INDUSTRIAL & LOGISTICS
CONFERENCE & SHOWCASE
8-9 MAY 2019 | HILTON LONDON SYON PARK

The leading forum for occupiers, industrial agents, developers, investors and innovators

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The Industrial and Logistics Conference 2019, brought to you by Property Week, is the platform for industrial agents, developers, investors, occupiers and innovators to network and discuss the future of the industrial and logistics sector.

Join us at the conference to debate the biggest issues in the fastest growing sector in commercial property including the changing retail landscape, land use regulation, urban logistics, the impact of Brexit, multi-let industrial assets and technology advances.

Registration

17:00

Welcome from the Chair
Mark Easton, Home Editor, BBC

18:00

High street in decline or opportunity for regeneration?
What’s really happening in the world of retail?

Bill Grimsey, Retail Specialist and Author of ‘Sold Out: Who really killed the High Street’

Campaigns to ‘save the high street’ seem as inevitable as taxes and come along as regularly as Black Friday and the January sales. But they don’t seem to be working and, frankly, is there any point? Not according to veteran retailer, Bill. He argues that the high street is dead and even the kiss of life won’t save it. In ‘Sold Out: Who really killed the High Street’ and his own Grimsey Reviews 1 & 2, he calls on government and industry to face up to the urgent need for urban regeneration and retail transformation. Get ready for some straight talking; he’s going to tell us who killed the high street, and why it’s time to bury the body and move on.

Bill has spent more than 45 years in retail, starting as a 15-year-old butcher’s boy and ending as the CEO of store groups in the UK, South Africa and Hong Kong. Along the way he’s had leading roles at Tesco, masterminded the recovery of DIY group Wickes and saved Iceland and Booker from administration. He’s earned a reputation as a change master and turnaround specialist, and continues to be a highly vocal critic of government policy regarding UK retail and the regeneration of the high street.

What occupiers want

We have invited three of the UK’s most influential occupiers to outline their ambitions, home in on their challenges and lay down the gauntlet to the industrial and logistics sector. They will tell us how their world is changing; how it is being challenged in the short term by Brexit and how it will be transformed in the long term by smart technologies, transport connectivity and the rapid rise of online retail and home delivery.

Panellists

Nigel Harris
Partner and Senior Asset Manager
John Lewis

Ian Henderson
Group Property Director
Wincanton

Nick Pinney
Divisional Property Director
Travis Perkins

19:30

Drinks reception and networking
A chance to network with occupiers and industry peers.
Thursday 9 May

09:00
Welcome from the Chair
Mark Easton, Home Editor, BBC

09:10
Disruptive technology
David Moloney, Director - Innovation and Transformation, PwC

David helps organisations navigate disruptive technology, particularly artificial intelligence and blockchain. As a technologist he has always helped match technical capability to business need; prior to being a disruptor he was a cyber research director, and before that, a forensic technologist.

09:40
How an AI-enabled world will work – reshaping supply chains, society and the global economy
Daniel Hulme, CEO, Satalia and TedX speaker

Daniel Hulme has been CEO of Satalia since 2008 and, since 2014, director of University College London’s Business Analytics MSc. In both roles, he pushes the boundaries of data science, optimisation and AI to solve some of the business world’s most pressing problems. He partners on AI and logistics with big UK retail brands, including Tesco. He is the co-founder of ASI Data Science, has advisory and executive positions in several companies and holds an international Kauffman Global Entrepreneur Scholarship. He is passionate about finding new ways to use technology to govern organisations, facilitate trade and deliver positive social impact. He is an active promoter of entrepreneurship and innovation.

10:20
Riding the great tech-tonic shift
As decision makers you are bombarded by new innovations that promise quantum leaps in efficiency, effectiveness and productivity. But how do you spot the winners? And how can you tell the difference between a technology fad and a transformative change agent? Two tech experts join innovation specialist David Moloney and AI guru Daniel Hume to discuss true tech-trends and how they’ll impact our industry.

Panellists
Julian Carey
Executive Property Director
Stenprop

Jonathan Wallis
Development Director
db symmetry

11:00
Refreshments and networking

11:30
Defending our interconnected world: Securing the supply chain in the face of unprecedented change
Richard Wilding OBE, Professor of Supply Chain Strategy, Cranfield School of Management

Often described as the ‘father of the supply chain strategy’, Richard Wilding was appointed the world’s first chair of supply chain risk management in 2005 and awarded the OBE in 2013. Today he stands at the centre of a global network of academics and practitioners dedicated to supply chain innovation and the generation of economic growth and competitive advantage. At a time when our world is being reshaped by tectonic political shifts and technological breakthroughs, his presentation addresses the risks – internal, external, environmental and geo-political – that threaten the supply chain. Global manufacturing, trade and prosperity depend on interconnected businesses and the free movement of goods. Richard will explain how we can protect them.

In addition to his role as Professor at Cranfield University, Richard is Chairman of the Chartered Institute of Logistics and Transport (CILT), and a chartered fellow of both the Institute of Engineering and Technology and the Chartered Institute of Procurement and Supply. Richard was a founding committee member of the CILT’s Logistics Research Network.
Thursday 9 May

12:00 Consumer trends
Tony Mannix, Chief Executive Officer, Clipper Logistics

How is changing consumer behaviour affecting our industry? What new demands are being placed upon us and what considerations do owners and occupiers need to factor into their ways of thinking?

Tony joined Clipper Logistics in 2006, the culmination of a 30-year career in retail logistics. As a member of the executive, Tony has been actively involved in establishing the company as one of the UK’s market leaders in retail logistics. Chief among his achievements was managing Clipper’s successful flotation in 2014.

12:25 Unit A, Baytree Dunstable – disruptive innovation at work
Amit Babbar, Development Director, Baytree Logistics Properties

When it comes to designing warehouses, sustainability is the guiding principle for Baytree. That doesn’t only mean having an eye for the environment and the wellbeing of building users, it means creating spaces that are adaptable for future purpose, innovative in technology and able to flex in line with changing occupier demands. Amit introduces Dunstable 1, Baytree’s most progressive project yet, and tracks its journey from the drawing board to its prime M1 location. He will present how new technologies have been incorporated from the outset, how the anticipation of accommodating the changing needs of occupiers drove design decisions, and how what has been delivered in Dunstable points the way towards future innovation in logistics and warehousing.

Amit joined the pan-European logistics and industrial development platform, Baytree, in 2018 taking on responsibility for securing and developing new industrial and warehousing developments UK wide. He has 15 years’ experience in the real estate logistics sector, both with agency and property development companies, including Chancerygate and Colliers International.

12:50 Lunch and networking

What next for the warehouse?
We have asked four leading architects to pitch their designs that combine storage, distribution and residential living space into a single urban building. These logistics and residential hybrids could be the future, but the architectural challenge is huge. Our panel of experts will evaluate each design and consider whether it could work in the real world. Ultra-urban logistics is the top challenge as global populations coalesce towards cities and mega cities. Can our architects meet it? With live voting and the chance to comment on each design, you get to have the final say.

Moderator
Simon Pursey
Head of UK Investment
SEGRO

Industry panellists
Anju Suneja
Partner
Mishcon de Reya

Will Cooper
Director, Building and Project Consultancy
Savills

Matt Salanyk
Director
UMC Architects

Jon Ackroyd
Managing Director
Ackroyd Lowrie

Darryl Chen
Partner
Hawkins\Brown

Architects
Tim Ward
Managing Director
Chetwoods

Anju Suneja
Partner
Mishcon de Reya

Will Cooper
Director, Building and Project Consultancy
Savills

Anju Suneja
Partner
Mishcon de Reya

Simon Pursey
Head of UK Investment
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Thursday 9 May

14:40 An occupier’s perspective: DPD faces up to the high-stakes property challenges of city centre delivery
Rob Fowler, General Manager, CSR and Technical Planning, DPD Group UK

As a top player in Europe’s rapidly expanding courier express parcel market, DPD faces the challenges of city centre delivery head on. It expects parcel volume to double by 2025 and that most of the 15 billion annual deliveries being made by then will be to city centre locations. Its smart urban delivery programme is focused on property, access and transport efficiency. Rob brings us up to date with his thinking on city centre micro distribution centres and the support he needs from property providers to create them.

15:00 How modular residential buildings could open up a whole new warehousing market
Kevin Mofid, Head of Industrial Research, Savills

Modular housebuilding – creating houses in a factory location and assembling them on site – is a promising new trend for residential house builders. But its success depends on having big buildings with generous floorspace in which to build and store finished modules. The ability to provide those buildings could open up a lucrative new market for commercial property developers and owners. Based on new research, Savills’ Kevin Mofid will reveal just how real this opportunity is, how fast it’s growing, how big it might get and what modular builders will need from you.

Kevin heads up Savills’ research capability into industrial and logistics markets, co-ordinating market data collection across the UK and creating the periodical Big Shed Briefing reports. He specialises in topic and trend-based research by applying ‘real life’ issues to logistics and industrial property. Highlights of his work include a landmark study into the real estate implications of the growing waste management and recycling industry and the Warehouse of the Future Report.

In conversation with:

Tom Eshelby
Managing Director
Stelling Properties

Matt Hallissey
Head of Strategy
Top Hat

15:30 Refreshments and networking

16:00 Industrial’s got talent
As an industry we need to attract talent and diversity, and hold on to it; to encourage the brightest and the best to join us. We’ve invited a diverse panel of professionals at the start of their career in commercial property to tell us what we need to do to make our industry a top career choice for every ambitious member of Generation Z. They’ll tell us what attracted them to commercial property, what put them off, and whether their early perceptions have been reinforced or revolutionised. They’ll tell us what gets them out of bed in the morning – and whether our industry’s got it.

Moderator

Sally Bruer
Head of Research
Tritax

Panellists

Georgia Pirbhai
Senior Surveyor
Colliers International

Sebastian Patrick
Graduate Development Surveyor
db symmetry

Tom Newton
Development Surveyor
SEGRO

Abbie Ellison
Graduate Surveyor
Savills

Olivia Prisk
Development Surveyor
Gazeley
Thursday 9 May

16:30 **Location, location, location**
With the evolution of ‘last mile delivery’, retailers are looking for distribution centres outside the Golden Triangle. Which are the emerging regions, and what factors should you take into consideration when looking for the best locations?

**Moderator**
Emma Shone
Senior Reporter
Property Week

**Panelists**
Alan Holland
Business Unit Director, Greater London SEGRO
John Carter
Commercial Director
Aldermore Bank
Amy Gilham
Director
Economics Turley
Peter Ward
Chief Executive
UK Warehousing Association
Andrea Ferranti
Senior Analyst, Head of Industrial 
and Logistics Research Colliers International

17:00 **The £50m drop**
Imagine you’ve got £50m to invest. It needs to be invested in industrial and logistics real estate. But where should you invest, and why? We’ve given a group of the UK’s leading fund managers just five minutes each to convince you they’ve got the best investment strategy. Which of them will win? Use our interactive voting technology to tell us which expert has your vote.

**Moderator**
Richard Williams
News Content Editor
Property Week

**Panelists**
Rob Trevor
Senior Director
CBRE Global Investors
Jonathan Holland
Senior Fund Manager
LGIM
Danielle Sheppard
Investment Director
Barwood Capital
Mike Green
Head of UK Logistics
Aviva Investors

17:30 **Conference closing remarks**

19:00 **Evening dinner and speaker**
Roz Savage, record-holding rower, eco- adventurer, resilience coach and environmentalist

An environmental epiphany led to a radical life change, leaving an 11-year career as a management consultant to become the first woman to row solo across the Atlantic, Pacific and Indian oceans. Through her experiences she has gained first-hand knowledge and insights into courage, resilience and personal determination. Roz is now a powerful advocate for unlocking potential and living a purpose-driven life. She believes we are all capable of much more than we dare to believe we are, and inspires audiences to embrace their own vision for success by committing to excellence.

**Dress code:** business casual

*Information correct at time of print. Programme subject to change.*
Venue
Hilton London Syon Park

This stunning hotel, set on the edge of the 200-acre Syon House estate, outside of the busy hubbub of London, will encourage you to relax, focus and really “enjoy the moment” at the conference.

For travel information see website

Accommodation

Discounted rates are available at the conference hotel. There are only a limited number of rooms so you are encouraged to book as a priority.

You can book online at www.industrial.propertyweek.com

The conference fee includes:

- Welcome reception on Wednesday evening
- All conference sessions on Wednesday and Thursday
- Lunch and networking breaks on Thursday
- Drinks reception and dinner on Thursday evening

Cost £499 plus VAT
Group discounts available

To book and for Terms and Conditions visit the website at www.industrial.propertyweek.com

Showcase Hub

Working in warehousing and industrial logistics, you’ll know the vital importance of building business relationships. Visit the Showcase Hub to network and speak to our event partners showcasing their latest projects and business solutions.

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If you have any queries, please contact
logistics@propertyweek.com