

LOGISTICS AND REAL ESTATE 2015

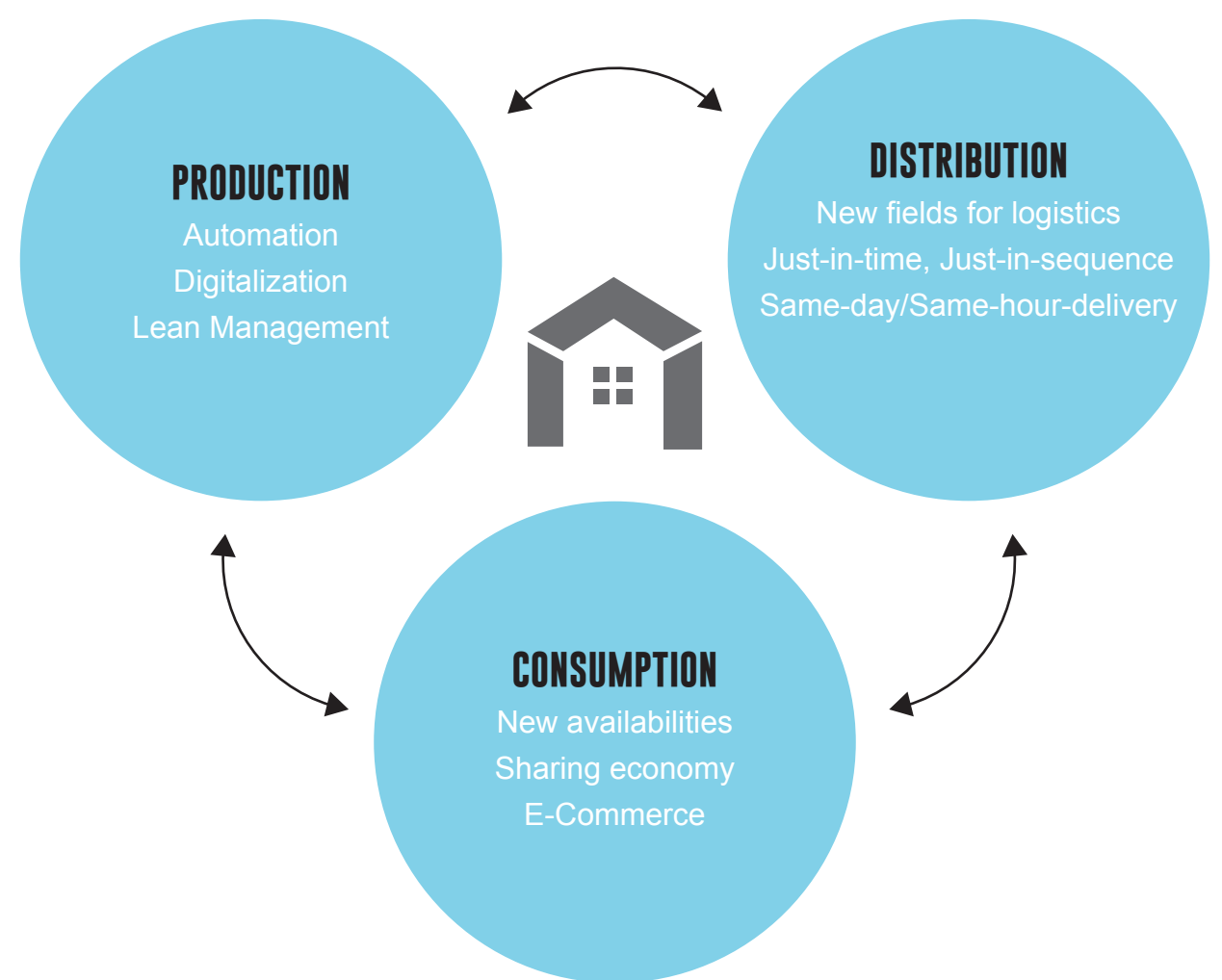
MANY ANGLES. ONE STUDY.

A new study by analysis company bulwiengesa provides the first comprehensive look at the economic importance of the German logistics real estate market, the major factors shaping its growth and the major stakeholder leading its development over the past five years.

www.bulwiengesa.de/en

MEGATRENDS

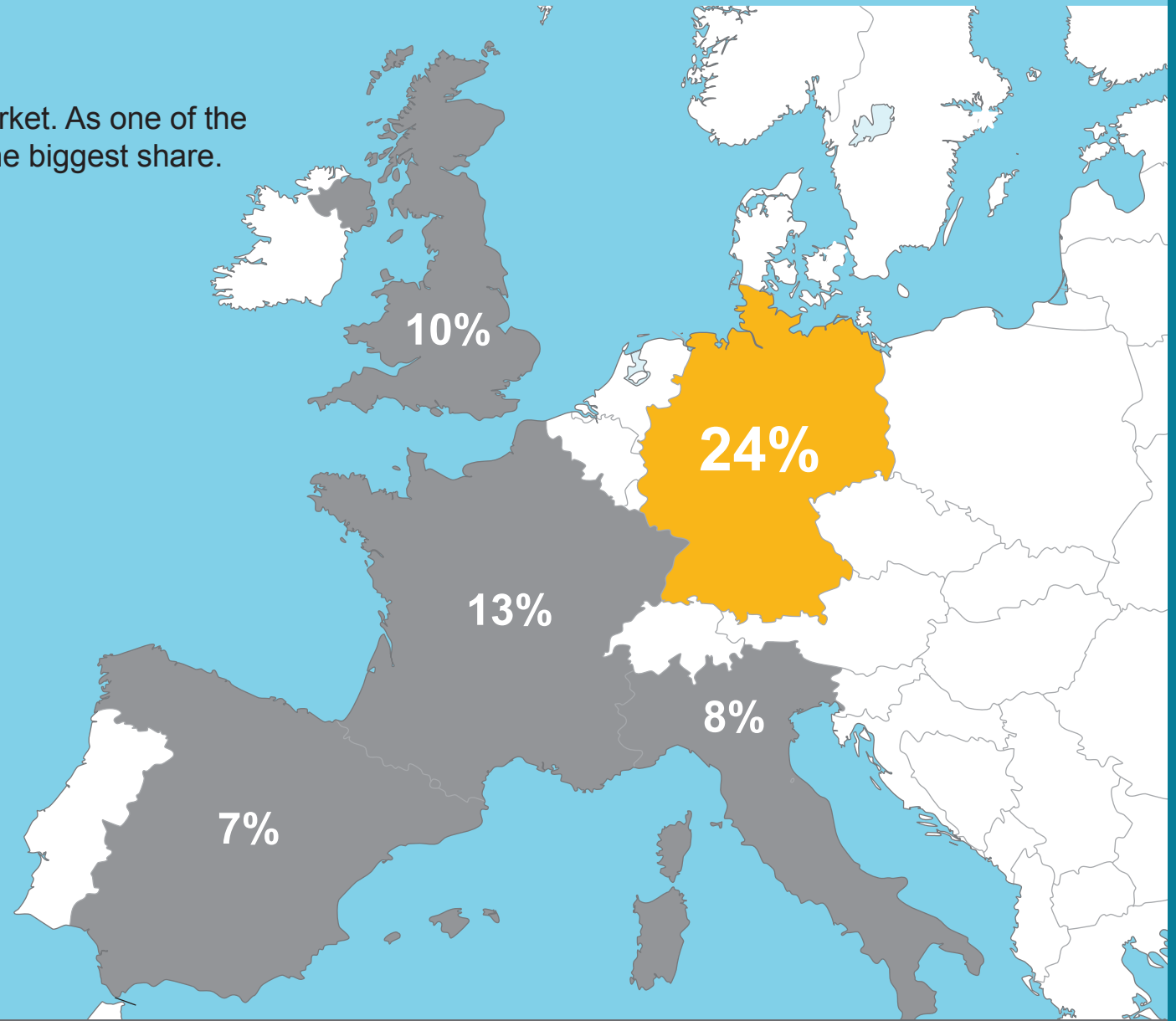
The industry has changed dramatically with the need for greater operational efficiency, a change in consumption habits and distribution requirements leading to the creation of Logistics 4.0. These megatrends will continue to shape the industry as Germany prepares to handle **3.8 BILLION PARCELS BY 2019.**



SHARE OF LOGISTICS MARKET IN EUROPE

€940 BILLION turned over on the European logistics market. As one of the world's top trading economies Germany has by far the biggest share.

IN GERMANY, 2.9 MILLION LOGISTICS EMPLOYEES GENERATED APPROXIMATELY €235 BILLION IN REVENUE IN 2014.

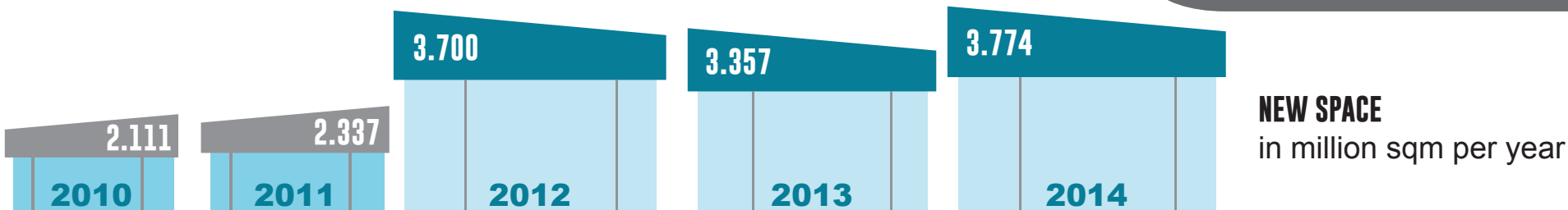


REAL ESTATE LIES AT THE HEART OF THE LOGISTICS INDUSTRY.

In the last five years, more than 15.3 million sqm of logistics real estate has been developed in the country led by property developers accounting for 40% of all new space.

TOP 3 DEVELOPERS

Goodman Group
Schwarz-Gruppe
Edeka-Gruppe



THE NEW COMPLEXITY OF MODERN SUPPLY CHAINS LEADS TO A VARIETY OF BUILDING TYPES.

Given the dynamic needs of the industry, A VARIETY OF FACILITY TYPES are needed. The size of these facilities range from LESS THAN 5,000 SQM TO MORE THAN 100,000 SQM.



PARCEL DISTRIBUTION CENTER

LAST-MILE FACILITIES

BUSINESS PARKS WITH STORAGE AREAS

TEMPERATURE-CONTROLLED WAREHOUSES

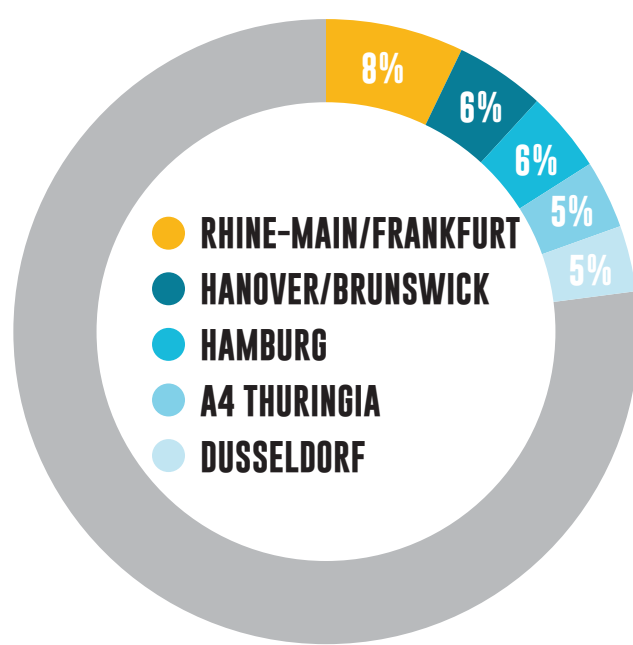
E-COMMERCE FACILITIES

DISTRIBUTION WAREHOUSES FOR ORDER-PICKING

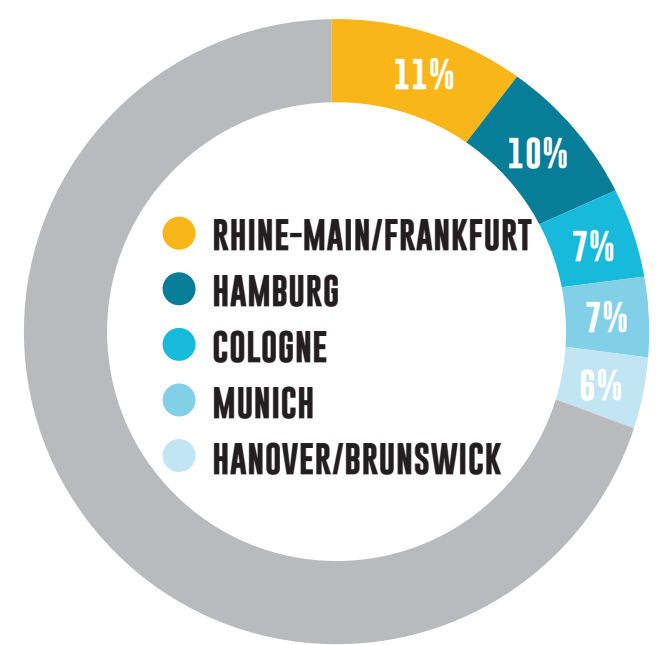
LOCATION IS CRITICAL IN REAL ESTATE

and based on economic criteria, bulwiengesa has identified **28 LOGISTICS REGIONS.** While space take-up is evenly spread across the main logistics regions, the **€7.7 BILLION INVESTED** in the market for logistics real estate shows some more distinct preferences.

DEVELOPED SPACE 2010-2014



INVESTMENTS 2010-2014



TOP 5 INVESTORS

LOGICOR
SEGRO
UNION INVESTMENT
HENDERSON GLOBAL INVESTORS
GOODMAN GROUP

Since 2010, there has been a big shift between domestic and foreign capital invested in the German logistics real estate market. **FOREIGN INVESTORS NOW ACCOUNT FOR 70%** of the capital invested in the market.

2010

DOMESTIC INVESTORS 73%

INTERNATIONAL INVESTORS 23%

2014

INTERNATIONAL INVESTORS 68%

DOMESTIC INVESTORS 32%

The average **FINANCING REQUIREMENT IS €9.8 MILLION** per facility with **SOME PROPERTIES EXCEED €100 MILLION.** The financial industry plays a crucial role in the realization of these projects with **MORTGAGE BANKS AND FEDERAL STATE BANKS** accounting for the majority of investment and development lending in 2015.

MORTGAGE BANKS

37% INVESTMENT LENDINGS
28% DEVELOPMENT LENDINGS

FEDERAL STATE BANKS

30% INVESTMENT LENDINGS
33% DEVELOPMENT LENDINGS