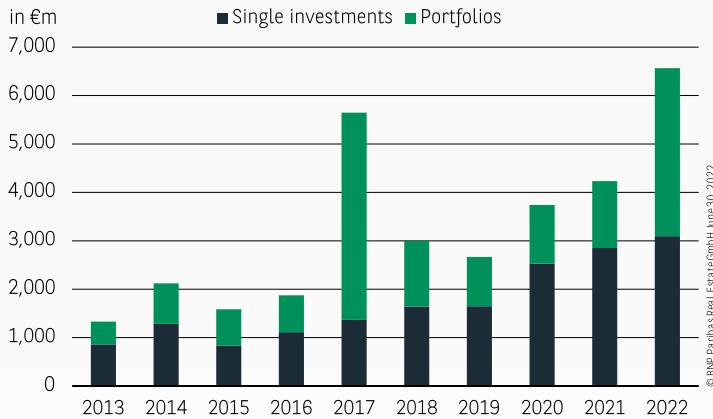




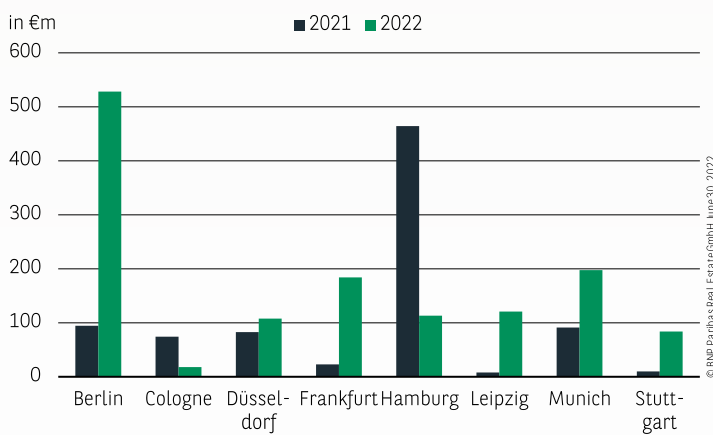
At a Glance **Q2 2022**

LOGISTICS INVESTMENT MARKET GERMANY

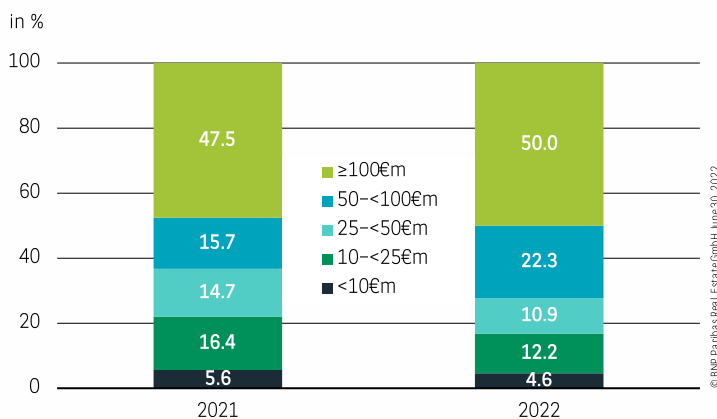
Logistics investments in Germany H1



Logistics investments in important markets H1



Logistics investments by € category H1



RECORD HALF-YEAR WITH OVER €6 BILLION

In the last three months, the logistics investment market was able to pick up where it left off after the first quarter and set another new record in the middle of the year. With a transaction volume of almost €6.6 billion, the overall result was even twice as high as the long-term average, and the very good result from the comparable period of the previous year was also exceeded by 55%. The fact that logistics investments now form an important pillar of the entire commercial real estate investment market is underlined by their share of around 22% and their repeated second place behind office investments in the asset class ranking. Another factor that speaks for the high stability of the logistics investment market is the distribution of volume between individual and portfolio deals: Thus, package sales (53%) and individual transactions (47%) account for almost equal shares, with portfolios (€3.5 billion) achieving their second-best result and individual investments (€3.1 billion) their best. However, the lively market activity is not only evident in the volume, but also in the number of deals, with over 160 sales. Nevertheless, due to the changed interest rate environment, the circle of investors in the core segment has recently shrunk and the dynamics have slowed down somewhat as a result.

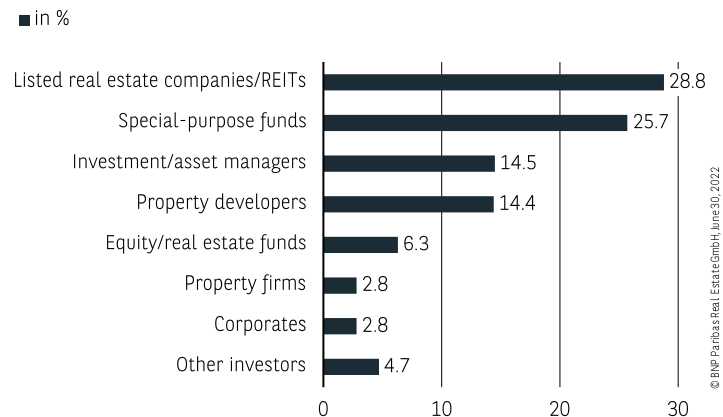
TOP MARKETS +60%, SALES INCREASE IN 6 LOCATIONS

In the first half of the year, the major locations accounted for almost 1.4 billion, which is also a new record. In total, six out of eight major logistics hubs display increases in turnover, contributing to the top markets achieving a result that was almost 60% higher than in the previous year. The most decisive driver here was the capital Berlin, which clearly stood out at the top with a volume of €528 million. Between €100 and 200 million were also invested in Munich (€198 million), Frankfurt (€184 million), Leipzig (€121 million), Hamburg (€113 million) and Düsseldorf (€108 million). However, Stuttgart (€84 million) also has a good total, while no major logistics investments have yet been registered in Cologne (€18 million). It is also noteworthy that, with 79% of the total, a very high volume is once again to be found outside the top markets.

50% WITH BIG DEALS ABOVE €100 MILLION

The broad base of logistics investments is also reflected in the size categories: both deals from €100 million and investments up to this mark are each responsible for half of the volume. Without exception, all categories achieved above-average results by the middle of the year.

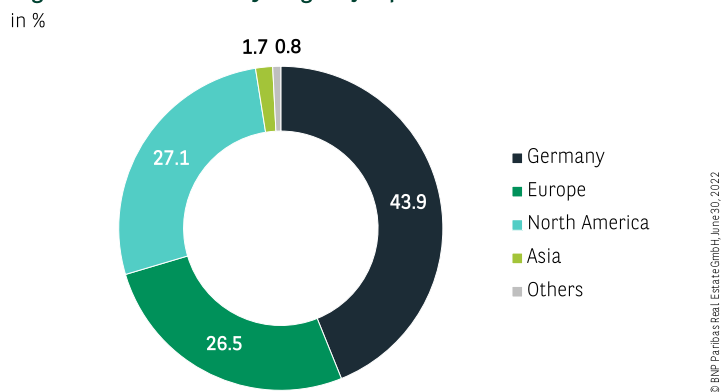
Logistics investments by buyer group H1 2022



TWO BUYER GROUPS COME OUT ON TOP

With a combined share of almost 55%, the bulk of the logistics investment volume is distributed among two investor groups, both of which achieve top results. Real estate companies/REITs are worth mentioning here, with a share of almost 29%, just ahead of the special-purpose funds (around 26%). What is remarkable here is that the investment structure of both investors is completely different: While real estate companies/REITs were particularly active in the portfolio segment (89%) and benefited from takeovers, special-purpose funds achieved an excellent volume driven by individual deals (86%). Investment/asset managers and property developers also achieved double-digit percentages (over 14% each). The activity of the latter in particular underlines the high attractiveness of the booming occupier markets, as they continue to initiate new projects and sell them.

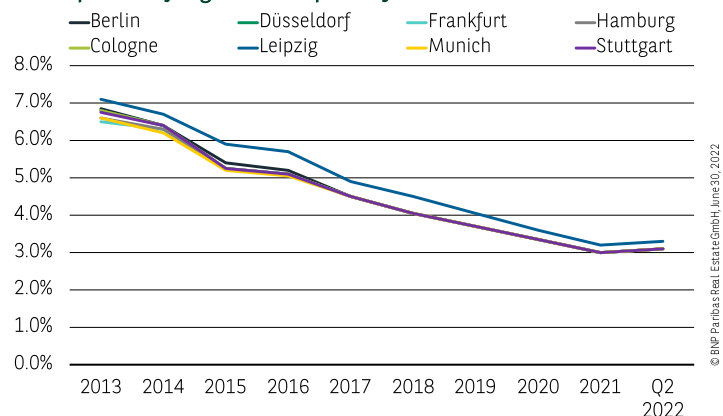
Logistics investments by origin of capital H1 2022



INTERNATIONAL BUYERS WITH 56% MARKET SHARE

After German investors have increasingly dominated the market in recent years, a much greater dynamism from abroad can be observed again in the recent past. Thus, in the first two quarters, international investors were able to record their second-best result of the last five years, both in terms of volume (€3.7 billion) and share of turnover (56%). European and North American buyers made the largest contribution to this, both achieving top volumes and being represented with market shares of around 27% each. Asian investors (just under 2%), meanwhile, continue to show restraint. Even if German investors, with a share of 44%, lose 6 percentage points in relative terms compared to the previous year, they still account for a good €2.9 billion, which is a new record.

Development of logistics net prime yields



DOWNWARD TREND IN YIELDS HALTED FOR THE TIME BEING

Although demand can still be summarised as excellent, the changed interest rate environment on the financial markets has not left logistics prime yields unscathed. Accordingly, the yield compression of recent years has been halted and reversed into a slight increase in prime yields by 10 basis points in each of the top markets. Thus, all A-cities are currently trading at 3.10% and Leipzig at 3.30%.

OUTLOOK

Although the geopolitical, economic and financial market-driven uncertainties are likely to continue in the next quarter, demand for logistics assets is generally expected to remain good in the second half of the year. Since the long-term average for the entire year was already broken in the middle of the year, the logistics investment market is definitely in for an exceptional year. However, despite all the euphoria, it cannot be ruled out that yields will move towards a higher level respectively lower price level in the course of the year.

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