

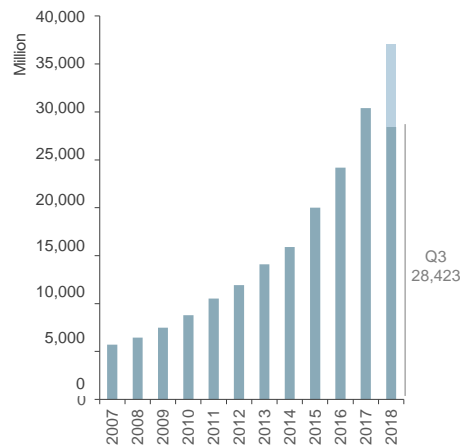
LOGISTICS SNAPSHOT

2nd QUARTER 2019

Occupier market Madrid and Barcelona

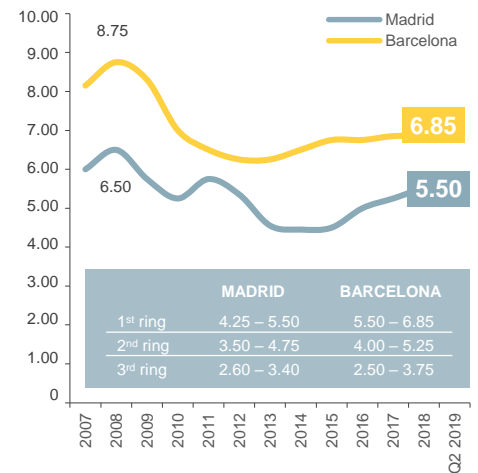
- Spanish e-commerce continues to break records, according to the latest published data. During the 3rd quarter of 2018 the turnover of e-commerce exceeded €10 billion, almost 30% more than in the previous year.
- During the 1st half-year of 2019 take-up in Madrid was almost 155,000 sq m, with more than 87,500 sq m being contracted during the 2nd quarter of the year. In Barcelona take-up reached 345,000 sq m in the first semester.
- In the 2nd quarter more than 65% of the take-up in the capital took place in the first ring. This underlines the increasing demand from occupiers to locate their activities in urban conurbations as the pressure on delivery times from the end client further intensifies.
- The prime rents remain stable in Madrid and Barcelona, staying at €5.50 sq m per month and €6.85 sq m per month respectively.

GRAPH 1
E-commerce turnover
Spain. 2007 - Q3 2018



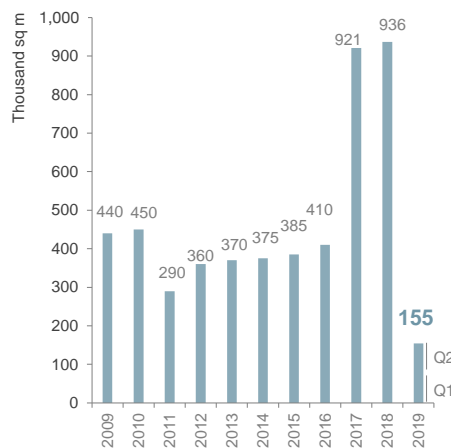
Source: CNMC | ONTSI

GRAPH 2
Prime Rents
€/sq m/month. 2007 - Q2 2019



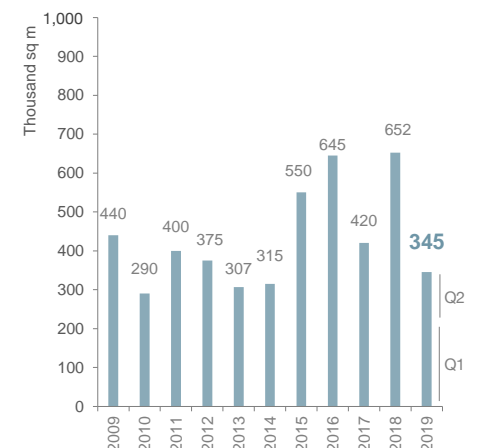
Source: Knight Frank Research

GRAPH 3
Take-up evolution
Madrid. 2009 - Q2 2019



Source: Knight Frank Research

GRAPH 4
Take-up evolution
Barcelona. 2009 - Q2 2019



Source: Knight Frank Research

GRAPH 5
TOP3 | Main occupier transactions
Madrid Market. Q2 2019

CONFIDENTIAL | GETAFE, MADRID

17,200 sq m

BORMIOLI | AZUQUECA H., GUADALAJARA

16,100 sq m

CONFIDENTIAL | GETAFE, MADRID

10,300 sq m

Vacancy rate

MADRID: 5.5%

BARCELONA: 3.5%

Investment market

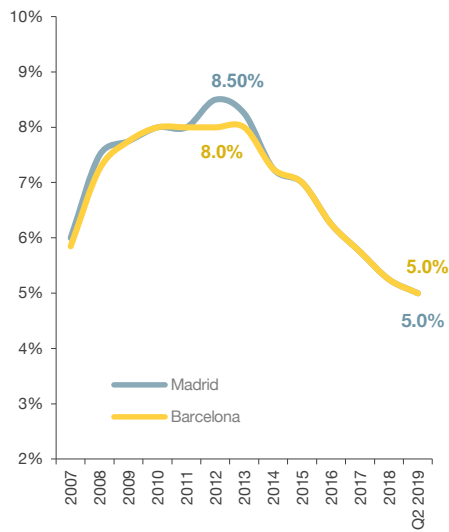
In the 2nd quarter of the year, investment volumes reached €326 M, five times more than the same period of the previous year. The national volume in the 1st half-year is over €530 M.

Logistic investment in Madrid was higher than Barcelona during the second quarter, approximately €170 M in the capital compared to more than €107 M in Barcelona.

One of the most relevant transactions has been the sale of an Invesco logistics platform in P.I. Los Gavilanes (Getafe). With an 85% occupancy, it has tenants such as Mercadona, Ader or ATDL, and is located in a prime location to respond to the needs of last mile logistics.

During this 2nd quarter yields compressed slightly, going from 5.25% to 5%, due to the interest that logistics assets continue to generate in the investment market.

GRAPH 6
Variation in prime yields
2007 – Q2 2019



Source: Knight Frank Research

GRAPH 7
Prime yields in European cities
Latest available data

	YIELD
Brussels	5.00%
London	4.00%
Amsterdam	4.25%
Frankfurt	4.00%
Berlin	4.25%
Paris	4.25%
Dublin	5.00%

Source: Knight Frank Research

GRAPH 8
TOP 3 | Investment transactions
Q2 2019

WAREHOUSE IND. PARK LOS GAVILANES

(GETAFE, MADRID)
VENDOR: INVESCO | PURCHASER: M&G

€32.5 M | €1,100 / sq m

MERLIN WAREHOUSES

(CASTELLBISBAL AND LLIÀ DEL VALL, BARCELONA)
VENDOR: MERLIN | PURCHASER: CONFIDENTIAL

€26.2 M | €720 / sq m

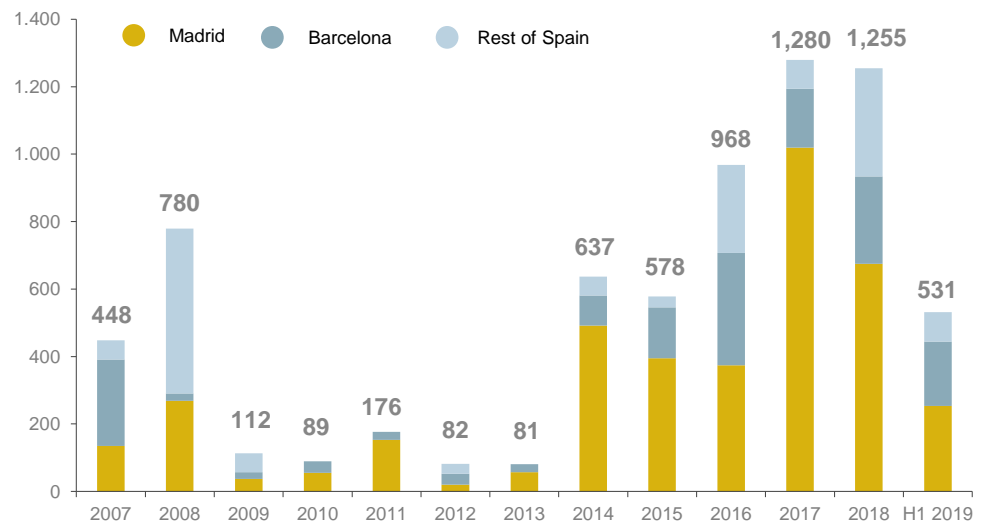
SESEÑA PROJECT

(SESEÑA, TOLEDO)
VENDOR: PAVASAL | PURCHASER: GREENOAK

€18 M | €620 / sq m

Source: Knight Frank Research

GRAPH 9
Variation of investment volumes in Spain
Millions of euros. 2007 - H1 2019



Source: Knight Frank Research



RESEARCH

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