

WE ARE SEGRO

**SEGRO**  
WHERE BUSINESS WORKS

**WHO WE ARE** > WE ARE EUROPE'S LEADING PROVIDER OF FLEXIBLE BUSINESS SPACE. OPERATING IN EIGHT KEY COUNTRIES ACROSS EUROPE, WE DELIVER PROPERTY SOLUTIONS TO A BROAD RANGE OF CUSTOMERS AND INDUSTRY SECTORS.

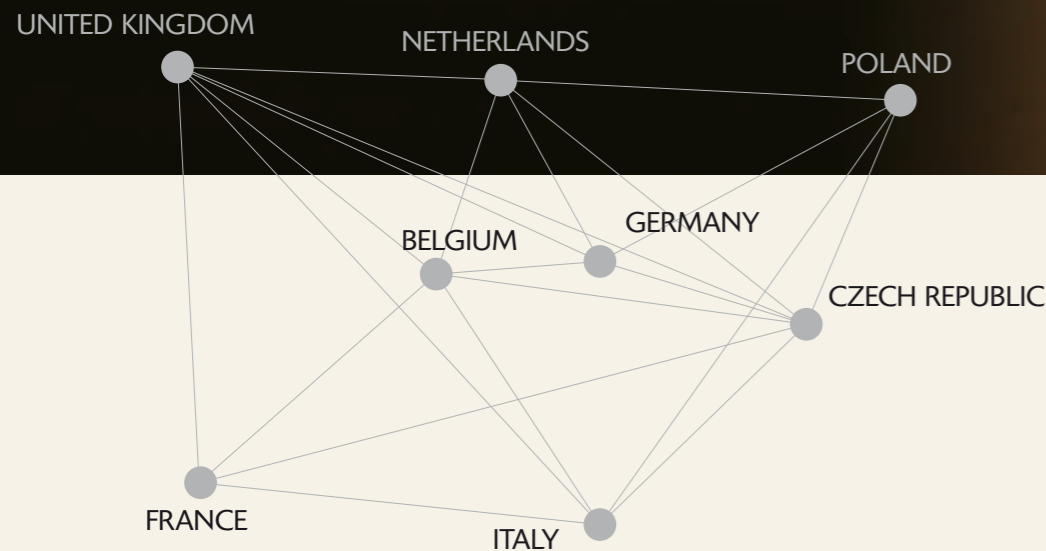
**LANDMARK EVENTS 2009 – 2010**

- > £1.1 bn acquisition of Brixton plc
- > £111.3m acquisition of BAA's 50% interest in the Airport Property Partnership

**1,700+** customers  
**602 hectares** of development land  
**£5.3 billion** property portfolio  
**5.5 million** sq m of lettable space

SEGRO'S WEALTH OF EXPERTISE COVERS THE PROVISION OF WAREHOUSE & LOGISTICS, LIGHT INDUSTRIAL FACILITIES AND OFFICE SPACE, FROM 50 SQ M TO 12,000 SQ M FOR BUSINESS START-UPS TO GLOBAL OFFICE HEADQUARTERS. WE HAVE THE REACH AND THE SCALE TO SUIT OUR CLIENTS' NEEDS.

SEGRO is listed on the London Stock Exchange and is Europe's largest Real Estate Investment Trust (REIT).



"Our new facility and excellent location will have a dynamic influence on the development of our logistics. It will allow us to achieve our ambition – even better consumer service. SEGRO's co-operation has helped enormously and we look forward to working with them in the future."

**ANKA CZARNIECKA-OLES**  
 Logistics Manager, Helion Publishing House  
 Tulipan Park  
 Gliwice, Poland

"In SEGRO, we found a great partner who delivered what they promised while also crucially resolving our historic property legacy. We continue to have a great working relationship with them and the result of that relationship can be seen at Farnborough – four first-class buildings in a dynamic business community."

**STUART ESSERY**  
 Operations Director  
 FLUOR



**WHAT WE DO** > WE PROVIDE TAILORED SPACE SOLUTIONS, ALWAYS AIMING TO MATCH CUSTOMER NEEDS AND AMBITIONS BY PROVIDING SUPPORT AGAINST CURRENT AND FUTURE REQUIREMENTS – WHATEVER THEIR BUSINESS, WHEREVER THEY NEED TO BE.

**1,700<sup>+</sup>** customers in a diverse range of sectors from business start-ups to global headquarters buildings

**WE HAVE DELIVERED SOLUTIONS FOR:**

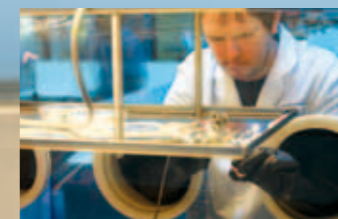
ANTALIS  
ALCATEL LUCENT  
BARCLAYS BANK  
BRITISH AIRWAYS PLC  
BSKYB  
CISCO SYSTEMS  
DELIFRANCE (UK) LTD  
DHL  
FIAT  
FLUOR LTD

GEODIS  
HARRIS SYSTEMS  
INTEL CORPORATION  
JACOBS ENGINEERING  
LG  
MARS LTD  
KRAUSS-MAFFEI (MPM)  
NECKERMANN.DE  
NEXT GROUP  
REGUS

RIM (BLACKBERRY)  
ROYAL MAIL LTD  
O2 UK  
TESCO GROUP  
THALES LTD  
UCB SA  
UPS  
VIRGIN MEDIA

**AREAS OF BUSINESS EXPERTISE:**

LOGISTICS WAREHOUSING  
MANUFACTURING FACILITIES\*  
LIGHT INDUSTRIAL AND SMALL WAREHOUSE UNITS\*  
SELF STORAGE FACILITIES\*  
TRADE COUNTERS\*  
CAR SHOWROOMS\*  
DATACENTRES\*  
RESEARCH AND DEVELOPMENT FACILITIES  
SUBURBAN OFFICES



\*Collectively referred to as 'Light Industrial' properties

"The Ernst & Young HQ at Pegasus Park, Belgium incorporates solar panels, energy-saving lighting, radiant-cooling ceilings, rainwater recovery and uses 100% green energy. We had a great working relationship with SEGRO and all works were executed to the high standards we required and delivered to our strict time schedule. We were completely satisfied with the process and the result."

**GHIS LAIN VANFRAECHEM**  
Director, Ernst & Young

**WHERE WE DO IT** > SEGRO'S EUROPEAN PROPERTY PORTFOLIO IS BUILT AROUND MAJOR CONURBATIONS AND IMPORTANT STRATEGIC TRANSPORT NODES, PROVIDING CUSTOMERS WITH CRITICAL ACCESS IN KEY LOCATIONS.

**160** hectares of development land across the UK



OUR EUROPEAN PORTFOLIO CONSISTS OF SIX BUSINESS REGIONS

UNITED KINGDOM

**£3.6 billion**  
property portfolio

**2.9 million**  
sq m of lettable space

**1,300+**  
customers

**1.1 million+**  
sq m of lettable space



UK LONDON MARKETS

The SEGRO London portfolio is predominantly clustered around the key markets of Heathrow and Park Royal with further assets in and around the M25.

**0.8 million+**  
sq m of lettable space



UK THAMES VALLEY

Accommodation in this Business Unit provides business space solutions for a wide variety of knowledge-based industries in the Thames Valley, in both offices and flexible business space.

**0.9 million+**  
sq m of lettable space



UK NATIONAL MARKETS

National Markets covers the rest of the UK portfolio. Its significant holdings are centred on Manchester, Birmingham, Bristol, the South Coast and Gatwick Airport.

"We occupied 3 offices in Slough and wanted to consolidate into a single facility. We did look at alternative locations, but they didn't suit in terms of demographics, so we decided our best option was to stay in Slough. We then worked closely with SEGRO to develop our new and existing accommodation on Bath Road to create a stunning HQ building which creates an inspiring campus for connecting our people, has enabled us to implement innovative working practices and improve our sustainability credentials. In fact, consolidating to Bath Road saves Telefónica O2 UK almost £4m a year and more than halves its carbon emissions."

**ANDREW KIER**  
O2

# 441

hectares of development land across Continental Europe

## CONTINENTAL EUROPE

**£1.6 billion**  
property portfolio

**2.6 million**  
sq m of lettable space

**340+**  
customers

**1.3 million**  
sq m of lettable space



## NORTHERN EUROPE

The 75-asset portfolio in Belgium, The Netherlands and Germany comprises light industrial, logistics warehousing and office space. The main clusters are in logistics and business hubs, including Brussels, Amsterdam, Rotterdam, Aachen, Berlin, Düsseldorf and Frankfurt.

**0.5 million**  
sq m of lettable space



## CENTRAL EUROPE

The portfolio in Central Europe is predominantly big box logistics warehousing space in Poland and the Czech Republic, with nine large-scale developments in key locations including Warsaw, Poznan, Strykow and Prague.

**0.8 million**  
sq m of lettable space



## SOUTHERN EUROPE

In Southern Europe, the French and Italian portfolios also comprise light industrial, warehousing and office facilities across 28 estates. In France, the portfolio is clustered mainly in the Lyon and Paris regions, including its freight and business aviation airports.

**MULTILOCAL** > SEGRO'S BLEND OF LOCAL KNOWLEDGE AND MULTINATIONAL EXPERTISE CONTINUES TO PROVE A WINNING COMBINATION FOR OUR CUSTOMERS.

**CREATING BUSINESS FUTURES** > AS A BUSINESS, OUR SCALE PROVIDES CUSTOMERS WITH A SECURE FOUNDATION. THIS, TOGETHER WITH AN EXTENSIVE LANDBANK, IN-DEPTH PROPERTY EXPERTISE AND FIRST-CLASS PRODUCTS, MEAN WE ARE AN ASSURED PARTNER FOR ALL BUSINESSES.

**602** hectares of development land in key locations across the SEGRO portfolio

## BUILD TO SUIT

OUR DEVELOPMENT TEAMS ARE EXPERTS IN DELIVERING RAPID AND COST-EFFECTIVE SOLUTIONS TO MEET INDIVIDUAL BUSINESS NEEDS BY WORKING IN CLOSE PARTNERSHIP WITH OCCUPIERS THROUGH THE DESIGN, PLANNING AND DELIVERY STAGES.

WE HAVE DEVELOPED BESPOKE FACILITIES FOR OUR CUSTOMERS INCLUDING HQ OFFICE CAMPUSES, DISTRIBUTION WAREHOUSES, FACTORIES AND DATACENTRES.



### JACOBS

In 2007, engineering firm, Jacobs, took 12,542 sq m of pre-let space at Winnersh, Reading, with plans for its new UK Headquarters. The building was completed in December 2009 and was awarded a BREEAM rating of 'Very Good'.



### WELLMAN

Wellman Defence Limited had a successful move to new premises at SEGRO's Merlin Park in Portsmouth in February 2009. A bespoke 3,344 sq m building was constructed, enabling the company to maintain its world technology lead in submarine atmosphere-control equipment.



### EQUINIX

In 2007, a new 7,246 sq m facility incorporating 836 sq m of ancillary office 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 27,871 sq m which was delivered in January 2010.



### FLUOR

In 2009, Fluor agreed 19,510 sq m of pre-let space at IQ Farnborough. Completed in June 2010, the scheme consists of four buildings for Fluor's new EMEA Oil and Engineering HQ.

EUROPE'S LEADING PROVIDER OF  
FLEXIBLE BUSINESS SPACE

[SEGRO.com/propertysearch](http://SEGRO.com/propertysearch)

All paper used in this brochure is Cocoon Silk which is 50% post consumer reclaimed material. It has 50% FSC (Forest Steward Council) mixed sources certified and the pulp is bleached using an Elemental Chlorine Free process.



**SEGRO.com** The information in this brochure is correct at 31 December 2010.  
For full property analysis go to [SEGRO.com/propertyanalysis](http://SEGRO.com/propertyanalysis)

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