ARL
Association for Rental Living

NEXTGEN PATHWAYS CONFERENCE

WHATS ON THE AGENDA

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11:10 **Welcome & mission setting**



Grace Morgan,
NextGen Pathways Moderator

11:20 **Investment Incubator**

Part 1: Setting the Scene

The panel of senior investors will receive an unseen, simplified investment memorandum. They will assess opportunities, demographics, market saturation, CapEx value-add and risks such as cladding remediation. They must quickly decide whether they would recommend acquiring the asset.



Ashley Perry
Acquisitions Director, Multi-Family Housing, Apache Capital



Marcus Emadi
Managing Partner, Debt Advisory, Turning Point Capital Advisory



Harry Swales
Director and Head of Residential, Dorrington



Lesley Chen Davison
Managing Director, Capital Markets, Delancey

11:50 **Part 2: Roleplay group work**

Delegates will work in groups on similar investment memoranda, identifying obvious opportunities, risks, "golden nuggets" and "gotchas", supported by experienced investment and operations professionals, helping you tackle the exercise.

12:20 **Part 3: Playback**

A nominated spokesperson from each group will report back on the group's conclusions, followed by discussion.

12:40 **Leading with Purpose**

In this session, Gareth Pettit (Land Aid) and Charlotte Hopkinson (Grainger) will talk about the importance of leading with purpose, focusing on the pioneering work Land Aid is doing in collaboration with partners, to help investors and operators to use their developments for good, and how a business with purpose is a business worth working in.



Gareth Pettit
Head of Strategic Programmes, Land Aid



Charlotte Hopkinson
Head of CSR & Sustainability, Grainger

13:05 **Lunch & Networking in the Exhibition Hall**

14:05 **Talking Heads: NextGen Pathways Survey fishbowl discussion**

A fishbowl discussion is a structured to hear views from around the room: here, on the issues flagged BTR and what the sector can do to attract more young people into fulfilling careers in rental living.

14:45 **Lessons from a Lifetime in BTR**

Housing expert, founding partner of BTR in the UK, and ARL Board Member, Martin Bellinger will share his insights from a lifetime career with those in the sector who may only be at the start of their BTR journeys.



Martin Bellinger
Partner,
Essential Land

15:05 **EXCLUSIVE NEW RESEARCH: Mapping the BTR landscape**

At the other end of the career spectrum, Ben has developed a tool for mapping the planning, development and operational lifecycle of the entire BTR sector. Ben will provide NextGen Pathways delegates with an exclusive preview of his research.



Ben Horridge
Research Associate,
GAA Living

15:25 **Managing a Multigenerational Asset**

BTR is not a short-term development model: it is about long-term ownership, management and accountability. BTR arguably has one of the most complex operational lifecycles of any asset class, which spans 80-100 years. Our expert panel will speak about what it takes to be in it for the long haul!



Sowgol Zarinchang
Founder,
Verana Living



Tori Robinson
Head of Build to Rent,
Centrick



Grace Morgan,
NextGen Pathways
Moderator

15:55 **Ask the experts: What a career in BTR can look like**

Join the panel for a download on the myriad opportunities that exist across the rental living landscape, as well as a no-holds-barred chat with senior leaders about how they got there and what questions you should be asking as you progress through the sector.



Karen Cooksley
Non-Executive
Director,
The ARL



Jo Green
Commercial
Director,
Home Made



Neelam Saihjpal
Operations Director,
VervLife



Cyrille West,
Partner
Eversheds
Sutherland



Stephanie Smith
Non-Executive Director,
The ARL

16:35 **NextGen Pathways delegates return to the main stage**