

INDUSTRIAL & LOGISTICS

CONFERENCE & SHOWCASE

26-27 MAY 2021 • ONLINE EVENT

Don't miss these highlights...

KEYNOTE SPEAKERS



David Sleath
CEO
SEGRO



Kitty Ussher
Chief Economic
Advisor
Demos

HIGHLIGHTED SPEAKERS



Ollie Bycroft
Vice President, Capital
Deployment & Leasing
Prologis



Peter Rolton
Chairman
British Volt



Lora Brill
Head of Responsibility
& Environmental and
Social Governance
Orchard Street

...as we ask: will the bubble burst?

We're taking things to a new level:

- NEW - roundtable discussions
- NEW - I&LXTRA investor bonus session
- UPGRADED online platform powered by AI



[industrial.propertyweek.com](https://www.industrial.propertyweek.com)

@landLConference #landLConf

Organised by:



Platinum partner:



Gold partner:



Silver partner:



Bronze partners:



DAY ONE: Wednesday 26 May 2021

10:30 Check in & Speed Network

Join us online, register and connect with your peers. This is an exclusive opportunity to expand your network and spark new partnerships, create real conversations during the networking breaks throughout the conference. Your chance to meet the right people, with our easy to use community and event platform.

11:00 I&LXTRA Session

Chaired by: **Mark Easton**, Home Editor, **BBC**

Tapping into the market boom - The industrial and logistics sector continues to thrive while other commercial property sectors face an uncertain future, but is there still time for new entrants to profit from the market boom and what does it take to succeed? This market briefing will give new entrants critical insights and in-depth analysis of the constraints and opportunities in the sector.

Panellists:

Peter Mather, Partner, **Firethorn Trust**

Len Rosso, Head of Industrial and Logistics, **Colliers International**

Johnny Hawkins, Partner, UK Capital Markets, **Knight Frank**

13:30 Virtual showcase & networking break

Take the opportunity to engage with our partners and browse around the virtual event booths.

14:00 Welcome to Industrial & Logistics 2021

Mark Easton, Home Editor, **BBC**

14:10 Keynote: The economic impact of Covid-19

Speaker: **Kitty Ussher**, Chief Economic Advisor, **Demos**

The full economic ramifications of Covid-19 are still playing out, with seemingly daily announcements of new packages of support for business, the economy and the community and a mounting debt already worth £2.1trn. While the industrial and logistics sector continues to thrive, this session will explore the fiscal repercussions for the sector and UK plc as a whole over the next 3-5 years. How are we going to pay for the pandemic? What will be the overall effect on the property sector?



Kitty has over 25 years' experience at the forefront of UK economic policy, working with the Chancellor during the Global Financial Crisis and as an MP and minister in the last Labour government. Since then, she's spent a decade in the private sector - at the intersection of government, the economy and the consumer. Kitty is the Chief Economic Advisor to Demos; Britain's leading cross party Think-tank

14:40 Industrial and logistics market overview and outlook

Speaker: **Kevin Mofid**, Head of Industrial Research, **Savills**

The seismic shift and growth of online retail has had a significant impact on land prices, with the sector witnessing unprecedented demand during lockdown. With huge investment coming into the sector, and demand outstripping supply, what does the future hold? And, what are the emerging trends for 2021, following the record year of 2020? Have businesses managed to de-risk the supply chain and reshore in the wake of Covid-19 and Brexit? This session will provide a market outlook, exploring which sectors are doing well, the regional differences in supply and demand and the impact of Covid-19 on rent.



Kevin specialises in trend-based research that applies 'real life' issues to logistics and industrial property. His landmark studies include the Warehouse of the Future Report and a study into the real estate implications of a growing recycling and waste management industry. He is a member of the Industrial Agents Society and Past Chair of the Society of Property Researchers.

15:10 Panel: Covid-19: A catalyst for change?

Covid-19 has accelerated the shift to e-commerce by five years, expediting the digitalisation of the workplace and supply chain. But what impact has the pandemic had on other parts of the industrial and logistics market? Our panel of experts will look at how the industry is responding to the pandemic and explore opportunities to challenge the norm and forge new ways of working in the marketplace.

Be ready with your questions to challenge the industry.

Panellists:



Michael Hughes
CEO
Verdion



Vanessa Muscarà
Director, Head of
Research & Strategy
Europa Capital Partners



Jack Farmer
Senior Director
CBRE

15:40 Networking break

16:00 Keynote: Being authentic in the minefield of ESG

David Sleath, CEO, **SEGRO**, Personality of the Year, Property Week Award winner 2020

Companies don't win over investors just by issuing sustainability reports and engaging in other standard ESG practices. What they need to do is integrate ESG efforts into strategy and operations. David shares how committing to be a force for environmental and societal good should be integral to your purpose and strategy.



David has been CEO of SEGRO for 10 years, during which time the company has delivered a fivefold increase in its market value. Today, SEGRO is the largest European REIT and a leading European industrial and logistics specialist. He is also a non-executive director of Electrocomponents plc, and a board member of the European Public Real Estate Association.

16:30

Closing Day 1 with an insightful panel session discussion, our experts consider what the industrial and logistics sector must do to tackle the climate crisis. Gather your questions for the Q&A following the panel session.

Pursuing net zero

The Environment Bill is due to pass imminently. Real estate and construction are responsible for almost 40% of energy and process related emissions, and the legislation will undoubtedly impact developers and occupiers. So, how can developers future proof their assets to meet ESG goals? What are they doing to plan for 2050? What are the major challenges fund managers must overcome to achieve their net zero ambitions, including their own investment opportunities?



Lora Brill
Head of
Responsibility
& ESG
Orchard Street



Abigail Dean
Head of
Sustainability,
Real Estate
Nuveen Global



Giles Heather
Associate
Director
Linesight

17:05

Chair's closing comments

09:00

Check in & Speed Network

Welcome back to day 2 - this is your chance to catch up with your peers and discuss your key takeaways from yesterday.

09:30

Welcome back!



Mark Easton
Home Editor
BBC

09:40

Panel: What do occupiers want from their warehouses?

Warehouse specifications are changing. Increased automation and a drive towards delivering more sustainable product means developers need to push the boundaries on warehouse design. What do occupiers need from their warehouses? What are the requirements for future-fit warehouses and EV fleets, and how does this translate to design? And, what do these requirements mean for energy demand? We ask leading occupiers these questions and more.



Edmond Leahy
Estates Surveyor
Hermes Parcelnet



Ian Henderson
Group Property
Director
Wincanton

10:15

Panel: Repurposing space - the future for logistics?

As the retail property market continues to decline, what is the potential to repurpose existing retail spaces, or space from other sectors into logistics hubs, helping to solve some of the challenges around last mile delivery? With no precedent yet set for changing use classes, are there opportunities within the planning system to transform obsolete retail stock into more sustainable logistics hubs?

Panellists:



Jonathan De Mello
Equity Partner
**CWM Retail
Consulting**



Christian Jamison
Managing Partner
**Valor Real Estate
Partners**



Ollie Bycroft
Vice President,
Capital Deployment
& Leasing
Prologis

10:50

Networking break

DAY TWO: Thursday 27 May 2021

11:05

Concurrent roundtable discussions

Participant numbers for each session will be capped to allow for open and inclusive discussion for everyone in the room. Topics to be discussed will include:

1. What does the autonomous world mean for the future of work?

Hosted by: **Paul Hanley**, Partner, **Bridge Developments**

2. Societal changes: how can we dispel myths about the industry to support growth and tackle the skills and labour shortage?

Hosted by: **Peter Ward**, CEO, **UK Warehouse Association**

3. Electrification v the carbon agenda

Hosted by: **Mitch Labiak**, Chief Investigative Reporter, **Property Week**

4. Why multi-modal should have a place in supply chains

Hosted by: **Mark Easton**, Home Editor, **BBC**
Guest contributor: **John Clements**, Executive Director, **Verdion**

5. Current Planning Issues

Host: **Chris Procter**, Director, **Caddick Developments**

6. London and the growing logistics crisis – could a lack of infrastructure hit London's recovery?

Hosts: **John Walker**, Executive Director, **CT Group** and **Ollie Bycroft**, Vice President, Capital Deployment & Leasing, **Prologis**

7. Sustainable construction methods and materials

Hosted by: **Giles Heather**, Associate Director, **Linesight**

11:50

Networking break

12:05

Introducing our spotlight sessions:

Data centres

As a nation we're consuming more and more data and the growing demand for data storage has in turn seen the number of data centre developments in the UK accelerate. What are the power, space and location needs of data centre operators? What are the investment criteria and barriers to entry? And critically, what sort of yield do they potentially offer?



Nigel Clarkson
Co-Founder & Global
Head of Property,
Stratus Data Centres

12:20

City of London's approach to last mile logistics

Due to the rapid rise of last-mile delivery businesses more warehouses are needed in or close to city centres, particularly London. However, logistics developers are often competing on land deals with operators from other property sectors, such as residential. In this case study attendees will find out how the City of London is approaching the issue.



Bruce McVean
Acting Assistant Director
– City Transportation
City of London Corporation

12:35

Our final session looks at Emerging trends - what is our world going to look like in 10 years time?

Innovation and disruption is shaping the future of the industrial and logistics sector. What emerging trends are likely to have the greatest impact over the coming years? Will it be the arrival of giant gigafactories, soaring demand for film and TV studio space, or will ecommerce continue to take the lead role in shaping the market? Our guest speakers predict which trends will dictate the nature of the industrial and logistics market over the next decade. We will be asking attendees to vote for the trend they think will have the greatest impact.



Chaired by:
Mitch Labiak
Chief Investigative
Reporter
Property Week



Andrew Reed
Head of Acquisitions
**Area4 Film & Event
Location**



Peter Rolton
Chairman
British Volt

13:10

Chair's closing remarks

Programme subject to change. For the most up to date agenda please check on the website at industrial.propertyweek.com

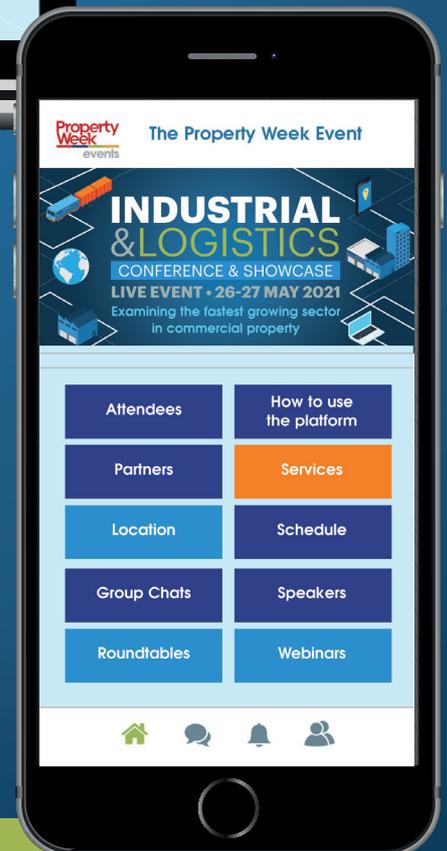
New features - new experience



“
Excellent
event, very
professionally
run”

Property Week's cutting-edge digital platform takes our compelling content to a new level, all accessible from the comfort of your home or office - perfect for your busy schedule.

- View and engage with sessions – ask questions, take part in polls and more
- Build your network & see who is attending
- Connect with delegates via instant chat and video meetings
- Watch sessions live and on-demand
- **NEW FEATURE:** Take part in our new roundtable discussions with Zoom-style networking



Join us online:

Single ticket: £295 (+VAT)

Book with a colleague: £445 (+VAT)

For more information and to book:
industrial.propertyweek.com

Brought to you by:

**Property
Week**
events

Connect with our partners

Our partners make a valuable contribution to I&L and work collaboratively with us as your joint hosts. The I&L virtual partner showcase is a chance to explore innovative products and services, and to connect with the leading organisations who are supporting the sector as it continues to rethink, adapt, and innovate in the midst of the current market boom.

Our digital platform allows you to fully interact with our event partners in a way that suits you, and fits round your busy schedule. You can book one to one meetings in advance of the event, download information directly from our partners' booths to digest at your convenience, or you can put instant questions to our partners via the text-based chat. If you find a person, product, service or company that you want to return to later, you can bookmark them, making it easy to quickly navigate to the information you need.

Platinum partner



Prologis is the largest owner and developer of logistics parks in the UK and works hard to create spaces and places where its customers' businesses can grow, where employees enjoy coming to work and where local communities and wildlife can flourish. Thanks to its longstanding commitment to sustainability, Prologis buildings in the UK have been net zero carbon in construction for over a decade and the company recently completed the first logistics building in the UK to go beyond net zero in both construction and operation.

prologis.co.uk

In our panel *Repurposing space – the future for logistics?* Ollie Bycroft (Vice President, Capital Deployment & Leasing, Prologis) will be exploring whether repurposing existing retail space could be answer to solving some of the challenges around last mile delivery. Find out more and join the panel at 10:15 on day 2.

Gold partner



Verdion is a real estate investor, developer and asset manager, specialising in the industrial and logistics sector and operating across Europe. It develops high specification facilities; acquires strategic land for logistics park developments, and buys existing logistics assets for value add investment strategies. Headquartered in London, with offices in Düsseldorf, Frankfurt, Copenhagen and Gothenburg, the company was founded by Michael Hughes in January 2010. It has since created a €1.5 billion+ European logistics portfolio comprising both new developments and existing assets across Germany, the UK, the Nordics, Benelux and the Czech Republic. Its development pipeline currently extends to 1.48 million sq m.

verdion.com

Hear from Verdion's CEO, Michael Hughes, as he discusses the industry's response to the pandemic in our panel session *COVID-19: A catalyst for change?* taking place at 15:10 on day 1.

Silver partner



Caddick Group has over 40 years' experience sourcing, planning, developing and constructing industrial and logistics projects. From our base at the heart of Yorkshire's motorway network, we've grown to become a national force that has delivered some of the UK's largest sites. With a growing pipeline of 16+ million sq.ft, we're an agile family-owned business, with a team of experts who pride themselves on guiding clients throughout the entire process. Whether it's Caddick Land, Caddick Developments, Caddick Civil Engineering or Caddick Construction you want to talk to - we're all part of Caddick Group and we're all here to help.

caddickdevelopments.co.uk

Bronze partners



St. Modwen Logistics designs, builds, owns and manages high-quality logistics assets across the UK. It develops and manages urban and big box warehouses for customers including global logistics and e-commerce organisations, as well as significant national and regional enterprises. The expert developer has a £1.41 billion portfolio and a 30-year heritage of developing complex sites. Its substantial commercial development pipeline is focused primarily on logistics space, with the potential for long-term structural growth. With a strong track record of delivering value for customers, occupiers, landowners and communities, St. Modwen Logistics creates new and sustainable solutions that benefit all those involved.

stmodwen.co.uk



Yardi's fully connected investment, asset and property management technology supports all real estate sectors. From satisfying investors, managing budgets and costs, branding and marketing, engaging prospects, delivering tenant services and accessing real-time business intelligence to help evolve strategy, Yardi's end-to-end and cloud-based management technology stitches together the success of this entire journey together for real estate operators in the UK market. Today, Yardi employs over 7,000 dedicated professionals working in 40 offices throughout Europe, North America, Middle East, Asia, and Australia and has grown to become a leading provider of high-performance, connected software solutions for residential and commercial real estate.

yardi.co.uk