

Case Study

Investment Opportunity Analysis in the UK Industrial Real Estate Market



About the Client

- The client is a UK-based real estate private equity firm

Business Objective

- This study was part of the client's pre-investment process to understand the UK industrial real estate market for future investments
- They were looking to get broad analysis of the market, demand and supply side factors, assessment of investor demand for industrial property and the key market trends in the region; thereby, helping them to assess opportunities and also keep track of changes happening in the Industrial real estate market

Results & Value Add

- Comprehensive analysis of the UK industrial property market helped the investment team to identify new investment areas within the market
- The insights on supply and demand of industrial property helped the team identify attractive return areas across different sectors

Research Methodology and Approach

- We accessed real estate focused databases like Property week, EGi, Focusnet to study and understand dynamics of the UK industrial real estate market; thereby, gauging investment opportunity in the region
- Rigorous analysis of the UK industrial property market, including region-wise break-up of investment activity
 - Study of the European industrial market outlook
 - Analysis of the UK industrial market, comparing it with commercial property like office and retail. Region-wise break up of market covering rents, yields, supply and demand
 - Examining gross investments, covering commercial property transaction yield, total investment flows by sector and overall investment activity
- Conducted demand and supply side analysis to understand key tenant's profile and developments; assessed investor demand for industrial property and key trends
 - Studied key tenants' profile in various sectors like retail, logistics, wholesale, manufacturing to understand factors affecting demand
 - Supply side analysis by studying different categories of industrial property
 - Reviewed factors influencing investor demand for industrial property, key deals, barriers to entry, foreign investment , capital values and pipeline
- Study of macro and micro factor/trends influencing the demand and supply of UK industrial property market in future
 - Recent Environment and Regulatory acts covering UK industrial property market
 - Case studies of few recent failed and successful projects



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