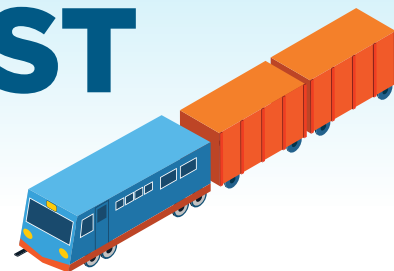
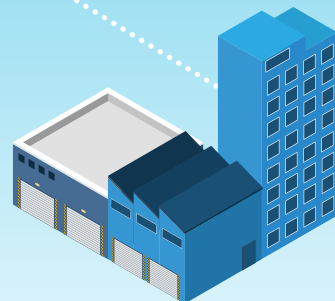


# INDUSTRIAL & LOGISTICS

CONFERENCE & SHOWCASE

3-4 MAY 2023 • LONDON



## GAIN INSIGHTS INTO THE LATEST INDUSTRIAL & LOGISTICS DEVELOPMENTS

Industrial & Logistics is the leading forum for agents, developers, investors, occupiers, and innovators. The event will feature a mixture of keynotes, panels and round table discussions, as well as six dedicated networking breaks, including our curry and comedy evening, Live at the Plaza.

**BOOK  
NOW**

### QUICK FACTS



**6**

Networking  
breaks



**38+**

Expert  
speakers



**250+**

Expected industry  
professionals

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# INDUSTRIAL & LOGISTICS

## CONFERENCE & SHOWCASE

### 3-4 MAY 2023 • LONDON



# TAKE A LOOK AT OUR INDUSTRY EXPERTS

Hear from 38+ industry experts leading the debate and sharing the latest developments from across the entire industrial and logistics sector. The conference will explore current trends and insights as well as unpick key areas of growth and opportunity within the industry.

## EXPERT SPEAKER LINE-UP



**Amy Gilham**  
Director,  
Economics & Head  
of Logistics  
Turley



**Richard Bains**  
Managing Director  
Chancerygate



**Steve Freer**  
CEO  
Tempus Novo



**Bonnie Minshull**  
Director - Greater  
London  
SEGRO



**Charlie Howard**  
Managing Director  
Logicor



**Miles Chuter**  
Senior Aquisitions  
Manager  
M7 Real Estate



**Victoria Towers**  
Partner & Co-Head  
of Logistics  
Forsters LLP



**Sam McGirr**  
Partner and  
Co-Founder  
Bloom  
Developments



**Tom Davies**  
Partner and  
Co-Founder  
Bloom  
Developments



**Pertti Vanhanen**  
MD Europe  
Cromwell



**David Ives**  
Global Property  
Director  
Deliveroo



**Polly Troughton**  
Managing Director  
St. Modwen  
Logistics



**Kevin Mofid**  
Head of Logistics  
& Industrial  
Research  
Savills



**Clare Bottle**  
FCILT  
Chief Executive  
UK Warehousing  
Association



**Chris Doré**  
Business  
Development  
Director  
eSmart



**Mirl Stickland**  
Head of  
Knowledge  
Forsters LLP



**Mark Easton**  
Home Editor  
BBC



**Liz Peace CBE**  
Chair of Trustees  
Centre for London



**Tim Read**  
Head of  
International Sales  
Alfa Energy  
(an Edison Energy Co)



**Mike Forster**  
Head of UK  
Logistics  
Trammell Crow  
Company



**Angie Fenton**  
Director, Planning  
Quod



**Jeremy Achkar**  
Head of UK  
Investment  
Valor REP



**Richard Watson**  
Business Futurist  
and Founder  
What's Next



**Ruth Waring**  
Founder  
Women in  
Logistics



**Mark Brearley**  
Director  
Kaymet London



**Andy Hunt**  
Senior Director,  
Socio Economics  
Quod



**Jason Rockett**  
Managing Director  
Potter Space



**Paul Hanley**  
Partner  
Bridge Industrial



**Sally Duggleby**  
Vice President  
Prologis



**Paul Dunne**  
Managing  
Director - Group  
Operations  
SEGRO



**Daisy Sheerman**  
Policy & Research  
Analyst  
UK Warehousing  
Association



**Michael Crabb**  
Vice President  
Last Energy



**Jonathan Bell**  
Director, European  
Clean Energy  
Advisory  
Altenex Energy  
(an Edison Energy Co)



**Graham Duffield**  
Client Services  
Director -  
Advisory  
Delta Simons



**Hazel Gillings**  
Technical Director,  
Transactional ESG  
& Group Internal  
ESG Lead  
Delta Simons



**Stuart Patience**  
Head of Solar PV  
and Energy and  
Utilities Sector  
Hollis



**Mark Hampson**  
Director  
Hollis



**Greg Callaghan**  
Director Land  
Development  
Stantec



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## WEDNESDAY 3 MAY

10:30 Registration & networking

11:30 Welcome from the Chair:

11:40 Macro-economics and the impact on occupational and capital markets

**Moderator: Kevin Mofid**, Head of Logistics & Industrial Research, Commercial Research, **Savills**  
Like so much across the industrial and logistics sector, uncertainty also means opportunity. Hear the latest snapshot on the global macro-economic forces and its influence on the industrial and logistics market. Consider the developments in yields over the last 8 months, capital markets, and the investment appetite.

- An overview of the key occupational and investment metrics
- What macroeconomics forces are having the greatest impact on the market?
- Will rising supply cause rental growth to wane?
- What opportunities are there for investors?
- Modern warehousing: The good, the bad and the questionable as the market moves forward



**Mark Easton**  
Home Editor  
BBC



**Pertti Vanhanen**  
MD Europe  
Cromwell



**Mike Forster**  
Head of UK  
Logistics  
**Trammell Crow Company**



**Miles Chuter**  
Senior  
Aquisitions  
Manager  
**M7 Real Estate**

12:15 Keynote: Responsible SEGRO framework – insights into community investment plans benefitting UK society

**Moderator: Mark Easton**, Home Editor, BBC

The provision of the industrial and logistics sector supports local communities and functioning of the UK economy. This session will share SEGRO's priorities and work in helping young and disadvantaged people into employment, supporting the growth of local economies and delivering projects that enhance biodiversity and the local environment.



**Paul Dunne**  
Managing  
Director – Group  
Operations  
**SEGRO**

12:40 Empowering your path to decarbonisation

With regional inconsistencies in access to power, and risks around capacity guarantees, the UK electricity grid is struggling to support growing industrial & logistics demands. Today, grid capacity is a scarce resource that we are all competing for. Consider how you can, at any stage of your project, design in a dynamic and flexible approach to your energy requirements on-site.

- A race for power: How to create a balanced power plan that reduces delivery risk, is financially rewarding and doesn't leave you wanting more
- Building on-site resilience through integrating solar, battery and beyond whilst ticking ESG boxes on our path to net zero by 2030
- Early grid engagement to inform your investment decisions: Understanding the flexibility you have and how to leverage it
- Find, capture and keep: How to use your grid specialists to feed in-house decision making



**Chris Doré**  
Business  
Development  
Director  
**e-Smart**

13:00 Lunch, networking and meetings

14:00 Use Case: Changing the face of urban industry and logistics – the Bloom story

**Moderator: Mark Easton**, Home Editor, BBC

Hear from warehouse developers who are evolving the future of warehousing in ultra-urban locations. Creating diverse and equitable warehousing spaces that promote wellbeing and developing infrastructure to suit quick commerce tenants and beyond, consider if this is where we are headed and how they have created something quite different.



**Tom Davies**  
Partner and  
Co-Founder  
**Bloom  
Developments**



**Sam McGirr**  
Partner and  
Co-Founder  
**Bloom  
Developments**

14:20 Interactive round tables

These ten interactive round tables provide a unique opportunity to connect with industry colleagues about what matters to you most in an intimate group. Join a discussion where your expertise is relevant or where you'd like to gain deeper insight and perspective on a topic. Choose a topic and a table and get connected. Each table will bring together 10-12 of your peers.



**1) Build costs and how can we address the barriers to development?**

Host: **Paul Hanley**, Partner, **Bridge Industrial**



**3) Women in logistics – tackling the important issues**

Host: **Ruth Waring**, Founder, **Women in Logistics**



**2) Tapping into hidden pools of talent in the UK – building out our workforce**

Host: **Steve Freer**, CEO, **Tempus Novo**



**4) Creating diverse and equitable workspaces within our warehouses**

Host: **Clare Bottle** FCILT, Chief Executive, **UKWA**

14:20 Interactive round tables (continued)



**5) Smoothing the legal collaboration process: How to efficiently balance input, knowledge and cost**  
Host: **Miri Stickland**, Head of Knowledge, **Forsters LLP**



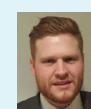
**6) Pathway to net zero: What opportunities and income can be considered with Solar PV**  
Hosts: **Mark Hampson**, Director, **Hollis**



**Stuart Patience**, Head of Solar PV and Energy and Utilities Sector, **Hollis**



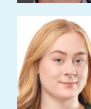
**7) How do we address ESG requirements and demonstrate value on the road to net zero carbon by 2025?**  
Hosts: **Hazel Gillings**, Technical Director, Transactional ESG & Group Internal ESG Lead, **Delta Simons**, **Graham Duffield**, Client Services Director – Advisory, **Delta Simons**



**8) Where are you on your renewable energy journey?**  
Host: **Tim Read**, Head of International Sales, **Alfa Energy** (an Edison Energy company)



**Jonathan Bell**, Director, European Clean Energy Advisory, **Altenex Energy** (an Edison Energy company)



**9) Rising stars and charting a promising career in Industrial & Logistics**  
**Daisy Sheerman**, Policy & Research Analyst, **UK Warehousing Association**



**10) Planning: How can we influence and drive improvements in our developments and where are we falling behind?**

Hosts: **Angie Fenton**, Director, Planning, **Quod**



**Andy Hunt**, Senior Director, Socio Economics, **Quod**

15:35 Afternoon refreshments and networking

16:20 The developers panel: What is being built, delivered, and required over the next 18 months

**Moderator: Victoria Towers**, Partner, Co-Head of Logistics, **Forsters LLP**

- Improving supply - what is being built, delivered and is speculative development off the cards?
- Unlocking opportunity, sourcing sites, and best practice out there in today's market
- Planning: How do we collectively move the needle forward toward smooth and measurable change?
- Improving the sustainability of estates: How embedded carbon, installing solar PV and renewable energy initiatives and achieving biodiversity net gain being addressed
- The availability and access to utilities and the infrastructure required – can we get enough?
- The future of specialist delivery for developers – from multi-level, multi-use projects and last mile



**Charlie Howard**  
Managing  
Director, UK  
**Logicor**



**Richard Bains**  
Managing  
Director  
**Chancerygate**



**Amy Gilham**  
Director, Economics  
and Head of Logistics  
**Turley**

17:05 Keynote: The energy challenge and the future strategies towards a low carbon economy

This keynote will share the outputs of UKWA's recent research into the benefits and barriers of solar PV on warehousing rooftops amidst a backdrop of climate emergency, the utilities rates increase, and drive towards decarbonisation. Sharing hot of the press industry research, debunking barriers to adoption, financing options, leading innovation, and initiatives to help the industrial and logistics sector get ahead of the energy challenge.



**Clare Bottle**  
FCILT  
CEO  
**UKWA**

17:30 Networking drinks reception

19:00

## EVENING EVENT LIVE AT THE PLAZA

Join us for a unique curry and comedy dining experience that scales up your opportunity to network, have fun, catch up with your peers, and hear from up and coming comedians:



**Patrick Monahan**



**Sally Anne Hayward**



**Eshaan Akbar**



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## THURSDAY 4 MAY

09:30 **Welcome from the Chair:**



**Mark Easton**  
Home Editor  
BBC

09:35 **Keynote: Looking ahead to the opportunities for modern warehousing and logistics**

*Interviewed by: Ruth Waring, Founder, Women in Logistics*

This keynote will look ahead to the opportunities for modern warehousing and logistics, predictions on what the future might hold for our roles in supporting UK businesses and local communities to thrive.



**Polly Troughton**  
Managing  
Director  
St. Modwen  
Logistics

10:00 **Panel: The occupiers perspective**

*Moderator: Mark Easton, Home Editor, BBC*

The word of the occupier has seen a growth in influence in today's market. Despite an opportunistic market ripe for the picking, there are also an almost insurmountable array of challenges. Hear from cross-industry occupiers on the key factors shaping their decisions, changing viewpoints, and the initiatives they are undertaking.

- What are occupiers looking for in today's market, what locations, and for what use?
- The evolution in workspaces, talent management, employee centricity and its collective impact on industrial & logistic site thinking
- Futureproofing business – the appetite for stacked industrial, urban logistics and multi-use
- From rising rates and utilities bills, planning use classes, leasing agreements, EPC, and environmental requirements what measures are being taken?
- Considerations taken on near-shoring versus re-shoring in light of the need for cost efficiencies



**David Ives**  
Global Property  
Director  
Deliveroo



**Michael Crabb**  
Vice President  
Last Energy

10:30 **Morning refreshment break**

11:00 **Panel: Urban logistics and the race for space**

*Moderator: Ruth Waring, Founder, Women in Logistics*

E-commerce has fundamentally changed consumer buying habits and their expectations for delivery. This session explores the broader master planning required, opportunities and challenges for urban and city industrial and logistics.

- Urban space: Where is it and how do we get a hold of it?
- The growth of e-commerce and same-day delivery/ quick commerce requirements - why a granular approach is needed to ensure diverse and sustainable urban intensification
- Catering for the last mile logistics play and unlocking value in our cities – how can we do this best, can we achieve a consolidated service, and is lighter industrial the answer?
- How ULEZ and other incoming urban low emissions and air quality zones are influencing the hybridisation and electrification of industrial and logistics transport
- Is there a way to make things better for logistics landlords, developers and occupiers in the planning process?



**Bonnie Minshull**  
Director -  
Greater London  
SEGRO



**Sally Duggleby**  
Vice President,  
Capital Deployment  
& Leasing  
Prologis



**Jeremy Achkar**  
Head of UK  
Investment  
Valor REP



**Paul Hanley**  
Partner  
Bridge  
Industrial



**Greg Callaghan**  
Director Land  
Development  
Stantec

12:00 **Keynote: Consumer trends and the ecommerce roadmap – interpretations for our sector**

The industrial and logistics sector is not immune to the uncertainties in changing consumer activity and wider ecommerce factors. Be inspired by learning from the latest in consumer trends, the momentum of the retail and ecommerce environment and behaviours of the industry players, whilst you digest cross-sector insights to keep one step ahead.



**Richard Watson**  
Business Futurist  
and Founder  
What's Next

12:20 **How do we accommodate the changing nature of industrial and logistics development?**

*Moderator: Mark Easton, Home Editor, BBC*

The old definition of industrial property has changed. Where once we had factories and warehouses, technology and changes in consumer habits are driving demand for large scale data and distribution centres. With over 5.47 million UK private sector small and medium businesses operating in the UK, we cannot afford to ignore their needs. This session explores the conflicting demands of manufacturing, both large and small, logistics and the wider property market and how the public and private sectors need to work together try and satisfy the demands.



**Liz Peace CBE**  
Chair of Trustees  
Centre for  
London



**Jason Rockett**  
Managing  
Director  
Potter Space



**Mark Brearley**  
Director  
Kaymet London  
Limited

13:00 **Farewell lunch: Final refreshment and networking break before the close of the event**

\*Agenda may be subject to change

# BUILD YOUR NETWORK



**INDUSTRIAL  
& LOGISTICS**  
CONFERENCE & SHOWCASE  
3-4 MAY 2023 • LONDON

Don't miss this unique opportunity to join the conversation and network with agents, developers, investors, occupiers, and innovators at the leading event for industrial, logistics and supply chain professionals. With access to the latest insights and developments through panel discussions, keynotes, and interactive round tables, this is a crucial event for everyone working across the sector.



## ORGANISATIONS

Operators, Operators, Developers,

Agencies, Investors, Financiers,

Architects, Legal, Planning,

Construction, Occupiers

## JOB TITLES

Director/Partner

Chairman/CEO

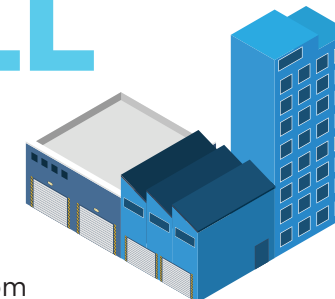
Senior Manager

Head of Department

Manager

Consultant

## WHO YOU'LL MEET



Industrial & Logistics brings together a cross-section of professionals from across the full spectrum of the industrial and logistics industry. Meet with trailblazers and senior decision makers to discuss progressive strategies and explore new opportunities in this fast growing sector of commercial property.

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# QUICK FACTS

**WHEN: 3-4 MAY 2023**

**WHERE: Park Plaza  
Victoria, London**

## INDUSTRIAL & LOGISTICS

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**3-4 MAY 2023 • LONDON**

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