SEGRO

ITTELL I

Enabling extraordinary things

2024 Full year results

14 February 2025

Clear strategy continues to deliver



Driving rents		
£91m	New rent contracted	
+5.8%	Like-for-like rental growth	
£ 37 m	Rent from new development	
Investin	g for growth	
£ 471 m	Development capex	
	Acquisitions	

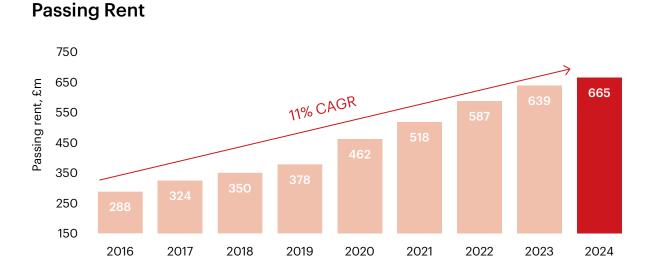
2 454 m	Acquisitions				
000					

£896m Disposals

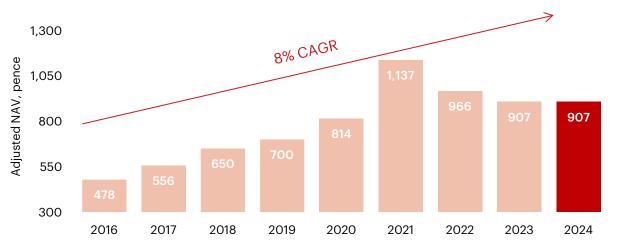
Strong balance sheet

28%	LTV ratio
8.6x	Net debt:EBITDA
2.5%	Cost of Debt

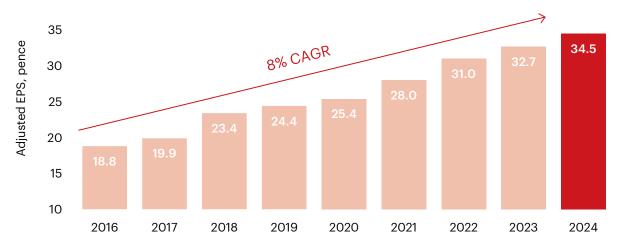
Adding to our strong track record of compounding performance



Adjusted NAV¹ per share

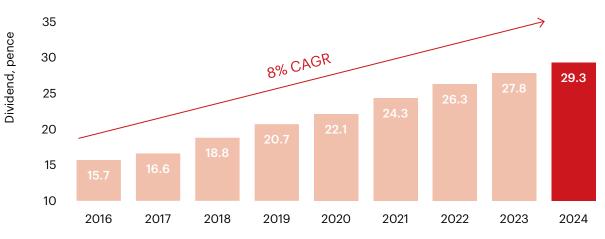


Adjusted earnings per share



Dividend per share

(Distribution policy of 85-95% of full year adjusted earnings)



Making further progress with Responsible SEGRO



Championing low-carbon growth

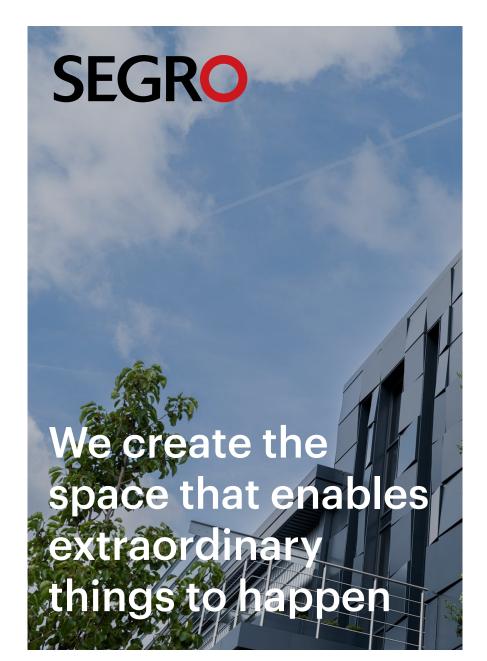
- Reduction in the embodied carbon intensity of our developments
- 97% of developments BREEAM 'Excellent' or higher
- Increased visibility of customer energy data to 87%
- 108% increase in our installed solar capacity to 123MW
- Establishment of new science-based net zero carbon targets

Investing in our local communities and environments

- 14 Community Investment Plans
- 49 local community projects to improve biodiversity, environment, health & wellbeing
- Record levels of volunteering from SEGRO employees, customers and suppliers
- >10,000 people supported through our education and employment programmes

Nurturing talent

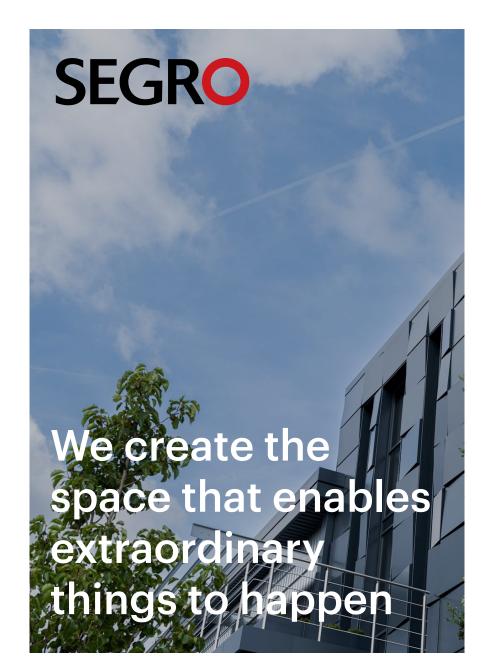
- Reshaping of Leadership Team
- Investment in development of our leadership teams and colleagues
- Clear diversity goals with supporting action plan
- High levels of employee engagement
- Introduced new, enhanced family-friendly policies



Delivering in 2024

Primed for further growth

Significant additional value creation opportunity with data centres



Delivering in 2024

Primed for further growth

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FY24 financial results

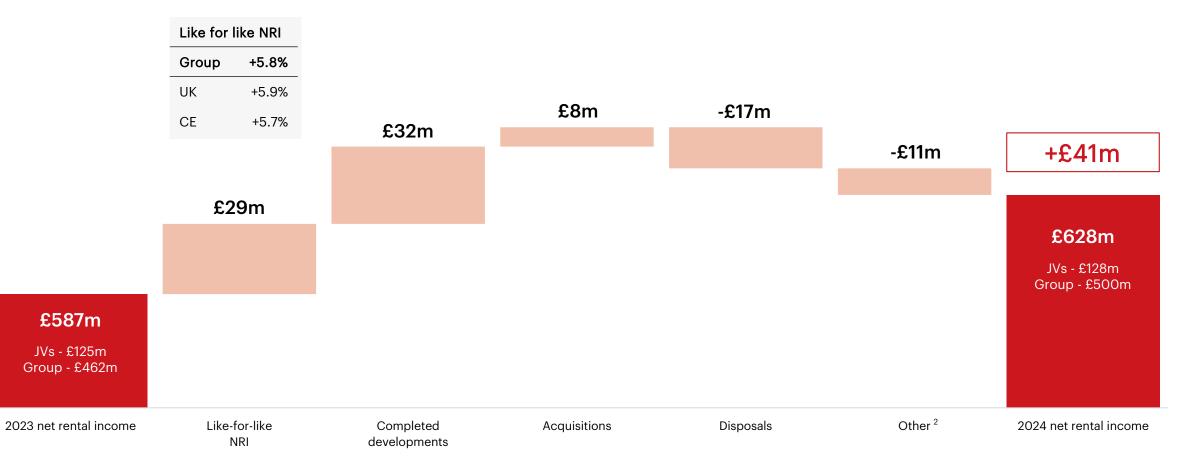
£470m	34.5p	29.3p
Adjusted profit before tax	Adjusted earnings per share ¹	Dividend per share
+14.9%	+5.5%	+5.4%
£17.8bn	907 p	28%
Portfolio valuation	Adjusted NAV per share ³	Loan to value
+1.1% ²	Unchanged	-6ppts

5.5% growth in Earnings per share

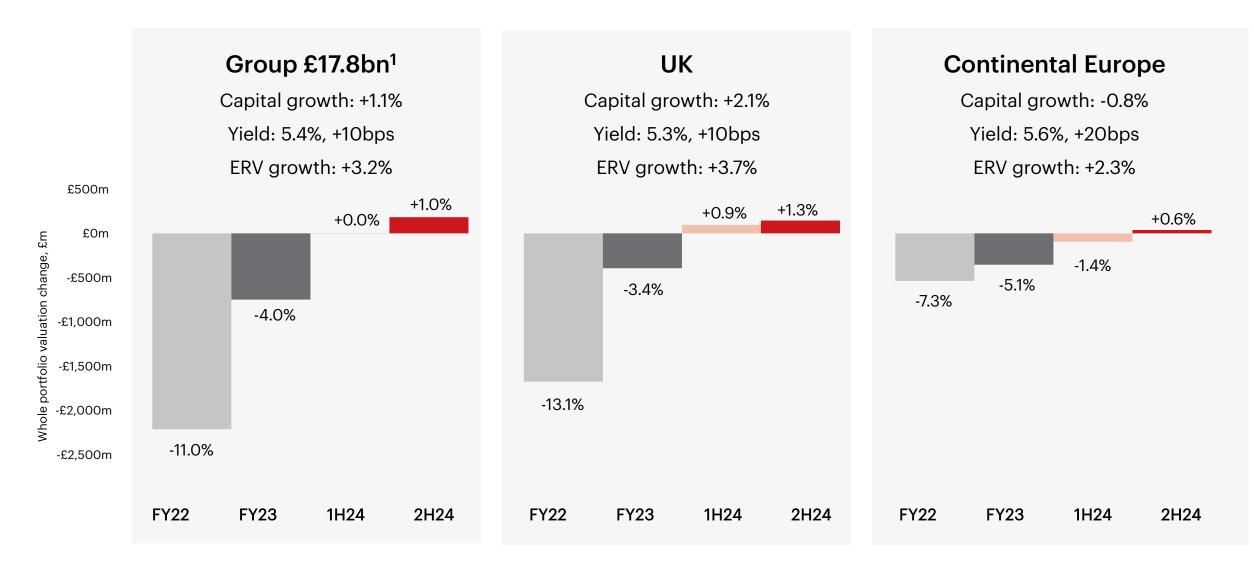
Adjusted income statement	2024 £m	2023 £m	Change	
Gross rental income	592	547		
Property operating expenses	(92)	(85)		
Net rental income	500	462	+8.2%	
Joint venture management fee income	26	29		Capitalised interest: £69m
Other income	5	5		(FY23: £68m)
Administration expenses	(76)	(63)		Total cost ratio: 21.7% (FY23: 19.9%)
Share of joint ventures' adjusted profit after tax ¹	83	82		20.7% excl. share based payments (FY23: 18.4%)
Adjusted operating profit	538	515	+4.5%	
Net finance costs	(68)	(106)		Net finance costs: £38m decrease primarily due to lower net debt
Adjusted profit before tax	470	409	+14.9%	
Adjusted EPS (pence)	34.5	32.7	+5.5%	Equity placing: Broadly neutral for EPS as
Average share count (millions)	1,328.7	1,220.0		impact of new shares offset by lower interest costs

Driven by 6% like-for-like NRI growth

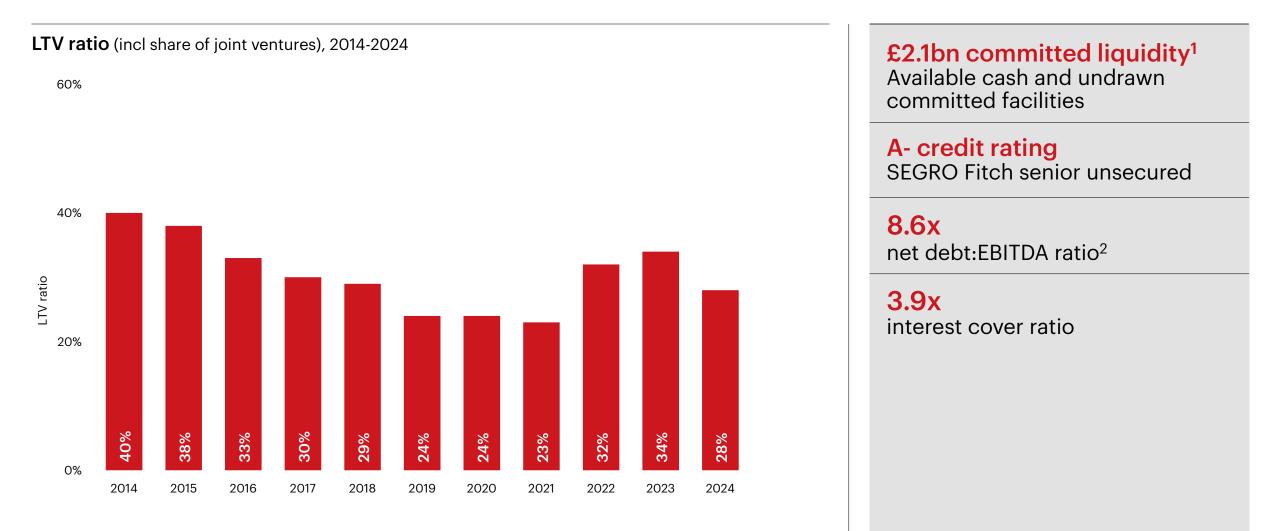
Proportionally consolidated net rental income (excluding joint venture fees)¹



Higher growth in rents and values in H2

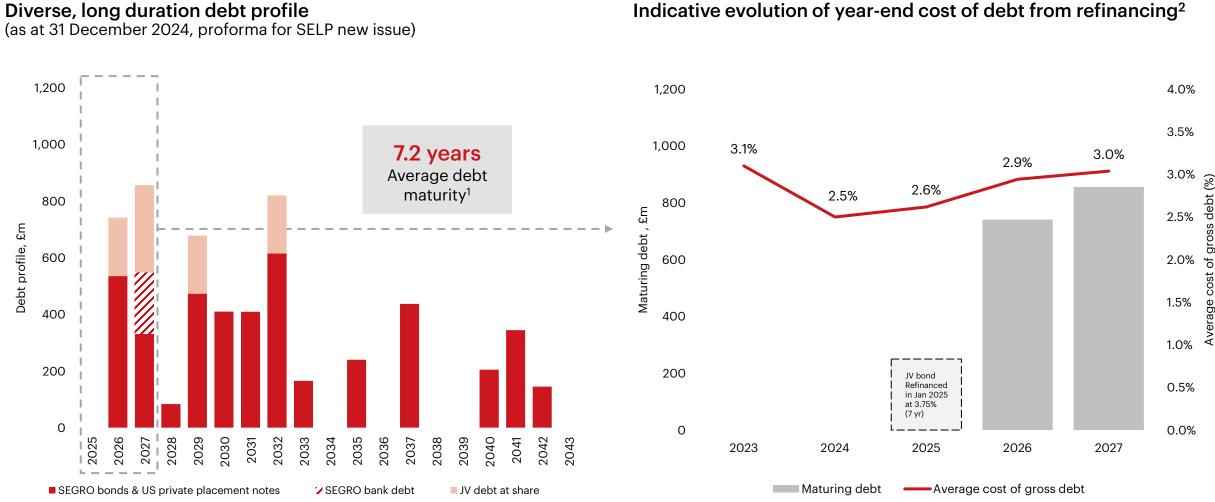


Balance sheet provides significant firepower for growth



1. Excludes tenant deposits and uncommitted facilities. 2. SEGRO only (excluding JVs).

Long-term debt portfolio with limited impact from refinancing

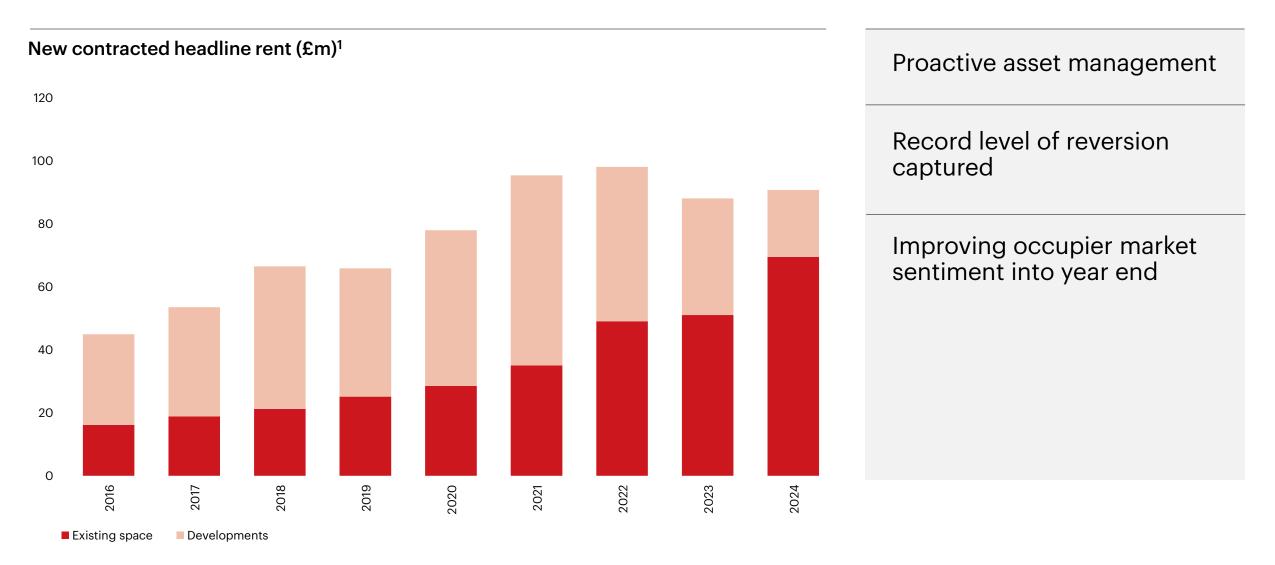


Indicative evolution of year-end cost of debt from refinancing²

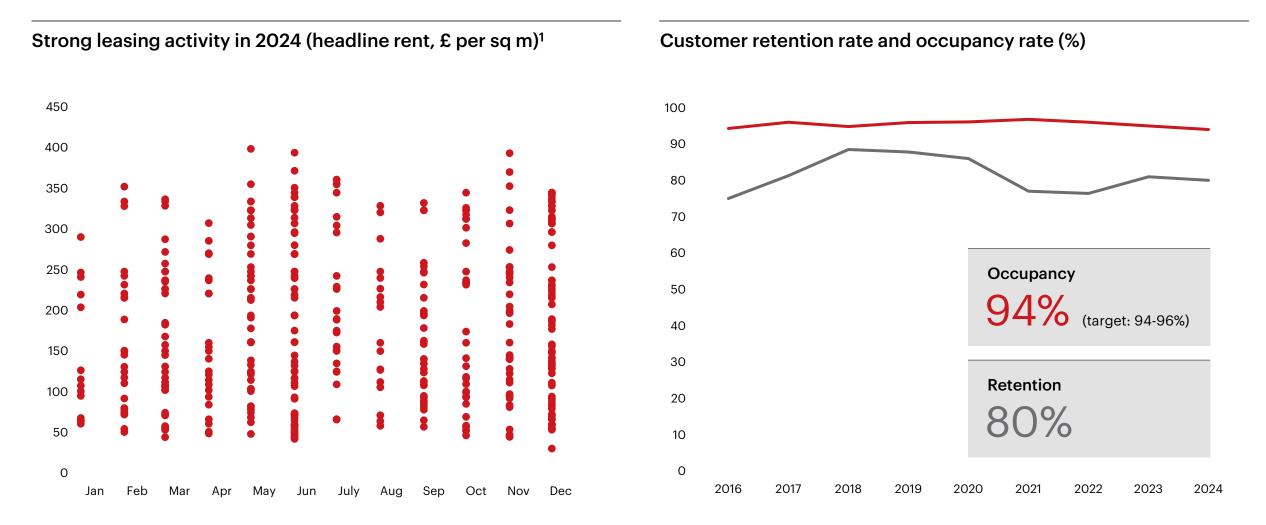
1. Pro forma for the SELP new issue in January 2025. Duration as at 31 December 2024: 6.9 years

2. Assumes existing debt is refinanced on a like-for-like currency basis based on current indicative market pricing

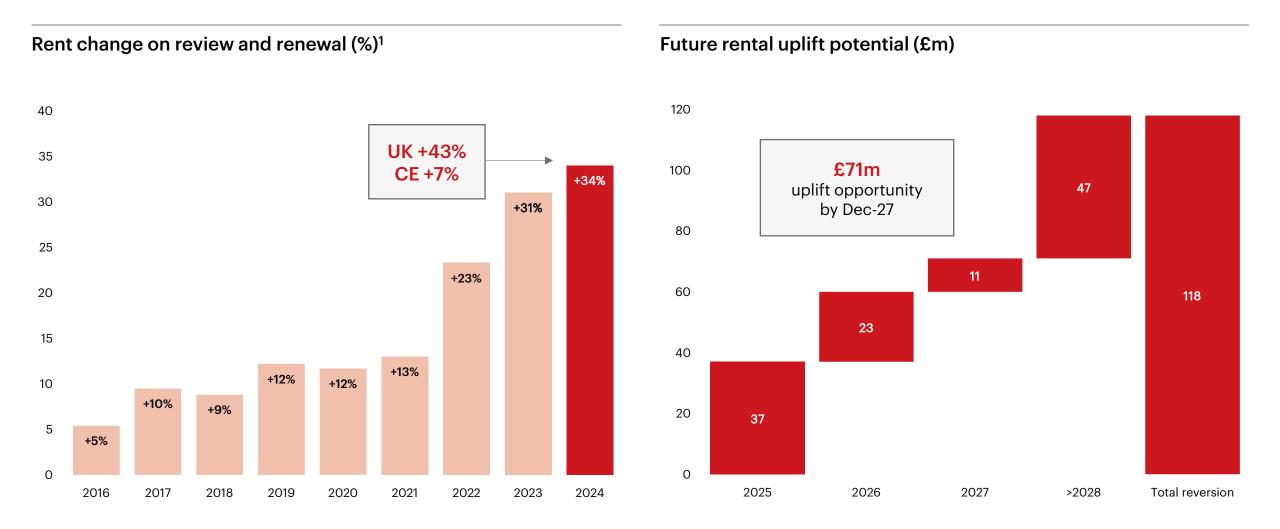
£91m of new rent secured from leasing and asset management activity



High levels of retention and occupancy, activity strong in Q4 and into 2025



Record level of reversion captured, further £118m embedded reversionary potential



Growing rents through proactive asset management...

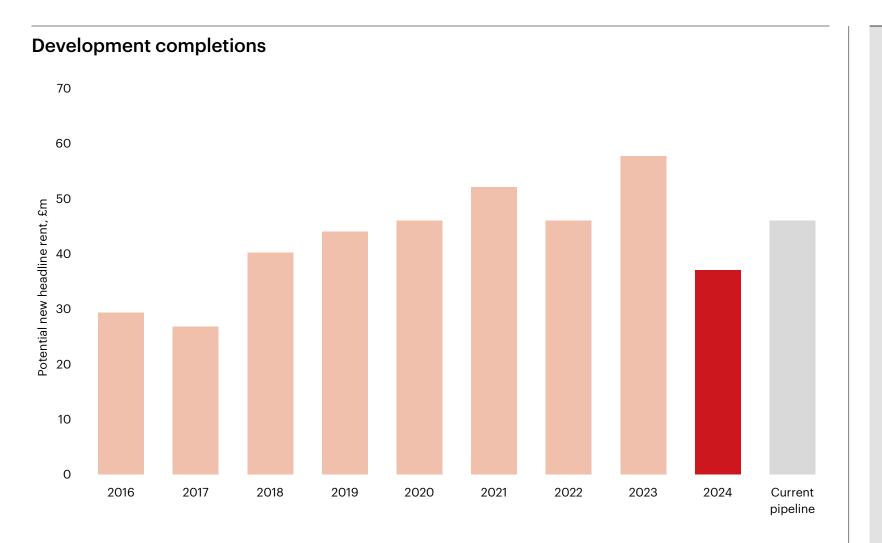








...and through profitable development programme



£37m headline rent from development completions

- 84% leased
- 6.9% development yield
- 97%¹ rated BREEAM 'Excellent' or better (100% 'Very Good' or better)

£46m headline rent in current pipeline

- 50% secured
- 8.0% development yield
- Targeting BREEAM
 'Excellent' or better

£500m development capex expected in 2025

Driving rents and compounding earnings



Record reversion driving significant rent roll growth



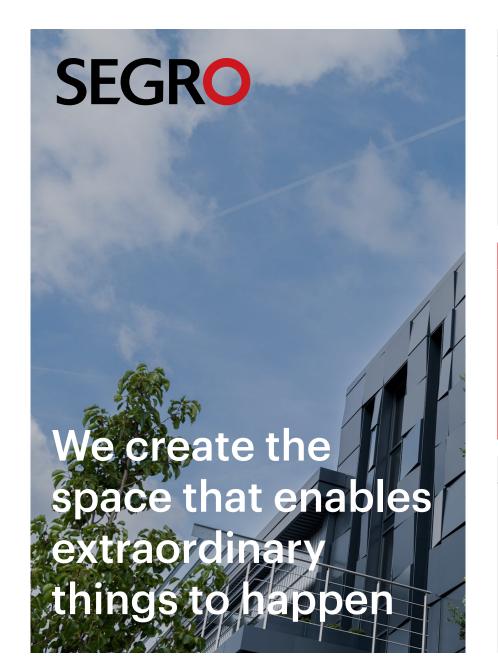
[...]

5.5% EPS and 5.4% DPS growth

Asset value stabilisation





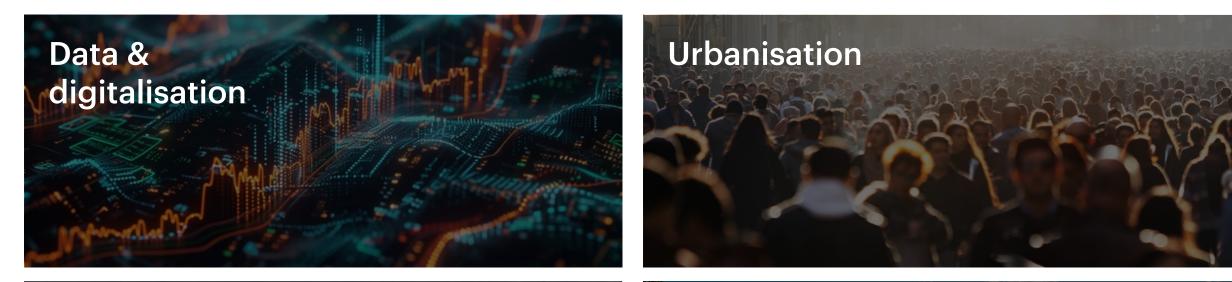


Delivering in 2024

Primed for further growth

Significant additional value creation opportunity with data centres

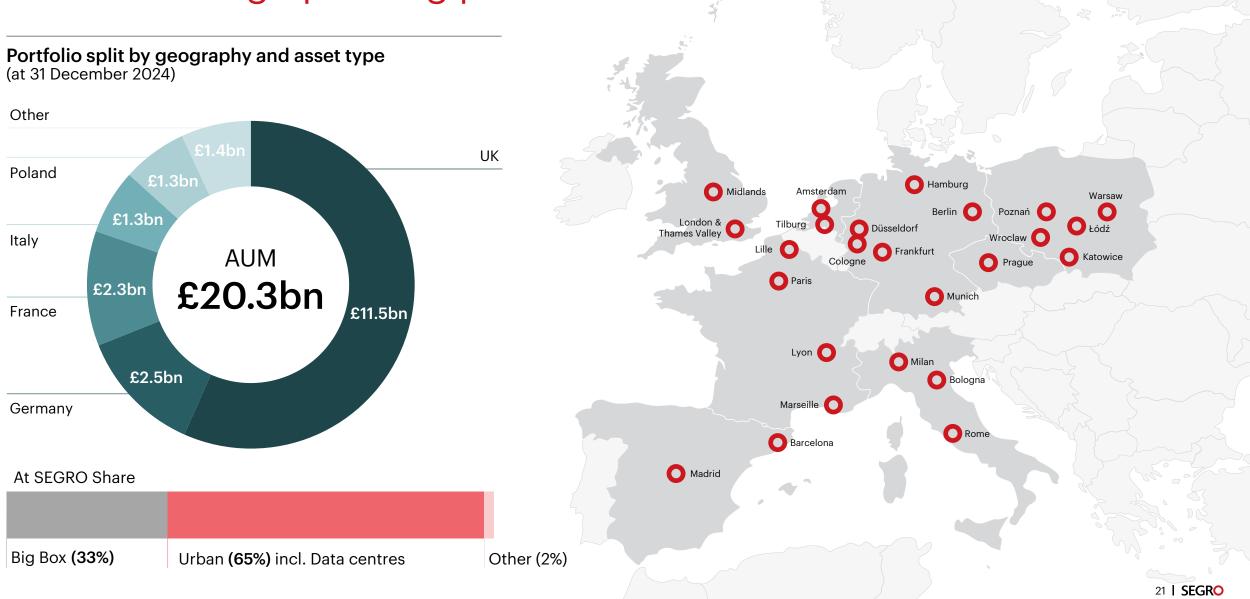
Enduring structural trends







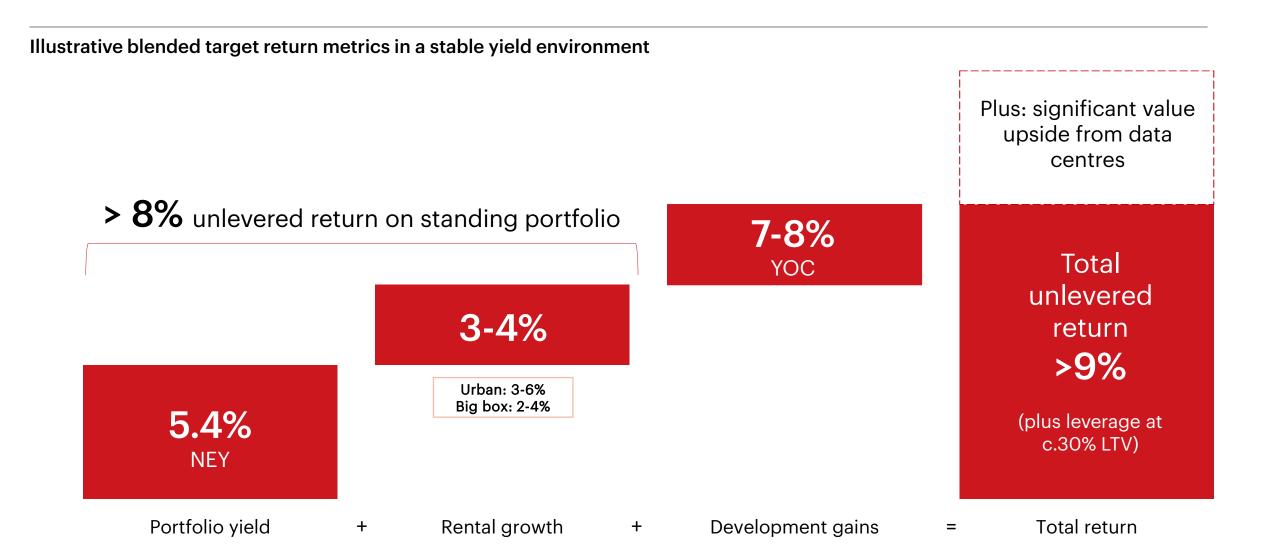
A prime portfolio, exceptional landbank and market-leading operating platform



SEGRO's irreplicable portfolio structurally advantaged to outperform

	Big box logistics	Urban
Prime locations	Key transportation corridors & logistics hubs	Densely populated, congested urban areas
Customers	Retailers (incl e-commerce), 3PLs and manufacturers	Diverse, providers of high value add goods and services
Land supply	Limited by green belt protection and planning	Shrinking due to conversion to alternative uses
Characteristics	Larger units, long-let, low management intensity	Smaller units, shorter leases and intense asset management
Return drivers	Attractive income yield Moderate rental growth (2-4%) Development gains	Lower income yield (higher land values) Higher rental growth (3-6%) Asset management and development gains

Disciplined capital allocation driving attractive total returns



Disposals of assets with weaker risk-adjusted return prospects

Annual portfolio review process identifies assets we believe offer weaker future risk-adjusted returns

Aim to recycle c. 2% per annum

Also: seek opportunities to crystalise gains via sales to special purchasers



Asset disposals in 2024

£786m

Return crystallised on disposal: >10% IRR¹

- SELP assets in Germany, Italy & France
- UK single let big box assets
- Two older urban estates in London
- Two UK powered shell data centres

Land disposals in 2024

£110m

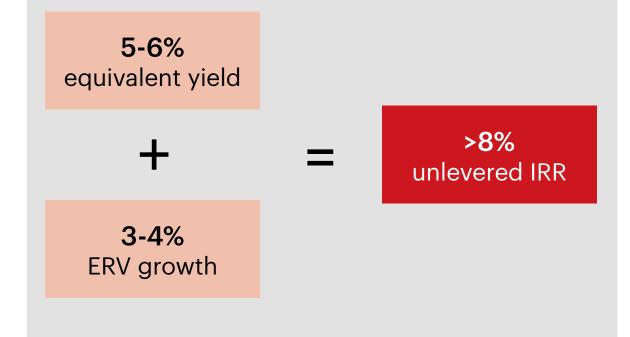
Return achieved: 62% profit on book value

Powered land site in Continental EuropeOpen storage portfolio in London

Acquiring high-quality assets to enhance portfolio risk return

Leveraging strong relationships and local knowledge to identifying attractive opportunities in our core markets

Strong potential to grow rents through asset management





Asset acquisitions in 2024

£431m Expected return: 9% IRR¹

- Four prime logistics assets in the Netherlands
- Two prime urban estates in the UK
- All with reversionary potential and strong future rental growth potential

Development delivering 7-8% yield on cost

Exceptional land bank in Europe's most attractive and supply-constrained markets Development yield 7-8%¹ vs stabilised yield c.5% Yield on new money >10% 7-8% development yield >10% unlevered 10-yr IRR 3-4% **ERV** growth



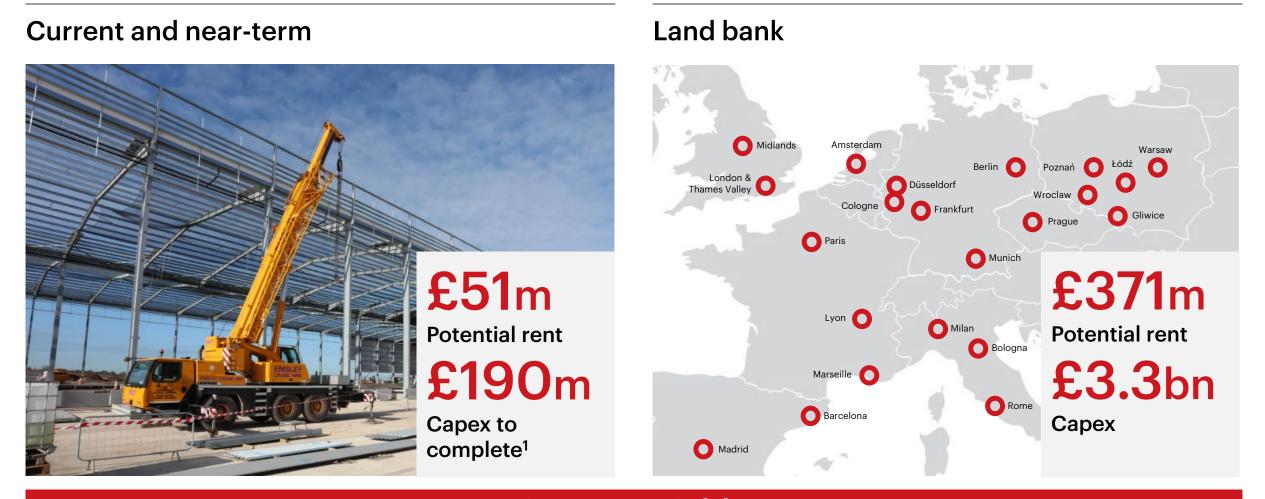
Development capex in 2024

£471m

Expected return: 11% 10-yr IRR Land acquisitions in 2024

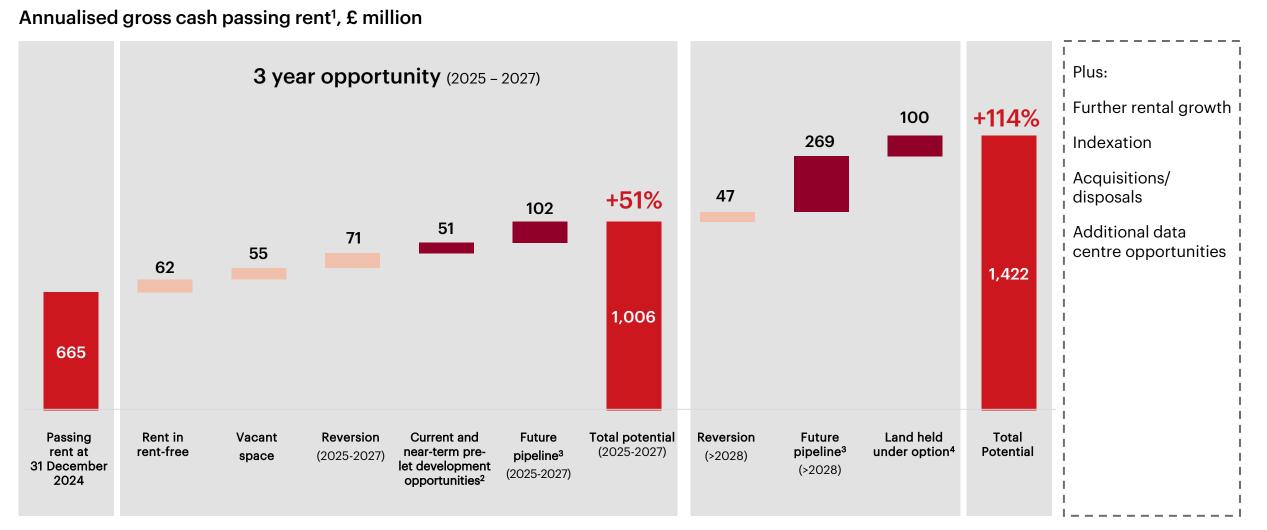
 $\mathbf{\pounds 23}m$

£422m of rental growth opportunity from profitable development

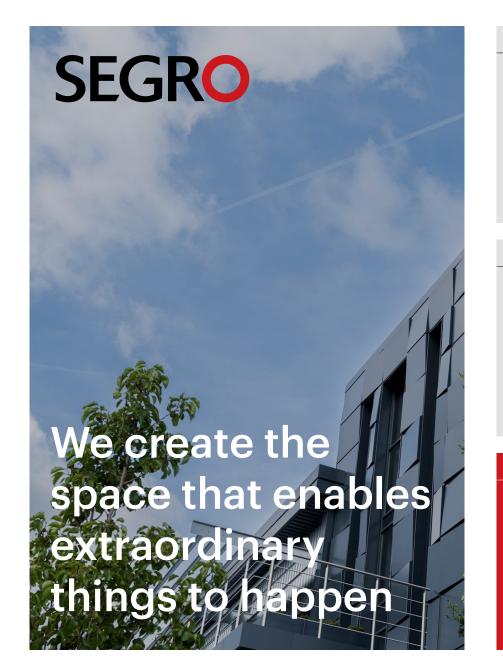


Attractive 7-8% yield on cost

Potential to double rent roll (+51% within 3 years)



1. Including JVs at share. 2. Near-term development opportunities include pre-let agreements subject to final conditions such as planning permission, which are expected to commence within the next 12 months. 3. Estimated based on the current expected completion date of projects to be developed on the Group's landbank, which incorporates a number of assumptions including planning, customer demand and procurement of construction contracts. Excludes development projects identified for sale on completion and from projects identified as "near-term opportunities". 4. Land secured by way of options or conditional on contract.



Delivering in 2024

Primed for further growth

Significant additional value creation opportunity with data centres

SEGRO has the track record and expertise in the high growth data centre market



Owners of Europe's largest data centre hub on the Slough Trading Estate

*

20 years of experience in the data centre sector

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Track record of powered shell delivery

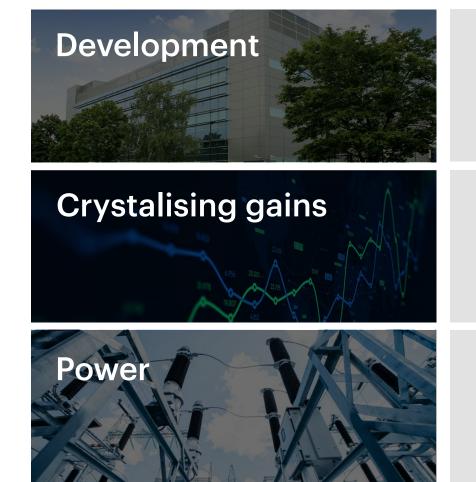
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Strong relationships with global data centre operators



£55m Headline rent (8% of rent roll) **34** Data centres

Executing our data centre strategy in 2024



Completion of a further powered shell data centre in Slough One under construction, due to complete in 2025 Advanced conversations on further pre-lets New, enhanced Simplified Planning Zone in Slough Trading Estate

Disposed of two UK powered shell data centres Disposed of powered land site in Continental Europe

Significant progress in securing power and advancing connection applications

2.3GW of existing and future power capacity in key Availability Zones across Europe



0.5GW

Operational and under construction

1.8GW

Future capacity for pre-lets

- Secured (<2027¹): 0.4GW
- Reserved (2027- 2030): 0.3GW
- Applications in progress: 1.1GW

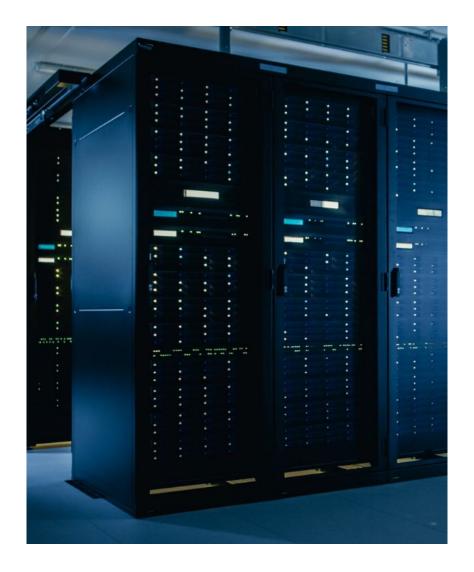
2.3GW

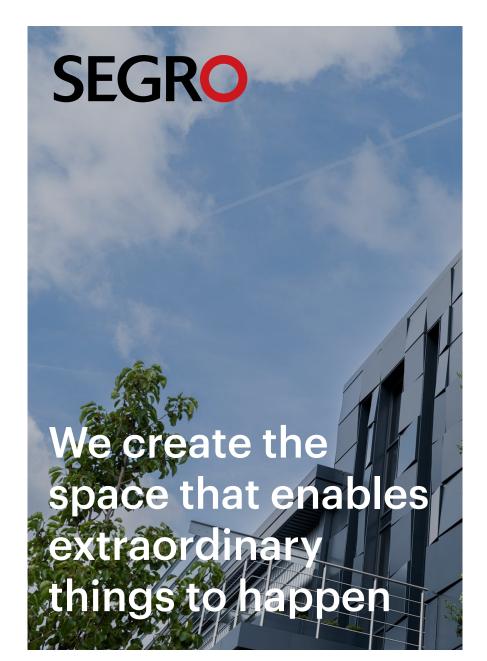
Total capacity

Actively considering fully-fitted data centre model

Characteristics:	Powered shell	Fully fitted
Source land, power and planning	\bigcirc	\bigotimes
Build shell	\bigcirc	\bigotimes
Complete fit-out	\bigotimes	\bigotimes
Operate and maintain	\bigotimes	\otimes
Leasing risk	Pre-let	Pre-let
Capital intensity	Medium	High (8-10x)
Typical yield on cost	8-12%	8-12%

Significant value-creation opportunity from 2.3GW land-enabled power bank





Delivering in 2024

Primed for further growth

Significant additional value creation opportunity with data centres

Q&A

SEGRO FY24 Results



Appendices

Adjusted income statement (JVs proportionally consolidated)

	2024			2023		
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Gross rental income	592	137	729	547	134	681
Property operating expenses	(92)	(9)	(101)	(85)	(9)	(94)
Net rental income	500	128	628	462	125	587
JV management fee income ¹	26	(12)	14	29	(12)	17
Other income	5	2	7	5	2	7
Administration expenses	(76)	(2)	(78)	(63)	(2)	(65)
Adjusted operating profit	455	116	571	433	113	546
Net finance costs	(68)	(22)	(90)	(106)	(20)	(126)
Adjusted profit before tax	387	94	481	327	93	420
Тах	(12)	(11)	(23)	(10)	(11)	(21)
Adjusted profit after tax	375	83	458	317	82	399

Pro forma 2024 accounting net rental income

	2024		
	Group £m	JVs £m	Total £m
2024 net rental income	500	128	628
Full year impact of:			
Disposals since 1 January 2024	(12)	(9)	(21)
Acquisitions since 1 January 2024	10	-	10
Developments completed and let during 2024	16	1	17
One-off items	(12)	-	(12)
Pro forma 2024 net rental income	502	120	622

Pro forma 2024 net rental income assuming disposals, acquisitions and let developments completed as at 1 January 2024

Share of JV fee costs removed from JV net rental income (see slide 37)

Net rental income would have been £6m lower on this basis

Total cost ratio (proportionally consolidated)

Incl. joint ventures at share	2024 £m	2023 £m
Gross rental income (less reimbursed costs)	725	678
Property operating expenses	92	85
Administration expenses	76	63
JV operating and administrative expenses	23	23
JV management fees and other costs recovered ²	(34)	(36)
Total costs ¹	157	135
Of which share based payments	(7)	(10)
Total costs excluding share based payments	150	125
Total cost ratio	21.7%	19.9%
Total cost ratio excluding share based payments	20.7%	18.4%

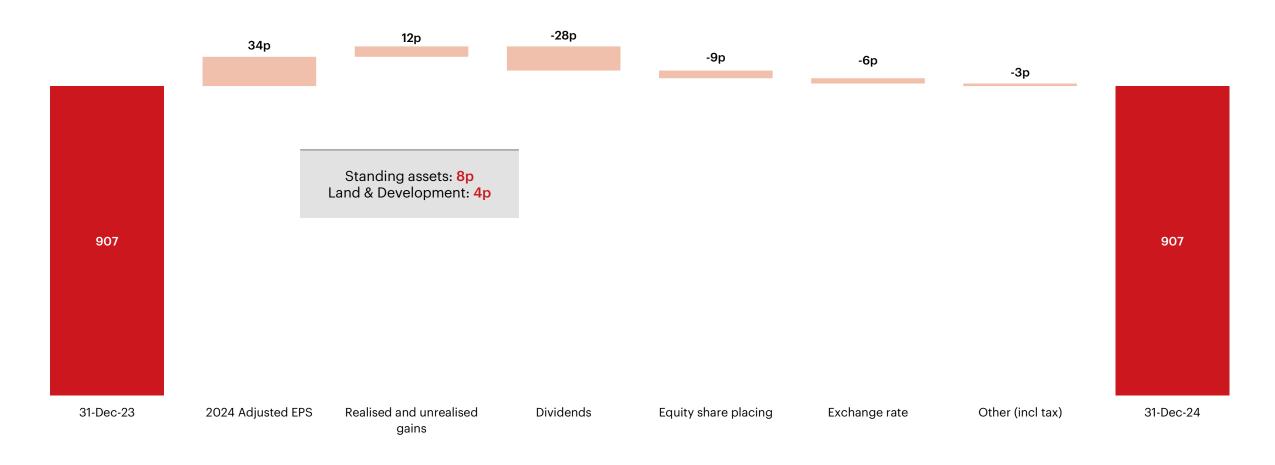
Total cost includes wholly-owned vacancy property costs of £18 million (2023: £14 million) and share of JV vacant property costs of £1 million (2023: £1 million).
 Includes JV Property management fee income of £26 million, management fees and other costs recovered £8 million (2023: £29 million and £7 million respectively).

Balance sheet (JVs proportionally consolidated)

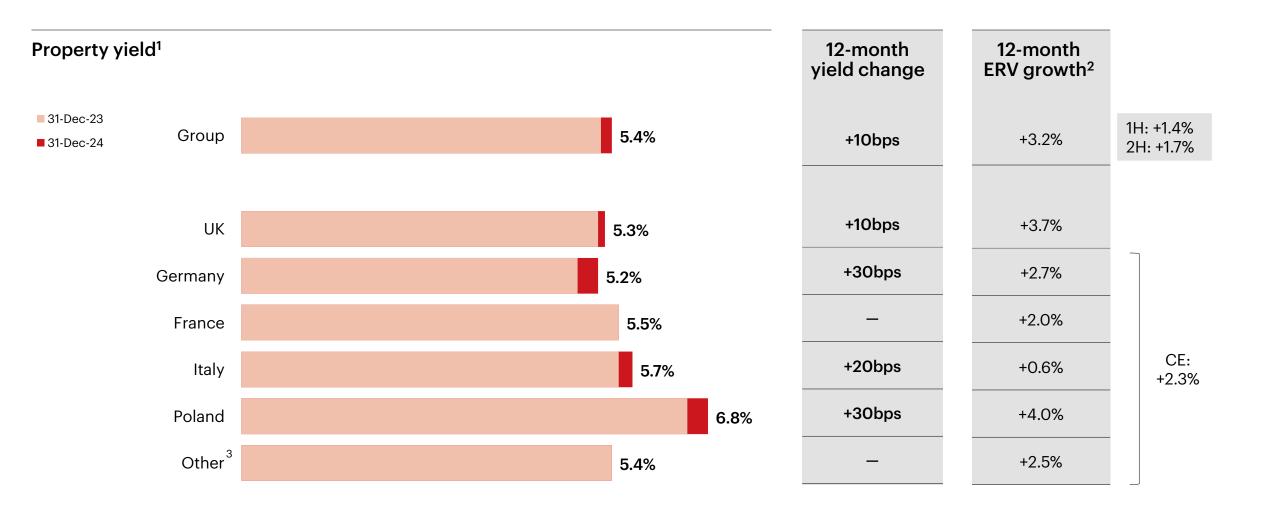
	31 December 2024			31 December 2023		
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Investment properties	15,303	2,526	17,829	14,914	2,915	17,829
Trading properties	6	-	6	3	-	3
Total properties	15,309	2,526	17,835	14,917	2,915	17,832
Investment in joint ventures	1,552	(1,552)	-	1,636	(1,636)	-
Other net liabilities	(568)	(218)	(786)	(677)	(235)	(912)
Net debt	(4,244)	(756)	(5,000)	(4,972)	(1,044)	(6,016)
Net asset value	12,049	-	12,049	10,904	-	10,904
EPRA adjustments			238			258
Adjusted NAV			12,287			11,162
Adjusted NAV, pence per share	907					907

Adjusted NAV unchanged¹

Components of Adjusted NAV change, 31 December 2023 to 31 December 2024



Portfolio yield stable, ERV growth of 3.2%



EPRA performance measures

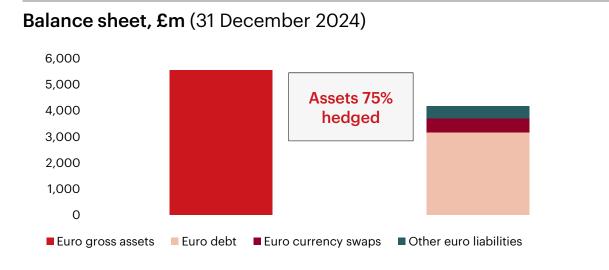
	31 December 2024		31 Decemb	er 2023
	£m	£p per share	£m	£p per share
EPRA Earnings	458	34.5	413	33.9
EPRA NTA	12,287	907	11,162	907
EPRA NRV	13,477	994	12,317	1,001
EPRA NDV	12,354	912	11,310	919
EPRA LTV		30.6%		36.9%
EPRA net initial yield		4.1%		4.0%
EPRA topped-up net initial yield		4.4%		4.3%
EPRA vacancy rate		6.0%		5.0%
EPRA cost ratio (including vacant property costs)		21.7%		24.0%
EPRA cost ratio (excluding vacant property costs)		19.1%		21.9%

EPRA capital expenditure analysis

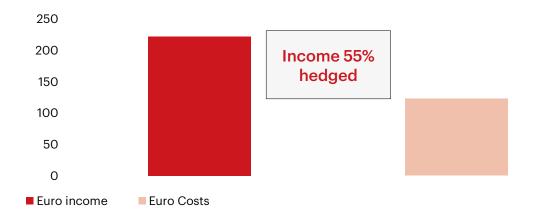
	2024					
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Acquisitions	454	-	454	403	10	413
Development	430	41	471	443	84	527
Capitalised interest	67	2	69	64	4	68
Completed properties ¹	45	9	54	54	13	67
Other ²	40	16	56	37	9	46
Total	1,036	68	1,104	1,001	120	1,121

More than 64% of Completed properties capex was for major refurbishment, infrastructure and fit-out costs prior to re-letting which is expected to be valueenhancing rather than solely maintenance capex

Euro currency exposure and hedging



Adjusted profit after tax, £m (12 months to 31 December 2024)



- €1.21:£1 as at 31 December 2024
- € assets 75% hedged by € liabilities
- €1.7bn (£1.4bn) of residual exposure 11% of Group NAV
- Illustrative NAV sensitivity vs €1.21:
 - +5% (€1.27) = -£65m (-5 pence per share)
 - -5% (€1.15) = +£72m (+5 pence per share)
- Loan to Value (on look-through basis) at €1.21:£1 is 28%,
- Sensitivity vs €1.21:
 - +5% (€1.27) LTV -0.7%
 - -5% (€1.15) LTV +0.8%
- Average rate for 12 months to 31 December 2024 €1.18:£1
- € income 55% hedged by € expenditure (including interest)
- Adjusted € profit after tax for the period €117m (£99m) 22% of Group
- Illustrative annualised adjusted profit after tax sensitivity versus €1.18
 - +5% (€1.24) = -£4.7m (-c.0.4 pence per share)
 - -5% (€1.12) = +£5.2m (+c.0.4 pence per share)

Look-through loan-to-value ratio and cost of debt

	31 December 2024 £m		d average t rate, %	Hedging cover, %
		excluding commitment fees and non-cash interest	including commitment fees and non-cash interest	Fixed Cover including active caps
Group gross borrowings ¹	4,641	2.5	2.9	106%²
Group cash & equivalents	(363)	3.6	3.6	
Group net borrowings	4,278	2.4	2.8	115%²
Joint venture gross borrowings ¹	933	2.1	2.4	100%
Joint venture cash & equivalents	(173)	2.6	2.6	
Joint venture net borrowings	760	2.0	2.4	123% ²
'Look-through' gross borrowings ¹	5,574	2.5	2.8	105% ²
'Look-through' net borrowings	5,038	2.4	2.7	116%²
Total properties (including SEGRO share of joint ventures)	17,768			
'Look-through' loan to value ratio	28%			

1. Excluding capitalised finance costs.

2. Exceeds 100% due to a combination of cash on balance sheet and temporary excess of interest rate caps

Net debt: EBITDA (SEGRO Group)

	12 months ending 31 December 2024	12 months ending 31 December 2023
	£m	£m
Gross rental income	592	547
Property operating expenses	(92)	(85)
Administrative expenses	(76)	(63)
Other fee income	5	5
JV management fee income	26	29
Add back depreciation	12	6
Dividends received (incl from JVs)	29	38
EBITDA	496	477
Net debt	4,244	4,972
Net debt: EBITDA	8.6x	10.4x

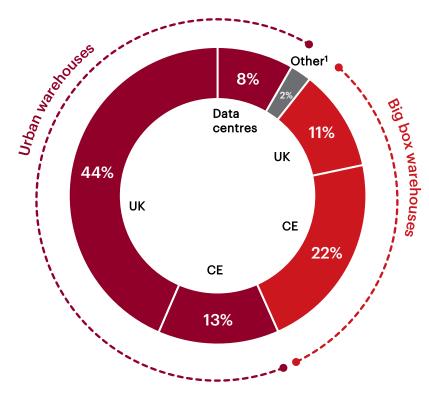
Urban and big box warehouses - complementary asset types

Portfolio by type (valuation, SEGRO share) Data as at 31 December 2024

Urban warehouses (65%)

- Smaller units, generally <10,000 sq m
- Diverse range of uses (including 'last mile' delivery and data centres)
- Increased demand as a result of population expansion and growth of the digital economy
- Development highly restricted by declining land availability
- Lower net income yields, greater asset management potential
- Highest rental growth prospects

Future performance mainly driven by income yield and rental growth

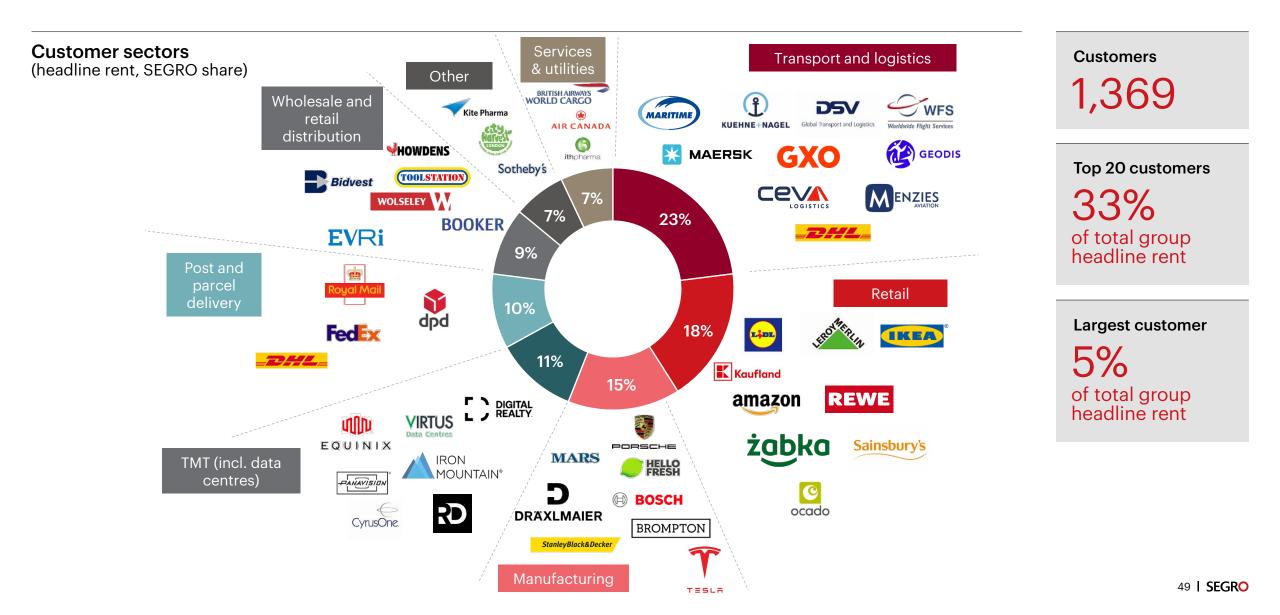


Big boxes (33%)

- Larger units, generally over 10,000 sq m
- Mainly used for bulk storage and distribution of goods
- Increased demand as a result of online retail and supply chain optimisation
- Higher availability of development land but development constrained by planning/ zoning challenges
- Higher net income yields, lower management intensity
- Lower rental growth prospects

Future performance mainly driven by income yield, JV fees and development gains

High quality, diverse and growing customer base



>£400 million of potential rental income from development



Potential annualised gross rent from current, near-term and future pipeline⁵, by asset type (£422m at 31 December 2024)



Urban (60%)

Development pipeline	Area (sq m)	Estimated cost to complete (£m)	Potential gross rent (£m)	Development yield ³	Proportion pre-let	Expected delivery
Current	400,473	145 ²	46	8.0%	50%	1-12 months
Near-term pre-lets ¹	39,310	45	5	7.7%	90%	12-18 months
Future ¹	3.1m	3,315	371	7.5%	-	1-7 years
Total	3.6m	3,505	422		-	1-10 years
Optioned land ⁴	c.1.0m		c100		_	1-10 years

Potential annualised gross rent from current, near-term and future pipeline⁵, by region (£422m at 31 December 2024)

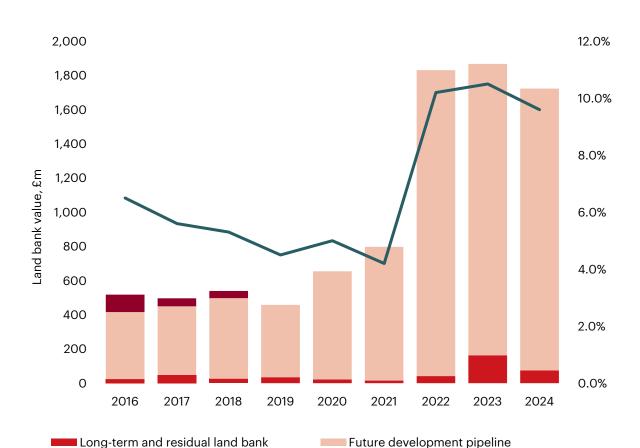
UK (60%)

Continental Europe (40%)

1. Future development pipeline in the 2024 Full Year Property Analysis Report. 2. Capex already incurred is £186m. 3. Estimated average yield on total development cost.

4. Land secured by way of options or conditional on contract. 5. Excludes optioned land.

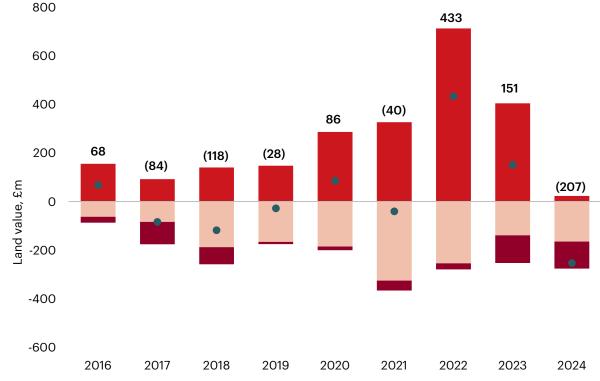
Land bank provides optionality and opportunity for growth



💻 Alternative use

-----As % of portfolio (right hand scale)

Net land utilisation, 2016-2024 (Based on opening book value or acquisition value)



■ Land Acquired ■ Land utilised for development ■ Land disposed ● Net

Positioning SEGRO to deliver on its purpose

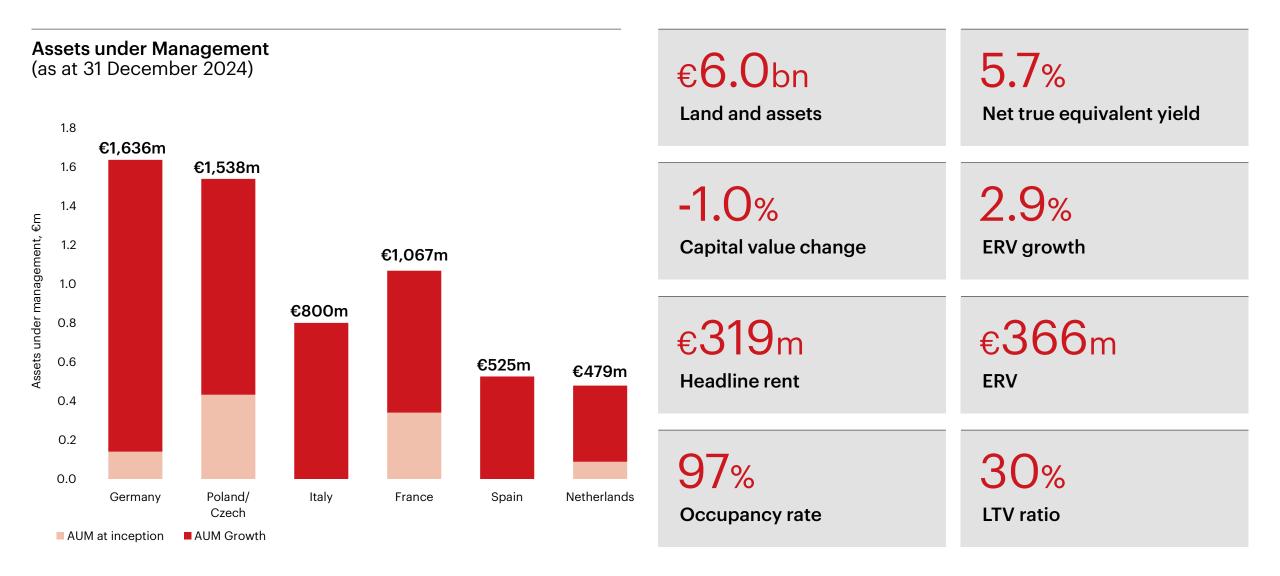
Context

Targets

Actions

	Championing Low-carbon growth	Investing in our local communities and environments	Nurturing talent
	SEGRO recognises that the world faces a climate emergency and we are committed to playing our part in tackling climate change, by limiting global temperature rise to less than 1.5°C, in tandem with growth in our business and the wider economy.	SEGRO is an integral part of the communities in which it operates, and we are committed to contributing to their long-term vitality.	SEGRO's people are vital to and inseparable from its success, and we are committed to attracting, enhancing and retaining a diverse range of talented individuals in our business.
)	 We will become a net-zero carbon business by 2050. 2034 interim target 81% reduction in Corporate and Customer emissions intensity vs 2023 baseline 2034 interim target 58% reduction in Embodied Carbon in developments intensity vs 2023 baseline 	We will create and implement Community Investment Plans for every key market in our portfolio by 2025.	 We will increase the overall diversity of our own workforce throughout the organisation: 2025 target of 40% for women in senior leadership roles 2027 target of 15% for ethnic minorities in senior leadership roles
	We will aim to reduce carbon emissions from our development activity and the operation of our existing buildings and eliminate them where possible. We will implement plans to absorb any residual carbon. We will research and implement innovative approaches to absorb or offset residual carbon.	We will work with our customers and suppliers to support our local businesses and economies. We will help improve the skills of local people to enhance their career and employment opportunities, by investing in local training programmes. Equally, we will enhance the spaces around our buildings, working with local partners to ensure we meet the needs of our communities.	We will provide a healthy and supportive working environment, develop fulfilling and rewarding careers, foster an inclusive culture and build diverse workforce.

SEGRO European Logistics Partnership (SELP) headline figures



Forward-looking statements and Disclaimer

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