

BOOK
NOW!

Property Week

LATER LIVING CONFERENCE

21 MARCH 2024

ETC.VENUES COUNTY HALL, LONDON

UNLOCKING THE POTENTIAL OF THE LATER LIVING SECTOR

The annual **Later Living Conference**, organised by *Property Week*, brings together property professionals from across the industry to discuss emerging trends and developments presented by the retirement sector.. This one-day conference and showcase will take a deep dive into the latest policies, legislation, investment, funding, planning, technology, innovation and more.



40+

expert
speakers



5

networking
breaks



200+

expected industry
professionals

CPD
CERTIFIED
The CPD Certification
Service

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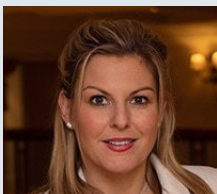
Property Week

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TAKE A LOOK AT OUR INDUSTRY EXPERTS



Ali Powell
CEO & Founder
Commercial
Acceleration



Amanda Nurse
Co-founder
Carterwood



Anna Kear
CEO
Tonic Housing



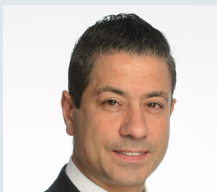
Ben Rosewall
Head of Investment
Senior Housing
Legal & General
Capital



Clare Cameron
Architect and
Director
PRP



Dan Madsen
Chairman and CEO
One Eighty
International/
Leisure Care



Dasos Kirtsides
Head of Healthcare
Shawbrook Bank



David Whiteley
Director
Whiteley Consulting



Ed Warner
CEO
Motionspot



Gary Day
Land, Design and
Planning Director
Churchill
Retirement



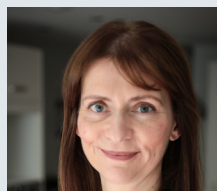
Graeme Carver
CEO
Aspect
Partnership



Harry Harris
Managing Director
SUSD London



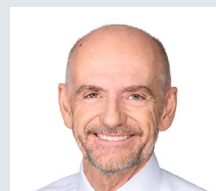
Helen Jones
CEO
Allegra Care



Honor Barratt
CEO
Birchgrove



Ian Spero
Honorary Professor
UCL Bartlett School
for Sustainable
Construction
and Founder
Agile Ageing



Iain Lock
Managing Director
of Health
Avison Young



Jamie Bunce
CEO
Inspired Village



Joe Flaherty
Director
Beaufort Capital
Management



Josephine Jones
Partner
Knight Frank



Judith Phillips
Deputy Principal
(Research) & Professor
of Gerontology and
Research Director
**UKRI Healthy
Ageing Challenge**



Kathleen Dunmore
Director
Three Dragons



Kyle Holling
Partner
**Trowers & Hamlin
LLP**



Lord Richard Best
Chairman/CEO/CFO
**Local/Central
Government**



Martyn Craddock
CEO
**United St. Saviours
Charity**



Michael Voges
CEO
ARCO



Nick Edwards
former COO,
Audley Group
and former CFO,
**Moorfield
Group**



Olga Turner Baker
Managing Director
Ekkist



Paul Coles
Co-Founder and CIO
Wallacea Living



Paula Broadbent
Managing Director
Lovell Later Living



Phil Schmid
Senior Director,
Operational Real
Estate
CBRE



Rebekah Luff
Senior Research
Analyst
**Social Care Institute
for Excellence
(SCIE)**



Richard Hinchliffe
Director Sector
Strategies
ANZ Institutional



Richard Morton
Director
RMArchitects



Samantha Rowland
Head of
Healthcare and
Senior Living, Senior
Director
**BNP Paribas
Real Estate**



Stephen Morris
Partner - Later
Living
**Pollard Thomas
Edwards**



Stewart Moore
Consultant
Lifecycle Living



Tim Stephen
Director
Amber



Tom Scaife
Partner, Head of
Seniors Housing
Knight Frank



Victoria Mager
Director of
Development
**Delivery
Anchor**



Zoe Wyrko
Well-being Director
Riverstone



Property Week
LATER LIVING
CONFERENCE
 21 MARCH 2024
 ETC.VENUES COUNTY HALL, LONDON

08:30 **Registration & networking**

08:55 **Welcome from *Property Week* & Chair's opening remarks**



Lem Bingley
 Editor
Property Week



Chair
Kyle Holling
 Partner
Trowers & Hamlin

09:00 **Industry overview - market data and insights**

A comprehensive market outlook considering the latest key trends and drivers in the retirement living sector, how they affect current performance and the expectations for further growth

- Addressing key figures and trends, sales velocity, growth in rental, the impact of market volatility and inflation on the sector
- Exploring the diversity of markets and the importance of addressing different segments, including the middle and mass market



Tom Scaife
 Partner, Head of
 Seniors Housing
Knight Frank

09:20 **Management teams spotlight: Steering the future of the retirement housing living**

How current leadership teams have been created, understand their journey, the challenges they have faced and their view on following key questions:

- What keeps them awake at night. How to bring good talent and what skills do they need today
- What needs to be done to scale up the market? How to build larger communities (150-250 units)
- The challenges and opportunities related to achieving sustainable growth in the retirement housing industry
- Explore the barriers to market entry for new operators
- Industry collaboration for overcoming challenges

Moderator: Iain Lock, Managing Director Health, Avison Young Global



Iain Lock
 Managing
 Director Health,
Avison Young Global



Honor Barratt
 CEO
Birchgrove



Dan Madsen
 Chairman & CEO
One Eighty International/Leisure Care



Jamie Bunce
 CEO
Inspired Village



Anna Kear
 CEO
Tonic Housing

10:00 **Panel: Putting your customers' needs in the heart of your business**

The session will explore the demographics of residents, payment methods, tenure options and factors influencing the choice of senior living now and in the future

- Current trends in tenants' behaviour
- How well are customer profiles understood
- What drives tenants' behaviour for the top, mid and lower segments of the sector?
- How can technology be leveraged to create leading experiences in senior living?
- How to improve the customer journey to increase occupancy

Moderator: Victoria Mager, Director of Development Delivery, Anchor



Victoria Mager
 Director of
 Development
 Delivery
Anchor



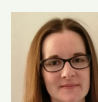
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Wallacea Living



Zoe Wyrko
 Well-being
 Director
Riverstone



Rebekah Luff
 Senior Research
 Analyst
Social Care Institute for Excellence (SCIE)

10:40 **Morning refreshments**

11:10

Panel: Addressing the mid-market gap and affordability

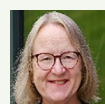
The session will examine the current definition of the mid-market and its significance in retirement housing and how to unlock mid-market potential as well as the latest progress of government initiatives

- Older People's Housing Taskforce - where are we now?
- The ways the quality and quantity of the older people's housing market can be expanded
- Exploring the need for design revisions to cater to the middle market's preferences and affordability
- How to creating communities that facilitate social interaction and well-being
- How to navigate the planning process

Moderator: Paula Broadbent, Managing Director, Lovell Later Living



Paula Broadbent
Managing Director
Lovell Later Living



Judith Phillips
Deputy Principal (Research) & Professor of Gerontology and Research Director
UKRI Healthy Ageing Challenge



Lord Richard Best
Chairman/CEO/CFO
Local/Central Government



Michael Voges
CEO
ARCO



Richard Morton
Director
RMArchitects

11:40

Case Study: Creating investor value in a DMF environment

Find out why that when the operational and development phases are taken together, it leads to a competitive customer proposition, along with good IRRs.



David Whiteley
Director
Whiteley Consulting

12:05

Lifetime neighbourhoods that care

Imagine a future where age is not a barrier, but a gateway to new horizons. A future where technology enables people to maintain their health, their independence and their dignity, well into later life. This is the vision of ISO 25553, a new global standard framework, relating to the design, creation, operation and maintenance of mixed tenure 'Smart Multigenerational Neighbourhoods', where young and old, disabled and able, can co-exist in technologically enabled housing. Find out what it's all about, how it could benefit your business, and have your say before the standard is finalised.



Ian Spero
Honorary Professor
UCL Bartlett School for Sustainable Construction and Founder, **Agile Ageing Alliance (AAA)**

12:30

Lunch and networking

13:30

Investor insights: Decoding the senior living market

Existing investors discuss their investment strategies, experiences, and future plans for growth in the senior living sector.

- What is the latest investor engagement in the senior living sector?
- Key investment challenges for the sector and which investment metrics are needed to navigate challenges effectively.
- Strategies for long-term investor engagement amidst rising development costs and housing market deflation
- How the sector can be made more attractive to investors by aligning with risk profiles and addressing barriers for new operators. What investors are looking for?
- DMF: how do investors look at the DMF? Can any value realistically be ascribed to the DFM when a DMF income stream has never been traded in the UK? Are investors automatically ascribing a £0 value to the DMF when looking at a scheme with one?

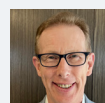
Moderator: Kyle Holling, Partner, Trowers & Hamblins LLP



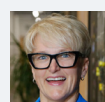
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Head of Investment, Senior Housing
Legal & General Capital



Richard Hinchliffe
Director Sector Strategies
ANZ Institutional



Amanda Nurse
Co-founder
Carterwood

14:05 **The growth of senior living funding - what can we expect next?**
*Discussing the challenges and opportunities in financing the sector.
 Do we need two type of capital to fund and develop?*

Moderator: Kyle Holling, Partner, Trowers & Hamlins



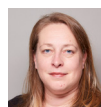
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Joe Flaherty
 Director
Beaufort Capital Management



Dasos Kirtsides
 Head of Healthcare
Shawbrook Bank



Samantha Rowland
 Head of Healthcare and Senior Living,
 Senior Director
BNP Paribas Real Estate



Gavin Eustace
 CEO
Silbury Finance

14:40 **Panel: Future of rentals - finding the right recipe**
Exploring the differences in rental models, rental vs DMF, and focusing on rentals benefits

- Review of the benefits for providers and consumers in senior living communities.
- Evaluating challenges in the sales market and the relative manageability of rental properties.
- Underwriting of rental products and proving the demand for rental retirement housing.
- Researching catchment areas for both sales and rental properties

Moderator: Stewart Moore, Consultant, Lifecycle Living



Stewart Moore
 Consultant
Lifecycle Living



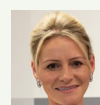
Phil Schmid
 Senior Director, Operational Real Estate
CBRE



Nick Edwards
 former COO,
Audley Group
 and former CFO,
Moorfield Group



Graeme Carver
 CEO
Aspect Partnership



Josephine Jones
 Partner
Knight Frank

15:10 **Afternoon refreshments**

15:35 **Panel: Unveiling construction and design dynamics - from today's developments to future openings**

How innovative approaches to design can enhance housing affordability and discover real-world examples of successful projects that have utilised diverse construction methods

- Exploring the balance between build costs, design complexity, and the preferences of senior living residents
- Consider how design influences the choices of senior living residents
- Solutions for making housing more affordable
- Innovations in senior living design and construction
- How to create quality, design-led schemes that are fit for the 21st century without having to charge a premium price via sales or rentals

Moderator: Iain Lock, Managing Director Health, Avison Young Global



Iain Lock
 Managing Director Health,
Avison Young Global



Harry Harris
 Managing Director
SUSD London



Clare Cameron
 Architect and Director
PRP



Stephen Morris
 Partner -
 Later Living
Pollard Thomas Edwards



16:05

Panel: Maximising impact - the power of ESG and harnessing technological advancements in retirement communities

Showcasing how ESG commitments and technological advancements can drive operational efficiencies, profit contributions, and the synergy between the two

- Discussing specific examples of good practices in environmental, social, and governance aspects within the retirement living sector
- Examining the role of residents in contributing to ESG goals and forming working groups to address these consideration
- How technology can enhance the overall living experience and contribute to the sustainability goals of retirement communities

Moderator: Olga Turner Baker, Managing Director, Ekkist



Olga Turner Baker
Managing Director
Ekkist



Ed Warner
CEO
Motionspot



Tim Stephen
Director
Amber

16:25

Panel: Building sustainable culture and consumer confidence - navigating marketing and reputation in retirement living

This panel will share insights into marketing, culture, trust-building, regulatory considerations, and strategies for sector-wide promotion, offering a holistic perspective on the future of retirement living

- What are effective methods to promote the retirement living sector at a broader scale?
- How does the pivotal role of marketing and cultural considerations contribute to fostering trust within the realm of retirement housing?
- In what ways can the involvement of government officials support and shape the senior living industry, and what impact does it have on the overall growth and development of the sector?

Moderator: Kathleen Dunmore, Retirement Housing Group



Kathleen Dunmore
Retirement Housing Group



Gary Day
Land, Design and Planning Director
Churchill Retirement Living



Martyn Craddock
Chief Executive
United St. Saviour's Charity



Helen Jones
CEO
Allegra Care



Dan Madsen
Chairman and CEO
One Eighty International/Leisure Care

17:00

Chair's closing remarks

17:15

Networking drinks reception





Bringing together **industry professionals** for a day of educational insights into the evolving retirement sector, the Later Living Conference is also now CPD certified and will provide up to 6 hours of credits towards your professional development. . With a packed schedule designed to equip you with new ideas and strategies, **don't miss out** on this valuable opportunity to network with industry peers and stay ahead of the curve!



WHO ATTENDS?

ORGANISATIONS:

◆ OPERATORS

◆ DEVELOPERS

◆ AGENCIES

◆ INVESTORS

◆ FINANCIERS

◆ ARCHITECTS

◆ LEGAL

◆ PLANNING

◆ CONSTRUCTION

◆ OCCUPIERS

JOB TITLES:

◆ DIRECTOR/PARTNERS

◆ CHAIRMAN/CEO

◆ SENIOR MANAGER

◆ HEAD OF DEPARTMENT

◆ MANAGER

◆ CONSULTANT

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YOUR TICKET

Property Week

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21 MARCH 2024
ETC.VENUES COUNTY HALL, LONDON



95%

of previous attendees
are planning
to return



£595

Conference
Tickets



100%

of previous attendees
were satisfied with
the speaker
line up



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