

P R E S S R E L E A S E

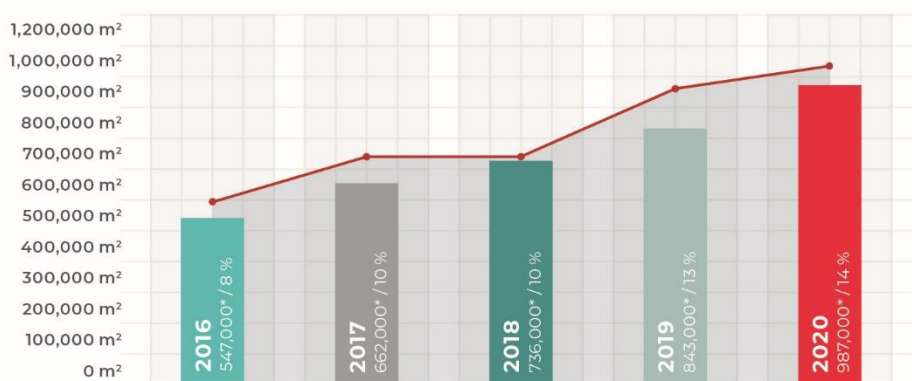
REALOGIS publishes take-up results for 2020 financial year

- Take-up increases by 17% in 2020 compared to 2019
- Group is responsible for 14% of all space in square metres brokered in industrial and logistics properties in Germany
- Property market for industry and logistics seeing huge movement

Munich, 11 June 2021- The Realogis Group, Germany’s leading player for the consulting and brokering of industrial, logistics and commercial properties, has announced its provisional take-up result for the 2020 financial year. With around 70 experts, Realogis brokered a total of 987,000 m² of rental space in industrial properties, logistics properties and business parks last year.

With accumulated total take-up of 6,900,000 m² of rental space in this market segment for all market participants in Germany, this result corresponds to a market share of 14.3%. In relation to space brokered by estate agents only, i.e. after deducting owner-occupiers and leases concluded without an estate agent*, Realogis is involved in brokering 19% and thus almost one in every five square metres in this market segment in Germany.

■ Rental space brokered by REALOGIS and its share of total German take-up in industrial and logistics properties



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*Source: Realogis

This positive result reflects Realogis’s steadily growing market penetration and leadership throughout Germany among all international and national estate agents in the country. The Group has a strategic presence at the Top 7 industrial and logistics locations: Berlin, Düsseldorf, Frankfurt am Main, Hamburg, Leipzig, Munich and Stuttgart. With a separate organisational unit, Realogis also ensures high transparency in another roughly 15 steadily growing regional industrial and logistics property markets.

According to Realogis, property experts with decades of market expertise and the capacity for dialogue are needed to tackle the complex present and future challenges in a

flexible and sustainable way. These challenges include advancing digitalisation and electric mobility, changes in consumer behaviour, the major health crisis and new climate goals.

The world is changing – and so is the production of goods and their supply chains, says the property consultant Realogis. In order to remain competitive and innovative, companies need to find the right locations and secure available properties or the right plot of land on which to build the customised or functional production property, logistics building, distribution centre, high-rack warehouse or special property.

The property consultancy group's core competencies include arranging highly creditworthy tenants for new and existing properties, assisting investors with property investments and project development, outstanding service for locating or selling sites, and the development and implementation of holistic property strategies. These are used for the benefit of national and international companies from the fields of logistics, e-commerce, retail and industry as well as private and institutional investors, municipalities and local authorities.

Market developments

The industrial and logistics sectors underwent major changes in 2020 due to several developments at once, which had a huge impact on the properties in these segments. As a result of COVID-19, the steady growth of e-commerce for consumers was fuelled further. Online retail companies therefore increasingly need property solutions for production, storage and distribution, including delivery to consumers.

When factors of uncertainty emerged in 2020 due to the pandemic, Realogis worked together closely with owners and lessors throughout Germany to maintain the stability and integrity of users' supply chains, secure the real estate needs of retail companies, manufacturers and logistics specialists, and ensure a reliable business development.

Due not least to digitalisation, the industrial sector is considering new business models. As a result, existing properties that no longer meet the current requirements are becoming available, for example, and can be converted and subsequently used for city logistics or online retail in major metropolitan areas.

Sustainably constructed new builds are often needed for smart production with completely different internal processes, particularly in terms of automation and robotisation.

When choosing a location, many companies also need to reconcile different needs with regard to the quality and type of property as well as available employees and infrastructure.

Realogis's consulting expertise also includes location solutions for the shortage of space in German metropolitan areas on the one hand and the creation of buffer stocks on the other hand for just-in-time production in order to counter the supply bottlenecks that have emerged.

*Leases concluded by owner-occupiers or without estate agents generally account for around 30% of total take-up in Germany. We have conservatively set this rate at 25% in our calculations.

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REALOGIS. No. 1 for industrial and logistics properties

The REALOGIS Group is Germany's leading player for the consulting and brokering of industrial, logistics and commercial properties.

Founded in 2005 as a pioneer for the asset class of logistics and industry, the owner-operated group has enjoyed healthy growth, is crisis-resistant and knows the German market like no other. Realogis is represented in the country's seven top logistics locations of Berlin, Düsseldorf, Frankfurt am Main, Hamburg, Leipzig, Munich and Stuttgart, while a dedicated organisational unit ensures transparency in around 15 additional regional logistics markets. 70 real estate professionals advise national and international companies from the fields of logistics, e-commerce, retail and industry as well as private and institutional investors. Quick, flexible, regional, customer-oriented and with a high volume of transactions.

Realogis' four core competencies are arranging highly creditworthy tenants for new and existing properties, assisting investors with property investments and project development, outstanding service for locating or selling sites, and the development and implementation of holistic property strategies.

In short, Realogis creates more room for its customers' success in every sense. Further information: <https://www.realogis.de/>