



2023 HALF YEAR RESULTS

27 JULY 2023



CONSISTENT STRATEGY DELIVERING STRONG RESULTS

+1.9% Adjusted earnings per share

+7.4% Dividend per share

-3.0% Adjusted NAV per share

-1.4% Portfolio valuation

+3.7% ERV growth

£551m Net investment



34% LTV ratio

2.9% Cost of Debt

7.5 yrs Debt Maturity

£44m New rent contracted

+20% Uplift on rent reviews and renewals

+5.1% Like-for-like rental growth



WE CREATE THE SPACE THAT ENABLES EXTRAORDINARY THINGS TO HAPPEN

Attractive
market
fundamentals

Strong
operational
results

Resilient
financial
performance

Positive
outlook



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LONG-TERM STRUCTURAL DRIVERS SUPPORTING DIVERSE OCCUPIER DEMAND



**DATA &
DIGITALISATION**



URBANISATION



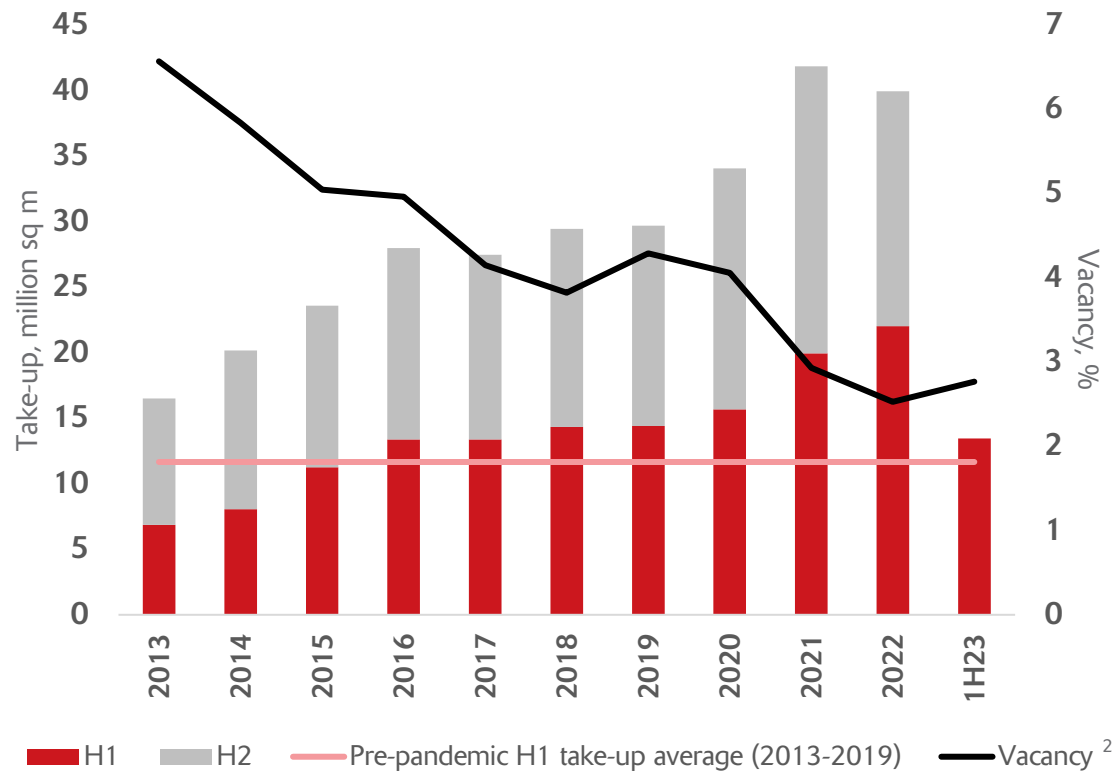
**SUPPLY CHAIN
EFFICIENCY &
RESILIENCE**



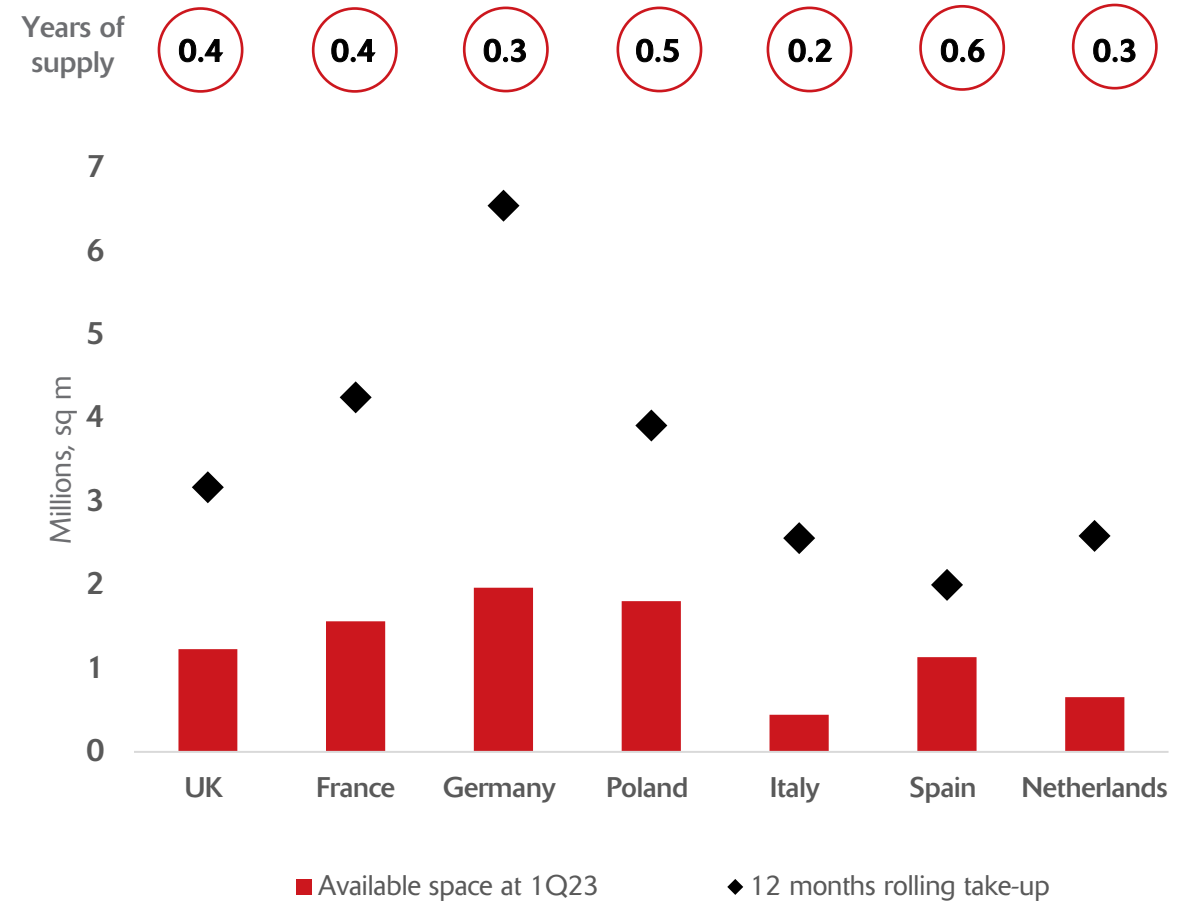
SUSTAINABILITY

SUPPLY-DEMAND BALANCE REMAINS FAVOURABLE

European take-up¹ normalising to historical averages, vacancy² remains low

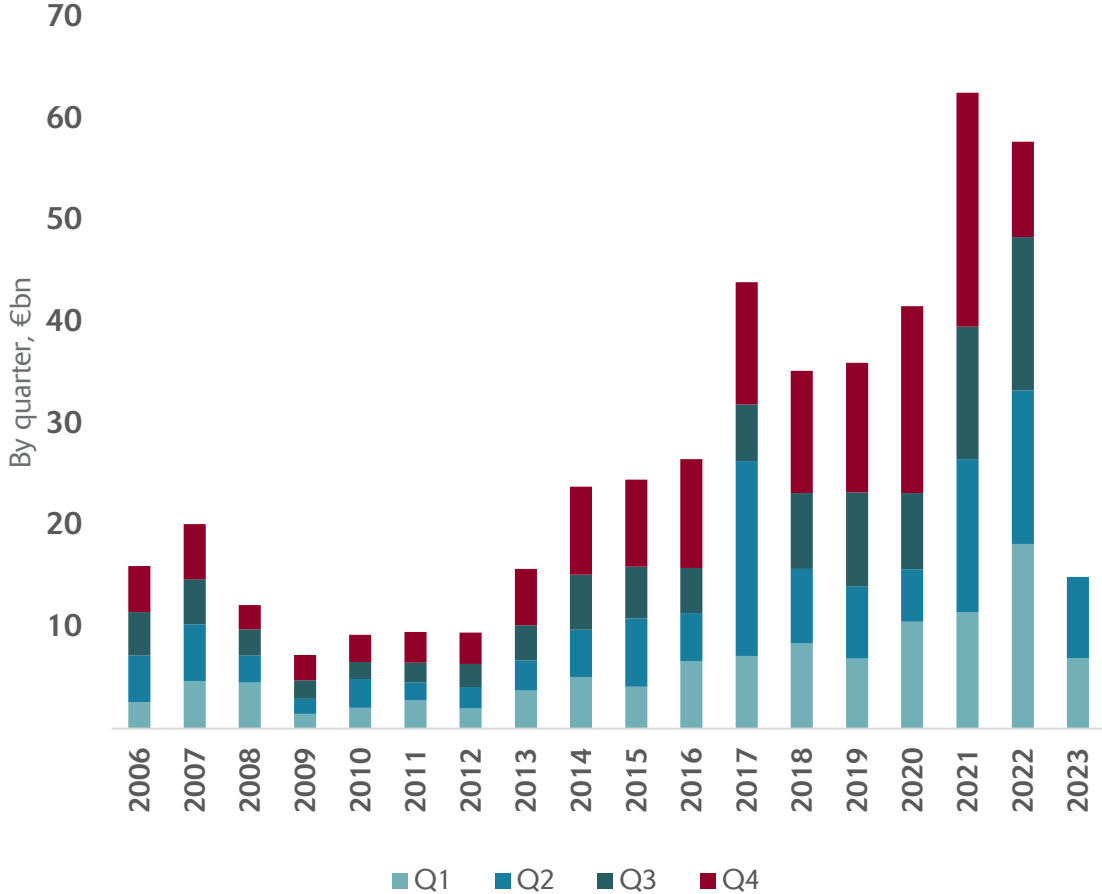


Available space remains less than 1 year of take-up²

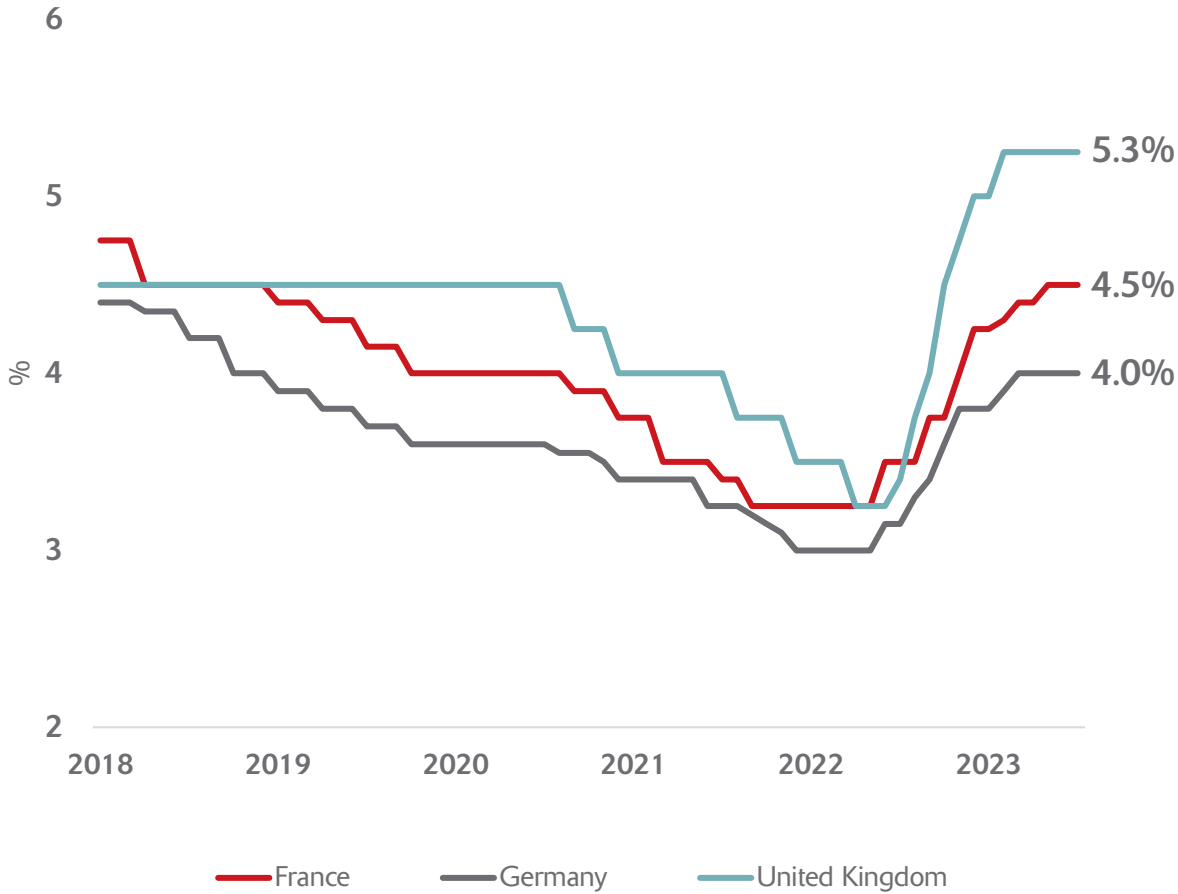


INVESTMENT VOLUMES LOW BUT ACTIVITY RETURNING AND YIELDS STABLE IN Q2 2023

European industrial investment volumes¹



European industrial prime yields¹





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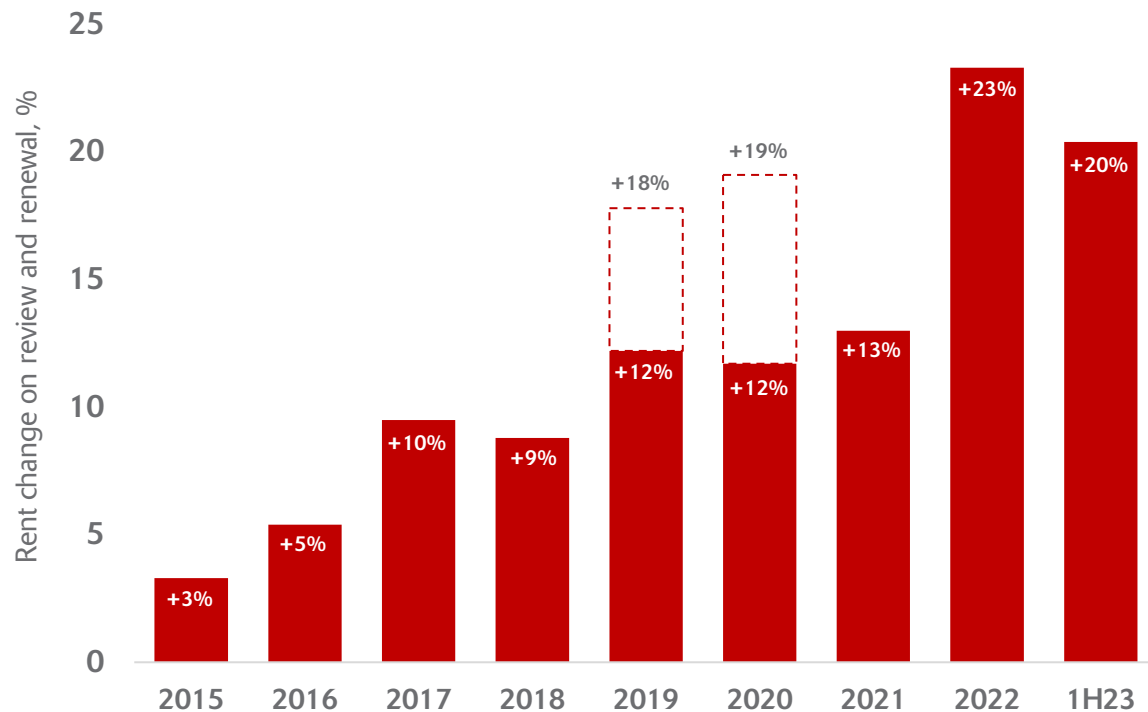
STRONG AND DIVERSE LEASING ACTIVITY, OUTPERFORMING BROADER MARKET



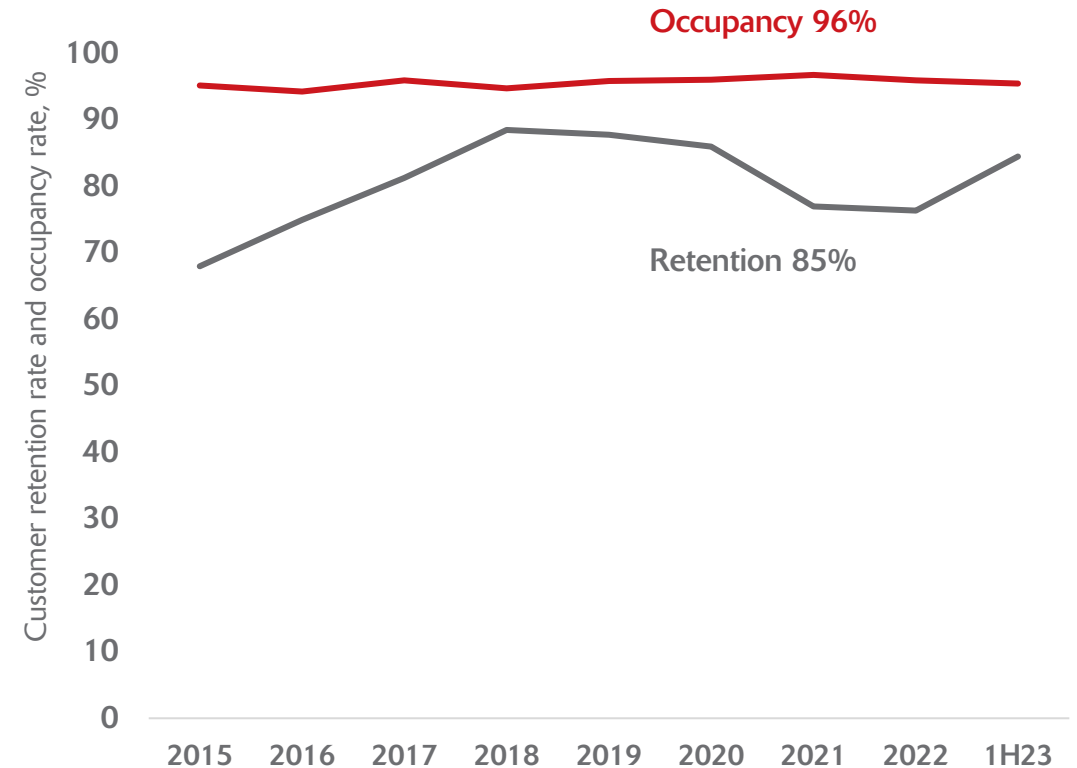
¹ New rent contracted is total headline rent secured or (in the case of developments) agreed in the year

CAPTURING REVERSION, MAINTAINING OCCUPANCY

Strong uplift from renewals and reviews
(excluding indexation)¹



High levels of customer retention and occupancy²



CREATING VALUE THROUGH ASSET MANAGEMENT



Responding to changing customer requirements



Capturing reversion through asset management

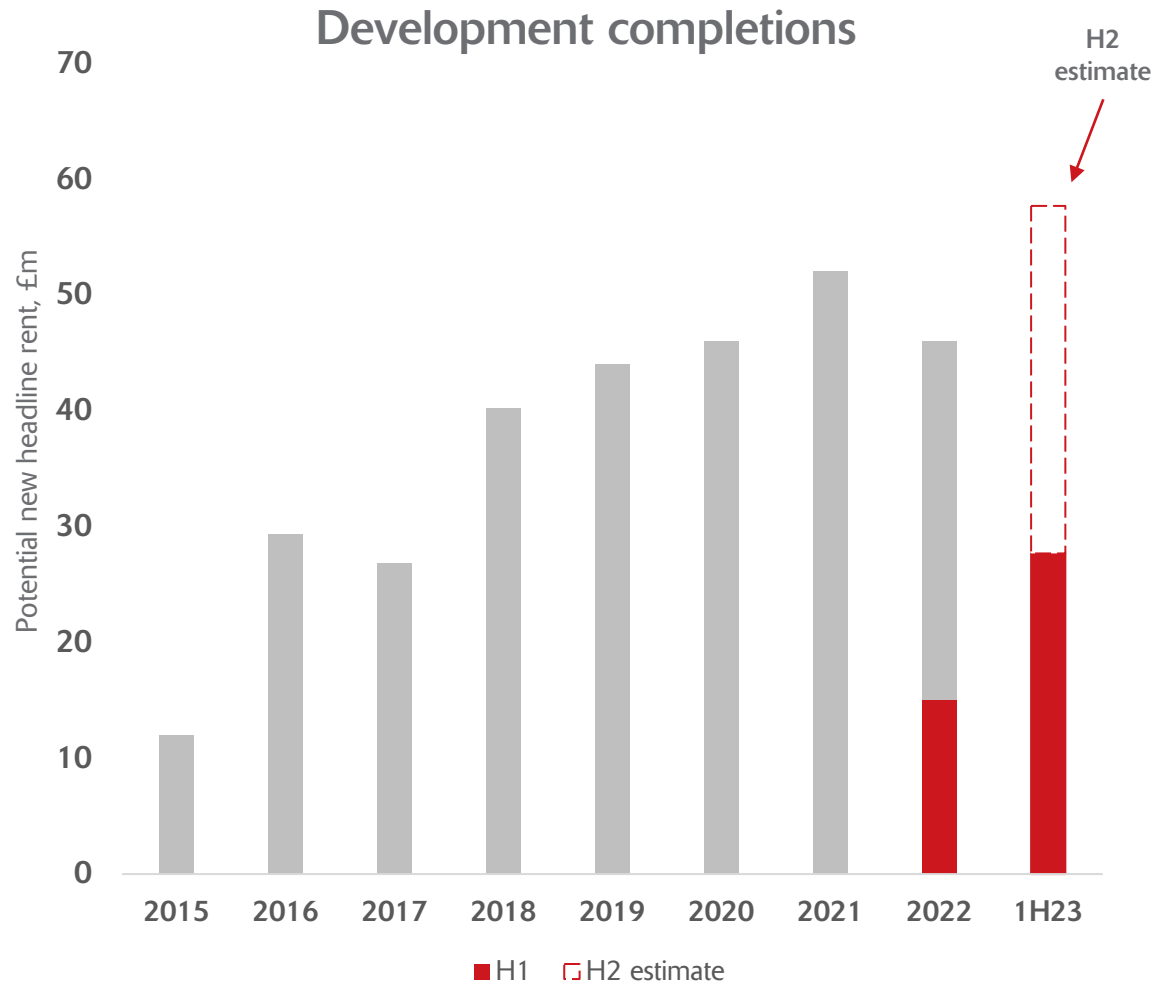


Highly sustainable refurbishments



Retrofitting solar across the portfolio

PROFITABLE GROWTH THROUGH DEVELOPMENT



£28m

potential headline rent (83% leased)

340,900 sqm

of new space completed (18 projects)

6.1%

yield on cost¹

85%

rated BREEAM 'Excellent' or better
(or local equivalent)²

CONTINUING TO BE DISCIPLINED IN OUR APPROACH TO CAPITAL ALLOCATION

DEVELOPMENT

- Developing on land we already own
 - Yield on new money: c.10%
- Strong bias to pre-let developments



£299m

ACQUISITIONS

- Limited to rare, super prime opportunities



£326m

DISPOSALS

- Capex increasingly funded by selective disposals



£74m



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RESILIENT H1 2023 FINANCIAL RESULTS

£198m

Adjusted profit before tax¹
+2.6%

15.9p

Adjusted earnings per share^{1,2}
+1.9%

8.7p

Dividend per share
+7.4%

£18.1bn

Portfolio valuation
-1.4%³

937p

Adjusted NAV per share⁴
-3.0%

34%

Loan to value

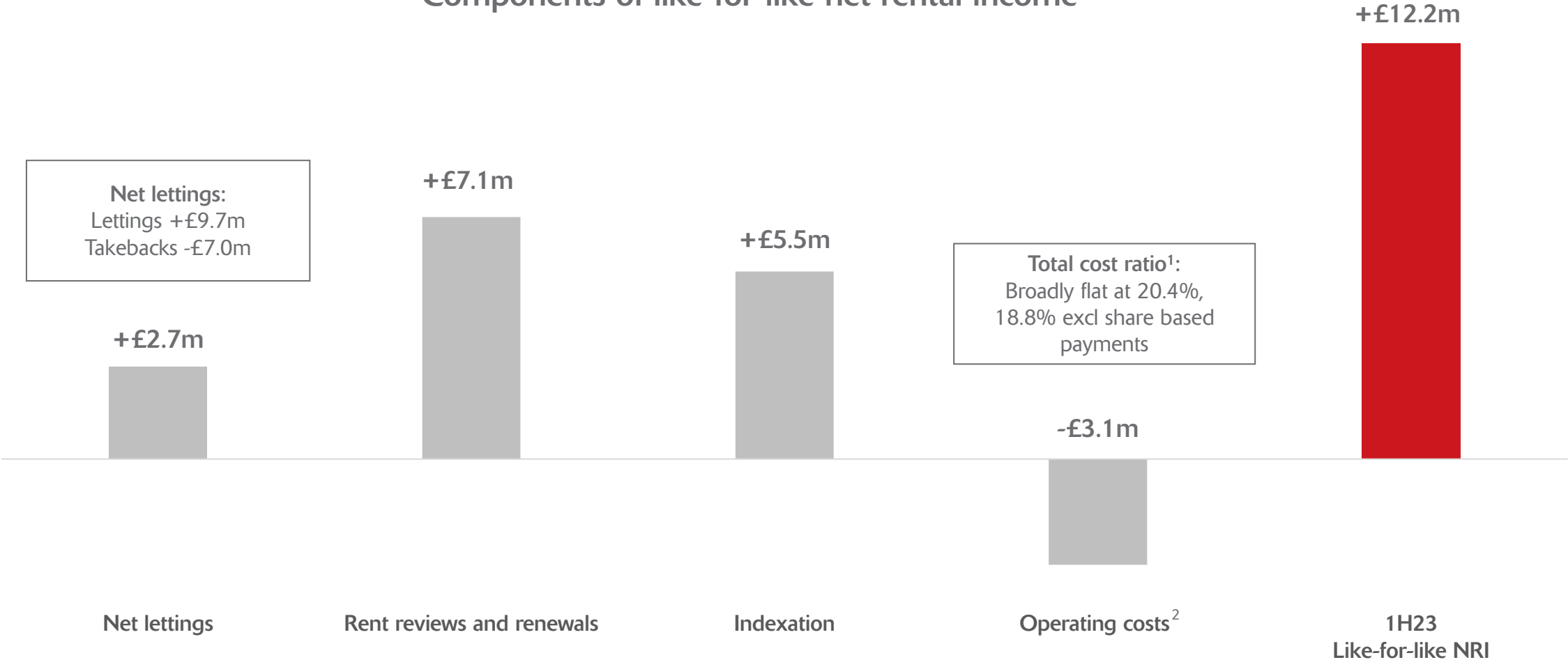
12% GROWTH IN NET RENTAL INCOME

Proportionally consolidated net rental income (excluding joint venture fees)



5.1% LIKE-FOR-LIKE INCOME GROWTH DRIVEN BY CAPTURING REVERSION AND INDEXATION

Components of like-for-like net rental income



1 Total cost ratio at H1 2022: 20.5%, excluding share based payments: 18.7%
2 Like-for-like operating costs include £1.0m of bad debts (H1 2022: £1.1m)

DRIVING 2% INCREASE IN EARNINGS

Adjusted income statement	H1 2023 £m	H1 2022 ¹ £m	Change
Gross rental income	266	239	
Property operating expenses	(42)	(36)	
Net rental income	224	203	+10%
Joint venture management fee income	16	15	
Other income	3	3	
Administration expenses	(33)	(31)	
Share of joint ventures' adjusted profit after tax ²	40	35	
Adjusted operating profit	250	225	+11%
Net finance costs	(52)	(32)	
Adjusted profit before tax	198	193	+3%
Adjusted EPS (pence)	15.9	15.6	+2%
Average share count (millions)	1,214	1,204	

SELP performance fee:

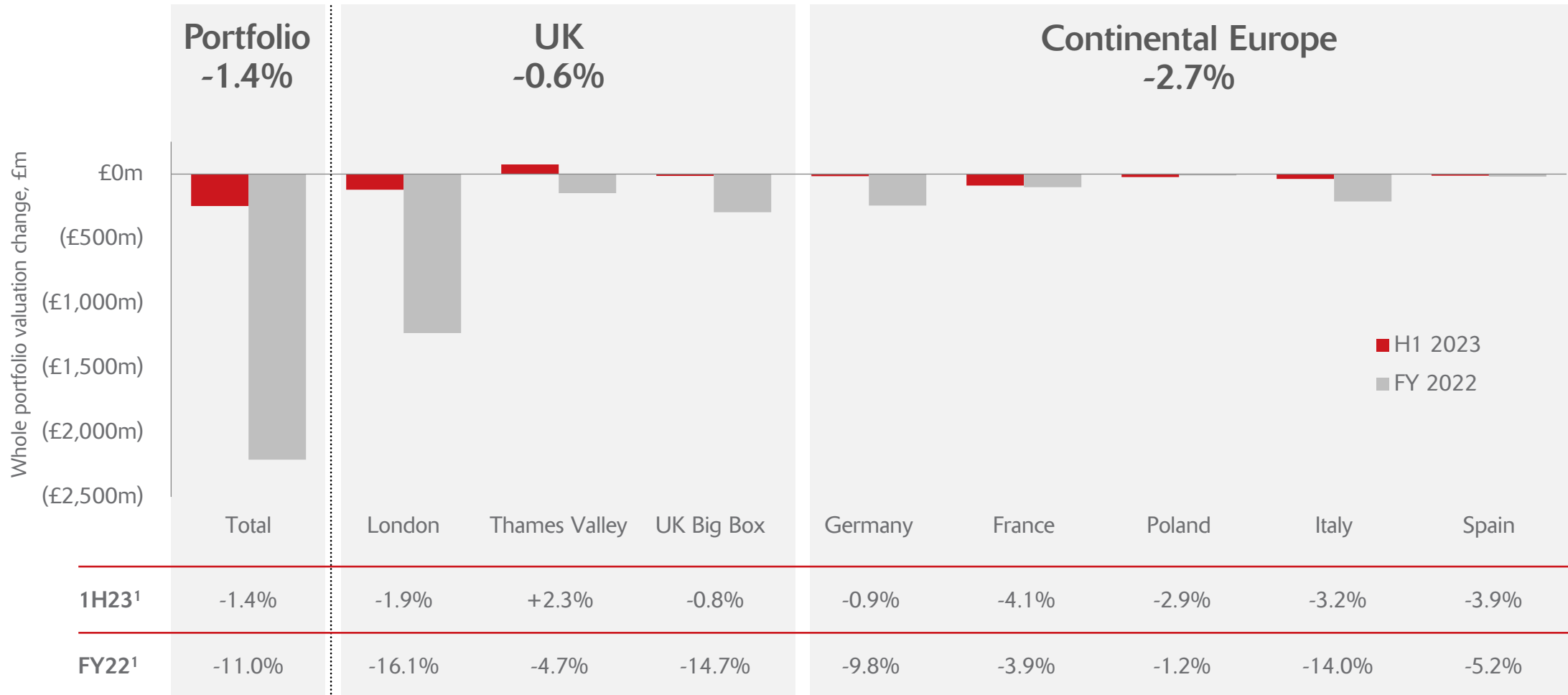
- No performance fee recognised during H1 2023
- Not included in Adjusted profit¹
- Estimated €80m net receivable by SEGRO (based on June 2023 valuations)³

Net finance costs:

- £20m increase mainly due to new debt at higher all-in rates
- £27m capitalised interest in H1 2023 (H1 2022: £6m)

H1 2023 VALUES RELATIVELY STABLE

Portfolio value at 30 June 2023: £18.1 billion (at share)

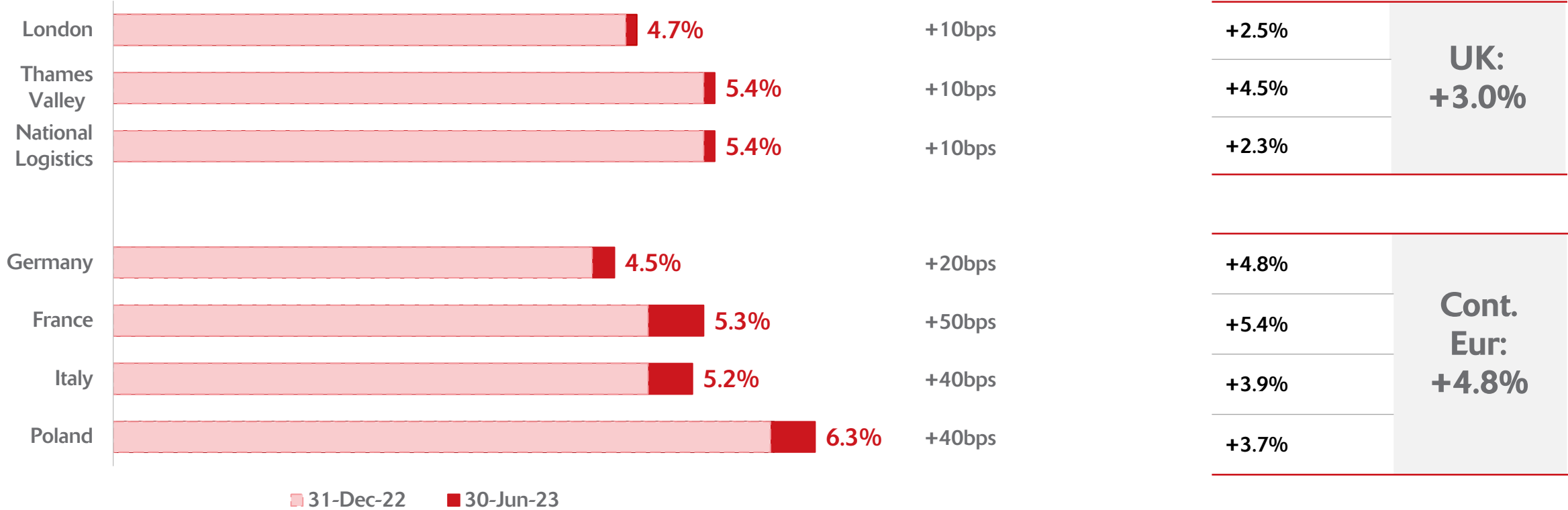


YIELD EXPANSION LARGELY OFFSET BY RENTAL GROWTH

Property yield¹: 5.1%
31 December 2022: 4.8%

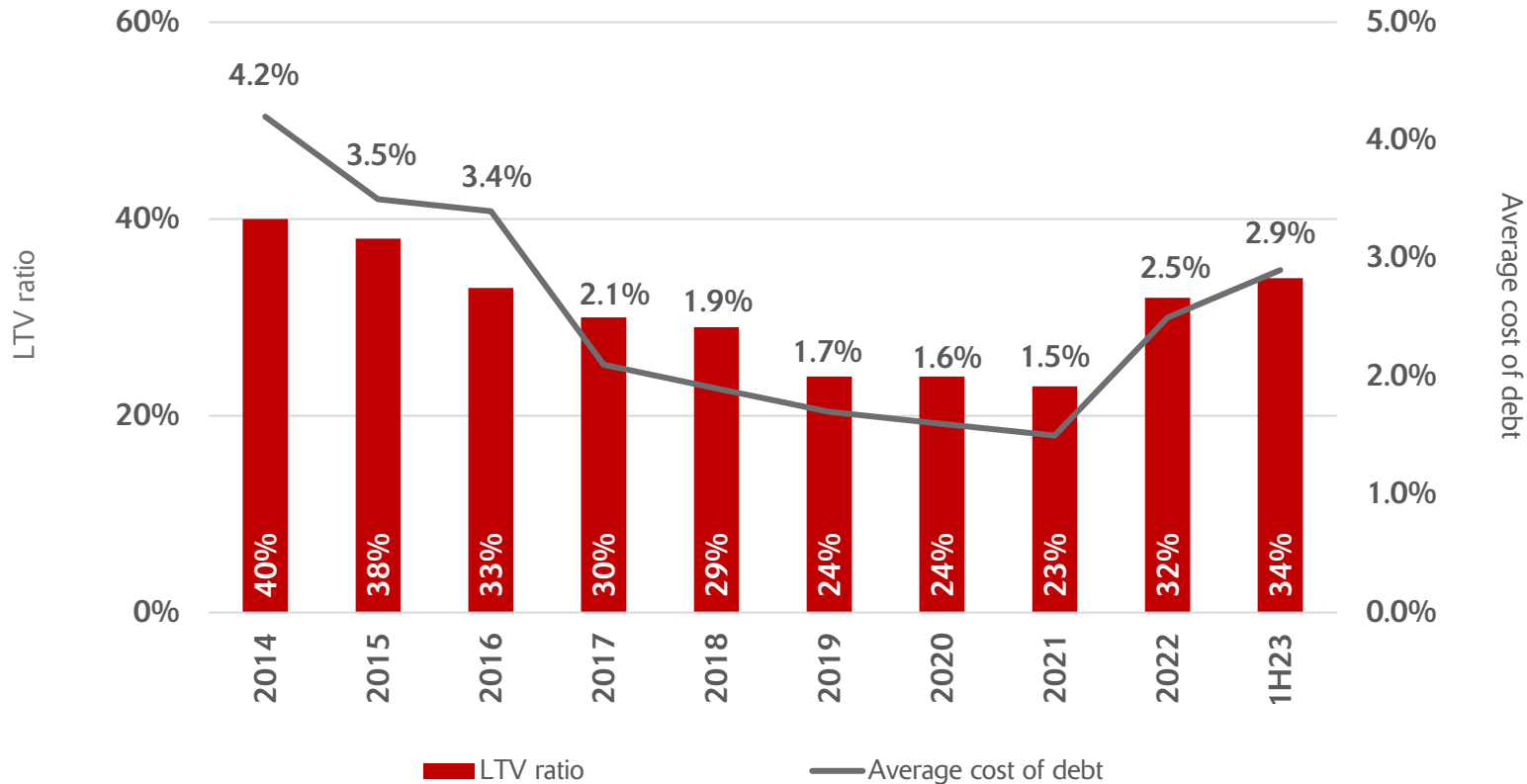
Yield change

ERV growth²: +3.7%



BALANCE SHEET REMAINS STRONG

LTV ratio and average cost of debt
(incl share of joint ventures), 2014-23



£1.7bn committed liquidity
cash and available bank facilities

A- (Fitch senior unsecured)
credit rating

12.2x
net debt/EBITDA¹

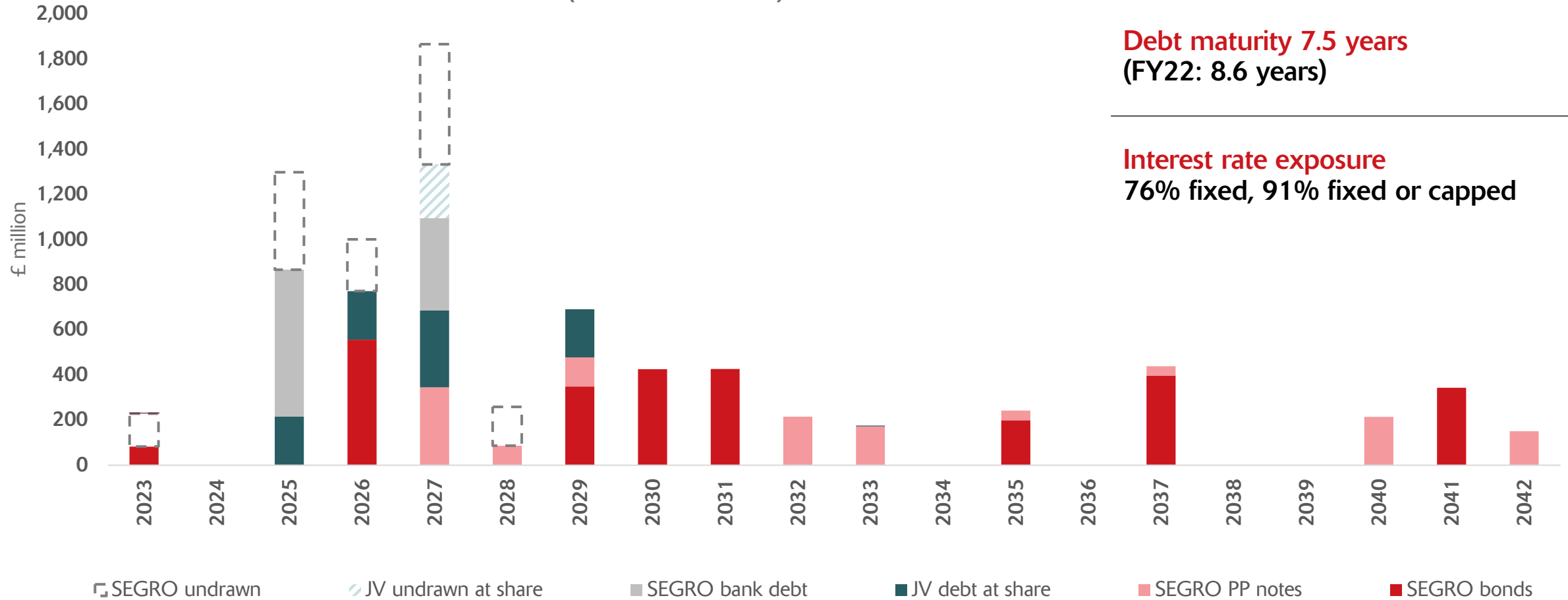
3.4x
interest cover

Estimated development capex:
2023: c. £600 million

Disposals run rate:
1-2% of GAV per annum

LOW REFINANCING RISK

Diverse, long duration debt profile
(as at 30 June 2023)



H1 2023 FINANCIAL SUMMARY

5.1% like-for-like rental growth and 1.9% adjusted earnings growth

2023 half year dividend increased by 7.4%

1.4% decrease in the value of the portfolio

Balance sheet remains strong





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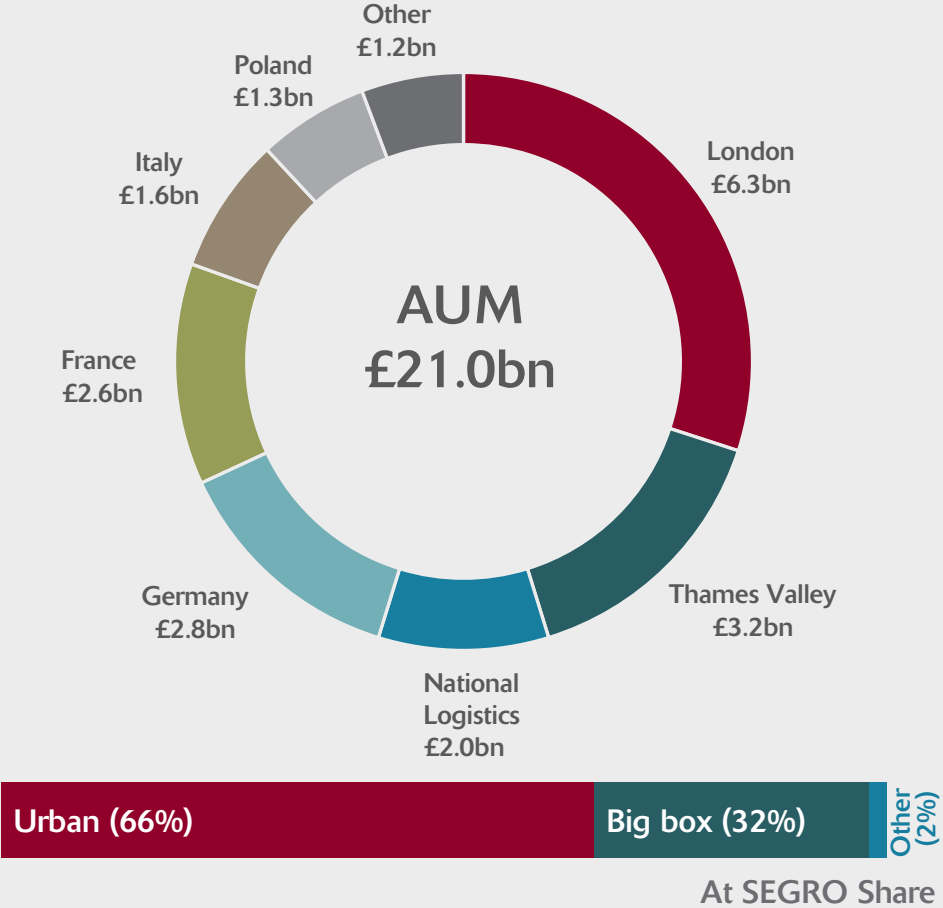
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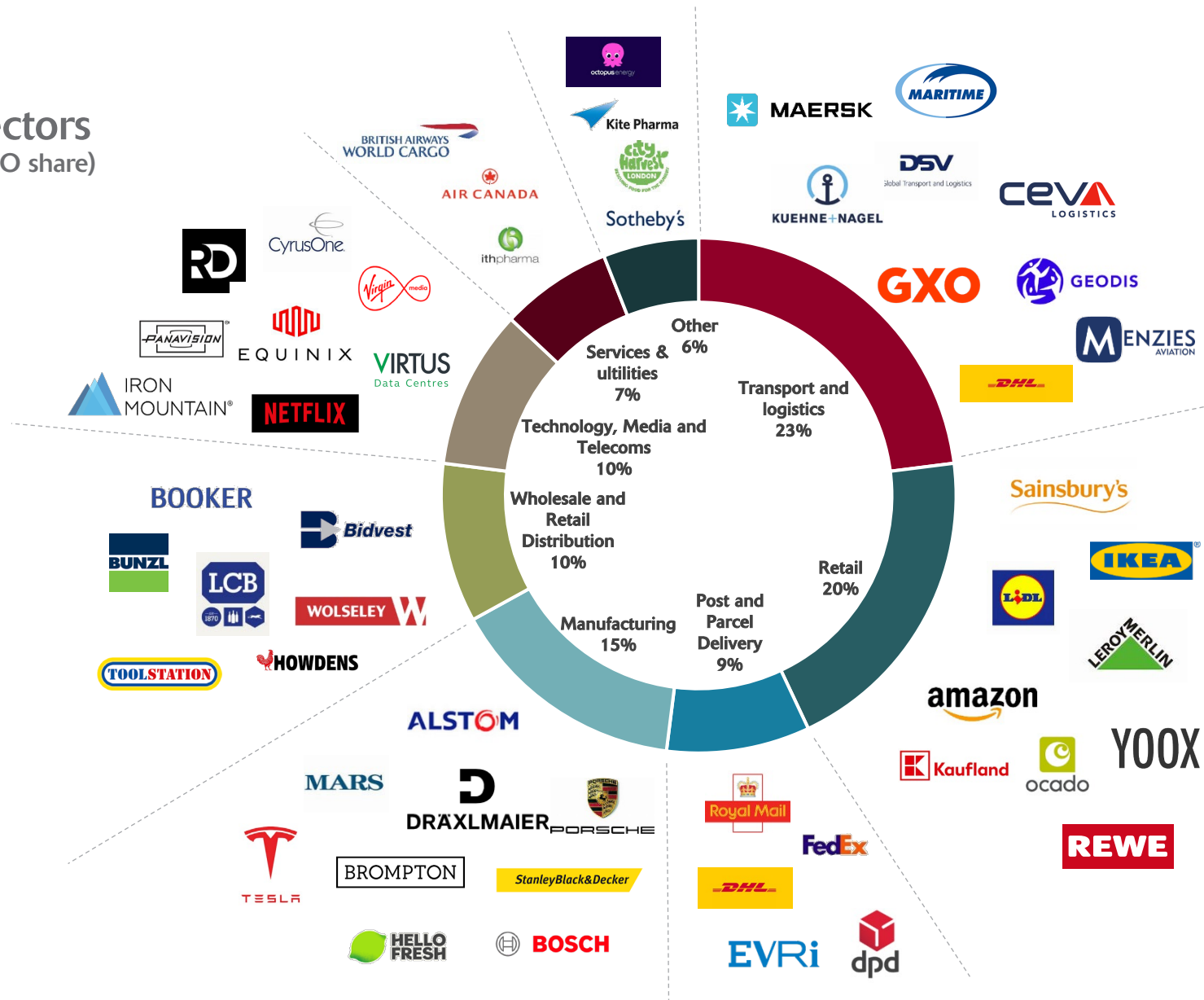
A PRIME PORTFOLIO OF ASSETS AND A PAN-EUROPEAN OPERATING PLATFORM

Portfolio split by geography and asset type
(at 30 June 2023)



A VERY DIVERSIFIED CUSTOMER BASE

Customer sectors
(headline rent, SEGRO share)



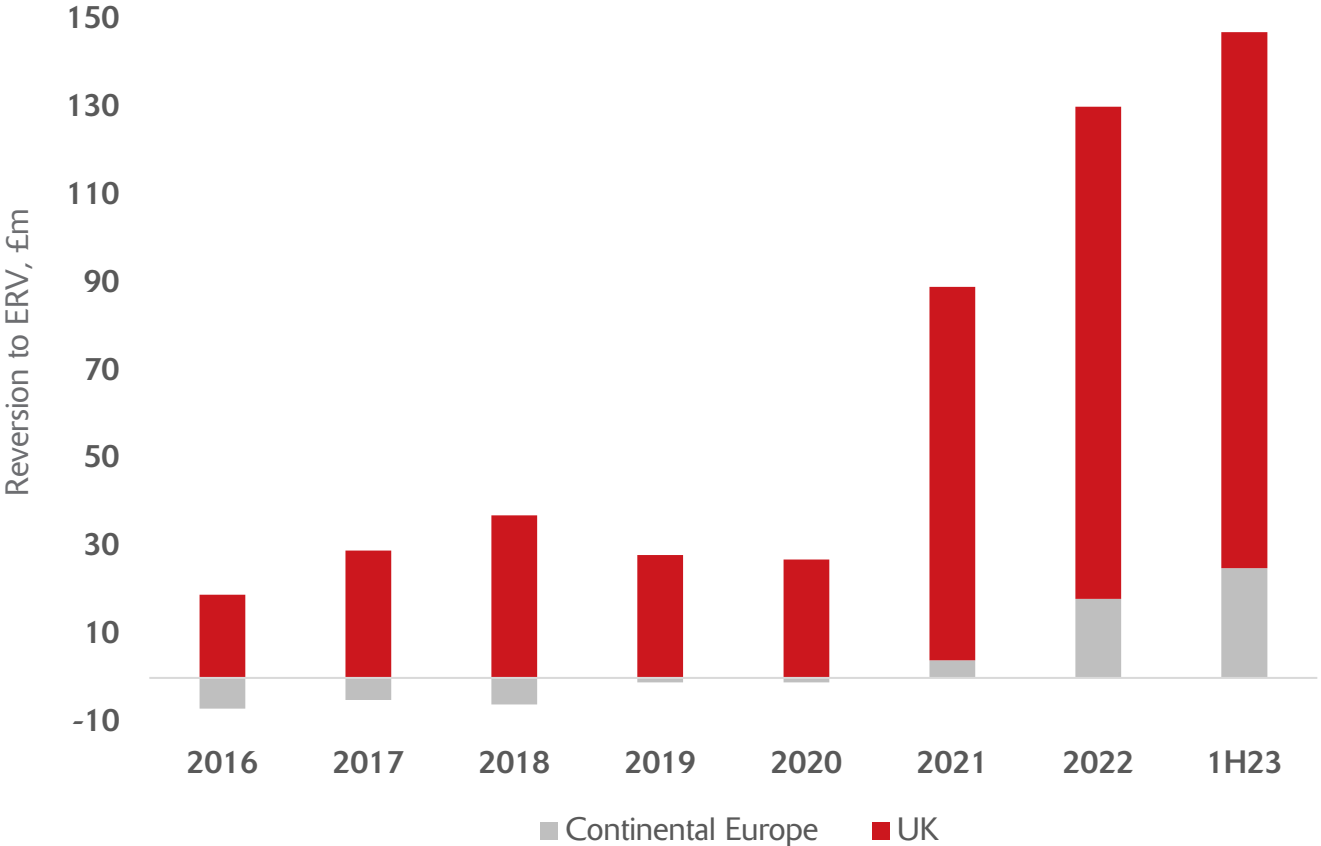
1,444 customers

Top 20 customers = 32% of total group headline rent

No single customer > 7% of total group headline rent

£147M REVERSIONARY POTENTIAL TO BE CAPTURED

Accumulated reversion to ERV in the portfolio¹

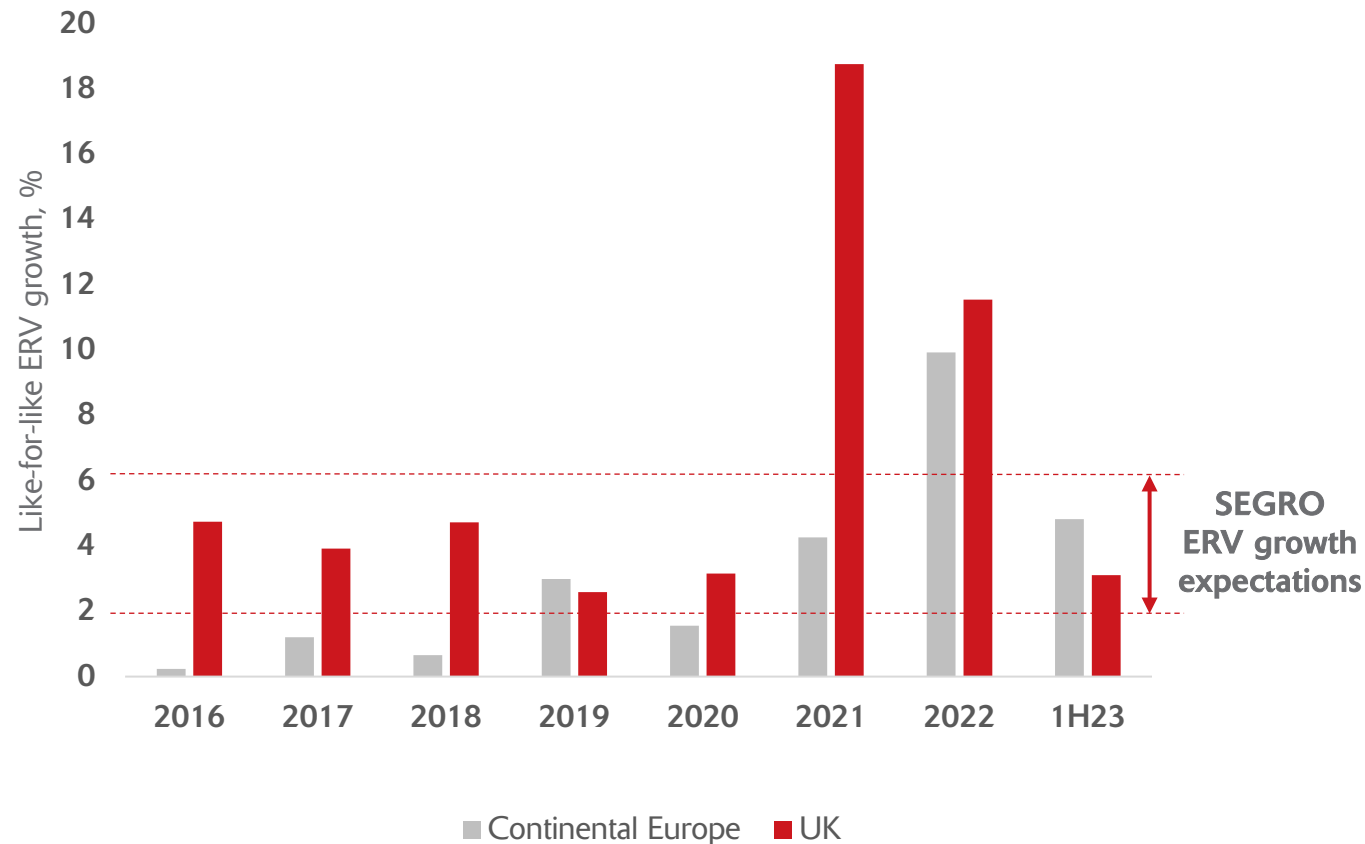


Portfolio 24% reversionary

£57m uplift opportunity over next 18 months

ERV GROWTH EXPECTATIONS UNCHANGED

Like-for-like ERV growth



Demand-supply conditions remain favourable for continued rental growth

ERV growth remains above pre-pandemic levels

No change to future expectations

>£550 MILLION OF POTENTIAL RENTAL INCOME FROM FUTURE DEVELOPMENT

SEGRO land bank (30 June 2023)



Potential annualised gross rent from current, near-term and future pipeline⁵, by asset type (£436 million at 30 June 2023)

Big box (49%)

Urban (48%)

Other (3%)

Development pipeline	Area (sq m)	Estimated cost to complete (£m)	Potential gross rent (£m)	Development yield ³	Proportion pre-let	Expected delivery
Current	616,464	271 ²	66	7.2%	65%	1-12 months
Near-term pre-lets ¹	124,281	94	10	6.8%	100%	12-18 months
Future ¹	3.6m	3,342	360	7.0%	-	1-7 years
Total	4.3m	3,707	436	7.0%	-	1-10 years
Optioned land ⁴	c1.5m		c150		-	1-10 years

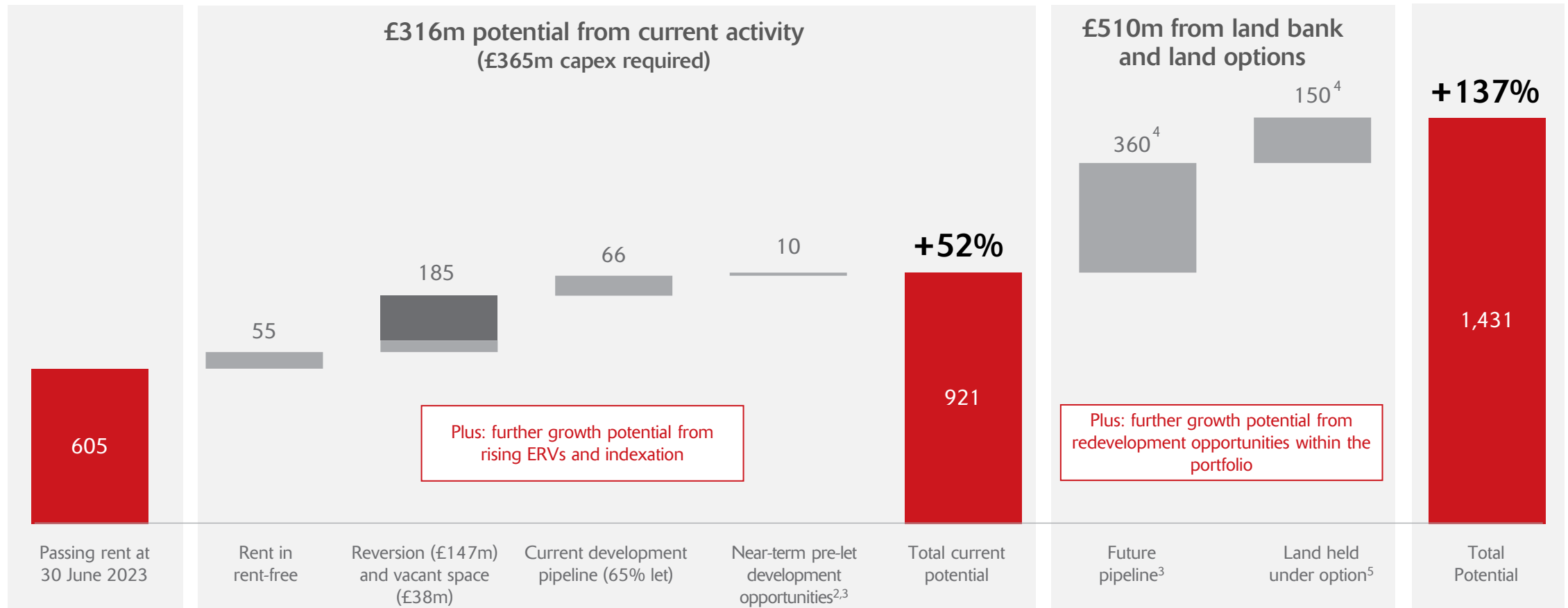
Potential annualised gross rent from current, near-term and future pipeline⁵, by region (£436 million at 30 June 2023)

UK (62%)

Continental Europe (38%)

POTENTIAL >£1.4 BILLION RENTAL INCOME

Annualised gross cash passing rent¹, £ million
(as at 30 June 2023)



SEGRO STRUCTURALLY ADVANTAGED TO OUTPERFORM



On track for another strong year of rent roll growth

Significant embedded growth within our portfolio

Momentum returning to investment markets

Q&A

2023 Half Year Results

APPENDIX

Portfolio and Financial Data

ADJUSTED INCOME STATEMENT (JVS PROPORTIONALLY CONSOLIDATED)

	H1 2023			H1 2022 ¹		
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Gross rental income	266	66	332	239	56	295
Property operating expenses	(42)	(4)	(46)	(36)	(4)	(40)
Net rental income	224	62	286	203	52	255
JV management fee income ²	16	(6)	10	15	(6)	9
Other income	3	1	4	3	1	4
Administration expenses	(33)	(1)	(34)	(31)	(1)	(32)
Adjusted operating profit	210	56	266	190	46	236
Net finance costs	(52)	(10)	(62)	(32)	(7)	(39)
Adjusted profit before tax	158	46	204	158	39	197
Tax and non-controlling interests	(5)	(6)	(11)	(5)	(4)	(9)
Adjusted profit after tax	153	40	193	153	35	188

PRO FORMA H1 2023 ACCOUNTING NET RENTAL INCOME

	Group £m	JVs £m	Total £m
H123 net rental income	224	62	286
Half year impact of:			
Disposals since 1 January 2023	-	-	-
Acquisitions since 1 January 2023	-	-	-
Developments completed and let since 1 January 2023	3	1	4
One-off items	(7)	-	(7)
Pro forma H123 net rental income	220	63	283

Pro forma H1 2023 net rental income assuming disposals, acquisitions and let developments completed as at 1 January 2023

One-off items (e.g. rates refunds) removed

Share of JV fee costs removed from JV net rental income (see slide 34)

Net rental income would have been £3 million lower on this basis

TOTAL COST RATIO

Total cost ratio, Half year 2022-23 (proportionally consolidated)

Incl. joint ventures at share	Half year to 30 June 2023 £m	Half year to 30 June 2022 £m
Gross rental income (less reimbursed costs)	331	294
Property operating expenses	42	36
Administration expenses	33	31
JV operating expenses	11	11
Less reimbursed costs: JV management fees, management and other fees ¹	(19)	(18)
Total costs²	67	60
Of which share based payments	(5)	(5)
Total costs excluding share based payments	62	55
Total cost ratio³	20.4%	20.5%
Total cost ratio excluding share based payments ²	18.8%	18.7%

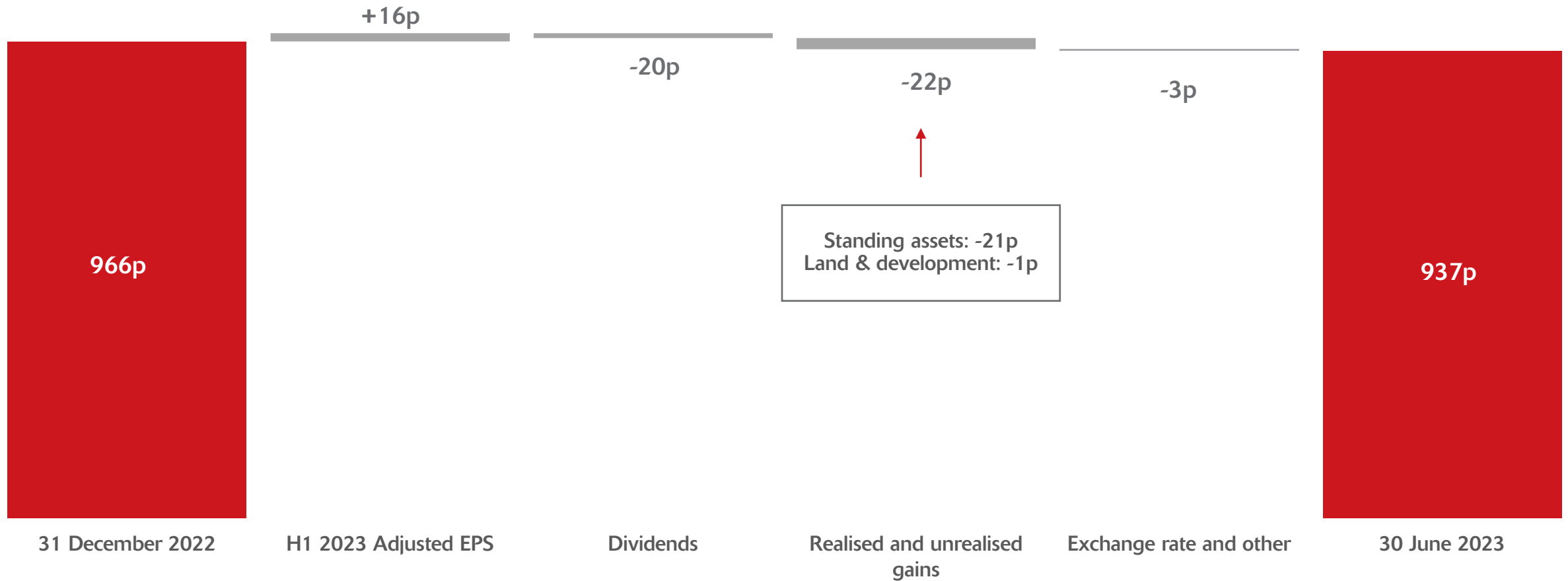
BALANCE SHEET

(JVS PROPORTIONALLY CONSOLIDATED)

	30 June 2023			31 December 2022		
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Investment properties	15,234	2,929	18,163	14,939	3,022	17,961
Trading properties	2	-	2	35	-	35
Total properties	15,236	2,929	18,165	14,974	3,022	17,996
Investment in joint ventures	1,698	(1,698)	-	1,768	(1,768)	-
Other net liabilities	(603)	(281)	(884)	(647)	(283)	(930)
Net debt	(5,128)	(950)	(6,078)	(4,722)	(971)	(5,693)
Net asset value¹	11,203	-	11,203	11,373	-	11,373
EPRA adjustments			297			344
Adjusted NAV			11,500			11,717
Adjusted NAV, pence per share			937			966

3% DECREASE IN ADJUSTED NAV¹

Components of Adjusted NAV change, 31 December 2022 to 30 June 2023



EPRA PERFORMANCE MEASURES

	Half year to 30 June 2023		Half year to 30 June 2022	
	£m	£p per share	£m	£p per share
EPRA Earnings	193	15.9	204	16.9
EPRA NTA (Adjusted NAV)	11,500	937	15,139	1,249
EPRA NRV	12,669	1,032	16,520	1,363
EPRA NDV	11,983	976	15,257	1,259
EPRA LTV		36.1%		25.3%
EPRA net initial yield		3.8%		2.9%
EPRA topped-up net initial yield		4.2%		3.2%
EPRA vacancy rate		4.5%		3.3%
EPRA cost ratio (including vacant property costs)		20.4%		20.5%
EPRA cost ratio (excluding vacant property costs)		18.2%		19.0%

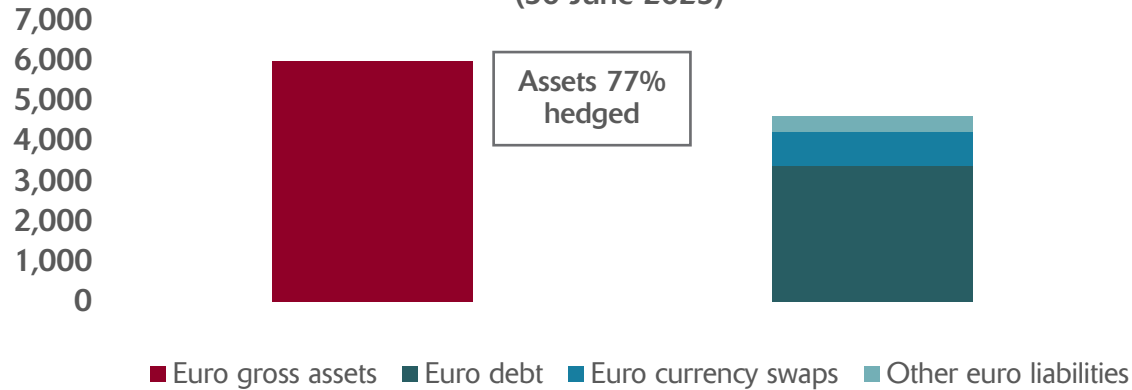
EPRA CAPITAL EXPENDITURE ANALYSIS

	Six months to 30 June 2023			Six months to 30 June 2022		
	Group £m	JVs £m	Total £m	Group £m	JVs £m	Total £m
Acquisitions	323	3	326	328	37	365
Development	248	51	299	324	34	358
Capitalised interest	27	2	29	6	-	6
Completed properties ¹	22	5	27	17	4	21
Other ²	17	4	21	16	5	21
Total	637	65	702	691	80	771

- Just over 63% of completed properties capex was for major refurbishment, infrastructure and fit-out costs prior to re-letting which is expected to be value-enhancing rather than simply maintenance capex

EURO CURRENCY EXPOSURE AND HEDGING

Balance sheet, £m
(30 June 2023)



Income Statement, £m
(6 months to 30 June 2023)



- €1.16:£1 as at 30 June 2023
- € assets 77% hedged by € liabilities
- €1,584m (£1,365m) of residual exposure – 12% of Group NAV
- Illustrative NAV sensitivity vs €1.16:
 - +5% (€1.22) = -£65m (-c.5.4p per share)
 - -5% (€1.10) = +£72m (+c.5.9p per share)

- Loan to Value (on look-through basis) at €1.16:£1 is 34%,
- Sensitivity vs €1.16:
 - +5% (€1.22) LTV -0.8%
 - -5% (€1.10) LTV +0.9%

- Average rate for 6 months to 30 June 2023 €1.14:£1
- € income 63% hedged by € expenditure (including interest)
- Net € income for the period €45m (£39m) – 12% of Group
- Illustrative annualised net income sensitivity versus €1.14
 - +5% (€1.20) = -£1.9m (-c.0.2p per share)
 - -5% (€1.08) = +2.1m (c.0.2p per share)

LOOK-THROUGH LOAN-TO-VALUE RATIO AND COST OF DEBT

	30 June 2023 £m	Weighted average cost of debt		Fixed Interest Cover	
		Gross debt, excluding commitment fees and non-cash interest	Net debt, including commitment fees and non-cash interest	Fixed Cover of Net debt	Fixed and Capped cover of net debt
Group gross borrowings	5,231	3.0			
Group cash & equivalents	(103)				
Group net borrowings	5,128		3.3	72	89
Joint venture gross borrowings	990	2.2			
Joint venture cash & equivalents	(40)				
Joint venture net borrowings	950		2.8	102	
'Look-through' gross borrowings	6,221	2.9			
'Look-through' net borrowings	6,078		3.2	76	91
'Look-through' net borrowings excluding capitalised costs	6,127				
Total properties (including SEGRO share of joint ventures)	18,094				
'Look-through' loan to value ratio	34%				

URBAN AND BIG BOX WAREHOUSES – COMPLEMENTARY ASSET TYPES

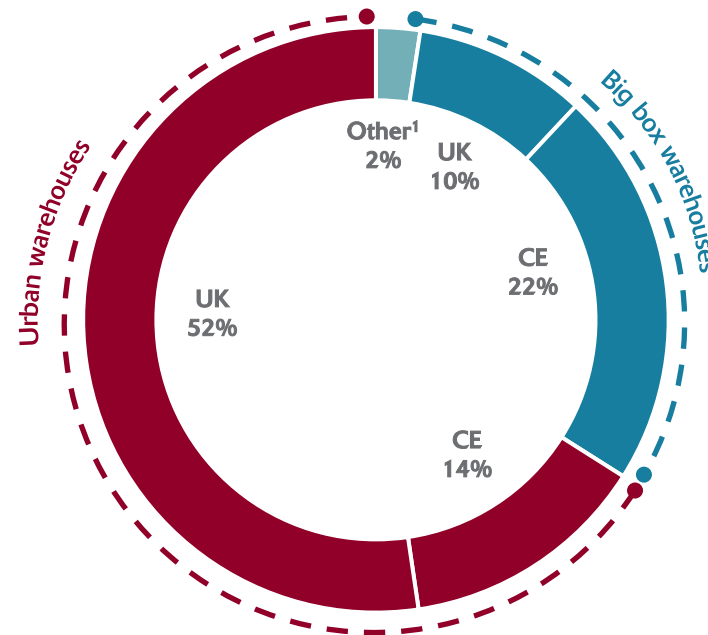
Urban warehouses (66%)

- Smaller units, generally <10,000 sq m
- Diverse range of uses (including 'last mile' delivery and datacentres)
- 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

Portfolio by type:
(valuation, SEGRO share)

Data as at 30 June 2023



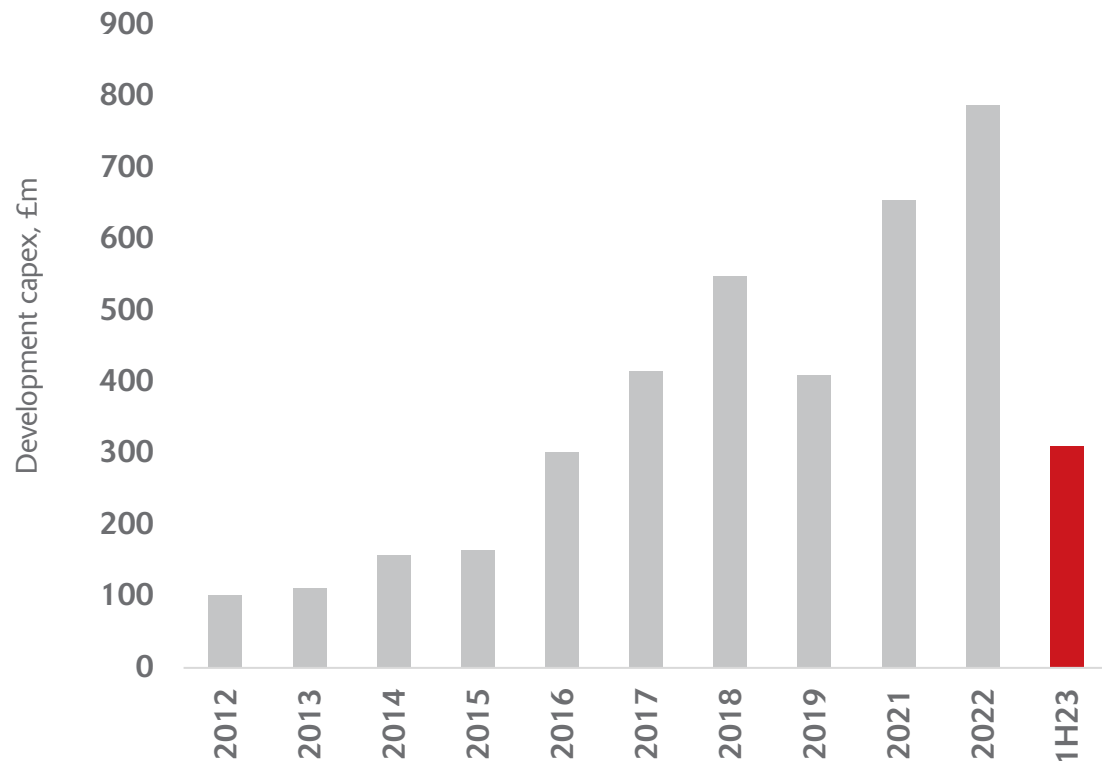
Big boxes (32%)

- 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

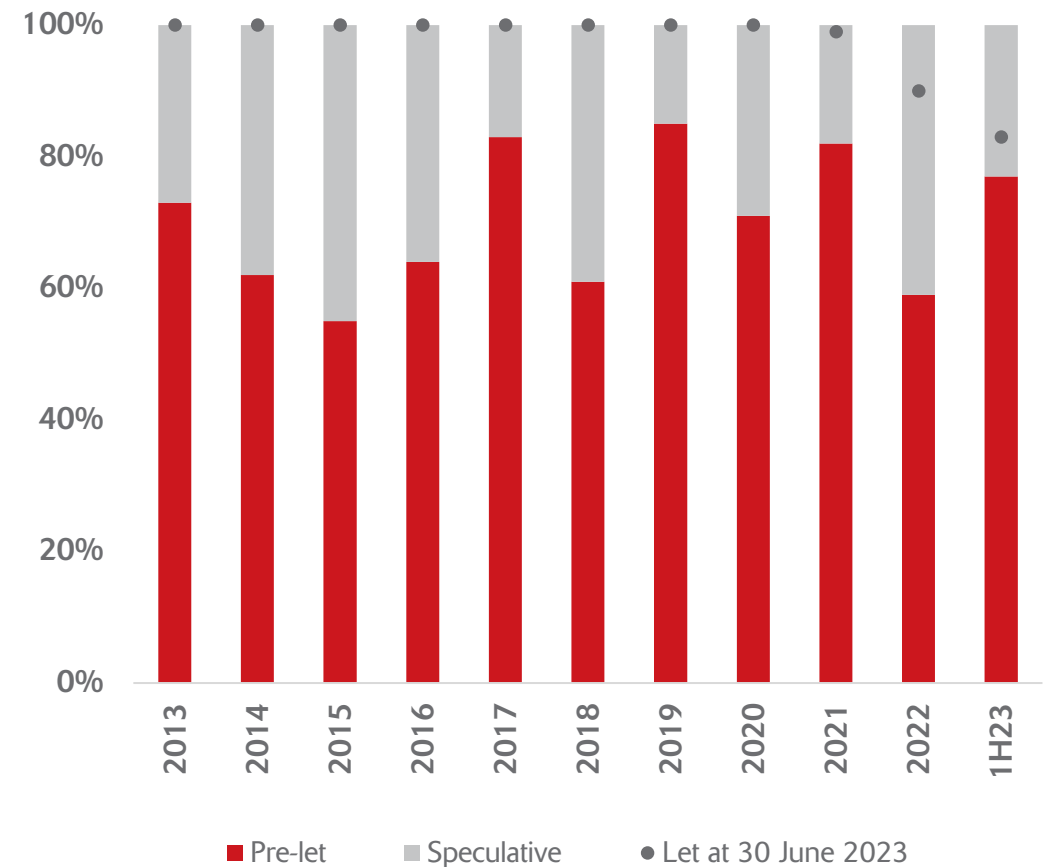
Future performance mainly driven by income yield, JV fees and development gains

ENHANCED, DE-RISKED DEVELOPMENT PROGRAMME

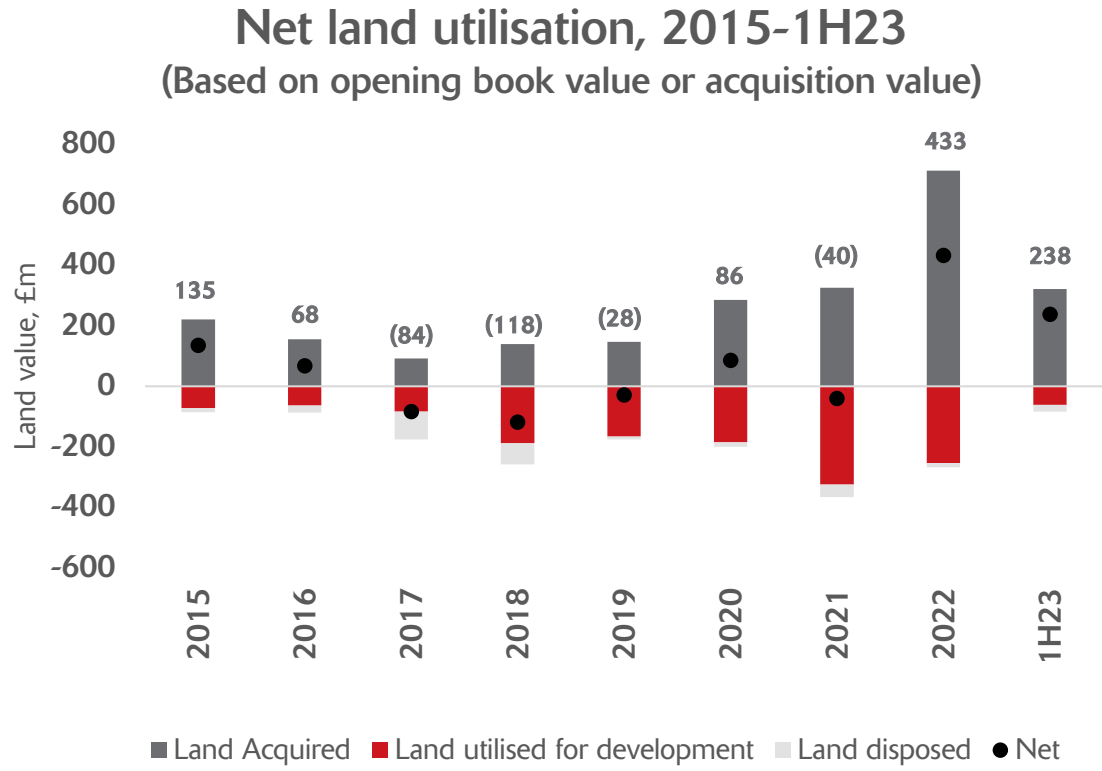
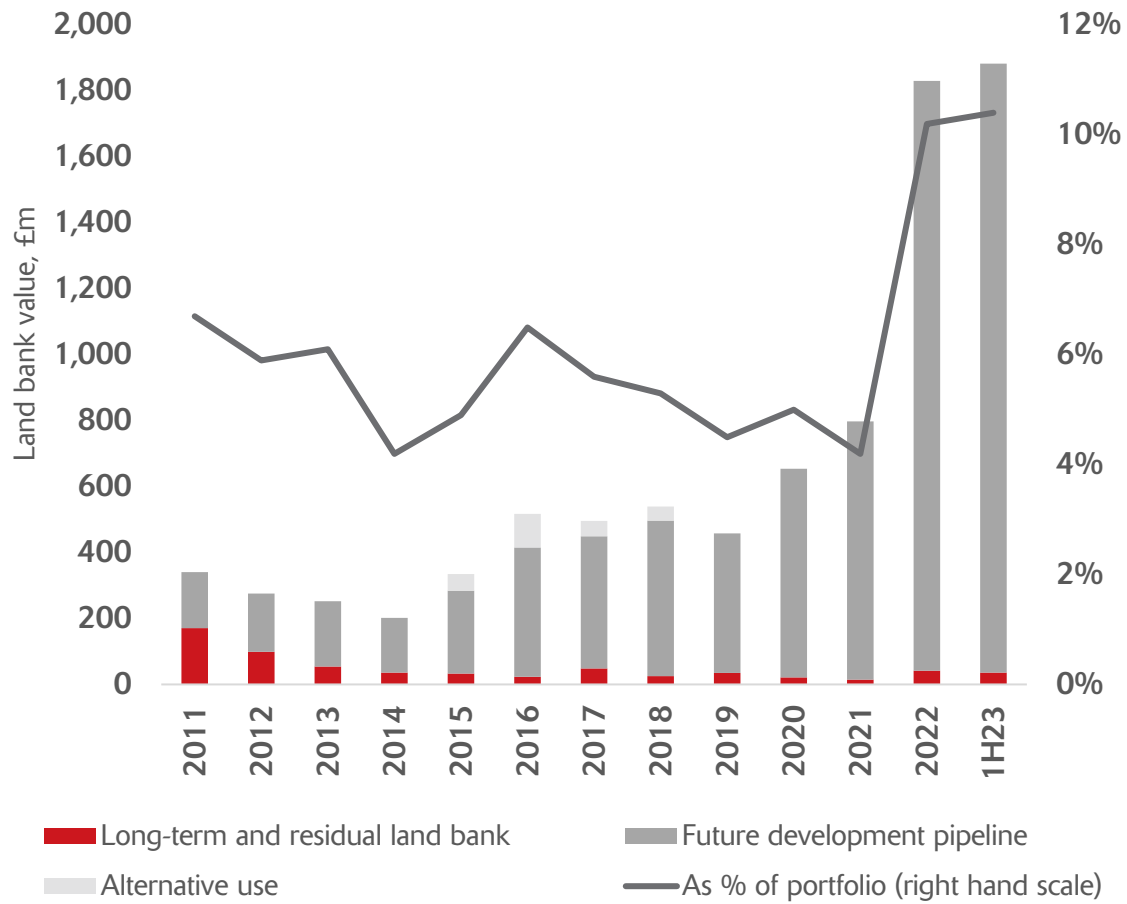
Development-led growth¹



The majority of which is pre-let

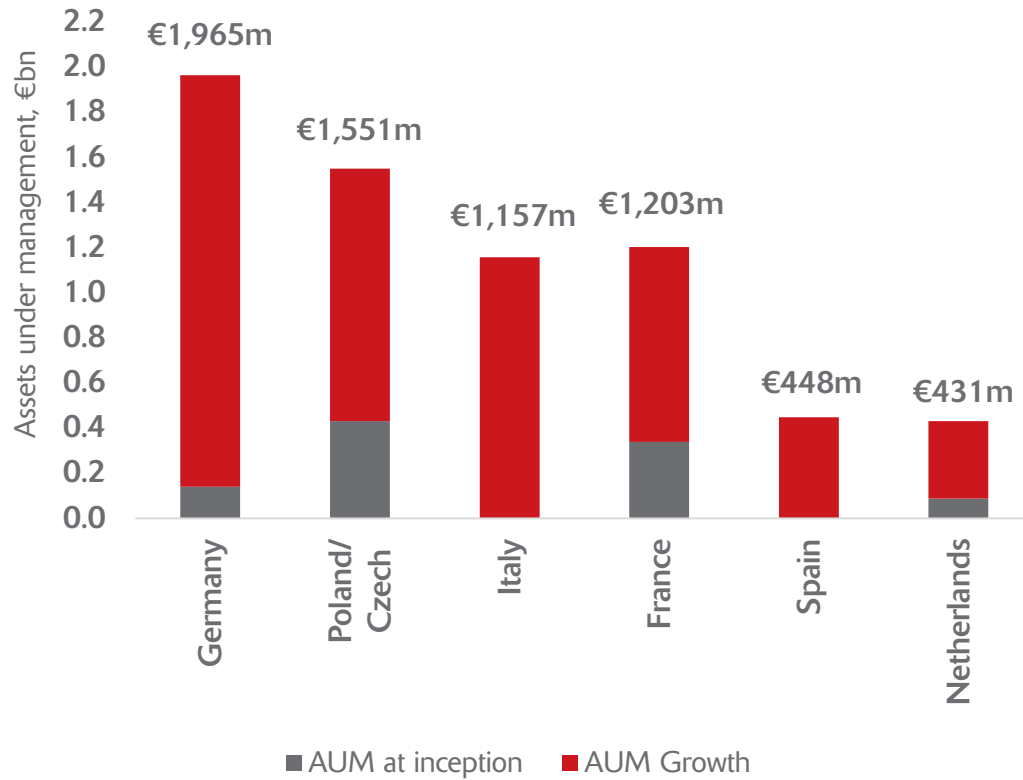


LAND BANK PROVIDES OPTIONALITY AND OPPORTUNITY FOR GROWTH



SEGRO EUROPEAN LOGISTICS PARTNERSHIP (SELP) HEADLINE FIGURES

Assets under Management
(as at 30 June 2023)



Land and assets
€6.8bn

Equivalent yield
5.1%

Capital value change
-2.4%

ERV growth
5.4%

Headline rent
€325m

ERV
€365m

Occupancy rate
99%

LTV ratio
33%

POSITIONING SEGRO TO DELIVER ON ITS PURPOSE

	Championing Low-carbon growth	Investing in our local communities and environments	Nurturing talent
Context	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 degrees, 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.
Targets	We will be net-zero carbon by 2030	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
Actions	<p>We will aim to reduce carbon emissions from our development activity and the operation of our existing buildings, and eliminate them where possible.</p> <p>We will implement plans to absorb any residual carbon</p>	<p>We will work with our customers and suppliers to support our local businesses and economies.</p> <p>We will help improve the skills of local people to enhance their career and employment opportunities, by investing in local training programmes.</p> <p>Equally, we will enhance the spaces around our buildings, working with local partners to ensure we meet the needs of our communities.</p>	<p>We will provide a healthy and supportive working environment, develop fulfilling and rewarding careers, foster an inclusive culture and build diverse workforce.</p>

FORWARD-LOOKING STATEMENTS AND DISCLAIMER

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