

# **CONTENTS**



**PRAGUE** 



**WARSAW** 



**BUDAPEST** 



**BUCHAREST** 

# **PRAGUE**

Hospitality H1 2022



Published: Sep 22, 2022

#### MARKET SUMMARY & OUTLOOK

12-Mo.



While there were several off-market opportunities to acquire hotels in Prague, no major deal closed during H1 2022. The second half of 2022 should see more activity, although the number of hotels on the market remains limited.

**Prime Yields** 

Due to the lack of assets transacted, there was no indication of yield changes in 2021H2-2022H1. Growing cost of financing may cause upward pressure on yields. However, the investor's appetite in the region and scarcity of assets on the market should limit this increase

Market Performance

The ease of travel restrictions in Prague started in 2021H2. This enabled a rebound of RevPAR by 694% in YTD June 2022 vs. YTD June 2021. Occupancy levels are expected to continue increasing thanks to the rising demand and marginal supply growth. ADR levels are likely to grow because of inflation and rising costs.

Room supply in Prague has grown by 2.1% in YE June 2022 vs. YE June 2021. A major opening was the luxury hotel Andaz in Prague 1, with 176 units. The

Supply

Since the release of travel restrictions after the COVID-19 pandemic, the visitation of Prague increased notably, although it remained under 2019 levels. According to Oxford Economics, the positive dynamics should allow for demand to reach pre-COVID-19 levels by 2024.



#### **INVESTMENT TRENDS**

#### \*Due to a lack of transactions in H2 2021 - H1 2022, the graphs below showcase transaction data for YE 2021

### € 92.8 million transacted 3 properties comprising 226 keys sold 100% of capital was from European buyers 86% of keys sold were in economy hotels

#### RECENT TRANSACTION TRENDS

iroom supply is expected to grow at an annual rate of 2.3% until 2025H1.

		2020 - 2022 H1			
	2020	2021	H1 2021 H2 2022		
Properties Sold	3	3	3 0		
Rooms Sold	462	226	226 0		
Volume Transacted**	91.18	92.84	92.835 0		
**Volume transacted in EUR, millions		Source: Cushman & Wakefield			

### ANNUAL TRANSACTION VOLUMES



Demand

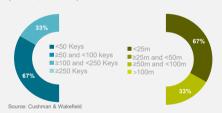


#### **AVERAGE TRANSACTION PRICE\*** (YE 2021, EUR)



Source: Cushman & Wakefield

#### BREAKDOWN BY NO. OF KEYS SOLD & DEAL SIZE\* (YE 2021, % SHARE)

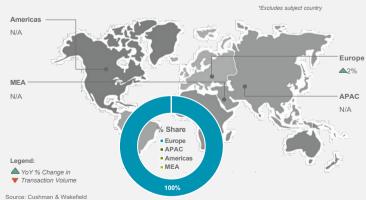


graphs below showcase transaction data for YE 2021

# \*Due to a lack of transactions in H2 2021 - H1 2022, the

#### **NATURE OF INVESTMENTS**

#### TRANSACTION VOLUME BY SOURCE OF CAPITAL \* (% CHANGE, YE 2021 vs. YE 2020)



### Upper Upscale

(% CHANGE, YE 2021 vs. YE 2020)

TRANSACTED KEYS BY HOTEL CLASS\*



(YE 2021, % SHARE)



Source: Cushman & Wakefield

#### TRANSACTED KEYS BY TYPE OF INVESTOR\*

(% CHANGE,YE 2021 vs. YE 2020)

Source: Cushman & Wakefield / RCA

	BUYERS (% Share)				
	2021 vs.	2020	%	Change	
Institutional	0%		-10	0%	
Private	100%		n/a	n/a	
Public	0%		n/a	n/a	
Undisclosed	0%		n/a	n/a	



N/A - "Not Applicabe" as no transaction in previous year

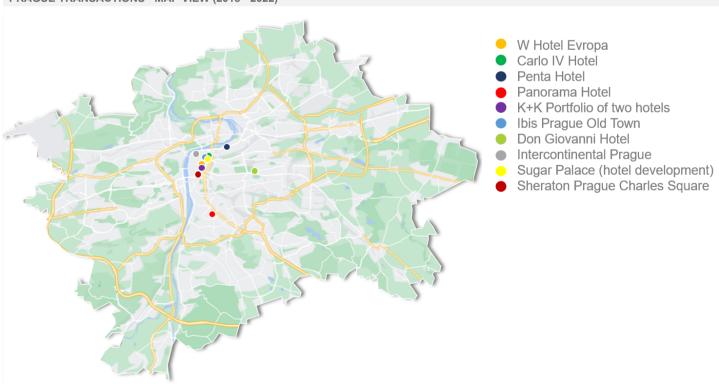
Hospitality H1 2022





	SELECTED MAJOR HOTEL TRANSACTIONS (PRAGUE, 2018 - 2022)							
27 Year	Property	District	Keys	Buyer	Buyer Origin	Seller	Seller Origin	
2021	W Hotel Evropa	Prague 1	165	FJ Investment AS	CZE	Julius Meinl Group	AUT	
2020	Carlo IV Hotel	Prague 1	152	Covivio	FRA	Värde Partners	USA	
2019	Penta Hotel	Prague 8	227	Aroundtown	DEU	New World Development Company Limited	HKG	
2019	Panorama Hotel	Prague 4	440	S+B Gruppe	CZE	Corinthia Hotels; Legner Holding	GBR /CZE	
2019	K+K Portfolio of two hotels	Prague 1	255	InterGlobe; Event Hotel Group	IND / DEU	Highgate Holdings, Inc; Goldman Sachs International London	USA	
2019	Ibis Prague Old Town	Prague 1	288	Amundi Group	FRA	Cecopra a.s.	CZE	
2019	Don Giovanni Hotel	Prague 3	412	Wenaasgruppen	NOR	Mornington Capital	GBR	
2019	Intercontiental Prague	Prague 6	372	R2G	CZE	J&T Finance Group; Westmont Hospitality	CZE / CAN	
2018	Sugar Palace (hotel development)	Prague 1	175	UBM Realitatenentwicklung	AUT	UralNefteGazStroj	RUS	
2018	Sheraton Prague Charles Square	Prague 2	160	Wenaasgruppen	NOR	Orchid CZ	CZE	
Source: Cus	hman & Wakefield							

#### PRAGUE TRANSACTIONS - MAP VIEW (2018 - 2022)



# **MARKETBEAT WARSAW** Hospitality H1 2022 Published: Sep 22, 2022 MARKET SUMMARY & OUTLOOK 12-Mo



There were no notable hotel transactions in Warsaw during H1 2022. This was primarily due to the lack of assets on the market as the interest of investors remained strong. Going forward the transaction may remain subdued by the constrained financing as well as economic and geopolitical

Prime Yields

No major indicator has been recorded during 2022 to reveal any changes in hotel yields. However, the rising rates and uncertainty may lead to slight

Market Performance VlaguS

Demand

With an average occupancy of 66% in H2 2022, the Warsaw hotel market reached the highest level among CEE capital cities. The hotels reached an ADR of € 71, resulting in a RevPAR of € 47, +468% in comparison to H1 2021. This is thanks to Warsaw becoming a hub for humanitarian, military and diplomatic help to Ukraine. Going forward, the ADR is expected to increase due to the raising costs such as utilities and payroll. Warsaw hotel market has experienced a significant supply growth of 3.3% from 2015 to 2021. Going forward, the supply is expected to grow at an annual rate of 1.7% with new brands entering the market (i.e. Autograph Collection and Occidental).

Once the travel restrictions were alleviated in 2021, International overnights started to grow at a faster rate. Nevertheless, the domestic market remained dominant. According to Oxford Economics, the demand is expected to recover pre-COVID levels by 2024, driven by domestic demand.



\*Due to a lack of transactions in H1 2022, the graphs below showcase transaction data for the last 12 months (H2 2021 - H1 2022)



#### **RECENT TRANSACTION TRENDS\***



\*Volume transacted in EUR, millions \*\*% Change in transaction volume from the previous period

Source: Cushman & Wakefield

#### ANNUAL TRANSACTION VOLUMES\*

(2010 - H1 2022, EUR MILLIONS)



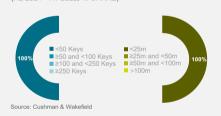
#### AVERAGE TRANSACTION PRICE\*

(H2 2021 - H1 2022, EUR)

Avg Price per Property (€Mil) Avg Price per Key (€000s)

Source: Cushman & Wakefield

#### BREAKDOWN BY NO. OF KEYS SOLD & DEAL SIZE\* (H2 2021 - H1 2022, % SHARE)



## **NATURE OF INVESTMENTS**

TRANSACTION VOLUME BY SOURCE OF CAPITAL\*

#### \*Due to a lack of transactions in H1 2022, the graphs below showcase transaction data for the last 12 months (H2 2021 - H1 2022)

#### (% CHANGE, H2 2021 - H1 2022 vs. H2 2020 - H1 2021) \*Excludes subject country Americas N/A Furone MEA N/A 6 Share - APAC Legend - MFA ▲YoY % Change in Transaction Volume

#### TRANSACTED KEYS BY HOTEL CLASS\*

(% CHANGE, H2 2021 - H1 2022 vs. H2 2020 - H1 2021)

HOTEL CLASS	% CHANGE	% SHARE OF TOTAL VOLUME
Luxury	n/a	0%
Upper Upscale	<b>▼</b> -100%	0%
Upscale	n/a	100%
Upper Midscale	n/a	0%
Midscale	n/a	0%
Economy	n/a	0%
Sauras Cuaharan 8 18/a	alcada I al	

TRANSACTED KEYS BY OPERATING STRUCTURE\*



ırce: Cushman & Wakefield

TRANSACTED KEYS BY TYPE OF INVESTOR\* (% CHANGE, H2 2021 - H1 2022 vs. H2 2020 - H1 2021) DUNEDO (0/ OL

	DUTERS (% Sila	ie)	
	Last 12 Months	%	Change
Institutional	0%	n/a	n/a
Private	100%	-7	7%
Public	0%	n/a	n/a

SELLERS (% Share) Last 12 Months % Change 0% n/a n/a -77%**~** 100% 0%

# **WARSAW**

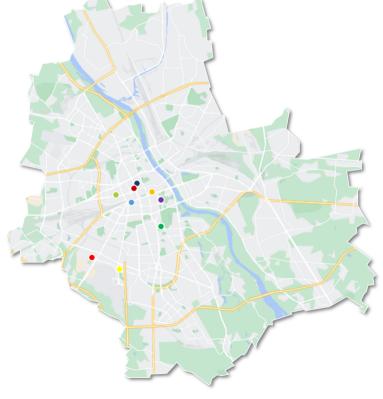
# Hospitality H1 2022





	SELECTED MAJOR HOTEL TRANSACTIONS (WARSAW, 2017 - 2022)						
27 Year	Property	District	Keys	Buyer	Buyer Origin	Seller	Seller Origin
2021	Residence St. Andrew's Palace	Srod-miescie	24	OAZA CITY SP Z O O	POL	Dantex sp. z o. o.	POL
2021	Regent Warsaw	Mokotow	246	PHN; PHH	POL	Cosmar Polska	POL
2019	Radisson Collection Warsaw	Srod-miescie	311	Wenaasgruppen	NOR	Europa Capital LLP	GBR
2019	B&B Hotel Warsaw	Wlochy	154	Covivio	FRA	B&B Hotels	FRA
2019	Sheraton Warsaw	Srod-miescie	350	Patron Capital Limited	GBR	Walton Street Capital; PineBridge Benson Elliot; Schroder	USA / GBR
2019	QHhotel Warsaw	Ochota	N/A	QHotel	POL	Metropol NH	POL
2019	Warsaw Wola (A&O Development)	Wola	200	A&O Hostels	DEU	Corpus Sireo	CHE
2017	Radisson Blu Centrum Warsaw	Srod-miescie	311	WX Managemnt; Europa Capital	POL / GBR	Shaw Investments	POL
2017	Sangate Hotel	Wlochy	352	EACC	POL	Gromada SA	POL
2017	The Westin Warsaw	Wola	361	Al Sraiya	QAT	Skanska; Griffin Real Estate; Starwood Capital Group	SWE / POL / USA
Source: Cush	nman & Wakefield						

#### WARSAW TRANSACTIONS - MAP VIEW (2017 - 2022)



- Residence St. Andrew's Palace
- Regent Warsaw
- Radisson Collection (Blu Central) Warsaw
- B&B Hotel Warsaw
- Sheraton Warsaw
- Qhotel Warsaw
- Warsaw Wola (A&O Development)
- Sangate Hotel
- The Westin Warsaw

Source: Cushman & Wakefield





During 2022H1, there were two development project transactions accounting for € 21.5 million. In both years, the investor profiles remain mixed betwoer local and international buyers. Going forward, while Budapest continues to enjoy a strong attention from both international and local buyers, the lack quality assets in decent locations and limitations in the financing market may slow down the transaction volume.

Prime Yields

and 2024).

No major indicator is recorded during 2022 to reveal significant changes in hotel yields. Despite the strong interest of investors and a healthy recovery process, the economic uncertainty and growing cost of financing may cause upward pressure on yields.



With a YTD occupancy of 49% and ADR of € 98, resulting in a RevPAR of € 48, Budapest's hotel market has been the best performing market in CEE in H1 2022. It is also at the same level as Vienna's RevPAR. These performance signify an improvement of 439% compared to H1 2021. However, this is 33% lest han H1 2019. The ADR has increased 11% in H1 2022 compared to H1 2019, which is expected to increase further due to rising utility and payroll costs. In 2021, the number of rooms grew by 5.2%. The pipeline is expected to remain slightly stronger than its pre-pandemic state (4.6% CAGR between 2021



Budapest did not experience COVID-19 restrictions that impacted the tourism during the 2021/2022 Winter season as opposed to the same period during 2020/2021. Thus, according to HNS, in comparison to the previous period, the demand improved by an immense 492% YTD May (as YTD June numbers have not yet been published). Oxford economics forecasts the demand to fully recover by 2024. It is expected that the recent refurbishment of the Hungexpo improve Budapest's MICE attractivity



#### **INVESTMENT TRENDS**



# RECENT TRANSACTION TRENDS

	Last 6 months (H1 2022 vs. H1 2021)			
	H1 2021	H1 2022	% Change**	
Properties Sold	1	2	100.0%	
Rooms Sold	121	502	314.9%	
Volume Transacted*	18.00	21.50	19.4%	

\*Volume transacted in EUR, millions \*\*% Change in transaction volume from the previous period

Source: Cushman & Wakefield

% SHARE OF TOTAL VOLUME

0%

0%

0%

0%

0%

0%

#### ANNUAL TRANSACTION VOLUMES

(2010- H1 2022, EUR MILLIONS)



Source: Cushman & Wakefield





% CHANGE

n/a

n/a

TRANSACTED KEYS BY OPERATING STRUCTURE

**▼** -100%

**▼** -100%

**▼** -100%

**548%** 

(H1 2022, % SHARE)

TRANSACTED KEYS BY HOTEL CLASS (% CHANGE, H1 2022 vs. H1 2021)



BREAKDOWN BY NO. OF KEYS SOLD & DEAL SIZE

Source: Cushman & Wakefield / RCA

# **NATURE OF INVESTMENTS**

TRANSACTION VOLUME BY SOURCE OF CAPITAL

#### (% CHANGE, H1 2022 vs. H1 2021) \*Excludes subject country Americas Furone MEA APAC N/A % Share ■ Europe ■ APAC Americas ▲YoY % Change in ▼ Transaction Volume Source: Cushman & Wakefield TRANSACTED KEYS BY TYPE OF INVESTOR

HOTEL CLASS

Upper Upscale

Upper Midscale

Upscale

Midscale

Economy

Undisclosed

Source: Cushman & Wakefield

(H1 2022, % SHARE)



Source: Cushman & Wakefield

N/A - "Not Applicabe" as no transaction in previous ye

(% CHANGE, H1 2022 vs. H1 2021) BUYERS (% Share)

	Last 6 Months	%	Change
Institutional	0%	n/a	n/a
Private	100%	1	9%📤
Public	0%	n/a	n/a
Source: Cushman & Wa	akefield / RCA		

SELLERS (% Share) Last 6 Months % Change 0% n/a n/a 100% 19% 0% n/a n/a

# **BUDAPEST**

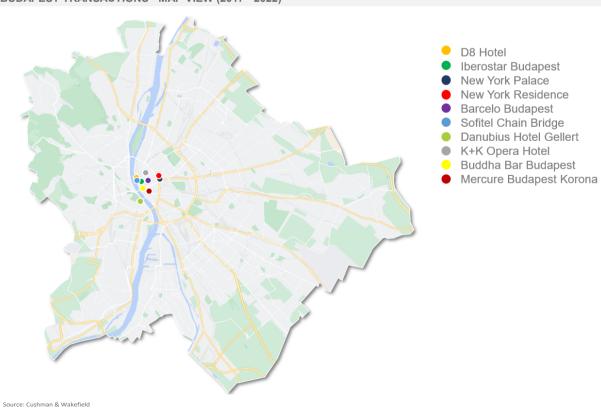
Hospitality H1 2022





	SELECTED	MAJOR HO	TEL TRA	NSACTIONS (BUDAPES	T, 2017 -	2022)	
27 Year	Property	District	Keys	Buyer	Buyer Origin	Seller	Seller Origin
2021	D8 Hotel	District V	121	BDPST Group	HUN	Dominarium	HUN
2021	Iberostar Budapest	District V	50	BDPST Group	HUN	Masaveu Corporacion	ESP
2020	New York Palace	District VII	185	Covivio	FRA	Värde Partners	USA
2020	New York Residence	District VII	138	Covivio	FRA	Värde Partners	USA
2020	Barcelo Budapest	District VII	179	DWS Group	DEU	Sunbelt	HUN
2019	Sofitel Chain Bridge	District V	357	Indotek Group	HUN	Starwood Capital Group	USA
2019	Danubius Hotel Gellert	District XI	234	Indotek Group	HUN	CP Holdings	GBR / SGP
2019	K+K Opera Hotel	District VI	201	InterGlobe; Event Hotel Group	IND / DEU	Goldman Sachs International London; Highgate Holdings, Inc	USA
2018	Buddha Bar Budapest	District V	102	Ali Bin Ali Holding	Qat	Beghelli Family	ITA
2017	Mercure Budapest Korona	District VIII	420	Orbis (Accor Hotels)	POL / FRA	Erste Group Immorent	AUT
Source: Cush	nman & Wakefield						

#### BUDAPEST TRANSACTIONS - MAP VIEW (2017 - 2022)







In 2021, the Bucharest hotel market reached a volume of c. EUR 23.2 million. The Romanian capital registered two transactions last year, with one representing a portfolio of three assets. In H1 2022, one transaction totaling EUR 7.3 million was closed. Buyer profiles reveal that the interest of international investors in the capital city remains relatively strong. This is a result of the market's strong performance during the recovery period and pre-pandemic state.

No major indicator is recorded during 2022 to reveal significant changes in hotel yields. However, Growing cost of financing may cause upward pressure on

The Bucharest hotel market reached an average occupancy of 52% in YE H1 2022. This reflects a growth of 154% compared to YE H1 2021. Furthermore, market RevPAR increased by 214% in H2 2021 – H1 2022 compared to H2 2020 – H1 2021. Overall, the hotel market reached a RevPAR of EUR 37, which is the third highest among CEE capitals.

The Bucharest hotel market witnessed a moderate supply increase of 1.6% from 2015 to 2021. During the past year, the supply scene was quite enthralling as notable new brands entered the market (i.e., Autograph Collection by Marriott Hotels, Holiday Inn by IHG Hotels). In contrast, other players decided to leave (i.e., NH Hotels). Furthermore, the supply is expected to grow at an annual rate of 4.8% over the next two years.

Once travel restrictions were alleviated in 2021, international overnight stays began to grow at a faster rate, although the domestic demand remains the dominant source market. According to Oxford Economics, the market is projected to recover by 2024.

# **INVESTMENT TRENDS**



#### RECENT TRANSACTION TRENDS

	Last 6 mo	Last 6 months (H1 2022 vs. H1 2021)				
	H1 2021	H1 2022	% Change**			
Properties Sold	4	1	-75.0%			
Rooms Sold	255	82	-67.8%			
Volume Transacted*	23.18	7.30	-68.5%			

\*Volume transacted in EUR, millions \*\*% Change in transaction volume from the previous period

Source: Cushman & Wakefield

#### ANNUAL TRANSACTION VOLUMES (2015- H1 2022, EUR MILLIONS)



Source: Cushman & Wakefield / RCA

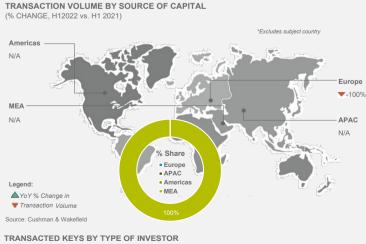
#### AVERAGE TRANSACTION PRICE (H1 2022, EUR)

Source: Cushman & Wakefield

#### BREAKDOWN BY NO. OF KEYS SOLD & DEAL SIZE (H1 2022, % SHARE)



## **NATURE OF INVESTMENTS**



### (% CHANGE, H1 2022 vs. H1 2021)

	BUYERS (% Share	e)	
	Last 6 Months	%	Change
Institutional	0%	n/a	n/a
Private	100%	-69	9%▼
Public	0%	n/a	n/a

Source: Cushman & Wakefield / RCA



#### TRANSACTED KEYS BY HOTEL CLASS

(% CHANGE, H1 2022 vs. H1 2021)



Source: Cushman & Wakefield

#### TRANSACTED KEYS BY OPERATING STRUCTURE



Source: Cushman & Wakefield

N/A - "Not Applicabe" as no transaction in previous year

# **BUCHAREST**

Hospitality H1 2022





# MAJOR DEALS

	SELECTED MAJOR HOTEL TRANSACTIONS (BUCHAREST, 2017 - 2022)								
27 Year	Property	District	Keys	Buyer	Buyer Origin	Seller	Seller Origin		
2022	Golden Tulip Victoria Bucharest	Sector 1	82	Fattal Hotels	ISR	Atlas estate	POL		
2021	Portfolio of three hotels (Venezia, Opera and Central)	Sector 1	144	Zeus International	GRE	Alpha Real Estate Services (ARES)	GRE		
2021	Ramada Majestic Bucharest	Sector 1	111	Vision Apartments	CHE	ENER Holding	TUR		
2019	Palatul Oscar Maugsch Hotel	Sector 3	250	Vivion	LUX	Banca Comerciala Romana	ROU		
2019	Mama Shelter Bucharest	Sector 2	123	KEYS MS CLEMENCEAU S.R.L.	FRA	Victor Olaru	ROU		
2019	K+K Elisabeta Hotel	Sector 2	67	Event Hotel Group; InterGlobe	DEU / IND	Highgate Holdings, Inc; Goldman Sachs International London	USA		
2018	Dacia Hotel	Sector 3	40	Dacia SA	ROU	Vasile Tantas	ROU		
2018	Hotel Mercure Bucharest Unirii	Sector 3	95	Orbis (AccorHotels)	POL / FRA	Undisclosed	N/A		
2017	Radisson Blu Bucharest	Sector 1	487	Revetas Capital; Cerberus Global Investments	AUT / USA	Elbit Imaging	ISR		
2017	Angelo by Vienna House Bucharest	Sector 1	177	U City Public	THA	Warimpex	AUT		

#### **BUCHAREST TRANSACTIONS - MAP VIEW (2017 - 2022)**



- Golden Tulip Victoria Bucharest
- Venezia, Opera and Central Hotels
- Ramada Majestic Bucharest
- Palatul Oscar Maugsch Hotel
- Mama Shelter Bucharest
- K+K Elisabeta Hotel
- Designated
- Dacia Hotel
- Hotel Mercure Unirii Bucharest
- Radisson Blu Bucharest
- Angelo by Vienna House Bucharest

#### **CONTACT US FOR FURTHER DETAILS**

Jonathan Hubbard Head of Hospitality, EMEA

+44 79 2149 2681 jonathan.hubbard@cushwake.com

**David Nath** Head of Hospitality, CEE & SEE

+420 776 168 555 david.nath@cushwake.com Frederic Le Fichoux
Head of Hotel Transactions,
Continental Europe

+420 724 319 802 frederic.lefichoux@cushwake.com

Magsud Rahmanov Head of Hotel Transactions, CEE & SEE

+420 702 174 227 magsud.rahmanov@cushwake.com

**Borivoj Vokrinek** Strategic Advisory & Head of Hospitality Research EMEA

+420 727 906 030 borivoj.vokrinek@cushwake.com

Marie Baláčová Head of Data & Analytics CEE

+420 605 440 693 marie.balacova@cushwake.com

#### RECENT PUBLICATIONS



HOTEL OPERATOR BEAT – Europe: H2 2021- H1 2022



HOTEL INVESTOR BEAT – Europe: H1 2022



HOTELS & BUSINESS JUNE 2022



THE HOTEL INVESTMENT SCENE IN CEE 2021

### **FOLLOW US**



CUSHMAN & WAKEFIELD EMEA HOSPITALITY



CUSHMAN & WAKEFIELD HOSPITALITY



CUSHMAN & WAKEFIELD GLOBAL



@CUSHWAKE

# A CUSHMAN & WAKEFIELD RESEARCH PUBLICATION

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 53,000 employees in 400 offices and 70 countries. In 2019, the firm had revenue of \$8.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services.

©2020 Cushman & Wakefield. All rights reserved. The information contained within this report is gathered from multiple sources believed to be reliable. The information may contain errors or omissions and is presented without any warranty or representations as to its accuracy.

Republication or other re-use of this data without express written permission is strictly prohibited.

cushmanwakefield.com