

Winterhill

Romania

❖ ASSET VALUERS & CONSULTANTS ❖ REAL ESTATE ❖ PLANT & EQUIPMENT ❖



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WINTERHILL ROMANIA

Winterhill Romania are a specialist real estate and plant & machinery consultancy and valuation firm, benefiting from one of the most respected and experienced teams of professional valuers in Romania, highly qualified, with extensive local and international experience.

We have been active in Bucharest since 1997, the company provides internationally recognized asset valuations for real estate, plant & machinery and a large variety of tangible assets located in Romania and South-Eastern Europe, also with specific experience of oil and gas assets in Asia, North Africa and South America.

SUMMARY :

- ❖ Senior staff each have over 30 years' experience, with over 20 years each based in Romania
 - ❖ Nationwide coverage with network of inspection collaborators in all of Romania's major cities/regions
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PROFESSIONAL QUALIFICATIONS

- ❖ **2 qualified Members of the RICS** (Royal Institution of Chartered Surveyors)
- ❖ **5 qualified Individual ANEVAR Members** (Real Estate, Plant & Machinery divisions)
- ❖ **Qualified Corporate Member of ANEVAR** (The National Romanian Association of Valuers)

PERFORMANCE & PROFESSIONAL EXPERTISE

- ❖ In recent years, we have undertaken hundreds of valuation reports of:
 - large complex assets for international corporate clients – corporate restructuring, refinancing, administration support
 - wide range of real estate assets for financial reporting, mortgage loans and leasing, feasibility and market studies

PROFESSIONAL EXPERTISE

- ❖ Real Estate Valuations (all categories – see details below)
- ❖ Complex Plant and Equipment Valuations
- ❖ Heavy Industry, Oil & Gas, Photovoltaic Park Valuations
- ❖ Plant & Machinery Valuations
- ❖ Development Feasibility Studies
- ❖ Market Survey and Analysis
- ❖ Investment Due Diligence
- ❖ Portfolio Valuations
- ❖ Loan Finance Valuations
- ❖ Valuations for Audit, Tax and Financial Reporting
- ❖ Small Equipment and Asset Valuations
- ❖ Desktop Estimates

EXAMPLES OF INDUSTRY EXPERTISE

HEAVY INDUSTRY & OTHER PRODUCTION FACILITIES

- ❖ Shipyards valuation including real estate, plant and machinery equipment, etc.
- ❖ Heavy industrial equipment
- ❖ Valuation of non-ferrous metal processing facilities
- ❖ Automotive industry
- ❖ Valuation of machines and equipment
- ❖ Valuation of heavy lifting equipment and port cranes
- ❖ Valuation of processing lines



AGRICULTURE, FOOD & BEVERAGES PROCESSING INDUSTRIES

- ❖ Grain silos and seed processing facilities - Romania, Republic of Moldova, Ukraine
- ❖ Silos : Giurgiulesti MD, Reni UE, Odessa UE, Vaslui RO, Constanta RO
- ❖ Cereals, potato & fruit storage facilities (silos, storages, pits)
- ❖ Agricultural land, orchards and forests – Romania & Republic Moldova
- ❖ Vineyards and wine processing facilities - Romania & Republic of Moldova
- ❖ Stocks of cereals, grains, seeds, etc. – Romania & Republic Moldova
- ❖ Food and beverages industry, plant and machinery - Romania



Giurgiulesti Int. Free Port, Moldova



Reni, Ukraine



Barlad, Romania



Odessa, Ukraine



Anghel Saligny Silos, Constanta, Romania

BANKING SECTOR

- ❖ Valuations of bank portfolios, headquarters, branches and offices as follows :
 - Portfolios of almost all major retail bank groups in Romania, comprising over 2,000 properties (headquarters, branches, offices, training centers, etc.) throughout Romania



RETAIL

- ❖ Valuations of hundreds of retail units across Romania
- ❖ Feasibility studies of several shopping malls in Romania
- ❖ Valuation and investment analysis of retail malls in Romania and Bulgaria



OFFICES

- ❖ Valuation and feasibility studies for numerous business centers, business parks, individual office buildings in Romania, Bulgaria, and Serbia.
- ❖ Investment memoranda
- ❖ Tenancy schedule analysis



HOTELS

- ❖ Over 100 valuations/revaluations of hotels in Romania, Serbia, Moldova, Germany
- ❖ Over 200 valuations/revaluations motels, pensions, guest houses in Romania
- ❖ Sports and leisure facilities
- ❖ Feasibility studies and investment analysis



RESIDENTIAL

- ❖ Thousands of valuations, feasibility studies, investment analysis of residential units including:
 - Apartments
 - Villas and houses
 - Condominiums
 - Blocks of flats
 - Residential compounds
 - Land and development sites
 - Buildings under construction, etc.



OIL AND GAS SECTOR

Valuation of oil & gas assets in **Romania, Ukraine, Turkey, France**, including, among others:

- ❖ 4 oil refineries in Romania
- ❖ Gas distribution networks
- ❖ Over 800 gas stations in Romania, France, and Ukraine
- ❖ 50 oil storage facilities in Romania, France, Turkey, and Ukraine
- ❖ Oil truck fleets of over 2,800 vehicles
- ❖ Oilfield equipment
- ❖ Full asset valuations
- ❖ 9 floating oil rigs in Dubai, Iran, the Gulf of Mexico, UK, Tunisia, Bulgaria, Ukraine, Turkey and Romania territorial waters
- ❖ Fleet of 14 ships, sea cranes, pipe laying barges in various territorial waters



- ❖ Valuations of bio-combustible processing facilities in Romania
- ❖ Valuations of land and buildings – fuel stations
- ❖ Business case and Intangibles valuations



All photographs are examples of assets are within the WINTERHILL (Romania) portfolio

EXAMPLES OF OUR FINANCIAL & CORPORATE CLIENTS INCLUDE:



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