

# Press kit France+

Goodman+



# FACT SHEET+

AS AT 30 JUNE 2019

We think globally and act locally. Our decisions are based on 30 years of sound property experience and profound knowledge of the markets in which we operate.



1,000+ professionals  
in 29 offices worldwide



240+ professionals across Europe

Continental Europe  
Assets in 10 countries

131 properties  
under management



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### Who are we?

Goodman is an integrated commercial and industrial property group that owns, develops and manages real estate including warehouses, large scale logistics facilities and business space globally.

Goodman also offers a range of investment property funds, giving investors access to our specialist fund management services and commercial and industrial property assets.

Goodman's success is founded on the quality and integrity of our people and the longterm relationships we build with our customers plus an unrivalled knowledge of the industrial property markets in which we operate.

### Read more about:

[Goodman in France](#) | [Goodman Group globally](#)

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## Investment management in Continental Europe

Goodman offers two distinct investment management platforms in Continental Europe that invest in high quality logistics properties.

- + **Goodman European Partnership (GEP)** with a €3.5 billion portfolio of 117 prime pan-European logistics assets in 10 countries.
- + **KWASA Goodman Germany (KGG)** with a €815 million portfolio of 14 prime logistics assets in Germany.

**€28.6** billion

total assets under management

**383**

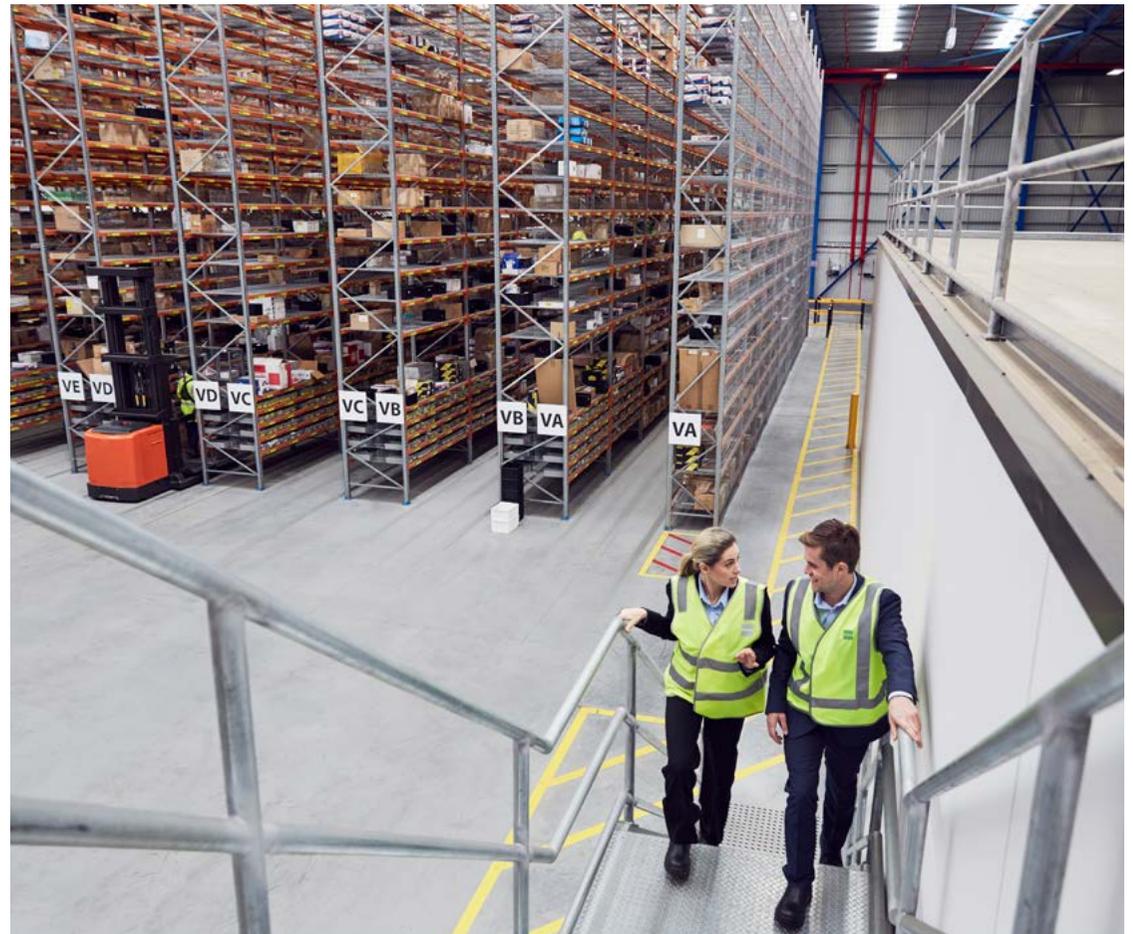
properties under management

**18.3** million sqm

business space under management

**1,600+**

customers



# GOODMAN IN FRANCE+

Goodman began operating in France in 2005. Since then, the company has delivered more than 30 logistics developments for major industry players, representing an investment of over half a billion euros. Goodman owns, develops and manages high-quality logistics and warehousing facilities in strategic locations across the country, primarily along the North-South corridor linking Lille, Paris, Lyon and Marseille, as well as in the Strasbourg region. As of 31 December 2018, Goodman manages a portfolio of more than 800,000 sqm of industrial real estate in France.

## Strategy

Goodman's strategy is based on its vision of long-term, high quality property management and maintenance, which benefits Goodman's customers and financial partners alike. This has allowed Goodman to develop strong relationships and to work on regular projects with many customers including Amazon, Cdiscount, Carrefour, Leclerc, DB Schenker and Kuehne + Nagel, both in France and elsewhere in Europe.

## Sector experience

Goodman's clients in France are spread evenly across three sectors; transport and logistics (3PLs), major retail and consumer brands, and ecommerce companies. Together these account for over 90% of the company's portfolio.

For major retailers and large supermarket brands, Goodman helps to transform their logistics networks and to support many industry-leading organisations in the execution of their real estate strategy. In recent years, Goodman has developed nearly 300,000 sqm for Carrefour, Casino, Auchan and Leclerc.

In the e-commerce sector, Amazon has repeatedly chosen Goodman as its real estate partner across Europe. In France, Goodman has delivered eight major projects totalising more than 380,000 sqm for the company since 2007. Also for Cdiscount, France's leading e-merchant, Goodman has developed more than 175,000 sqm over the last three years.

## Operations

The French team has a team of 20 people dedicated to managing operations from its office in Paris with the support of 80 experts based the European headquarters in Brussels.



Roissy Logistics Centre



Lille-Douai Logistics Centre



Gennevilliers Logistics Centre

# OUR TEAM+

“My ambition is twofold. I want to grow the company and explore new ways of applying our expertise in the sector, while maintaining and even increasing our focus on long term customer satisfaction. This unique approach will be our foundation as we build the company’s future.”

“It is an exciting challenge to be constantly developing Goodman in France by placing customers at the heart of our business, always looking for new and creative ways to meet their requirements.”



## **Philippe Arfi**

### **Country Director for France**

Philippe Arfi is responsible for the management and strategy of Goodman’s activities in France and is part of Goodman’s senior leadership team for Continental Europe.

Philippe joined Goodman in April 2008 as a Business Development Manager. Two years later he was promoted to Head of Business Development before taking on his current role as Country Director for France in 2013.

In this position, Philippe has been responsible for developing and repositioning Goodman’s portfolio in France, with a qualitative approach to its management.



## **Benoit Chappey**

### **Head of Business Development for France**

Benoit Chappey has led the company’s commercial team since June 2014, identifying opportunities for Goodman in terms of both land and customers. He is also responsible for acquisitions relating to existing logistics platforms.

Benoit is responsible for customer satisfaction during all key stages of the development process, and has contributed to Goodman’s leading position in the logistics real estate market.

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# OUR TEAM+

“Goodman’s long term approach is highly motivating. It allows us to build strong relationships with our customers and to maintain and improve the quality of our assets.”



## **Aurélien Noël**

### **Head of Portfolio Management for France**

Aurélien Noël is responsible for managing Goodman’s portfolio in France, which consists of more than 900,000 sqm of industrial real estate.

Aurélien joined Goodman as Head of Portfolio Management for France in June 2016, after 12 years of real estate experience, including asset management and acquisitions. Aurélien and his property services team ensure customer satisfaction and take care of customer needs on an operational and strategic level.



# CONTACT+

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