



Hines

Logistics & Industrial Europe

December 2022

Maintal, Frankfurt, Germany

Logistics at Hines

With more than 65 years' experience in the logistics and industrial sector globally, Hines has a long-term perspective on the market and a deep understanding of its integration into modern urban environments and supply chains.

Over this time, on behalf of the world's leading occupiers and our investor partners, we have built an integrated global business which focuses on investment, acquisition, development and management of logistics and industrial properties.

Our global experience spans the development of more than 130 million square feet, the acquisition of over 50 million square feet and management of close to 60 million square feet.

With a community focused approach, we leverage our global expertise in placemaking and have built a leading logistics real estate platform. We are a sector leader focusing on long-term solutions for people and goods to move through built urban environments.

In each project we undertake, we aim to create best in class solutions for our customers. This can mean the best location, the greatest efficiency, or optimising property value. These projects reflect the innovative people and products they house, and the Hines team that is dedicated to them.

WORLDWIDE

Global Logistics / Industrial

EXPERIENCE
130.6 M sf
12.1 M sqm

ACQUISITIONS
52.2 M sf
4.8 M sqm

DEVELOPMENTS
50.6 M sf
4.7 M sqm

IN DESIGN OR UNDER CONSTRUCTION
27.9 M sf
2.6 M sqm

ASSETS UNDER MANAGEMENT¹
\$8.0 B
€7.7 B

PORTFOLIO OF INVESTMENT MANAGEMENT
& THIRD-PARTY PROPERTY-LEVEL SERVICES
59.5 M sf
5.5 M sqm

IN EUROPE

Logistics / Industrial

EXPERIENCE
24.1 M sf
2.2 M sqm

ACQUISITIONS
3.1 M sf
2.9 M sqm

DEVELOPMENTS
258.8K sf
24.0K sqm

IN DESIGN OR UNDER CONSTRUCTION
2.5 M sf
235.6K sqm

ASSETS UNDER MANAGEMENT¹
\$2.7 B
€2.6 B

PORTFOLIO OF INVESTMENT MANAGEMENT
& THIRD-PARTY PROPERTY-LEVEL SERVICES
24.2 M sf
2.3 M sqm

- ▼ Hines office locations
- Hines logistics/industrial asset locations

All data as of 30 June 2022 unless otherwise noted.

Europe includes the United Kingdom and Continental Europe.

¹ Includes both the global Hines organisation as well as RIA AUM as of 30 June 2022.

AIRPORT CARGO

Cargo Point

Heathrow, UK
33,000 sqm



AGRICULTURAL AND SECTOR FOCUSED

Fresh Park Venlo

Venlo, NL
266,000 sqm



TEMPERATURE CONTROLLED

Optimus Portfolio (Auchan)

Various locations, FR
350,000 sqm



URBAN LOGISTICS

Villaverde

Madrid, ES
17,500 sqm



DATA CENTRES

HiPark Piaseczno

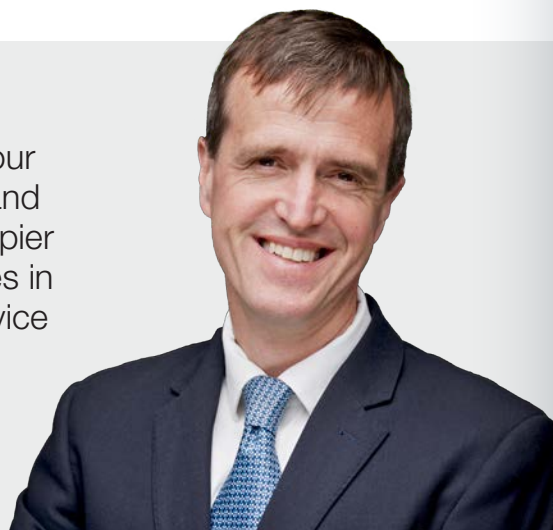
Warsaw, PL
160,000 sqm



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We appreciate the confidence our occupier customers and our investors place in us. This gives us the opportunity to listen and understand how to help, and how to act on it. For both occupier customers and investors, this means delivering quality spaces in world-class logistics locations and providing a first-class service while innovating every step of the way.

LOGAN SMITH, HEAD OF LOGISTICS & INDUSTRIAL - EUROPE



Development

Hines has been investing in and developing assets across the logistics sector since 1957, with a global track record of 391 logistics projects in 19 countries.

We have extensive global property development experience and a proven track record in delivering logistics and industrial facilities of all sizes (small, mid to big box), across all geographies with boots on the ground in every location we are present. Our goal is to meet our tenants' specific needs and add value at every stage of the development lifecycle.

In recognition of the ongoing convergence of property asset classes, the rise of online retail, and the impact of technology and ESG, Hines takes a strategic approach to developing industrial and logistics projects. We leverage our experience of acquiring land, developing it and managing it across all sectors, including office, retail, residential and mixed-use, and apply this same knowledge when it comes to creating world-class logistics facilities.

Our industrial development services include:

- Land planning and entitlements
- Build-to-suit developments
- Design-build projects
- Construction management
- Site selection and assessments
- General real estate consulting

Market demand

As logistics real estate becomes an increasingly critical element of a city's infrastructure, we continue to build its footprint across Europe with our deep and experienced team.

In service of our customers and the community, we are actively developing logistics sites and buildings in most markets throughout Europe. Among other areas, Hines is working with development opportunities and land sites in the Netherlands, UK, Germany, France, Italy, Spain, the Czech Republic, Poland and Denmark with strong local teams in all of these countries.



Distribution Park Hamm, Germany - completed and sold in 2022. Investment grade developments, built to the latest standards with the highest environmental credentials

Development pipeline

We have broad expertise and experience in European logistics.

Building on our track record of urban placemaking, redevelopment and ESG, and leveraging our deep in-country expertise, Hines has vaulted into the ranks of top European logistics investors and developers and has been building and expanding throughout Europe. Committed to delivering high quality sustainable facilities, we have in our development pipeline and under evaluation approximately 3.0 million square metres of logistics space throughout Europe.

Our attitude to meet market demand is highlighted by completing deals in our development pipeline, which recently include **CSP Logistics** – the forward purchase of a new, high-quality 82,000 square metre logistics scheme in the Bologna region of Italy, located

in the logistics hub of Castel San Pietro, one of the three primary Italian industrial districts and a nexus for the country's main transport routes. The site is on the edge of the E45 motorway offering excellent connectivity across northern and central Italy.

Distribution Park Hamm in Germany was developed in the logistics district of Eastern Ruhr to provide a logistics complex comprising two buildings designed to deliver the utmost flexibility and efficiency. Distribution Park Hamm features flexible floor plans with up to 68,500 square metres of logistics and office space, and unit sizes starting at 9,000 square metres. Distribution Park Hamm was completed and sold in 2022.

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Hines development teams have a wealth of experience in the local application of technical best practice. Working in conjunction with municipalities and local communities we enable our logistics developments to provide the maximum possible benefit for occupiers and end users.

SIMON BAXTER, HEAD OF CONCEPTUAL CONSTRUCTION GROUP - EUROPE



Experience, Service, Innovation

Every member of the Hines European team of 705 people plays some sort of role in the growing logistics and industrial real estate platform. These include land planners, project managers, property managers and customer services professionals, among others.

Technology continues to drive change in the logistics industry as well as the real estate industry. We leverage learnings from across the world and take a comprehensive approach to investments in logistics and industrial. We apply our global base of knowledge and skills of underwriting, acquisition, development, leasing, asset and property management and disposition, as well as engineering management and sustainability solutions to logistics investments.

One of our key differentiators is the level of service to customers and occupiers. With a strong depth and breadth of expertise, boots-on-the-ground approach and decades of experience in the sector, we understand the sector's role as an essential component of city infrastructure and the importance of ESG and placemaking strategies.

With expert teams on the ground in each geography and in-depth knowledge of local markets, we can deliver high-quality projects in prime locations with the best-in-class facilities.



IPG Portfolio, Germany



Creating opportunities by leveraging existing tenant relationships

For more than 65 years, Hines has led the way in global real estate, helping to create many aspects of the modern urban environment – office, retail, residential, logistics. As logistics real estate becomes more and more integrated to other property sectors, we recognise the opportunity to leverage our expertise and established relationships to develop and invest in industry leading projects. We have exceptional relationships with customers and the ability to help them achieve all their real estate requirements, beyond pure warehouse space.

We recognise that connectivity, location and quality is important to occupiers. For example, our Cribbs Causeway Distribution Centre in Bristol can reach 85% of the UK population within a 4-5 hours drive.

Our use of data to analyse local residential densities, transportation geography and socio-economic factors enables us to identify the best locations and optimum sites for our occupiers.

Our customers span multiple sectors, from global e-commerce companies such as Amazon, renowned retailers including John Lewis, Charles Tyrwhitt, Auchan, Curry's PC World, Gamma, Siemens and HEMA to global logistics companies such as DHL, ITG, Rhenus and Royal Mail.

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We draw on our extensive customer relationships providing us with unparalleled access to cross-pollination opportunities across all real estate sectors. An occupier mindset is central to our service offering in logistics and our holistic focus on experience amalgamates technology, ESG and placemaking with human centricity at the core. This allows us to deliver exceptional and sustainable logistics developments that add value to communities, occupiers and investors alike.

RONEN JOURNO, HEAD OF MANAGEMENT SERVICES - EUROPE



ESG

With ESG at the forefront of our strategy, we understand the growing and urgent occupational needs of logistics businesses, and also the increasing importance of sustainable warehouse space. Our holistic approach to systematically embed ESG considerations includes:

Acquisition due diligence

Governance of ESG-related risks is embedded from the earliest stage of our investment life cycle. As part of the acquisition due diligence process, we assess current ESG performance and improvement opportunities. The ESG findings and strategy are then laid out in detail as part of the Investment Committee Memorandum.

Continual improvement

Once we acquire an asset, we put in place asset-specific steps, using our proprietary ESG tools to drive further asset-level sustainability improvements and ensure the management of ESG-related risks. An important part of this is engaging with our customers and wider stakeholders to work together

to improve the performance of the building and mitigate potential risks. Hines uses the Global Real Estate Sustainability Benchmark (GRESB) to measure and benchmark ESG performance.



Hines European Core Fund
Overall Global Sector Leader
Sector Leader

🏆 Sector Leader
6 years running

Hines European Value Fund 2
Five star rating

🏆 5 star rating
2 years running

In addition, Hines was awarded PERE's ESG Firm of the Year: Global for 2021.



ESG Firm of the Year: Global

See back page for additional information about certifications and ratings.



The real estate sector as a whole has a pivotal role to play in mitigating the impact of climate change and creating healthy and resilient communities. On the logistics front, we view ESG as an integral part of our approach to delivering future-proofed assets that deliver for occupiers, investors and communities alike.

We take pride in our long-term desire and commitment to ensure ESG is at the front and centre of our logistics decision making including reducing carbon emissions, harnessing on-site renewables, providing health and well-being features and strengthening ties with the broader community. We will continue to embed ESG initiatives across all of our logistics projects and set ambitious targets for our ourselves to address one of the key challenges of our time.

DANIEL CHANG, HEAD OF ESG - EUROPE



ESG initiatives

Maximising the opportunity of solar

Solar panels provide the opportunity to generate zero carbon energy on-site, providing a meaningful way to reach net zero goals. This approach has been implemented across numerous portfolios, including Fresh Park Venlo, Netherlands and Maxmor House, UK. In 2021, Hines drew up a logistics solar playbook, outlining best practice and

providing guidance on how to install and maximise the potential of photovoltaic (PV) systems to attain net zero carbon goals. We rigorously pursue the highest standards of service to our investors, clients and tenants through the expert design and efficient operation of our properties, the development of Hines staff and support to our communities.

Case studies

Ventrupparken

Greve, Denmark

61,000 square metres

Hines is installing 8,284 solar panel units of 16,600 sqm area. 20% of the solar power produced will cover approx. 50% of the building's power consumption with the remaining 80% to be sold back to the electrical grid. The electricity fed to the grid will theoretically reduce global CO2 emissions by 1,624 tons annually.



Tiel Distribution Centre

Tiel, Netherlands

44,000 square metres

Hines has installed 3,800 solar panels on the roof of its 43,000 square metre logistics distribution centre in Tiel which is expected to generate 1.4 megawatts annually.



Valle Logistics

Madrid, Spain

36,500 square metres

Hines will be making a considerable investment to install 495 solar panel units generating 125 kW of power for this logistics facility that is currently under development.





Fresh Park Venlo, The Netherlands



ABC Westland, The Hague, The Netherlands

Fresh Food Distribution

In recent years, consumer demand for the purchase of fresh food has evolved. Long gone are the days when fresh food produce was the preserve of supermarkets only.

Today, direct online / mobile food delivery is more popular than it has ever been as are the number of smaller convenience stores and petrol stations supplying fresh goods. Our ABC Westland logistics park in the Netherlands is one example where Hines has listened to its customers and investors to create provide an innovative real estate solution for Europe's fresh produce industry.

Home to more than 50 food companies and suppliers, the property provides a wide range of services such as production, logistics, wholesale and trade, packaging and other related activities which help get more fresh produce to the end consumer as efficiently and safely as possible to meet growing demand

Data Centres and Mission Critical Solutions

Wholesale data centres require extensive engineering intervention from the earliest stages of design, and specialised expertise throughout the construction phase and for ongoing facility management.

Hines Experience

We provide uncompromising quality, uninterrupted operation, responsive service and careful attention to detail, which is vital to the success of the data centre and mission critical facilities we develop, deliver and manage.

Our breadth of experience, technical specialists and depth of management expertise aid in reducing risk in complex and challenging data centre projects. As a result, we've produced world-class facilities on behalf of leading Fortune 500 corporations, financial institutions and technology companies, along with colocation and enterprise users.



HiPark Piaseczno, Warsaw, Poland

Representative portfolio of owned and managed assets



ABC Westland
The Hague, NL
117,000 sqm



Airbus
Madrid, ES
48,000 sqm



Barcelona First Ring
Barcelona, ES
49,000 sqm



Cargo Point
Heathrow, UK
33,000 sqm



Chancerygate Tonbridge
Tonbridge, GB
9,000 sqm



Charles Tyrwhitt
Milton Keynes, GB
13,000 sqm



Coventry Logistics
Coventry, GB
35,500 sqm



Cribbs Causeway
Bristol, GB
40,000 sqm



CSP Logistics
Bologna, IT
82,000 sqm



Distribution Park Annopol
Warsaw, PL
33,000 sqm



Distribution Park Gdansk
Gdansk, PL
32,000 sqm



Distribution Park Hamm
Hamm, DE
68,500 sqm



Distribution Park Sosnowiec
Sosnowiec, PL
47,000 sqm



DNATA City
Heathrow, UK
19,000 sqm



Dove Valley Park
Sosnowiec, PL
18,000 sqm



DSG
Bristol, GB
25,000 sqm



Eastgate
Prague, CZ
39,000 sqm



Fresh Park Venlo
Venlo, NL
266,000 sqm



HiPark Piaseczno
Warsaw, PL
376,000 sqm



Hub 65
Kolding, DK
470,000 sqm



Tiel Distr. Centre
Tiel, NL
44,000 sqm



ITPL
Wakefield, GB
19,000 sqm



JLP Enfield
Greater London, GB
8,000 sqm



Maintal Logistics
Frankfurt, GB
36,000 sqm



Optimus Portfolio
Various, FR
350,000 sqm



HEPP UK Logistics
various, UK
42,742 sqm



Raben Park Poznan
Poznan, PL
41,300 sqm



Royal Mail
Edinburgh, GB
20,000 sqm



Urban Logistics Centre HEMA
Utrecht, NL
100,000 sqm



Valle Logistics
Madrid, ES
36,500 sqm



Ventrupparken
Greve, DK
61,000 sqm



Vigasio
Verona, IT
294,000 sqm



Villaverde
Madrid, ES
17,500 sqm



Waimea Logistics Park
Rzepin, PL
123,000 sqm



Wroclaw Logistics
Wroclaw, PL
123,500 sqm



Zephyr Park
Dagenham, GB
25,000 sqm

Acquisitions



ACQUISITION
2020

SIZE
19,500 sqm

Cargo City

Location
London, Heathrow Airport

Building Details

Hines acquired a prime logistics park beside London’s Heathrow Airport on behalf of the Hines European Core Fund (HECF).

Developed in 2013, the Dnata City site comprises three logistical warehouses that provide state of the art secure air cargo campus facilities. The 19,500-square-metre complex is located just south of the airport’s southern perimeter boundary and is occupied by Dnata, Heathrow’s dominant cargo operator and a valued Hines customer.

Heathrow Airport is the busiest airport in Europe by passenger traffic and a critical part of the UK’s trade infrastructure. Heathrow Airport has ambitious expansion plans to double its cargo capacity and become one of Europe’s biggest cargo airports, and a stated aim of increasing cargo tonnage by more than 4 million tonnes a year by 2040.

Hines UK | Case study

Hines France | Case study



ACQUISITION
2021

SIZE
350,000 sqm

Optimus Portfolio: portfolio recapitalisation

Location
Key locations across France

Building Details

Hines acquired 11 logistics assets spanning 350,000 square metres across France on behalf of its Hines European Value Fund 2 (HEVF 2), from Auchan, the French multinational retail group and another valued Hines customer.

The acquisition, which is a sale and leaseback transaction, marks the first investment in France by HEVF 2, with Auchan, one of France’s leading grocery retailers and distributors, remaining the long-term tenant across the entire portfolio. The 11 assets are located in Paris, Bordeaux, Clermont-Ferrand, Lyon, Nîmes, Strasbourg, Tours and two sites apiece in the Amiens and Lille regions. Hines will manage the assets and upgrade them over time.



ACQUISITION
2018

SIZE
266,000 sqm

Fresh Park Venlo

Location

Venlo, Netherlands

Building Details

Fresh Park Venlo is home to over 130 food companies and suppliers, including commercial enterprises, wholesalers, processing companies, logistical service providers and packing companies, handling produce such as fruit, vegetables and floriculture.

Located near the A73 motorway, Fresh Park Venlo is situated in the heart of one of the largest agro-food production areas in the Netherlands, and is strategically located between the import and export hubs of Rotterdam and Antwerp. With its tri-modal road, waterway and rail transport network, Fresh Park Venlo offers sustainable supply and distribution channels.



ACQUISITION
2021

SIZE
60,700 sqm

Ventrupparken 3-5

Location

Greve, Denmark

Building Details

In April 2021, Hines acquired an urban logistics facility totaling 60,769 square metres in a prime location in Denmark on behalf of its Hines European Core Fund. Located in Greve, just 25 kilometres from Copenhagen, Ventrupparken 3-5 is fully leased on a long-term basis and is situated on a large parcel in the premier logistics location in Denmark with close proximity to the E20 highway.

Ventrupparken is currently occupied by Zebra aka Flying Tiger.

Hines is installing 8,284 solar panel units of 16,600 sqm area. 20% of the solar power produced will cover approx. 50% of the building's power consumption with the remaining 80% to be sold back to the electrical grid. The electricity fed to the grid could reduce up to 1,624 tonnes of CO2 emissions annually.



ACQUISITION
2021

SIZE
39,000 sqm

Eastgate Park

Location
Prague metro area, Czechia

Building Details

In October 2021, the Hines Global Income Trust acquired Eastgate Park, a 39,000-square-metre last mile logistics facility in an established industrial zone surrounding Prumyslová (“Industrial”) street in Štěrboholý – a well-known and sought-after industrial area within the Prague metro area.

Eastgate Park’s premier last mile location benefits from excellent links to the motorway network, allowing it to service 95% of Prague’s population within a 30-minute drive and making this project attractive for last mile logistics, e-commerce and parcel delivery occupiers.

Developments



ACQUISITION
2020

SIZE
82,000 sqm

CSP Logistics

Location
Located in Castel San Pietro Terme in the Province of Bologna

Building Details

Acquired in 2020, CSP Logistics, a logistics asset comprising two adjacent buildings of 37,000 and 45,000 square metres respectively, could pioneer ESG standards, resulting in the highest levels of service to tenants and reducing energy consumption and environmental impact. Both assets were completed and sold in Q4 2022.

Castel San Pietro Terme, located in the strategic area of Bologna, is one of the leading Italian industrial districts and a hub for the country’s main motorway and railway lines.



ACQUISITION
2021

SIZE
160,000 sqm

HiPark Piaseczno

Location
Brownfield logistics redevelopment, Piaseczno, Poland

Building Details

The Piaseczno redevelopment provides direct exposure to Warsaw, the largest city in Poland. The location has a focus on data centre facilities, urban logistics and last mile function, and is excellent for e-commerce, parcel delivery and fresh food use. The site is able to service the 3 million population of Greater Warsaw within a 20-30 minute drive.

Hines is committed to delivering a scheme fit for the future. At completion, Piaseczno aims to be one of the most groundbreaking and ambitious urban regeneration projects in Poland, in line with Hines’ comprehensive standards for sustainable land management.



ACQUISITION
2019

SIZE
68,500 sqm

Distribution Park Hamm

Location
Distribution park in Hamm, Germany

Building Details

In 2019, Hines purchased two plots of land totalling more than 68,500 square metres in Hamm, Germany to develop Distribution Park Hamm. The logistics complex is located in eastern Ruhr, a booming logistics district and comprises two buildings designed to deliver the utmost in flexibility and efficiency. The project was awarded DGNB Platinum in Q1 2022.

The project was completed and sold in Q1 2022.

See back page for additional information about certifications and ratings.

Our people

Our success derives from our ability to assemble the right team for each project we support. Logistics and industrial projects are critical pieces of infrastructure within the communities in which they are located. We are able to bring together people with the experience to navigate not just the project itself, but also the intricacies of urban planning, together with a genuine understanding of how both goods and people move through urban environments.



Lars Huber
Chief Executive Officer Europe



Alex Knapp
Chief Investment Officer Europe



Lee Timmins
Chief Executive Officer Eurasia
(Central Europe & Russia)



Logan Smith
Head of Logistics Europe

European Logistics



May-Renée Everett
Associate Europe



Ivan Monterrubio Sánchez
Associate Europe

Research



James Purvis
Managing Director



Anthony Witkowski
Analyst

Conceptual Construction



Simon Baxter
Managing Director



Steve Murphy
Managing Director



Javier Estevez
Design Manager

Czech Republic



Mieczysław Godzisz
Country Head



Marian Knezek
CFO



Stewart Thomson
Director

France



Xavier Musseau
Country Head



Matthieu Refay
MD, Acquisitions



Laurent Taleb
Development



Agnès Isbérie
Associate Director



Etienne de David
Beauregard
Asset Management



Louis Dartiguenave
Associate

Germany



Alexander Moell
Country Co-Head



Christian Meister
Managing Director



Christina Wingerath
Director



Dominik Weis
Director



Felix Johow
Associate



Alexander Burkhard
Associate

Greece



Paul Gompopoulos
Country Head



Dimitrios Vyzantios
Finance Director



Vangelis Mantzavinos
Asset Management

Italy



Mario Abbadesse
Country Head



Cristiano Brambilla
SVP, Construction



Federico Soffietti
Director



Andrea Imperatore
Senior Associate



Alberto Gridelli
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Analyst

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Andy Smith
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Kamil Nurek
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Marek Szymczyk
Senior Analyst



Artur Szczepanek
Project Manager



Bartosz Kostrzewa
Construction

United Kingdom



Ross Blair
Country Head



Ian Brown
SMD, Finance



Greg Cooper
Managing Director



Mickey Scott
Asset Management



Damien Hilborne
Director Development



Steven Preedy
Development

Our firm



Laura Pierce-Hines, Co-CEO and Jeff Hines, Chairman and Co-CEO



Hines Global Presence

Locations and Workforce



314
cities

28
countries

Australia, Austria, Brazil, Canada, China, Czechia, Denmark, Finland, France, Germany, Greece, Hong Kong, India, Ireland, Italy, Japan, Luxembourg, Mexico, Netherlands, Panama, Poland, Russia, Singapore, South Korea, Spain, United Arab Emirates, United Kingdom, United States

● Regional Headquarters

Total Assets Under Management

€88.9 B

Listed as EUR

Developments Worldwide

CURRENTLY UNDERWAY

209

Projects

9.8 M sqm

COMPLETED

960

Projects

26.4 M sqm

Property and Asset Management

634

Properties in asset management portfolio

20.9 M

Square metres

AUM as of 30 June 2022. Assets under management ("AUM") combines AUM of the global Hines organization and AUM of Hines' affiliated registered investor advisor.

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ESG CERTIFICATIONS AND RATINGS

GRESB is a mission-driven and investor-led organization that provides actionable and transparent Environmental, Social and Governance (ESG) data to financial markets. GRESB collects, validates, scores and benchmarks ESG data to provide business intelligence, engagement tools, and regulatory reporting solutions. Hines pays to participate in GRESB.

Offered by the German Sustainable Building Council, **DGNB** is a holistic certification process by the German Green Building Council that measures environmental quality, economic quality, sociocultural and functional quality of new buildings, existing buildings, refurbishments and buildings in use. Hines pays to submit projects for certification.

PERE is the leading publication for the world's private real estate markets. For the EPRE awards, PERE's editorial team selects a short list of submissions based on their experience with the firm's making the submissions. Award nominations are highly subjective and include qualitative and quantitative criteria, looking for evidence of a firm's activity capital raising, deal execution and/or innovation.

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Data as of 30 June 2022 unless otherwise noted.



Hines
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