Share insights with the industry’s best and brightest

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The Urban Land Institute is a global, member-driven organization 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 2018

Future Proof Your Business

Three dimensional perspectives on real world issues

ULI Leadership

Jon H. Zehner  Chairman  ULI Europe  Social Co-Head of Client Capital Group  Leslie Management
Christopher Choa  Chairman  ULI  Vice President  AECOM
Thomas W. Toomey  Global Chairman  ULI  Chairman, Chief Executive  SDR Inc.
Lisette van Doorn  Chief Executive  ULI Europe
Simon Clark  National Past-Chairman  ULI UK
Edward Walter  Global Chief Executive  ULI

ULI UK

ULI UK is the largest ULI National Council in Europe with over 1,000 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, research and mentorship that draw on 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 & regeneration council, urban art forum, 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-2018

Twitter
Follow the meeting on twitter and tweet questions to @ULI_UK #ULIUK2018

Wifi
Wifi is available on a complimentary basis to all conference delegates. Please select UBS_Guest  Username: guestwifi2@client.room  Password: d7viSuhj

Speaker Presentations, Photos, Video
Presentations and photos of the conference will be available online following the event uk.uli.org/annual-conference-2018

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

Conference Partners

Conference Partners
09:00 Welcome and Introductions
ULI UK Chairman: Christopher Choa, Vice President, AECOM & Chairman, ULI UK
Conference Moderator: Andrea Carpenter, Director, Women Talk Real Estate

09:15 The Business Environment - Economic and Social Outlook
Sponsored by Greenberg Traurig
Moderator: Tony Travis, Director, LSE - London School of Economics
Economy: Arend Kapteyn, Chief Economist, UBS Investment Bank
Social Change: David Goodhart, Journalist, Author and Head of Demography Unit, Policy Exchange

10:15 Infoburst: ULI Affordable Housing Game
Elizabeth Rapoport, Content Director, ULI Europe

10:30 Coffee Break

11:00 Shifting Strategies #1: New Occupier Models
Adapting to change and the blurring of lines. New occupier models and strategies.
Moderator: Clare Thomas, Partner, CMS
Despina Katsikakis, International Partner & Head of Occupier Business Performance, Cushman & Wakefield
Henri Kallberg, Chief Investment Officer, ECE
Antony Slumbers, CEO, Estate Today & 'Innovation Evangelist'

12:00 Lunch

13:30 Capital Markets - Where's the Smart Money Going?
Sponsored by M&G Real Estate
Moderator: Evie Baudot, Head of Business Development EMEA, M&G Real Estate Management
Alicia Qin, Director, Goldlit Direction Ltd
Anne Kavanagh, Chief Investment Officer, PATRIZIA
Audrey Klein, Managing Director & Head of International Institutional Clients, Corestate Capital Partners UK
Douglas Crawshaw, Senior Investment Consultant - Head of EMEA Real Estate Manager Research, Willis Towers Watson

14:30 Infoburst: Investing in Good Density and Smart Urban Growth
Richard Goodwin, Head of Property Research, NAB Real Estate

14:45 Coffee Break

15:15 Shifting Strategies #2: Connectivity and Reciprocity
Driving value through reciprocal relationships
Moderator: Christopher Choa, Vice President, AECOM and Chairman, ULI UK
Anne Mellano, Co-Founder, Best Mile
Andrew Carter, CEO, Centre for Cities
Anthony Poole, Head of Developers & Real Estate Sales, E.ON

16:15 Infoburst: ULI UK Housing with Care Guide
Moderator: Stephanie McNamara, Head of Research, BNP Paribas Real Estate

16:30 Keynote Speaker: "On the Cusp of Change" - The Impact of Tech
The impact of technology, and in particular Artificial Intelligence, Augmented and Virtual Reality and the Internet of Things, on society and business
Laetitia Cailleteau, Managing Directors, UKI Emerging Tech Lead, Global Lead for Virtual Agent, Accenture

17:30 Conference Close

17:30-18:30 Networking Drinks Reception
Eoin Bastible
Head of Business Development
EMEA ex Switzerland
Managing Director
UBS Asset Management

Eoin Bastible is the Head of Business Development for EMEA ex Switzerland, a business which forms part of Real Estate & Private Markets (REPM) within UBS Asset Management, having joined in September 2014. He is responsible for growing the client and product franchise and for ensuring that real estate, infrastructure and private equity capabilities are marketed in the region and for strengthening REPM’s sales platform within UBS in EMEA. Bastible is a member of REPM’s European Management Committee. Bastible joined from Société Générale Corporate & Investment Banking (2010-2014) where he was head of the private equity fundraising group, advising large clients of the bank on raising institutional investor capital for third party funds and club deals. Prior to that, he worked with Avestus Capital Partners from 2005. Bastible has also worked with KBC Bank from 2003 and started his career with KPMG Dublin in 1996.

Bastible is both a qualified Chartered Accountant (CA) with the Institute of Chartered Accountants in Ireland and a Chartered Tax Advisor (CTA) with the Irish Taxation Institute.

Laetitia Calletreau
Managing Director, UKI Emerging Tech Lead, Global Lead for Virtual Agent Accenture

Laetitia Calletreau is the UKI lead for Emerging Technology lead for Accenture. She runs the London Liquid Studio, where her team co-create with clients to realise the potential of artificial intelligence, augmented and virtual reality, and the Internet of Things, using a user centred approach. She is also responsible for leading the company’s virtual agents practice globally. Calletreau co-authored a publication on Virtual Agents for e-Commerce in the final year of her Masters degree at INSA LYON, and rose from software engineer to master technology architect after joining Andersen Consulting in 1999.

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Andrea Carpenter
Director
Women Talk Real Estate

Andrea Carpenter is a Director of Women Talk Real Estate, and a writer and communications consultant in the property industry. She most recently worked as Head of Marketing and Communications EMEA at CBRE Global Investors where she oversaw the corporate and programme marketing, press, branding and internal communications in the region.

Carpenter began her career as a journalist at Property Week before moving on to be editor of EuroProperty for seven years. Following this she worked for various industry bodies including the Urban Land Institute as well as spending three years as a director and interim CEO at INREV in Amsterdam, and one year as its sister organisation ANREV in Hong Kong. She is currently working as a consultant in the industry and has just finished a book for students and young professionals about the history of the modern European property industry that will be published in October.

Andrew Carter
Chief Executive
Centre for Cities

Andrew Carter became Chief Executive of the Centre in April 2017. Before that he was the Deputy Chief Executive and Director of Policy and Research with overall responsibility for the Centre’s research and policy programme.

Carter has over 20 years of experience working on urban economic policy issues for public and private development agencies, consultants and research institutes. He has also spent time in the US as part of the Churchill Foundation’s Fellowship Programme reviewing urban economic development policy and practice in American cities including New York, Washington DC, Boston and Chicago.

He is a regular media contributor and chairs and speaks at conferences across the UK and Europe on a wide range of urban and economic issues.
Alice Charles
Project Lead, Cities & Urban Development
World Economic Forum

Alice Charles is the Lead for all Cities & Urban Development work at the World Economic Forum, Geneva. This includes managing the Forum’s Future of Urban Development and Services Initiative, its Steering and Advisory Board, the Future Council on Cities and Urbanisation, the production of all city and urban development related content and urban development events at all World Economic Forum Summits (including Davos). In addition, she is responsible for managing and developing the world’s premier community of infrastructure and urban development business leaders, which advances the critical issues facing the industry on the global, regional and industry agendas.

Charles has sixty years’ experience working in the areas of cities and urban development, town planning, real estate, infrastructure, environment, climate change and public policy globally. She previously worked for the Department of the Environment, Community and Local Government, Ireland, Dail Eireann (Irish Parliament), Ireland, Jacobs Engineering and GVA. She has an Executive Masters in Global Leadership from the World Economic Forum, a Master’s in Business Administration from University College Dublin, a Postgraduate Diploma in Town and Country Planning from Queens University Belfast and a 1st Class Honours Degree in Environmental Planning from Queen’s University Belfast.

Christopher Choa
Vice President
AECOM

Christopher Choa is based in London and as Director of Cities and Urban Development, 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.

Douglas Crawshaw
Senior Investment Consultant - Head of EMEA Real Estate Manager Research
Willis Towers Watson

Douglas Crawshaw is a Senior Investment Consultant at Willis Towers Watson with over 20 years of direct real estate investment experience. He is head of the EMEA real estate manager research team and is also a member of the infrastructure team. Crawshaw is chair of the Secure Income Assets strategy group and member of the Secure Income Fund’s investment committee.

Prior to joining Willis Towers Watson, Crawshaw spent six years at Aviva Investors, where he was a Fund Manager. He joined Aviva Investors from King Sturge Financial Services, the corporate finance advisory division of King Sturge. He is experienced in real estate direct investment, development, asset management and property management. In previous roles, Crawshaw has provided advice to clients in the areas of investment strategy, development, investment acquisitions, disposals, financing and structuring.

Crawshaw is a professional Member of the Royal Institution of Chartered Surveyors and a member of both the Investment Property Forum and the INREV Corporate Governance Committee.

David Goodhart
Journalist & Head of the Demography Unit
Policy Exchange

David Goodhart is a journalist, author and think tanker - currently head of the demography unit at the Policy Exchange think tank. He is the founder and former editor of Prospect magazine and the former director of the centre-left think tank Demos. His book “The British Dream: Successes and Failures of Post-War Immigration” was runner up for the Orwell book prize. In his new book (a Sunday Times bestseller) “The Road to Somewhere: The New Tribes Shaping British Politics”, Goodhart identifies the value divisions in British society that help to explain the Brexit vote and the rise of populism.
Richard Gwilliam is responsible for the overall direction of property research within M&G Real Estate, including the analysis of the UK and global property markets, the formation of in-house views, and determination of strategic recommendations for the funds under management. He has fifteen years of analysis and research experience within property investment; prior to joining M&G Real Estate in 2006, he spent three years at IPD (now MSCI).

Gwilliam sits on the Research Steering Group of the Investment Property Forum, and is a former committee member and honorary treasurer of the Society of Property Researchers.

Arend Kapteyn is global head of economic research. He joined UBS in August 2016 from Brevan Howard Asset Management where he was head of Emerging Market research & strategy (2010-2016). Prior to that (2006-2010) he ran EM&A macro research and FX strategy at DB. He also spent 8 years (1998-2006) at the International Monetary Fund, where he was a career economist, working on many of the Fund’s high profile programs and specializing in crisis resolution issues.

Kapteyn started his career at the Dutch Central Bank, where he worked as an economist in the Monetary and Economic Policy Department, and in the late 1990s he was a member of the G22 Secretariat, a precursor to the current G20.

Despina Katsikakis has led innovation, research and implementation of transformative business environments and exemplary real estate developments worldwide.

As Cushman & Wakefield’s Head of Occupier Business Performance, she provides input across the firm’s global business on the rapidly changing context of work and its impact on employee engagement, productivity and wellbeing.

With these factors increasingly determining the leasing decisions of leading corporations, Katsikakis’ unrivalled insight on the future of work benefits occupier clients - as well as the building owners and landlords seeking to attract them - through repositioning real estate to drive top line performance.

She serves on the advisory board of Delos, the pioneers of Wellness Real Estate® and founders of the WELL Building Standard and regularly lectures around the world, writes and contributes to media, research and publications on the future of the workplace.
Audrey Klein, Managing Director & Head of International Institutional Clients, is in charge of expanding the European and global investor platform, with a focus on international institutional investors. Klein has been working in this sphere very successfully for over 18 years. She joined CORESTATE from Cromwell, London, where she was responsible for over 400 investor relationship accounts across the Middle East, Asia and every European country.

In 2006, she joined Park Hill Real Estate Group, a subsidiary of Blackstone Group, where she was Managing Director and started the European business. Park Hill Real Estate is a top-tier global real estate private equity financial advisor and placement firm for high-quality real estate investment managers and operators. Klein holds a bachelor’s degree in economics and a master’s degree in finance, marketing, management & strategy from J.L. Kellogg Graduate School of Management Northwestern University, Evanston (IL, USA).

Henrie W. Kötter is Chief Investment Officer, Member of the Board and Managing Director of ECE. He is responsible for leading ECE’s global investment activities and the development business. With approx. 200 shopping centres under management in 12 countries and €34 billion of Assets under Management, ECE is the European market leader in the field of inner-city shopping centres. During his +15-year career at ECE, Kötter has held several positions both nationally and internationally, including a 4-year appointment as Managing Director of the Centre Management division overseeing the operations of all ECE centres as well as a team of +2000 employees.

Prior to joining ECE Kötter was with Roland Berger Strategy Consultants. He is a graduate of the European Business School in Oestrich-Winkel (Germany), Universidad Argentina de la Empresa Buenos Aires (Argentina), and Richard Ivey School of Business in London (Canada).

Anne Meliano is a founder of Bestmile and as VP of Operations she supports the growth of the company and oversees the day-to-day operations. She is a civil engineer with specialisation in the development of innovative transportation systems.

Prior to funding Bestmile, she worked as a Transport Engineer and was in charge of project management for two European transportation projects. Meliano holds an M.S. from the Swiss Federal Institute of Technology (EPFL) in Lausanne.
Anthony Poole has over 18 years’ experience since graduating in Business Management. He has experience in all aspects of Energy Infrastructures, installations with Multiutilities, Electric, Gas, Water and Heat and cooling networks. He is responsible for setting up the contractual frameworks and processes to support the development of E.ON’s expansion into ESCo markets.

Heading up Business Development for Community Energy, Poole is responsible for successfully negotiating and managing over 30 major ESCo projects for both public and private sector clients. He is also responsible for setting up the contractual frameworks and processes to support the development of E.ON’s expansion into ESCo markets.

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UBS Asset Management provides a diverse range of traditional, alternative, real estate and infrastructure investment solutions to private clients, financial intermediaries and institutional investors around the globe. UBS Asset Management is a large scale asset manager with well diversified businesses across regions, capabilities and distribution channels. With invested assets of some £555 billion as at 31 March 2017, offering investment capabilities and investment styles across all major traditional and alternative asset classes. These include equity, fixed income, currency, hedge fund, real estate, infrastructure and private equity investment capabilities that can also be combined in multi-asset strategies.

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Energy is changing. Competition is fierce and customers expect more than just energy from us. But we don’t just see challenges, we see exciting opportunities to grow and shape the new energy world. We’re ready to be more focused on our customers than we’ve ever been before, creating great experiences and delivering fantastic service and we’re ready to be pioneers in new energy technology, creating innovative and connected energy solutions that not only help customers save energy but improve their lives too.

Come and talk to us about how integrated energy solutions can support the move towards smart, sustainable initiatives that conserve resources and help communities and economies thrive - healthy, responsible and ready for a bigger, brighter future.

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OUR EUROPEAN VISION: BRING TOGETHER PEOPLE FROM ACROSS LOCAL MARKETS. CREATE TRUSTING RELATIONSHIPS AND SHARE PASSION FOR WHERE EACH OTHER LIVE. LET THAT BE AT THE HEART OF WHAT WE DO. We work for PATRIZIA. WE ARE PART OF THE EUROPEAN NETWORK OF REAL LOCAL EXPERTS. Get in contact with real expertise: www.uk.patrizia.ag

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Immowell-Lab is an innovation ecosystem gathering startups, real estate professionals and corporate occupiers to accelerate the intake of health and wellbeing topics in the real estate sector. Founded late 2015 in Paris and launched early 2018 in London, Immowell-Lab organizes quarterly selection committees and now gathers 80 startups around 25 corporate groups, enabling to develop more than 200 pilot projects and to sign 60 follow-up contracts. Immowell-Lab is also part of major industry-related events: MIPIM UK, MIPIM Proptech in Paris, REIN contest and organizes various conferences all year around about health and wellbeing topics.

“Immowell-Lab” is a brand cofounded and co-managed by Impulse Partners and ARP-Astrance.

IBI Group is a globally integrated architecture, planning, engineering, and technology firm. From high-rises to industrial buildings, schools to state-of-the-art hospitals, transit stations to highways, airports to toll systems, bike lanes to parks, we design every aspect of a truly integrated city for people to live, work, and play.

We believe cities must be designed with intelligent systems, sustainable buildings, efficient infrastructure, and a human touch. At IBI, we’re defining the cities of tomorrow.

PATRIZIA Immobilien AG has been active as an investment manager in the real estate market across Europe for more than 30 years. PATRIZIA’s activities include the acquisition, management, repositioning and sale of residential and commercial real estate through its own licensed investment platforms. As a global provider of real estate investments in Europe, PATRIZIA operates as a respected business partner of large institutional investors and retail investors in all major European countries. PATRIZIA manages almost €40 billion of real estate assets, primarily as an investment manager for insurance companies, pension fund institutions, sovereign funds, savings and cooperative banks and as co-investor.

More than the law: a multi-disciplinary team immersed in the world of real estate. Our lawyers, town planners, education and retirement living experts are responsive, collaborative and insightful in helping you to achieve your goals.

You’ll benefit from specialists in development, investment, construction, housing, regeneration, finance, Islamic finance and asset management. We’ll also strive to think ahead for you and bring you new opportunities.

The Greenberg Traurig Real Estate Practice is one of the largest real estate teams among leading global law firms. We offer real estate capabilities in key markets worldwide and a large number of skilled real estate practitioners with strong domestic market and international experience.

In London, the firm’s real estate sector team includes more than 50 attorneys covering real estate, corporate, tax, private equity and construction, working closely with our global real estate network of more than 400 attorneys worldwide. Greenberg Traurig stands for practical approaches to complex legal issues, a steadfast work ethic, and commitment to client service.

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