



Colliers

Accelerating success.

Italy

Logistics Market Overview

Q4 2021

Prepared by Colliers

Investments

Key data

Italy

1.3M

Investments
in Q4 2021

2.9M

Investments
in 2021

4%

Prime Net
Yield

61%

Portfolio Deals

+66%

Investment Growth
YoY (2020-2021)

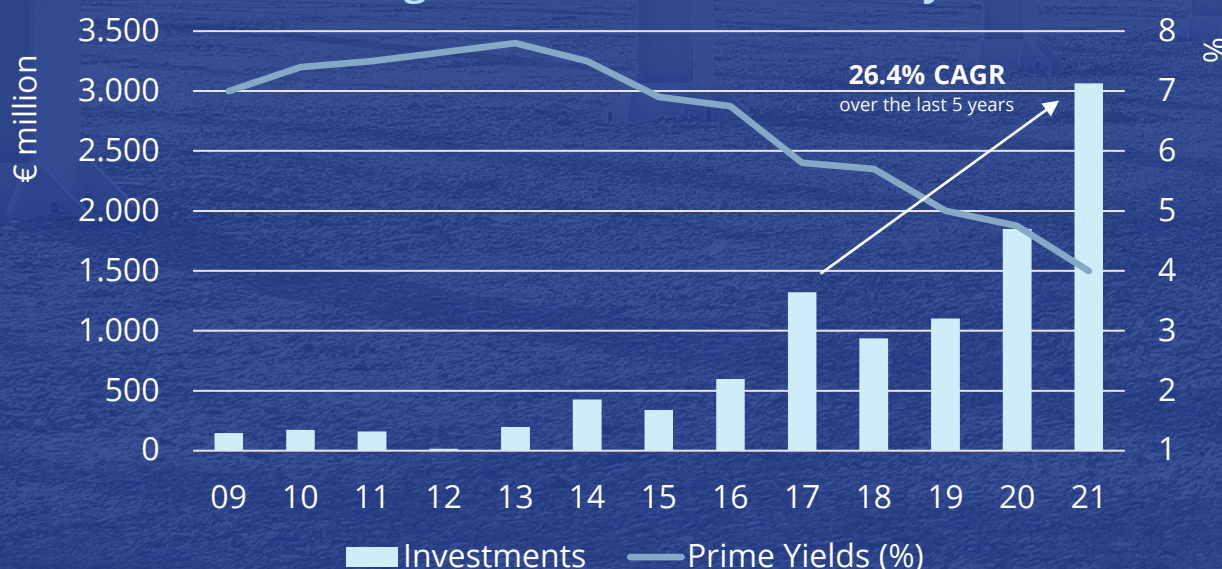
75bps

Yield Compression
YoY (2020-2021)

Investment Trends

- Significant **growing appetite** from national and international investors in the logistic asset class.
- Secondary **markets** and **Last-mile** assets are attracting increasing interests showing a significant yield compression.
- **In Q4 2021, €1.3bn were recorded**, totaling an impressive **€3.0bn on a yearly basis** (+66% increase YoY).
- **Portfolio's transactions** account for more than 60% of the total amount invested.
- The **Italian prime yield** is settling at its **lowest level** reaching an average of 4.00% NIY. Some transactions were closed **touching a low** at about **3.80%** and we expect a further yield compression in the coming quarters.
- We highlight a **rising interest** for speculative investments and land acquisition by institutional investors and land developers even in secondary locations (included the South of Italy).

Logistics Investments in Italy

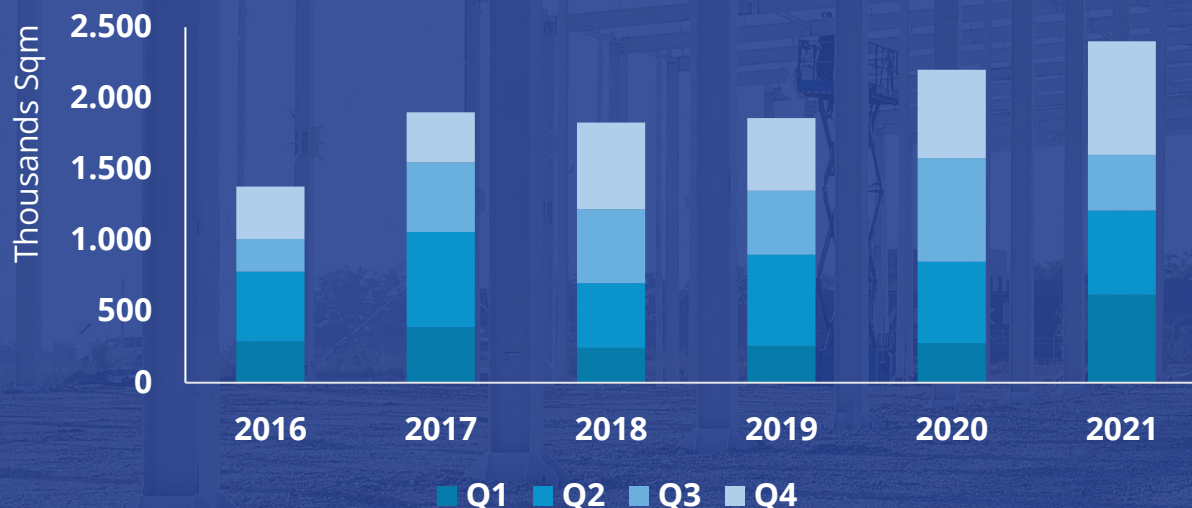


Letting Key data Italy

Take-up Trends

- We recorded a **steady take-up** throughout the entire 2021.
- **In Q4 2021**, a sharp increase in tenants demand (approx. 800K sqm) settled the annual take-up to **2.4mln sqm**.
- The **9% increase** over 2020 demonstrates a rising need and interest from logistic operators which are driven by the sharp rise of e-commerce and the inherent companies expansion plans.
- Final clients are seeking even more for newly built (Grade A) and ESG compliant warehouses.
- The vast majority of the take-up recorded involves e-commerce and omni-channel retailers.
- Approximately half of the total absorption refers to speculative development signaling a rising appeal for these kind of transactions.

Take-up Evolution



2.4M sqm
Take-up in 2021

9%
Take-up Growth
YoY (2020-2021)

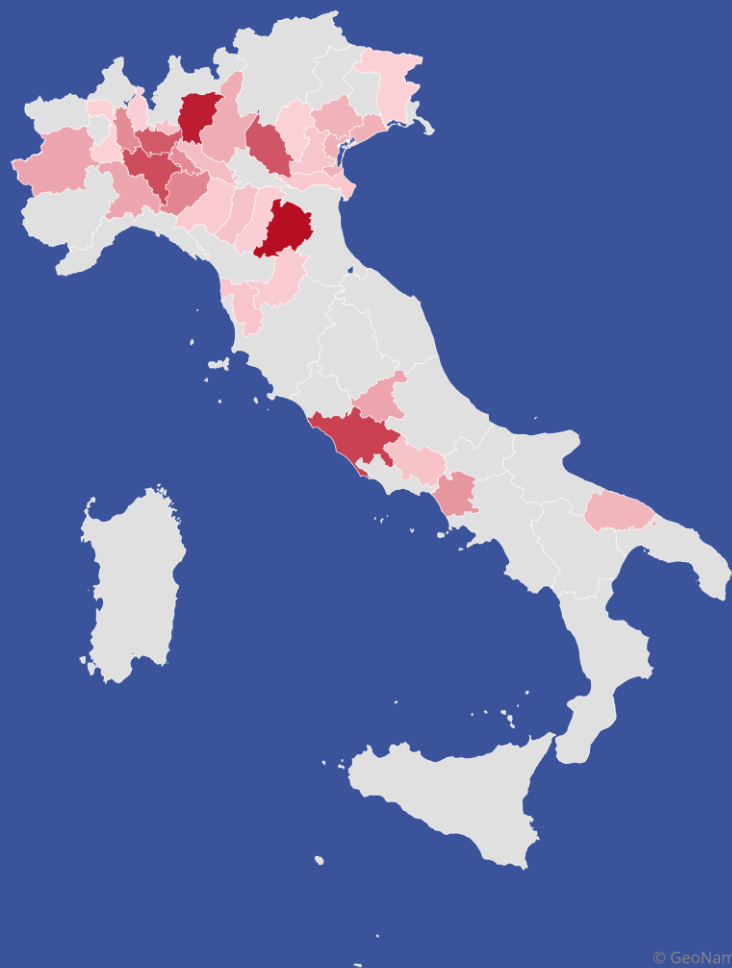
2.6%
Vacancy Grade A

58€/sqm/y
Prime Rent Milan/Rome

+90€/sqm/y
Prime Rent Last Mile

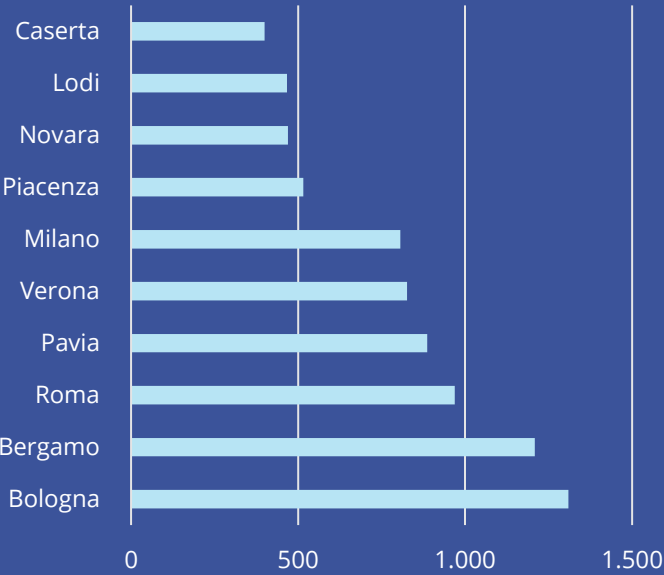
57%
E-Commerce Absorption

Available leasable space entering the Italian logistic market in the next 2 to 3 years.
Pipeline concentration divided by Provinces (GLA in sqm)

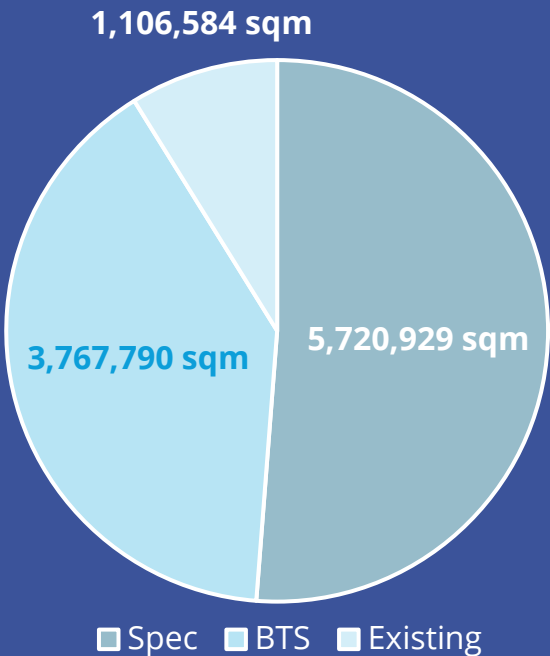


Powered by Bing
© GeoNames, Microsoft, TomTom

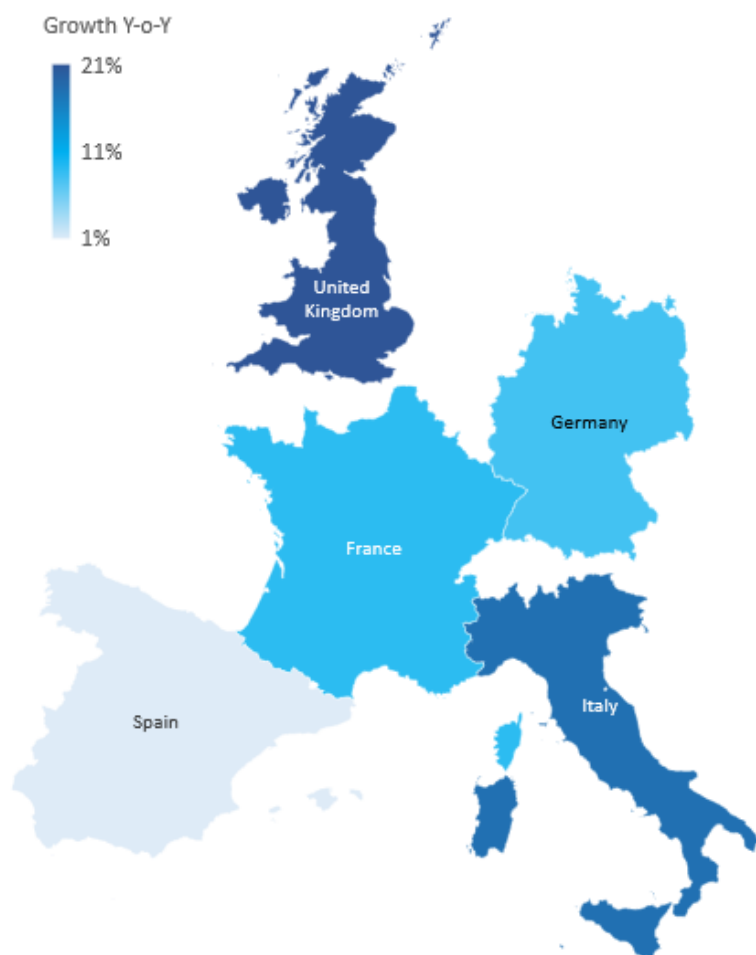
Potential recorded leasable area coming to the market – Main Provinces
(GLA - Thousands Sqm)



Italian Vacancy & Pipeline divided by Type

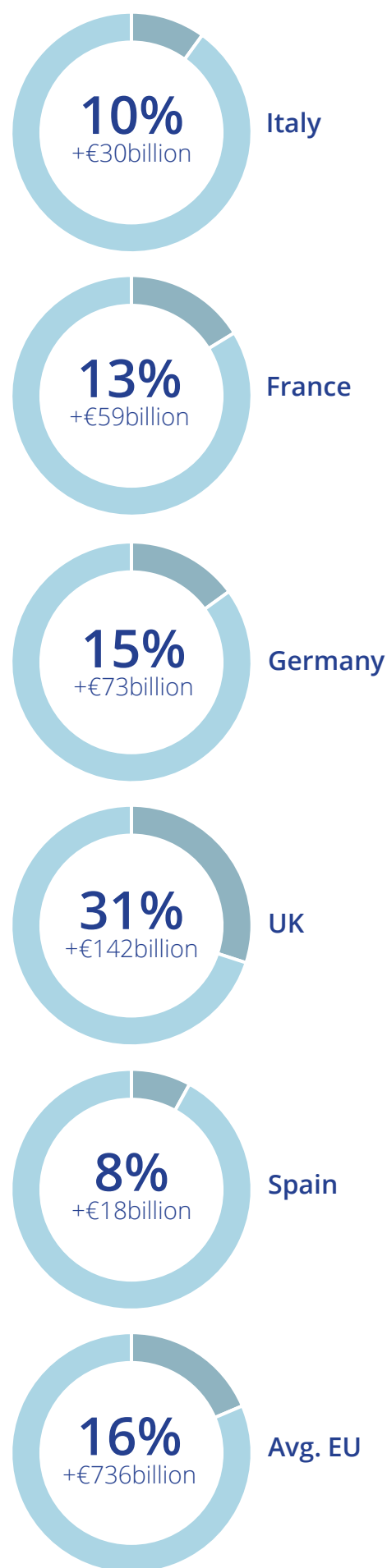


Online sales growth during 2021 (% YoY)



Source: Politecnico di Milano / Osservatorio.net | October 2021

E-commerce penetration on the total Retail sales



Colliers view

The Pandemic has boosted the e-commerce sales worldwide reaching a record of \$3.9 trillion in 2021. China, UK and the US show the highest rate of penetration of the online sales on the retail.

Italy recorded one of the highest online sales growth rate (21%) in the EU. This momentum wasn't enough to restore the gap accumulated over the past few years with the other major EU countries.

Fast Facts on Digitalization & E-commerce

1 More than a year after the start of the pandemic, we record a significant growth in the internet costumers base which grew by more than 4% reaching a 74% of the adult population in Italy.

2 The time spent online increased by 3% touching approximately an average of 3 hours per day with accesses from mobile which account for 82% of the total (mobile access increased by 7% this year).

In this context the news sites have maintained stable their audience respect to the pre-pandemic, with a penetration of 95%.

3 The entertainment world is registering an audience increase of 3% with 38.8 million of visitors, reaching the 97% of the Italian digital population.

4 The e-commerce growth is registering the most appealing results for the logistic sector. Overall, retail e-commerce reaches an audience of 37.3 million visitors (93% reach) outweighing even the social medias as customer base impact. Worth mentioning, on the top of the Italian growing e-commerce companies, we find Shein (+ 717%), Zalando (+89%) and the newcomer Vinted (today the first mobile retail app in Italy for time spent on average per visitor).

Retail e-commerce reaches an audience of 37.3 million visitors

The time spent online increased by 3%



Contacts

Logistics, Last Mile & Data Centers

Faustino Musicco

faustino.musicco@colliers.it
+39 348 460 2502

Domenico Marino

domenico.marino@colliers.it
+39 334 625 0708

Alessandro Daffrè

alessandro.daffre@colliers.it
+39 331 403 7282

Giovanni Mazzacani

giovanni.mazzacani@colliers.it
+39 334 625 0708

Luca Invernizzi

luca.invernizzi@colliers.it
+39 337 163 3111

Research

Simone Roberti

simone.roberti@colliers.it
+39 348 380 6762

Offices

Milano

Via Giuseppe Mazzini, 9
20123

Roma

Via Leonida Bissolati, 76
00187

This document/email has been prepared by Colliers for advertising and general information only. Colliers makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information. Colliers excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising there from. This publication is the copyrighted property of Colliers and /or its licensor(s). © 2021. All rights reserved. This communication is not intended to cause or induce breach of an existing listing agreement. **Colliers International Italia S.p.A.**

www.colliers.com



Colliers

Accelerating success.