



Swift Delivery of Class-A Facility for Retailer's New Market E-Commerce Entrance

Opportunity

Wal-Mart had ambitious e-commerce objectives for Brazil, an emerging market for the retailer. To support its goals, Wal-Mart required a new Class-A e-commerce logistics facility with market-leading features, including security. In addition, to compete with other e-retailers in the country, the new building needed to be fully operational before the start of the peak holiday season.

Challenge

The Wal-Mart team was tasked with navigating the country's laws, business customs and language while locating a suitable property. At the time, Brazil was experiencing rapid growth in the e-commerce sector, driving increased demand for Class-A facilities and making the right property hard to find.

Solution

Prologis' relationship with Wal-Mart spans nearly 5 million square feet and five countries, including China, Mexico, Brazil, Canada and the United States. Prologis' experience in Brazil spans more than seven years, covers both development and operations, is fueled by a joint venture with Brazil's strongest real estate brand and is governed by a capable, local team of seasoned real estate executives. So when Wal-Mart decided to expand its e-commerce business in Brazil, the retailer turned to Prologis for a high-quality building, local market expertise and on-time delivery. Building on this strong pre-existing relationship, Wal-Mart's U.S. real estate team collaborated with a single point of contact at Prologis and relied extensively on our on-the-ground leadership in Brazil. Prologis delivered the right facility of the right quality at the right time, and Wal-Mart's new e-commerce building was up and running in advance of the holiday season as planned.



Property

Prologis Cajamar II

Location

São Paulo, Brazil

Size

53,500 square meters
575,869 square feet

Key Features

- Park-shared cafeterias, locker rooms and breakrooms
- Adjacent to the Anhanguera Highway, allowing immediate access to the Rodoanel (ring road) and central São Paulo