



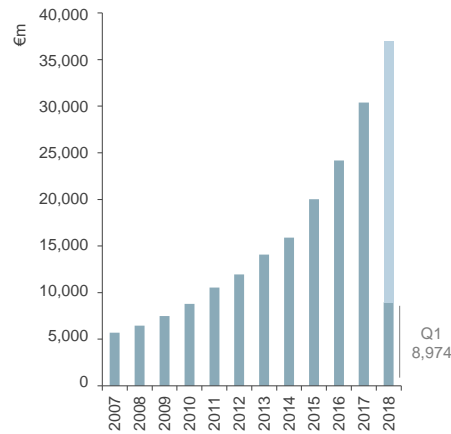
LOGISTICS SNAPSHOT

Q3 2018

OCCUPIER MARKET MADRID AND BARCELONA

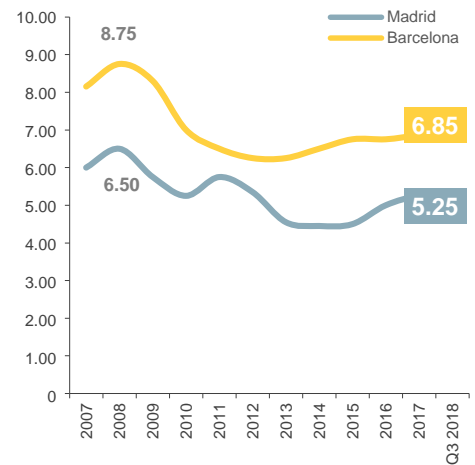
- The third quarter of 2018 closed with logistics take-up in Madrid reaching almost 186,000 sq m, totaling 635,000 sq m so far this year. In Barcelona, take-up in the first three quarters has already exceeded last years total.
- Luis Simoes acquired space in two turn-key warehouses (55,800 sq m), the largest deal of this quarter, further to the 30,000 sq m they acquired in the first quarter of the year.
- The E-commerce turnover trend in Spain is continuing to contribute to increasing numbers of leasing transactions in the third ring.
- Prime rents in the capital remained at €5.25 sq m/month in this quarter, where as in Barcelona they have remained at €6.85 sq m/month.

GRAPH 1
E-Commerce turnover
Spain



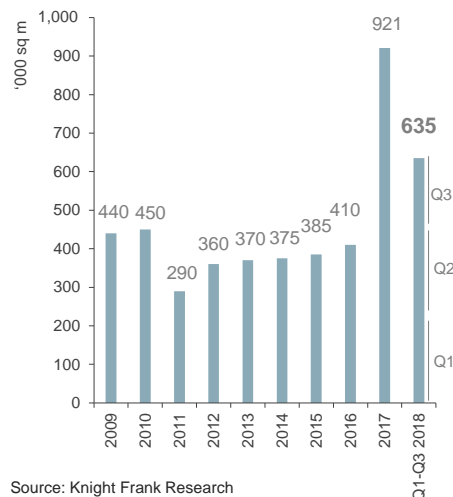
Source: CNMC | ONTSI

GRAPH 2
Prime rents
€/sq m/month. 2007 – Q3 2018



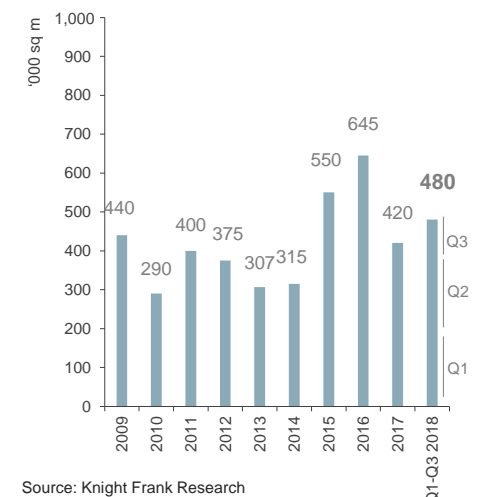
Source: Knight Frank Research

GRAPH 3
Take-up
Madrid 2009 – Q3 2018



Source: Knight Frank Research

GRAPH 4
Take-up
Barcelona 2009 – Q3 2018



Source: Knight Frank Research

GRAPH 5
TOP3 | Main occupier transactions
Madrid market. Q3 2018

LUIS SIMOES | MARCHAMALO, GUADALAJARA

55,800 sq m

H&M | ILLESCAS, TOLEDO

44,000 sq m

AUTOMOTIVE INDUSTRY
SAN FERNANDO DE HENARES, MADRID

19,500 sq m

VACANCY RATE

MADRID: 4.25%

BARCELONA: 3.50%

INVESTMENT MARKET

- Logistics investment so far this year has reached €815 million, 47% higher than the same period the previous year.

- The pull of logistics and e-commerce continues to attract the attention of investment funds (60%) and new investors to the Spanish market, with average returns above other European cities.

- The search for last mile solutions for logistics operators increases the attractiveness of secondary markets such as Valencia, Seville, Zaragoza, Bilbao or Vitoria.

- Two years after having acquired it, VGP sold Mango logistics centre to Tritax Big Box for €150 million, the largest deal so far this year. The British group has used this transaction to enter the Spanish market.

GRAPH 8 TOP 3 | Investment transactions Q3 2018

MANGO LOGISTIC CENTRE

(LLIÇA D'AMUNT, BARCELONA)

VENDOR: VGP | PURCHASER: TRITAX BIG BOX

€150 m | €600 per sq m

PORTFOLIO LAR

(ALOVERA AND ALMUSSAFES)

VENDOR: LAR | PURCHASER: BLACKSTONE

€120 m | €411 per sq m

DECATHLON LOGISTIC CENTRE

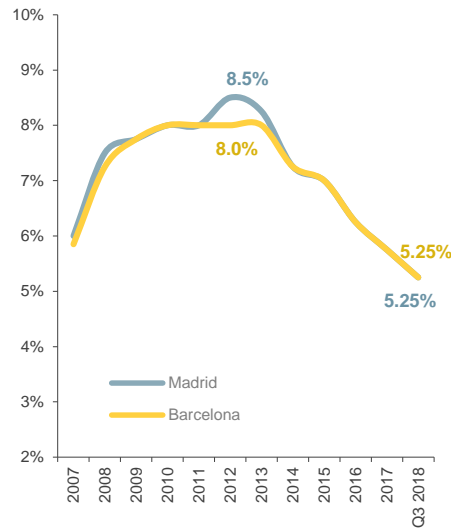
(VILLADANGOS, LEÓN)

VENDOR: DECATHLON | PURCHASER: ABERDEEN STANDARD

€15.3 m | €470 per sq m

Source: Knight Frank Research

GRAPH 6
Variation in prime yields
2007 – Q3 2018



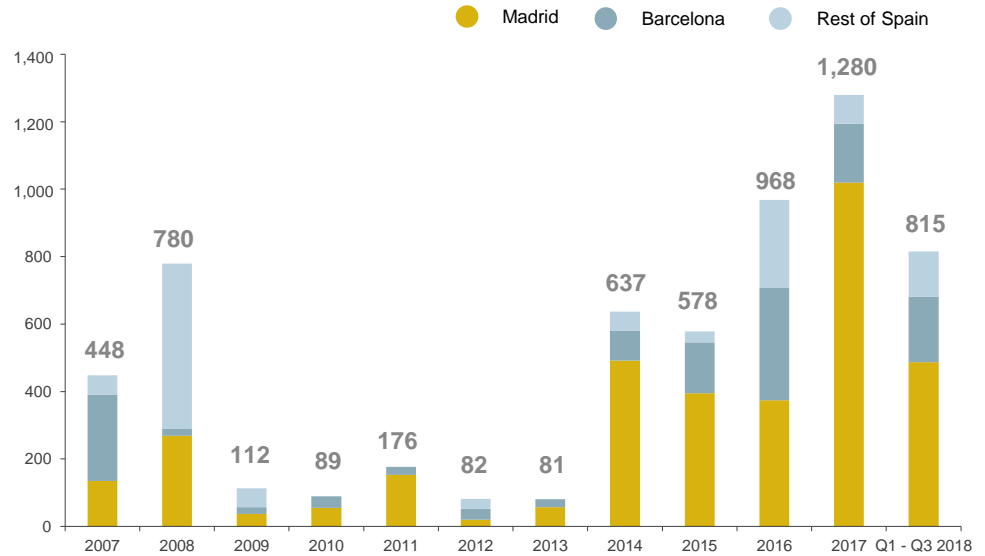
Source: Knight Frank Research

GRAPH 7
European prime yields
Latest available data

	YIELD (%)
Brussels	5.50
London	4.00
Amsterdam	5.00
Frankfurt	4.25
Berlin	4.30
Paris	4.75
Dublin	5.25

Source: Knight Frank Research

GRAPH 9
Variation in investment volumes in Spain
2007 – Q3 2018 (€m)



Source: Knight Frank Research



RESEARCH

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