



INDUSTRIAL DEVELOPMENT  
SOLUTIONS

WHY BNPPRE?

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# INDUSTRIAL DEVELOPMENT SOLUTIONS



**BNP PARIBAS  
REAL ESTATE**

Real Estate for a changing world

## Custom-built logistics and industrial properties

Apart from an intelligent concept, appropriate premises are a further vital ingredient in a company's success. Let us know your requirements and we will deliver just the property you envisage for rental or acquisition. We support you throughout the entire process here, from analysis of the site to completion of the new building.

Over 65 years of experience grappling with the finer points of the industrial and logistics markets have made us what we are today: Experts in the field of commercial property. With our solid knowledge base and strategies tailored to your individual needs, we are sure to find the right premises for you.

## From site analysis to signing the lease



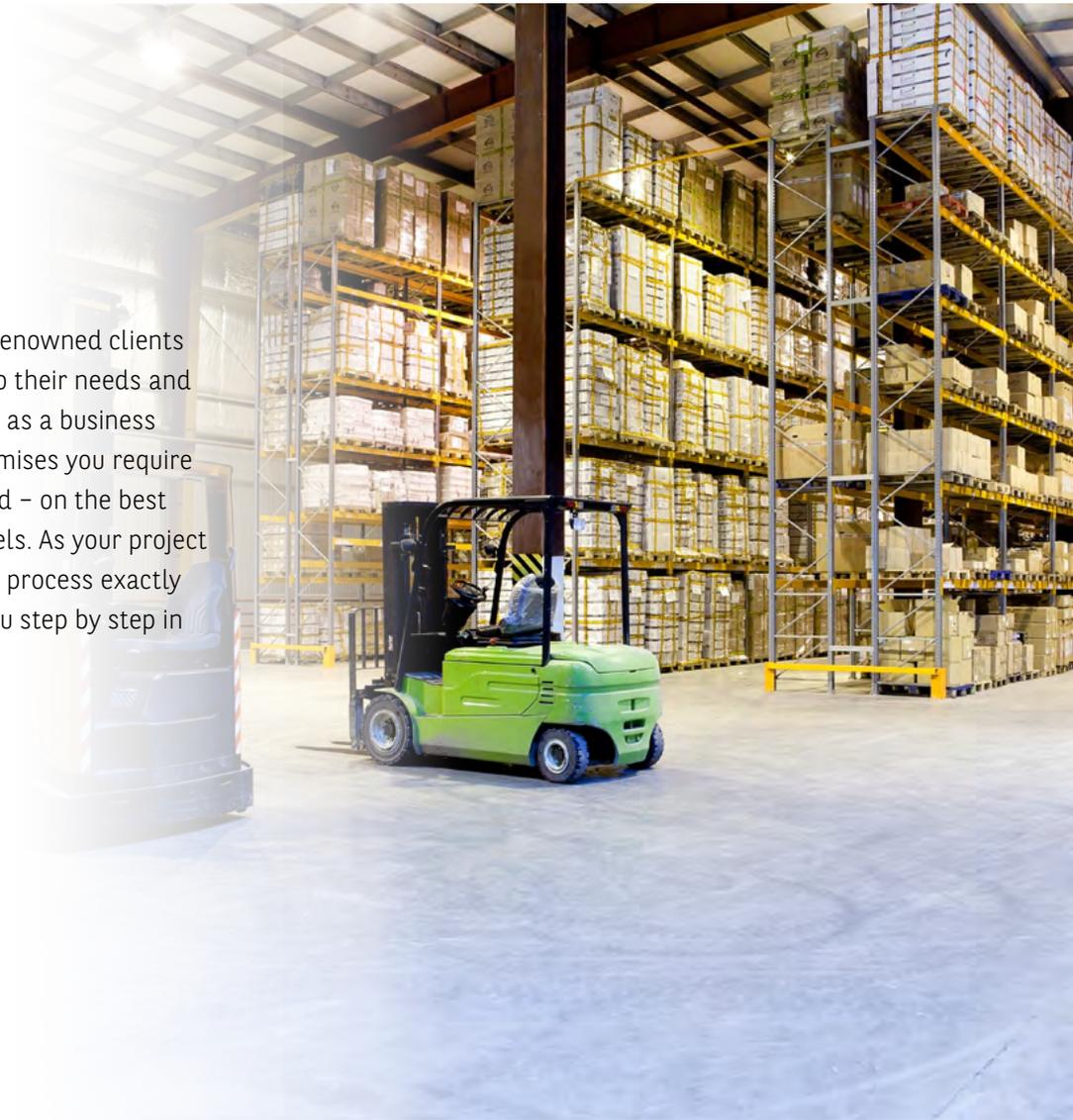
- 1 PREPARATORY PHASE / REQUIREMENTS PROFILE
- 2 TENDERING PHASE
- 3 FIRST BIDDING PHASE WITH SHORTLISTING
- 4 SECOND BIDDING PHASE WITH PRELIMINARY DECISION
- 5 FINAL NEGOTIATIONS WITH FINAL DECISION
- 6 SIGNING OF THE CONTRACT
- 7 REALISATION
- 8 COMMISSIONING

## The ideal solution

Do you require premises in a logistics or production property? But no suitable existing building is available? And above all – are you unwilling to make any compromises? In this case, we recommend having a property developed according to your needs – precisely to your specifications and without any investment in the property on your part.

## Your property on perfect terms

We have advised and supported many renowned clients in defining the ideal property tailored to their needs and finding suitable investors. Your benefits as a business enterprise: You obtain precisely the premises you require and pay rent only for the space you need – on the best possible terms, often below market levels. As your project advisors, we organise this development process exactly according to your needs and support you step by step in your decisions.



# Your full-service provider

On the basis of your mandate, we structure a bidding competition according to your terms of reference and interests and stage this competition in close consultation with you, as representatives of your company. In this complex process we provide you with in-depth advice in selecting an appropriate site, moderate negotiations and meetings, select appropriate bidders with due care and ensure genuine competition, coordinating the proceedings throughout. You decide what scope of services you require and we deliver a tailor-made result.

# Sounding out the way to success

In the preparatory phase we identify and analyse suitable sites according to your criteria. We verify whether prospective sites tick all the boxes with regard to accessibility, infrastructure and location. We conduct preliminary discussions with owners, municipal and local authorities and draw up the bidding documents for prospective investors – your future landlord. We exercise the utmost discretion at all times.



## The ideal result

In search of the ideal building, we examine, compare and evaluate the bids together with you, considering terms and conditions, deadlines, location, area, building standards, lease provisions and timing. After deciding on the final shortlist, we enter into detailed negotiations with the remaining bidders and draw up an overall evaluation as the basis for your decision.

Our aim is to provide you with the best possible and most economical overall package delivering your ideal property within the defined timescale and on the most attractive terms available from the competition.

## Your advantages

- ◆ Tailor-made property offering high functionality
- ◆ No investment in the property on your part – no tied-up capital
- ◆ Comprehensive, personal advisory services from a professional contact
- ◆ Full documentation providing for complete transparency throughout
- ◆ Objective decision-making process based on comparative assessment of economic efficiency
- ◆ Soundest possible basis to ensure project comes to fruition
- ◆ Highly competitive rental terms
- ◆ State-of-the-art standards (e.g. green building)



## Satisfied partners



### DeLaval

**DeLaval Services GmbH**

**Location:** Gallin near Hamburg

**Site area:** approx. 135,000 m<sup>2</sup>

**Warehouse and office space:** approx. 57,000 m<sup>2</sup>

### METRO

**Metro AG**

**Location:** Marl

**Site area:** approx. 550,000 m<sup>2</sup>

**Warehouse space:** approx. 225,000 m<sup>2</sup>

**Office space:** approx. 10,000 m<sup>2</sup>

### SIEMENS

**Siemens AG**

**Location:** Chemnitz

**Site area:** approx. 85,000 m<sup>2</sup>

**Warehouse and office space:** approx. 35,000 m<sup>2</sup>

CONTACT

# Your contacts



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