



# NATIONAL LOGISTICS ASSET TOUR

14<sup>th</sup> October 2021



# SEGRO HOSTS



**Andrew  
Pilsworth**

Managing Director,  
National Logistics



**Kate Bedson**

Senior Director,  
National Logistics



**Adam Haley**

Associate Director-  
Asset Management,  
National Logistics

# NATIONAL LOGISTICS ASSET TOUR ITINERARY

- 09:30 Introduction & update on SEGRO National Logistics portfolio
- 10:30 Depart Northampton Gateway
- 11:15 Tour of Rugby Gateway and visit of H&M
- 12:45 Depart for East Midlands Gateway
  - > packed lunches provided for the journey
- 13:30 Tour of East Midlands Gateway and visits of GXO, DHL and Maritime Rail Freight Terminal
- 15:15 Closing remarks and departure for East Midlands Parkway for trains back to London

# INTRODUCTION

# NATIONAL LOGISTICS: OUR TEAM



**Andrew Pilsworth**  
National Logistics  
Managing Director

## Office Management & Administration



**Dawn Judge**  
PA



**Tracey Frearson**  
Receptionist/Administrator

## Development



**Jason Dalby** Head of Strategic Land  
**Charles Blake** Senior Director  
**Kate Bedson** Senior Director  
**John Thompson** Director Development  
**Adam Lloyd** Associate Director Development

## Asset Management



**Adam Haley**  
Associate Director

## Investment



**Will Sherlock**  
Associate Director

## Finance



**Ollie White**  
Finance Director

## Property Management Outsourced

## Finance Team

## Construction



**Gary Jennings** Director Technical Development  
**Ian Hooke** Director Technical Development  
**Martin Eckersall** Director Technical Development  
**Ian Rigby** Director Technical Development  
**Imogen Smazanovich** Associate Director Technical Development  
**Lee Coulson** Associate Director Technical Development



**Ash Adams** Financial Controller  
**Andy Wright** Accounts Assistant  
**Shane Slow** Accounts Assistant

# NATIONAL LOGISTICS: KEY OPERATIONAL METRICS

Portfolio value: £1.4bn

Headline rent: £37m

ERV: £40m

- Reversionary potential: £3m

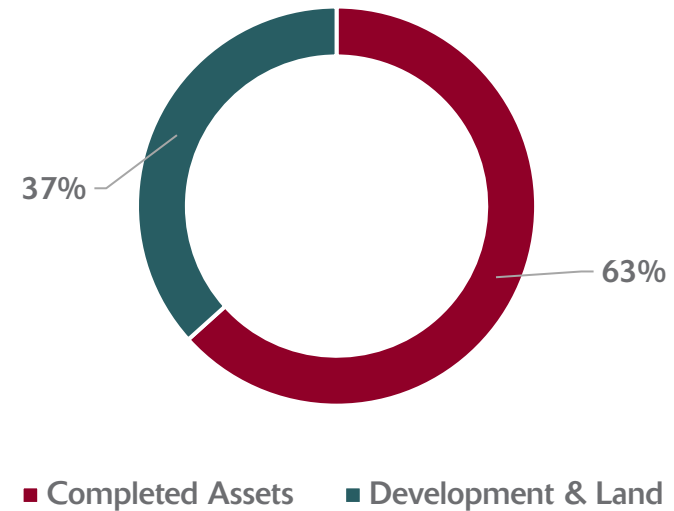
Vacancy: 0%

WAULT (to break): 12 years

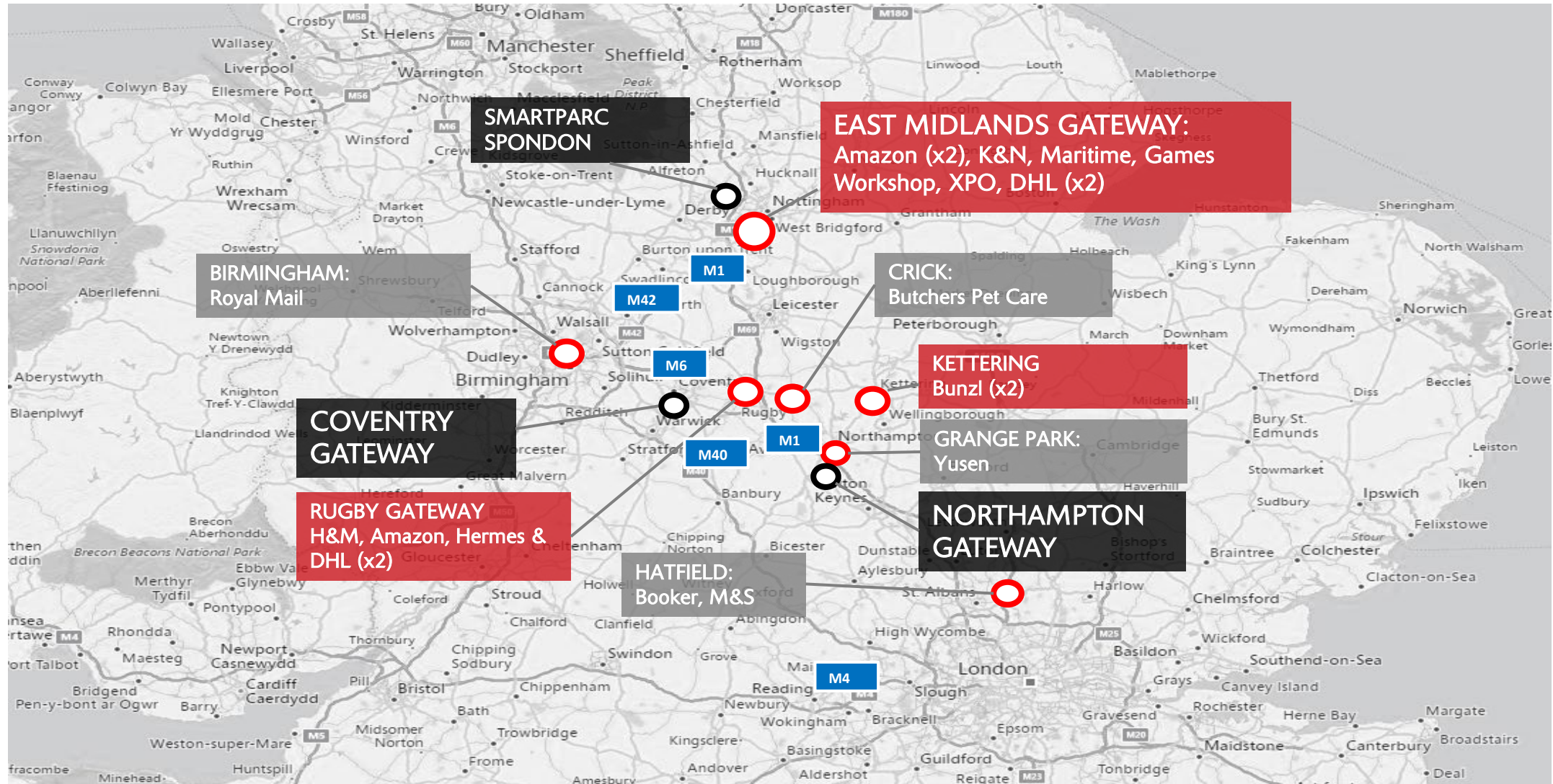
Net true equivalent yield: 4.3%

Average rent: £6-11 per sq ft

SEGRO National Logistics portfolio  
Based on valuation at 30 June 2021



# NATIONAL LOGISTICS: PORTFOLIO OVERVIEW



# POSITIONING SEGRO TO DELIVER ON ITS PURPOSE



Championing **LOW-CARBON**  
**GROWTH**

Investing in our local **COMMUNITIES**  
and **ENVIRONMENTS**

Nurturing **TALENT**



# CASE STUDY: EAST MIDLANDS GATEWAY

300 acres of the 700 acre site to remain as green space accessible to the local community

Balanced cut to fill – no waste taken off site

700 construction jobs at the peak (advertised to local communities first)

Huge improvements to local infrastructure and area now designated as a 'growth hub' by local authority

Delivery of a new bridge and bypass round Kegworth (requested by the community since 1948)

7000+ potential jobs completed once the park is fully occupied

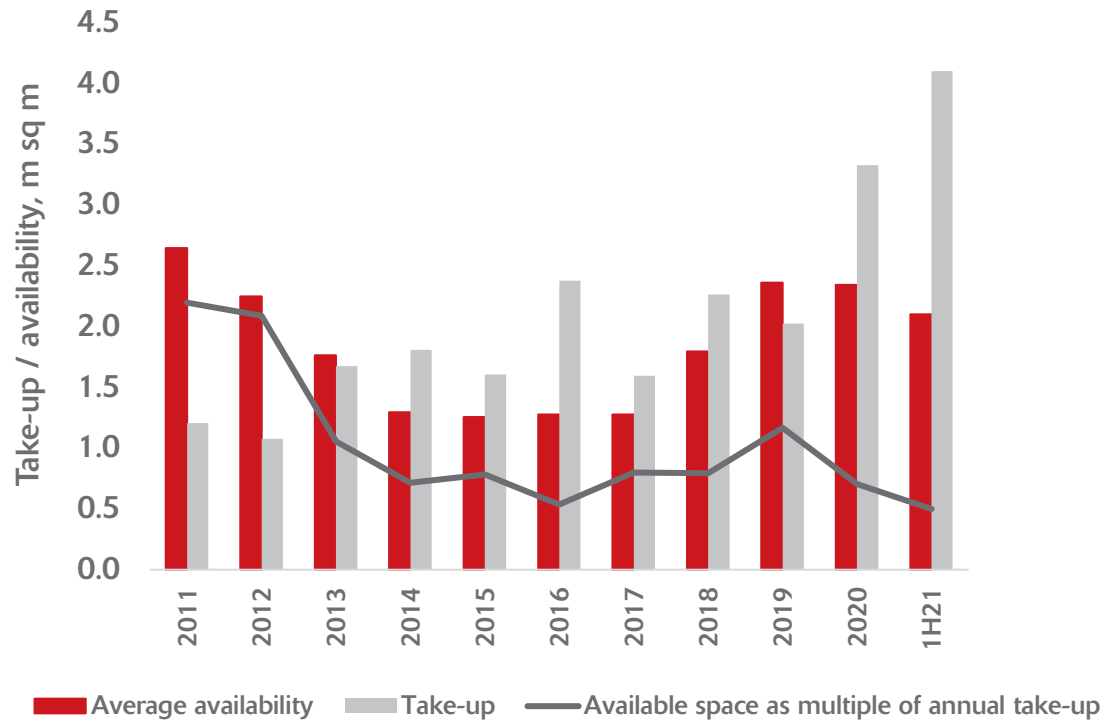
Electric shuttle bus for onsite transportation



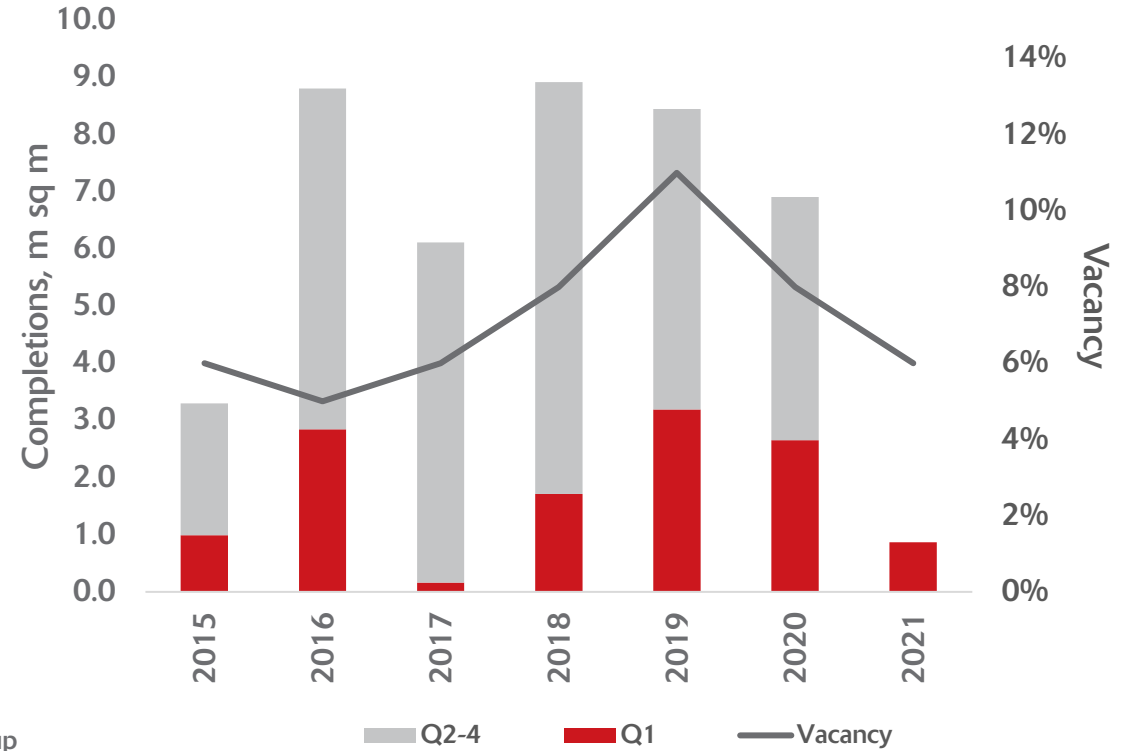
# MARKET UPDATE

# UK BIG BOX MARKET: SUPPLY SHORTAGE

UK Big Box supply-demand dynamics<sup>1</sup>  
(m sq m)



Speculative UK Big Box completions<sup>2</sup>  
(m sq m)



1 Source: JLL (logistics warehouses >100,000 sq ft, Grade A). H1 21 availability multiple is based on June availability and take-up for H2 2020 and H1 2021.

2 Source: JLL, Q1 21.

# ASSET TOUR

# SEGRO PARK NORTHAMPTON GATEWAY

450 acre site

Planning permission for 5 million sq ft of modern warehousing

£190m of infrastructure works commenced in 2020

Site will include a Strategic Rail Freight Interchange (SRFI)

First units expected to start onsite in 2022



# SEGRO PARK NORTHAMPTON GATEWAY



# SEGRO LOGISTICS PARK EAST MIDLANDS GATEWAY

700 acre park with planning consent for 6 million sq ft of big box warehousing

Direct access to the M1 motorway

Strategic Rail Freight Interchange (SRFI) operational since 2020

8 warehouses complete (4 million sq ft of total space) and let to customers including: Amazon, GXO, Games Workshop, Kuehne & Nagel and DHL.



# SLP-EMG: £112M OF INFRASTRUCTURE SPEND

Including:

- M1 improvements (£20m)
- Kegworth bypass (£10m)
- Strategic Rail Freight Interchange terminal (£15m)
- Power 28 MVA (£12m)





# SLP-EMG: SITE PLAN



# SEGRO LOGISTICS PARK RUGBY GATEWAY

120 acre logistics park

Adjacent to the M6 and close to the M1 motorways

1.2 million sq ft of prime big box warehousing

Started construction in 2014 and completed in 2017

Lease terms of 10-20 years

Five stand-alone units:

- 240,000 sq ft let to H&M, completed 2014
- 240,000 sq ft let to DHL, completed 2015
- 270,000 sq ft let to Hermes, completed 2016
- 290,000 sq ft let to Amazon, completed 2017
- 180,000 sq ft let to DHL, completed 2017



# OTHER DEVELOPMENT PROJECTS

# SEGRO PARK KETTERING GATEWAY

63 acre site

Planning consent for 1.2 million sq ft of industrial space

Direct access to the A14 and close to M1 and M6 motorways

Includes:

- 622,000 sq ft developed on a freehold basis
- 232,000 sq ft let to Bunzl, completed in June 2020
- 150,000 sq ft let to Bunzl, due to complete in Q3 2022
- 103,000 sq ft to be built speculatively



# SEGRO PARK COVENTRY GATEWAY

450 acre site

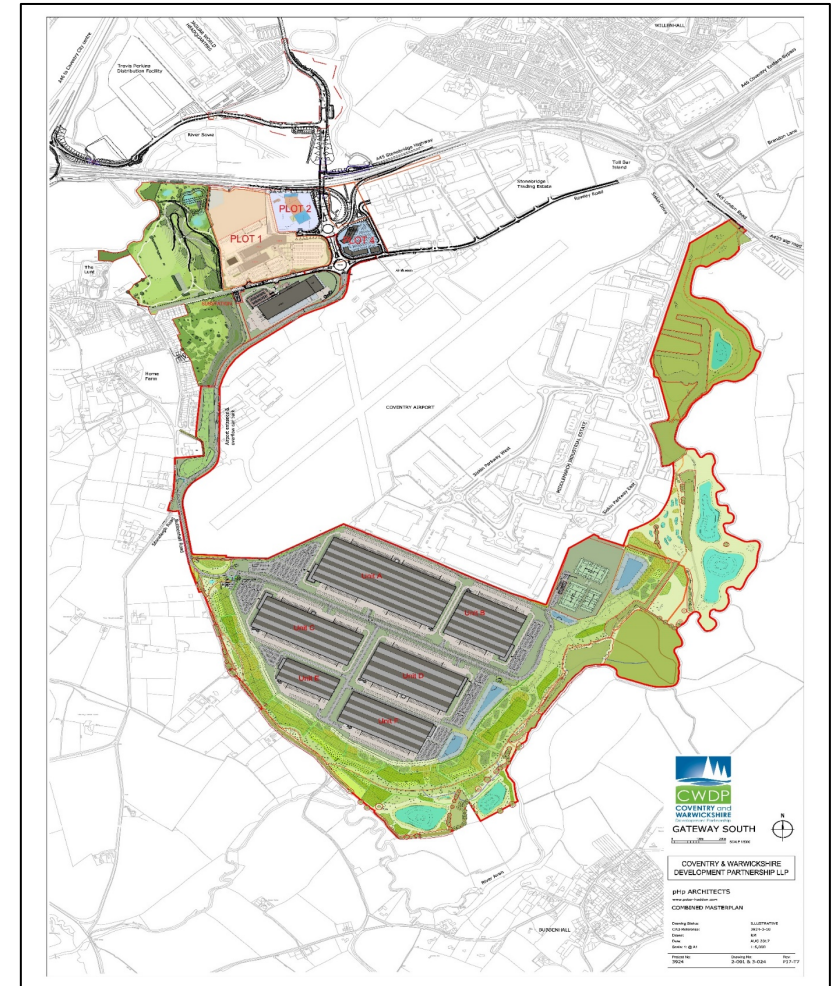
Planning consent for 3.7 million sq ft of industrial and logistics space

Direct access to the A45 and A46, close to the M6, M69, M45 and M40 motorways

£120m of infrastructure works commenced in 2020 (3 year programme)

First units expected to start on site from late 2022

Creation of a 235 acre community park for the benefit of local residents



# SMARTPARC SEGRO SPONDON

155 acre brownfield site

2.4 million sq ft of high-tech food manufacturing and distribution campus

Start-up incubation units to large-scale manufacturing activities

5,000 direct jobs created

Started onsite in September 2021, first units expected to complete in Q2 2022.



# Q&A

# CONTACT DETAILS

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