

EVERCORE ISI

STORAGE SYMPOSIUM

Tuesday, October 1, 2024 | New York City



*All Times are Eastern Standard Time

Location: Evercore ISI Offices, 55 East 52nd Street, New York, NY, 44th Floor

7:30am - 8:00am

Registration/Breakfast

8:00am – 12:00pm

1x1/Small Group Meetings**Companies Participating in 1x1/Small Group Meetings:**

- Cubesmart (CUBE)
- Eastdil Secured (Private)
- ExtraSpace (EXR)
- InSite Property Group (Private)
- National Storage Affiliates (NSA)
- Public Storage (PSA)
- Safeguard Self Storage (Private)
- SAFStor, Inc. (Private)
- SpareBox Self Storage (Private)
- StorageMart (Private)
- U-Haul (Private)
- Westport Properties (Private)

**See mgmt. participants on page 2 of this flyer*

12:30pm – 1:10pm

Transaction Panel

Aaron Swerdlin – Broker, Newmark (Private)
 Kieran O'Shea – Managing Director, Eastdil (Private)
 Mike Mele – Managing Director, Cushman & Wakefield (CWK)
Moderator: John Good – Chief Executive Officer, NexPoint

1:20pm – 2:10pm

Operations Panel

Cris Burnam – CEO, StorageMart (Private)
 Joe Robinson – COO, SmartStop (Private)
 Kate Matheny – President, SpareBox Self Storage (Private)
 Mark Degner – CEO, Safeguard (Private)
Moderator: Jason Lopez – Chief Marketing Officer, Westport Properties

2:30pm – 3:10pm

Development Panel

Andrew Young – CEO, SAFStor, Inc. (Private)
 Charles Byerly – President & CEO, Westport (Private)
 Jason Berg – CFO, U-Haul (Private)
 Terry Bagley – Relationships, Janus International (JBI)
Moderator: Marc Boorstein – Co-Founder & Principal, MJ Partners

3:20pm – 4:00pm

Acquisitions Panel

Doug Gurr – Assistant VP, Heitman (Private)
 Liz Schlesinger – Founder, Merit Hill (Private)
 Michael Schwartz – Founder, Chairman & CEO, SmartStop (Private)
 Nathan McElmurry – Head of Acquisitions, InSite Property Group (Private)
Moderator: Scott Schoettlin – Managing Director, SkyView Advisors

4:10pm – 5:00pm

Public REIT CEO Panel

Chris Marr – CEO, CubeSmart (CUBE)
 David Cramer – CEO, National Storage Affiliates (NSA)
 Joe Margolis – CEO, Extra Space (EXR)
 Joe Russell – CEO, Public Storage (PSA)

Moderators: Steve Sakwa & Samir Khanal

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Participating Companies

CubeSmart Self Storage (CUBE)

1x1 Meetings & Panel Presentation

- Chris Marr – CEO

Cushman & Wakefield (CWK)

Panel Presentation Only

- Mike Mele – Managing Director

Eastdil Secured (Private)

1x1 Meetings & Panel Presentation

- Kieran O'Shea – Managing Director

Extra Space Storage Inc. (EXR)

1x1 Meetings & Panel Presentation

- Joe Margolis – CEO
- Noah Springer – EVP, CSO & CPO

Heitman (Private)

Panel Presentation Only

- Doug Gurr – AVP, Acquisitions

Insite Property Group (Private)

1x1 Meetings & Panel Presentation

- Nathan McElmurry – Head of Self Storage Acquisitions
- Keith Wetzel – Managing Director

Janus International Group (JBI)

Panel Presentation Only

- Terry Bagley – Relationships

Merit Hill Capital, LP (Private)

Panel Presentation Only

- Liz Schlesinger – Founder

National Storage Affiliates (NSA)

1x1 Meetings & Panel Presentation

- David Cramer – CEO
- Brandon Togashi – CFO
- Will Cowan - CSO

Newmark Group Inc. (Private)

1x1 Meetings Only

- Aaron Swerdlin – Broker

Public Storage (PSA)

1x1 Meetings & Panel Presentation

- Joe Russell – CEO
- Tom Boyle – CFO & CIO
- Ryan Burke – VP, IR & Strategic Partnerships
- Nick Kangas – EVP, Finance

Safeguard Self Storage (Private)

1x1 Meetings & Panel Presentation

- Mark Degner – CEO

SAFStor, Inc. (Private)

1x1 Meetings & Panel Presentation

- Andrew Young – CEO

SmartStop Self Storage REIT (Private)

Panel Presentation Only

- Michael Schwartz – Founder, Chairman & CEO
- Joe Robinson – COO
- David Corak – VP of Corporate Finance

SpareBox Self Storage (Private)

1x1 Meetings & Panel Presentation

- Kate Matheny – President

StorageMart (Private)

1x1 Meetings & Panel Presentation

- Chris Burnam – CEO

U-Haul Holding Company (UHAL)

1x1 Meetings & Panel Presentation

- Jason Berg – CFO

Westport Properties (Private)

1x1 Meetings & Panel Presentation

- Charles Byerly – President & CEO