

**SEGRO**



# MILAN ASSET TOUR

15 – 16 November 2022



# ASSET TOUR HOSTS



**Marco Simonetti**

Managing Director  
Southern Europe



**Eric Véron**

General Manager  
Vailog



**Giulio Dellatorre**

Director Project &  
Administration  
Vailog



**Luca Sorbara**

Director Investment &  
Development  
Vailog

# ASSET TOUR ITINERARY

## Tuesday 15 November 2022

- 10:25 Arrival at Milan LIN Airport and transfer to the office
- 11:45 Introduction and light lunch
- 14:00 Depart for CSG Logistics Park
- 15:00 Tour of CSG Logistics Park and customer visit
- 17:00 Return to Milan
- 19:30 Meet at Rosa Grand hotel lobby and depart for dinner at *Voce, di Aimo e Nadia* (Pz. della Scala)

## Wednesday 16 November 2022

- 07:45 Meet at Rosa Grand hotel lobby
- 08:00 Depart for Rho-Pero Milan
- 08:45 Tour of Rho-Pero Milan
- 09:30 Depart for Novara DC1
- 10:00 Tour of Novara DC1
- 11:15 Depart for Milan MXP Airport

# INTRODUCTION

# SEGRO ITALY - HISTORY

**1920**

Creation of Slough Estates Trading Company Ltd



**2006**

First offices in Italy (focusing on North Italy)



**2007**

Slough Estates changes its name to SEGRO and becomes a REIT



**2013**

SEGRO and PSP Investments form a new JV in Continental Europe: SEGRO European Logistics Partnership (SELP)



**2015**

SEGRO acquires 90% of VAILOG, a major logistics developer in Italy



**2018**

Expanding to other parts of Italy; first logistics park in Rome



*Our big-box assets in Italy are developed by Vailog (part of the SEGRO group) and offered for sale to SELP on completion.*

# SEGRO ITALY - KEY OPERATIONAL METRICS

AuM: €2.2bn

Portfolio value: €1.4bn

Headline rent: €50m

ERV: €52m

- Reversionary potential: €2m

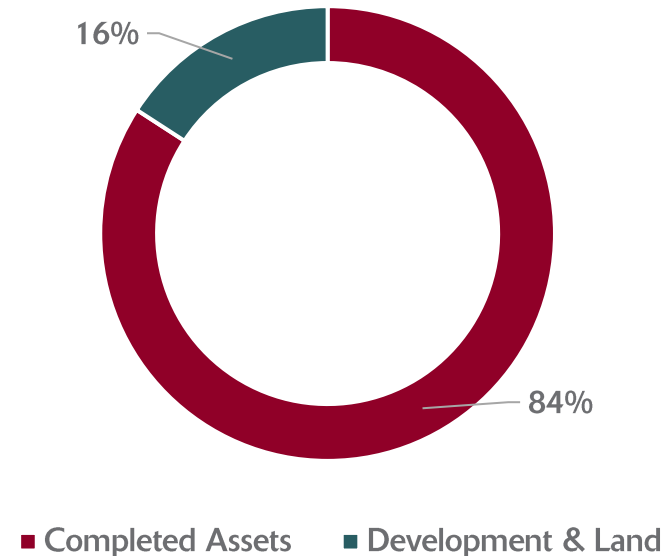
Occupancy: 97%

WAULT (to break): 10 years

Net true equivalent yield: 3.8%




Average rent: €67 per sqm

SEGRO Italian portfolio  
Based on valuation at 30 June 2022



# PORTFOLIO OVERVIEW



-  Existing assets (stand-alone assets)
-  Existing assets (parks)
-  Development sites (on site)

- ① Amazon, Iper
- ② Amazon
- ③ Amazon, Decathlon
- ④ Leroy Merlin, C2U, Fiege, Antony Morato, Moncler, GXO, Marr, Tannico, Als, E2K, Desktoo, Blu, Tiesse
- ⑤ Ynap, Tiesse, Aldi, SDA, OneExpress
- ⑥ Ynap, OneExpress, NaturaSi, JLR, DueTorri, Champion, Pallex, Logista
- ⑦ Metro, SDA, Amazon Car/Truck Parking
- ⑧ Amazon, Leroy Merlin, Unieuro

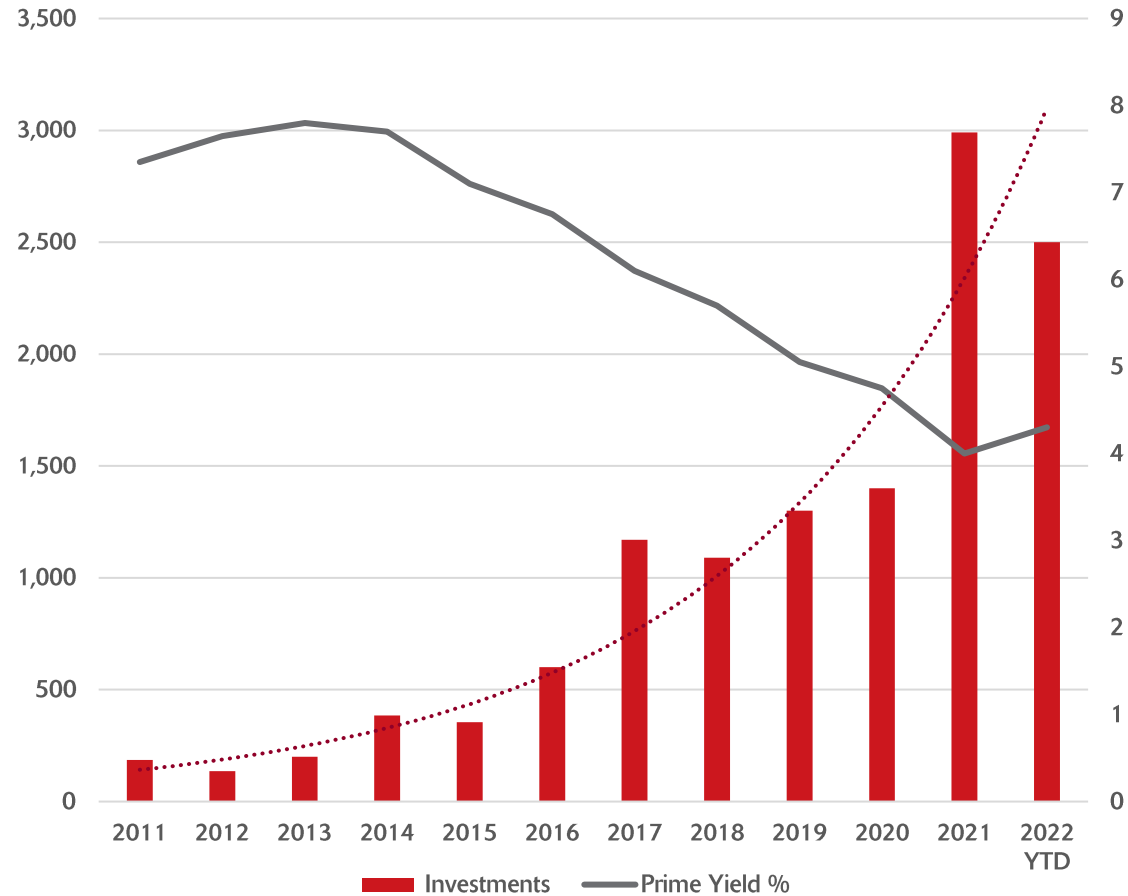


# MARKET UPDATE

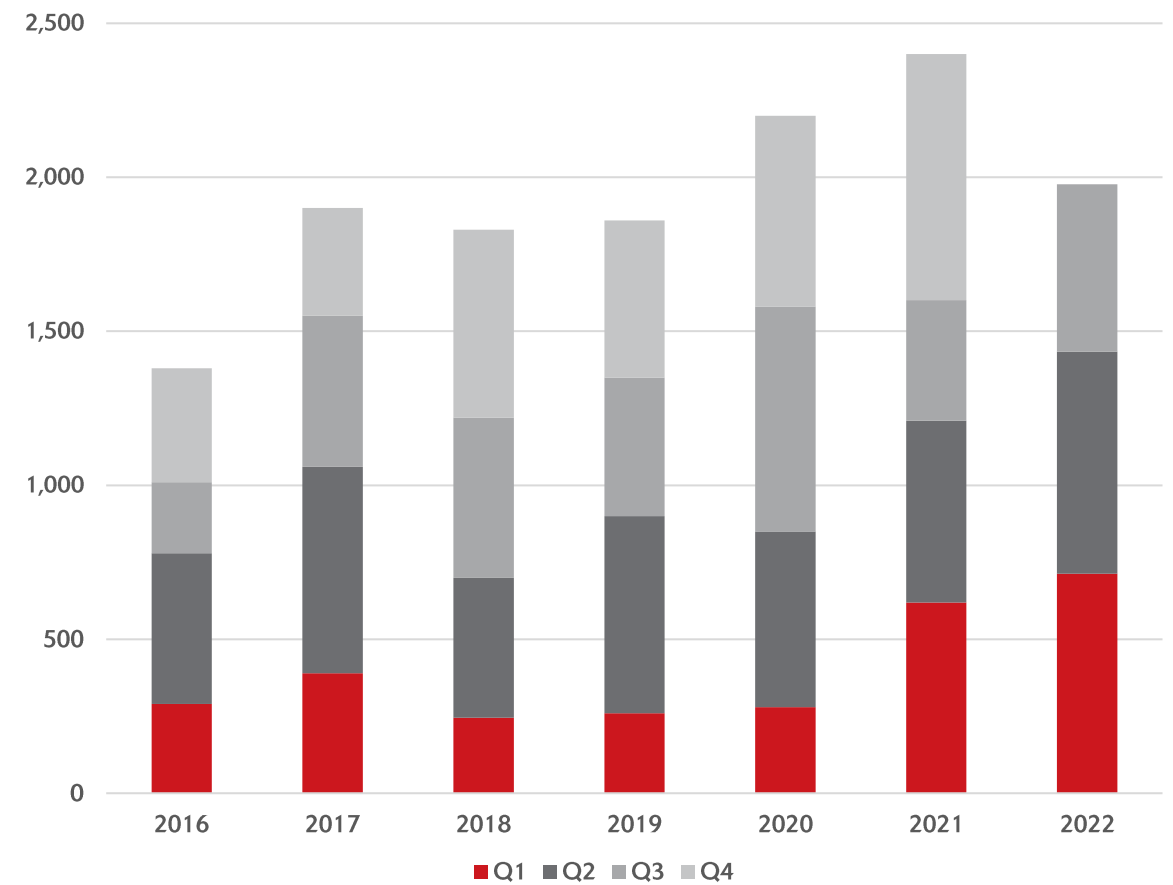


# ITALIAN INDUSTRIAL MARKET UPDATE

## Investment remained strong in Q3 2022



## Occupier demand year to date ahead of record 2021 levels

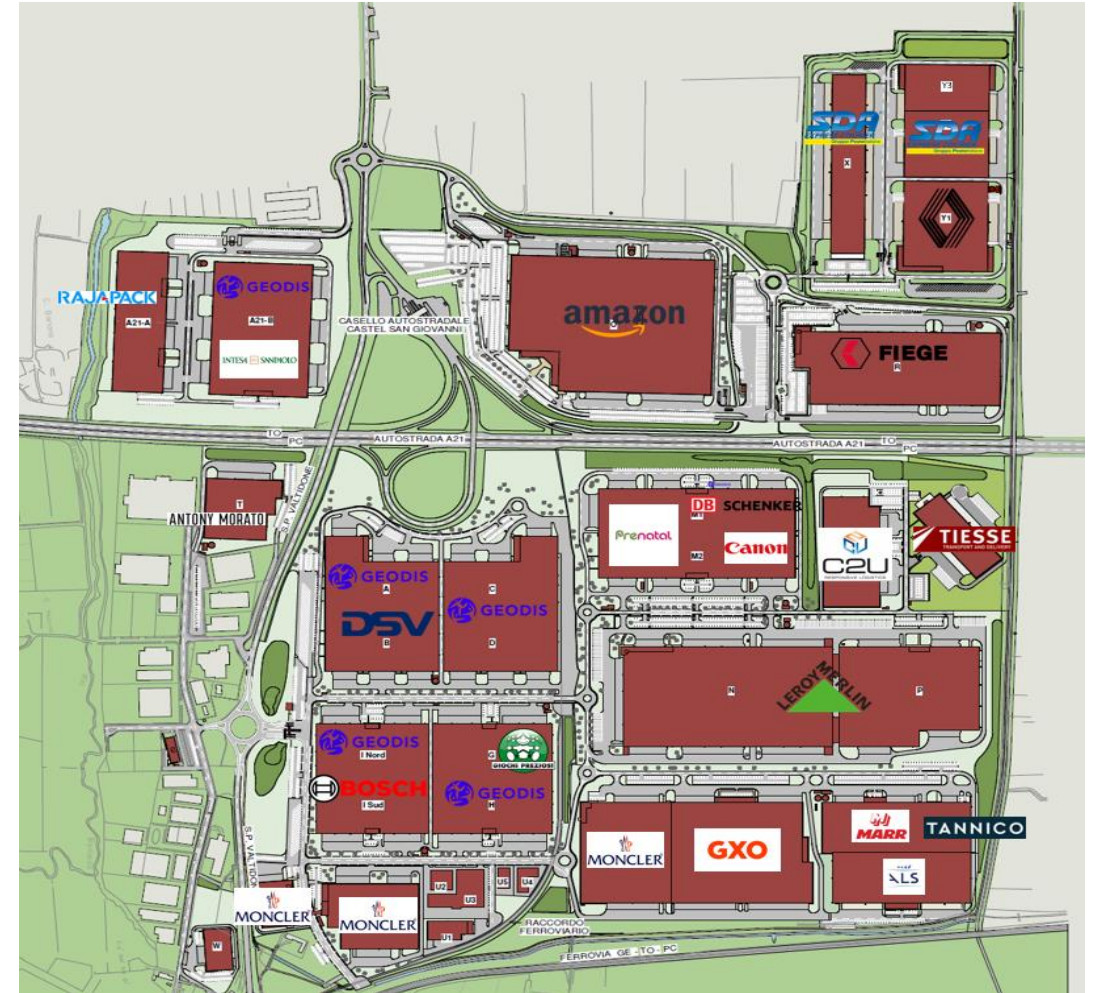


# ASSET TOUR

# CASTEL SAN GIOVANNI LOGISTICS PARK

- 87-hectare logistics park located 70 km south of Milan
- Situated on the E70 (a west-east European route, extending from Spain to eastern Italy)
- Established in 2004 by Vailog, SEGRO's first asset completed in 2015
- Home to a variety of customers: 3PLs, automotive, toys, textile, food, domestic appliances
- Solar capacity of 7.1MW with a further 4.1MW to be installed by H1 2023
- Partnership with local farmers (including livestock grazing and production of crops)

Key Metrics (at 30 June 2022)	
Lettable space	385,000 sqm
No of customers	13
Value (at 100%)	€211m
Net True Equivalent Yield	5.2%
Headline rent	€9m at share (total headline rent for all buildings: €16m)
ERV	€9m
Occupancy	100%
WALVT (to break)	7 years



# CASTEL SAN GIOVANNI LOGISTICS PARK



# RHO - PERO MILAN

- 10-hectare former greenfield land
- Situated 13 km far from Milan city centre, in the municipalities of Rho and Pero
- Prime location adjacent to Milan Fiera exhibition centre
- Close to the intersection of A50 (motorway that connects the suburban area of Milan from south-east to north-west) and A52 (motorway that connects the northern suburban area of Milan)
- Works to commence in Q1 2023
- Bringing 90 MVA (2 lines) to site, potentially making it suitable for a data centre
- 2.7-hectares of green space rich in biodiversity

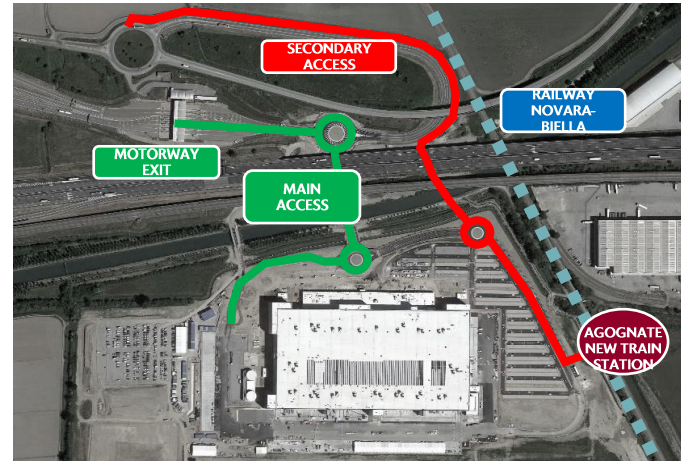


# RHO - PERO MILAN



# NOVARA LOGISTICS PARK

- 19-hectare distribution centre and office located 55 km west of Milan
- Situated directly off the A4 motorway (connecting Turin and Trieste via Milan and Venice)
- Prime location close to Novara-Biella railway serving provinces of Vercelli and Novara
- New Agognate train station being built adjacent to the park
- Built in 2021 as a pre-let for Amazon
- Solar capacity of 1MW
- BREEM 'Excellent'



- Further 11-hectares to be completed in 2024 comprising of 3 smaller and 1 large units

Key Metrics (at 30 June 2022)	
Lettable space	189,000 sqm
No of customers	1
Value (at 100%)	€182m
Net True Equivalent Yield	3.5%
WAULT (to break)	14 years

# NOVARA LOGISTICS PARK





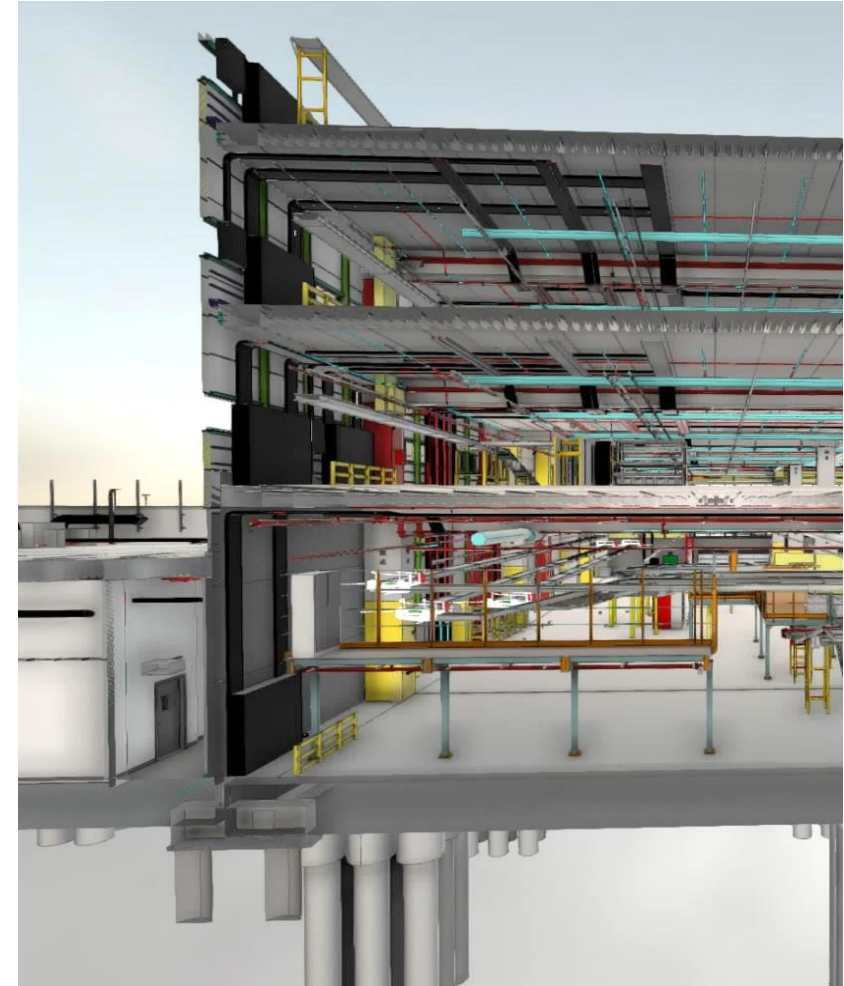
# RESPONSIBLE SEGRO - SUSTAINABLE TECHNOLOGIES

More than 1.8m sqm of our buildings have been BREEAM certified and achieved at least the level 'Very Good', 'Excellent' or 'Outstanding' (since 2009).

Working to obtain Zero Carbon Certification, which verifies the operational and embodied carbon emission of a building project.

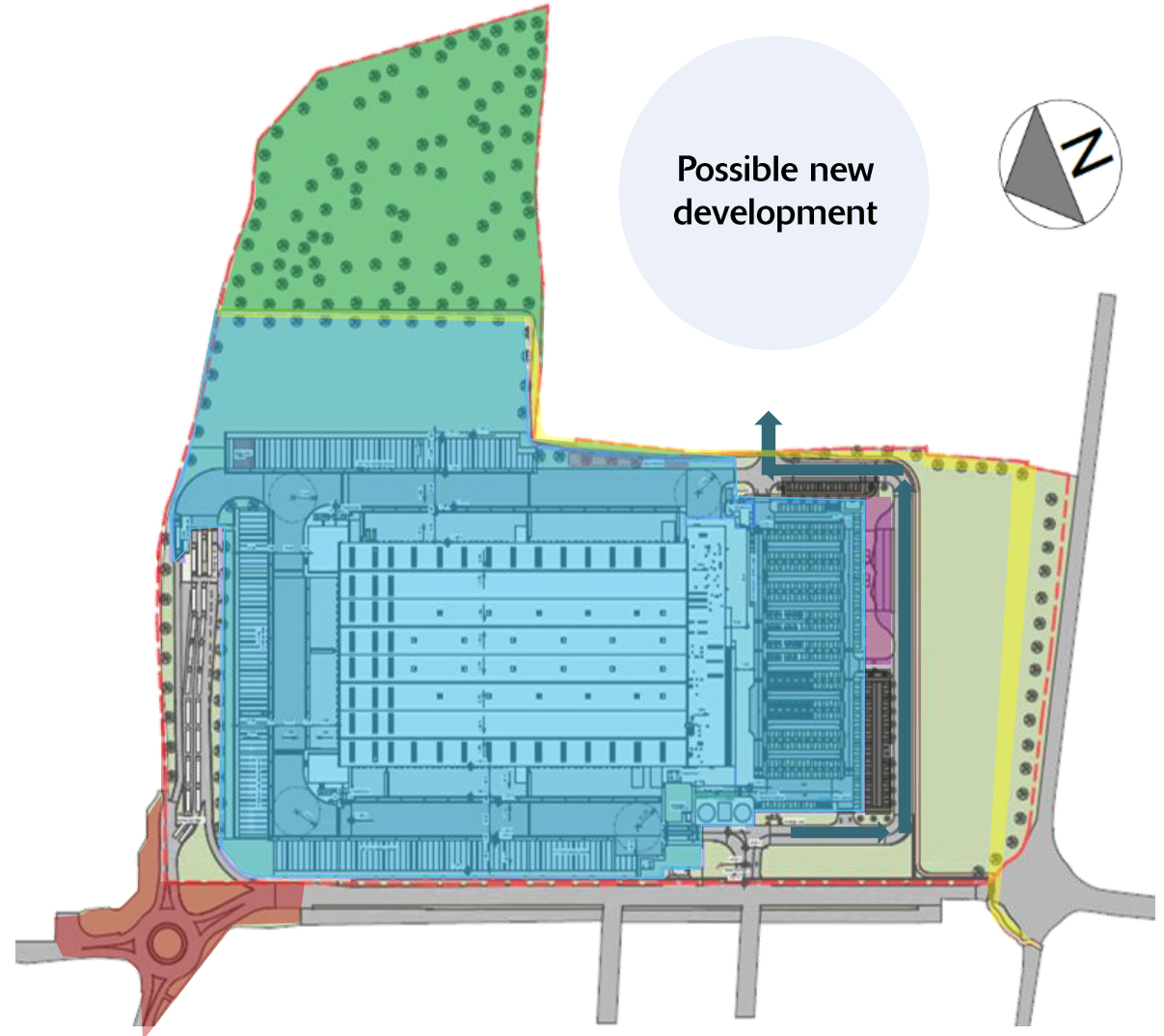
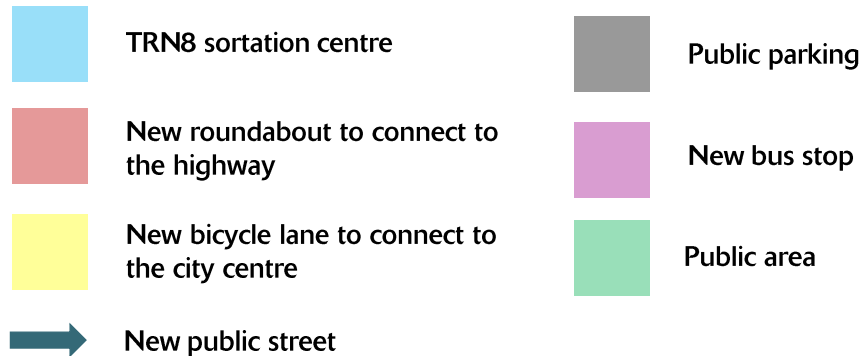
Strong partnership with Nephos, a PropTech company specialised in property services for industrial real estates.

Installing Smart Meters technologies, a smart platform focused on consumption monitoring, PV systems and prompt reporting of faults.



# CASE STUDY – NET ZERO CARBON IN TURIN

- Turin DC2 is an Amazon sortation centre that will be completed in March 2023
- Strategically located, near to the key highways
- It will be the first warehouse in Italy to achieve the Net Zero Carbon Certification by ILFI
- 20-hectares site consisting of logistics warehouses (30,000 sqm), offices (3,600 sqm) and green space (20,000 sqm)



# RESPONSIBLE SEGRO – COMMUNITY AND WELLBEING



## URBAN FARMS

40,000 sqm within Rome South Logistics Park home to donkeys trained for pet therapy

10,000 sqm within Novara Logistic Park, home to cows being raised and cared for with the help of students

Other animals grazing within our parks: sheep, geese, chickens and beehives



## WORKING WITH LOCAL FARMERS

Collaboration with small local entities for the transformation of raw materials into final produce (we produce honey, eggs, quinoa, apple juice, wool scarves, wool plaids and hand cream)



## INVESTING IN LOCAL COMMUNITIES

Hosts of a piano competition allowing young talent to break through to the musical world

Promoting cultural initiatives, and supporting partners focused on health & safety and cultural matters

Maintenance of public parks in some of the municipalities where we develop



## WELLBEING SPACES

Addition of wellbeing facilities such a fitness trail in Bologna, Padel tennis court and football pitch in Rome South, and a basketball court in Turin

Green rooftops available for the employees of our customers

Planted 9.5-hectares of trees and plants, including: olive, apple, orange, hazelnut, walnut, rosehip, lemon and cherry

# Q&A

# CONTACT DETAILS

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