

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

UNLOCK CRITITAL MARKET INSIGHTS **DRIVING RAPID GROWTH** 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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MONTFORT





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**

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



lain Murray Consultancy (Europe)

Andy Pointon



Mark Woodrow Chief Operating Officer Packaged Living

Tim Bannister

Director of Property Science



Adina David MGT Investment

Mandisa Khabo

Technical Director,

European Operations and Development



John Holley Watkins Jones

Rebecca Shafran

BNP Paribas Real Estate



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



10 October 2023 30 Euston Square, London

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!



25+ SPEAKERS INCLUDING



lain Murray Consultancy (Europe **Cortland Consult**



Lesley Roberts UKAA



Cortland Consult



Ailish **Christian-West** Chief Operating Office Get Living



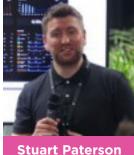
Arianna **Ricciotti British Land**



Tanya Beckett ввс



Thomasin Renshaw **Pocket Living**



Head of Customer Utopi



Andrew Screen BNP Paribas Real Estate UK



Katherine Rose Managing Director **Vervlife**



Head of BTR
Harris Associates



Freddie Wonnacott **M&G Real Estate**



Justin Harley Regional Director
YARDI



Greystar





Debra Yudolph SAY Property



Rick de Blaby **Get Living**



James Saunders Quintain



Herrington Director of Build-to **Related Argent**



Kirpal Rehinsi Touchstone



Zoe Thomas Evelyn

Jeremy Castle

Deloitte



Tom Stoneham HUB Residential



Mark Woodrow

Packaged Living

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





Robert McDonnell



Damien Sharkey The HUB



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BTR360 STRATEGIC CONFERENCE AGENDA **TUESDAY 10 OCTOBER**

09:20 Chair's opening remarks



Tanya Beckett BBC





30 Euston Square, London

09:30 Just how bright is the future for BTR?

The imbalance between supply and demand continues to support and grow the build to rent sector, as well as investor support. This session will:

- Examine the current state of the BTR market, highlighting areas of growth and potential
- Analyse market indicators, economic trends and policy changes that could affect BTR in the future
- Evaluate the factors influencing the demand for rental properties from affordability to geography
- Look to the future of value growth and returns



lain Murray Senior Director BTR Consultancy (Europe) **Cortland Consult**

10:00 Ensuring growth and long-term viability of the sector

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:

- How the sector can move forward to overcome and resolve the current obstacles to growth and long-term viability
- How to develop trust through the renewal of public/ private partnership with government and councils
- · The impact of escalating local authority obligations, such as CIL, on scheme viability
- · What the Renter Reform Bill will mean for the sector
- How organisations are planning for the outcome of the general election



11:10

11:50

James Saunders CFO Quintair



Lesley Roberts Director of BTR and Operations Goodwin



Michael Howard Managing Director Urban Bubble



Ailish Christian-West Chief Operating Officer **Get Living**

10:40 **Morning refreshments**

What is driving the investor appetite for BTR?

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

- Exploring the factors that are at the forefront of investors' minds when looking at new opportunities
- How 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



Senior Director, Head of Residential Capital Markets **BNP Paribas Real**

Andrew Screen















Alex Matthews Head of BTR Harris Associates

Moving beyond millennials and Gen Z: Who are the new residents of BTR?

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 midmarket renters. This session will:

- Consider how buildings can provide for older demographics looking to downsize
- Explore single and multi-family schemes and what families are looking for
- Discuss how the RESI slowdown is creating new opportunities for mid-market renters



Katherine Rose Managing Director Vervlife

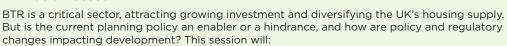


Thomasin Renshaw Chief Development Officer Pocket Living

Debra Yudolph Partner SAY Property

lelody Miinen Managing Director Marketing, Branding & Insiahts

12:30 Understanding the wider impact of planning policy and regulation on BTR as an asset





Mark Woodrow **Packaged Living**

Analyse how BTR compares to other RESI sectors within the planning process

- Examine how affordable housing should interact and be integrated within schemes
- Explore the impact of late-stage reviews and how they could change the development period
- Discuss how planning is changing to accommodate a proactively designed BTR scheme.
- Address how the Building Safety Act could impact cost and design

Lunch and roundtables - Roundtable topics

12:50-13:30 **Select Licensing**



Director of BTF Operations. Godwin **Developments** and President UKAA

What is the future of Co-living?



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

Demonstrating ESG



Head of Rea

Jason Dunlop Director Real Estate Tax

13:35-14:15 What is the future of Co-living?



Dr Penny Clark Co-founder and Head of Research 8 Sustainability

Demonstrating social impact



Damien Sharkey Managing Director The HUB

Impact of the Building Safety Act's second staircase rule on the sector

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:



- 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?



Arianna Ricciotti Project Director **British Land**



Identifying the essential ingredients of a successful BTR scheme

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.



Michael Herrington Director of Build-to-Rent Operations



Director of BTR Consultancy **Cortland Consult**



Regional Director YARDI

15:30 Afternoon refreshments

16:00 **Engaging Residents & Changing Behaviours: Building Sustainable Communities**

- ESG data in BTR, and Utopi insights
- Using Utopi data to uncover current baseline behaviours
- What we currently know about sustainable behaviours Case studies in BTR and other multi-tenant sectors
- Where we need to get to for real change



Case Study 1 Kirpal Rehinsi Associate Director - BTR Business Development

Case Study 2 Tom Stoneham Senior Development Manager **HUB Residentia**

Stuart Paterson

Success

Utopi

Head of Customer

16:20 **Driving Social Impact: BTR's Role in Place Making**