

Real Estate

News

Swiss Life Asset Managers and newly founded investor developer BEOS Logistics GmbH focus on urban logistics and large-scale distribution centres

2 December 2020

- New joint venture to develop logistics facilities is headed by Ingo Steves and Hendrik Staiger
- Swiss Life Asset Managers has allocated up to EUR 100 million in equity to establish a land bank and fund new developments

Swiss Life Asset Managers, Ingo Steves and Stephan Bone-Winkel have announced a joint logistics real estate development venture: BEOS Logistics GmbH. Functioning as a project developer, the new company will sell its developments to Swiss Life Asset Managers investment funds, BEOS AG and third parties.

The new company is based in Berlin under the leadership of Ingo Steves, Managing Partner of BEOS Logistics, and Hendrik Staiger, Member of the Executive Board of Swiss Life Asset Managers in Germany and Member of the Board of BEOS. While the company's development activities will initially focus on Germany, the intention is to expand into other European countries in the near future.

Per Erikson, CEO of Swiss Life Asset Managers in Germany: "We are targeting ambitious growth. The coronavirus pandemic has certainly had a major impact on the logistics market, although demand for logistics space in Europe has been increasing rapidly for years now and has long exceeded the supply of new facilities. This is where we would like to support the market by developing innovative and architecturally attractive logistics as the partner of choice for local authorities and logistics users".

"We provide every service our partners would expect from a leading investor developer. In addition to large

logistics halls and distribution centres, we will also redevelop brownfield sites and develop transshipment centres for urban logistics providers. As part of Swiss Life Asset Managers, we have the financial muscle to not only implement built-to-suit projects, but also to make upfront investments, hold land and develop without pre-letting. We can acquire attractive plots of land and logistics properties that meet our requirements at very short notice", says Ingo Steves.

Swiss Life Asset Managers is providing up to EUR 100 million in equity to establish a land bank and fund new logistics developments.

"As a joint venture between Swiss Life Asset Managers and BEOS, our new company, BEOS Logistics, draws on a well-established network of industry professionals and local market experts from day one. In addition, we can play to our strengths and combine our corporate real estate and logistics development to create and utilise synergy benefits", emphasises Hendrik Staiger, head of the Industrial & Logistics division at Swiss Life Asset Managers in Germany.

Experienced Leadership Team

Prior to his role as Managing Partner of BEOS Logistics, Ingo Steves was Managing Director of a leading, pan-European investor developer, where he oversaw the development and acquisition of more than 2 million

square metres of logistics space for major national and international clients. Ingo Steves' career in the real estate industry began with WestLB Group, followed by senior management positions with Deutsche Bank and Warburg Group investment vehicles and the U.S. REIT, ProLogis.

Hendrik Staiger joined BEOS AG in 2005 and will continue as a member of the BEOS AG Executive Board with direct responsibility for Corporate Solutions and Transactions. In addition, Hendrik Staiger also serves as

Head of Industrial & Logistics of Swiss Life Asset Managers Germany.

Stephan Bone-Winkel has joined BEOS Logistics as a partner in both the operating company and its real estate developments. He is founder and member of the supervisory board of BEOS AG and Honorary Professor of Real Estate Development at the University of Regensburg.

Contact

Communications, Swiss Life Asset Managers, Germany

Stephan Pacho – Head Communications Germany

Phone: +49 69 240031 447

stephan.pacho@swisslife-am.com

www.swisslife-am.com

www.beos.net



Swiss Life Asset Managers

Swiss Life Asset Managers has more than 160 years of experience in managing the assets of the Swiss Life Group. This insurance background has exerted a key influence on the investment philosophy of Swiss Life Asset Managers, which is governed by the principles of value preservation, the generation of consistent and sustainable performance and a responsible approach to risks. Swiss Life Asset Managers provides a solid foundation for its clients to make solid, long-term plans – confidently and independently. Swiss Life Asset Managers is the partner of choice for third-party clients in Switzerland, France, Germany, Luxembourg and the UK.

As of 30 June 2020, assets under management for third-party clients amounted to EUR 77.9 billion. Together with insurance assets of the Swiss Life Group, total assets under management at Swiss Life Asset Managers stood at EUR 240.4 billion, making Swiss Life Asset Managers one of the leading real estate managers in Europe¹. Of this total, EUR 67.1 billion is invested in real estate assets. In addition, Swiss Life Asset Managers has real estate assets of EUR 26.6 billion under administration through its subsidiaries Livit and Corpus Sireo. Total real estate under management and administration at the end of June 2020 thus totalled EUR 93.6 billion

BEOS Logistics GmbH

BEOS Logistics and BEOS AG both operate under the umbrella of Swiss Life Asset Managers. The Berlin-based investor developer was founded in 2020 as a joint venture between Swiss Life Asset Managers, Ingo Steves and Stephan Bone-Winkel. The company develops built-to-suit and high-quality, speculative logistics real estate – including warehouses, transshipment centres, urban logistics hubs and intelligent combinations with corporate real estate – and redevelops brownfield sites. With its development activities in Germany and across Europe, BEOS Logistics enables sustainable supply chains, guarantees security of supply and promotes digitalisation. The completed projects are sold to investment funds owned and managed by Swiss Life Asset Managers, BEOS and third parties.

Swiss Life Asset Managers employs about 2,200 people in Europe.

¹ INREV Fund Manager Survey 2020 (AuM as of 31 December 2019)