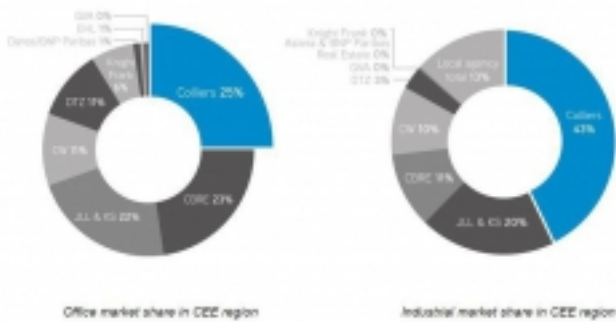


# Colliers International Eastern Europe sums up 2011



Author: Colliers International | Published: 05.03.2012

In 2011 Poland's industrial team closed 580,000m<sup>2</sup> in deals which is a record result to date. Largest industrial deals in the Czech Republic were assisted by Colliers International including lease to PST CLC of 29,000 m<sup>2</sup> (a leading Czech provider of logistics and customs services), and ModusLink of 32,000m<sup>2</sup> (a leader in supply of e-Business processes). Overall Colliers' industrial agency leads the CEE market share, holding 43% ahead of competition.

In terms of office market share across all countries in the region (Czech Republic, Romania, Hungary, Albania, Bulgaria, Croatia, Greece, Montenegro, Slovakia, Serbia, Ukraine, Latvia, Estonia and Lithuania) Colliers came out on the top in terms of tenant representation in market share holding 25%. Colliers in Romania became the market leader in offices in 2011. The team closed their largest deal in Romania to date (27,300 m<sup>2</sup>) to Premia Med in Bucharest - this is the first office building to be reconverted into a private hospital.

Colliers International Hungary represented Trigranit, as joint advisors for the sale of Millenium Towers in Budapest. A 74% share quota of 70,000m<sup>2</sup> office complex was sold to Heitman, this is a benchmark transaction for the Hungarian market.

The Bulgarian team, like the Romanian one, holds the leading position in the office and investment sectors. The investment volume transacted in the Bulgaria office reached €44 million and the leased space amounted to 20 059 m<sup>2</sup>.

In 2011 Colliers' Ukraine retail agency won a total of 243,000 m<sup>2</sup> of retail space in Ukraine in such shopping malls as Marmolade Shopping and Entertainment Centre in Kyiv, Forum Lviv Shopping and Entertainment Centre in Lviv, Kyiv Mall Shopping and Entertainment Centre, River Mall Shopping and Entertainment Centre in Kyiv and Raion Shopping Centre in Kyiv.

Colliers Eastern Europe has launched new service lines to answer the increasing demand for packaged service. These are:

1. Green Building Certification
2. Office landlord representation in Poland
3. Project marketing (for new office and retail developments, as well as for distressed assets)
4. Fit-out project management (for retail and office)
5. Move management
6. Master planning and architectural design consultancy.

As of December 2011 Colliers Eastern Europe employed 588 people. Warsaw, Moscow and Bucharest offices are the largest, having 155, 112 and 71 employees respectively. Colliers will continue recruiting in 2012 to further strengthen its market position.

Summary of major accomplishments:

Poland - No. 1 industrial market share Romania - leader in office and investment market Bulgaria - leader in office and investment market Hungary - leader in office and investment market Ukraine - mandates amount to 243,000 m2 of retail space.

---

05.03.2012 13:54, Colliers International