



## **Tariffs, last mile delivery and defence will drive demand for logistics and industrial assets in Europe**

**Market outlook points to rising investment in warehousing and production facilities, fueled by reshoring, shifting consumer habits and new trade flows**

**Top executives from Prologis, Dils, AXA IM, WDP, Pithos Capital, TPG Angelo Gordon and Colliers Italy to debate at The District 2025 how location, efficiency and flexibility are reshaping returns in distribution real estate**

**Barcelona, August 29, 2025** – Logistics and manufacturing are undergoing a major transformation in Europe. Recent international trade developments – linked to the new 15% tariffs imposed by the United States on EU products – combined with changing consumer habits are causing both sectors to undergo a period of change. In this regard, demand for logistics assets in the EU is expected to increase in the coming months because of the rise in purchases of European products and the redirection of trade flows from the US, which is creating opportunities for strategic locations such as Rotterdam and Antwerp.

As a result of this scenario, it is estimated that the second half of 2025 will be marked by a stabilisation in demand for distribution assets, after a first six months characterised by a less favourable trend. In fact, according to CBRE data from the end of July, 95% of logistics operators want to maintain or increase their space requirements over the next twelve months. Likewise, as highlighted by capital sentiment studies, 85% of real estate investors in Europe want to focus on the industrial segment over the next two years due to the effects of offshoring and the expenditure that countries on the continent must make on defence and infrastructure.

For this reason, and due to the expectations surrounding logistics and industrial properties, [The District 2025](#), the leading European real estate event from a capital perspective, which will take place **from 30 September to 2 October in Barcelona**, Spain, will dedicate a forum to examining the progress of both assets. In this regard, **Cristian Oller**, Vice President and Country Manager of Prologis Spain, will reveal the market's potential and the limitations it may face today due to the lack of energy certifications, location, design or shortage of flexibility in leasing proposals.

For his part, **Thomas Karmann**, Head of Logistics at AXA IM, will be responsible for investigating the consolidation of supply platforms and large-format logistics, which is also redefining fund priorities, development timelines and value propositions.

### **Urban distribution, top priority**

As NTT Data explains, European consumers who shop online currently expect their orders to arrive in less than two days. For this reason, logistics firms are increasing their focus on urban warehouses, which are strategically located and can deliver products to customers more quickly. At the same time, due to the boom in supply, capital has more choice, so properties in prime locations that are high-quality, operational, adaptable and comply with ESG criteria are the ones that are achieving the highest returns and occupancy rates. **Craig Mason**, Investment Director at

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Pithos Capital, will explore this topic in greater depth and explain the challenges that arise today in relation to land scarcity and the regulatory ecosystem.

At the same time, **Gijs Klomp**, Business Development Manager in Romania for WDP, a company specialising in the development of storage facilities, will focus on the expansion of regional logistics centres and the opportunities they present in terms of adapting to each territory, responding to the current trade and production model.

### Italy's logistics leadership, in The District 2025

One of the European countries where the logistics sector has undergone a profound transformation in the last two decades is Italy. According to data provided by Confindustria Assoimmobiliare, this segment accounted for 17% of institutional investment in 2024, and key locations such as Milan and Rome are remaining strong this year, with prime rents falling by around 5.25%, according to Cushman & Wakefield. For this reason, Italy, which is the guest country at The District 2025, will attend the meeting to showcase the evolution of the main regional enclaves, capital investment patterns and how public-private dynamics have shaped new options.

Experts such as **Sandro Innocenti**, Senior Vice President and Region Head Southern Europe at Prologis; **Alberto Lacchini**, Business Development Director at Engineering 2K, a general contractor in the logistics sector; and **Alfredo Mauri**, Head of Logistics & Industrial Department at Dils, will share their perspectives on the state of the supply sector in Italy.

Also participating will be **Valeria Falcone**, CEO of Colliers Italy; **Antonio Guaresció**, Managing Director at Confluence Europe and International Business Development Director at GSE; and **Pietro De Giovanni**, Director of the Strategy and Operations Knowledge Area at the SDA Bocconi business school, among others, will analyse the future of logistics assets in Italy, which are influenced by data, automation and changing tenant expectations.

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**About The District 2025 (September 30 - October 1-2, Fira Barcelona Gran Via):** is the largest European event dedicated to Real Estate from the capital perspective. The summit has a Hospitality area and a content program in The District World Summit 2025, the global reference congress on capital structures, which has 5 auditoriums. It is the main meeting forum where the different Real Estate agents who are looking for opportunities and new real estate projects meet with the aim of designing the future of the sector in Europe. The District is an event organized by NEBEXT - Next Business Exhibitions.

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