



A SEGRO GROUP COMPANY

Company Presentation



Company overview - VAILOG

- Vailog is a real estate development and investment company specialized in logistics (www.vailog.com)
- Vailog is part of the SEGRO Group (www.segro.com), a leading UK- based Real Estate Investment Trust with over EUR 9 billion of assets under management
- **Vailog is Italy's nr. 1 industrial real estate development company**
- With an average turnover of EUR 150 mn in 2013-2018, Vailog is growing strongly thanks to its leading position in Italy and expansion abroad
- Offices in Milan and Paris
- Core business: industrial real estate development
- A unique portfolio of real estate assets and a strong pipeline in industrial real estate



Company overview - SEGRO

- SEGRO is a leading owner, asset manager and developer of modern warehousing, light industrial and data centre properties, principally concentrated in London's Western Corridor (including the Thames Valley) and in key conurbations in France, Germany, Italy and Poland.
- SEGRO owns or manages 6.0 million square meters of space worth over EUR 10 billion, serving 1,200 customers from a wide range of industries. Its properties are located around major conurbations and at key transportation hubs across eight European countries, principally in the UK, Germany, France, Italy and Poland.
- The SEGRO portfolio is concentrated in areas expected to benefit from strong tenant demand with limited supply of competing product. SEGRO buildings are located on the edge of major urban conurbations and around key transport hubs.
- SEGRO has a long heritage, founded in 1920 in Slough (UK)
- SEGRO counts 350 employees, operating in 9 countries



Vailog's most significant achievements



- 2003**
 - First lease signed: 50,000 m² to Indesit in Bologna
 - Italy's largest lease: 73,000 m² to Giochi Preziosi in CSG Logistics Park
- 2004**
 - First development with Germany's largest real estate fund DEKA: EUR 56 mn
- 2005**
 - CSG Logistics Park: Italy's largest modern logistics park (now 535,000 m²)
- 2007**
 - Development with LaSalle Investment Management: EUR 83 mn
 - UPIM tender in Italy: 54,000 m² pre-leased (EUR 40 mn)
- 2008**
 - Joint venture with LaSalle Asia (EUR 100 mn) to develop Chinese activities
 - Handover of first development in the Netherlands (Geodis)
- 2009**
 - First handover in Shanghai to Toll Asia (42,000 m²)
 - First photovoltaic installations in Piacenza (2.8 MW) and CSG (1.0 MW)
 - Vailog Songjiang Logistics Park ranks 4 in China Logistics Parks Top 50
- 2010**
 - DB Schenker Shanghai: Vailog completes 12,000 m²
 - Vailog pre-leases 100,000 m² to XAC in Kunshan, China
 - New build-to-suit for Geodis in Paris (20,300 m²)
 - New construction start of 122,000 m² in Shanghai
- 2011**
 - New construction start of 64,000 m² in CSG Logistics Park
 - First handover in France (Port of Paris, over 20,000 m²)
 - Handover of 40,000 m² to Deka in Pontenure, Italy
- 2012**
 - New lease with iHush in Shanghai (24,000 m²) New construction start of 30,000 m² and 25,000 m² in Interporto of Bologna
 - New lease of about 60,000 m² to Darty in Lyon, France
 - New construction start of 87,000 m² in CSG Logistics Park

- 2013**
 - New turnkey project for La Poste (21,000 m²) in the Port of Paris
 - New construction start of 168,000 m² in Chongqing (West China)
 - New lease agreement 101,000 m² North Jiading, Shanghai
- 2014**
 - New lease contract of about 8,500 m² to DACHSER at the airport of Orly, Paris
 - New construction start of 14,000 m² at Interporto Bologna to OneExpress
 - New construction start of 14,000 m² to YOOX/ Geodis at Interporto Bologna
 - Two lease agreements of 17,500 m² to Amazon and China Post at Nanjing Jiangning Logistics Park, China
 - New lease of about 65,000 m² to BEST SELLER in Shanghai, China
- 2015**
 - New construction start of 93,000 m² to Leroy Merlin in CSG Logistics Park
 - New construction start of 8,500 m² at Interporto Bologna for Celesio
 - SEGRO acquisition of Vailog
 - New construction start of 17,600 m² to OVS Group in Pontenure, Italy
- 2016**
 - New construction start of 37,500 m² at Interporto Bologna for EcorNaturaSi
 - New construction start of 13,000 m² at Interporto Bologna for Yoox Net-a-Porter
 - New construction start of 14,800 m² at Interporto Bologna for OneExpress
 - New construction start of 17,700 m² at Airport of Paris Orly
 - New construction start of 46,000 m² in Landriano, Milan South, for Yoox Net-a-Porter
 - New construction start of 155,000 m² in Rome North, Fara in Sabina
 - New lease agreement of 46,000 m² to LIDL in Lyon, France
 - New construction start of 13,000 m² at Port of Paris
 - New construction start of 16,000 m² at Interporto Bologna for Jaguar Land Rover
- 2017**
 - New construction start of 42,000 m² at Interporto Bologna for Yoox Net-a-Porter
 - New construction start of 28,000 m² in Landriano (Milan South) for Tiesse
 - New construction start of 47,300 m² at CSG Logistics Park for Leroy Merlin (extension)
- 2018**
 - New construction start of 22,600 m² at CSG Logistics Park for Close2You
 - New construction start of 11,200 m² in Turin (Brandizzo) for Amazon
 - New construction start of 52,700 m² at CSG Logistics Park for Fiege – Inditex
 - New construction start of 34,200 m² at Casirate D'Adda (Milan East) for Amazon



Activities

- Our buildings benefit from the highest construction standards for logistics, including a.o.:

- clear height	:	10.50m - 18.00m
- sprinkler	:	NFPA
- slab resistance	:	5t /m ² - 8t /m ²
- environmental	:	since 2009, solar panels installed on warehouse roofs

- All new warehouses benefit from BREEAM certification (“Very Good and Excellent”)
- The construction planning, design and architecture of our buildings are managed by our in-house team of professionals.
- We adapt the design and the building specifications to our customers’ requests.



Portfolio

Vailog has a strong portfolio of prime customers



BOSCH

INDITEX

ANTONY MORATO



GEODIS



amazon



zalando

DECATHLON



ONE EXPRESS
IL PALLET ESPRESSO



**YOOX
NET-A-PORTER
GROUP**

McKESSON

RAJAPACK
N°1 IN EUROPE FOR PACKAGING



OVS

DACHSER



SCHENKER



Projects in Europe

➤ current developments



Milan



Landriano



Paris



Padua



Piacenza



Lyon



Turin



Florence



Bologna



Rome



Projects in Italy

CSG Logistics Park

CSG
LOGISTICS PARK

Total size:

600,000 m²

Investment value:

EUR 450 million

2004 - 2017



DSV

MONCLER

LEROY MERLIN



BOSCH

GEODIS

RAJAPACK
N°1 IN EUROPE FOR PACKAGING

amazon

www.vailog.com

Projects in Italy

CSG Logistics Park

CSG
LOGISTICS PARK

Size:

CSG O: 105,000 m²

CSG R: 52,716 m²

Investment value:

EUR 105 million

Completed:

2016

amazon



INDITEX



FIEGE



Projects in Italy

Milan South

MILAN SOUTH A Landriano (PV)

Size:

28,000 m²

Completed:

August 2017



MILAN SOUTH C Landriano (PV)

Size:

54,000 m²

Completion:

July 2019



Projects in Italy

Milan South

MILAN SOUTH DC2
Landriano (PV)

Size:
54,000 m²

Completed:
September 2017

YOOX
NET-A-PORTER
GROUP



Projects in Italy

Milan East

MILAN EAST DC2 Casirate (BG)

Size:
35,500 m²

Completion:
August 2018



MILAN EAST DC3 Casirate (BG)

Size:
60,000 m²

Completion:
October 2019



Projects in Italy

Interporto Bologna

BOLOGNA DC6

Size:

14,000 m²

Investment value:

EUR 10 million

Completed:

October 2014



YOOX
NET-A-PORTER
GROUP

BOLOGNA DC7

Size:

14,000 m²

Investment value:

EUR 10 million

Completed:

December 2014



BOLOGNA DC9

Size:

14,800 m²

Investment value:

EUR 11.5 million

Completed:

November 2016



BOLOGNA DC10

Size:

37,000 m²

Completed:

December 2016



EcorNaturaSi
prodotti biologici e biodinamici



Projects in Italy

Interporto Bologna

BOLOGNA DC11

Size:

13,000 m²

Completed:

October 2016



YOOX
NET-A-PORTER
GROUP

BOLOGNA DC12

Size:

59,000 m²

Construction:

2017 - 2018



YOOX
NET-A-PORTER
GROUP



BOLOGNA DC13

Size:

Phase 1: 16,500 m²

Completion:

October 2017



BOLOGNA DC14

Size:

20,000 m²



Projects in Italy

Rome North

ROME NORTH DC1
Fara in Sabina (RI)

Size:

158,000 m²

Completed:

August 2017



Projects in Italy

Rome

ROME NORTH DC2

Size:
17,000 m²

Completion:
Q1. 2020

SDA
EXPRESS COURIER



ROME SOUTH A+B

Size:
128,000 m²
74,000 m²

Completion:
Q1. 2020



Projects in Italy Amazon Delivery Stations



MILAN DS1
(Via Toffetti)

Size:

10,000 m²

Completion:

September 2017



FLORENCE DS1
(Calenzano)

Size:

6,400 m²

Completion:

September 2017



VENICE DS1
(Padua)

Size:

8,000 m²

Completed:

September 2017



TURIN DC2

Size:

11,000 m²

Completed:

July 2018



Projects in Italy Amazon Delivery Stations

MILAN DS2
Burago (MB)

Size:

6,300 m²

Completed:

May 2018



VERONA DS1

Size:

11,700 m²

Completion:

May 2019

ROME DS1

Size:

9,300 m²

Completion:

April 2019



Projects in Italy

Other Locations

PIACENZA LOGISTICS PARK (Pontenure)

Total size:
Bldg D: 18,000 m²

Completed:
May 2016



OVS

MAGENTA LOGISTICS PARK (Milan West)

Total size:
45,000 m²
Investment value:
EUR 37 million

Completed :
2007



TURIN DC1

Size:
36,000 m²

Completed:
May 2016

DECATHLON



MILAN EAST DC1

Size:
34,000 m²

Acquisition:
October 2016



Projects in Italy

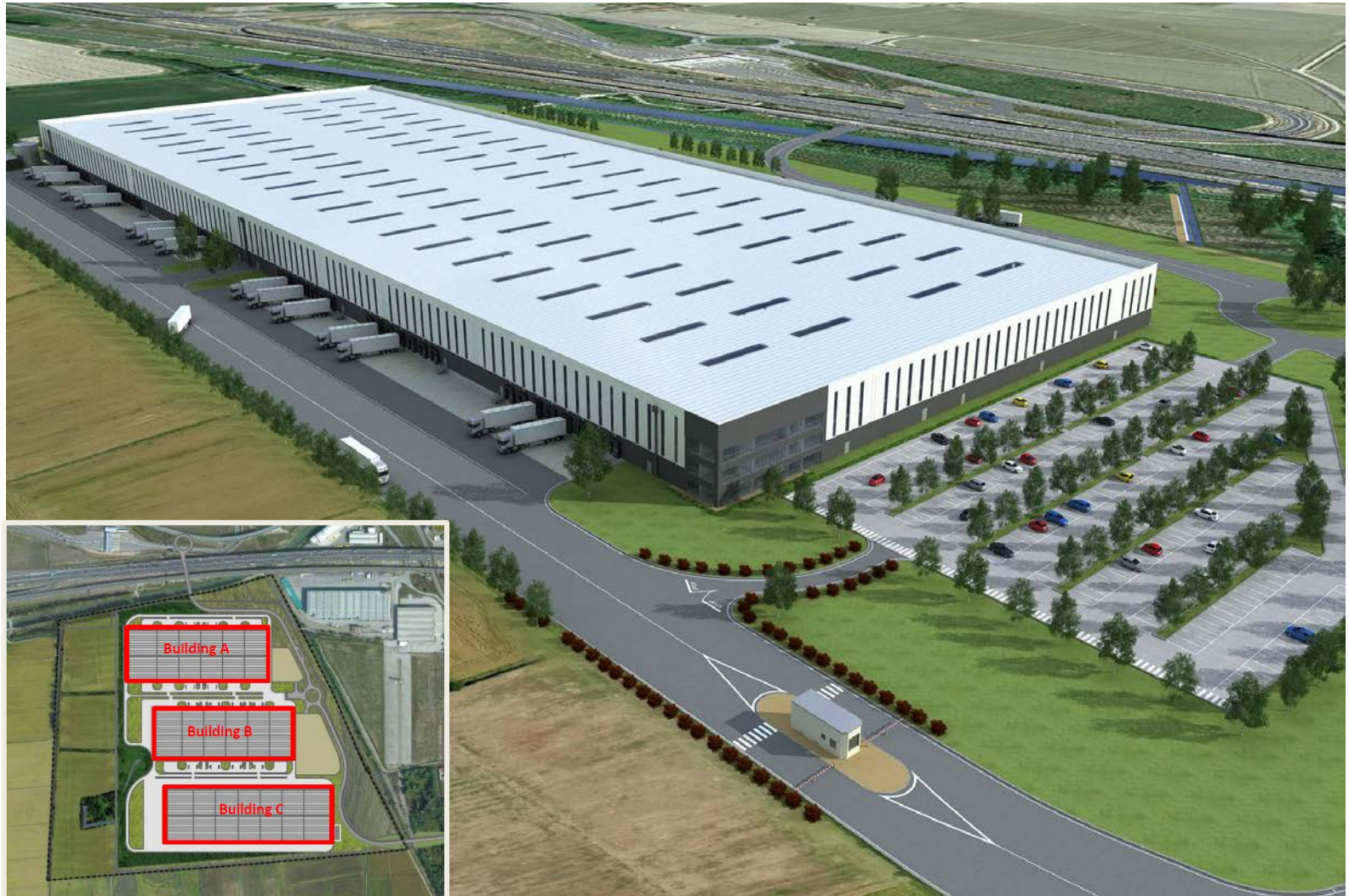
Other Locations

**NOVARA
LOGISTICS PARK
(Milan West)**

Total size:

Phase 1: 70,000 m²

Phase 2: 166,000 m²



Projects in Italy

Other Locations

VERONA DC1
(Nogarole Rocca)

Size: 126,540 m²

Investment value:

60 million

Completed:

April 2019

 zalando



Projects in France

Paris

PARIS DC1 BONNEUIL (94)

Size:

20,300 m²

Investment value:

EUR 15 million

Completed:

2011



PARIS DC2 BONNEUIL (94)

Size:

21,000 m²

Investment value:

EUR 18 million

Completed:

March 2015



PARIS DC3 PLESSIS PATE (91)

Size:

7,000 m²

Completed:

2012



PARIS DC4 WISSOUS (91)

Size:

8,500 m²

Investment value:

EUR 7 million

Completed:

April 2015



Projects in France

Paris

**PARIS DC5
WISSOUS (91)**

Size:
18,000 m²

Completed:
October 2016



**PARIS DC6
GENNEVILLIERS (92)**

Size:
13,000 m²

Completed:
August 2017



**PARIS DC7
GENNEVILLIERS (92)**

Size:
63,000 m²

Investment value:
EUR 59 million

Completion:
Q1. 2019



Projects in France

Lyon

LYON DC1
SYNTEX PARK
PUSIGNAN (69)

Size:

59,000 m²

Investment value:

EUR 35 million

Completed:

2014



LYON DC2
ST. QUENTIN-
FALLAVIER (38)

Size:

46,000 m²

Demolition:

Q2.2016 –
Q4.2016

Construction:

Q1.2017-Q1.2018



Roof-top Solar Energy Production

PHOTOVOLTAIC ENERGY PRODUCTION

Pontenure B:

1.9 MWp

CSG L:

1.0 MWp

CSG M:

3.1 MWp

Total production:

7 million kWh per year

(the equivalent of
2,500 households)



Environmental Sustainability

Vailog is committed to environmental sustainability by implementing the highest environment-friendly standards in design and construction, including amongst others:

- energy monitoring systems and BMS (Building Management Systems)
- high building insulation: reinforced sandwich panels and roof coating
- full LED lighting in warehouse, truck courts and offices
- air conditioning and heating pumps based on heat pumping technology
- CO₂ savings through solar panels on roofs; currently 6MWp installed
- reduction of passive energy consumption: light saving, dimmers, etc.
- air tightness
- recycling of rain water for sanitary use and green area irrigation

-> Since 2009 more than 1,000,000 m² of VAILOG buildings have been BREEAM certified.

-> All properties achieved the level “VERY GOOD”.

Vailog is also dedicated to the highest and best use of green areas, producing

- 7 tons of honey per year (to be increased with new projects),
- 1,000 liters of olive oil,
- 3 tons of organic rice and
- 65 kg of wool. 19 sheep are maintaining 3.5 ha of land at Vailog CSG Logistics Park



BREEAM®





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