



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

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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?	Emily Alexander - Head of Reputation, 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 PIP]
	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?	Clr Lezley Marion Cameron - Vice-Convener - Housing and Economy Committee, City of Edinburgh Richard Jennings - Managing Director, CastleRock Edinvar [part of PIP]
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
	Panel	
	What are the challenges of getting BTR off the ground?	
	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?	Nigel Chapman, Fund Manager, 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_ Amy Davis, Head of Asset Management, Odysseus Capital Management
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	