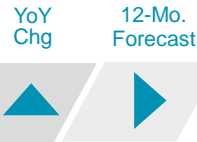


THE NETHERLANDS

Industrial Q1 2021

2.8%
Vacancy Rate



625,000
Take-Up, sqm.



€ 90
Prime Rent, (sqm./year)



Overall, Net Asking Rent

ECONOMIC INDICATORS Q1 2021

2.2%
GDP Growth Forecast



4.1%
Current unemployment



3.75%
Prime Yield (GIY, excl. buyers' cost)



Source: CPB, Cushman & Wakefield

LOCAL MARKET RESEARCH LEAD

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INVESTMENT MARKET: Investment volume Logistics & Industrial slightly tempering, yield compression continues

In the first quarter of 2021, EUR 367 million was invested in the industrial and logistics submarket, which represent a share of 25% of the total investment volume. In the last few years, most of the investment volume in industrial real estate could be allocated to logistics properties. In 2019 and 2020, respectively, 88% and 80% was invested in logistics real estate and, logically, 12% and 20% was invested in industrial real estate. In the first quarter however, an opposite trend is visible: 29% of the investments can be allocated to logistics properties, while 71% of the investments can be allocated to the industrial properties. It is however expected that most of investment volume of 2021 will still be allocated to logistics properties.

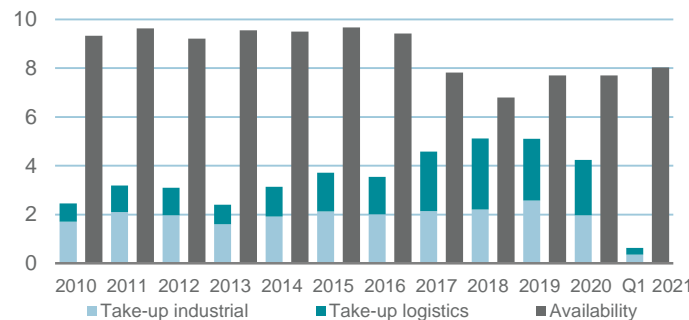
OCCUPIER MARKET: Take-up for Industrial and Logistics is lower than the five-year average

In the first quarter of 2021, 625.500 square meter of industrial and logistics space was taken into use, while the first quarter of 2020 registered a take-up of 625.100 square meter. This means that the take-up of industrial and logistics space remained more or less the same. In 2020, take-up of industrial and logistics real estate decreased with 17% compared to 2019. It should be noted that in the first half of 2019, take-up was strong, but it tempered in the second half of 2019. Of all logistics transactions in the first quarter of 2021, 57% concerned newly built properties, and 43% concerned existing properties, which is comparable to 2020. The share of newly constructed buildings is lower compared to previous years. This will largely have to do with the nitrogen discussion, since this discussion has created more restrictions around the construction of new properties. The share of newly constructed buildings is expected to increase again in 2021, partly due to the scarcity of high-quality existing properties.

Pricing: Slight upward pressure in "secondary" locations

The demand for logistics remains high and take-up exceeds the availability of space. Similarly, available industrial properties often do not comply with current requirements. These developments lead to an upward pressure on rents. High demand for logistics space continues to have a downward pressure on gross initial yields in 2020. The GIY in logistic hotspots compressed below 4.00%, excluding buyers' cost in 2021 and this trend is expected to continue in 2021.

DUTCH OCCUPIER MARKET | x 1 mln sqm lfa



INDUSTRIAL YIELD DEVELOPMENT | GIY, excl. buyers' cost

