A year of major deals: 20 top deals for Realogis

- Realogis is defying the shortage of space for major deals

Munich, 11 March 2019 – In times where many metropolitan regions are experiencing shortages of space, it is crucial that those responsible in retail, e-commerce, logistics and production companies recognise the opportunities that present themselves in the market and seize them – whether that means developing company locations for the purpose of optimising logistics, staffing new locations quickly or fulfilling new logistics contracts to the best possible extent.

This cannot be achieved without transparency of the market, targeted and efficient consulting and speedy implementation. The Realogis Group, which specialises in logistics and industrial properties, has been one of the leading property consulting companies since it was founded more than 15 years ago. The company has 60 employees and operates throughout Germany. In 2018, Realogis concluded leases with a total volume of more than 900,000 sqm, including 20 major deals for floor spaces of 10,000 sqm.

“For companies with large floor space requirements, we draw attention to the potential. This way, we ensure that they can actually implement their logistics requirements, i.e. their specific requirements for the property, the move-in date and the strategic location in terms of transport. In situations that demand prompt action due to a narrow timeframe in particular, it is important to point out realistic solutions,” commented Florian Stork, Managing Director at the Realogis Group. “There are indeed large spaces available in the markets, and requests can be satisfied, for example in the south of Berlin,” added Ben Dörks, department head at the Realogis branch in Germany’s capital city.

The biggest deal in Southern Germany
For example, Austrian furniture retailer XXXLutz was looking for a new logistics location with just under 60,000 sqm of floor space in the Nuremberg area. However, since the city with over 500,000 inhabitants has been short of distribution and supply space of this size in particular for years, Realogis managed to convince the company to settle for the new P3 logistics park in Gottfrieding in the Lower Bavarian district of Dingolfing-Landau, located further to the south. The first phase of construction was already handed over in November, and the second will be completed in the summer of 2019. This was the largest new lease in Southern Germany in 2018.
City logistics for nationwide e-commerce start-ups
Speed is key when start-up companies roll out their Germany-wide distribution logistics involving multiple locations with 10,000 sqm of floor space while simultaneously competing with many other market participants for the best locations to ensure that their goods are delivered quickly. “Realogis has already successfully supported e-commerce start-up Flaschenpost at various top logistics locations in Germany and provided the online drinks supplier with the right logistics floor space in multiple urban settings,” said Christian Beran, Managing Director at Realogis.

Temporary spaces or alternatives following a fire
Scalability is an important topic for pure players in e-commerce in particular, and this also applies to their real estate needs. When the long-term floor space is not yet available due to scheduling conflicts, this may lead to gaps that need to be filled by leasing nearby floor space temporarily, occasionally even exceeding 20,000 sqm in size. Alternatives may also have to be found due to a fire in the previously used property – sometimes even overnight.

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Tenant</th>
<th>Location</th>
<th>sqm</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>XXXLutz</td>
<td>Gottfrieding</td>
<td>56,000</td>
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<tr>
<td>2</td>
<td>Offergeld Logistik</td>
<td>Frechen</td>
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<td>3</td>
<td>E-Commerce-Unternehmen</td>
<td>Nördlich von Leipzig</td>
<td>24,000</td>
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<tr>
<td>4</td>
<td>Euzel</td>
<td>Witten</td>
<td>22,000</td>
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<tr>
<td>5</td>
<td>Rudolph</td>
<td>Merkendorf/Abensberg</td>
<td>20,000</td>
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Realogis is the leading German consulting company for letting and investments in industrial, logistics and commercial properties in Germany. Realogis provides nearly 60 experts looking after the real estate needs of national and international companies and private and institutional investors. The Realogis Group is operating its own branches at the key German logistics locations. Active throughout Germany since 2005, the first mover in the growth market of logistics real estate reported a turnover of EUR 13.24 million in 2018.

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