

DATACENTRES

We have been delivering specific property solutions for the IT hosting and datacentre industry since we first delivered space for telecommunications companies in the late 1990s. We have developed in excess of 150,000 sq m of technology space for its existing customers, and continue to develop more.

At SEGRO, we understand the unique requirements of datacentre operators:

- balancing security with accessibility
- secure power supplies and efficiency of use
- optimal capital expenditure and cost control
- minimising operating expenditure in a highly-competitive market

We have identified sites that fulfil customers' mandatory requirements including:

- sites outside flood plains
- planning
- sites outside flight paths
- compatible neighbouring uses
- security
- 24/7 operations
- diverse power and fibre provision

- ONE OF THE UK'S LARGEST PROVIDERS OF DATACENTRES
- 602 HECTARES LANDBANK ADJACENT TO MAJOR EUROPEAN CONURBATIONS
- TEAMS OPERATING IN 8 EUROPEAN COUNTRIES
- 90 YEARS' EXPERIENCE IN DELIVERING PROPERTY SOLUTIONS
- EXTENSIVE DATACENTRE DESIGN AND BUILD EXPERTISE
- 150,000 sq m TECHNICAL FACILITIES

SEGRO HAS THE CAPACITY > WELL ESTABLISHED AND OPERATING IN 8 EUROPEAN COUNTRIES, WE ARE ABLE TO PROVIDE A LOCALLY-BASED AND DEDICATED SERVICE.

5.5

MILLION SQ M OF LETTABLE SPACE

£5.3

BILLION PROPERTY PORTFOLIO

DATA CENTRE

EURO DATA

We own and have developed facilities that fulfil specific technology space requirements for the following companies:

ALCATEL LUCENT

BELGACOM

BT

CISCO

COGNOS (IBM)

EASYNET

EQUINIX

GLOBAL CROSSING

INTEL

JOHNSON CONTROLS

KINGSTON

RACKSPACE

SAVVIS

SYNSTAR (HEWLETT PACKARD)

T-SYSTEMS

T-MOBILE

VERIZON

VIRGIN MEDIA

SEGRO HAS A LANDBANK OF 602 HECTARES, PREDOMINANTLY LOCATED ON THE OUTSKIRTS OF THE LARGEST CONURBATIONS IN EUROPE AND CAPABLE OF MEETING THE NEEDS OF DATA CENTRE OPERATORS WHETHER LOCAL, NATIONAL OR INTERNATIONAL.

HQ

SECURE IN OUR KNOWLEDGE > A LONG-TERM INVESTOR AND EXPERIENCED DEVELOPER, WE UNDERSTAND THE NEEDS OF TODAY'S ORGANISATIONS THAT REQUIRE HIGHLY-SECURE LOCATIONS AND PREMISES.

602

HECTARES OF DEVELOPMENT LAND ADJACENT TO MAJOR CONURBATIONS AND KEY ACCESS HUBS

SEGRO OFFERS A PAN-EUROPEAN SOLUTION TO OUR CUSTOMERS' TECHNOLOGY SPACE NEEDS

RISK MANAGEMENT

Loss of business-critical data can damage, if not destroy, your business. SEGRO helps its customers manage that risk through careful site selection, intelligent building design and ongoing customer support. From minimising the existing risks associated with the surrounding environment through site selection and design, to ensuring that the lease allows the customer the flexibility to operate the facility into the future without interference, we enable you to deliver your service with confidence.

CONNECTIVITY

Deregulation means that the majority of our locations across Europe are already served or capable of being served by multiple carriers. We will provide you with the location and contact information of the carriers within the immediate area and we will work with you to arrange for fibre to be brought to the facility.

POWER TO DELIVER

SEGRO has an in-depth knowledge of the power industry and will ensure that a secure power supply is available from the local power provider and that land is designated for the use of power delivery.

DEPENDING ON SCALE, OUR SITES OPERATE A LAYERED SECURITY SYSTEM BEGINNING AT THE PERIMETER THROUGH TO THE BUILDINGS THEMSELVES. IN ADDITION, SEGRO HAS THE EXPERIENCE OF DELIVERING BESPOKE FACILITIES TO A NUMBER OF PUBLIC AND PRIVATE BODIES REQUIRING TAILORED SECURITY SOLUTIONS.

BUILT TO SUIT > A FULL RANGE OF SOLUTIONS
FROM BASE BUILD TO TURNKEY WHITE SPACE.

SOME OF THOSE WE HAVE DONE IT FOR >

EQUINIX



In 2007, a new 7,247 sq m (78,000 sq ft) facility incorporating 840 sq m (9,000 sq ft) of ancillary office space on Slough Trading Estate was delivered on budget and to schedule. By 2008, Equinix needed to expand its operation and came to SEGRO with a requirement for a further gross area of 27,870 sq m (300,000 sq ft) which was delivered in January 2010.

SAVVIS



When Savvis, a leading global IT infrastructure service provider based at SEGRO's Winnersh Triangle, needed to expand, it was able to stay with SEGRO by pre-committing to a building under construction on the Slough Trading Estate. The Simplified Planning regime, on-site power station and security meant that Savvis was able to benefit not only from an improved speed to market but also from the certain knowledge that power and associated infrastructure provision, connectivity and security risks were minimised as far as possible.

The property comprises 5,700 sq m (61,354 sq ft) of floor space, a fixed mezzanine floor within the warehouse area and 13 car parking spaces.

DATA CENTRE



A new purpose-built two-storey facility of 27,870 sq m (300,000 sq ft) was developed within the guidelines of the Simplified Planning Zone for Lehman Brothers but became surplus to its requirements and was never occupied by the company.

The facility was then immediately assigned to another datacentre customer with a matching requirement. The Slough Trading Estate's diverse power provision, proximity to fibre suppliers and security arrangements made this a simple and cost-effective solution for the new occupier.

"SAVVIS AND SEGRO FORMED AN EXCELLENT WORKING RELATIONSHIP THAT HELPED US TO DELIVER A WORLD-CLASS DATA CENTRE ON TIME AND ON BUDGET. SEGRO DEMONSTRATED A CLEAR UNDERSTANDING OF OUR BUSINESS NEEDS AND ENSURED THAT THESE WERE MET THROUGH ATTENTION TO DETAIL, FLEXIBILITY AND A DESIRE TO MEET OUR EXPECTATIONS."

MIKE BENNETT, VICE PRESIDENT OF OPERATIONS EMEA, SAVVIS

AS A LONG-TERM INVESTOR AND EXPERIENCED DEVELOPER, WE UNDERSTAND THE COMPREHENSIVE REQUIREMENTS OF DATA CENTRE CUSTOMERS AND CONTINUE TO DELIVER FIRST CLASS FACILITIES.

SUSTAINABILITY > IS FUNDAMENTAL TO THE WAY IN WHICH WE DO BUSINESS. IT IS ABOUT MANAGING AND BALANCING ENVIRONMENTAL, SOCIAL AND ECONOMIC ISSUES AND SEGRO TAKES ITS RESPONSIBILITY SERIOUSLY.

90%

of development waste reused or recycled

30%

improvement in energy efficiency by 2014

£1.2 million

invested in charities and local communities in 2010

ONE OF THE FIRST DEVELOPERS IN EUROPE TO INTRODUCE GREEN LEASES FOR INDUSTRIAL BUILDINGS, SEGRO WORKS WITH ITS CUSTOMERS TO DELIVER SUSTAINABLE PROPERTY SOLUTIONS.

RESOURCE EFFICIENCY

To use energy, water and materials responsibly, reducing, reusing and recycling.

REGENERATION

To make a positive contribution to communities where we have a major presence.

FLEXIBILITY

To construct buildings that can be used by at least 2 kinds of occupier.

ACCESSIBILITY

To ensure our properties are accessible by more than one mode of transport.

SAFETY

To maintain our excellent health and safety record.

STAKEHOLDERS

To listen to our stakeholders and respond to their feedback to meet their needs.

By 2014, we aim to:

- Consistently deliver buildings that exceed energy-efficiency regulations
- Cut water use by 20 per cent
- Recover 80 per cent of development waste
- Investigate the feasibility of renewable energy for every development site
- Ensure community engagement plans are in place where we have a major presence
- Invest in communities where we have a presence and report on the level of investment on an annual basis

To see all of SEGRO's targets, please go to SEGRO.com/sustainability

SUSTAINABILITY = VALUE

SEGRO.com/datacentres

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SEGRO
WHERE BUSINESS WORKS