

WESTERN EUROPE STUDENT ACCOMMODATION MARKET

The Class Foundation
April 2021



CUSHMAN & WAKEFIELD STUDENT ACCOMMODATION TEAM

PAN-EUROPEAN FOCUS - COMBINING OPERATIONAL KNOWLEDGE & LOCAL INTELLIGENCE



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GAËTAN COPPENS

Residential

*Valuation & Advisory
Belgium*

WHAT WE DO:



Joint Venture Advisory



Buy/Sell Brokerage



Valuation



Market Analysis



Operational Advisory

PBSA in Europe

“The Future is very uncertain – only the end is clear”



TRENDS

- Increasing Appetite For Beds
- Global Institution Capital Looking For Scale
- Increasing Development Activity
- Supply Will Remain Constrained
- Consolidation In The UK

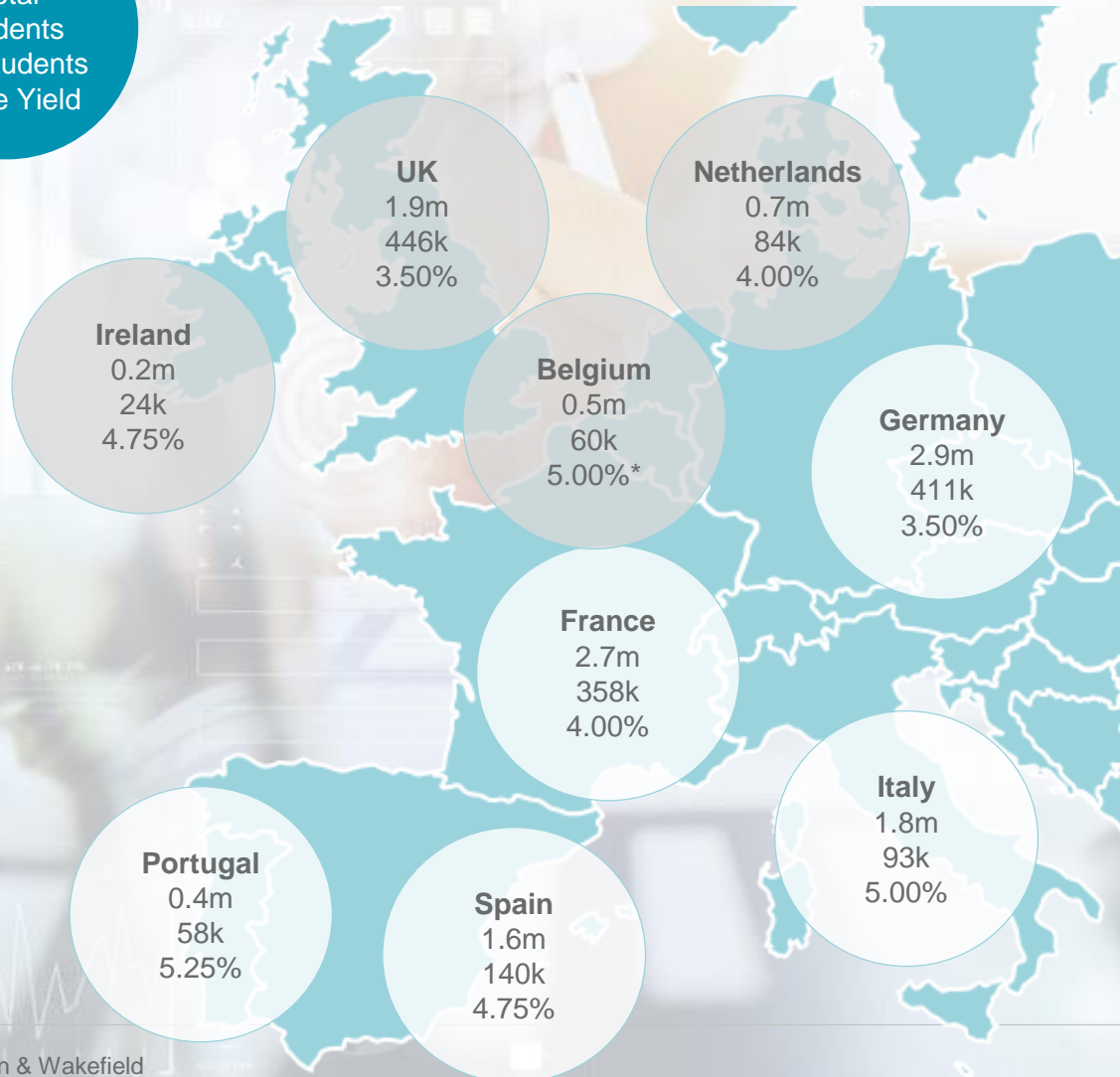


RISKS

- Operator Selection
- Affordability
- Occupancy & Stabilisation
- Land/Development Costs
- Financing Availability

THE EUROPEAN STUDENT ACCOMMODATION MARKET

Country
Total
Students
Int. Students
Prime Yield



Source: Cushman & Wakefield Research

WHAT ARE THE KEY NUMBERS?

Total Student Numbers

#	Country
1	Germany
2	France
3	United Kingdom
4	Italy
5	Spain
6	Poland
7	Netherlands
8	Belgium
9	Sweden
10	Portugal
11	Austria
12	Finland
13	Czech Republic
14	Hungary
15	Ireland
16	Denmark

Source: Cushman & Wakefield Research; RCA

WHAT ARE THE KEY NUMBERS?

Total Student Numbers vs Demand Pool

#	Country
1	Germany
2	France
3	United Kingdom
4	Italy
5	Spain
6	Poland
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16	Finland (n/a)

Source: Cushman & Wakefield Research; RCA

WHAT ARE THE KEY NUMBERS?

Total Student Numbers vs Demand Pool vs Investment Volumes 2020

#	Country
1	Germany
2	France
3	United Kingdom
4	Italy
5	Spain
6	Poland
7	Netherlands
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Source: Cushman & Wakefield Research; RCA

WESTERN EUROPE MARKET OVERVIEW



MARKET FUNDAMENTALS - UK

1,860,000 Students

1,125,000 Demand pool*

446,000 International Students

681,000 Purpose built student beds

1.7:1 True student to bed ratio



*Demand pool is defined by estimated domestically mobile students + international students

Source: Cushman & Wakefield Research

WESTERN EUROPE MARKET OVERVIEW



MARKET FUNDAMENTALS - NETHERLANDS

695,000 Students

369,000 Demand pool*

84,000 International Students



*Demand pool is defined by estimated domestically mobile students + international students

Source: Cushman & Wakefield Research; Xior

WESTERN EUROPE MARKET OVERVIEW

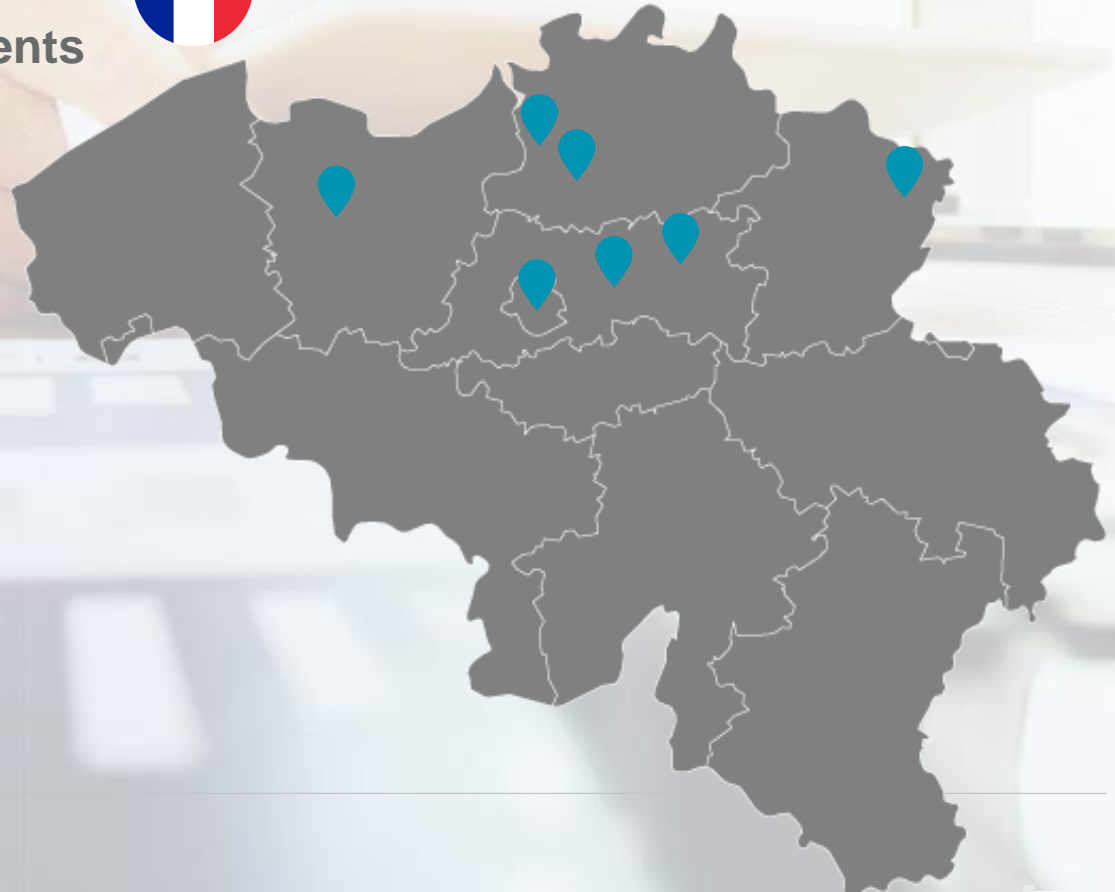


MARKET FUNDAMENTALS - BELGIUM

480,000 Students

60,000 International Students

80,000 Beds



Source: Cushman & Wakefield Research; Xior; Quares

WESTERN EUROPE MARKET OVERVIEW

MARKET FUNDAMENTALS - IRELAND

200,000 Students

90,000 Demand pool*

23,600 International Students



35,000 Purpose built student beds

2.6:1 True student to bed ratio




*Demand pool is defined by estimated domestically mobile students + international students

Source: Cushman & Wakefield Research

THE EUROPEAN LANDSCAPE

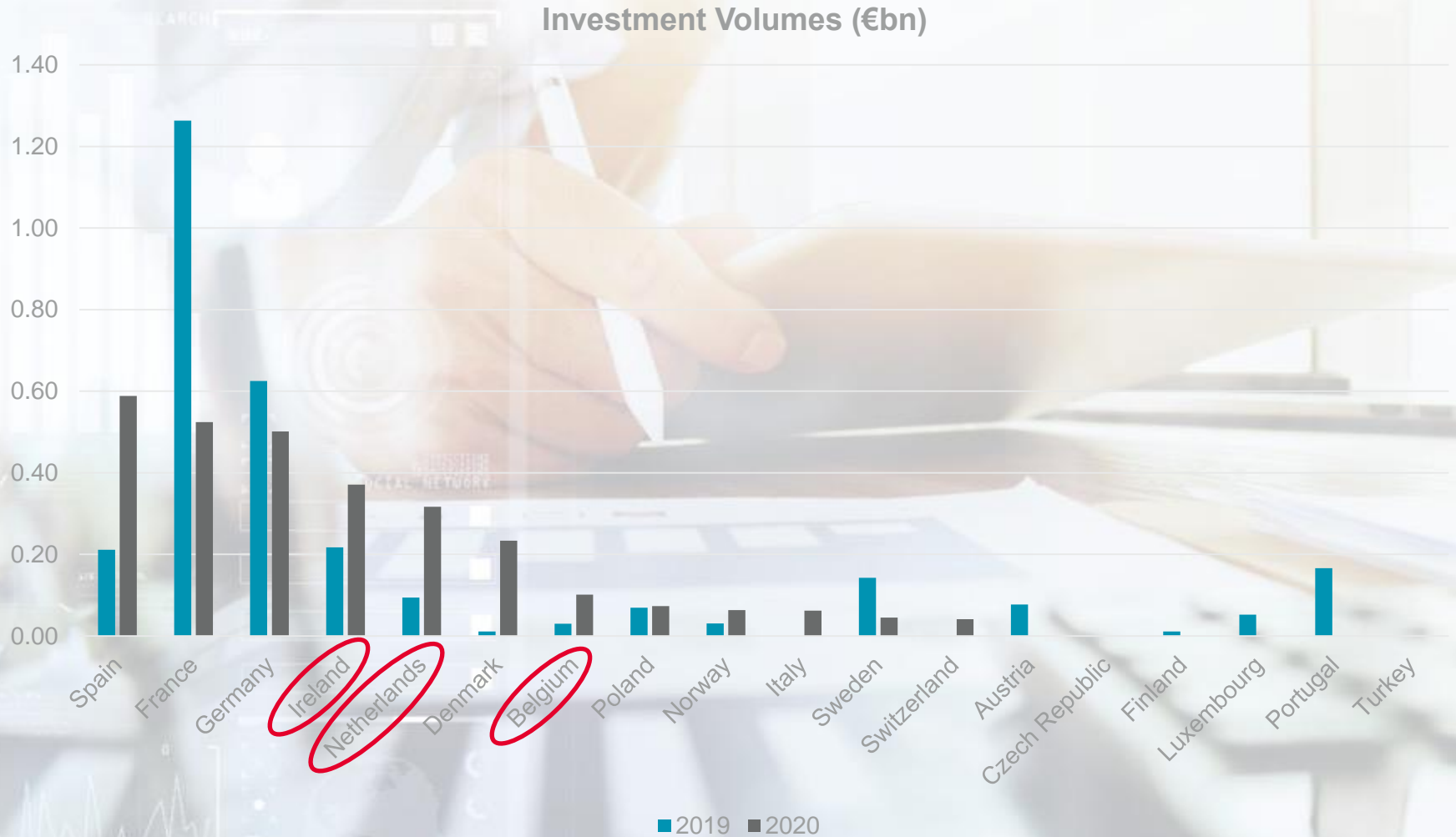
Transactional activity steady over 2020, with an increased focus on operational deals

- €9.03bn of student accommodation transactions in 2020 across Europe, down from €9.25bn in 2019.
- Excluding the UK, transactions across mainland Europe were €2.92bn, down from €3.0bn in 2019.
- There is **significant investment demand** for all Western European markets. The limiting factor for transactions remains lack of supply.

	2019	2020	2020/21 AY
	€6.25bn	€6.10bn	€1.4bn
	€0.22bn	€0.37bn	€-
	€0.03bn	€0.10bn	€34m
	€0.09bn	€0.32bn	€190m

Source: RCA

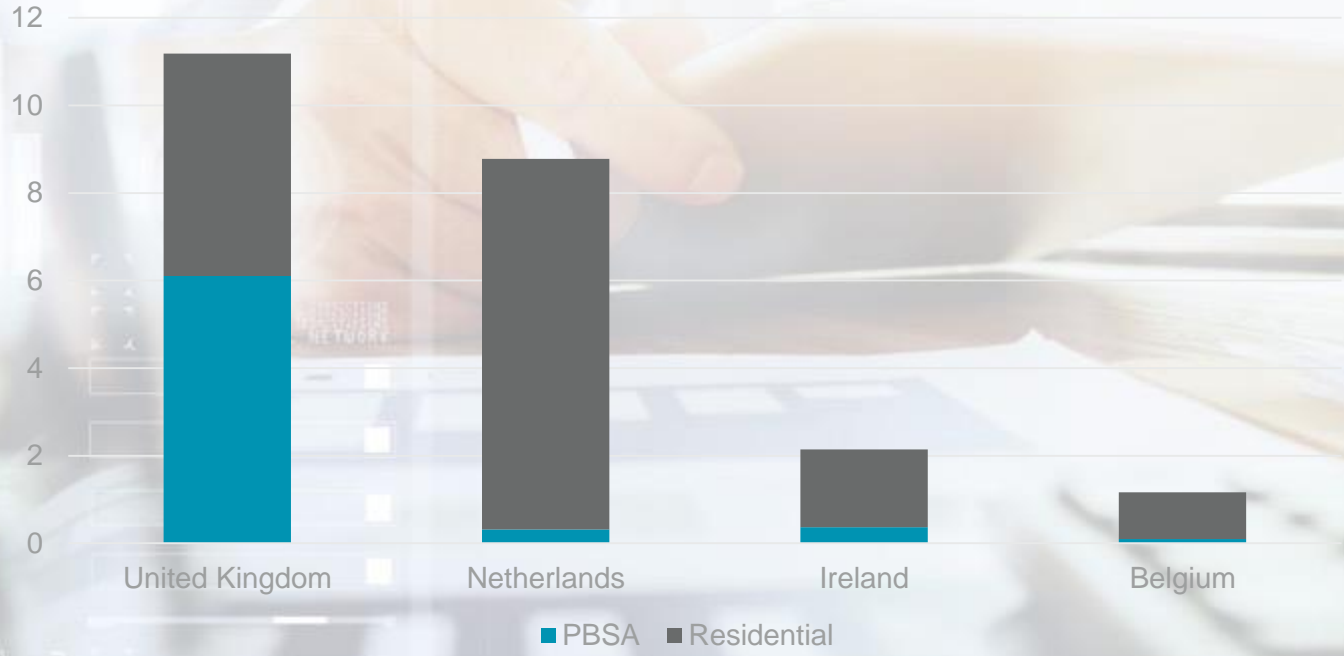
EUROPEAN PBSA INVESTMENT VOLUMES



Source: RCA

PBSA AND RESIDENTIAL INVESTMENT VOLUMES

Investment Volumes 2020 (€bn)



*Belgian residential total includes all alternatives investments

Source: RCA; Cushman & Wakefield Research

RECENT TRANSACTIONS

Significant deals this academic year include the following:

Country	Transaction	Photo	Estimated Gross Asset Value
UK	Colorado Portfolio		c. £291,000,000
UK	Mace Portfolio		c. £157,500,000
UK	Base Glasgow		c. £35,000,000
UK	Bermondsey, London		c. £43,000,000
Netherlands	Zernike Tower, Groningen		€91,500,000
Netherlands	Van Heuven Goedhartplein, Utrecht		€98,500,000
Belgium	365 Rooms, Brussels		c. €34,000,000



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THANK YOU

