

**Public  
Storage**

# Investor Day

Speaker Bios



# Public Storage Investor Day 2021

## Speaker Bios



### **Joseph Russell Jr.**

#### **President and Chief Executive Officer**

Joseph Russell Jr. is President and Chief Executive Officer of Public Storage, leading the management team for over 2,600 Public Storage locations. Mr. Russell brings more than 32 years of experience in the industry and 19 years serving as a key member of the Public Storage and PS Business Parks Executive teams.

Appointed as CEO in January 2019, Mr. Russell has served as President since July 2016 with a focus on new initiatives, the growth of the portfolio through acquisitions and development and a renewed focus on serving our customers.

Mr. Russell joined PS Business Parks in 2002 and served as Chief Executive Officer since August 2003. During his tenure at PS Business Parks, Mr. Russell delivered consistent growth and sector leading performance. Mr. Russell continues to serve as a member of the Board of Directors of PS Business Parks.

Prior to joining PSB, Mr. Russell worked at Spieker Partners for more than ten years, becoming an officer of Spieker Properties when it went public as a REIT in 1993. Prior to its merger with Equity Office properties (EOP) in 2001, Mr. Russell was President of Spieker Properties' Silicon Valley Region.

Mr. Russell holds an MBA from Harvard Business School and a Bachelor of Science in Business Administration from the University of Southern California.



### **Tom Boyle**

#### **Chief Financial Officer**

Tom Boyle is Chief Financial Officer, responsible for the company's finance and strategic planning for over 2,600 Public Storage properties. Mr. Boyle has experience building and leading finance teams and has worked closely with Public Storage's executive leadership since his arrival in 2016.

Mr. Boyle leads the finance, accounting and capital markets functions at the company. In addition, he is responsible for revenue management, marketing, data analytics and risk management including our storage insurance program. He was also instrumental in diversifying the company's capital structure beginning with the company's inaugural public bond offering in 2017.

From 2005-2016, Mr. Boyle held various positions at Morgan Stanley. In his most recent role, Mr. Boyle was Executive Director, Equity and Debt Capital Markets. In that role, he led a capital markets team for equity and debt financing for US real estate, lodging and gaming companies. At Morgan Stanley, Mr. Boyle led Public Storage transactions, including 12 preferred stock offerings for PSA and 4 for PSB.

Mr. Boyle holds a Bachelor of Arts in Economics from the University of Notre Dame.

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### **Natalia Johnson**

#### **Chief Administrative Officer**

Natalia Johnson is Chief Administrative Officer of Public Storage named to this role in 2020 after serving four years as Chief Human Resources Officer. In her expanded role, Mrs. Johnson is responsible for overseeing Human Resources, Information Technology, Safety and Security, and Corporate Services.

Prior to joining Public Storage, Mrs. Johnson held a variety of senior management positions at Bank of America, including Chief Operating Officer for Mortgage Technology and Human Resources Executive for the Mortgage Business.

As the COO for Mortgage Technology, Mrs. Johnson led technology operations and change management to optimize speed to market, quality, investments and adoption. In her Human Resources role, Mrs. Johnson was responsible for recruiting, learning and leadership development, compensation, diversity and inclusion, and employee relations for approximately 55,000 employees in the U.S and offshore. In addition, she served as HR executive for the Countrywide merger and the divestiture of several non-core businesses.

Earlier in her career, Mrs. Johnson held various management roles for Coca-Cola Andina and San Cristóbal Insurance.

Mrs. Johnson holds a Bachelor's Degree in Business Administration from Universidad Católica De Córdoba, Argentina.



### **Nathan Vitan**

#### **Chief Legal Officer and Corporate Secretary**

Nathan Vitan is Chief Legal Officer and Corporate Secretary of Public Storage where he is a key member of the executive team and oversees legal, enterprise risk management, compliance, and internal audit functions. Named to this role in 2019, Mr. Vitan serves as corporate secretary and primary counselor to company Board of Trustees on corporate governance and other issues, including shareholder engagement and proxy issues.

Prior to joining Public Storage in June 2016, Mr. Vitan was Assistant General Counsel at Altria Client Services in Washington, D.C., where he was responsible for products liability, regulatory, and other high-profile and high-stakes litigation matters for Philip Morris USA Inc. and other Altria Group Inc. companies. Prior to joining Altria, Mr. Vitan was a Trial Practice & Appellate Litigation Attorney at Latham & Watkins LLP.

Mr. Vitan received Bachelor and Master of Arts degrees from the University of Virginia. He received his law degree from the University of Virginia School of Law, where he served as Executive Editor of the Virginia Law Review. After law school, he clerked for the Honorable T.S. Ellis III in the United States District Court for the Eastern District of Virginia.

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### **Michael Braine** Chief Technology Officer

Michael Braine is Chief Technology Officer of Public Storage, where he leads internal and external teams in the selection, implementation and management of Technology investments. Mr. Braine brings more than 30 years of general management experience and over 10 years serving as a Chief Information Officer for global public companies.

Appointed as CTO in July 2020, Mr. Braine has a focus on new initiatives, leading technology-enabled transformation while reducing systems complexity and establishing the IT organization as an enabler of the key business strategies: growth of the portfolio through acquisitions and development and a renewed focus on serving our customers.

Prior to joining Public Storage, Mr. Braine was the CIO of both Tapestry (COACH | kate spade | STUART WEITZMAN) and Luxottica Retail where he delivered a successful succession of acquisition integrations, ERP implementations and established digital foundations. Prior to Luxottica, Mr. Braine served in various general management roles with SAP, Exxon Mobil and as a commissioned officer of the United States Army.

Mr. Braine holds an MBA from Pennsylvania State University and a Bachelor of Science from Rutgers, the State University of New Jersey.



### **Philip Kim** Chief Data and Analytics Officer

Philip Kim is Chief Data and Analytics Officer of Public Storage leading the analytics strategy that enables the use of data as a competitive advantage, leading a group of data scientists and data engineers that work on optimizing and developing algorithms to advance the business.

Appointed to this role in July 2020, Mr. Kim brings over 25 years of leadership and analytics experience and was most recently at Under Armour, where he established and led the global analytics function for 6 years.

Prior, Mr. Kim served critical transformation roles from companies that include Amazon, Alcatel Lucent and General Electric and during his tenures, established global teams that built and delivered analytic capabilities to grow revenue, optimize operational efficiency and expand profit margins.

Mr. Kim hold MBAs from Columbia University and the University of California, Berkeley and a Bachelor of Science in Business from Wright State University.

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### **Richard Craig**

#### **Vice President, Revenue Management**

Richard Craig is Vice President of Revenue Management overseeing the team responsible for pricing and data analytics working to achieve the company's strategic sales goals.

Named to this role in 2016, Mr. Craig is responsible for implementing revenue management objectives, maximizing revenues and profit through rate and inventory management.

Mr. Craig began his career with Public Storage in 2001 as Logistics Manager and has continued to be an integral part of the finance and operations teams for almost 20 years.

Prior to Public Storage, Mr. Craig served as Sr. Operations Manager at International Paper Corporation and Logistics Supervisor for the Walt Disney Corporation.



### **David W. Collins**

#### **Vice President, Head of Marketing**

David W. Collins is Vice President and Head of Marketing for Public Storage leading acquisition, customer, and brand experience. Mr. Collins brings more than 22 years of marketing experience and 14 years of industry experience serving as a key member of the Public Storage executive team.

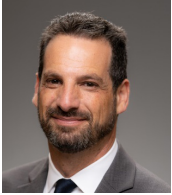
Mr. Collins joined Public Storage in 2007 and served as the Director of Interactive Marketing. Appointed as VP in January 2016, Mr. Collins has served as Head of Marketing since 2011 with a focus on transitioning the marketing function to a trackable, scalable, digital effort leveraging the strength of the Public Storage brand while putting a focus on top-notch customer experience.

Prior to joining Public Storage, Mr. Collins oversaw digital acquisition at Countrywide. Preceding his time at Countrywide, Mr. Collins worked at DIRECTV for over five years overseeing direct digital customer acquisition.

Mr. Collins holds a MS in Integrated Marketing Communications from Northwestern University and a Bachelor of Science in Business Administration from the University of Colorado.

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### **Andres Friedman**

#### **Senior Vice President, Development**

Andres Friedman is Senior Vice President of Development for the Real Estate division and is responsible for all aspects of the development process for the company on a national basis. Mr. Friedman brings more than 26 years of experience in the real estate industry.

Joining Public Storage in 2016 as Vice President of West Coast Development, Mr. Friedman was promoted to Senior Vice President in 2020 after successfully leading the West Coast team in complex development projects in California identifying strategic locations and processing entitlements of underutilized facilities, which have added significant value to the company.

Prior to joining Public Storage, Andres served as Vice President of Development for two large institutional retail developers where he was responsible for overseeing the company's development efforts in Southern California.

Mr. Friedman holds a Master of Design Studies in Real Estate from Harvard University a Master of Science in Civil Engineering and a Bachelor of Arts in Architecture from the Universidad Iberoamericana, Mexico City.



### **Michael McGowan**

#### **Senior Vice President, Acquisitions**

Michael McGowan is Senior Vice President, Acquisitions, and leads the Real Estate Acquisitions team in executing the purchase of storage properties. Mr. McGowan brings to Public Storage over 32 years of experience in Real Estate and has been a vital part of the senior management team for over 20 years.

Named to this role in 1997, Mr. McGowan's is responsible for the strategic U.S. acquisition efforts for Public Storage's portfolio. Mr. McGowan has an extensive background in the valuation of commercial real estate and his ongoing market research is used to inform acquisition, disposition and overall investment decisions.

Prior to Public Storage, Mr. McGowan was a real estate broker with Grubb and Ellis and CBRE Group.

Mr. McGowan holds a Bachelor of Science degree in International Relations from the University of Southern California.

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### **John Sambuco**

#### **President, Asset Management**

John Sambuco is President of Asset Management, where he is responsible for the facility operations team, focusing on property improvements and the roll out of our new Property of Tomorrow rebranding initiative. With over 38 of experience, Mr. Sambuco has been an integral part of the Public Storage team for over 30 years.

Named to this role in January 2018, Mr. Sambuco is responsible for Maintenance Capital Expenditures, Centralized Facilities Management and Rebranding Initiative.

Joining Public Storage in 1991 as a District Manager, Mr. Sambuco rose the ranks to senior management, most recently serving as Executive Vice President of Operations. Mr. Sambuco has also held several leadership positions including Chief Operating Officer for Shurgard Europe, our European self-storage business.

Prior to Public Storage, Mr. Sambuco was an analyst for aerospace and financial firms Loral Corp and Northrop Corp.

Mr. Sambuco holds a Bachelor of Arts degree from California State Fullerton and a Masters of Business Administration from Chapman University.



### **Peter Panos**

#### **President, Third Party Management**

Peter Panos is President of Third Party Management where he is responsible for properties Public Storage manages for others as well as the retail merchandise business. Mr. Panos is a seasoned executive with over 35 years of operational experience and over 22 years of leadership with Public Storage.

Mr. Panos was named to this position in January and will focus on growing the Third Party management business as well as leveraging other Public Storage products, such as merchandise and tenant insurance.

Joining Public Storage in 1999, Mr. Panos served as Regional Manager and was most recently Executive Vice President of Operations. In that role, Mr. Panos oversaw the operations for over properties in the Southwest and Midwest Regions. Mr. Panos was responsible for building teams, succession planning, cost control and driving results. During this tenure, Mr. Panos also served as Chief Operating Officer for Shurgard Europe, our European self-storage business.

Prior to joining Public Storage, Mr. Panos held a variety of positions in the Jewelry Industry, most notably at Reeds Jewelers and Helzberg Diamonds.

Mr. Panos studied Business Administration at the University of Nebraska, Lincoln.

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### Capri L. Haga

#### Senior Vice President, Risk Management

Capri L. Haga is Senior Vice President of Risk Management for Public Storage. She is responsible for identifying the risks Public Storage may face and developing strategies for the management of those risks. Ms. Haga also has oversight of the Storage Insurance Program offered to all tenants of Public Storage. Ms. Haga has over 30 years' experience in the insurance industry, including 15 with Public Storage.

Ms. Haga is also President of PSCC, Inc., a licensed insurance agency and President of PS Alani Insurance Company, a licensed captive insurance company; both of which are wholly owned subsidiaries of Public Storage.

Prior to joining Public Storage, Ms. Haga worked as a Client Executive at Marsh Insurance Brokers for 15 years, and as an Underwriter with Chubb Insurance for 6 years.

Ms. Haga has her insurance broker's license in all 50 states and has received an ARM designation from the Chartered Property and Casualty Underwriters Association. Ms. Haga has her M.A. in History from Rice University and Bachelor of Arts in History from University of California, Santa Barbara.



### Steven Lentin

#### Executive Vice President, Field Operations

Steven Lentin is Executive Vice President for Field Operations, overseeing the operations for over 1,200 Public Storage locations. Mr. Lentin brings more than 30 years of experience in retail operations experience and has been a key member of Public Storage leadership for over 16 years.

Named to this position in January 2020, Mr. Lentin leads the field organization with a focus on operational excellence, including customer sales and services, hiring and developing outstanding people and providing quality product.

From 2005-2017, Mr. Lentin progressed within Public Storage through various roles; from Bench District Manager, District Manager, Regional Manager, to most recently a Divisional Manager. In each position, Mr. Lentin has been responsible for driving revenue and the development of a team of property personnel and field leadership.

Prior to Public Storage, Mr. Lentin has 18 years of leadership experience in the retail industry, which include General Nutrition Centers, Toys R Us, and Office Depot. In each of these roles, Mr. Lentin was responsible for the recruitment and development of teams at multiple locations to drive revenue results.

Mr. Lentin holds a Bachelor of Science in Criminal Justice from Florida International University and a MBA from Walden University.