

**SEGRO**

**2022**

FULL YEAR  
PROPERTY ANALYSIS  
REPORT



<b>3</b>	Overview
<b>4</b>	Combined property portfolio and yield reconciliation
<b>5</b>	Combined property portfolio
<b>6</b>	Top 10 Assets
<b>7</b>	Analysis of portfolio
<b>12</b>	Supplementary data
<b>15</b>	Customer types
<b>16</b>	Development pipeline
<b>19</b>	Glossary of terms

## ABOUT SEGRO

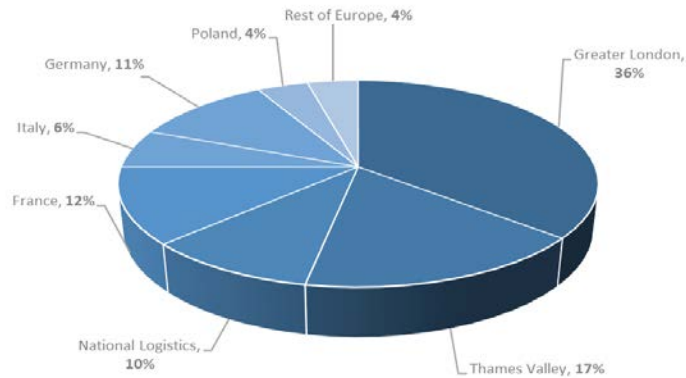
---

SEGRO is a leading owner, asset manager and developer of modern warehousing and light industrial properties, with £20.9 billion of assets under management (£17.9 billion including SEGRO's share of joint ventures). The assets are principally concentrated in key conurbations and major distribution hubs in eight European countries.

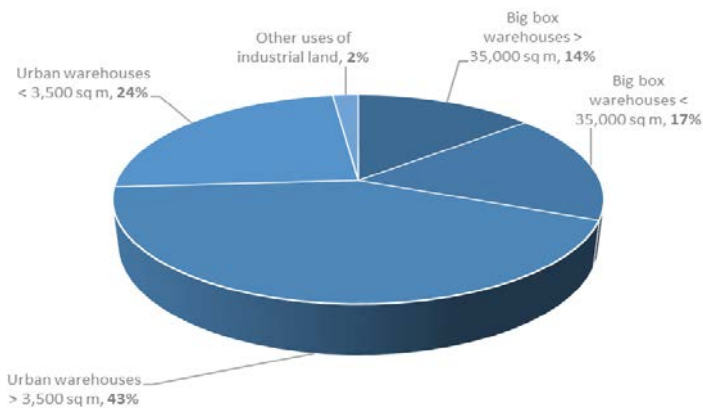
The Group serves customers spread across a diverse range of industry sectors. It has 9.9 million square metres of built space under management and annual rental income of £587 million at share.

## OVERVIEW

### Geographical split by value (SEGRO share)



### Asset type by value (excluding land) (SEGRO share)



## THE BUILDINGS WE PROVIDE



### BIG BOX WAREHOUSES

Big box warehouses are typically used for storage and processing of goods for regional, national and international distribution. The requirement for large land plots means that they tend to be located some distance from the ultimate customer but on major transport routes (mainly motorways, but also ports, rail freight terminals and airports) to allow rapid transit.



### URBAN WAREHOUSES

Urban warehouses are located within easy reach of population centres and business districts. They are used by a wide variety of customers who need rapid access to their own customers and to labour and are therefore close to main roads and public transport. Land supply in and around urban areas tends to be less available so urban warehouses tend to be smaller. They are often clustered in estates which can comprise multi-let terraces of smaller units (typically less than 3,500 sq m), larger detached single-let warehouses (typically larger than 3,500 sq m) or a mixture of the two.



### OTHER USES OF INDUSTRIAL LAND

Industrial land in urban areas is often used for non-warehouse purposes. Car showrooms, self storage facilities, budget hotels and offices require similar location characteristics to urban warehouses (close to major roads, public transport and a population centre) and the frontage of urban estates is often best used by such occupiers who benefit from a location with high visibility to passing trade.

## COMBINED PROPERTY PORTFOLIO AND YIELD RECONCILIATION AS AT 31 DECEMBER 2022

	UK £m	Continental Europe £m	Total £m
<i>Combined property portfolio (including share of joint ventures)</i>			
<b>COMBINED PROPERTY PORTFOLIO PER FINANCIAL STATEMENTS</b>	<b>11,142</b>	<b>6,854</b>	<b>17,996</b>
Add valuation surplus not recognised on trading properties and other items	2	-	2
Less capitalisation of leasehold obligations under IFRS 16	-	(73)	(73)
<b>COMBINED PROPERTY PORTFOLIO PER EXTERNAL VALUERS' REPORTS</b>	<b>11,144</b>	<b>6,781</b>	<b>17,925</b>
Less land and development properties (investment, trading and joint ventures)	(1,587)	(1,147)	(2,734)
<b>NET VALUATION OF COMPLETED PROPERTIES</b>	<b>9,557</b>	<b>5,634</b>	<b>15,191</b>
Add notional purchasers' costs	649	278	927
<b>GROSS VALUE OF COMPLETED PROPERTIES INCLUDING NOTIONAL PURCHASERS' COSTS</b>	<b>10,206</b>	<b>5,912</b>	<b>16,118</b>
	<b>A</b>		

<i>Rental income</i>	£m	£m	£m
Gross passing rent <sup>1</sup>	357	242	599
Less irrecoverable property costs	(2)	(8)	(10)
<b>NET PASSING RENT</b>	<b>355</b>	<b>234</b>	<b>589</b>
Adjustment for notional rent in respect of rent free periods	21	25	46
<b>TOPPED UP NET RENT</b>	<b>376</b>	<b>259</b>	<b>635</b>
Including future fixed/minimum uplifts <sup>3</sup>	10	1	11
<b>TOTAL TOPPED UP NET RENT</b>	<b>386</b>	<b>260</b>	<b>646</b>

<i>Yields</i>		%	%	%
EPRA net initial yield <sup>2</sup>	B/A	3.5	4.0	3.7
EPRA topped up net initial yield <sup>2</sup>	C/A	3.7	4.4	3.9
Net true equivalent yield		4.8	4.8	4.8

Exchange Rate £1:€1.13

<sup>1</sup> Gross passing rent excludes short term lettings and licences.

<sup>2</sup> In accordance with the Best Practices Recommendations of EPRA.

<sup>3</sup> Certain leases contain clauses which guarantee future rental increases, whereas most leases contain five yearly, upwards only rent review clauses (UK) or indexation clauses (Continental Europe). Further detail on page 13.

## COMBINED PROPERTY PORTFOLIO AS AT 31 DECEMBER 2022

	Value at 31 December 2022 £m				Group	Valuation movement <sup>1</sup> %
	UK	Valuation movement <sup>1</sup> %	Continental Europe	Valuation movement <sup>1</sup> %		
<b>Analysis of unrealised valuation movements</b>						
Properties held throughout the year	8,956	(15.5)	5,118	(8.8)	14,074	(13.1)
Properties acquired during the year	73	(28.0)	141	(18.0)	214	(21.7)
Development completed during the year	528	7.3	375	7.4	903	7.3
<b>COMPLETED PROPERTIES</b>	<b>9,557</b>	<b>(14.6)</b>	<b>5,634</b>	<b>(8.1)</b>	<b>15,191</b>	<b>(12.3)</b>
Buildings under construction	578	24.9	453	8.8	1,031	17.3
Land <sup>2</sup>	1,009	(13.8)	694	(9.9)	1,703	(12.2)
<b>WHOLE PORTFOLIO</b>	<b>11,144</b>	<b>(13.1)</b>	<b>6,781</b>	<b>(7.3)</b>	<b>17,925</b>	<b>(11.0)</b>

<sup>1</sup> The valuation movement percentage is based on the difference between the opening and closing valuations for properties, allowing for capital expenditure, acquisitions and disposals.

<sup>2</sup> For land and properties acquired during the year, opening valuation is acquisition cost including notional purchasers' costs which are not recognised under IFRS accounting standards.

Asset values by type and location, £m	London	Thames Valley	National Logistics	France	Italy	Spain	Poland	Czech Republic	Germany	Netherlands	Total
Big box warehouses > 35,000 sq m	150	-	558	255	446	48	226	-	317	76	<b>2,076</b>
Big box warehouses < 35,000 sq m	-	-	590	517	360	110	288	98	634	54	<b>2,651</b>
Urban warehouses > 3,500 sq m	3,322	1,210	-	793	132	80	184	4	704	36	<b>6,465</b>
Urban warehouses < 3,500 sq m	2,538	902	-	174	-	5	1	-	8	-	<b>3,628</b>
Other uses of industrial land <sup>1</sup>	55	213	19	32	24	20	3	-	1	4	<b>371</b>
<b>COMPLETED SEGRO PROPERTIES (SEGRO SHARE)</b>	<b>6,065</b>	<b>2,325</b>	<b>1,167</b>	<b>1,771</b>	<b>962</b>	<b>263</b>	<b>702</b>	<b>102</b>	<b>1,664</b>	<b>170</b>	<b>15,191</b>
<b>COMPLETED PROPERTIES (AUM)</b>	<b>6,065</b>	<b>2,325</b>	<b>1,167</b>	<b>2,300</b>	<b>1,495</b>	<b>421</b>	<b>1,254</b>	<b>204</b>	<b>2,500</b>	<b>340</b>	<b>18,071</b>

<sup>1</sup> Includes offices and retail uses such as trade counters, car showrooms and self storage facilities.

## TOP 10 ASSETS

TOP 10 ESTATES (BY VALUE, SEGRO SHARE)	Former Name	Ownership %	Location	Lettable area (100%) sq m	Headline rent £m	Occupancy by ERV %	WAULT years <sup>1</sup>	Asset type
UK								
Slough Trading Estate		0 100	Slough	581,845	96.9	97.3	9.3	Multi-let urban warehouse estate
SEGRO Logistics Park East Midlands Gateway	SLP East Midlands Gateway	100	Midlands	392,765	28.9	100.0	13.4	Big box warehouse park
Premier Park		0 100	Park Royal	78,720	13.9	100.0	3.0	Multi-let urban warehouse estate
Shoreham Road Cargo Area		0 100	Heathrow	93,704	21.0	99.9	1.6	Multi-let cargo facility
Greenford Park		0 100	Park Royal	79,503	12.5	91.2	4.0	Multi-let urban warehouse estate
SEGRO Park Greenford Central	Metropolitan Park	100	Park Royal	69,988	9.1	84.2	1.8	Multi-let urban warehouse estate
North Feltham Trading Estate		0 100	Heathrow	57,933	9.8	97.6	5.0	Multi-let urban warehouse estate
SEGRO Park Perivale		0 100	Park Royal	56,906	9.1	98.5	4.2	Multi-let urban warehouse estate
Axis Park		0 100	Heathrow	61,753	9.2	100.0	5.7	Multi-let urban warehouse estate
SEGRO Logistics Park Rugby Gateway	Rugby Gateway	100	Midlands	113,413	9.5	100.0	7.0	Big box warehouse park
CONTINENTAL EUROPE								
SEGRO Park Berlin Airport	SEGRO Airport Park Berlin	50 / 100	Germany	154,544	7.7	99.9	5.5	Multi-let urban warehouse and Big box estate
SEGRO Parc des Petits Carreaux Grand Paris Val-de-Marne	SEGRO Parc des Petits Carreaux	100	France	148,780	12.8	96.9	3.2	Multi-let urban warehouse estate
CSG		0 50 / 100	Italy	438,078	9.9	100.0	6.8	Big box warehouse park
SEGRO Logistics Park Krefeld-Süd		0 50	Germany	236,966	6.5	100.0	3.1	Big box warehouse park
SEGRO Park Düsseldorf-Süd		0 100	Germany	92,931	6.9	95.1	5.4	Multi-let urban warehouse estate
Novara		0 100	Italy	189,028	6.1	100.0	13.6	Big box warehouse park
SEGRO Logistics Park Aulnay		0 100	France	52,062	4.9	100.0	6.8	Big box warehouse park
SEGRO Park Paris Air2 Gennevilliers	SEGRO Park Gennevilliers	100	France	75,232	5.9	100.0	3.6	Multi-let urban warehouse estate
SEGRO Park Düsseldorf City	SEGRO CityPark Düsseldorf	100	Germany	51,725	5.3	98.9	4.5	Multi-let urban warehouse estate
Rome South Logistics Park		0 50	Italy	223,241	4.9	100.0	15.4	Big box warehouse park

<sup>1</sup>Weighted average unexpired lease term to earlier of break or expiry.

## ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2022

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Total £m	Assets under management <sup>4</sup> £m	Valuation Movement <sup>1</sup>	
			Investment & trading properties £m	Joint ventures £m	Land & development <sup>2</sup> £m				Held throughout %	Completed properties %
<b>UK</b>										
Big box warehouses > 35,000 sq m	421,985	421,985	708	-	-	708	708	(18.1)	(15.1)	
Big box warehouses < 35,000 sq m	334,079	334,079	590	-	-	590	590	(18.3)	(16.7)	
Urban warehouses > 3,500 sq m	1,110,351	1,110,351	4,532	-	-	4,532	4,532	(15.0)	(14.0)	
Urban warehouses < 3,500 sq m	671,488	671,488	3,440	-	-	3,440	3,440	(15.1)	(14.8)	
Other uses of industrial land <sup>3</sup>	90,342	90,342	287	-	-	287	287	(14.3)	(14.3)	
	<b>2,628,245</b>	<b>2,628,245</b>	<b>9,557</b>	<b>-</b>	<b>1,587</b>	<b>11,144</b>	<b>11,152</b>	<b>(15.5)</b>	<b>(14.6)</b>	
<b>CONTINENTAL EUROPE</b>										
Big box warehouses > 35,000 sq m	2,746,109	1,467,568	124	1,244	-	1,368	2,612	(11.8)	(10.1)	
Big box warehouses < 35,000 sq m	3,169,925	1,765,329	537	1,524	-	2,061	3,585	(8.3)	(8.1)	
Urban warehouses > 3,500 sq m	1,269,404	1,169,743	1,824	109	-	1,933	2,042	(8.0)	(7.7)	
Urban warehouses < 3,500 sq m	86,397	86,397	188	-	-	188	188	(3.8)	(2.6)	
Other uses of industrial land <sup>3</sup>	34,597	34,597	81	3	-	84	87	3.4	5.0	
	<b>7,306,432</b>	<b>4,523,634</b>	<b>2,754</b>	<b>2,880</b>	<b>1,147</b>	<b>6,781</b>	<b>9,795</b>	<b>(8.8)</b>	<b>(8.1)</b>	
<b>GROUP</b>										
Big box warehouses > 35,000 sq m	3,168,094	1,889,553	832	1,244	-	2,076	3,320	(14.0)	(11.8)	
Big box warehouses < 35,000 sq m	3,504,004	2,099,408	1,127	1,524	-	2,651	4,175	(10.7)	(10.1)	
Urban warehouses > 3,500 sq m	2,379,755	2,280,094	6,356	109	-	6,465	6,574	(13.0)	(12.2)	
Urban warehouses < 3,500 sq m	757,885	757,885	3,628	-	-	3,628	3,628	(14.6)	(14.3)	
Other uses of industrial land <sup>3</sup>	124,939	124,939	368	3	-	371	374	(11.7)	(10.6)	
	<b>9,934,677</b>	<b>7,151,879</b>	<b>12,311</b>	<b>2,880</b>	<b>2,734</b>	<b>17,925</b>	<b>20,947</b>	<b>(13.1)</b>	<b>(12.3)</b>	

<sup>1</sup> The valuation movement percentage is based on the difference between the opening and closing valuations for SEGRO's share of properties, allowing for capital expenditure, acquisitions and disposals.

<sup>2</sup> Land and development valuations (including joint ventures at share) by asset type are not available as land sites are not categorised by asset type.

<sup>3</sup> "Other uses" include offices and retail uses such as trade counters, car showrooms and self storage facilities.

<sup>4</sup> AUM totals include land & developments at 100%.

## ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2022

	Lettable area (100%) sq m	Lettable area (share) sq m	Passing rent <sup>1</sup> £m	Headline rent <sup>1</sup> £m	Headline rent <sup>1</sup> £ per sq m	ERV <sup>2</sup> £m	Occupancy by ERV <sup>4</sup> %	Net initial yield %	Topped-up net initial yield <sup>5</sup> %	Net true equivalent yield %
<b>UK</b>										
Big box warehouses > 35,000 sq m	421,985	421,985	27	32	75	37	100.0	3.8	4.5	5.0
Big box warehouses < 35,000 sq m	334,079	334,079	26	28	84	35	97.8	4.2	4.4	5.4
Urban warehouses > 3,500 sq m	1,110,351	1,110,351	166	175	158	235	99.3	3.5	3.7	4.8
Urban warehouses < 3,500 sq m	671,488	671,488	105	110	189	172	88.2	3.0	3.1	4.6
Other uses of industrial land <sup>3</sup>	90,342	90,342	19	20	241	22	96.1	6.4	6.9	7.3
	<b>2,628,245</b>	<b>2,628,245</b>	<b>343</b>	<b>365</b>	<b>145</b>	<b>501</b>	<b>95.3</b>	<b>3.5</b>	<b>3.7</b>	<b>4.8</b>
<b>CONTINENTAL EUROPE</b>										
Big box warehouses > 35,000 sq m	2,746,109	1,467,568	62	66	45	71	98.9	4.3	4.5	4.7
Big box warehouses < 35,000 sq m	3,169,925	1,765,329	88	99	56	109	99.4	3.8	4.4	4.8
Urban warehouses > 3,500 sq m	1,269,404	1,169,743	84	92	83	101	94.4	4.0	4.3	4.9
Urban warehouses < 3,500 sq m	86,397	86,397	7	8	114	10	86.7	3.1	3.9	5.1
Other uses of industrial land <sup>3</sup>	34,597	34,597	3	4	133	5	95.0	3.6	5.1	4.7
	<b>7,306,432</b>	<b>4,523,634</b>	<b>244</b>	<b>269</b>	<b>61</b>	<b>296</b>	<b>97.1</b>	<b>4.0</b>	<b>4.4</b>	<b>4.8</b>
<b>GROUP</b>										
Big box warehouses > 35,000 sq m	3,168,094	1,889,553	89	98	52	108	99.3	4.1	4.5	4.8
Big box warehouses < 35,000 sq m	3,504,004	2,099,408	114	127	61	144	99.0	3.9	4.4	4.9
Urban warehouses > 3,500 sq m	2,379,755	2,280,094	250	267	121	336	97.8	3.7	3.9	4.8
Urban warehouses < 3,500 sq m	757,885	757,885	112	118	181	182	88.2	3.0	3.1	4.6
Other uses of industrial land <sup>3</sup>	124,939	124,939	22	24	211	27	95.9	5.8	6.5	6.8
	<b>9,934,677</b>	<b>7,151,879</b>	<b>587</b>	<b>634</b>	<b>91</b>	<b>797</b>	<b>96.0</b>	<b>3.7</b>	<b>3.9</b>	<b>4.8</b>

<sup>1</sup> In respect of occupied space only; SEGRO share.

<sup>2</sup> On a fully occupied basis; SEGRO share.

<sup>3</sup> "Other uses" include offices and retail uses such as trade counters, car showrooms and self storage facilities.

<sup>4</sup> Occupancy rate excluding short term lettings for the Group at 31 December 2022 is 95.8%.

<sup>5</sup> In relation to SEGRO's share of completed properties.



## ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2022

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Total £m	Assets under management £m	Valuation Movement <sup>1</sup>	
			Investment & trading properties £m	Joint ventures £m	Land & development <sup>3</sup> £m	Held throughout %			Completed properties %	
<b>BY OWNERSHIP</b>										
Wholly owned	4,369,080	4,369,080	12,311	-	2,592	14,903	14,903	(14.2)	(13.3)	
Joint ventures	5,565,597	2,782,799	-	2,880	142	3,022	6,044	(8.2)	(7.5)	
<b>GROUP TOTAL</b>	<b>9,934,677</b>	<b>7,151,879</b>	<b>12,311</b>	<b>2,880</b>	<b>2,734</b>	<b>17,925</b>	<b>20,947</b>	<b>(13.1)</b>	<b>(12.3)</b>	

	Passing rent <sup>5</sup> £m	Headline rent <sup>5</sup> £m	Headline rent <sup>5</sup> £ per sq m	ERV <sup>6</sup> £m	Occupancy by ERV <sup>4</sup> %	Net initial yield %	Topped-up net initial yield <sup>2</sup> %	Net true equivalent yield %
<b>BY OWNERSHIP</b>								
Wholly owned	460	496	119	647	95.2	3.5	3.8	4.8
Joint ventures	127	138	50	151	99.1	4.1	4.5	4.8
<b>GROUP TOTAL</b>	<b>587</b>	<b>634</b>	<b>91</b>	<b>798</b>	<b>96.0</b>	<b>3.7</b>	<b>3.9</b>	<b>4.8</b>

<sup>1</sup> The valuation movement percentage is based on the difference between the opening and closing valuations for SEGRO's share of properties, allowing for capital expenditure, acquisitions and disposals.

<sup>2</sup> In relation to SEGRO's share of completed properties.

<sup>3</sup> Land and development valuations (including joint ventures at share) by asset type are not available as land sites are not categorised by asset type.

<sup>4</sup> Occupancy rate excluding short term lettings for the Group at 31 December 2022 is 95.8%.

<sup>5</sup> In respect of occupied space only; SEGRO share.

<sup>6</sup> On a fully occupied basis; SEGRO share.

## ANALYSIS OF PORTFOLIO BY GEOGRAPHY AS AT 31 DECEMBER 2022

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Total £m	Assets under management £m	Valuation Movement <sup>1</sup>	
			Investment & trading properties £m	Joint ventures £m	Land & development £m				Held throughout %	Completed properties %
London Airports (primarily Heathrow)	507,029	507,029	2,157	-	25	2,182	2,182	(12.1)	(11.4)	
Park Royal	521,142	521,142	2,585	-	35	2,620	2,628	(17.3)	(17.6)	
Rest of Greater London	280,467	280,467	1,323	-	287	1,610	1,610	(20.2)	(18.9)	
<b>GREATER LONDON</b>	<b>1,308,638</b>	<b>1,308,638</b>	<b>6,065</b>	<b>-</b>	<b>347</b>	<b>6,412</b>	<b>6,420</b>	<b>(16.2)</b>	<b>(15.8)</b>	
Slough Trading Estate	581,845	581,845	2,228	-	686	2,914	2,914	(12.2)	(11.2)	
Rest of South-East England	24,624	24,624	97	-	-	97	97	(16.4)	(2.0)	
<b>THAMES VALLEY</b>	<b>606,469</b>	<b>606,469</b>	<b>2,325</b>	<b>-</b>	<b>686</b>	<b>3,011</b>	<b>3,011</b>	<b>(12.3)</b>	<b>(10.9)</b>	
<b>NATIONAL LOGISTICS</b>	<b>713,138</b>	<b>713,138</b>	<b>1,167</b>	<b>-</b>	<b>554</b>	<b>1,721</b>	<b>1,721</b>	<b>(17.8)</b>	<b>(15.1)</b>	
<b>UK TOTAL</b>	<b>2,628,245</b>	<b>2,628,245</b>	<b>9,557</b>	<b>-</b>	<b>1,587</b>	<b>11,144</b>	<b>11,152</b>	<b>(15.5)</b>	<b>(14.6)</b>	
Germany	1,813,597	1,132,137	828	836	335	1,999	2,850	(9.6)	(8.0)	
Netherlands	260,042	130,021	-	170	12	182	363	(10.8)	(8.1)	
<b>NORTHERN EUROPE</b>	<b>2,073,639</b>	<b>1,262,158</b>	<b>828</b>	<b>1,006</b>	<b>347</b>	<b>2,181</b>	<b>3,213</b>	<b>(9.7)</b>	<b>(8.0)</b>	
France	1,567,240	1,107,123	1,242	529	463	2,234	2,792	(7.9)	(7.8)	
Italy	1,547,405	976,979	429	533	191	1,153	1,686	(15.9)	(14.7)	
Spain	313,199	198,484	105	158	70	333	533	(6.0)	(6.1)	
<b>SOUTHERN EUROPE</b>	<b>3,427,844</b>	<b>2,282,586</b>	<b>1,776</b>	<b>1,220</b>	<b>724</b>	<b>3,720</b>	<b>5,011</b>	<b>(10.1)</b>	<b>(10.0)</b>	
Poland	1,635,436	894,133	150	552	71	773	1,358	(2.2)	(1.7)	
Czech Republic	169,513	84,757	-	102	5	107	213	7.4	7.4	
<b>CENTRAL EUROPE</b>	<b>1,804,949</b>	<b>978,890</b>	<b>150</b>	<b>654</b>	<b>76</b>	<b>880</b>	<b>1,571</b>	<b>(1.0)</b>	<b>(0.6)</b>	
<b>CONTINENTAL EUROPE TOTAL</b>	<b>7,306,432</b>	<b>4,523,634</b>	<b>2,754</b>	<b>2,880</b>	<b>1,147</b>	<b>6,781</b>	<b>9,795</b>	<b>(8.8)</b>	<b>(8.1)</b>	
<b>COMPLETED PORTFOLIO</b>	<b>9,934,677</b>	<b>7,151,879</b>	<b>12,311</b>	<b>2,880</b>	<b>2,734</b>	<b>17,925</b>	<b>20,947</b>	<b>(13.1)</b>	<b>(12.3)</b>	

<sup>1</sup> The valuation movement percentage is based on the difference between the opening and closing valuations for SEGRO's share of properties, allowing for capital expenditure, acquisitions and disposals.

## ANALYSIS OF PORTFOLIO BY GEOGRAPHY AS AT 31 DECEMBER 2022

	Lettable area (100%) sq m	Lettable area (share) sq m	Passing rent <sup>1</sup> £m	Headline rent <sup>1</sup> £m	Headline rent <sup>1</sup> £ per sq m	ERV <sup>2</sup> £m	ERV Growth %	Occupancy by ERV <sup>3</sup> %	Net initial yield <sup>4</sup> %	Topped-up net initial yield <sup>4</sup> %	Net true equivalent yield <sup>4</sup> %
London Airports (primarily Heathrow)	507,029	507,029	86	93	187	115	8.3	98.4	3.8	4.1	5.0
Park Royal	521,142	521,142	73	78	162	124	11.9	91.7	2.7	2.9	4.3
Rest of Greater London	280,467	280,467	37	39	152	64	11.0	89.1	2.7	2.9	4.4
<b>GREATER LONDON</b>	<b>1,308,638</b>	<b>1,308,638</b>	<b>196</b>	<b>210</b>	<b>170</b>	<b>303</b>	<b>10.3</b>	<b>93.6</b>	<b>3.1</b>	<b>3.3</b>	<b>4.6</b>
Slough Trading Estate	581,845	581,845	95	97	174	128	13.3	97.3	4.1	4.2	5.3
Rest of South-East England	24,624	24,624	5	5	198	5	11.3	100.0	4.6	4.6	5.5
<b>THAMES VALLEY</b>	<b>606,469</b>	<b>606,469</b>	<b>100</b>	<b>102</b>	<b>175</b>	<b>133</b>	<b>13.2</b>	<b>97.4</b>	<b>4.1</b>	<b>4.2</b>	<b>5.3</b>
<b>NATIONAL LOGISTICS</b>	<b>713,138</b>	<b>713,138</b>	<b>47</b>	<b>53</b>	<b>76</b>	<b>66</b>	<b>14.1</b>	<b>98.8</b>	<b>4.0</b>	<b>4.5</b>	<b>5.3</b>
<b>UK TOTAL</b>	<b>2,628,245</b>	<b>2,628,245</b>	<b>343</b>	<b>365</b>	<b>145</b>	<b>502</b>	<b>11.5</b>	<b>95.3</b>	<b>3.5</b>	<b>3.7</b>	<b>4.8</b>
Germany	1,813,597	1,132,137	65	72	66	80	9.5	96.4	3.5	3.9	4.3
Netherlands	260,042	130,021	8	9	66	9	10.6	100.0	4.4	4.5	4.8
<b>NORTHERN EUROPE</b>	<b>2,073,639</b>	<b>1,262,158</b>	<b>73</b>	<b>81</b>	<b>66</b>	<b>89</b>	<b>9.6</b>	<b>96.8</b>	<b>3.6</b>	<b>3.9</b>	<b>4.3</b>
France	1,567,240	1,107,123	73	79	75	92	9.5	95.3	3.8	4.1	4.8
Italy	1,547,405	976,979	46	51	52	52	6.5	100.0	4.3	4.8	4.8
Spain	313,199	198,484	13	13	65	14	8.9	100.0	4.4	4.5	4.5
<b>SOUTHERN EUROPE</b>	<b>3,427,844</b>	<b>2,282,586</b>	<b>132</b>	<b>143</b>	<b>64</b>	<b>158</b>	<b>8.6</b>	<b>97.2</b>	<b>4.0</b>	<b>4.4</b>	<b>4.8</b>
Poland	1,635,436	894,133	37	41	47	43	12.9	97.0	5.1	5.7	5.9
Czech Republic	169,513	84,757	2	4	53	6	28.2	97.5	2.1	4.3	5.5
<b>CENTRAL EUROPE</b>	<b>1,804,949</b>	<b>978,890</b>	<b>39</b>	<b>45</b>	<b>47</b>	<b>49</b>	<b>14.7</b>	<b>97.1</b>	<b>4.8</b>	<b>5.5</b>	<b>5.8</b>
<b>CONTINENTAL EUROPE TOTAL</b>	<b>7,306,432</b>	<b>4,523,634</b>	<b>244</b>	<b>269</b>	<b>61</b>	<b>296</b>	<b>9.9</b>	<b>97.1</b>	<b>4.0</b>	<b>4.4</b>	<b>4.8</b>
<b>COMPLETED PORTFOLIO</b>	<b>9,934,677</b>	<b>7,151,879</b>	<b>587</b>	<b>634</b>	<b>91</b>	<b>798</b>	<b>10.9</b>	<b>96.0</b>	<b>3.7</b>	<b>3.9</b>	<b>4.8</b>

<sup>1</sup> In respect of occupied space only; SEGRO share.

<sup>2</sup> On a fully occupied basis; SEGRO share.

<sup>3</sup> Occupancy rate excluding short term lettings for the Group at 31 December 2022 is 95.8%.

<sup>4</sup> In relation to SEGRO's share of completed properties.

## SUPPLEMENTARY DATA AS AT 31 DECEMBER 2022

### LEASING DATA FOR YEAR TO 31 DECEMBER

		2022	2021
Take-up of existing space <sup>1</sup> (A)	£m	21	26
Space returned <sup>2</sup> (B)	£m	(18)	(20)
<b>Net absorption of existing space<sup>1</sup> (A-B)</b>	<b>£m</b>	<b>3</b>	<b>6</b>
Other rental movements (rent reviews, renewals, indexation) <sup>1</sup> (C)	£m	28	9
<b>Rent roll growth from existing space</b>	<b>£m</b>	<b>31</b>	<b>15</b>
Take-up of pre-let developments completed in the year -- signed in prior years <sup>1</sup> (D)	£m	27	43
Take-up of speculative developments completed in the past two years <sup>1</sup> (D)	£m	13	15
<b>Total take-up<sup>2</sup> (A+C+D)</b>	<b>£m</b>	<b>89</b>	<b>93</b>
Less take-up of space signed in previous years <sup>1</sup>	£m	(32)	(47)
Pre-lets signed in the year for delivery in later years <sup>1</sup>	£m	41	49
<b>Rental income contracted in the year<sup>1</sup></b>	<b>£m</b>	<b>98</b>	<b>95</b>
Take-back of space for re-development	£m	(4)	(3)
Known takeback/letting from acquisition	£m	-	-
Retention rate <sup>3</sup>	%	76	77

### RECONCILIATION BETWEEN PASSING RENT AND ERV

	UK	Continental Europe	Group
	£m	£m	£m
<b>PASSING RENT PER VALUATION</b>	<b>357</b>	<b>242</b>	<b>599</b>
Valuation adjustments (incl outstanding rent reviews, rent in arrears)	(13)	2	(11)
Less rents from short term lettings	(1)	-	(1)
<b>SEGRO PASSING RENT</b>	<b>343</b>	<b>244</b>	<b>587</b>
Adjustment for notional rent in respect of rent-free periods	22	25	47
<b>SEGRO CONTRACTED HEADLINE RENT</b>	<b>365</b>	<b>269</b>	<b>634</b>
ERV of vacant properties (incl short term lettings)	25	9	34
Reversion to ERV for properties occupied	112	18	130
<b>ERV OF COMPLETED PORTFOLIO</b>	<b>502</b>	<b>296</b>	<b>798</b>

All figures reflect exchange rates at 31 December and include joint ventures at share.

<sup>1</sup>Headline rent.

<sup>2</sup>Headline rent, excluding space taken back for redevelopment.

<sup>3</sup>Headline rent retained as a percentage of total headline rent at risk from break or expiry during the year.

## SUPPLEMENTARY DATA AS AT 31 DECEMBER 2022

### PORTFOLIO RENT REVIEW CLAUSE SPLIT

Headline Rent	UK	Continental Europe	Group
	%	%	%
Market Rent Review	44	-	44
Index Linked <sup>1</sup>	10	39	49
Fixed Uplifts/Other	4	3	7

### RENT CHANGE ON RENT REVIEW, LEASE RENEWALS AND RE-GEARS DURING THE YEAR

	Headline rent of leases subject to review, renewal or re-gear £m	New headline rent agreed £m	Change <sup>3</sup> %
Greater London	27.6	39.3	42.5
Thames Valley	25.3	29.7	17.7
National Logistics	9.5	10.8	13.6
<b>UK TOTAL</b>	<b>62.4</b>	<b>79.8</b>	<b>28.0</b>
Northern Europe <sup>2</sup>	2.8	3.0	5.2
Southern Europe <sup>2</sup>	3.1	3.2	1.9
Central Europe <sup>2</sup>	7.7	7.7	0.4
<b>CONTINENTAL EUROPE TOTAL</b>	<b>13.6</b>	<b>13.9</b>	<b>1.7</b>
<b>GROUP TOTAL</b>	<b>76.0</b>	<b>93.7</b>	<b>23.3</b>

<sup>1</sup>Majority linked to CPI.

<sup>2</sup>Continental Europe leases do not have rent review clauses so this data is for lease renewals only.

<sup>3</sup>Percentage change based on actual, rather than rounded numbers.

## SUPPLEMENTARY DATA AS AT 31 DECEMBER 2022

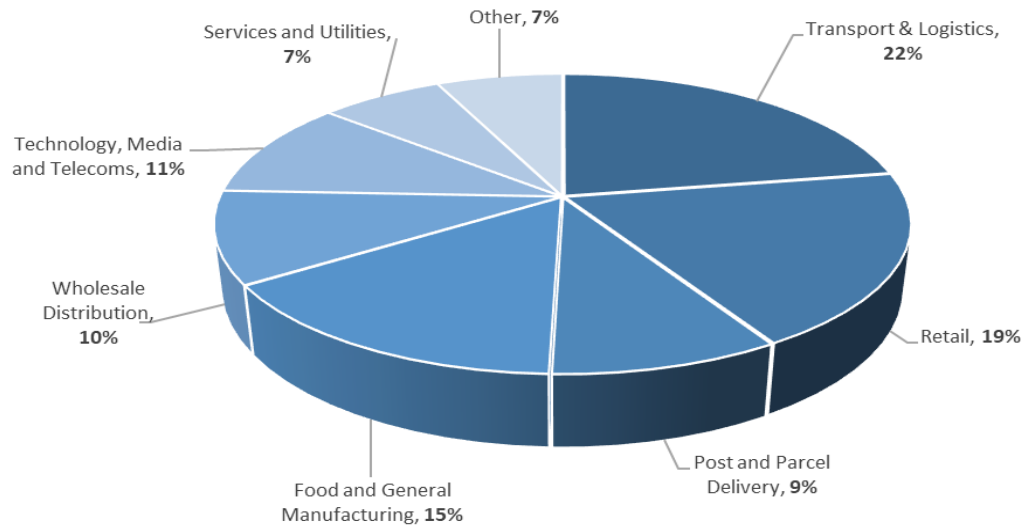
### LEASE EVENT SCHEDULE AND UPLIFT OPPORTUNITY

	2023	2024	2025	2026	2027	> 5 years	Total
Headline rent (SEGRO share)	£m	£m	£m	£m	£m	£m	£m
UK rent reviews	60	36	23	44	26	1	190
UK rent at risk (due to expiry/break)	40	50	30	24	10	21	175
Continental Europe rent at risk (due to expiry/break)	20	29	43	18	26	133	269
<b>TOTAL HEADLINE RENT</b>	<b>120</b>	<b>115</b>	<b>96</b>	<b>86</b>	<b>62</b>	<b>155</b>	<b>634</b>
Estimated Rental Value (ERV; SEGRO share)	£m	£m	£m	£m	£m	£m	£m
UK rent reviews <sup>1</sup>	85	45	29	55	32	1	247
UK rent at risk (due to expiry/break)	57	65	39	29	12	28	230
Continental Europe rent at risk (due to expiry/break)	22	31	47	19	27	141	287
<b>TOTAL ERV</b>	<b>164</b>	<b>141</b>	<b>115</b>	<b>103</b>	<b>71</b>	<b>170</b>	<b>764</b>
<b>TOTAL POTENTIAL UPLIFT</b>	<b>44</b>	<b>26</b>	<b>19</b>	<b>17</b>	<b>9</b>	<b>15</b>	<b>130</b>

<sup>1</sup> Rent subject to review is only applicable to the UK portfolio due to Open Market Rent Review lease structures. Rent subject to both review and expiry/break has been removed from the review section.

## CUSTOMER TYPES AS AT 31 DECEMBER 2022

### Customer type by headline rent



## WEIGHTED AVERAGE LEASE LENGTH<sup>1</sup>

By geography	Break years	Expiry years
UK	8.1	9.5
Continental Europe	5.6	6.6
<b>GROUP TOTAL</b>	<b>7.0</b>	<b>8.3</b>

<sup>1</sup>Weighted by headline rent (including SEGRO share of properties in joint ventures).

## TOP 20 CUSTOMERS

### CUSTOMER (BY HEADLINE RENT)

### CUSTOMER TYPE

Amazon	Retail
Deutsche Post DHL	Transport & Logistics / Post & Parcel Delivery
Royal Mail	Post & Parcel Delivery
Federal Express	Post & Parcel Delivery
Virtus	Technology, Media and Telecoms
Worldwide Flight Services	Transport & Logistics
GXO	Transport & Logistics
Geodis	Transport & Logistics
La Poste (DPD)	Post & Parcel Delivery
Equinix	Technology, Media and Telecoms
British Airways	Other
CEVA	Transport & Logistics
Iron Mountain	Technology, Media and Telecoms
Netflix	Technology, Media and Telecoms
Cyrus One	Technology, Media and Telecoms
Ocado	Retail
Leroy Merlin	Retail
Evri	Post & Parcel Delivery
Tesco	Wholesale Distribution
Menzies	Transport & Logistics

The top 20 customers represent headline rent of £203 million in aggregate, 32% of the Group's total headline rent at 31 December 2022 (SEGRO share).

## DEVELOPMENT PIPELINE AS AT 31 DECEMBER 2022

	Hectarage (space, 100%) ha	Space to be built (100%) sq m	Current book value <sup>1</sup> £m	Estimated cost to completion <sup>2</sup> £m	ERV when completed <sup>3</sup> £m	Pre-let (ERV) £m	Estimated yield on cost <sup>4</sup> %
<b>CURRENT DEVELOPMENT PIPELINE (A)</b>							
UK	52	207,585	505	133	35	31	7.6%
Continental Europe — wholly-owned	74	294,587	235	131	20 <sup>5</sup>	12	5.9%
Continental Europe — joint ventures	37	190,234	53	49	6	5	5.4%
	<b>163</b>	<b>692,406</b>	<b>793</b>	<b>313</b>	<b>61</b>	<b>48</b>	<b>6.7%</b>
Forward funded projects	15	56,616	110	15	6	1	4.7%
	<b>178</b>	<b>749,022</b>	<b>903</b>	<b>328</b>	<b>67</b>	<b>49</b>	<b>6.5%</b>
<b>FUTURE DEVELOPMENT PIPELINE (B)</b>							
UK	225	1,141,294	1,018	1,539	173	-	6.8%
Continental Europe — wholly-owned	288	1,211,898	695	1,012	103 <sup>5</sup>	-	6.0%
Continental Europe — joint ventures	243	1,141,195	76	333	29	-	7.1%
	<b>756</b>	<b>3,494,387</b>	<b>1,789</b>	<b>2,884</b>	<b>305</b>	<b>-</b>	<b>6.5%</b>
<b>TOTAL DEVELOPMENT PIPELINE (A+B)</b>	<b>934</b>	<b>4,243,409</b>	<b>2,692</b>	<b>3,212</b>	<b>372</b>	<b>49</b>	
Land subject to sale on turnkey developments	-	-	-	-	-	-	-
Other land	25	-	42	-	-	-	-
<b>TOTAL DEVELOPMENT PIPELINE AND OTHER LAND</b>	<b>959</b>		<b>2,734</b>				

<sup>1</sup> Includes current value of land plus all costs incurred to date.

<sup>2</sup> Estimated costs to completion include estimated finance charges during construction which are capitalised to the end of the construction period.

<sup>3</sup> ERV based upon market rents as at 31 December 2022

<sup>4</sup> Yield on cost is the expected gross yield based on the estimated current market rental value (ERV) of the developments when fully let, divided by the cost of the developments taking land at value at commencement of the developments plus total development costs to completion.

<sup>5</sup> Approximately £15 million in the current pipeline and £33 million in the future pipeline is associated with big box warehouses built by SEGRO/Vailog for which SELP has the option, but not the obligation, to acquire shortly after completion. Any acquisition is carried out based on the most recent valuation and the effective impact on SEGRO would be receipt of 50 per cent of the proceeds and a loss of 50 per cent of the rent.



## CURRENT DEVELOPMENT PROJECTS

	Space to be built (100%) sq m	Period of completion			Estimated costs to completion £m	Period of completion				
		Total	2023 H1	2023 H2		2024 H1	Total	2023 H1	2023 H2	2024 H1
UK — Big Box	129,178	104,131	25,047	-	57	35	22	-		
UK — Urban warehousing	78,407	37,227	2,987	38,193	76	10	-	66		
UK – High value and other uses of industrial land	-	-	-	-	-	-	-	-		
<b>UK TOTAL</b>	<b>207,585</b>	<b>141,358</b>	<b>28,034</b>	<b>38,193</b>	<b>133</b>	<b>45</b>	<b>22</b>	<b>66</b>		
Continental Europe – Big Box	405,542	162,724	242,818	-	146	42	104	-		
<i>Continental Europe – Big Box wholly-owned<sup>1</sup></i>	228,756	98,659	130,097	-	104	35	69	-		
<i>Continental Europe – Big Box joint ventures</i>	176,786	64,065	112,721	-	42	7	35	-		
Continental Europe – Urban warehousing	79,279	33,873	27,658	17,748	34	2	20	12		
<b>CONTINENTAL EUROPE TOTAL</b>	<b>484,821</b>	<b>196,597</b>	<b>270,476</b>	<b>17,748</b>	<b>180</b>	<b>44</b>	<b>124</b>	<b>12</b>		
<b>CURRENT DEVELOPMENT PIPELINE</b>	<b>692,406</b>	<b>337,955</b>	<b>298,510</b>	<b>55,941</b>	<b>313</b>	<b>89</b>	<b>146</b>	<b>78</b>		

	ERV when complete £m	Period of completion			Pre-let (ERV) £m	Period of completion				
		Total	2023 H1	2023 H2		2024 H1	Total	2023 H1	2023 H2	2024 H1
UK — Big Box	14	10	4	-	14	10	4	-		
UK — Urban warehousing	20	10	1	9	16	10	-	6		
UK – High value and other uses of industrial land	1	-	-	1	1	-	-	1		
<b>UK TOTAL</b>	<b>35</b>	<b>20</b>	<b>5</b>	<b>10</b>	<b>31</b>	<b>20</b>	<b>4</b>	<b>7</b>		
Continental Europe – Big Box	20	8	12	-	14	6	8	-		
<i>Continental Europe – Big Box wholly-owned<sup>1</sup></i>	15	7	8	-	10	5	5	-		
<i>Continental Europe – Big Box joint ventures</i>	5	1	4	-	4	1	3	-		
Continental Europe – Urban warehousing	6	2	3	1	3	1	2	-		
<b>CONTINENTAL EUROPE TOTAL</b>	<b>26</b>	<b>10</b>	<b>15</b>	<b>1</b>	<b>17</b>	<b>7</b>	<b>10</b>	<b>-</b>		
<b>CURRENT DEVELOPMENT PIPELINE<sup>2</sup></b>	<b>61</b>	<b>30</b>	<b>20</b>	<b>11</b>	<b>48</b>	<b>27</b>	<b>14</b>	<b>7</b>		

<sup>1</sup>These developments are built by SEGRO/Vailog for which SELP has the option, but not the obligation, to acquire shortly after completion.

<sup>2</sup>This excludes £6m ERV from forward funded projects which will be completed in 2023

## DEVELOPMENT PROJECTS COMPLETED IN 2022

	Completed (space, 100%) sq m	Total ERV (at share) £m	ERV of let space (at share) £m	Total capital expenditure (at share) £m	Yield on cost
UK — Big Box	94,048	7	6	64	7.2%
UK — Urban warehousing	73,651	17	13	105	8.4%
<b>UK TOTAL</b>	<b>167,699</b>	<b>24</b>	<b>20</b>	<b>169</b>	<b>8.0%</b>
Continental Europe — Big Box	380,939	11	11	111	6.8%
Wholly-owned	76,627	4	4	43	6.4%
Joint Ventures	304,312	7	7	68	7.1%
Continental Europe - Urban warehousing	79,715	7	3	58	6.7%
Continental Europe - Other uses of industrial land	10,832	4	4	36	7.4%
<b>CONTINENTAL EUROPE TOTAL</b>	<b>471,486</b>	<b>22</b>	<b>18</b>	<b>205</b>	<b>6.8%</b>
<b>TOTAL COMPLETED PROJECTS IN 2022</b>	<b>639,185</b>	<b>46</b>	<b>37</b>	<b>374</b>	<b>7.4%</b>

## GLOSSARY OF TERMS

---

### Completed portfolio

The completed investment properties and the Group's share of joint ventures' completed investment properties. Includes properties held throughout the year, completed developments and properties acquired during the year.

### Development pipeline

The Group's current programme of developments authorised or in the course of construction at the balance sheet date (Current Pipeline), together with potential schemes not yet commenced on land owned or controlled by the Group (Future Pipeline).

### EPRA

The European Public Real Estate Association, a real estate industry body, which has issued Best Practices Recommendations in order to provide consistency and transparency in real estate reporting across Europe.

### Estimated cost to completion

Costs still to be expended on a development or redevelopment to practical completion, including notional finance costs.

### Estimated rental value (ERV)

The estimated annual market rental value of lettable space as determined biannually by the Group's valuers. This will normally be different from the rent being paid.

### Rent-free period

An incentive provided usually at commencement of a lease during which a customer pays no rent. The amount of rent free is the difference between passing rent and headline rent.

### Headline rent

The annual rental income currently receivable on a property as at the balance sheet date (which may be more or less than the ERV) ignoring any rent-free period.

### Hectares (Ha)

The area of land measurement used in this analysis. The conversion factor used, where appropriate, is 1 hectare = 2.471 acres.

### Investment property

Completed land and buildings held for rental income return and/or capital appreciation.

### Joint venture

An entity in which the Group holds an interest and which is jointly controlled by the Group and one or more partners under a contractual arrangement whereby decisions on financial and operating policies essential to the operation, performance and financial position of the venture require each partner's consent.

### Net initial yield

Passing rent less non-recoverable property expenses such as empty rates, divided by the property valuation plus notional purchasers' costs. This is in accordance with EPRA's Best Practices Recommendations.

### Square metres (sq m)

The area of buildings measurements used in this analysis. The conversion factor used, where appropriate, is 1 square metre = 10.7639 square feet.

### Net rental income

Gross rental income less ground rents paid and property operating expenses.

### Net true equivalent yield

The internal rate of return from an investment property, based on the value of the property assuming the current passing rent reverts to ERV and assuming the property becomes fully occupied over time. Rent is assumed to be paid quarterly in advance, in line with standard UK lease terms.

### Passing rent

The annual rental income currently receivable on a property as at the balance sheet date (which may be more or less than the ERV). Excludes rental income where a rent free period is in operation. Excludes service charge income.

### Pre-let

A lease signed with an occupier prior to commencing construction of a building.

### REIT

A qualifying entity which has elected to be treated as a Real Estate Investment Trust for tax purposes. In the UK, such entities must be listed on a recognised stock exchange, must be predominantly engaged in property investment activities and must meet certain ongoing qualifications. SEGRO plc and its UK subsidiaries achieved REIT status with effect from 1 January 2007.

### Total capital expenditure

Total capital expenditure excluding land value.

## GLOSSARY OF TERMS

---

**Rent roll**

See Passing Rent.

**Take-back**

Rental income lost due to lease expiry, exercise of break option, surrender or insolvency.

**Trading property**

Property being developed for sale or one which is being held for sale after development is complete.

**Speculative development**

Where a development has commenced prior to a lease agreement being signed in relation to that development.

**Topped up net initial yield**

Net initial yield adjusted to include notional rent in respect of let properties which are subject to a rent free period at the valuation date. This is in accordance with EPRA's Best Practices Recommendations.

**Yield on cost**

Yield on cost is the expected gross yield based on the estimated current market rental value (ERV) of the developments when fully let, divided by the book value of the developments at the earlier of commencement of the development or the balance sheet date plus future development costs and estimated finance costs to completion.

---

# SEGRO

SEGRO plc

1 New Burlington Place  
London  
W1S 2HR

T +44 (0) 20 7451 9100  
F +44 (0) 20 7451 9150  
[SEGRO.com/investors](https://www.segro.com/investors)