# Warsaw, January 25th, 2023.

**Adgar Poland grows stronger in Warsaw office space market**

**Adgar Poland has used 2022 to strengthen its position in the Warsaw office real estate market. The company has implemented ambitious investment plans, increased the supply of available leasable space to 140,000 sqm and significantly developed its tenant portfolio, including tenants for mixed-use functions in its buildings. The engaging charitable projects undertaken in 2022 also strengthened relationships within the tenant community, integrating companies around values close to Adgar Poland, as well as facilitating their post-pandemic returns to offices and the introduction of hybrid work systems.**

The impressive scale of investment is perfectly illustrated by two key transactions that Adgar Poland concluded in 2022. The first was the purchase of an A-class office building in Wola, at 10A Skierniewicka Street, located in the immediate vicinity of the so-called Central Business District. By acquiring the Adgar Renaissance Tower office building last August, the company increased the supply of offered rental space by as much as 18,000 sqm. In total, Adgar Poland already has thirteen office buildings in Warsaw with a total area of more than 140,000 sqm. In November, meanwhile, the company announced the purchase of a property - well known to residents of Służewiec and employees of the offices here - at 10 Marynarska Street. The plot, with an area of nearly 7,000 sqm, borders the existing Adgar Plaza complex, which consists of the company's three office buildings - Adgar Plaza A and B and Adgar Plaza One.

*"The investments completed last year are part of our strategy to expand in the Warsaw market. The company wants to develop in those locations where we observe desirable urban trends, combining office functions and residential, vibrant, meeting the criteria of so-called "15-minute cities”* – says Michael Mevorach, country manager of Adgar Poland. He also stresses that the company is constantly analyzing the market for further acquisitions, which will allow it to diversify its rental space offer while maintaining certain standards, i.e. finishing, transportation accessibility, possibility of any space arrangement. "*We also pay attention to ensure that the building environment allows us to implement our plans to introduce green solutions, including electromobility HUBs or free rentals of individual means of transportation, such as bicycles and scooters”* - he adds.

**Expanding the Flexi-Lease services**

In addition to significantly increasing the supply of available rental space, Adgar Poland effectively developed its flexible rental concepts last year. According to Monika

Szelenberger, this is the company's response to the changing expectations of many Polish companies, especially those that have implemented hybrid work models after the pandemic. *“Today, some tenants are looking for individual lease solutions and understanding of their culture and work organization. Flexi Lease at Adgar Poland allows for the comfort of responding quickly and flexibly to a company's current needs in terms of leased space or lease duration. For us, the sense of security of our tenants and the possible search for optimization of the cost of renting and running the office when complications arise is an important aspect of building lasting and close business relationships”* – says Monika Szelenberger, Head of Leasing & Asset Management w Adgar Poland.

It is worth noting that flexi lease under the Flexi Lease concept is not the same as renting a typical coworking space. Unlike the latter, this format provides flexible terms for renting one's own fully functional space, the autonomy of which can be emphasized by the use of corporate visual identity, independent arrangement, use of own furniture and equipment. At the same time, in the design of the office and its equipment, one can, of course, use the support of Adgar Poland. At the same time, the company is steadily developing the Brain Embassy concept, which includes creative coworking spaces for freelancers and smaller companies. This type of space is already available in most of Adgar Poland's Warsaw office buildings.

**Attractive locations and mixed-use features attract tenants**

In 2022, Adgar Poland also attracted new tenants, both in the area of standard office space and service units, strengthening mixed-use functions. Companies that have moved into the company's buildings include: Damian Medical Center, SelfEsteem Aesthetic Clinic, Starkey.

Hearing, SPB Poland, Apius, Berm. In addition, long-standing tenants such as Zoetis, Vorverk and Arrow have extended their office leases for additional years. The move of medical entities into Adgar Poland's office buildings, as well as the Broadly Restaurant into Adgar Park West and Green Cafe Nero into Adgar BIT clearly correspond with the strategy of strengthening mixed-use functions in the company's buildings. The extent of Adgar Poland's growth has also led to the need to expand space for its own employees. The new office is located in the Adgar BIT building and also serves as a show office.

*"Through the presence of medical, retail, food and beverage outlets, fitness clubs and kindergartens in our office buildings, we strive to create an attractive mix for service establishments. Our goal is to integrate the tenant community and local residents, stimulate the development of the urban fabric, and create an interesting offer of of spending time after work. Worklife balance and facilitating the organization of employees' family life are an important part of broader employer branding strategies and competitiveness in attracting new employees*” – argues Monika Szelenberger.

Many tenants are also keen to take advantage of the Managed Office service (space as a service), which combines the offer of renting classic office space with a wide range of services related to the daily organization and operation of the office, including the rental

and service of office equipment and household appliances, and even the supply of coffee or tea to the kitchen. Companies can also get business support in the process of identifying effective solutions for working in a hybrid model, tailored to the organizational structure and culture or organizing conferences and corporate events. Adgar Poland announces consistent development of this service in 2023.

**Creating a community**

Today, the role of developers and operators of office space does not end with taking care of the standard and functionality of the spaces offered, or ensuring the availability of service outlets. The example of Adgar Poland's pro-social, charitable and integrative initiatives indicates that it is also not insignificant to build a community united not only by a common workplace. In 2022, the company carried out interesting projects with the main goal of promoting charitable activities and popularizing ecological attitudes. It is worth mentioning, for example, the Art Loves Design "Recycling Art" project carried out jointly with the Roland McDonald Foundation and MAG Modern Art Gallery, solidarity cooperation with the West-East Foundation and providing premises for the Support Academy, which organizes activities for Ukrainian children, or involvement in the charity run "Alongside Wola for Autism." These initiatives have received a very positive response, as well as broad participation from tenants and their employees. Adgar Poland also implemented a "Back to Office" campaign to encourage stationary work. A number of activities offered to tenants resulted not only in a turnout of participants, but also in the interest of many industry media.

*"Creating an engaged community is a challenging process, but our actions are having the intended effect. Integrating a community with the foundation of working together to improve the world brings nothing but benefits. There are many inspiring projects ahead of us, and I hope that in 2023 we will be able to implement all the ideas”* – concludes Monika Szelenberger.

More on Adgar Poland: <https://www.adgar.pl/>

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