SEGRO
WHERE BUSINESS WORKS

Cushman & Wakefield

Thames Valley Market Overview

CUSHMAN & WAKEFIELD

The SEGRO Team

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DATA CENTRES

Secure, diversified income

BE PREPARED

UNIQUE CLUSTER

Opportunities

TRUSTED PARTNERSHIPS

GROWTH

SEGRO DATA CENTRES

Stickiness

Trends

INFLATION PROOF

Diversification

INVESTING IN THE FUTURE

LONGER TERM INCOME

PREMIUM RENTS

EMERGING ASSET CLASS

Speed to market

THE THAMES VALLEY OFFICES MARKET

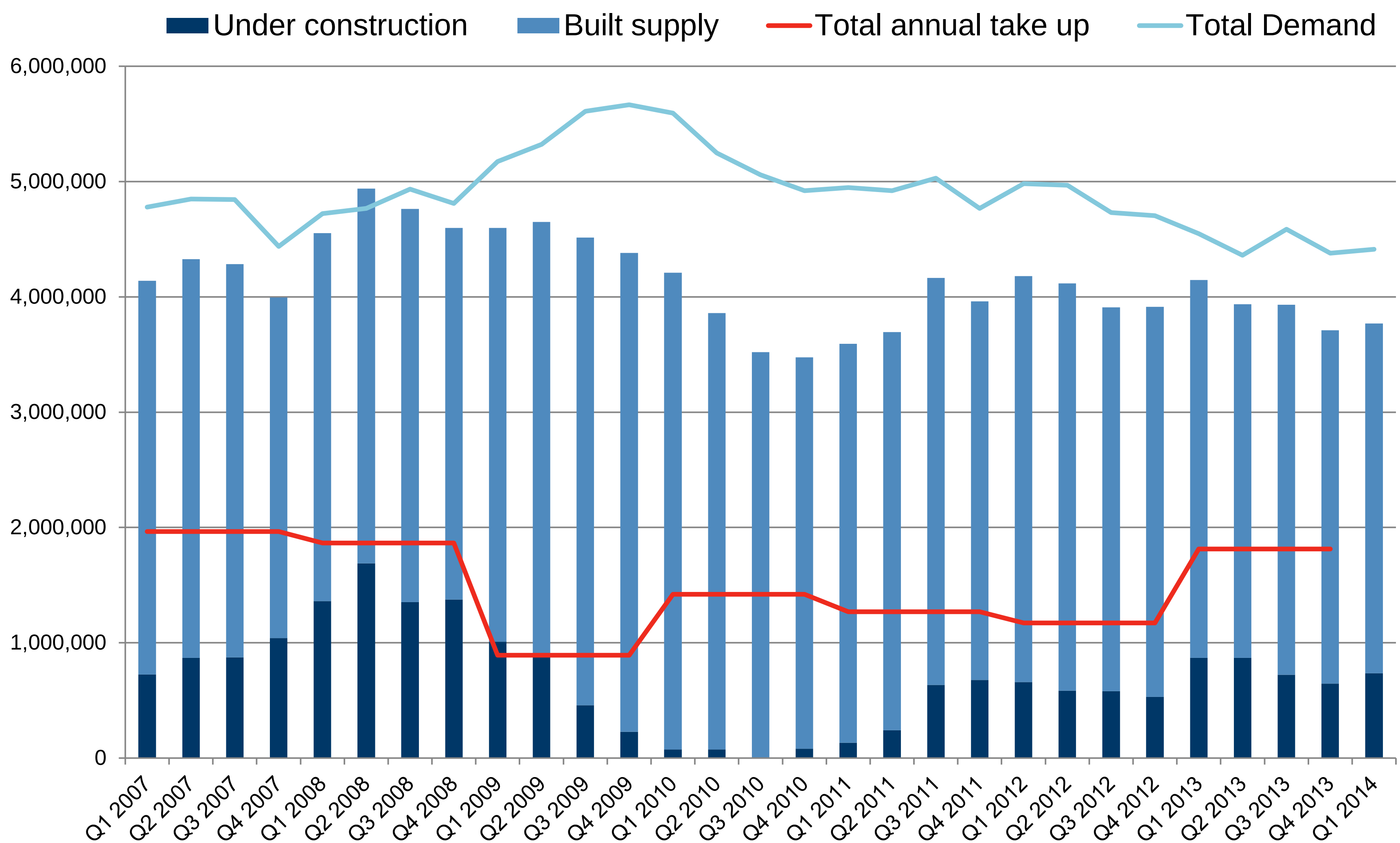
10 Year Comparison

	2003	2008	2013
Supply (year end)	6.32m	3.22m	3.07m
Under Construction (year end)	0.25m	1.37m	0.65m
Take-up (annual)	1.3m	1.87m	1.81m
Demand (year end)	4.83m	2.43m	2.99m

- Transaction activity improved in 2013: 50% increase on 2012 and 20% ahead of 10 year average
- Grade A supply reducing
- Increased occupier confidence and headcount growth
- Demand continues to be strongest in West London (Hammersmith to M25)
- Rental growth now occurring in strongest sub markets
- Investment market buoyant

THE THAMES VALLEY OFFICES MARKET

Supply & Take Up



SEGRO

SOUTH EAST AND SLOUGH

Spares

SLANTS AND TRENDS

SPZ – Speed, Simplicity, Surety

SLOUGH TRADING ESTATE

SPECULATIVE DEVELOPMENT

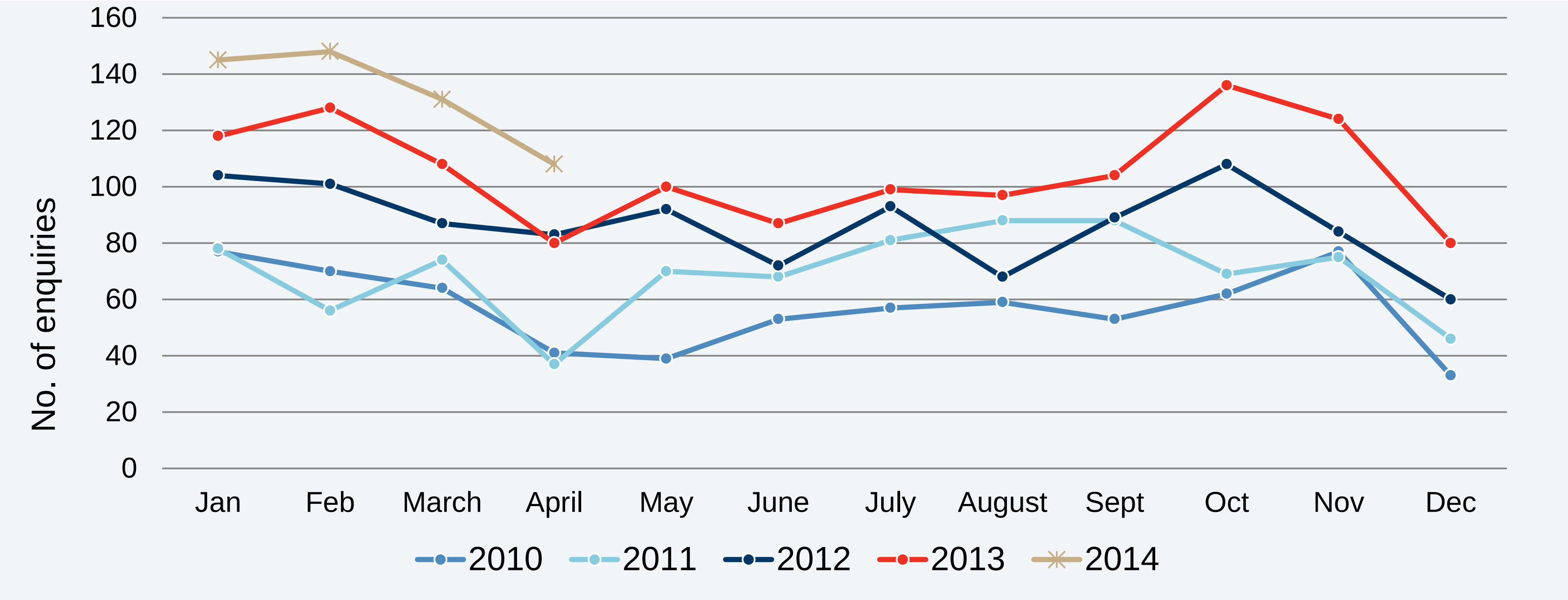
SHIFTS IN RENT

Specifications and sorts

Supply / Demand

SLOUGH TRADING ESTATE

Enquiries and Lettings Analysis

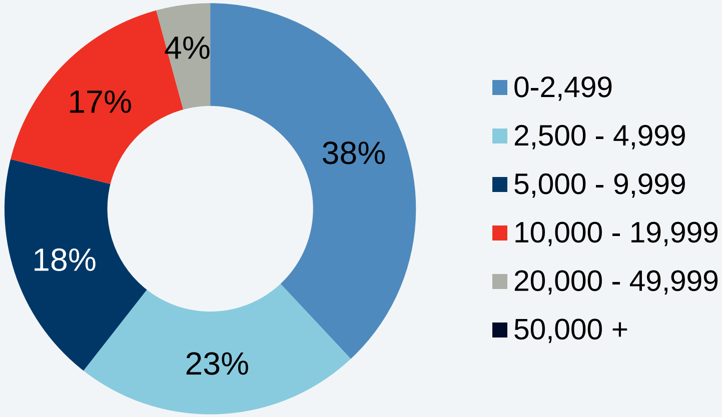


SEGRO

SLOUGH TRADING ESTATE

Availability Statistics

NUMBER OF UNITS (71 in total)



BY SQ FT (442,911 in total)