

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

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Market Context

Analysis of the private healthcare services market in Romania

02

Strategic Location

Premium location across from UMF Carol Davila

03

Property Specifications

Technical details and building features

04

Profitability Potential

Financial analysis and revenue projections

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Competitive Advantages

Unique benefits of this investment

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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
Total Annual Revenue	€2,500,000

📊 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
Total Operating Costs	€1,600,000
Estimated Net Profit	€625,000-900,000

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
TOTAL INVESTMENT	€2,489,000

Rent Alternative (10 Years)

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

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

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

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

TOTAL RENOVATION + EQUIPMENT

€1,180,000

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

<div><div>MedLife Pitești</div><div>2024</div><div><div>€3.1M</div><div>Total Investment</div></div><div><div>1,500</div><div>sqm Area</div></div><div><ul style="list-style-type: none">• 21 consultation offices• 13 day hospitalization beds• 80 doctors + 30 auxiliary staff• Focus on preventive medicine</div><div>ROI: Hyperclinic Pitești projects annual revenues of €2.5M+ with 25-30% profit margin</div></div>	<div><div>CEC Medical Clinic</div><div>2025</div><div><div>€1M</div><div>Total Investment</div></div><div><div>9</div><div>Specialties</div></div><div><ul style="list-style-type: none">• Unirii area, Bucharest• 21 specialist doctors• Multidisciplinary clinic• High traffic area</div><div>Success: CEC Clinic demonstrates success in central areas with intense traffic</div></div>
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 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 UMFCF – 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 UMFCF 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

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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