Training course on Industrial and Logistics Real Estate Investment

Professional Development Training Course Outline

Category	Real Estate Institute	**Duration**	5 Days
Base Fee	$1,500 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

In the global rapidly expanding economy, the Industrial and Logistics Real Estate Investment sector has emerged as a powerhouse, offering compelling opportunities for investors seeking resilient returns driven by burgeoning e-commerce, manufacturing growth, and infrastructure development. Training Course on Industrial and Logistics Real Estate Investment is meticulously designed to equip with the specialized knowledge and strategic frameworks. This is necessary to identify, analyze, acquire, manage, and optimize investments in warehouses, distribution centers, industrial parks, and specialized logistics facilities. Beyond traditional real estate valuation, this specialized discipline demands a deep understanding of supply chain dynamics, technological advancements, and market forces, blending in-depth knowledge of asset classes, spatial analytics, lease structures, and risk management principles, and the leveraging of strategic location intelligence and demand forecasting to capitalize on the increasing need for efficient storage and distribution solutions across the region, particularly in and around key transport corridors and industrial zones like Athi River, Tatu City, and Mombasa. This comprehensive 5-day program delves into nuanced methodologies for understanding the drivers of demand for industrial and logistics space in Kenya, mastering advanced techniques for property valuation, due diligence, and financial modeling specific to this asset class, and exploring cutting-edge approaches to optimizing asset performance, mitigating operational risks, and navigating the evolving regulatory and technological landscape. A significant focus will be placed on understanding the interplay of e-commerce growth, cold chain logistics, last-mile delivery, and the impact of infrastructure projects (e.g., SGR, Lamu Port) on property values and rental yields. By integrating local industry case studies, analyzing real-world investment strategies in Kenya and the broader East African region, and engaging in intensive hands-on site analysis exercises, lease agreement reviews, financial projection simulations, and expert-led discussions, attendees will develop the strategic acumen to confidently identify lucrative opportunities, execute sound investment decisions, and manage high-performing industrial and logistics real estate portfolios, fostering unparalleled capital appreciation, stable income generation, and securing their position as indispensable leaders in Kenya's crucial industrial and logistics infrastructure.

Programme Curriculum

Training Course on Industrial and Logistics Real Estate Investment

Introduction:

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This comprehensive 5-day program delves into **nuanced methodologies** for **understanding the drivers of demand for industrial and logistics space in Kenya,** mastering **advanced techniques for property valuation, due diligence, and financial modeling specific to this asset class**, and exploring **cutting-edge approaches** to **optimizing asset performance, mitigating operational risks, and navigating the evolving regulatory and technological landscape.** A significant focus will be placed on understanding the interplay of **e-commerce growth, cold chain logistics, last-mile delivery, and the impact of infrastructure projects (e.g., SGR, Lamu Port)** on property values and rental yields. By integrating **local industry case studies,** analyzing **real-world investment strategies in Kenya and the broader East African region,** and engaging in intensive hands-on **site analysis exercises, lease agreement reviews, financial projection simulations, and expert-led discussions**, attendees will develop the **strategic acumen** to confidently identify lucrative opportunities, execute sound investment decisions, and manage high-performing industrial and logistics real estate portfolios, fostering unparalleled **capital appreciation, stable income generation**, and securing their position as indispensable leaders in **Kenya's crucial industrial and logistics infrastructure.**

Course Objectives :

Upon completion of this course, participants will be able to:

1. **Analyze core principles and strategic responsibilities** of **industrial and logistics real estate investment**.
2. **Master sophisticated techniques** for **understanding the key drivers of demand** in the industrial and logistics sector in Kenya.
3. **Develop nuanced strategies** for **identifying and evaluating investment opportunities** in warehouses, distribution centers, and industrial parks.
4. **Implement effective due diligence processes** for **industrial and logistics properties**.
5. **Manage complex financial modeling and valuation techniques** specific to this asset class.
6. **Apply robust strategies** for **optimizing lease structures and tenant relationships** in industrial properties.
7. **Understand the deep integration of technology (e.g., automation, IoT)** in modern logistics facilities.

8. **Leverage knowledge of supply chain dynamics and last-mile logistics** for property selection.
9. **Optimize strategies for mitigating risks** associated with industrial and logistics real estate investment.
10. **Formulate specialized investment strategies** for **niche segments** like cold chain or data centers.
11. **Conduct advanced market analysis** for **industrial and logistics real estate trends** in Kenya and East Africa.
12. **Navigate challenging situations** such as **infrastructure constraints, regulatory changes, and economic shifts** affecting the sector.
13. **Develop a holistic, data-driven, and strategically adaptive approach** to **industrial and logistics real estate investment in Kenya**.

Target Audience:

This course is designed for professionals involved in Industrial and Logistics Real Estate Investment

1. **Real Estate Investors and Fund Managers:** Seeking to diversify into or deepen expertise in industrial assets.
2. **Real Estate Developers:** Interested in developing industrial parks, warehouses, and logistics facilities.
3. **Property Owners and Landlords:** Managing or looking to optimize their industrial property portfolios.
4. **Supply Chain and Logistics Professionals:** Understanding the real estate implications of their operations.
5. **Financial Analysts and Portfolio Managers:** Evaluating investment opportunities in the industrial sector.
6. **Real Estate Agents and Brokers:** Specializing in industrial and commercial properties.
7. **Consultants and Advisors:** Providing services to industrial and logistics sector clients.
8. **Government Officials:** Involved in land use planning, infrastructure, and special economic zones.

Course Duration: 5 Days

Course Modules:

- **Module 1: Introduction to Industrial & Logistics Real Estate Investment**
  - Defining the **Industrial & Logistics (I&L) real estate sector**: warehouses, distribution centers, light industrial, manufacturing.
  - **Key drivers of demand**: e-commerce growth, global supply chains, manufacturing, urbanization, cold chain.
  - Overview of the **I&L market in Kenya and East Africa**: major hubs, growth areas (e.g., Nairobi Metropolitan Area, Mombasa).
  - **Sub-sectors of I&L real estate**: bulk distribution, urban infill, flex, specialized facilities (cold storage, data centers).
  - **Case Study:** Examining the growth of logistics parks like Tatu City SEZ and Tilisi Logistics Park in Kenya.
- **Module 2: Market Analysis & Location Strategy**
  - Conducting **macroeconomic analysis**: GDP growth, trade volumes, consumer spending.
  - **Demographic trends** and their impact on logistics (population growth, urbanization).
  - **Infrastructure assessment**: ports (Mombasa, Lamu), roads, railways (SGR), airports.
  - **Location intelligence**: proximity to transport hubs, consumer markets, labor pools.
  - **Case Study:** Analyzing prime industrial zones around Nairobi (e.g., Athi River, Embakasi) for investment potential.
- **Module 3: Valuation & Financial Modeling for I&L Assets**
  - **Valuation methodologies**: income capitalization, discounted cash flow (DCF), comparable sales.

    - **Key financial metrics**: cap rates, cash-on-cash return, IRR, NOI.
    - **Modeling rental growth, operating expenses, and re-leasing assumptions**.
    - Analyzing **financing options and debt structures** for I&L investments.
    - **Case Study:** Developing a financial model for a hypothetical warehouse acquisition in Kenya, including local cost structures and yields.
- **Module 4: Property Management & Operational Excellence**
    - **Tenant relationship management** in industrial properties.
    - **Lease structures**: triple net, gross, modified gross, and their implications.
    - **Facility management and maintenance strategies** for large-scale industrial assets.
    - Optimizing **operational efficiency** (e.g., layout, vertical storage, dock efficiency).
    - **Case Study:** Reviewing a standard industrial lease agreement from a Kenyan context and identifying key clauses.
- **Module 5: Technology & Automation in Logistics Real Estate**
    - Impact of **automation and robotics** on warehouse design and functionality.
    - **Warehouse Management Systems (WMS)** and their role in efficiency.
    - **Internet of Things (IoT) sensors** for real-time monitoring of inventory, temperature, and equipment.
    - **Smart building technologies** in logistics facilities for energy efficiency and security.
    - **Case Study:** Exploring how e-commerce companies in Kenya are influencing the demand for technologically advanced warehousing.
- **Module 6: Specialized I&L Niches & Emerging Trends**
    - **Cold Chain Logistics**: investment in temperature-controlled warehouses for perishables and pharmaceuticals.
    - **Data Centers**: growth drivers and specific real estate requirements.
    - **Last-Mile Delivery Hubs**: urban infill logistics and micro-fulfillment centers.
    - **Multi-story warehouses** and vertical logistics solutions in dense urban areas.
    - **Case Study:** Analyzing the investment potential in cold storage facilities given Kenya's agricultural exports.
- **Module 7: Risk Management & Due Diligence**
    - **Environmental due diligence** (Phase I & II ESAs) for industrial sites.
    - **Geotechnical risks, zoning and regulatory compliance**.
    - **Tenant credit risk and lease default mitigation strategies**.
    - **Market risks**: oversupply, economic downturns, technological obsolescence.
    - **Case Study:** Identifying potential environmental and regulatory challenges for an industrial site acquisition in Kenya.
- **Module 8: Investment Strategies & Portfolio Management**
    - **Acquisition strategies**: direct investment, joint ventures, REITs (Income REITs in Kenya).
    - **Portfolio diversification** and asset allocation within I&L.
    - **Sustainability (ESG)** considerations in industrial real estate.
    - **Exit strategies**: selling to institutional investors, 1031 exchanges (conceptual, relevant international parallel).
    - **Case Study:** Developing a high-level investment strategy for building an I&L portfolio in the East African region.

Training Methodology

- **Interactive Workshops:** Facilitated discussions, group exercises, and problem-solving activities.

- **Case Studies:** Real-world examples to illustrate successful community-based surveillance practices.
- **Role-Playing and Simulations:** Practice engaging communities in surveillance activities.
- **Expert Presentations:** Insights from experienced public health professionals and community leaders.
- **Group Projects:** Collaborative development of community surveillance plans.
- **Action Planning:** Development of personalized action plans for implementing community-based surveillance.
- **Digital Tools and Resources:** Utilization of online platforms for collaboration and learning.
- **Peer-to-Peer Learning:** Sharing experiences and insights on community engagement.
- **Post-Training Support:** Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call +254769199797

Certification

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- The course duration is flexible and can be modified to fit any number of days.
- Course fee includes facilitation, training materials, 2 coffee breaks, buffet lunch, and a Certificate upon successful completion.
- One-year post-training support, consultation, and coaching provided after the course.
- Payment should be made at least a week before the training commencement to Fineskill Training Center account, as indicated in the invoice, to enable better preparation.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Online	$1,000
23 Nov 2026	27 Nov 2026	Physical	$1,500
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$3,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

Start Date	End Date	Location	Price
23 Nov 2026	27 Nov 2026	Physical	$4,500
23 Nov 2026	27 Nov 2026	Physical	$6,000
23 Nov 2026	27 Nov 2026	Physical	$6,000

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