

STUDENT ACCOMMODATION

CONFERENCE • SHOWCASE • AWARDS

8 December 2021
InterContinental London | The O2

WINNERS & FINALISTS GUIDE

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Welcome

Congratulations to our worthy winners and all those who made it on to our Student Accommodation Awards shortlist



Welcome to the Student Accommodation Awards 2021 at the InterContinental London - The O2. It is great to see so many of you in the room and so many from today's conference, which I hope you found as informative and inspiring as I did.

It is incredible to think that it has been two years since we gathered in person to celebrate the best of the best in the student accommodation sector. Some might be forgiven for asking: what is there to celebrate this year? As everyone is all too painfully aware, the sector has been hit particularly hard by the Covid pandemic. My

response is: there is more to celebrate than ever.

As we report in the latest issue of Property Week, the sector has bounced back spectacularly, with UCAS data showing a sharp uplift in the number of people applying for full-time undergraduate courses in the latest academic year and experts noting that the investment market is as hot as it has been in the past five to 10 years.

What makes this recovery so extraordinary is that its foundations were laid in the depths of a pandemic. Over the past year and a half, everyone operating in the sector has had to simultaneously step up and dig deep to contend not only with the myriad challenges posed by Brexit but also Covid. This year's winners did both.

To reflect the much-changed student accommodation landscape, we introduced four new awards in 2021 for: Best Covid Response, Social Impact Initiative, Health & Wellbeing Initiative and Climate Crisis Initiative. The new categories, and indeed all this year's categories, clearly resonated with you. We had a higher number of entries than in 2020, making the judges' lives harder than ever.

Thank you to everyone who entered and to the judges for taking the time to read through all the submissions and picking such worthy winners. Thank you also to our diamond partner, CRM Students, and all our other sponsors. Thank you to the Property Week events team for organising the awards ceremony and the conference and thank YOU for joining us.

Congratulations to the winners and those who have been highly commended. Thank you for giving what you can in support of our chosen charity, CRASH.

Liz Hamson, Editor, *Property Week*

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Entrants' Responsibility

Property Week takes no responsibility for the claims made by entrants.

Meet The Judges

With thanks to the Student Accommodation Awards judging panel for their time and efforts.



Michelle Beaumont
Head of Housing
Irwin Mitchell



Allan Hilton
Chief Executive
Affordable Accommodation for Students Association



Nick King
Business Development Director
Amber



Jenny Shaw
Higher Education External Engagement Director
Unite Students



Erin Clarke
Relationship Director
Investec Real Estate



Andrew Howarth
Director of Residential Services
University of London



Paloma Lisboa
Director of Operations
Kings College London



Richard Skeels
Chief Executive Officer
CRM



Rachel Hewitt
Director of Policy and Advocacy
Higher Education Policy Institute (HEPI)



Paul Humphreys
Founder & CEO
StudentCrowd



Alex Pease
Chief Investment Officer
Watkin Jones Group



Jon Thornhill
Commercial Director
ASK 4



Philip Hillman
Chairman - Living Capital Markets
JLL



Paddy Jackman
Independent Consultant
Jackman Education Solutions

CHARITY PARTNER: CRASH

CRASH has been the UK construction industry's social impact partner for 25 years. CRASH unites the power of the industry to do good by channelling their professional expertise, construction products and fundraising to build places that care for the sick, vulnerable and homeless in the communities we work and live. CRASH's work demonstrates how the construction industry, together with the PBSA and the charitable sectors, can build more caring societies.

Together we construct places that care for people, for more information and project transformations, please visit: www.crash.org.uk.

Support CRASH by bidding in our silent auction – simply visit www.sliderstock.com/student or scan the QR code opposite, set up an account, browse and bid!



SCAN & BID



Agency Team of the Year

AWARDS PARTNER



“ Abodus is thrilled to support the Student Accommodation Conference & Awards again this year as a platinum partner. We are excited and honoured to be amongst some of the leading operators in the PBSA sector. ”

WINNER



£1 billion of assets transacted in the past 12 months
6,000+ beds transacted across the UK & Europe
£300m committed in Joint Venture formation
20-person strong team of sector experts with integrated financing capabilities

Savills

With PBSA transactions topping £1bn and more than 6,000 beds across Europe in the past 12 months, Savills' student team has not skipped a beat even with the travails Covid-19 has caused the wider market.

Active on both the selling and buying side, the agency completed deals in England, Wales and Scotland as well as France, Spain and Poland and acted on behalf of University of London, Stonehill and Commerz Real. Successfully leveraging its sector specialism, Savills has also valued in excess of £2bn in UK PBSA assets and advised on £8bn of PBSA transactions in the past two years alone.

Highly Commended

Harris Associates

Entering the PBSA sector just prior to the onset of Covid-19 Harris Associates has become known as an agency disruptor. In the first half of 2021, it transacted more than £500m of deals on 1m sq ft of development sites and completed the £315m acquisition of the 2,621-bed Kinetic portfolio by Lone Star from Fusion Students.

SHORTLIST

Beachrock

Beachrock has created waves in the PBSA sector by trading more than £430m of deals in its first year. Key deals of 2021 include the disposal of the £210m Jewel Portfolio of assets in Cardiff, Portsmouth and Norwich to new investors Apollo. The deal currently remains among the largest post-Covid disposals of operational PBSA.

JLL

JLL's student housing capital markets team has completed more than £880m worth of transactions in 2021 and been involved in more than 44% of all transactions in

which advisers were appointed. Highlights include acting for QualReal on the £580m acquisition of a PBSA portfolio and acting as adviser on a £124m investment disposal for clients VGO and Roundhill.

Knight Frank Group

As the biggest valuer of PBSA in the sector, Knight Frank's student property team maintained its activity despite headwinds in 2021. The dedicated research team advised Summix on its Bath scheme and advised Curlew Capital on its 282-room development in Stratford in east London.

Londonist DMC

Despite the challenges of the pandemic, Londonist DMC has continued to support its university partners and increased its room commitments with PBSA providers. Working with Scape, IQ, Unite Students and Chapter, the agency has cemented its place with leading PBSA providers as well as working with universities such as King's College London.

AWARDS PARTNER



“ We are proud to be a sponsor of the Best Covid Response 2021. It is a great pleasure to support the industry once again at the Student Accommodation Awards. ”

WINNER



Fresh
With an objective to minimise infections and ensure student welfare was maintained, Fresh implemented a comprehensive Covid-19 response.

Action plans were formed for every property, self-isolating students received help with shopping and received welfare gift packs. Covid videos in English and Chinese were produced to help communicate safety measures. Healthy habits were encouraged and virtual events organised to build a community and make students feel supported. Refunds were also offered to students who could not move into their properties and flexible bookings were introduced. The results were low levels of infections, a soaring satisfaction rating and a well-deserved Property Week award.

Highly Commended

Downing Students
Drawing on 30 years' experience, Downing Students drew up a robust management plan to limit Covid-19 outbreaks and hired extra staff to keep students informed, entertained and safe. It also offered free mental health workshops, checked on students in financial hardship and held twice-weekly virtual events such as live cook-alongs.

SHORTLIST

Abodus Student Living
Armed with a new care strategy, Abodus took quick, decisive action to stem the Covid threat on its campus. It migrated events online, provided free summer accommodation and themed its programme to target student wellbeing by recognising the need for engagement with students during periods of self-isolation.

Arthur
In response to the pandemic, Arthur launched two new tools, Covid and vulnerability profiles, to help property managers work with students more effectively. The vulnerability profiles allowed tenants to provide managers with updates on any health-related issues that would affect scheduling or maintenance, such as if they were self-isolating.

CityBlock
Aiming to help students through the difficult lockdown period, CityBlock offered flexible tenancies, financial concessions and helped students with parcel and food services, wellbeing checks and posting PCR tests. The operator also encouraged residents to exercise and to work on a herb garden and created an onsite outdoor social area.

Code Student Accommodation
Anticipating the impact lockdowns would have on student mental health, Code implemented a thorough welfare agenda. Safe social events were launched and shopping and medicine collection services provided. Online support was increased and by the end of the first lockdown, Code had held 2,800 online chats and had responded to 4,500 individual emails.

Aparto (Hines)
As the pandemic struck, Aparto worked to communicate with its residents and put on 320 events over seven months to help students feel part of the community. It provided a free digital mental health platform to all students and provided round-the-clock mental health support.

BOHO Group
Basing its Covid-19 response on communication, BOHO Group's Scotway House in Glasgow translated all self-isolation instructions into Mandarin for its Chinese students, set up a 'virtual office' with one team member present 24/7. It also provided free summer stays for those who could not travel home due to restrictions.

Future Generation
With three schemes worth £220m under construction, Future Generation acted quickly to refinance, paid for materials upfront and used a six-week site closure to review working practices. The schemes were delivered on time. At its existing PBSA sites, public spaces were reconfigured and virtual exercise classes were introduced in the bedrooms.

LIV Student (Valeo Management Europe)
Working with its university partners, LIV Student overhauled procedures to provide a 24/7 service for students, provided airport pick-up, bedding and kitchen packs, free quarantine stays for overseas arrivals and distributed emergency food parcels. Providing one-to-one sessions with students also helped communicate Covid safety issues more effectively.

Londonist DMC
The upheaval that Covid-19 caused the student sector made Londonist DMC re-evaluate its objectives. It decided to pursue a wellbeing-first Covid response strategy, which catered for students and partners by providing fitness vouchers, complimentary cleaning, fresh grocery gift cards and discounts with major retailers.

Nido Student
To help students through the pandemic, Nido established a virtual events programme, which gained more than 18,000 views. It also offered virtual tours of residences, provided quarantine support for international students, allowed arrival of up to 90 days late with no charge, with on-hand support, and changed contracts to suit changes to course dates.

HOST
Based on a strong relationship with its students, HOST focused on providing day-to-day support, stability and opportunities to socialise safely during a tough academic year. At the height of lockdown, HOST ran 36 online activities over six weeks while signposting mental health charities if further support was needed.

King's College London
When lockdown commenced in March 2020, King's College introduced flexible contracts, releasing 4,000 students during term time without charge. The university also created a free pack-and-store service. For those on campus, it delivered food hampers to self-isolating students and ran a series of events including positive thinking and keeping fit.

SugarCube
By creating Instagram polls to provide feedback, SugarCube tailored its food parcels to self-isolating students, sending out supplies to students every 2.5 weeks. The operator also provided meditation and yoga lessons as well as a mental health coach to speak to residents who needed support.

AWARDS PARTNER



“ Torsion Group want to recognise and support all those nominees doing great work to mitigate the climate crisis by initiating some admirable projects within student accommodation. Congratulations to the worthy winner of this years Climate Crisis Initiative Award at the Property Week Student Accommodation Awards 2021. ”

AWARDS PARTNER



“ We are proud to be a sponsor of the Collaboration Award. It is a great pleasure to support the industry once again at the Student Accommodation Awards. ”

WINNER



BOHO Management
Putting climate change top of the agenda, BOHO Management took a revolutionary approach to its 399-bed student property Scotway House.

Partnering with smart-tech firm Utopi, BOHO is the first student provider to install internet of things sensors in a property to automate elements of building management. The sensors measure temperature, light, CO2 and motion and significantly increase efficiency, saving an estimated 500 tonnes of carbon and 20% of the annual energy costs.

Staff workload has been reduced and the lower carbon footprint has been combined with a better living environment for residents. BOHO has set the standard that other student residences will now follow.

WINNER



Uliving, Equitix and University of Essex for Decade of successful partnership
Successfully funding a project during a Covid year by raising £113m is no mean feat. Uliving and the University of Essex strove to include all parties, such as building and FM contractors, in the third phase of their campus project to openly discuss and solve problems posed by the pandemic. It became apparent early on that if the project was going to close, all parties had to share in the new contractual risks; everyone was a partner and rose to the challenge.

Judges praised the partnership, describing it as an “excellent example of a more mature partnership that continues to provide quality accommodation for students”.

SHORTLIST

David Phillips
A first of its kind, Re:Lease is a sustainable furniture reuse and repurpose system. With up to 800,000 items of furniture ending up in landfill per year, the project works with build-to-rent operators by evaluating furniture so it can be reused, repurposed, recycled or donated to charity.

Kexgill Group
Deciding that it ‘could no longer be a bystander’, Kexgill Group has committed to some tough climate targets including cutting gas use by 10% and electricity by 5% by 2023. It aims to introduce small wildlife-friendly habitats to all properties by 2025. The operator has also begun promoting sustainable living to its tenants.

Straits Capitol
Placing a firm emphasis on its ESG credentials, Straits Capitol set itself the aim to be carbon neutral by 2027. After undertaking an energy audit, the PBSA operator, which looks after accommodation for 27 universities, focused on strategic interventions to lower its carbon emissions across its estate.

SHORTLIST

Balfour Beatty Investments and University of Sussex for East Slope Residences
The East Slope Residences project at the University of Sussex provides 2,100 new student beds and campus amenities under a 50-year contract. Responding proactively to the Covid emergency, Balfour worked outside its contract to complete some blocks to be used as quarantine facilities and liaised closely with the university on risk planning.

Watkins Jones Group and Cranfield University for Homes for students, trees and bats timed to perfection
Cranfield University’s collaboration with Watkin Jones demonstrates how universities and developers can build strong, positive and trusting relationships to deliver amazing student homes and a better environment. Every part of the development was delivered hand-in-hand, with both parties sharing expertise and work to fine-tune every aspect of the development.

Developer of the Year

Developer of the Year (Continued)

AWARDS PARTNER



LOCKTON
UNCOMMONLY INDEPENDENT

“ Lockton is this year’s proud sponsor of the ‘developer of the year’ category at the Student Accommodation Awards. It’s fantastic to be able to come together once again and celebrate some truly innovative developments. ”

WINNER



Mace
Overcoming arguably the toughest 18 months it has ever faced, Mace managed to complete, refinance, operate and exit student schemes while committing to green goals. In 2020, it delivered 976 student rooms across two schemes in Exeter and Oxford. Undeterred by the pandemic, Mace committed to be a net-zero organisation and by December 2020 it had achieved its aim via a mix of carbon offsetting and reducing emissions.

In mid-2020, Mace engaged JLL to refinance a loan facility for its Exeter and Cardiff schemes, and working with Montagu Evans it completed the sale of the assets and eight associated entities for £157.5m.

WINNER



Urbanest
Urbanest continues to seek to innovate and raise the bar in its delivery of new student accommodation. During the last 12 months, it completed Urbanest City, its latest 300,000 sq ft student-led mixed-use development in the City of London. It has also secured planning for two large-scale schemes in Battersea and Canary Wharf.

With a commitment to Passivhaus certification, Urbanest’s buildings far exceed the market norms for student accommodation, with the new schemes set to be among the first large-scale high-rise residential buildings in the world to deliver both carbon neutrality in operation and - importantly for residents - a more comfortable and healthier living environment.

SHORTLIST

<p>CA Ventures (Novel Student) Overcoming multiple obstacles to deliver its initial portfolio across Edinburgh, Glasgow and Sheffield, the Novel Student team ensured minimal disruption to schedules despite lockdowns, labour and material shortages. By putting wellness at the heart of its offering, its spaces are designed to exude a sense of peace and tranquillity.</p>	<p>Downing Students At the height of the pandemic, Downing Students delivered three new schemes worth £550m on time and within budget. The firm has also adopted environmental design principles into its developments. Facing multiple headwinds, the firm also continued to expand by purchasing five new sites to create a £1bn development pipeline.</p>	<p>Future Generation In the midst of a maelstrom and with three schemes worth £220m under construction, Future Generation successfully refinanced two existing PBSA sites to unlock funding. It used a six-week site closure to implement safe working practices and utilised paperless data transfer to help deliver all three high-quality schemes on time.</p>
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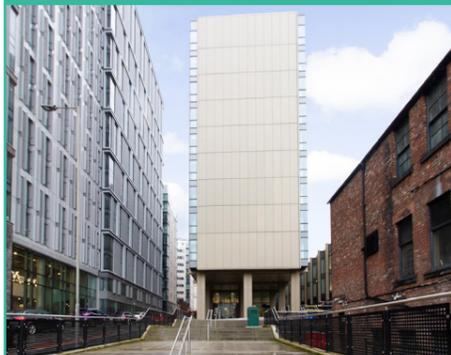
<p>LIV Student (Valeo Management Europe) Funding five projects across Spain and Portugal despite the pandemic and delivering a further three projects, including one ahead of schedule, showed LIV Student’s resilience in the face of adversity. The company also restructured its business to ensure it could deliver on a remote basis across four jurisdictions and adapted its operating assets to maximise occupancy.</p>	<p>sector. It regenerates buildings in prime locations, using MMC to ensure a much reduced carbon footprint. Despite Covid-19, the operator delivered its Nottingham development on time and on budget.</p>	<p>Watkin Jones Group From working with a local authority to enhance a scheme in Wembley to gaining planning for a high-quality mixed-use scheme in Bath, Watkin Jones’s vertically integrated model continues to occupy a unique position in the UK sector. Despite Covid-19 challenges, its PBSA revenue and profit remained resilient at £226m and £54.5m.</p>
<p>Study Inn Study Inn develops and operates a student platform providing ‘guests’ with a level of service and a quality of life not seen in the</p>	<p>Uliving Student accommodation developer and operator Uliving offers a unique approach to delivering successful schemes in partnership with universities and investors. In 2021, it welcomed its first students to the 804-bed Mithras Halls located on Moulsecoomb campus as part of a design-build-finance-operate partnership with the University of Brighton.</p>	

AWARDS PARTNER



“ UCAS is delighted to be presenting the Halls of Residence category at this year’s awards. There were some very strong submissions and it was great to see the calibre of halls available to students. ”

WINNER



Fresh

Aiming to provide the ‘perfect student home’, the Lantern in Liverpool by operator Fresh outdid itself during the pandemic. A bespoke Covid-19 safety plan was created to minimise infection, including signage with QR codes to allow students to report symptoms. The building was set up to support online learning and a bespoke video was created to communicate move-in and Covid-safety guidelines to reassure new students and their parents. Live music was performed by residents via Instagram Live for other residents.

By going the extra mile, Fresh should be commended for polling an enviable 96% satisfaction rate and being named Halls of Residence of the year.

SHORTLIST

Abodus Student Living

As the pinnacle of contemporary, affordable and desirable accommodation in Sheffield, The Elements is the beating heart of the Abodus Student Living portfolio. With an admirable focus on student welfare, the management also deep-cleaned the entire 150-person block to ensure it was safe for a vulnerable student to collect belongings.

Carson & Partners

Benedict’s Gate is a new-build student accommodation building in Norwich incorporating 302 student bedrooms. Sitting behind the remains of the ancient city wall, the scheme frames the surrounding views and employs high-quality materials to deliver a robust and attractive building, which has a strong presence in the city.

Corstorphine & Wright

The Oaks is a 378-room purpose-built student residence in Westwood, Coventry. Designed with an emphasis on student amenity spaces, accommodation is provided in generous self-contained studios and ensuite cluster rooms, which share open-plan living and kitchen spaces to promote social interaction and wellness. The scheme also includes a multipurpose gym and rooftop garden terrace.

Downing Students

Opened in September 2020, River Street Tower in Manchester is already considered among the top new student residences in the city. Facilities include a cinema room, state-of-the-art gym, gaming zone, private dining area to host dinner parties, study rooms and large communal areas for socialising and events.

HOST

An innovative, modern student building designed with the community at heart, Southampton Crossings includes spacious, open-plan lounges for students, a private dining suite, onsite gym and two karaoke rooms. With a commitment to sustainability, from October the building has been powered by renewable energy and includes special areas seeded with wildflowers.

Scotway House Glasgow

With floor-to-ceiling windows, free gym, bookable study pods, gaming area, cinema and roof terrace, it is little wonder Scotway House is considered one of the most sought-after student residences in Glasgow. The scheme also includes smart sensors, which help reduce power consumption, save on carbon emissions and help student wellbeing.

Stride Treglown & Aparto Student Living

Forming a key gateway to the city centre, the 635-bed Caton Court by Aparto Student Living is a welcome addition to Lancaster. Converting a derelict former shoe factory, architects Stride Treglown utilised the sloping topography to create generous living spaces along with its innovative cluster design to create a living environment that promotes student wellbeing.

Stride Treglown & WGP Architects

Located on a brownfield site on a main commuter route in Bristol, Market Quarter Studios represents an important step in bringing a significant, but derelict, building back to life through a complete internal transformation, including a façade retention scheme to provide 92 student studios in the heart of the city.

Yugo

Immensely popular among students, Yugo’s Clifford House offers state-of-the-art facilities combined with an award-winning wellbeing programme, an onsite team that puts its residents needs first and a network of career resources in order to provide residential spaces where students can live, grow and thrive.

AWARDS PARTNER



“ StudentCrowd are proud to support the Health and Wellbeing initiative at this year’s Student Accommodation Property Week awards. It is an incredible achievement to be nominated for such an important and valuable initiative. ”

WINNER

**King’s College London**

King’s College created the Move Your Mind (MYM) programme to provide physical, mental and social wellbeing to thousands of students, delivering online support with online courses, events and workshops focusing on personal development and coping strategies. Since March 2020, MYM has recorded 100,000-plus engagements and delivered more than 3 million minutes of activity to 4,000-plus users.

The university also offered one-to-one coaching on topics such as staying active, maintaining routine and coping with anxiety, with activities and weekly calls from a sport coach. MYM online is now an embedded strand of King’s sport programme, repurposing resources to create alternative and universally accessible routes to activity.

SHORTLIST

Aparto (Hines)

Providing free mental health services 24/7 formed a key part of Aparto’s response to the pandemic. Teaming up with online mental health practitioner Kooth, the operator could provide free, safe and anonymous access to drop-in chats, counselling, content and self-help tools for students who needed it.

CODE Student Accommodation

CODE drew on over a decade of knowledge to assess the changes in student wellbeing needs during the pandemic. With 10 welfare-trained staff in each site, it helped students by collecting parcels, hiring a Buddhist retreat to create student-specific meditating classes, set up weekly welfare groups and promote mindfulness.

Collegiate AC

Recognising the changing needs of student accommodation due to the pandemic, Collegiate AC worked hard to help students in and out of term time. During lockdown, online social events such as exercise and cooking classes or quiz nights were essential to promote mental wellbeing and encourage the coming together of a community.

CRM Students

Engaging with students became a central part of CRM’s wellbeing response to Covid-19. With all staff trained to act as mental health first aiders, room inspections were adapted so each staff member visited a flat with a beverage trolley of refreshments. Once checks had been completed, staff would ‘have a brew’ with residents, ensuring face-to-face contact during the pandemic.

Fresh

In 2020, Fresh launched its ‘Be’ Wellbeing programme and put residents and their wellbeing at the heart of everything it does. The aim of ‘Be’ is to create a community that thrives, supporting student wellbeing and equipping students with everything they need through a mixture of events, social media content and on-site support.

LifeProven Wellbeing Property Company

In 2018, LifeProven undertook a world-first academic study to measure building elements most strongly associated with better wellbeing. In 2020, it expanded its ground-breaking wellness research to the PBSA sector, with data insights integrated into its 262-bed scheme in Stratford, east London to enhance quality of life and maximise student experience.

Londonist DMC

Londonist DMC responded to the pandemic by launching its ‘hygiene and wellbeing’ initiative. By combining a free cleaning service worth £1,000 with complimentary airport transfers, it helped reduce the spread of germs. The operator also offered Netflix vouchers for isolated students and had a doctor on call for international students.

Nurtur Student Living

Developed to promote healthy lifestyles, Nurtur Student Living provides ample social spaces for students and its residences have been designed to maximise natural light.

Nurtur also used effective communication to alleviate stress on students during the pandemic and offered free cancellations or delays for those arriving in September 2020.

Study Inn

Recognising that the transition to independent life is hard at the best of times, Study Inn increased its welfare support by delivering a range of virtual events, advice on sexual health and signposting for health screenings. It also aimed to normalise mental health conversations on its campuses and create an inclusive environment.

Yugo

Central to Yugo’s wellness strategy was to keep residents informed and included. It held 545 events globally over two months, including craft workshops, encouraged mindfulness and launched campaigns to promote skills. The operator also launched a pen pal initiative, matching students in different countries, and a staying safe campaign.

Innovation Award

AWARDS PARTNER



“ The PBSA industry relies on innovation to drive new ideas and creative thinking. CRM Students understands the importance of this as well as recognising those who have shown true innovation, especially after the last 18 months, and is proud to sponsor this category. We would like to congratulate the winner and all the finalists. ”

WINNER



LifeProven Wellbeing Property Company

Using data science to measurably improve student's mental health and wellbeing is both challenging and rewarding in equal measure. In 2018, LifeProven undertook a world-first academic study to measure building elements most strongly associated with better wellbeing.

In 2020, it expanded its ground-breaking wellness research to the PBSA sector, with data insights integrated into the UK's first primary preventative healthcare student accommodation development: a 262-bed scheme in Stratford, east London to enhance quality of life and maximise student experience. Judges remarked that the project is "clearly innovative and ambitious" and deserved to be recognised.

SHORTLIST

Adventum Student Living and UniAcco

Adventum Student Living (ASL) is an end-to-end service provider in the study abroad domain. Its products include an accommodation platform to help international students pick the right residence and an education loan market that provides reliable loans for popular study destinations. The service provider also offers a platform to help students find scholarships in more than 40 countries.

Ashcourt Group

Ashcourt Student Accommodation overcame the obstacles Covid-19 presented with its own app and software. With a young, forward-thinking team, Ashcourt built its own tenant-app to ensure it could communicate with its student residents effectively, make rent payments more easily and overcome future letting issues.

BOHO

BOHO is the first student provider in the UK to install smart tech in an attempt to combat the climate change crisis and reduce its carbon footprint, while also ensuring a better living environment for residents. Partnering with tech firm Utopi, the project saved on costs as well as an estimated 500 tonnes of carbon.

Future Generation

Determined to break the status quo for the PBSA sector, Future Generation's 'V2 rooms' elevate the quality of accommodation to hotel level. With leatherette headboards, under-bed storage and boring white walls banished, the step-change in the design, facilities and appliances offered breeds good mental and physical health.

HeyHub

HeyHub endeavours to connect staff and students within student accommodation into one digital ecosystem. Through building engaged communities and simplifying access to on-site facilities, HeyHub provides organisations with the tools to remain competitive in an ever-changing landscape, while delivering high-quality digital experiences to the communities served.

Kinetic Solutions

Built in collaboration with HE institutions, Student Life aims to help organisations make their processes more efficient and effective by offering a simple way for users to record concerns, issues and incidents, as well as managing cases securely. In this way, staff from different departments can oversee student wellbeing from one single place.

Lavanda

Lavanda is an industry-defining technology platform making accommodation more accessible, flexible and affordable for students - be it primary accommodation during term time, or temporary accommodation when travelling either domestically or internationally - whilst at the same time improving the core economics for owners and operators of student communities.

Staykeepers

With innovative technology designed to support PBSA landlords, Staykeepers' systems include revenue management, market data, property management systems and room-noise monitoring. Distributed across 400-plus channels, Staykeepers has seen a 500% increase in revenue from January to August 2021.

International Operator of the Year

AWARDS PARTNER



“ It is important to recognise the residential property sector and celebrate the successes of international operators, and how they offer students a fulfilling and rewarding living experience. As a company who works closely with overseas operators, ASK4 is delighted to be sponsoring this award, and look forward to expanding our partnerships with operators. ”

WINNER



Nido Student

With what judges called a "comprehensive entry that clearly outlined how it met the criteria and exceeded its competitors in this area" Nido Student has excelled at meeting its resident's needs during an unprecedented crisis.

As the Covid-19 pandemic took hold, Nido Student was the first PBSA provider to roll out a comprehensive, international virtual events programme across all residences, generating over 18,000 total views and with activities ranging from smartphone quizzes, workouts, yoga and meditation, cooking and cocktail classes to live DJ sets. Nido scored 4.65/5 for its Covid-19 programme, with 95% of students happy with the level of communication throughout the pandemic.

SHORTLIST

CRM Students

With student wellbeing at the core of CRM Students' business ethos, the operator set up a centralised Covid-19 response that included clarity on policies, procedures and protocols for site teams, which were then adapted by in-country experts. The operator aims to create a strong sense of community despite spanning multiple geographies.

Yugo

As an operator that prides itself on its student-centric focus throughout 2020, Yugo implemented several wellbeing initiatives to alleviate the pressures caused by the pandemic. These included offering significant rent reductions and investing in student research and new technology to improve its offering - all while providing industry-leading service to all residents.

Investor of the Year

AWARDS PARTNER



“ We are proud to work with clients who are transforming our cities and towns, and in doing so, are changing lives for the better.

With teams based throughout the country, we're well connected and use our network to bring people together, open up opportunities, and find solutions to deliver much needed housing including PBSA and PRS communities.”

WINNER



Global Student Accommodation

Identifying a need for high-quality off-campus student housing in the world's largest market, Global Student Accommodation (GSA) worked diligently to become the first international business to enter the US sector. With the largest transaction of its size in the US in 2020, GSA acquired a portfolio of 27 properties and a student housing operator, adding 8,000 beds across 18 states from coast to coast.

The judges were impressed by not only GSA's global reach, but its determination to expand despite tough market conditions by entering the US market during a global pandemic, stating that it was a "good disruptor to the US student market".

SHORTLIST

Apollo

Apollo entered the UK PBSA sector and secured the largest portfolio of operational stock yet to be traded in 2021. The transaction demonstrates investment appetite in the post-Covid era and how overseas equity perceives the UK and shows how a core-plus investor such as Apollo perceives the market.

Blackstone

By acquiring iQ Student Accommodation in May 2020 for £4.7bn, Blackstone demonstrated its long-term commitment to the UK student sector. It was at the time the largest ever private real estate transaction in the UK. Today, iQ owns and manages properties with more than 29,000 beds in 68 sites across 28 UK towns and cities.

Curlew Capital

With a focus on responsible investment through strengthened ESG commitments, scoring and benchmarking, Curlew has remained resilient despite Covid-19. Over the past 18-months, it has opened properties with 2,100-plus beds across the UK and the Netherlands, achieved planning consent for schemes with a further 900-plus beds and forward-funded assets with an additional 314-beds across the UK.

Equitix

Equitix has remained the most active participant in the university PPP sector, closing on schemes with Kingston University to refurbish the majority of its rooms and with Essex University to develop a third phase of accommodation. Equitix's reach also extended to Europe, where it acquired more than 1,000 rooms across Italy.

Greystar

Known as a forward-thinking investor, Greystar re-entered the regional PBSA market with the acquisition of five assets for £291m from global investment firm KKR in February 2021. The deal added 2,163 units in the world-renowned university cities of Bristol, Coventry, Glasgow and London to its growing European portfolio.

Harrison Street

Harrison Street is a leader in PBSA, having invested more than €3.5bn (£2.9bn) in property with around 18,000 student housing beds across assets of all sizes, in partnership with developers throughout Europe. Harrison Street's PBSA strategy is dedicated to making an impact by implementing ESG practices and aligning with universities' needs.

Puma Property Finance

Puma Property Finance offers stretch senior development loans, pre-development bridge finance and post-development exit finance. In the past 18 months, it provided £10.3m to a new PBSA scheme in Bournemouth, loaned £12m for a 172-bed scheme in Belfast, provided £23m to a second Belfast scheme and loaned £13m for a PBSA development in Brighton.

Shojin Property Partners

Known as a prevalent operator in Leicester's student sector, Shojin aims to make access to institutional-grade real-estate opportunities simple and affordable. FCA-regulated with global reach, Shojin's fractional investment model works for both mid-market property developers requiring a consistent and trusted provider of junior finance and individuals seeking potentially lucrative student accommodation projects.

Legal/Professional Team

AWARDS PARTNER



“ To sponsor the team award and celebrate our amazing legal and professional teams is an honour. An opportunity to recognise the combined efforts to innovate and provide safe, secure environments for young people.”

WINNER



Pinsent Masons

Pinsent Masons rose to the challenge in 2020 by providing operational advice on the contractual consequences of Covid-19. It closed the only two design, build, finance and operate projects post-Covid and at the same time attracted new investors to the market. Demonstrating exceptional counsel, it helped financially close University of Essex's circa £113m bond-financed student accommodation project in August 2021 and Kingston University's circa £90m project in 2020.

Pinsent Masons also adapted procurement and working methods to deliver projects including one virtual financial closing and appointed two preferred bidders on projects involving around 4,000 beds.

Highly Commended

CBRE

Regularly valuing £30bn of property for owner operators, CBRE's insight was critical throughout 2020 as it was called upon to provide evidence-based options for clients. It completed 145 instructions, exceeding its pre-pandemic budget for 2020. CBRE also held more than 75 virtual market presentations and successfully lobbied on the policy relating to non-domestic rates in Scotland.

SHORTLIST

Addleshaw Goddard

Even with significant Covid-19 disruption, Addleshaw Goddard managed to expand its client base and workload. Important deals included advising joint-venture partners UPP and the University of Exeter on a swift transfer of 137 students to an alternative location following bomb damage to a halls of residence during a controlled explosion.

Brodies

Despite a challenging year, Brodies continued to operate at the top of the market in terms of deal quality, variety and value. It was instructed by Goldman Sachs and Wellcome Trust on the £4.66bn sale of iQ student accommodation portfolio to Blackstone as well as a plethora of sale, refinancing and financing deals.

Curtins

Curtins is an employee-owned, award-winning engineering consultancy that has worked continuously in the higher education sector since 1960. Working with 42 universities, the firm provides seven

specialisms, including civils, structures, infrastructure, environmental, principal designer and conservation and heritage, across 14 offices in the UK and Ireland.

JLL

JLL's student housing team is one of the most active in the sector and has completed more than £880m of transactions, secured £383m of debt and valued more than £20bn of assets since September 2020. Highlights include acting for QuadReal on the £580m acquisition of PRS and PBSA assets and valuing a £1.6bn UK portfolio on behalf of UPP Group.

Operis

Operis has continued to build on its extensive track record in 2020 by advising a number of key clients in the sector. Its notable deals included achieving financial closing on the 1,262-bed Meadow Phase 3 at the University of Essex and advising the Equans/Equitix consortium on the 1,230-bed Pritchatts Park in Birmingham.

Osborne Clarke

Osborne Clarke is a recognised industry frontrunner, acting for top student accommodation providers, investors and developers. This year it used its leading sector expertise to help clients navigate the challenges posed by Covid-19 and advised on matters relating to around 100,000 beds in more than 50 cities in the UK and Europe.

QMPF

Undeterred by the move to remote working and online working, QMPF managed to keep long-term university capital projects on track, closing transactions including a 1,200-bed development at Kingston University London, an £18m, 190-bed scheme at Hartpury University and the University of Essex's £125m, 1,262-bed Phase 3.

AWARDS PARTNER



“ Each year, operators are continuing to put the needs of their residents at the forefront of their decisions when improving their properties and services, which reflects the remarkable work from the shortlist. ASK4 is proud to be sponsoring this award, as well as helping operators deliver an exceptional experience for their residents. ”

WINNER



Abodus Student Living

Taking early and decisive action to stem the threat of Covid, Abodus implemented a comprehensive package of measures designed to support students and focus on mental wellbeing. It moved events online and allowed students to engage in a virtual world with their peers.

As other operators battled rent strikes, Abodus took a flexible approach and launched a “making up for lost time” campaign to allow free accommodation over the summer break or a staycation in a different Abodus residence. With an array of policies to combat the impact of Covid-19, Abodus stood out from the crowd as operator of the year.

Highly Commended

Aparto (Hines)

By providing a free digital mental health platform to all students and round-the-clock mental health support, Aparto put wellbeing front and centre of its concerns in 2020. It also put on 320 events over seven months for students and saw its NPS score rise from 62 to 79 by post-lockdown, reflecting its exceptional performance.

SHORTLIST

CityBlock

Building on 20 years of experience, CityBlock encouraged students to engage despite the challenges of Covid by organising treasure hunts, encouraging outdoor exercise and hosting quizzes. CityBlock also offered flexible tenancies, financial concessions and helped students with parcel and food services, wellbeing checks and posting PCR tests.

CODE Student Accommodation

As an independent student operator, Code not only survived the pandemic but saw income rise and gained 100% occupancy. During Covid-19, it recruited full-time parcel teams trained in welfare to help students and organised food parcels, prescription collections and daily calls. It also created weekly events and combated ‘zoom fatigue’.

Collegiate AC

In the past year, Collegiate has continued to move forward despite the challenges of the Covid-19 pandemic. The company delivered a number of innovations in 2020, including a new management and CRM system, committed to an ESG agenda, and adapted its offering to meet the changing needs of the student market.

CRM Students

CRM Students operates just under 100 schemes ranging from small boutique properties up to large properties with 800-plus beds. By providing a personal service, the operator helped international students fit in by holding ‘get to know you’ events, as well as quiz nights and zoom parties across its 22,000-bed estate.

Fresh

Creating Covid-19 plans for every property, giving self-isolating students shopping and welfare gift packs and producing videos in English and Chinese ensured Fresh put student welfare front and centre in the past 18 months. The operator also offered refunds to students who couldn’t move into their properties and flexible bookings were introduced.

Greystar

Greystar re-entered the UK regional student accommodation market in 2021 with the acquisition of five assets and launched a new pan-European brand to mark the occasion. Alongside its expansion, Greystar implemented an innovation trial at Chapter so residents could test a suite of new smart technology.

HOST

With 25 years’ experience, HOST stepped up to meet the challenges of the pandemic by assisting students who had to self-isolate and ensuring all staff undertook Covid-19 awareness training. At the height of lockdown, HOST ran 36 online activities over six weeks while signposting mental health charities if further support was needed.

iQ Student Accommodation

With 69 properties in 28 UK towns and cities and 30,000 students, iQ has become a major UK operator. In the past 18 months it has worked with the British Safety Council to offer safe, welcoming homes and has innovated by introducing new technology such as contactless check-ins, as well as creating a one-stop resource for Covid needs.

LIV Student (Valeo Management Europe)

Liv Student adapted its operations for a second year to prioritise student wellbeing. Measures included enhanced 24/7 service delivery and proactively communicating the importance of testing and social distancing. During lockdown, it enhanced its online well-being programmes to include online cooking, yoga and mindfulness classes, residence quizzes and games.

Nido Student

Nido Student was the first PBSA provider to produce a comprehensive virtual events programme in response to Covid-19, generating more than 18,000 total views. It also offered flexible booking and arrival policies. Nido’s efforts paid dividends in the form of an NPS score of +31, 238% higher than the industry average.

Realstar

Aware of the impact Covid-19 had on students, the Realstar team at Canto Court in Shoreditch implemented extra cleaning services to help keep common areas open as long as possible. Despite lower student numbers, the operator kept staff levels constant and also relaxed cancellation and move-in policies.

Scape

As Covid swept the world, Scape quickly adapted to welcome more than 4,000 residents from 102 countries. It wrote off £6m in rents for the 2019/20 academic year and introduced a flexible start date. Scape also brought in senior carers to advise on Covid-19 symptoms and self-isolation and launched a healthy living initiative.

Study Inn

Study Inn’s student-centric, enhanced product specification and hotel-like services have supported both domestic and international students throughout the pandemic. Study Inn’s rapid response to Covid-19, combined with its investment in mental health, wellbeing initiatives and events, have set it apart from the competition.

Yugo

Despite the challenges posed by Covid-19, Yugo focused on providing a student-centric approach to its accommodation offering. Through its wellbeing programme, financial support and technological investment, it provided a truly differentiated living experience that is environmentally and socially conscious, emotionally supporting and safe.

AWARDS PARTNER

Aldermore

“ We’re delighted to sponsor the ‘Rising star’ category at this year’s Student Accommodation Awards, and to see such strong candidates shortlisted for the award. It’s inspiring to witness the rise of new talent that works towards the betterment and further development of the student accommodation (PBSA) sector. ”

WINNER



Martina Pardo, A Designer at Heart

Moving to London from Sicily in 2015 with no contacts and poor knowledge of the English language, Martina Pardo worked studiously for three years prior to founding her own consultancy *A Designer at Heart*. Starting with a single client, the business worked on eight projects in 2021 across Ireland, Portugal, Germany, the UK and the Netherlands for Nido Student.

It has started collaborations with LIV Student, Bliss Student and modular co-living brand Modomo. Like any true rising star, Martina and her company continue to shine, with judges saying her entry “showcased true potential for the next generation of future leaders in PBSA”.

Highly Commended

Adam Hinds, LifeProven Wellbeing Property Company

As the co-founder of LifeProven, Adam Hinds has been instrumental in delivering the world’s first data science-based survey platform that measures how building environments influence the health, wellbeing and quality of life. The results have the potential to transform how student residences are both designed and assessed in the future.

Highly Commended

Mia Thorpe, Abodus Student Living

Since joining Abodus as a fresh-faced school leaver, Mia has navigated a whole host of unexpected challenges in only 11 months. Grappling with a new job and finishing an apprenticeship via remote working, she also honed her sales skills to deliver a fully let building and manage the high demand of enquiries present in Bristol.

SHORTLIST

Amit Singh, Adventum Student Living

As the founder and chief executive of Adventum Student Living, Amit Singh has built and launched a number of highly innovative tech products for PBSA operators. These include a cross-border proptech student accommodation platform, an online education loan marketplace and an online scholarship programme.

Claire Hutt, Yugo

Bought in to help transform underperforming PBSA sites for Yugo, Claire Hutt managed to take one residence from a -2 to +61 NPS score in six months.

With a hands-on and student-centric approach, she is hugely popular with staff and students alike and one of the brightest talents in the sector.

Gina McMorran, CA Ventures

As senior vice-president of sales and marketing, Gina McMorran is the driving force behind the creation of CA Ventures’ PBSA operating platform Novel Student – a pioneering property management platform that prioritises service, design, community and wellbeing. She also operates CA’s portfolio of PBSA assets throughout Europe.

Jamie Harris, Harris Associates

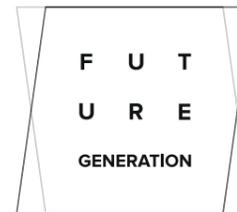
In late-2019, prior to the outbreak of

Covid, Harris Associates entered the PBSA market and to become an agency disruptor. Through Jamie’s expert guidance as head of student accommodation – capital markets, the firm has become a stalwart of the PBSA sector, with half a billion pounds of deals and 1m sq ft of development sites transacted in the first half of 2021.

Tarek Jumah, Future Generation

The story of Tarek Jumah is one of true grit. In little over 10 years, he has gone from asylum seeker to COO of one of Britain’s fastest growing real estate developers. His hard work and vision have been the heart and soul of Future Generation’s success.

AWARDS PARTNER



“ The Future is now and change has to happen today, not tomorrow! Future Generation are elated to be sponsoring this category, as promoting Social Impact that initiates positive real change to society is something worth talking about and everyone needs to play their part. ”

WINNER



Kexgill Group

At the onset of the Covid-19 crisis, Kexgill created a tenant hotline team and a hardship fund with student union representation. Always on the front foot when tackling the pandemic and with clear, defined goals, it opened a community kiosk for essentials and food during the first lockdown and partnered with the NHS to create a talk suicide training video. Social calendars were adapted to meet restrictions, with safe physical events and all new online events.

Judges commended Kexgill for continuing to grow despite the pandemic headwinds and to “provide affordable homes to students but never lose that personal touch”.

SHORTLIST

LifeProven Wellbeing Property Company

LifeProven offers the world’s first data science-based survey platform that measures how building environments influence the health, wellbeing and quality of life of occupants. This allows for the reporting of assets’ positive social impact, enhances the operation of properties and informs new-build development.

CA Ventures (Novel Student)

Created to address gaps in the existing student housing market, Novel Student is a premium offering focused on design and wellness. Led by the understanding that university years are truly character-defining, its campus locations aim to help students grow and evolve.

Selencky Parsons Architects

Aiming to stem the rising costs of finding student accommodation in London, Selencky Parsons was appointed to convert a large dwelling into postgraduate accommodation with an accompanying rehearsal room. The now complete Bravura House has space for seven students along with a world-class acoustic space. The scheme has been noted as a template for future projects.

University Team of the Year

Unsung hero

AWARDS PARTNER



“ RealPage are delighted to be sponsoring the University Team of the Year award, recognising the teams who have worked tirelessly over the past year to support the students in residential accommodation. Congratulations to the winner of this years University Team of the Year Award at the Property Week Student Accommodation Awards 2021. ”

AWARDS PARTNER



“ We are proud to be a sponsor of the Unsung Hero. It is a great pleasure to support the industry once again at the Student Accommodation Awards. ”

WINNER



King's College London

When lockdown began, KCL's Residences Team introduced flexible contracts, releasing 4,000 students during term time without charge. For the new scholastic year, flexible contracts allowed students to arrive in September, October, or January - or cancel. From May 2020 to June 2021, more than 3,500 students were helped with contract adjustments and cancellations.

Online events include guided meditation, a cook-a-long with King's chefs, entertainment evenings and current affairs discussions. A call centre was set up to contact everyone who had to isolate, with each student receiving three calls. Post Covid, such calls will remain a part of the King's operation.

WINNER



Dorene McDavid, Fresh

Foundry Courtyard's general manager Dorene McDavid and her team work with Glasgow City Council to provide accommodation for young, unaccompanied asylum seekers. This year - Dorene's first with Fresh - has seen their highest number of clients. Dorene and the team are described as having gone above and beyond.

Most of the new arrivals had difficult experiences en route to the UK and have individual needs as they transition to independent living in Scotland. Support provided by the team includes settling people into their new homes, help with communication and education in basic housekeeping and budgeting.

Highly Commended

Melissa Cubillos, Greystar

Colleagues say Melissa Cubillos "does the right thing on a difficult day". During the pandemic, she trained 50 team members, completed a diploma and was involved in several significant projects. The multi-site community manager also spearheaded the rollout of an annual fundraising initiative for children's charity Kids, which raised nearly £50,000.

SHORTLIST

Nottingham Trent University

The NTU accommodation team adapted to support one of the UK's largest undergraduate intakes - providing wellbeing and mental health initiatives, and a virtual social programme including quizzes, art competitions and fitness classes. The team also provided house hunting assistance, support for those who were self-isolating and rent waivers.

University of Birmingham

University of Birmingham's Living Team wanted to give its students a welcome to remember. It organised a two-week social event complete with outdoor cinema, activities zones and street food. To combat loneliness, a 'Match Up, Catch Up' programme introduced students virtually with up to three others from outside their flat.

SHORTLIST

Angelina Livock, CRM Students

Angela Livock is accommodation manager at CRM's Aquila Court. Despite the challenge of mobilising a new scheme during a pandemic, which she did to positive feedback from residents, she has also worked to support other sites and became a training buddy for new starters.

Dawn Wilson, Yugo

Sustainability has been central to Dawn Wilson's stewardship of Yugo's Park Court in Lincoln. She communicates the importance of recycling and ensures students have metal straws and reusable drinking bottles. During lockdown, the assistant manager provided wellbeing journals and surprised students with a book and chocolate bar to enjoy at their leisure.

Gerry Pearce, Abodus Student Living

Gerry Pearce has only been working as facilities & maintenance technician at Hollingbury House Brighton since February 2021 - but such is his popularity that students return just to see him. That is attributed to his amazing knowledge of the building, passion to go the extra mile, and service that's always delivered with a smile.

Jim Cook, Future Generation

When a JCB was stolen from a Future Generation site in Sheffield, former policeman 'Big' Jim Cook tracked it down in 12 hours. Since then, as head of operations, he's built ties with the Chinese community, brought bickering contractors together and personally got involved in cleaning and sanitising amid the pandemic.

Louise Cant, Host

When lockdown hit, marketing and communications manager Louise Cant shifted focus to provide support for students in Host's roughly 40 properties - some of which remained 80% occupied. She created a campaign of daily activities and challenges via social media channels to relieve boredom and provide support for both students and employees.

Wendy Lee, Abodus Student Living

She was already described as the 'beating heart' of Glassworks in Liverpool, but when the pandemic hit, housekeeper Wendy Lee stepped up further. On occasions where whole flats have had to self-isolate, Wendy has delivered food and packages and removed waste, as well as always finding time to talk with residents.

Hall of Fame

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AWARDS PARTNER



“ Investec is delighted to be sponsoring the Personality of the Year category at the Student Accommodation Awards. Our industry is full of dazzling talent and it's great to be able to come together to celebrate all the successes we've achieved, despite such a challenging period. ”

This year, the judges decided to induct two people to the Student Accommodation Hall of Fame. The first is sadly no longer with us.



Sean O'Shea, founding partner, UPP

There was an outpouring of grief from the student accommodation community this June when Sean O'Shea, a founding director of UPP, passed away. The former chief executive and vice chairman of UPP was the brains behind its unique partnership business model. During his 10 years as CEO, the group more than doubled its number of rooms under management, increased its turnover from £40m to £178m, successfully issued three tranches of debt under its £5bn bond programme and converted to a REIT.

UPP chief executive Elaine Hewitt said O'Shea would "remain an intrinsic part of UPP's DNA". The company added: "Those who met or worked with Sean will know that he regarded UPP as his extended family and cared deeply for the business, its people and the sector. His wicked sense of humour, wit and insight will be sorely missed, as will the sound of his laughter echoing across the office."



Philip Hillman, chairman of living capital markets, JLL

This man needs no introduction. Philip Hillman has been active in the UK student housing sector since the early 1990s. The chairman of JLL's living capital markets team started out as a graduate trainee at JP Sturge in Bristol in 1986 and was soon specialising in a then nascent student housing sector, initially as a valuer.

Over the past decade, he has been involved in some of the largest student housing transactions in the UK and Europe and he is now working alongside global investors, developers and operators in the wider living sector. There is still plenty to keep him busy in student accommodation, though. In the 3 December issue of Property Week, he estimated that there were up to £5bn worth of PBSA deals currently under negotiation. You can be sure Hillman is involved in a good chunk of that activity.

2020 INDUCTEES:

Last year in 2020, Property Week launched the Student Accommodation Hall of Fame award.

Each year we will celebrate the legends of PBSA by rewarding them with the accolade of a lifetime achievement award, as nominated and judged by our prestigious panel of judges.



Martin Blakey
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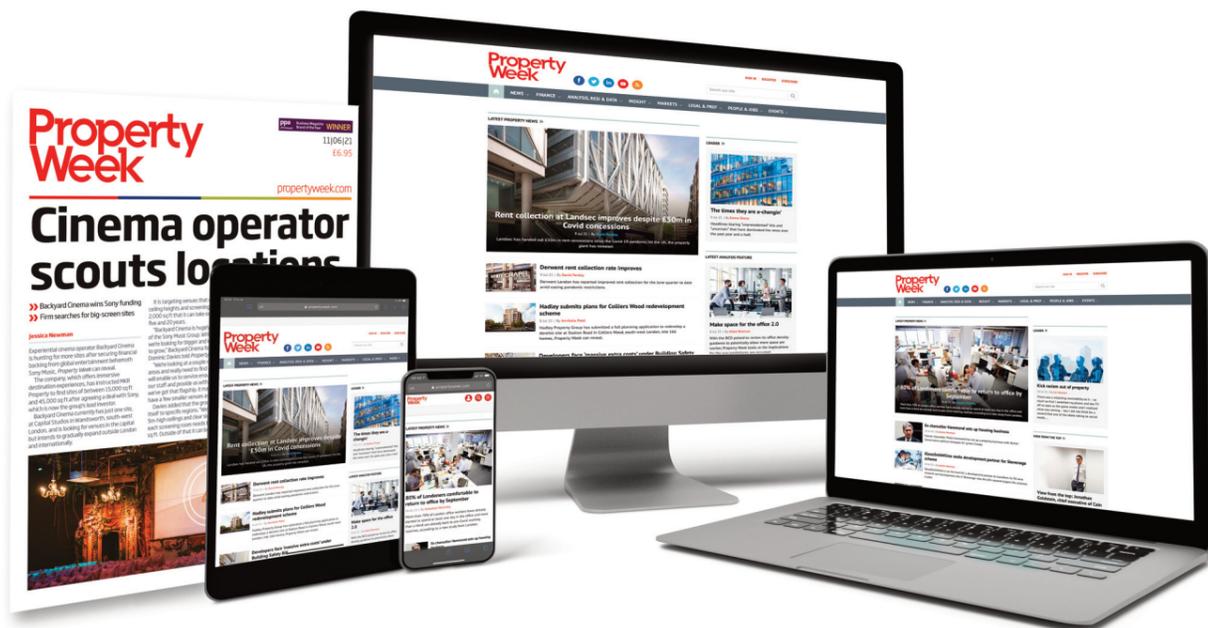
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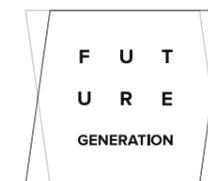
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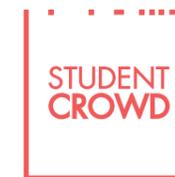
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