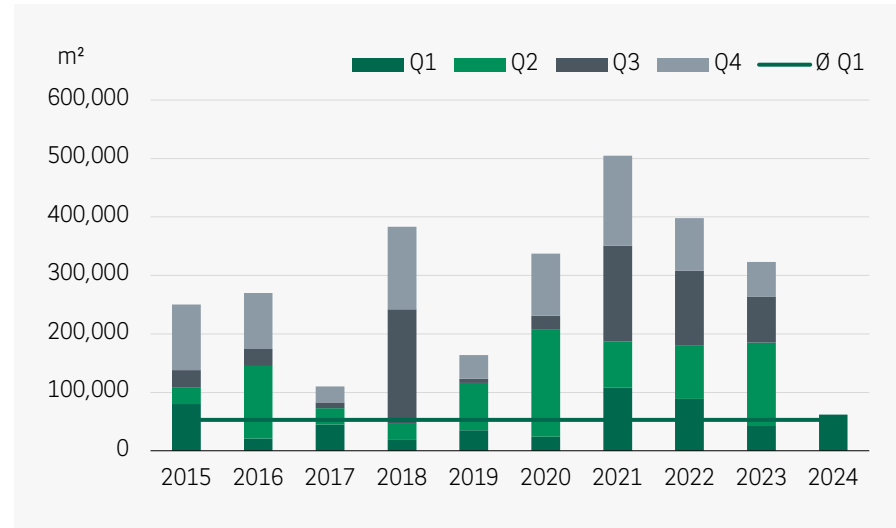


LEIPZIG

REPORT LOGISTICS MARKET

Q1 2024

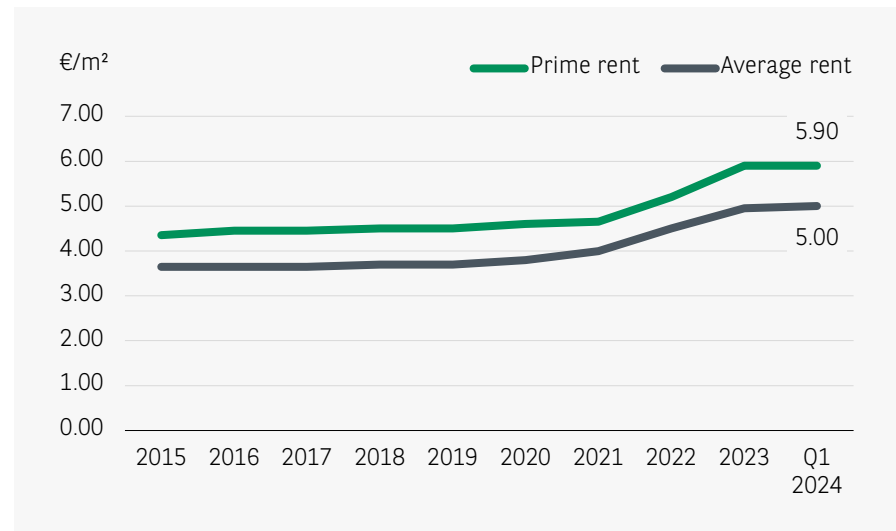
Development of light industrial and logistics take-up



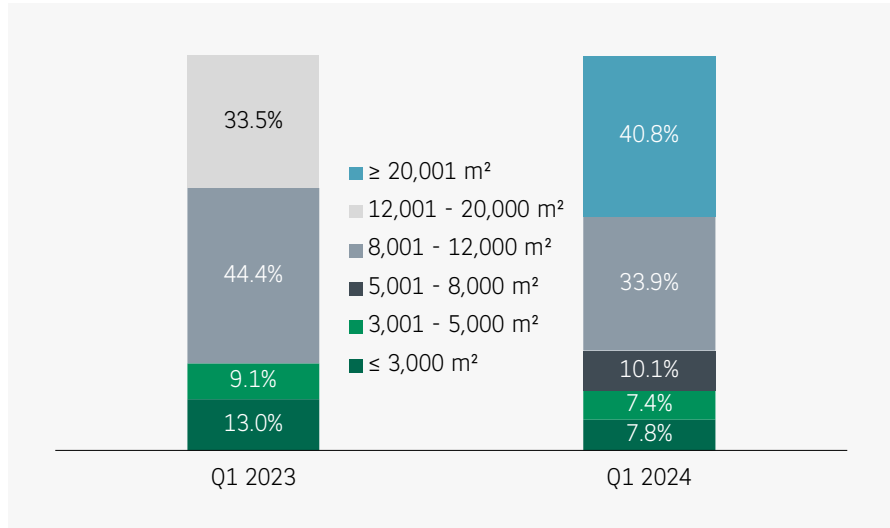
SOLID START TO 2024 ON THE LEIPZIG LOGISTICS MARKET

- In the first quarter of 2024, the Leipzig warehouse and logistics market registered a take-up of 62,000 m². This represents a significant increase of 41% compared to the same quarter of the previous year. The long-term average (Ø10 years: 53,000 m²) was also considerably exceeded by 17%. In view of the generally weakening economic environment and a recently structurally challenging market situation in the top logistics markets, Leipzig's logistics market recorded a good start to the year, even in a nationwide comparison.
- The supply-demand ratio is currently more balanced than it was a few quarters ago. In the first quarter of 2024, the supply increased due to project developments, while demand fell at the same time. The challenging overall economic situation led to slightly lower demand, particularly in the segment of over 10,000 m² of space. In the small-scale category of up to 3,000 m², on the other hand, a higher number of requests can be reported, as there is less dependence on the economic situation here.
- Rental price momentum has recently slowed considerably. While the average rent has risen slightly compared to the fourth quarter of 2023 to currently 5.00 €/m², the current prime rent is constantly set at 5.90 €/m².

Prime and average rents



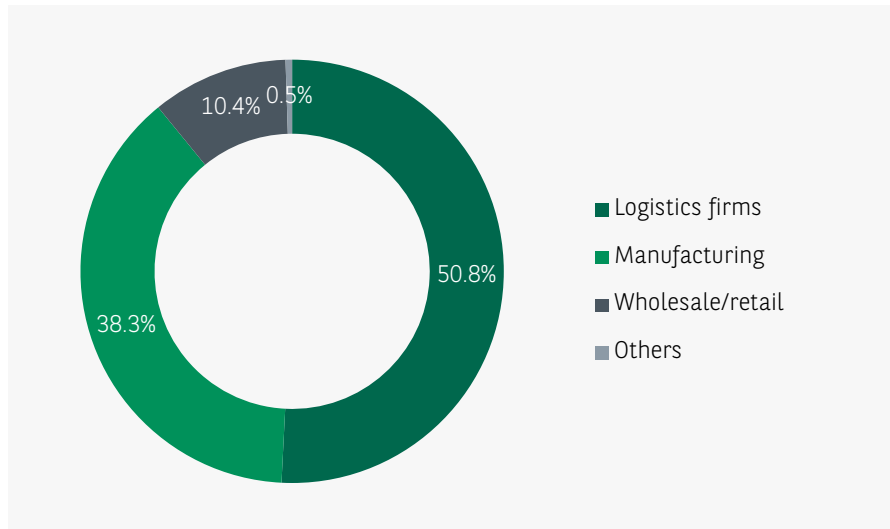
Take-up by size category



OVER 50% IS ATTRIBUTABLE TO LOGISTICS FIRMS

- The large-volume segment above 20,000 m² accounts for 41% of total take-up. However, this is exclusively due to DHL's major contract for 25,000 m² at Leipzig/Halle Airport. The segment of medium-sized leases between 8,001 m² and 12,000 m² is also comparatively strong, with above-average take-up of 21,000 m² (Ø10 years: 11,000 m²).
- At around 60%, the proportion of owner-occupiers is currently particularly high (Ø10 years: 41%). A good half of take-up is attributable to logistics firms (Ø10 years: 34%). Both are mainly due to the large-volume DHL deal.
- Industrial and manufacturing companies, which are traditionally in high demand in Leipzig, also made a high contribution of 38% to take-up (Ø10 years: 40%).

Take-up by sector



Major contracts

Company	Location	m²
DHL-Supply Chain	Halle (Saale)	25,000
Opes Solar Mobility	Zwenkau	10,800
Thyssenkrupp Automotive Systems	Leipzig	10,000
Slam Deutschland	Oschatz	6,200

OUTLOOK

- Despite a weak economic environment, geopolitical risks and uncertainties regarding the future course of central banks, the Leipzig logistics market experienced a solid start to 2024. Nevertheless, the generally difficult market environment and a number of structural changes, such as the current increase in available space, also pose challenges for the Leipzig logistics market.
- Some changes and trends can currently be observed in the demand structure, which are likely to continue in the coming months. For example, demand from the e-commerce sector is likely to continue to fall or consolidate, while demand from the automotive and battery cell industries in particular should continue to rise. In addition, the current difficult market environment with a production and industrial sector in Germany that is facing significant challenges and the structural change in supply chains is also influencing the Leipzig logistics market.
- Demand is likely to accelerate slightly over the course of the year due to the brightening economic context, particularly from the second half of the year. Nevertheless, this development is still subject to uncertainty against the backdrop of ongoing geopolitical risks, etc. However, supply is also likely to increase significantly in the coming months, as the completion of speculative new builds is expected. As a result, pressure on rents is to be expected.

Key figures logistics market Leipzig

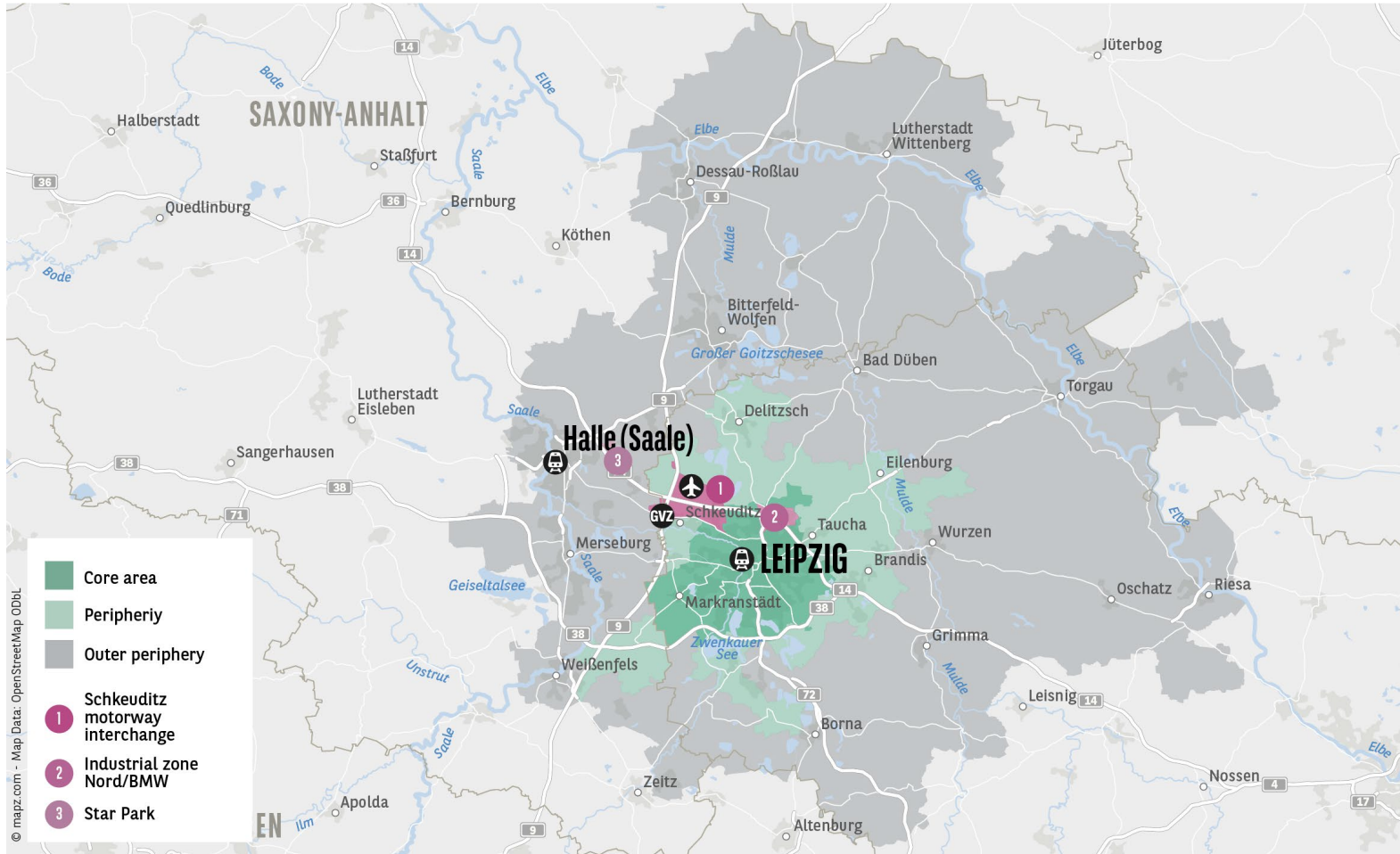
RENTS AND TAKE-UP	Q1 2023	Q1 2024	%-DIFFERENCE
Prime rent (in €/m ²)	5.20	5.90	13.5%
Average rent (in €/m ²)	4.50	5.00	11.1%
Total take-up (in m ²)	44,000	62,000	40.9%

SECTORS	Q1 2023	Q1 2024	LONG-TERM Ø
Logistics firms	60.8%	50.8%	34.2%
Wholesale/retail	14.2%	10.4%	16.2%
Manufacturing	25.0%	38.3%	39.6%
Others	0.0%	0.5%	10.0%

SIZE CATEGORIES	Q1 2023	Q1 2024	LONG-TERM Ø
Share of deals > 20,000 m ²	0.0%	40.8%	26.7%
Share of deals ≤ 20,000 m ²	100.0%	59.2%	73.3%

OWNER OCCUPIERS/NEW BUILDING SHARE	Q1 2023	Q1 2024	LONG-TERM Ø
Share of owner-occupiers	5.7%	60.1%	36.8%
Share of new buildings	5.7%	61.4%	42.0%

LOGISTICS MARKET LEIPZIG



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