

REALNEWS

PROFESSIONAL REAL ESTATE

brought to you by **REALCORP**

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New office building
place de l'Etoile

BREEAM®

An innovative project developed by





Nowadays, one cannot read any article touching on real estate or real estate investment funds without encountering the universal anxiety over the unfolding European and global economic crisis. Although we are well aware that this is of great concern to all our clients, we at **REALCORP** believe that it is better to focus on work we can do and services we can deliver.

Real estate still needs to be managed, companies must still be housed and manage their property resources efficiently, and there is still money available that needs to be very strategically invested. So we are getting on with business! We are very glad to be able to offer some good news in this newsletter which may provide some hope and energy in these stressful times.

We are pleased to announce the recent acquisition by AXA of the Luxembourg Central Business District office project **StarGate**, currently under construction, as well as the completion of several other successful transactions. You can keep tabs on these by visiting the Recent Transactions page of our website. For an analysis of this year's Q1, Q2 and Q3 figures, see Take-Up, Vacancy and Rents on page 8 of this newsletter. Despite the anxiety in the market, Luxembourg's 2011 performance has already outstripped that of the previous two years, with take-up continuing to improve and vacancy rates decreasing. Another very important factor is the reducing supply, because many projects that were only in the planning or the early stages of implementation have been

put on hold while developers and investors wait to see how global markets will stabilise. Nevertheless, figures show that occupancy take-up in Q3 was particularly strong, bearing out the confidence that we at RealCorp feel in relation to the Luxembourg market, a feeling strengthened by our recent participation in the ExpoReal 2011 fair.

The ExpoReal closing report specifically mentions Luxembourg real estate, underscoring the country's growing popularity as a property investment and development location. Despite the deep concerns over the Euro sovereign debt crisis and the increasing scarcity of finance, we had positive meetings and came back with new avenues of business and new relationships to explore.



We felt that there were three main reasons for this positive response: Firstly, **REALCORP** specialises in the local Luxembourg market, which is still trading comparatively strongly, so we have some good opportunities to offer clients. Secondly, we give a lot of attention to deal structuring in the wake of banks' reluctance to finance. Thirdly, we have specific experience in identifying and delivering real estate value through market knowledge and active asset management.

In current times, **REALCORP** understands that users are cautious and that the decision-making process for all parties, investors, developers, landlords and tenants, is somewhat slower while parties consider every angle in an attempt to make good decisions. We offer professional assistance to support that process at every turn. Our satisfied clients confirm that now above all is the time to save money by taking the right strategic advice.



To let

Type: Office
Area: 2300 sqm
Div.: 207 sqm
Availability: Q3 2012

New building well-located, very high quality fittings, BREEAM certification, flexible floor for planning, parking.



ref.: 203490



To let

Type: Office
Area: 3901 sqm
Div.: 448 sqm
Availability: Immediate

Excellent visibility from the route d' Arlon. Located in the Commune of Luxembourg and only 5 min. from the city centre.

ref.: 208266



To let

Type: Office
Area: 1064 sqm
Div.: 140 sqm
Availability: Immediate

Original, innovative and modern building recently renovated. Located in the Commune of Luxembourg and easily accessible from the city centre.

ref.: 201191



To let

Type: Office
Area: 2059 sqm
Div.: 396 sqm
Availability: Q1 2012

Building high standard, located on Bd. Royal. The premises have air-conditioning, good lighting and compartmentalisation.

ref.: 218996



To let

Type: Office
Area: 457 sqm
Div.: N/A
Availability: Q1 2012

Building ideally located on the Place Winston Churchill. The premises are delivered in good condition for use and benefit from quality services.

ref.: 204057



To let

Type: Office
Area: 370 sqm
Div.: N/A
Availability: Q1 2012

Completely renovated luxury building in the centre of Belair. The surfaces are well-arranged, providing wooden floors and air-conditioning. 8 parking spaces are included in the rent.

ref.: 278830



To let

Type: Office
Area: 415 sqm
Div.: 97 sqm
Availability: Immediate

Located on the plateau Pétrusse, a few hundred metres from the Luxembourg Station and its amenities, we offer fully refurbished office floors with quality services. The spaces are perfectly arranged with an abundance of natural lighting.

ref.: 222621



To let

NEW

Type: Office
Area: 278 sqm
Div.: 130 sqm
Availability: Immediate

Central location with great views on Avenue de la Liberté. Office partitionned, well located and close to all amenities.

ref.: 279821



To let

Type: Office
Area: 144 sqm
Div.: N/A
Availability: Immediate

Office floor in very good condition. The space offers parquet flooring and cabling, with parking available upon request.

ref.: 282335



To let

Type: Office
Area: 770 sqm
Div.: 330 sqm
Availability: Immediate

This building was totally refurbished in 2010, providing direct access to train station and flexible floor planning.

ref.: 204005



NEW

To let

Type: Office
Area: 1100 sqm
Div.: N/A
Availability: Immediate

Close to the Cité Judiciaire and the train station, we offer completely refurbished office spaces equipped with cabling. 6 parking places included in the rent.

ref.: 207615



To let

ATTRACTIVE RENT

Type: Office
Area: 253 sqm
Div.: 100 sqm
Availability: Immediate

Very good location, offering 2 separate entrances, open space that can easily be partitioned, and includes a kitchenette. Parking available.

ref.: 210655



To let

Type: Office
Area: 6743 sqm
Div.: 9 to 229 sqm
Availability: Immediate

Located adjacent to Luxembourg airport and minutes from the business center of Kirchberg, we offer several office floors spread over 3 buildings with good quality services. Ample parking spaces available in the basement. A nursery and a lounge restaurant will be developed in the future.

ref.: 203690 - 203043 - 274533



To let

Type: Office
Area: 560 sqm
Div.: N/A
Availability: Immediate

Within the business district of Kirchberg, we offer for rent an office floor in a new building designed to high standards, providing bright and functional finishes.

ref.: 203669



To let

Type: Office
Area: 2500 sqm
Div.: 355 sqm
Availability: Immediate

Modern building close to Airport and its amenities with high standard spaces, partitioned and cabled. Canteen and fitness center in the basement.

ref.: 280965



To let

Type: Office
Area: 912 sqm
Div.: N/A
Availability: Immediate

Located in the prime area of Kirchberg, we have available to let a large office space, already partitioned, with plenty of natural light.

ref.: 214439



To let

Type: Office
Area: 4298 sqm
Div.: 100 sqm
Availability: Immediate

At the heart of the Administrative area of the Findel Airport zone, we offer a new and high quality building with office floors fully equipped for your needs.

ref.: 206239



To let

Type: Office
Area: 3395 sqm
Div.: 444 sqm
Availability: Immediate

Renovated office building near Airport and its amenities. The spaces have good lighting and can be divided. Ample parking available in the basement.

ref.: 203043



To let

Type: Office
Area: 3757 sqm
Div.: 287 sqm
Availability: Immediate



Serenity is the first green building in Luxembourg to comply the norm HQE (High Environmental Quality). Its main purpose is to provide an ideal working environment, while respecting nature. It offers bright and attractive areas, well-arranged and fully air-conditioned.

ref.: 204944



To let

Type: Office
Area: 1800 sqm
Div.: 363 sqm
Availability: Immediate

Located in the commune of Strassen, this modern building offers 3 floors of modern surfaces, well-appointed and bright.

ref.: 208265



To let

Type: Office
Area: 952 sqm
Div.: 218 sqm
Availability: Immediate

Recent building, close to Bourmicht area. We offer office and retail premises of a very high standard, air-conditioned, with parking and archive spaces.

ref.: 218727



To let

Type: Office
Area: 890 sqm
Div.: N/A
Availability: 1/1/2012

A 3-storey building in Bourmicht area. We offer office space on the ground floor conveniently arranged with large open space, two partitioned offices, kitchenette, outdoor parking.

ref.: 220008



To let

Type: Office
Area: 180 sqm
Div.: N/A
Availability: Immediate

Office space located in the business district of Bertrange. The ground floor is well-partitioned and -fitted. Several parking spaces and archives available.

ref.: 222500



To let

Type: Office
Area: 21636 sqm
Div.: 284 sqm
Availability: Immediate

In the Bourmicht area, we offer flexible office spaces among 3 buildings of very high standards with good modulation. The Atrium Business Park site offers a very good parking ratio and many useful services for its tenants such as a Crèche, 3 catering and restaurant facilities, a conciergerie and a fitness centre.

ref.: 279649 - 279623 - 278967



To let



Type: Office
Area: 24306 sqm
Div.: 500 sqm
Availability: Immediate

The Vertigo is currently one of the few certified HQE buildings in Luxembourg. It consists of two buildings, each of four levels, offering fully flexible surfaces. Atriums and large windows provide a bright and pleasant space for all occupants.

ref.: 207202



To let

BREEM

Type: Office
Area: 8800 sqm
Div.: 90 sqm
Availability: Immediate

New buildings, offering parking spaces, high quality standards, BREEM certified.

ref.: 205508 / 278660



To let

NEW

Type: Office
Area: 410 sqm
Div.: N/A
Availability: Immediate

Within the administrative sector of Howald, we are letting a large office space with parking, close to all amenities.

ref.: 276657



To let

Type: Office
Area: 3757 sqm
Div.: 287 sqm
Availability: Immediate

This modern building offers good quality mixed-use areas of warehouses and offices. Premises is in excellent condition.

ref.: 204330



To let

Type: Office
Area: 1800 sqm
Div.: 363 sqm
Availability: Immediate

This recent building is located close to the A3 motorway from France. The offices are spread over 7 floors, very bright and well-soundproofed. Free parking for tenants.

ref.: 221809



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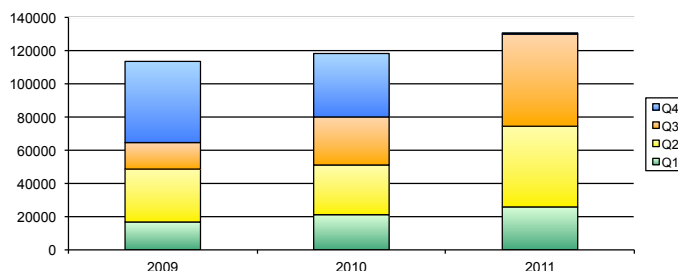
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Take-Up

Take-up in the third quarter has been particularly strong, with more than 55,000m² transacted in 70 operations, and driven by transactions such as bank Reiffeisen 8,000m², Ketterthill 6,000m², CRP Henri Tudor 5,000m², Clifford Chance 5,000m². The market for small and medium size areas (under 1,000m²) was no less dynamic, with a total of 14,201m² changing hands in 56 transactions.

In total, the volume reached in the last three quarters (129,000m²) is 99% higher than in 2009 and 61% higher than in 2010, which is quite impressive, given the current economic climate.

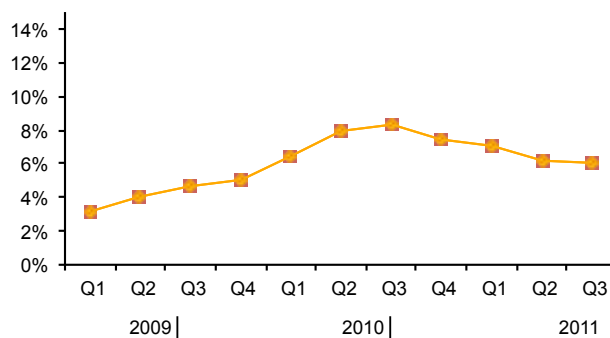


Highlights:

- Take-up in Luxembourg has improved quarterly since 2009 (an upward graph over three years)
- The financial sector alone is responsible for one third of Q3 2011 take-up
- Esch Belval, Leudelange and CBD were the three most popular areas in Q3

Change in vacancy rate

The average vacancy rate in Luxembourg continues its descent, decreasing from 6.3% to 6% from Q2 to Q3 2011. Unless companies' rationalization and downsizing initiatives significantly reduce the areas they occupy, which might release some space back to the market, the downward trend in vacancy rates should continue at least until the end of 2012, because relatively few new buildings will be completed over the next 2 years (3,656m² is expected in 2012 and 44,294m² in 2013, a total of 80,861m², which is less than half of the take-up over the past year). This decrease will be more or less pronounced depending on the total area that companies choose to occupy.



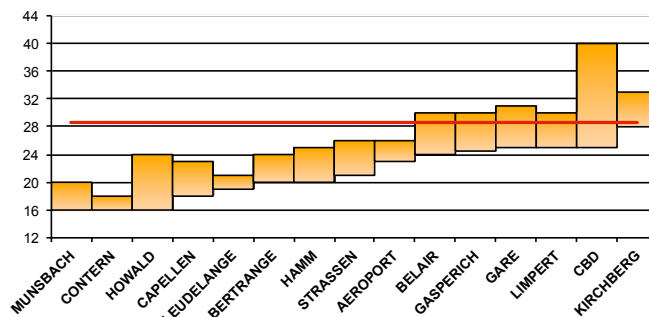
Highlights:

- Vacancy rates are still relatively low
- A weak pipeline of new building delivery is expected until the end of 2012
- The vacancy rate ranges between 2% in the CBD and 20% and more in outlying areas such as Bertrange, Airport, Leudelange and Contern.

Rent per sector

Strong take-up since the beginning of the year has helped to stabilize rents' downward trend since the effects of the crisis were first felt in the real estate industry early in 2009. Some neighborhoods, such as the station (Gare) area, have even seen their rents increase slightly, due to new construction, with proposed rents of around € 30, which sold quickly. Unlike the areas of high vacancy, rents are still more accessible in areas such as Hamm and Capellen.

There is more vacancy in second-hand buildings and these have the lowest recorded rents.



Highlights:

- Rents are broadly stable
- There has been progressive revaluation of the station area, notably due to the delivery of office and retail buildings of high quality such as: Le Bourbon, Ilot Liberté, Le Charles VI...
- Lower rents are recorded mostly in peripheral areas and for second-hand buildings.

RealCorp is pleased to be the designated commercial coordinator for this inspired and luxurious project.

StarGate

by

DEXIA

PYLOS



AVAILABLE
Q3 2012

BREEAM®

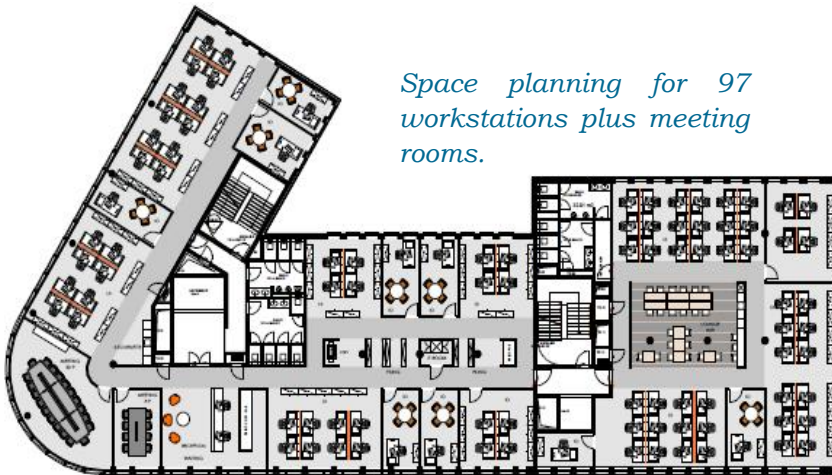
Prestige and Performance

StarGate's very impressive entrance hall and seven fully glazed stories were created as dynamic and comfortable places to be and to work.

StarGate is designed to respect the environment (BREEAM certified). The materials used are natural, consumption and energy costs are kept under control, and light and heat are provided as efficiently as possible via high-performance technology.

Technical Specifications and Space Planning

Space planning for 97 workstations plus meeting rooms.



- Luxurious areas built to green standards (Lobby in natural stone)
- High quality floor carpet / laminate
- Ceiling height from 2.65 m to 3.05m
- Cool ceilings with perforated metal plates
- Large bay windows and 500 lux lighting in office areas providing plenty of lights
- Toilets and parking with access for the disabled
- Three large lifts
- Automated external stores at south of building
- System refrigerant
- High performance double glazing

Floor	Type	Areas m ²
6	Offices	207
5	Offices	936
4	Offices	1143
3	Offices	Let
2	Offices	Let
1	Offices	Let
Ground	Offices	Let
-1	Parking	23 bays
-1	Archives	47
-2	Parking	27 bays
-2	Archives	224



Central location

The new StarGate is definitely a prestigious building, situated at the Place de L'Etoile, the gateway to the Luxembourg Central Business District, location also favoured by organisations such as Fortis, KBC and AXA.

- Car: Access to A3 2km
- Parking at P+R Route d'Arlon 500m; Glacis 100m
- Air: FINDEL airport 16km
- Bus: Lines 8, 19, 21 and 22
- Train: Lux. Station 2km



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