



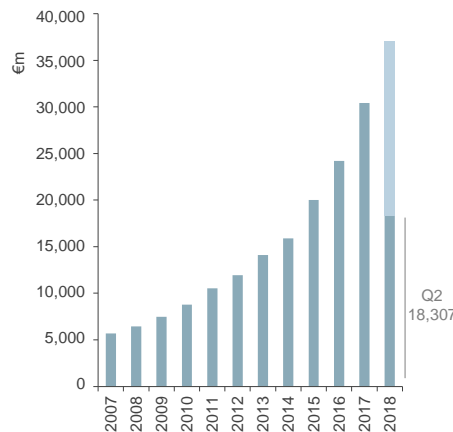
LOGISTICS SNAPSHOT

Q4 2018

OCCUPIER MARKET MADRID AND BARCELONA

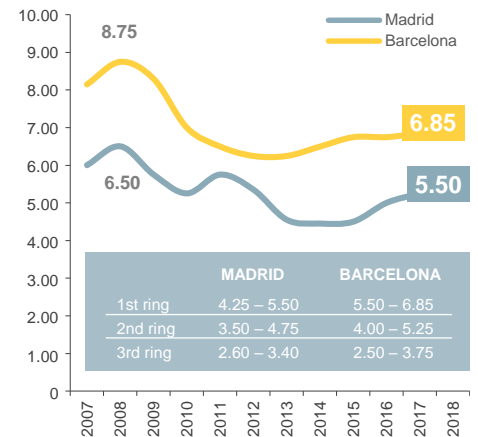
- Logistics take-up continues to break records in 2018. Madrid closed the year with 936,000 sq m, 2% more than in 2017, with the third ring representing the largest proportion of land. In Barcelona, the take-up value reached 652,000 sq m, exceeding the 2017 turnover by 36%.
- Madrid recorded its best take-up rate to date in the final quarter of the year, registering more than 301,000 sq m and exceeding last year's quarter by 17%.
- Prime rents in the capital rose to €5.50 sq m per month in the final quarter of the year, while in Barcelona they remained stable at €6.85 sq m per month.
- The development of new, high quality logistics platforms lead to operators leasing land before site completion. Furthermore, the proposal for 2019 is expected to be in the region of 1,500,000 sq m.

GRAPH 1
E-Commerce turnover
Spain



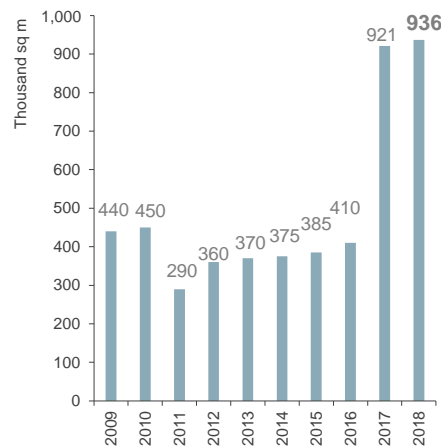
Source: CNMC | ONTSI

GRAPH 2
Prime Rents
€/ sq m/month 2007 – Q4 2018



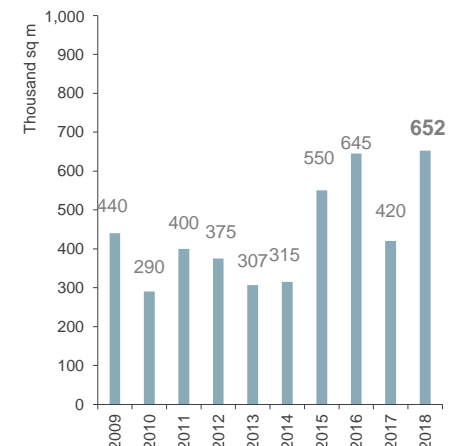
Source: Knight Frank Research

GRAPH 3
Take-up
Madrid 2009 – 2018



Source: Knight Frank Research

GRAPH 4
Take-up
Barcelona 2009 – 2018



Source: Knight Frank Research

GRAPH 5
TOP3 | Main occupier transactions
Madrid market. Q4 2018

MEDIAPOST | YELES, TOLEDO

40,000 sq m

AIRBUS | ILLESCAS, TOLEDO

36,000 sq m

SEUR | MADRID

36,000 sq m

VACANCY RATE

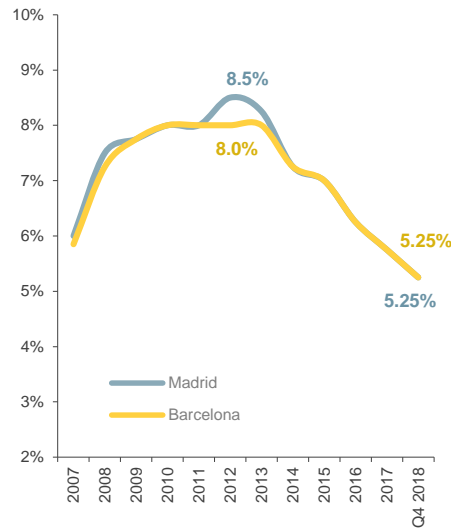
MADRID: 4.25%

BARCELONA: 3.5%

INVESTMENT MARKET

- Logistics investment reached €1.2 billion by the end of 2018, matching the excellent figures achieved in 2017.
- E-commerce continued to attract the attention of international investment within the sector. Companies such as Amazon in Seville, Mercadona in Getafe or H&M in Illescas, have strengthened their logistics operations following the launch of new centres.
- With this quarter marked by individual operations, Blackstone's purchase of Neiver's portfolio for €300 million has been among the most influential, incorporating 55 logistics sites with 162,000 m² of industrial land use.
- The pull of capital chasing Spanish logistics assets continues generating downward pressure on prime yields, which are expected to reach around 5% next year.

GRAPH 6
Variation in prime yields
2007 – Q4 2018



Source: Knight Frank Research

GRAPH 7
European prime yields
Latest available data

	YIELD
Brussels	5.50%
London	4.00%
Amsterdam	5.00%
Frankfurt	4.50%
Berlin	4.30%
Paris	4.75%
Dublin	5.25%

Source: Knight Frank Research

GRAPH 8
TOP 3 | Investment transactions
Q4 2018

PORTFOLIO COLONY CAPITAL-NEINVER

(26 SPANISH REGIONS)

VENDOR: COLONY CAPITAL-NEINVER | PURCHASER: BLACKSTONE

€280 m | €848 per sq m

GREENOAK SAN FERNANDO

(SAN FERNANDO DE HENARES, MADRID)

VENDOR: GREENOAK | PURCHASER: INVESCO

€42 m | €1,090 per sq m

LOGISTIK SERVICE ONTIGOLA

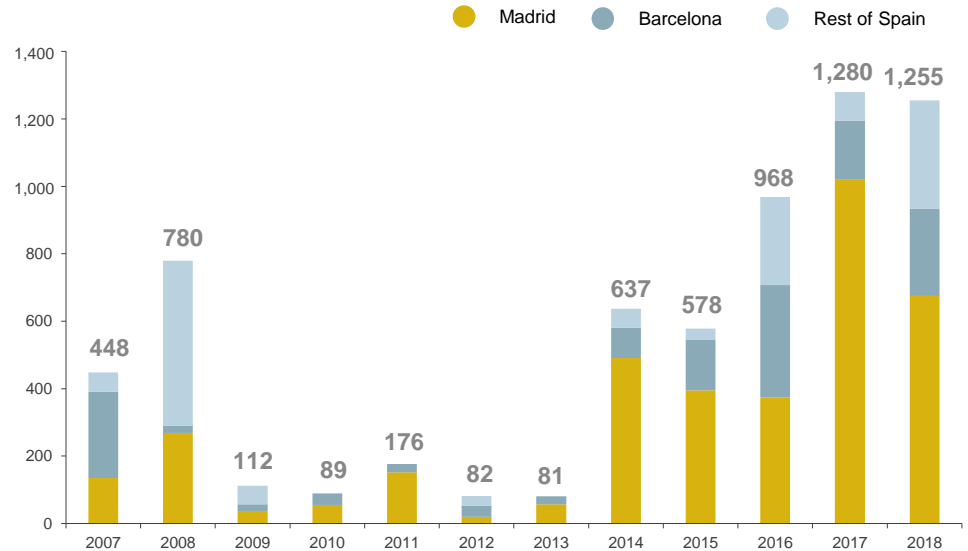
(ONTIGOLA, TOLEDO)

VENDOR: CONFIDENCIAL | PURCHASER: PATRIZIA INMOBILIEN

€37.5 m | €565 per sq m

Source: Knight Frank Research

GRAPH 9
Variation of investment volumes in Spain
Millions of euros 2007 – 2018



Source: Knight Frank Research



RESEARCH

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