

SHAPING  
THE FUTURE  
OF REAL ESTATE

108

REAL ESTATE  
AGENCY

108 AGENCY  
Company presentation

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# About 108 AGENCY

**13**

years on the market

**42**

consultants

**2,880,351 sq m**

leased

**5,423,691 sq m**

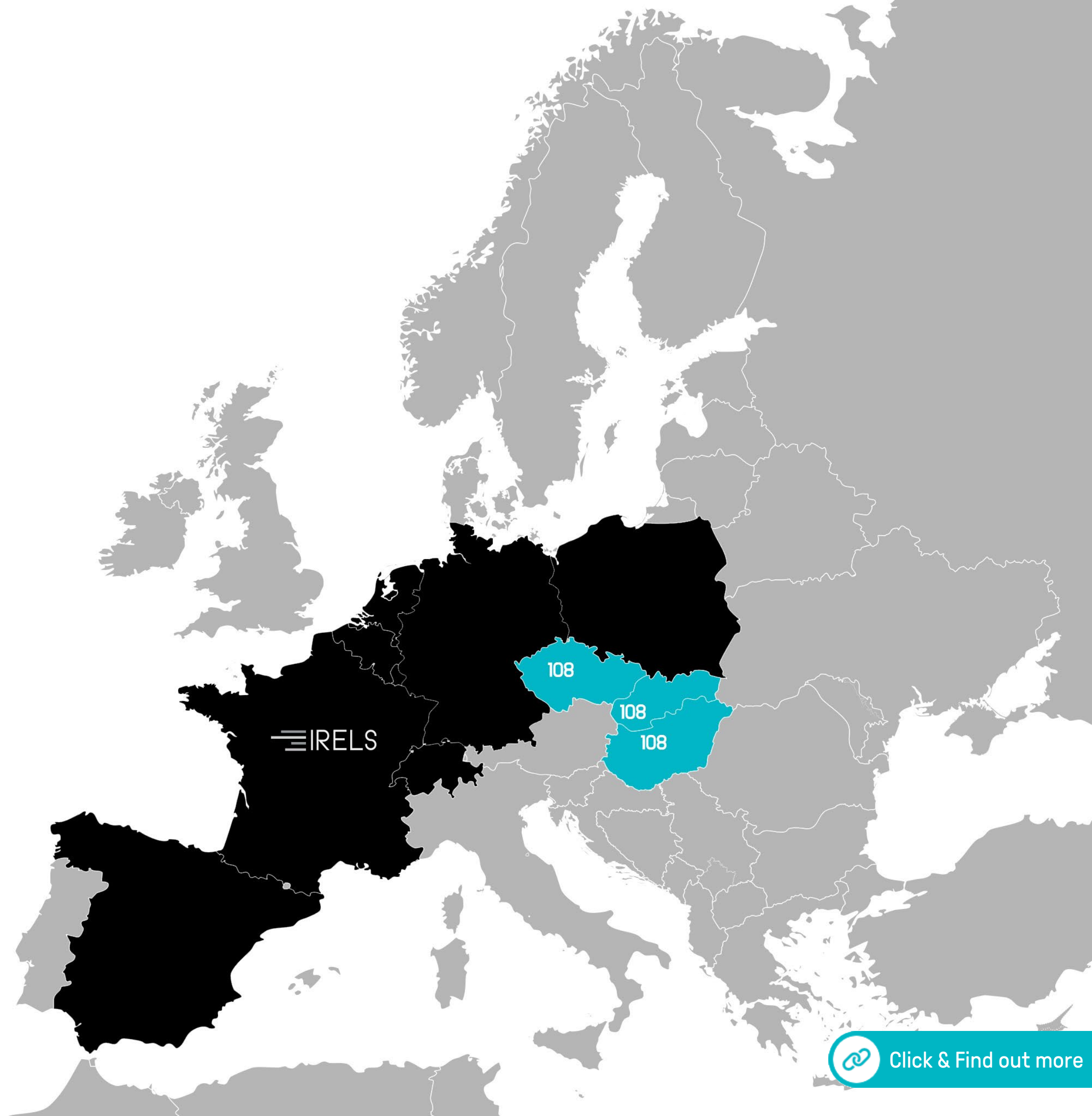
sold

Our mission is to be the best in what we do by exploiting modern technology and know-how, and providing services which always exceed our customers expectations, shorting their path to the right properties and securing their effective and sustainable use.

The Prague office was established in 2009 followed by the opening of our Bratislava branch in 2013 and our Budapest office in 2020.

Our company is a member of the International Real Estate Logistics Solutions network (IRELS).

We are the exclusive BNP PARIBAS REAL ESTATE ALLIANCE PARTNER for the Czech Republic.





# Our senior team in Hungary

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**ISTVÁN FAZEKAS**

István is the Managing Partner of 108 Agency Hungary. Prior he worked as a senior investment consultant of CBRE Hungary's capital markets team for 5 years. He was involved in larger portfolio transactions as well managed numerous sales processes and acquisitions on behalf of institutional and private investors on all sectors, being main point of contact from early stage of the process until closing a transaction. Prior to joining CBRE, István worked at Cushman and Wakefield Budapest for 5 years, where he was leading the industrial agency team.



**MARCELL SZOTYORI-NAGY, MRICS**

Marcell is a Partner of 108 Agency Hungary. He previously worked at the Capital Markets Team of JLL for 13 years in Budapest and was a director of the company until 2019. The primary activities of his team included real estate investment advisory in Hungary and Slovenia covering offices, retail, industrial/logistic assets and green/brown field development sites throughout the full cycle of the transaction from sourcing and mandate negotiation to financial modeling, marketing, due diligence and closing. Since 2007 Marcell was involved in capital markets transactions of over EUR 2 billion volume.



**MILLA KALMÁR**

Milla is a Senior Associate of 108 Agency Hungary. Prior she acquired her experience as a business developer, leasing & marketing manager at CTP Hungary. In the past years she was involved in leasing more than 250,000 sqm prime industrial space, contributing to the dynamic local expansion of the portfolio. She was also involved in the preparation of the new development projects starting from the preliminary technical and commercial discussions with the clients, until the closing of the lease agreement negotiations. Prior to joining CTP, Milla worked at Cushman and Wakefield Budapest for 2 years, where she was an advisor in the industrial agency team.

# Our commercial real estate services

**LEASING AGENCY**



**INVESTMENT  
CONSULTANCY**



**MARKETING**



**LAND CONSULTANCY**



**MARKET RESEARCH**



**DEVELOPMENT  
CONSULTANCY**





# Industrial Agency

We've been focused on industrial properties since 108 AGENCY was founded, and **every year we help to secure over 100 contracts**. We've built up an extensive database of buildings and land, which alongside our experience, database and overview of market events provides our clients with major added value. We ensure our clients have the necessary space to grow under the best possible terms and conditions, and that in contrast that they're not paying for space they're not using. This is one reason why **we are one of the leading Industrial brokerage firms in our home markets**.

THREE MOST COMMON SERVICES:

- Property search
- Negotiations of lease terms
- Landlord and tenant representation



11  
consultants

4,576,042 sq m  
available to lease

2,389,355 sq m  
leased to date

2,500+  
clients

1,100+  
signed  
contracts



# Office Agency

Our Office Agency has been focused on the lease of administrative centres and office buildings since 2009. We give advice on choosing the most suitable premises, but we also negotiate optimum lease terms and conditions and minimise the risk associated with long-term lease of premises. Furthermore, we can secure a functional and effective bespoke fit-out. Through continuous market monitoring and further improving our knowledge, we can help clients with their premises in almost any situation.

## THREE MOST COMMON SERVICES:

- Property search
- Negotiations of lease terms
- Landlord and tenant representation



9

consultants

823,226 sq m

available to lease

127,665 sq m

leased to date

800+

clients

280+

signed contracts

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# Investment Advisory

We are ready to support you throughout the entire investment transaction process. Whether you're looking for a suitable investment opportunity or you're focused on a specific project, we can offer you professional advisory services at all business levels. We're focused on the Central European real estate market, in particular on the Czech Republic, Slovakia and Hungary.

## THREE MOST COMMONLY USED SERVICES :

- Representing owners in sales / investors in acquisitions
- Sale & Leaseback transactions
- Advisory and consultancy



9

consultants

**1,465,000 sq m**

for sale in total

**4,539,310 sq m**

sold to date

**800+**

clients

**160+**

signed contracts



# Our references in Hungary



**LEASE EXTENSION**  
PROLOGIS PARK BUDAPEST GYÁL

CARGO PARTNER  
**17,000 sq m**



**PROPERTY SALE**  
TÖRÖKBÁLINT

PANATTONI  
**90,000 sq m**



**PROPERTY SALE**  
NAGYTARCSA

CTP  
**50,000 sq m**



**NEW LEASE**  
PROLOGIS PARK BUDAPEST SZIGET II

SILVER FOREST  
LOGISTICS  
**11,500 sq m**



**LANDLORD REPRESENTATION**  
CTPARK KOMÁROM

CTP  
**18,500 sq m**



**NEW LEASE**  
LOGICUBE PARK BIATORBÁGY

BUFAB  
**1,500 sq m**



# Why 108 AGENCY?

- We're independent, impartial and flexible
- We build up long-term relationships
- We take pride in our **personal approach**
- We can make use of the **largest database** of commercial properties
- Through synergy with our subsidiaries and alliance partnership with BNP Paribas Real Estate, we can provide **complete services** across the whole of Europe
- We save **time** and minimise **risk**

**#1** MARKET LEADER IN  
BROKERAGE AND SALE  
OF INDUSTRIAL  
REAL ESTATE

BEST WAREHOUSE REAL ESTATE AGENCY  
IN CENTRAL AND EAST EUROPE 2019, 2020 a 2021



BEST  
WAREHOUSE  
REAL ESTATE  
AGENCY



BEST  
WAREHOUSE  
REAL ESTATE  
AGENCY

BEST WAREHOUSE REAL ESTATE AGENCY,  
POWER BROKER TEAM & LEADERSHIP



WE ARE PROUD  
MEMBERS OF



Association  
for Foreign  
Investment



## OUR PROJECTS



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**108 AGENCY**  
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