



ADVISORY & TRANSACTION SERVICES INDUSTRIAL AND LOGISTICS

UNITED ARAB EMIRATES
SEPTEMBER 2020

CBRE



CASE STUDIES



Logistics Complex, Dubai South

OCCUPIER SEARCH AND ACQUISITION- 43,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 43,000 sq m of Class A logistics warehouse accommodation with offices for a fulfilment centre or distribution centre for a leading online retailer.

CBRE conducted a UAE market review and identified all suitable locations to ascertain advantage and disadvantages for the client. Through CBRE's investigations logistics compliant properties in Dubai Investments Park, National Industries Park and Dubai South were shortlisted.

We advised the client with the analysis of the UAE market, provided market research relevant to the client's requirement, detailed cash flows, building technical due diligence allowing the client to lease the facility in Dubai South.

The client has now been operational from the facility for approximately 24 months.

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R&D Facility, Dubai

OCCUPIER SEARCH AND ACQUISITION- 5,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 5,000 sq m of warehouse or industrial land for a R&D facility.

We conducted a UAE market review and identified all suitable locations to ascertain advantages and disadvantages for the client focusing on only Free Zone locations.

CBRE conducted thorough market investigation and detailed analysis. DuBiotech, Dubai World Central (now Dubai South), and Dubai Silicon Oasis (DSO) as best suited to the client.

Market research relevant to the client's requirement allowing correct identification of area for relocation. Detailed cash flows, building technical due diligence allowing the client to make a cross region board level decision.

The client has now been operational from their new R&D facility in Dubai for 24 months.

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Textile Processing Facility, Dubai

OCCUPIER SEARCH AND ACQUISITION- 5,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 5,000 sq m of warehouse for a processing facility in relation to the client's textile business.

We conducted a UAE market review and identified all suitable locations to ascertain advantages and disadvantages for the client focusing on only Free Zone locations.

CBRE conducted thorough market investigation and detailed analysis. Jebel Ali Free Zone, Dubai South, and KIZAD as best suited to the client.

Detailed discussions with the various authorities allowed us to prepare a detailed analysis of the various options available with a clear recommendation which best matched the client's requirement and timeframes.

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Service & Repair Facility, Dubai

OCCUPIER SEARCH AND ACQUISITION- 12,500 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 12,500 sq m of industrial premises for a service and repair facility.

CBRE conducted a UAE market review and identified all suitable locations to ascertain advantages and disadvantages for the client before Jebel Ali Free Zone (JAFZA) selected by the client as best suited to operations.

CBRE provided market research relevant to the client's requirement allowing correct identification of area for relocation. Detailed cash flows, building technical due diligence allowing the client to make a cross region board level decision.

The client purchased a facility at a below market rent and significant land lease rent savings via CBRE knowledge of the local market.

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Logistics Warehouse, Cairo

OCCUPIER SEARCH AND ACQUISITION- 20,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 20,000 sqm of Class A logistics facility with offices for a fulfillment center or distribution center for a leading online retailer.

CBRE conducted a Cairo market review and identified all suitable locations to ascertain advantages and disadvantages for the client. Through CBRE's investigations numerous logistics compliant properties were shortlisted.

We advised the client with the analysis of the Cairo market, provided market research relevant to the client's requirement, detailed cash flows, building technical due diligence allowing the client to make the decision to enter into negotiations to lease the facility in Cairo.

The client has now been operational from their new logistics facility in Cairo for 12 months.

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Logistics Warehouse, Jeddah

OCCUPIER SEARCH AND ACQUISITION- 23,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 23,000 sqm of Class A logistics facility with offices for a fulfillment center or distribution center for a leading online retailer.

CBRE conducted a market review of the Jeddah industrial and logistics market and identified all suitable locations to ascertain advantages and disadvantages for the client.

We advised the client with the analysis of the Jeddah market, provided market research relevant to the client's requirement, detailed cash flows, building technical due diligence allowing the client to make the decision to enter into negotiations to lease the facility in Jeddah.

The client has now been operational from their new distribution centre for 18 months and discussions have commenced with the landlord for an expansion to support their growth.

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Data Centre Land, Dubai & Abu Dhabi

OCCUPIER SEARCH AND ACQUISITION- 3x 50,000 SQ M

OBJECTIVE

CBRE was instructed to source and secure approximately 3 sites across the Emirates of Dubai and Abu Dhabi to be used for data centre development.

CBRE conducted a market wide search and identified all suitable locations which had the infrastructure or ability to provide the infrastructure to enable use as a data centre. A competitive RFP process was run with all landowners with several lease scenarios being considered. Working together with the client and their own internal metrics for operation, 3 preferred locations were confirmed before further negotiations and securing agreement on the commercial heads of terms. The lease contracts are currently under negotiation and expect to be agreed by the end of Q3 2020.

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An aerial photograph of a city skyline, likely Dubai, featuring a prominent skyscraper with a curved, glass facade in the foreground. The city is densely packed with various buildings, and the sky is filled with soft, golden clouds, suggesting a sunset or sunrise. A green L-shaped graphic element is positioned in the top-left corner of the image.

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