

Industrial Outdoor Storage

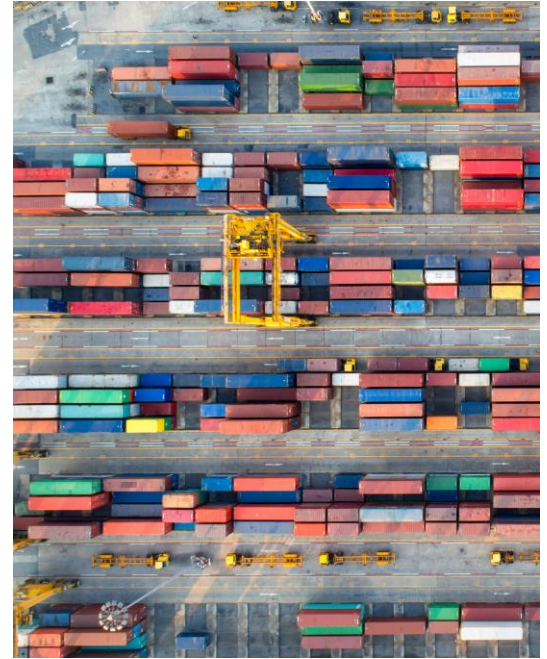
„More space, less costs - IOS in the focus!“



Definition

Industrial Outdoor Storage (IOS) refers to open spaces used for industrial purposes to store equipment, vehicles, containers, building materials and other weatherproof materials. These versatile spaces are used by industries such as e-commerce, logistics, the automotive industry, construction and transportation service providers. The location requirements for the property are just as high as for a class A logistics hall. While investors and developers are currently acquiring these sites to secure well-located plots for future development projects, at the same time there are some sites that are unsuitable for conversion or further development but still offer cost-effective storage solutions for companies. In addition to providing a continuous cash flow, IOS also offers the opportunity to exploit future redensification potential of brownfield developments or plots and thus secure access to properties with building rights in tight markets.

From a user perspective, an increasing number of companies are incorporating IOS space into their long-term operational and logistics strategies, rather than merely utilizing it for short-term storage purposes. Options range from large open spaces to plots with paved storage areas and smaller industrial units occupying up to 30% of the plot area. The planned use plays a major role in the search for the right plot. Traditionally, these spaces are often owned by individual companies. Due to the increasing demand for open space for rent and the limited supply, rental prices are experiencing significant growth rates, as already can be seen in the key locations in UK, the leading market of IOS. In well-connected locations, rental growth rates of up to 55% yoy were recorded in 2024. Due to a current noticeable increase in demand for IOS, we expect a similar trend for Germany in the future.



BONUS FACT: Both core + and value-add investors use this investment opportunity to secure cash flow-generating properties that also have the potential to increase floor space in the future through opportunities for redensification. In the meantime, it is already possible to achieve €2.00 - €3.00/m², depending on the location.

Requirements for the property

Usage profile

- High third-party usability due to unrestricted user settlement options
- Approval of 24/7 operation advantageous

Infrastructure

- Property already extensively developed with no need for retrofitting (in terms of roads, power supply, water and sewer lines)

Location

- Proximity to logistics infrastructure
- Synergy effects due to proximity to logistics centers with high demand for parking spaces (space vs. cost reasons)

Security

- Areas sealed for the storage of heavy goods and machinery
- Guarded access with fencing and high light/surveillance cameras

DEMAND SIDE

 Charging station EV	 Last-Mile Logistics	 Building material storage	 Battery storage
 Waste management	 Service stations	 Container storage	 Machine storage

EXPERT OPINION



We notice that the increasing challenges in global trade, such as the bottlenecks in Chinese ports and rising freight prices, are increasing the need for additional storage space. We therefore see great upside potential for IOS in the German market.



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