NEXUS: The Intersection of Investor Insights & Retail Opportunities

NEXUS is the premier event for lively discussion and debate on the dynamic retail landscape across all shopping center subtypes. From neighborhood centers to regional malls, the retail landscape is evolving at a torrid pace. NEXUS is the forum for connecting it all through the exchange of ideas and powerful networking with thought leaders and industry decision makers.

Wednesday, January 10

**Registration**
10:00 am – 6:30 pm

**Networking Lunch**
12:00 – 1:15 pm

**Welcome and Opening Remarks**
1:15 – 1:30 pm

**Lee Schaffler, CFA**  
ICSC 2018 NEXUS Conference Program  
Planning Committee Co-Chair  
Executive Director  
J.P. Morgan Asset Management  
Real Estate Americas  
New York, NY

**Joseph Tichar**  
ICSC 2018 NEXUS Conference Program  
Planning Committee Co-Chair  
Managing Director & Partner  
Raider Hill Advisors  
New York, NY

**Opening Keynote Presentation**

**Strategy in the Age of Disruption: Technology Megatrends and Keys to Anticipating and Leading Market Disruptions**
1:30 – 2:30 pm

**SPEAKER**

**Tony Seba**  
Best-Selling Author, *Clean Disruption of Energy and Transportation*  
Cofounder, RethinkX, Silicon Valley Entrepreneur, Stanford University Lecturer  
San Francisco, CA

**General Session**

**Assets in the Room**
2:45 – 3:30 pm

This small-format, moderator-facilitated session accelerates your conference networking and tunes you into the topics that are on the minds of fellow attendees. A colored sticker on your conference badge indicates which small-group discussion to attend—you’ll introduce yourself, discuss the opening keynote session, and address what you look forward to exploring during the conference.

**Portfolio Managers’ Conundrum**
3:45 – 4:30 pm

Join as we ask leading portfolio managers about the current investment landscape. How are they allocating between traditional and alternative real estate sectors? What investments offer the best risk-adjusted returns? What areas are overpriced? Where does retail fit in an institutional portfolio? What trends represent disruptions to long-held investment paradigms and which ones create opportunities? Institutional investors will discuss these issues and where they plan to put their next marginal investment dollars.

**MODERATOR**

**Mary K. Ludgin, Ph.D.**  
Director of Global Investment Research  
Heitman LLC  
Chicago, IL
PANELISTS

Randy Giraldo
Managing Director - Head of Portfolio Management
TH Real Estate
New York, NY

Lynne Gray
Senior Portfolio Manager - Principal Investments
State Board of Administration of Florida
Tallahassee, FL

Craig Theirl
Portfolio Manager, Real Estate Americas
J.P. Morgan Asset Management
New York, NY

General Session
Crossfire: A Debate on Trends & Spends
4:45 – 5:30 pm
Industry experts will engage in a spirited debate on the future of the consumer, how shopping habits are evolving, and which retail segments are gaining share of the shopper’s wallet. As purchasing behavior in the physical and digital realms continues to dictate the successes and the challenges of various retailer strategies and formats, landlords and retailers must adapt to remain relevant.

MODERATOR

John L. Gerdes, CRX, CLS, CSM
Executive Vice President Asset Management
L&B Realty Advisors, LLP
Dallas, TX

PANELISTS

Josh Chernoff
Managing Director
EY
Chicago, IL

Karen Short
Managing Director
Barclays Capital
New York, NY

Dine-Arounds (Optional Event)
7:00 – 10:00 pm
For more details, see page 7.

Thursday, January 11

Registration
7:30 am – 5:30 pm

Continental Breakfast
8:00 – 9:00 am

CEO Update
9:00 – 9:30 am

Tom McGee
President and Chief Executive Officer
ICSC
New York, NY

General Session
Mall Version 2.0
9:30 – 10:30 am
Within the retail sector, no other property type is more talked about than the enclosed mall. Hear from investors and developers who see tremendous opportunity in the current environment and are successfully generating outsized returns in the mall space while others sit on the sidelines.

MODERATOR

Liz Holland
ICSC Trustee and Past Chairman
Chief Executive Officer
Abbell Associates
Chicago, IL

PANELISTS

Michael Glimcher
ICSC Past Trustee
Chief Executive Officer
Starwood Retail Partners
Chicago, IL

Welcome Reception
5:30 – 6:30 pm
THURSDAY, January 11 Continued

General Session
Designing a Revolution & Creating the Future of Retail
10:45 – 11:30 am

Retail’s pace of change continues to accelerate at a rapid rate. Advancements in technology, new competition, and the race to raise the customer-experience bar have changed the retail landscape and how the game must be played to win. Success requires a revolutionary and human-centric approach. Join our panel of retail experts as they discuss the path forward.

MODERATOR
Marcie Merriman
Executive Director
EY
Columbus, OH

PANELISTS
David L. Glover
Firmwide Retail Centers Practice Area Leader, Principal
Gensler
Los Angeles, CA

Alison Embry Medina
Editor in Chief and Associate Publisher
design:retail
Alpharetta, GA

Parham Javaheri (PJ)
Senior Vice President of Real Estate and Development
Life Time
Chanhassen, MN

General Session
Blurred Lines: Industrial & Retail Real Estate’s Roles in Consumer Fulfillment
11:30 am – 12:30 pm

Continued shifts in consumer shopping patterns are blurring the lines of distinction of sales recognition between in-store and online. E-commerce has been a tailwind for industrial warehouse demand while, at the same time, stores play an increasingly important role in consumer fulfillment of online orders and returns. Join as a panel of leading industry executives discuss how e-commerce and “last mile” real estate needs are currently shaping supply chain management across the retail industry.

MODERATOR
Dirk S. Aulabaugh
Managing Director, Advisory & Consulting
Green Street Advisors
Newport Beach, CA

PANELISTS
Benjamin D. Conwell
Senior Managing Director, Americas Practice Leader
eCommerce and Electronic Fulfillment Specialty Practice Group
Logistics & Industrial Services
Cushman & Wakefield
Seattle, WA

Vincent Signorello
Founder and Managing Partner
Scout Capital Partners
Miami, FL

Lunch and Keynote Presentation
12:30 – 1:45 pm
Industry Update
Headwinds & (Re)tailwinds
1:45 – 2:15 pm

Kenneth F. Bernstein
ICSC Chairman
President and Chief Executive Officer
Acadia Realty Trust
Rye, NY

General Session
Retailer Panel
2:30 – 3:15 pm

SPEAKERS

Nick Hodge
ICSC Trustee
Vice President, Corporate Real Estate
The Kroger Co.
Cincinnati, OH

Laurie B. Mahowald
Vice President of Real Estate
Target Corporation
Minneapolis, MN

Closing Keynote
What If They’re Wrong?
3:30 – 4:30 pm

Networking Reception
4:30 – 5:30 pm

Program information current as of November 2, 2017.

PROGRAM PLANNING COMMITTEE

Lee Schaffler, CFA, ICSC 2018 NEXUS Conference Program Planning Committee Co-Chair, J.P. Morgan Asset Management
Joseph Tichar, ICSC 2018 NEXUS Conference Program Planning Committee, Co-Chair, Raider Hill Advisors

Matt Allen, AmCap, Inc.
Eric J. Almquist, CRX, CSM, GGP Inc.
Brad Bailey, CBRE
Jennifer Boss, Heitman LLC
Margaret Caldwell, JLL
John Crossman, CRX, Crossman & Co.
Andrea Drasites, The Blackstone Group
Shane Garrison, CRX, RPAI
Jonathan Gerber, UBS Investment Bank
John L. Gerdes, CRX, CLS, CSM, L&B Realty Advisors
Amy Jo Hall, CRX, CLS, SLD, LM Commercial Real Estate
Brian Harper, Rouse Properties
John Hendrickson, Ramco-Gershenson
David Jamieson, LEED AP, Kimco Realty Corporation
Simon J. Leopold, Taubman

James Matanky, CRX, CLS, CDP, CSM, CMD,
Matanky Realty Group
Marcie Merriman, EY
James Milam, Federal Realty Investment Trust
Kristin Mueller, CRX, CSM, JLL
Luke Petherbridge, ShopCore Properties
Nicholas Pribuss, QIC
John Ragland, TH Real Estate
Matthew Ricketts, Wells Fargo Commercial Real Estate
Steven Sumell, Trademark Property Company
Sarah Vasquez, CRX, CSM, The Howard Hughes Corporation
Mario C. Ventresca, Jr., CRX, PREIT
Eric Zimmermann, Eastdil Secured
REGISTRATION INFORMATION

HOW TO REGISTER
Fax: +1 732 694 1800
Online: www.icsc.org/2018NEXUS
Mail: ICSC
P.O. Box 419822
Boston, MA 02241-9822

REGISTRATION FEES

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*To qualify for the member rates, each registrant must be a member or an affiliate member of ICSC. To become an ICSC member, call ICSC information services at +1 646 728 3800.

**ICSC student members are required to register in advance to receive the discounted student registration fee.

DEADLINES

To qualify for the early bird rate, your registration must be received by November 10, 2017. To qualify for the advance rate, your registration must be received by January 3, 2018.

CANCELLATIONS

All cancellations are subject to a $25 cancellation fee. No refunds will be given for cancellations received after January 3, 2018. All requests for refunds must be received by ICSC in writing.

HOTEL RESERVATIONS

A block of rooms has been reserved at:

**The Breakers**
1 South Country Road
Palm Beach, FL 33480
Rate: $325

Cut-off Date: December 20, 2017

To make reservations, visit www.icsc.org/2018NEXUS. For questions, call during our office hours of Monday through Friday, 9:00 am to 7:00 pm ET at +1 877 541 9876, or internationally at +1 312 527 7300.

CONTINUING EDUCATION CREDIT

ICSC-Certified professionals earn 1.0 credit (A3) towards certification renewal.

SPECIAL NEEDS

Anyone desiring an auxiliary aid for this meeting should notify Ester Vivona at +1 646 728 3647 no later than December 27, 2017.

TERMS, CONDITIONS AND RULES

This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

SPONSORSHIP INFORMATION

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*Pending production deadline dates.

COMMITTEE CONTACTS

Andrea Drasites
Tel: +1 212 583 5002
Email: andrea.drasites@blackstone.com

Amy Hall
Tel: +1 630 560 2801
Email: amy@lmteam.com

Sarah Vasquez
Tel: +1 408 568 2866
Email: sarah.vasquez@howardhughes.com

DEADLINE

Sponsorship must be received by Wednesday, December 13, 2017 to be recognized at the conference.

ICSC CONTACT

Rita Malek
Tel: +1 646 728 3539 | Email: rmalek@icsc.org

RETURN FORM AND PAYMENT TO

2018 NEXUS Conference Sponsorship
P.O. Box 419822 | Boston, MA 02241-9822
Fax: +1 732 694 1800

REMINDERS

• Payment by credit card or check made payable to ICSC. Payment must accompany the Sponsorship Form.
• Your company logo in high resolution (.jpeg and .eps format) to eboyce@icsc.org.

TERMS, CONDITIONS AND RULES

This sponsorship application is subject to the Terms and Conditions for ICSC Sponsorship Opportunities available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.
DINE-AROUND FORM

HOW TO REGISTER
Fax: +1 732 694 1800
Online: www.icsc.org/2018NEXUS
Mail: ICSC
P.O. Box 419822, Boston, MA 02241-9822
When: Wednesday, January 10, 2018 I 7:00 – 10:00 pm

Fees
Prices are per person and include a three-course meal, 2 beverages and tax/gratuity. Space is limited and will be confirmed on a first-come, first-served basis. Registration must be received by December 15, 2017. No refunds can be issued after this date.

Terms, Conditions and Rules
This Registration Form is subject to ICSC Terms, Conditions and Rules for Event Registrants available at www.icsc.org/event-terms-and-conditions, which are hereby incorporated by reference.

Echo – $130
(4-6 minute walk or take the hotel free shuttle)
When done right, a night on the town can feel like an evening spent in a faraway place. Echo transports the senses, fusing exoticism and tranquility in a decidedly urban space. To start, enjoy sake and fresh sushi in the garden, dotted with lanterns, or see and be seen at happy hour in our Dragonfly Lounge, popular for its dramatic serpentine bar. For dinner, gather in the garden, front terrace or dining room for a veritable feast of Chinese, Japanese, Thai, Vietnamese and Korean dishes, complemented by an outstanding selection of cocktails, beers and wines.

HMF – $160
(On-site)
Enter The Breakers’ grand lobby and you’ll hear it: the growing roar of laughter, music and clinking goblets. Turn the corner into the North Loggia and you’ll see it: everyone dressed to the nines, abuzz in our exquisite Florentine Room—where the glitterati drank and dined for decades—reinvented as the dazzling and modern HMF, Palm Beach’s hottest gathering place. Named after the resort’s founder, Henry Morrison Flagler, HMF is steeped in the glamour of an earlier era, yet wholly current. This chic social club boasts an eclectic, globally influenced menu, an acclaimed, 2,200-varietal wine list and an array of bespoke cocktails. Grab a seat and people watch as you listen to the transformative sounds of Kirill Basov, our renowned music and entertainment director known for his dreamy, distinctive nightcaps of old and new.

Meat Market – $125
(10 minute walk from hotel or take hotel shuttle to Echo and walk 4 minutes to 191 Bradley Place)
A sexier, more glamorous take on the traditional steak house. Meat Market is a dynamic offering of what’s great now; reflecting cuts of meat. Delicate seafood and produce available and offered daily. Weekly seasonal basis under the acute supervision of acclaimed Executive Chef Sean Brasel.

The Italian Restaurant – $130
(On-site)
So cozy, so low-key—and so secluded, you may have missed it. Down a walkway framed with greenery, housed in the Family Entertainment Center, The Italian Restaurant opens each evening for family supper, serving authentic antipasti, salads, pastas, brick-oven pizzas, seafood, and other classics both indoors and out. Here, family-friendly takes on new meaning. Let the kids explore the arcade and 1,000-gallon saltwater aquarium while you relax with a glass of red. Salute.

Seafood Bar – $225
(On-site)
Relaxation and refinement as only The Breakers can do. In late December 2016, we revealed the legendary Seafood Bar, completely reimagined around its best feature: the stunning Atlantic backdrop. Come for fresher-than-fresh seafood for lunch or dinner. Stay for inspired cocktails or something from our extensive wine-by-the-glass selection. A glamorous new exhibition kitchen puts you at the center of it all. Stroll in as you are and experience the allure of the yachting lifestyle. Bespoke nautical details, beautiful new aquariums, and a front-row seat to the ocean views no matter where you sit. Nothing short of spectacular, this is Palm Beach life at its best.

Flagler Steakhouse – $220
(4-6 minute walk or take the hotel free shuttle)
Down the resort’s picturesque, palm-lined drive sits Flagler Steakhouse, a fresh take on the classic American chophouse. Inside, dramatic beamed ceilings, wood furnishings and a prep-luxe palette of red, white and blue evoke steakhouse tradition, while sleek, oversized chandeliers and graphic art skew contemporary. Out on the terrace, designed for comfortable dining every month of the year, panoramic views of the golf course and city skyline affirm you’re in the heart of Palm Beach. Tuck into a table for lunch or dinner. Stay for inspired cocktails or something from our extensive wine-by-the-glass selection. A new exhibition kitchen puts you at the center of it all. Stroll in as you are and experience the allure of the yachting lifestyle. Bespoke nautical details, beautiful new aquariums, and a front-row seat to the ocean views no matter where you sit. Nothing short of spectacular, this is Palm Beach life at its best.

Please list your choices in order of preference. You will receive an email confirmation of placement and receipt of amount charged.

1. ___________________________ 2. ___________________________ 3. ___________________________

Name ___________________________________________________________________________

Company ______________________________________________________________________

Address _________________________________________________________________________

City __________ State/Province __________ Zip/Postal Code __________
Telephone ______________ Fax ______________
Email ___________________________________________________________________________

Your Membership I.D. # ______________ (2018NEX)

REQUIRED FOR NON-U.S. APPLICANTS: ___________________________ ___________________________

Date of Birth __________ Country of Citizenship ____________

☐ Please check here if any of the above information has recently changed.

Method of Payment

☐ Check made payable to ICSC enclosed for $ _______  ☐ MasterCard  ☐ Visa  ☐ AMEX  ☐ Discover $ _______

Name (as it appears on credit card) ___________________________________________________________________

Signature _______________________________________________________________________________________

Credit Card Number (include all digits) ____________________________________________________________________

Expiration Date (month/year) ________________________________________________________________________