

Industrial and Logistics

Advisory &
Transaction services



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Introduction

What does Triflow do?

Triflow is a consultancy agency in the commercial real estate market, specializing in comprehensive support for leasing industrial and production buildings, as well as selling investment plots. Company founded by experienced managing team from consulting agencies and leading developers.

What is Triflow's mission?

To build lasting value in business and relationships for our clients, bringing added value through comprehensive consultancy based on a full understanding of their expectations and challenges, to always deliver the most efficient solution.



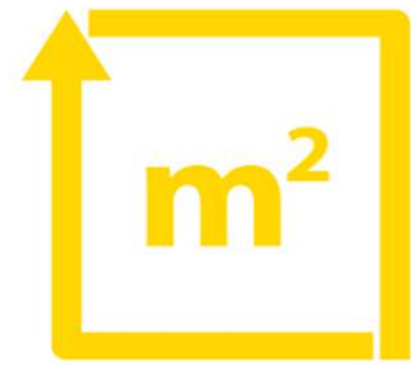


Market practice

Poland | Warehouse sector

Market overview

Q1 2024



The supply of modern logistics and industrial space stood at 32,7 million square meters by the end of Q1 2024.



The average vacancy rate for Poland stood at 7.8% at the end of Q1 2024. (+1.5 p.p. y/y)



New investments are currently emerging in the core markets. In today's market conditions, developers require 50-60% of the space to be leased before starting the investment.



Strong tenant interest, with new companies entering the Polish market.



Gross demand in 2024 was 923 000 square meters. (-6% y/y)



An noticeable decrease in the proportion of leased space by e-commerce tenants compared to the pandemic period.



Historically, there has been significant developer activity in the warehouse market. Presently, disruptions in the capital market have led to limited access to financing sources, consequently reducing the number of new investments being initiated.



The increase in rents in 2022 and early 2023 was noticeable for all Class A locations. This trend slowed down in the second half of 2023. Due to rising energy costs, increasing labor costs, and higher property taxes, operating expenses also increased. Currently, in 2024 the rental situation has stabilized.



Demand driven by logistics companies, retail chains, and manufacturing firms seeking new locations in Central and Eastern Europe.



Significant differences in vacancy rates depending on the region of Poland also translate into larger discrepancies in effective rental rates depending on the region.

How to obtain the space?

Lease

Ownership

Option 1

Leasing of
existing space

In existing building or
industrial park

Option 2

Pre-lease

In planned or under
construction buildings

Option 3

BTS
(built to suit)

Construction of a new facility
as a separated building

Option 4

Purchase

Of an existing building and
adapting it to one's specific
requirement

Option 5

Development
fee

Development of the
facility with an
Industrial Developer

Option 6

BTO
(built to own)

Development of the facility
with a General Contractor

The standard of a modern warehouse facility

Key market practices

RENTAL PERIOD

- 3 – 7 years for standard lease agreements
- 5 – 10 years for projects requiring additional financial investment related to non-standard customization of the space – for example, its adaptation for light production needs
- 10 – 15 years for build-to-suit (BTS) projects, which are tailor-made facilities customized to individual requirements on pre-selected plots (production, refrigeration, etc.)

BASE RENT

- Paid monthly in advance, fixed in EUR, paid in PLN
- Annual indexation linked to CPI indices (typically EU CPI Index)

EFFECTIVE RENT

- The method of presenting the rent as an averaged value considering financial incentives proposed to the tenant by the developer/property owner. This may include, for example, rent-free periods, contributions, and other financial incentives.

SERVICE CHARGE

- Paid monthly in advance, determined and paid in PLN. Settled annually on an "open-book" basis

SCOPE OF SERVICES INCLUDED IN THE SERVICE FEE

- Protection of the property - common areas
- Property tax
- Property insurance
- Property management
- Maintenance and repairs
- Maintenance of green areas
- Snow removal
- On-site technical staff

BANK GUARANTEE

- Bank guarantee interchangeable for a deposit, amounting to a minimum of 3 months' rent + service charges + VAT
- Parent company guarantee (in the case where the tenant is a newly established local company)

INSURANCE

- Liability insurance, insurance for own installations and equipment - covered by the tenant.
- Building insurance and developer's liability insurance included in the service charge

INCENTIVES FOR THE TENANT

- Rent free - period of rent exemption
- Financial contribution
- Partial or complete adaptation of the space to meet the tenant's individual/non-standard needs

AGENT'S FEE - RENTAL TRANSACTION

- 12 - 25% wartości rocznego czynszu plus VAT, w zależności od długości okresu najmu
- Wynagrodzenie agenta jest głównie płacone przez deweloperów (95% transakcji na rynku)



Proposed advisory services

Poland | Warehouse sector

TRIFLOW business sectors



Basic services

-
- Warehouses for rent
 - Warehouses for sale
 - Investment land
 - Build-to suit properties
 - Property management



Transaction services

-
- Contract negotiations
 - Contract renegotiations
 - Investment advisory
 - Real estate marketing
 - Location analysis
 - Project Management
 - Stand-in investor



Consulting services

-
- Land advisory services
 - Lease conditions audit
 - Service charge analysis
 - Due diligence
 - Change management
 - Space analysis and arrangement
 - Market research and reports



Additional services

-
- Technical acceptance
 - Building audit
 - Land consolidation

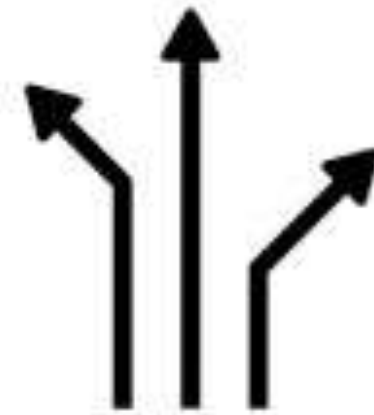


Why you can trust us



Experience

We have the knowledge, key skills and years of experience, so we always get the most attractive rental terms.



Flexibility

We focus on getting to know the individual needs and expectations of our clients in order to offer them a tailor-made offer.



Professionalism

We analyse the commercial aspects of the lease and assist in the acceptance of the property to ensure the whole process runs safely and smoothly.



Security

We take an individual approach to each client, offering out-of-the-box solutions and comprehensive support.



Commitment

We take an individual approach to each client, offering out-of-the-box solutions and comprehensive support.

The added value of TRIFLOW

Triflow builds lasting relationships and solves clients' problems through professional consultancy and mediation between developers and buyers of commercial real estate



Integrated services for our clients



- Technical support
- Care from professionals and experts
- Individual approach
- Minimization of the risk of choosing the wrong provider
- Accessibility and easy contact



- Transactional advisory
- Obtaining the best possible commercial terms
- Reduction of time and costs associated with conducting transactions



- Financing and investment advisory
- Transparency of the process
- Increased operational efficiency for the client
- Company development

Leaseing

Leasing existing space is the most popular way for tenants to acquire warehouse space. Since the warehouse construction process itself is relatively quick, many tenants opt to lease space in a newly constructed building (Pre-Lease).

Many tenants also face the choice of whether to remain in their current location or consider moving to another building/park.

This often involves changing the size of the leased warehouse or seeking cost savings (for example, by reducing utility expenses).

We recommend preparing a detailed analysis aimed at presenting the appropriate strategy for the tenant. Based on this, you will be able to decide which solution will be most optimal for your company. The expiring lease agreement is an ideal time for renegotiating the terms of future lease, verifying available solutions on the market, and preparing an appropriate negotiation strategy. Other commercial and 'soft' aspects of the lease will also be analyzed.

Our goal is to achieve:

- Establishing a timetable for negotiations with developers and discussions with the current landlord.
- Attaining the lowest rental rate available on the market.
- Negotiating on time – the landlord may delay or prolong discussions to avoid tenant relocation.
- Amending unfavorable clauses in the current lease agreement from the tenant's perspective. The renegotiation process involves professional discussions with the current lessor to secure the most favorable lease terms and address all significant aspects.

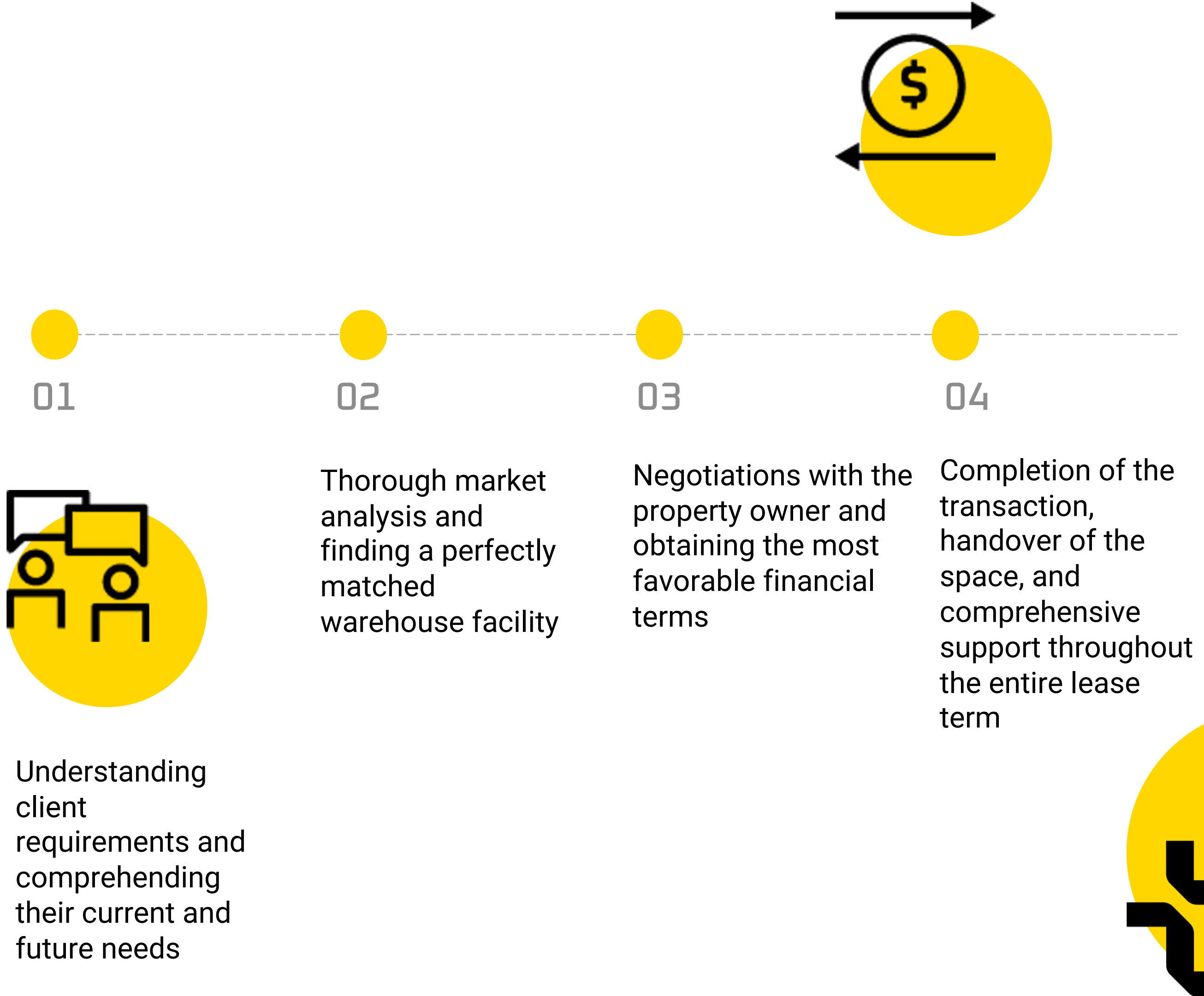
A crucial part of renegotiating with the current lessor is gaining leverage by forecasting the risk of tenant leaving the building.



To ensure the right negotiation strategy, an experienced team of qualified specialists is needed.

Triflow boasts the best experts who have documented experience in successful collaboration, bringing our clients the best results.

Leasing strategy



BTS – built to suite

Companies that cannot find warehouse space meeting above-standard requirements (from the developer's perspective) will face a dilemma: to reassess their needs and choose a property from available offers or to sign a contract with the developer for the construction of a "tailor-made" facility, called **BTS (build to suit)**.

A BTS investment is a warehouse or production facility designed and built for a dedicated recipient at a location specified by them.

Tailor-made facilities are particularly popular among entrepreneurs with specific, individual requirements regarding warehouse space or among manufacturing companies that do not want to allocate working capital to building a facility.

Built to lease

- Leasing a BTS facility is a solution for companies that do not want to commit working capital to building their own facility.
 - The tenant must designate the land and select a developer for the project through a competitive bidding process.
 - The chosen developer will conduct a comprehensive analysis of the location (due diligence procedure) and ultimately purchase the designated land.
 - The warehouse/production facility will be built and financed by a professional and experienced developer and eventually leased to the tenant based on a long-term commitment (minimum 10-year lease agreement).
- The financial structure is typically secured with external financing from funds or banks.
 - The technical specification and facility plan are prepared according to the specific needs of the tenant.
 - The developer is responsible for all environmental and construction permits, utility connections, access to roads, the construction process, operating permits, and all documents with authorities/contractors leading to the final successful handover and commencement of operations.

Built to own

- Self-investment is a solution for companies with capital and/or those willing to invest it in their own property.
 - The client will manage the entire process:
 - Selecting the location and conducting due diligence
 - Purchasing the investment land
 - Appointing architects
 - Tendering for the main construction contractor
 - Choosing a Project Manager to coordinate investor management
 - Client supervision (Investor) over the development process (Project Monitoring) is recommended but not required.
- The client or their Project Manager organizes and negotiates terms with the engineering team, including architects, contractors, and construction managers.
 - The client or their Project Manager is responsible for all environmental and construction permits, utility connections, road access, the construction process, operating permits, and all documents with authorities/contractors leading to the final successful handover and commencement of operations.

BTS – lease vs ownership

Built to lease

Advantages

- Reduced Tenant involvement
- Tenant's own capital is not required
- Collaboration with an experienced Developer makes the process more efficient
- Construction and delivery risks are on the Developer's side
- One contractual partner for the Tenant
- The Developer can expedite the process due to their experience
- Benefits arising from the scale of other developer projects

Disadvantages

- Reduced control over the construction process
- Developers generally prefer common building standards
- Obligation to provide strong guarantees - from a bank and/or parent company
- After specification agreement, significant project changes may be difficult to implement
- Changes to previous agreed technical specification can result in unexpected high costs
- Lack of experience on the client's part in such processes may result in non-market or unfavorable lease conditions, such as lack of termination clause, high rent indexing, lack of guarantees from the developer, or penalties for delay.

Built to own

Advantages

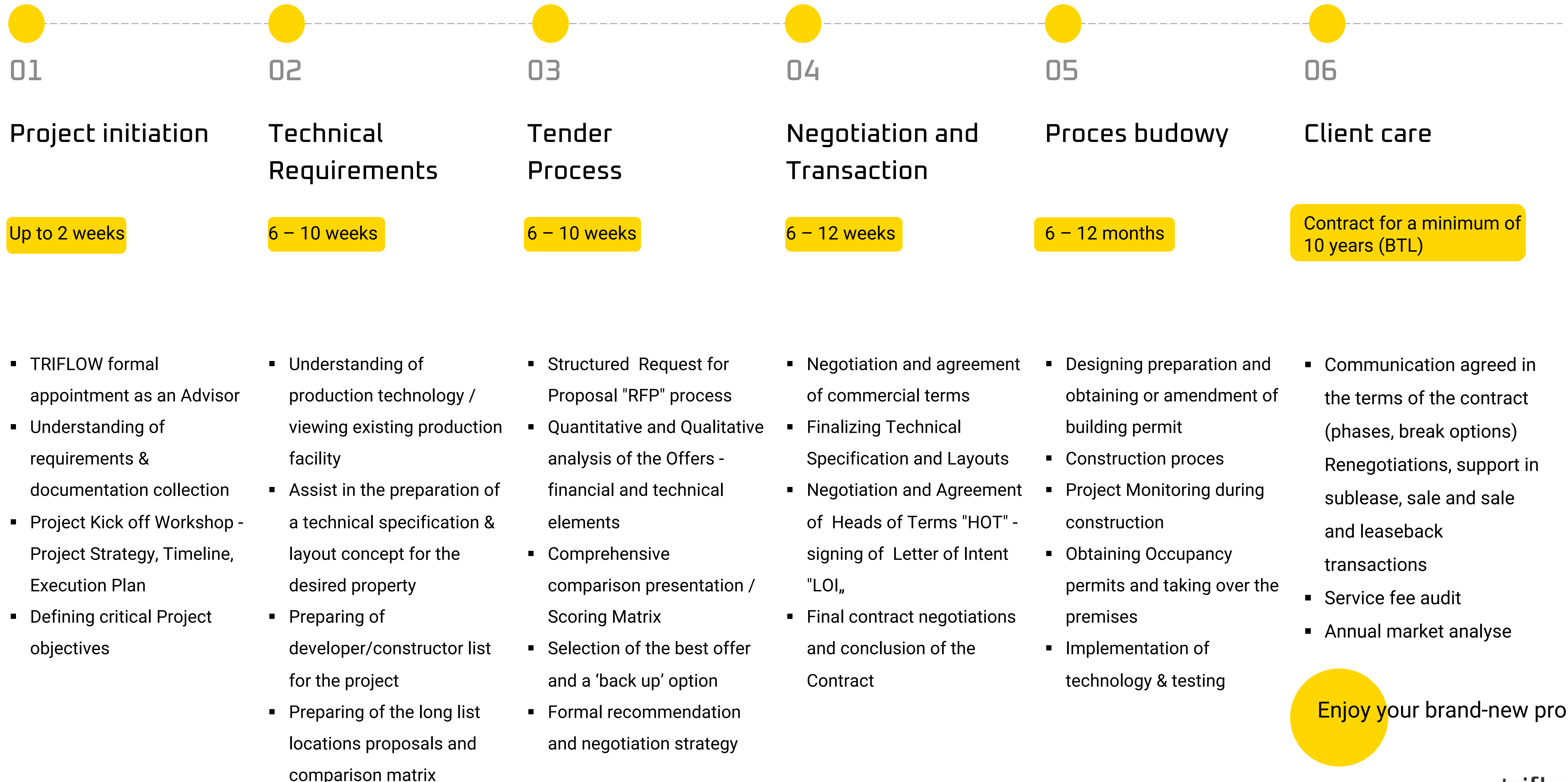
- Full process control
- Flexibility associated with a new facility
- Easy implementation process for any project changes
- Building specifications may exceed developer standards
- Benefits of potential sales and leaseback
- Potential profit from selling the facility including development premium
- No monthly rental costs
- Savings in management costs

Disadvantages

- The process requires client engagement and management
- Capital and financing are required
- The client must hire an architect, project manager, and general contractor
- Collaboration with experienced General Contractors is necessary
- The client bears full investment risk: financial, developer/construction, and time-related
- Lack of experience on the client's part in such processes can result in non-market or unfavorable conditions with the General Contractor, such as lack of termination clause, high price, lack of guarantees from the General Contractor, and penalties for delay

Transaction management

BTL/BTO projects



Ground is the foundation

Grunty inwestycyjne pod magazyny i zakłady produkcyjne.

Are you looking to buy the perfect land for commercial investment?

Not sure how to choose the right plot for investment? We will help you find a convenient location for your warehouse, logistics, or production facility. With our extensive database of lands, we can easily identify a plot located in a favorable location and tailored to the individual needs of your company. We also offer professional support in negotiations and assistance in preparing land for commercial investments. Merging several plots into one area is something we specialize in. All to make it easier for you to conduct business and help you achieve success.

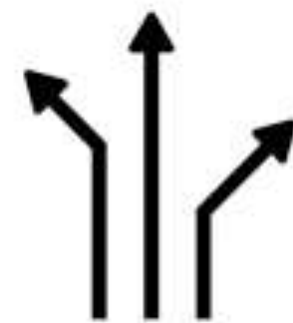


We provide professional support



Strategy

We will get to know your needs and develop the best strategy



Flexibility

We will find the ideal land for your investment, tailored to your expectations and development possibilities



Profit

We will negotiate the best terms to ensure you optimise costs and operational efficiency



Knowledge

We offer a partnership approach and professional advice at every stage of the transaction



Additional services

Poland | Warehouse sector



Additional services

• Project management

- Analysis of technical specifications for completeness, cost, and recommended market standards
- Technical acceptance of the space
- Estimation of dilapidation costs
- Supervision of obtaining occupancy permits and oversight of defect removal

• Improving building energy efficiency

- Insulation of the ramp bridge
- Insulation of the side spaces of the dock gates with side flaps by installing sealing cushions
- Installation of De-stratifiers

• Hazardous materials and fire protection

- Classification of the possibility of storing hazardous substances based on MSDS - Material Safety Data Sheets
- Advisory on equipping warehouse halls in the case of storing hazardous substances and implementing emergency procedures
- Implementation of facilities classified as ZZR - High Risk Facility, ZDR - Major Accident Hazard Facility according to the applicable Seveso III regulations
- Location selection and Safe Distance Analysis
- Consultations and documentation preparation for the development of company procedures to bring the plant into compliance with legal regulations or standards

• ESG

- BREEAM, LEED, WELL certifications, EU taxonomy, carbon neutral
- Climate neutrality, monitoring and reporting of buildings' and organizations' carbon footprint
- Building life cycle analysis (Life Cycle Assessment)
- Environmental Product Declarations (EPD)

• Energy costs in the company

- Analysis aimed at optimizing the costs of electricity and gas consumption and distribution in the company

• Service charges

- Analysis of operational costs in terms of their amount, comparison with market standards, and best market practices





Key benefits

Why Triflow?

Key Benefits of Choosing TRIFLOW as a Process Advisor

Risk reduction

Related to the selection of an inappropriate business partner or supplier - indicating the emergence of potential inconveniences that may lead to disruptions during project implementation (raising warning signals).

Financial savings

Preparation of comparative summaries regarding the costs of different development options, generating cost reports and analyses, verifying technical adjustment expenses, and conducting post-execution validation.

Time reduction

Focusing on locations that can meet the project's needs, as well as collaborating with proven suppliers, contractors, and investors.

Advisory

In terms of the **TECHNICAL AND CONSTRUCTION SCOPE OF THE PROJECT** at all stages - including assistance in the preparation of a consistent technical specification, construction monitoring, support in taking over the area.

Professional support

COMMERCIAL NEGOTIATIONS with landowners, developers, local institutions and contractors, including advice on the terms of commercial contracts with contract analysis.

Effectiveness

We guarantee that we will find a hall or land that will meet your expectations.

Transparency

Keeping the client in ongoing key communication with developers, owners and contractors.

Safety

We will negotiate the best financial conditions, which will ensure cost optimization.

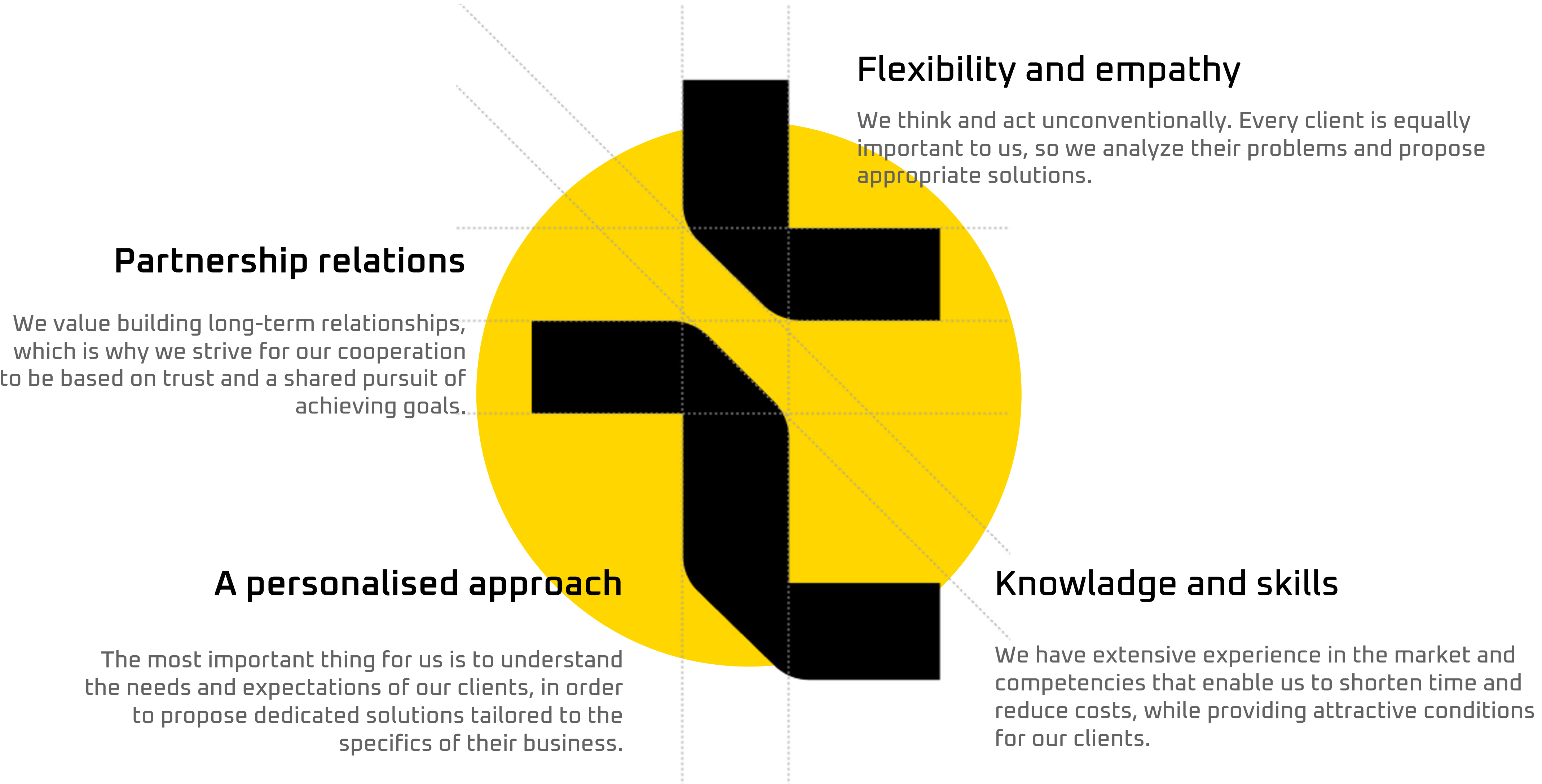
Quality

We offer only proven warehouse facilities.

Management

Time, quality, communication and documentation.

What sets TRIFLOW apart?





Our experience

Selected transactions



PANATTONI®



CBRE Investment Management



HILLWOOD
A PEROT COMPANY

Nash Tackle PANATTONI DEVELOPEMENT | Żory

SCOPE OF SERVICES

- Tenant representation
- Lease renegotiation
- Scenario analysis (relocation vs. renegotiation)
- Transactional advisory
- Technical suport

4,000 sq m of warehouse space
Transaction time: 2 months

Prosper Plast CBRE Investment Management | Czechowice

SCOPE OF SERVICES

- Tenant representation
- Lease renegotiation
- Scenario analysis (relocation vs. renegotiation)
- Transactional advisory

11.000 sq m of warehouse space
Transaction time: 4 months

Antalis HILLWOOD INVESTMENT PROPERTIES | Sosnowiec

SCOPE OF SERVICES

- Tenant representation
- Selection of location for a new production area
- Scenario analysis (relocation vs. renegotiation)
- Transactional advisory

2.000 sq m of warehouse space
Transaction time: 2 months

Selected transactions



Erontrans
PANATTONI DEVELOPEMENT | Sosnowiec

SCOPE OF SERVICES

- Tenant representation
- Selection of location for a new warehouse space
- Transactional advisory
- Technical support during space handover

10.000 sq m of warehouse space
 Transaction time: 6 months

Prosper Plast
Griffin Capital Partners | Bielsko-Biala

SCOPE OF SERVICES

- Tenant representation
- Lease renegotiation
- Scenario analysis (relocation vs. renegotiation)
- Transactional advisory

11.000 sq m of warehouse space
 Transaction time: 3 months

Duwi
Logikor | Mystowice

SCOPE OF SERVICES

- Tenant representation
- Selection of location for new warehouse space
- Transactional advisory
- Technical support during space handover

4.000 sq m of warehouse space
 Transaction time: 6 months

Selected transactions



RÖHLIG SUUS[»]
LOGISTICS

MDC²

Rohlig SUUS Logistic S.A.
MDC2 Park Gliwice | Gliwice
Q1 2023

SCOPE OF SERVICES

- Tenant representation
- Selection of location for new logistics-warehouse space
- Transactional advisory Technical support"

20 000 sq m of warehouse space

Transaction time: 7 months

Project details:

The largest Polish logistics operator Rohlig SUUS Logistic S.A. was searching for a modern logistics-warehouse space based on the following criteria:

- Ability to start operations within a strictly defined timeframe - as soon as possible
- Key consideration was the location - the warehouse had to be as close as possible to the client's target production plant, located in Gliwice
- The facility had to fit into the client's standard technical specification as much as possible
- Ensuring certainty of the offered solutions
- Expectation of comprehensive support in terms of location search, technical advice, and commercial negotiations

The search for a location was conducted for the Gliwice region and the western part of the Upper Silesian Agglomeration, due to the client's target production plant being located in Gliwice. The choice of location was determined by the availability of properties meeting the client's requirements, ongoing construction, which minimized the risk associated with the non-delivery of the warehouse, the developer's high flexibility in adapting the space to the client's requirements, as well as access to infrastructure, availability of utilities, and access to the labor market.

Among all presented options, the client ultimately decided to lease logistics-warehouse space in the MDC2 Park Gliwice, which was under construction at the time. The warehouse space was nearly 20,000 square meters, along with office and social facilities totaling approximately 300 square meters.

Triflow supported the client throughout the process, from finding the appropriate location and analyzing the situation of business partners to assessing the risk of each presented investment, to signing the agreement and concluding the transaction.

Selected transactions



Flytronic S.A. WHITESTAR REAL ESTATE | Gliwice

SCOPE OF SERVICES

- Tenant representation
- Selection of location for new logistics-warehouse space
- Transactional advisory
- Technical support

4 000m sq m of warehouse space

Transaction time: 5 months

Project details:

The Polish company from the WB group - Flytronic S.A. was seeking modern production-warehouse space based on the following criteria:

- Ability to start production within a strictly defined timeframe
- Key location in close proximity to the company's headquarters in Gliwice
- Expectation of comprehensive support in terms of location search, technical advice, commercial negotiations, and lease agreement negotiations
- Comprehensive tenant support during property handovers from the property owner

The search for a location was conducted for the Gliwice region and the western part of the Upper Silesian Agglomeration, considering the client's existing operations located in Gliwice. The choice of location was determined by the availability of properties, absence of risk related to the delivery timeframe, distance from existing facilities, access to infrastructure, availability of utilities, and access to the labor market.

Among all presented options, the client ultimately decided to lease existing production-warehouse space in Gliwice. The production area along with the warehouse space totaled over 4,000 square meters, along with office and social facilities of approximately 400 square meters.

We supported the client throughout the process, from finding the appropriate location and analyzing the situation of business partners to assessing the risk of each presented investment, to signing the agreement and concluding the transaction, and then providing support in property handovers by creating a report and conducting property inspections with a supervisor.

Selected transactions



MAKEUP
BEAUTY WITHOUT LIMITS

HILLWOOD
A PEROT COMPANY*

La Makeup Sp. z o.o.
Hillwood | Łazy

SCOPE OF SERVICES

- Tenant representation
- Selection of location for new logistics-warehouse space
- Transactional advisory
- Technical support

25 000m² sq m of warehouse space

Transaction time: 2 months

Project details:

The Polish company La Makeup was searching for a modern warehouse space for wholesale distribution and e-commerce purposes in the Warsaw area. The main project criteria were:

- Ability to start operations within a strictly defined timeframe
- Warehouse adapted for storing ADR products
- Key location in close proximity to the client's current warehouse in Raszyn near Warsaw
- Expectation of comprehensive support in terms of location search, technical advice, commercial negotiations, and lease agreement negotiations
- Capability to consolidate two warehouses into one without interrupting ongoing operations (packaging and distribution)
- Assistance in re-commercializing the vacated warehouse

The search for a location was conducted for the Warsaw region, considering the client's existing operations located in Raszyn. The choice of location was determined by the availability of properties, absence of risk related to the delivery timeframe, distance from existing warehouses, access to infrastructure, public transportation, and the developer's flexible approach.

Among all presented options, the client ultimately decided to lease existing warehouse space in Łazy. The warehouse space, along with office space, totaled approximately 25,000 square meters.

Triflow supported the client throughout the process, from finding the appropriate location and analyzing the situation of business partners to assessing the risk of each presented investment, to signing the agreement and concluding the transaction, and then providing support in property handovers by creating a report and conducting its inspection.

Selected transactions



CP Bourg
CTP | Zabrze

SERVICE SCOPE

- Tenant representation
- Selection of location for new production area
- Transaction advisory
- Technical support

3,500m² of production space

Transaction time: 5 months

Project details:

The Belgian company CP Bourg was looking for a modern warehouse-production space while planning its first branch in Poland.

Key factors during the process included:

- Ability to start production within a strictly defined timeframe
- Search for locations allowing for the employment of a 40-person team and selection of a location enabling the company's further development without the need for relocation
- Expectation of comprehensive support in terms of location search, technical advice, commercial negotiations, and lease agreement negotiations
- Need to block space for approximately 6-7 weeks due to the tenant's application to the Special Economic Zone Authority

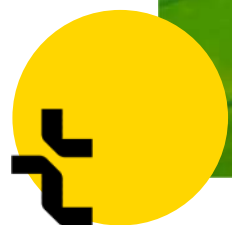
The location search was conducted for the Upper Silesian Agglomeration. Due to the client's strictly defined expectations regarding building quality and commencement dates for production activities, we focused on existing locations.

The choice of location was determined by the availability of properties, the possibility of further company development in that location, the ability to install photovoltaic panels and other solutions affecting the building's energy efficiency, access to public transportation, and the developer's flexible approach.

Among all the presented options, the client ultimately decided to lease an existing production area in the industrial zone of Zabrze. During the process, after selecting the location, the key was the ability to reserve space while the application was being processed by the Special Economic Zone Authority.

Triflow supported the client throughout the process, from finding the right location and analyzing the situation of business partners and assessing the risk of each presented investment, to signing the contract and completing the transaction.

Selected transactions



triflow

Confidential Client

Confidential Client

Sale of Investment Land | Gliwice Area Sprzedaż

- SERVICE SCOPE
- Buyer Representation
- Location Selection
- Transaction Advisory
- Due Diligence

11 hectares
Transaction Time: 2 months

Project details:

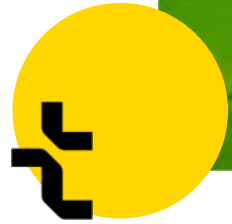
For our client - a company from the manufacturing industry, we were searching for an investment plot in the vicinity of Gliwice according to the strictly defined criteria provided by the buyer.

The location search was conducted for the region indicated by the client in the western part of the Upper Silesian Agglomeration. From the presented locations, through selection based on strictly defined parameters crucial for the buyer, we created a long list of options. Through analysis, we identified a location that met most requirements, including all key objectives.

Triflow's role was to find and present options available on the market that met the buyer's requirements and could be acquired within a strictly defined timeframe. It was important to develop an effective negotiation strategy by creating a maximally competitive environment.

We supported the buyer throughout the process, from finding the right plot, conducting property due diligence, commercial and business negotiations, to contract analysis.

Selected transactions



triflow



JINYOUNG HNS Sale of Investment Land | Skarbimierz

SERVICE SCOPE

- Buyer Representation
- Location Selection
- Transaction Advisory

2.8 hectares
Transaction Time: 4 months

Project details:

For our client - a company from the manufacturing industry, we were searching for an investment plot located between Opole and Wrocław with good transportation links according to the strictly defined criteria provided by the buyer.

The location search was conducted for the region indicated by the client. From the presented locations, through selection based on strictly defined parameters crucial for the buyer, we created a long list of options. Through analysis, we identified a location that met most requirements, including all key objectives.

Triflow's role was to find and present options available on the market that met the buyer's requirements and could be acquired within a strictly defined timeframe. It was important to develop an effective negotiation strategy by creating a maximally competitive environment.

An important aspect for the client, conditioning the purchase, was also obtaining support from the economic zone. We supported the buyer throughout the process, from finding the right plot, commercial and business negotiations, to contract analysis.

About us



Magdalena Roman

Managing Partner

Magda has over 7 years of experience in the industrial and warehouse real estate market, gained among others at CBRE. Her key responsibilities include comprehensive leasing advisory, transaction management, and tenant representation in the commercialization process of warehouse spaces. Magda also specializes in negotiating complex BTS projects.



Mikołaj Walkowski

Managing Partner

With over 7 years in real estate and 7 years in logistics, Mikołaj has gained experience among others at CBRE. Now, he successfully coordinates structured processes, establishes strong negotiation strategies with developers and business partners, and specializes in lease agreement analysis. He supports in commercial negotiations, creating competitive environments and securing the best rental rates.



Aleksander Kuźniewski

Managing Partner

With over 15 years of experience in the real estate market, prior to joining Triflow, he worked at CBRE as the Director of the Industrial and Logistics Department. Additionally, for over 3 years, he served as the Leasing and Business Development Director at the development company 7R. His key responsibilities include comprehensive leasing advisory, transaction management, and tenant representation.



Miłosz Borkowski

Business Development Director

Miłosz has over 10 years of experience in the industrial and warehouse real estate market, gained in various companies, including CBRE. His main area of expertise includes comprehensive leasing advisory, transaction management, and tenant representation during the commercialization of warehouse spaces. Operationally, he is responsible for business development in Warsaw, Central Poland, and Wrocław.



Tomasz Niczyporuk

Associate Director

Tomasz holds the position of Associate Director within the land team. With 13 years of experience in the commercial real estate market, he gained expertise, including at CBRE, where he was responsible for searching, analyzing, and offering investment land. Tomasz specializes in the industrial real estate sector, mainly in land and property transactions in southern Poland.



Thank you



Triflow
team

