



BUILD TO RENT FORUM SCOTLAND

Theme for 2018:

"Living with Build to Rent"

Thursday 11th October 2018

**The Principal Edinburgh Charlotte Square,
38 Charlotte Square, Edinburgh EH2 4HQ**

8.30am - 4.30pm - followed by Drinks Reception

Brought to you by:



In association with:



Conference Partners:



Conference Associates:



Other Sponsors:



Supported by:



CONFERENCE PROGRAMME

8.15	Registration, Coffee & Networking	
9.00	Conference Welcome	David Jennings - Chairman, Movers & Shakers
9.10	What about the market?	
	Presentation - BTR Landscape - What Scale, Opportunity, Investment?	Dr John Boyle - Director, Research & Strategy, Rettie & Co
	Presentation - What About Rental Trends? Where's the Data?	Thomas Ashdown - Chief Executive, Citylets
9.45	What About the Renter?	Chair: Andrew Bruce - Head of Project Finance, Scottish Futures Trust
	Presentation - What About the Renter? - Key Research findings	Andrew Bruce - Head of Project Finance, Scottish Futures Trust
	Are renters expectations being met?	Charlotte Fletcher - General Manager, East Village, Get Living
	What's working for them?	Iain Murray - Managing Director, LIV Consult
	Are leases working, what about security?	Hazel Sharp Webb - Head of PRS & BTR Services, Rettie & Co
	Facilities & amenities; what choice, what value?	
	What needs improving?	
	What part technology, what's evolving?	
10.45	Coffee & Networking Break	
11.15	What About Families - Is family housing deliverable?	Chair: Tracey Menzies - Real Estate Partner, Brodies LLP
	Presentation 1	Duncan Sutherland - Group Regeneration Director, Sigma Capital
	Presentation 2	David Smith-Milne - Founder/Managing Director, Placefirst
	Presentation 3	Richard Jennings - Managing Director, CastleRock Edinvar [part of PFP]
		Panel
	What models are being delivered?	Fiona Morrison - Deputy Chief Executive, Hillcrest Group
	What are the challenges?	Duncan Sutherland - Group Regeneration Director, Sigma Capital Group plc
	How do they work?	David Smith-Milne - Founder/Managing Director, Placefirst
	How are they funded?	Cllr Lezley Marion Cameron - Vice-Convenor - Housing and Economy Committee, City of Edinburgh Richard Jennings - Managing Director, CastleRock Edinvar [part of PFP]
12.30 - 13.45	Lunch Break & Networking	
13.50	Presentation - So, What Does Good Service Look Like?	Iain Murray - Managing Director, LIV Consult
14.00	What About the Current Developments?	Chair: Robin Blacklock - Managing Director, Dowbrae Property Consultants
	Presentation 1 - Merchant City Glasgow	Rick de Blaby - Executive Chairman, Get Living
	Presentation 2 - The Vox Dundee	Eve McCurrich, Director - Whiteburn Group
	Presentation 3 - Greystar	James Pargeter - Senior Director, Projects, Greystar Europe Holdings Ltd
	What are the challenges of getting BTR off the ground?	Panel
	What models are being delivered?	Rick de Blaby - Executive Chairman, Get Living
	What are the funding challenges?	Eve McCurrich, Director - Whiteburn Group
	What are management / marketing challenges?	James Pargeter - Senior Director, Projects, Greystar Europe Holdings Ltd
	How important is brand?	
15.00	Coffee & Networking Break	
15.30	So What's Investable?	Chair: Matthew Benson - Director, Rettie & Co
	What returns can BTR in Scotland deliver?	Alex Greaves - Head of Residential Investment, M&G Real Estate
	What products can work to meet funding criteria?	Ed Crockett - Director of Residential Fund Management, Aberdeen Asset Management Plc
	Development risk, what are the challenges of interim funding and finance?	William Astor - CEO, Long Harbour
	Have the barriers come down are institutions ready to invest?	Jean-Marc Vandevivere - Chief Executive, PLATFORM_
16.15	Keynote Address	Kevin Stewart MSP - Minister for Local Government and Housing, Scottish Government
16.40	Conference Summary	David Jennings - Chairman, Movers & Shakers
16.45 - 17.45	Drinks Reception	