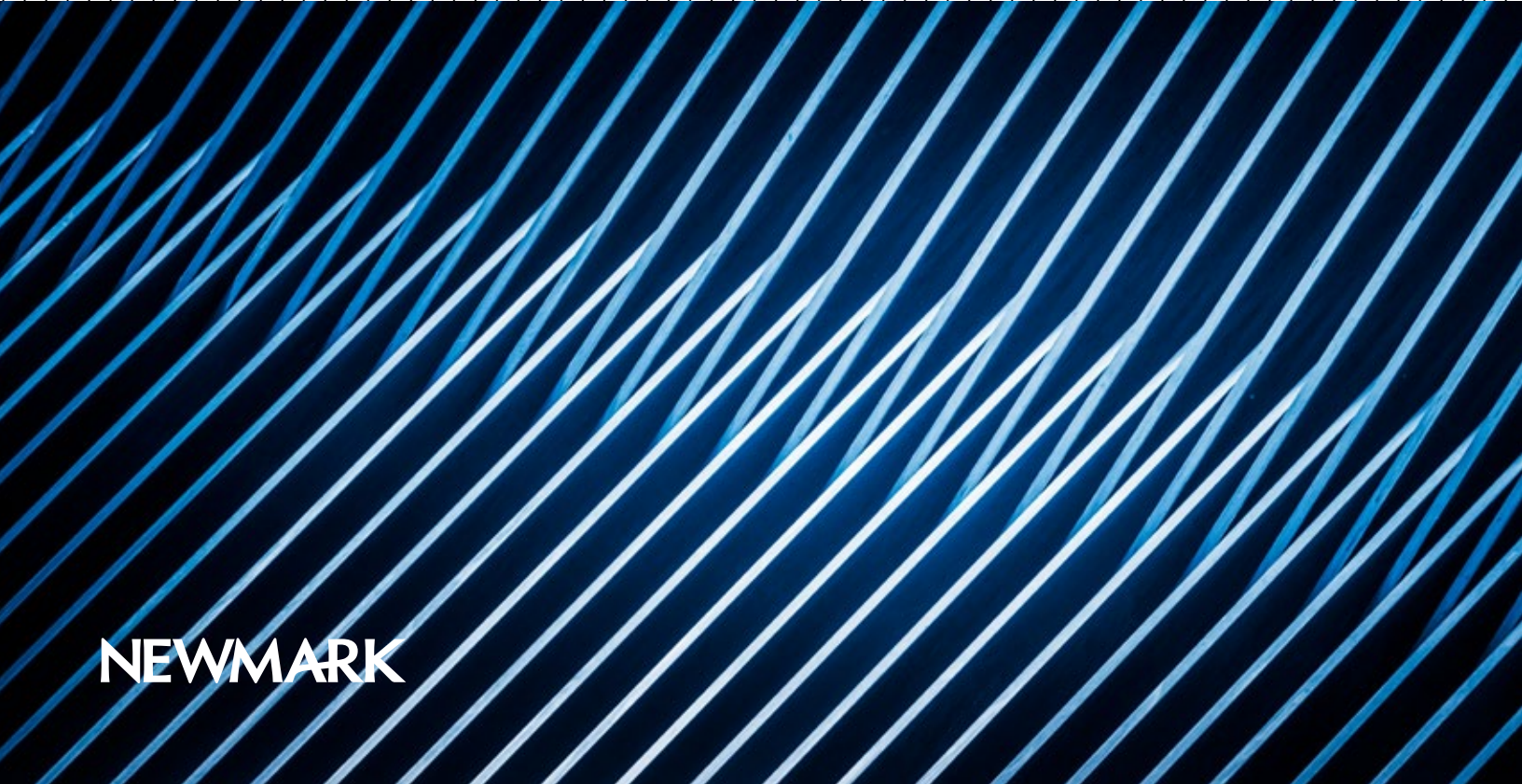
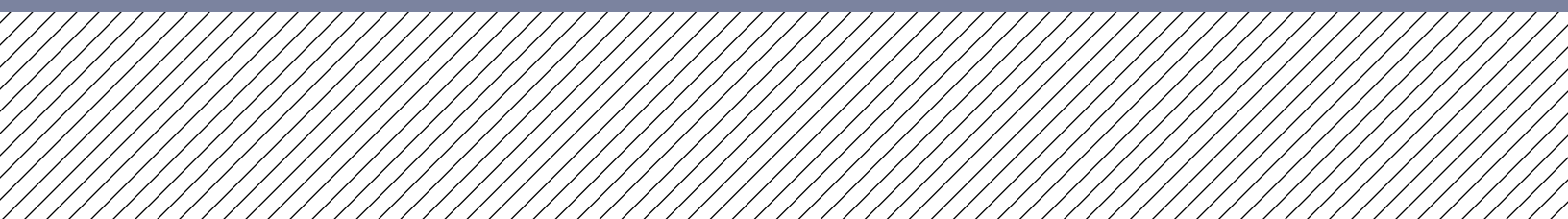

Industrial & Logistics



NEWMARK





EXPERTISE THAT TAKES YOU FURTHER

We work harder, together, in the best interest of our clients.

Our experts combine international market knowledge with the power of local insight in every major market. The result is an unmatched track record in every aspect of industrial services, from supply chain strategy to the buying, selling, financing and managing of industrial assets. Our sophisticated data analytics capabilities provide powerful and deep insight, while our collaborative, forward-looking approach delivers solutions tailored to our clients' unique needs, now and in the future.

Every aspect of our comprehensive approach is powered by our industry-leading data, where our versatile expertise and nimble mindset meet targeted research and analytics. Armed with the right insight, our experts consistently anticipate our clients' ever-evolving needs and cultivate the knowledge necessary to meet the moment.



Plan



Stabilize/Transact



Build



Monetize

Research

Detailed and precise data combined with industry-leading market commentary enables us to guide clients holistically as they make regional and global real estate decisions.

Thought Leadership

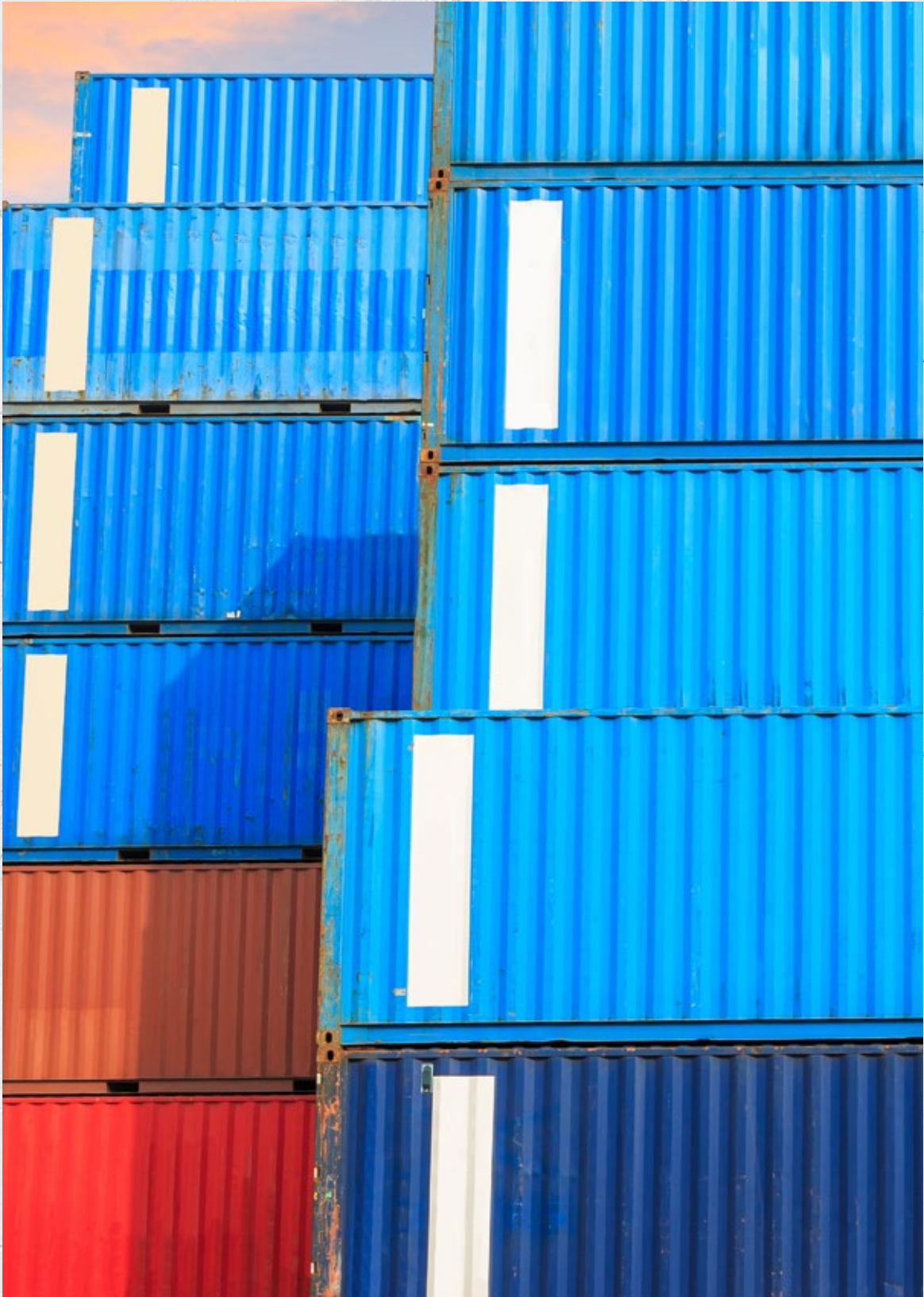
Our industrial research experts are dedicated to identifying current and future trends and market implications, producing timely, data-driven insights to advise clients in an ever-changing industrial landscape.

Technology

We approach each engagement with the goal of innovating through new and existing technology. Our array of technology solutions empowers real estate decision-makers to make smart choices and make them faster by revealing the connections between data and impact.

Consultative Approach

From planning to implementation, our business and real estate consulting platform, Global Strategy, offers multidisciplinary solutions across Portfolio Strategy, Workplace Strategy & Human Experience; Location Strategy & Site Selection; and Economic Incentives Advisory. Our expertise encompasses the broad trends and operational nuances of global supply.





Tenant Representation

For end users, we offer coordinated analysis of current leases and are adept at spotting efficiencies when it comes to relocations, renewals and restructuring. From midsize firms and private equity businesses to Fortune 500 enterprises, we help a diverse range of clients assess risk and make sound decisions. We analyze and anticipate the impact of market conditions with an eye to tenants' unique needs, creating solutions with vision.

Our full suite of Tenant Representation services includes:

- Acquisition and Disposition
- Comprehensive Lease and Sale Negotiations
- Construction Supervision
- Economic Incentive Analysis
- Lease Auditing
- Financial and Market Analysis
- Project Management
- Strategic Planning in Operations & Finance
- Site Selection
- Build-to-Suit



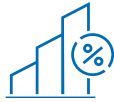
Owner Representation

For owners, our team brings an intimate understanding of how industrial tenants tick. That's how we equip our clients with the insight—and foresight—to optimize investments on every level, from marketing to income potential. We understand the complex requirements of industrial property owners. Our expertise includes assessing the value of capital improvements, financial ownership structures, the impact of debt service obligations and exit strategy planning. Our team can reposition an underperforming asset through competitive analysis, proactive leasing strategies and tenant retention programs.

With access to valuable in-house market research, our team tracks tenant migration and market trends while establishing the most current and comprehensive knowledge of competitive space.

Our full suite of Owner Representation services includes:

- Comprehensive Lease Negotiation
- Construction Supervision
- Sale Leaseback Transactions
- Financial Analysis & Economic Incentives
- Marketing and Repositioning Strategy
- Property Assessment
- Property Management
- Prospecting/Canvassing
- Tenant Retention
- Tax Appeal Services
- Valuation



Capital Markets

Our team also specializes in investment sales, bringing experience and ingenuity to building acquisitions, dispositions and built-to-suit assignments. When it comes to optimizing asset value, our clients benefit from both our nuanced market knowledge and our relationships with institutional and private capital buyers and sellers.

Our full suite of services includes:

- Asset & Portfolio Sales & Financing
- Joint Ventures & Recapitalizations
- Capital Sourcing & Equity Placement
- Acquisition & Disposition Advisory
- Real-Time Research & Intelligence
- Investment Sales
- Debt & Structured Finance
- Loan Sale Advisor



Industrial Specialty Expertise

Tapping into powerful data, industry insight and long-standing experience, our experts have a nuanced understanding of the factors that impact their clients. That's why our expert professionals deliver results that go beyond short-term real estate requirements, providing tailored advice to help clients achieve their business goals and improve their bottom line.

Our industrial professionals boast significant expertise in the following areas:

- Food & Beverage
- Industrial Service Facilities
- Port Properties & Integrated Logistics
- Third-Party Logistics (3PL)
- Omnichannel Logistics
- Last Mile & Urban Logistics
- Manufacturing & Critical Facilities
- Life Sciences

ABOUT NEWMARK

We transform untapped potential into limitless opportunity.

**At Newmark, we don't just adapt to what our partners need—
we adapt to what the future demands.**

Since 1929, we've faced forward, predicting change and pioneering ideas. Almost a century later, the same strategic sense and audacious thinking still guide our approach. Today our integrated platform delivers seamlessly connected services tailored to every type of client, from owners to occupiers, investors to founders, and growing startups to leading companies.

**Tapping into smart tech and smarter people, Newmark brings ingenuity
to every exchange and transparency to every relationship.**

We think outside of boxes, buildings and business lines, delivering a global perspective and a nimble approach. From reimagining spaces to engineering solutions, we have the vision to see what's next and the tenacity to get there first.

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