

SEGRO

2023

FULL YEAR
PROPERTY ANALYSIS
REPORT



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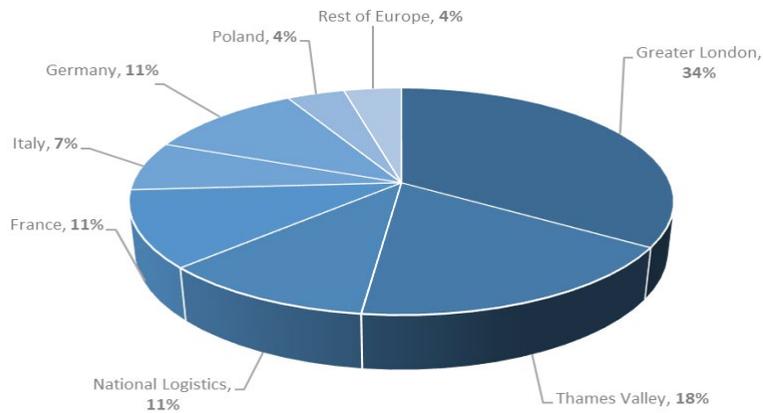
ABOUT SEGRO

SEGRO is a UK Real Estate Investment Trust (REIT), listed on the London Stock Exchange and Euronext Paris, and is a leading owner, manager and developer of modern warehouses and industrial property. It owns or manages 10.4 million square metres of space (112 million square feet) valued at £20.7 billion serving customers from a wide range of industry sectors. Its properties are located in and around major cities and at key transportation hubs in the UK and in seven other European countries.

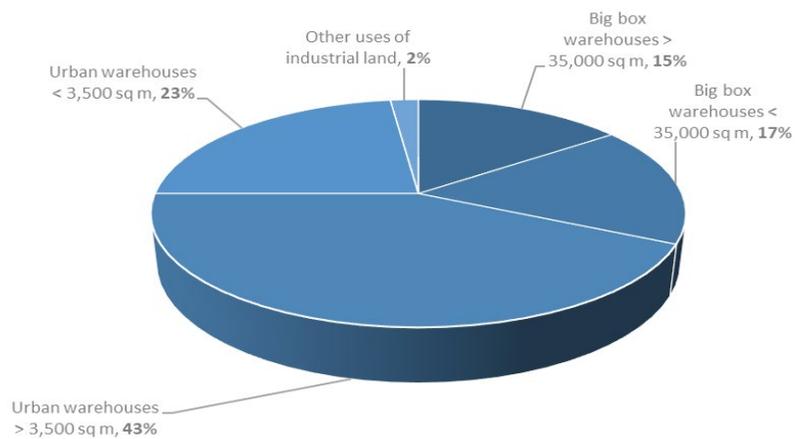
For over 100 years SEGRO has been creating the space that enables extraordinary things to happen. From modern big box warehouses, used primarily for regional, national and international distribution hubs, to urban warehousing located close to major population centres and business districts, it provides high-quality assets that allow its customers to thrive.

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. 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 2023

		UK £m	Continental Europe £m	Total £m
<i>Combined property portfolio (including share of joint ventures)</i>				
COMBINED PROPERTY PORTFOLIO PER FINANCIAL STATEMENTS		11,180	6,652	17,832
Add valuation surplus not recognised on trading properties and other items		1	-	1
Less capitalisation of leasehold obligations under IFRS 16		-	(71)	(71)
COMBINED PROPERTY PORTFOLIO PER EXTERNAL VALUERS' REPORTS		11,181	6,581	17,762
Less land and development properties (investment, trading and joint ventures)		(1,546)	(961)	(2,507)
NET VALUATION OF COMPLETED PROPERTIES		9,635	5,620	15,255
Add notional purchasers' costs		654	290	944
GROSS VALUE OF COMPLETED PROPERTIES INCLUDING NOTIONAL PURCHASERS' COSTS	A	10,289	5,910	16,199
<i>Rental income</i>		<i>£m</i>	<i>£m</i>	<i>£m</i>
Gross passing rent ¹		393	266	659
Less irrecoverable property costs		(2)	(10)	(12)
NET PASSING RENT	B	391	256	647
Adjustment for notional rent in respect of rent free periods		25	33	58
TOPPED UP NET RENT	C	416	289	705
Including future fixed/minimum uplifts ³		8	1	9
TOTAL TOPPED UP NET RENT		424	290	714
<i>Yields</i>		<i>%</i>	<i>%</i>	<i>%</i>
EPRA net initial yield ²	B/A	3.8	4.3	4.0
EPRA topped up net initial yield ²	C/A	4.0	4.9	4.3
Net true equivalent yield		5.2	5.4	5.3

Exchange Rate £1:€1.15

¹ Gross passing rent excludes short term lettings and licences.

² In accordance with the Best Practices Recommendations of EPRA.

³ 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 2023

	Value at 31 December 2023 £m					
	UK	Valuation movement ¹ %	Continental Europe	Valuation movement ¹ %	Group	Valuation movement ¹ %
Analysis of unrealised valuation movements						
Properties held throughout the year	9,142	(3.3)	5,169	(6.4)	14,311	(4.5)
Properties acquired during the year	-	-	9	(6.3)	9	(6.3)
Development completed during the year	493	9.4	442	4.1	935	6.8
COMPLETED PROPERTIES	9,635	(2.8)	5,620	(5.6)	15,255	(3.8)
Buildings under construction	415	2.9	219	(0.2)	634	1.8
Land ²	1,131	(10.5)	742	(2.6)	1,873	(7.5)
WHOLE PORTFOLIO	11,181	(3.4)	6,581	(5.1)	17,762	(4.0)

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

² 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	155	-	664	258	515	46	220	-	327	72	2,257
Big box warehouses < 35,000 sq m	-	-	531	453	449	98	317	94	560	78	2,580
Urban warehouses > 3,500 sq m	3,228	1,405	-	798	100	71	142	4	769	36	6,553
Urban warehouses < 3,500 sq m	2,417	917	-	161	-	4	2	-	7	-	3,508
Other uses of industrial land ¹	59	201	58	4	10	18	3	-	1	3	357
COMPLETED SEGRO PROPERTIES (SEGRO SHARE)	5,859	2,523	1,253	1,674	1,074	237	684	98	1,664	189	15,255
COMPLETED PROPERTIES (AUM)	5,859	2,523	1,253	2,191	1,576	381	1,225	196	2,465	378	18,047

¹ 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)	Ownership %	Location	Lettable area (100%) sq m	Headline rent £m	Occupancy by ERV %	WAULT years ¹	Asset type
UK							
Slough Trading Estate	100	Slough	607,408	109.6	96.7	10.6	Multi-let urban warehouse estate
SEGRO Logistics Park East Midlands Gateway	100	Midlands	456,684	35.3	100.0	12.7	Big box warehouse park
SEGRO Park Premier Road	100	Park Royal	78,720	14.4	88.5	4.9	Multi-let urban warehouse estate
SEGRO Park Greenford Ockham Drive and Auriol Drive	100	Park Royal	79,488	13.6	91.6	4.9	Multi-let urban warehouse estate
SEGRO Park Heathrow, Shoreham Road	100	Heathrow	93,704	21.7	100.0	0.9	Multi-let cargo facility
SEGRO Park Greenford Central	100	Park Royal	70,027	9.5	80.8	1.6	Multi-let urban warehouse estate
SEGRO Park North Feltham	100	Heathrow	57,947	10.8	96.8	4.3	Multi-let urban warehouse estate
SEGRO Park Coventry ²	100	Midlands	-	-	N/A	N/A	Big box warehouse park
SEGRO Park Hurricane Way	100	Heathrow	61,753	9.2	100.0	5.1	Multi-let urban warehouse estate
SEGRO Park Perivale	100	Park Royal	56,902	8.2	86.6	3.7	Multi-let urban warehouse estate
CONTINENTAL EUROPE							
SEGRO Airport Park Berlin	50 / 100	Germany	154,191	9.4	97.6	5.9	Multi-let urban warehouse and Big box estate
SEGRO Parc des Petits Carreaux	100	France	141,826	13.8	94.7	3.3	Multi-let urban warehouse estate
CSG Logistics Park	50 / 100	Italy	474,160	15.3	100.0	6.4	Big box warehouse park
SEGRO Logistics Park Krefeld-Süd	50	Germany	235,977	6.8	100.0	6.4	Big box warehouse park
SEGRO Park Düsseldorf-Süd	100	Germany	88,806	7.2	99.6	4.8	Multi-let urban warehouse estate
Novara Logistics Park	100	Italy	189,028	6.1	100.0	12.6	Big box warehouse park
Rome South Logistics Park	50	Italy	243,873	5.5	100.0	15.3	Big box warehouse park
Bologna Interporto	50 / 100	Italy	219,600	6.6	100.0	5.0	Big box warehouse park
Les Gobelins ²	100	France	-	-	N/A	N/A	Multi-let urban warehouse estate
SEGRO Logistics Park Aulnay	100	France	47,288	4.9	100.0	5.8	Big box warehouse park

¹Weighted average unexpired lease term to earlier of break or expiry.

²This is currently a development so no lettable area or headline rent.

ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2023

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Assets under management ⁴ £m	Valuation Movement ¹	
			Investment & trading properties £m	Joint ventures £m	Land & development ² £m	Total £m		Held throughout %	Completed properties %
UK									
Big box warehouses > 35,000 sq m	490,374	490,374	819	-	-	819	819	(2.4)	(0.2)
Big box warehouses < 35,000 sq m	288,826	288,826	531	-	-	531	531	(0.6)	(0.6)
Urban warehouses > 3,500 sq m	1,156,395	1,156,395	4,633	-	-	4,633	4,633	(3.8)	(3.0)
Urban warehouses < 3,500 sq m	663,641	663,641	3,334	-	-	3,334	3,334	(3.2)	(3.2)
Other uses of industrial land ³	90,381	90,381	318	-	-	318	318	(6.1)	(5.1)
	2,689,617	2,689,617	9,635	-	1,546	11,181	11,200	(3.3)	(2.8)
CONTINENTAL EUROPE									
Big box warehouses > 35,000 sq m	2,980,997	1,620,729	207	1,231	-	1,438	2,669	(6.4)	(5.6)
Big box warehouses < 35,000 sq m	3,394,720	1,913,044	542	1,507	-	2,049	3,556	(6.4)	(5.6)
Urban warehouses > 3,500 sq m	1,255,464	1,219,173	1,869	51	-	1,920	1,971	(6.4)	(5.6)
Urban warehouses < 3,500 sq m	87,010	87,010	174	-	-	174	174	(6.5)	(5.4)
Other uses of industrial land ³	10,472	10,472	36	3	-	39	42	(5.4)	(4.9)
	7,728,663	4,850,428	2,828	2,792	961	6,581	9,477	(6.4)	(5.6)
GROUP									
Big box warehouses > 35,000 sq m	3,471,371	2,111,103	1,026	1,231	-	2,257	3,488	(5.1)	(3.8)
Big box warehouses < 35,000 sq m	3,683,546	2,201,870	1,073	1,507	-	2,580	4,087	(5.2)	(4.6)
Urban warehouses > 3,500 sq m	2,411,859	2,375,568	6,502	51	-	6,553	6,604	(4.5)	(3.8)
Urban warehouses < 3,500 sq m	750,651	750,651	3,508	-	-	3,508	3,508	(3.3)	(3.3)
Other uses of industrial land ³	100,853	100,853	354	3	-	357	360	(6.0)	(5.1)
	10,418,280	7,540,045	12,463	2,792	2,507	17,762	20,677	(4.5)	(3.8)

¹ 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.

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

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

⁴ AUM totals include land & developments at 100%.

ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2023

	Lettable area (100%) sq m	Lettable area (share) sq m	Passing rent ¹ £m	Headline rent ¹ £m	Headline rent ¹ £ per sq m	ERV ² £m	Occupancy by ERV ⁴ %	Net initial yield %	Topped-up net initial yield ⁵ %	Net true equivalent yield %
UK										
Big box warehouses > 35,000 sq m	490,374	490,374	30	38	77	45	100.0	4.2	5.1	5.2
Big box warehouses < 35,000 sq m	288,826	288,826	24	24	86	33	96.4	4.3	4.3	5.6
Urban warehouses > 3,500 sq m	1,156,395	1,156,395	184	194	174	262	96.8	3.8	4.0	5.1
Urban warehouses < 3,500 sq m	663,641	663,641	115	120	214	181	86.8	3.4	3.5	5.0
Other uses of industrial land ³	90,381	90,381	21	23	264	24	97.0	6.5	7.1	7.3
	2,689,617	2,689,617	374	399	157	545	93.7	3.8	4.0	5.2
CONTINENTAL EUROPE										
Big box warehouses > 35,000 sq m	2,980,997	1,620,729	68	76	48	87	98.2	4.3	4.9	5.4
Big box warehouses < 35,000 sq m	3,394,720	1,913,044	96	111	59	124	98.5	4.4	5.1	5.5
Urban warehouses > 3,500 sq m	1,255,464	1,219,173	90	100	86	110	94.9	4.3	4.7	5.4
Urban warehouses < 3,500 sq m	87,010	87,010	9	9	118	10	91.0	4.5	4.7	5.5
Other uses of industrial land ³	10,472	10,472	2	2	260	3	90.5	5.5	5.6	6.1
	7,728,663	4,850,428	265	298	63	334	96.9	4.3	4.9	5.4
GROUP										
Big box warehouses > 35,000 sq m	3,471,371	2,111,103	98	114	55	132	98.8	4.3	5.0	5.3
Big box warehouses < 35,000 sq m	3,683,546	2,201,870	120	135	62	157	98.1	4.3	4.9	5.5
Urban warehouses > 3,500 sq m	2,411,859	2,375,568	274	294	129	372	96.3	3.9	4.2	5.2
Urban warehouses < 3,500 sq m	750,651	750,651	124	129	202	191	87.0	3.4	3.6	5.0
Other uses of industrial land ³	100,853	100,853	23	25	264	27	96.4	6.4	6.9	7.2
	10,418,280	7,540,045	639	697	96	879	95.0	4.0	4.3	5.3

¹ In respect of occupied space only; SEGRO share.

² On a fully occupied basis; SEGRO share.

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

⁴ Occupancy rate excluding short term lettings for the Group at 31 December 2023 is 95%.

⁵ In relation to SEGRO's share of completed properties.

ANALYSIS OF PORTFOLIO BY ASSET TYPE AS AT 31 DECEMBER 2023

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Total £m	Assets under management £m	Valuation Movement ¹	
			Investment & trading properties £m	Joint ventures £m	Land & development ³ £m				Held throughout %	Completed properties %
BY OWNERSHIP										
Wholly owned	4,661,810	4,661,810	12,463	-	2,384	14,847	14,847	(4.2)	(3.5)	
Joint ventures	5,756,470	2,878,235	-	2,792	123	2,915	5,830	(5.6)	(5.3)	
GROUP TOTAL	10,418,280	7,540,045	12,463	2,792	2,507	17,762	20,677	(4.5)	(3.8)	

	Passing rent ⁵ £m	Headline rent ⁵ £m	Headline rent ⁵ £ per sq m	ERV ⁶ £m	Occupancy by ERV ⁴ %	Net initial yield %	Topped-up net initial yield ² %	Net true equivalent yield %
BY OWNERSHIP								
Wholly owned	509	548	124	711	94.1	3.9	4.2	5.2
Joint ventures	130	149	53	168	98.5	4.3	5.0	5.5
GROUP TOTAL	639	697	96	879	95.0	4.0	4.3	5.3

¹ 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.

² In relation to SEGRO's share of completed properties.

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

⁴ Occupancy rate excluding short term lettings for the Group at 31 December 2023 is 95%.

⁵ In respect of occupied space only; SEGRO share.

⁶ On a fully occupied basis; SEGRO share.

ANALYSIS OF PORTFOLIO BY GEOGRAPHY AS AT 31 DECEMBER 2023

	Lettable area (100%) sq m	Lettable area (share) sq m	Valuation (SEGRO share)				Total £m	Assets under management £m	Valuation Movement ¹	
			Investment & trading properties £m	Joint ventures £m	Land & development £m				Held throughout %	Completed properties %
London Airports (primarily Heathrow)	508,349	508,349	2,064	-	21	2,085	2,085	(4.4)	(4.4)	
Park Royal	518,164	518,164	2,486	-	40	2,526	2,545	(4.5)	(4.5)	
Rest of Greater London	294,798	294,798	1,309	-	180	1,489	1,489	(5.4)	(5.0)	
GREATER LONDON	1,321,311	1,321,311	5,859	-	241	6,100	6,119	(4.7)	(4.6)	
Slough Trading Estate	607,408	607,408	2,431	-	708	3,139	3,139	(0.5)	0.7	
Rest of South-East England	24,623	24,623	92	-	-	92	92	(5.2)	(5.2)	
THAMES VALLEY	632,031	632,031	2,523	-	708	3,231	3,231	(0.7)	0.4	
NATIONAL LOGISTICS	736,275	736,275	1,253	-	597	1,850	1,850	(1.8)	(0.3)	
UK TOTAL	2,689,617	2,689,617	9,635	-	1,546	11,181	11,200	(3.3)	(2.8)	
Germany	1,860,875	1,177,494	863	801	308	1,972	2,778	(5.8)	(5.0)	
Netherlands	287,974	143,987	-	189	12	201	401	(2.4)	-	
NORTHERN EUROPE	2,148,849	1,321,481	863	990	320	2,173	3,179	(5.5)	(4.5)	
France	1,655,731	1,167,250	1,157	517	353	2,027	2,553	(7.4)	(6.9)	
Italy	1,738,979	1,158,609	572	502	126	1,200	1,702	(6.3)	(4.9)	
Spain	297,699	182,985	93	144	76	313	505	(9.9)	(9.9)	
SOUTHERN EUROPE	3,692,409	2,508,844	1,822	1,163	555	3,540	4,760	(7.3)	(6.5)	
Poland	1,717,508	935,155	143	541	82	766	1,333	(5.5)	(5.1)	
Czech Republic	169,897	84,948	-	98	4	102	205	(3.0)	(3.0)	
CENTRAL EUROPE	1,887,405	1,020,103	143	639	86	868	1,538	(5.2)	(4.9)	
CONTINENTAL EUROPE TOTAL	7,728,663	4,850,428	2,828	2,792	961	6,581	9,477	(6.4)	(5.6)	
COMPLETED PORTFOLIO	10,418,280	7,540,045	12,463	2,792	2,507	17,762	20,677	(4.5)	(3.8)	

¹ 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 2023

	Lettable area (100%) sq m	Lettable area (share) sq m	Passing rent ¹ £m	Headline rent ¹ £m	Headline rent ¹ £ per sq m	ERV ² £m	ERV Growth %	Occupancy by ERV ³ %	Net initial yield ⁴ %	Topped-up net initial yield ⁴ %	Net true equivalent yield ⁴ %
London Airports (primarily Heathrow)	508,349	508,349	94	100	205	121	5.9	97.6	4.5	4.7	5.4
Park Royal	518,164	518,164	75	82	178	128	3.7	87.8	2.9	3.1	4.6
Rest of Greater London	294,798	294,798	43	44	173	70	4.0	86.4	3.2	3.3	4.8
GREATER LONDON	1,321,311	1,321,311	212	226	188	319	4.6	91.2	3.5	3.7	4.9
Slough Trading Estate	607,408	607,408	108	110	189	148	6.4	96.7	4.3	4.4	5.6
Rest of South-East England	24,623	24,623	5	5	198	5	2.1	100.0	4.9	4.9	5.8
THAMES VALLEY	632,031	632,031	113	115	190	153	6.2	96.8	4.3	4.4	5.6
NATIONAL LOGISTICS	736,275	736,275	49	58	80	73	3.5	98.4	4.2	4.9	5.5
UK TOTAL	2,689,617	2,689,617	374	399	157	545	4.9	93.7	3.8	4.0	5.2
Germany	1,860,875	1,177,494	72	80	69	90	10.9	98.7	3.9	4.3	4.9
Netherlands	287,974	143,987	8	10	71	11	11.3	100.0	4.7	5.7	5.2
NORTHERN EUROPE	2,148,849	1,321,481	80	90	69	101	10.9	98.8	4.0	4.5	4.9
France	1,655,731	1,167,250	75	85	77	100	7.0	94.3	4.1	4.6	5.5
Italy	1,738,979	1,158,609	55	61	54	66	7.0	98.5	4.6	5.2	5.5
Spain	297,699	182,985	13	13	73	14	6.4	100.0	4.5	4.8	5.2
SOUTHERN EUROPE	3,692,409	2,508,844	143	159	66	180	6.9	96.3	4.3	4.8	5.5
Poland	1,717,508	935,155	39	44	49	47	5.4	95.4	5.6	6.3	6.5
Czech Republic	169,897	84,948	3	5	58	6	6.1	97.7	3.3	4.9	6.1
CENTRAL EUROPE	1,887,405	1,020,103	42	49	50	53	5.5	95.7	5.3	6.1	6.5
CONTINENTAL EUROPE TOTAL	7,728,663	4,850,428	265	298	63	334	7.9	96.9	4.3	4.9	5.4
COMPLETED PORTFOLIO	10,418,280	7,540,045	639	697	96	879	6.0	95.0	4.0	4.3	5.3

¹ In respect of occupied space only; SEGRO share.

² On a fully occupied basis; SEGRO share.

³ Occupancy rate excluding short term lettings for the Group at 31 December 2023 is 95%.

⁴ In relation to SEGRO's share of completed properties.

SUPPLEMENTARY DATA AS AT 31 DECEMBER 2023

LEASING DATA FOR YEAR TO 31 DECEMBER

		2023	2022
Take-up of existing space ¹ (A)	£m	16	21
Space returned ² (B)	£m	(21)	(18)
Net absorption of existing space¹ (A-B)	£m	(5)	3
Other rental movements (rent reviews, renewals, indexation) ¹ (C)	£m	35	28
Rent roll growth from existing space	£m	30	31
Take-up of pre-let developments completed in the year -- signed in prior years ¹ (D)	£m	39	27
Take-up of speculative developments completed in the past two years ¹ (D)	£m	12	13
Total take-up² (A+C+D)	£m	102	89
Less take-up of space signed in previous years ¹	£m	(41)	(32)
Pre-lets signed in the year for delivery in later years ¹	£m	27	41
Rental income contracted in the year¹	£m	88	98
Take-back of space for re-development	£m	(1)	(4)
Retention rate ³	%	81	76

RECONCILIATION BETWEEN PASSING RENT AND ERV

	UK £m	Continental Europe £m	Group £m
PASSING RENT PER VALUATION	393	266	659
Valuation adjustments (incl outstanding rent reviews, rent in arrears)	(19)	(1)	(20)
SEGRO PASSING RENT	374	265	639
Adjustment for notional rent in respect of rent-free periods	25	33	58
SEGRO CONTRACTED HEADLINE RENT	399	298	697
ERV of vacant properties (incl short term lettings)	35	10	45
Reversion to ERV for properties occupied	111	26	137
ERV OF COMPLETED PORTFOLIO	545	334	879

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

¹Headline rent.

²Headline rent, excluding space taken back for redevelopment.

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

SUPPLEMENTARY DATA AS AT 31 DECEMBER 2023

PORTFOLIO RENT REVIEW CLAUSE SPLIT

Headline Rent	UK	Continental Europe	Group
	%	%	%
Market Rent Review	32	-	32
Index Linked ¹	12	41	53
Fixed Uplifts/Other	13	2	15

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 ³ %
Greater London	36.2	51.5	42.0
Thames Valley	9.5	12.6	31.9
National Logistics	-	-	-
UK TOTAL	45.7	64.1	39.9
Northern Europe ²	9.3	9.8	6.0
Southern Europe ²	4.3	4.7	10.8
Central Europe ²	3.9	4.3	9.0
CONTINENTAL EUROPE TOTAL	17.5	18.8	7.9
GROUP TOTAL	63.2	82.9	31.0

¹Majority linked to CPI.

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

³Percentage change based on actual, rather than rounded numbers.

SUPPLEMENTARY DATA AS AT 31 DECEMBER 2023

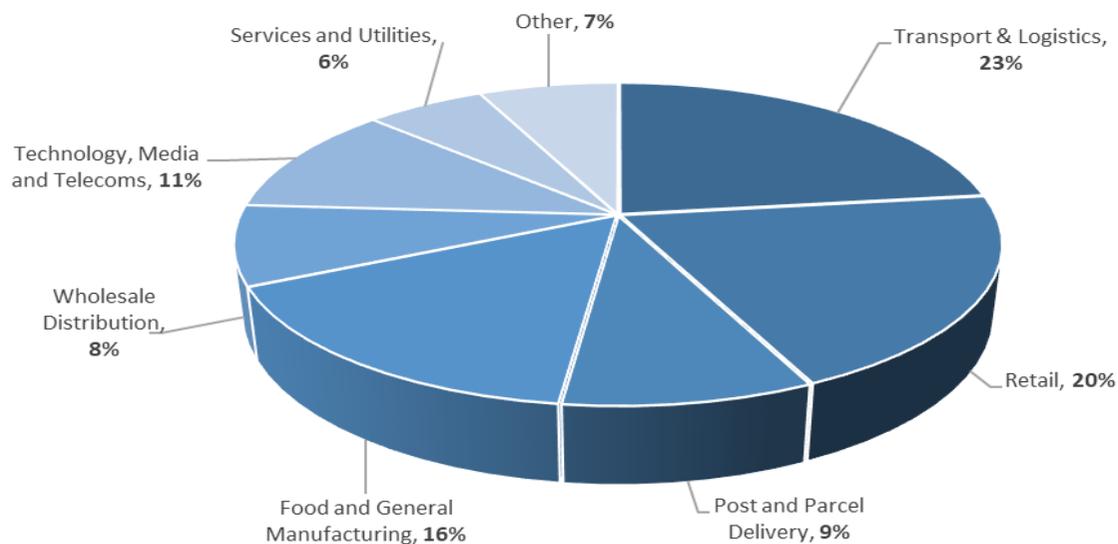
LEASE EVENT SCHEDULE AND UPLIFT OPPORTUNITY

	2024	2025	2026	2027	2028	> 5 years	Total
	£m	£m	£m	£m	£m	£m	£m
Headline rent (SEGRO share)							
UK rent reviews	46	17	35	15	29	1	143
UK rent at risk (due to expiry/break)	57	37	30	23	11	97	255
Continental Europe rent at risk (due to expiry/break)	18	41	28	32	33	147	299
TOTAL HEADLINE RENT	121	95	93	70	73	245	697
Estimated Rental Value (ERV; SEGRO share)							
UK rent reviews ¹	69	23	44	17	32	1	186
UK rent at risk (due to expiry/break)	74	50	38	26	11	124	323
Continental Europe rent at risk (due to expiry/break)	19	46	30	35	36	159	325
TOTAL ERV	162	119	112	78	79	284	834
TOTAL POTENTIAL UPLIFT	41	24	19	8	6	39	137

¹ 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 2023

Customer type by headline rent



WEIGHTED AVERAGE LEASE LENGTH¹

By geography	Break years	Expiry years
UK	8.4	9.6
Continental Europe	5.7	6.6
GROUP TOTAL	7.3	8.3

¹Weighted 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
British Airways	Other
GTR	Technology, Media and Telecoms
Worldwide Flight Services	Transport & Logistics
Virtus	Technology, Media and Telecoms
GXO	Transport & Logistics
Equinix	Technology, Media and Telecoms
Geodis	Transport & Logistics
La Poste (DPD)	Post & Parcel Delivery
Iron Mountain	Technology, Media and Telecoms
CEVA	Transport & Logistics
Maersk	Transport & Logistics
Netflix	Technology, Media and Telecoms
Leroy Merlin	Retail
CyrusOne	Technology, Media and Telecoms
Ocado	Retail
Tesco	Wholesale & Retail Distribution

The top 20 customers represent headline rent of £224 million in aggregate, 32% of the Group's total headline rent at 31 December 2023 (SEGRO share).

DEVELOPMENT PIPELINE AS AT 31 DECEMBER 2023

	Hectarage (space, 100%) ha	Space to be built (100%) sq m	Current book value ¹ £m	Estimated cost to completion ² £m	ERV when completed ³ £m	Pre-let (ERV) £m	Estimated yield on cost ⁴ %
CURRENT DEVELOPMENT PIPELINE (A)							
UK	47	169,930	416	82	30	23	7.3%
Continental Europe — wholly-owned	20	133,850	180	72	16	4	7.6%
Continental Europe — joint ventures	28	111,375	44	29	5	4	6.4%
	95	415,155	640	183	51	31	7.3%
FUTURE DEVELOPMENT PIPELINE (B)							
UK	618	1,294,440	1,086	1,938	225	-	7.4%
Continental Europe — wholly-owned	343	1,420,955	564	1,424	141	-	7.1%
Continental Europe — joint ventures	177	948,886	54	304	26	-	7.3%
	1,138	3,664,281	1,704	3,666	392	-	7.3%
TOTAL DEVELOPMENT PIPELINE (A+B)							
	1,233	4,079,436	2,344	3,849	443	31	
Other land	47	-	163				
TOTAL DEVELOPMENT PIPELINE AND OTHER LAND	1,280		2,507				

¹ Includes current value of land plus all costs incurred to date.

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

³ ERV based upon market rents as at 31 December 2023.

⁴ 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.

CURRENT DEVELOPMENT PROJECTS

	Space to be built (100%) sq m	Period of completion			Estimated costs to completion £m	Period of completion				
		Total	2024 H1	2024 H2		2025 H1	Total	2024 H1	2024 H2	2025 H1
UK — Big Box	113,874	113,874	-	-	14	14	-	-		
UK — Urban warehousing	56,056	29,040	-	27,016	57	16	-	41		
UK — High value and other uses of industrial land	-	-	-	-	11	11	-	-		
UK TOTAL	169,930	142,914	-	27,016	82	41	-	41		
Continental Europe — Big Box	156,603	68,707	58,676	29,220	46	12	18	16		
<i>Continental Europe — Big Box wholly-owned¹</i>	58,676	-	58,676	-	18	-	18	-		
<i>Continental Europe — Big Box joint ventures</i>	97,927	68,707	-	29,220	28	12	-	16		
Continental Europe — Urban warehousing	88,622	37,206	51,416	-	55	2	53	-		
CONTINENTAL EUROPE TOTAL	245,225	105,913	110,092	29,220	101	14	71	16		
CURRENT DEVELOPMENT PIPELINE	415,155	248,827	110,092	56,236	183	55	71	57		

	ERV when complete £m	Period of completion			Pre-let (ERV) £m	Period of completion				
		Total	2024 H1	2024 H2		2025 H1	Total	2024 H1	2024 H2	2025 H1
UK — Big Box	13	13	-	-	10	10	-	-		
UK — Urban warehousing	15	7	-	8	11	6	-	5		
UK — High value and other uses of industrial land	2	2	-	-	2	2	-	-		
UK TOTAL	30	22	-	8	23	18	-	5		
Continental Europe — Big Box	7	2	3	2	7	2	3	2		
<i>Continental Europe — Big Box wholly-owned¹</i>	3	-	3	-	3	-	3	-		
<i>Continental Europe — Big Box joint ventures</i>	4	2	-	2	4	2	-	2		
Continental Europe — Urban warehousing	14	3	11	-	1	1	-	-		
CONTINENTAL EUROPE TOTAL	21	5	14	2	8	3	3	2		
CURRENT DEVELOPMENT PIPELINE²	51	27	14	10	31	21	3	7		

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

DEVELOPMENT PROJECTS COMPLETED IN 2023

	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 TOTAL	142,457	21	21	146	8.6%
Continental Europe - Wholly Owned	250,872	18	15	222	6.0%
Continental Europe - Joint Ventures	182,385	5	5	64	5.7%
CONTINENTAL EUROPE TOTAL	433,257	23	20	286	5.9%
COMPLETED DEVELOPMENTS	575,714	44	41	432	7.0%
Forward Funded ¹	49,955	6	2	61	
TOTAL COMPLETED PROJECTS	625,669	50	43	493	

¹ Developments completed by third parties on a forward funded basis acquired at investment value. Excluded from completed development yield.

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.

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