

SPH newsletter

news

News from CEE/SEE	page 2
Staffing	page 9
Lettings	page 10

special



Nearly nobody anticipated a pandemic we are currently experiencing. Whether this a black or a white swan, the impact is extreme – not only on economy but on life in general.

page 11

events

Exhibitions, conferences, and conventions	page 15
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DEAR READERS !



Empty streets and places that are normally crowded, aircrafts on the ground, closed shops and closed borders – what some weeks ago nobody could imagine is meanwhile reality in nearly all European countries. The reason is a virus that starting in China is ‘traveling’ through the whole world and has spread across the globe with high speed by the tight interconnectedness of economies.

For all of us the current situation is extraordinary and shows the flip side of the increasing globalisation. Geographic diversification as a way to minimise investment risks? That was perhaps true in the past. Now, nearly no country can avoid a more or less strict lockdown and thereby the economic downturn.

As difficult and challenging the current situation is, as well it is causing not only negative but also positive results. High atmospheric concentration of particulate pollution and nitrogen oxides? The levels are lowering significantly. To appreciate is also the great solidarity of the population with its high-risk members. For them, all abstain of many things and even accept economic disadvantages. And the richness of ideas to deal with the limited possibilities during the lockdown. Perhaps this crisis is causing changes not only in the society but as well in economy because other things than before are becoming important.

But firstly, the main goal is to get through the situation without health impairment. With this in mind, I wish you, dear readers, all the best and stay healthy.

Yours,

Andreas Schiller



Marynarska Business Park in Warsaw's Mokotów district was developed by Ghelamco in 2008. Since then the asset changed its owner for the third time.

BENSON ELLIOT ACQUIRES OFFICE COMPLEX IN WARSAW

Benson Elliot, acting on behalf of its pan-European fund, Benson Elliot Real Estate Partners V L.P. has acquired Marynarska Business Park (MBP), an office complex in Warsaw's Mokotów district, from a fund managed by Heitman Real Estate. The purchase price was EUR 65 million. MBP provides 46,000 square metres of office space across four buildings, together with 1,400 car parking spaces. The site was developed by Ghelamco in 2008.

REINO & RF CORVAL TO BUY BUMA'S PORTFOLIO IN POLAND

Reino Capital and Australia's RF CorVal signed a preliminary agreement to buy Buma Group's real estate portfolio as part of a larger deal. The portfolio consists of 10 office properties with over 110,000 square metres of gross leasing area plus a land bank with capacity for office projects totalling more than 80,000 square metres of gross leasing area and residential projects with over 100,000 square metres of usable area.

CONSTRUCTION START OF PZO PROJECT IN WARSAW

Cain International, a privately held real estate investment firm operating in Europe and the United States, and its local development partner, White Star Real Estate, have started construction on PZO, a 18,000-square metre mixed-use scheme in Warsaw's Praga district on the site of the former Polskie Zakłady Optyki factory. Due for completion in late 2020, PZO will offer 8,000 square metres of office accommodation, 2,100 square metres of fitness facilities and more than 1,000 square metres of retail space. The residential part of the project with 121 apartments is to be delivered in the second quarter of 2021.

CENTERSCAPE ACQUIRES RETAIL PROPERTY IN WARSAW

In Q1 2020, the Centerscape group has purchased a retail property located in Goćław, part of Warsaw's Praga district, with an Aldi market as the anchor tenant on a rental area of 3,888 square metres.

A purchase has been made by Centerscape on an average every 2.5 weeks since 2015 and the company is looking forward to continuing to focus on growing the business by acquiring retail properties in Poland, Germany and the Czech Republic. Since its foundation in 2007, the Centerscape Group has selectively built up a strong real estate portfolio with a total of more than 200 properties – over 35 of which are located in Poland. The total portfolio value is approximately EUR 915 million.



Warsaw Spire
Office Building
Warsaw, Poland

Helaba | 



Q19
Shopping Center
Vienna, Austria



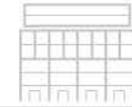
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Office Building
Paris, France



61 Ninth Avenue
Mixed-use Building
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Office Development
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Pasaz Chelminski is a retail park in the Polish city of Chelmino and offers 5,800 square metres of lettable space.

LCP PROPERTIES BUYS RETAIL PARK IN POLAND

Pasaz Chelminski has been sold by TUF Real Estate to LCP Properties. Pasaz Chelminski is a retail and service complex of three buildings developed in November 2019 and located at 18 Polna street in Chelmino. It offers ca. 5,800 square metres of gross leasing area and provides 170 parking places.

Pasaz Chelminski constitutes the first TUF Real Estate investment in the real estate market. The second project – Pasaz Warminski – is currently under construction with scheduled delivery by the end of 2020.

7R LAUNCHES ANOTHER INVESTMENT IN ŁÓDŹ

A transaction to purchase land for a new 7R investment in Łódź has been completed. The developer will build a modern logistics complex, 7R Park Łódź East I, on a 20-hectare plot located on Brzezinska Street in the Widzew (Nowosolna) district. This is 7R's fifth investment in the city.

7R Park Łódź East I will be constructed close to the Brzeziny road junction on the A1 motorway. The logistics park will offer a total of 100,000 square metres space in three warehouse buildings.

SAVILLS IM ACQUIRES POLISH LOGISTICS UNIT

Savills Investment Management has completed the acquisition of the logistics unit in Piatek from Invesco Real Estate, on behalf of Korean institutional investors managed by Vestas Investment Management. The asset offers 123,000 square metres of logistics space. The purchase price is approximately EUR 71 million. The asset is located 40 kilometres north of Łódź and is within 2 kilometres of the A1 motorway. Leroy Merlin has consolidated their Polish logistics operations into the unit and has committed to occupy the building for 10 years.

CONSTRUCTION START OF PANATTONI PARK TRICITY SOUTH II

Panattoni kicks off the construction of Panattoni Park Tricity South II. The first 25,000 out of the 70,000 square metres planned will be available in August 2020. The complex is located near Pruszcz Gdanski. The proximity of the A1 motorway will offer easy access to the Czech border, railway lines will provide connections to Warsaw, Bratislava and Vienna, while the Port of Gdansk can handle cargo coming in from places like China, USA or Singapore.



Prague project Astrid Offices is still under construction, but is already sold: Czech investment group Portiva has forward purchased the office building.

UBM SELLS PRAGUE PROJECT ASTRID OFFICES

Listed Austrian developer UBM Developments has sold its upcoming office development project, Astrid Offices. Czech investment group Portiva has forward purchased the project for approximately EUR18.4 million.

The former Astrid cosmetics factory is located in the heart of the Prague 7 district of Holešovice. Astrid Offices is currently under construction and the project is due to be completed in H1 2021. The project comprises over 4,000 square metres of office premises and around 450 square metres of retail space.

OTP ACQUIRES SECOND PHASE OF CORVIN TECHNOLOGY PARK

OTP Prime Real Estate Investment Fund has fully acquired Corvin Technology Park office building in Budapest. The second phase of the office complex has been developed by Futureal Group.

Following the sale, the office portfolio of real estate funds managed by OTP Real Estate Investment Fund Management offers nearly 100,000 square metres on Corvin Promenade. Meanwhile Futureal Group has already started the preparation for the development of its Corvin7 office building project.

URBANO DEVELOPS LOGISTICS PARK IN CLUJ-NAPOCA

Romanian developer Urbano Parks is investing EUR 14 million to develop a logistics park in Cluj-Napoca. Urbano Cluj Vest will offer 24,000 square metres of space. The park is located in the city's Floresti-Gilau area, with direct access to the DN1 motorway and 15 kilometres from the Avram Iancu International Airport. Construction is scheduled for completion by the end of the year.

HB REAVIS SECURES FINANCING FOR WARSAW PROJECT

HB Reavis has secured a EUR 162 million loan from a consortium of four banks – Santander Bank Polska, Bank Pekao S.A., PKO Bank Polski S.A. and BNP Paribas Bank Polska S.A. – for the construction of its 78,000-square metre Forrest office campus in Warsaw.

Construction of the Forest campus located near the Arkadia shopping centre has been in progress since June 2019. Completion of the first stage of the project is planned by the end of 2020. The tower will be put into use by the end of 2021.

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On a former industrial area in Iasi Prime Capital plans to develop the Silk District project. In the first phase will be developed 50,000 square metres of office space and 900 residential units.

SILK DISTRICT IN IASI TO BREAK GROUND

Prime Kapital is poised to break ground on its Silk District project in Iasi this spring. The developer received permission to demolish the existing buildings on the land that once housed the Teba platform. The project will include 10,000 square metres of office space, 2,500 apartments and 11,700 square metres of retail.

Plans also call for a four-star hotel with 160 rooms, a 1,500-square metre clinic, services, parks, leisure and relaxation areas, a kindergarten and a swimming pool.

P3 ACQUIRES LAND OUTSIDE PRAGUE FOR NEW LOGISTICS PARK

The industrial developer P3 Logistic Parks is acquiring a 10,000-square metre industrial building near Prague from the company Arvato. Land adjacent to the facility will allow building another 17,000-square metre warehouse creating a new park to be called P3 Prague D6. It will offer quick access from Prague, Kladno and from the direction of Karlovy Vary.

CPI PROPERTY GROUP BUYS TWO MORE WARSAW OFFICE BUILDINGS

CPI Property Group announced the acquisition of Equator I office building in Warsaw from Immofinanz. In November 2019, CPI Property Group already acquired the Equator IV office building in Warsaw from Karimpol Polska. Located on Aleje Jerozolimskie, in the vicinity of Zawisza Square, Equator IV was completed in 2008 and comprises over 19,500 square metres of office space located on 15 floors.

Only some day later CPI Property Group also announced the purchase of Moniuszki 1A office building in Warsaw. The property was acquired from Catalyst Capital. Located in the centre of Warsaw, Moniuszki 1A offers 10,000 square metres across 18 floors and was fully refurbished in 2015. Moniuszki 1A is located near Swietokrzyska metro station. Tenants include the Polish Ministry of Finance and the Copernicus Centre of Science.

THE FOUNDATION STONE FOR DELTA PLANET NIS HAS BEEN LAID

Foundation stone laying ceremony for Delta Planet Nis shopping mall has announced the official start of the construction. The two-floor building in the Serbian city of Nis will have a surface area of 40,000 square metres and parking space for 850 vehicles. Delta Planet Nis is an investment worth EUR 70 million and is scheduled to be opened in the spring of next year.



Generation Park in Warsaw's Wola district consists of three buildings – X, Y, and Z. Generation Park X was sold to a real estate fund of Hansa Invest in 2018. Now Generation Park Z was purchased by Deko Immobilien.

SKANSKA SELLS GENERATION PARK Z IN WARSAW

Skanska has sold Generation Park Z office building in Warsaw to Deko Immobilien. This is the buyer's fourth acquisition with Skanska in CEE. Generation Park Z is part of the Generation Park office complex located in the immediate proximity to the Daszynskiego Roundabout. The three-building complex offers 87,000 square metres. Generation Park Z comprises a total leasable area of approximately 19,000 square metres and 110 underground parking places for cars, as well as 102 for bikes.

GLP TO ACQUIRE CEE LOGISTICS PORTFOLIO

GLP has entered into an agreement to acquire Goodman Group's Central and Eastern Europe logistics real estate portfolio for EUR 1 billion. The deal, subject to regulatory approval, includes properties located in Poland, Hungary, the Czech Republic and Slovakia.

The company entered the European market in December 2017 through the acquisition of Gazeley, a developer, investor and manager of European logistics warehouses and distribution parks with a 2.4 million square metres portfolio across the UK, Germany, France, Spain, Italy, Poland and the Netherlands.

7R SELLS WAREHOUSE BUILDING IN 7R PARK KRAKÓW

7R and Hillwood have finalized a joint venture sale of a warehouse facility to a fund managed by GLL Real Estate Partners. The warehouse building is a build-to-suit (BTS) project for a European e-commerce platform. Last year, 7R and another fund managed by GLL Real Estate Partners concluded a larger warehouse portfolio transaction in the Central and Eastern Europe region.

The divested warehouse is the largest building in 7R Park Kraków, offering approximately 41,000 square metres of usable space. It was adapted to the needs of an e-commerce tenant's logistics operations and was commissioned for use in July 2019. The 7R Park Kraków logistics complex consists of nine warehouse buildings with a total area of over 180,000 square metres.

HILLWOOD ACQUIRES INDUSTRIAL LAND IN CZESTOCHOWA

Hillwood acquired new industrial land in Czestochowa where it intends to develop Hillwood Logistics Centre Czestochowa-Miasto, a park consisting of two warehouses totalling 64,000 square metres of gross leasing area.

STAFFING



left: Ioannis Papalekas
right: Martin Polák



left: Paweł Sapek
right: Oliver Schumy



Patrick Zehetmayr

Ioannis Papalekas has resigned from the Globalworth Administration Board but will remain as CEO of the company he founded. Dimitris Raptis, the current Chief Investment Officer and Deputy CEO, has been named Co-CEO with Ioannis Papalekas. He will continue to serve as the company's Chief Investment Officer. Dimitris Raptis will also remain on the Globalworth Administration Board and will act as the main point of communication between the board and executive management.

Martin Polák, a former Managing Director at Prologis, will join Garbe Industrial Real Estate as Managing Director CEE and will be in charge of the further expansion in the region. So far, Garbe has focused mainly on logistics real estate in the four Western European markets of Germany, the Netherlands, France and Austria. The plans for Central and Eastern Europe (CEE) will initially focus on Poland, the Czech Republic and Slovakia. Before his transfer to Garbe Industrial Real Estate, Martin Polák spent 12 years with the logistics real estate company Prologis in various roles, eventually heading a team of 80 professionals. In his most recent position, he served as Managing Director and Head of Region for Central Eastern Europe and controlled all of the company's activities in the Czech Republic, Hungary, Poland and Slovakia. Martin Polák obtained a civil engineering degree in economics and construction industry management from the Slovak University of Technology in Bratislava.

Paweł Sapek has been appointed Regional Head for Central Europe of Prologis. Paweł Sapek is now responsible for overseeing the company's portfolio across Poland, the Czech Republic, Slovakia and Hungary. In addition, he runs the Polish branch of Prologis and directly supervises operations in Hungary. Paweł Sapek has more than 23 years of experience in real estate and project management. He joined Prologis in 2015 as Senior Vice President, Country Manager Poland. He graduated in marketing and management from the University of Economics in Katowice. He also holds a postgraduate diploma in logistics management from the Warsaw School of Economics and is a Fellow of RICS (FRICS).

Oliver Schumy, CEO of Immofinanz AG, left the company as Member of the Executive Board, as of 18 March 2020. The premature termination is based on mutual agreement due to personal reasons. As of 19 March 2020, the Executive Board of the Company is thus composed of Dietmar Reindl and Stefan Schönauer, who will continue all agendas. Oliver Schumy has been CEO of Immofinanz Group since 2015.

Patrick Zehetmayr has been appointed to head the commercial real estate business of Erste Bank Group AG. Patrick Zehetmayr has gathered nearly three decades of banking and real estate experience within Erste, most recently as Deputy Head of the Group Commercial Real Estate and Leasing division and Head of the Commercial Real Estate Financing department. His experience in the real estate sector also includes being a Member of the Management Board of Immorent AG. He has also been a Member of the Advisory Board of Erste Group Immorent EGI and Chairman of the Supervisory Board of Immorent Bank AG. Patrick Zehetmayr's management skills also draw on the expertise he developed within Erste as the Head of Relationship Management for group large corporates and the Head of Debt Capital Markets in the bank's Asset and Liability Management division. A native of Salzburg, Patrick Zehetmayr graduated with a degree in business informatics from the University of Vienna and the Vienna University of Technology (TU Wien) in 1995.



LETTINGS

MOKOTÓW NOVA, WARSAW

POLAND 

Craftware Polska has leased 1,700 square metres at the Mokotów Nova office building in Warsaw. The property offers 43,000 square metres and parking spaces for 1,000 vehicles. The owner of the building is a special purpose vehicle owned by the Curzon Capital Partners III fund, which is managed by Tristan Capital Partners.

PARK ROZWOJU, WARSAW

POLAND 

AWP Polska has leased 2,500 square metres at the Park Rozwoju complex in Warsaw. The insurance company was advised during the lease process by Cresa Poland. The Park Rozwoju complex offers 34,000 square metres of gross leasable space in two seven-story office buildings. The owner of the complex is EPP.

TULIPAN HOUSE, WARSAW

POLAND 

The Polish technology company C&F has expanded its area in the Warsaw office property Tulipan House from 1,300 to 2,150 square metres and at the same time extended the current lease agreement by a further five years. C&F, which is specialized in data & cloud engineering for regulated industries, has its corporate headquarters in the building. Tulipan House was erected in 2008 and is part of the portfolio of the Commerz Real open-ended real estate fund hausInvest. It encompasses 18,000 square metres of office space and was comprehensively refurbished in 2019.

WARSAW UNIT, WARSAW

POLAND 

CBRE has leased more than 4,000 square metres at Warsaw Unit, which is currently under construction by Ghelamco near the capital's Daszynskiego roundabout. The 202-metre building will offer 57,000 square metres of office space on 45 floors as well as a multi-storey garage for 450 vehicles and infrastructure for cyclists. Completion is scheduled for 2021.

POSNANIA, POZNAN

POLAND 

Fashion discounter Primark has leased 3,500 square metres of retail space at the Posnania shopping centre in Poznan. Opened in 2016 Posnania offers 100,000 square metres of retail space as well as 3,300 parking spaces. Developer and owner of the shopping centre is Apsys.

BUSINESS GARDEN, WROCLAW

POLAND 

Dolby Poland has expanded its office space at Business Garden in Wrocław by 2,500 square metres. The Business Garden complex offers 117,000 square metres of office space in nine buildings. The investor and developer of Business Garden Wrocław is Vastint Poland, which sold the three buildings in the first phase to ISOC Group in June 2019.

A SWAN AND ITS ENTOURAGE



It is controversial whether the corona pandemic is a black or a white swan, but anyway, it has an extreme impact.

When in 2015 at Expo Real in Munich “Black Swan Risks” have been up for discussion, we all had many things in mind, but for sure we did not imagine a pandemic as we are currently experiencing. The “black swan” is characterised as “a rare and unpredictable event” with an “extreme impact”. Well, we get meanwhile an uneasy sense of the extreme impact.

That the pandemic is “a rare and unpredictable event”, the majority would agree. The author of the book *The Black Swan*, Nassim Nicolas Taleb, however, does not see a black, but a white swan event in the pandemic, an event we had certainly to expect as a consequence and result of “the structure of the modern world”. Yes, there have been warnings

since long and first signs have been Sars and Mers as well as the bird flu – all caused by viruses that changed from animals to humans –, but at least Europe get off these diseases lightly. On the other hand, in Europe we all have heard about the black death, but that happened in ancient times, in the Middle Ages and in the early modern period – in times long ago. Also, the regular outbreaks of flu seem to be not as threatening because meanwhile we have the possibility of vaccination and respective medicines. What is beleaguering us now is not only highly infectious, but it is something so new that there is no specific treatment and no vaccination to prevent or at least to soothe the illness.

When in January the first news came from China about a severe acute respira-

tory syndrome caused by a corona virus (Covid-19) and spreading among the people in Wuhan we took note of it but in Europe we felt far away and rather secure. Also, when short time later the first infections outside China have been reported, it still seemed a problem by that we are not really affected and nobody took any appropriate measures. That changed dramatically when Corona raged in Lombardy in Italy – there already in February schools were closed, soccer games cancelled, the mostly affected municipalities completely isolated. Italy was the first country in Europa ordering a general lockdown.

Meanwhile Covid-19 ‘arrived’ in nearly all countries in Europe and caused more or less severe restrictions mainly to limit the rapid spreading of the disease. With

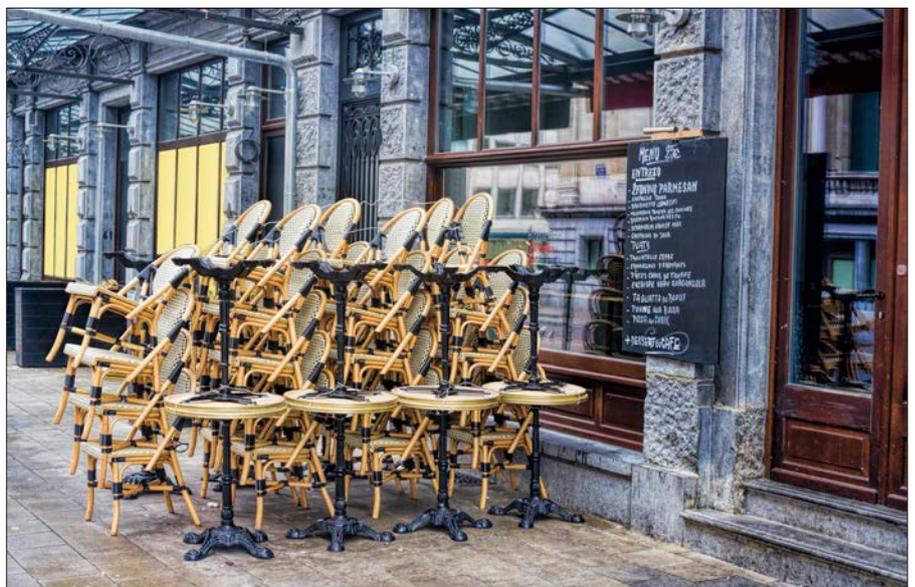
these restrictions the corona virus does not vanish, but keeping the curve of new infections as flat as possible means gaining time and the possibility to take care of those already infected and to protect those with a higher risk if they were infected by the virus. We can agree or disagree with all the measures taken, fact is that Covid-19 has messed up all business and private plans and has changed life totally.

First of all Covid-19 has put to the test the health care system of each country. For a long time, also in this sector privatisation was deemed to be the silver bullet and economic efficiency was the main goal. Only some months ago, a study of Bertelsmann Stiftung recommended the close-down of around 800 out of 1,400 hospitals in Germany – now we are happy about every bed and every hospital with an intensive care unit, but even more about the doctors and nurses working there.

Positive is the offer of some hotels to provide rooms and beds for those who need help to overcome the disease but no intensive care. This kind of “hotel revitalisation” is welcome especially where hospitals do not have sufficient capacities for the infected.

Maybe that in the public health sector other things than in the past will become important: It is obvious that in countries with a more suboptimal health care system the corona virus costs more people their lives, also because the system is quickly overstrained. However, also the best system will be overstrained one day if it is not possible to lower the number of new infections – and that is only possible by limiting the possibilities of people to catch the virus.

These limitations have a severe impact. When shops are closed, cinemas, concert halls, museums and theatres cannot be visited, travelling has become impossible, hotels have to close, aircrafts remain on ground because passengers are lacking, when restaurants and cafés are



With the lockdown nearly all public life has been disrupted.

closed and at best only allowed to sell meals on the street or deliver it directly to the client at home, if hairdressers, nail salons, pedicurist and beauty studios have no longer any clients, than for many of them it is also an economic disaster. And that is only the tip of the iceberg.

It is not only a great part of the service sector that is suffering from the lockdown, also the production sector is in difficulties. Those companies depending on supply from China made the experience of the end of the line already at the beginning

of the year. Since long stock-keeping was considered to be inefficient, key-words have been “just-in-time manufacturing” and “lean production”. Now, for the first time, companies have to realise that this system is possibly vulnerable.

Even if Covid-19 had been limited to China, there would have been disruptions in the supply chain for many companies – with a negative impact not only for these companies but also for the economy in general. That is true not only for the oft-cited automotive industry, but as well

for logistic companies. Further more, many things, e.g. pharmaceuticals, are no longer produced in Europe but in China. No wonder that meanwhile some companies are considering to relocate manufacturing units to geographically closer sites and that a certain stock-keeping might be more an advantage than a disadvantage.

What was one of the most promising concepts in the office sector during the last years? Co-Working! In times we have to avoid social contacts and employees are mostly banished into home office, it is not really a successful concept. In the current situation the 'new world of work' proves to be less resistant than the former individual offices offering much more protection

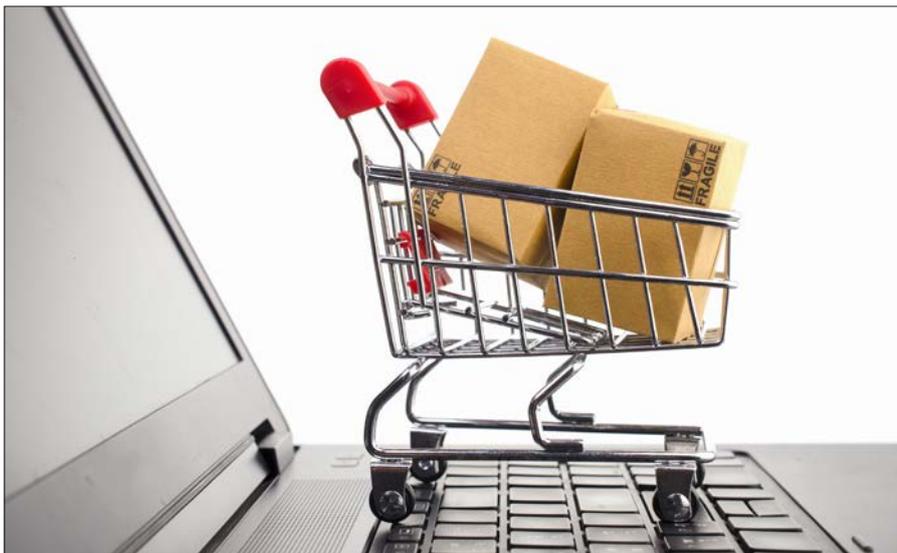
for a stronger development of home office possibilities.

Who is heavily affected by the lockdown are retailers if they are not selling convenience goods. Who has to pay rent for his shop and has no sales and thereby no revenues is quickly financially ruined. To find a reasonable solution for all stakeholders is difficult. On the one hand, it causes indignation when landlords insists upon the rents, on the other hand a shit-storm appeared when a big sports retailer wanted the rents to be abandoned temporarily. A landlord is not a landlord – there is a difference between a private landlord perhaps depending on the rental income and a big company owning several shopping centres – and a retailer is not a retailer – big retail chains have a different financial background than a small retailer selling wool, craft supplies or operating a boutique.

What is gaining momentum is online shopping. Even though all shops are closed, via internet shopping is still possible. Many people who up to now have been rather reluctant to use this possibility have now changed their mind. And who once discovered the comfortable shopping at home, the possibilities to compare prices and products, will return to the digital way more often in future. So the situation will push a development stationary retail is complaining about since long.

Given this some recommendations to focus on logistics real estate have a realistic background. Demand will increase rather than decrease supposed the economic downturn will not cause a serious drop in the purchasing power in the long term.

Currently at least logistic companies have a time of intense activity, also because of the panic buying, an accompanying phenomenon of the looming lockdown. Strictly speaking these panic buying was creating the problem people were afraid of: empty shelves. Meanwhile step by step these shelves are refilled, but no producer and no retail chain could cope



Although shops are closed, online shopping is still possible.

No doubt, the lockdown we are currently experiencing is driving economies down and will result in short-time work, dismissals and increasing unemployment. Some experts and analysts try to remain optimistic that economy will rebound from this crisis more severe than all we have experienced in the past. Their optimism is backed by the large-scale measures of nearly all governments to support the economy.

However, the future development of economies nobody can really forecast although press releases and comments of analysts and economic experts are accumulating in the email boxes. As well the question when we all will return to some kind of "normality" remains unanswered. It is to doubt that it will be the same normality as in times "before Covid-19" because the world "after Covid-19" will be a different one.

against infections and the possibility to continue working in the office instead of at home.

Often homes are not the ideal place to work. Who has children that also have to stay at home and are often not allowed to go outside to play, to run and to jump will have much more difficulties to concentrate on his work than a single person living alone. However, in some cities there is also a solution for this dilemma. E.g. Vienna has many "serviced apartment" now lacking clients. They were offered to those having to work in home office but needing some distance to the family.

Since long we are talking about home office days, in many companies they are already established, but there are still a lot of employers hesitating and being afraid of the effort to organise the IT security. Now the general situation is the catalyst

with this run on certain products. And in the near future some of these products will become shelf warmers given the extensive storage of private households.

The panic buying was still a comprehensible reaction of people to Covid-19. That some tried to take advantage of the supposed lack of supply by a more or less doubtful business is one of the negative consequences. That prices for certain products, so far rather small, are meanwhile skyrocketing, corresponds to market principles, but it leaves a bitter aftertaste when the respective products are necessary or urgently needed.

On the other hand, there are many positive examples how people deal with the current situation: companies

normally producing clothing are now sewing breathing masks and protective gear – both highly in demand; distilleries producing disinfecting agents; automotive companies reprogramming their 3D printers to manufacture components of ventilators. This is the flip side of the often maligned business world.

And something else is to point out: the many companies donating considerable amounts of money to support research and development of a vaccine and medicinal products against Covid-19 or to secure basic services for the poor like food banks. To mention are also the

many private initiatives and volunteers, doing the shopping for elderly people and try to help them as far as possible; or star chefs of restaurants that are cooking for nursing staffs instead of noble clients. Generally, it is surprising that in times of social distancing communication and co-



Social distancing is required to avoid Corona infections.

operativeness seems to be much higher than in times before.

Another development to observe is the acceleration of the digital transformation. Beside online shopping and home office the cultural sector is increasingly using the possibilities offered by the electronic media. Even the more conservative public service broadcasting corporations and opera houses are using digital channels more than ever before.

In times, when conferences, exhibitions, and conventions have to be cancelled, when direct social contacts are limited to

a minimum, also meetings in smaller or larger groups are inopportune. However, sometimes it is necessary that a group of people has to talk to each other. So these talks take place digitally via special programmes. Instead of travelling from all directions to a meeting point, everybody sits in front of his laptop and works together with all the others through the agenda. Following this experience some will ask themselves if all the travelling from A to B is really necessary. Here again things will perhaps be different in future. Generally, the forced insulation will boost the willingness to use much more the possibilities digitalisation is offering.

Without joining those looking into the crystal ball, the current situation will cause some changes as well as

many questions. No doubt, we will experience an economic downturn and it will not be an easy way to find a solution to the economic crisis. The question is if we want and can go back to a state 'before Covid-19' or – thinking about the climate challenges – we will wake up one day in a different economic and social environment. The current crisis slows down our lives and perhaps it offers the necessary time to think about what is really important for all of us and if many things we considered to be absolutely necessary are really crucial or if there are other things of greater importance we should focus on. But first of all: Stay healthy. | **Marianne Schulze**

imprint

Editors: Andreas Schiller (V.i.S.d.P.), Marianne Schulze

Layout: Silvia Hög, www.diehogl.at

Frequency of publication: eight times a year

Publishing House: Schiller Publishing House
Unternehmensgesellschaft (haftungsbeschränkt)
Lohplatz 13, D-51465 Bergisch Gladbach

Managing Director: Andreas Schiller

Registered: Amtsgericht Köln, HR: B 68026

UID: DE270670378

T: +49 22 02 989 10 80, **E:** office@schillerpublishing.de

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FOR YOUR PLANNING

Planning is currently challenging, and there is no chance to say, if the respective events, partly already postponed, will take place at the date envisaged.

When	What about	Where	For information and registration
16.–17. June 2020	REBEC XII SEE Real Estate Belgrade Exhibition & Conference	Hotel Hilton Belgrade, Kralja Milana 35, Belgrade, Serbia	www.rebec.rs
24. June 2020	CEDER 2020 Romanian Commercial Real Estate Conference	Radisson Blu Hotel, Calea Victoriei 63-81, Bucharest, Romania	www.ceder.cijeuropa.com
1. September 2020	Cities of Tomorrow The New Waves of Urban Migration	JW Marriott Grand Hotel, Bucharest, Romania	www.citiesoftomorrow.ro
15.–18. September 2020	Real Corp 2020 Shaping Urban Change	RWTH Aachen, Super C, Templergraben 75, Aachen, Germany	www.corp.at
5.–7. October 2020	Expo Real International Trade Fair for Property and Investment	Messe Munich, Germany	www.exporeal.net
17.–19. November 2020	MAPIC The international retail property market event	Palais des Festivals, Cannes, France	www.mapic.com