



European expansion: Billion Euro warehouse & logistics fund

Luxembourg-based Industrial Securities Europe formed a joint venture to invest a fund of €1 billion in warehouse and logistics assets across Europe.

Within two years, a portfolio with a rent roll exceeding €54m had been successfully created across France, Germany, Poland, Holland, Belgium and Hungary, with individual assets ranging in value from €1m to €70million.

The Group's experience allows it to specialise in smaller lot sizes, particularly around Paris and Berlin, as well as secondary, multi-let stock that is often overlooked by investors but has proven to be hugely profitable given time and management expertise. The portfolio currently comprises 99 properties with a total floor area of c. 900,000sq m.

A hands-on management approach has allowed relationships to be built with many tenants that operate internationally and the portfolio has been expanded in line with their business plans. This partnership approach gives the opportunity to tap into tenants' expertise and research when acquiring in new regions.

An extensive network of agents has been developed across Europe, leading to notification of off market opportunities.