A SNAPSHOT OF THE POLISH REAL ESTATE MARKET
Warsaw CBD
Completely transformed skyline…
Warsaw CBD

...in just 20 years
INVESTMENT OVERVIEW
POLAND INVESTMENT VOLUMES

€4.0 bn
2015

€5.0 bn
2016 FORECAST

56%
2015 CE deals concluded in Poland

Cushman & Wakefield
POLAND PRIME YIELDS

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Cushman & Wakefield
KEY 2016 YTD AND ANTICIPATED DEALS

HALA KOSZYKI & RENOMA
Sector: Retail
Location: Warsaw & Wroclaw
Seller: Griffin Real Estate
Volume: EUR 250mn

FASHION OUTLET PORTFOLIO
Sector: Retail
Location: nationwide
Seller: Peakside
Volume: EUR 245mn

PRIME CORPORATE CENTRE
Sector: Office
Location: Warsaw
Seller: Golub Gethouse
Volume: EUR 90mn

GALERIA SŁONECZNA
Sector: Retail
Location: Radom
Seller: Whitestar
Volume: EUR 195mn

Q22
Sector: Office
Location: Warsaw
Seller: Echo/Griffin
Volume: EUR 220mn

PZU PORTFOLIO
Sector: Industrial
Location: nationwide
Seller: PZU
Volume: EUR 155mn
2 OFFICE MARKET
OFFICE MARKET

- **Record high demand** driven by decreasing rents
- High developers activity – **record supply** of over 450,000 sqm expected in 2016
- Emerging locations – **CBD West & CBD North**
- Supply level to **decrease** in 2017
- **Increased pressure on effective rents** due to the oversupply very likely to be continued in 2016
- **Oversupply** may push the vacancy rate to ca. 16% during 2016

- **Unchanged BPO/SSC strong interest** driven by access to qualified but competitive labour, high language skills and **modern office space availability**
- **Kraków classified as the top outsourcing destination** in Europe and ranked 9th in the world
- **Strong fundamentals** for further development
- **Rents to remain stable** in the mid-term
- Increasing interest in **secondary cities**
3 RETAIL MARKET
FACTS & FIGURES

- **EUR 2.3 bn**
  - Expected 2016 investment volume
  - Warsaw: 100,120,140 €/sqm/month
  - Łódź, Wrocław, Poznań, Tri-City, Katowice, Szczecin, Kraków
  - About 530,000 sqm GLA – total amount of modern retail area to be delivered in Warsaw in 2016 – 2019
  - Warsaw, Kraków and Silesia remain the most expensive destinations for the most attractive retail units
  - Except for Warsaw, Poland’s top retail markets remain very similar with regards to prime rents, stock and vacancy rates

- 2016-2019 – big cities shall return as retail developers’ top destinations (Galeria Północna in Warsaw, Serenada in Kraków, Wroclavia in Wrocław, Forum Gdańsk)

- Posnania – with 100,000 sqm GLA under construction it is the largest retail scheme under construction in Poland

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Warsaw remains the largest CE distribution hub

Increasing stake of regional industrial destinations in total Poland’s stock

Take-up increased by 20% in 2015

Substantial pipeline with 630,000 sqm of modern warehouse space under construction

Headline rents in the largest warehouse markets remains stable

Vacancy clusters mainly linked to older stock and/or less attractive locations

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