

# **CONTENTS**



**CUSHMAN & WAKEFIELD LOGISTICS** 



YOUR CHALLENGES / OUR SOLUTIONS



#### **USERS**

- 1. Optimise your Logistics portfolio
- 2. Rent & buy your warehouses in France



#### **INVESTORS & DEVELOPERS**

- Optimise your investments and arbitrage operations
- 2. Market your assets
- 3. Evaluate your logistics assets



**RESOURCES** 

**ABOUT CUSHMAN & WAKEFIELD** 



50 000 **PEOPLE** 



WHAT'S NEXT

Combining innovative ideas, local expertise and a strong commitment to an international network of services, we create unique solutions to prepare our clients for tomorrow's real estate market.

COUNTRIES

381 <sup>Mns</sup> sq m UNDER MANAGEMENT

# A WORLD LEADER IN LOGISTICS

In terms of market share for logistics transactions in the US, China and

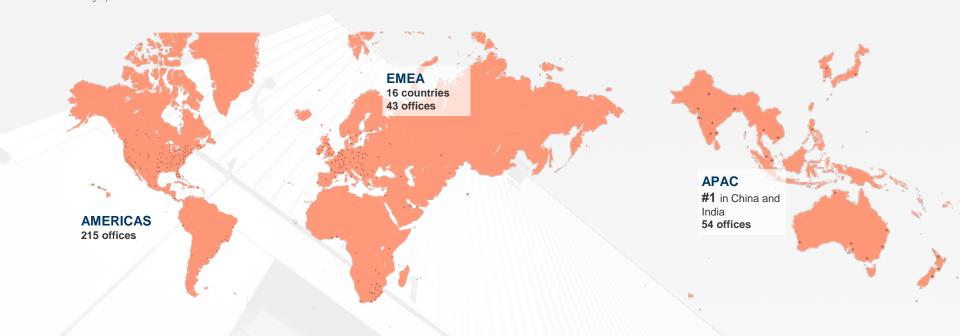
> India according to the 2017 data provided by the

8 500

Logistics transactions

119 Brokers in EMEA 54,8 M<sup>ns</sup> sq m 3,1 M<sup>ns</sup> sq m

under management in transactions



# A COMPREHENSIVE EUROPEAN NETWORK











ROMAIN NICOLLE France



HENDRIK JUNG Germany



EGOR DOROFEEV Russia



JOANNA SINKIEWICZ





ALEXIS BOUTEILLER



MENNO VAN BOXTEL Netherlands



OZAN BASTURK Turkey



JIŘÍ KRISTEK Czech Republic



FERNANDO ARCO

**SÉRGIO NUNES** 



BART VANDERHOYDONCK Belgium



LINDA PERSSON Sweden



GÁBOR HALÁSZ-CSATÁRI Hungary



PATRIK JANSCO Slovakia

#### GOS EMEA L&I Account Leads



CHRIS COLE



ADAM COOKSON

MARZIO GRANATA



ALESSANDRO MANCINI Italy

#### **EMEA Research & Insight**



LISA GRAHAM



BRUER

#### **EMEA Capital Markets**



EMEA eCommerce



CRIGHTON

# A COMPREHENSIVE EUROPEAN NETWORK - OUR AFFILIATES









#### BULGARIA

Vladimir Gurdjieff

Zhoro Angelov



#### **CROATIA**

Dragan Radulovic

Goran Zivkovic

**Predrag Tutic** 

Ivan Mihaljević



#### DENMARK

Marie Helms



#### **FINLAND**

Joni Rajaniemi



#### GREECE

Nicky Simbouras



#### ISRAEL

**Haim Toronto** 



#### KAZAKHSTAN

Semyon Yurchenko



#### NORTH MACEDONIA

Katarina Nikolov

Vlatko Bogoevski



#### **QATAR**

**Mark Proudly** 



#### **ROMANIA**

Oana Iliescu

Rodica Tarcavu

Alexandru Mitrache

Andrei Brinzea



#### **SERBIA**

Dragan Radulovic

Goran Zivkovic

**Boris Fent** 



#### **SOUTH AFRICA**

Hayley Rubin



#### **SWITZERLAND**

Natalia Ignatova



#### UKRAINE

Nick Cotton

Dmytro Pasenkov

# A TEAM OF RECOGNISED PROFESSIONALS IN FRANCE

#### **TRANSACTION**

► AGENCY LEASING



Alexis BOUTEILLER Co-Head of Logistics Head of Agency, France

**▶ CAPITAL MARKETS** 



Romain NICOLLE, MRICS Co-Head of Logistics Head of Capital Markets, France



#### **SERVICES & ADVICE**

VALUATION



Philippe GUILLERM Deputy Managing Director Valuation & Advisory France

RESEARCH



Magali MARTON, MRICS Head of Research, France

► ASSET SERVICES



Damien REVON Head of Asset Services France

TENANT REPRESENTATION



Christophe CHARREY Associate

GOS



Cedric LARNAUDIE Head of Occupier Management

# A TEAM OF RECOGNISED PROFESSIONALS

#### AGENCY LEASING



Alexis BOUTEILLER Partner Head of logistics & Industrial France



SECTEUR NORD FRANCE Christophe GALLOIS Partner Logistics Director North France



SECTEUR SUD FRANCE Ludovic DA SILVA Associate Logistics Director South France



Bordeaux

Toulouse

Lyon

Marseille Provence

Nîmes

AIX MARSEILLE **PROVENCE** 



Emmanuelle Monville

**BORDEAUX** 



Thomas Moutier

DIJON

Damien Voisenet



Gérard Codeluppi



LYON

Adrien Font

NÎMES



Quentin Vergnet

REIMS



Pierre Henault

RENNES



Stephane Dauphin

ROUEN



Sophie Codeluppi

STRASBOURG



Jérôme Clevenot



emplovees

**TOULOUSE** 



Bruno Pentecote

# **OUR CLIENTS**

#### LOGISTICIANS / SHIPPERS /RETAILERS



































#### **INVESTORS & DEVELOPERS**



















# **OUR ADDED VALUE**

## INTEGRATED APPROACH

We believe that teamwork and a multidisciplinary approach improve performance. We mobilise this diversity of ideas and expertise to provide our clients with the global vision necessary for strategic decisions and solutions that are truly adapted to their problems.



# NATIONAL AND INTERNATIONAL COVERAGE



Thanks to our international presence in 60 countries and our national network we can support our clients all over the world and provide them with local expertise and global best practices.



# HISTORICAL ACTOR OF THE LOGISTICS SECTOR

Our staff in France are all seasoned professionals with long experience in the Logistics market, which allows us to provide you with tailor-made, informed and proactive advice for all your real estate projects.

# **TECHNICAL EXPERTISE**

Industrial sites and logistics platforms are among the most complex real estate assets.

Our specialised Logistics teams have the strong technical know-how necessary to understand our clients' challenges.





# DATA AND BUSINESS INTELLIGENCE

Our database aggregates over 15 years of logistics market data. Our studies (market, competition, location, etc.) and evaluations are based on the most innovative business and market analytics tools on the market. They enable our clients to make the most informed decisions.

# YOUR CHALLENGES TODAY AND TOMORROW



# A COMPLETE AND TAILOR-MADE SERVICE OFFER

# **INVESTORS & DEVELOPERS**

- · Defining your investment strategy
- · Advice on acquisition and sale
- Marketing (rental, sale)
- Sales and marketing strategy
- · Valuation of your asset portfolio
- Technical, financial and accounting management
- Compliance with technical and environmental standards



#### **USERS**

Logisticians, shippers & e-commerce

- Search for rental or acquisition properties
- Land search
- Negotiation / renegotiation of leases
- Site redevelopment
- Sale & leaseback
- Technical audit
- Turnkey development
- · Builder calls for tenders
- Architectural competitions
- Evaluation of your platforms

**RESEARCH & INSIGHTS** 



- Analysis of logistics markets (rental & investment)
- Thematic studies (last mile, Covid ...)



# OPTIMISE YOUR INVESTMENTS & ARBITRAGE OPERATIONS

# OPTIMISE YOUR INVESTMENTS AND ARBITRAGE OPERATIONS

We support you throughout the process of acquiring or selling logistics and industrial assets.

Our extensive experience and knowledge of the French market will help you achieve your goals.

- Investment advice for sale or acquisition (unit assets or portfolios)
- Assistance with complex set-ups: joint ventures, equity investments, etc.
- Advice on optimising your assets: definition of a holding or arbitrage strategy (empty transfer, sale & leaseback, etc.)

#### OUR TEAM



Romain NICOLLE, MRICS Partner

Head of Logistics & Industrial Capital Markets, France



Paul-Antoine CORONEL Analyst

Logistics & Industrial Capital Markets, France



Richard WERSOCKI, MRICS Partner

Logistics & Industrial Capital Markets, France

#### KEYS FIGURES

- ▶ 28 years of combined experience in logistics
- More than €1 billion in transactions in 2021
- ▶ 8bn in deals signed in Europe in 2020

# OPTIMISE YOUR INVESTMENTS AND ARBITRAGE OPERATIONS

#### ► OUR STRENGTHS

- An international team perfectly adapted to a highly internationalised logistics investment market.
- A proven ability to achieve the best performance on the market for our clients.
- A detailed knowledge of the logistics players, allowing us to identify off-market opportunities for our investor clients.
- A reputation based on the highest professional and ethical standards.

#### ► LATEST REFERENCES



NORTH PORTFOLIO 150 000 sq m Client : Deka



300 000 sq m Client: Morgan Stanley

**PORTFOLIO** 

**SPARK** 



FOS SUR MER 30 000 sq m Client : AEW

#### **OUR MAIN CLIENTS**

AXA

**VIRTUO** 

**NUVEEN** 

ANGELO GORDON

**GARBE** 

**CREDIT SUISSE** 

DEKA

BLACKSTONE

BENTALL GREENOAK

SAVILLS IM

**CROMWELL** 

**BARINGS** 

UNION INVESTMENT

PANHARD...

• • •



## **MARKET YOUR ASSETS**

- We provide owners and investors with strategic advice on communication about assets in order to ensure occupancy, optimise rental values and improve investment profitability.
  - Strategic asset analysis
  - Marketing strategy and positioning
  - · Targeting and prospecting
  - Lease negotiation
  - Regular reports on market activity and trends
  - Coordination of supplementary services
  - Barycenter study (supply chain)

#### KEYS FIGURES

► 15 offices in France including 3 in Ile-de-France

► 15 professionals based in the regions



#### OUR TEAM



Alexis BOUTEILLER
Partner
Head of logistics & Industrial
France



NORTHERN FRANCE AREA Christophe GALLOIS Partner Logistics Director North France



SOUTHERN FRANCE AREA
Ludovic DA SILVA
Associate
Logistics Director South France

## AIX MARSEILLE PROVENCE



Emmanuelle Monville





Gérard Codeluppi

REIMS



Pierre Henault

#### STRASBOURG



Jérôme Clevenot

#### **BORDEAUX**



Thomas Moutier



loutier Damien Voisenet

LYON

Adrien Font



Quentin Vergnet

NÎMES

DIJON

#### ROUEN



Stephane Dauphin Sophie Codeluppi

#### TOULOUSE



Bruno Pentecote

# **MARKET YOUR ASSETS**

#### ► OUR STRENGTHS

- Integrated teams and resources with national coverage
- Strategies tailored to the assets and multi-service support
- An international network to source users worldwide
- A culture of quality advice and results

#### ► CURRENT REFERENCES



LOCAPOSTE has leased 12,862 sq m of groupage warehousing from BMO in Corbas (69).





#### BAYTREE.

Acquisition from the commune of Evin-Malmaison, of a 20 Ha plot to develop a 77,540 sq m class A logistics building.

LDLC has signed Segro a lease for 27,852 sq m in Saint-Quentin Fallavier (01). Conversion of a former industrial site into a "Segro Logistics Park".

#### ▶ OUR MAIN CLIENTS

AFW CILOGER NORTH STAR

ARGAN **PATRIZIA** 

AVIVA INVESTORS PROLOGIS

BARINGS

BLACKSTONE **SOGARIS** 

**TRISTAN** 

BMO

XPO LOGISTICS

**CBRE GLOBAL** 

**INVESTORS** 

**GOODMAN** 

**GROUPAMA** 

IKEA

**INVESCO** 



# **EVALUATE YOUR LOGISTICS ASSETS**

We advise our clients on their portfolio strategy in France and internationally, providing valuation and advisory services, particularly in relation to acquisitions, disposals, financing and internal reporting.

- Market values for real estate companies, OPCI, SCPI, investment vehicles, etc.
- Developer reviews, project evaluation
- Real estate due diligence
- Rental value

OUR TEAM



Philippe GUILLERM
Deputy Managing Director
Valuation & Advisory France

- ▶ KEYS FIGURES
  - ▶ 76 employees
  - ► 20,000 asset valuations



# **EVALUATE YOUR LOGISTICS ASSETS**

#### ► OUR STRENGTHS

- Market leader in real estate valuation in France
- Homogenous deliverables for portfolios
- Reports delivered on time
- Compliance with financial regulatory requirements
- Assessments based on access to constantly-updated market information
- Dedicated teams at the European and global level

#### ► CURRENT REFERENCES





## PATRIZIA

Valuation of a pan-European portfolio (France, Spain, Italy, Netherlands)

#### **GOODMAN**

Valuation of the entire French logistics portfolio under a 3-year appraisal contract

#### **OUR MAIN CLIENTS**

AEW CILOGER INVESCO

ARGAN NORTH STAR

AVIVA INVESTORS PATRIZIA

BARINGS PROLOGIS

BENTALLGREENOA TRISTAN CAPITAL

K PARTNERS

BLACKSTONE SOGARIS

BMO XPO LOGISTICS

**CBRE GLOBAL** 

**INVESTORS** 

GOODMAN

**GROUPAMA** 

**IKEA** 



# MANAGE YOUR LOGISTICS ASSETS

We offer institutional and private real estate investors comprehensive property management programmes throughout the life cycle of their logistics assets, in line with their operational priorities and financial objectives.

- Localised tenant relations and dynamic lease management (renewal, negotiation, etc.)
- Financial management, accounting and client reporting
- Definition and implementation of the environmental strategy for assets (HQE, BREEAM, LEED certification), management of environmental annexes
- Technical and risk management
- Management and monitoring of works

#### OUR TEAM



Damien REVON
Director of Asset Services
France



Farida KATEB
Director of Operations

#### ► KEYS FIGURES

- ▶ 80 employees
- 1.8bn sqm of logistics assets under management in 2020
- ▶ 1,300 tenants



# MANAGE YOUR LOGISTICS ASSETS

#### ► OUR STRENGTHS

- Risk and regulatory management.
- Support within an environmental approach
- Savings in operating, construction and energy costs.
- The same quality of deliverables for the entire portfolio.
- Innovative solutions and technologies for cost optimisation, streamlined operations and environmentally-friendly solutions.

#### ► CURRENT REFERENCES



#### ► OUR MAIN CLIENTS

AEW CILOGER CBRE GLOBAL

AMUNDI ASSET INVESTORS

MANAGEMENT NUVEEN

AVIVA INVESTORS PATRIZIA

BARINGS W.P. CAREY



# CBRE GLOBAL INVESTORS

Management of 25 logistics platforms (772,000 sq m) for their FEI and NN pan-European logistics funds.

# **USERS**

# LOGISTICIANS, SHIPPERS & E-COMMERCE

- Search for rental or acquisition property
- Land search
- Negotiation / renegotiation of leases
- Site redevelopment





# RENT, BUY YOUR WAREHOUSES IN FRANCE

Whether leasing or buying, we offer our clients, logisticians and retailers occupancy solutions aligned with their corporate strategy and their financial and operational objectives in order to transform their logistics property into a key strength in the development of their brand and their activities.

- Leasehold
- Negotiation, renegotiation of leases
- Search for a sub-tenant or successor
- Acquisition, sale, turnkey
- Sales & Leaseback
- Transaction advice and project management
- Development and disposal of industrial land and wasteland

#### OUR TEAM



Alexis BOUTEILLER
Partner
Logistics Agency Director,
France



NORTHERN FRANCE AREA Christophe GALLOIS Partner Logistics Director Northern France



SOUTHERN FRANCE AREA
Ludovic DA SILVA
Associate
Logistics Director Southern
France

► OUR TENANT REPRESENTATION SERVICE

A unique relationship with international players wishing to set up in France



Christophe CHARREY Associate Tenant Representation Department France

- ► IN FIGURES
  - ► 13 employees in France
  - ▶ 80 missions per year
  - ► 165,000 sq m transacted per year

# RENT, BUY YOUR WAREHOUSES IN FRANCE

#### ► OUR STRENGTHS

- A unique coverage of the French territory thanks to our network of agencies
- Strategies, analyses and decisions based on financial modelling to ensure costeffective, flexible and functional solutions
- The pursuit of serviceenhancing performance, while reducing risk and lowering operational and occupancy costs
- Innovative tools and technologies for reliable results with projects, transactions and processes

#### ► CURRENT REFERENCES





#### COLT

- Search mandate for the acquisition of 2 data centres
- Renegotiation of the lease for a 3,200 sq m data centre
- Strategic renegotiation advice for a portfolio of 7 data centres in 5 EMEA countries (total 52,500 sq m)

#### 3M

- Sale to the developer of the historical production site (3 factories, 48ha of land, 18ha of which can be developed) for redevelopment as a business/logistics park (Ile-de-France)
- Sale to an investor of an 11,000 sq m mixed-use site (office/logistics/activity) (Longvic, Dijon)
- Advice on the sale to a user of a 5,300 sq m site (Cluses)

#### Unilever

 Renegotiation of Miko's transstorage facility in Saint-Dizier

#### OUR MAIN CLIENTS

PARKER HANNIFIN

CNH

LECTA

**AKZO NOBEL** 

COLT

THYSSENKRUPP

3M

SANMINA

UTC

**UNILEVER** 



# **OPTIMISE YOUR LOGISTICS PORTFOLIO**

Capable of managing national and international logistics assets, we define, manage and execute customised, scalable real estate solutions that combine global coordination, local execution and data analytics to optimise logistics assets and implement significant cost-saving plans.

- Monitoring and administration of rental contracts using management tools
- · Accounting and budgetary assistance
- Advice on renegotiations and exits
- Consulting in connection with international establishment strategy
- Implementation of performance management dashboards
- Portfolio benchmarking and decisionmaking tools
- Definition and implementation of savings plans

#### OUR TEAM



Laurence GIROD
Director Global Occupier
Services France



**Cédric LARNAUDIE**Partner
Director Occupier Management

#### ▶ KEYS FIGURES

- ► 10 employees in France
- ▶ 165 in Europe
- ▶ 1 centre of excellence in Budapest
- ► 6.5M sq m transacted



# OPTIMISE YOUR LOGISTICS PORTFOLIO

#### ► OUR STRENGTHS

- Flexible strategies that adapt to the evolution of the company
- The pursuit of serviceenhancing performance, while reducing risk and lowering operational and occupancy costs
- Innovative tools and technologies for reliable results with projects, transactions and processes

#### ► CURRENT REFERENCES





# BRAMBLES

Integration + optimisation of the portfolio of 501 assets in 51 countries (25 Mn sq m) Cost reduction target massively exceeded

# OCEAN NETWORK EXPRESS

Acquisition of 46 sites in 21 countries, merger/closure of existing sites

#### ▶ OUR MAIN CLIENTS

**CARRIER** 

PSA

**THALES** 

SOGETREL

TETRA PAK

**SULZER** 

**SONEPAR** 

AKZO NOBEL

SCHNEIDER ELECTRIC

PHILIP MORIS INTERNATIONAL

L'ORÉAL



# ACCESS TO THE MOST INNOVATIVE ANALYSES AND RESOURCES



With over 30 research staff in Europe and over 200 market surveys and trend analyses per year, we give you access to a comprehensive understanding of local, regional and global markets and the full range of offers.

Quarterly and thematic studies

Our analysis and business intelligence tools contribute to informed decision-making.



# INTERACTIVE MARKET ANALYSES

# NEARLY 15 YEARS OF LOGISTICS DATA AVAILABLE IN INTERACTIVE DATA VISUALISATION FORM

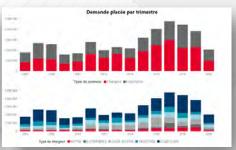
## 2 669

user transactions (rentals and sales)

= 44 million sq m.

Geographical analysis, transaction type, quality of areas, warehouse class, type of tenant (GDA, GDS, e-commerce, industry, logisticians, etc.)





## 611

investment transactions

# = 2.4 billion euros in acquisitions/disposals

Geographical analysis, unit assets or portfolios, amount range, occupancy rate, search by investors



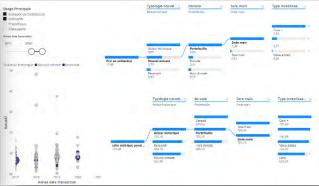
# **INTERACTIVE MARKET ANALYSES**

405 active offers

= 14.4 million sq m.

Geographical analysis, quality of spaces, availability date, status of development operations





# GLOBAL OCCUPIER METRICS

smart data for your real estate

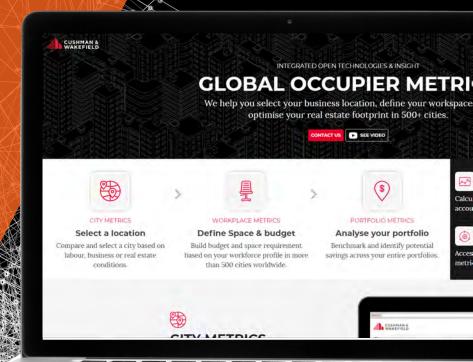
#### A SINGLE Real Estate Intelligence portal to help you:

- Optimise your property portfolio
- Evaluate your locations
- Estimate your workspace

**INNOVATION** Award



occupiermetrics.com



9,000 users in 100 countries





#### **CITY METRICS**



Combines development modes with market knowledge to provide a unique view of occupancy costs in over 170 markets



#### **PORTFOLIO METRICS**



# Comparative portfolio analysis

Identification / quantification of optimisation levers



#### **LOGISTICS METRICS**



Instant access to the occupancy costs of Business and Logistics markets in nearly 100 markets



#### **WORKPLACE METRICS**



Define the programming of target areas according to different development methods

# **CONTACTS**

#### MARKETING

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#### **CAPITAL MARKETS**

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#### **TENANT REPRESENTATION**

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#### **VALUATION**

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#### **ASSET MANAGEMENT**

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#### PORTFOLIO OPTIMISATION

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