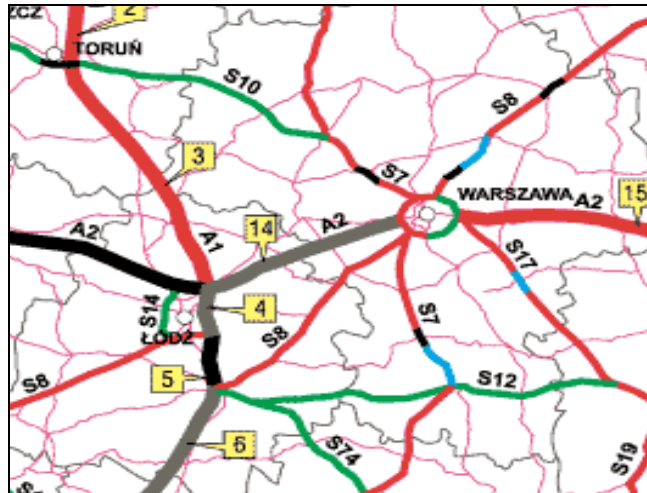


The Warehouse / Light Industrial Market Heart of Poland

Until recently, the answer to the question where in Poland distribution parks are concentrated was simple and unambiguous – it was the Warsaw region. Nowadays, the situation is substantially changing. Although Warsaw and its vicinity is still considered by many developers and end-users as good location for their development projects, their interest also shifted to attractive areas close to the future intersection of A1 and A2 motorways, i.e. in the **region of Łódź and Piotrków Trybunalski**.



Source: GDDKiA

Piotrków Trybunalski

Piotrków Trybunalski has a perfect location with regards to the road network, it lies at the intersection of five major transportation routes in Poland. It is where route E67 leading to Warsaw and Wrocław connect with A1 motorway, which in a future will link the Tri-City with Upper Silesia. Advantages of Piotrków Trybunalski's location were recognized by such investors like Ikea. The Swedish furniture corporation built here its main warehouse. FM Logistic has its the largest logistic park in Mszczonów and the second largest in Piotrków Trybunalski. Prologis, a leading warehouse/light industrial parks developer in Poland, purchased a land and constructed first buildings and leased to large tenants from the food industry - Unilever and Ahold. Also Auchan, the hypermarket chain constructed its distribution center in Wolborz close to Piotrków Trybunalski. Following 2004, next companies who purchased land near Piotrków Trybunalski were major developers active on Polish market, like Parkridge and Europolis. Another project in the pipeline, for which land has already been purchased is Logistic City – Piotrków Distribution Centre. As far as end-users, the chain of Kaufland supermarkets bought land for construction of its central warehouse in Poland. After 2001, the most active years in terms of purchasing investment land for warehouse facilities/ light manufacturing were 2005 and 2006.

Stryków

In Stryków, 50 km north of Piotrków Trybunalski, where A1 and A2 motorways will interchange, the first investors were Raben, a logistic company, and a hyper and supermarket chain Geant, which completed their projects before 2001. Currently there is Tulipan Park warehouse center under construction, developed on land initially purchased by Dutch developer Grontmij Real Estate and currently owned by British Slough Estate. Also other developers, AIG/Lincoln and Panattoni, bought land in the municipality of Stryków planning to construct there large warehouse and light industrial buildings for a lease. End-users are also interested in this location, too, like Lidl supermarket chain, which in 2005 built in Stryków one of its two central warehouses in Poland. The highest number of land transfers was recorded in 2004 and 2006.

Zgierz and Nowosolna

Onninen, a European leader in deliveries of all kinds of technical materials has built its central warehouse in the municipality of Nowosolna, south of Stryków, and Masterlink, a parcel service, located their warehouse in the vicinity of Zgierz.

The strength of demand for land located in that region is shown by the overall area of land purchased so far. In the environs of Piotrków Trybunalski in total 380.0 hectares were transferred and in the Stryków municipality approximately 150.0 hectares. Taking into account the number of investors and developers who have already bought land in that region, it may be presumed that the demand in quantitative terms has been satisfied. However, taking into account large investors' interest and their activity, evidenced by the number of transactions in 2006, it may be also presumed that in the years to come demand will be maintained at the current level.

Bearing the above consideration in mind, because of the location near the geographical center of the country and the intersection of planned main transportation routes, regions of Stryków, Piotrków Trybunalski and Zgierz have a chance to become the second, after Warsaw, or – in a perspective of a few years – perhaps even the first warehousing heart of the country.