

WE CREATE THE SPACE THAT
ENABLES EXTRAORDINARY
THINGS TO HAPPEN

SEGRO

**FOR FURTHER INFORMATION
PLEASE CONTACT:**

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

KEY FACTS:

TOTAL AUM

£17.1bn

TOTAL SPACE

8.8m sq m

COUNTRIES

8

EMPLOYEES

355

CUSTOMERS

1,408

OUR PORTFOLIO:



BIG BOX WAREHOUSES
LOCATED IN NATIONAL/REGIONAL
DISTRIBUTION HUBS



URBAN WAREHOUSES
LOCATED IN OR CLOSE TO MAJOR CITIES

SEGRE 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



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.
- The Covid-19 pandemic and Brexit have also highlighted the importance of resilience within supply chains.



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.



URBANISATION

- Majority of European cities are growing and require additional housing, as well as goods and services to support these larger populations.
- 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.

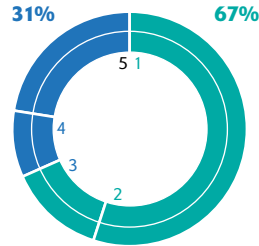


DIGITALISATION OF OUR SOCIETY (AND RESULTANT CHANGES IN CONSUMER BEHAVIOUR)

- 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.

BIG BOX WAREHOUSES

- 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 1-2% p.a.

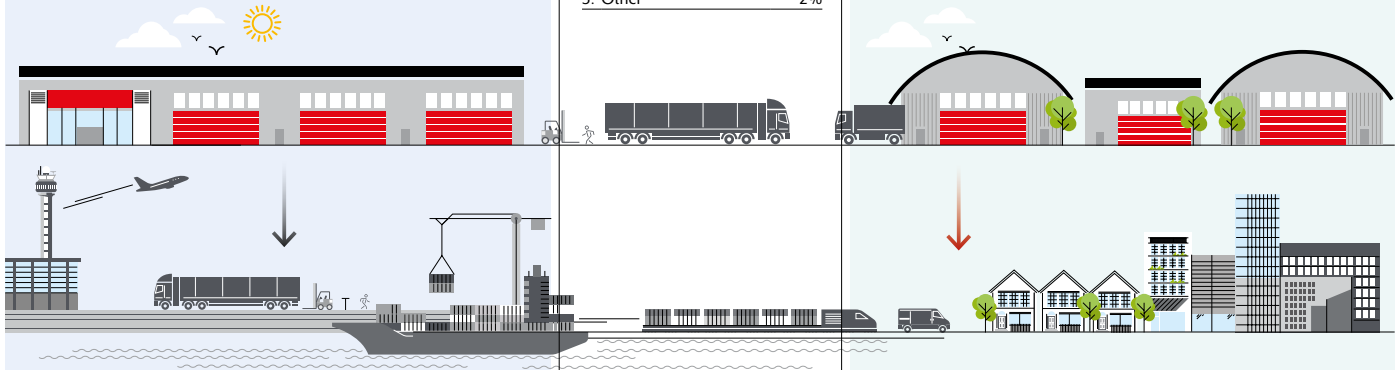


PORTFOLIO BY TYPE
(Valuation, SEGRO share)

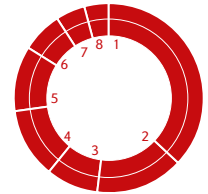
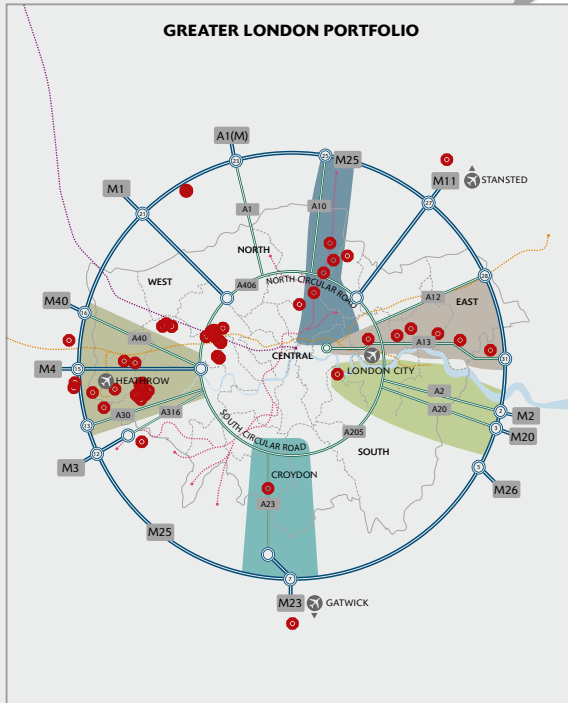
| | |
|-------------------------|-----|
| 1. Urban warehouse UK | 54% |
| 2. Urban warehouse CE | 13% |
| 3. Big box warehouse UK | 9% |
| 4. Big box warehouse CE | 22% |
| 5. Other | 2% |

URBAN WAREHOUSES

- Typically smaller units
- Generic 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
- Expected ERV growth of 2-5% p.a.



STRATEGICALLY LOCATED ASSETS ACROSS EUROPE



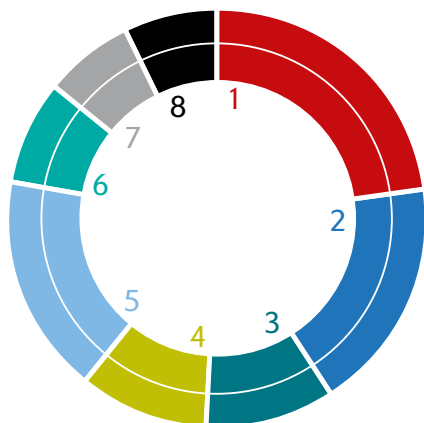
PORTFOLIO SPLIT BY GEOGRAPHY
(Total AUM £17.1bn)

| | |
|-----------------------|-----|
| 1. Greater London | 31% |
| 2. Thames Valley | 13% |
| 3. National Logistics | 8% |
| 4. Germany | 13% |
| 5. France | 12% |
| 6. Italy | 9% |
| 7. Poland | 6% |
| 8. Other | 8% |

1,408
CUSTOMERS

30%
OF HEADLINE RENT
FROM TOP 20 CUSTOMERS

5%
OF HEADLINE RENT FROM
OUR LARGEST CUSTOMER



| | |
|--------------------------------------|-----|
| 1. Transport and logistics | 22% |
| 2. Retail (physical and online) | 18% |
| 3. Post and parcel delivery | 10% |
| 4. Wholesale and retail distribution | 10% |
| 5. Food and general manufacturing | 17% |
| 6. Technology, media and telecoms | 9% |
| 7. Services and utilities | 7% |
| 8. Other | 7% |

1. TRANSPORT AND LOGISTICS



2. RETAIL (PHYSICAL AND ONLINE)



3. POST AND PARCEL DELIVERY



4. WHOLESALE AND RETAIL DISTRIBUTION



5. FOOD AND GENERAL MANUFACTURING



6. TECHNOLOGY, MEDIA AND TELECOMS



7. SERVICES AND UTILITIES



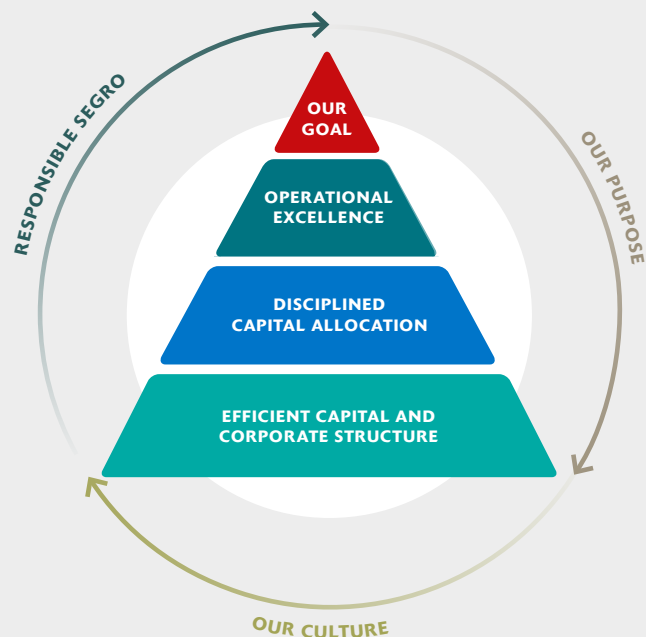
8. OTHER



| ADJUSTED EPS (PENNY) | |
|----------------------|-------------------|
| FY2012 | FY2020 |
| 19.3p | 25.4p +32% |

| EPRA NAV PER SHARE (PENNY) | |
|----------------------------|-------------------|
| FY2012 | FY2020 |
| 281p | 814p +290% |

| DIVIDEND PER SHARE (PENNY) | |
|----------------------------|-------------------|
| FY2012 | FY2020 |
| 14.8p | 22.1p +49% |



Investment activity since 2012

| | |
|--------------------|---------------|
| DISPOSALS | £4.7bn |
| ASSET ACQUISITIONS | £2.8bn |
| DEVELOPMENT CAPEX | £4.3bn |

Active asset management

| | |
|----------------------|---|
| RETENTION RATE: | 84% 2012: 65% |
| VACANCY | 4.3% 2012: 8.2% |
| AVERAGE LEASE LENGTH | 7.3 Years to break 2012: 6.4 YEARS TO BREAK |

Strong balance sheet

| | | | |
|-----------|-------------------------|--------------|---------------------------|
| LTV RATIO | 21% 2012: 51% | COST OF DEBT | 1.5% 2012: 4.6% |
|-----------|-------------------------|--------------|---------------------------|

GROWTH OPPORTUNITIES FROM DEVELOPMENT

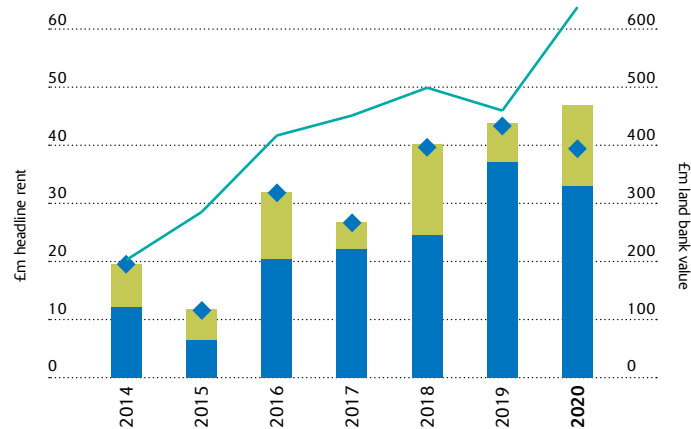
£96m potential rent from current and near-term pipeline (75% related to pre-lettings)

£180m+ potential rent from future development pipeline

£2.8bn development capex required to complete

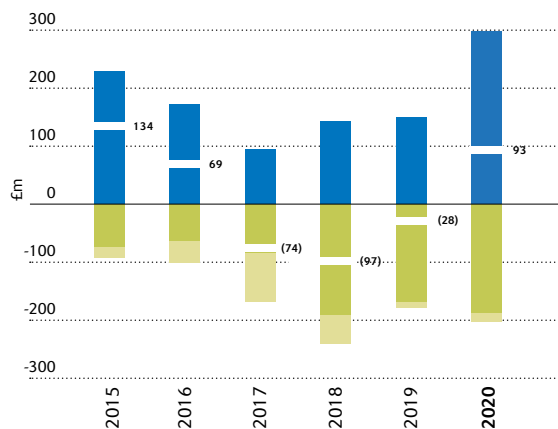
ACCELERATED DEVELOPMENT PROGRAMME

■ Pre-let ◆ Let at end of 2020
■ Spec — Land bank value



NET LAND UTILISATION, 2015-2020

■ Land acquired ■ Land utilised for development
■ Land disposed Net



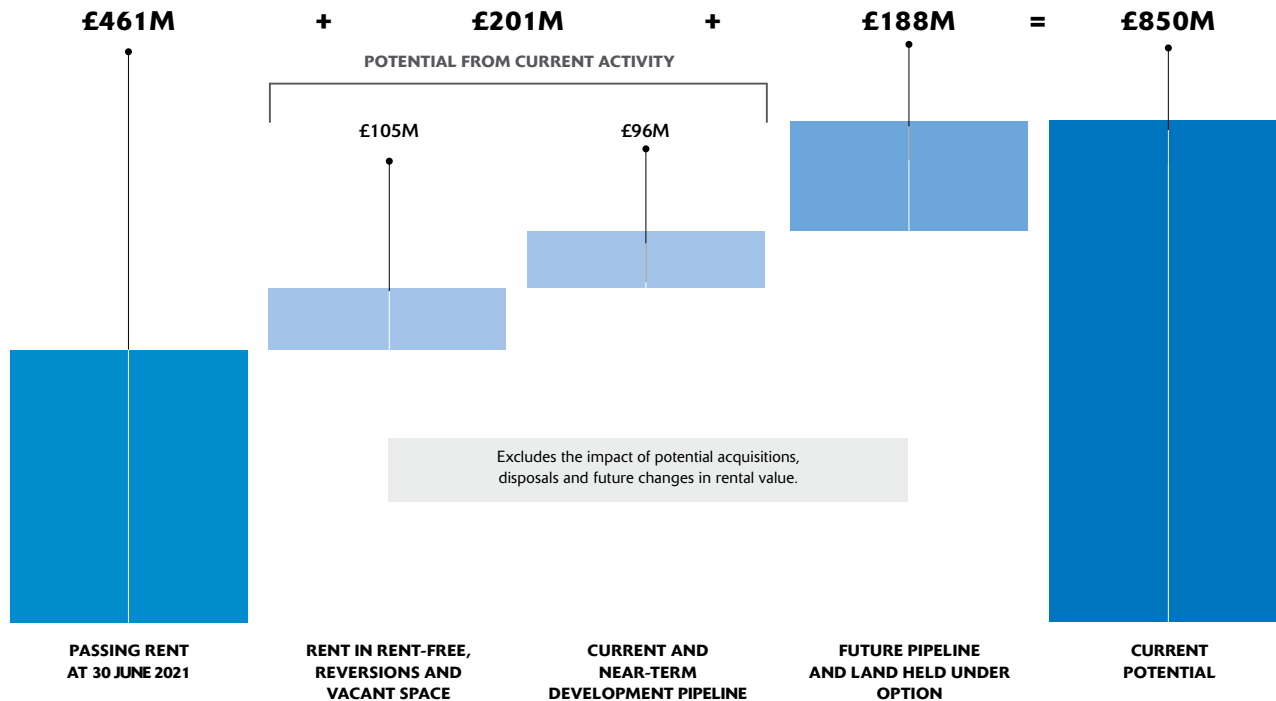
STRONG INCOME POTENTIAL

FY 2020 EPS

25.4p (+4%)

FY 2020 DPS

22.1p (+7%)



OUR REFOCUSSED RESPONSIBLE SEGRO PRIORITIES AND TARGETS

Understanding the needs and priorities of our customers and wider stakeholders has been at the heart of our business for 100 years.

Our new Responsible SEGRO framework introduces three long-term priorities to which we can make the greatest business, environment and social contribution. For each of these areas we have established challenging initial targets, against which we will report annually, and have set out the actions needed to achieve them. 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

| | | |
|---|---|---|
|  <p>CHAMPIONING LOW-CARBON GROWTH</p> |  <p>INVESTING IN OUR LOCAL COMMUNITIES AND ENVIRONMENTS</p> |  <p>NURTURING TALENT</p> |
| <p>We will be net-zero carbon by 2030</p> | <p>We will create and implement Community Investment Plans for every key market in our portfolio by 2025</p> | <p>We will increase the overall diversity of our own workforce throughout the organisation</p> |
|  <p>13 CLIMATE ACTION</p> |  <p>7 AFFORDABLE AND CLEAN ENERGY</p> |  <p>10 REDUCED INEQUALITIES</p> |
|  <p>11 SUSTAINABLE CITIES AND COMMUNITIES</p> |  <p>3 GOOD HEALTH AND WELL-BEING</p> |  <p>8 DECENT WORK AND ECONOMIC GROWTH</p> |



SEGRO Park Tottenham, London