



Theme for 2019:

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

Thursday 28th February 2019

etc.venues, 155 Bishopsgate, 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
9.10	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
10.00	Keynote Address - The Big Data - 'The Art of the Possible'	TBC
	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?	Panel
	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 Jon Sawyer - Director of Housing and Residential Growth, Manchester City Council
11.45	Debate 1 - Free Market v Regulation	Moderator: TBC
	The case for - Market Regulation	Clr Darren Rodwell - Leader, London Borough of Dagenham & Barking
	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	
12.15	Keynote Address - The Planning Puzzle	Lucy Owen - Executive Director, Development, Enterprise & Environment, GLA
	London policy and planning challenges - How can the system work for BTR and The Mayor and create a level playing field to deliver rented homes on scale?	
12.30 - 14.30	Lunch & Networking Break	
13.20 - 14.05	Expert Session 1: Enabling Built To Rent - Homes England	Expert Session 2: Design for Living
	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	Moderator - Debra Yudolph - Partner, SAY Property Consulting Presenter: Russell Pedley - Director, Assael Panel: Michael Howard - Managing Director, Urbanbubble Ian Merrick - Operations Manager, 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 Sarah Flint - Director, Liv Group Jennie Fojtik - Head of Leaving, Tipi Sowgol Zaringchang - Managing Director, Way of Life	
14.35	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 against - Outsourced Management	Mick Betteridge MBE QGM - Chief of Staff & Director of Operations UK, Cortland
	Is owning the customer, having in-house management, critical to a successful BTR business or is an outsourced management team a better solution, discuss	
15.00	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 - Lettings & Communities Manager, Atlas Residential
	What's it all about? What have we learnt?	Audra Lamoon - Managing Director, Livewire
15.45 - 16.15	Coffee & Networking Break	
16.20	Panel Session 4: Diversification of Build to Rent	Richard Blakeway - Chair, BexleyCo Ltd
	Presentation 1 - Co-Living	James Penfold - Planning & Zoning Director, The Collective
	Presentation 2 - Family Living	Ben Denton - Managing Director, Legal & General Affordable Homes
	Presentation 3 - 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
17.15	Keynote Address	TBC
17.30	Conclusion	David Jennings - Chairman, Movers & Shakers
17.35	Drinks Reception	

Programme may be subject to change