



Urban Land
Institute

UK | 2016

ANNUAL CONFERENCE

24 May 2016 | London, United Kingdom



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Real Estate Investment And Development Conference

PROGRAMME

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Urban Land Institute is a global non-profit research and education organisation that brings together leaders in urban development and real estate, dedicated to creating better places.



ULI UK Annual Conference 2016

Connect, Learn & Share.

Bridging Real Estate Disciplines, Geographies and Generations.

ULI Leadership



Roger Orf
Chairman
ULI Europe

Partner
Apollo Global
Management



Lisette van Doorn
Chief Executive
ULI Europe



Randall K. Rowe
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Chief Executive
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Simon Clark
Chairman
ULI UK

Partner Consultant
Linklaters



Andy Martin
Immediate Past Chairman
ULI UK

Senior Partner
Strutt & Parker

ULI UK

ULI UK is the largest ULI National Council in Europe with over 900 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 forums, site visits and research 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, 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/events/uli-uk-annual-conference-2016

Twitter

Follow the meeting on twitter and tweet questions to [@ULI_UK](https://twitter.com/ULI_UK) [#ULIUK2016](https://twitter.com/ULI_UK)

Speaker Presentations, Photos, Video

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

Upcoming Events

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

ULI UK

Greater Birmingham and Solihull LEP + The Combined Authority = The Midlands Engine?

6 June 2016, Birmingham, UK

Register | uk.uli.org/events

ULI UK

Young Leaders Innovators and Disrupters Series: The Future of Retail

28 June 2016, London UK

Save the date | uk.uli.org/events

ULI UK

Density Workshop

30 June 2016, Birmingham, UK

Register | uk.uli.org/events

ULI UK

ULI UK Summer Drinks 2016

27 July 2016, London, UK

Save the date | uk.uli.org/events

ULI

ULI Fall Meeting

24-27 October 2016, Dallas, US

Register | fall.uli.org

ULI Europe

ULI Europe Annual Conference

7-8 February 2017, Paris, France

Save the date | europe.uli.org





Conference Programme

24 May 2016

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:

Peter Vernon, Chief Executive, Grosvenor Britain & Ireland

09.15 Economic and Geopolitical Outlook

Keynote:

Kevin Daly, Senior European Economist, Goldman Sachs

10.00 What does this mean for Real Estate?

Moderator:

Jon Zehner, Global Head of Client Capital Group, LaSalle Investment Management

Dennis Lopez, Global Chief Investment Officer, AXA Real Estate Investment Managers

Jeremy Plummer, Head of EMEA, CBRE Global Investors

Lisette van Doorn, Chief Executive, ULI Europe

10.45 Coffee Break

11.10 How are we Dealing with these Issues in our Businesses?

Diversification, densification, new strategies, sectors and locations

Moderator:

Nick Mansley, Executive Director, Cambridge Real Estate Research Centre, University of Cambridge

Vanessa Hale, Partner, Research, Strutt & Parker

Nick Jopling, Executive Director of Property, Grainger plc

Richard Spencer, Managing Director, Goldman Sachs

Peter Vernon, Chief Executive, Grosvenor Britain & Ireland

11.55 Infoburst I: ULI UK Build to Rent Best Practice Guide, Edition 2

Richard Meier, Partner, Argent

12.05 Placemaking I: Placemaking, Collaboration and Connectivity

Session sponsored by



TISHMAN SPEYER

Moderator:

Bill Kistler, Managing Partner, Urban Innovation Network

Victoria Hills, Chief Executive Officer, Old Oak and Park Royal Development Corporation (OPDC)

Waheed Nazir, Strategic Director - Economy, Birmingham City Council

Anna Strongman, Partner, Argent

12.50 Infoburst II: Frankfurt Offenbach Advisory Services Panel - Collaborating to Compete

Bill Kistler, Managing Partner, Urban Innovation Network



13.00	Lunch
14.25	UrbanPlan
14.30	Placemaking II: London 1990-2040, Lessons for the Next 25 years?
<i>Moderator:</i>	<p>Peter Bill, Property Journalist and author of Planet Property</p> <p>Sir Stuart Lipton, Partner, Lipton Rogers</p> <p>Adrian Penfold, Head of Planning, British Land</p> <p>Lee Polisano, Founding Partner and President, PLP Architecture</p> <p>Baroness Jo Valentine, Chief Executive, London First</p>
15.30	London 1990-2040, Lessons for the Next 25 years? - The Young Leaders Perspective
	Marcus Hale , Director, Tishman Speyer
15.45	Coffee Break
16.15	Capital Markets - Where's the Smart Money Going?
<i>Moderator:</i>	<p>Jim Garman, Managing Director & Global Co-Head of Real Estate - Merchant Banking Division, Goldman Sachs</p> <p>Angus Dodd, Senior Managing Director & Co-Head European Real Estate Investments, Lone Star Europe Acquisitions</p> <p>James McCaffrey, Senior Managing Director, Eastdil Secured</p> <p>Anthony Myers, Senior Managing Director, Head of Real Estate Europe, Blackstone</p>
17.30	Conference Close
17.30 - 18:30	Networking Drinks Reception

Conference Speakers



Peter Bill

Journalist and Author of Planet Property

Peter Bill is the author of Planet Property: www.planet-property.net. A guide to the £400bn UK market, chronicling the sector

between 1997 and 2012, during the biggest boom and bust in real estate history. Bill is a surveyor-turned-journalist who edited Building magazine for six years in the Nineties, before a mercifully short spell in the City, supervising global research output for the broking division of investment bankers, Robert Fleming.

In 1998 Bill joined Estates Gazette, editing the magazine for 11 years, until 2009, when he retired, aged 61. Bill also wrote a weekly 'On Property' column for the London Evening Standard City pages for seven years, until January 2015. Today he writes regular columns for Estates Gazette, European commercial real estate title, PropertyEU, as well as for the The London Magazine on residential property. Bill acted as an advisor on the £75m sale of the Investment Property Database by Lazards to MSCI in 2011.



Simon Clark

Chairman, ULI UK
Partner Consultant
Linklaters

Simon Clark is a Partner Consultant with Linklaters, having been with the firm for

35 years, 26 of which he has served as a partner. During his time at the firm, he has 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 has advised on the taxation and structuring of real estate transactions for many of the world's leading institutions, property companies, developers and occupiers. He was instrumental in the UK property market's creation of a UK REIT and was a member of the small industry team that negotiated detailed REIT rules with HM Treasury and HMRC. He is currently a member of the Cambridge Land Economy Advisory Board, a Trustee of the Investment Property Forum Education Trust and a Senior Member of the Anglo-American Real Property Institute.

Clark is the current Chairman of ULI UK. 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. On a global level, Clark has served as a ULI Trustee, a member of the Global Governance and Nominations Committee, and Chair of the Programme Committee for the ULI Europe Annual Conference in Paris.



Kevin Daly

Senior European Economist
Goldman Sachs

Kevin Daly is a senior economist within Goldman Sachs' Global Macro Research, focusing on the Euro area and UK economies.

He has also worked on a number of issues affecting the global economy, including the global "savings glut," the relationship between credit supply and economic growth, and the relationship between potential growth and asset returns. He joined Goldman Sachs in 2001 and was

named managing director in 2010.

Daly has been awarded the Society of Business Economists' (SBE) Rybczynski Prize twice, in 2004 for his paper "Has Euroland Performed That Badly?" and in 2007 for his paper "Gender Inequality, Growth and Global Ageing." He is a member of the advisory panel to the UK's Office for Budget Responsibility and of a steering group of independent experts advising the UK Statistics Authority. Daly has appeared as an expert witness before the House of Commons Treasury Select Committee and the House of Lords European Union Committee.



Angus Dodd

Senior Managing Director &
Co-Head European Real Estate
Investments
Lone Star Europe
Acquisitions

Angus Dodd is Senior Managing Director, Co-Head European Real Estate Investments, Lone Star Europe Acquisitions LLP, an affiliate of the General Partner of Lone Star Funds. Dodd joined Lone Star in March 2009. Prior to joining Lone Star, Dodd served as Managing Director at JER Partners for 5 years. He previously worked at Parkes & Company and Invesco Real Estate (which acquired Parkes & Company in 2001), BZW and Jones Lang Wootton.



Jim Garman

Global Co-Head of Merchant Banking Division Real Estate Group and Head of MBD Real Estate in Europe, the Middle East and Africa
Goldman Sachs

Jim Garman is global co-head of the Merchant Banking Division (MBD) Real Estate Group and head of MBD Real Estate in Europe, the Middle East and Africa. In these roles, he is responsible for the design and implementation of MBD's real estate investment strategies. Garman is a member of the MBD Real Estate Investment Committee and Client and Business Standards Committee. He also serves on the boards of several portfolio companies, which have included GSW Immobilien, LEG Immobilien and Kerzner International. Garman joined Goldman Sachs in 1992 and was named managing director in 2004 and partner in 2006.

Garman earned an MA in Land Economy from Cambridge University in 1989. He is a qualified chartered surveyor, serves on the Cambridge University Land Economy Advisory Board and is a trustee of the Oxford and Cambridge Rowing Foundation.



Marcus Hale

Director
Tishman Speyer

Marcus Hale is a Director in the development team at Tishman Speyer. He is currently working on the European headquarters

totaling over a million square feet for a major global investment bank in the City of London. Prior to this he was with CBRE Global Corporate Services, where he led on projects for major Fortune 500 corporations, and as a Development Manager at U.S. Equities Realty in Chicago. His experience covers the whole development lifecycle, across a wide variety of project types and asset classes.

Hale is a founding member of ULI NEXT, sits on the European and UK Executive committees, served on the steering group and as a volunteer for UrbanPlan UK, and was recently nominated for The Urban Land 40 Under 40 award. He received an MEng (Hons) degree from the University of Birmingham and his MBA in Real Estate Finance and Investment from DePaul University in Chicago.



Vanessa Hale

Partner, Research
Strutt & Parker

Vanessa Hale is a Partner at Strutt & Parker with ten years of property research experience.

She is responsible for leading the Housing Futures programme, identifying trends that impact how we plan, design, build and live. Previously, working at CBRE in the USA, her area of expertise focused on the office sector and she undertook research for key corporates such as: Bank of America, Goldman Sachs, and Wells Fargo. Her analysis has included optimising occupier portfolios, understanding future tenant demand, and assessing workplace strategies. Additionally, she led the research team in reporting market data covering over 250 million square feet of Chicago office space. Prior to her experience in the property sector, Hale spent five years managing global FMCG market research projects. She holds a Bachelor of Science degree from the University of Illinois and a Master of Science degree from Roosevelt University. Hale sits on the UK Executive Board for ULI and is involved with the Society of Property Researchers.



Victoria Hills

Chief Executive Officer
Old Oak and Park Royal Development Corporation (OPDC)

Victoria Hills is a chartered town planner with 20 years

post-graduate experience, working in local government (Wycombe District Council), consultancy (Steer Davies Gleave) and most latterly at the Greater London Authority. Working for the Mayor of London, Hills spent seven years working in the Mayor's Transport Team, and then a further three years in the Mayor's 2012 City Operations Team, as Head of Programme, before returning to the GLA's Transport Team as Head of Transport in autumn 2012 to drive forward delivery of the Mayor's Transport Strategy, Infrastructure Plan and transport manifesto commitments. In autumn 2014 Hills was seconded to set up the Mayor's second Mayoral Development Corporation, Old Oak and Park Royal (OPDC) where in April 2015 she took up the position of Interim Chief Executive Officer, and was permanently appointed in June 2015. This exciting role sees Hills utilising her planning, transport and programme management expertise to drive forward the transformation of Old Oak and Park Royal, London's largest opportunity area and what will become the UK's largest regeneration project.

Her professional engagements have been longstanding starting as an elected student representative on RTPI Council (1998-99) and a Member of the RTPI's Young Planners Network 1998-2002, serving two years as Chair. She went on to Chair the RTPI's Transport Planning Network, launching it 2005 and remaining as Chair until 2009, before serving as Chair of the Transport Planning Society 2009-11. Hills still serves as a Member of the TPS Skills Committee and in 2013 Victoria sat on the Board of London's Women's Transportation Seminar as Interim Communications Chair.



Nick Jopling
Executive Director of Property
Grainger plc

Nick Jopling joined Grainger plc in September 2010 as Executive Property Director from CB Richard Ellis where he was

Executive Director and Head of Residential. Jopling's responsibility covers Grainger's UK residential portfolio and development division. He has broad experience in the residential property sector in the UK and abroad, including investment, development and the private rented sector, where his particular interest lies. Jopling was also the founder chairman of the Urban Land Institute's UK Residential Product Council and sat on the London Mayor's Housing Task Force as well as the Montague review.



William Kistler
Managing Partner
Urban Innovation Network

Bill Kistler is Managing Partner of the Urban Innovation Network, a partnership of cities, universities, businesses and

place-makers that supports metropolitan investment and development.

Prior to this Kistler led Korn/Ferry International's Europe, Middle East and Africa (EMEA) real estate executive search practice. From 2003 - 2009 he was EMEA President of the Urban Land Institute. Previously, he was Managing Director of Equinox Partners, a real estate advisory firm serving developers, investors, corporations and governments in Europe, India and the Middle East. Before this as General Manager of Disney Development Company he directed development of the mixed-use community of Val d'Europe at Disneyland Paris. Kistler's earlier experience includes roles as Vice President of JMB Properties and Vice President, Corporate Services at Cushman & Wakefield in New York.

He began his career at IBM where he spent 12 years managing the company's real estate in the US and Europe.

Kistler is a former ULI Trustee and holds a BS in Architecture from the University of Southern California.



Sir Stuart Lipton
Partner
Lipton Rogers

Commercial developer since the late 1960's responsible for over 40 major projects (30 million sq ft) which have made

significant changes to London including Broadgate, Stockley Park, Chiswick Park and the Treasury. Stuart Lipton is currently an active London developer. His work is typically involved in large complex projects involving major infrastructure changes, complex engineering solutions and high rise buildings.

Recent projects include The Silvertown a 50 acre mixed used site in East London, Elizabeth House, Waterloo a 1.4 million sq ft mixed used project and Hollandgreen - 58 new apartments and a building for the Design Museum.

Lipton was Chief Executive of Stanhope Plc from 1983 - 2006 and Deputy Chairman of Chelsfield Partners LLP. Stuart now has a new venture, Lipton Rogers LLP with his partner of 25 years Peter Rogers.



Dennis Lopez
Global Chief Investment Officer
AXA Investment Managers,
Real Assets

Dennis Lopez is the Chief Investment Officer of Paris-based AXA Investment

Managers, Real Assets; the 4th largest Global Real Estate Investment Manager with US\$63bn of properties under management. Lopez is responsible for AXA Investment Managers, Real Assets' Fund Management

and Research activities overseeing a team of 125 professionals. AXA Investment Managers, Real Assets has a broad range of real estate investment strategies including: opportunistic, value added, core-plus, core, development properties, listed funds, regulated funds and separate accounts. Previously Lopez was CEO of SUN Group, a private equity firm with real estate activities in India and Russia. He is a board member of American Campus Communities. Lopez's career spans over 25 years in Investment Banking and Real Estate Investment Management, which has included senior positions as Global Head of Real Estate at Cambridge Place Investment Management, a London based hedge fund, and as a Managing Director at JP Morgan in New York and London. Lopez received his MBA from the University of California Los Angeles ("UCLA").



Nick Mansley
Executive Director
Cambridge Real Estate
Research Centre
University of Cambridge

Nick Mansley is Executive Director of the Cambridge Real

Estate Research Centre at the University of Cambridge in the Department of Land Economy where he undertakes research and teaches on real estate and related finance, investment and economics issues. He is also on the investment committee of Hunter UK Retail Trust, is Chair of the Lord Chancellor's Strategic Investment Board, an external industry adviser to the Official Solicitor and Public Trustee, a member of the UK executive of the Urban Land Institute and runs a small consultancy business. He is chair of the organising committee of the Cambridge Future Cities initiative. Recent publications and ongoing research includes "What is Property" for the Investment Property Forum, a study of economies of scale in real estate companies (EPRA) and an investigation into the use of hurdle rates in the real estate investment decision-making process. He has over 25 years of real estate experience.

At Aviva Investors he led the global multi-manager business responsible for c\$20bn of investments across all asset classes with teams based in seven locations globally and prior to that he led the global real estate strategy and indirect investment team. Prior to joining the investment management industry, Mansley worked for seven years in economic consultancy for clients including the European Commission, Government Departments and real estate firms on economic development, evaluation and strategy issues.



Dame Judith Mayhew Jonas
Special Advisor
Tishman Speyer

Dame Judith Mayhew Jonas is a ULI trustee, was the founder chairman of London & Partners, chairman of the New West End

Company, and is a special adviser to the US property company Tishman Speyer. A City lawyer, she was the leader of the City of London Corporation for six years and was on the main board of Merrill Lynch and the Wealth Management Advisory Committee at Barclays Private Bank. Mayhew Jonas was deputy chairman of the London Development Agency and was on the board of London First and London First Centre. She has served on and chaired numerous arts and educational institutions, including being the first woman to chair the Royal Opera House, and currently chairs the Regeneration Committee of the Imperial Museum. She also chairs the British Dutch Dialogues and the London New York Dialogues.



James McCaffrey
Senior Managing Director
Eastdil Secured

Jim McCaffrey has over 30 years' experience in the Real Estate business. McCaffrey joined Eastdil Secured in

2007 is currently Senior Managing Director leading the European Capital Markets group. McCaffrey has

been based in London since 2012 when he teamed up with Michael Cochran to build one of Europe's most active Real Estate Investment Banking groups. Over the course of his career McCaffrey has been involved in over \$100bn in Real Estate capital markets transactions and has professionally represented and provided advisory services to many institutional, corporate, and entrepreneurial clients.

A New England native he holds a BA in Economics from The College of the Holy Cross, Massachusetts.



Richard Meier
Partner
Argent

Since joining Argent in 2003, Richard Meier has worked primarily on the King's Cross development, where he has

been responsible for coordinating and delivering some £600 million of development. Notably, Meier led the development of the £155 million campus for Central Saint Martins (University of the Arts London) in the Grade II listed Granary Complex.

Meier has a keen interest in residential and led the development of Edition 2 of the ULI Build to Rent Best Practice Guide, which was successfully launched in March this year. He has responsibility for public realm and masterplanning and is presently focussing on the Brent Cross South development.

At a corporate level, he is responsible for development management, securing new opportunities and resourcing.

Meier read Engineering at Cambridge and has a Masters in Property Law and Valuation. He is a Member of the RICS, Chair of the Residential Council at the ULI and sits on King's Cross Boards.



Anthony Myers
Senior Managing Director, Head
of Real Estate Europe
Blackstone

Anthony Myers is a Senior Managing Director in the Real Estate Group and the Head

of Real Estate Europe, based in London. Since joining Blackstone in 2001, Myers has been involved in a number of real estate investments, both in Europe and in the US, including Multi Corporation, Logicor, the Bank of America Merrill Lynch Portfolio, Invitation Homes, Hilton Hotels and Equity Office Properties. Prior to joining Blackstone, Myers was Executive Vice President and COO at Balfour Holdings, Inc., a residential and commercial land development company acquired by affiliates of Blackstone in 1997. Before joining Balfour, Myers was an Associate Director in the Bear Stearns Real Estate group. Myers received a BSc (Honors) in Civil Engineering from the University of Cape Town and an MBA from Columbia University. Myers serves as a Director of Multi Corp.



Waheed Nazir
Strategic Director - Economy
Birmingham City Council

Waheed Nazir has recently been appointed as Strategic Director for Economy at Birmingham City Council,

although he has worked for the local authority since 1999 with previous roles including Director of Planning & Regeneration, Director of Regeneration, Assistant Director for Development Planning, as well as CEO of SRB6. In his role he leads on the delivery of planning and regeneration, housing, transportation, highways, skills and employment. Nazir is a member of the corporate leadership team, supporting and driving the Future Council improvement programme.

He has been instrumental in shaping a new approach to transformational change across Birmingham, overseeing the Big City Plan, a 20 year vision to encourage and support the continued transformation of a world class city centre; the Birmingham Development Plan, the statutory framework which will guide decisions on development and regeneration in Birmingham up to 2031, and the Birmingham Curzon HS2 Masterplan, which sets out the Council's aspirations for the new HS2 terminus station and the wider regeneration potential of what will be one of the biggest urban regeneration schemes in the UK.



Adrian Penfold

Head of Planning
British Land

Adrian Penfold joined British Land in 1996, following his time in local government and at the London Docklands Development Corporation. At British Land he has dealt with major mixed use development projects in the UK and in the Republic of Ireland, with a particular focus on central London, including the award winning Regent's Place and Leadenhall Building (the "Cheesegrater").

He was a member of the Barker Review of Land Use Planning's Panel of Experts and led the Government appointed independent Penfold Review of Non-Planning Consents which reported in July 2010. He is a member of the DCLG Planning Sounding Board and the Government appointed Local Plans Expert Group which reported in 2016. He was awarded the OBE in March 2016 for Service to the Property Industry and Public Service to Planning

He is also responsible for Public Affairs at British Land and is Non-Executive Chairman of Design South East.



Jeremy Plummer

Head of EMEA,
CBRE Global Investors
CEO,
CBRE Global Investment
Partners

Jeremy Plummer is Head of EMEA, CBRE Global Investors and Chief Executive Officer (CEO) of CBRE Global Investment Partners (GIP). Based in London, he is a member of the EMEA and GIP Investment Committees and the Global Executive Committee of CBRE Global Investors.

Plummer has 28 years' experience in the real estate industry, all in international roles. He joined CBRE Global Investors in June 2006 following the acquisition by CBRE Global Investors of Oxford Property Consultants (OPC). Prior to this he was Managing Director of OPC, an independent multi-manager and fund of funds manager. Previously he was European Managing Director of Security Capital Group Inc, a US private equity real estate group. Prior to this Plummer was Global Head of Real Estate for SPP (now renamed Alecta), the largest pension and life assurance company in Sweden, with responsibility for \$3bn direct and indirect property portfolio in Europe, the U.S. and Asia.

Plummer is a qualified Chartered Accountant and holds a Masters in Agricultural and Forest Science from Oxford University.



Lee Polisano

Founding Partner & President
PLP Architecture

Lee Polisano is the President and one of the founding partners of PLP Architecture.

Polisano is an internationally recognised architect with extensive experience spanning over more than three decades of designing numerous high-profile, complex projects and master plans in the UK, Europe, the Middle East and the US, providing added value and design leadership to large multi-disciplinary teams.



Richard Spencer

Managing Director
Goldman Sachs

Richard Spencer is a member of the Merchant Banking Division Real Estate Group, focusing on real estate equity and credit investing across Europe. Previously, he was co-head of the European Real Estate Financing Group (REFG) in the Investment Banking Division. He has worked in real estate financing roles in Structured Finance and REFG since he joined Goldman Sachs as a vice president in 2009, principally focused on transaction origination and execution across real estate lending, capital markets and restructurings. He was named managing director in 2012. Prior to joining the firm, Spencer worked in the Real Estate Principal Transactions Group at Morgan Stanley in London, where he focused on real estate credit origination, trading, syndication and risk management. He is a director of Vero Group Limited, one of the largest owners and operators of student housing in the UK. Spencer earned a BA (Hons) in History from the University of Warwick in 1996.



Anna Strongman

Partner
Argent

Anna Strongman leads the asset management team and drives the performance of the investment assets, estate

management, property management, placemaking and regeneration initiatives at Argent's King's Cross development and is developing strategies for Argent's new schemes. She also leads development of the Coal Drops Yard, a unique retail scheme at the heart of King's Cross. She works closely with the marketing, public realm and retail leasing teams as well as the development team. Strongman has an in-depth knowledge of all asset classes, from development to management, and works at a strategic and operational level.

Before joining Argent eight years ago, Strongman worked for the planning and development team at Arup leading a number of planning and regeneration projects for the public and private sector. She did a degree in economic history and has an MPhil in economic history and an MA in property valuation. Strongman believes passionately in creating successful places for all who live, work and visit them.



Baroness Jo Valentine

Chief Executive
London First

Baroness Jo Valentine joined London First in 1997 as Managing Director, becoming Chief Executive in 2003. Her

role centres on representing to national and local government the most pressing issues affecting London's leading businesses. Since beginning her career in corporate finance at Barings, Baroness Valentine has worked in industry, and in regeneration and public policy roles. She is a Non-Executive Director of Peabody and High Speed 2 and a Council member of UCL.

She became a Crossbench Peer in October 2005 and sits on the House of Lords Committee which provides pre-legislative scrutiny of European infrastructure and employment proposals. She is an Honorary Fellow of St Hugh's College, Oxford and Birkbeck, and holds honorary degrees from Roehampton University and the University of London.



Lisette van Doorn

Chief Executive
ULI Europe

Lisette van Doorn joined the Urban Land Institute, as CEO of ULI Europe, at the start of 2015. She has almost 20

years' experience across the European real estate and institutional markets. Prior to joining ULI, van Doorn ran her own real estate investment consultancy business. From 2005 to 2009 she was the CEO of INREV, the association for investors in non-listed real estate funds. Under her management INREV became the leading industry association for investors and fund managers in Europe with more than 300 global members. From 2009 to 2012, van Doorn re-joined ING Real Estate Investment Management as Country Manager Italy and Fund Manager of two non-listed retail funds with a total value of €1.3bn. She holds a degree in Business Economics from the University of Maastricht and a post-graduate Financial Analyst degree.



Peter Vernon

Chief Executive
Grosvenor Britain & Ireland

Peter Vernon FRICS was appointed to the Grosvenor Britain & Ireland Board in 2005. He joined Grosvenor in 2005 and

became Chief Executive of Grosvenor Britain & Ireland in 2008. He is currently a member of Grosvenor's Group Executive Committee.

He is a member of Peabody's Board, Deputy Chairman of the West End Partnership, Director of London First, a member of the British Property Federation Policy Committee and is on the Royal & Sun Alliance London Regional Board. He was a Commissioner of the independent City Growth Commission launched by RSA and chaired by Lord O'Neill and is a member of the Estates Regeneration Panel Chaired by Lord Heseltine. Previously he was a Partner at IBM Business Consulting Services and PricewaterhouseCoopers where he jointly led the real estate and capital programme management team.



Jon H. Zehner

Global Head of Client Capital Group
Lasalle Investment
Management

Jon Zehner is Global Head of the Client Capital Group at LaSalle and is a member of LaSalle's

Global Management Committee. He is responsible for leading LaSalle's global activities relating to capital raising, new product development, merchant banking and large-scale, crossborder strategic investments. He is a member of the European Debt and Special Situations Investment Committee. Zehner's previous posts include Senior Director at AREA Property Partners and JP Morgan Chase, where he held a number of senior positions over a 28 year period including Global Head of Real Estate Investment Banking and Head of sub-Saharan Africa. Zehner is an active leader in a number of industry organisations including Chair of the Cambridge Land Economy Advisory Board of the University of Cambridge and as a Trustee and former member of the Board of Directors of ULI. He holds an MBA from the Harvard Graduate School of Business Administration and an AB in Economics from Dartmouth College.

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www.uli.org/join

The Urban Land Institute (ULI) is an independent global non-profit organisation supported by members representing the entire spectrum of real estate development and land use disciplines.

ULI's Mission

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

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