

LeadCrest Capital Partners announces €20 million sale-leaseback acquisition of 3 retail warehouses in Poland



Sale-leaseback with 3W, a leading building materials distributor

PARIS, 30th May 2023 – LeadCrest Capital Partners (“LeadCrest”), the first European fund 100% dedicated to sale-leaseback and build-to-suit investments, announced entering an exclusive long-term partnership with 3W S.A. and the €20 million acquisition of an 18,200-square-meter portfolio of 3 retail warehouses in Warsaw and Katowice.

Highlights

3W, a leading home improvement retailer: 3W is one of the largest builders' merchant and home improvement retailers in Poland. Founded in 2009 by the current management team, and among the top 200 Polish companies since 2018, the firm has rapidly become a market leader, having grown both organically and externally. Its latest acquisition – Tadmar, in October 2022 – has doubled its footprint to approximately 100 branches and 1,300 employees. Through this acquisition 3W has the broadest business model on the market and will be able to comprehensively handle investments in the field of building materials construction and finishing materials, as well as external and internal installations and interior installations.

Prime portfolio: The portfolio comprises three modern retail warehouses totalling 18,200 square meters and located in prime industrial and logistics hubs. Two assets are in Warsaw: one in the city centre near Warsaw Praga station, and the other on Pulawska, one of the main arteries out of the city. The third asset is in Czeladź, Greater Katowice, Upper Silesia. All three assets are among the company’s top performers.

Long term NNN lease: The portfolio is let on a 20-year triple net master lease to 3W S.A. Rent is indexed annually to the Euro HICP.



ESG commitments: The parties have agreed to a modernisation plan which will improve the energy performance of the portfolio.

Artur Paleczny, CFO of 3W

“We are thrilled about this new alliance with LeadCrest who have shown a true understanding of our sector. We have ambitious growth plans and are delighted to be able to count on LeadCrest as a partner to help us reach our goals and extend our footprint.”

Georges Asmar, Portfolio Manager at LeadCrest Capital Partners

“We are very excited about this newly formed partnership with 3W. We were very impressed with the company’s achievements in a short period of time, and we look forward to accompanying it grow further in the coming years. Poland and the building materials / DIY sector are both key areas of investment for us, and we are delighted to have partnered with one of the best players in the country.”

LeadCrest Capital Partners was advised by firms Linklaters and Deloitte on the legal and fiscal matters, and by Arcadis on the technical aspects of this transaction.

3W was advised by firms Pirozek & Pirozek on the legal matters, and by BNP Paribas Real Estate on the commercial aspects of this transaction.

About LeadCrest Capital Partners:

Founded by a team of experts with a global track record, LeadCrest Capital Partners is the first European fund exclusively dedicated to sale-leaseback and build-to-suit investments. With offices in Luxembourg and Paris, LeadCrest assists its corporate partners in meeting their strategic objectives by funding all their real estate needs. LeadCrest invests throughout Europe in all asset classes – ranging from traditional commercial real estate to highly specific operational properties – with a particular focus on the consumer goods, industrials, healthcare and education sectors.

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