

LogPark Hamburg NEWS

The latest information from Habacker Holding Summer 2009



Dear Readers,

Do you want to be optimally armed for future challenges? If so, one important requirement is an efficient material flow through tailor-made logistics properties, direct transport connections, and skilled local workers. To reduce your long-term costs and achieve sustainable growth, invest in your future by choosing modern properties in optimal locations. LogPark Hamburg offers you sufficient space in which to expand. As part of our four-zone concept, we will create the optimal solution for you at LogPark Hamburg, regardless of whether you wish to rent or purchase your logistics facilities.

For our new tenant GEODIS, the plan is already becoming reality, with construction work soon to begin on the global logistics



GEODIS Deutschland moves to LogPark Hamburg

GEODIS Logistics has chosen LogPark Hamburg as its new distribution centre for Northern Europe. On 20 April, GEODIS Logistics Deutschland, a subsidiary of the French state railway company, and Habacker LogPark Holding signed the rental agreement for a 12,000 square metres logistics facility.

Habacker Holding will now construct a tailor-made logistics centre for the global logistics service provider at LogPark Hamburg. The rental agreement is for 10 years. Planning permission has already been given, with GEODIS set to move in on 1 October 2009.

Construction preparation work in full swing

„We are delighted to have acquired GEODIS Logistics, one of Europe’s largest logistics service providers, as the first tenant for LogPark Hamburg“, say Stephanie Habacker-Arndt and Michael Habacker, Managing Partners of Habacker LogPark Holding. „Preparations for the construction of the logistics facility are in full swing, and site development work is set to begin shortly.“

Ultra-modern logistics centre

Habacker LogPark Holding will construct an ultra-modern logistics centre according to the tenant’s specifications on a site selected by GEODIS Logistics that is in sight of the A1 highway (Rade exit). The centre will be used for comprehensive warehousing of its textile and fast moving consumer goods areas, as well as for customer-specific warehouse solutions.

Fast stock turnover

The facility has been optimally designed for warehousing: 36 rows of shelves will be set up on area covering 10,000 square metres.

>>>



provider’s new distribution centre at LogPark Hamburg. Find out more in this newsletter about the latest developments and the advantages LogPark Hamburg will offer GEODIS and its other tenants.

Kind regards,

Stephanie
Habacker-Arndt

Michael
Habacker

Managing Partners of
Habacker LogPark Holding



HABACKERLOGPARK
BUILD LEASE MANAGE

10 GOOD REASONS

for choosing LogPark Hamburg

1. Excellent location:

A1 highway, Rade exit, no traffic jams, no traffic lights, just 15 minutes away from the Port of Hamburg.

2. Ideal transit point:

Directly located on a strategically important traffic node with connections to the whole of Europe.

3. Reduced costs:

Significantly lower prices compared to the harbour area and city.

4. Versatile usage:

Four zones cover all possible needs - from small-scale business, through contract logistics and CEP services, to a truck stop with a service station, restaurant and hotel.

5. Synergies:

Common service areas and transport bundling between the harbour and LogPark Hamburg.

6. Individual solutions:

Custom-made properties with variable rental terms.

7. Flexible planning:

Hall sections from 3,000 square metres, modularly divisible, with expansion potential.

8. Direct public transport connections:

LogPark Hamburg can be reached directly from the city by commuter rail (S-Bahn) and bus.

9. Environmentally-friendly:

Photovoltaics, geothermal energy and energy-efficient lighting systems – sustainable construction methods mean reduced costs.

10. Highly-qualified workers:

Twelve Hamburg institutions provide specialist logistics-related apprenticeship to meet the large demand for workers in the sector.

>>> 17 unloading gates, connected via sunken courtyards, as well as mezzanines within the hall will enable GEODIS to turn over stock quickly.

Lasting cost reductions

Thanks to the optimal location and energy-efficient design, the logistics service provider will be able to achieve sustainable cost reductions.

GEODIS Logistics has already secured the option on a further 5,800 square metres adjoining its current site. LogPark Hamburg has other sites ready for the construction of large logistics centres, small trade halls, CEP halls, and transhipment halls.

COMPANY PORTRAIT

GEODIS Logistics

GEODIS is Europe's fourth-largest logistics service provider. It employs more than 27,000 people worldwide and last year generated a turnover of 5.2 billion euros. Since 2008, the GEODIS Group has been majority-owned by the French state railway company, SNCF. GEODIS Logistics Deutschland GmbH has a total of 14 sites in Germany. Its German head-quarters are in Frankfurt am Main. GEODIS Logistics offers its customers logistics solutions along the entire value-added chain, from goods flow management through contract logistics, warehouse maintenance and distribution, to technical services.

„Precisely tailored to our needs“



Interview

Dirk Vogel, Branch Manager Hamburg, GEODIS Logistics Deutschland, explains why the company chose LogPark Hamburg.

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Why is Geodis Logistics Deutschland moving to LogPark Hamburg?

Dirk Vogel: At the moment, our warehousing facility is in the city of Hamburg. We want to expand further. As a global logistics service provider, we have been looking to move into a more modern and representative building. By moving to LogPark Hamburg, we will increase both the structural and technical quality of our facility, and reduce our costs on a long-term basis.

What role did the location of LogPark Hamburg play in your decision?

Dirk Vogel: In view of transport costs and the square metre price, LogPark's location south of the Elbe river and close to the A1 and A7 highways played a very decisive role. Hamburg is an important hub for us: Incoming goods from abroad, China, India, Spain and Turkey all reach us via the Port of Hamburg. We then distribute them by land across the whole of Germany and Europe. Trucks can be at the port in around 15 minutes – practically the same amount of time as it took them to get there from our old site in the centre of Hamburg.

What impressed you in the „LogPark Hamburg“ concept?

Dirk Vogel: Habacker LogPark Holding offers us a flexible logistics centre precisely tailored to our needs. Such a centre will allow us to significantly improve our goods flows without impairing other processes and value-added services. The higher warehouse racking, for example, means more space, while the mezzanines allow us to have compact small parts picking zones. We can even decide how we want the gates to be arranged: Habacker LogPark Holding will install gates not just at the front but also at the back, purely for our container handling. There are no restrictions for us here. This is important, as if you want to grow in the future, then you need to have the space available for it.





Sustainable logistics buildings in big demand

In times in which many logistics service providers are re-examining their operations and seeking to reduce costs, sustainable logistics buildings are very much in fashion.

This is something that Stephanie Habacker-Arndt and Michael Habacker have noticed as well. „Sustainable logistics buildings are very much in demand“, explains Michael Habacker. „Whether photovoltaics, radiant tube technology, geothermal energy or energy-efficient lighting systems, anyone who nowadays incorporates sustainable systems into a logistics building will be converting current cost factors such as high energy costs into future profit parameters.“

Reduce costs by up to 75 percent

At LogPark Hamburg, all offices are fitted with geothermal heating systems. This results in energy savings of up to 75 percent for tenants. And in the summer, the offices can be cooled.

„Convert current cost factors such as high energy costs into future profit parameters.“

Strong interest

Despite lower cargo volumes, LogPark Hamburg is still generating strong interest according to Habacker LogPark Holding. „But overall, construction activity has declined significantly“, notes Michael Habacker. This means that fewer properties are coming onto the market, which again benefits LogPark Hamburg.

Set for growth

Husband and wife Stephanie Habacker-Arndt and Michael Habacker are optimistic when it comes to the future of the LogPark Hamburg project: „Despite the current market turbulence, the logistics sector is still set to grow in the long-term“, says Stephanie Habacker-Arndt. „Owners of halls without modern heat insulation which fail to meet current safety standards could well face problems, however.“



Optimal logistic sites are rare

Germany has a wide range of enterprise zones. „Only around ten percent of them, however, are of any interest to logistics companies“, emphasizes Michael Habacker.

He draws on figures provided by the Fraunhofer Working Group for Logistics Service Technologies ATL (Fraunhofer Arbeitsgruppe für Technologien der Logistik-Dienstleistungswirtschaft ATL), which is based in Nuremberg. A good logistics site requires the following: geographic and trade centres, good transport connections, room for expansion, a local workforce and proximity to urban conurbations. Husband and wife Stephanie Habacker-Arndt and Michael Habacker believe LogPark Hamburg has all of these: „The LogPark is conveniently located next to the A1 highway (Rade exit), covers a total area of 80 hectares, and is just 20 kilometres as the crow flies from the Port of Hamburg“, explains Stephanie Habacker-Arndt.

Significant cost advantages

Another plus offered by LogPark Hamburg is that future tenants will enjoy significant cost benefits compared to areas in the port and city. In the city in particular there are hardly any sites left upon which to construct modern properties, and existing properties often fall short of the required standard.



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Germany's most dynamic logistics region

Hamburg is Germany's most dynamic logistics region, according to a recent survey carried out by the logistics consultancy SCI Verkehr.

Local and global – the Hamburg metropolitan region is home to more than 6,000 logistics companies employing around 230,000 people. It is not only the most important logistics region in Northern Europe, but also one of the main hubs for global goods transportation. The logistics sector has become an important engine for creating jobs here.

Gateway to the world

The focus of this activity is the Port of Hamburg, with its excellent infrastructure and geographical location. As Germany's largest sea port and Europe's second-largest container harbour, it is not only a gateway to the world but also has a relatively high spot percentage: A quarter of the goods handled here originate in or are destined for the Hamburg metropolitan area.

Six-lane highway

Also not to be underestimated are the road and railway networks: Hamburg is the largest railway junction in Northern Europe, with Maschen being Europe's largest marshalling yard. The A1 highway is currently being expanded to include six

lanes, and the A7 is Germany's north-south axis route and extends as far as the border to Austria.

LogPark Hamburg: 1,600 jobs

With so much going for the region, unoccupied sites within it are naturally rare. Inside the city of Hamburg itself, hardly any suitable sites remain for the construction of modern logistics properties, while existing properties often fall short of the required standard. For this reason, Habacker Holding has chosen the southern metropolitan region as the site for its LogPark Hamburg project, right next to the Rade highway exit.

With its proximity to the Port of Hamburg, connections to Eastern, Western and Southern Europe, as well as the good connection to the A1 highway, the property developer believes the site has all that is needed to create an ideal logistics location. LogPark Hamburg, which covers an area of 80 hectares, is situated near Neu Wulmstorf. The company will enable more than 1,600 jobs – also for highly-skilled workers.

Attractive training opportunities in Hamburg

Logistics requirements are increasing, and in times of economic crisis and increased competition, customers demand quality.

The success of a company stands and falls according to the performance of its staff. „Highly-qualified employees are a significant competitive factor“, confirms Prof. Dr. Peer Witten, Chairman of the board of trustees and Spokesperson for the Hamburg Logistics Initiative. „Apart from the usual logistics professions such as forwarding merchants and warehouse specialists, there is also a demand for IT experts and logistics managers with managerial skills.“

Companies will find highly-qualified and committed employees in the Hamburg region, with twelve institutions offering logistics-related courses and apprenticeships.

How to be part of LogPark Hamburg – in just 5 steps!

1. Contact Habacker LogPark Holding by phone: +49 211 41 55 29 0 or e-Mail: info@habackerholding.com
2. Arrange a face-to-face meeting with our planners to determine the requirements for your building
3. We will draw up and present a logistics centre layout to you
4. Construction will take 6 to 7 months
5. Move into your own logistics centre



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COMPANY PORTRAIT Habacker Holding

Düsseldorf-based Habacker Holding GmbH & Co. KG designs, develops, erects and manages logistics and industrial properties at more than 20 sites across Europe. With a property portfolio worth around 300 million euros covering an area of 1.8 million square metres, Habacker Holding ranks among the most dynamic medium-sized companies in the German property sector. Habacker Holding works with premium-quality partners such as banks, investment promotion agencies, construction companies and planners. Its customers include Union Investment Real Estate, RREEF, Bosch Rexroth, Dachser, Deka Fonds, Terex, Böehler and Harburg Freudenberg.

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