

LOGISTICS & INDUSTRIAL SERVICES

CAPITAL MARKETS & AGENCY

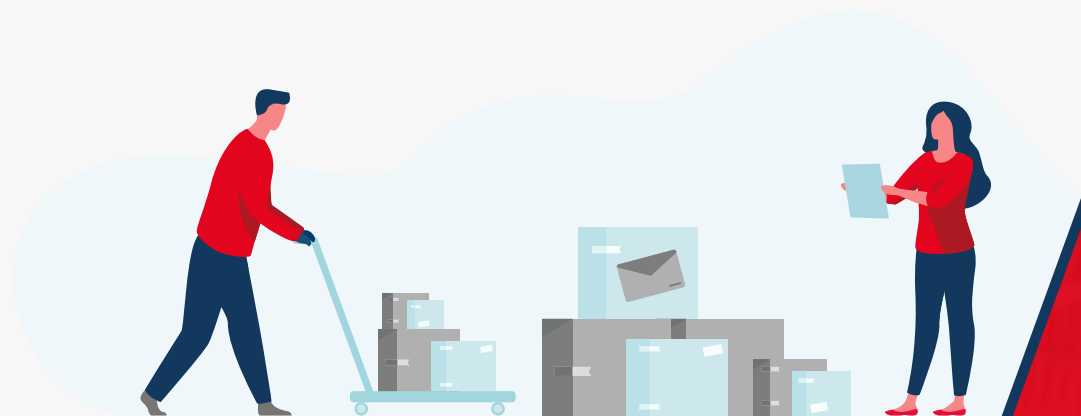


**TAILOR-MADE SOLUTIONS
FOR YOUR LOGISTICS AND
INDUSTRIAL PROJECTS**



Logistics and industrial spaces are becoming a key success factor in the era of e-commerce. We support you in all aspects from purchase, sale and rental to expansion and operation.

How and where we buy is changing. Sometimes very comfortably from the sofa, then in the store around the corner or – as a real experience – in an outlet. However, it should always be fast. This is also changing supply chains and the demands on logistics and storage space.



E-commerce is shifting the last mile and changing the industrial and logistics space requirements of retailers and manufacturing companies. C&W's logistics and industrial real estate experts predict developments, know the local and international market and find the right properties to fulfil your goals.

We advise **investors and owners** on strategy, as well as purchase and sale of their logistics and industrial spaces – regardless of whether they are individual properties or portfolios. Find the right buyer and maximize your outcome with an attractive marketing strategy and solid market data

For **occupiers**, we carry out the lease negotiations, manage construction measures and take over the operational support. Find the right space for your manufacturing and supply chain – appropriate to your processes, products and customers.

SPECIAL SERVICES FOR LOGISTICS & INDUSTRIAL



PURCHASE



SALE



LEASING



LETTING



BUILT-TO-SUIT



SALE &
LEASE BACK

FURTHER SERVICES:

Portfolio & Supply Chain strategy | New-build, Alteration, Conversion
Corporate Capital Markets | Investment Advisory

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Whether an individual property or complete portfolio, logistics hall, commercial property, industrial space or manufacturing space: We advise you on the entire purchasing process for logistics and industrial real estate. Decide on the basis of a well-founded market analysis that takes into account locational advantages and disadvantages, while always keeping an eye on your business goals and the competition. We carry out thorough due diligence so that you can feel confident when concluding the lease and are already prepared today to achieve the goals of tomorrow – not least in terms of ESG and technology.



C&W'S LOGISTICS AND INDUSTRIAL EXPERTS SUPPORT YOU IN THE PURCHASE OF YOUR PROPERTY OR PORTFOLIO:

- ✓ Understanding the market
- ✓ Create a business plan
- ✓ Evaluate locations
- ✓ With attention to cashflows
- ✓ Tenant and competition analyses
- ✓ Performing due diligence
- ✓ Provide support in the purchase contract negotiation
- ✓ Prepare on-boarding

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LOGISTICS & INDUSTRIAL SERVICES

Sell your logistics space maximising your outcome: After an intensive initial discussion and exchange of information, we determine the strengths of your property or portfolio, outline the approach to the market and discuss milestones. After due diligence, we identify the top investors, evaluate received bids and support you through to the signing and beyond.



C&W'S LOGISTICS AND INDUSTRIAL EXPERTS SUPPORT YOU IN THE SALE OF YOUR PROPERTY OR PORTFOLIO:

- 
 Estimate purchase prices
- 
 Conduct investor interviews
- 
 Set-out the sales process
- 
 Compare bids and make recommendations
- 
 Set milestones
- 
 Provide support in negotiating the purchase contract
- 
 Set up a marketing package with property photographs, virtual tours, homepage and information memorandum
- 
 Prepare off-boarding

Do you want to remain flexible and avoid high initial investment? If so, we will be happy to advise you on leasing your logistics and industrial space. Based on a checklist, we work out what is important to you and your company. We know the German and international markets and then find the right site or space the appropriate size and at the right location for you. And that fits your product and your sales processes. After a viewing, we negotiate your lease contract and prepare the space so that you can start right away.



C&W'S LOGISTICS AND INDUSTRY EXPERTS WILL FIND THE RIGHT PROPERTY FOR YOU:

- ✓ Developing a requirements profile - in terms of size, location, technology and sustainability
- ✓ Inspecting spaces & comparing offers
- ✓ Finding the right space
- ✓ Conducting negotiations & concluding contract
- ✓ Knowing and comparing market conditions
- ✓ Turn-key handover

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Are you looking for the right tenant for your logistics and industrial property? We advise you exclusively, work out the space and location advantages with you and analyse the market and competitors. Based on the property profile, we position you on the market in such a way that you find a reliable and long-term tenant. We negotiate strong lease conditions for a reliable yield.



C&W'S LOGISTICS AND INDUSTRY EXPERTS FIND THE RIGHT TENANT FOR YOU:



Developing a location and property profile



Procuring tenants



Market & competition analyses



Conducting negotiations and concluding the lease



Marketing the space

SALE & LEASE BACK

Reduce the amount of your tied-up capital and improve creditworthiness and liquidity: set your equity free via a structured Sale & Lease Back and create space for innovation and growth. After a thorough analysis of your real estate, we carry out the vendor due diligence, negotiate the purchase and lease agreements and provide support right through to the after-sales process.



C&W'S LOGISTICS AND INDUSTRY EXPERTS SUPPORT YOU IN THE SALE & LEASE BACK PROCESS:

- ✓ Real estate analysis
- ✓ Define rent level
- ✓ Show potential for appreciation and realise it
- ✓ Develop real estate strategy
- ✓ Carry out vendor due diligence
- ✓ Key points for determining purchase and lease contracts
- ✓ Conduct negotiations
- ✓ Provide After-Sale Process support

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Do you have specific requirements for distribution channels, functionality and technology? Do you need an property that is exactly tailored to your needs? We develop your logistics or industrial space specifically according to your requirements. After a thorough analysis, we look for the right location or the right property with good infrastructure, and coordinate the developer tendering. If your requirements change, we also expand your space in the existing building in accordance with the new specifications.



C&W'S LOGISTICS AND INDUSTRY EXPERTS SUPPORT YOU IN THE BUILT-TO-SUIT PROCESS:



Create a requirements profile



Make offers comparable



Find a location



Creating a basis for decision-making



Run developer tendering



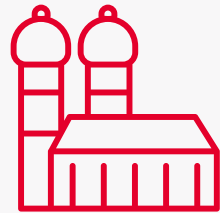
Negotiate lease

5 LOCATIONS

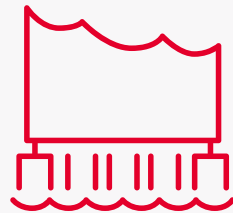
>400 EMPLOYEES



FRANKFURT



MUNICH



HAMBURG



BERLIN



DÜSSELDORF

Welcome to What's Next – as one of the leading global real estate service providers, we advise occupiers and investors worldwide on all aspects of their real estate needs. Finding suitable office space and investment assets, supporting and managing construction projects, managing and assessing the value of portfolios or creating inspiring interiors. Our 50,000 colleagues are working for our clients in more than 400 offices in 60 countries and – driven by new impulses and ideas – creating real estate solutions that will continue to be right for you in the future.

WELL-POSITIONED WORLDWIDE



\$7.8 BILLION
Turnover 2020



400
Offices



50,000
Employees



represented in
60 Countries



PROJECT & DEVELOPMENT SERVICES

Planning, consulting, new construction or alteration – we support local and international users, investors and owners in their projects in the DACH region.



GLOBAL OCCUPIER SERVICES

Success factor corporate real estate: We manage, optimise, expand and restructure your commercial real estate portfolio and thus ensure an improved balance sheet and a significant value uplift for your entire company



VALUATION & ADVISORY

Whether for internal purposes, accounting, obtaining credit or acquisitions and disposals – we appraise the value of your properties and portfolios holistically and on a well-founded basis. So that you make decisions on a solid basis.



ASSET SERVICES

Whether commercial, technical or accounting management of your properties: We ensure that all processes run smoothly, your tenants are satisfied and that the value and yield of your properties grow continuously.

LOGISTICS AND INDUSTRIAL REAL ESTATE ARE AMONG THE STRONGEST AND MOST CENTRAL ASSET CLASSES. FOR BOTH INVESTORS AND OCCUPIERS. **BECAUSE - ESPECIALLY SINCE THE ADVENT OF E-COMMERCE - THEY ARE CRUCIAL TO SUCCESS.**

CONTACT

LOGISTICS & INDUSTRIAL SERVICES

CONTACT US FOR AN INDIVIDUAL CONSULTATION



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