

SERBIA & CROATIA RETAIL²⁰²²

POTENTIAL & CAPABILITIES



A woman in a white dress is walking and carrying several red shopping bags. The image is partially obscured by the title text on the left.

SERBIA RETAIL²⁰²²

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MACRO-ECONOMIC OVERVIEW

SERBIA RETAIL MARKET

BELGRADE RETAIL MARKET

BELGRADE SHOPPING CENTERS

BELGRADE HIGH-STREET

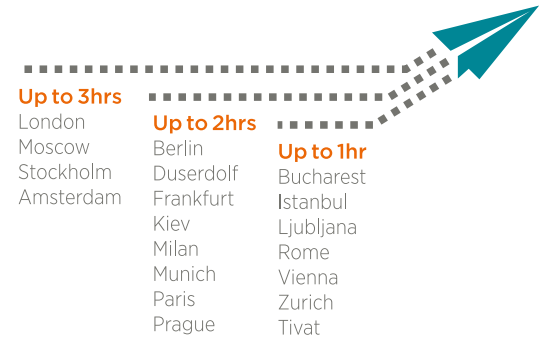
RETAIL MARKET DEVELOPMENT

LANDLORDS FOCUS

OCCUPIERS FOCUS

CHOICE OF CLIENTS

MACRO- ECONOMIC OVERVIEW



- Serbia is located in the Southeastern Europe, in the central part of Balkan Peninsula, at the intersection of Pan European Corridors X and VII (Danube River), on the way from Europe to Asia.
- Pan European Corridor X is the most important European highway corridor passing through the country, leading from Salzburg through Belgrade and Nis, and further branching off to Athens and Sofia. Another branch of the corridor links Belgrade with Budapest.
- EU candidate status, gained in March 2012; On-going EU accession negotiations. EU is Serbia's historical and natural most important trade partner, so the market will drive towards the harmonization with the EU as well as the official policy that is on this course.

--- CORRIDOR 7
— CORRIDOR 10



SERBIA RETAIL MARKET

KEY FACTS - SERBIA

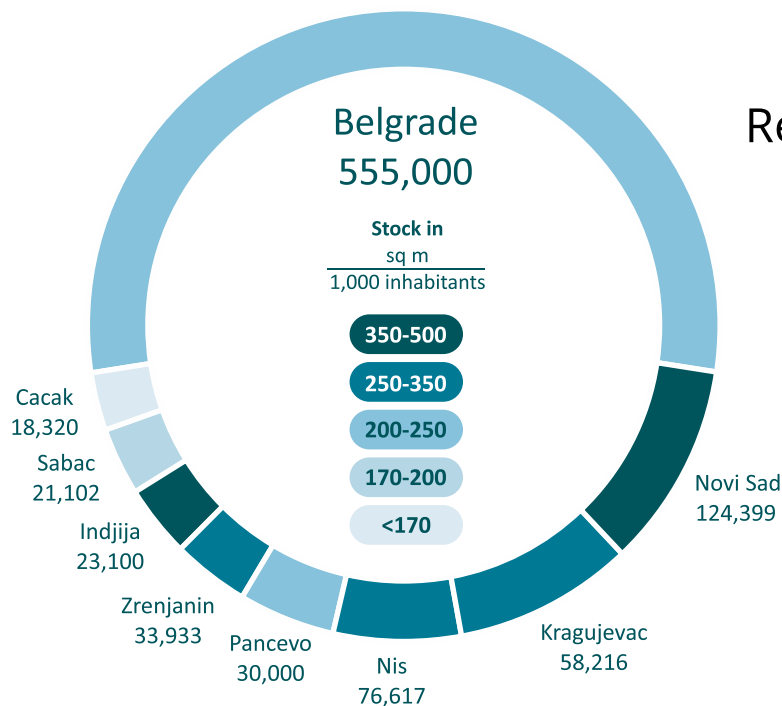
Population: 7,186,862
Modern retail stock: 1,150,000 GLA
Average net salary 2021: EUR 560

Over the years, Serbian retail market has become an interesting destination for many international brands. The existing stock of modern shopping centers recorded a large percentage of occupancy, while in recent years, high-street retail have become richer for more international brands. Despite the lower standard of living, Serbian population can be characterized as a consumer population.

Although Serbia is still underdeveloped as compared to the rest of the region, the retail market continues to pick up after the economic downturn. The current time is considered attractive for international retailers as they have the opportunity to position themselves in the market which is expected to grow moving closer to EU accession.

The modern retail stock in whole Serbia stands at the level of app. 1,150,000 sq m of GLA, whereas 48% is available in the capital.

SERBIA SHOPPING CENTER STOCK IN SQ M GLA



SERBIA RETAIL MARKET DEVELOPMENT

1,150,000 sq m GLA
Retail stock at the end of 2021
160 sq m per 1,000 inhabitants

57,850 sq m GLA
Shopping centers under construction

BELGRADE RETAIL MARKET

KEY FACTS - BELGRADE

Population: 1,659,440

Modern retail stock: 555,000 GLA

Average net salary 2021: EUR 699

Belgrade as the capital dominates the real estate scene, with its retail stock of app. 555,000 sq m of GLA has reached the cities such as Zagreb and Bratislava in terms of the overall offer. Population-wise, those cities are smaller than Belgrade, and their offer per 1,000 inhabitants is much higher.



BELGRADE RETAIL MARKET DEVELOPMENT

Retail stock at the end of 2021

555,000 sq m GLA

334 sq m per 1,000 inhabitants

Shopping centers under construction

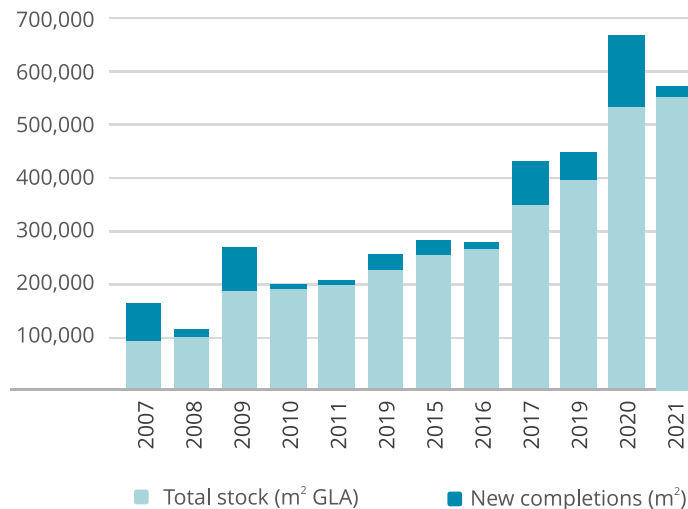
33,000 sq m GLA

Retail stock in 2022

588,000 sq m GLA

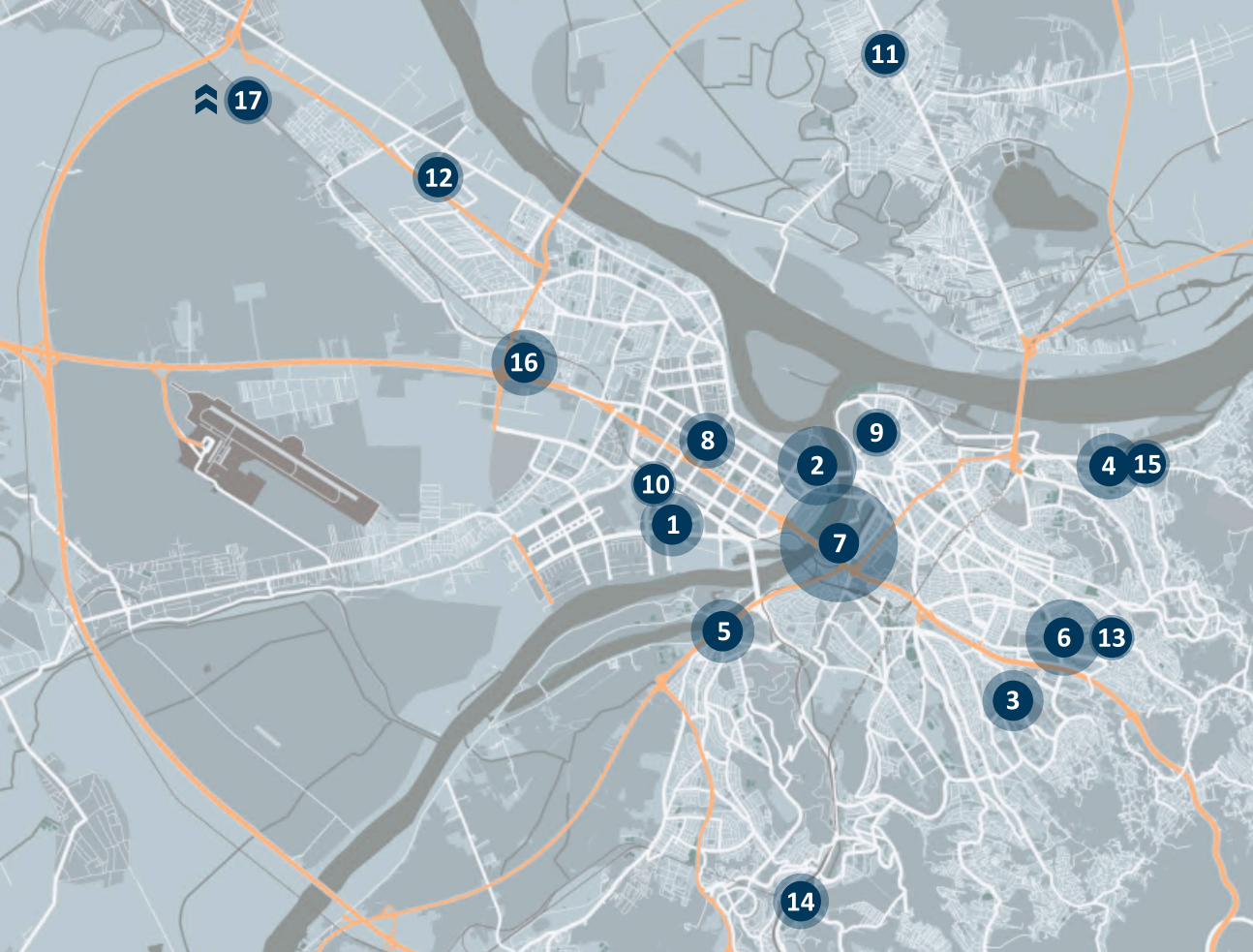
354 sq m per 1,000 inhabitants

BELGRADE RETAIL SUPPLY DEVELOPMENT



BELGRADE SHOPPING CENTERS

	RETAIL PROJECT	GLA	RETAIL TYPE	PHASE
1	Delta City	30,000	Western-type shopping center	Opened projects
2	Usce Shopping Center	46,650		
3	Stadion SC	28,000		
4	BIG Fashion	32,000		
5	Ada Mall	34,000		
6	BEO Shopping Center	43,000		
7	BW Galerija	93,000		
8	Mercator	21,000	Neighborhood mall	
9	Rajiceva Shopping Mall	15,000		
10	West 65	11,000		
11	Stop.Shop Borca	13,000	Retail Park	
12	Zemun Park	16,000		
13	Aviv Park Beograd	11,000		
14	BIG Rakovica	24,000		
15	BIG Fashion Park	14,800		
16	Zmaj Shopping Centar	30,000	Other	
17	BIG Fashion Outlet Indjija	15,000		
18	IKEA Retail Park	30,000	Retail Park	Under Construction



GLA

10,000

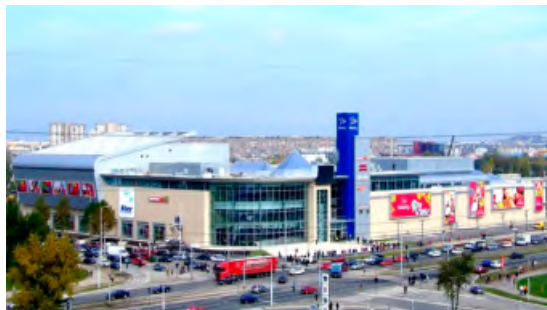
50,000

100,000



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DELTA CITY SHOPPING CENTER



ABOUT SHOPPING CENTER

LOCATION	Jurija Gagarina Street
INVESTOR	Hyprop Investment
CATCHMENT AREA	250,000
OPENING YEAR	2007
SIZE	30,000 GLA

MAJOR TENANTS

FASHION	H&M, Inditex brands, Tendam brands, Teddy Group brands, Armani Exchange, Sportina, Fashion & Friends
ACCESSORIZE/ BAGS / WATCHES	Parfois, Pandora, Swarovski, Bomar
SHOES	Deichmann, Aldo, Office Shoes
HEALTH & BEAUTY	Sephora, Lilly, The Body Shop
KIDS	DexyCo Kids, Ciciban
ENTERTAINMENT	Cineplexx
FOOD AND BEVERAGE	McDonald's, KFC, Maxi

ABOUT SHOPPING CENTER

LOCATION	Mihajla Pupina Blvd.
INVESTOR	MPC Properties/Atterbury Property
CATCHMENT AREA	300,000
OPENING YEAR	2009
SIZE	46,650 GLA

MAJOR TENANTS

FASHION	Inditex brands, XYZ, LC Waikiki
ACCESSORIZE/ BAGS / WATCHES	Carpisa, Pandora, The Manual Co., Parfois
SHOES	Deichmann, Kicks & Heelz
HEALTH & BEAUTY	Lilly, dm drogerie markt MAC, Sephora
KIDS	DexyCo Kids, BebaKids
ENTERTAINMENT	Cineplexx
FOOD AND BEVERAGE	McDonald's, KFC, Burrito Madre

USCE SHOPPING CENTER



GALERIJA BELGRADE



ABOUT SHOPPING CENTER

LOCATION	Belgrade Waterfront
INVESTOR	Eagle Hills
CATCHMENT AREA	500,000
OPENING YEAR	2020
SIZE	93,000 GLA

MAJOR TENANTS

FASHION	Inditex brands, Benetton, XYZ, Peek & Cloppenburg, Fashion & Friends
ACCESSORIZE/ BAGS/WATCHES	Carpisa, Pandora, Swarovski
SHOES	The Manual Co., Parfois, Bomar
HEALTH & BEAUTY	Shoestar, Avangardia Shoes, Fratelli
KIDS	Sephora, Lilly, dm drogerie markt
ENTERTAINMENT	DexyCo Kids, BebaKids
FOOD AND BEVERAGE	Cineplexx, Fitness and Gym
	McDonald's, Burrito Madre, Walter, Luff, MAXI

LOCATION	Radnicka Street
INVESTOR	GTC
OPENING YEAR	2019
SIZE	34,000 GLA
MAYOR TENANTS	Fashion&Friends, H&M, LC Waikiki, CCC, dm drogerie markt, Cropp, Kicks&Heelz, McDonalds, KFC, CineStar

LOCATION	Zaplanjska Street
INVESTOR	Eurobau connect
OPENING YEAR	2013
SIZE	28,000 GLA
MAYOR TENANTS	LC Waikiki, H&M, Intersport, Springfield, Extra Sports, Carpisa, Zlatarna Celje, Parfois, Deichmann, CCC, Tehnomanija, Gigatron, Lilly, dm drogerie markt, DexyCo Kids, Dreamland Playground, McDonald's, KFC, RODA

ADA MALL SHOPPING CENTER



STADION SHOPPING CENTER



BIG FASHION SHOPPING CENTER



LOCATION

Visnjicka Street

INVESTOR

BIG CEE

OPENING YEAR

2017

SIZE

32,000 GLA

MAYOR TENANTS

Inditex brands, LPP brands, Fashion&Friends, H&M, LC Waikiki, Sport Vision, Intersport, Pandora, Swarovski, Madame Coco, Gigatron, Tehnomanija, IDEA, KFC, McDonald's, Cineplexx

BEO SHOPPING CENTER



LOCATION

Vojislava Illica Street

INVESTOR

MPC

OPENING YEAR

2020

SIZE

43,000

MAYOR TENANTS

Peek&Cloppenburg, H&M, LPP brands, Inditex brands, Fashion&Friends, Koton, C&A, LC Waikiki, Deichmann, Lindex, dm drogerie markt, Lilly, Intersport, Pertini, Dexy Co Kid, Cineplexx, McDonald's, Starbucks

LOCATION	Umetnosti Blvd.
INVESTOR	Mercator Group
OPENING YEAR	2002
SIZE	23,400 GLA
MAYOR TENANTS	LC Waikiki, Lindex, N Fashion, Intersport, Springfield, Tom Tailor, Geox, dm drogerie markt, Lisca, BebaKids, Mercator hypermarket

LOCATION	Kneza Mihaila Street
INVESTOR	ABD/Ashtrom Group
OPENING YEAR	2017
SIZE	15,300 GLA
MAYOR TENANTS	Armani Exchange, BS Sport, Intersport, Fashion&Friends, Levi's, Sportina, Timberland, Lindex, Napapirji, XYZ, MAXI, Starbucks, McDonald's, Vapiano

MERCATOR CENTER



RAJICEVA SHOPPING CENTER



PROMENADA NOVI SAD



LOCATION	Oslobođenja Blvd.
INVESTOR	NEPI Rockcastle
OPENING YEAR	2018
SIZE	48,900 GLA
MAYOR TENANTS	Inditex, Fashion&Friends, Sportina, LC Waikiki, Intersport, Tehnomanija, CCC, Cineplexx, McDonald's

BIG NOVI SAD



LOCATION	Sentandrejski put
INVESTOR	BIG CEE
OPENING YEAR	2012-2020
SIZE	45,700 GLA
MAYOR TENANTS	H&M, LC Waikiki, Pepco, United Colors of Benetton, C&A, Fashion&Friends, Reserved, Sinsay, Intersport, DECATHLON, CCC, Office Shoes, dm drogerie markt, CineStar, McDonald's, KFC

LOCATION	Kraljice Marije Blvd.
INVESTOR	BIG CEE
OPENING YEAR	2012
SIZE	22,000 GLA
MAYOR TENANTS	H&M, Fashion&Friends, C&A, LC Waikiki, NewYorker, IDEA Super, Intersport, CCC, Deichman, CineStar, McDonald's

BIG FASHION KRAGUJEVAC



LOCATION	Nemanjica Blvd.
INVESTOR	Delta Real Estate
OPENING YEAR	2021
SIZE	30,000 GLA
MAYOR TENANTS	Fashion&Friends, LC Waikiki, Stradivarius, Bershka, Pull&Bear, Cropp, House, Mohito, Reserved, Office Shoes, Sport Vision, N fashion, Gigatron, Tehnomanija, Cine Grand, McDonald's, KFC

DELTA PLANET NIS



BELGRADE HIGH- STREET



Since Belgrade has limited modern shopping center stock, the high-street retail remains very important retailing environment. The prime high retail streets have strong footfall and represent vital retail spot in the consumers' mindset. Often new market entrants initially aim to build brand awareness with a high-street presence.

ASKING RENTAL LEVELS

BELGRADE HIGH STREET ZONE	SIZE OF UNITS (SQ M)		
	<150	150-500	>500
Knez Mihailova Street	Up to 100	60-80	40-60
Terazije Square/ Kralja Milana Street/ Kralja Aleksandra Boulevard	45-60	30-45	20-30
Secondary High Street			
Pozeska	40-50	25-35	10-20
Gospodska	35-45	25-35	10-20
Modern Shopping Centers	50-70	35-50	Up to 35

KNEZA MIHAILA STREET

Service

Health & Beauty

Fashion & Accessories

Restaurants & Cafés

Bookstores & Kids

Gallery

Electronics

City
Library



Starbucks

Maison No1

Rajićeva

Shopping Center

Icebox

Watch is watch

InOut pizza

Loris

Boutique Restaurant

University
of Art

Rajićeva Street

Gallery

Greek Queen

Chicken Box

The Berry Bar

Kralja Petra Street

Accesorize

Petit Bateau

Primo Valore

Absolut Time

Lilly

Beba Kids

Nikole Spasića Street

Belgrade
Department
Stores

Uskočka Street

Erste Bank

Rancco

Scandinavian Candy

Gente

Gallery ULUS

Vuka Karadžića Street

Gallery SANU

Kralja Petra Street

Caffe Snejana

Goethe Institut

Bookstore Laguna Delfi

Mona

Leon

Shoestar

Restoran Via Del Gusto

Bookstore Dereta

Heritage House of Belgrade

Restaurant Kolarac,

Beograd cafe

LC Waikiki

Zepter Museum and Store

1300 Kapiłara Street

Avangardia

For Rent

Famous NYC

Opposite

Gallery Singidunum

Dan John

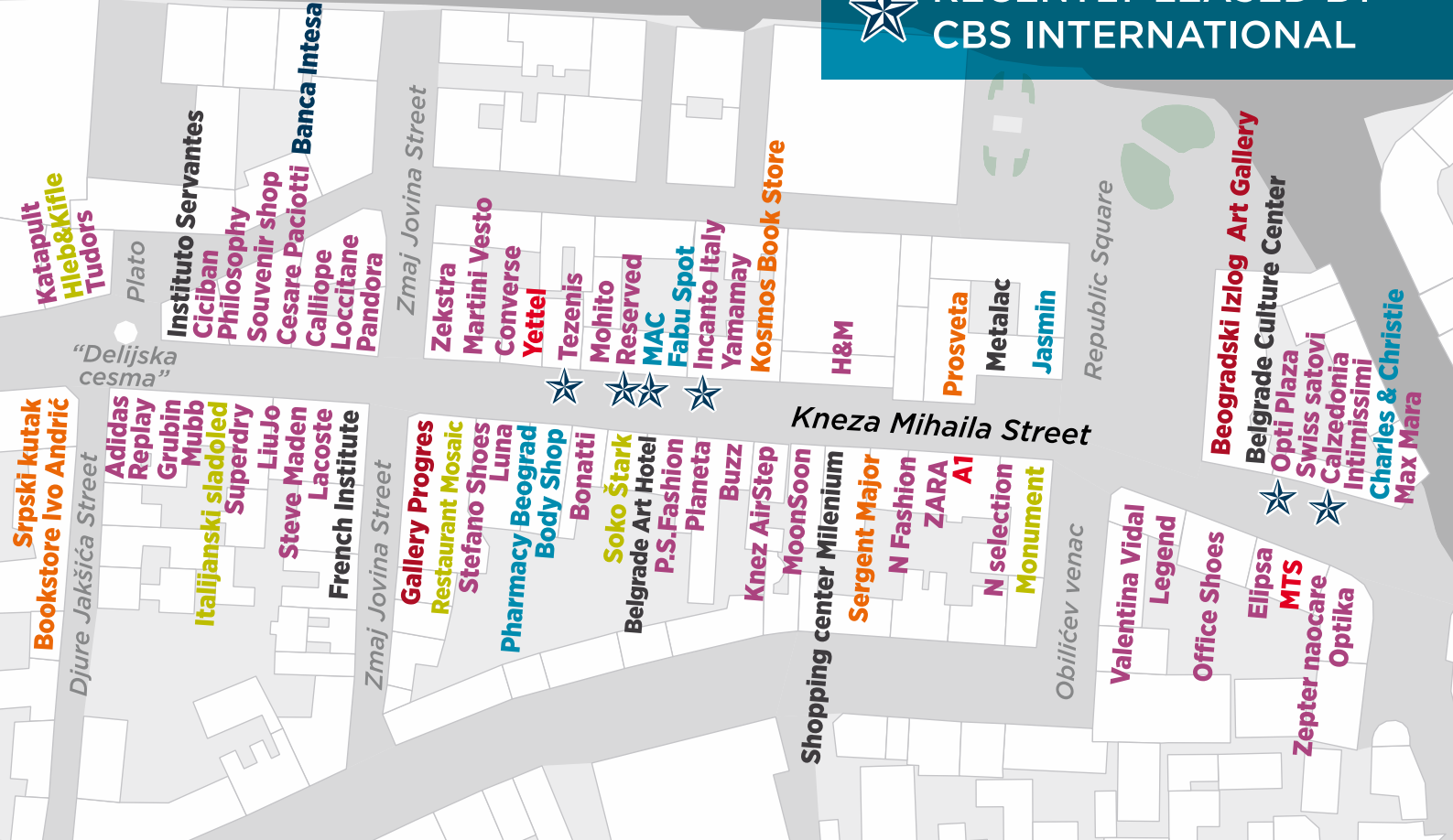
Vulkan

Vuka Karadžića Street

For Rent



RECENTLY LEASED BY
CBS INTERNATIONAL



TERAZIJE STREET

Service

Health & Beauty

Fashion & Accessories

Restaurants & Cafés

Bookstores & Kids

Gallery

Electronics

Knez
Mihajlova
Street

Sremska
Street

Terazije Street



Food Store

Mobil Shop

Tiffany

Balkan Bet

Laguna

Tehnomanija

Istyle

Extreme Intimo

Dioptra

Caribic Pizza

Zepter Hotel

Mona

For Rent

Shoestar

Socker

Uomo Store

For Rent

Balasević

Jewelry Papić

Gyros

Cocofil Accesories

Scandinavian Candy

Woman`s Secret

Skroz dobra
pekara

Planet Hair

MaxMara

Kolarceva Street

MaxBet

Big Blue

D&P

Banca Intesa

Gyros in City

Tehnomedia

Central Hostel

Jewelry Stefanović

AMC

Credit Agricole Bank

Mladost Turist

Terazije 5 Designer Store

Belgrade Pharmacy

Eurobank

McCann Office

Super WOK
Asian Food

LORIS

Negro Caffè

Belgrade
Department
Stores (OVS)

Prizrenska Street

Balkanska Street

Hotel
Moskva

Cafe
Moskva

Restaurant
Čajkovski

Serbian Orthodox
Church souvenirs

Panter
Exchange Office
MTS

Cuka jewelry
Optics

For Rent
SBB



Grubin
Stepland

Gradska pivnica
Ventura

Alfa BK Univerzitet

Siberian Health
Fast food
Restaurant
Kod dvoglavog orla

Iglu Spot
Solunac

Tudors, Dan John, Laguna
Sloboda Theater

Deichmann

Kasina Hotel
and Restaurant

Burritto Madre

McDonalds

Keeks & Heel2

Bonatti

Ray Ban

Pharmacy

Elipsa
Barbosa
BPM
Luna

Nikole Pasica Square

Komercijalna Banka

La Manga
SS Boutique
Fly London
Obuća Pavle
ONE Concept
HAB

Prizma

Zlatarna Celje

Mila Vitsa

Jewelry store

Univerzitet u Beogradu

Mona

Terazije Street

Terazije Street



AVA SHOPPING PARK BELGRADE

DEVELOPER	IKEA
OPENING YEAR	Q2 2022
SIZE	30,000 GLA

VIVO SHOPPING PARK (EXPANSION)

JAGODINA

OPENING YEAR	Planned
SIZE	10,500 GLA
NO. OF UNITS	16
PARKING PLACES	350



GO SHOP RUMA

OPENING YEAR	Q1 2023
SIZE	12,200 GLA
NO. OF UNITS	31
PARKING PLACES	300



BULEVAR PARK LOZNICA

OPENING YEAR	Q1 2023
SIZE	7,850 GLA
NO. OF UNITS	20
PARKING PLACES	205



BIG PAZOVA STARA PAZOVA

OPENING YEAR:	Q3 2023
SIZE:	18,310 GLA
PHASE 1:	15,750
PHASE 2:	2,560
PARKING PLACES:	645



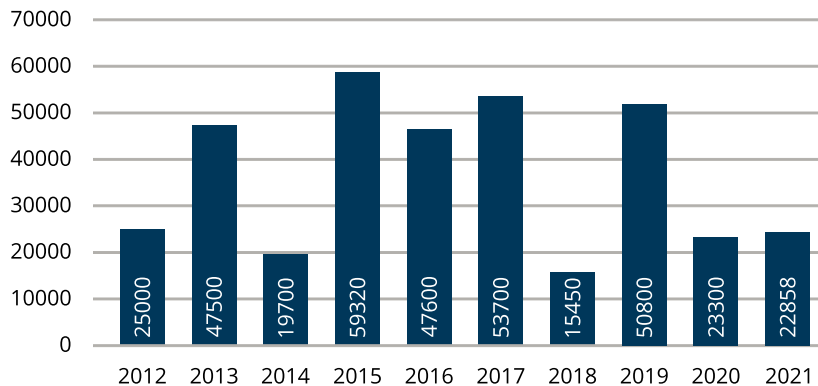
**CUSHMAN &
WAKEFIELD**

CBS
INTERNATIONAL

LANDLORDS FOCUS

- Retail parks lead development sector in Serbia, marking huge expansion in the previous few years
- Share of the retail park formats is on rise, currently amounting to **35% of the total stock**, as compared to the share of 11% marked in 2011

RETAIL PARK COMPLETIONS 2012-2021



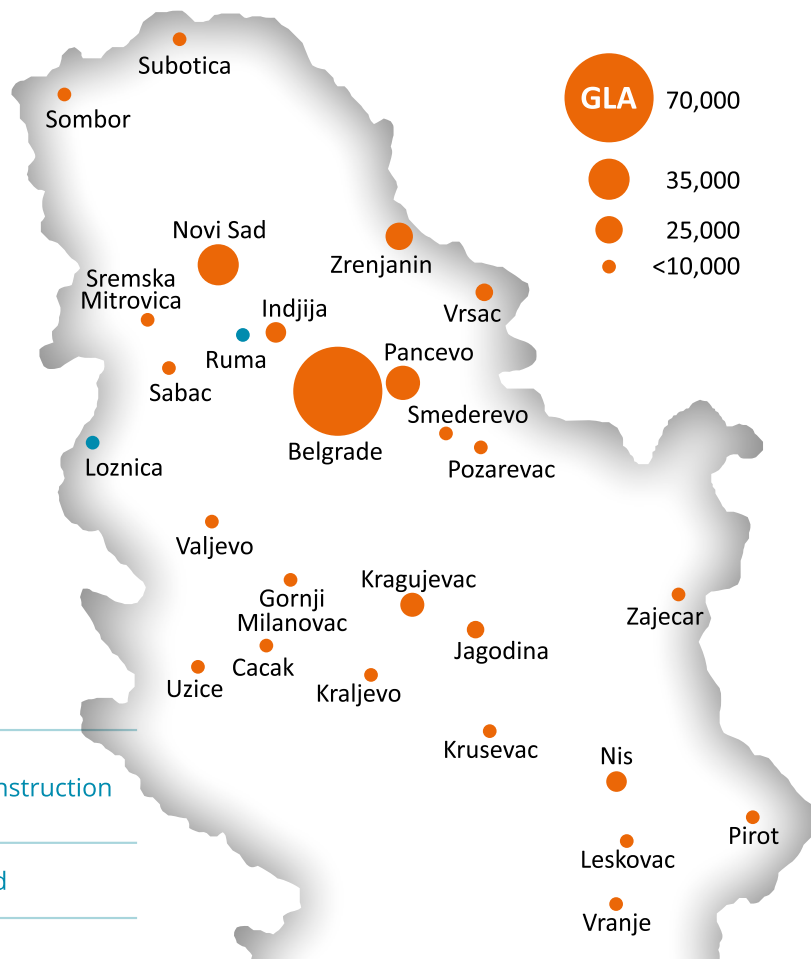
Location	Project	Size (sq m GLA)
Novi Sad	BIG NOVI SAD	45,700
Pancevo	BIG Pancevo	30,000
Zrenjanin	BIG Zrenjanin	25,500
Belgrade	BIG Rakovica	24,000
Belgrade	Zemun Park	16,000
Indjija	BIG Fashion Park Indjija	15,000
Belgrade	BIG Fashion Park	14,800
Kragujevac	Delta Park	14,000
Nis	Stop.Shop Nis	13,500
Belgrade	Stop.Shop Borca	13,000
Belgrade	Aviv Park Zvezdara	11,500
Jagodina	Vivo Shopping Park	10,000
Subotica	Stop.Shop Subotica	10,000
Belgrade	Stop.Shop Lazarevac	10,000
Sabac	Capitol Park Sabac	9,700
Smederevo	Stop.Shop Smederevo	9,500

Location	Project	Size (sq m GLA)
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Krusevac	Krusevac Shopping Park	9,000
Vrsac	Stop.Shop Vrsac	8,250
S.Mitrovica	Stop.Shop S.Mitrovica	7,000
Pozarevac	Stop.Shop Pozarevac	7,200
Leskovac	Capitol Park Leskovac	6,500
Zajecar	Capitol Park Zajecar	6,500
Cacak	Stop.Shop Cacak	6,320
Valjevo	Stop.Shop Valjevo	6,100
Uzice	NEST Uzice	7,000
Sombor	Capitol Park Sombor	5,200
Kraljevo	NEST Kraljevo	5,000
Belgrade	BIG Fashion Park	14,800
Kraljevo	NEST Kraljevo	9,800
Vrsac	NEST Vrsac	3,000
G.Milanovac	Shop Park	7,000
Vranje	Retail park Zona	8,500
Belgrade	NEST Obrenovac	8,158
Piot	PULS Shopping park	8,000
Belgrade	AVA Shopping Park	30,000
Stara Pazova	BIG Pazova	18,310
Leskovac	Leskovac Retail park	15,000
Loznica	Bulevar Park Loznica	9,632
Ruma	GO SHOP RUMA	12,200

Under Construction

Planned



OCCUPIERS FOCUS



THE MOST ACTIVE INTERNATIONAL RETAILERS

INDITEX 37 stores 3 cities



15 stores 9 cities



125 stores 31 cities

LC Waikiki

35 stores 24 cities

NEW YORKER

27 stores 19 cities

JYSK

41 stores 25 cities

DEICHMANN

34 stores 23 cities

McDonald's

32 stores 9 cities

TENDAM

32 stores 6 cities



50 stores 30 cities

LPP

36 stores 27 cities

The retail market has come under focus of international brands, developing into an interesting retail destination in the Balkans.

As compared to the other countries in the region, Serbia is relatively under-supplied, which represents an excellent opportunity for the international retailers to achieve first mover advantage and position themselves in the market.

THE LARGEST FRANCHISEES

FASHION COMPANY.

SCOTCH&SODA TOMMY HILFINGER



Timberland



Calvin Klein



LIU•JO

STEVE MADDEN

.laupized

Superdry®

恒度乾燥(しなさい)

L'OCCITANE GUESS

TOM TAILOR

DIESEL

TRIPLE



JUMP GROUP



MAX&Co.

CONVERSE

LINDEX

SPORTINA



ARMANI EXCHANGE

ESPRIT



ONLY.

TALLY WEIJL

PARFOIS

orsay



SF1
group

PANDORA™

NESPRESSO.

NEWCOMERS 2019-2021

WYCON
cosmetics

極度乾燥(しなさい)
Superdry.

sinsay

the  athlete's foot

Peek&Cloppenburg


PREMIUM PET



MELI MELO
PARIS

NESPRESSO.

INCANTO
ITALY

TED BAKER®
LONDON

ROMAN


DAN JOHN



 house

M O H I T O

DECATHLON

Kiehl's
SINCE 1851

comma

MADAME
COCO



CROPP

LIU·JO

REMIKS

Dune
LONDON

EVDEMA®

ck
Calvin Klein



ANNOUNCED

Douglas



 BAUHAUS



FLO



CROATIA RETAIL

A woman in a white dress is walking and carrying several red shopping bags. The image is partially obscured by a red vertical bar on the left side, which contains the text 'CROATIA RETAIL'.

CONTENT

MACRO-ECONOMIC OVERVIEW

CROATIA RETAIL MARKET

ZAGREB RETAIL MARKET

ZAGREB SHOPPING CENTERS

ZAGREB HIGH-STREET

OTHER RETAIL PROJECTS

OCCUPIERS FOCUS

RETAIL AGENCY

MACRO- ECONOMIC OVERVIEW

Up to 3hrs

London
Moscow
Stockholm
Amsterdam

Up to 2hrs

Berlin
Duserdolf
Frankfurt
Kiev
Milan
Munich
Paris
Prague

Up to 1hr

Bucharest
Istanbul
Ljubljana
Rome
Vienna
Zurich
Tivat
Belgrade

- As an Adriatic, Central European country, and part of the Danube Valley, Croatia enjoys a favourable geo-communication position and is one of the most sparsely populated countries.
- Croatia has been a member of the EU as of July 2013 and further economic expansion should be boosted by the improved absorption of the EU funds and strong tourism demands.
- The structure of the Croatian economy is dominated by the service sector, primarily due to the well-developed tourism, with tourism revenues usually representing nearly 20% of the country's GDP.

- All of Europe in 3 hours
- 7 airports and 2 air fields
- Pan-European Corridors (X, Vb, Vc) cross its territory
- Direct access to Rhine-Main-Danube system through four main river ports

- CORRIDOR 7
- CORRIDOR 10
- CORRIDOR 5



CROATIA RETAIL MARKET

KEY FACTS - CROATIA

Population: 3.8 million

Area: 56,594 m²

Average net salary 2021: EUR 950

The Croatian real estate market is attracting notable investments, while the growing consumption, tourism and economic growth further encourage international players to expand their business in Croatia.

Due to capital`s oversupply, developers` focus is on secondary cities and generally, the occupier demand is driven mostly by expansions and repositioning within older retail schemes.

CROATIA RETAIL STOCK

1,148,963 sqm GLA

Retail stock in 2021

378 sq m GLA

Retail stock
per 1,000 inhabitants



ZAGREB RETAIL MARKET

KEY FACTS - ZAGREB

Population: 769,944 (2021 Census est.)

Modern retail stock: 530,000 GLA

Retail stock per 1,000 inhabitants: . . . 689 sq m

- The retail market in Zagreb is considered to be the most developed.
- With its retail stock of app. 530,000 sq m GLA is high above the average of the capital cities of the region. This has impacted in developers moving their attention towards secondary cities, especially along the Adriatic coast.
- Many are focused in repositioning and expanding the existing retail formats, bearing in mind the vacancy rate in prime shopping centers is at the level of 4%.
- The rental levels currently range between EUR 19-22/sq m/month in prime shopping centres.

PRIME RETAIL YIELDS (%)		CURRENT Q	LAST Q	LAST Y
Q4 2021	HIGH STREET SHOPS	7.00	7.00	6.50
	RETAILPARKS	8.50	8.50	8.50
	PRIME SHOPPING CENTRES	7.25	7.25	7.00

ZAGREB SHOPPING CENTERS

	RETAIL PROJECT	GLA	RETAIL TYPE	PHASE
1	City Centar One West	46,000	Western-type shopping center	Completed projects
2	Avenue Mall	34,300		
3	Westgate	100,000		
4	Arena Centar	68,000		
5	City Centar One East	53,000		
6	Z Center Zagreb	31,000		
7	Importanne Centar	31,000	Neighborhood mall	
8	SC Precko	10,000		
9	Importanne Galeria	10,000		
10	Centar Kaptol	12,000		
11	Garden Mall	26,000		
12	Centar Cvjetni	8,000		
13	Point Centar	13,500		
14	Meridijan 16	12,000		
15	King Cross	29,000		



ARENA CENTER ZAGREB



ABOUT SHOPPING CENTER

LOCATION	Vice Vukova, Laniste
INVESTOR	NEPI
OPENING YEAR	2010
SIZE	68,000 GLA
ANNUAL FOOTFALL	10mill

MAJOR TENANTS

FASHION	Fashion&Friends, H&M, LPP brands, Inditex brands, XYZ, NewYorker, C&A, Peek&Clopenburg
ACCESSORIZE/WATCHES	Pandora, Swarovski, Mark Pjetri
SHOES	Deichmann, ShoeBeDo, CCC
HEALTH & BEAUTY	dm drogerie, Douglas, Muller, The Body Shop, Kiehl`s, MAC
KIDS	Blu Kids, Magic Baby, Froddo, Lego Store
ENTERTAINMENT	CineStar, Game World Casino
FOOD AND BEVERAGE	KFC, Burger King, Subway, McDonald's

LOCATION	Avenija Dubrovnik, Siget
INVESTOR	GTC
OPENING YEAR	2007
SIZE	34,300 GLA
ANNUAL FOOTFALL	App. 6 mill
MAYOR TENANTS	Inditex brands, H&M, LPP brands, NewYorker, Carpisa, CCC, Deichmann, Ecco, Office shoes, DM, Douglas, L`Occitane, Müller, Ciciban, Benetton, Next, CineStar Blitz, KFC, McDonald's

AVENUE MALL ZAGREB



WESTGATE ZAGREB

LOCATION	Zapresicka, Jablanovec
INVESTOR	EKZ Zagreb
OPENING YEAR	2009
SIZE	100,000 GLA
MAYOR TENANTS	H&M, LPP brands, Sportina, Benetton, C&A, KiK, Pepco, Lisca, Deichmann, CCC, PittaRosso, dm drogerie, Müller, JYSK, Denis Family Park, Rock'n'bowl, Burger bar



CITY CENTER ONE WEST



ABOUT SHOPPING CENTER

LOCATION	Jankomir, Stenjevec
INVESTOR	HYPROP
OPENING YEAR	2006
SIZE	46,000 GLA
ANNUAL FOOTFALL	App. 6,5 mill
MAJOR TENANTS	Inditex brands, H&M, Fashion&Friends, Peek&Cloppenburg, Carpisa, Maras, Pandora, Borboleta, Swarovski, Deichmann, Humanic, Timberland, dm drogerie, Douglas, Müller, Kiehl`s, Baby Center, Okaidi, Kid`s Jungle, KFC, McDonald's

ABOUT SHOPPING CENTER

LOCATION	Slavonska av, Zitnjak
INVESTOR	HYPROP
CATCHMENT AREA	270,000
OPENING YEAR	2012
SIZE	53,000 GLA
ANNUAL FOOTFALL	App. 6,5 mill
MAJOR TENANTS	Inditex brands, Benetton, C&A, H&M, NewYorker, Peek&Cloppenburg, Intersport, Sport Vision Sportina, Carpisa, Pandora, Deichmann, CCC, Humanic, Müller, Douglas, dm drogerie, Baby Center, Froddo, Ciciban, Kid's Jungle, Cineplexx, KFC, Burger King

CITY CENTER ONE EAST



Z CENTAR



ABOUT SHOPPING CENTER

LOCATION	Ljubljanska avenija, Spansko
INVESTOR	Sensa nekretnine
OPENING YEAR	2021
SIZE	31,000 GLA

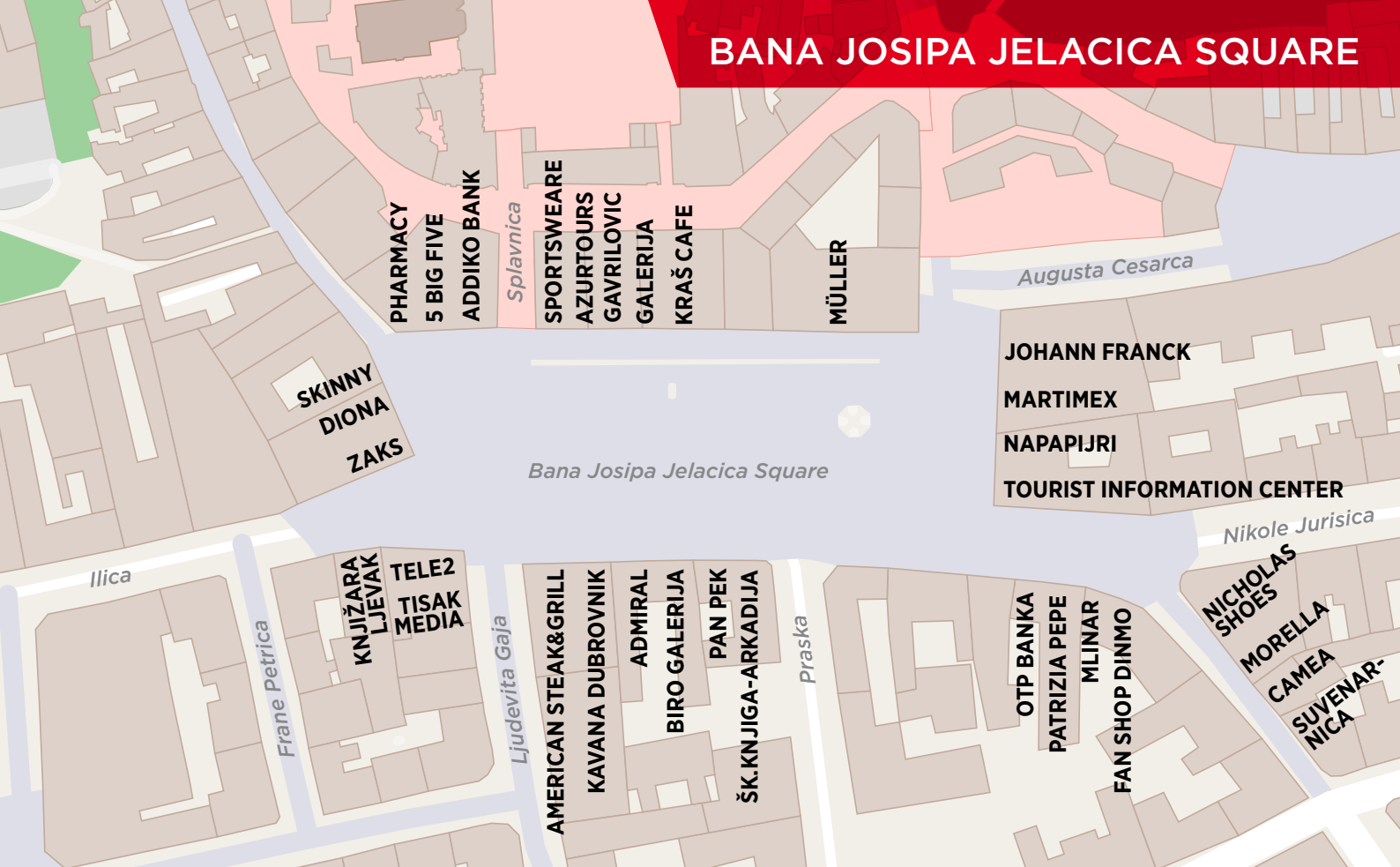
MAJOR TENANTS	LPP brands, NewYorker, CCC, Pepco, Intersport, TEDi, KiK, JYSK, Borboleta, dm drogerie, Plodine hypermarket, Burger King, Baby Room, Gaming arena
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ZAGREB HIGH- STREET

- Potential for high-street development is high and attractive high-street locations are showing increased demand from international brands.
- Rents for prime high-street locations range between EUR 35-65/sq m/month

BANA JOSIPA JELACICA SQUARE



PHARMACY

5 BIG FIVE

ADDIKO BANK

Splavница

SPORTSWEARE

AZUR TOURS

GAVRILOVIC

GALERIJA

KRAŠ CAFE

MÜLLER

Augusta Cesarca

SKINNY
DIONA
ZAKS

Bana Josipa Jelacica Square

JOHANN FRANCK

MARTIMEX

NAPAPIJRI

TOURIST INFORMATION CENTER

Nikole Jurisica

Ilica

Frane Petrica

KNJŽARA
LJEVAK

TELE2
TISAK
MEDIA

Ljudevita Gaja

AMERICAN STEAK & GRILL

KAVANA DUBROVNIK

ADMIRAL

BIRO GALERIJA

PAN PEK

ŠK. KNJIGA-ARKADIJA

Praska

OTP BANKA

PATRIZIA PEPE

MLINAR

FAN SHOP DINMO

NICHOLAS
SHOES

MORELLA

CAMEA

SUVENAR-
NICA



ILICA STREET

MONA
ZAGREBACKA BANKA
PALMERS
PARAMOUNT
GERRY WEBER
VARTEKS
ALIZEE
CALZEDONIA
ZARA
WOMEN'S SECRET
YVES ROCHER
OPTIKA OPTOTIM
BENETTON
ALPINA
FRANJA CAFFE
GEOX
SHOOSTER
DM

MANGO
VINCEK
POSTELJINA.HR
SPRINGFIELD
OFFICE SHOES
HOTEL JAGERHORN
ECCO
HOGL
DE`LLURE
MODELINE
OPTIKA ANDA
NAF NAF
TOSCA BLU
GALILEO
NAMA
DOUGLAS
DESSANGE PARIS
ZAKS

GALILEO
AND
HIGH VOUGE
NERA
NAS DOM
JEWELLERY
LISCA
DOLL 22
LA CHOCOLATE
PARFUMERIJA LANA

KENTBANK
YAMAMAY
INTIMISSIMI
ADIDAS
JADRAN
NESPRESSO
A.DOJCINOVIC
TEZENIS
BETTY BARCLAY
ELISABETTA FRANCHI
CALLIOPE
TERRANOVA

OPTIKA OPTOTIM
JOE MALONE
PANDORA
BELODOR
RESTAURANT ORANZ

SVIJET OBUCE
GIFTS&SOUVENIRS
ROBERTO
BIO&BIO

PAN-PEK CAFFE
MOCCA PIZZA
PELATI
KNJIZARA LJJEVAK

MAP OF HIGH STREETS

KONZUM

DOUGLAS

ETNA MAAR

CENTRA

KROJ&BROJ

IGOMAT

SHOPINGHOLICARKA

DEVIĆ UNDERWEAR

BIO&BIO

BOOKSTORE

PUREX

DM

BIO TRGOVINA

PREHRANA

ROSSI

CALIDA

DELICIJE

PARAMOUNT

STUDENAC

WELLENSTEYN

ATELIER MARKOVIĆ

LAVANDA MIA

GHETALDUS

ETNO BUTIK

Q SHOES

PROSVJETA

FAMILY

MONTRE STORE

PHARMACY

PAHIR

MLINAR

TOBACCO

ATLANTIC CAFE

MONOKL

KONZUM DELIKATESE

DIONA

ELEGANCE

GLASNOVIĆ ZLATAR

NICHOLAS SHOES

TRIUMPH

SVIJET OBUCE

VERONIKA DELIKATESE

WOK`N`WALK

SVIJET TKANINE

TRUE

CALEIDOS

ROX BEAUTY

AMELIE FASHION

ASIA STORE

PAN PEK

TELEMACH

ELEGANT

HOSPITALIJA

TEA FASHION

DODIC JEWELLERY

TOP SHOP

MODERATO

BIPA

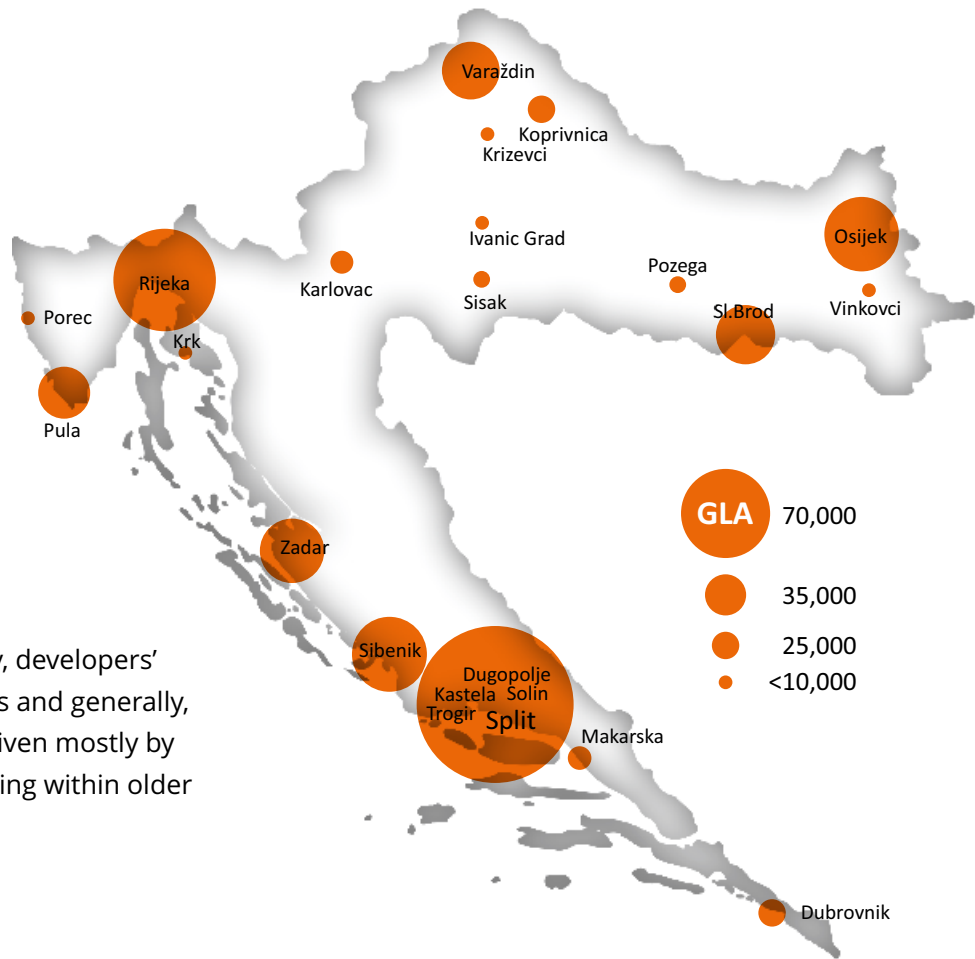
LONCI I POKLOPCI

SCOTCH&SODA

SHOE STAR

OTHER RETAIL PROJECTS

Location	Project	Size (sq m GLA)
Zadar	SUPERNOVA	70,000
Split	CITY CENTER ONE	68,672
Rijeka	Tower centar	62,292
Split	Mall of Split	60,700
Šibenik	Dalmare	56,000
Split	JOKER	53,000
Kaštela	TC EMMEZETA KAŠTELA	42,000
Osijek	Portanova	40,200
Pula	MAX CITY PULA	30,000
Osijek	Avenue Mall	26,700
Varaždin	Lumini	25,500
Rijeka	ZTC	24,000
Slavonski Brod	City Colloseum	23,176
Solin	Salona Mall	22,000
Varaždin	Shopping Park Supernova Varaždin	20,000
Koprivnica	SUPERNOVA Koprivnica	19,941
Karlovac	SUPERNOVA Karlovac	17,672
Slavonski Brod	SUPERNOVA	17,000
Makarska	Capitol Park Makarska	14,200
Pula	Pula City Mall	13,000
Dubrovnik	SubCity	12,259
Dugopolje	Top outlet park Dugopolje	12,000
Požega	Supernova Požega	11,000
Sisak	SUPERNOVA Sisak West	10,400
Trogir	Marisa	10,000



Due to capital's oversupply, developers' focus is on secondary cities and generally, the occupier demand is driven mostly by expansions and repositioning within older retail schemes.

OCCUPIERS FOCUS



THE MOST ACTIVE INTERNATIONAL RETAILERS

INDITEX

36 stores 5 cities

H&M

16 stores 10 cities

dm

164 stores 63 cities

M Müller

82 stores 48 cities

NEWYORKER

27 stores 20 cities

JYSK

51 stores 40 cities

DEICHMANN

42 stores 27 cities

McDonald's

38 stores 17 cities

DOUGLAS

26 stores 10 cities

NEWCOMERS 2020-2021

BELODORE
House of Essence



ANSON'S
MODE FOR MANNER

ATELIER REBUL
DEPUIS 1895

la | riseria

JO MALONE
LONDON



MONA

HalfPrice

NESPRESSO

CAFE FREI

TED BAKER®
LONDON

LC Waikiki

THE BIGGEST FRANCHISES

FASHION COMPANY

ck
Calvin Klein

LIU·JO

TOMMY HILFIGER

GUESS

FASHION
& FRIENDS

UGG

GAUDI

DIESEL

REPLAY

SPORTINA

A|X

ARMANI EXCHANGE



Bata

PARFOIS



TOM TAILOR

VERO MODA®

orsay



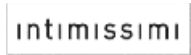
BURBERRY
LONDON

FRACOMINA

極度乾燥(しなさい)
Superdry.

JACK&JONES

CHOICE OF CLIENTS





A graphic of several red shopping bags with white handles, stacked and overlapping, occupies the left side of the page.

RETAIL AGENCY

HOW CAN WE HELP?

CBS International's retail team gives full support to the international investors, facilitating their market introduction offering variety of services ranging from advisory and tenant mix definition to brokerage, project management and marketing. Our retail professionals are at your disposal to brief you on the latest market trends and provide you with the best offer matching your requirements

SCOPE OF SERVICES

- New Lease Acquisitions
- Rent Reviews and Renewals
- Tenant Mix Definition
- Specialized Project Management Services
- Tenant Representation & Landlord Representation

MARKET KNOWLEDGE

- Retail Agency team specializes in high street retail, shopping centers advisory and brokerage, retail parks and retail warehouse
- 8 licenced real estate professionals working in the Retail Agency

- **Market presence** - Create strategic roadmaps for growth, whether opening new stores, searching for new markets, or taking your concept across borders.
- **Decisive strategies** - Speed up retail real estate decisions by providing a rational business case based on objective definitions and clearly established indicators for successful stores.
- **Portfolio performance** - Formulate an action plan to reposition the portfolio where occupancy costs exceed acceptable levels for sales in a given location or prototype, realigning the portfolio for sales growth.
- **Brand building** - Evaluate the potential benefits and impacts of Increasing the retail footprint by new brand, including which outlets will be most valuable and rationalizing overlapping or duplicate locations.



ABOUT US

4

COUNTRIES

120+

EMPLOYEES

15

YEARS OF
MARKET PRESENCE
IN THE REGION

3000+

CLIENTS

CBS International is a member of Cushman & Wakefield Alliance, a leading global real estate services firm, operating with 50,000 employees in more than 60 countries worldwide.

Cushman & Wakefield is among the largest commercial real estate services firms with revenue of \$9.4 billion across core services.

Brokerage Services

- Office Agency
- Retail Agency
- Residential Sales and Lease Agency
- Industrial & Land Agency

Consultancy Services

- Valuation & Development Advisory
- Capital Markets
- Market Research
- Project Management
- Property and Facilities Management
- Marketing



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