



retail property analyst

THE iGENERATION: Retail Logistics – The omni-channel revolution

201 Bishopsgate, London, 27 November 2014

Sponsored by: TH Real Estate and JLL

8.30-9.15 REGISTRATION AND BREAKFAST

9.15-9.25 WELCOME AND OPENING REMARKS

Stefan Wundrak, Head of European Research, TH Real Estate

Mark Faithfull, Editor, Retail Property Analyst

THE NEW CHALLENGES SESSION

9.25-9.50 KEYNOTE: What retailers want

As the routes to market undergo continuing, seismic change, **Stuart Higgins of LCP Consulting** describes the changing face of delivery and the role it plays in their own strategy for sourcing and supply.

9.50-10.20 THE FINAL MILE: Optimisation strategies

For retailers, delivery costs are skewed towards the final mile of order completion. This session examines the role of real estate in optimising the delivery process and how the right property strategy can deliver savings and efficiencies. **Damian Pike, DHL**

10.20-10.45 NEW PARADIGMS: The food equation

The rise of omni-channel retail has brought huge complexities to food logistics. This session will consider the difficulties of delivering product, optimising the cycle and how property location and function can influence the process. **Chris Sturman, Food Storage and Distribution Federation**

10.45-11.15 REFRESHMENTS AND NETWORKING

THE PROPERTY PLAY SESSION

11.15-11.45 LOCATION: Rightsizing future capabilities

Is there still value to be found in the logistics sector? Which markets? Is it time to move up the risk curve? What are the key occupier trends (eg link to e-Commerce, mega-hubs etc) and how will that affect the investment market? **Jasper Gilbey, TH Real Estate**

11.45-12.45 DRAGON'S DEN: New ideas in a new world

We look at new approaches to distribution and the logistics matrix. From dark stores to rapid delivery and timed slots, local distribution to how the actions of the next generation will influence development and investment. **Speakers include: ASC, Virtualstock, Macfarlane**

12.45-13.45 LUNCH BREAK AND NETWORKING



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THE WHAT CHANGE LOOKS LIKE SESSION

13.45-14.30 NEW DIRECTIONS: Mapping the opportunity

Should investors be targeting the big five European retail markets, the emerging centre and east or utilising the value propositions of distressed markets? And what size fits each market? Is big really better or is it time for local heroes? **Alexandra Tornow, JLL**

14.30-15.15 NEW MODELS: Rail's click and collect play

Network Rail is one half of a new click and collect service which aims to change the way consumers view convenience. Rapid expansion has followed and the market appears ripe for a new approach to customer fulfilment and delivery. **Tim Robinson, Duddle**

15.15-16.00 QUESTION TIME: Retail revolution

Omni-channel retail is increasingly fundamental to retailer performance. We look at the retailer perspective and how changing consumer behaviour feeds back down the supply chain and influences retail behaviour. Retail panel session. **Panel session, including Practicology, TFL, TH Real Estate, Amethyst, JLL**

16.00-16.10 SUMMING IT UP: What did we learn today?

Mark Faithfull, Editor of Retail Property Analyst, provides a quick summary.

16.10-17.00 DRINKS RECEPTION