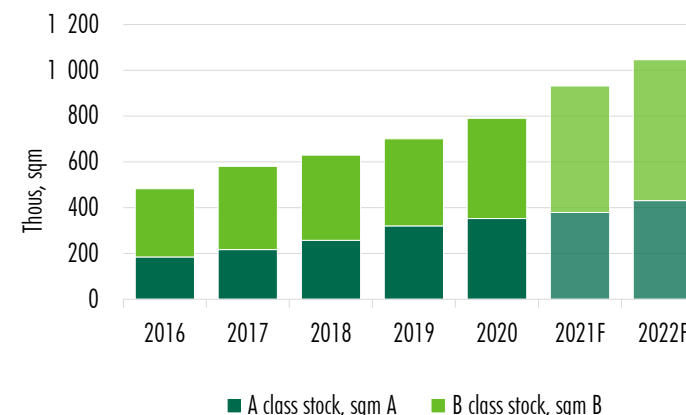




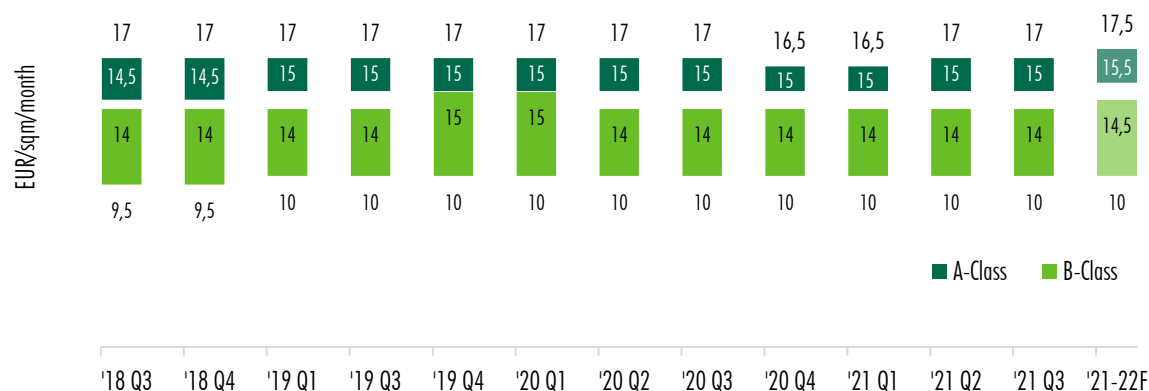
### Highlights:

- Autumn has been welcomed by the largest lease transaction deal in the Vilnius office market in 2021, with *Girteka Logistics* taking up 14,300 sqm in the *Freedom 36* business centre. Other significant leases include the *Defence Materiel Agency* signing ca. 4,000 sqm in *Cloud BC* and a similarly sized deal is expected to be announced in the *Aludariu st.* project in Q4.
- Currently, A class offices account for 42%, while the remaining 58% of total Vilnius office stock is made up of B class premises. Compared to the same period last year, the share of A class decreased by 3 p.p., giving pace to the B class office space increment.
- At the end of Q3 2021 Vilnius office vacancy decreased by 1.9 p.p. remaining at 9.0%. The vacancy rate is mainly supported by B class or secondary business centres. From a take-up perspective, Q1 and Q2 was a relatively active time and given the lower than expected supply in Q3, the vacancy rate has, therefore, moderated.
- Average rents remain unchanged. B class offices are rented at 10.0 – 14.0 EUR/sqm/mth, while A class rents range between 15.0 – 17.0 EUR/sqm/mth. Given the consistent increase in construction costs, rent rates are anticipated to rise slightly in 2022-2023 and it is likely that some developments may also be postponed.

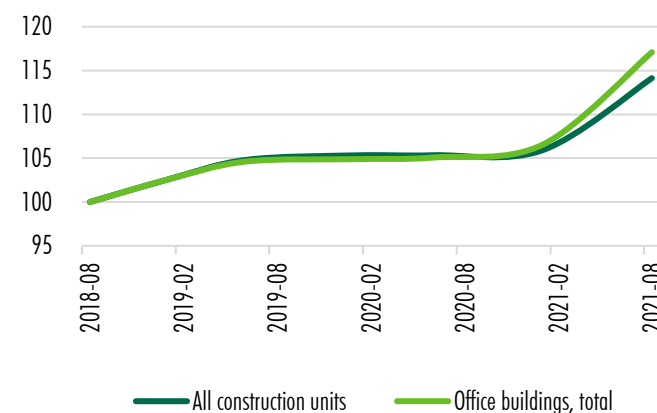
### Office Stock by Class Based on GLA Distribution



### Vilnius Modern Office Rent Rates By Class



### Construction Price Index



#### Notes:

KPI figures show Q3 2021 results. Arrows indicate Q2 2021 / Q3 2021 change.

Sources: CBRE Baltics, Department of Statistics of Lithuania

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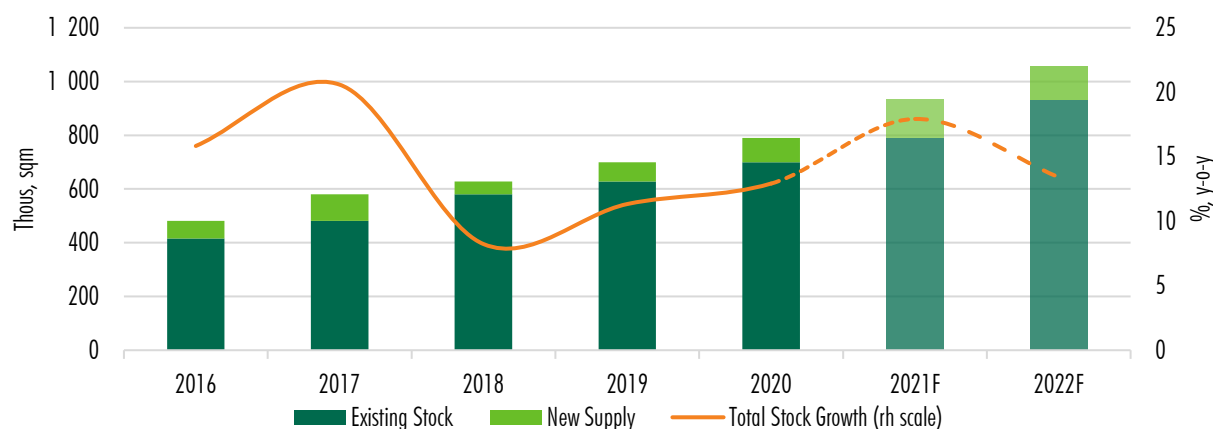
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## Highlights:

- Vastint* has commissioned 30,000 sqm of office space in the *Business Garden* project. All other remaining developments in the pipeline are delayed and due to be completed at the end of the year. Q4 2021 is expected to provide an additional 35,600 sqm of B class office space, resulting in a market stock total of 931,560 sqm. The total office space delivered in 2021 will then exceed 140,000 sqm which is a healthy 55% increase when compared to what was commissioned in 2020.
- 2021 continues to shape promising prospects for the Vilnius office market. The project proposal for the business centre *HERO* (30,000 sqm) has been approved (with a pending construction permit), while the start of construction for the business centre *FLOW* (15,670 sqm) has already been announced.
- It is also anticipated that the biggest pipeline developments for 2022 should be delivered without major delays. In such circumstances a total supply of more than 110,000 sqm will be added to the Vilnius modern office stock total. A new milestone for the Vilnius office market is likely to be set as the total stock figure will exceed 1,000,000 sqm.
- As a result of more than 200,000 sqm of office completions, the vacancy rate may also increase. However, the office occupational market in Vilnius is considered strong, as most projects which are currently under construction and are due to be commissioned in 2021, have already gained interest from tenants, as the occupancy rate in these projects is ca. 95%.

## Vilnius Modern Office Stock



### Notes:

KPI figures show Q3 2021 results. Arrows indicate Q2 2021 / Q3 2021 change.

Sources: CBRE Baltics

## Office Pipeline 2021 - 2024

Nr	Development	Class	GLA, sqm	Current Status
<b>Expected practical completion in 2021</b>			<b>34 070</b>	
1	Freedom 36	B	14 300	Under Construction
2	Avia Solutions HQ	B	7 700	Under Construction
3	Naujasis Skansenas Ž	B	7 220	Under Construction
4	Cloud	B	4 850	Under Construction
<b>PC in 2022</b>			<b>110 165</b>	
5	Cyber City	B	35 000	Under Construction
6	Core (I and II stages)	A	34 950	Under Construction
7	Business Stadium North East	A	16 000	Under Construction
8	BH Meraki	B	8 900	Under Construction
9	Paupio 50	B	5 860	Under Construction
10	Naujasis Skansenas L	B	5 855	Under Construction
11	Lietuvos Draudimas HQ	B	3 600	Under Construction
<b>PC in 2023 - 2024</b>			<b>207 960</b>	
12	Artery	A	20 950	Under Construction
13	LJB expansion	B	10 000	Under Construction
14	Drujos 2	B	9 500	Planned
15	Sky Office	B	8 820	Planned
16	Teltonika HQ	A	6 100	Under Construction
17	Office 100 (II stage)	B	5 800	Planned
18	Kauno 22	B	4 250	Under Construction
19	Hero	A	30 000	Planned
20	ReVingis	B	29 750	Planned
21	Business garden (II stage)	B	25 000	Planned
22	Flow	A	15 670	Planned
23	Kernavės 86	B	14 300	Planned
24	Ceikiniu 2	A	10 000	Planned
25	Jasinskio 14	B	9 200	Planned
26	CUP	A	5 120	Planned
27	Sporto 16	B	3 500	Planned
<b>Total</b>			<b>352 195</b>	

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