



*Lease space in Nairobi, the logistics hub for the East African region*

Introducing Kenya's first modern logistics and distribution parks

East Africa shows the most promising industrial demand and growth dynamics over the next decade. JLL's Africa Prime Industrial Report 2017 confirms that by Q1 of 2018, total demand in East Africa should surpass total demand in West Africa for the first time. Add to this several key infrastructure projects which, over the long term, should cement Kenya's place at the centre of East Africa's transport network.

3.6%

Kenya's forecasted annualised growth in new demand year on year from 2017 to 2027

## Major infrastructure projects

- Nairobi's major highway improvements include the Eastern Bypass, Western A104 highway and expansion of the Mombasa-Nairobi Highway.
- Three International airports in Kenya and the expansion of smaller airports.
- The Standard Gauge Railway ("SGR"), the first phase of which provides upgraded passenger line and cargo transportation between Mombasa and Nairobi has been completed. The subsequent phases of the SGR aim to connect Nairobi to Naivasha, and eventually Uganda and Rwanda. This project aims to improve in-country and the regional transport networks as well as reduce cargo and commuter costs and inefficiencies.
- A 32-berth port in Lamu, Kenya (construction of the first three berths are to be completed by 2020).
- Lamu Port and Lamu-Southern Sudan-Ethiopia Transport Corridor commonly referred to as the LAPPSET project is one of the largest regional east African projects. It aims to provide connecting ports, pipelines, roads and railways between Kenya, South Sudan and Ethiopia (construction is ongoing).

*Demand for modern logistics and warehouse space is set to grow rapidly across the continent, and the development of major logistics clusters in major nodes is on trend with similar clusters located in Memphis, Chicago, Singapore and Rotterdam. These concentrated nodes of logistics-related business activities provide shared resources, improved networks, specialised labour pools and better supply chains.*

62%

shortage of quality warehousing space

35%

lease extra space due to shortages

10%

deliver goods directly to consumers at substantial extra cost

6%

no solutions whatsoever for quality warehousing shortages

Rental growth



Vacancy rate



Land value & construction costs

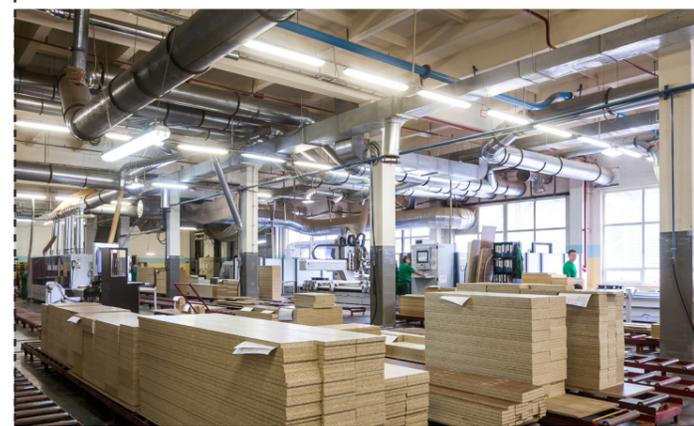
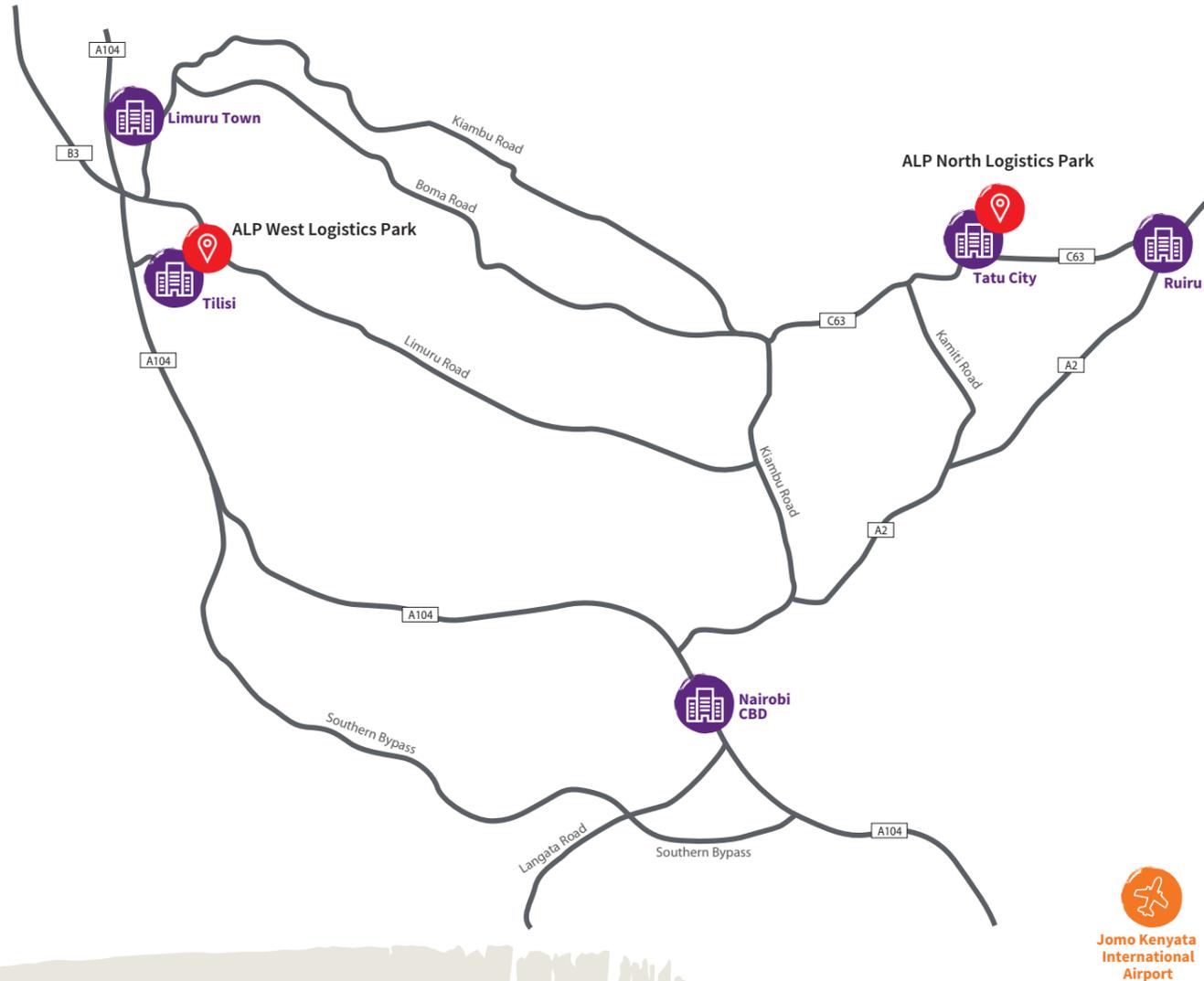


# Access international standard warehousing for the first time in Kenya

Africa Logistics Properties (ALP) is a specialist integrated industrial property company that invests, develops and manages its Grade A assets with a vision to create a pan-African international standard warehousing portfolio for the rental occupier market. The team count some of the largest multinationals operating in growth markets as their satisfied tenants.

The developer currently has two separate offerings, located in two of Kenya's large-scale urban development projects in the growth trajectory of Nairobi:

- ALP North Logistics Park
- ALP West Logistics Park



## Developed for a variety of occupiers

- Multinationals companies:** Grade A facilities to enable cost-efficient entry into growth markets and/or consolidation of existing warehousing into a purpose-built distribution hub
- Regional companies:** Well-designed distribution centres to expand locally and across borders
- Local SMEs:** Affordable international quality warehousing from 2,000m<sup>2</sup> to expand and grow

## Proven sector expertise

Both precincts offer multi-tenant facilities which include built-to-suite requirements for a range of companies in the logistics, retail, light industrial, FMCG and e-commerce sectors:



Industrial/retail warehousing



Liquid storage



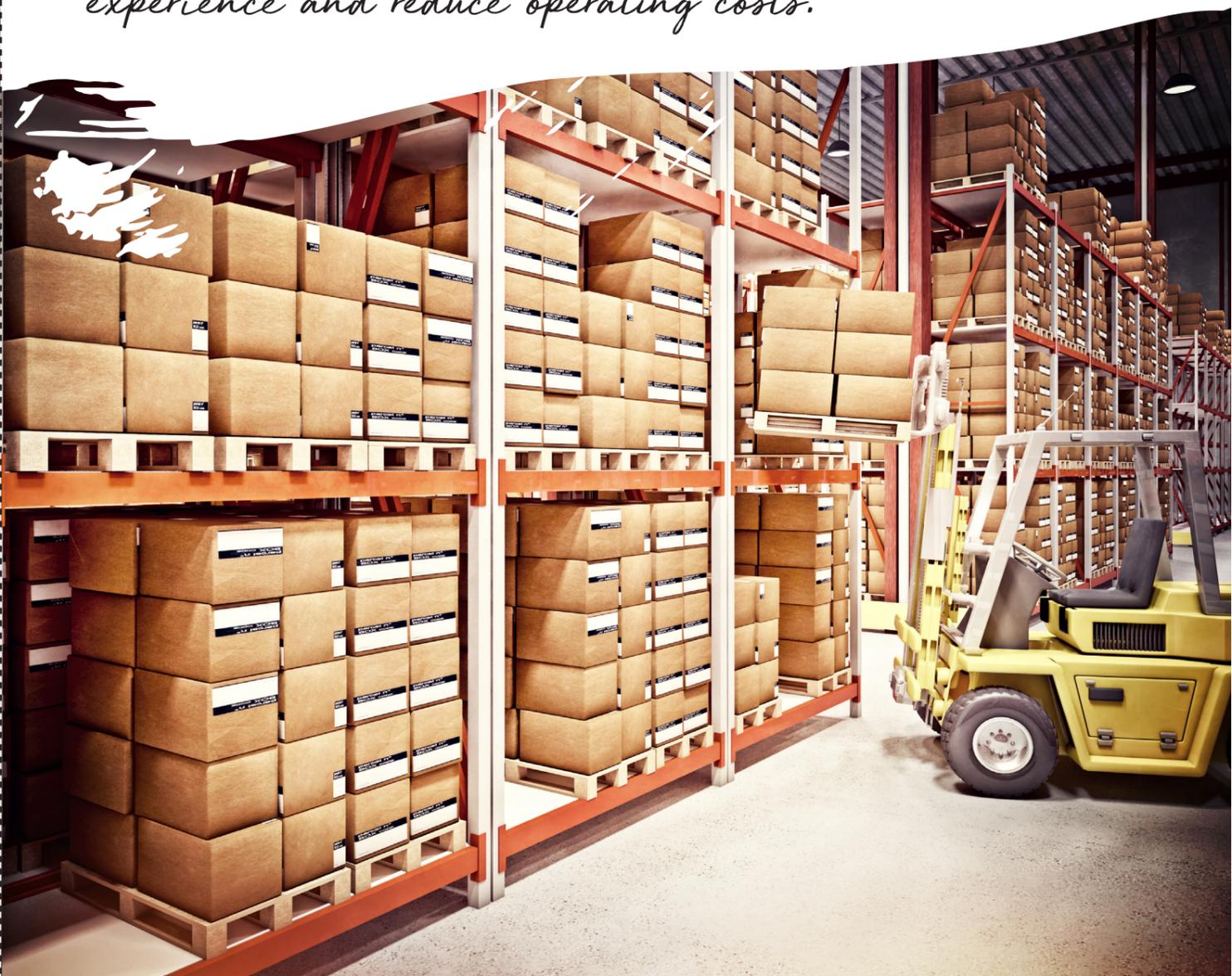
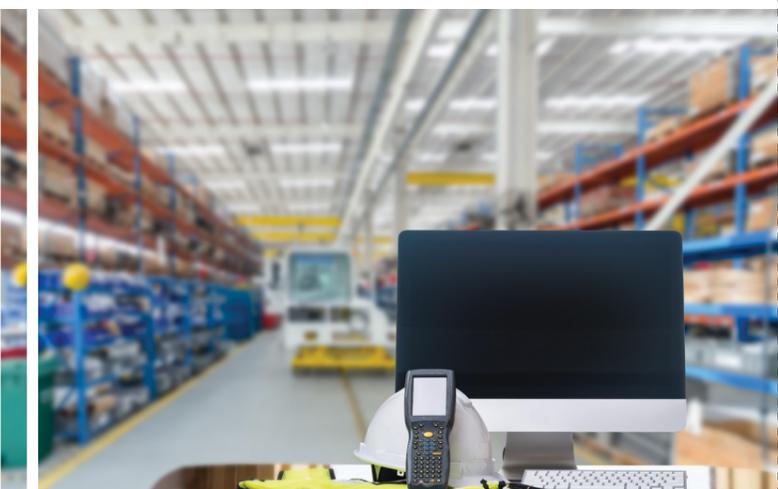
Commodity warehousing



Cold storage



Container storage



## Five financially-motivated reasons to use ALP modern warehousing

1. Solutions-based approach with warehousing designed to fit a company's processes and solutions (not the other way around).
2. Unit specifications due to their 12m operating height and high load capacity FM2 floors allow 3x pallet storage density compared to traditional local 'godown' warehouses.
3. Increased operating efficiencies from reduced labour, transport and inventory management costs.
4. Environmental sustainable features support lower occupier service charges.
5. All these factors are currently lacking in traditional Kenyan logistics market and deliver to occupiers up to:

30%  
total rental  
cost savings

60%  
operating cost  
savings

*Grade A logistic developments with efficient, established infrastructure improve consumer experience and reduce operating costs.*

## Green logistics

The ALP modern warehousing units are leading the implementation of environmental sustainable features and standards across Africa.

Both logistics parks aim to meet IFC EDGE efficiency standards and lower occupier costs through several fundamental features:

- 24/7 operations through PV Solar electricity with generator and mains back-up systems
- Rainwater harvesting and recycling
- Insulated and cool roof systems
- Skylight natural lighting combined with LED low energy lighting systems to reduce electricity use by up to 70%
- Green spaces

*Talk to us about achieving maximum value from your industrial space.*

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### *About JLL*

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