

FACT SHEET

REAL ESTATE SOLUTIONS

Real estate is a key component of any supply chain strategy. Nearly every warehouse in a company's logistics network presents a set of real estate decisions and opportunities for achieving operational and financial objectives.

DHL has been providing customers with real estate solutions for decades and is uniquely positioned to integrate logistics and real estate insights to maximize opportunities and address challenges creatively and cost-effectively. Our real estate experts work across the 20 key logistics markets, enabling us to execute our customers' regional and global supply chain strategies at a local level. We know resilience and flexibility are key to our customers' success. So we have built a team that combines all the skillsets needed to achieve this – operational, network and facility design experts as well as highly experienced commercial real estate experts.

WHY PARTNER WITH DHL FOR REAL ESTATE SOLUTIONS?**Improved space flexibility**

Space flexibility is important to consider when dealing with seasonal peaks or unexpected events and business model changes. A supply chain network design should incorporate business projections. DHL undertakes a scenario analysis in order to build an adaptable and flexible network for our customers.

Site selection

Leveraging insights from our expert teams enables precise site selection based on workforce, transportation, economic incentives, real estate, environmental impacts and other relevant factors.

Building to specification

A lack of access, understanding or relationships with capital sources and investors can restrict a company's ability to develop custom-built facilities. DHL is able to execute the design, development, construction and management of new logistics facilities.

Maximized incentives

DHL offers end-to-end tax credit and incentive services, including incentive negotiation, deal packaging and compliance. By approaching the site selection process holistically, including tax credits and incentives, DHL is able to provide best options for clients.

Comprehensive expertise

Complex projects can involve multiple stakeholders, including brokers, landlords, contractors, funding sources, project managers, consultants and government entities. DHL leverages local market knowledge and global relationships to assist with lease exposure mitigation, property acquisition, economic incentives negotiation, sell/leaseback and project funding.

INTEGRATED CUSTOMER-FOCUSED SOLUTIONS

DHL's Real Estate team delivers end-to-end solutions to support our customers' operations. When you partner with DHL, you get our expertise in both logistics and real estate. Through our standard "Best Lease Option" process, we evaluate all real estate alternatives relevant to your operational needs, ensuring we provide you with the best fit solution, be it a lease, purchase or built to suit.

The DHL 'Campus Concept'

DHL supports many customers through our 'campus concept' which helps to increase logistics and transportation efficiencies.

For example, there are 10 campus locations across North America, forming a network of 164 sites. Benefits of this approach include operational synergies, improved service performance, a strong corporate culture and effective cost controls.

With DHL committed to being there for the long-term, employees at each campus are also dedicated to making a positive impact on the communities in which they work.

Leverage a proven partner

- Largest team of real estate professionals within a logistics provider
- Largest operator of logistics space in the world
- 25+ years of successfully delivering real estate solutions
- Global, regional and local market knowledge and expertise
- Strong relationships within real estate investor markets
- 85+ projects completed on time and on budget in all regions since 2016
- Strategic land investment

Benefits realized by some of our customers

- Negotiated development incentives on a 400K sq. ft. facility for a leading prestige skincare company, which led to a better lease rate
- Multi-million-dollar tax credits and incentives shared with a consumer company when we negotiated its lease and economic incentives
- Below market lease rate for 10 years when we built to suit for a manufacturer of personal care products
- 12% of total logistics costs saved when we improved the network design for a leading toy manufacturer

KEY LOGISTICS MARKETS



DHL continually works with customers and partners to support their growth in markets across the globe.



FOR FURTHER INFORMATION

Contact our supply chain experts:

RES@dhl.com

dhl.com/realestate