Emerging & Frontier Markets

Assessing Risk & Opportunity

2015

A Global Occupier Services Publication

EXECUTIVE SUMMARY

Over the last twenty years the core of the global economy has shifted. Investors are targeting higher rates of return in developing economies, which have also become increasingly attractive to occupiers, after suffering with stagnation in more mature locations.

Rapid growth in the now more established economies of China, Brazil and India has led to substantial migration of capital and business activities to less mature environments. However, a number of global shocks occurred during the latter half of 2014 and first half of 2015 throughout the developed world, with significant ripple effects being felt in emerging economies.

Richard Middleton
Head of Account Management & Client Services, EMEA
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"Despite significant global headwinds of late emerging markets continue to offer opportunities for corporate occupiers if risks are managed correctly."

MARKET TREND OR MARKET BLIP?

Emerging market economies have certainly felt some significant headwinds over the past 12 months. This is posing threats to future economic growth prospects, not only for developing economies but, also the developed world.

Presently, China is witnessing an economic slowdown, Russia is suffering from falls in oil prices and Brazil is being hit by both falling commodity prices and political dysfunction. A vicious cycle of secular stagnation appears to be developing. Slowing growth in industrialised countries is now directly impacting emerging economies, which are exporting capital and thereby slowing growth in more developed locations.

KEY GLOBAL TRENDS

- Lower commodity prices
- Weakening global trade
- Financial turbulence in advanced markets
- Policy bottlenecks
- Structural downgrade in China

GDP forecasts for 2015 have been sharply revised downwards by the IMF. This underlines the significance of current global troubles and the impact they could have on the health of both developed and developing world economies. It is yet to be seen whether this is a trend to stay or a market blip. Nevertheless, growing uncertainty is certainly starting to be reflected in weaker investor and business sentiment.

30YRS

Net capital flows in emerging markets have fallen for the first time in 30 years.

INSTITUTE OF INTERNATIONAL FINANCE

10%

2020 Nominal GDP growth forecasts in emerging markets have been revised downwards by 10% since 2012.

IMF

$4.3TN

Private foreign currency borrowing in emerging markets 2015.

INSTITUTE OF INTERNATIONAL FINANCE

$1TN

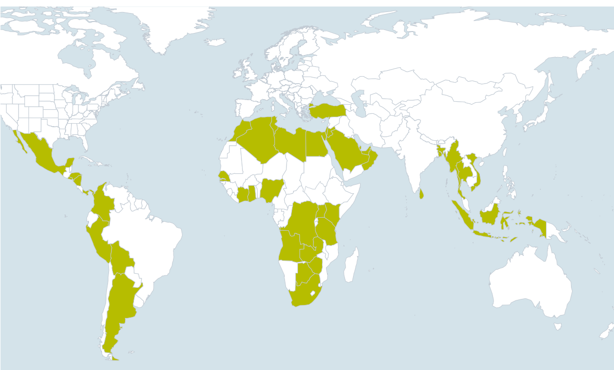
Outflows of private capital from developing economies 2015.

INSTITUTE OF INTERNATIONAL FINANCE

WHAT DOES THIS MEAN FOR REAL ESTATE?

At times of uncertainty, real estate portfolio strategies come under review. While the risk profiles of certain emerging markets are increasing, it is important to remember the sheer size and diversity of developing economies, with not all markets or business sectors affected in the same way.

Although emerging markets are often viewed as all encompassing, there inevitably remains a number of emerging locations that provide attractive opportunities to corporate occupiers.



To better understand the market dynamics of the most sought after emerging economies, Cushman & Wakefield's third edition of the Emerging Markets Index assesses how global economic shifts continue to change the business environment in which corporates are operating in.

Macroeconomic indicators are important, but corporates also face a number of local challenges when considering entering emerging markets. The Emerging Markets Index takes into consideration some key local criteria.

- How transparent is the overall property market?
- How easy is it for foreign companies to own commercial property?
- How easy is it for foreign companies to lease space?
- How quickly are transactions concluded?

> "Global challenges continue to re-shape business strategies and emphasise risks associated with emerging markets. However, in addition to macro-economic trends local market conditions must also be considered and put into context."

OVERVIEW & RESULTS

The 2015 release of the Index evaluates the risks of acquiring office space in the most sought after emerging and frontier markets. The report assesses relevant property indicators for 42 countries and collates this data into an occupancy "Risk Index".

As with last year's report, the 2015 Index excludes BRIC economies (Brazil, Russia, India and China), as these countries, and main cities within, are generally considered to be more established in the global property market. Despite this, we must not overlook the substantial changes being witnessed within these economies and the severe knock on impact they are having on other developing markets.

The Index utilizes best-in-class published data regarding operating conditions – such as transparency and corruption risk – in addition to economic and political stability criteria. Cushman & Wakefield also undertook a survey using 'best in class' property operators in each region. This survey posed pertinent questions to determine the operating environment and the ease and speed of acquiring office space in these markets.

Each country has been scored against one another on a like-for-like basis, with the results from the survey and third-party data being appropriately weighted and indexed.

HEADLINES

- Rearrangement in Index rankings as global shocks impact political and economic stability and ease of doing business in a number of markets.
- Corporates continue to seek quality accommodation, but the availability of such space is often very weak. Poorer quality secondary stock remains unlettable and in some markets is leading to oversupply and falling rental values, which may trigger some interest from occupiers in the future.

KEY INDEX TAKEAWAYS

- African economies remain attractive securing 5 places within the top ten of our 2015 Index
- Botswana is still the most transparent market, while also perceived as a secure destination for occupiers
- Uruguay has seen a considerable rise up the Index, riding the commodity cycle more successfully than a number of neighbouring locations and diversifying the goods it is trading
- South Africa and Ghana remain attractive to corporates retaining their positions within the top 5 of our global Index
- New entrant Turkey secures 5th position. Having witnessed significant investment in infrastructure it is also viewed as an easy location for occupiers to acquire property. The country has well-run existing companies already in occupancy and will benefit from lower commodity prices due to its superior trade routes as it sits at the crossroads of Europe, Asia, Russia and Africa.

2015 RANK	COUNTRY	2014 RANK	
1	Botswana	1	→
2	Uruguay	18	↑
3	South Africa	2	↓
4	Ghana	4	→
5	Turkey	New Entrant	
6	UAE	9	↑
7	Panama	27	↑
8	Morocco	12	↑
9	Indonesia	5	↓
10	Tunisia	7	↓
11	Thailand	11	→
12	Mexico	15	↑
13	Peru	8	↓
14	Argentina	34	↑
15	Zambia	3	↓
16	Jordan	32	↑
17	Colombia	26	↑
18	Sri Lanka	17	↓
19	El Salvador	30	↑
20	Bangladesh	20	→
21	Egypt	13	↓
22	Lebanon	36	↑
23	Kenya	23	→
24	Uganda	22	↓
25	Philippines	14	↓
26	Nicaragua	19	↓
27	Tanzania	31	↑
28	Algeria	6	↓
29	Oman	10	↓
30	Bahrain	29	↓
31	Qatar	28	↓
32	Cote D'Ivoire	21	↓
33	Senegal	16	↓
34	Saudi Arabia	24	↓
35	Vietnam	25	↓
36	Bolivia	35	↓
37	Nigeria	33	↓
38	Honduras	37	↓
39	Zimbabwe	38	↓
40	DRC	39	↓
41	Angola	41	→
42	Myanmar	40	↓

Source: Cushman & Wakefield 2015

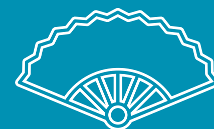
CHALLENGES OF GLOBAL INTEGRATION

Despite considerable differences in country-specific outlooks, economic growth forecasts are being downgraded in the majority of developing economies with the downside risks appearing more pronounced than they did just a few months ago.

The drop in sentiment is reflective of a world economy that is at the forefront of a number of global forces and as developing economies become increasing integrated globally these downside risks carry more concern.

- ***Lower oil and other commodity prices***
  Although benefiting commodity importers, falling commodity prices have the potential to complicate the outlook for commodity exporting regions, some of whom already face strained initial conditions.

- ***A sharper-than-expected slowdown in China and prospects for further financial market volatility***
  China's economic situation is weighing heavily on industrialised countries, developed economies and emerging markets. Questions surround its rebalancing act and ability to shift towards a more consumption-driven growth model. How will emerging markets fare if an extended period of economic slowdown and capital retrenchment occurs?



- ***Appreciation of the US dollar***
  Any further rise in the value of the US dollar could pose considerable risk to those carrying dollar debt, especially in some emerging market economies, where foreign currency corporate debt has increased substantially over the past few years.

- ***Increased geopolitical tensions***
  Unrest in the Ukraine, the Middle East, or parts of Africa could dampen confidence. With uncertainties adding a downward drag on business sentiment, this may trigger more risk adverse demand from international occupiers.

OVERCOMING THE VULNERABILITIES

Despite these risks, many emerging markets have actually increased their resilience to external shocks, through increased exchange rate flexibility, higher foreign exchange reserves, increased reliance on foreign direct investment flows and generally stronger policy frameworks. As such, many countries are now in a stronger position than previously to manage the heightened volatility. Nevertheless, in a more complex external environment, emerging markets face a difficult trade-off between supporting demand, amid slowing actual and potential growth.

"Emerging markets are often mistakenly viewed as homogenous. However, in reality real estate dynamics vary considerably as do the risks and opportunities on offer to occupiers across differing geographies and business sectors."

LATIN AMERICA

Brazil remains a key driver of the LATAM (Latin America) economy, but its political environment is troubled. Coupled with the Chinese economic slowdown, potential of a Fed interest rate hike and dwindling domestic demand, a consumer and corporate confidence crisis is weakening real estate demand from occupiers and investors alike, and is reinforcing the recession cycle. With current political agendas remaining under threat, the feeble economic activity levels have been a significant blow to the government's credibility. Market specialists have downgraded their GDP forecasts for 2015 (-1.5% to -3%). Growth forecasts for 2016 have been marginally revised up from 0% to 1%. The lengthy duration that fiscal (3 to 4 years) and monetary policies (1 to 2 years) are anticipated to take before showing any real effect, offers little upside to the economy in the near term. In a bid to curb high inflation levels, investment risks continue to increase in what continues to be a difficult business environment.

By contrast, emerging locations such as Uruguay has been relatively resilient to the weakness in key regional trade partners, Brazil and Argentina, and has climbed up the Cushman & Wakefield Emerging Markets Index. Despite this, weak regional growth and lower commodity prices is starting to be reflected through slowing GDP growth.

Other commodity exporting countries, such as Colombia and Peru, are also struggling with the impact of lower global commodity prices. The total value and volume of exports is falling and this is directly affecting the trade balance and, therefore, currency levels of these locations, with both witnessing negative trade balance figures since 2014, while also experiencing a sharp currency depreciation during this same period. Nevertheless, all are viewed as developing and are healthier than Brazil in macroeconomic terms, with sound government finances, strong capital flows, stable economic policies and lower interest rates. Colombia is working hard to attract more international occupiers as its markets relative sturdiness grows in reputation. Additionally, as infrastructure reforms take place, investments are bound to multiply the Colombian growth potential – despite internal and external military conflicts adding to corporate risk.

Despite the fact that Brazil is trying to turn things around, its harsh rebalancing programme is further weighing on an already struggling economy. However, while emerging markets in neighbouring locations continue to perform more strongly in terms of their macro-environment, investors and some occupiers still prefer Brazil due to the size of the market and its business diversity, which makes it easier to minimize risks if the investment does not perform as expected.

"Neighbouring markets to Brazil have varied in performance. Despite a deceleration in economic activity, Uruguay offers occupiers attractive operating fundamentals. Colombia is also working hard to attract more international occupiers as its markets relative sturdiness grows in reputation."

MEXICO CITY, MEXICO

AFRICA

Africa has witnessed significant economic growth over the past few years, recording annual GDP growth rates of between 5% and 8% a year according to the IMF. While being one of the world's greatest sources of raw materials, it has also surpassed the developing world in terms of a number of technological advancements. Africa itself is growing into one of the largest global marketplaces, but, sharp declines in global commodity prices such as oil and copper, over the past 12 months have created challenges, especially in major oil-exporting countries such Angola and Nigeria. Meanwhile, the strengthening dollar is also having a negative impact on African emerging markets. With almost everything priced in dollars, a stronger dollar is inevitably leading to inflation and a slowing down of these economies.

Africa's involvement in global trade activities has grown exponentially over the past decade, and is becoming increasingly integrated into the global economy. Consequently, global geopolitical and economic uncertainties now have a more direct impact on African growth prospects. The main challenges to regional economies, budgets and currencies include the threat of higher US interest rates, which is leading to increasing volumes of capital flows returning to Western regions and currency fluctuations, volatile energy and commodity prices. With Africa's economy largely commodity driven and China representing one of the major buyers of these commodities the slowdown in China's economy also puts the foreign earning potential of most African countries at risk. In recent years, Chinese firms have been willing to fund construction costs for infrastructure developments and tap into the commodities on offer. As their demand for local commodities wanes, infrastructure quality, which has remained a key consideration for many occupiers considering Africa, could be subject to investment shortfalls.

Despite these risks, the sheer scale of the African marketplace means that one size does not fit all and macro-economic trends are reflected differently in local markets. From a real estate perspective corporate demand remains selective as a result of these uncertainties. Corporates are favouring high quality accommodation, of which there is an undersupply in certain markets. In markets of oversupply of secondary stock rents continue to fall with much of the space on offer ill-suited to international occupier needs.

CAPETOWN, SOUTH AFRICA

DRIVERS OF GROWTH IN AFRICA

- Continued urbanisation, population growth and expansion of current cities a key driver of real estate demand
- Export of natural resources a key sources of growth, but exposes certain countries to increased risk
- Infrastructure shortages continue to create opportunities for investment
- Influence of government policy and legislation on the decision to invest will increase, while local partnerships will become increasingly important
- Technological advancements and impact on building practices

AFRICAN MARKET PREDICTIONS

- Faster-growing cities will present a wider range of risk and return opportunities
- Technology innovation and sustainability will be key drivers for value
- Collaborating with governments will become more important
- Competition for prime assets will intensify further
- A broad range of risks including new risks will emerge

MIDDLE EAST

The Middle East real estate industry is one of the fastest growing sectors across the world. International real estate developers have invested billions of dollars into the emerging markets of Oman, Qatar, Dubai and Saudi Arabia, dramatically changing economic prospects for these regions, improving infrastructure networks and delivering high quality office projects suited to international corporate standards.

Prime cities continue to benefit from government spending. Preparation for key events, such as the 2020 Dubai Expo and 2022 FIFA World Cup in Qatar have also added to business prospects and investment within these regions. Despite this, a number of key economic risks are now at play, which are anticipated to dictate market transaction volumes in the near term. In the United Arab Emirates (UAE) a decline in global oil prices continues to carry the majority of this threat. Government initiatives, such as fiscal measures to boost financial stability, have been introduced, while other measures, including the deregulation of fuel prices and prospects of an introduction of VAT and corporation tax, both of which carry the potential to dampen business demand. Any inflationary pressures may also heighten risk for current occupiers, who could potentially face prospects of paying higher rents.

During 2014, the UAE real estate market recorded a surge in real estate investments from both domestic and overseas investors. Dubai is attracting a large proportion of this investment, with confidence in this market steadily rising since mid-2012. However, with the national economy expected to post its first budget deficit since the "great recession", business activity is showing signs of stabilising, which is also steadying the number of occupier requirements. Rents for prominent schemes in the city's primary free zones and sub-markets are still bucking the trend, with modest rent rises still being recorded.

In contrast, the Abu Dhabi office market's recent stagnation is in large part linked to the slowdown in public spending, which has translated into a drop in demand for new office space. Abu Dhabi's dependence on hydrocarbon revenues has also meant that the rate of office take up, which is traditionally dominated by oil and gas companies, has cooled significantly. This is likely to put increased downward pressure on more secondary and tertiary locations in the first instance, with prime rents likely to face headwinds at the beginning of 2016.

"The Middle East real estate industry remains one of the fastest growing sectors across the world. International real estate developers have invested billions of dollars into its emerging markets with prime cities benefitting from delivery of more modern accommodation and improved infrastructure. However, a number of risks carry the potential to dampen business demand."

ABU DHABI, UAE

ASIA PACIFIC

Asia Pacific's regional economy, inclusive of Greater China, India, Australia, Japan, South Korea and the ASEAN – 5 is still expanding steadily, with an average growth rate of 5.3% anticipated until 2017 despite global headwinds. China is committed to rebalancing its economy and is targeting consumer-led, service-based growth at the same time, re-orienting the manufacturing sector towards skill-intensive, higher value production. Recent currency devaluation measures can potentially boost trade and lift economic growth in the short term. Meanwhile, China's waning competitiveness in the lower end of the production chain and the abundance of relatively lower cost resources in neighbouring locations have added to the attractiveness of countries such as Thailand, Vietnam, Laos, Myanmar, Bangladesh and Cambodia, particularly in the labor-intensive manufacturing sector. The recently concluded Trans- Pacific Partnership (TPP) is a promising development that stands to benefit the emerging market economies in Southeast Asia.

Elsewhere, India is gaining momentum with improved business sentiment, robust growth in domestic demand and expectations of major structural reforms. Rising employment and income growth are unfolding too as cities such as Jaipur, Lucknow, Kanpur, Nagpur, Indore and Visakhapatnam, with populations exceeding 2 million, are strengthening as markets. Meanwhile, Southeast Asia is one of the fastest growing regions in the world with the VIPs (Vietnam, Indonesia and Philippines) performing very well and on course for further expansion.

The services sector, which is still considered underdeveloped, is growing fast and the Asian Development Bank (ADB) predicts that it could be the engine for economic growth in developing Asia going forward. In Indonesia, secondary cities such as Surabaya and Bandung are gaining attention besides the capital city of Jakarta. With nearly 2 million sqft of retail space under construction, Surabaya is a growth centre for retailers reliant on a rising pool of high-income consumers. Retail sales in Vietnam are also witnessing double digit growth. Manila continues to strengthen its position in the IT sector competing with Indian cities for voice-based back-office support services. Even with national elections in Philippines scheduled in the first half of 2016, the policy environment will remain generally supportive of economic fundamentals.

While Sri Lanka has become an emerging logistics hub in South Asia with container port traffic into the country having more than doubled in the last decade. Overall, emerging markets in Asia will continue to play a key role in the global economy over the next decade. A growing pool of middle class consumers, improving infrastructure across secondary towns and cities, stability in the banking system and investment security are anticipated to outweigh geopolitical issues and financial headwinds in the longer term.

"Occupier and investor demand is beginning to look beyond tier 1 cities, with infrastructure improvements and a rising pool of middle class consumers adding to the attraction of more secondary locations."

CHINA

RISK RANKING AND COUNTRY PROFILES

BACK TO MAP

INSTRUCTIONS:

To access country page, click on country name below.

CUSHMAN & WAKEFIELD EMERGING AND FRONTIER MARKET RISK RANKING *(1 = lowest risk, 42 = highest risk)*

RANK	COUNTRY
1	BOTSWANA
2	URUGUAY
3	SOUTH AFRICA
4	GHANA
5	TURKEY
6	UNITED ARAB EMIRATES
7	PANAMA
8	MOROCCO
9	INDONESIA
10	TUNISIA
11	THAILAND
12	MEXICO
13	PERU
14	ARGENTINA
15	ZAMBIA
16	JORDAN
17	COLOMBIA
18	SRI LANKA
19	EL SALVADOR
20	BANGLADESH
21	EGYPT
22	LEBANON
23	KENYA
24	UGANDA
25	PHILIPPINES
26	NICARAGUA
27	TANZANIA
28	ALGERIA
29	OMAN
30	BAHRAIN
31	QATAR
32	COTE D'IVOIRE
33	SENEGAL
34	SAUDI ARABIA
35	VIETNAM
36	BOLIVIA
37	NIGERIA
38	HONDURAS
39	ZIMBABWE
40	DEM. REP. OF CONGO
41	ANGOLA
42	MYANMAR

EMERGING AND FRONTIER MARKET – 2015
BOTSWANA

BACK TO MAP

1

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Gaborone	225,000
Francistown	100,000

MAIN INDUSTRIES

Diamond mining, minerals, agriculture

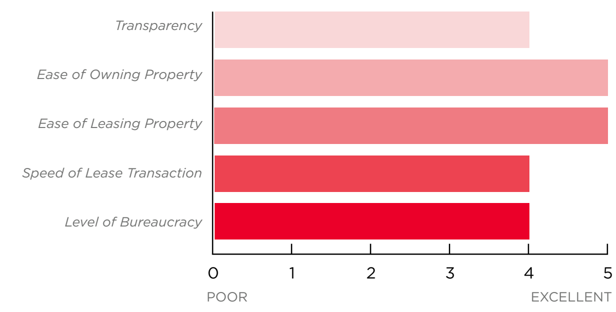
PROPERTY MARKET OVERVIEW

The principal office market in Botswana is in the capital city, Gaborone. The construction of the new CBD is ongoing, with a number of large scale developments being completed recently. This has resulted in considerable oversupply within the market, especially for secondary space, with little of this space actually meeting the requirements of international occupiers. Rents for well located, higher quality space have been stable over the past year, but an overall softening in occupier demand and excess supply has led to rental falls for non-core stock.

2016 OUTLOOK

Further rental declines are expected in the office sector in Gaborone, as the availability of poorer quality accommodation increases and demand remains subdued. Any demand will focus primarily on prime space, with secondary space anticipated to remain largely vacant and difficult to let. Opportunities are high for existing occupants approaching lease events, with a large majority expected to negotiate their current lease terms to secure lower rents.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Institutional, government and some private investors.

TRADING COSTS

TRANSFER TAX	5%
NOTARY	1-3%
LEGAL	1-2%
AGENCY	8.33-10%
VAT	12%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Gaborone		USD/sq.m/year	162.00	130.80	-19%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015

URUGUAY

BACK TO MAP

2

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Montevideo	1,319,100
Salto	104,028

MAIN INDUSTRIES

Foreign Investors and Local Operators

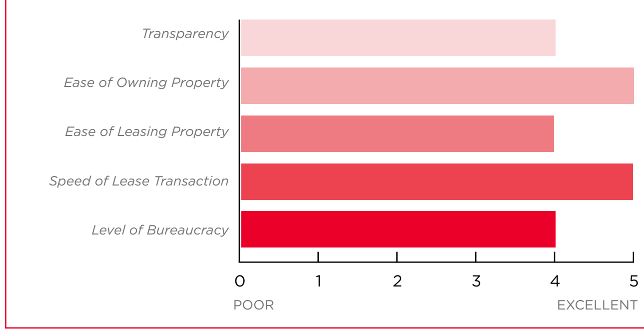
PROPERTY MARKET OVERVIEW

Uruguay's geography is doing it few favours at present, despite benefitting from the commodity boom more successfully than a number of neighbouring locations. With its two large neighbours, Brazil and Argentina, in recession, Uruguay's economy is now suffering, with growth forecast to slow to 3% or less this year, after averaging nearly 6% over the last 10 years.

2016 OUTLOOK

After a period of strong growth, economic activity in Latin America has slowed sharply. Growth among the six larger, financially-integrated economies – Brazil, Chile, Colombia, Mexico, Peru, and Uruguay – is expected to be negative this year. Uruguay has tried to diversify and open up its economy to the point that it is now trading goods with 140 countries. China has recently become its largest trading partner, surpassing Brazil, its key Mercosur partner, mainly thanks to soya and pulp cellulose exports.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Foreign Investors and Local Operators

TRADING COSTS

TRANSFER TAX	2%
NOTARY	1.5%
LEGAL	1%
AGENCY	3%
VAT	12%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Montevideo	Puerto del Buceo	USD/sq.m/month	26.00	27.00	4%	Stable

EMERGING AND FRONTIER MARKET – 2015
SOUTH AFRICA

BACK TO MAP

3

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Johannesburg	4,400,000
Cape Town	3,740,000
Durban	3,442,000

MAIN INDUSTRIES

Mining, automobile assembly, metalworking, machinery, textiles, iron and steel, chemicals, fertilizer, Food stuffs, commercial ship repair

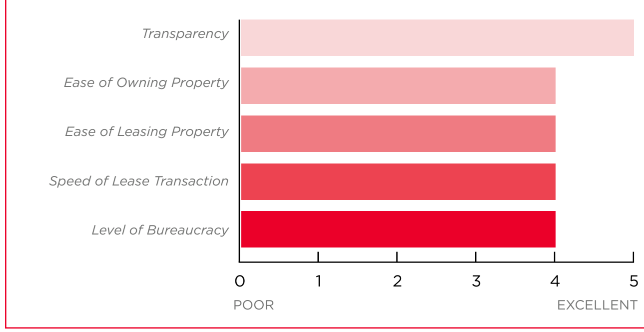
PROPERTY MARKET OVERVIEW

The South African property market is the most developed within Africa, focused mainly around the key cities of Johannesburg (Sandton), Durban and Cape Town. Occupier demand has increasingly focused on good quality stock in prime locations, while the decentralised secondary office nodes have continued to struggle in attracting tenants. Sandton remains the dominant office location and has seen strong development activity recently, with a number of significant construction starts. Space is being absorbed at higher rents, which has led to some significant rental growth. Century City in Cape Town is also becoming more attractive, increasing its profile as an alternative choice for office occupiers and this is helping to keep vacancy rates low.

2016 OUTLOOK

The outlook for the South African office market remains dictated by the broader economic performance and impact this has on business confidence. Steady demand is expected from multinational occupiers, and will remain predominantly focused on well-located, high quality assets. Rents are anticipated to remain stable between now and the end of 2015, with low vacancy rates underpinning current rental values.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

International Investors with regional and local operators.

TRADING COSTS

TRANSFER TAX	0-8%
NOTARY	Fixed Fees
LEGAL	1-2%
AGENCY	15%
VAT	14%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Cape Town		ZAR/sq.m/month	85.00	100.00	18%	Stable
Johannesburg		ZAR/sq.m/month	65.00	75.00	15%	Stable
Sandton		ZAR/sq.m/month	125.00	200.00	60%	Stable

EMERGING AND FRONTIER MARKET – 2015

GHANA

BACK TO MAP

4

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Accra	4,000,000
Kumasi	3,780,000
Sekondi-Takoradi	1,895,000

MAIN INDUSTRIES

Petroleum becoming more important, plus mining, lumbering, light manufacturing, aluminium smelting, food processing, cement

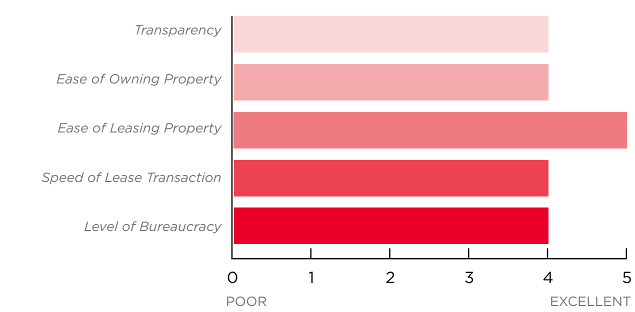
PROPERTY MARKET OVERVIEW

The office market in Accra is one of the more developed in Africa, and also serves as the business and administrative centre of Ghana. The traditional CBD is based around the main retail area in Accra, although this area suffers from severe traffic congestion. As a result, many of the new office developments in the city have been predominately located in more suburban areas close to the international airport, where larger floor plates can be obtained. At present, there is a significant amount of office availability. This comes at a time of reduced demand from occupiers, with businesses shelving their requirements and any leasing activity typically driven by companies looking to upgrade to better quality space. The high availability of space on offer and currency deflation has led to rental values falling over the past year.

2016 OUTLOOK

The market in Accra is expected to remain stable over the remainder of the year with rental values being less affected in better schemes, which are of greater interest to occupiers. The falling value of the currency continues to dampen occupier demand, with rents being subject to some significant discounting on poorer quality accommodation.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Some foreign institutions, local institutions (SSNIT) and private landlords.

TRADING COSTS

TRANSFER TAX	0.25-1%
NOTARY	N/A
LEGAL	3-10%
AGENCY	8.33-12%
VAT	15%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Accra		USD/sq.m/year	444.00	420.00	-5%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
TURKEY

CUSHMAN & WAKEFIELD

BACK TO MAP

5

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Istanbul	11,174,257
Ankara	3,517,182
Izmir	2,500,603

MAIN INDUSTRIES

Banks, Insurance, Telecommunications

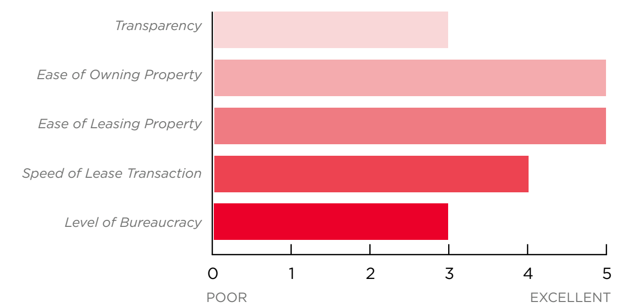
PROPERTY MARKET OVERVIEW

The Turkish office market, with a focus on Istanbul, recorded another strong year in terms of demand. Robust occupier activity continued, with the support of new completions during the second half of 2014 adding to occupier options and, subsequently, increasing letting volumes. Take-up levels reached the highest annual level in 2014 and this trend continued in 2015.

2016 OUTLOOK

Currently, there is 1.9 million sq.m of new space under construction in Istanbul, which is due to complete over the next two years. The construction activity is having a dual impact on the market; on the one hand, occupiers now have more choice with regards to their real estate needs, and on the other hand with new space being delivered, positive rental growth is being capped. With supply and demand likely to remain balanced in the near term, headline rents are anticipated to remain stable in the most sought after locations within Istanbul's CBD.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Domestic and international corporates, REITs, Local owner occupiers, private investors & foreign Investors

TRADING COSTS

TRANSFER TAX	2.00% for each party
NOTARY	Notarisation not mandatory for real property acquisitions
LEGAL	Negotiable hourly rate
AGENCY	1.50%-3.00% of net purchase price in freehold acquisitions, 8%-10% of annual rents in lease transactions
VAT	18% if the property is commercially owned

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Istanbul	Levent (European side)	USD/sq.m/month	45.00	45.00	0%	Stable / Up
Izmir	Centre	USD/sq.m/month	17.00	17.00	0%	Stable
Ankara	Centre	USD/sq.m/month	23.00	22.00	-4%	Stable

EMERGING AND FRONTIER MARKET – 2015

UAE

BACK TO MAP

6

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Dubai	2,327,350
Abu Dhabi	631,005
Sharjah	519,000

MAIN INDUSTRIES

Dubai – Tourism, Trade, Property Abu Dhabi – Central Government, Oil & Gas

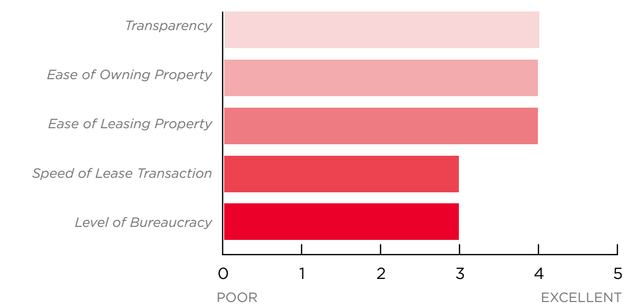
PROPERTY MARKET OVERVIEW

The occupier market in Dubai has seen a significant boost in confidence and activity since 2012, but with the national economy expected to post its first budget deficit since the 'great recession', business activity is showing signs of stabilising, which has also resulted in a steadying in the number of requirements. Rents for prominent schemes in the city's primary free zones and submarkets are still bucking the trend, with modest rent rises still being recorded. In contrast, Abu Dhabi continues to remain more subdued than Dubai and Grade A rents remain stable, with a slight fall noted in Grade B rental levels. This market is driven mainly by larger requirements government departments.

2016 OUTLOOK

We expect to see commercial rents stabilise in Dubai over the coming year, particularly in areas where high volumes of new stock are due. We continue to see a rising volume of Grade B stock entering the market in areas such as Business Bay, Tecom C and JLT, although the higher demand present in these areas has led to landlords expecting to achieve higher rents, with little contraction anticipated in the near term. In Abu Dhabi, the majority of activity is generated by relocations and consolidation rather than new entrants to the market.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Dubai – Free Zone: Quasi Govt Free Zone Authorities, private GCC companies. Non Free Zone: private companies, developers and individual investors buying strata stock Abu Dhabi – Quasi Govt developers, private GCC companies and individuals

TRADING COSTS

TRANSFER TAX	None
NOTARY	None
LEGAL	N/A
AGENCY	10% of annual rent
VAT	None

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Abu Dhabi	CBD prime	AED/sq.ft/year	2,000.00	2,100.00	5%	Stable
Abu Dhabi	Secondary	AED/sq.m/year	1,300.00	1,400.00	8%	Stable / Down
Dubai	DIFC prime free zone	AED/sq.ft/year	285.00	250.00	-12%	Stable / Down
Dubai	Prime non Free Zone	AED/sq.ft/year	280.00	285.00	2%	Stable / Up
Dubai	Secondary non Free Zone	AED/sq.ft/year	100.00	110.00	10%	Up

EMERGING AND FRONTIER MARKET – 2015
PANAMA

CUSHMAN & WAKEFIELD

BACK TO MAP

7

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Panama City	8,800,700
San Miguelito	315,000

MAIN INDUSTRIES

Call Centers, Handicrafts

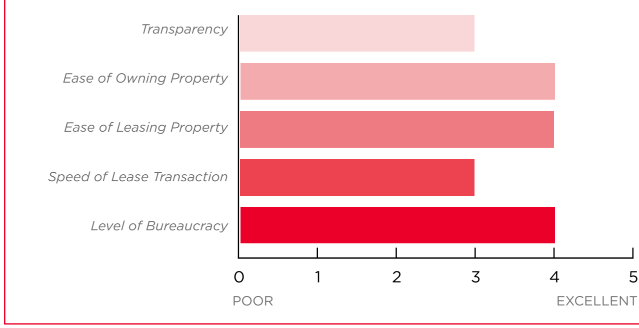
PROPERTY MARKET OVERVIEW

Panama's economy is based primarily on a well-developed services sector, which accounts for about 75% of GDP. Services include the Panama Canal, banking, the Colon Free Zone, insurance, container ports, and flagship registry. The unemployment rate is relatively low at around 4% of the total population, but there is still high corruption, public institution inefficiency, security issues, poor education quality and pricing pressure due to inflation.

2016 OUTLOOK

Panama has been lauded by the United Nations Development Program, for the development and execution of public infrastructure over the last 10 years. The outlook is positive, the country is currently engaged in a $5.25 billion expansion of the Panama Canal that, when finished, would allow significantly larger vessels to transit and might alter shipping routes to and from multiple U.S. ports. This project, in conjunction with the expansion of the capacities of its ports on both the Atlantic and Pacific coasts, will solidify Panama's global logistical advantage in the western hemisphere, attracting occupiers and investors alike in the longer term.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Government. Multinational Companies (There are 103 Multi-Nationals established in the country): Johnson & Johnson, Proctor and Gamble, Mearsk, Ralph Lauren.
Local Companies: Copa Airlines.
Financial Industry, Telered

TRADING COSTS

TRANSFER TAX	2% of the higher of the request value or sale price
NOTARY	20%
LEGAL	$159
AGENCY	1 month
VAT	7%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Panama City		USD/sq.m/month	23.00	22.50	-2%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
MOROCCO

BACK TO MAP

8

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Casablanca	2,900,000
Fes	920,000
Marrakesh	800,000

MAIN INDUSTRIES

Phosphate mining and processing, food processing, leather goods, textiles, construction, energy, Tourism

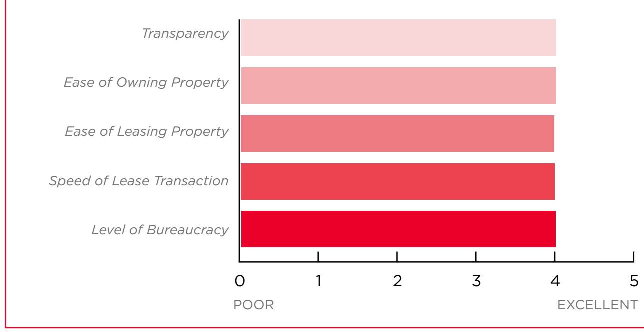
PROPERTY MARKET OVERVIEW

The capital city of Morocco is Rabat and the majority of government agencies are located here. However, the key commercial centre and home to the primary office market is Casablanca. The office market in Casablanca is reasonably well developed, with the city centre and Sidi Maarouf the principal submarkets, although there are a number of locations throughout the city that are also emerging. Currently, there is an oversupply of offices both in Rabat and Casablanca, although as a proportion of the Moroccan market, the availability in Rabat is higher. Here, a number of vacant schemes have recently been completed adding significant volumes of space to the market and creating downward pressure on rental values. Casablanca, in contrast, has witnessed greater stability in rents, with supply levels more contained.

2016 OUTLOOK

The domestic economy has shown signs of improvement over the past few years with agriculture and tourism remaining the key constituents. The addition of large completed office schemes to the market has re-balanced supply and demand, with landlords forced to increase tenant incentive packages as a result, particularly in Rabat.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Institutions and private investors.

TRADING COSTS

TRANSFER TAX	4%
NOTARY	0.5-1%
LEGAL	1-2%
AGENCY	8.33-12%
VAT	20%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Casablanca		USD/sq.m/year	312.00	276.00	-12%	Stable

EMERGING AND FRONTIER MARKET – 2015

INDONESIA

CUSHMAN & WAKEFIELD

BACK TO MAP

9

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Jakarta	9,607,800
Bandong	2,394,900
Bekasi	2,334,900

MAIN INDUSTRIES

Natural Resources: Oil &Gas, Mining, Palm oil; Banking & Finance; Manufacturing

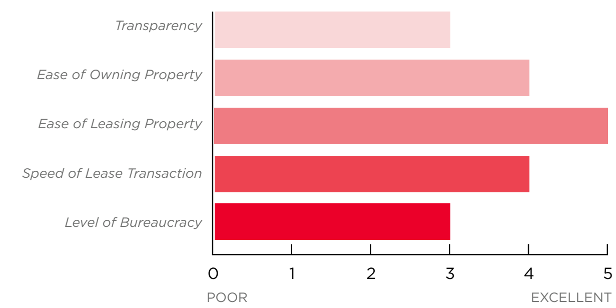
PROPERTY MARKET OVERVIEW

The shift from landlord favourable to occupier favourable market is clearly ongoing and set to intensify, as substantial supply is expected to enter the market during 2015 and 2016. Demand for office space remained positive but at a much slower pace compared to the last 2 years. Rental values have fallen, as vacancy rates have risen significantly over the last few quarters and landlords try to secure occupancy in the newly completed office buildings.

2016 OUTLOOK

With new supply anticipated to be delivered in the fourth quarter of 2015, overall vacancy rates are projected to increase, extending beyond the end of the year, as pre-commitment levels newly delivered buildings has been limited due to ongoing weak global economic conditions. Landlords are expected to face tougher competition to retain existing anchor and major tenants. On the other hand, the significant supply pipeline will benefit corporate occupiers in the longer term with large numbers of opportunities on offer for expansion and relocation requirements under more negotiable rental values. Higher transaction volumes are anticipated, as and when new space is delivered to the market, stabilizing the downward trend in rental values.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Majority are local operators and few are sophisticated Investors

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	N/A
LEGAL	N/A
AGENCY	5%
VAT	10%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
CBD Jakarta	Grade A Premium	USD/sq.m/month	48.65	48.17	-1%	Stable / Down
CBD Jakarta	Thamrin	USD/sq.m/month	45.72	38.13	-17%	Stable / Down
CBD Jakarta	Sudirman	USD/sq.m/month	39.80	38.49	-3%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
TUNISIA

BACK TO MAP

10

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Tunis	728,000
Sfax	271,000
Sousse	173,000

MAIN INDUSTRIES

Petroleum, mining (particularly phosphate and iron ore), tourism, textiles, footwear, agribusiness, Beverages

PROPERTY MARKET OVERVIEW

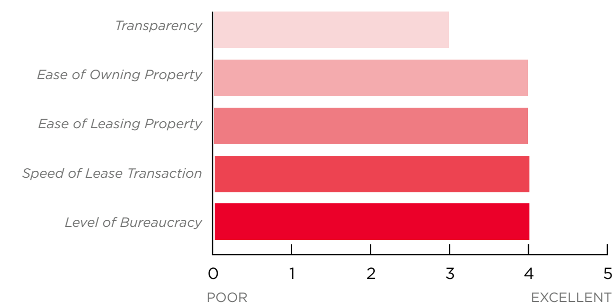
Tunis, the capital city of Tunisia, is the business and administrative centre of the country. Since the revolution in 2011, the country has undergone a political transition, which led to a slowdown in activity as businesses adopted a 'wait and see' approach to expansion plans. At present, the market remains relatively stable, with occupier demand still subdued.

The supply pipeline is limited, with only minor downward revisions to rental values on some properties, which can be more attributed to the fluctuation in local currency. Tunisia remains one of the most affordable places in Africa for offices.

2016 OUTLOOK

With occupier demand expected to remain steady but subdued for the remainder of the year, it is anticipated that rental levels will remain relatively unchanged. However, in the longer term, any further weakening in currency levels has the potential to impact rental values.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Mostly private individuals

TRADING COSTS

TRANSFER TAX	5%
NOTARY	1%
LEGAL	1-2%
AGENCY	8.33%
VAT	18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Tunis		USD/sq.m/year	126.60	113.00	-11%	Stable / Up

EMERGING AND FRONTIER MARKET – 2015
THAILAND

CUSHMAN & WAKEFIELD

BACK TO MAP

11

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Bangkok	5,659,000
Nonthaburi	260,600
Pak Krat	168,800

MAIN INDUSTRIES

Agriculture, Automobile, IT Equipment

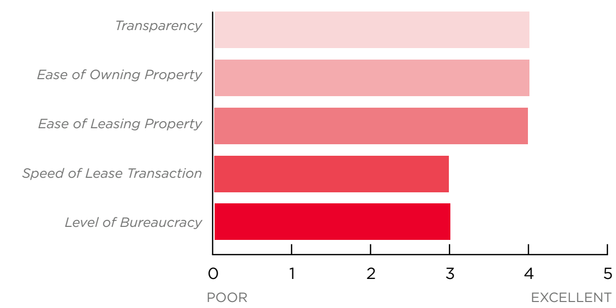
PROPERTY MARKET OVERVIEW

Bangkok's office market remains landlord favourable, with the highest rents being achieved in the city centre. A limited supply of suitable stock and strong occupier demand has driven down the vacancy rate, which has tightened considerably over 2014 and 2015. Rental growth of approximately 3%-5% is anticipated throughout the remainder of 2015. The development pipeline may offer some better accommodation options to occupiers, but deliveries are anticipated to be absorbed quickly by the competitive demand levels.

2016 OUTLOOK

Approximately 160,000 sq.m of new supply is expected to be completed between now and the end of 2016. While this is expected to increase the vacancy rate over the short term, new accommodation should be absorbed relatively quickly. In addition, the Asian Economic Community (AEC) will become effective in late 2015. This is expected to improve regional connectivity in terms of investment in infrastructure and further the growth of the local urban development, with investors and developers adding new developments in the Bangkok office market accordingly.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local operator, Local investor

TRADING COSTS

TRANSFER TAX	0.10%
NOTARY	N/A
LEGAL	N/A
AGENCY	3%
VAT	7%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Bangkok	Rama IV	USD/sq.m/month	818.75	831.25	2%	Up
Bangkok	Wireless	USD/sq.m/month	837.50	927.00	11%	Up
Bangkok	Ploenchit & Rama I	USD/sq.m/month	788.89	817.78	4%	Up

EMERGING AND FRONTIER MARKET – 2015

MEXICO

BACK TO MAP

12

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

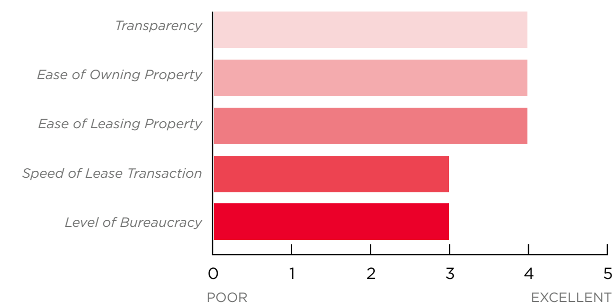
PROPERTY MARKET OVERVIEW

Mexico's economic development remains volatile. While the economy of those states linked with NAFTA supply chains are experiencing stronger performance, those related with the local market economy remain either stagnant or experiencing moderate expansion. The real estate market is nearing turning point. For Mexico City, which accounts for over 80% of the national office market, the overall vacancy rate at 8.2% reflects a healthy balance between absorption and new development. In the last twelve months, overall stock levels increased by 5.9% to over 8 million sq.m, while the overall absorption rate has risen more substantially, reflecting rising occupier demand. This may trigger an uplift in rental values and overall better prospects for landlords, despite rental growth to date being relatively minimal, expanding at a slower rate than inflation.

2016 OUTLOOK

Overall absorption has constantly surpassed completions in recent years. However, with the delivery of new schemes set to reach a record high in the latter half of 2015, it will be interesting to see if demand keeps pace and just how much space is absorbed. The availability rate is expected to almost double, which will restrict growth in rental values.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Sophisticated Investors and Local Developers

TRADING COSTS

TRANSFER TAX	5%
NOTARY	0.5%
LEGAL	5%
AGENCY	5% sales, 5% leasing
VAT	16%

COUNTRY DATA

TOP CITIES BY POPULATION

Mexico City	20,500,000
Guadalajara	4,430,000
Monterrey	4,080,000

MAIN INDUSTRIES

Automotive, Electronics, Aerospace, Petroleum, Tourism

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Mexico City	CBD	USD/sq.m/month	25.69	25.09	-2%	Stable
Mexico City	NON-CBD	USD/sq.m/month	19.44	20.05	3%	Stable

EMERGING AND FRONTIER MARKET – 2015

PERU

BACK TO MAP

13

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Lima	9,838,251
Arequipa	1,287,205
La Libertad	1,859,640

MAIN INDUSTRIES

Construction and Construction Materials Industries. Textile Industry, Food Industry, Chemical and Pharma, Products Industry, Fishing Industry, Mining

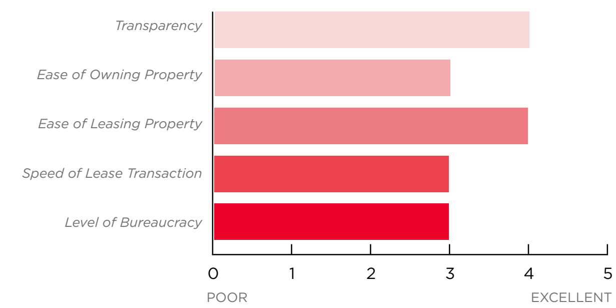
PROPERTY MARKET OVERVIEW

Over the second half of 2014 occupier demand slowed. At the same time there has been the addition of several newly completed projects to the market, with the vacancy rate rising to 8% during the first quarter of 2015. Rents as a result have fallen, however the discounts being applied at present are still relatively small. It is anticipated that further declines will come towards the end of 2015 predominantly in the districts of Santiago de Surco and Magdalena del Mar, considered as more secondary options for most occupiers. Demand in districts such as San Isidro, continues to witness higher demand and rents here have been more stable.

2016 OUTLOOK

There has been new completions in many other significant Peruvian cities, besides Lima, the capital city. New office building developments continue to be subject to pre-commitments from occupiers prior to construction start, especially in office areas where demand has remained almost the same, such as San Isidro. The expectations that availabilities and vacancy rates will rise will reduce asking rents even more, as the market shifts in favor of occupiers during negotiation, especially in new developed business areas. Demand is expected to remain subdued over the next 12 months with presidential elections during 2016 bringing uncertainty to businesses.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Sophisticated investors and local operators

TRADING COSTS

TRANSFER TAX	9%
NOTARY	US $150-$200 average + taxes
LEGAL	US $150-$250 average per hour + taxes
AGENCY	1.5%-3.0%
VAT	Applicable on agency fees at 18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Lima	San Isidro Financiero	USD/sq.m/month	23.32	22.47	-4%	Stable / Down
Lima	San Isidro Empresarial	USD/sq.m/month	22.46	20.90	-7%	Stable / Down
Lima	Santiago de Surco	USD/sq.m/month	21.69	20.65	-5%	Stable / Down
Lima	Miraflores	USD/sq.m/month	21.67	20.34	-6%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
ARGENTINA

CUSHMAN & WAKEFIELD

BACK TO MAP

14

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Buenos Aires	3,050,728
Cordoba	1,372,000
Rosario	1,242,000

MAIN INDUSTRIES

Petrochemical, Automotive, Construction, Agricultural sector.

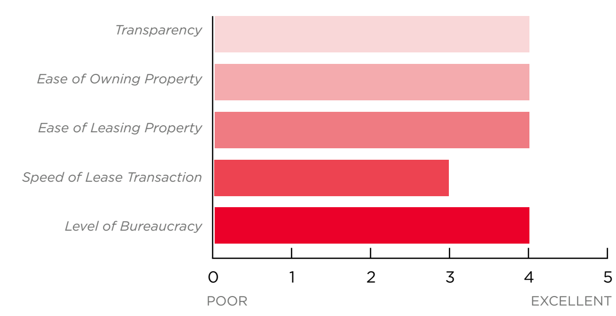
PROPERTY MARKET OVERVIEW

Following a tough 2014, the office market is now showing the first signs of recovery amid stronger business confidence. The uplift in demand has subsequently led to falling vacancy rates in Buenos Aires. This market is becoming more landlord favourable as office rents, which had fallen over the previous 12 months, start to stabilise and show signs of increasing on better quality accommodation.

2016 OUTLOOK

Despite the current stability in the property market, the country's uncertain political future has the potential to impact on demand volumes and associated rental growth in the near term. As such, it is anticipated that the office market will remain relatively stable over the remainder of 2015 and throughout 2016, with rental growth confined to higher quality accommodation. Rents do remain relatively attractive to occupiers at present, with values still substantially down on their peaks, and there might remain the scenario of a lack of relocation options for larger office space requirements.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local investors

TRADING COSTS

TRANSFER TAX	7.80%-9.80%
NOTARY	1.5%-3%
LEGAL	Approximately 1%
AGENCY	4%
VAT	Applicable on agency and notary fees at 21%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Buenos Aires CBD	Catalinas	USD/sq.m/month	29.00	28.50	-2%	Stable / Up
Buenos Aires CBD	Puerto Madero	USD/sq.m/month	26.00	25.00	-4%	Stable / Up
Buenos Aires Non CBD	Libertador GBA	USD/sq.m/month	26.00	26.30	1%	Stable / Up

EMERGING AND FRONTIER MARKET – 2015
ZAMBIA

BACK TO MAP

15

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Lusaka	1,260,000
Kitwe	467,000
Ndola	441,000

MAIN INDUSTRIES

Mainly copper mining and processing, emerald mining, construction, foodstuffs, beverages, chemicals, textiles, fertilizer, horticulture, textiles; cement, steel production

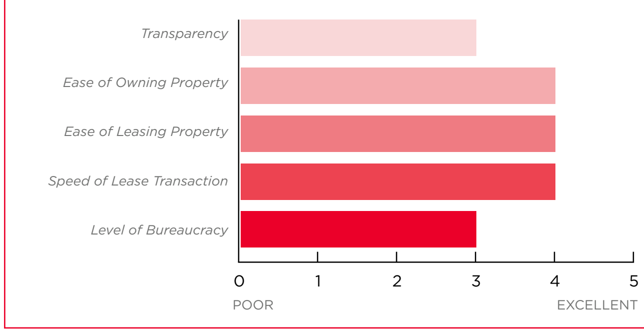
PROPERTY MARKET OVERVIEW

The key office market in Zambia is the capital city and commercial centre, Lusaka. The property market is one of the more developed within Africa, although the majority of stock remains of secondary quality. The Longacres and between the Great East Road and the Mass Media areas are the most sought after for occupiers. Demand levels are stable at present, with both the financial services and communications sector actively absorbing space in some newly delivered schemes. Nevertheless, the office market is becoming more tenant friendly, helped by an oversupply of Grade A accommodation. Despite this, there remains a lack of smaller units aimed at providing suitable start up accommodation for the growing number of SMEs.

2016 OUTLOOK

Zambia is heavily dependent on the copper industry, which accounts for approximately 60% of exports, and consequently the country is exposed to external commodity market fluctuations and economic growth has not been as strong as initially anticipated. Meanwhile, fluctuations in the value of the Kwacha will continue to put pressure on rental values in real terms.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Mixed institutional and private individuals.

TRADING COSTS

TRANSFER TAX	5%
NOTARY	N/A
LEGAL	1-2%
AGENCY	8.33-12%
VAT	16%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Lusaka		USD/sq.m/year	216.00	216.00	0%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
JORDAN

BACK TO MAP

16

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Amman	1,800,000
Zarqa	395,000
Irbid	250,000

MAIN INDUSTRIES

Pharma, Information Technology (IT)

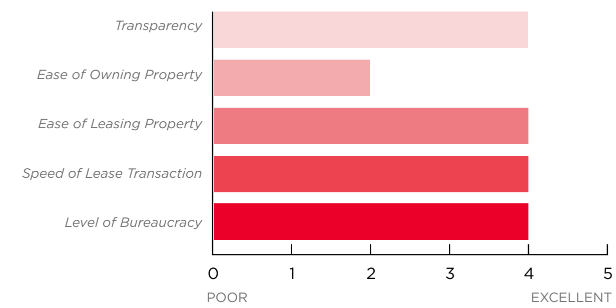
PROPERTY MARKET OVERVIEW

The office market in Jordan is centred mainly on the capital city and commercial centre, Amman. The key submarkets in the city are located in the 5th and 6th Circles and also the Abdali and Shmeisani submarkets, where the majority of financial services companies are located. There was a rise in occupier demand during 2014 and this momentum has carried through to 2015. Despite this, rents are stable, mainly due to the large quantity of newly completed stock remaining vacant, following the development boom in Amman, with the majority of this space of poorer, secondary quality. There remains a considerable lack of Grade A accommodation.

2016 OUTLOOK

Despite sustained occupier demand, it is expected that the lack of Grade A supply will restrict the number of lettings over the coming year. Rents will come under downwards pressure due to an oversupply of poorer grade space. The opening of the Abdali mixed use city centre project where c. 280,000 sq.m is planned for delivery during Phase 1, which is now being marketed, will also test the level of demand, with landlords having to discount rents and offer incentives on a number of schemes.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local Operators

TRADING COSTS

TRANSFER TAX	2%
NOTARY	N/A
LEGAL	2%
AGENCY	5%
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Amman	CBD	JD150/sq.m/year	190.00	150.00	-21%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015

COLOMBIA

BACK TO MAP

17

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Bogota	7,776,800
Medellin	2,441,100
Cali	2,344,700

MAIN INDUSTRIES

Textiles, food processing, oil, clothing and footwear, beverages, chemicals, cement; gold, coal, emeralds

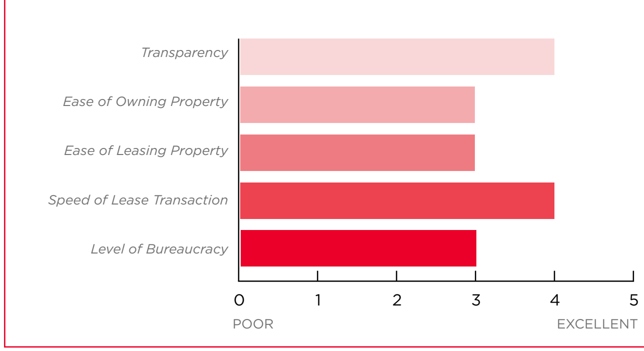
PROPERTY MARKET OVERVIEW

Vacancy rates increased in Colombia in the first half of 2015, with landlords becoming increasingly concerned. This rise has been due to several new schemes being delivered and occupier demand weakening, as occupiers reign back on requirements. With oversupply becoming a growing issue, landlords have had no option but to reduce rents accordingly, leading to a fall of 11% over the past 12 months.

2016 OUTLOOK

The current oversupply of office accommodation in Colombia is leading to an increasingly cautious approach from developers. As a result, it is anticipated that the number of construction starts will continue to fall over the next 12 months, with landlords applying discounted rents on properties that are failing to attract occupiers. Average rents are anticipated to fall further in the near term, as the market becomes more favourable to occupiers. Those in occupation of poorer quality Grade B space are expected to consider relocating to higher quality, affordable alternatives at lease event.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Sophisticated Investors and Local Developers

TRADING COSTS

TRANSFER TAX	0.5%
NOTARY	0.5%
LEGAL	1.0%
AGENCY	3.0%
VAT	16%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Bogota	Santa Bárbara	USD/sq.m/month	33.61	33.83	1%	Stable / Down
Bogota	Calle 100	USD/sq.m/month	33.90	29.38	-13%	Stable / Down
Bogota	Salitre	USD/sq.m/month	29.27	24.67	-16%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
SRI LANKA

CUSHMAN & WAKEFIELD

BACK TO MAP

18

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Colombo	753,000
Dehinala-Mount Lavina	246,000

MAIN INDUSTRIES

Tourism, Telecom, BFSI Shipping, Petroleum Refining, IT, Services

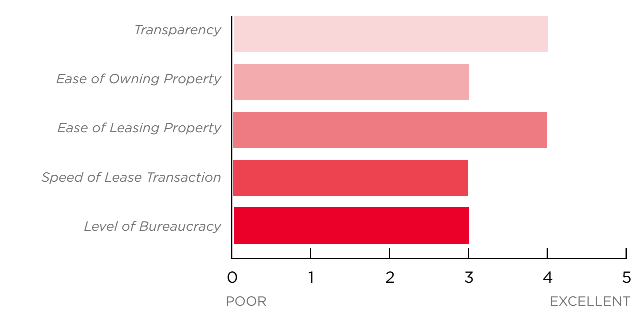
PROPERTY MARKET OVERVIEW

The main office market in Sri Lanka is the capital city of Colombo, where investment in infrastructure and increasing availability of educated labour is strengthening the economy. Consequently, there is growing demand from multinational corporations, who are setting up smaller business units. Colombo currently faces supply limitations, with just 279,000 sq.m of office stock and a vacancy rate of less than 5%. Rents are subsequently increasing at around 10% annually, with a steeper rise in the CBD locations. Occupiers are now having to move to refurbished Grade B buildings and, in some cases, Grade C options to satisfy requirements.

2016 OUTLOOK

With a limited supply pipeline and growing demand from the IT industry, rents are expected to rise throughout 2015/2016. Approximately 46,500 sq.m of new stock is to be delivered by the end of 2016. Nevertheless, given the employment estimates by industry bodies such as Sri Lanka Association of Software and Service Companies (SLASSCOM), the upcoming supply will fall significantly short of the projected office demand. The knowledge park at Tripoli, Colombo could ease supply side issues for smaller business units. However, the undersupply in the near term will continue to restrict opportunities for occupiers.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local Operator

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	N/A
LEGAL	N/A
AGENCY	N/A
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Colombo	CBD – Colombo 2	LKR/sq.ft/month	150-320	180-350	10-20%	Stable / Up
Colombo	CBD – Colombo 3	LKR/sq.ft/month	90-100	100-120	10-20%	Stable / Up
Colombo	CBD – Colombo 7	LKR/sq.ft/month	130-180	150-200	11-15%	Stable

EMERGING AND FRONTIER MARKET – 2015

EL SALVADOR

BACK TO MAP

19

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
San Salvador	541,000
Santa Anna	245,400

MAIN INDUSTRIES

Services, Industry and Commodities

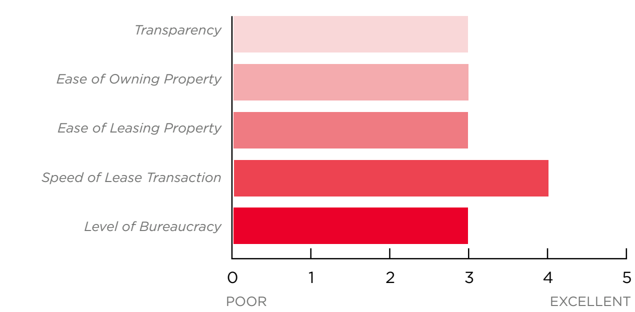
PROPERTY MARKET OVERVIEW

Although its industrial sector is growing, El Salvador's economy remains predominantly services-based. The services sector accounts for almost 65% of GDP and employs 58% of the population. With levels of fiscal deficit exceeding 4% in the past two years, public debt has increased to 56% of GDP. Many consumers are price sensitive and some incur debt to purchase consumer goods. Rental values have witnessed little movement over the past 12 months.

2016 OUTLOOK

El Salvador has strong potential as a business destination but certainly faces a lot of challenges. The country remains politically polarized after the Presidential elections in 2014. The level of crime is increasing significantly. Additionally, corruption remains a problem. El Salvador ranked 80 of 174 countries in Transparency International's Corruption Perceptions Index in 2014, with occupiers anticipated to show caution when considering the country as a suitable destination. Despite this, the outlook for industrial rental values remains stable.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local operators

TRADING COSTS

TRANSFER TAX	25%
NOTARY	2%
LEGAL	1%
AGENCY	5%
VAT	0%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
San Salvador (industrial)	San Salvador	USD/sq.m/month	3.50	3.50	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
BANGLADESH

BACK TO MAP

20

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Dhaka	7,033,000
Chittagong	2,592,000
Khulna	663,000

MAIN INDUSTRIES

Garments, Pharma, Plastic, Media, Financial Services

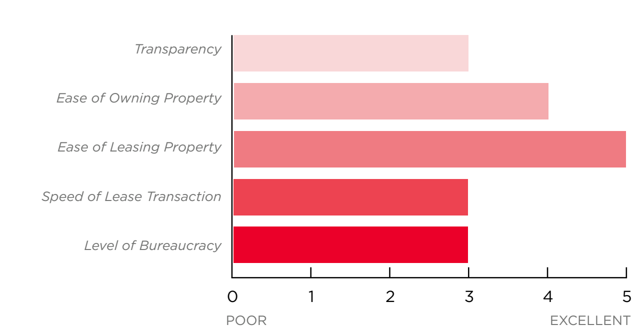
PROPERTY MARKET OVERVIEW

Over the past 12 months, occupational demand in the capital city of Dhaka has weakened. Consumer goods, financial services, telecoms, logistics and the pharmaceutical sectors remain the main drivers of demand, but leasing activity has been weaker than expected. Take-up volumes declined for all grades of office space in all submarkets in 2014 and the falling demand levels continued into 2015, with rental values declining as a result. Net absorption continues to fall short of the delivery of new supply, with the disparity between deliveries and take-up set to widen throughout 2015.

2016 OUTLOOK

The volume of office space currently under development will continue to exceed average annual demand and an oversupply of office space is anticipated in Dhaka over the coming year. Demand levels are forecast to remain subdued and the ongoing instability surrounding political and economic conditions will only act as a further drag on business confidence. As a result, rental values are anticipated to fall significantly as the market remains occupier favourable in terms of affordability.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Sophisticated Investors

TRADING COSTS

TRANSFER TAX	10%
NOTARY	1%
LEGAL	2%
AGENCY	30 Days rent
VAT	15%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Dhaka	Gulshan	BDT/sq.ft/month	150.00	140.00	-7%	Down
Dhaka	Uttara	BDT/sq.ft/month	120.00	100.00	-17%	Down
Dhaka	Dhanmondi	BDT/sq.ft/month	150.00	110.00	-27%	Down

EMERGING AND FRONTIER MARKET – 2015

EGYPT

BACK TO MAP

21

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Cairo	8,400,000
Alexandria	4,100,000
Giza	2,600,000

MAIN INDUSTRIES

Textiles, food processing, tourism, chemicals, Pharma, hydrocarbons, construction, cement, Metals, light manufacturers

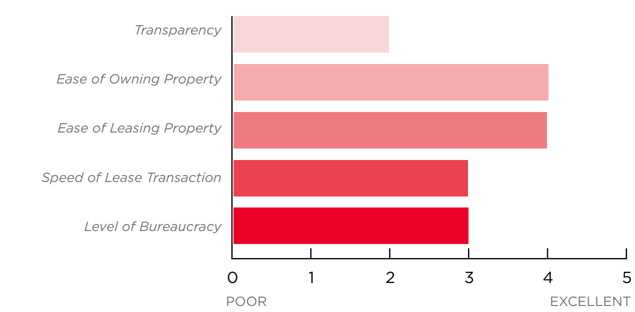
PROPERTY MARKET OVERVIEW

Cairo is the primary commercial and administrative centre in Egypt. The most prominent office submarket, with the best supply of good quality accommodation, remains the Nile City Towers, located in Downtown Cairo, although Pyramid Heights, New Cairo and 6th October City have also seen occupier interest, mostly as a result of being located away from the city centre. Cairo has witnessed some improved levels of occupier demand over the past year with rents showing signs of potentially rising in the near term. Following the recent presidential elections a feeling of stability is starting to return, however prime rents have yet to actually indicate any significant rises.

2016 OUTLOOK

The extended period of stability following the elections has led to an improvement in market activity, although terrorism remains a key risk. There has been significant interest and investment from other Middle Eastern countries of late, which has also added to infrastructure improvements. As construction levels increase, it is questionable as to whether demand is strong enough to absorb the delivery of new developments.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Institutional owners and Middle Eastern investors

TRADING COSTS

TRANSFER TAX	2.5%
NOTARY	3.0%
LEGAL	1-2%
AGENCY	8.3-12%
VAT	10%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Cairo		USD/sq.m/month	420.00	420.00	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
LEBANON

BACK TO MAP

22

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Beirut	1,100,100
Tripoli	240,000
Sidon	150,000

MAIN INDUSTRIES

Pharma, Information Technology (IT)

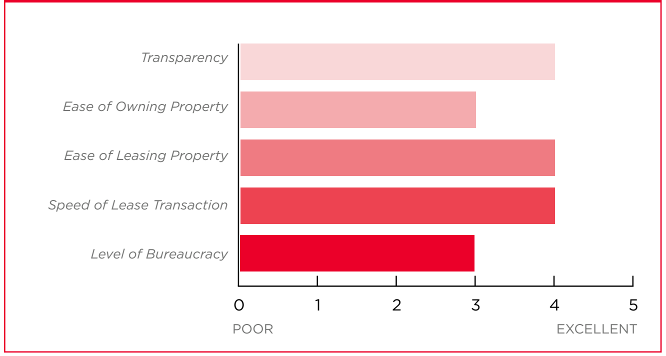
PROPERTY MARKET OVERVIEW

The principal office market in Lebanon is in the capital city, Beirut, and occupier demand has fallen substantially over the past 12 months. With the majority of tenants focused on consolidation and becoming increasingly cost conscious, a growing number of occupiers are looking to move to suburban office markets, where rents are lower and there is a better availability of good quality space, when compared with the city centre. Landlords as a result are having to apply discounts to their asking prices to reduce voids as a result, particularly on poorer quality accommodation. Despite the market becoming increasingly tenant friendly, a lack of prime space has limited options for those looking to relocate.

2016 OUTLOOK

Following a difficult 12 months with many occupiers showing caution in terms of expansion plans, we anticipate rents to stabilise over the coming year. As stability returns to the market occupational demand is anticipated to show some signs of improving. The scarcity of space, while keeping vacancy rates low and underpinning rental values, will continue to restrict relocation options, particularly in Beirut CBD. We anticipate the suburbs to remain the most active submarkets as a result.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Private owners – individual

TRADING COSTS

TRANSFER TAX	3/100
NOTARY	2%
LEGAL	2%
AGENCY	5%
VAT	10%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Beirut	CBD	USD/sq.m/year	450.00	375.00	-17%	Stable

EMERGING AND FRONTIER MARKET – 2015

KENYA

BACK TO MAP

23

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Nairobi	3,360,000
Mombasa	938,000
Kisumu	388,000

MAIN INDUSTRIES

Financial centre for East Africa, small-scale consumer goods, agricultural products, horticulture,oil refining; aluminium, steel, lead; cement, commercial ship repair, tourism

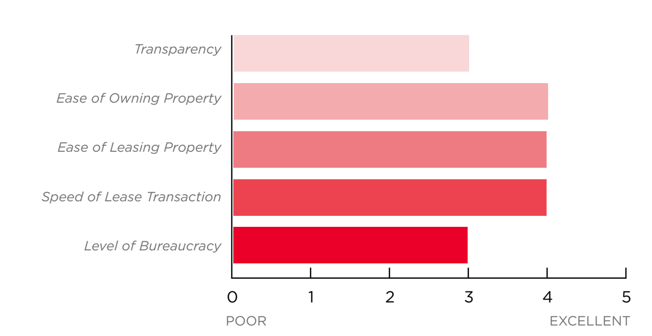
PROPERTY MARKET OVERVIEW

The capital city, Nairobi, is increasingly viewed as the key financial and commercial centre for the East African region and remains the most sought after office location. Consequently, there are a notable number of multinational occupiers who are located in Nairobi for both their Kenyan and East African operations respectively. Following stronger demand and rising rental levels over the past few years, occupier demand started to slow significantly throughout 2015. There is now an oversupply of office space, with vacant accommodation being absorbed at a much slower pace than in recent years. Despite this, landlords, who have invested in higher quality accommodation or new schemes continue to hold out for the higher rents that were anticipated at time of construction. Consequently, higher grade space is yet to show the significant falls in rental values one would anticipate.

2016 OUTLOOK

Looking ahead, the significant volumes of new developments are at present surplus to weaker occupier demand. In the near term, with demand anticipated to remain subdued, there remains potential for a more significant discounting of rental values, particularly in areas with the greatest oversupply.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Institutions and private investors.

TRADING COSTS

TRANSFER TAX	1%
NOTARY	1-2%
LEGAL	1-2%
AGENCY	8.33-12%
VAT	16%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Nairobi		USD/sq.m/year	222.00	185.00	-17%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
UGANDA

BACK TO MAP

24

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Kampala	1,533,000
Kira	164,000
Gulu	146,000

MAIN INDUSTRIES

Sugar, brewing, tobacco, cotton, textiles; cement, steel production

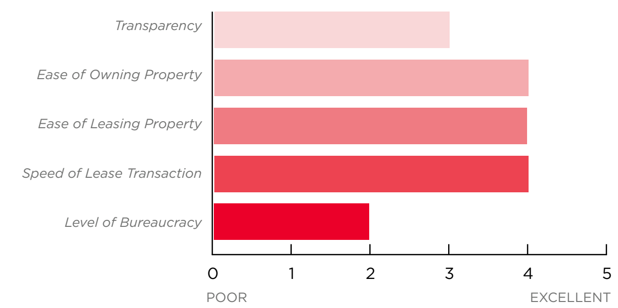
PROPERTY MARKET OVERVIEW

Kampala is both the administrative and business centre in Uganda and where the principal office market is situated. The submarket of Nakasero forms part of the CBD and with Kololo, these parts of the city are home to the majority of office space within Kampala. Presently, the market is characterised by significant oversupply, which will take several years to absorb at current demand levels. Rental values have risen slightly year on year, largely as a result of currency fluctuations. In real terms, rental values are not rising and landlords are offering increased incentive packages, such as contributions toward tenant fit out.

2016 OUTLOOK

The outlook for the market in Kampala is for rental values to remain stable or fall slightly over the remainder of the year, despite the best efforts of landlords to increase incentives to minimise any reduction. The Ugandan office market is anticipated to remain tenant favourable, with occupiers able to secure space on more affordable terms due to the oversupply of stock on offer.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Mainly local investors but a few institutions and some Foreign investors.

TRADING COSTS

TRANSFER TAX	1%
NOTARY	1-2%
LEGAL	1-2%
AGENCY	5-10%
VAT	18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Kampala		USD/sq.m/year	180.00	204.00	13%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
PHILIPPINES

BACK TO MAP

25

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Quezon City	2,761,700
Manila	1,652,200
Caloocan	1,489,000

MAIN INDUSTRIES

Services (BPO), Banking and Finance, Professional Services, Consumer Goods

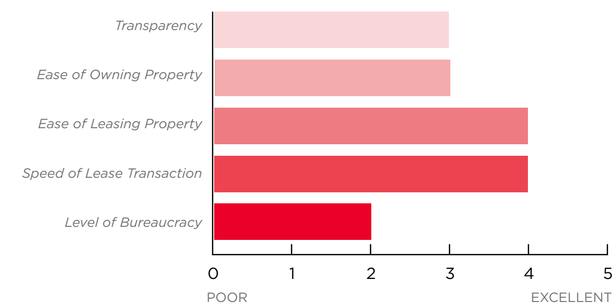
PROPERTY MARKET OVERVIEW

The supply of prime and Grade A office space increased to 4.3 million sq.m during 2014, up 10.7% on 2013. The information technology – business process outsourcing (IT-BPO) industry remains a key driver of demand. According to the Information Technology – Business Process Association of the Philippines (IBPAP), direct employment in the sector grew by 16.8%, estimated at roughly 1.1 million full-time employees, in 2014, while revenues grew by 17.4% to US$ 18.9 billion. Vacancy across all major districts averaged at 3.5%, with select districts posting lower vacancies on the back of healthy take-up. Meanwhile, asking rents have risen, increasing by 8.5% on average year-on-year across Metro Manila.

2016 OUTLOOK

While supply has increased in line with demand, easing the upward pressures on rental values, robust occupier demand will absorb newly delivered space and contain vacancy rates within single digits. We foresee a further increase in pre-let activity as office buildings near their stated completion date. The full implementation of the ASEAN integration by end-2015 and the national elections in 2016 carry some risk to occupier demand and may affect business sentiment and delay relocation plans.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Sophisticated investor and Local operator

TRADING COSTS

TRANSFER TAX	0.50% to 0.75%
NOTARY	variable
LEGAL	variable
AGENCY	1-2 months rent
VAT	12%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Makati City	Makati CBD	PHP/sq.m/month	919.00	996.00	8%	Stable / Up
Taguig City	Fort Bonifacio	PHP/sq.m/month	793.00	847.00	7%	Stable / Up
Pasig City City	Ortigas CBD	PHP/sq.m/month	614.00	677.00	10%	Stable / Up

EMERGING AND FRONTIER MARKET – 2015
NICARAGUA

BACK TO MAP

26

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Managua	973,100

MAIN INDUSTRIES

Call Centers, Handicrafts

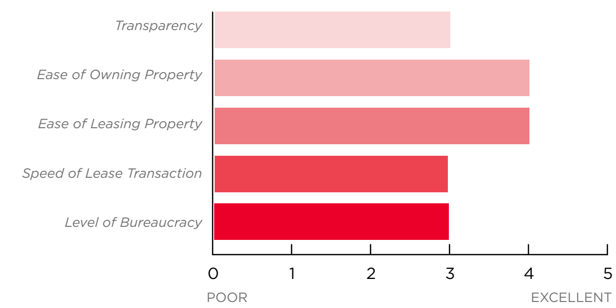
PROPERTY MARKET OVERVIEW

Nicaragua has one of the lowest levels of human development in Latin America, according to the United Nations Development Program. 42.5% of the population lives below the poverty line and the unemployment rate is 4.8% (Seems low?). Despite this, responsible and appropriate economic management has been reflected in rising GDP growth, which has averaged4.5% over the last 3 years. The energy and tourism sectors are growing strongly and are key contributors to economic growth.

2016 OUTLOOK

The Nicaraguan government estimates that foreign investment inflows were $880.6 million in 2011, up from $508 million in 2010. Today there are more than 125 wholly or partly owned subsidiaries of U.S. companies currently operating in Nicaragua. The largest of these investments are in textiles and apparel, energy, financial services, light manufacturing, tourism, fisheries, and shrimp farming.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Primary landlord type is a local operator or investor. Limited amount of sophisticated and/or professional landlords.

TRADING COSTS

TRANSFER TAX	1-4%
NOTARY	10%
LEGAL	1%
AGENCY	1 month
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Managua		USD/sq.m/month	4.00	4.25	6%	Stable

EMERGING AND FRONTIER MARKET – 2015
TANZANIA

BACK TO MAP

27

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Dar es Salaam	4,300,000
Mwanza	706,000
Arusha	416,000

MAIN INDUSTRIES

Agricultural processing (sugar, beer, cigarettes, sisal twine); mining (diamonds, gold, and iron), salt, soda ash; cement, oil refining, shoes, apparel, wood products, fertilizer

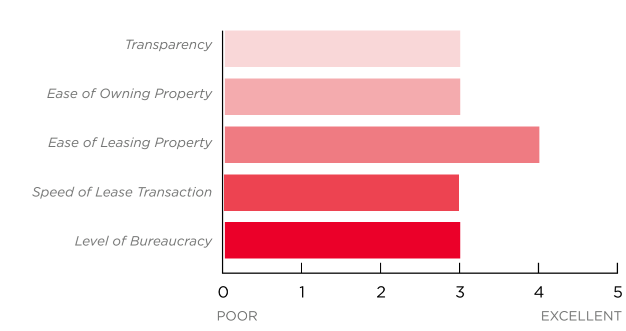
PROPERTY MARKET OVERVIEW

Dar es Salaam is the principal business centre within Tanzania. Recently, new developments to the north and west of the traditional CBD, close to the Oyster Bay part of the city, have been completed. Some new schemes are offering good quality space and are currently commanding similar rents to those in the CBD and we have continued to witness a migration of occupiers out of the CBD to these areas, where larger floorplates are available as a result. Construction quality can still be an issue however, with office rents on average remaining stable as a result.

2016 OUTLOOK

The occupational market is anticipated to remain resilient, in line with a stable domestic economy and requirements for high quality space are expected to be sustained throughout the remainder of 2015. With a number of large buildings still being delivered, the short term outlook for rental levels is one of stability as supply and demand remains well balanced.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

The National Housing Corporation owns the majority of the land, also a large Indian community who invest in real estate, some foreign investors are starting to enter the market.

TRADING COSTS

TRANSFER TAX	1%
NOTARY	3%
LEGAL	1-2%
AGENCY	8.33-12%
VAT	18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Dar es Salaam		USD/sq.m/year	252.00	252.00	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
ALGERIA

BACK TO MAP

28

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Algiers	2,700,000
Oran	1,165,000
Setif	856,000

MAIN INDUSTRIES

Petroleum, natural gas, light industrials, mining, electrical, petrochemical, food processing

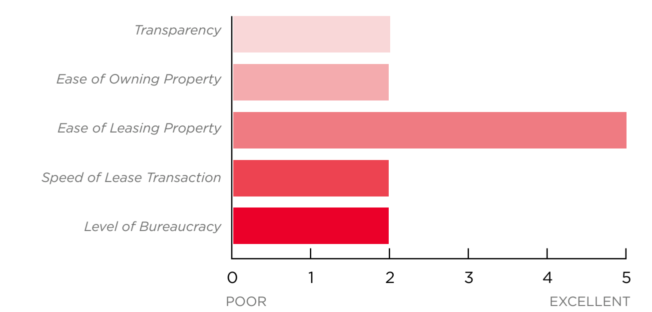
PROPERTY MARKET OVERVIEW

The capital city, Algiers, is the primary commercial and business location in Algeria. The oil and gas sector is the dominant driver of growth in the economy and occupier demand is mainly focused around this industry. The key submarkets within Algiers are Hydra, Pins Maritime and Bab Ezzouar. Overall, the occupier market has remained relatively subdued over the past year, with little fluctuation in rents. Despite this, there are pockets of low supply and this is adding some localised pressure to rental values on a building by building basis. Most of the current development is corporate and not speculative.

2016 OUTLOOK

Market conditions are expected to remain largely unchanged, with tenants seeking better quality space through consolidation or relocation to more suburban submarkets, where there is greater supply and lower congestion than in the CBD. Two large towers under construction near the Hilton are due to be delivered in 2016/2017 and are expected to significantly boost supply levels over the longer term. Rental values are anticipated to remain stable, but political instability is a key downside risk and could have a knock on effect on future rental values.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local private operators

TRADING COSTS

TRANSFER TAX	5-10%
NOTARY	1-3%
LEGAL	1-3%
AGENCY	8.33%
VAT	17%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Algiers	N/A	USD/sq.m/year	465.48	460.80	-1%	Stable

EMERGING AND FRONTIER MARKET – 2015
OMAN

BACK TO MAP

29

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Muscat	750,000
Seeb	235,000

MAIN INDUSTRIES

Finance, oil and gas, legal, Construction and real estate, telecoms

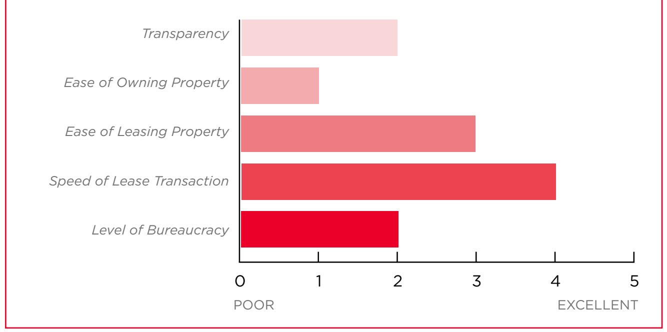
PROPERTY MARKET OVERVIEW

The outlook for the remainder of the year is for rents to remain stable for better quality stock due to the relatively stable levels of Grade A supply on the market. During 2016, should the current global economic headwinds dent global growth further, there may be an impact on the performance of Oman's economy, which may curtail the level of requirements and therefore take up. As the economy remains largely reliant on the hydrocarbon sector, the risk of a reduction in public sector spending may also impact on the rate of job creation and therefore the total amount of occupier activity, which will inevitably start to dent rental value growth.

2016 OUTLOOK

The outlook for the remainder of the year is for rents to remain stable for better quality office space due to limited supply. In contrast, it is anticipated that there will be a gradual fall in rents for lower grade office space, due to oversupply. With the economy largely reliant on the hydrocarbons sector, the major risk is if on-going low oil prices start to have a major negative impact on public finances/spending and the national economy.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local Operators

TRADING COSTS

TRANSFER TAX	3%
NOTARY	N/A
LEGAL	1%
AGENCY	3-5%
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Muscat		OMR/sq.m/month	7.00	7.00	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
BAHRAIN

BACK TO MAP

30

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Manama	143,000

MAIN INDUSTRIES

Oil production/refining, aluminium production, Islamic finance

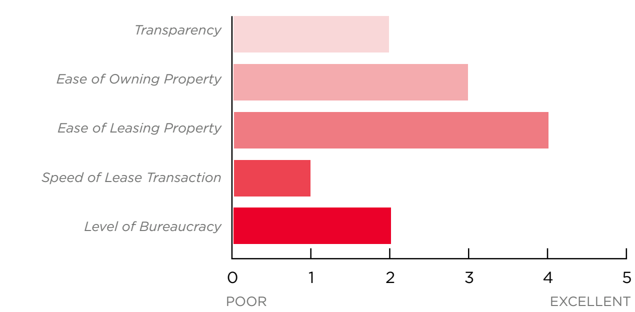
PROPERTY MARKET OVERVIEW

Manama is the commercial centre of the country and the Al Seef District is the principal office submarket within the city. Rental values have stabilised following a prolonged period of decline. Despite this, the prime office sector continues to be significantly oversupplied with Grade A and Grade B space. Over the past year, occupier demand has weakened, but there may be signs of a bottoming out of the market, but inquiries still remain close to record lows. The majority of demand continues to come from smaller companies, many of which are existing occupiers rather than new entrants into the market. Occupiers are favouring higher quality accommodation with good access and parking.

2016 OUTLOOK

The Al Seef District is expected to remain the key office submarket in Manama. Demand is set to remain relatively weak and rents are anticipated to continue bottom out, with greater Incentives being offered by landlords.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local operators

TRADING COSTS

TRANSFER TAX	2%
NOTARY	Nominal
LEGAL	N/A
AGENCY	1%
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Manama	Al Seef Area	BHD/sq.m/month	6.00	6.00	0%	Stable / Down
Manama	Bahrain Financial Harbour	BHD/sq.m/month	8.00	10.00	25%	Stable / Down

31

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Doha	339,000
Al Rayyan	272,000

MAIN INDUSTRIES

Central government, Oil & Gas, Internal Infrastructure and property development

EMERGING AND FRONTIER MARKET – 2015

QATAR

BACK TO MAP

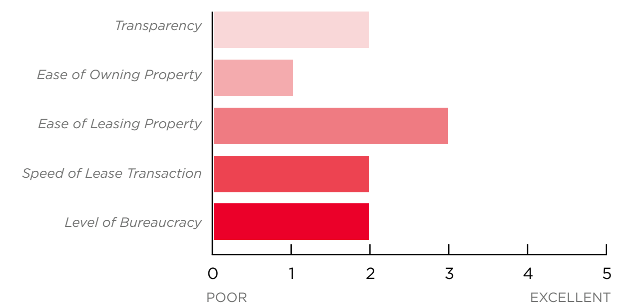
PROPERTY MARKET OVERVIEW

Doha, the capital city and commercial centre of Qatar is also the principal office market hub, with the West Bay submarket the location of choice for international occupiers. International occupier demand has been slow in Qatar over the past year, with little appetite from new entrants to the market. There has been some relocation and expansion activity, but it has been limited and focused very much in the main CBD West Bay District, while deliveries of new Grade A stock this year have been limited.

2016 OUTLOOK

We expect the market to remain stable for the rest of 2015. Landlords, who have been overly optimistic on rental levels, have had to reduce their rates to attract tenants and this has opened up some opportunities for occupiers. The majority of non-governmental requirements are for smaller floor plates measuring between 139 and 279 sq.m. Unsurprisingly, the serviced office sector remains strong, with a number of new facilities opening from both international and regional players. Office rents for Grade B or for developments outside of the CBD have seen some growth this year but this has been driven by local demand, with the outlook for rental values as a whole more stable.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local Operators, Investors and Developers

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	N/A
LEGAL	N/A
AGENCY	10% of annual rent paid by the tenant
VAT	10%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Doha	CBD	QAR/sq.m/month	225.00	220.00	-2%	Stable / Down
Doha	Secondary Grade B	QAR/sq.m/month	140.00	160.00	14%	Stable / Up

EMERGING AND FRONTIER MARKET – 2015
COTE D'IVOIRE

BACK TO MAP

32

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Abidjan	4,000,000
Bouake	640,000
Daloa	240,000

MAIN INDUSTRIES

Cocoa, beverages; wood products, oil refining, gold mining, truck and bus assembly, textiles, fertilizer, building materials, electricity

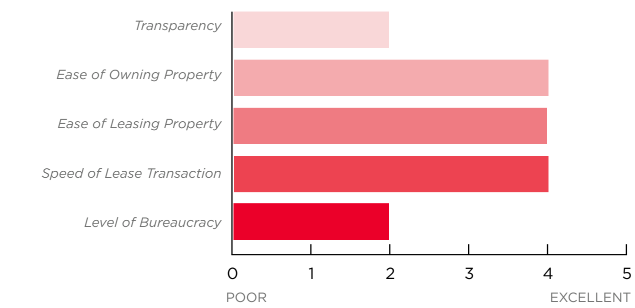
PROPERTY MARKET OVERVIEW

Abidjan is the principal commercial and business centre within Cote D'Ivoire, and the main office submarket is in the Plateau area. This is the prominent location for most multinational companies and embassies that have not moved to the capital, Yamoussoukro. The Plateau area is heavily congested however, and more suburban areas such as Zone 4 and Cocody are becoming increasingly attractive as a result. The Abidjan market continues to witness increasing levels of occupier interest in parallel with improving political stability after a decade of stagnation. This optimism has resulted in an increase in new construction in Abidjan over the last 12 months, as developers move to add options for those looking to relocate, with some high quality assets now being built in Zone 3 and Zone 4. Occupiers have witnessed rising rents for the best space over the last year.

2016 OUTLOOK

Despite strengthening occupier sentiment and demand, the office market is anticipated to remain stable, with little rental growth forecast in the near term. This is largely due to the scheduled elections in late 2015, with a number of occupiers awaiting the election outcome before committing to taking new space.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local insurance companies, government and private individuals.

TRADING COSTS

TRANSFER TAX	7%
NOTARY	1.2%
LEGAL	1-2%
AGENCY	8.33-12%
VAT	18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Abidjan	N/A	USD/sq.m/year	275.88	384.00	39%	Stable

EMERGING AND FRONTIER MARKET – 2015

SENEGAL

BACK TO MAP

33

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Dakar	1,121,000
Pikine	915,000
Guediawaye	307,000

MAIN INDUSTRIES

Agricultural and fish processing, phosphate mining, fertilizer production, petroleum refining, iron ore, zircon, and gold mining, construction materials, ship construction and repair

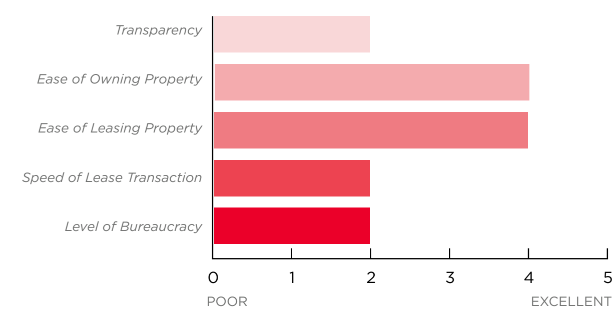
PROPERTY MARKET OVERVIEW

The office market in Senegal is primarily located in the capital city, Dakar. The largest office submarket, Plateau, is located towards the south of the peninsula, with a number of government agencies being located in this part of the city. However, it is to the north of the peninsula where companies are increasingly moving, where rental levels are lower and congestion is less severe than in the city centre. Consequently, most of the new, high quality supply being built is in north Dakar. , There has been very little new speculative construction over the past year and the future development pipeline is also limited in the short term. While demand remains relatively stable, a softening in the exchange rate and a slight market softening in requirements has led to rental declines throughout 2015.

2016 OUTLOOK

We are starting to see rising interest from the Oil & Gas sector and support industries in Dakar following the recent discovery of oil off the coast. This has the potential to lead to growth in demand for both industrial and office space. Depending on when this demand materialises, there is the potential for rental growth. Demand is initially expected to congregate in close proximity to port locations.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Mainly private individuals and some investor companies.

TRADING COSTS

TRANSFER TAX	10%
NOTARY	0.75-4.5%
LEGAL	1-2%
AGENCY	8.33-12%
VAT	18%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Dakar		USD/sq.m/year	264.00	205.20	-22%	Stable

EMERGING AND FRONTIER MARKET – 2015
SAUDI ARABIA

CUSHMAN & WAKEFIELD

BACK TO MAP

34

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Riyadh	5,328,200
Jeddah	3,456,300
Mecca	1,675,400

MAIN INDUSTRIES

Oil & Gas, Telecom, Construction, Retail

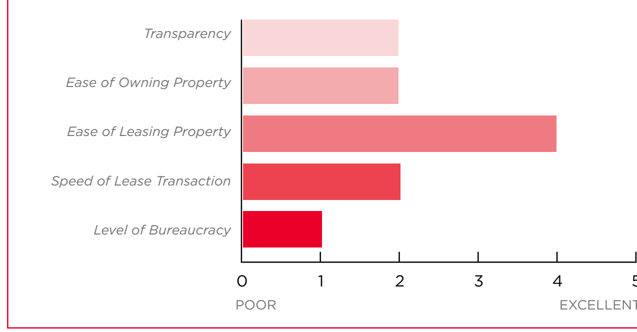
PROPERTY MARKET OVERVIEW

Demand for office space in both Riyadh and Jeddah remains relatively strong, with vacancy rates at 16% and 7% respectively. The Eastern Province has shown a slight slowdown in demand, most probably due to recent instability in the Greater Dammam, and the overall vacancy rate is 21%. In Jeddah, rents have stabilised over the past 12 months. In Riyadh, the recent demand for office space has been strong, with good absorption of new stock entering the market. The higher demand is being reflected in rental growth for prime, newly delivered stock, with prime office rents nearing a peak.

2016 OUTLOOK

The Jeddah and Eastern Province markets are expected to remain unchanged, with relatively strong demand and limited new stock over the next 12 months. Riyadh city will continue to shift towards the North – demand for higher quality offices offering sufficient parking spaces, easy access, amenities and facilities is expected to be the trend in the short future.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local operators dominate the market in Jeddah & the Eastern Province. National Government dominates the market in Riyadh with huge developments.

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	N/A
LEGAL	Variable
AGENCY	Purchase: 2.5%; Lease 5-10%
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Riyadh	CBD	SAR/sq.m/year	1,100.00	1,100.00	0%	Stable
Jeddah	CBD	SAR/sq.m/year	1,200.00	1,230.00	3%	Stable / Up
Dammam/Khobar	CBD	SAR/sq.m/year	1,220.00	1,200.00	-2%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015
VIETNAM

BACK TO MAP

35

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Ho Chi Minh City	7,682,000
Hanoi	6,844,000
Hai Phong	1,904,100

MAIN INDUSTRIES

Hi Tech Manufacturing, Consumer products and services, Insurance, Pharma, Technology

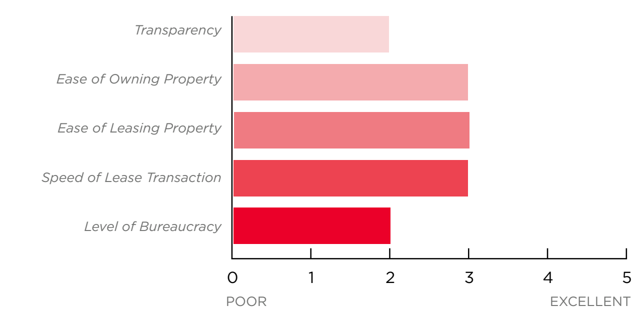
PROPERTY MARKET OVERVIEW

The Ho Chi Minh city office market is performing steadily, with reasonable H1 2015 take-up volumes totalling 14,000 sq.m. Rents have remained relatively stable over the past 12 months, while vacancy rates are relatively tight at just 7%. In Hanoi, the shortage of good space in the CBD and limited volumes of new developments has meant fewer opportunities for occupiers, despite demand from state owned enterprises (SOE's) continuing to absorb some poorer quality, Grade B space.

2016 OUTLOOK

Demand in Hanoi is expected to remain strong, delivering high take-up volumes. Despite this, vacancy is forecast to grow from 22% to approximately 30%, due to the high volumes of new completions entering the market, which will result in rents falling for the remainder of 2015. In Ho Chi Minh City, more than 100,000 sq.m of office space is due for delivery across one Grade A and three Grade B projects, providing more options for occupiers. New leases could have more flexible leasing terms and more incentives as landlords compete for tenants. Competitive deals will remain available for the largest occupiers, with new supply at Vietcombank, Lim Tower 2, and Pearl Plaza.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Majority are local operators and few are sophisticated & foreign Investors

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	0.5% of annual rent
LEGAL	0.5% of annual rent
AGENCY	1 mo. rent from landlord
VAT	10%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
HCMC	CBD	USD/sq.m/month	46.80	46.80	0%	Stable / Down
Hanoi	CBD	USD/sq.m/month	37.20	35.80	-4%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015

BOLIVIA

BACK TO MAP

36

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Santa Cruz dela Sierra	1,453,500
El Alto	848,800

MAIN INDUSTRIES

Mining, Smelting, Petroleum, Food and Beverages, Tobacco, Handicrafts and Clothing.

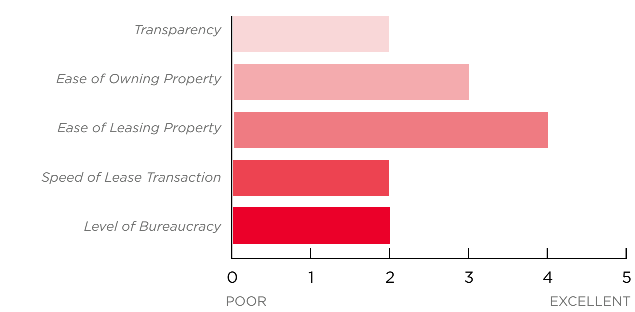
PROPERTY MARKET OVERVIEW

Much of the country's recent expansion has been driven by rising natural gas output and prices, serving demand from Brazil and Argentina. Bolivia has witnessed an uplift in development, but, demand has fallen short of new supply, especially with the global energy industry slowing. This has generated some concerns for lenders. Bolivia's business environment remains a challenge for both domestic and international companies due to a general lack of transparency, a slow and cumbersome legal system, corruption and a regulatory system in transition.

2016 OUTLOOK

Bolivian headline growth is anticipated to accelerate further in 2015 as the government implements a large stimulus program to offset lower investment into the country's hydrocarbons industry. Thereafter, Bolivia could face structurally lower growth due to low commodities prices and a poor investment environment, which will limit the capacity for expansionary fiscal policy. A government stimulus package, which includes infrastructure investment, is set to be implemented but given that Bolivia has a relatively poor investment environment, firms will be hesitant to commit to new projects in the country.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Primary landlord type is a local operator or investor. Limited amount of sophisticated and/or professional landlords.

TRADING COSTS

TRANSFER TAX	3%/month
NOTARY	$15.00
LEGAL	$75.00
AGENCY	1 month
VAT	13%/month

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Santa Cruz de la Sierra (indsutrial)		USD/sq.m/month	2.00	2.00	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
NIGERIA

BACK TO MAP

37

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Lagos	5,100,000
Kano	2,100,000
Ibadan	1,835,000

MAIN INDUSTRIES

Crude oil, coal, tin: rubber products, wood; hides and skins, textiles, cement and other construction materials, food products, footwear, chemicals, fertilizer, printing, ceramics, steel

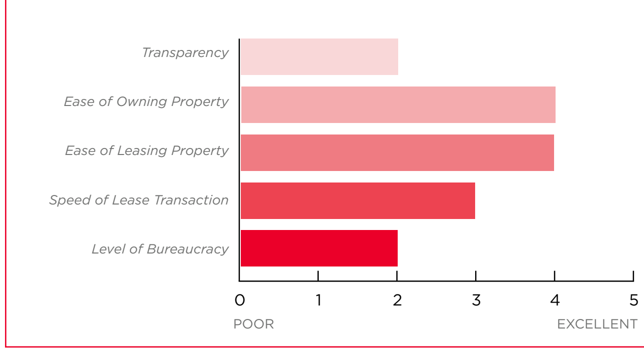
PROPERTY MARKET OVERVIEW

The key cities in Nigeria are Abuja and Lagos, with Abuja the capital city and home to virtually all of the government agencies and organisations. However, Lagos is the commercial and business hub of Nigeria and it is where the principal office market is located. Many occupiers prefer to be located on Lagos Island, despite the area suffering from significant levels of congestion. Other parts of Lagos, such as Lekki and Victoria Island, are becoming more attractive as locations and offer high quality space. New availability is anticipated to increase on Victoria Island over the next 12/18 months. Corporate demand remains strong, with pre-letting activity on the rise.

2016 OUTLOOK

Looking ahead, there are a number of schemes that are currently under construction that will offer high quality space over the next year or so. As the economy continues to grow, a shift away from the overreliance on oil and gas is important if economic conditions are to improve. Corporate demand is anticipated to remain high, while rents will remain stable with potential increases in number of Grade A schemes in the longer term as demand absorbs supply.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

International investors including: new market entrants, plus local investors.

TRADING COSTS

TRANSFER TAX	8%
NOTARY	3%
LEGAL	1-2%
AGENCY	15-30%
VAT	5%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Lagos		USD/sq.m/year	850.00	1,000.00	18%	Stable
Abuja		USD/sq. m/year	600.00	650.00	0%	Stable

EMERGING AND FRONTIER MARKET – 2015
HONDURAS

38

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Tegucigalpa	1,086,600
San Pedro Sula	638,300

MAIN INDUSTRIES
Services and Commodities

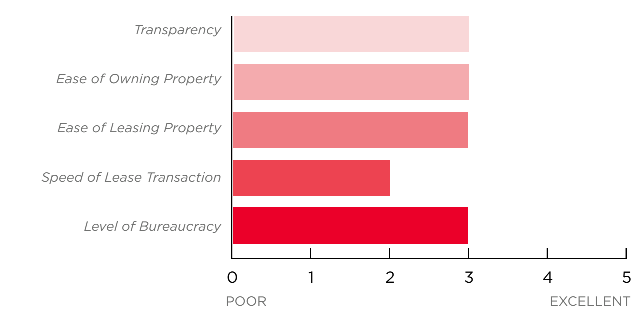
PROPERTY MARKET OVERVIEW

Honduras had an estimated GDP per capita of $2,920 in 2014 and is one of the poorest countries in the Western Hemisphere. Over 66 percent of the population lives in poverty. The country remains exposed to fluctuations in commodity prices due to its narrow range of exports. The majority of foreign direct investment into Honduras is concentrated in the manufacturing sector.

2016 OUTLOOK

While open to foreign investment, with limited restrictions and performance requirements, some U.S. investors have experienced long waiting periods for environmental permits and other regulatory and legislative approvals. Honduras' business climate is hampered by a weak judicial system, low education levels and poor transportation and other infrastructure. Security is a major issue, with murder rates among the highest in the world, adding to its instability as a global destination.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Depends on the type of offer and area. Mainly the most prominent owners are mainly developers and sophisticated investors.

TRADING COSTS

TRANSFER TAX	1.5%
NOTARY	1%
LEGAL	0.5%
AGENCY	6%
VAT	0% sell, 5% lease

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Tegucigalpa (industrial)		USD/sq.m/month	3.50	3.68	5%	Stable

EMERGING AND FRONTIER MARKET – 2015
ZIMBABWE

BACK TO MAP

39

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Harare	1,485,000
Bulawayo	653,000
Chitungwiza	356,000

MAIN INDUSTRIES

Mining (coal, gold, platinum, copper, nickel, tin, diamonds, clay, numerous metallic and non-metallic ores), steel; wood products, cement, chemicals, fertilizer, clothing and footwear, foodstuffs, beverages

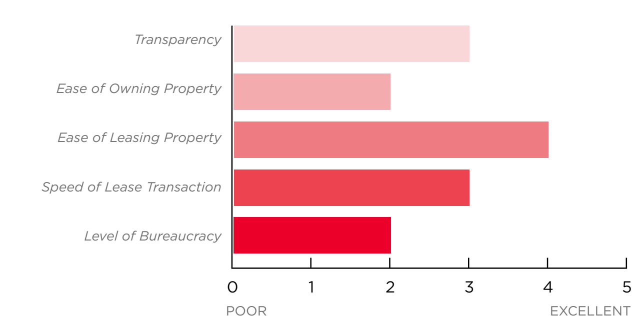
PROPERTY MARKET OVERVIEW

The principal office market in Zimbabwe is the capital city Harare. The weakening economy and ongoing political uncertainty has led to reduced demand from international occupiers over the past few years and higher vacancy rates in the city centre. The focus for most occupiers is on suburban locations, with cost reduction and consolidation remaining key trends. Demand is still highest for smaller sized suites, with higher quality accommodation letting more quickly. However, larger floor plates are taking much longer to let.

2016 OUTLOOK

The outlook for the office market in Harare is for relatively subdued occupier demand, with occupiers continuing to show preference for higher quality accommodation away from the CBD in order to reduce operating costs.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Some institutions for larger properties and private investors for the remainder.

TRADING COSTS

TRANSFER TAX	4.60%
NOTARY	N/A
LEGAL	1-2%
AGENCY	7.5-10%
VAT	15%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Harare		USD/sq.m/year	144.00	120.00	-17%	Stable

DEMOCRATIC REPUBLIC OF CONGO

40

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Kinshasa	4,600,000
Lubumbashi	850,000
Mbuji-Mayi	806,000

MAIN INDUSTRIES

Mainly mining (copper, cobalt, gold, diamonds, zinc, tin, tungsten)

EMERGING AND FRONTIER MARKET – 2015
DEMOCRATIC REPUBLIC OF CONGO

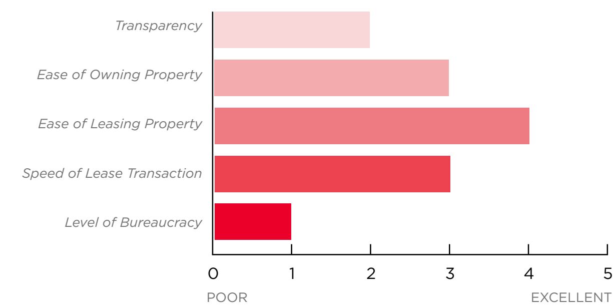
PROPERTY MARKET OVERVIEW

The capital of the Democratic Republic of the Congo (DRC) is Kinshasa and it is the main economic and commercial centre in the country. The key office submarket, which is located along the Boulevard de 30 Juin, is situated in the Gombe district of Kinshasa. The majority of higher quality office accommodation is located here and over the past few years there has been a steady number of new buildings constructed by local operators. There have been some high profile setbacks for some planned mega schemes however, with corporate occupier interest falling well below developer expectations.

2016 OUTLOOK

The outlook for the office market in Kinshasa is stable for the remainder of 2015. The market remains evenly matched between supply and demand and, as a result, rents are expected to stay unchanged, notwithstanding the current subdued levels of corporate demand.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local conglomerates

TRADING COSTS

TRANSFER TAX	N/A
NOTARY	2-3%
LEGAL	1-2%
AGENCY	8.3-12%
VAT	16%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Kinshasa	N/A	USD/sq.m/year	324.00	360.00	11%	Stable

EMERGING AND FRONTIER MARKET – 2015
ANGOLA

BACK TO MAP

41

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION

Luanda	1,800,000
Huambo	400,000

MAIN INDUSTRIES

Petroleum; Diamonds, Plus others: iron ore, phosphates, feldspar, bauxite, uranium, and gold; cement; basic metal products; fish processing; food processing, brewing, tobacco products, sugar; textiles

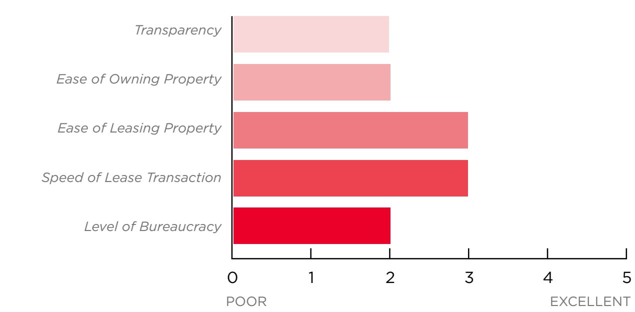
PROPERTY MARKET OVERVIEW

Luanda is the capital city and primary commercial centre of Angola and is home to the only significant office market. The oil industry dominates the office sector, although the market has started to diversify with telecoms and IT companies starting to take space. The key office submarkets in Luanda are in the Marginal and the Luanda Sul parts of the city, with the latter growing in popularity among occupiers. In the last few years, a number of construction starts in Luanda have added downward pressure to rents, which had previously been rising. This is anticipated to continue in the near term. The devaluation of the local currency has led to an increase in cost of labour and has dampened consumer spending.

2016 OUTLOOK

With several new schemes completing and others due to be completed in the remainder of 2015 some additional downward pressure on rents in Luanda is anticipated, as the supply starts to recover. The forthcoming election may generate some political uncertainty and has the potential to further impact on domestic demand, with occupiers reluctant to commit to new occupancy before an election outcome is secured.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Private investors and some local institutions.

TRADING COSTS

TRANSFER TAX	2%
NOTARY	0.3%
LEGAL	1-2%
AGENCY	8.33%
VAT	N/A

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Luanda	N/A	USD/sq.m/year	2,100	1,800	-14%	Stable / Down

EMERGING AND FRONTIER MARKET – 2015

MYANMAR

BACK TO MAP

42

CUSHMAN & WAKEFIELD EMERGING MARKETS RISK RANKING

(1 = LOWEST RISK, 42 = HIGHEST RISK)

COUNTRY DATA

TOP CITIES BY POPULATION	
Yangon	4,572,900
Mandalay	1,237,028
Naypyidaw	924,600

MAIN INDUSTRIES

Timber, Resources, Minerals, Gemstones

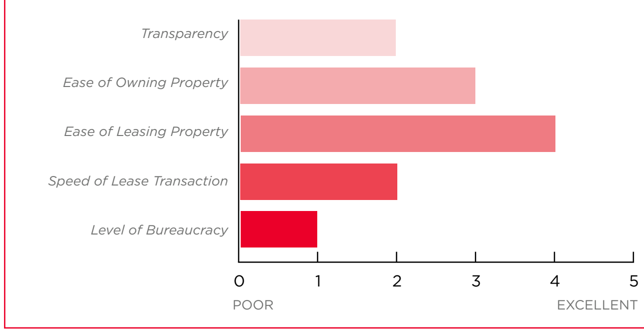
PROPERTY MARKET OVERVIEW

Quality grade offices remain in short supply in Yangon, which is the country's commercial centre. Currently Grade A office stock is estimated to be less than 46,500 sq.m, only about a third of which is expected to meet the standards of international occupiers. Given the supply squeeze and relatively strong demand, vacancy rates have remained low. Rents have seen a four-fold rise in the last two years. With a number of new schemes set to be delivered over the next three years, rents are now showing some signs of stabilising.

2016 OUTLOOK

The country continues to remain prone to political flashpoints and tensions. Myanmar's general elections are scheduled for the first week of November 2015, but opposition leader Aung San Suu Kyi has raised the possibility of boycotting the elections, citing a lack of reforms in the country. Falling oil prices this year have also halted oil block auctions, which are likely to impact on foreign direct investment (FDI) to the region, weighing heavily on economic growth. In the real estate market, despite a significant development pipeline, office projects scheduled for delivery this year are anticipated to be of a smaller scale. Current occupier demand is strong and rents are expected to remain relatively stable in the near term.

MARKET DYNAMICS



PRIMARY LANDLORD TYPE

Local Operator

TRADING COSTS

TRANSFER TAX	Stamp duty: 5-7%; Capital Gains: 10-40%
NOTARY	US$500-US$1,000
LEGAL	c.1%
AGENCY	2-5%
VAT	5%

KEY MARKETS

CITY	SUBMARKET	MEASUREMENT	RENT Q1 2014	RENT Q1 2015	RENTAL CHANGE	RENTAL OUTLOOK FOR 2016
Yangon	CBD	US$/sq.m/month	78.00	81.00	4%	Stable

GLOBAL OCCUPIER & INVESTOR SERVICES

Global Occupier & Investor Services (GOS) creates comprehensive solutions for real estate portfolios, aligning real estate strategies to our clients' overall business priorities. Our clients range from multinational corporations to owners/occupiers of single assets, in local markets and across the globe. GOS adds value as a trusted advisor, leveraging all services to span the entire life cycle of our clients' real estate.

GOS teams collaborate through the sharing of best practices, use of consistent tools and processes, alignment of goals and priorities through industry-leading performance management and governance programs and flexible, effective technology. Cushman & Wakefield partners with clients, enabling them to focus on their core business, confident that real estate experts are attending to every strategic and operational detail required to create, optimise and protect business value.

GOS SERVICES:

- Account Management
- Agency & Landlord leasing
- Transaction Management
- Facilities Management
- Lease Administration
- Project Management
- Property & Asset Management
- Risk Management Services

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Key Report Contributors
- ProAfrica Property Services
- Cluttons LLP
- Michael Dunn & Co. S. A. L.
- Nexes Property Consultants
- EMC Real Estate

Third-Party Sources
- The World Bank
- The Economist Intelligence Unit
- Transparency Internationl
- Oxford Economic

ABOUT CUSHMAN & WAKEFIELD

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of $5 billion across core services of agency leasing, asset services, capital markets, facility services (branded C&W Services), global occupier services, investment & asset management (branded DTZ Investors), project & development services, tenant representation and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.