LOGISTICS & INDUSTRIAL

PROFESSIONAL SERVICE IN ALL LOGISTICS PROPERTY MATTERS
Industrial properties – a segment that comprises several asset classes and where stringent demands are made on functionality and location. You use or own an industrial or logistics property, or are planning to invest in this field? Let us look after things for you – with over 60 years’ experience, we are right at the centre of market activity and for our clients we identify new sources of potential and fresh synergies. We provide support on a regional or a national basis and can also offer you the benefits of an international network.
INTEGRATED SERVICES MAKE THE DIFFERENCE

1. LOGISTICS & INDUSTRIAL DEVELOPMENT SOLUTIONS
   Made-to-measure rental properties – we are at your side from needs-oriented planning to turnkey handover.

2. LOGISTICS & INDUSTRIAL CONSULTING
   In the increasingly complex logistics and industrial property market, our experts offer professional stock-taking and in-depth market knowledge, together with excellent concepts and solutions.

3. LOGISTICS & INDUSTRIAL RESEARCH
   With market analyses and research data focused specifically on industrial properties, we appraise the setting and the property.

4. LOGISTICS & INDUSTRIAL VALUATION
   As a basis for profitable decisions, we provide transparent value appraisals in line with German and international standards, professional ethical standards (RICS, Code of Conduct) and our own internal compliance rules.

5. DATA CENTER SOLUTIONS EUROPE
   To find the ideal data centre premises for you, we examine everything from strategic positioning through to an intensive comparison of the offerings of neutral data centre operators.
We have solutions for ...

**LOGISTICS & INDUSTRIAL ADVISORY FOR OCCUPIERS**
- Creation of an individual needs profile
- Strategic expertise during the property search
- Preparation of an objective basis for decision-making
- Property proposals in line with the set criteria
- Competent assistance in contractual negotiations

**LOGISTICS & INDUSTRIAL ADVISORY FOR OWNERS**
- Tailor-made marketing concepts
- Preparation and handling of the marketing process
- Coordination of all measures
- Targeted addressing of potential users
- Success-oriented advice during the contractual negotiations
“The positive trend for logistics investments continues. This is because capital from all over the world is looking for the best investment opportunities. With demand for space booming for years, the ideal interest and investment environment as well as attractive logistics returns, investors in Germany are finding excellent conditions for their investment projects.”

Hans-Jürgen Hoffmann
Director Logistics & Industrial Investment

LOGISTICS & INDUSTRIAL INVESTMENT

- Professional acquisition and marketing of logistics, retail and industrial properties
- Spot-on identification of relevant investors or investment products
- Individualised, targeted strategy backed by smooth procedures
- Organisation and implementation of all measures relating to purchases and sales
- Detailed analysis of the investment product within the current market environment

- Advice and support during the entire purchase or sales process
- Preparation of soundly based decision criteria
- Comprehensive service from our regional, national or international industrial specialists

You are already eyeing a particular asset or specific properties? Then take advantage of our Buy-Side Advice. Draw on flexible advisory and analysis modules covering everything from the initial appraisal of an investment product through to coordination of the entire purchasing process.
WHY NOT ASK AROUND?

IT’S DEFINITELY WHAT WE WOULD DO.
ON THE RIGHT YOU’LL FIND SOME OF OUR REFERENCES.
7 TRENDS – THE FUTURE OF LOGISTICS

MEGA-HUBS
on greenfield sites still gaining ground

SUSTAINABILITY
green building/warehouse certifications still important

NEW DELIVERY FORMS FOR LAST MILE
bicycles, drones, robots

CLOSE-TO-CITY PROPERTIES
getting smaller and smaller (<25,000 m²)

INCREASING MERGING
of logistics and production premises (omni-channel)

SMART WAREHOUSE
streamlining and fast response to customer needs through automation, computers and robots

CITY-HUBS
aim to create sustainable logistics locations close to the city centre

NEW DELIVERY FORMS
for last mile

INCREASING MERGING
of logistics and production premises (omni-channel)

SUSTAINABILITY
green building/warehouse certifications still important

MEGA-HUBS
on greenfield sites still gaining ground

CLOSE-TO-CITY PROPERTIES
getting smaller and smaller (<25,000 m²)

SMART WAREHOUSE
streamlining and fast response to customer needs through automation, computers and robots

CITY-HUBS
aim to create sustainable logistics locations close to the city centre
LOGISTICS & INDUSTRIAL ADVISORY

CONTACT THE EXPERTS

WE LOOK FORWARD TO HEARING FROM YOU.

MANAGEMENT

Christopher Raabe
Head of Logistics & Industrial
+49 (0)40-348 48-229
christopher.raabe@bnpparibas.com

INDUSTRIAL CORPORATE SOLUTIONS

Bastian Hafner
Head of Logistics & Industrial Advisory
+49 (0)211-52 00-11 21
bastian.hafner@bnpparibas.com

Michael Tomitzek
Head of Logistics & Industrial Advisory South Germany
+49 (0)89-55 23 00-39
michael.tomitzek@bnpparibas.com

EUROPEAN LOGISTICS COVERAGE

Oliver Wissel FRICS
Director European Logistics & Industrial
+49 (0)30-884 65-171
oliver.wissel@bnpparibas.com

DATA CENTER SOLUTIONS EUROPE

Arno Petzold
Director Data Center Solutions Europe
+49 (0)30-884 65-175
arno.petzold@bnpparibas.com

BNP PARIBAS REAL ESTATE

Real Estate for a changing world
NETWORK

JUST AROUND THE CORNER:
YOU CAN FIND US
ALL OVER GERMANY

10719 Berlin
Kurfürstendamm 22
+49 (0)30-884 65-0
berlin.realestate@bnpparibas.com

50670 Cologne
Im Klapperhof 3-5
+49 (0)221-93 46 33-0
koeln.realestate@bnpparibas.com

01067 Dresden
Dr.-Külz-Ring 15
+49 (0)351-79 67 57-300
dresden.realestate@bnpparibas.com

40213 Düsseldorf
Breite Strasse 22
+49 (0)211-52 00-00
duesseldorf.realestate@bnpparibas.com

45127 Essen
Kettwiger Strasse 2-10
+49 (0)201-820 22-2
essen.realestate@bnpparibas.com

60311 Frankfurt am Main
Goetheplatz 4
+49 (0)69-298 99-0
frankfurt.realestate@bnpparibas.com

20354 Hamburg
Hohe Bleichen 12
+49 (0)40-348 48-0
hamburg.realestate@bnpparibas.com

04109 Leipzig
Markt 16
+49 (0)341-711 88-0
leipzig.realestate@bnpparibas.com

80539 Munich
Maximilianstrasse 35
+49 (0)89-55 23 00-0
muenchen.realestate@bnpparibas.com

70173 Stuttgart
Lautenschlagerstrasse 22
+49 (0)711-21 47 80-50
stuttgart.realestate@bnpparibas.com
Our current Logistics market reports on selected German cities can be found on our website under “Research-Logistics market”.

Christopher Raabe
Head of Logistics & Industrial
Hohe Bleichen 12 • 20354 Hamburg
+49 (0)40-348 48-229
christopher.raabe@bnpparibas.com

Hans-Jürgen Hoffmann
Director Logistics & Industrial Investment
Goetheplatz 4 • 60311 Frankfurt am Main
+49 (0)69-298 99-140
hans-juergen.hoffmann@bnpparibas.com

Frank Eliasmöller
Director Logistics & Industrial Investment
Im Klapperhof 3-5 • 50670 Cologne
+49 (0)221-93 46 33-15
frank.eliasmoeller@bnpparibas.com

Our current Logistics market reports on selected German cities can be found on our website under “Research-Logistics market”.

Real Estate for a changing world
Our German locations

10719 Berlin
Kurfürstendamm 22
+49 (0)30-884 65-0

50670 Cologne
Im Klapperhof 3-5
+49 (0)221-93 46 33-0

01067 Dresden
Dr.-Külz-Ring 15
+49 (0)351-79 67 57-0

40213 Düsseldorf
Breite Strasse 22
+49 (0)211-52 00-00

45127 Essen
Kettwiger Strasse 2-10
+49 (0)201-820 22-2

60311 Frankfurt am Main
Goetheplatz 4
+49 (0)69-298 99-0

20354 Hamburg
Hohe Bleichen 12
+49 (0)40-348 48-0

04109 Leipzig
Markt 16
+49 (0)341-711 88-0

80539 Munich
Maximilianstrasse 35,
Building C / Entrance
Herzog-Rudolf-Strasse
+49 (0)89-55 23 00-0

70173 Stuttgart
Lautenschlagerstrasse 22
+49 (0)711-21 47 80-50

Our international presence

AUSTRIA *
BELGIUM
CYPRUS *
CZECH REPUBLIC
DENMARK *
ESTONIA *
FINLAND *
FRANCE
GREECE *
HONG KONG
HUNGARY *
IRELAND
ITALY
JERSEY *
LATVIA *
LITHUANIA *
LUXEMBOURG
NETHERLANDS
NORTHERN IRELAND *
NORWAY *
POLAND
PORTUGAL *
ROMANIA
SERBIA *
SINGAPORE
SPAIN
SWEDEN *
SWITZERLAND *
UAE
UNITED KINGDOM
USA *

* ALLIANCES

www.realestate.bnpparibas.de