8 December 2021
InterContinental London The O2

CONFERENCE GUIDE

IN PERSON AND ONLINE

VIVE LA STUDENT HOUSING REVOLUTION!

student.propertyweek.com

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Organised by:

Diamond partner:
Welcome from Liz Hamson, editor Property Week

Meet the Student Accommodation team & Advisory Board

The event app

Agenda

Awards Information

Meet the speakers

Partner Showcase

Floorplan

About Property Week

student.propertyweek.com
Welcome to the 14th annual Student Accommodation Conference + Showcase at the InterContinental London – The O2. It is great to be back in the room and in such numbers. It is hard to believe that it is two years since we last gathered to debate the big issues facing the sector, and what a crazy couple of years it has been?

The student accommodation sector has been hit particularly hard by the pandemic. With images of students protesting from their rooms dominating national media coverage during lockdown, the optics were not good. But normal service was slowly resumed. In-classroom teaching returned, student numbers soared and while the number of overseas students has not yet returned to pre-pandemic levels, the predicted slump in applications has not materialised.

This year’s conference theme, ‘Vive la Student Housing Revolution!’, could not be more apt. PBSA operators expect demand for accommodation to soar thanks to the record A-level grades being achieved and the 25% rise in the number of 18-year-olds forecast in the next decade. Throw into the mix the record level of investment activity last year and there are plenty of reasons to be optimistic.

However, lessons must be learned. Trust in the sector has been badly shaken by the pandemic, something that Dame Tanni Grey-Thompson will be addressing in her keynote speech. The sector must also contend with the fallout from Covid, Brexit and the climate crisis.

Today, we will find out how the sector can rise to those challenges as well as grasp the many opportunities that lie ahead. I hope you have a fantastic day and look forward to seeing you this evening at the Student Accommodation Awards. In the meantime, thank you to all our sponsors including our diamond partner CRM Students – and thank YOU for joining us today. Your support is hugely appreciated.

Liz Hamson,
Editor, 
Property Week

We’re proud to work with clients who are transforming our cities and towns, and changing lives for the better. Our national teams are well connected, and use their networks to bring people together, open up opportunities, and find solutions to deliver student accommodation and PRS communities.

Get in touch to see how we can help.
To find out more visit Irwinmitchell.com

Proud to sponsor the Student Accommodation Investor of the Year Award.
MEET THE TEAM

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  richard.watts@emap.com
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MEET OUR ADVISORY BOARD

Michelle Beaumont: Head of Housing, Irwin Mitchell
Erin Clarke: Associate Director, Investec Real Estate
Rachel Hewitt: Director of Policy and Advocacy, Higher Education Policy Institute (HEPI)
Philip Hillman: Chairman, Living Capital Markets
Allan Hilton: Chief Executive, Affordable Accommodation for Students Association
Nick King: Business Development Director, Amber
Jenny Shaw: High Education External Engagement Director, Unite Students
Paloma Lisboa: Director of Operations, Kings College London
Richard Skeels: Chief Executive Officer, CBRE
Jon Thornhill: Commercial Director, ASK 4
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• Make appointments and meetings with fellow delegates in person and online
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• View the partner showcase
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VIVE LA STUDENT HOUSING REVOLUTION!
WEDNESDAY, 8 DECEMBER 2021

AGENDA

09:00
Registration and networking

09:30
Welcome from the Chair

09:35
Keynote: A question of trust

In her capacity as the Chancellor of Northumbria University, Dame Tanni will speak about trust in the sector, which has been badly shaken over the past 12 months. As the general public often cannot differentiate between universities and PBSA, how have these images and related news tarnished the sector? What is the lasting reputational damage? What needs to be done to repair and restore trust?

In a 16-year sporting career Dame Tanni won 16 Paralympic medals, held 30 world records and won the London Wheelchair Marathon six times. Currently her roles include chairmanship of UK Active and membership of the boards of the London Marathon, Transport for London and the London Legacy Development Corporation.

10:00
CEO discussion: Future-proofing PBSA - The residual impact of COVID-19

The worst of the pandemic may well be behind us, but what has been left in its wake? After a very challenging year for the sector, what is the lasting structural change as a result of new learning models, changing student requirements, and the way that universities are interacting with both students and the private sector? How are we applying learnings from the past year to challenge norms, build resilience, rethink design, and shape the future of PBSA?

Panellists:
- Richard Skeels
  Chief Executive Officer
  CRM
- Jess Muirre
  Chief Executive Officer
  Abodus
- Steve Grant
  Chief Executive Officer
  Kinetic Capital

10:45
Networking break & Partner Showcase

11:15
Amplifying the Student Voice: What do Students Want?

When posed the question “what do students want?” invariably the reply is “location” and “price”. There is no doubt that these factors continue to influence choice heavily, but to focus only on these attributes ignores a plethora of factors that are critical in student decision-making. Bringing together their unique combination of thousands of authentic student reviews generated annually, StudentCrowd will present on location and price as well as everything from social experience, to personal safety, to establish the key ingredients needed to deliver insights into what students want. The presentation will then be followed by a guest panel discussing the findings and offering their views.

Presentation from:
- Paul Humphreys
  Founder & CEO
  StudentCrowd

Panelists:
- Jenny Shaw
  Higher Education External Engagement Director
  Unite Students
- Tim Pankhurst
  Executive Director
  CBRE
- Einita Suman
  Director of Accommodation and Operations
  University of Birmingham

11:55
Fireside chat: The future of the UK Higher Education sector as a global brand

Philip Hillman and Nick Hillman will discuss the future of the higher education sector. The UK will see a 25% increase in the number of 18-year-olds over the next decade. The Higher Education Policy Institute is also predicting increasing levels of domestic participation, which combined with growing numbers of international students, will put significant pressure on the UK HE sector to deal with additional demand.

How will UK Government and the sector deal with the aspirations of this growing cohort of young adults? Will the Treasury restrict the offer of higher education to some, and seek to put more into apprenticeships and other vocational learning? How are UK universities positioned to market themselves globally as we pull out of the pandemic? Has a clear message been offered to international students that UK higher education is open for business?

Speakers:
- Philip Hillman
  Chairman - Living Capital Markets
  JLL
- Nick Hillman
  Director
  Higher Education Policy Institute
Investec Real Estate

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The advantages and challenges of partnering with the private sector

Paddy is joined by two representatives from UK Universities to discuss the advantages and potential concerns of partnering with the private sector. Partnerships with private providers are very important for the higher education sector, however there are still not enough protections in place for students against landlords that Universities have no control over.

Smart thinking

Tom Cheesewright is an Applied Futurist and celebrated author, he helps people and organisations around the world to see the future more clearly, share their vision, and respond with innovation. Tom will provide a scene setter ahead of the technology innovation sessions in the afternoon.

Stream 1

Panel discussion: Student Accommodation: Still hot or not?

What does the investment market look like for student accommodation in 2022 and beyond? What characteristics are investors looking for? Are yields trending upwards? How are parties dealing with the pandemic from an investment perspective? How have lenders found the past year? What forbearance has been offered on covenant breaches, and how long will this patience last? How has the pandemic affected lender views on the future?

Moderator: Mark Easton – Home Editor BBC

Panellists: Erin Clarke – Relationship Director Investec Structured Property Finance

Brian Welsh – Head of Student Round Hill Capital

Michelle Beaumont – Head of Housing Irwin Mitchell

Panel discussion: Smart thinking: how Covid-19 hit the innovation accelerator

As students switched to studying remotely during the pandemic, technology became their lifeline. High-speed broadband, virtual tours, online communication platforms, you name it, students expected it – and the good PBSA operators delivered it. The innovation did not stop there. Operators quickly rolled out health & safety measures to make their buildings Covid-safe, rose to the climate crisis challenge by switching to green energy sources and addressed the ‘S’ in ESG with tech-enabled wellbeing and mental health initiatives. But what do students want post pandemic? How should the sector be innovating to meet their evolving needs and the needs of the planet? What does the smart student accommodation of the future look like?

Moderator: Anuksha Patel – Chief Investigative Reporter Property Week

Panellists: Rebecca Hopwood – Head of Sales UCAS

Paul Bashir – Chief Executive Officer Harrison Street Europe

Nick King – Business Development Director Amber

The advantages and challenges of partnering with the private sector

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Lunch break & Partner Showcase

Following the morning’s joint sessions, the two agendas will split to focus on specific themes and topics. Design your personalised event experience and select the sessions that appeal the most to you.

You can catch up on all sessions that you missed after the event, on demand using our event app.
AGENDA

14:50  Spotlight session: Lockdown but not out
Fedde with the biggest shock to the world economy in 300 years, developers were faced with a stark choice: either survive or die. Andrew charts how Covid changed the PBSA playbook forever - and why collaboration and camaraderie have never meant more in business.

Andrew Southern
Founder & Chairman
Southern Grove
Group of companies
Southern Grove &
Future Generation

15:05  Panel discussion: The affordability conundrum
The PBSA sector has historically been more expensive than the student HMO market and university halls of residence, making the latter far more popular with domestic students. But the pandemic has leved the playing field, with PBSA being seen as more responsive to student needs.

Under the new Article 4 direction removing the permitted development right allowing housing to be converted to HMOs, the balance could swing further towards PBSA, but is it still too expensive? Will the sector be able to capitalise on the opportunity – or will university halls of residence and HMOs remain the accommodation of choice for domestic students?

Moderator: Mark Easton
Home Editor
BBC

Panellists:
Neil Young
Chairman, We are Kin & Investment Chair
Young
Michelle Singleton
Operations Director
Abdos
Marellina Sykes
Partner, Joint Head of Student Property
RealPage CapitalMarkets
Knight Frank
Richard Stutt
Managing Director
Mangii Group

15:45  Spotlight session: The role of technology in the next generation student experience
The session will focus on constantly changing student expectations and the building blocks that combine to deliver best-in-class student experience.

Meri Braziel
Chief Commercial Officer
Glide
Cienna Simmie
Head of Residential Life and Conduct
UEL
Matt Shakespeare
Managing Director - Operations
Studly Inn

16:00  Networking break & visit to Partner Showcase

16:10  Roundtable discussions
Grab a coffee and choose from our selection of focused roundtable discussions, hosted by industry experts. This is your chance to get involved and put your questions to our experts.

Topics:
1. Learnings from build to rent: Moderator - Georgie Drewery, Account Executive, Yard
2. The path to net zero - understanding where you are on the journey and your next steps: Moderator - Claire Patriccia-Riding, National Head of Planning & Environments, Irwin Mitchell
3. What do students want?: Moderator - Paul Humphreys, Founder & CEO, StudentCrowd
4. Student mental health and wellbeing: Moderator - Shaida Faraj, Head of International Markets, RealPage
5. Getting the most from your infrastructure: Moderator - Bruce Girdlestone, Director, Glide
6. The Augur review - kicked into the long grass forever?: Moderator - Paddy Jackman, Independent Consultant, Jackman Education Solutions

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AGENDA

Spotlight session: The UK’s first holistic smart technology innovation trial
Hamish Neale and Mandisa Khabe will discuss how Greystar and Strata a RealPage company, partnered to implement the UK’s first holistic smart technology innovation trial in student housing. The trial consisted of a cluster of student and a communal kitchen within Chapter Highbury 2. Over the past three months residents have been living in the units and have experienced the various forms of technology installed, providing valuable feedback to the continual development of the solution.

They will also discuss the specification of the building and the results so far and future plans for smart technology at Greystar.

Speakers:
Mandisa Khabe
Technical Manager
Greystar
Hamish Neale
Director Smart Building Suite
RealPage Europe

Panel discussion: What impact can smart technology have on operational efficiency and reducing costs?

As the industry grapples with tech solutions and the data they yield, there is an opportunity for the sector to turn the data into actionable insights that drive innovation and smart decision making. We’ll discuss the role technology has played in operating assets and how it has impacted communicating with residents during the crisis.

Tech-enabled property management services have improved responsiveness and accessibility for residents and has enabled amenity space monitoring providing data for decision making purposes. The debate will cover the lessons learnt from the application of technology through the crisis and how it has reshaped their thinking on the resident’s experience as well as supporting creating operational efficiencies in the future.

Moderator:
Steve Grant
CEO
Kinetic Capital

Panelists:
Richard Sheals
Chief Executive Officer
CIM
Scott Berry
Finance & Commercial Director
Yardi
Justin Harley
Regional Director
Yardi

Want to See More?
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Panel discussion: Does PBSA need to be reimagined in light of Covid-19?

The coronavirus pandemic has caused a seismic shift in the way student housing is being operated, with many leading organisations now looking to hospitality and other sectors for inspiration and insight. How can we reimagine the sector to optimise assets? Do buildings need a full redesign? Is it the end of the leasing model as we know it? Is hotelification of operations and services the answer?

Panellists:
- Stanislava Buzkova, Head of Design, Staykeepers
- Nenad Manasijevic, Principal Director, tp bennett
- Jamie Harris, Head of Student Accommodation - Capital Markets
- Harris Associates
- Steven McCarthy, Chief Operating Officer, CRM

17:25 Chair’s closing comments
Mark Easton, Home Editor, BBC

17:30 Conference close and networking drinks reception

Programme and speakers subject to change.

18:30 onwards: Evening Awards Programme*

Get ready for an evening of celebration as we reward the student sector for new standards of excellence.

Dress code: Lounge suits and cocktail attire

- 18:30 Awards drinks reception
- 19:30 Dinner
- 22:00 Awards ceremony & celebrity host
- 23:00 Afterparty
- 01:00 Carriages

*Awards ticket holders only. Timings subject to change. If you have an Awards enquiry, please visit the registration desk.
I feel safe and secure at Albert Plaza. This was my main reason for spending my first year here. The overall aesthetics of Albert Plaza is home-like and less like a student accommodation. Amazing management.

Roman Hardware has become a much replicated industry standard. It is now being used in many other areas, such as retail and education. The staff are kind and beyond helpful. One of the employees even came to help me with my homework, which was very appreciated.

Michelle Beaumont is a Housing Director at Irwin Mitchell. She is responsible for the education sector, working on development projects with several universities. Her ground-breaking programme for Gloucester University, developed by City Heart and funded by Aviva, has become a much replicated industry standard.

Scott Berry is the Commercial Director at Fresh. Responsible for Harrison's European strategy and its professional team across the UK and Europe, Paul brings the benefits of over 20 years' experience in private equity real estate, operations and corporate finance. He has held senior roles at Round Hill Capital, Aggmore Group and North Bridge Capital Partners.

During a 30-year career in global telecommunications and ICT, Meri has led tech companies ranging from satellite hardware providers to wireless and broadband networks. She joined Glide in May this year - a utilities service provider with a strong focus on education and student accommodation. She is the co-founder of the Women in Telecom and Technology networking group.

Scott joined Fresh in 2018 to oversee the Commercial, Finance and Business Systems Teams. He is a registered Chartered Accountant with over 20 years of commercial experience in property, advertising, media and technology. His team manages client relationships and oversees the financial and business systems that underpin the company's operations.

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Meri Braziel is the Commercial Director at Staykeepers. Staykeepers is a Services and Product Designer at Staykeepers, leading the customer-facing operating teams and the Project Management Office. She is a RIBA Part II qualified Architectural Designer and has teaching background as Teach for All network Alumni. Interested in the use of the build environment to enable learners to maximise outcomes via effective study-life-working spaces and educational facilities.

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STEVE GRANT
CEO
Kinetic Capital

In a 16-year sporting career Dame Tanni won 16 Paralympic medals, held 30 world records and won the London Wheelchair Marathon six times. Current roles include chairmanship of UK Active and membership of the boards of the London Marathon, Transport for London and the London Legacy Development Corporation. She still plays an active role in sports administration and, in 2010, was appointed to the House of Lords as a non-party political cross bench peer.

JAMIE HARRIS
Head of Student Accommodation, Capital Markets
Harris Associates

Jamie joined Harris Associates in 2013, establishing the Student Accommodation Capital Markets Team. He heads student agency at Harris Associates, which concentrates on forward funds, forward commitments, stabilised assets and land - with a focus on off-market. Jamie has transacted over £500m and 2,000,000+ sq ft of deals in H1 2021.

NICK HILLMAN
Director
Higher Education Policy Institute (HEPI)

Before joining HEPI in 2014, Nick worked for the Rt Hon David Willetts MP, then Minister for Universities and Science, from 2007 until the end of 2013. He was Chief of Staff and later Special Adviser in the Department for Business, Innovation and Skills. He previously worked as a teacher and for the Association of British Insurers.

PAUL HUMPHREYS
Founder & CEO
StudentCrowd

Paul has a background in data analytics and a passion for helping students make the best decisions. The student review platform, StudentCrowd, which he founded in 2015 helped over 1.5 million students in 2020. Paul is also a member of the Higher Education Commission, House of Lords.

PHILIP HILLMAN
Chairman - Living Capital Markets
JLL

An experienced corporate financier, Steve has a global track record raising and managing PBSA debt facilities. During a 20-year career, he has helped establish PBSA as an international-grade asset class, having led the establishment of the Unite UK Student Accommodation Fund and managing over £4 billion of global capital investments.

PHIL HILLMAN
Chairman - Living Capital Markets
JLL

Active in the PBSA sector since the early 1990s, Philip is also a non-executive director for the Dutch developer SLE Global (working on housing projects in Ghana) and the PropTech company Staykeepers. He is also Vice Chairman of The Commonwealth Housing Trust.

PADDY JACKMAN
Independent Consultant
Jackman Education Solutions

Having worked in education since 1999, including time at the University of the Arts, London, Imperial College and the University of Birmingham, Paddy today runs his own consultancy business, Jackman Education Solutions providing advice to universities and independent schools in all aspects of the campus experience. He is a non-executive director of Essex University Campus Services in addition to his role at Campus Living Villages and a former Chair of the Audit Panel of the ANUK Code of Standards for University Accommodation.
Nick has over 20 years’ experience working with high energy users in the property sector, transforming the way PBSA operators and investors engage with energy. Helping property clients maximise benefits from utilities, he is used to interpreting business goals to design tailored packages that include technology deployment, energy provision and carbon reduction.

Before joining CRM in 2012 Steve was responsible for day-to-day management of a large leisure complex. He has risen swiftly through the ranks at CRM, starting as regional manager for the South West, becoming Head of Operations in 2015, Operations director in 2017 and Chief Operating Officer in this year.

Tim has worked with CBRE for over 10 years and leads its UK Student Accommodation Valuation team. He previously worked in residential valuation, then went on to co-found the student accommodation team at Drivers Jonas in 2007. He continues to grow the CBRE student team, boosting its analytics capability.

Billy joined ASK4, an award-winning Internet Service Provider for the PBSA sector in Europe 10 years ago and is responsible for supporting the company’s strategic growth plans across multiple countries. He has previously worked in estate management, recruitment and the constituency office of Nick Clegg.


Anviksha joined Property Week in 2020, where she covers residential property, largely comprising of student accommodation, build-to-rent, later living and housebuilding. She also covers auctions and the Scotland and North West regions. She has worked as a researcher and reporter for five years.

Hamish supports student developers to implement smart building technology. He has worked with clients worldwide, developing smart tech solutions for residential, enterprise, entertainment and healthcare. He is a co-founder of Hero Labs and spent six years as a non-executive director of CEDIA, the global industry association for residential technology.
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Jonathan Hackett | Partner
T: +44 (0) 20 7933 2363
M: +44 (0) 7825 503 413
E: jonathan.hackett@lockton.com

student.propertyweek.com

MEET THE SPEAKERS

Mark Quigley
Managing Director - UK Real Estate Finance
Beaufort Capital

Mark is a highly experienced financier having started his career at Barclays in the mid-eighties. He has written over £2bn of property transactions, including almost 100 PBSA schemes, Mark has an MBA from Sheffield Business School and is a member of the Association of Property Lenders and the British Property Federation Finance Committee.

Jenny Shaw
Higher Education External Engagement Director
Unite Students

Before joining Unite Students, Jenny worked at a senior level in UK higher education to widen participation and open up new pathways to university for under-represented groups. She has worked for the universities of Hull, York St John and Middlesex, and provided consultancy to a number of national sector bodies.

Cienna Simmie
Head of Residential Life and Conduct
UEL

Originally from Galway, Ireland, Cienna has worked in Higher Education in both Ireland and the UK. As a senior member of Student Services at the University of East London, Cienna is particularly passionate about supporting all students and ensuring students leave University with experience outside of the classroom.

Tuely Robins
Head of Insights
StudentCrowd

With a background working with blue chip companies across Europe, followed by a decade at UCAS, Tuely brings a combination of commercial acumen and sector knowledge to her role. Specialising in data articulation, she consults for positive change that drives student experience and StudentCrowd’s commercial success.

Michelle Singleton
Operations Director
Abodus

Michelle joined Abodus in 2017 to spearhead the creation and growth of its operating platform to create Abodus Student Living. With over 14 years’ operating experience in the student sector and 14 years spent previously in social housing, Michelle brings broad expertise, ambition, and tenacity to a fast-growing business.

Andrew Southern
Founder and Chairman
Southern Grove Group of companies

Andrew is founding Chairman of property developer Southern Grove and its student accommodation specialist arm, Future Generation. He has previously held executive positions at Hadley Property Group, Hadley Mace, Catesby Property Group, Countryside Properties and Mace Group.

Matt Shakespeare
Managing Director – Operations
Study Inn

Matt has been with Study Inn in operations roles since 2014. He previously held senior positions in the hospitality industry, most recently with Q Hotels, and has extensive experience in student accommodation. He has degrees in sports science as well as hospitality and business management.

Richard Skeels
Chief Executive Officer
CRM

With over 25 years’ experience in marketing and client services, Richard joined CRM Students as Marketing Director in 2019. He was recently appointed CEO and is focused on leading the company’s ongoing expansion in the UK and Europe.

Richard Stott
Managing Director
The Kexgill Group

Richard is a residential property fund and student accommodation director specialising in affordable housing. He is responsible for the company’s operations across the UK and in mainland Europe. He is a member of the Royal Institute of Chartered Surveyors.

Originally from Galway, Ireland, Cienna has worked in Higher Education in both Ireland and the UK. As a senior member of Student Services at the University of East London, Cienna is particularly passionate about supporting all students and ensuring students leave University with experience outside of the classroom.
With many years of experience, tp bennett is at the forefront of student residential design. Our schemes have provided over 30,000 rooms for a range of clients including developers, operators and universities.

Responsible for some of Europe’s tallest student blocks at Nido Spitalfields and Vega in Vauxhall our portfolio includes the award-winning Garden Halls in Bloomsbury, bespoke on-campus residencies at Hull and Sussex universities and urban block regeneration schemes in Vienna, Budapest and Madrid.

Our mainstream work includes free-standing and mixed-use developments both on-campus or town centre and we are currently working on a great variety of projects in UK and across Europe.

16.50 – 17.30

Guest speaker – Panel discussion

Does PBSA (purposely built student accommodation) need to be re-imagined in light of Covid?

Nenad Manasijevic // Principal Director
nenad.manasijevic@tpbennett.com
07913 618 783

Nenad (Manas) has worked extensively in the student sector and over the last 10 years has worked on student projects across Europe in Portugal, Spain, Italy, Austria, Germany, Hungary and Poland. He has worked on large campus projects including the award-winning Garden Halls in Bloomsbury for University of London.

Einita oversees the University’s accommodation portfolio, early years provision and visitor gateways. In the last two years she has worked closely with DfE and private providers to execute the university’s Covid response. She moved into the student sector 10 years ago following a career in retail.

Helen joined Goldsmiths in 2017 and is responsible for all professional services. She was Director of Planning and Resource Allocation at Oxford University and a Fellow of Exeter College. She also established City University London’s Strategy & Planning Unit. She studied music at Oxford and has a Masters in higher and professional education.

Recognised as one of the leading agents in this market, Merelina has transacted on multiple trophy assets with innovative funding structures across the UK and Europe. She joined the Knight Frank team in 2009.

An award-winning energy management and sustainability leader with experience in construction and real estate, James leads Unite’s drive to net zero carbon by 2030. Before joining Unite he worked in sustainability consultancy for sustainable homes helping to optimise performance during construction and use.

Brian has over 15 years’ experience in the PBSA and private rental sectors as investor, asset manager, developer and operator. He has developed and managed over 50,000 beds globally and has pioneered new markets including The Netherlands, Ireland and Spain, which have since become firmly established destinations for investment.

Einita Suman
Director of Accommodation and Operations
University of Birmingham

James Tiernan
Head of Energy & Environment
Unite Students

Merelina Sykes
Partner and Joint Head of Student Property,
Student Property Capital Markets
Knight Frank

Helen Watson
Chief Operating Officer
Goldsmiths University of London

Brian Welsh
Head of Student
Round Hill Capital

Neil Young
Chairman
We are Kin & Investment Chair Young

During 25 years in the residential sector Neil has built his own business, been Chief Executive of Get Living and pioneered the build to rent sector. Through his company, Young, he invests in living sector businesses including We Are Kin - which offers student shared living homes - where he is Chairman.

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Our partners make a valuable contribution to Student Accommodation and work collaboratively with us as your joint hosts. The partner showcase is a chance to explore innovative products and services that can help your business to forge a positive future beyond today's business uncertainties.

**DIAMOND PARTNER**

CRM Students is a leading operator of student accommodation in the UK, with over 18 years experience in successfully delivering client objectives for the student accommodation industry.

In Europe we operate as Beyoo, with schemes in Portugal and Italy. We are now bringing Beyoo to the UK as we deliver Co-living!

We provide management services for over 86 schemes in the UK, Spain, Portugal and Italy, totalling in excess of 22,000 beds. Every scheme is different and our philosophy is to provide a safe and caring environment in which our residents and our staff can live, work and thrive.

Wherever they are in the world, our residents, and landlords, can expect the experience of an international operator, delivered with local understanding and cultural sensitivities.

We are a trusted partner and industry expert with an exceptional reputation for delivering outstanding accommodation.

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**STUDENT INSIGHT PARTNER**

StudentCrowd is the decision-making platform for students. The student’s voice is at the heart of everything we do, with our primary aim being to support students to make the best decisions possible about their future.

Shaping a person’s next life step is not to be taken lightly, which is why we ensure our reviews are written by real students.

With over 2 million users, our platform is shaping student decisions daily, and combining this with our comprehensive data, allows us to truly advocate for what students want. This also affords us a unique opportunity to support universities, accommodation operators and investors alike with rich data, insight and brand positioning.
PARTNER SHOWCASE

PLATINUM PARTNERS

Abodus Student Living manages student accommodation with a simple objective in mind, to provide exceptional service to all the students who live in our buildings, and to develop and guide our teams to be the best in class. With a national portfolio of accommodation, each of our student sites comes packed with personality.

www.abodusstudents.com

ASK4 is a specialist provider of broadband and WiFi services delivering connectivity services to hundreds of thousands of users internationally. Our goal is to support our clients’ aims and deliver the best connectivity experience to their residents.

As specialists in multi-tenant living, our expertise and knowledge enable us to deliver resilient, high-performing services to a variety of clients throughout the UK and Europe including PBSA, Universities, Build-to-Rent and other multi-tenant properties.

We have a history of building long-term partnerships by delivering on our commitments and working every day to meet the evolving needs of our clients and their residents. Hundreds of thousands of users trust our award-winning service and software - each one enjoying the fastest Internet and WiFi services in their local area, along with round-the-clock award-winning multilingual technical support.

www.ask4internet.com

PBSA Specialist, Future Generation (Part of the Southern Grove group of companies), proudly provides aspirational accommodation to 2000+ students across the UK.

We’re focussed on creating exceptionally designed buildings, situated in ideal locations, that inspire students to perform at their best, whilst also fostering a sense of health, wellbeing and community.

Having joined the sector less than 5 years ago we’ve amassed an impressive portfolio with ambitious plans for growth.

Through the knowledge and expertise of our teams we’re committed to continuing to deliver a next level product that truly serves the needs and wants of students today.

We don’t just aim high, we set the bar!

www.futuregeneration.com

Glide

Everything connected with best-in-class services and future-proof technology for amazing student experiences.

The right solutions for the right project with Smart Fibre Infrastructure™ through the core of the building, broadband and Wi-Fi that gets students connected, smart technology that enables smart buildings and new insights for the next generation.

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MADE EASY

We supply and install both fitted and
loose furniture and can even take care
of the accessories, so you don’t need
to worry about a thing.

We're the UK’s leading end-to-end service provider, which means we look after
everything you need. From bespoke interior design, to sourcing, installing, and
fitting your interiors, we’ve got it covered.

With a 10% rise in the number of UK students over the past ten years, and
more than 1.1 million young people living away from home, the need for stylish,
high-quality, inspiring student accommodation has never been more important.

But whether you’re a private landlord, university provider or have purpose-built
student accommodation (PBSA), offering students what they want is a big
responsibility. Creating, installing, maintaining, and replacing student interiors
on a regular basis can be time consuming, and often stressful.

Our many years’ experience and friendly team of specialists mean that working
with us is a positive experience from start to finish.

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, to open up opportunities, and to
find solutions to deliver much needed student accommodation and PRS
communities.

What makes us different? We believe in the importance of communities - we’d
love to be a part of yours.

Investec partners with private, institutional and corporate clients, offering
international banking, investment and wealth management services in two
principal markets, South Africa and the UK, as well as certain other countries.
The group was established in 1974 and currently has approximately 8,200+
employees. Investec has a dual listed company structure with listings on the
London and Johannesburg Stock Exchanges.

Investec has over 30 years’ worth of experience in the property sector, helping
clients achieve the best possible return on equity with development and
investment funding solutions across residential, commercial and mixed-use
assets.

RealPage® is the leading global provider of software and data analytics to the
real estate industry, with advanced property management, renter services and
asset optimisation solutions for Student Accommodation, Co-Living, Short Stay
and BTR investors, agents and operators in the UK.

Our comprehensive, customisable, cloud-based platform is integrated to
improve performance across property portfolios, addressing accounting,
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IOT solution, STRATIS is a one-stop shop for communitywide smart access to
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We’re the UK’s leading end-to-end service provider, which means we look after
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with us is a positive experience from start to finish.
Amber is a leading, B Corp-certified energy consultancy with over 12 years’ experience operating in the PBSA sector, managing a portfolio of 122,000 student beds. Supporting businesses and building operators to strategically cut costs, reduce carbon and drive towards Net Zero, Amber has an innovative, planet-first approach which is recognised across its industry. In 2020, they became a certified B Corporation and were named ‘Consultancy of the Year’ at The Energy Live Consultancy Awards.

Their core services include Energy Management, Carbon Consulting, Compliance and Resident Billing.

Lockton’s Global Real Estate & Construction team deliver innovative insurance placements and risk management services for student housing owners and operators. Our many years of experience in this sector have enabled us to develop a robust and proven policy wording which goes beyond the basic insurance needs of a student housing landlord and includes valuable extensions to cover.

What makes Lockton stand apart is also what makes us better: independence. Lockton’s private ownership empowers its 8,500 Associates doing business in over 125 countries to focus solely on clients’ risk and insurance needs. With expertise that reaches around the globe, Lockton delivers the deep understanding needed to accomplish remarkable results.

Nenad Manasijevic – known as Manas – has been working extensively in the student sector. One of his early projects was brand design on Nido student platform including Nido Spitalfields, Nido Notting Hill and Nido Barcelona projects followed by his designs on Pure Student platform which included Pure City and Pure Bankside projects.

Manas also worked on large ‘on campus’ student projects including University of Hull and award winning The Garden Halls in Bloomsbury for University of London.

UCAS Media connects higher education providers, accommodation providers, commercial businesses and employers with hundreds of thousands of verified students each year. We have the data, knowledge and marketing tools to help organisations build relationships with the right student audience, in the best way, at the optimum time – whatever their ambitions.

With access to first-party verified student data, we are uniquely placed to help accommodation providers reach applicants looking for student accommodation. We help thousands of students each month choose their halls through our accommodation portal, as well as delivering multi-channel campaigns to reach relevant audiences.
Plentific is an all-in-one delivery platform for property maintenance. Plentific is trusted by some of the best-known organisations in property, including L&Q, Peabody, and Notting Hill Genesis, to manage more than 370,000 properties across the UK, Germany and USA. Plentific integrates repairs, compliance, and voids management to streamline property maintenance and provide instant insight into the health of a property portfolio.

QX Global Group is a business process outsourcing company providing highly efficient & scalable finance & accounting (F&A) back-office solutions to businesses globally. We leverage a highly qualified pool of accountants, intelligent automation, and industry best practices to enable transformation for purpose-built student accommodation companies operating in the UK, North America, EMEA, and other geographies.

Over the last 18 years, we have continued to follow a unique partnership approach that allows us to improve accounting efficiency by 30% while reducing operational costs by 30-50%. We currently work with four of the top ten PBSA companies in the UK and have helped them reduce their accounting cost per bed and improve NOI by building future-ready shared service centres.

StarRez was founded in 1992 by Alan Knipe. Born out of his love of technology and interest in problem solving, Knipe wanted to improve the lives of residential community staff through innovative, user-friendly software that allowed them to focus on what they do best - taking care of their residents. StarRez is the leading residential community cloud management platform, with 800+ customers and over two million residents across the United States, Canada, United Kingdom and Europe, Australia, New Zealand, Asia, and the Middle East.

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Technogym is a world leading brand in products and digital technologies for fitness, sport and health for wellness. Technogym offers a complete ecosystem of connected smart equipment, digital services, on-demand training experiences and apps that allow every single end-user to access a completely personalized training experience anytime and anywhere: at home, at the gym, on-the-go.

Over 50 million people train with Technogym in 80,000 wellness centres and 500,000 private homes worldwide. Technogym has been Official Supplier to the last eight Olympic Games and it’s the brand of reference for sport champions and celebrities all over the world.

Winfinity is the fastest growing wireless internet service provider in Europe, connecting more than 7 million customers a year across the UK, Northern Ireland and Germany. Our portfolio of recreational and corporate connectivity solutions serve the Student, Defence, Residential, Holiday Parks and Enterprise sectors.

For the last twenty years, we’ve been serving the student market with fully managed and high speed internet and telephony services. Students now have access to 1Gbps broadband as a standard, a seamless onboarding experience and the ability to roam throughout their campus using their own private network.
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Studentlife Furniture - “Helping save the planet, 1 mattress at a time”. Whether it’s recycling, your carbon footprint, or a 360 lifecycle that is important to you, Studentlife Furniture offers a full eco-sustainable solution.

Established in 2005, Studentlife Furniture is a supplier of quality, design-led furniture and mattresses.

Working with our supply chain we constantly look at ways to do better. In 2015, we developed a mattress that not only has 83% recycled foam content and replaceable cover extending its life by up to 50%, but at end of life can be 100% recycled back into a mattress.

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TLJ are expert in the design, manufacture and installation of electronic locking systems for the PBSA sector in the UK and beyond. Our clients include Fresh, Nido, Canvas, Unite, CRM and LIV Student.

Our capability goes beyond electronic door locks - TLJ’s flexible, smart building solutions include voice & video intercom, elevator controllers, smart lockers and a wide range of IoT integrations. All operated by a standalone or integrated smartphone app, TLJ provide the kind of street-to-room solution that modern PBSA projects demand.

We’re proud of our unique, wrap-around service proposition that complements the way you work. Before, during and after the build phase we precisely tailor what we do to add value and operational efficiencies to your project.

For complete peace of mind, all TLJ locks carry a full suite of accreditations including CE Marking (UKCA pending), Certifire, PK524 and Secured by Design.

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ABOUT PROPERTY WEEK

BROUGHT TO YOU BY PROPERTY WEEK EVENTS

Property Week is the leading news magazine, website and app for the commercial and residential property markets. Packed with news, features, opinion and analysis, it keeps its readers fully briefed on all the latest information from the industry, including major property deals, development opportunities and investment prospects.

Property Week’s award-winning editorial team also produces various supplements, sector reports and Special Focus features, each of which concentrates on key topics from international matters to financial analysis. The magazine is published weekly and the brand is followed by over 400,000 readers each month across print, web and social media.

Property Week Events is a dedicated team of national and international event specialists working alongside this most influential industry title. As a multi-media events business, we deliver gold-standard events; conferences, summits and exhibitions covering every angle of the UK property and real estate market.

The Student Accommodation conference is part of our portfolio of market leading property events including the RESI Convention, Industrial & Logistics Conference & Showcase, WorkSpace Conference, Property Awards and RESI Awards.
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