

PRESS RELEASE

REALOGIS – commercial player and market leader on the industrial and logistics property market and advisor for new buildings that meet ESG criteria – announces further growth

- Over 1 million m² brokered for the first time
- Double the runner-up's revenue and market penetration
- Realogis awarded the German Real Estate Prize by Immowelt in the commercial player category
- Adviser to the winner and a finalist in the 2021 Logix Awards
- 2021: Realogis aims for revenue of EUR 20 million

Munich, 28 October 2021 – Years of land and space shortages, changes in end consumer behaviour, supply bottlenecks, CO2 reduction – these are only some of the challenges facing the real estate sector, as well as industry and logistics. They require solutions to meet the needs of the general public and keep or locate production companies in Germany, as well as new approaches such as resource-efficient and socially responsible properties.

As a pioneer and consultancy specialising in industrial and logistics properties and business parks, the Realogis Group has been campaigning for this ever since it was founded in 2005. In 2020 alone, more than 70 Realogis experts across Germany brokered over 1 million m² through talks with communities and local authorities to ensure that decision-makers have a better understanding of the important role played by industry and logistics and to ensure that companies can expand or consolidate their business in Germany.

This market position has not gone unnoticed. The Realogis Group, which is deeply rooted in the market, again claimed first place in the latest ranking by the industry medium Immobilien Manager* in the "Letting of industrial, warehouse and logistics properties" category, coming out on top ahead of all other consultancy firms. With audited net commission revenue of EUR 13.9 million in the 2020 financial year in this segment alone, not only did the Realogis Group achieve unparalleled market penetration, the now seven branches that have grown organically in the metropolitan regions of Hamburg, Berlin, Leipzig, NRW (Düsseldorf, Cologne, Ruhr region), Frankfurt, Stuttgart and Munich and two nationwide units for another 15 local markets also reported more than twice the revenue and lead over the runner-up.

In October 2021, Realogis also won the German Real Estate Prize in the "Commercial player" category. The prize is awarded on the initiative of immowelt GmbH and honours "companies for their outstanding commitment, creativity, innovative strength and sustainability". It is judged by an 11-person, top-level and independent jury looking for the best in the sector.

“Realogis has been an established name on the commercial property market ever since it was founded in 2005. It takes a holistic and complete approach to consulting and maintains the highest ethical standards,” commented **Inga Beyler, member of the jury and ambassador in the Commercial Player category for the German Real Estate Prize.**

“Personally, I could not have wished for a better winner for the German Real Estate Prize in the Commercial Player category and am delighted for Realogis.”

Realogis Group is also represented in a significant share of this year’s Logix Award winners and finalists, which was also awarded in October 2021. Organizers say that the prize has been awarded since 2013 to logistics properties in Germany that go a considerable way to meeting the needs of users and investors. They must also stand out in connection with their urban development, environmental and social aspects. The winner of the 2021 Logix Awards was the Prologis distribution centre for the online retailer Euziel International GmbH in Datteln, in the Ruhr region. Realogis has advised Euziel across Germany for many years and served as an advisor and broker for Euziel’s long-term lease in this first Prologis WELL Building in Datteln.

Realogis also advised one of the three 2021 Logix Awards finalists, the project developer Baytree Deutschland GmbH, on a land purchase and conclusion of a lease with Samsung SDS for a 64,000 m² logistics centre with high environmental standards.

“The logistics, industry and real estate sectors are facing considerable challenges. Brokering over 1 million m² of rented space last year, as a commercial player and market leader in advising and brokering new and existing logistics and industrial properties we are playing a key role in shaping the market,” said **Umut Ertan, founder and partner of SCHWEIZER KAPITAL GROUP and majority shareholder in the Realogis Group.** “Our aim for this year is net revenue of EUR 20 million, which represents year-on-year growth of 30%.”

The Group’s outstanding projects this year include brokering new building plots and brownfields, letting existing properties and environmentally sustainable new buildings and the social, non-profit “Realogis helps!” campaign, which all employees across the various locations have been working on since 2017.

* Source, Immobilien Manager, edition 10/2021, Makler-Ranking, page 6

** Source: Deutscher Immobilienpreis, www.deutscher-immobilienpreis.de

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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. With over 1 million m2 of usable space and audited net commission revenue of EUR 13.9 million in the 2020 financial year, REALOGIS reported twice the revenue and lead over the runner-up in 2020.* In 2021, REALOGIS also won the German Real Estate Prize in the “Commercial Player” category, which honours companies for their outstanding commitment, creativity, innovative strength and sustainability.

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 of Greenfields and Brownfields,, 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/>

* Source: „immobilienmanager“ real estate ranking „Commercial“, 10/2021