



# The US Self Storage Web Meeting

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**ZOOM & SLACK**

March 17<sup>th</sup>, 2021



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Dear Colleague,

It is with great pleasure that I invite you to The US Self Storage Web Meeting. In 2020, the self-storage sector was one of the best performing commercial real estate asset classes in the United States according to NAREIT. Changes in personal and business behavior as a result of COVID-19 have accelerated tailwinds for the industry, pushing self-storage occupancies and rental rates to near historic highs. Even before the disruption caused by the pandemic, the industry was in early stages of secular growth, having seen demand rise by more than 50% over the last fifteen years. Given the industry's high degree of fragmentation, those with a data advantage can create increasingly significant value.

Hosted by DXD Capital, this virtual conference will bring together over 200 institutional investors, family offices and real estate investment professionals to discuss the current investment climate in self-storage across the United States and upcoming investment opportunities.

This is a live event and open to the media. Video and audio recording of this event is strictly prohibited. We look forward to hosting you digitally!

Best,  
Roy Carmo Salsinha  
President, CEO  
Carmo Companies



# Agenda Outline

**WEDNESDAY**  
**MARCH 17<sup>TH</sup>**

11:30 am CT

## Welcoming Address

Roy Salsinha, President, CEO, Carmo Companies

11:30 am CT

## State of the Market Self Storage

Presenter:

Cory Sylvester, Principal, DXD Capital

12:00 pm CT

## Keynote/Fireside Chat



Noah Springer joined Extra Space Storage in 2006, after several years in the banking industry. His initial responsibility was to acquire the third-party managed contracts from the newly acquired Storage USA portfolio. Mr. Springer then helped create Management Plus Extra Space Storage's third-party management platform. Management Plus has become the sector's largest third-party management portfolio and now has over 700 properties under management. In addition to overseeing Management Plus, Mr. Springer leads the Asset Management and Construction efforts at Extra Space which includes all value-add projects, commercial revenues and joint ventures. Mr. Springer has a Finance degree and an MBA from the University of Utah.

Keynote Speaker:

Noah Springer, Executive Vice President and Chief Strategy and Partnership Officer, **Extra Space Storage**

Interviewer:

Cory Sylvester, Principal, DXD Capital

1:00 pm CT

## Self Storage Virtual Networking/Speed Dating

Join over 150 confirmed LP & GP event attendees for face-to-face networking. Two randomized 30-minute breakout sessions of 5 people. Groups are shuffled once. Web Cam is mandatory.

2:00 pm CT

## End of Event



# Sponsor



Seamlessly integrating data technology to generate outsized returns in self storage

# Speakers



**Cory Sylvester**  
Principal, DXD Capital (Connecticut)

Cory leads the site selection, investment committee, and technology architecture for DXD Capital. He is a founding Principal of Radius+ and is responsible for overseeing the data validation efforts for all of Radius+'s core datasets. Prior to Radius+, he spent six years investing in technology companies at Columbus Circle Investors and J.P. Morgan Asset Management. He started his career at J.P. Morgan's Investment Bank after graduating with a BA in Economics from Skidmore College.



**Noah Springer**  
Executive Vice President and Chief Strategy and Partnership Officer, Extra Space Storage (Utah)

Noah Springer joined Extra Space Storage in 2006, after several years in the banking industry. His initial responsibility was to acquire the third-party managed contracts from the newly acquired Storage USA portfolio. Mr. Springer then helped create Management Plus Extra Space Storage's third-party management platform. Management Plus has become the sector's largest third-party management portfolio and now has over 700 properties under management. In addition to overseeing Management Plus, Mr. Springer leads the Asset Management and Construction efforts at Extra Space which includes all value-add projects, commercial revenues and joint ventures. Mr. Springer has a Finance degree and an MBA from the University of Utah.

# By the Numbers...

**\$1+** Trillion AUM in attendance

**200+** Total participants

**100+** Institutional & Private Wealth Investors

**100+** Investment Firms/ Funds

**2** Industry Exclusive Panel Sessions

**1** Hour of Private Virtual Networking/Speed Dating

**1** Day Zoom Web Conference



# In Attendance...

## C-Level Executives

- Real Estate Firms, Private Equity Funds, Venture Capital Firms
- Real Estate Developers (Institutional Quality)
- Hedge Funds
- Public Pension Funds
- Corporate Pension Funds
- Endowments
- Foundations
- Fund of Funds
- Sovereign Wealth Funds
- Family Offices, Multifamily Offices and Private Banks
- Government officials
- Economists
- Banks and Investment Banks
- Lawyers
- Auditors
- Commercial Service Providers
- Private Debt Funds



Carmo Companies is a New York based institutional capital introduction consulting firm and professional conference organizer. We work with the most reputable real estate and private equity related operating platforms to establish capital raising relationships with leading private equity funds, institutional investors and private wealth groups located in the Americas and emerging market countries.

## Contact Information

### **Roy Carmo Salsinha**

President & CEO

T:+1-646-688-3375

roy.salsinha@carmocapital.com

### **Marjorie Cucalon**

Partner, Carmo Capital

T:+1-786-252-6196

mcucalon@baltrax.com

### **Erick Cruz**

Senior Vice President, Private Equity

T:+1-646-688-5327

erick.cruz@carmocapital.com

### **Renato Ferreira**

Vice President, Real Estate

T:+1-646-688-3375

Renato.ferreira@carmocapital.com

### **Nicolás Rodríguez**

Vice President, Private Equity

T:+1-646-688-3205

nicolas@carmocapital.com

### **Catherine Correia**

Associate, Investor Relations & VP, Marketing

T:+1-646-688-3207

catherine.correia@carmocapital.com

### **Flavia Correia**

Associate, Investor Relations

T:+1-646-688-3207

flavia.correia@carmocapital.com

### **Paul Tuccillo**

Managing Director, Real Estate

T:+1-516-524-3990

paul.tuccillo@carmocapital.com

# Thank You

49 Huntington Bay Road, Huntington, NY 11743

[www.carmocompanies.com/connect](http://www.carmocompanies.com/connect)