

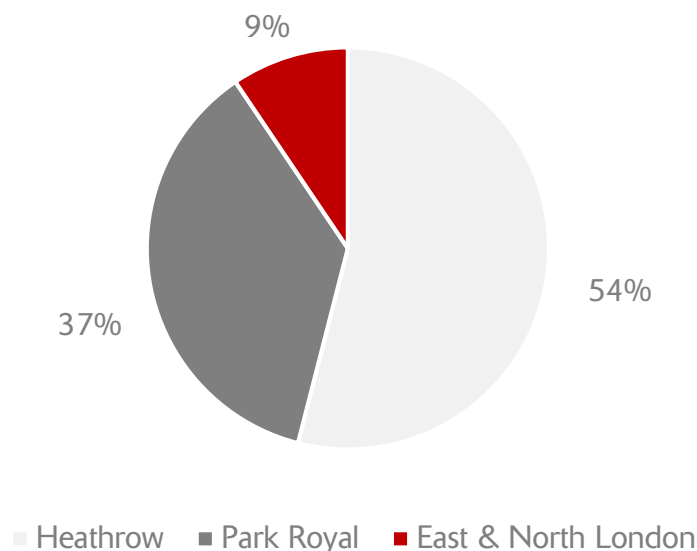
## SEGRO EAST & NORTH LONDON ASSET TOUR

25 NOVEMBER 2019

## East & North London portfolio – key operational metrics<sup>1</sup>:

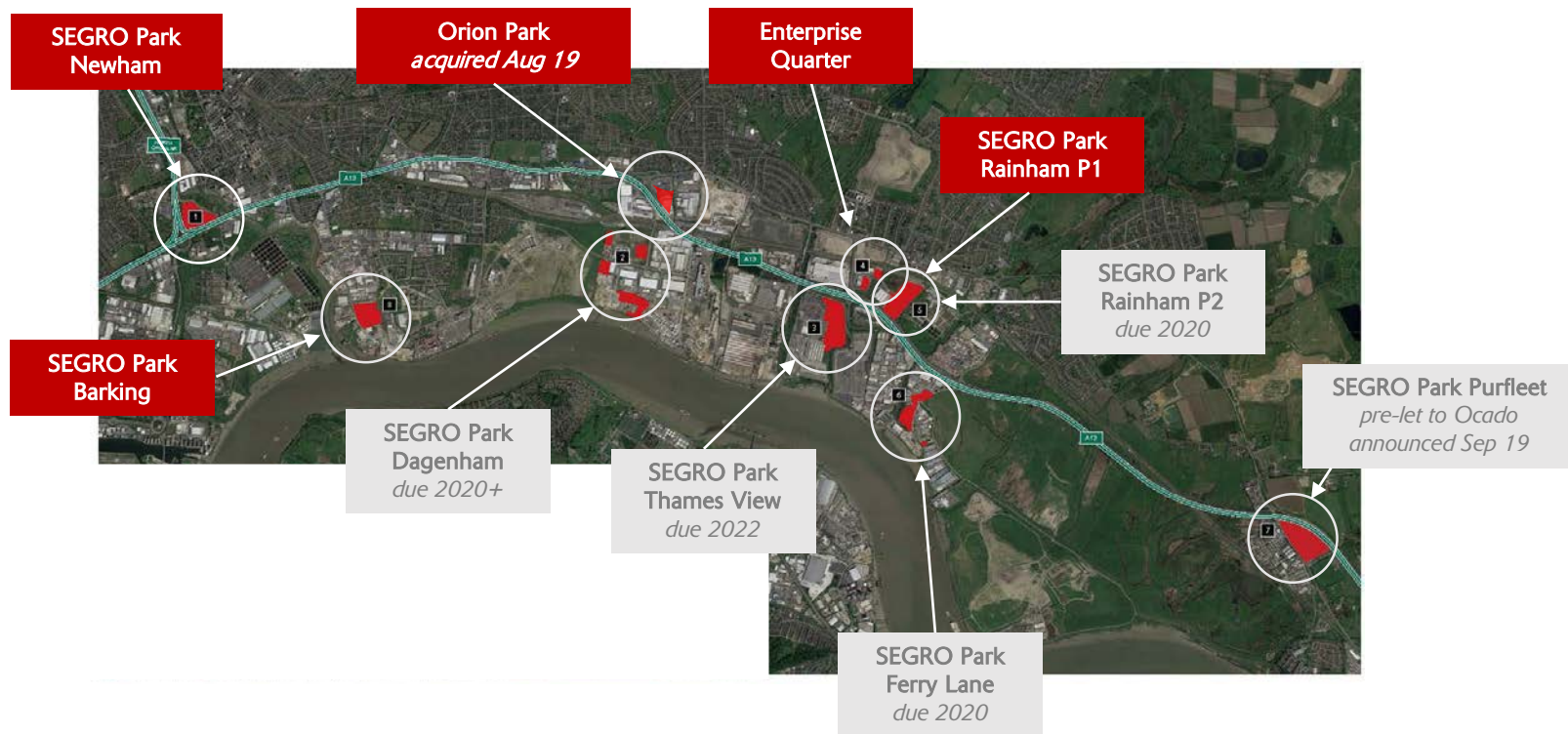
Portfolio value:	£485.9m
Headline rent:	£12.9m
ERV:	£18.2m
> <i>Reversionary potential:</i>	£3.4m
Vacancy:	10.8%
WAULT (to break):	10.8 years
Net true equivalent yield:	4.3%
Average rent:	£9-14 per sq ft

SEGRO London portfolio split by headline rent  
(at June 2019)



<sup>1</sup> All data as of HY 2019 – see the 2019 Half Year Property Analysis Report for further information

## SEGRO East London portfolio:



East

Beyond Business

- 10 year partnership between SEGRO and the GLA to regenerate 86 acres of derelict and underused land in Newham, Havering and Barking & Dagenham
- Creating up to 4,400 jobs and providing a unique programme of local business support, training and development



## SEGRO Park Newham:



- 14 acre site, former landfill
- Development commenced in 2017
- Three standalone units:
  - 45,000 sq ft - let to DPD, completed H1 18
  - 51,500 sq ft – let to DHL, completed H2 19
  - 39,000 sq ft - let to Travelodge, due to complete H2 19



## SEGRO Park Rainham – Phase 1:

- Multi-phase development on site of former Ford Motors
- First phase completed in Q3 2017
- Five units:
  - Unit 1: 58,000 sq ft, let to Babcock
  - Unit 2: currently vacant
  - Unit 3 & 4: 36,000 sq ft, let to Mitsubishi
  - Unit 5: 24,000 sq ft, let to MEP Hire



MEP Hire supplied the platforms and cherry-pickers used in the construction of the recently completed Tottenham Hotspurs Stadium



Babcock service the London Met Police fleet out of Rainham



Mitsubishi supplied & installed the world's second – fastest elevators in the 632m tall Shanghai Tower in China



## Enterprise Quarter:



- Completed in July 2018
- 42 units ranging from 500-4,000 sq ft
- Supporting local trades and businesses by providing flexible (3-5 year leases) and collaborative workspace at affordable rents
- 20 units let since completion
- Access to the Havering Works Jobs Brokerage Service, promoting employment from local communities and providing access to training and development opportunities
- Wide customer range, including:
  - JS Entertainment
  - The Date Company London
  - Mount Valley Beverages
  - BJA Civil Rail
  - LB Apparel
  - Finch Electrical Distribution
  - Carter Global UK



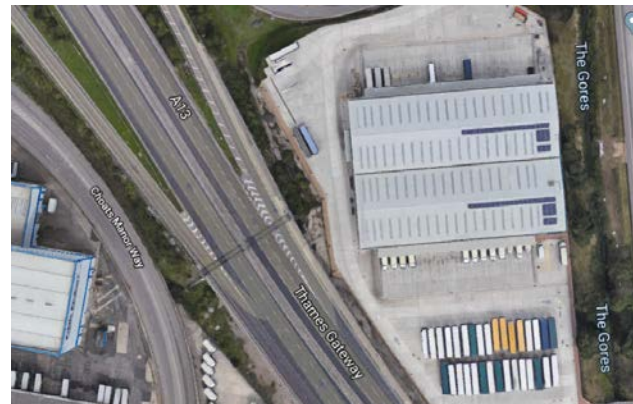
## SEGRO Park Barking:

- 275,000 sq ft standalone warehouse
- Let to London City Bond
- Re-gearred in H1 2019



## Orion Park:

- 64,000 sq ft cross-dock warehouse built by Roxhill
- Acquired in August 2019 from Kuehne & Nagel on a sale & leaseback basis (10 year term)



## SEGRO Park Rainham – Phase 2:

- 106,000 sq ft of warehouse space across 5 units (11,500 - 36,000 sq ft)
- Speculative development – started on site H2 19
- Due to complete H1 20
- Improved specification

East  
Beyond Business



## SEGRO Park Dagenham:

- 400,000 sq ft of land in 5 separate plots
- GLA allocated the land for the London Sustainable Industries Park
- Plot 2: speculative development of 30,000 sq ft small freehold units – due to complete H2 20
- Plot 6: exchanged in H1 2019 on a 20,000 sq ft freehold sale to Capital Dairies
- Remaining plots are being marketed for pre-lets/pre-sales

East  
Beyond Business



## SEGRO Park Ferry Lane:

- Agreement for Sale exchanged on 100,000 sq ft distribution unit
- Planning application approved
- Expected to complete in H2 2020



## SEGRO Park Purfleet:

- 19 acre site
- Pre-let for a 304,000 sq ft state-of-the-art Customer Fulfilment Centre (CFC) for Ocado Retail (JV between Ocado and M&S)
- Expected to complete in H2 2020



## SEGRO Park Thames View:

- Site enabling works undertaken
- Re-branded from SEGRO Park Rainham P3 for unique identity
- Marketing for pre-lets of up to 250,000 sq ft





## SEGRO Park Rainham leading the way in sustainable development:

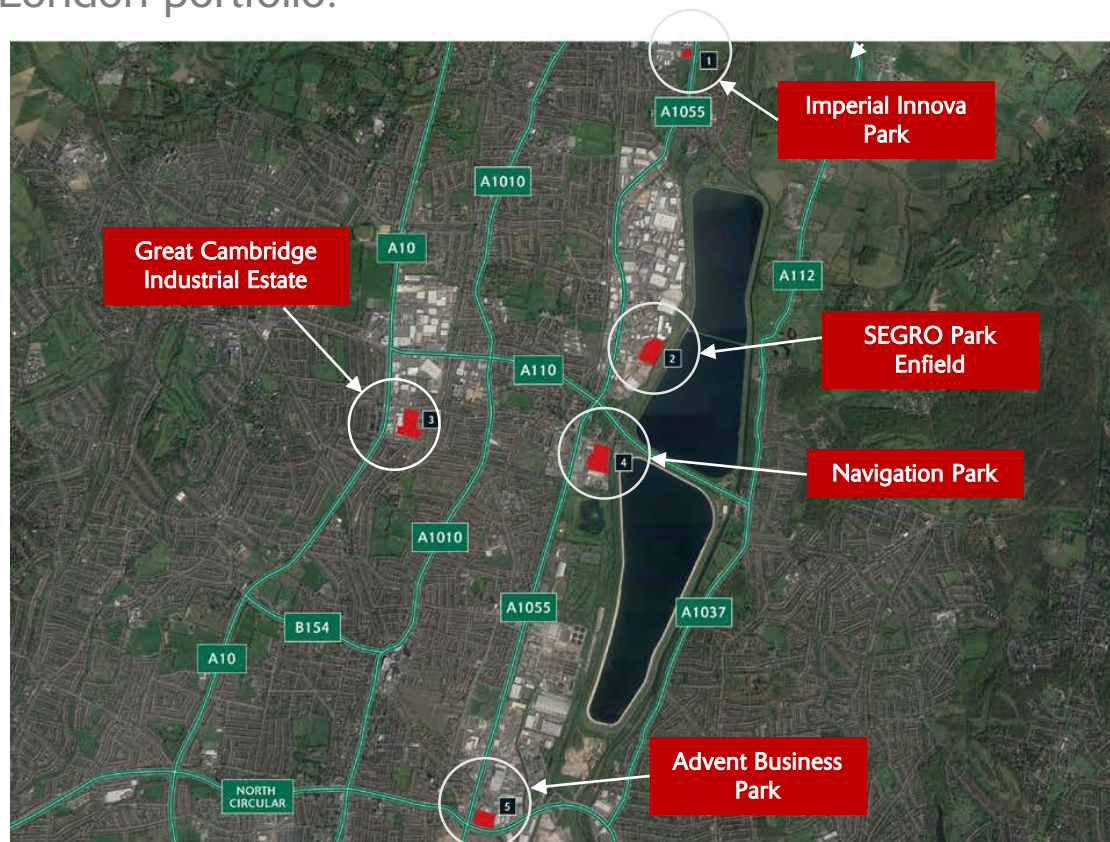
### Phase 1:

- BREEAM 'Excellent' & EPC Rating 'A'
- Natural daylight improved by translucent panels in the walls and roof
- LED lighting
- Photovoltaic panels & solar walls
- Electric car charging points

### Phase 2:

- Targeting BREEAM 'Excellent' & EPC Rating 'A+'
- All buildings will feature smart building technology
- Use of TESLA batteries to store electricity for use during off-peak hours
- Green/ living walls to improve air quality

## SEGRO North London portfolio:



## SEGRO Park Enfield

- Brownfield site
- 221,000 sq ft of warehouse space across 3 units (48,000 - 116,000 sq ft)
- Speculative development – started on site H1 19
- Due to complete Q1 20
- Ambitious environmental credentials – aiming for EPC A, BREEAM 'Very Good' and carbon neutral



## Navigation Park:

- Located on the site of a former factory
- Completed in H2 2016
- 212,900 sq ft of warehouse space across 4 units:
  - Unit 1: 35,000 sq ft, let to DPD
  - Unit 2: 54,000 sq ft, let to Camden Town Brewery
  - Unit 3: 64,000 sq ft, let to DHL/ UK Mail
  - Unit 4: 45,000 sq ft, let to Caesarstone
- First carbon neutral industrial building in London:
  - Natural light complemented by energy efficient LED lighting
  - EPC rating A+, BREEAM 'Excellent'
  - Photovoltaic panels on all rooves
  - Rainwater harvesting system



## Great Cambridge Industrial Estate:

- Multi-let industrial estate, 29 units
- Extended in 2006 and part-refurbished in 2018
- Wide customer range, including:
  - Magic Madhouse
  - World Wrestling Entertainment
  - Howden Joinery
  - Travis Perkins
  - Ashtead Plant Hire
  - HSS Hire Service Group
  - Met Police



## Imperial, Innova Park:

- 73,000 sq ft standalone warehouse
- Built by a trader developer and purchased vacant in 2015
- Let to Tazaki Foods within the estimated void period



## Advent Business Park:

- 84,000 sq ft multi-let warehouses in 15 units
- Brownfield site, redeveloped by SEGRO and completed in 2014
- Our first speculative development in North London
- Diverse customers, including:
  - Garden Foods (food distributor)
  - Hilti (construction equipment)
  - Nicholls & Clark (tile retailer)
  - MGE wholesale (trade counter)



## Continuing to find opportunities to grow the London portfolio:

### SEGRO Park Hayes:

- Regeneration of 30 acres of land on the site of the former Nestle factory
- 240,000 sq ft of urban warehousing in West London (with potential for a data centre)
- Due to complete in 2020



### SEGRO Park Tottenham:

- Off-market purchase of 8 acres of land on the site of a former self-storage warehouse
- Potential for 185,000 sq ft of urban warehousing, subject to planning
- Targeting to start development in 2020



## Contact Details:

Claire Mogford – Head of Investor Relations

[claire.mogford@segro.com](mailto:claire.mogford@segro.com)

+44 (0) 207 451 9048