



Theme for 2019:

"The Diversification of BTR" ... where do we go from here?

Thursday 28th February 2019

etc.venues, 155 Bishopgate, London EC2M

8.00am - 5.15pm - followed by Drinks Reception

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CONFERENCE PROGRAMME

8.00	Registration, Coffee & Networking	
8.45	Conference Welcome	David Jennings - Chairman, Movers & Shakers
9.00	Presentation - The BTR Investment Market	Adam Challis - Head of Residential Research, JLL
9.15	Panel Session 1: Where's the Big Money?	Moderator: Simon Scott - Head of Investment, JLL
	How can the UK BTR market get a bigger slice of overseas investment?	Angus Dodd - CEO, Quintain
	What part can transparency and better data play in the process?	Ami Kotecha - Co-Founder & Executive Director, AMRO Real Estate Partners Ltd
	What evidence is there to support more investment in BTR?	Rebecca Taylor - Director of Real Estate and Development & Investment Director, Long Harbour
	What models are working, what returns are being generated, what have we learnt?	Alex Notay - Build to Rent Fund Director, PIP Capital Andrew Cook - Investment Manager, M&G Real Estate
10.00	Keynote Address	Kit Malthouse MP - Minister of State for Housing
	How can 'Big Data' drive markets, inform strategies, create intelligent customer solutions, empower management, build winning brands	
10.20 - 10.50	Coffee & Networking Break	
10.55	Panel Session 2: BTR Across the UK ...	Moderator: Karen Cooksley - Partner, Winckworth Sherwood
	Presentation 1 - Grainger	Andrew Saunderson - Director of Investments, Grainger plc
	Presentation 2 - Greystar	Michela Hancock - Development Director, Greystar Europe
	What underpins the strategies of BTR operators?	Ellen Storrar, Housing Policy Manager, Housing & Land, GLA
	What models are being developed, what markets and locations targeted?	Andrew Saunderson, Director of Investments, Grainger plc
	What is the scale of the opportunity?	Michela Hancock - Development Director, Greystar Europe
	What are the big lessons learnt? What next?	Waheed Nazir - Corporate Director for Economy, Birmingham City Council Andrew Bruce - Head of Project Finance, Scottish Futures Trust
12.00	Debate 1 - Free Market v Regulation	Collette McCormack - Partner, Winckworth Sherwood
	The case for - Market Regulation	Clr Darren Rodwell - Leader, London Borough of Barking & Dagenham
	The case against - Market Regulation	Dan Batterton - Fund Manager Build To Rent, Legal & General Investment Management
	Can the BTR market self regulate or is there a case for tenancy legislation? Discuss	
12.30 - 14.30	Lunch & Networking Break	
13.20 - 14.05	Expert Session 1: Enabling Built To Rent - Homes England	Moderator - Sophie White - Head of Infrastructure, PRS and Complex Projects, Homes England Panel: Graham Sibley - Market Development Manager, NHBC Gareth Blacker - General Manager Infrastructure & Complex Projects, Homes England Cath Webster - Director Strategy & Investment, Quintain Lesley Chen Davison - Director of Banking and Treasury, Delancey
	Expert Session 2: Better Living Through Design	Moderator - Debra Yudolph - Partner, SAY Property Consulting Presenter: Russell Pedley - Director, Assael Panel: Michael Howard - Managing Director, Urbanbubble Ian Merrick - Operations Director, Essential Living Sylvana Young - Chief Design Officer, Get Living Russell Pedley - Director, Assael
	Expert Session 3: Mobilisation to Optimisation	Moderator - Stephanie Smith - Portfolio Operations Director, Atlas Residential Panel: Martin Betts - Regional Sales Director, Yardi Stephanie Barbabosa - Head of Build to Rent (multifamily), International Operations, Lendlease Development - Europe Helen Peace - Managing Director, Liv Group Jennie Fojtik - Head of Leasing, Tipi Sowgol Zaringchang - Managing Director, Way of Life
14.30	Keynote Address - Big Data - 'The Art of the Possible'	James Collier - Director Corporate Business Development, OUTRA
14.50	Panel Session 3: 'Tales of the Unexpected	Moderator: Charlotte Streedman - Founder Conductor
	A pragmatic look at what can we learn from BTR buildings coming into operation?	Khushalee Rajgor - Senior Operations Manager, Grainger plc
	What is it the customer really wants?	Sabuj Sarkar - General Manager, Get Living
	Have we got the agenda right?	Adam Dale - Community Manager, Atlas Residential Management
	What's it all about? What have we learnt?	Audra Lamoon - Managing Director, Livewire
15.35 - 16.05	Coffee & Networking Break	
16.10	Debate 2 - Who owns the customer	Moderator: Stephanie Barbabosa, Head of Build to Rent (multifamily), International Operations, Lendlease Development - Europe
	The case for Outsourced Management	Iain Murray - Managing Director, Liv Consult
	The case for Inhouse Management	Rick de Blaby - Executive Chairman, Get Living
	Is owning the customer, having in-house management, critical to a successful BTR business or is an outsourced management team a better solution?	
16.40	Panel Session 4: Diversification of Build to Rent	Richard Blakeway - Chair, BexleyCo Ltd
	Presentation 1 - Family Living	Ben Denton - Managing Director, Legal & General Affordable Homes
	Presentation 2 - Senior Living	Stephanie McMahon - Head of Research, BNP Paribas Real Estate
	Is BTR a one-trick pony?	Panel
	Is Co-Living a niche option or can it become a significant part of the housing mix?	James Penfold - Planning & Zoning Director, The Collective
	Can BTR deliver 'Affordable Housing' that works for investors and works for local authorities?	Ben Denton - Managing Director, Legal & General Affordable Homes
	Is rented 'Senior Living' a scaleable option - how can it work, where does it fit?	Stephanie McMahon - Head of Research, BNP Paribas Real Estate Honor Barratt - Managing Director, Birchgrove
17.30	Conclusion	David Jennings - Chairman, Movers & Shakers
17.35	Drinks Reception	

Programme may be subject to change