



RETIREMENT LIVING

5 NOVEMBER 2019, LONDON

ORGANISED BY
Property Week
 events

The only UK property event focused on retirement living business opportunities



Today's seniors live in a golden age, with greater affluence and longer life expectancy than any previous generation. Their property choices are driven less by their care than by aspiration, lifestyle ambition and the pursuit of new found freedoms. By 2025 over 64's will account for 20% of the population – a powerful demographic that's looking to the property industry for new and better options.

Sign up for Retirement Living now and get ready to build your business.

Retirementlivingconf.com

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Now in its fourth year, Retirement Living is the UK's only property industry event focused on unlocking business opportunities in the senior living sector. Reserve your place today and connect with decision makers from leading operators, developers, investors, financiers and architects.

Our high-level delegates are consistently telling us that their attendance adds value to their business, enriches their networks and extends their knowledge. Isn't it time you joined them?

Delegates say Retirement Living...

96%

Is important for my business

82%

Helps me learn, network and forge new business partnerships

...and

90%

of them say they're coming back for more.



Topics on our 2019 agenda include:

- **Life stage not old age.** What today's senior consumers want – and why their property decisions are shaped by desire, not need
- **Size and power.** An overview of the senior market reveals its size and buying power – and that its needs are yet to be met
- **Mixing it up.** The appeal of intergenerational living – and the developments that make it work
- **Deal or no deal.** What investors should think about when weighing up deals and selecting an operating partner
- **Buy, rent, release equity.** How creating new options for seniors could unlock the wider property market

Retirement Living's comprehensive programme of presentations, discussions, workshops and debates will challenge your preconceptions and extend your horizons. Our speakers are drawn from top-performing businesses and organisations from the UK and beyond. They are innovators, ground breakers and market makers – and they're ready to share their vision with you.

Agenda at a glance

08:30	Registration
09:25	Chairman's welcome and morning sessions commence
10:50	Networking and refreshments
11:20	Morning sessions continue
13:00	Networking lunch
14:10	Afternoon sessions commence
16:10	Networking and refreshments
16:30	Afternoon sessions continue
17:30	Chairman's closing remarks and Networking drinks reception

08:30 Registration

09:25 Welcome from the Chair, Jeremy Porteus, Chief Executive, Housing Learning and Improvement Network



09:30 Retirement Living: Where is the opportunity?
 By 2025, 20% of the UK population will be over 65 (14.3 million people). Currently the over 65s own a combined £800 billion of housing equity. In this market overview JLL will explore the opportunity for investors, developers and operators, and assert how the sector need to develop to overcome under supply whilst meeting the changing demand of occupiers.
 Presenter: JLL

10:00 Residents Panel: Hear what residents think - Developing with the customer in mind
 We've invited a diverse panel of retirement living residents to tell us what they want from their next stage of life. What's important for them when considering their property options and what do they value? What attracted them to their new lifestyle and home, and what put them off? What do they think of different payment models? What more should developers and operators be doing to make retirement living aspirational?

Retiree panelists:
 Brent Joyce, Renting in an Anchor Hanover development, Peterborough, Chairman of the AH Resident's Council
 Sue Russell, Soon to move to a retirement property in South Wales
 Carl Parsons, Retired Professor of Social Inclusion Studies, living in a nonretirement property

Insight and research on customer-centric development presented by ColladoCollins Architects
 Dominic Hailey, Senior Team, [ColladoCollins Architects](#)
 Carly Dickson, Architectural Research Specialist, ColladoCollins Architects & Design Researcher, [MIT AgeLab](#)

10:50 Morning Refreshments & Networking

11:20 Case study: Build-to-rent retirement living
 The UK housing market is at the weakest point in a decade, stoking a greater demand for rental properties in the retirement housing market. Scottish Widows is currently predicting the number of retired renters will increase to nine million by 2022. Seizing this growing opportunity, this year Birchgrove opens its doors to the UK's first BTR retirement scheme. We are joined by Honor Barratt, Managing Director of Birchgrove, who will share the triumphs and the challenges of this new retirement living model.



Honor Barratt
 Managing Director
[Birchgrove](#)

11:40 Panel debate: How planning policy is affecting development in London
 In June this year, LifeCare Residences' plans for a £97m scheme in Gondar Gardens, West Hampstead, were rejected in a ruling that would have far-reaching implications for the sector. The decision set a precedent by ruling that event fees should be taken into account to determine the level of affordable housing required. We have brought together a panel of industry experts to explore what the decision means for future development proposals and to discuss more broadly how the planning regime in London is affecting the viability of retirement housing in the capital.



Carl Dyer
 National Head of Planning
[Irwin Mitchell](#)



Michael Voges
 Executive Director
[ARCO](#)



Liz Loughran
 Managing Director
[Line Planning](#)



Gary Day
 Executive Land and Planning Director
[McCarthy & Stone Retirement Lifestyles](#)

12:20 Selling the lifestyle: changing the image of retirement living
 The public image of retirement living needs a makeover. How do we encourage people to embrace the move to retirement living as they do overseas?



James Fenner
 Managing Director
[Silk Road Marketing](#)

12:40 No to retirement – yes to renewal. How re-envisioning senior living will revitalise the housing market
 Entrepreneurial developer Johnny Sandelson explains how tapping into seniors' appetite for renewal could generate positive disruption up and down the property ladder. Today's older generation has greater disposable income, better health and longer life expectancy than any other. Johnny believes that encouraging them to see retirement as renewal – an opportunity to reshape rather than restrict their lives – could deliver a double win for the market by accelerating growth in the senior property sector and unlocking property equity across the board.



Johnny Sandelson
 Co-founder and Chief Executive
[Auriens](#)

13:00 Lunch and networking

14:10 Spotlight session: The intergenerational opportunity
 Channel 4's *Old People's Home for 4 Year Olds* has shone a spotlight on the potential of intergenerational schemes that provide retirement housing alongside children's nurseries or even student housing. Our experts share their insights on the potential benefits of intergenerational schemes, looking at what lessons can be learned from existing developments and how best to design and operate schemes that bring different generations together.



Jenny Buterchi
 Partner
[PRP Architects](#)



Stephen Burke
 Director
[United For All Ages](#)



Judith Ish-Horowicz MBE
 Principal
[Apples and Honey Nightingale CIC](#)



Justin Shee
 Chief Executive and Founder
[Kohab](#)

14:50 The OWCH model: developing co-housing
 Sharing insight from the UK's first example of private and social partnership specifically designing and running housing for older female residents, the Older Women's Co-Housing (OWCH) has become a blueprint for the development of co-housing. Maria Brenton, Founding Member of OWCH, will share her experience of the project and community development.



Maria Brenton
 Senior Co-housing Trust Ambassador and Founding Member
[Older Women's Co-Housing \(OWCH\)](#)

15:10 Panel Discussion: Developing for the next generation of retirement living customer
 Our ageing population is healthier, wealthier and more independent than previous generations. This needs to be reflected the next generation of retirement schemes. What will the retirement living schemes of the future look like and where will they be built?



Jamie Bunce
 Chief Executive
[Inspired Villages](#)



Will Bax
 Chief Executive
[Retirement Villages Group](#)



Nigel Saunders
 Director
[Pozzoni Architecture](#)



Nigel Marcoolyn
 Director
[Cowan Architects](#)

15:50 Interview: US style operations - what translates from across the pond?
 How can the UK emulate the thriving retirement living market in the US? We are joined by Gavin Stein, Chief Executive and Founder of Elysian Residences, who is bringing aspirational, US-style senior living to the UK. Hear about Elysian's UK offering, and what translates from across the pond and what doesn't.



Gavin Stein
 Chief Executive and Founder
[Elysian Residences](#)

16:10 Afternoon refreshments and networking

16:30 Building your base: tapping into mid-market consumers
 The more affluent end of the market has seen huge investment over the past few years. However, the mid-market offers a potentially bigger opportunity. How are developers and operators tapping into this much-underserved sector of the market? This case study will explore how the customer offering and payment model can be tailored to the mid-market.



Kevin Shaw
 Managing Director
[Audley Group](#)

16:50 Panel Discussion: Deal or No Deal
 What does it take to win investment in today's market? We'll be pitching proposals to our panel of the UK's leading investors and asking them what will it be, 'Deal or No Deal'?

Moderator



Guy Sackett
 Partner
[Irwin Mitchell](#)



Robin Hubbard
 Head of Real Estate Capital
[Schroders](#)



Kevin Beirne
 Director, Head of Retirement
[Octopus Real Estate](#)



Andrew Ovey
 Head of Healthcare
[AXA IM](#)

17:30 Closing remarks and networking drinks reception

Please note: Information correct at time of publishing. Programme and speakers subject to change.

No one understands the retirement property sector better than the publication that reports on it day in, day out. *Property Week's* comprehensive reporting of industry news, features, insight and analysis is enjoyed in print, online and across social media by an audience of over 300,000 property professionals every month.

Property Week Events organises conferences, awards and events across all property sectors, giving networking and enrichment opportunities to over 10,000 of property's key players every year.



New venue

Retirement Living has a new location at **etc. venues St Paul's, 200 Aldersgate, London EC1A 4HD**. In the heart of the city, with easy access to Liverpool Street Station and the tube network, this state-of-the-art conference venue has great facilities and excellent connectivity.

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- Group conference ticket - Buy 2 places and get a 3rd free: £990 (+VAT)

*Terms and conditions apply. Book 2 paid for places and receive an additional place free of charge. Discount must be redeemed at time of registration and cannot be applied retrospectively.

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