

**BOOK
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LATERLIVING

22 JUNE 2023 • LONDON

UNLOCKING THE POTENTIAL OF THE LATER LIVING SECTOR

The annual Later **Living Conference**, organised by *Property Week*, is a renowned one-day event bringing together key industry professionals to discuss increased business opportunities and the latest trends; from recent policies, legislation, investment, and funding, through to planning, innovation and new technologies.



QUICK FACTS



5

Networking
breaks



25+

Expert
speakers



200+

Expected industry
professionals

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**CUSHMAN &
WAKEFIELD**



EXPERT SPEAKER LINE-UP

 Ali Powell CEO & Founder Commercial Acceleration Ltd	 Anthony Oldfield Director - Healthcare Capital Markets JLL	 Marcus Hodges Operations Director Birchgrove	 Felicie Krikler Director Assael Architecture	 Nicola Gooch Partner - Planning Irwin Mitchell	 Lex Cumber Director of Business Development Sherpa UK	 Lord Richard Best Chair The Affordable Housing Commission
 Dominic Halley Director Collado Collins Architects	 Honor Barratt Managing Director Birchgrove	 Martin Brown Managing Director, Special Projects and Partnership McCarthy Stone	 Michael Voges Executive Director ARCO	 Nick Sanderson Founder & CEO Audley Group	 Julia Streets CEO / Entrepreneur, broadcaster and host Streets Consulting	 Kevin Beirne Head of Retirement Living Octopus Real Estate
 Priya Aggarwal-Shah Founder BAME in Property	 Professor Les Mayhew Head of Global Research International Longevity Centre UK	 Russell Jewell CEO Untold Living	 Stuart Garnett Planning Director Inspired Villages	 Tom Hartley Managing Director Carterwood	 Will Bax Chief Executive Officer Retirement Village	 Hugo Pound Cabinet Member for Housing & Planning, Labour Group Leader, Councillor Sherwood Ward
 Gyles Brandreth Author and Broadcaster	 Steffan Gooch Director Beaufort Real Estate Capital	 Sally Ireland Director of Legal and Compliance ARCO	 James Cobb Chief Customer Officer Inspired Villages	 Millie Todd Head of UK Living Research and Insight Cushman & Wakefield		

THURSDAY 22 JUNE

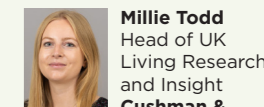
08:30 Registration & networking

09:00 Welcome from the Chair



Julia Streets
Founder & CEO
Streets
Consulting

09:05 **Housing For An Ageing Population - In Association With Cushman & Wakefield and The BPF**



Millie Todd
Head of UK
Living Research
and Insight
Cushman &
Wakefield

With the number of people in the UK aged over 65 projected to reach 16.9 million by 2040, the strain on the health, social care, and housing system is becoming increasingly evident. In April 2023, the government announced the Older People's Housing Taskforce, a significant step forward for the sector. Cushman & Wakefield's latest report, in partnership with the British Property Federation (BPF) and it's members, sets out further recommendations that are key to delivering more seniors housing.

Millie Todd, Head of UK Living Research and Insight at Cushman & Wakefield will share key findings from the report and set out four key recommendations for the Taskforce.

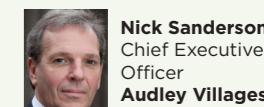
09:20 **Demystifying the later living sector**

As a society, a third will be retired in the next decade. The UK's aging society has a disproportionate access to wealth, often tied up in housing, and will be consciously thinking about their next steps, either to downsize or as a lifestyle choice. This opening 'in conversation' session will look to dispel the myths of the later living sector for those wanting a greater understanding of its potential, and look at the opportunities for the sector moving forward:

- Discuss the scale of demand and how to get access into the sector
- Explore what steps are being taken to encourage growth and sector potential
- Outline the challenges sector faces in securing investment and outline the opportunities to invest
- Clarify management fees/ deferred fees and tenure models



Anthony Oldfield
Director -
Healthcare
Capital Markets
JLL



Nick Sanderson
Chief Executive
Officer
Audley Villages

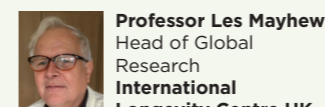


Kevin Beirne
Head of
Retirement Living
Octopus Real
Estate

09:50 **Older People's Housing Taskforce**

Our panel brings together key stakeholders from across the sector in response to the taskforce, and consider:

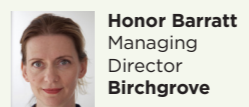
- the most pressing concerns that are preventing the market meet growing demand
- different approaches to tackle affordability, event fees and affordable housing policy



Professor Les Mayhew
Head of Global
Research
International
Longevity Centre UK



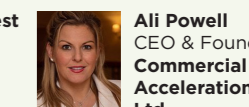
Michael Voges
Executive
Director
ARCO



Honor Barratt
Managing
Director
Birchgrove



Lord Richard Best
Chair
The Affordable
Housing
Commission



Ali Powell
CEO & Founder
Commercial
Acceleration
Ltd

10:40 Morning refreshments

11:10 **Later living outlook**

The future is looking strong for the UK's retirement living sector. With a growing aging population expected to reach 14 million by 2037; an increase of 15%, demand will far outstrip supply. Our keynote speaker will reflect on the past 12 months for the market and consider the outlook for the next year, the impact of Truss' mini budget on investor and consumer appetite, and if the later living sector could buck RESI market trends. This session will consider:

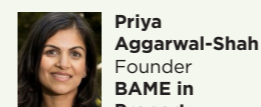
- macro-economic outlook for the housing sector overall
- market expectations for the later living sector
- global comparisons to benchmark progress
- entrant and investor appetite to capitalise on growing demand
- the impact of inflation across the supply chain



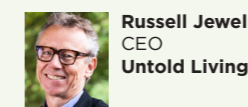
Tom Hartley
Managing
Director
Carterwood

11:35 **Changing the parameters for the later living offering: How occupational demand is changing**

Luxury later living developments have dominated the market, however to broaden the consumer base, schemes must be able to attract more diverse residents from different demographics. How does the typology of the sector need to change to be future fit, as well as cater and appeal to a broader group of consumers? Hear from our expert panel as they discuss their considerations for lifestyle and housing options for the next phase of their life.



Priya Aggarwal-Shah
Founder
BAME in
Property



Russell Jewell
CEO
Untold Living



Dominic Halley
Director
Collado Collins
Architects

12:15 **Keynote: What are the priorities to live an active life as you get older?**



Gyles Brandreth
Author and
Broadcaster

12:35 **Lunch and networking**

13:35 **Tenure models**

There is no magic formula for getting the tenure model right, yet. As consumers consider the best option for their next move, two key issues remain foremost in their mind – their own liquidity and their cashflow. How should the tenure model evolve for the sector? Whilst some developers are moving to a stronger rental offering, others are sticking firmly to the house sales model. In this session, our panel of experts will:

- consider the different returns over the long term for developers – from shared ownership, rental to deferred fees
- assess how tenure mix can work effectively within a scheme over time
- explore the Leasehold Plus model and what it would mean for consumers and investors



Sally Ireland
Director of Legal
and Compliance
ARCO



Steffan Goold
Director
**Beaufort Real
Estate Capital**



Marcus Hodges
Operations
Director
Birchgrove

14:15 **An update on the National Planning Policy Framework**

With the consultation period for the revised NPPF recently concluded, the sector is eagerly awaiting the government response. This session will:

- explore what the revisions mean for the planning system and the later living sector
- analyse the new opportunities and challenge of the new framework



Stuart Garnett
Planning Director
Inspired Villages



Nicola Gooch
Partner –
Planning
Irwin Mitchell

14:45 **Working in partnership to navigate the planning process**

The planning process continues to be one of the biggest issues for developers, operators and investors alike. With no place for a talking shop on our agenda, this session will explore user cases of planning authorities working in partnership with developers to progress plans through this process. As well as tackling the key considerations of the application process, this session will explore:

- the impact of the Building Safety Act on development plans and costs
- what Late Stage Reviews could mean for proposal, pipelines and projected spend



Hugo Pound
Cabinet Member
for Housing &
Planning, Labour
Group Leader,
Councillor
Sherwood Ward



Will Bax
Chief Executive
Officer
Retirement Village

15:15 **Afternoon refreshments**

15:45 **Challenges of delivering in the current climate**

This discussion will explore:

- The impact of inflation and the cost pressures that the sector is facing and why that is important
- The impact of the supply chain on build and development
- Reaction to MMC
- The need for affordability in a market constrained by cost



Martin Brown
Managing
Director, Special
Projects and
Partnership
McCarthy Stone

16:05 **Delivering real impact through ESG**

Case studies demonstrating how schemes are delivering real impact through their ESG commitment as well as contributing to overall operational efficiencies and profit: The Rightsizer Concept



Felicie Krikler
Director
**Assael
Architecture**

16:25 **Panel: The sales process – do customers really understand it?**

This session will explore the sales process, how long are sales taking, how are pipelines being affected by the slowdown of the residential market and do customers understand the process?



Lex Cumber
Director of
Business
Development
Sherpa UK



James Cobb
Chief Customer
Officer
Inspired Villages

17:00 **Chair's closing remarks and refreshments**

*Agenda may be subject to change



WHO ATTENDS

ORGANISATIONS

- OPERATORS
- DEVELOPERS
- AGENCIES
- INVESTORS
- FINANCIERS
- ARCHITECTS
- LEGAL
- PLANNING
- CONSTRUCTION
- OCCUPIERS

JOB TITLES

- DIRECTOR/PARTNER
- CHAIRMAN/CEO
- SENIOR MANAGER
- HEAD OF DEPARTMENT
- MANAGER
- CONSULTANT



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WHEN:
22 JUNE 2023

WHERE:
**THE AMERICA SQUARE
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**CONFERENCE
TICKETS
£495**



**ONLINE
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