



We create the space that enables  
**extraordinary things** to happen

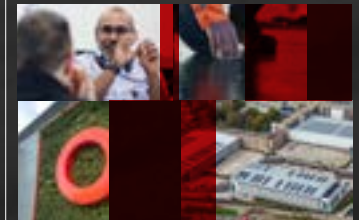
For further information please contact:

Claire Mogford  
Head of Investor Relations  
[claire.mogford@segro.com](mailto:claire.mogford@segro.com)

August 2024

**We are a UK Real Estate Investment Trust (REIT), listed on the London Stock Exchange and Euronext Paris, and a leading owner, manager and developer of modern warehouses and industrial property. Our assets are located in and around major cities and at key transportation hubs in the UK and across Continental Europe.**

**Two-thirds of our portfolio is located in Europe's most attractive urban markets (including data centres) where the lack of available land means that supply-demand dynamics are tightest and where long-term growth and returns are therefore likely to be the highest. The remaining one-third of the portfolio comprises clusters of high-quality logistics warehouses situated at key hubs along major transportation corridors.**



## SEGRO at a glance

### Key facts (at 30 June 2024)

Total AUM

£20.6bn

Total space

10.8m sq.m

Countries

8

Employees

460

### Our portfolio



#### Big box warehouses

Located in national/regional distribution hubs



#### Urban warehouses

Located in or close to major cities

### SEGRO investment case



## Well positioned to respond to the acceleration of structural drivers

Driven by mega-trends of urbanisation and technology – change is greatest where these two combine



### Urbanisation

- Majority of European cities are growing and require additional housing, as well as goods and services to support these larger populations, particularly for 'last-mile' deliveries.
- Industrial land is increasingly being used for residential construction and other uses.
- Land available to meet the need for increased warehouse demand is being eroded.

### Supply chain efficiency and resilience

- Efficient and reliable distribution networks and supply chains are of increasing importance to customers.
- Requires modern well-located warehousing – close to both consumers and a pool of labour.
- Disruption to supply chains caused by the pandemic and the Russian invasion of Ukraine has highlighted the importance of resilience within supply chains.

### Digitalisation of our society (and resultant changes in consumer behaviour)

- Increased e-commerce penetration across Europe has led to retailers needing to adapt their distribution networks.
- Greater use of data (by both businesses and consumers) has led to increased demand for data centres.

### Climate change and the need for efficient, sustainable buildings

- Increased focus on the impact of buildings on the environment and the use of finite natural resources.
- Our customers are also looking to minimise their own footprints and reduce overall occupancy costs.
- Buildings need to be sustainable in the long term and use natural resources efficiently.

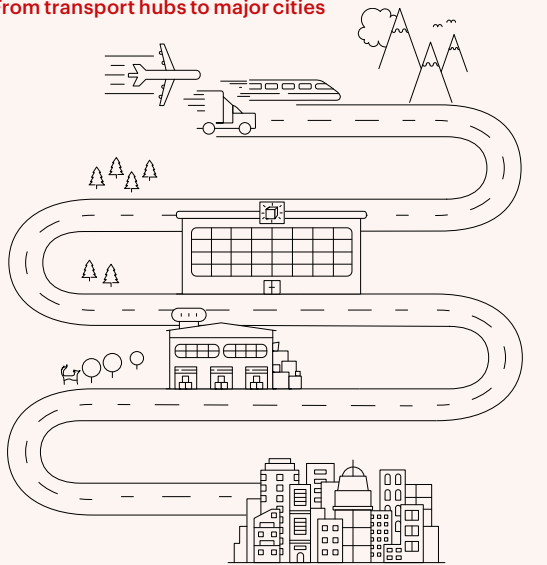
## Complementary asset types

### Big box warehouses: 33%

- Typically larger units serving national and international logistics supply chains, mainly bulk storage and distribution
- Higher net income yield
- Low management
- Development mainly pre-let
- Moderate availability
- Expected ERV growth of 2-4% p.a.

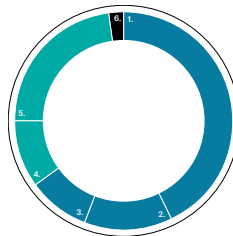


### From transport hubs to major cities



### Portfolio by type (valuation, SEGRO share)

1. Urban warehouses UK	43%
2. Urban warehouses CE	13%
3. Urban warehouses data centres	9%
4. Big box warehouses UK	20%
5. Big box warehouses CE	23%
6. Other	2%

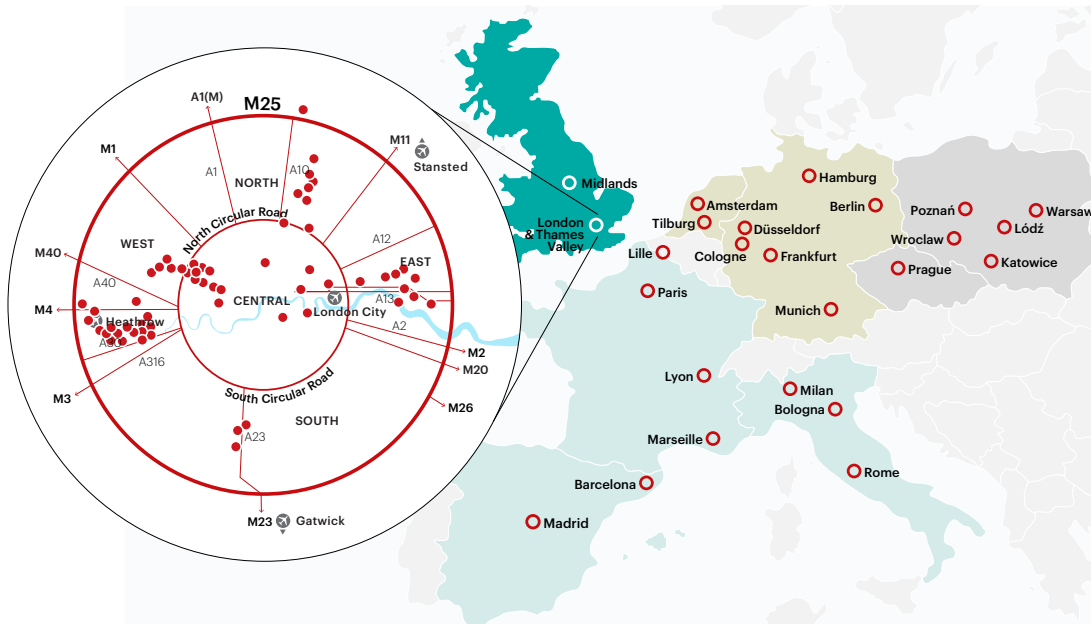


### Urban warehouses: 65%

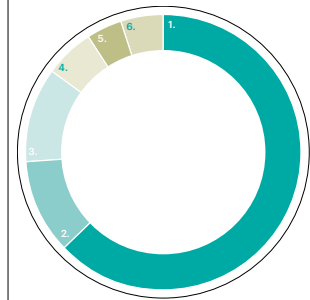
- Typically smaller units
- Flexible warehouse space to cater for multiple uses, including urban distribution and data centres
- Lower net income yields
- Greater asset management potential
- Development mainly speculative
- Limited availability
- Include our data centre portfolio
- Expected ERV growth of 3-6% p.a.



# Strategically located assets across Europe



**Geographical split by value**  
(Total AUM £20.6bn)



1. UK	63%
2. France	11%
3. Germany	11%
4. Italy	6%
5. Poland	4%
6. Other	5%



SEGRO Park Gliwice, Poland



SEGRO Park Collégien, France



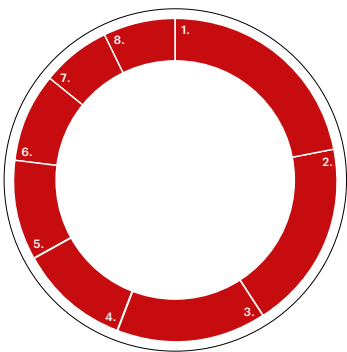
SEGRO Park Tottenham, UK



Data Centre, Slough Trading Estate, UK

## Highly diversified customer base

Customer type by headline rent  
(% SEGRO share)



1,400

Customers

6%

of headline rent from our largest customer

33%

of headline rent from top 20 customers

### 1. Transport & logistics

24%



### 2. Retail (physical & online)

19%



### 3. Post & parcel delivery

9%



### 4. Wholesale & retail distribution

8%



### 5. Manufacturing

15%



### 6. Technology, media & telecoms\*

12%



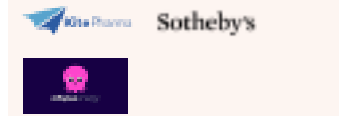
### 7. Services & utilities

6%



### 8. Other

7%



\* Including data centres



## A strategy that has delivered excellent returns

We have been following a clear and consistent strategy for the past decade. It is key to our success in delivering our Purpose of 'creating the space that enables extraordinary things to happen', and enables us to create significant financial and non-financial value for all our stakeholders.



### Disciplined capital allocation (since 2012)

Disposals  
£6.0bn

Asset acquisitions  
£3.6bn

Land & infrastructure  
£3.6bn

Development capex  
£4.3bn

### Operational excellence

Retention rate  
87% 2012: 65%

Occupancy  
95% 2012: 92%

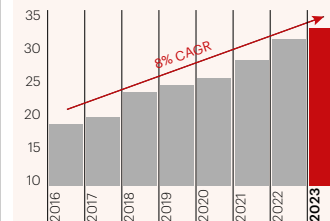
Average lease length to break  
7.3 years 2012: 6.3 years

### Efficient capital structure

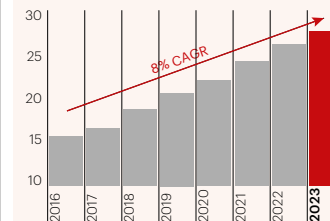
LTV ratio  
30% 2012: 51%

Cost of debt  
2.7% 2012: 4.6%

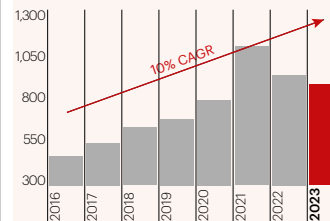
### Adjusted EPS (pence)



### Dividend per share (pence)



### Adjusted NAV per share (pence)





# Growth opportunities from the capture of reversion and development

## Reversionary potential

£133m

## Uplift on rent reviews and renewals in 2023

28%

## Potential rent from current and future development pipeline

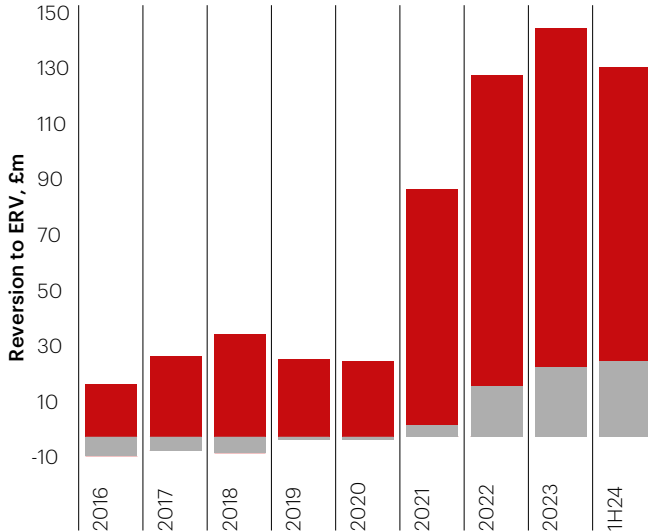
£451m

## Development capex required to complete

£3.8bn

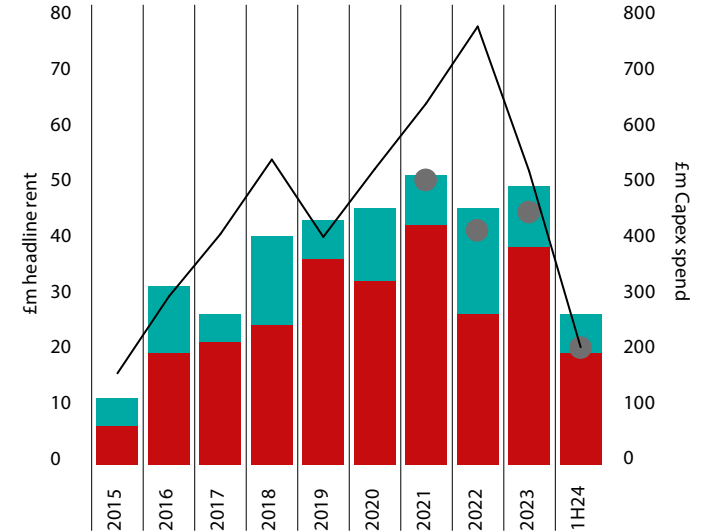
## Accumulated reversion to ERV in the portfolio

■ Continental Europe ■ UK

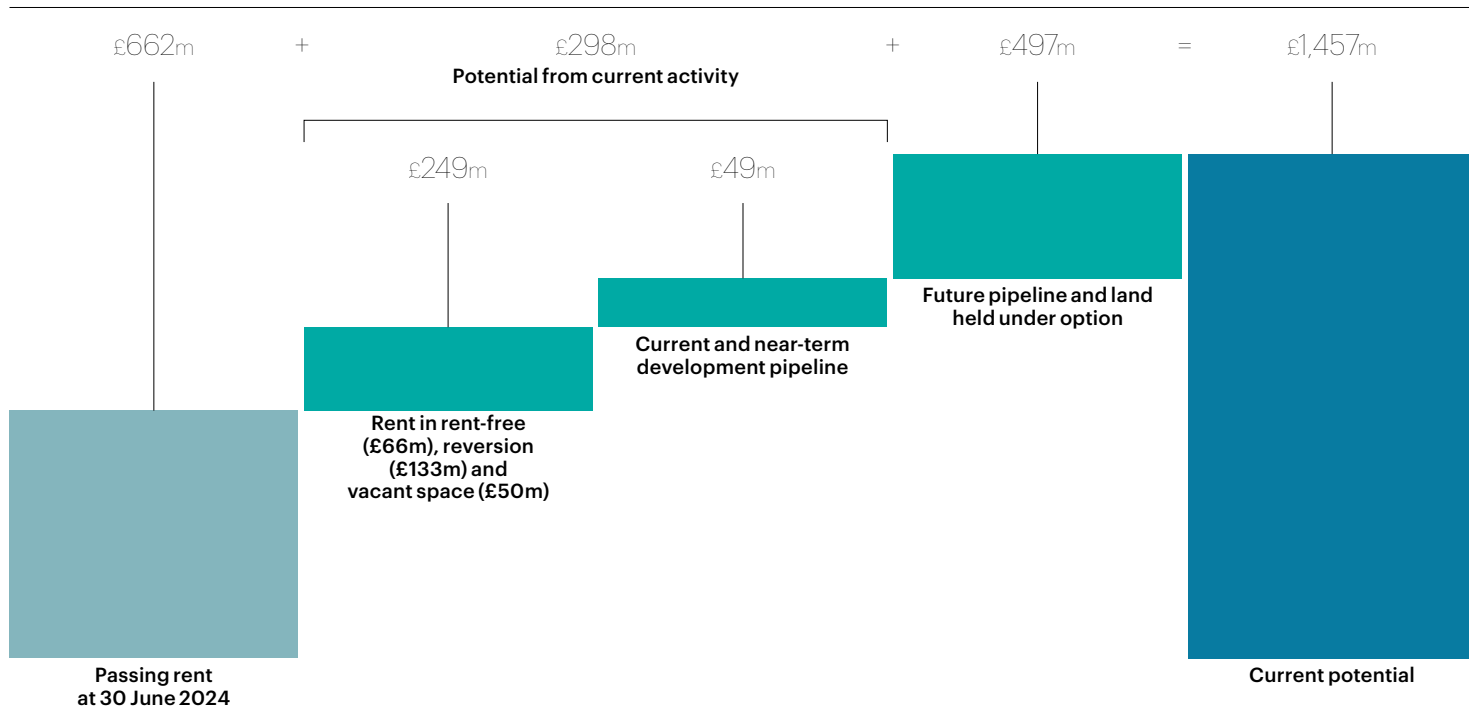


## Accelerated development programme

■ Pre let ■ Spec ● Let at FY23 — Capex spend



## Strong income potential



Excludes the impact of potential acquisitions, disposals and future changes in rental value.  
 Plus: further growth potential from redevelopment opportunities within the portfolio.

**Embedded in the way that we manage our business day-to-day are our Responsible SEGRO strategic priorities. They influence the way we manage our portfolio, how we create new space, and the investments that we make into our business to make sure that it is fit for the future.**

Our Responsible SEGRO framework focuses on three long-term priorities to which we believe we can make the greatest business, environment and social contribution. For each of these areas we have established challenging targets that are linked to six non-financial KPIs and to the annual bonus for all employees. We report on our progress annually, and we will set additional, more specific, supporting targets as necessary and we expect our actions and approach to evolve over time to reflect our achievements, technological change and the priorities of our stakeholders and wider society.



## Our three long-term priorities

### Championing low-carbon growth

We are committed to reducing the embodied carbon in our development programme as well as reducing the carbon-intensity of our properties. We want to play our part in tackling climate change and have ambitious net-zero goals.



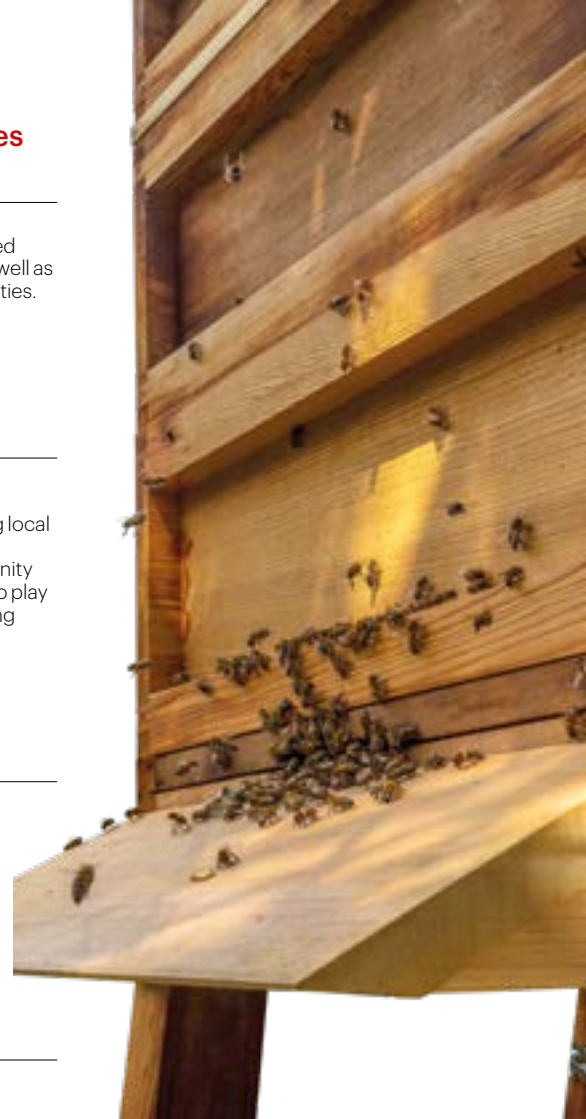
### Investing in our local communities and environments

We have a strong track-record of supporting local communities and employment (including training) is one of the areas that our Community Investment Plans (CIPs) focus on. We want to play our part in reducing inequalities and ensuring more people have the right skills to access meaningful work.



### Nurturing talent

We want our people to have rewarding and fulfilling careers and are committed to fair pay throughout our operations and also our supply chain, and to ensuring that our spaces provide safe working environments and promote health and wellbeing for all.



**SEGRO plc**

1 New Burlington Place  
London W1S 2HR

T +44(0)20 7451 9100

[www.SEGRO.com/investors](http://www.SEGRO.com/investors)