



BUILD TO RENT

10 October 2023
30 Euston Square, London
CONFERENCE, SHOWCASE & AWARDS

UNLOCK CRITICAL MARKET INSIGHTS DRIVING RAPID GROWTH IN THE BTR MARKET

Unlock opportunities in the rapidly developing build-to-rent sector with *Property Week's* **BTR360 Conference!** Engage with industry titans, navigate through market dynamics, absorbing cutting-edge insights and valuable case studies. This fantastic 1-day opportunity to build new connections and be part of pivotal discussions shaping the BTR future takes place next week on 10 October.

The big finale will see recognition and reward for excellence across the build to rent sector, where 6 worthy entrants will be crowned the first ever '*Property Week* **BTR360 Award Winners**'!

25+ SPEAKERS

STRATEGIC CONFERENCE WITH UNPARALLELED NETWORKING

INTERACTIVE ROUNDTABLES

6 INDUSTRY AWARDS

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SECTOR SPECIFIC FULL-DAY CONFERENCE AND SHOWCASE

Acquire profound insights from the sector's most influential figures, as they impart thought leadership and strategic content centered on the build-to-rent domain.

BUILD CONNECTIONS WITH NETWORKING OPPORTUNITIES LIKE NO OTHER

Connect with leading experts from across the sector, including operators, investors, developers, agencies and more, all eager to create valuable connections and seize emerging opportunities within the sector.

THE BIG FINALE: EVENING AWARDS CEREMONY

Join us to celebrate excellence in the UK Build-to-Rent sector. This pivotal event spotlights innovative contributions, honoring those shaping the industry. Be part of an evening dedicated to acknowledging and setting benchmarks for future BTR success and innovation

THANKS TO OUR INAUGURAL LINE-UP OF BTR360 JUDGES

MEET THE JUDGES



Iain Murray
Senior Director BTR
Consultancy (Europe)
Cortland Consult



Mark Woodrow
Chief Operating Officer
Packaged Living



Adina David
Executive Director
MGT Investment
Management



John Holley
Investment Director
Watkins Jones



Andy Pointon
Partner
Allsop



Tim Bannister
Director of Property Science
Innovation
Rightmove



Mandisa Khabo
Technical Director,
European Operations and
Development
Greystar Europe



Rebecca Shafran
Head of Living Research
BNP Paribas Real Estate

6 AWARD WINNERS ANNOUNCED ON THE NIGHT

BTR Developer of the Year

BTR Operator of the Year

Technology Innovation in BTR
Awards

Social Impact Award

Excellence within BTR

BTR Scheme of the Year



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SHAPING THE FUTURE OF BUILD TO RENT

In the wake of the cost-of-living crisis and heightened challenges for first-time buyers, the Build-to-Rent (BTR) market emerges as a pivotal player in UK real estate, presenting fresh opportunities for investors, developers, operators and wider stakeholders. Industry-leading experts speaking at BTR360 will engage in insightful discussions, exploring not only the present market but also unearthing the opportunities of tomorrow, ensuring you're well-prepared for what's on the horizon!



Property Week
events

btr³⁶⁰
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25+ SPEAKERS INCLUDING



Iain Murray
Senior Director BTR Consultancy (Europe)
Cortland Consult



Lesley Roberts
President
UKAA



Tom Grey
Director of BTR Consultancy
Cortland Consult



Ailish Christian-West
Chief Operating Officer
Get Living



Arianna Ricciotti
Project Director
British Land



Tanya Beckett
Journalist
BBC



Thomasin Renshaw
Chief Development Officer
Pocket Living



Stuart Paterson
Head of Customer Success
Utopi



Andrew Screen
Senior Director, Head of Residential Capital Markets
BNP Paribas Real Estate UK



Katherine Rose
Managing Director
Vervlife



Alex Matthews
Head of BTR
Harris Associates



Freddie Wonnacott
Director, Fund Management
M&G Real Estate



Justin Harley
Regional Director
YARDI



Melody Mijnen
Managing Director – Marketing, Branding & Insights
Greystar



Property Week
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Debra Yudolph
Co-Founder
SAY Property



Rick de Blaby
CEO
Get Living



James Saunders
CEO
Quintain



Michael Herrington
Director of Build-to-Rent Operations
Related Argent



Kirpal Rehinsi
Associate Director – BTR Business Development
Touchstone



Zoe Thomas
Head of Real Estate
Evelyn



Tom Stoneham
Senior Development Manager
HUB Residential



Dr Penny Clark
Co-founder and Head of Research & Sustainability
Conscious Coliving



Robert McDonnell
Fund Manager
abrdn



Jeremy Castle
Director - Planning & Development Adviser
Deloitte



Mark Woodrow
COO
Packaged Living



Damien Sharkey
Managing Director
The HUB



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BTR360 STRATEGIC CONFERENCE AGENDA

TUESDAY 10 OCTOBER



09:20	<div><div>Chair's opening remarks</div><div><div>Tanya Beckett Journalist BBC</div></div></div>	
09:30	<div><div>Just how bright is the future for BTR?</div><div>The imbalance between supply and demand continues to support and grow the build to rent sector, as well as investor support. This session will:</div><div><ul style="list-style-type: none">Examine the current state of the BTR market, highlighting areas of growth and potentialAnalyse market indicators, economic trends and policy changes that could affect BTR in the futureEvaluate the factors influencing the demand for rental properties from affordability to geographyLook to the future of value growth and returns</div></div> <div><div>Iain Murray Senior Director BTR Consultancy (Europe) Cortland Consult</div></div>	
10:00	<div><div>Ensuring growth and long-term viability of the sector</div><div>The UK continues to face low levels of capital investment, slowing GDP and poor productivity growth. The businesses that have the potential to reverse that trend and to start driving growth rely on attracting the best talent into the major UK cities and, more often than not, that talent is coming from the Millennial and Gen Z generations. Importantly, those people need somewhere to live that provides them with a great rental experience, convenient transport links and the opportunity to make connections. The BtR sector has a critical role to play to deliver that. However, BtR development is meeting significant challenges when it comes to planning, investment, and the current economic environment, all of which are slowing the pace of growth. This panel will consider:</div><div><ul style="list-style-type: none">How the sector can move forward to overcome and resolve the current obstacles to growth and long-term viabilityHow to develop trust through the renewal of public/ private partnership with government and councilsThe impact of escalating local authority obligations, such as CIL, on scheme viabilityWhat the Renter Reform Bill will mean for the sectorHow organisations are planning for the outcome of the general election</div></div> <div><div><div>James Saunders CEO Quintain</div></div><div><div>Lesley Roberts Director of BTR and Operations Goodwin Development</div></div><div><div>Michael Howard Managing Director Urban Bubble</div></div><div><div>Ailish Christian-West Chief Operating Officer Get Living</div></div></div>	
10:40	Morning refreshments	
11:10	<div><div>What is driving the investor appetite for BTR?</div><div>UK investment into BTR exceeded £1.1bn in Q1 of 2023, clearly demonstrating that the appetite for the sector remains. This panel session will explore the key indicators that make BTR attractive for investors, and how the market could evolve to continue its record growth:</div><div><ul style="list-style-type: none">Exploring the factors that are at the forefront of investors' minds when looking at new opportunitiesHow do investors evaluate new geography opportunities across the UK?What are the other opportunities that investors are eyeing up: single, multi- family schemes and mid – market renters</div></div> <div><div><div>Andrew Screen Senior Director, Head of Residential Capital Markets BNP Paribas Real Estate UK</div></div><div><div>Adina David Executive Director MGT Investment Management</div></div><div><div>Robert McDonnell Fund Manager abrdrn</div></div><div><div>Freddie Wonnacott Director, Fund Management M&G Real Estate</div></div><div><div>Alex Matthews Head of BTR Harris Associates</div></div></div>	
11:50	<div><div>Moving beyond millennials and Gen Z: Who are the new residents of BTR?</div><div>The most common age band for residents in both BTR and PRS is 25 to 34 years old (BPF Report 2022), making up 40% of all residents. This should represent a significant opportunity to tap into different rental markets, from single, multi-family and mid-market renters. This session will:</div><div><ul style="list-style-type: none">Consider how buildings can provide for older demographics looking to downsizeExplore single and multi-family schemes and what families are looking forDiscuss how the RESI slowdown is creating new opportunities for mid-market renters</div></div> <div><div><div>Katherine Rose Managing Director Vervlife</div></div><div><div>Thomasin Renshaw Chief Development Officer Pocket Living</div></div><div><div>Debra Yudolph Partner SAY Property Consulting</div></div><div><div>Melody Mijnen Managing Director – Marketing, Branding & Insights Greystar</div></div></div>	

12:30	<div><div>Understanding the wider impact of planning policy and regulation on BTR as an asset</div><div>BTR is a critical sector, attracting growing investment and diversifying the UK's housing supply. But is the current planning policy an enabler or a hindrance, and how are policy and regulatory changes impacting development? This session will:</div><div><ul style="list-style-type: none">Analyse how BTR compares to other RESI sectors within the planning processExamine how affordable housing should interact and be integrated within schemesExplore the impact of late-stage reviews and how they could change the development periodDiscuss how planning is changing to accommodate a proactively designed BTR scheme.Address how the Building Safety Act could impact cost and design</div></div> <div><div>Mark Woodrow COO Packaged Living</div></div>	
	Lunch and roundtables - Roundtable topics	
	<div><div>12:50-13:30</div><div>Select Licensing</div><div><div>Lesley Roberts Director of BTR Operations, Godwin Developments, and President, UKAA</div></div><div><div>Zoe Thomas Head of Real Estate Evelyn</div></div><div><div>Dr Penny Clark Co-founder and Head of Research & Sustainability Conscious Coliving</div></div><div><div>Jason Dunlop Director Real Estate Tax Evelyn Partners</div></div><div><div>What is the future of Co-living?</div></div></div>	<div><div>13:35-14:15</div><div>What is the future of Co-living?</div><div><div>Dr Penny Clark Co-founder and Head of Research & Sustainability Conscious Coliving</div></div><div><div>Damien Sharkey Managing Director The HUB</div></div></div>
14:25	<div><div>Impact of the Building Safety Act's second staircase rule on the sector</div><div>The second staircase rule for buildings over 18 metres was mandated by the Mayor of London earlier this year. With no consultation on the new rule, developers will now have to consider how to move forward with existing plans. This panel will consider:</div><div><ul style="list-style-type: none">What is the impact on the viability of schemes?What does the new rule mean for market perception on how safe a building is? And how could this impact on tenancy and rents?Is the new rule sensible and should there be more consultation?</div></div> <div><div><div>Arianna Ricciotti Project Director British Land</div></div><div><div>Jeremy Castle Director - Planning & Development Adviser Deloitte</div></div></div>	
14:50	<div><div>Identifying the essential ingredients of a successful BTR scheme</div><div>Functional living spaces, interior design, communal spaces, connections to the community - these are all the ingredients for a successful scheme. This session will explore what are the priorities for residents and what adds value in a successful BTR scheme.</div></div> <div><div><div>Michael Herrington Director of Build-to- Rent Operations Related Argent</div></div><div><div>Tom Grey Director of BTR Consultancy Cortland Consult</div></div><div><div>Justin Harley Regional Director YARDI</div></div></div>	
15:30	Afternoon refreshments	
16:00	<div><div>Engaging Residents & Changing Behaviours: Building Sustainable Communities</div><div><ul style="list-style-type: none">ESG data in BTR, and Utopi insightsUsing Utopi data to uncover current baseline behavioursWhat we currently know about sustainable behavioursCase studies in BTR and other multi-tenant sectorsWhere we need to get to for real change</div></div> <div><div>Stuart Paterson Head of Customer Success Utopi</div></div>	
16:20	<div><div>Driving Social Impact: BTR's Role in Place Making</div><div><div><div>Case Study 1 Kirpal Rehinsi Associate Director – BTR Business Development Touchstone</div></div><div><div>Case Study 2 Tom Stoneham Senior Development Manager HUB Residential</div></div></div></div>	
17:00	Chair's Closing Remarks	