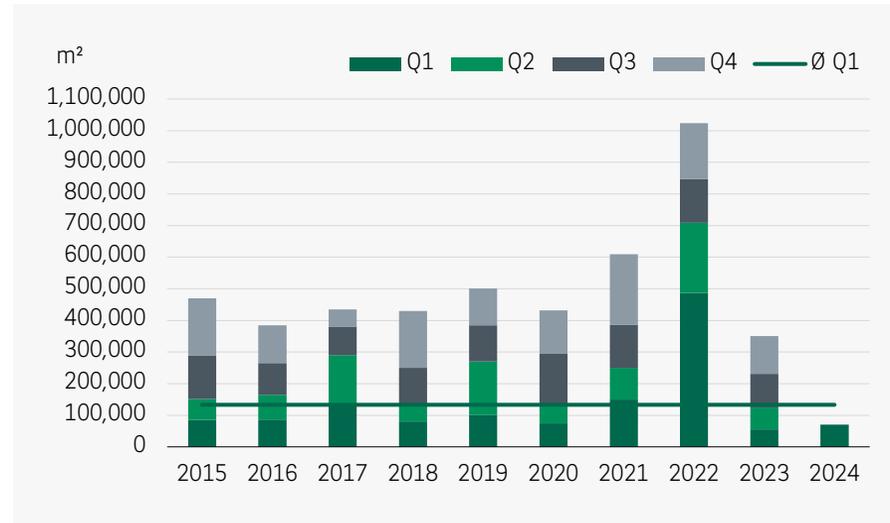


REPORT LOGISTICS MARKET

BERLIN

Q1 2024

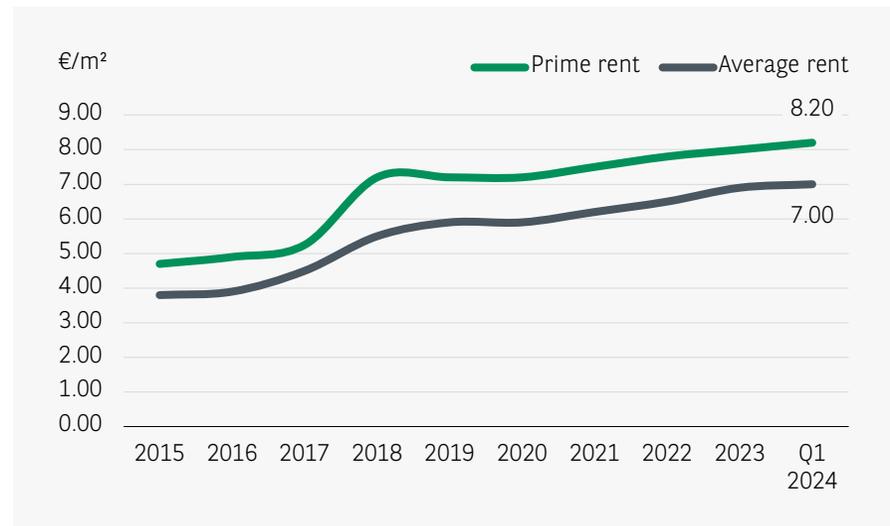
Development of light industrial and logistics take-up



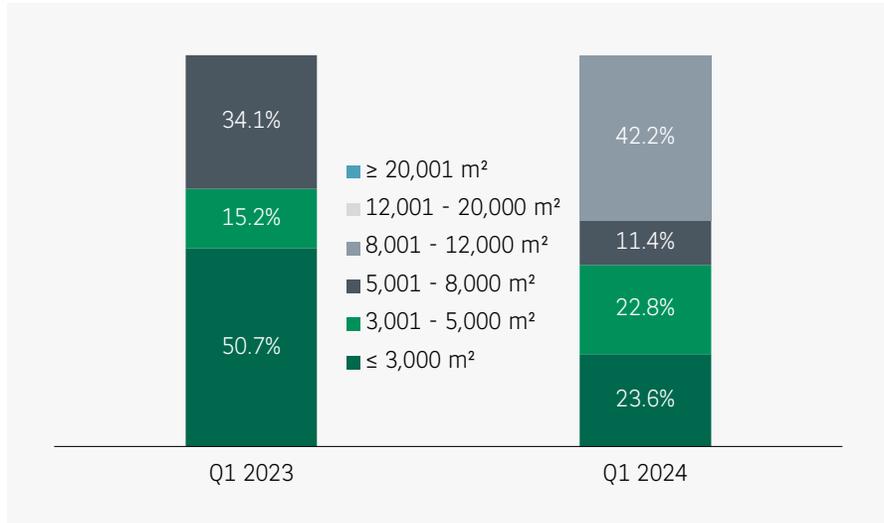
TAKE-UP INCREASE COMPARED TO THE PREVIOUS YEAR

- The Berlin logistics market recorded a take-up of 70,000 m² in the first quarter of 2024, which is around 30% below the long-term average (excluding the take-up of Tesla 2022). However, a significant increase of 27% was achieved compared to the same quarter of the previous year.
- The overall relatively weak economic environment is clearly reflected in the take-up in the top logistics markets. Some companies are still considering renting new space at an early stage and entering into contract negotiations for new leases. However, the issue of extending rental agreements appears increasingly important. Particularly in light of the significant rise in rents since the COVID-19 pandemic and the fact that adequate space is often not available at short notice, tenants are increasingly opting to extend their leases, thereby contributing to less fluctuation than in previous years. In addition, more space is currently coming onto the market for subletting and re-letting of space that is not required or is rented in excess.
- Compared to the fourth quarter of 2023, the prime rent increased by 0.20 €/m² to currently 8.20 €/m². The average rent rose slightly by 0.10 €/m² to 7.00 €/m².

Prime and average rents



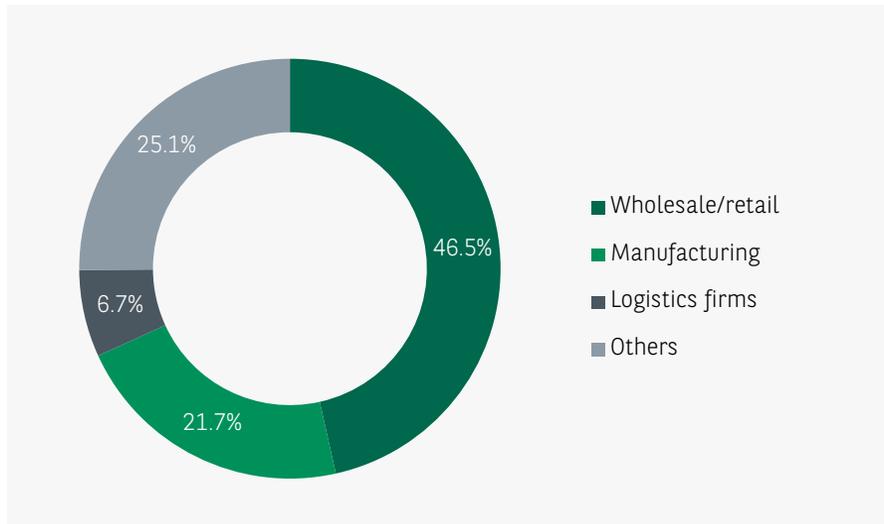
Take-up by size category



NO CONTRACTS ABOVE 12,000 M²

- To date, no major lettings over 12,000 m² have been registered. In contrast, the above-average take-up (30,000 m²) in the segment of medium-sized space between 8,000 and 12,000 m² (Ø10 years: 18,000 m²) is remarkable. Although the segment of small spaces up to 5,000 m² achieved an above-average market share of 46%, it is below the long-term average in absolute values.
- In terms of sector distribution, wholesale/retail companies account for 47% as two of the three largest leases were signed by retail companies. The largest letting was signed by pharmaceutical wholesaler Alliance Healthcare for around 11,800 m².
- Compared to last year and the long-term average (Ø 10 years: 19%), logistics firms have been underrepresented so far (7%).

Take-up by sector



Major contracts

Company	Location	m ²
Alliance Healthcare	Berlin	11,800
THW	Berlin	9,000
Peek & Cloppenburg	Falkensee	8,700
Joyson Safety Systems Aschaffenburg	Berlin	5,000

OUTLOOK

- The weak economic situation was also reflected in the Berlin market for logistics space in the first quarter of 2024. While the global economy has already recovered significantly stronger, the economy in the eurozone and Germany is also likely to slowly gain momentum in the coming quarters. As a result, the demand for space from logistics firms in particular is likely to increase over the course of the year.
- Although a significant recovery in demand is expected in the coming months, it seems unlikely that take-up will reach the long-term average (Ø10 years: 495,000 m²) by the end of the year. Structural reasons, such as the limited supply of modern space and a higher proportion of lease extensions and subletting, are also limiting a considerable increase in take-up. Nevertheless, an improvement on the previous year's result seems realistic.
- The combination of a higher supply and a lack of short-term availability of logistics space, particularly in central locations, suggests that prime and average rents will remain constant or rise slightly over the course of the year.

Key figures logistics market Berlin

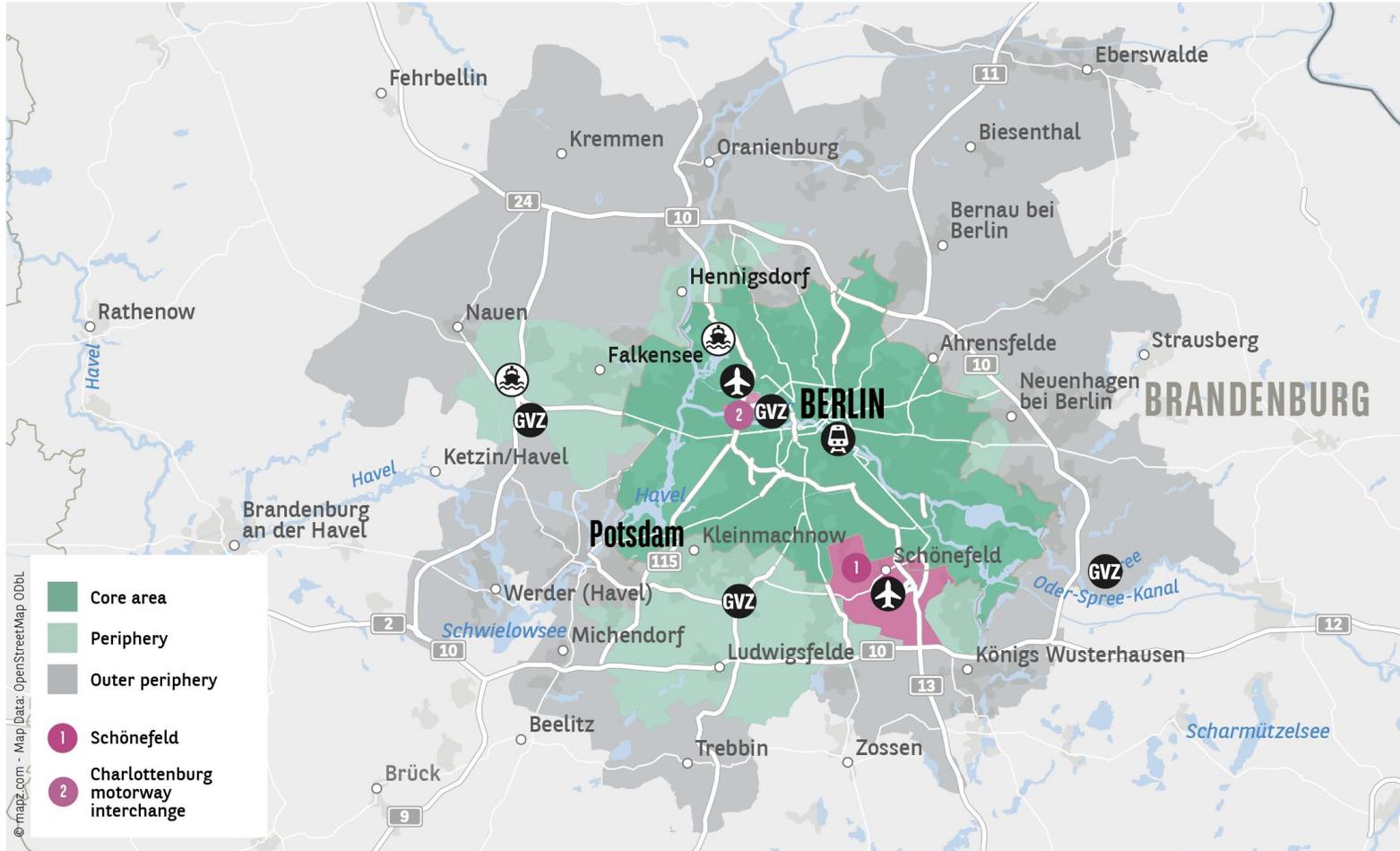
RENTS AND TAKE-UP	Q1 2023	Q1 2024	%-DIFFERENCE
Prime rent (in €/m ²)	7.80	8.20	5.1%
Average rent (in €/m ²)	6.50	7.00	7.7%
Total take-up (in m ²)	55,000	70,000	27.3%

SECTORS	Q1 2023	Q1 2024	LONG-TERM Ø
Logistics firms	2.7%	6.7%	19.2%
Wholesale/retail	59.2%	46.5%	42.9%
Manufacturing	17.8%	21.7%	23.1%
Others	20.3%	25.1%	14.8%

SIZE CATEGORIES	Q1 2023	Q1 2024	LONG-TERM Ø
Share of deals > 20,000 m ²	0.0%	0.0%	19.2%
Share of deals ≤ 20,000 m ²	100.0%	100.0%	80.8%

OWNER OCCUPIERS/NEW BUILDING SHARE	Q1 2023	Q1 2024	LONG-TERM Ø
Share of owner-occupiers	0.0%	0.0%	17.8%
Share of new buildings	37.6%	46.0%	46.9%

LOGISTICS MARKET BERLIN



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