



ULI Urban Land
Institute

UK|2017

ANNUAL CONFERENCE

24 May 2017 | UBS, Broadgate, London

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Real Estate Investment And Development Conference

PROGRAMME

Hosted by  **UBS**

uk.uli.org

The Urban Land Institute is a global, member-driven organisation comprising more than 40,000 real estate and urban development professionals dedicated to advancing the Institute's mission of providing leadership in the responsible use of land and creating and sustaining thriving communities worldwide.



ULI UK Annual Conference 2017

Connect, Learn & Share.

Bridging Real Estate Disciplines, Geographies and Generations.

ULI Leadership



Jon H. Zehner

Chairman
ULI Europe

Global Co-Head of Client
Capital Group
LaSalle Investment
Management



Simon Clark

Chairman
ULI UK

Partner Consultant
Linklaters



Randall K. Rowe

Global Chairman
ULI

Chairman
Green Courte Partners
LLC



Lisette van Doorn

Chief Executive
ULI Europe



Andy Martin

Immediate Past Chairman
ULI UK

Senior Partner
Strutt & Parker



Patrick L. Phillips

Global Chief Executive
ULI

ULI UK

ULI UK is the largest ULI National Council in Europe with over 1000 members from the private and public sectors representing all disciplines within the UK commercial and residential property market. It is led by an Executive Committee of senior industry figures who volunteer their time to deliver programming specific to the UK.

Throughout the year, ULI UK hosts an active and diverse programme of high quality events that draw on and share global best practices. ULI UK also includes product councils and forums aimed at professionals with interests in specific sectors of the market (residential council, sustainability council, infrastructure council, tech forum, capital markets forum and development forum); an active Young Leader group; education outreach through UrbanPlan; and regional activities in the Midlands and Scotland.

For more information about ULI UK please contact the ULI UK team at uk@uli.org



Practical Information

Attendees

A full list of conference attendees can be found online uk.uli.org/annual-conference-2017

Twitter

Follow the meeting on twitter and tweet questions to [@ULI_UK](https://twitter.com/ULI_UK) #ULIUK2017

Wifi

Wifi is available on a complimentary basis to all conference delegates.

Please select **UBS_Guest**. Username: guestwifi1@client.room Password: 9RtnYTKM

Speaker Presentations, Photos, Video

Presentations and photos of the conference will be available online following the event uk.uli.org/annual-conference-2017

Upcoming Events

For details of all upcoming events, please visit uk.uli.org/events

ULI Midlands

Young Leaders Lunch & Learn
with Martin Guest, CBRE
1 June 2017, Birmingham, UK

ULI UK

WELL Building Standard Masterclass
7 June 2017, London UK

ULI UK

Healthy Places Roundtable
7 June 2017, Birmingham, UK

ULI UK

Young Leaders Lunch & Learn
with Mark Farmer, CAST
15 June 2017, London, UK

ULI UK

4th Revolution: Tech Innovation Conference
20 June 2017, London, UK

ULI UK

ULI Next 'Transitions to Leadership' Breakfast
with Ian Hawksworth, Capital & Counties
27 June 2017, London, UK

ULI UK

Site Tour of St. James Market
27 June 2017, London, UK

ULI UK

Young Leaders Lunch & Learn
with Jon Zehner, La Salle Investment Management
12 July 2017, London, UK

ULI UK

Investing in the Nordics
14 September 2017, London, UK

ULI Scotland

Capital Markets Roundtable
with Jon Zehner, LaSalle Investment Management
28 September 2017, Edinburgh, UK

ULI UK

Placemaking Masterclass
5 October 2017, London, UK

ULI UK

Later Living Conference
5 October 2017, London, UK



09:00 Welcome and Introductions

ULI UK Chairman:

Simon Clark, Chairman, ULI UK

Conference Moderator:

Dame Judith Mayhew Jonas, Special Adviser, Tishman Speyer

Industry Address:

Craig McWilliam, Chief Executive, Grosvenor Britain & Ireland

09:15 Economic and Geopolitical Outlook

Keynote Speaker:

Paul Donovan, Global Chief Economist, UBS

09.35 Real Estate Outlook: Threats, Opportunities and Game Changers

Session sponsored by



Moderator:

Mike Phillips, Editor, Europroperty

John Barakat, Head of Real Estate Finance, M&G Investments

Madeleine Cosgrave, Managing Director & Regional Head of Europe, GIC

Paul Donovan, Global Chief Economist, UBS

Reza Merchant, Founder, The Collective

Francois Trausch, Chief Executive, Allianz Real Estate

10:15 Coffee Break Sponsored by **make**

10:45 InfoBurst: Mass Migration - Impact on Land Use and Real Estate

Jenny Phillimore, Director of the Institute for Research into Superdiversity &

Professor of Migration and Superdiversity, University of Birmingham

Alistair Reason, Director, Reason Consulting

11.00 'What if?' ... Future Trends

Keynote Speaker:

Henry Mason, Managing Director, Trend Watching

Panel Discussion:

Moderator:

Damian Wild, Editor, EG

Jacqueline Beckingham, Global Creative Director, Benoy

Mark Curry, Senior Director, Development, Grosvenor Britain & Ireland

Martin Reeves, Chief Executive, West Midlands Combined Authority and Coventry City Council

12.00 InfoBurst: 5 Broadgate

Ken Shuttleworth, Founder, Make Architects

12.10 Clever Solutions

Diversification, technification, new strategies, sectors and locations.

Moderator:

Stephanie McMahon, Head of Research, Strutt & Parker

Chlump Chatkupt, Founder, PlaceMake.io

Annius Hoonstra, Managing Director of the City Development Office, City of Amsterdam

Martina Malone, Senior Vice President, Client Relations, Europe, Prologis



13:00 Lunch

14:30 InfoBurst: UrbanPlan Legacy

Joanne Bishop, Head of Careers, City and Islington Sixth Form College
 Yusuf Ibrahim, Student, Islington Sixth Form College
 Richard Harrison, Director of Community Engagement, Regent High School

14:40 'What if?'... Game Changers
 A deep dive into specific projects and trends that could significantly change our industry.

Moderator: Chris Choa, Vice President, AECOM
 Louise Brooke-Smith, Partner, Arcadis and former Global President, RICS
 James Kidner, Director of Partnerships, Improbable
 David Marks, Co-Managing Partner, Brockton Capital
 Ian Mulcahey, Managing Director, Gensler
 Laura Shoaf, Managing Director, Transport for West Midlands

15:40 InfoBurst: The Economic Value of Local Social Networks

Tom Kemeny, Lecturer & Assistant Professor in Economic Geography, University of Southampton

15:50 Coffee Break Sponsored by **make**

16:20 Capital Markets - Where's the Smart Money Going?

Moderator: Richard Johnson, Global Head of Business Development, UBS
 Christina Gaw, Managing Principal & Head of Capital Markets, Gaw Capital Partners
 Michael Cochran, Senior Managing Director, Eastdil Secured
 Dale Lattanzio, Managing Partner, DRC Capital
 Jos Short, Chairman, Internos Real Investors

17:30 Conference Close

17:30-18:30 Networking Drinks Reception



Conference Speakers



John Barakat
Head of Real Estate Finance
M&G Investments

John Barakat has over thirty years of real estate experience including investment, lending, development, mergers and acquisitions, securitisation and restructuring.

In 2008, Barakat started the Real Estate Debt Fund at M&G and built the team to its present scale of 20+ professionals and over £6bn of investments. Prior to that, he spent 17 years at Goldman Sachs. Roles included Head of the Commercial Property Finance Group in London, Co-Head of the Real Estate Department and member of Whitehall Investment Committee.

Barakat graduated cum laude from Georgetown University and received an MBA with honours from Columbia University.



Jacqueline Beckingham
Global Creative Director
Benoy

Jacqueline Beckingham has over twenty years' experience in the design and direction of significant, large-scale, mixed-use projects. Having joined Benoy in 2005, Beckingham became a Global Creative Director in 2016. In this role, she defines and influences the design vision of Benoy, using this platform to share her expertise and knowledge across the global studios. In delivering creative

excellence, she drives, strengthens and diversifies the Benoy offer within the market.

Beckingham's leadership and design involvement begins at the conceptual and masterplanning level and her passion continues throughout the entirety of the project. With experience in North America, Europe and the Middle East across a range of sectors, she brings diversity to the London Studio not only in a creative style but in her market expertise.

Project highlights include the mixed-use schemes, Royalmount (Canada), The Beach (Dubai), Koza Square (Bulgaria) and Koruflorya (Turkey); the retail and leisure projects, Starfield Hanam (South Korea), Westfield London (UK) and The Galleria (Australia).



Joanne Bishop
Head of Careers
City and Islington
Sixth Form College

Joanne Bishop is a qualified careers professional and has worked at City and Islington sixth form since 2004. Her role involves coordinating the careers programme for Years 12 and 13 and works to develop partnerships with both employers and universities. A broad range of enrichment opportunities are on offer at the sixth form to ensure students are able to make informed decisions about their next steps. A comprehensive programme exposes students to growth career sectors aiding student research and career development.



Dr. Louise Brooke-Smith
Partner
Arcadis

Louise Brooke-Smith is a Chartered Surveyor and Chartered Town Planner with experience drawn, over 30 years, from the public and private sectors in the UK and overseas. She is an Equity Partner of Arcadis LLP, the Global Consultancy for the Built Environment, where she is UK Head of Town Planning and Head of Social Value.

Prior to this, Brooke-Smith was the CEO of Brooke Smith Planning, a UK based Planning & Development Consultancy, established in 1994, serving a wide range of international clients.

Brooke-Smith was the first female Global President of the Royal Institution of Chartered Surveyors (2014-15). Inter alia, she championed diversity & inclusivity and led a series of ground breaking initiatives including the RICS Inclusive Employers Quality Mark and the Property Strategy for Sub Saharan Africa.

She is a Freeman of the City of London and her various accolades include Outstanding Woman in Construction (2015) and National Achiever in Construction (2015). She was also shortlisted for the First Woman Awards in 2014 and 2015. She has been awarded Honorary Doctorates from the Universities of Wolverhampton, Sheffield Hallam and Birmingham City.

Brooke-Smith is retained as a UKGov adviser, is a Trustee of the Lench's Housing Trust, is a Governing Board Member of Birmingham City University and is Chairman of All We Can - the International Aid Agency.



Dr. Chlump Chatkupt
Founder
Placemake.io

Tech founder. Mathematician.
AI scientist. Economist.

Engineer. Writer. Artist. Musician. Swimmer.
Boundlessly curious person.

Whether as a researcher at LSE, a strategic advisor to Abbott Laboratories, or the mathematical mind behind a boutique consulting firm, Chatkupt has made a career of developing novel strategies and building mathematical models, technologies, and algorithms. He has written on a variety of subjects ranging from mathematics to multilateral refugee and asylum policy. The goal of his PhD was to revolutionize the field of game theory. His current goal is to revolutionise the world of location and mobility. He holds a BA in Economics from Northwestern University, an MA in Philosophy from NYU, and a PhD in Mathematics from LSE.



Christopher Choa
Vice President
AECOM

A native New Yorker,
Christopher Choa is based in

London and leads the Cities practice for AECOM. He speaks frequently about urban performance and works with city and national governments to develop regional-scale strategies. A graduate of both Harvard and Yale, Choa is an external advisor to the Sustainable Urban Development program at Oxford, and an appointed advisor to the Mayor of London's Infrastructure Delivery Board.



Simon Clark
Chairman, ULI UK
Partner Consultant
Linklaters

Simon Clark is a Partner
Consultant with Linklaters,

having been with the firm for 38 years, 26 as a partner. During his time at the firm, he served as Global Head of the Real Estate Practice, Head of European Real Estate, and a total of seven years on the firm's main board. Over the course of his career, he advised on the taxation and structuring of real estate transactions for many of the world's leading institutions, property companies and occupiers. He was a member of the small industry team that negotiated detailed REIT rules with HM Treasury and HMRC. He is currently a Trustee of the Cambridge Land Economy Advisory Board and a Senior Member of the Anglo-American Real Property Institute. For many years, he was a Trustee of the Investment Property Forum Education Trust.

Clark is the current Chairman of ULI UK and is a global ULI Trustee. He has been involved with ULI since the mid-1990s and has been a member of the UK Executive Committee since its formation. He currently chairs the steering group responsible for the roll-out of UrbanPlan, ULI UK's property education programme for sixth form students. He has also served as a member of the Global Governance and Nominations Committee, and Chair of the Programme Committee for the ULI Europe Annual Conference in Paris.



Michael D. Cochran
Senior Managing Director
Eastdil Secured

Michael Cochran is Senior
Managing Director at Eastdil

Secured and co-head of its European platform. He focuses on providing strategic direction and capital raising capabilities to private and public entities for large, complex transactions. Over the course of his career, Cochran has been involved in over \$50bn of investment banking transactions including: sales, financings, recapitalizations, joint venture structuring, property acquisitions, REIT securities offerings, mergers, loan sales and tenant representations.

Cochran was previously a partner at Secured Capital before its merger into Wells Fargo's subsidiary, Eastdil Realty in 2006. Earlier in his career, Cochran held senior real estate investment banking positions at Goldman Sachs and CS First Boston. Cochran earned an MBA degree at Harvard University and a BS degree at the Wharton School at the University of Pennsylvania.



Madeleine Cosgrave

Managing Director and Regional Head of Europe
GIC Real Estate

Madeleine Cosgrave is Managing Director and Regional

Head of Europe for GIC Real Estate. Based in London she is responsible for the strategy and performance of the European real estate portfolio. She sits on GIC RE's global investment committee reviewing transactions from the US, Asia and China regions. She is also responsible for GIC's relationships with their joint venture partners.

Prior to joining GIC Real Estate in 1999, Cosgrave spent 10 years at JLL, joining the graduate scheme in London in 1989. During her time at JLL Sydney she worked in JLL Advisory as a development consultant and after that in the Central London leasing and development team.

Cosgrave graduated from Newnham College, Cambridge in 1989 where she read Geography and Land Economy. She is a fellow of the Royal Institute of Chartered Surveyors, former chair of the INREV Investor Platform and a member of the ICSC Diversity Steering Committee.



Mark Curry

Senior Director, Development Grosvenor

Mark Curry is Senior Director of Development for Grosvenor. He

joined Grosvenor in 2005 and has worked on a number of development roles including Liverpool ONE, the 42 acre Liverpool city centre regeneration and a number of office developments on the Mayfair estate.

Curry's current role is leading the Development Management function on a 12 acre residential development site in Bermondsey (South East London).

Prior to joining Grosvenor Curry practiced as a corporate solicitor.



Paul Donovan

Global Chief Economist
UBS Wealth Management

Paul Donovan joined UBS Wealth Management in August

2016, and is the firm's Global Chief Economist. He is a member of the Global Investment Committee, a UBS Opinion Leader, a sponsor of UBS Speak Up and a UBS Pride Ally. Donovan is responsible for developing and presenting the UBS economic outlook, marketing the UBS view on economics, policy and politics around the world. He regularly appears in the print and broadcast media. Donovan started at UBS Investment Bank as an intern in 1992, and was Global Economist.

Donovan has an MA in Philosophy, Politics and Economics from Oxford University. He is an Honorary Fellow of St Anne's College, Oxford, sitting on its investment committee, and is a member of the

Vice-Chancellor's Circle of Oxford. He holds an MSc in Financial Economics from the University of London. Donovan is also a co-founder of the Peter Culverhouse Memorial Trust (a cancer research and patient care charity).

Donovan co-authored "From Red to Green? How the financial credit crunch could bankrupt the environment" with Julie Hudson, published in August 2011. "Food Policy and the Environmental Credit Crunch: From Soup to Nuts", also co-authored with Hudson, was published in September 2013. Donovan contributed to "How the world really works: the economy", a children's guide to economics published in May 2014. His book "The Truth About Inflation" was published in April 2015.



Christina Gaw

Managing Principal and Head of Capital Markets
Gaw Capital Partners

Christina Gaw is a Managing Principal and in charge of global

capital markets activities at Gaw Capital Partners. She works closely with limited partners relating to capital raising and investor relations. Gaw Capital is a real estate private equity firm and has raised five commingled funds targeting the Greater China and Asia Pacific region since 2005. The firm also manages opportunistic funds in Vietnam and the US, and a hospitality fund targeting the Pan Asia. Gaw Capital also provides services for separate account direct investments globally. Gaw Capital Partners has raised equity in excess of USD\$8.3 bn since 2005 and currently commands assets of over USD\$13bn under management.

Prior to Gaw Capital, Gaw has over 15 years of investment banking experience at Goldman Sachs and UBS as a Managing Director, with responsibilities as Head of Asia Regional Sales and latest capacity as Head of APAC Capital Introduction team within Prime Brokerage. She has deep experience in covering some

of the largest institutional investors globally during her career with the two banks.

Gaw is also active in community work in Hong Kong and is a Board member of The Women's Foundation (HK) and an Executive Board Member of The HK Ballet Group. She is passionate in the educational field and is a corporate member of the Cheltenham Ladies College in the UK and executive committee member of St. Paul's Co-educational College Alumni Association in Hong Kong. Gaw received her B.S in Business Administration from the University of San Francisco.



Richard Harrison
Director of Community
Engagement
Regent High School

Richard Harrison is the Director of Community Engagement at Regent High School, Camden, where he leads the school's communications and partnerships work. This includes management of the school brand, development of school publications, management of school events, relationships with partners including primary schools, higher education institutions, cultural and creative organisations, businesses and community groups and membership of the Knowledge Quarter. Harrison also leads on fundraising and parental engagement strategy, as well as being the project lead for an Erasmus+-funded project working with three other schools across Europe.

Harrison is the Chair of Camden Spark, Camden's Local Cultural Education Partnership, a director of the Knowledge Quarter London Ltd and a Camden primary school governor. Harrison is a Fellow of the Royal Society of Arts.





Annius Hoorstra
 Managing Director of the City
 Development Office
 Amsterdam City Council

Annius Hoorstra (Leeuwarden, 1967) has been the Managing Director of City Development for Amsterdam since 2009.

Hoorstra is responsible for the development of 15 city development projects, self-build programmes, art factories, living accommodation for students and the transformation of real estate (new uses for empty buildings). He was also member of Supervisory Board at Boog Foundation (social work) (2010 - 2013) and a committee member at KEI Centre (knowledge centre on urban renewal) (2011-2012).

From 2003 to 2009 Hoorstra was Managing Director Real Estate Development of the Housing Association Haag Wonen and was responsible for the renewal of three 'high potential' districts, including the Schilderswijk, and the building of approximately 3000 houses and secondary business spaces.

Hoorstra studied Planning at the University of Amsterdam and started his career at Bureau Middelkoop, where he developed several spatial plans and policies.



Yusif Ibrahim
 Student
 Islington Sixth Form College

Yusif Ibrahim is a first-year A level student studying geography, politics and sociology at Islington Sixth Form College. Prior to sixth form Ibrahim studied GCSE equivalent qualifications in Ghana. Ibrahim is a model sixth form student taking advantage of many of the activities on offer. He has been a committed member of his school's Legal Action group, which focuses on legal and political debate and has been selected for a competitive two week placement with a leading law firm in the summer.



Richard Johnson
 Head of Business Development
 Real Estate & Private Markets
 UBS Asset Management

Richard Johnson was appointed to Head of Business Development of the newly combined Real Estate & Private Markets (REPM) business for UBS Asset Management (UBS-AM) in December 2016. He is responsible for growing the client and product franchise and for ensuring that the business's capabilities are marketed worldwide in collaboration with UBS-AM's network and for strengthening REPM's sales platform. Johnson joined UBS in 2010 as Head of Business Development for APAC for the former Real Estate business (2010–2012).

Johnson has been involved in all aspects of the real estate investment, development, fund raising and financing cycles and led transactions across the globe. He was CEO at Standard Chartered Asian Real Estate Fund, Managing Director at Istithmar and International

Director at Jones Lang LaSalle. He has been an external director to three listed real estate companies in Europe and Asia and was an Independent Director of one of the largest Singapore REITs from 2006-2013.



Dr Thomas Kemeny
 Lecturer & Assistant Professor
 University of Southampton

Thomas Kemeny is a social scientist studying economic development in cities. His recent work has examined topics such as local social networks, immigration, innovation, and international trade. Cutting across these topics, he is interested in policy efforts to stimulate development. In 2015, his book, entitled "The Rise and Fall of Urban Economies: Lessons from San Francisco and Los Angeles," was published by Stanford University Press. His work has received media coverage in outlets including The Atlantic, Newsweek, and the Chicago Tribune. Tom received a PhD from UCLA, and has worked at UNC Chapel Hill, the London School of Economics, and now the University of Southampton.

Kemeny has advised governments and NGOs on issues of regional and international development, including the Organisation for Economic Co-operation and Development (OECD), the U.S. Economic Development Administration, and the World Bank.



James Kidner
Director of Partnerships
Improbable

James Kidner joined Improbable, a technology start-up, in September 2016 as Director of Partnerships. This followed three decades in the Foreign and Commonwealth Office and in other Whitehall positions, including on the Senior Directing Staff of the Royal College of Defence Studies from 2014-2016, in the Prime Minister's Strategy Unit, and in the office of the Leader of the House of Commons. Overseas, he has had substantive postings in India, Malaysia and Bulgaria. From 2003 - 2006, he was Deputy Private Secretary to HRH The Prince of Wales.

Kidner was the founding Director of Coexist - a new educational charity working to help people understand religion's role in today's globalised society. He has a BA and MA from Oxford University, where he studied History at Christ Church. He lives on a family farm on Dartmoor.



Dale Lattanzio
Managing Partner
DRC Capital

Dale Lattanzio is the Managing Partner of DRC Capital LLP, a dedicated investment advisor specialising in European real estate debt, and has held senior positions in real estate and debt capital markets for over twenty four years. The DRC team have completed over £1bn of commercial real estate financings across Europe through the DRC European Real Estate Debt Funds I, II, III, DREF LN (a London Stock Exchange listed company), as well as three DRC European Real Estate Senior Debt Funds.

Prior to co-founding DRC Capital, Lattanzio was Managing Director at Duet Private Equity Limited and previously a Managing Director at Merrill Lynch & Co. He has an MBA from Columbia University and a BA in Economics from Dartmouth College. Lattanzio serves as a Board Member for the Catalyst Club-Cancer Research UK and the European Commercial Real Estate Finance Council.



Martina Malone
Senior Vice President, Client
Relations, Europe
Prologis

Martina Malone is senior vice president, client relations, Europe, and is responsible for client relations and capital raising with Prologis' European investor base. Her focus is to develop and grow relationships with institutional investors and consultants across Europe and to raise capital for all of Prologis' funds globally.

During Malone's time at Prologis, the team has raised over \$13bn of capital for funds and ventures in Europe, the Americas and Asia. Malone is also co-Head of Breakthrough in Europe, Prologis' Women's Network. Prior to joining Prologis in 2010, Malone was head of European client relations and capital raising for JER Partners for eight years. Previously, she was at Deutsche Bank AG as vice president in the European Securitization group. Malone also served as vice president, asset finance, at Credit Suisse First Boston. Prior, she served in various real-estate-related roles at Hypo-Bank in Munich and London.

Malone is an active member of INREV and the Association of Women in Property. She holds an MBA and a Bachelor of Arts from Ludwig-Maximilians-Universität in Munich, and also spent one year at Ecole de Management in Strasbourg, France. She is a German national and is fluent in German, English, French and Spanish.



David Marks
Co-Managing Partner
Brockton Capital

David Marks has worked in the real estate industry for 28 years. He co-founded Brockton Capital in 2005; the firm has raised over £1.50bn of equity across three separate real estate funds since 2006 and currently manages a £4.0bn UK property portfolio.

Prior to co-founding Brockton, Marks worked at The Blackstone Group (2001-2005, in London) and JLL (1989-1999, in London and New York). He has been directly involved in transactions totalling £8.5bn (\$10.5bn) whilst at both Brockton Capital and Blackstone.

Marks holds a Bachelor's degree in Politics & Modern History from the University of Manchester, UK and a Master's degree in Real Estate from MIT, Boston. Marks was President of the BPF (British Property Federation) for a one year term in 2013-14.

Marks is a member of the Bank of England's Commercial Property Forum, the BPF Policy Committee and in 2017 was appointed as a Trustee of The National Gallery.



Henry Mason
Managing Director
Trend Watching

Henry Mason is an experienced and sought-after keynote speaker and author of Trend-Driven Innovation. After gaining a first-class degree in Politics & International Relations from the University of Nottingham and starting his career at KPMG, Mason joined TrendWatching in 2010. He now runs TrendWatching's global activities on a daily basis, overseeing the company's strategy and direction.

In the past 3 years, Mason has given over 100 keynote presentations in more than 30 countries across 6 continents, speaking alongside thought-leaders (from Seth Godin to Steven Johnson), ground-breaking entrepreneurs (from Robin Chase to Eric Schmidt), politicians (from George W. Bush to Rudy Giuliani), inspirational world leaders (Kofi Annan and Muhammed Yunus) and many, many more.

Mason has been quoted as a trend expert in numerous business publications, including The Guardian, Financial Times, El Pais, The New York Times and The Economist, and has appeared on television networks such as CNBC, the BBC, Al Jazeera and Brazil's Globo News. He was also included in GQ's Most Connected Men in Britain list for 2016.



Dame Judith Mayhew Jonas, DBE
Special Advisor
Tishman Speyer

Dame Judith Mayhew Jonas is special advisor to Tishman Speyer and is a global Trustee of ULI (the Urban Land Institute). She is also a Board Member at Imperial War Museum. She originally trained, lectured and practised in law, at first in New Zealand and then in London, rising to become Special Adviser to the Chairman at Clifford Chance (2000-2003). Her career has also included many distinguished roles in public life. She was Leader of the City of London Corporation between 1996 and 2004, has served on the board of the London Development Agency and was Chair of The Independent Schools Council. She is a Governor of Westminster School and has previously been a Trustee of The Geffrye Museum, the Natural History Museum, and The British Museum Development Trust. Until 2008 she was Chair of The Royal Opera House. She has also been Chair of New West End Company and London & Partners and has been on the board of Merrill Lynch. Dame Judith was awarded DBE in 2002 for services to the City of London.



Stephanie McMahon
Head of Research
Strutt & Parker

Stephanie McMahon leads the research team at Strutt & Parker. With 16 years of industry experience, the focus of her work is across all UK asset classes including the mainstream residential markets, prime central London residential, commercial, and rural. Her research emphasis is on structural rather than cyclical market shifts.

Previous to joining Strutt & Parker in 2012, McMahon led the strategy and delivery of the UK research team and programme at JLL. Her area of expertise was occupier research and she undertook bespoke analysis for clients including PwC, GSK and Shell. McMahon's geographic focus has been predominantly on the UK, although she has managed project work across EMEA and the globe.

McMahon is a member of the ULI Residential Council, sits on the research committee for the IPF and is a member of the SPR.



Craig McWilliam
Chief Executive
Grosvenor Britain & Ireland

Craig McWilliam, FRICS, was appointed to the Grosvenor Britain & Ireland Board in 2010. In 2013, he became the Executive Director responsible for the London estate, having previously had charge of all development activities off the London estate.

In January 2017, McWilliam became CEO of Grosvenor Britain & Ireland. Prior to joining Grosvenor, he was a Managing Director at Fortress Investment Group.

McWilliam is an Honorary Fellow of the RICS, a Trustee of LandAid and a Director of London First. He also sits on British Property Federation's Policy Committee and is Vice-Chairman of the Westminster Property Association.



Reza Merchant
Founder
The Collective

Reza Merchant's journey started while studying at the London School of Economics. Frustrated by the lack of high-quality yet affordable accommodation for young people in London, he decided to tackle this problem by creating his own lettings agency called Share in the City. Over time, this has evolved into The Collective, one of the most innovative and fastest-growing property companies in London.

Following a number of smaller scale schemes around London, The Collective launched the world's largest co-living building, The Collective Old Oak, in May 2016, offering 550 rooms. It was fully let by the end of the year. The company currently has a total 2,000 beds in its portfolio and development pipeline, with two new co-living towers currently under development in Canary Wharf and Stratford. Additionally, The Collective is redesigning places of work, creating flexible working spaces that help entrepreneurs bring their ideas to life. In January 2017, a new co-working space opened as an extension of its Old Oak site.

Merchant places great value on entrepreneurship and reshaping the places where communities come together, demonstrated through The Collective Growth Fund, and The Collective Foundation, designed to support aspiring entrepreneurs, artists and outstanding students.

Merchant was recently listed as one of the Evening Standard's most influential people in London and as one of Property Week's Top Forty under 40. The Collective Old Oak won the Creative Spaces Award in 2016 from Estates Gazette and British GQ listed it as the second best thing in the world in 2016, just behind Drake.



Ian Mulcahey
Managing Director
Gensler

Ian Mulcahey is Managing Director of Gensler's London office. With over 20 years' experience in the design and implementation of complicated projects at a range of scales in Europe and the Middle East, he has a deep understanding of the competing political, commercial and social forces that influence plans.

Mulcahey leads a multidisciplinary team of planners, architects, landscape architects and urban designers who undertake a full range of national and international planning and urban design work to produce feasibility studies through to the planning and implementation of major strategic master plans.

Mulcahey is a renowned speaker and author of several articles on a number of planning issues. He is a member of the Economic Development Plan (EDP) Advisory Group, The ULI European Urban Regeneration Council and The East Thames Crossing Commission. Mulcahey has also recently taken the post of Chair for the newly formed The Aldgate Partnership.



Mike Phillips
Editor
EuroProperty

Mike Phillips is editor of EuroProperty, the leading publication for cross-border investors in the UK and Europe, which has recently been launched as a weekly rather than monthly magazine.

Prior to this Phillips was editor of Property Week from February 2013 to June 2014. He started at the magazine in 2006 as a graduate trainee, and worked his way up from post room to board room. He also worked for Estates Gazette for two years from 2008 to 2010.



Jenny Phillimore

Founding Director
Institute for Research into
Superdiversity,
Professor of Migration and
Superdiversity
University of Birmingham

Jenny Phillimore is the Founding Director of the Institute for Research into Superdiversity and Professor of Migration and Superdiversity at the University of Birmingham. Her research interests span refugee integration with a particular focus on health, housing and social networks and access to welfare in superdiverse neighbourhoods.

Phillimore has led multiple research projects for funders including the Economic and Social Research Council, the Arts and Humanities Research Council, the European Union, the Home Office and research foundations.

Phillimore frequently appears in the media discussing superdiversity and integration and has advised Governments in the UK and Europe. Phillimore has published widely in leading academic journals such as Urban Studies, Policy and Politics and Journal of Social Policy. Her new book Delivering welfare in an era of superdiversity will be published by Routledge in 2018.



Alistair Reason

Director
Reason Consulting

Alistair Reason is an independent real estate adviser with extensive UK, EMEA and international experience. Combining over 20 years' experience as a Chartered Surveyor with an MBA (Bath, 2003) he provides strategic advice in the real estate sector to private families, corporate and UK government bodies.

Reason is a real estate strategist with experience in corporate restructuring, development and estate right sizing. He regularly acts as a real estate lead coordinator, working with multi-disciplinary teams, to deliver and implement strategies for clients.

Prior to setting up his own consultancy in 2015, Reason was a Senior Manager for Real Estate Deals at PwC (2008-2015) and an Associate Director in the Strategic Consulting team at Drivers Jonas (2007-2008).

Reason's career has included being Head of Land and Property for Bristol Water PLC and an exciting time as Overseas Estates Adviser for the UK Ministry of Defence, working with the Foreign and Commonwealth Office and other UK Government departments in complex management and site sharing arrangements and advising on commercial, military housing, training areas and technology assets in places as varied as Kenya, Iraq, Falklands, North America and Europe.

Drawing on his military service and work with the MOD, Reason has recently set up volunteer teams to facilitate the maintenance and improvement of Fisher House, Birmingham - a "home away from home" for families of injured service personnel receiving treatment at the Queen Elizabeth Hospital.



Dr Martin Reeves

Chief Executive
West Midlands Combined
Authority
Chief Executive
Coventry City Council

Martin Reeves has been Chief Executive of Coventry City Council since April 2009. He has also been the Chief Executive and the Head of Paid Service of the West Midlands Combined Authority since March 2016.

Reeves had previously been with Bedfordshire County Council for three and a half years as Assistant Chief Executive and Chief Executive and Head of Performance Improvement at Westminster City Council, in the heart of London. He was also Programme Director for WorkSmart the City Council's flagship transformation programme.

Reeves spent much of his early career as a lecturer and researcher, and has a PhD in applied economics.

Reeves is a Governor on the Board at Coventry University. He was the President of SOLACE (Society of Local Authority Chief Executives) in 2013 and is the Local Government Association (LGA) National Procurement Champion. In 2017 Reeves was once again included in the top 50 of the Local Government Chronicle's list of most influential people in local government.



Laura M. Shoaf
 Managing Director
 Transport for West Midlands

Laura Shoaf is Managing Director of Transport for West Midlands (TfWM) - part of the West Midlands Combined Authority. She has more than 20 years' international experience in delivering integrated economic and spatial regeneration.

After leaving her native USA, Shoaf became Head of Strategic Planning and Implementation at the Black Country Consortium and was instrumental in the creation of the Black Country Local Enterprise Partnership (LEP). As Black Country Director of Transport, Shoaf championed and led the area's transport agenda, directly advising Chief Executives, Leaders and the LEP.

In 2015, Shoaf became Strategic Director for Transport at the West Midlands Integrated Transport Authority and then in June 2016 took up her current position where she is responsible for key initiatives across the metropolitan area such as Midlands Connect, the HS2 Connectivity Package and the region's Strategic Transport Plan, liaising with Government departments and regional agencies for the benefit of the West Midlands. She is also responsible for delivering a £4bn transport package over the next 10 years underpinning economic regeneration in the region.

Shoaf is a Chartered Member of the Royal Town Planning Institute and a committee member of both UITP and EMTA, highly-respected international and European organisations dedicated to promoting public transport and the dissemination of best practice.



Jos Short
 Chairman
 INTERNOS Global Investors

Jos Short, together with Andrew Thornton, founded INTERNOS Global Investors in 2008. In 2009 they jointly led the acquisition from GPT, and subsequent integration into INTERNOS, of the Halverton real estate investment management business. From 2000 to 2007, Short was CEO of Pramerica's real estate private equity business, where he founded four funds, the last of which raised \$700m of equity. These funds were involved in many noteworthy real estate transactions across Europe and included important pioneering and performing investments in counter-cyclical assets such as self storage and senior housing.

From 1998 to 2000 Short was with Lazard Bros initially as head of the 18 man property division running three funds. Disposing of this business for Lazards, he went on to run their M&A unit in European real estate. From 1991 to 1998 with Barings, he became head of the team responsible for securitisations, banking and corporate finance for European real estate clients.

From 1986 to 1991 with SG Warburg, he was first responsible for capital markets, bond issues, commercial paper and MTN programs for Japanese subsidiaries in Europe and in his last three years, in the real estate team, for devising structured banking and bond issues for the UK property sector. He joined Warburg's from American National Bank and Trust Co of Chicago.

Short has a degree in banking and finance from Loughborough University of Technology and is a member of The Chartered Institute of Bankers.



Ken Shuttleworth
 Founding Director
 Make Architects

Ken Shuttleworth is recognised as one of the world's leading architects. In the course of his 40 year career, he has worked on some of the most groundbreaking architectural landmarks in the world.

In 2004, Shuttleworth founded Make Architects, an award-winning employee-owned practice with a reputation for design excellence. Prior to this he built up a remarkable portfolio of experience at Foster + Partners. Since Make's inception, Shuttleworth has led the practice and acted as a guardian to its 150-strong staff, spread across studios in London, Hong Kong and Sydney. He oversees the design development of every scheme. Under his leadership Make has established itself as one of the UK's foremost architectural firms, winning accolades across a range of sectors in the UK and abroad.

He is Senior Vice President of the British Council for Offices and in 2013 set up the Future Spaces Foundation to advance research into sustainable cities.



François Trausch
Chief Executive
Allianz Real Estate

François Trausch joined Allianz Group in January 2016 as global CEO for Allianz Real Estate. Prior to this position he worked for the last 6 years as CEO Asia-Pacific for GE Capital Real Estate and also served as President & CEO for GE Capital Real Estate Japan. During his 19 year tenure at GE, Trausch held leadership roles in Western Europe and France as Head of acquisitions, Chief Risk Officer, CEO GE Capital Real Estate France and Regional head for Western Europe.

Before joining GE, Trausch worked at Tishman Speyer in New York and Berlin and Goldman Sachs in London. He earned a business degree from ESCP in Paris and an MBA from Harvard Business School.



Damian Wild
Editor
EG

Damian Wild has been editor of EG since September 2009. He has previously edited and written for a number of newspapers, magazines and online publications in the UK and Hong Kong.





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Icon



Grosvenor Britain & Ireland creates and manages high-quality neighbourhoods across the UK and Ireland. The company's diverse property development, management and investment portfolio includes Grosvenor's London estate of Mayfair and Belgravia, in which it has a £1bn rolling investment programme. Other developments are elsewhere in London and in Oxford, Cambridge, Edinburgh and Southampton. As at 31 December 2016, Grosvenor Britain & Ireland had £5.1bn of assets under management.

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Make is an award-winning international architectural practice with a reputation for challenging convention and pursuing design excellence. Since we opened our doors in 2004, we've worked on nearly 1,400 projects worldwide covering a wide range of sectors. We've delivered 67 built schemes from studios across 3 continents, including 42 buildings, 18 interiors and refurbishments, and 7 smaller design projects. We've also achieved more than 100 planning consents and realised over a dozen masterplans.

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ULI's Mission

The Urban Land Institute provides leadership in the responsible use of land and in creating and sustaining thriving communities worldwide.