MARKETBEAT

# BARCELONA

## Industrial - Q4 2022

| | YoY change | 12-month forecast |
|---|---|---|
| **2.8%** Vacancy Rate | ▼ | — |
| **840,800** Take-up 2022 (sq m) | ▲ | — |
| **7,35€** Prime Rent (sq m/month) | ▲ | — |

### ECONOMIC INDICATORS - SPAIN

| | YoY change |
|---|---|
| **4.43%** Annual change in GDP | ▲ |
| **9.31%** Unemployment rate Catalonia | ▼ |
| **12.67%** Spain Unemployment rate | ▼ |

*Source: National Statistics Institute*

### E-commerce continues to drive logistics

The most recent published data (June 2022) on e-commerce shows that total turnover increased by 33% in the second quarter of 2022 compared with the same period in 2021.

In monetary terms, e-commerce business amounted to €18,178 billion between April and June 2022.

Turning to the basket of physical goods purchased online (those items that require storage and transport), an increase of 5.6% is noted in comparison with the second quarter of 2021.

In order to put behaviour in terms of the basket of physical goods acquired online into some context, business turnover for the period Q3 2021-Q2 2022 (i.e. 12 months) has been compared with the same period the previous year (Q3 2019-Q2 2020), the increase amounting to 35% as a quarterly average.

The statistics show how consumer behaviour has changed as well as the structural transformation of e-commerce: consumer habits adopted during the pandemic form a key part of the new normal and it is expected that these will continue to consolidate over the coming quarters.

### Take-up at an all-time high

Take-up of logistics floorspace in the Barcelona market during 2022 reached close to 841,000 sq m, stemming from 65 deals. This represents an increase of 21% in comparison with 2021. Logistics take-up rose to 250,000 sq m this past quarter, some 77% above the figure reached the preceding year. Almost all of the floorspace transacted is geared towards the expansion of logistics operators who increasingly need more space due to the growth in their business volumes.

The vacancy rate continued to fall gradually, from 3.3% at the end of September to 2.8% at the close of year. Construction activity meanwhile remains energetic and, prior to the close of 2023, it is anticipated that around 640,000 sq m will be delivered to the market, some 48% of which already has users. Following location, determined by the focus of their distribution activities - whether local, regional or national, the next priority for operators is high specification logistics facilities.

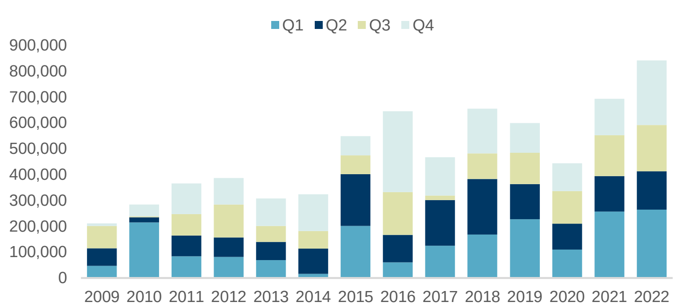
### Stable prime rents at all-time highs

Limited available offerings mean that operators have ever-shrinking bargaining power just as the need for logistics floorspace is growing. As a consequence, the asking rent at the close of the final quarter of 2022 stood at €7.75/sq m/month, whereas prime rent remained steady at € 7.75/sq m/month, the ZAL being the reference area in terms of these rent levels.

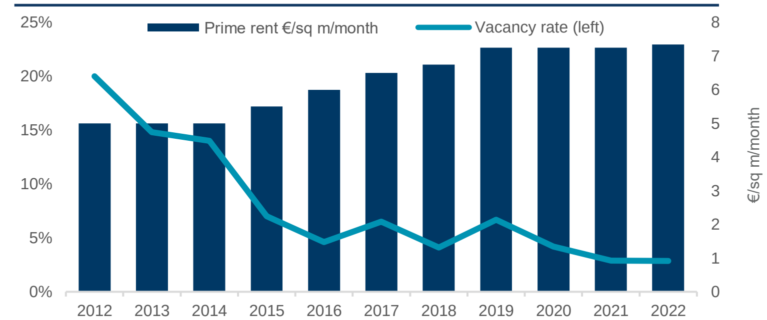
As a general trend, average rents in Barcelona's logistics market are being subjected to upward pressures.

It is anticipated that the fall in consumer spending will have limited impact on the logistics sector over the first half of 2023, due to the fact that increased spending online entails higher levels of warehousing and distribution activity. The levels of take-up in Madrid and Barcelona will remain robust given the high take-up volumes in recent years.

### FLOORSPACE DEMAND BY QUARTER (sq m)



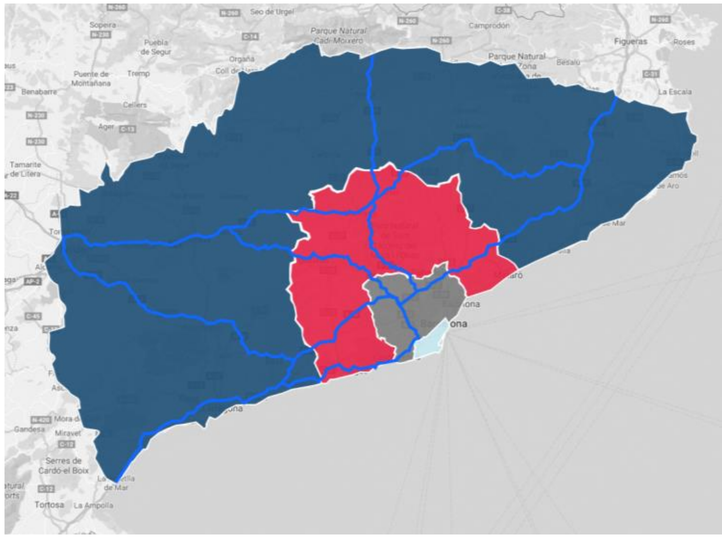

### OVERALL VACANCY AND PRIME RENT (€/sq m/months)



MARKETBEAT

# BARCELONA

## Industrial - Q4 2022



Prime
Ring 1
Ring 2
Ring 3
Logistics thoroughfares

### MAIN DEALS 2022

| Location | Ring / Highway | OPERATOR | AREA (sq m) | TYPE* |
|---|---|---|---|---|
| Constantí | 3 / AP-7 | Lidl | 40,419 | Lease |
| La Bisbal del Penedès | 3 / AP-7 | Naeko | 40,414 | Lease |
| Castellbisbal | 1 / AP-7 | SEUR | 27,560 | Lease |
| Gelida | 2 / AP-7 | Dachser | 24,800 | Lease |

### MAIN PROJECTS DELIVERED IN 2022

| Location | Ring / Highway | MAIN OPERATOR | AREA (sq m) | OWNER |
|---|---|---|---|---|
| Vilamalla | 3 / AP-7 | Confidential | 140,000 | Eurofund LCP |
| Constantí | 3 / AP-7 | - | 40,000 | Kefren Capital |
| Castellbisbal | 1 / AP-7 | SEUR | 27,760 | Montepino |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M A R K E T B E A T

# MADRID

## Industrial – Q4 2022

| | YoY change | 12-month forecast |
|---|---|---|
| **6.92%** Vacancy Rate | ▼ | ▲ |
| **1,444,400** Take-up 2022 (sq m) | ▲ | ▼ |
| **6,10€** Prime Rent (sq m/month) *Asking Rent* | ▲ | ▲ |

**ECONOMIC INDICATORS - SPAIN**
**Q3 2022**

| | Annual comparison | 12-month forecast |
|---|---|---|
| **4.4%** Annual Change in GDP | ▲ | ▼ |
| **11.33%** C. Madrid Unemployment rate | ▼ | ▼ |
| **12.67%** Spain Unemployment rate | ▼ | ▼ |

*Source: National Statistics Institute*

### E-commerce continues to drive the logistics market

The latest published data (June 2022) shows that e-commerce turnover increased by 33% in the second quarter of 2022 compared to the same quarter of 2021. In monetary terms, the volume of e-commerce business reached 18.178 million euros between April and June 2022.

Breaking down those goods that need storage and transport purchased through the web, an increase of 5.6% has been observed when compared to the same quarter of 2021.

To contextualize the behavior of the basket of physical goods acquired through internet channels, the volume of business achieved in the period Q3 2021-Q2 2022 (that is, 12 months) has been compared with the same period of previous year (Q3 2019-Q2 2020) and the increase is 35% in the quarterly average.

What these statistics show is how consumer behavior has changed and the structural transformation of e-commerce: consumer habits learned during the pandemic are part of the new reality and are expected to continue to consolidate in the coming quarters.

### Absorption at record levels

The absorption of logistics spaces in the Madrid market and its area of influence reached 1.444.400 sqm during 2022. This represents an increase of 43% compared with the same period of 2021. Almost all the occupied surface is driven by the expansion needs of logistics operators who increasingly need more space due to the increase in their business volumes.

The availability rate (6.9%) decreases compared to the same quarter in 2021 (9.2%).

On the other hand, construction activity continues to be very dynamic and for 2023 almost 1,113,000 sq m is expected to be delivered, 22% of which are already committed.

The quality of logistics facilities is the priority of operators, after location, depending on the focus of their distribution: local, regional or national.

### Rents on a slight rise

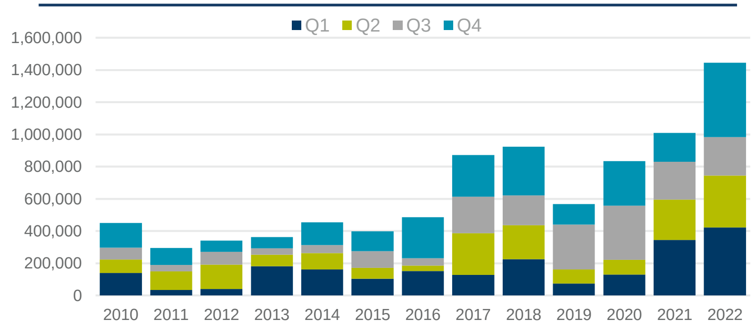
As a general trend, the average and prime rents in the Madrid logistics market increased slightly.

By submarkets, depending on the level of demand and the available and future supply, a different behavior of rents is observed, with more evident current and expected increases. This occurs in some towns located along the Corredor de Henares and the Corredor Sur.

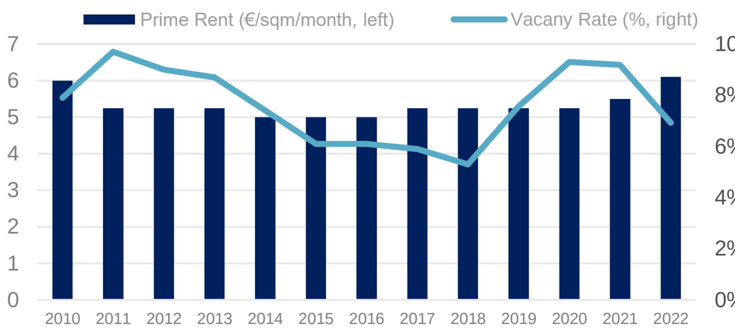
The reference prime rent stands at €6.10/sqm/month (€6.00/sqm/month previous quarter), although in some submarkets, such as Coslada, Villaverde or Vicálvaro, rents higher than this level are recorded, depending on the type of each warehouse.

For the first half of 2023, the decline in consumption is expected to have a limited impact on the logistics sector as increased online consumption leads to increased warehousing and distribution activity. Take-up levels in Madrid and Barcelona will remain robust given the high absorption volumes of recent years.

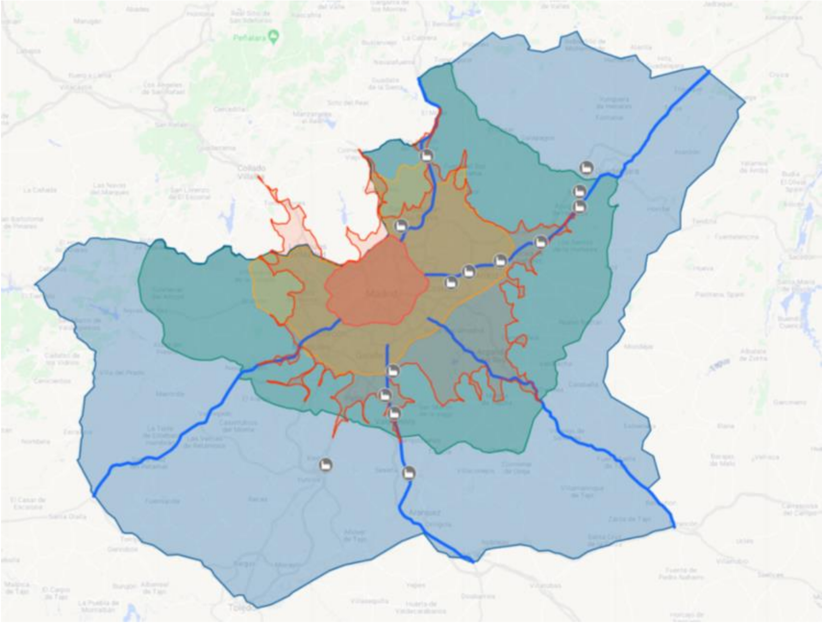
**FLOORSPACE DEMAND by quarter (sq m)**




**OVERALL VACANCY AND PRIME RENT**



MARKETBEAT
# MADRID
## Industrial – Q4 2022



Prime
Ring 1
Ring 2
Ring 3
Logistics Thoroughfares
30 min drive time

### MAIN LEASE DEALS Q4 2022

| Location | Ring / Highway | Tenant | AREA (sq m) | TYPE* |
|---|---|---|---|---|
| Illescas | 3 / A-42 | Alcampo | 98,000 | - |
| Illescas | 3 / A-42 | Tendam | 70,000 | - |
| Marchamalo | 3 / A-2 | GXO | 50,316 | - |

**Renewals not included in the take-up figures*

### MAIN DEVELOPMENTS DELIVERED IN 2022

| PROPERTY | Ring / Highway | MAIN OPERATOR | AREA (sq m) | PROPRIETOR |
|---|---|---|---|---|
| ILLESCAS | 3 / A-42 | - | 68,000 | Aquila |
| CABANILLAS DEL CAMPO | 3 / A-2 | - | 47,155 | Merlin Properties |
| TORIJA | 3 / A-2 | - | 46,500 | Montepino |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