



BUILD TO RENT FORUM LONDON

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 - Build to Rent: Growing up Fast(er)	Adam Challis - Regional Director, Head of EMEA Living Research & Strategy, JLL
9.25	Keynote Address	Kit Malthouse MP - Minister of State for Housing
9.45	Panel Session 1: Where's the Big Money?	Moderator: Simon Scott - Lead Director, Living Capital Markets, 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, AMROLiving
	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, PFP Capital Andrew Cook - Investment Manager, M&G Real Estate
10.20 - 10.50	Coffee & Networking Break	
10.55	Panel Session 2: BTR Across the UK ...	Moderator: Karen Cooksley - Partner & Head of Planning, Winckworth Sherwood
	Presentation 1 - Grainger	Andrew Saunderson - Investment Director, Grainger plc
	Presentation 2 - Greystar	Michela Hancock - Senior Development Director, Greystar
	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, Investment Director, Grainger plc
	What is the scale of the opportunity?	Michela Hancock - Senior Development Director, Greystar
	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	Colette McCormack - Partner, Winckworth Sherwood
	The case for - Market Regulation	Cllr Darren Rodwell - Leader, London Borough of Barking & Dagenham
	The case against - Market Regulation	Dan Batterton - Fund Manager Build To Rent, Legal & General Investment Management Real Assets
	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	Expert Session 2: Better Living Through Design
	Moderator - Sophie White - Interim General Manager Infrastructure and Complex Projects, Homes England Panel: Graham Sibley - Market Development Manager, NHBC Gareth Blacker - General Manager Infrastructure PRS & Complex Projects, Homes England Cath Webster - Strategic Finance & Investment Director, Quintain Lesley Chen Davison - Director of Banking and Treasury, Delancey	Moderator - Debra Yudolph - Partner, SAY Property Consulting Presenter: Russell Pedley - Director, Shareholder & Co-Founder, Assael Panel: Michael Howard - Owner & Managing Director, Urbanbubble Ian Merrick - Operations Director, Essential Living Sylvana Young - Chief Design Officer, Get Living Russell Pedley - Director, Shareholder & Co-Founder, Assael
	Expert Session 3: Mobilisation to Optimisation	Moderator - Stephanie Smith - UK Portfolio 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
	How can 'Big Data' drive markets, inform strategies, create intelligent customer solutions, empower management, build winning brands	
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 - Elephant Central, 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, Livew/re
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