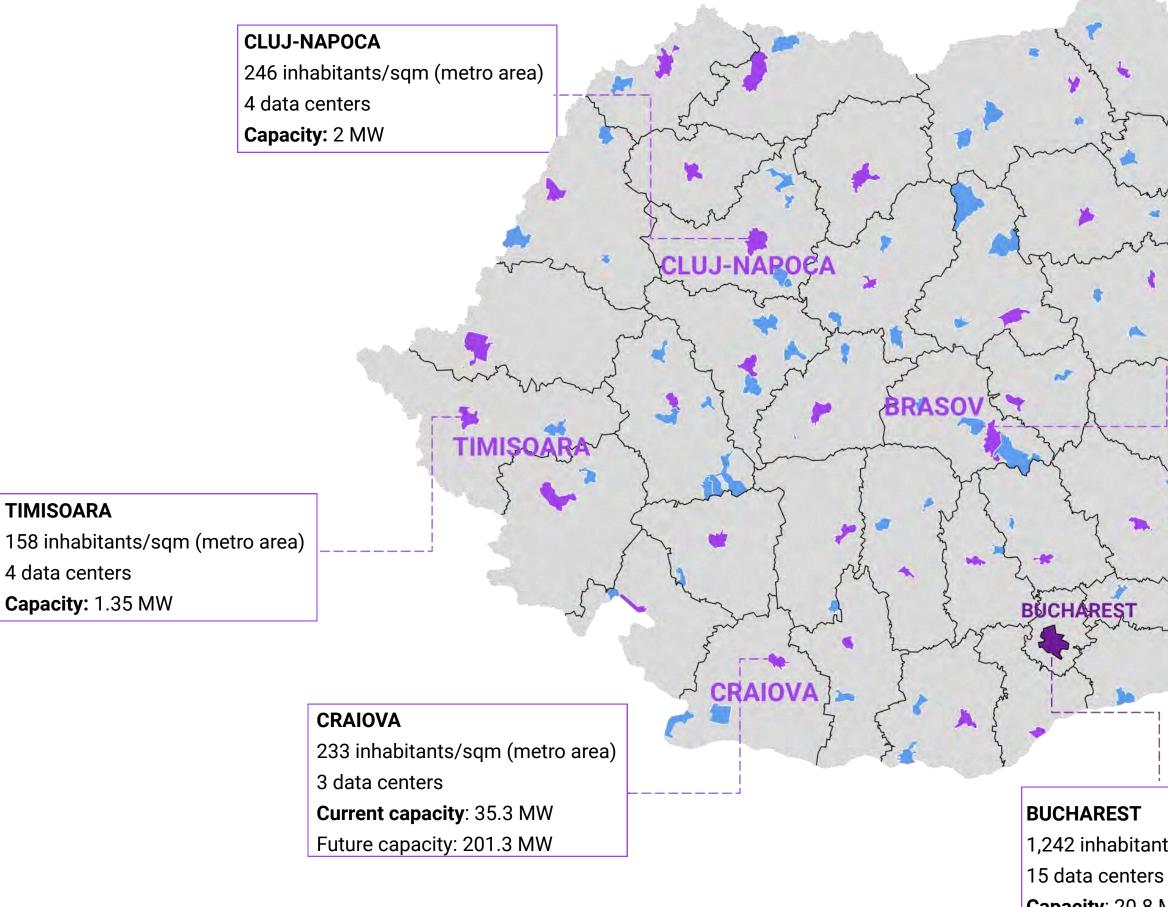
g type	AAL (€M)
	45
	52
	305





DATA CENTER MARKET

DATA CENTER MAP







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BRASOV

300 inhabitants/sqm (metro area)

4 data centers

Capacity: 2.7 MW

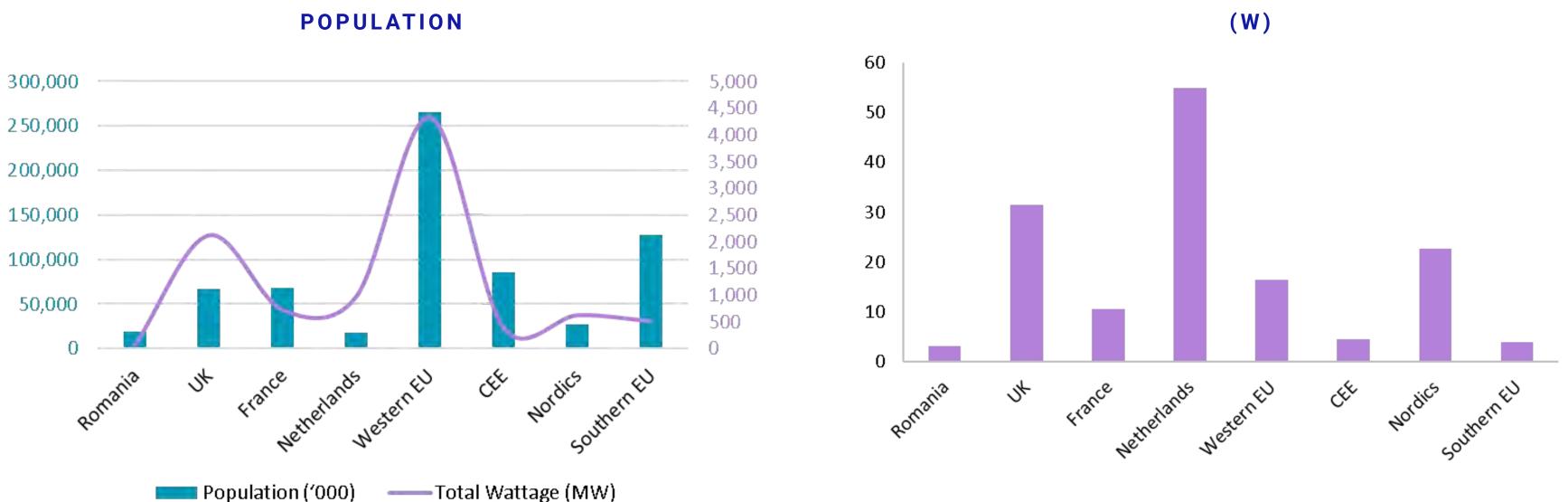
1,242 inhabitants/sqm (metro area)

Capacity: 20.8 MW

DC CAPACITY

2023 TOTAL DATA CENTER CAPACITY AND

There are currently 30 data centers present in Romania, with one single major data center, expected to increase its capacity to 200 MW by the end of 2025. Currently, the total data center power capacity in Romania is 60.8 MW, whilst the total floorspace is 37,200 sqm. Most of the data centers are clustered in or around Bucharest and main regional cities. The per capita DC power capacity in Romania is 3.2 W, which falls below the CEE region's average of 4.5 W.







2023 DATA CENTER POWER CAPACITY PER CAPITA

Sources: TeleGeography, Crosspoint Research based on market information

DC TYPES & OPERATORS

The top 5 data center operators in Romania occupy 92% of the total DC floorspace and hold 85% of total DC capacity. The estimated average power usage effectiveness of data centers in Romania is 1.37, one of the lowest in Europe.

Data center	Locations	Total capacity (MW)	Total floor space (sqm)	PUE*
ClusterPower	Mischii	34 (future expansion to 200)	25,400	<1.1
NXDATA	Bucharest	6.2	5,500	1.5
Telekom	Bucharest Cluj-Napoca Brasov	6	2,000	n/a
Star Storage	Bucharest	2.8	375	1.5
GTS Telekom	Bucharest Cluj-Napoca	2.8	800	1.39

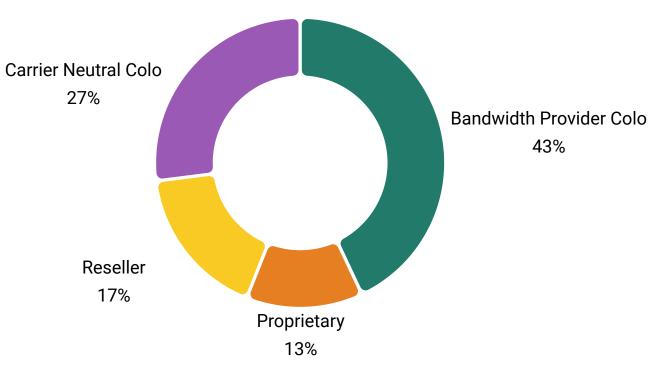




AVERAGE PUE IN EUROPE

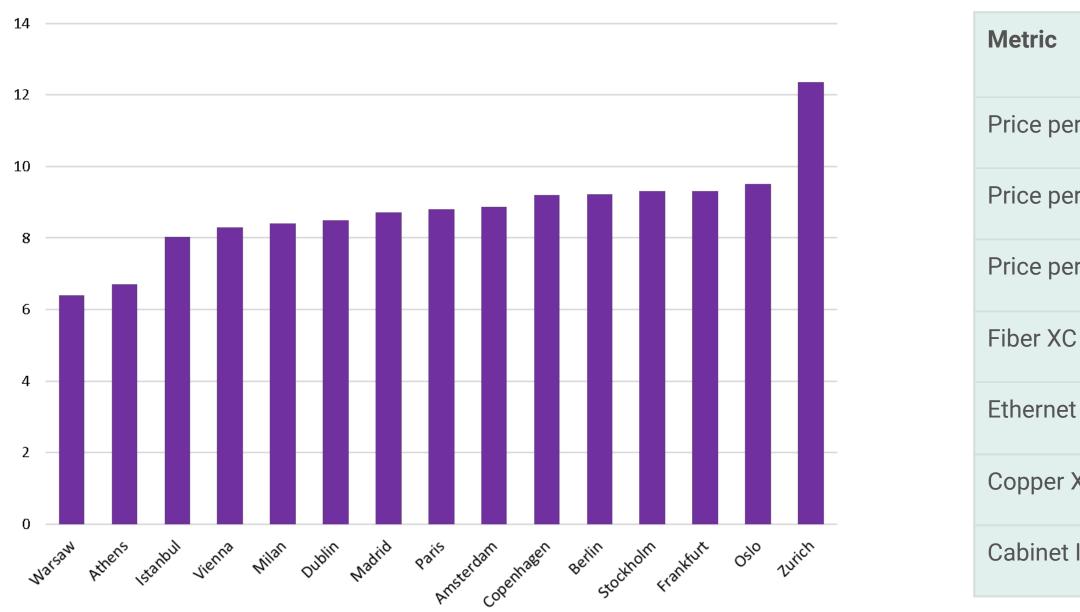
Region	Average PUE
Romania	1.37
Western Europe	1.44
CEE	1.57
Nordics	1.35
Southern Europe	1.73
Baltics	1.55
Balkans	1.55

NO. OF DATA CENTER OPERATORS BY TYPE



DATA CENTER COSTS

DATA CENTER CONSTRUCTION COST, 2022 (M USD/MW)







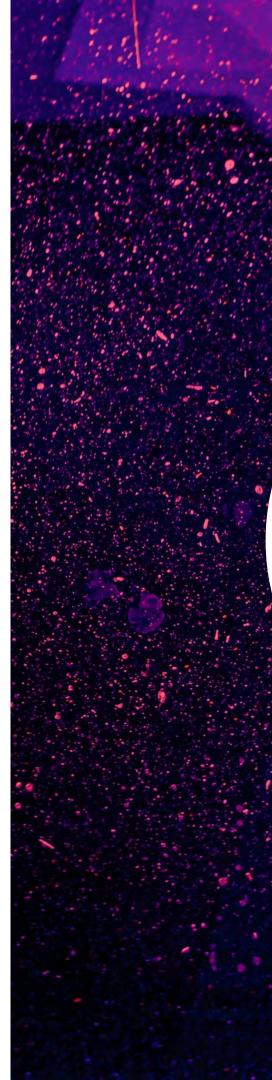
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AVERAGE DATA CENTER RENTAL COSTS, Q1 2023 (USD)

	Europe	North America	APAC
r KW at 4 KW	425	239	402
r KW at 10 KW	410	229	380
r KW at 100 KW	393	222	375
MRC	134	240	170
XC MRC	67	191	137
XC MRC	65	180	114
Install NRC	1,711	1,637	1,347

Sources: Turner & Townsend, TeleGeography





EUROPEAN DC INVESTMENTS

EUROPEAN DC DEALS

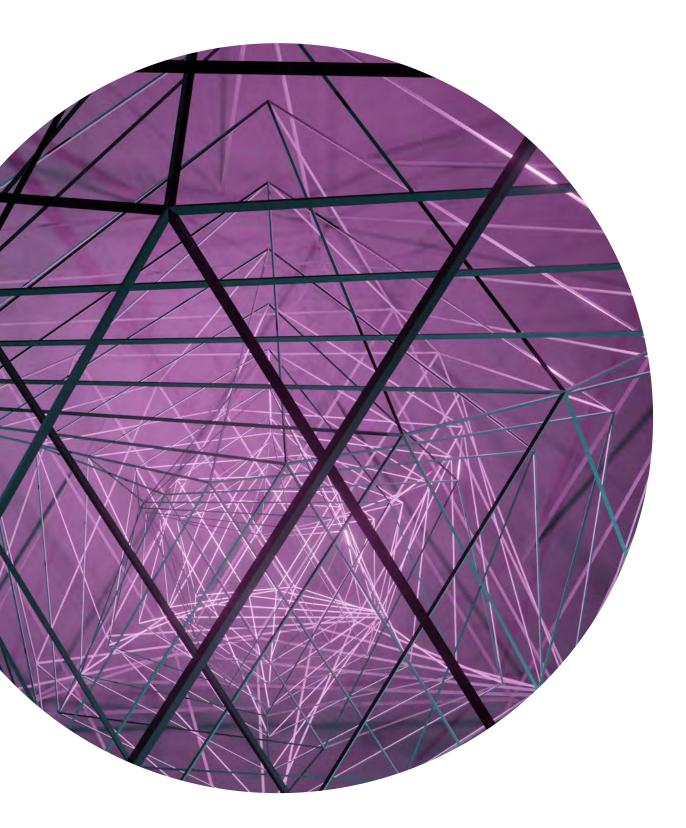
Deal Name	Location	Data	Dimin	Callan	Duine	NIV
Deal Name	Location	Date	Buyer	Seller	Price	NIY
Vanda 1	Stockholm, SE	July 2022	InterXion	CatenaAB	£42.8m	c. 3.9%
Vodafone	Bracknell, UK	Jan 2022	Keppel DC REIT	Fiera RE/Sedco	£57m	c. 3.58%
Fujitsu	Stevenage, UK	Dec 2021	LondonMetric REIT	Savills IM	£122.2m	c. 4.3%
Renault DC	Paris, FR	Dec 2021	IDEC	Renault (CBRE)	€8.35m	5.21%
Sussex Junction	Sussex, UK	Nov 2021	Abrdn	Arcus (DTRE)	€30.18m	-
Harbour Exchange	London, UK	Nov 2021	Blackstone (CBRE)	Landsec	£196.5m	4.00%
Keppel DC	Frankfurt, DE	Sept 2021	Iron Mountain	Keppel DC REIT	€76m	-
Vodafone DC	Milan, IT	July 2021	Hayfin	AXA IM (CBRE)	€20.4m	9.46%
Equinix DB5	Dublin, IE	July 2021	GIC	Equinix REIT	€52.25m	-
Atos DC	Andover, UK	June 2021	CBRE Capital Advisors	AXA IM (CBRE)	£38m	5.00%
Project Fairway	UK, NL, FR and CH	March 2021	CapitaLand	Digital Realty (CBRE)	€555m	-





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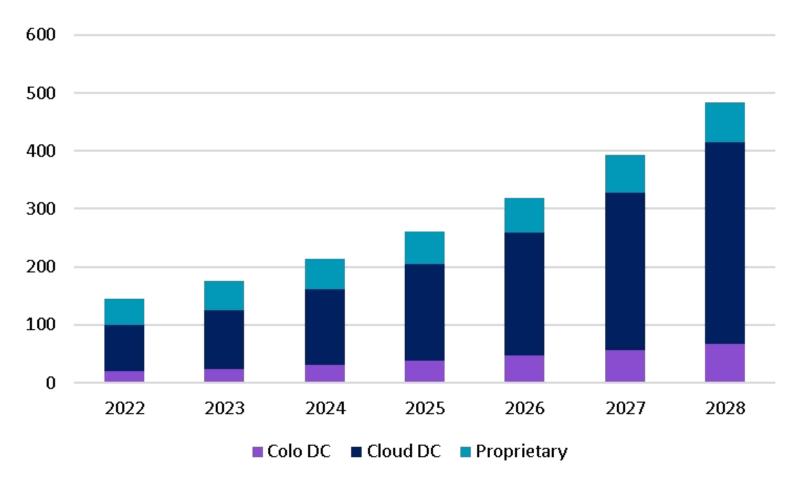


EXPANSION TO SECONDARY MARKETS

Data centers are rapidly becoming a key alternative asset sector for investors all around the world. As traditional sectors experience growing hardships (the postpandemic office market has recorded a steep decline, with historical low occupancy rates), investors turn their attention to the data center industry. According to a Financial Times analysis, Blackstone, one of the world's biggest buyers of real estate, has started to sell a large part of its assets in order to raise liquidity for data center investments, allocating \$8 B to the development of hyperscale data centers for some major tech companies.

But regulatory constraints, ESG requirements, the need for efficiency optimization and increasing development and operating costs are encouraging the data center industry to expand to untapped areas around the world. According to a recent study by Uptime Institute, distributed data **center resiliency** (i.e. the ability of applications, data and traffic to shift across geographies according to business needs, performance, cost and availability) is the trend most likely to impact the data center market in the following years, followed by chiller-free and micro-modular facilities, implementation of AI in operation and management, open-source infrastructure and the introduction of new technologies (storage class memory, direct liquid cooling and Li+ batteries).

DATA CENTER MARKET ESTIMATED GROWTH (USD B)

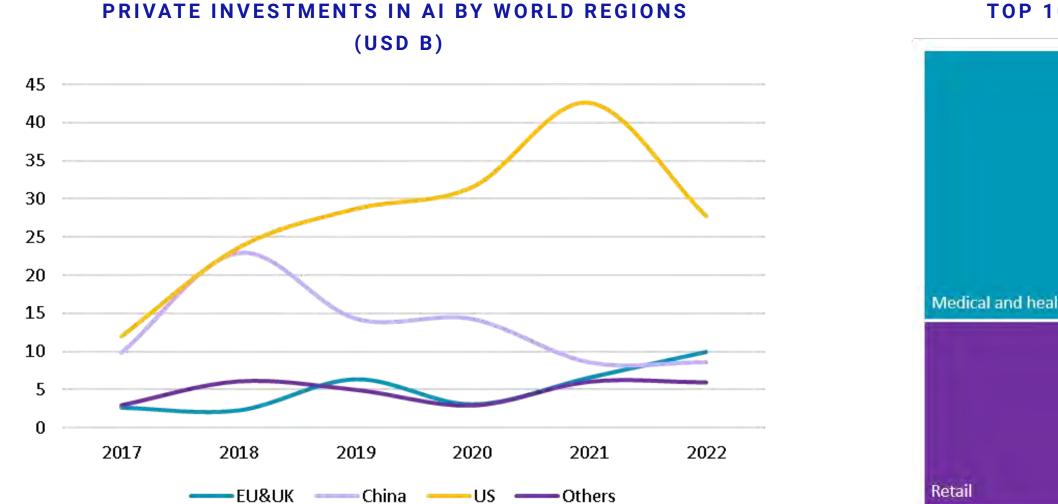






AI AND THE DEEP LEARNING ERA

2023 is going down in history for marking the boom of generative AI. In August 2023, just 9 months after its public launch, ChatGPT had reached 180.5 million users and DALL-E generated 2+ million images per day. By 2030, over 10% of the vehicles used worldwide will be self driving. Companies are resorting to AI to compensate for labor force shortages and to improve cost effectiveness: earlier this year, IBM announced it will replace 7,800 jobs with AI and estimates that within five years, over 30% of non-customer-facing roles will be fully automated. Private investments in AI, totaling over \$100 B in 2022, are expected to rise exponentially in the coming years. This will lead to an unprecedented need for a worldwide expansion of the data center market.







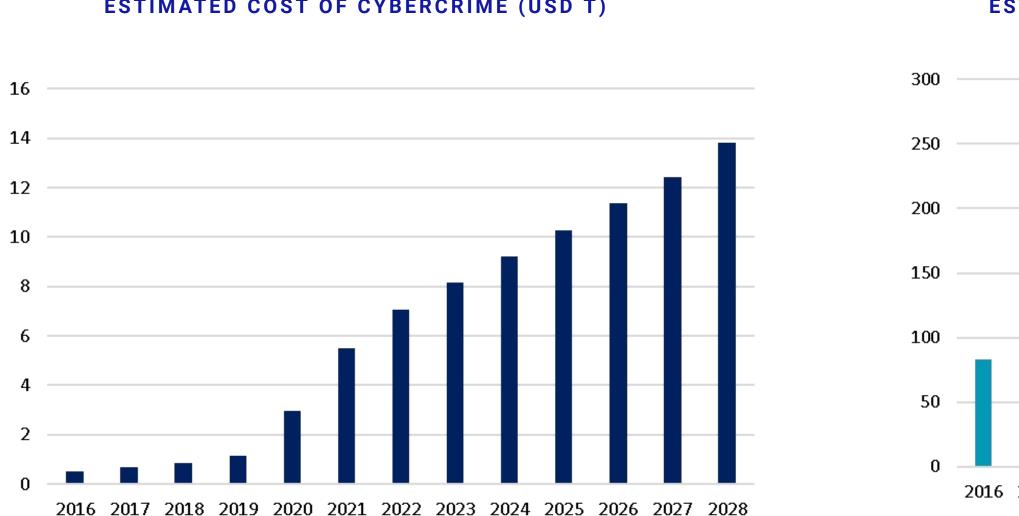
		Industrial automation	Insurance technology
Ithcare	Financial technology	Marketing and digital ads	Music and video content
	Data management	Human Resources Technology	Cybersecurity

TOP 10 AI INVESTMENT SECTORS EU&UK, 2017-2022

Source: Stanford University

RISING DEMAND FOR CYBERSECURITY

As global connectivity, digital transformation and remote work are rapidly evolving, so is the threat of cyber attacks. Companies, governments and individuals will need to increase the level of protection for their data and digital assets. The expansion of the cybersecurity industry is interconnected to the data center industry, as data centers provide data storage and protection, increased security, redundancy and disaster recovery, ensuring operational continuity.



ESTIMATED COST OF CYBERCRIME (USD T)





SECTOR (TURNOVER, USD B) 2016 2017 2018 2019 2020 2021 2022 2023 2024 2025 2026 2027 2028

ESTIMATED EVOLUTION OF THE CYBERSECURITY

CONCLUSIONS

Romania holds a number of crucial resources essential for the future development of the data center industry and can become a target location for players in this market in the coming period. Most of its weaknesses can be addressed and improved as long as, on the one hand, investors in this asset class take their time to analyze the unique advantages it has to offer and, on the other hand, the public sector in Romania understands the importance that data centers hold for the future and actively supports investments in this area.



- Stable economic growth Romania is expected to be one of Europe's leaders in economic growth both in 2023 and 2024, with a GDP growth of 2.3% and 3% respectively
- **Extensive internet coverage**
- Fast internet speeds
- **Competitive internet prices**
- High degree of **energy independency**
- Large talent pool, under continuous expansion
- High security level, zero terrorism threat
- Low climate change risk
- **Competitive** construction and operating **costs**



- High energy prices
- Limited bandwidth compared to the rest of Europe
- Limited usage of cloud services by both enterprises and individuals
- Low level of digitalization of government agencies
- **Declining population**
- Political instability, low degree of transparency and cooperation from public institutions
- Average level of cybersecurity





WEAKNESSES

APPENDIX - DEFINITIONS

SUBMARINE CABLES

A submarine communications cable is a cable laid on the seabed between land-based stations to carry telecommunication signals across stretches of ocean and sea.

DATA LATENCY & PING

Latency is the amount of time that data transmission takes, from its source (such as an IoT device) to its destination.

You can assess latency using a ping (Packet Internet or Inter-Network Groper) test, which measures the round-trip time for a message to travel from a source to its destination and be echoed back to the source.

ENERGY DEPENDENCY RATE

The energy dependency rate shows the proportion of energy that an economy must import. It is defined as net energy imports divided by gross available energy, expressed as a percentage. A negative dependency rate indicates a net exporter of energy while a dependency rate in excess of 100 % indicates that energy products have been stocked. It can be defined for all products total as well as for individual fuels (for example: crude oil, natural gas).

RENEWABLE WATER SUPPLY

Renewable water supplies are water supplies that are continually replenished. Fresh water, which makes up 3% of the surface water on earth, is renewable. The sources of renewable water are precipitation from the atmosphere in the form of mist, rain and snow. Underground water is not renewable.

AVERAGE ANNUAL ECONOMIC LOSS

The long-term mean economic loss value per year due to earthquake ground shaking. Economic loss is defined as losses due to direct damage caused by earthquake ground shaking in the residential, commercial and industrial building stock, considering structural and non-structural components and building contents

POWER USAGE EFECTIVENESS (PUE)

Power usage effectiveness (PUE) is a metric used to determine the energy efficiency of a DC. PUE is determined by dividing the total amount of power entering a data center by the power used to run the IT equipment within it. PUE is expressed as a ratio, with overall efficiency improving as the quotient decreases toward 1.0.

GROSS DOMESTIC CLIMATE RISK

The Gross Domestic Climate Risk profiles reflect risk to the built environment by climate change hazards: riverine and surface flooding, coastal inundation, extreme heat, forest fire, soil subsidence (in drought), extreme wind (synoptic and tropical cyclones) and freeze thaw.

Country Belgium Germany Ireland France Luxembourg Netherlands Switzerland United Kingdom Bulgaria Czechia Hungary Austria Poland Romania Slovenia Slovakia Spain Italy Cyprus Malta Portugal





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EUROPEAN REGIONS

Region	Country	Region
Western Europe	Estonia	Baltics
Western Europe	Latvia	Baltics
Western Europe	Lithuania	Baltics
Western Europe	Denmark	Nordics
Western Europe	Finland	Nordics
Western Europe	Sweden	Nordics
Western Europe	Iceland	Nordics
Western Europe	Norway	Nordics
CEE	Greece	Balkans
CEE	Croatia	Balkans
CEE	Montenegro	Balkans
CEE	North Macedonia	Balkans
CEE	Albania	Balkans
CEE	Serbia	Balkans
CEE	Turkey	Balkans
CEE	Bosnia and Herzegovina	Balkans
Southern Europe	Kosovo	Balkans
Southern Europe		

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