



PROLOGIS GERMANY

The Global Expert in Logistics Real Estate



www.prologisgermany.de

Prologis Germany – We’re Here to Serve You!

As one of the leading providers of logistics real estate, we work with you to develop customized, state-of-the-art, high-quality warehouses, procurement facilities, and distribution centers – all while keeping future challenges in mind.

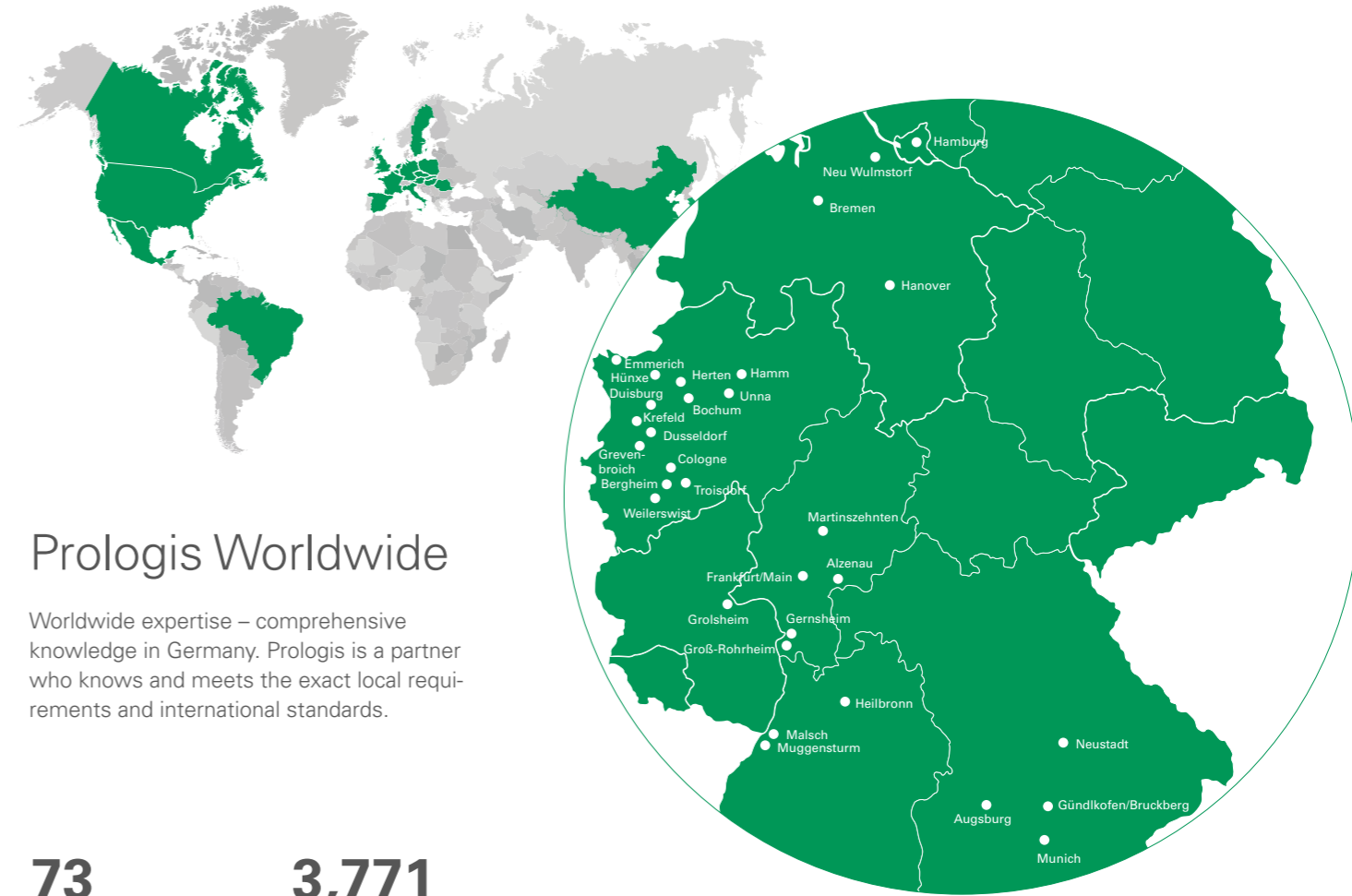
Whether greenfield, brownfield, speculative, or build-to-suit projects – we offer the full range of project development services. In addition, we are known for reliable property management and individual leasing solutions.

We reserve space for our customers in attractive logistics hotspots to develop their individual projects. In locations where space is scarce and the local economy is going through major changes, we will work with you to professionally and efficiently revitalize brownfield sites.

We’re here to serve you – please don’t hesitate to get in touch!



We develop new, sustainable logistics properties that we retain ownership of over the long term. We lease existing properties to customers, offering them high-quality space in popular logistics markets. Prologis operates as a real estate investment trust (REIT). Our fund management guarantees our solid financial foundation – with broad risk diversification through geographical diversity, among other factors.



Prologis Worldwide

Worldwide expertise – comprehensive knowledge in Germany. Prologis is a partner who knows and meets the exact local requirements and international standards.

73 Million square meters	3,771 Buildings
4 Continents	\$104B Assets under management
5,100 Customers	1,600 Employees
1983 Founded	100 Global most sustainable corporations
19 Countries	S&P 500 Member

Prologis in Germany

Germany is one of Prologis’ key markets worldwide. Geographically well situated, economically strong, and politically stable, it offers ideal access to Europe’s pulsating traffic routes.

2.24 Million square meters of logistics space	95 Buildings
19 Hectares of land	99.2% Occupancy rate

Data as of June 30, 2019, for assets the company owned or had investments in, on a wholly owned basis or through co-investment ventures, properties and development projects.

Build-to-Suit: Space for Efficiency and Growth

We work closely with you to develop customized real estate for industry, trade, and logistics – from site analysis to individual project planning to turnkey handover. Our experts will guide you through each stage of construction – reliably and with foresight.



Our services include:

- End-to-end project development
- Site analyses and evaluations
- Handling permit procedures
- Customized planning
- Site development, site preparation
- Selecting and managing contractors
- Final acceptance and turnkey handover
- Leasing and property management

Prologis also invests in speculative development projects in Germany. This allows us to offer high-quality logistics space at short notice.

A list of available properties can be found here:
www.prologisgermany.de/en/available-industrial-logistics-warehouse-space

Examples: Current Projects Set Standards

With a strong economy, a growing e-commerce sector, state-of-the-art technologies, and well-developed infrastructure, especially Germany is currently investing heavily in the development of highly efficient logistics and warehouse facilities. This forms the cornerstone of our future success.



BMW in Bruckberg (near Munich)

After-sales service reimagined – from its new distribution center in Bruckberg near Munich, BMW stores and distributes special spare parts and accessories to customers all over the world. Prologis developed the customized logistics complex, consisting of a distribution center, an additional warehouse, and an administrative building with a gross floor area of 118,000 sqm, 20,500 sqm, and 5,500 sqm, respectively. Construction was completed in less than a year.



AO World in Bergheim (near Cologne)

AO World is the UK's leading online provider of household appliances and consumer electronics. Their goal was to rapidly expand into the continental European market. After just ten months of construction, Prologis and AO World opened AO's new European headquarters in the Bergheim-Paffendorf Industrial Park. The site is situated directly along the highway near the Dutch border, making it a perfect location for a distribution center for Germany and the Netherlands.

Revitalization to Counter a Scarcity of Space

The demand for state-of-the-art, efficient logistics facilities is growing – and with it the demand for suitable properties. Logistics hotspots in Germany include Hamburg, Munich, Hanover, as well as the Rhine-Ruhr and Rhine-Main regions – but suitable properties are scarce.

Abandoned commercial sites and former industrial or military sites are an excellent alternative. Revitalizing and investing in

brownfields presents the opportunity to build high-quality logistics facilities in prime locations.

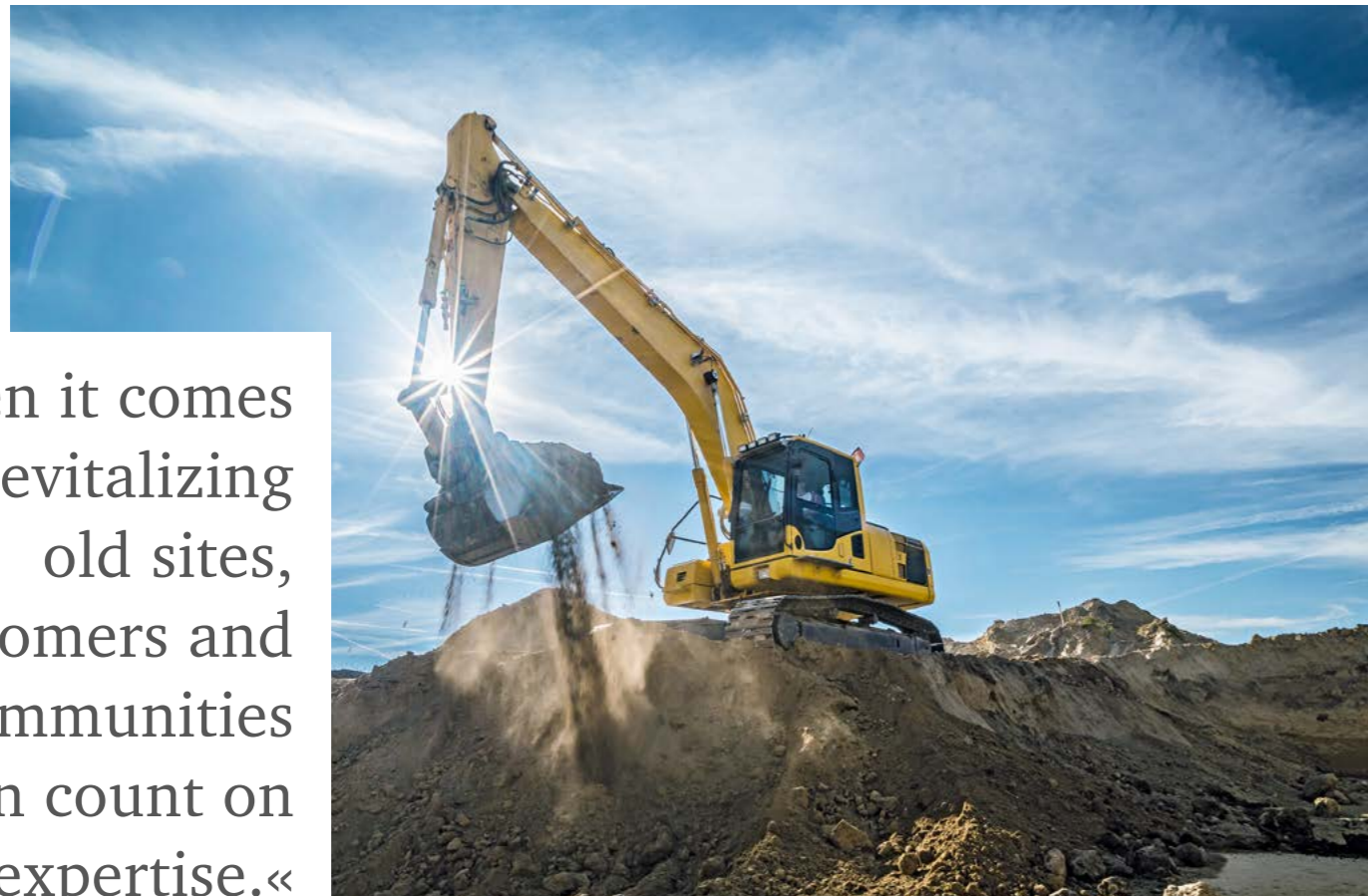
Working with Prologis opens up new prospects for customers and municipalities alike. Prologis can decontaminate unused properties and make them usable again – including complex rehabilitation measures that previous owners often avoid.



A Boon for the Regional Economy

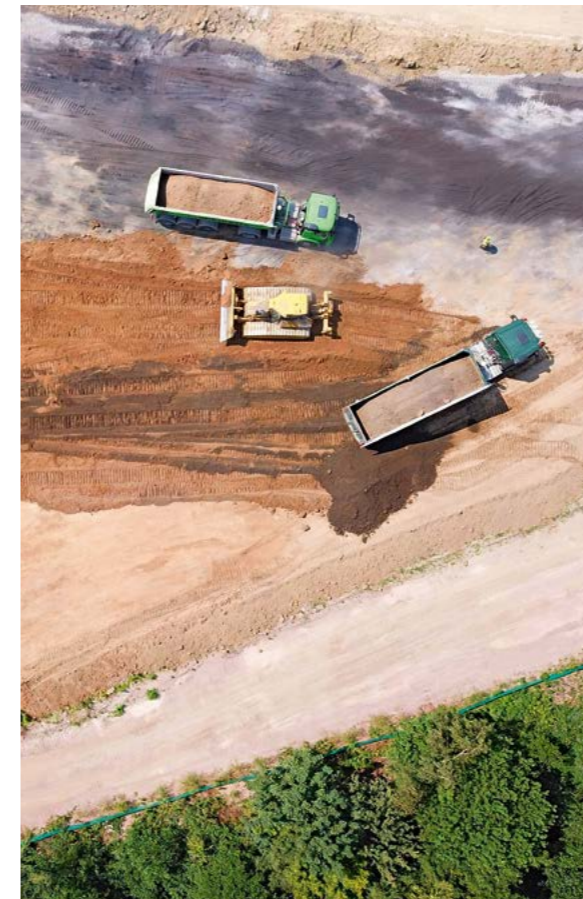
Pulheim – Cologne Metropolitan Region

Prologis acquired a brownfield site in Pulheim that is particularly attractive for logistics service providers due to its location on the A1 highway and its proximity to Belgium and the Netherlands. The challenge was making the ground, which had been paved over with concrete, usable again. By developing a modern logistics park and creating space for numerous new jobs, Prologis is making a significant contribution to the region's economic development.



»When it comes to revitalizing old sites, customers and communities can count on our expertise.«

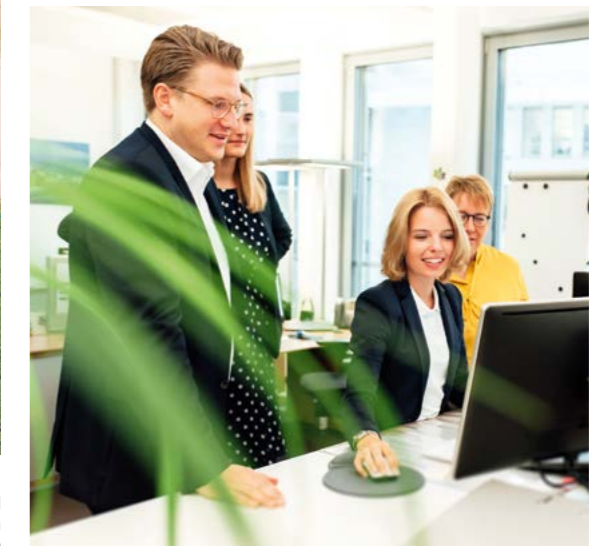
Alexander Heubes,
SVP, Country Manager Germany, Prologis



We have successfully completed numerous brownfield projects in Germany and worldwide

Sustainable from Planning to Groundbreaking:

- Years of experience in the development of national and international brownfield sites
- Holistic planning – from site analysis and clearing contaminated sites to the development of new, sustainable logistics facilities
- Close, long-term collaboration with independent specialists



Allocation of Sites – Prologis is an Excellent Neighbor



Whether along highways, in commercial centers, in logistics hotspots, or in metropolitan regions – we are always looking for sites in Germany. After all, strategic locations are essential to an efficient supply chain.

When developing logistics facilities, we always consider ourselves as a partner to local authorities. Being good neighbors, taking responsibility for the environment, and operating in a sustainable manner are all extremely important to us. We develop intelligent traffic concepts for our logistics parks. To this end, we also invest in infrastructure, for example in the construction of roundabouts and access roads.

In order to pave over as few properties as possible, we focus on the revitalization of brownfield sites. The municipalities benefit from our investment in the region – for example through the creation of new jobs or by optimizing the surrounding infrastructure.

If you are looking to sell land, don't hesitate to contact us!



Benefits for Communities and Municipalities

- 1 **Economic Stimulation and Jobs:** Logistics is the third largest business sector in Germany. The industry offers a variety of different fields of work and creates jobs and tax revenue.
- 2 **Revitalization:** Unused properties are decontaminated and made usable again – including via complex rehabilitation measures that previous owners often avoid. In this context, municipalities do not have to invest themselves, but can rely on our financial strength.
- 3 **Sustainability and Environmental Protection:** Before we start with the development of a project, we check whether protected animal species live on the property. It goes without saying that we relocate animals and implement wildlife conservation and compensatory measures. Just like our sustainable building practices themselves: we meet or exceed recognized standards.
- 4 **Working Together as Partners:** Listening, understanding, and the ability to compromise – we maintain a continuous dialogue with cities and communities. We remain long-term owners of our buildings and have a strong interest in ensuring that facility users and municipalities are a good match – and that both sides benefit.



»L'Oréal's new carbon-neutral facility further enhances our municipality's status as a modern commercial and industrial hub.«

Dietmar Späth, Mayor of Muggensturm

Professional Property Management – for the Good of Your Facility

Efficient building management, effective maintenance, and uninterrupted operation – our experienced team in Germany will meet your requirements and provide you with comprehensive property management services. With our office in Düsseldorf and a 24-hour emergency hotline, we're always here for you.



Our Services

- Coordinating maintenance or expansion measures
- Rapidly and professionally handling insurance claims
- Managing and monitoring third-party service providers such as cleaning, roofing, or facility management companies
- Transparent utility billing
- Cost reduction programs, including volume discounts and continuously tendering services
- Emergency preventative measures to guarantee continuous operation for our customers
- Seasonal services, such as landscape management and snow removal

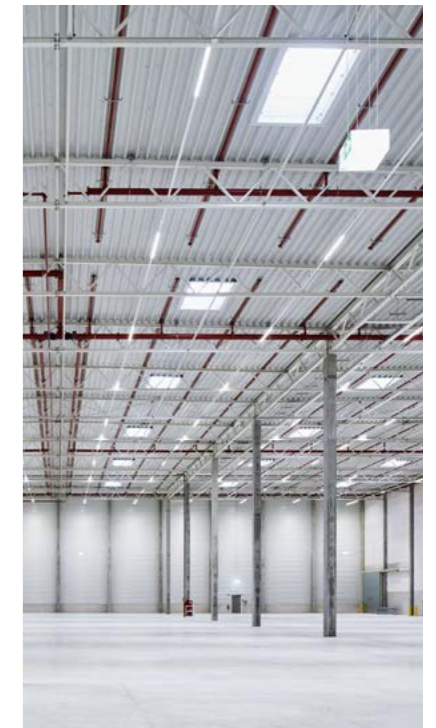
No Surprises: We Have Operating Costs Firmly Under Control

Clear Lease™

Prologis simplifies lease agreements with Clear Lease™. The benefits: In addition to the terms of the lease, our agreements include a flat-rate service charge for the entire term of the agreement. This fixed charge covers all typical contractually defined operating, maintenance, and repair costs as well as administrative costs. Only taxes and energy costs are charged separately based on the official assessment or consumption. www.prologisgermany.de/en/clear-lease

Save Energy with LightSmart

We developed LightSmart for our customers – an innovative model that offers upgrades to highly efficient, energy-saving LED lighting at no additional cost. After all, it pays to think about the right lighting – it plays a critical role in electricity consumption and has a major impact on operating costs. And we take care of the entire project for you. www.prologisgermany.de/en/lightsmart



Sustainability is in our Corporate DNA

We believe that leading by example is a matter of course when it comes to the environment, social responsibility, ethics, and governance. Sustainability is the foundation of our approach to business and our day-to-day operations.



Focused on health and quality of life: the Prologis logistics facility DC5 in Tilburg, Netherlands, according to the WELL Building Standard



Our Sustainability Goals

- 1 We provide industry-leading and energy-efficient logistics facilities that reduce operating costs for our customers while improving sustainability for communities.
- 2 We meet or exceed recognized sustainable building standards to develop projects that allow our customers to operate more efficiently and are more sustainable for our communities.
- 3 We motivate all of our employees at all locations to reduce their consumption of energy, water, and waste in order to reduce our operating costs and environmental impact.
- 4 We support charitable organizations in carrying out environmental, educational, and social projects.
- 5 We obligate our suppliers to comply with our code of conduct.



Carbon-Neutral Logistics Center for L'Oréal

Our flagship sustainability project is located in Muggensturm near Karlsruhe, and boasts some impressive features: developed in accordance with the German Sustainable Building Council's (DGNB) gold standard, a solar power system with a capacity of 2.0 megawatts peak that consists of 7,400 solar panels, additional use of green energy, a 30,000-square-meter green rooftop for various animal species, rainwater utilization for irrigating the grounds and cleaning the halls, the implementation of various wildlife conservation measures, and a joint donation with L'Oréal of 10,000 euros to the sheltered workshop Murgtal-Werkstätten & Wohngemeinschaften (mww).

Sustainability Reports

Our annual sustainability reports reflect our ongoing commitment to environmental protection, social responsibility, and corporate governance. We prepare these reports in accordance with the GRI guidelines and the sector-specific reporting requirements applicable to the construction and real estate sector (CRE).

Corporate Social Responsibility

At the beginning of every new construction project in Germany, Prologis makes a donation to a local charitable organization. This is how we help carry out environmental, educational, and social projects.

Acquisitions

Here at Prologis, we constantly strive to expand our portfolio in order to offer our customers state-of-the-art logistics facilities in prime locations. In this context, we can't only rely on new development projects. The acquisition of existing buildings at logistics hotspots is a key component of our strategy.



What We're Looking For

It doesn't matter how old the industrial site is or whether the logistics property is already fully leased – the location is what counts.

- Our goal is to grow primarily in regions where we are already active.
- With our teams of experts, we bring every building in our portfolio up to the latest industry standards.
- Modernizing or even rehabilitating infill industrial sites and logistics facilities creates value for us and our customers.

Do you have any questions about our transactions or would you like to sell a facility? Contact us!

Jack Geurtjens

Director, Transactions Manager Northern Europe
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Current Transactions

One of our most successful strategies is acquiring logistics facilities in prime locations. Each building has individual characteristics, each location has something special to offer.

Cologne

16,800 square meters of logistics space in a prime location: We acquired a distribution facility on a 35,000-square-meter site in Cologne-Niehl. This acquisition reflects our infill strategy, in which we focus on properties in central locations that enable our customers to optimize supply chains and reduce carbon emissions thanks to shorter transport routes. Many densely populated urban areas are easily accessible from Cologne-Niehl – ideal conditions for short-range logistics and access to a qualified workforce.



Eemhaven

Logistics facilities in the Benelux countries are in high demand. Eemhaven, located within the port of Rotterdam, is an important market for Prologis. In recent years, we have been able to expand our portfolio there into an extensive logistics park. In addition to the existing distribution centers, we acquired and renovated three additional logistics facilities on neighboring properties. Thanks to these transactions, we have doubled our logistics space in Eemhaven.





Working at Prologis

The e-commerce industry is booming, supply chains are changing, and logistics facilities are among the most popular investments. The logistics real estate sector is undergoing a massive transformation.

Are you ready to play an active role in shaping the future? We offer both young talents and experienced real estate experts the opportunity to be part of our successful international team.

Our company is open to new ways of thinking, and we're looking for people who are willing to share their ideas with us. Innovation is what drives us. That's why we're looking for creative people who are open to consider things from a different perspective.

At Prologis, you'll work closely with the industry's experts. You'll be given real responsibility and have the opportunity to demonstrate what you're capable of. On the path from an initial idea to a completed logistics facility, each individual plays a major role.



Talented Young People Wanted!



At Prologis, entry-level employees and trainees are given the opportunity to take responsibility for their own projects right from the start.«

Maren Zütphen, Property Manager Germany

To have a successful career in the logistics real estate sector, you need to possess a wide range of skills. We need to be able to view situations from a business as well as a technical perspective. Our team always focuses on the customer – providing excellent service is a matter of course for us.

At Prologis, we give young people the chance to acquire these skills. Our graduate program, among other opportunities, offers an in-depth look at our areas of business:

- Business development
- Project management
- Leasing
- Property management

For more information about our graduate program and other career opportunities, please visit our website at

www.prologisgermany.de/en/about-us/careers



Prologis Research: Today's Opportunities and Tomorrow's Trends

Our internal research team can offer you thorough analyses of the latest trends. It's the only one of its kind in the industry.

Prologis Research combines industry data from our internal database with findings from our daily interactions with leading production and logistics companies. This allows us to identify efficient distribution solutions for you against the background of current trends.



Current Topics

- Effects of e-commerce on logistics properties
- International rental price trend analysis
- The hottest logistics locations in Europe
- Top solutions for recruiting, training, and retaining workers in logistics facilities
- The importance of logistics space in the supply chain

We Work for the Best Brands in the World – and for You!

No project is too complex and no time frame too short. Whether you need more warehouse space or another type of warehouse space – we are here to help. We take the time to get to know you, understand your needs, identify your requirements, and find the right solution for your business.





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