

**Case Study**  
**Investment Opportunity in the UK Industrial**  
**Real Estate Market**



# Case Study

## Investment Opportunity in the UK Industrial Real Estate Market



### About the Client



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

### Client Objectives / Goals



- The client wanted to gain an understanding of the UK industrial real estate market and identify attractive segments for future investments

### Approach and Methodology



- Conducted an analysis of the macro-economic, industrial production and trade/logistics statistics, outlook and trends at a country, regional and industrial cluster level
- Studied the UK industrial property market trends and drivers, including break-up of past and forecasted investment activity by property size, type and region. Also, analysed the construction pipeline and completion time of key players in the market
- Analysed key demand-side factors, including tenant's profile, expansion plans and developments
- Leveraged real estate focused databases (such as Property Week, EGi, Focusnet) and leading industry publications to draw critical insights

### Results / Value-add



Helped the client prioritise focus areas for investment within the industrial real estate market

Identified three niche investment areas / opportunities