



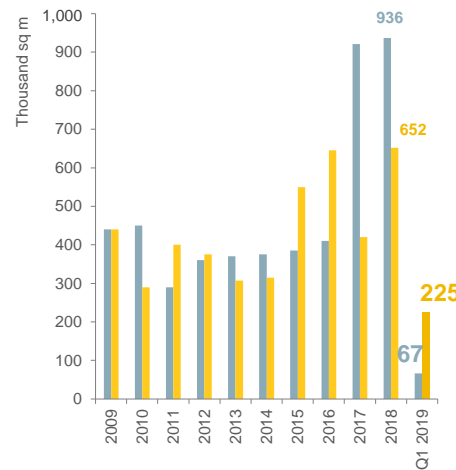
LOGISTICS SNAPSHOT

1st QUARTER 2019

Occupier market Madrid and Barcelona

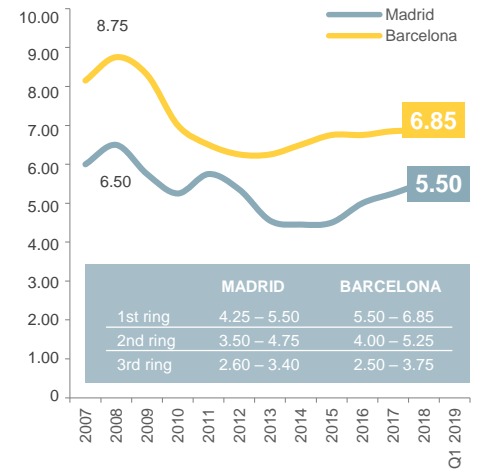
- Logistics take-up in Madrid reached almost 67,000 sq m and is expected to increase considerably during the year, due to operations that are already in progress and will be closed soon. In Barcelona, take-up reached 225.000 sq m, a 44% increase compared to the same period of the previous year.
- More than 50% of the occupier transactions occurred in the first ring, however the third ring representing the transactions with the largest proportion of land.
- Prime rents in the capital remained at €5.25 sq m/month in this quarter, whereas in Barcelona they have remained at €6.85 sq m/month.
- E-commerce still faces some challenges like achieving high-speed deliveries through the last mile related process implementation and connecting the main logistic centres and smaller distribution units located in the city centre, where transport is faster and more efficient.

GRAPH 1
Take-up
Madrid and Barcelona. 2009 - Q1 2019



Source: Knight Frank Research

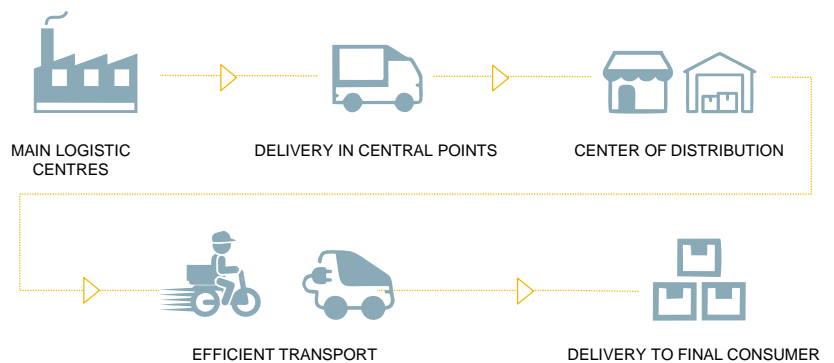
GRAPH 2
Prime Rents
€/sq m/month. 2007 - Q1 2019



Source: Knight Frank Research

GRAPH 3
Last mile diagram
Madrid

OBJETIVE: High-speed deliveries in central points, fighting traffic and contamination and low cost.



Source: Knight Frank Research

GRAPH 4
TOP3 | Main occupier transactions
Madrid market. Q1 2019

LOGISFASHION | CABANILLAS, GUADALAJARA

21,900 sq m

ID LOGISTICS | AZUQUECA H., GUADALAJARA

11,900 sq m

DRUMANN VEGA | VALDEMORO, MADRID

10,000 sq m

Vacancy rate

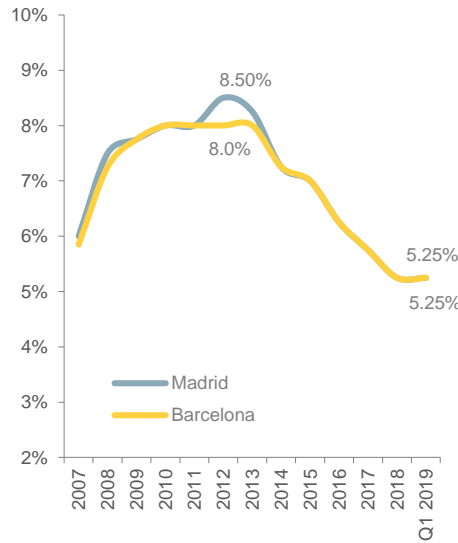
MADRID: 4.25%

BARCELONA: 3.5%

Investment market

- Logistics investment reached €206 million during the first quarter of 2019, the volume of investment in Madrid and Barcelona has been almost equal, €82 million and €83 million respectively.
- This year is expected to end with an investment volume that exceeded the previous year's. This is due to the trend of asset rotation and the large number of onmarket porfolios.
- During this quarter prime yields have remained stable, even though due to the interest that logistics assets continue to generate, it is expected that there will be continued downward pressure during the next months.
- The largest deal of the quarter has been the sale of five warehouses for €57 million, advised by Knight Frank. They are located in Madrid, Barcelona and Vitoria, and were sold by Kefren, Brunswick and Grosvenor, of which Prologis has acquired four and Blackstone one.

GRAPH5
Variation in prime yields
2007 - Q1 2019



Source: Knight Frank Research

GRAPH6
European prime yields
Latest available data

	YIELD
Brussels	5.25%
London	4.00%
Amsterdam	4.50%
Frankfurt	4.00%
Berlin	4.50%
Paris	4.50%
Dublin	5.25%

Source: Knight Frank Research

GRAPH7
TOP 3 | Investment transactions
Q1 2019

PORFOLIO KEFREN (VARIOUS)

VENDOR: KEFREN, GROSVENOR Y BRUNSWICK |
PURCHASER: PROLOGIS

€57 m | €650 per sq m

CENTRE LOGISTIC TORIJA

(TORIJA, GUADALAJARA)

VENDOR: CONF. | PURCHASER: PULSAR IBERIA LOGISTICS

€23.5 m | €710 per sq m

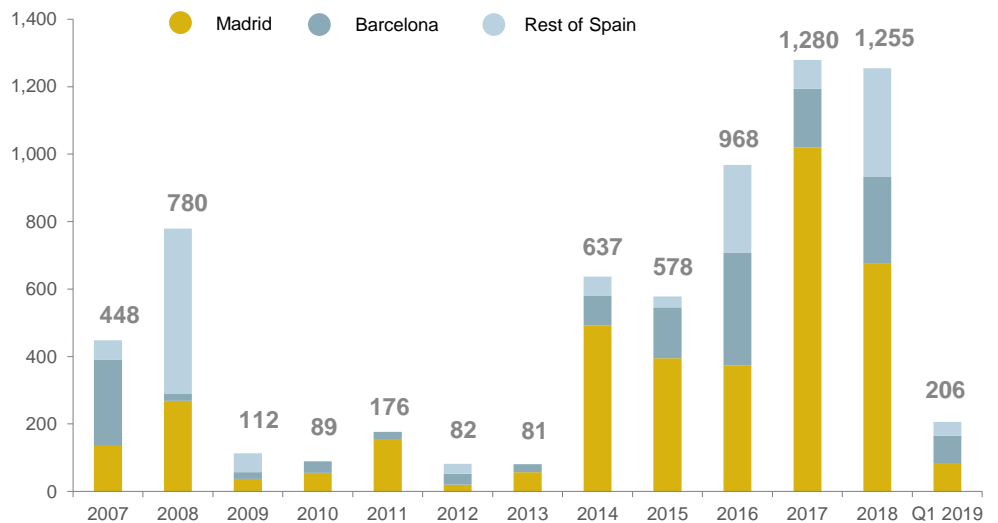
LOGÍSTIC PLATFORM ID LOGISTICS

(GRANOLLERS, BARCELONA)

VENDOR: ID LOGISTICS | PURCHASER: SEGRO

€27 m | €947 per sq m

GRAPH8
Variation of investment volumes in Spain
Million of euros. 2007 - Q1 2019



Source: Knight Frank Research

Source: Knight Frank Research



RESEARCH

Alejandro Vega-Penichet

Head of Industrial & Logistics Capital Markets
Alejandro.Vega-Penichet@es.knightfrank.com
+34 600 919 014

James Cowper-Coles

Capital Markets Consultant
James.Cowper-Coles@es.knightfrank.com
+34 600 919 105

Rosa Uriol

Head of Research
Rosa.Uriol@es.knightfrank.com
+34 600 919 114

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