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Titlurile zilei | Frederic Banco preia la 1 septembrie conducerea companiei de leasing operațional ALD Automotive România

## Secure Legal Title: 2015 was its best year ever in Romania, with increased demand from agriculture and industrial property transactions.

March 29th 2016 | By Andrei Cîrcelan. (English text adapted from Romanian)

Secure Legal Title, the first European provider of Lloyd's policies for real estate title insurance, had its best year since it was founded in London by three senior insurance industry professionals in 2012.

In a discussion with BizLawyer, Jean-Bernard Wurm, Managing Director stated: "We insured transactions totaling over €1 billion, of which €600 million were in CEE. And we strengthened our Romanian presence by hiring Claudiu Ferentz as Advisor last year, who has 13 years of real estate finance experience here."

"We believe there's a growing market for title insurance to protect against legal property risks in Romania. Investors and lenders have an increased aversion to risk, particularly banks, which must now manage the regulatory framework more tightly since 2008", said Ferentz.

Regarding local volume, Wurm added: "Last year in Romania, we insured transactions worth about €70 million. Interestingly, we see an increase in demand for agribusiness and forestry. This comes mainly from institutional funds buying land from local players or other funds. However, commercial real estate transactions are still the main engine of growth for Secure Legal Title, much of it coming from the industrial properties sector."

"What has stopped completely is the demand for title insurance in the area of renewable energy projects, for reasons well known", said Wurm, referring to the fact that renewable energy producers have been heavily affected by sudden and profound unfavorable legislative changes.



**J-B. Wurm**  
Managing Director  
of Secure  
Legal Title

“The minimum value of transactions insured by Secure Legal Title is €10 million, and the company is usually hired by the parties' lawyers when there are problematic aspects to the deal. More than half of the transactions we are consulted on lead to the issuance of an insurance policy” said Wurm.”