



Buenos Aires Industrial Market

At the end of the year, the logistics center market continues to show certain stability and there have been no significant changes in the indicators concerning the previous period. Although the market indicators continue to show positive values, this stability could also represent a standby moment.

The market for logistics centers is highly dependent on build-to-suit operations, and it was in the last quarter of 2021 when the last contracts were closed. At the end of the year, developers are waiting to move forward with the occupation of new spaces and are also evaluating the direction that the country's economic situation will take.

On the positive side, the market continues to be led by the growth of ecommerce, which is driving demand and has generated changes in the operations of large logistics platforms. Net absorption for the quarter closed in negative values; however, the annual accumulated value ended in positive values, showing the beginning of the market's recovery.

Vacancy also increased by 0.6 percentage points, remaining at similar values to those shown in the previous period. The vacant area maintained a similar behavior, a positive sign showing that vacancy has not increased.

Rental values remained unchanged from the previous period and appear to have entered a phase of stability.

Current Situation

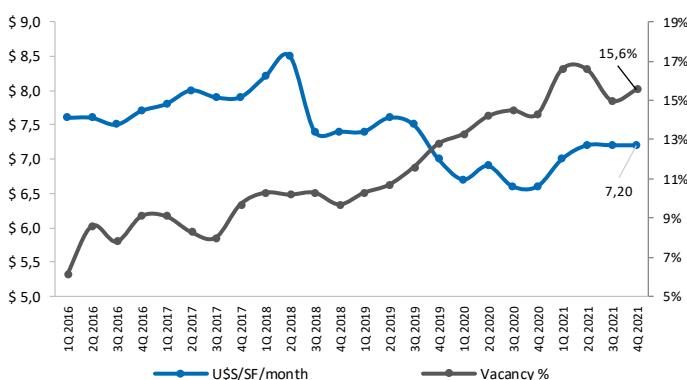
- The average rental value of Class A logistics centers stabilized at \$6.50/SF, with no significant changes to the last quarter.
- The vacancy rate averaged 15.6% of the total leasable area.
- In the fourth quarter of 2021, the market showed slight variation, closing the period with negative net absorption of negative 146,249.1 square feet.

Market Highlights

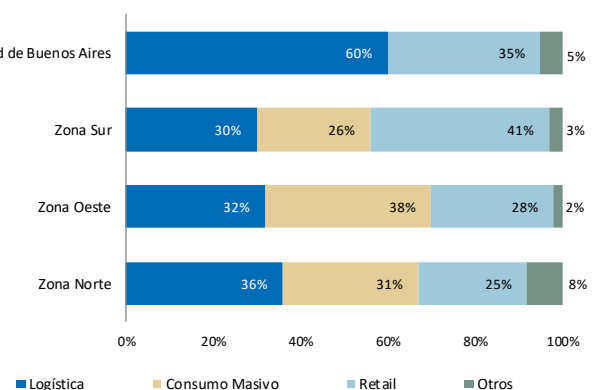
Premium Warehouse	Current Quarter	Prior Quarter	Year Ago Period	12 Month Forecast
Total Inventory (Const.)	24,0 MSF	24,0 MSF	25,8 MSF	→
Availability Rate	15.6%	15.0%	14.3%	↘
Average Asking Rent	US\$6.5	US\$6.5	US\$6.6	→
Quarterly Net Absorption	-146,2K	370,3K	3,7 MSF	↘
Underconstruction	850K	850K	850K	→

Market Analysis

ASKING RENT AND VACANCY. Q1 2016- Q4 2021



ACTIVITIES LOCATED BY ZONE IN PREMIUM WAREHOUSES – Q4 2021



Indicators by Zone

For the fourth quarter of 2021, asking rental values remained virtually unchanged from the previous quarter, gradually recovering to pre-pandemic values.

In general, there could be stabilization in terms of market prices, since the values demanded in the different areas remained unchanged during the period.

CABA appears as the area with the highest values, reaching 8.7/SF, while the other areas differ by 24.7% between the highest price in North Zone and the lowest in West Zone.

In this context of market stability, vacancy showed a moderate increase, closing the period at 15.6%. In terms of surface area, it showed a 2% year-on-year increase, totaling 3,749,776 square feet. Not all zones behaved in the same way; the greatest variation occurred in the South Zone, with a year-on-year increase of 48.3% in available surface area, compared to the North Zone, which, despite having the largest stock of available square meters, showed a decrease of 9.6% compared to the same period of the previous year, confirming the location preference of companies in this zone.

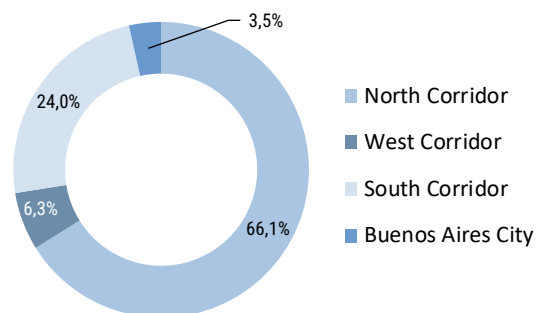
Quarterly net absorption ended at negative 146,249.1 square meters, while the annual accumulated value was positive, totaling 687,183 square meters.

At the same time, the release of space occurred in the North and South Zones.

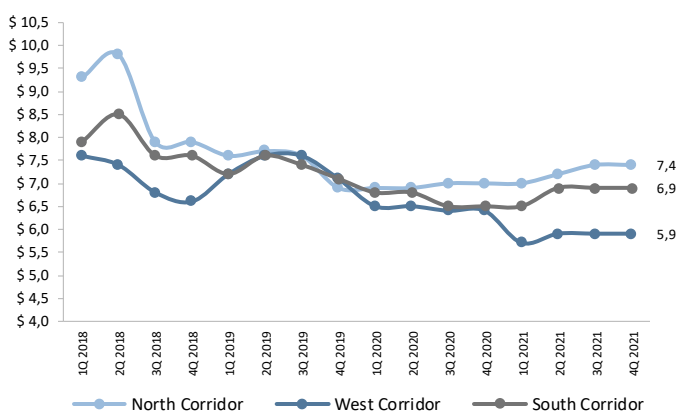
As for the new square meters planned for the market, there were no new additions during the fourth quarter of 2021. Their entry is expected by mid-2022, depending on the development of the new wave of contagions and restrictions that may occur.

For the sale of industrial parks and land, the market showed no variations during the last period of the year.

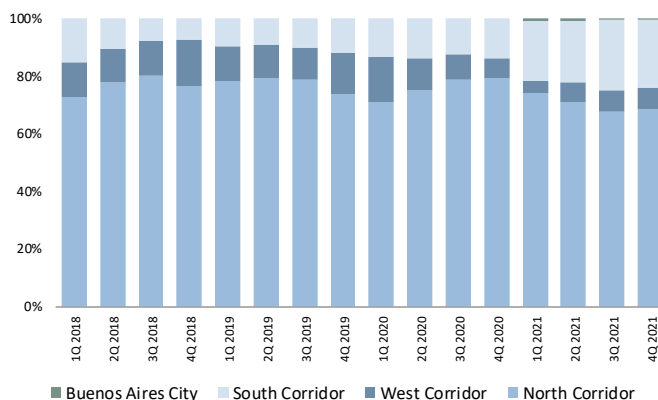
Composition of inventory (square feet)



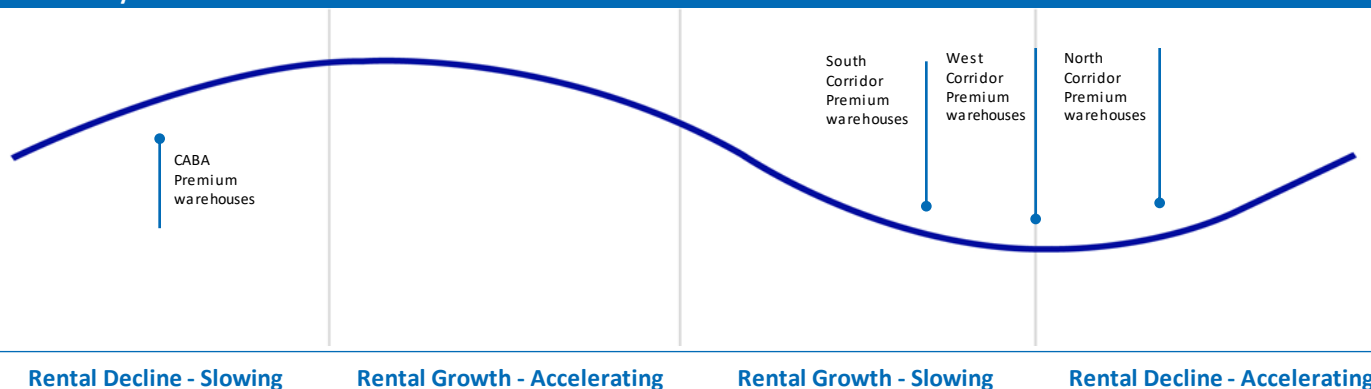
Asking Rent (US\$/SF/Month) Q1 2018 - Q4 2021



Available Surface (SF) Q1 2018 - Q4 2021



Real Estate Cycle

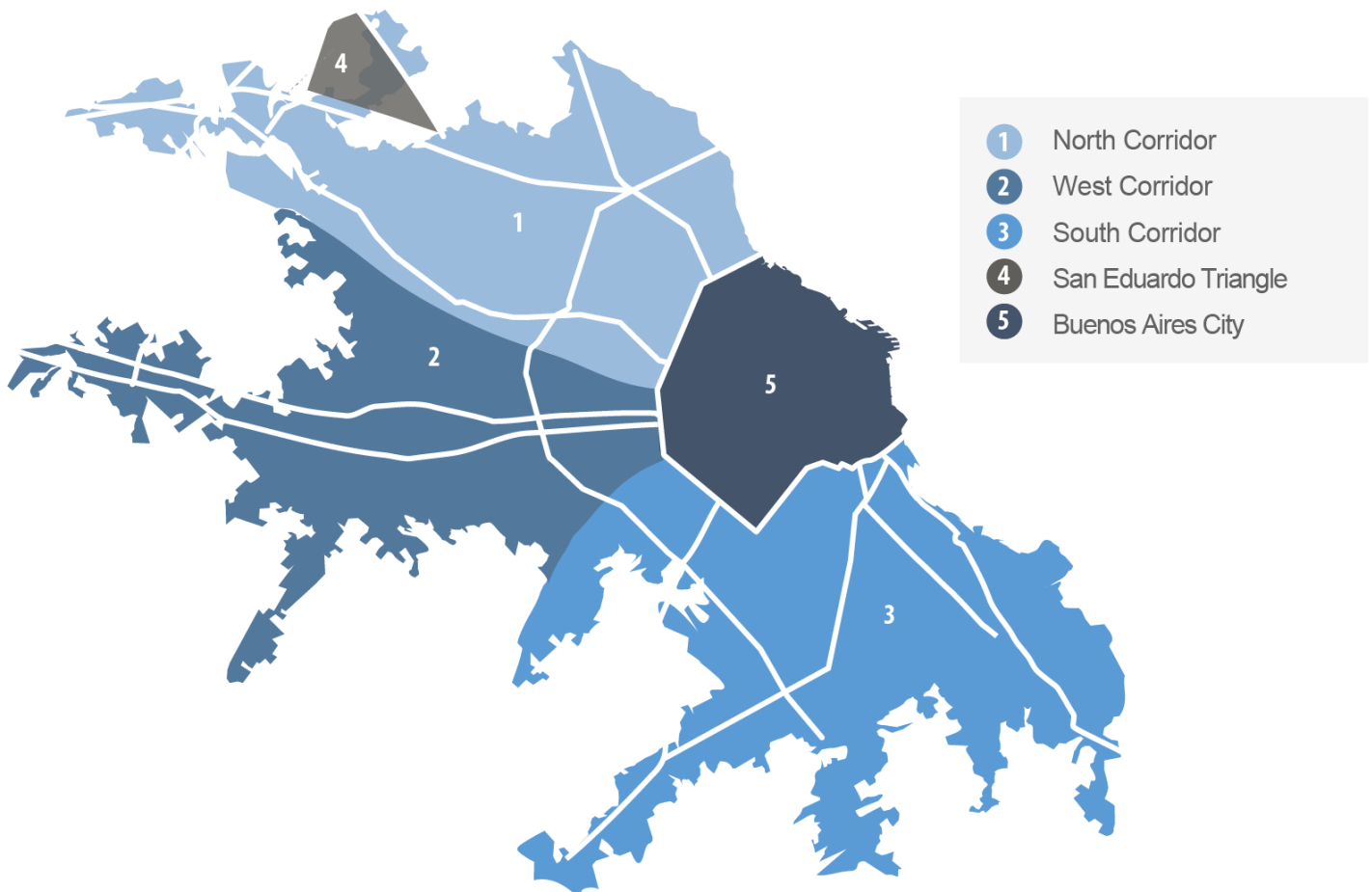


Market Statistics

Premium Warehouses	Total Inventory (SF)	Total Availability (SF)	Availability Rate (%)	Qtr. Absorption (SF)	Under Construction (SF)	Direct Asking Rent (\$/SF/YR)
North Corridor	15,876,806.32	2,580,063.8	15.3%	- 141,943.6	850,348.10	7.4
West Corridor	1,521,477.27	276,309.3	18.2%	-	-	5.9
South Corridor	5,769,450.40	882,639.8	15.3%	- 4,305.56	-	6.9
Buenos Aires City (CABA)	839,584.20	10,763.9	1.3%	-	-	8.70
Total	24,007,318.2	3,749,776.8	15.55%	- 146,249.11	850,348.10	\$7.20

Industrial and Logistics Parks	Total Inventory (SF)	Total Availability (SF)	Total Availability Rate (%)	Average Land Asking Sale Price (\$/SF)
North Corridor	348,535,082	238,205,107	68.3%	\$89.5
West Corridor	33,152,812	7,803,828	23.5%	\$55.5
South Corridor	141,760,563	20,935,786	14.8%	\$63.0
TOTAL	523,448,457	266,944,720	51.0%	\$69.3

Industrial market – Buenos Aires



Economic Outlook

During 2021, different scenarios were observed, starting with a strong recession during the first quarter of 2021, where the direct impact of the pandemic was observed within a deteriorated economy. At the end of the year, improvement is noted.

For the last period of the year, with the progress of the vaccination programs and the flexibilization of sanitary restrictions, the economy began to show signs of recovery, as well as the gradual increase in domestic and international tourism, which has resulted in greater economic movement. The GDP registered growth of 4.1% in the second quarter of 2021, displaying signs of improvement.

It is important to consider that in the last weeks of the year, a new variant of the virus was seen worldwide, resulting in the reestablishment of quarantines in the most affected countries, as well as new sanitary restrictions. The real impact of these measures will be seen during the first months of 2022.

Despite the complex economic context, the unemployment rate stood at 8.5%, the best level since 2017 (7.2%), improving pre-pandemic values, according to INDEC reports. This decrease was accompanied by an increase in the activity and employment rate, the return to normalcy will depend on the development of the last wave of contagions and how this will impact activity levels.

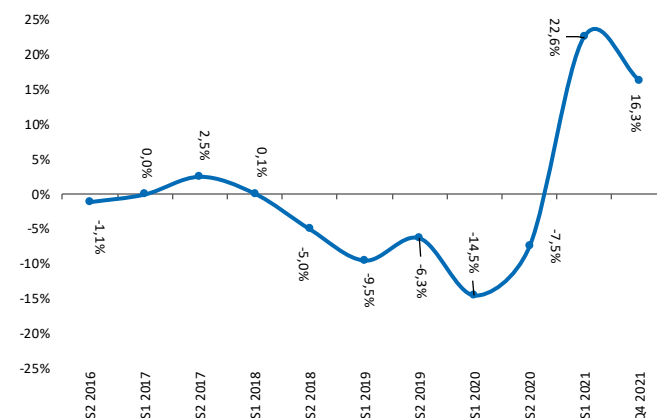
The domestic economy and the purchasing capacity of the population were impacted during the year, with the continued depreciation of the peso against the dollar, which ended the period at \$108.50 per peso, an increase of 30.5% compared to pre-pandemic values, as well as the CPI, which maintained similar values to the previous period, closing the period at 51.2% per annum.

Economic indicators Q4 2021

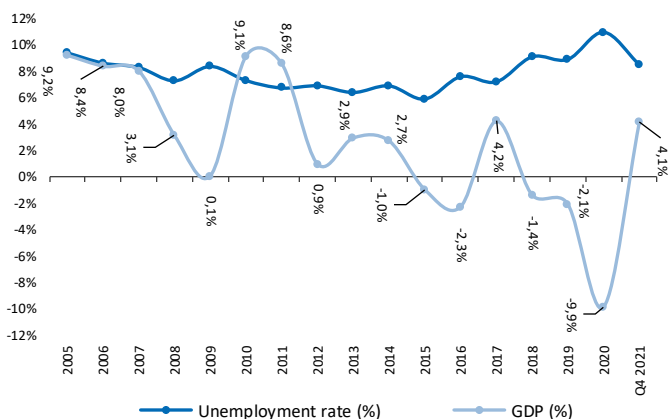
Capital City	Buenos Aires
Population (estimated 2021)	45,808,747
GDP MM	US\$ 448,411
GDP per capita MM	US\$9,789
Currency	Peso
Unemployment Rate	8.5 %



Manufacturing production index. Annual variation (%)

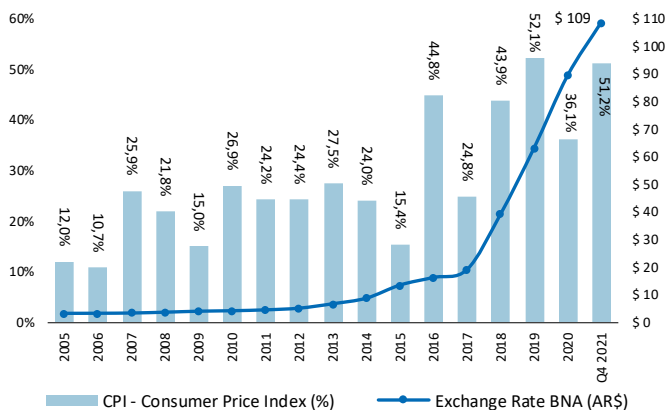


Unemployment rate (%). GDP (percentage change)



Source: INDEC
2015 = World Bank estimated value. 2021 = World Bank estimated value (June 2021 projection)

Exchange Rate (BNA) – Consumer price index (%)



Source: Bank of the Argentine Nation, INDEC
1999-2007/2015-2021 INDEC. 2008-2014 Calculated using the weighted geometric average of the consumer price indexes provided by the provisional statistics institutes.

For more information:

Headquarters

Maipú 1300, 6º Piso
C1006ACT, CABA, Argentina
t +54-11-4311-9500

Alejandro Winokur

Co-founder and Director

awinokur@ngbacre.com.ar

Karina Longo

Head of Research, Valuations, Data

Analytics

klongo@ngbacre.com.ar

Maylingh Contreras

Market Research

mcontreras@ngbacre.com.ar

nmrk.com.ar

Glossary of Terms

Absorption

A measure of the change in occupied space.

Availability

Space marketed for lease regardless of when the space will be available or whether the space is vacant or occupied.

Deliveries

The total RBA of properties added to the inventory once construction has been completed.

Direct Space

Available space offered for lease by the building owner, landlord, or owner representative.

Leasing Activity

The volume of leases signed including new leases, direct and sublet leases, extensions and renewals, and leases signed in proposed or under construction buildings.

Occupancy

Any space physically occupied by a tenant, regardless of lease status of the space.

Rentable Building Area (RBA)

A measurement of the total square feet in a building including the tenant and common areas such as the lobby and hallways.

Sublet Space

Available space offered for lease by a building tenant seeking a subtenant to fulfill the remaining lease obligation.

Under Construction

Buildings under construction are defined by the time the foundation is poured through the time the building is certified for occupancy.

Vacancy

Space not physically occupied by a tenant, regardless of the lease status or availability of space.

Weighted Average Rent

The asking dollar amount for the use of available space, weighted by size (the average does not include negotiable or unpublished rates and is reported as full service including operating costs).

Newmark has implemented a proprietary database and our tracking methodology has been revised. With this expansion and refinement in our data, there may be adjustments in historical statistics including availability, asking rents, absorption and effective rents. Newmark Research Reports are available at ngkf.com/research.

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