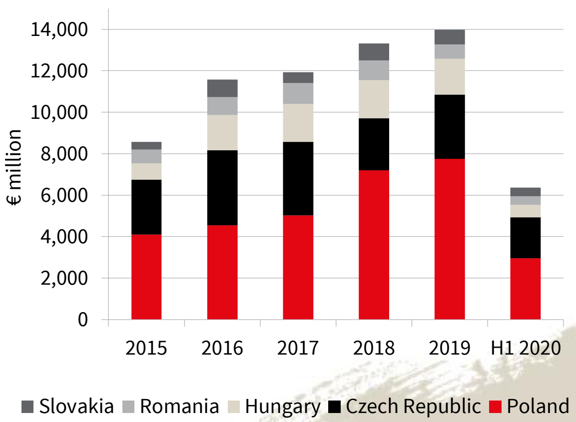
CEE **Investment** Market

H1 2020

CEE Investment Market, H1 2020

- During the first six months of 2020 the CEE investment market saw a number of transactions for a total of over €6.4 billion.
- With over 46% of that amount, Poland persisted its dominance among CEE countries. Despite the outbreak of COVID-19, the investors activity remained at extremely high level in H1 2020, and the market experienced continuation of trends that have already been observed for some time.
- In H1 2020, Czech Republic recorded the largest deal in its history with the Residomo transaction of €1.3 billion . Nevertheless, the total number of transactions and consequently the total investment volume were significantly affected by the global pandemic. Czech investors kept dominating the market with 65% market share.
- The uncertainties associated with the COVID-19 did not refrain strong investment activity in Hungary, where a 6% increase of the transaction volume, compared to the same period of 2019, was recorded. The most active asset class in H1 2020 was offices representing 80% of the transaction volumes.
- In Romania, 2020 started with a large pipeline of transactions; several high profile office deals were in advanced stages of negotiation. While the outbreak of COVID-19 had a significant impact on the investment market, the total transaction volume in H1 was still 21% higher than the one registered in the same period in 2019.
- In Slovakia, the changed circumstances in global economic activity has not yet impacted the investment real estate market, with the logistics and warehouse sector even gaining in importance.
- Within H1 2020, prime yields saw some upward pressure in comparison to the end of 2019, with the most visible decompressions noted, for example in the office and retail sectors in Poland, as well as in the retail sector in Czech Republic and Hungary. However, a substantial yield decompression trend is unlikely.
- The remainder of 2020 should be busy for market players acting on the CEE investment market, especially considering the growing interest in the industrial sector which seems to be the least affected by the global pandemic.

CEE Investment Volumes 2015 – H1 2020



CEE Prime Yields (%) – Q2 2020

Country / Sector	Office	Retail (SC)	Industrial
Czech Republic	4.25	5.15	5.50
Poland	4.50	5.15	6.25
Hungary	5.25	6.00	7.00
Slovakia	5.75	5.75	5.85
Romania	7.00	7.00	8.00

Source: JLL, Q2 2020

01. Poland highlights

With €7.8 billion of total transacted volumes, 2019 was a record-breaking year for the Polish investment market, outpacing the previous best-ever market result of 2018 by over €600 million. With this exceptional score, the Polish investment market grew in 2019 for the 5th consecutive year.

Investor activity in the first half of 2020 was maintained at an extremely high level as a continuation of the record-breaking last year. According to the preliminary estimates, the value of investment transactions in the first half of 2020 totalled nearly €2.9 billion - the second-best result in the history of Poland's real estate sector. Despite the global pandemic, the first six months of the year saw a continuation of trends that have been observed on the market for some time now. Industrial and office investors are very much at the fore. Overall, there were almost 60 deals closed throughout the first half of 2020, with office and industrial sectors clearly dominating the investment landscape both in terms of volume and number of transactions. The distribution of transacted volumes across sectors can be presented as follows: office (€1.3 billion), industrial (€1.2 billion), retail (€430 million), living (€40 million).

Similarly to last year, the first six months of 2020 have shown an increased activity of European investors, which were responsible for over a half (53%) of the invested capital. The interest of Asian investors, which are especially focused on the industrial sector, stayed stable and was responsible for ca. 22% of the total volume.

The COVID-19 pandemic and the confinement measures taken to limit its spread have stopped the yield compression trend across all sectors. In general, transactions closed over the course of H1 were traded at the cap rates levels seen in the previous year. The market has even witnessed some cases of price review observed mainly in on-going processes of office assets acquisitions and potential estimations of prime shopping centres. However, a substantial yield decompression trend is unlikely. Strong investors' appetite for industrial assets results in maintaining record-low cap rates level in this sector, with possibility for further compression in H2 2020. Offices may need to wait a little longer for the return to the downward pressure on yields. However, the forecasts suggest that it may happen as soon as in H1 2021.

Throughout H1 2020, almost 45% of total investment volume was made in the **office sector**. From January till June, 22 office transactions worth over €1.3 billion were finalized – the second highest volume for the first six months in history. Moreover, the capital invested in the first half of 2020 was almost double that of a ten-year average for January – June period.

The largest deal recorded in H1 was the acquisition of a majority stake (61.49%) in GTC by the Hungarian Optimum Ventures Private Equity Fund, which in Poland has a portfolio of both office buildings and shopping centres. Other meaningful transacted projects included:

- two buildings (4 & 5) of the High 5ive complex located in the city centre of Krakow, sold in Q1 by Skanska to Credit Suisse;
- Wola Center, located in the City Centre West district in Warsaw, purchased by Hines from Develia for ca. €101.9 million;
- Prosta Office Centre, located in City Centre West in Warsaw, bought by a German investor KGAL from Cromwell / Goldman Sachs for ca. €73 million;
- D48, located in Mokotów Business District in Warsaw, bought by IAD Investments from Penta Real Estate;
- Marynarska Business Park, located in Mokotów Business District in Warsaw, acquired by Benson Eliot from Heitman for ca. €65 million;
- Nowogrodzka Square, located in CBD in Warsaw, sold by Yareal to a French company Amundi Real Estate.

56% of the office investments were made on the Warsaw market, and the remaining 44% in the regional cities, with Kraków being the regional leader as well as Katowice and Wrocław, ranked second and third respectively.

Prime office yields in Warsaw are discussed at 4.50%, whereas the core regional cities (Kraków & Wrocław) yields stand at 5.75%. The cases of discounts, observed in some ongoing processes, has ranged 25-50 bps, compared to pre-Covid expectations for 2020. As a result, transactions are traded at cap rates level seen in 2019. The discounts reflect also a 30-80 bps outward shift in the cost of debt, which is impacting pricing.

The **industrial sector** had its best H1 in history. The market witnessed 20 deals with a total volume of almost €1.2 billion – a volume never seen before in this sector in the first six months of the year. It means that over 39% of total investment volumes recorded from January till June closed in the industrial sector. In addition, the value of transactions in the market in H1 was higher than any year-round result achieved prior to 2018. Such a strong result was mainly driven by large portfolio transactions. The market reported numerous deals exceeding a volume of €100 million, the most meaningful were:

- the portfolio sale of five Panattoni properties to Savills Investment Management;
- the acquisition of Hines distribution parks by CGL;
- the purchase by GIC Private Ltd of a portfolio of six logistics properties from funds managed by the Apollo Global Management group;
- the acquisition of a 46.5% equity stake in European Logistics Investment platform by Madison International Realty, from majority owner Redefine Properties Limited, a leading South-African based Real Estate Investment Trust.

Most remarkably, active investors in the Polish logistics sector in H1 2020 were those with Asian capital sources, responsible for almost 53% of the transacted market volumes in this sector. The most substantial capital inflows come from China and Malaysia. Among non-Asian investors, the market witnessed high activity of British and US purchasers.

Prime warehouse yields stand at 6.25% with exceptional, long leased assets trading at sub 5.00% and Warsaw inner city projects at around 5.50%.

Despite impressive results and a still increasing investors' interest, the industrial sector may see challenges connected with product availability. In consequence, the hunger for products is ever-growing and investors are bidding more and more aggressively. Market therefore expects a continuation of the yield compression trend in this sector in the coming months.

Similarly to what is observed in more mature markets in Europe and globally, the level of activity in the **retail** investment sector has begun to fade. Moreover, the COVID-19 and implemented restrictions have additionally disrupted the sector. The investors, however, were still eager to find an opportunity in specific asset groups, such as convenience centres, food stores or retail schemes, the functions of which can be transformed.

The H1 retail investment volume was dominated by a single share deal - the purchase of 61.49% stake in GTC, whose portfolio includes 2 shopping centres: Galeria Jurajska in Częstochowa and Galeria Północna in Warsaw. Overall, H1 2020 has seen 14 retail transactions totalling ca. €430 million – almost identical volume as the market reported in H1 2019. Besides the GTC share deal, the following notable transactions were concluded in H1 2020:

- the sale of two Tesco schemes (Tesco Wrocław, Tesco Lublin) to German investor Origami;
- an acquisition of two MMG Centres, located in Szczecin and Ciechanów, by DRFG;
- two OBI stores disposed of by Chariot Top Group to investor from South Africa - MARR Holdings;
- Tesco Częstochowa bought by Polish DOR Group;
- Tesco Ruda Śląska taken over by Castorama.

Despite lack of transactional evidence, prime shopping centre yields have moved out slightly driven by sentiment and are estimated at 5.15% with prime retail park yields remaining stable at 6.80%.

Though there were only few closings in Poland, we have observed increased activity in **living** investments since the start of the crisis. In April Aurec Capital announced the purchase of the Puławska 186 multifamily asset in Warsaw via forward deal from Matexi Polska. Since then Aurec Capital revealed two other asset deals for its LivUP portfolio – Jagiellońska 36 and Targowa 17 in Warsaw. After the takeover of Wrocław-based developer Vantage finalized in Q1 2020, TAG Immobilien built up a pipeline of 24 build-to-hold projects containing around 8,600 flats for their rental operations in Wrocław, Poznań and other locations to be built in the next 5 years. This pipeline includes assets to be developed on land plots bought by Vantage and projects purchased in forward deals by TAG Immobilien. The Rental Housing Fund of Polish state bank BGK announced a deal of 80 flats finalized in Łódź and opened up operations of another asset bought from Bouygues Immobilier in Poznań.

02. Czech Republic highlights

Up until the breakout of Covid-19 in March 2020, the Czech Republic had been reporting strong macro-economic performance amid its positive 6 year growth cycle. This expansion was broken in Q1 2020 by GDP contraction (3.6% q-o-q) caused mainly by a drag from trade and gross fixed investment. Industrial production weakened as factories remained closed – including the crucial automotive industry – in a struggle to control the Covid-19 pandemic. To the opposite effect, lockdown measures were lifted in Q2 2020 and a gradual upswing started to occur. The Czech Republic is still considered as the most stable country with the lowest investment risk rating within the CEE region. Fiscal and monetary policy from the government, together with rate reduction of 75bps by the National Bank to 0.25% on May 7, have increased confidence over financial stability and recovery of the economy.

Retail sales figures took a significant hit; even double digit growth in e-commerce did not manage to compensate for the overall double digit decline. Logistics sector entered the Covid-19 era in a good condition with strong fundamentals - historic low vacancy, strong rental growth, positive take up - and has been relatively resilient compared with other sectors. Office sector was marked by a drop in leasing activity and by a pause in investment activity – this was true for all other sectors in the Czech Republic. Overall, investment activity in H1 2020 was lacking due a clear shortage of opportunities combined with the significantly increased uncertainty among investors caused by Covid-19. Tourism, retail, F&B and leisure sectors were the most impacted by the pandemic in H1 2020.

The total investment volume in H1 2020 was €1.95 billion, up by almost 9% compared to H1 2019. However, it is crucial to point out that 66% of this volume was formed by the largest deal (by volume) in the Czech history when Blackstone / Round Hill Capital sold their Residomo residential portfolio to Swedish Heimstaden Bostad for ca €1.3 billion. Not taking into account this transaction, the total investment volume significantly affected by the shortage of product and the pandemic would be €0.65 billion, down by 64% and 50% compared to H1 2019 and H2 2019 respectively. The number of transactions in H1 2020 (19) was substantially lower than in H1 2019 (34) and H2 2019 (33) with majority of the deals taking place in Q1 2020.

Not taking into consideration the Residomo portfolio, Czech investors kept dominating the market in H1 2020 with 65% market share (44% in H1 2019). Investors from Italy represented 25% of the market due to a €138 million shopping centre deal in Prague 1 closed by Generali. Russian capital was also active in H1 2020 purchasing two office buildings in Prague through a Czech asset manager FID Group and representing 8% of the market share. In H1 2020 the Czech investment market did not witness any purchases from South Koreans confirming their current lack of appetite and nor from the usually active German and Austrian investors.

Office sector was the most dominant and represented 53% of the investment volume in H1 2020. The most significant office investment transactions included City Empiria in Prague 4 sold by Generali for €70+ million to Czech investor and developer PSN; followed by City West C1 and C2 located in Stodůlky sold by CFH for €74.5 million to Czech investor Českomoravská Nemovitostní; Lighthouse in Prague 7 sold by Deka for ca €55 million to Star Capital Investments; and Albatross in Prague 1 sold by PSN for ca €30 million to FID Group. The total office investment volume recorded for H1 2020 reached €513 million; down by 32% compared with H1 2019.

Retail sector held the second largest market share in H1 2020 with 34% primarily thanks to Kotva Shopping Centre located in Prague 1 sold by PSN to Generali for €138 million. In H1 2020, retail sector witnessed 4 transactions. The largest transactions included already mentioned Kotva Shopping Centre; Čestlice Shopping Centre sold by Ahold to Czech investor HSTN for ca €42 million; and the regional shopping centre OC Plzeň Rokycanská changed hands between Tesco and another Czech purchaser Trigea for ca €32 million. The total retail investment volume recorded for H1 2020 reached €222 million; 81% of the total volume transacted in Q1 2020 before the government closed all shopping centres to slow down the spread of Coronavirus.

In previous years and prior the decline in investment activity due to lack of product and Covid-19 in Q1 2020, investors were eager to find an opportunity in industrial and **logistics** sector. Nevertheless, as significant part of this market is owned by strategic players who rarely sell, this sector continues to suffer from a lack of available product coupled with current uncertainty generated by the global pandemic. In H1 2020, market share of industrial and logistics sector stood at 3% with only one forward commitment transaction at €17 million.

After record high **hotel** investment activity in 2019, only two transactions were recorded in H1 2020. The most significant hotel deal was Pentahotel Prague with 227 rooms sold by New World Development to Aroundtown Property Holdings for an undisclosed price in portfolio transaction together with another 16 hotels across Europe. With tourism immensely affected by Covid-19 – closure of borders, no international flights and imposed closure on all hotels by the government - hotel sector had been suffering to a great extent.

To conclude, pricing adjustments are expected in some sectors and one of the greatest concerns is around debt as margins have increased and LTVs decreased, however, banks are continuing to lend and support the prime core investment product. If an upward shift in yields occurs in some sectors, it should not be as severe as during the Global Financial Crisis because of significant amount of sidelined capital targeting real estate and general lack of product.

In H1 2020, our view on prime yields is as follows: prime offices at 4.25%, prime shopping centres at 5.15%. The industrial and logistics prime yield remains at 5.50%. Prime retail parks are at 6.00% while prime high-street assets would trade at 3.75%.

03. Hungary highlights

Despite of the COVID-related uncertainties on the markets, investment activity was strong during the first half of 2020. H1 transaction volume reached ca. €615 million, reflecting an increase of 6% and 9% on the same period of 2019 and 2018 respectively.

Several significant deals closed despite the lock-down and the slow down was ultimately less than initially anticipated in March. While a handful of transactions collapsed as a result of the COVID-19 pandemic, most deals were just delayed.

Pricing in the core and premium segment did not change much, but stronger warranties (ie. rental guarantees) were expected from buyers. Re-pricing in the Core+, value-add and Grade B categories was more noticeable. We foresee the polarization of investors to become more evident across sectors with on one hand the core and stable income focus and on the other hand the value purchases.

Domestic buyers remained the most active buyers on the market with a market share of nearly 60%, however international buyers (Allianz Real Estate, GalCap, DWS) also closed high-profile deals during the period.

The most active asset class in H1 2020 was **offices** representing 80%, of the transaction volumes. The asset class reached a record high H1 transactional volume with ca €490 million, which was 25% above the volume of the same period of 2019. Such volume was achieved due to two large transactions.

The most significant deal was the acquisition of a majority ownership (61.49%) of GTC SA by the Hungarian Optima Zrt from Lonestar. The Hungarian section of this regional platform includes 3 standing offices, 2 on-going office developments and 2 development sites. The GTC platform also includes assets in Poland, Serbia, Romania, Croatia, Bulgaria and Ukraine.

Allianz Real Estate has also concluded their first direct acquisition in Hungary since 2010. The German asset manager acquired the Eiffel Square office building, a premium asset at the junction of the CBD and the Váci Corridor submarkets.

Further office transactions of the period included the disposal of Rumbach Center by Al Habtoor to GalCap, the closing of the last phase of Corvin Offices by Futureal to OTP Real Estate and the sale of Lánchíd Palota to the owner occupier.

Activity in the **hotel** sector reached almost €60 million, 9% of the total H1 volumes. The leading deal in the asset class was the acquisition of the 185-room Barcelo Hotel, by DWS, the German asset manager. The hotel is situated in downtown Budapest and was sold by its Hungarian developer.

Although **logistics** is a highly sought-after asset class, investment activity in this segment remains hindered by the significant supply constraints and lack of available products. Nevertheless, the closing of the CEE Goodman platform expected in Q3 and other significant disposals will push upward the transaction volumes in the sector.

The liquidity of the **retail** asset class is very limited with the exception of food anchored assets and long leases. In H1 we recorded only one countryside shopping centre transaction with Indotek purchasing the 15,000 sq m Pécs Plaza.

Despite of the strong first half, a slight drop of full year volume is forecast. Although investors remained active during the lock-down period, sellers were cautious and decided to defer marketing processes until September which in a lot of cases will push the transaction closings toward 2021.

The debt market is currently a bottle-neck and we are witnessing reduced activity in the lending space. Debt is available at attractive levels for core products and assets with long lease and good covenants but it is much more challenging for less prime and value add products. We expect lending sentiment to improve after the summer.

In terms of yields, we see the prime shopping centre yield moving out by 25 bps q-o-q to 6.00%, prime office yields flat at 5.25% and prime logistics compressing by 25 bps q-o-q to 7.00%.

04. Romania highlights

The property investment volume for Romania in the first half of 2020 is estimated at circa €410 million, a value almost 21% higher than the one registered in the same period in 2019 (€338 million).

The Covid-19 outbreak had a strong impact on the investment real estate market in Romania. Many of the on-going deals were put on hold during the lockdown period which lasted from 15th of March until 15th of May. Towards the end of H1 however activity started to come back with several major transactions in progress once again. A handful of office sales were completed in Bucharest in Q2 2020 as the discussions were very advanced before the pandemic.

The majority of the local owners have had to focus on asset management and implementing the new rules for adjusting the buildings to the new reality.

Compared to the same period last year, the number of transactions remained stable, with the average deal size increasing to €27 million, mainly due the signing of several very large deals which includes Pan-CEE portfolios and sizeable assets.

Bucharest accounted for close to 90% of the total transaction volume in H1 2020.

As it was the case in the last 5 years, market volumes in H1 2020 were dominated by office transactions. They represented 85% of the total, while industrial accounted for over 8%.

The largest transaction registered in the first half of 2020 was the sale of approximately 61.49% of the GTC portfolio.

Other notable **office** transactions in Romania were the acquisition by local group Dedeman of the third phase of The Bridge - a 21,100 m^2 building part of a 80,000 m^2 office park in the Center-West of Bucharest, the acquisition of Global City Business Park, a 50,000 m^2 park in the Pipera North area of Bucharest by Arion Green Investment and the acquisition of 50% of Renault Business Connect in the West of Bucharest by Globalworth.

The only **retail** transaction concluded in H1 2020 was the acquisition of Oradea Plaza, a mixed-use project, by Lotus Centre, a local group based in Oradea.

The largest **industrial** transaction was the acquisition of Equest Logistic Park located on the A1 Highway, at Km. 13, the most important logistic sub-market in Bucharest. Through this acquisition, CTP consolidated its position as the largest owner of industrial/logistic space in Romania and one of the two dominant players in that particular sub-market.

One **hotel** was transacted in H1 2020, Golden Tulip on Calea Victoriei, which marked the entrance on the local market of Fatal Group.

Local capital is starting to play an increasing role in the Romanian investment market. Romanian buyers accounted for 28% of the transaction volume in 2019 and 35% in H1 2020. The most active players were Dedeman, One United, Lotus Centers or Element Industrial.

Prime office yields are at 7.00%, prime retail yields at 7.00%, while prime industrial yields are at 8.00%. Yields for retail and industrial are at the same level as 12 months ago, while office yields have compressed by 25 bps over the year. Romania is still well positioned from a yield perspective, as the current values are still behind the last peak registered in the 2007 – 2008 period.

While it is difficult to make accurate predictions at the moment, we expect that at least several transactions, worth approximately €650 million, will be closed during the remainder of 2020.

05. Slovakia highlights

Changed circumstances in global economic activity have not yet impacted H1 investment volumes in Slovakia. Both industrial and office sectors recorded relatively average volumes, comparable with the last 3 years.

We estimate ca. €400 million traded, surpassing numbers of first half of 2019. Relatively high volume, especially in Q1, is a consequence of slipped deals from the end of previous year. The number of deals decreased but the average deal size reached ca. €50 million, especially due to large industrial transactions.

A positive and encouraging sign is that the buyers did not pull back from the ongoing transactions. This proves that it is possible to find the right investment product on Slovak real estate market in the current environment. Recent development intensified a move towards defensive asset classes and prime core/core+ assets. Investors more than ever focus on income stability, longer WAULTs & strong covenants. Many of these requirements were fulfilled in some of the traded assets.

Office sector saw the sale of Rosum, an institutional quality asset in non-core location developed by PENTA Real Estate, which was acquired by private Austrian investor– ECE (European City Estates). ECE became a prominent buyer of assets of PENTA RE as it bought office scheme BCT 2 in Kosice a year ago with forward purchase for its third phase. PENTA RE now sold also another part of the office scheme in Kosice – BCT 1 to Occam Real Estate.

Volume-wise the largest office transaction was the sale of Twin City B from HB Reavis to one of its investment fund structures with different equity sources. This prime scheme, located in CBD, is anchored by Swiss Re with above market standard WAULT. Neighbouring Twin City Tower, leased in majority to Amazon, was acquired by Korean capital in 2019.

Currently there is a significant amount of “dry powder” waiting to be deployed with focus on prime core assets. Should any of the A – class office schemes be on sale, it is likely that a deal, if well managed, could be successfully closed.

Industrial sector, especially logistics & warehouses has been gaining significance within overall investment volumes over the last years. Pandemic situation and economic consequences has only strengthened this trend.

Continuing occupier demand, at the moment mostly coming from e-commerce and food retailers, proved the resilience of the sector.

Major institutional investors do not hesitate to target quality assets and bid at levels satisfactory to sellers. Over 50% share of investment volume in H1 for industrial asset class in Slovakia came from three considerable deals.

All of the traded assets are in Western Slovakia, attractive market for international and regional investors. Two out of three deals were a part of platform pan – regional deals and took place in Senec, the biggest warehousing & logistics hub in Slovakia.

First deal was concluded at the beginning of the year, comprised of 28 logistics assets or ca. 1 million m² of industrial space across Europe from which Slovak assets accounted for almost 130,000 m² of GLA. Apollo Global Management / Palmira Capital Partners disposed of the platform to GIC – Singaporean sovereign wealth fund with P3 as a manager.

Growing importance of logistics & warehousing hub in sub – region of Sered underpinned closure of the deal between PNK Group as a seller and REICO IS ČS as a buyer. Subject of the sale were two modern prime industrial assets of institutional quality with a total area of 45,000 m².

Majority of ongoing transactions in **retail** sector has been postponed or frozen for the time being with one exception. Atrium, shopping centre specialist with focus on CEE sold its asset in Zilina to Slovak HNWI who already owns retail schemes across Slovakia. The deal closed in Q1, after having been negotiated during 2019. Further this year the smaller transactions could take place, especially in case of retail parks. If anchored by a food retailer with the right tenant mix and strategically located, these prove to be resilient, tradeable and liquid as their KPI’s bounced back swiftly after loosening of pandemic regulation.

Expectations are that the second half of the year will mostly depend on a few factors such as second wave of Covid-19, macroeconomic data and economic outlook for 2021. At present we see activity and positive sentiment from the investor’s point of view, primarily looking for prime core assets.

In H1 2020 our view on prime yields is as follows: prime offices at 5.75%; prime industrial at 5.85%; prime shopping centers at 5.75% and prime retail warehouses at 7.25%.

06. Selected key deals

Property name	City, Country	Approximate sale price (€ million)	Vendor	Purchaser
GTC (61.49% stake)	Various, CEE	confidential	Lone Star Funds	Optima
Panattoni/SIM portfolio	Various, PL	188	Panattoni	Savills Investment Management
Wola Center	Warsaw, PL	102	Develia	Hines
DP Portfolio	Various, PL	confidential	Hines LLC	CGL Investment Holdings Corporation
Equal Business Park A, B, C	Kraków, PL	confidential	Cavatina	Apollo Rida / JV
High 5ive II	Kraków, PL	confidential	Skanska	Credit Suisse Real Estate Asset Management
P3 Mszczonów	Mszczonów, PL	confidential	P3	Elite Partners Capital
ELI porfolio (46.5%)	Various, PL	confidential	Redefine (93%)/ Griffin (7%)	Madison International Realty
Maximus portfolio	Various, PL	confidential	Apollo Global Management LLC	GIC Private
PEL portfolio	Various, PL	confidential	Ares Real Estate Group	Investec Property
Residomo Portfolio	Various, CZ	1,300	Blackstone / Round Hill Capital	Heimstaden Bostad AB
OC Kotva	Prague, CZ	138	PSN	Generali
City West C1 and C2	Prague, CZ	75	CFH	Českomoravská nemovitostní
City Empiria	Pilsen, CZ	75	Generali	PSN
Lighthouse	Prague, CZ	55	Deka Immobilien	Star Capital Investments
OC Čestlice	Prague, CZ	42	Ahold	HSTN
AZ Tower	Brno, CZ	40	Private Individual	Natland
OC PLZEŇ ROKYCANSKÁ	Pilsen, CZ	32	Tesco	Trigea
Albatros	Prague, CZ	30	PSN	FID Group

06. Selected key deals

Property name	City, Country	Approximate sale price (€ million)	Vendor	Purchaser
Argo Alpha	Prague, CZ	30	Peakside Capital	bpd Development
U Půjčovny 10	Prague, CZ	26	I.J.O. Prague Investments	Generali
Spálená 51	Prague, CZ	20	Crestyl	FID Group
Pentahotel Prague	Prague, CZ	unknown	New World Development	Aroundtown
Lánchíd Palota	Budapest, HU	20-30	HU private	International Investment Bank
M Square Hotel	Budapest, HU	10-20	Dominarium	Fattal Hotels
Rumbach Center	Budapest, HU	10-20	Al Habtoor	Galeon Capital
Pecs Plaza	Pecs, HU	10-20	Investum	Indotek
Barcelo Hotel	Budapest, HU	confidential	Sunbelt	DWS
Budapest 360	Budapest, HU	confidential	Recovery Zrt.	Futureal
Eiffel Square	Budapest, HU	confidential	Optima Zrt.	Allianz RE
Corvin Offices (Phase V 2)	Budapest, HU	confidential	Futureal	OTP RE

06. Selected key deals

Property name	City, Country	Approximate sale price (€ million)	Vendor	Purchaser
The Bridge Phase 3	Bucharest, RO	55	Forte Partners	Dedeman
Global City Business Park	Bucharest, RO	53	Global Finance	Arion Green Investments
50% of Renault Bucharest Connected	Bucharest, RO	35	Elgan Group	Globalworth
3 office buildings portfolio	Cluj-Napoca, RO	30	Hexagon	Ideal Projects Services
Equest Logistic Park	Bucharest, RO	30	Forum Serdika	CTP
Rosum	Bratislava, SK	60	PENTA Real Estate	ECE – European City Estates
PNK Park Sered	Sered, SK	30.6	PNK Group	REICO IS ČS
Twin City B	Bratislava, SK	Confidential	HB Reavis	HB Reavis Fund
Atrium Duben	Zilina, SK	Confidential	Atrium	HNWI
Aviv Park	Zrenjanin, RS	Confidential	Aviv Arlon	BIG Shopping Centers
BCT 1	Kosice, SK	Confidential	PENTA Real Estate	Occam Real Estate
Palmira Park Senec	Senec, SK	Confidential	Palmira / Apollo	GIC

CEE Capital Markets

Mike Atwell
Head of Capital Markets Czech Republic
Lead Director CEE

Agata Sekuła
Head of Capital Markets Poland

Tomasz Puch
Head of the Office & Industrial Investment
Poland

Mateusz Polkowski
Head of Research Poland & CEE

Rudolf Nemec
Head of Capital Markets Slovakia

Benjamin Perez-Ellishewitz
Head of Capital Markets Hungary

Andrei Vacaru
Head of Capital Markets Romania

Jones Lang LaSalle