

EXCLUSIVE INVESTMENT OPPORTUNITY

# Medical Property Eroii Sanitari

Historic building with exceptional potential for developing a top private clinic in the heart of Medical Bucharest

**€1.95M**

Investment Price

**600 mp**

Usable Area

**Across from**

UMF Carol Davila

# COMPLETE PRESENTATION

## Comprehensive Overview

### 01 Market Context

Analysis of the private healthcare services market in Romania

### 03 Property Specifications

Technical details and building features

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Unique benefits of this investment

### 02 Strategic Location

Premium location across from UMF Carol Davila

### 04 Profitability Potential

Financial analysis and revenue projections

### 06 Clinic Transformation

Conversion and authorization plan

01

# Private Healthcare Services Market

The Romanian private healthcare sector is experiencing accelerated growth, with significant opportunities for investors

# PRIVATE HEALTHCARE MARKET

Market in Numbers - Exponential Growth

€500M

Market Value 2025

€555M

MedLife 2024 Figure

€1B+

Regina Maria Transaction

## Market Evolution

Annual Growth Rate

+15%

MedLife Growth vs  
2023

+25%

Record Net Profit  
2023

2.5B RON

## Patient Dynamics

Patient migration from public to private continues to grow, with patients having specific medical needs that can only be addressed in private medical facilities.

+43.9%

MedLife EBITDA Growth 2024

+53.4%

MedLife Operating Profit

# FAVORABLE ECONOMIC CONTEXT

## Growth Factors & Recent Investments

### Unmet Medical Needs

Patients migrate to private for services the state cannot provide

### Economic Growth

Purchasing power for private healthcare services constantly increasing

### Major Investments

International investment funds entering the Romanian market

## Recent Major Investments

**€50M+**

**MedLife Medical Park**

Largest private hospital in Romania

**€260M+**

**Regina Maria**

29 acquisitions and 18 new facilities

**€3.1M**

**MedLife Pitești**

1,500 sqm multidisciplinary hyperclinic

**€1M**

**CEC Medical Clinic**

Multidisciplinary clinic Unirii area

## Market Growth Projection 2026

Private medical costs estimated to grow by **15%** - nearly double the European average of 8.2%

02

## Strategic Location

Premium location in the epicenter of Bucharest's medical activity,  
with maximum visibility and excellent accessibility

# PREMIUM LOCATION

Across from UMF Carol Davila

## Property Address

**Bd. Eroii Sanitari, Nr. 69**

Sector 5, Bucharest

 20m - Faculty of General Medicine

 20m - Faculty of Midwifery and Nursing

 20m - UMFCD Library and Publishing House

 170m - University Emergency Hospital

## UMFCD Student & Faculty Base

**10,785**

UMFCD Students

**1,654**

University Professors

## Major Competitive Advantage

Direct access to future doctors, nurses, and medical staff, with the possibility of running internship programs and academic collaborations

## Strategic Vicinity

**20+**

Clinical Hospitals

## Practice Partnerships

Available

## Academic

Collaborations

# MAXIMUM ACCESS & VISIBILITY

## Transportation & Traffic Analysis

### Public Transport

Eroilor Metro 5 min walk

RATB Bus Stops Lines 62, 93, 106, 117

Tram Lines 1, 11 - Direct Access

### Car Access

Main Boulevard Direct

Bucharest Ring Road 10 min

Otopeni Airport 25 min

**15,000+**

Vehicles/Day

**10,000+**

People/Day

**Medical**

Epicenter

# 03

## Property Specifications

Historic solid building, ready for transformation into a modern medical clinic

# TECHNICAL SPECIFICATIONS

## Building Details & Characteristics



**200 mp**

Built Area



**4 Levels**

S+P+2E



**1926**

Year Built



**357-380 mp**

Land Area

### ✓ No Structural Issues

The building has a solid structure, with no cracks or major deterioration. Foundation and load-bearing walls are in excellent condition.

Brick Structure

200 mp Ground Floor

### ✗ Requires Arrangement

The space requires renovation and adaptation to modern medical clinic standards.

4 Levels

23 mp Garage

Basement Rooms

Complete Documentation

### Complete Documentation Included

Land registry, property deeds, and urban planning certificate available. All fiscal documentation complete and up to date.

# DEVELOPMENT POTENTIAL

Optimal Configuration for Medical Clinic

## Level Distribution

B

### Basement

Technical, sterilization, storage

G

### Ground Floor

~200 mp | Reception, triage, consultations, imaging

1

### Floor 1

~200 mp | Specialties, offices, laboratories

2

### Floor 2

~200 mp | Day hospitalization, administration

## Estimated Capacity

15-20

Consultation Offices

8-10

Day Hospitalization Beds

4-5

Treatment Rooms

600+ mp

Total Usable Space

## Recommended Medical Services



### Imaging

MRI, CT, X-ray, Ultrasound, Mammography



### Laboratories

Analysis, Biochemistry, Pathology



### Specialties

Cardiology, Gynecology, ENT, Dermatology



### Day Care

Minor procedures and recovery

# 04

## Profitability Potential

Detailed financial analysis and revenue projections for a successful medical clinic

# FINANCIAL ANALYSIS

## Revenue Projections & Profitability

**€2.5M**

Estimated Annual Revenue

**25-35%**

Net Profit Margin

**3-4 years**

Payback Period

### € Revenue Structure (Estimate)

Medical Consultations	€1,000,000
Medical Imaging	€750,000
Laboratory Tests	€500,000
Day Hospitalization	€200,000
Other Services	€50,000
<b>Total Annual Revenue</b>	<b>€2,500,000</b>

### Annual Operating Costs

Medical & Auxiliary Staff (35-45 pers.)	€800,000
Rent, Utilities, Maintenance	€180,000
Medical Consumables	€350,000
Marketing & Administrative	€150,000
Other Expenses	€120,000
<b>Total Operating Costs</b>	<b>€1,600,000</b>
<b>Estimated Net Profit</b>	<b>€625,000-900,000</b>

**Calculation Methodology:** Projections are based on data from major private operators (MedLife, Regina Maria) adjusted for a medium-sized clinic in central Bucharest.

# RETURN ON INVESTMENT

## ROI & Profitability Scenarios

### 📈 3-Year Revenue Scenarios

Year	Revenue	Net Profit	Cumulative ROI
Year 1	€1.5M	€300K	14%
Year 2	€2.2M	€600K	42%
Year 3	€2.5M	€750K	79%

Break-even: Month 18-20 from opening

### ⚖️ Comparison with Other Investments

Medical Clinic	25-35%
Commercial Space Rental	6-8%
Logistics Warehouse	7-10%
Class A Offices	5-7%
🏆 Top 3 - Best returns in Romanian real estate	
🛡️ Stable - Inelastic demand, constant growth	
✳️ Scalable - New specialties & premium services	

# 05

## Competitive Advantages

Unique benefits positioning this investment at the top of market opportunities

# COMPETITIVE ADVANTAGES

## Unique Investment Benefits

### Exclusive Location

#### Bucharest Medical Epicenter

Located across from Romania's most important medical university

#### Maximum Visibility

Intense car and pedestrian traffic ensures organic awareness

#### Excellent Accessibility

Metro, RATB, tram, and direct car access

### Access to Human Resources

10,785

UMFCD Students

1,654

University Professors

Continuous resource of qualified medical personnel. No direct competition – no other clinic has this proximity to UMFCD.

Academic Collaborations

Part-time Clinic



### Internship Programs

Internship programs for students – young and motivated workforce



### Partnerships

Educational collaborations with top university professors



### Recruitment

Reduced recruitment and selection costs through proximity

Major Competitive Advantage: No other clinic in Bucharest has direct access to this qualified human resource base

# COST-BENEFIT ANALYSIS

Property Purchase vs. Rent Alternative (10 Years)

## Property (Purchase)

Purchase Price	€1,950,000
Clinic Renovation	€500,000
Notary Fees (2%)	€39,000
<b>TOTAL INVESTMENT</b>	<b>€2,489,000</b>

## Rent Alternative (10 Years)

Monthly Rent (600 mp)	€12,000
Annual Rent	€144,000
10-Year Rent	€1,440,000
Renovation (Lost)	€400,000
<b>TOTAL COST 10 YEARS</b>	<b>€1,840,000</b>

10-Year Savings  
**€649,000**

Property generates significant long-term savings

Appreciation by 2030  
**€3.5M+**

Conservative estimate, 4-6% annual growth in central location

# 06

# Clinic Transformation

Detailed conversion and authorization plan for a modern medical  
clinic

# TRANSFORMATION PLAN

## Conversion & Authorization Process

### 1 Transformation Stages

- 1 Design & Permits  
3 months

- 2 Obtain Authorizations  
2 months

- 3 Renovation & Fit-out  
6 months

- 4 Equipment Installation  
2 months

- 5 Operating Authorization  
1 month

Total Duration: 12-14 months from purchase to operational clinic

### 2 Required Documents

#### Property Documents

Land registry, property deeds, energy certificate

#### Technical Projects

Architecture, structure, installations

#### Medical Permits

Organizational structure, DSP approvals

#### Legal Documents

Registration certificate, activity object

#### Accreditations

ISO, international partnerships

**Process Simplification:** Property located on main boulevard significantly reduces bureaucracy for environmental and urban planning permits.  
Complete documentation available.

# LEGAL REQUIREMENTS

## Private Medical Clinic Authorization

### Authorization Conditions

#### Suitable Space

Minimum area, functional circuits, hygiene

#### Qualified Personnel

Licensed physicians, nurses

#### Medical Equipment

According to Ministry of Health standards

#### Regulations & Procedures

Internal regulations, operating procedures

### Authorization Timelines

#### Establishment Permit

60 days

#### DSP Approval

30 days

#### Operating License

45 days

From complete file to Ministry of Health  
Notification + evaluation report  
Final inspection & license issuance

### New 2025 Legal Framework

Authorization methodology simplified through Order MS 3.473/2023. Clear deadlines of 60 days for establishment permit and 30 days for additions.

# COMPLETE FINANCIAL ANALYSIS

## Total Investment & Cost Structure

**€3.05M**

Total Investment

**€1.95M**

Property

**€1.10M**

Renovation + Equipment

### Renovation Cost Breakdown

Structural Renovation & Finishes	€400,000
Medical Installations (Gas, Oxygen)	€150,000
Imaging Equipment (MRI/CT)	€350,000
Consultation & Lab Equipment	€150,000
Medical Furniture & IT	€80,000
Permits, Licenses, Consulting	€50,000
<b>TOTAL RENOVATION + EQUIPMENT</b>	<b>€1,180,000</b>

### Financing Structure

Own Capital (30%)

**€915,000**

Bank Financing (70%)

**€2,135,000**

#### Estimated Financing Conditions:

- Interest: 5-6% (ROBOR + margin)
- Period: 15-20 years
- Grace period: 12 months

**Investment Profitability:** With annual net profit of €625,000-900,000, the investment pays back in 3-4 years, much faster than other real estate asset classes

# MARKET PRECEDENTS

## Case Studies - Similar Investments

### MedLife Pitești

€3.1M

Total Investment

2024

1,500

sqm Area

- 21 consultation offices
- 13 day hospitalization beds
- 80 doctors + 30 auxiliary staff
- Focus on preventive medicine

**ROI:** Hyperclinic Pitești projects annual revenues of €2.5M+ with 25-30% profit margin

### CEC Medical Clinic

€1M

Total Investment

2025

9

Specialties

- Unirii area, Bucharest
- 21 specialist doctors
- Multidisciplinary clinic
- High traffic area

**Success:** CEC Clinic demonstrates success in central areas with intense traffic

## Scalability & Expansion



### Central Location

High-traffic area ensures visibility



### Scalability

Both clinics plan 2025-2026 expansions



### Proven Model

Demonstrated success in market

# CONCLUSIONS

## Why This Investment is the Opportunity of the Year

### 🔑 Key Arguments

#### 1 Unrepeatable Location

Across from UMFCD - medical epicenter of the country

#### 2 Rapidly Growing Market

+15% annually, record net profit 2.5 billion RON

#### 3 Exceptional ROI

25-35% profit margin, 3-4 year payback

#### 4 Access to Human Resources

10,785 students + 1,654 UMFCD professors

#### 5 Solid Building

1926 brick structure, ready for renovation

### 🎯 Strategic Recommendations

#### Target: Major Operators

MedLife, Regina Maria, Sanador - large private operators in aggressive expansion

#### Target: Independent Groups

Medical entrepreneur groups with own capital

#### Target: Investment Funds

CVC Capital (Mehiläinen), MidEuropa, etc.

#### Target: Strategic Investors

Faculty of Medicine, university hospitals

### 💡 Strategic Decision

This property represents a unique opportunity to enter the Romanian private healthcare services market at the most advantageous starting point possible. **Medical Epicenter + Historic Building + Growing Market = Recipe for Success**

EXCLUSIVE OPPORTUNITY

# Let's Transform This Historic Building Into The Most Modern Clinic in The Area

The property is available for viewing and negotiation. We provide all documentation and additional information needed for an informed decision.



Immediate Availability



Complete Documentation



Scheduled Viewings

Contact

**Vlad Diaconu**

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# TECHNICAL APPENDIX

## Technical Data & Documentation

### Available Documentation

✓ Land Registry (extract 2022)

✓ Notarial deed 2016

✓ Urban planning  
certificate

✓ Cadastral sketches and measurements

✓ Technical inspection  
report

✓ Complete fiscal  
documentation

### GPS Coordinates & Maps

GPS Coordinates

**44.434302, 26.069685**

Google Maps Link

[https://www.google.com/maps/place/44°26'02.9"N+26°04'11.9"E](https://www.google.com/maps/place/44°26'02.9)

Complete Address

Bd. Eroii Sanitari, Nr. 69  
Sector 5, Bucharest, Romania



**1926**

Year Built



**S+P+2E**

Structure



**€1.95M**

Price



**Negotiable**

Terms

Historic building, solid brick structure | 4 levels, ~600 mp usable area | Negotiable price, complete documentation