

# LOGISTICS & INDUSTRIAL

PROFESSIONAL SERVICE IN ALL  
LOGISTICS PROPERTY MATTERS



**LOGISTICS & INDUSTRIAL**



**BNP PARIBAS  
REAL ESTATE**

Real Estate  
for a changing world



“RELY ON OUR  
DEDICATION.”



**Christopher Raabe**  
Head of Logistics &  
Industrial

## OUR EXPERTS FOR YOUR SUCCESS

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 ...



# USERS



# INVESTORS



# PROPERTY DEVELOPERS

## 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

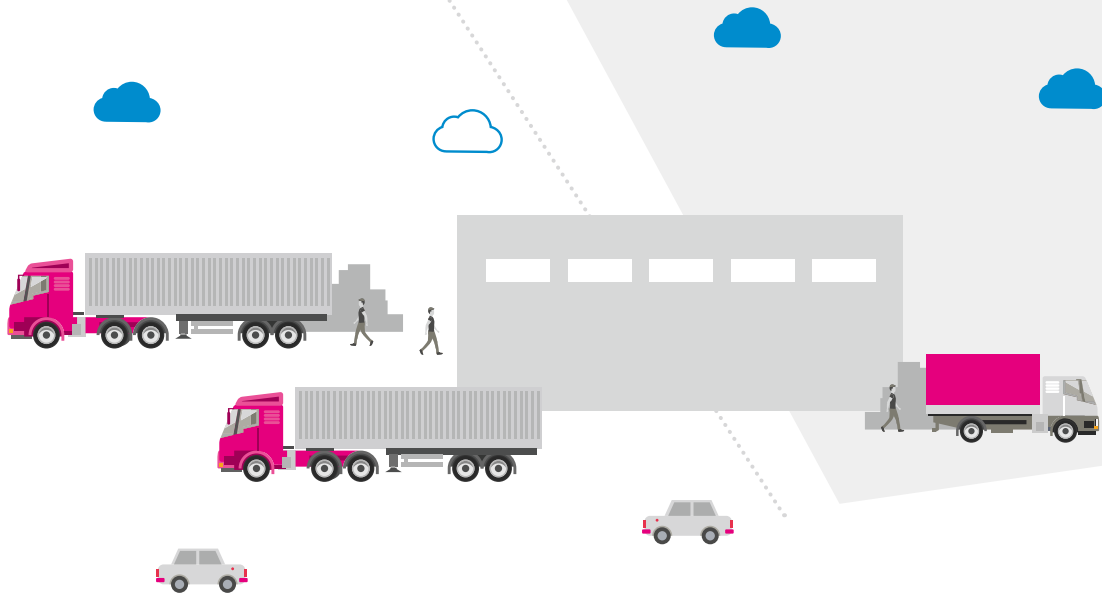
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- ▶ Professional acquisition and marketing of logistics, retail and industrial properties
- ▶ Spot-on identification of relevant investors or investment products
- ▶ Individualised, targeted strategy backed by smooth procedures
- ▶ Organisation and 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.





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## 7 TRENDS – THE FUTURE OF LOGISTICS



### MEGA-HUBS

on greenfield sites still gaining ground



### NEW DELIVERY FORMS FOR LAST MILE

bicycles, drones, robots



### INCREASING MERGING

of logistics and production premises (omni-channel)



### SMART WAREHOUSE

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



### SUSTAINABILITY

green building/warehouse certifications still important



### CLOSE-TO-CITY PROPERTIES

getting smaller and smaller (<25,000 m<sup>2</sup>)



### CITY-HUBS

aim to create sustainable logistics locations close to the city centre

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## LOGISTICS & INDUSTRIAL ADVISORY

# CONTACT THE EXPERTS

WE LOOK FORWARD TO  
HEARING FROM YOU.

### MANAGEMENT



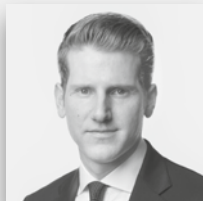
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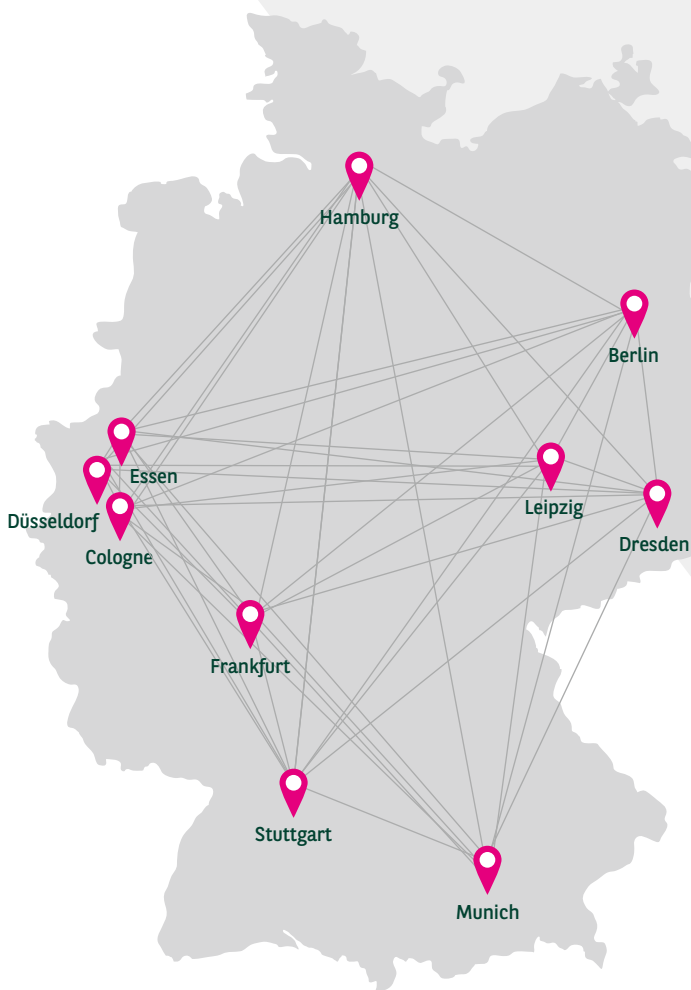
**BNP PARIBAS  
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# NETWORK

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



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



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# REAL ESTATE FOR A CHANGING WORLD

TRANSACTION | CONSULTING | VALUATION | PROPERTY MANAGEMENT | INVESTMENT MANAGEMENT | PROPERTY DEVELOPMENT



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## Our German locations

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[www.realestate.bnpparibas.de](http://www.realestate.bnpparibas.de)

## 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