






L.O.P.
Urban Logistic

Opportunity to invest in the leading Urban Logistic warehousing company in Russia, focused on servicing the E-commerce, last mile industry.

COMPANY PROFILE

Country: Russia	Track record: € 10 bln investments
Sector: Real Estate, Warehouses	Initial Fund raising: €140 million
Client focus: E-commerce	Target returns (IRR): 25%+

INVESTMENT HIGHLIGHTS

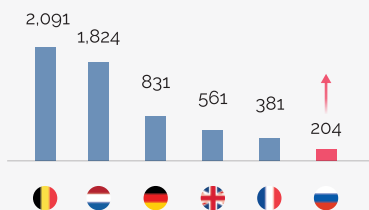
-  **Sustainable strong fundamentals**
The Russian warehouse market is entering a growth cycle, with very attractive fundamentals compared to other European markets.
-  **Booming E-commerce**
Double digit growths forecast for coming 10 years in Russia. E-commerce warehouse take up already represents 15-20% of Moscow warehouse market.
-  **Low level competition with Urban Logistic in its infancy**
Major warehouse professionals focused on out-of-town logistic. Embryonic and non-professional existing last mile infrastructure.

COMPANY STRATEGY

-  **A Russian REIT (ZPIF)**
A legal structure allowing for the protection of investors' interests as well as for tax efficiency.
-  **Consolidation strategy**
The plan is to consolidate the Urban Logistic markets (starting by Moscow), re-habilitate existing warehouses when necessary.
-  **Professional asset and investment management**
Value creation through high level asset and property management as well as financing structuring know how.

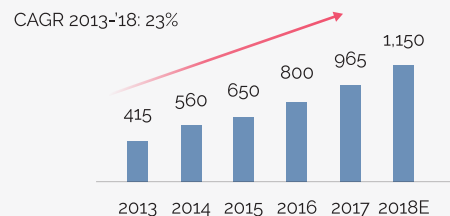
ATTRACTIVE RUSSIAN WAREHOUSE MARKET

Density (sq m per 1,000 population)



E-COMMERCE DOUBLE DIGIT GROWTH

E-commerce sales in Russia (RUB bn+)



Jean Francois Ott
Chairman

(Founder & Chairman Orco)



Michel Pascalis
Co-CEO

(Founder & CEO MLP)



Michael Lange
Co-CEO

(Founder & CEO JLL Russia)

75 years

real estate experience

Europe – Central Europe – Russia

"The real advances in China over the past ten years have been in logistics, not e-commerce."

Jack Ma – Alibaba