



# Investing in Real Estate Emerging Sectors: The Rise of Residential

24 May 2018, London

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08:45	<b>Registration</b>		12:00	<b>The role of the operator</b> <ul style="list-style-type: none"><li>• How to build an institutional platform</li><li>• How to meet institutional investors demands</li><li>• Current trends across Europe</li></ul>	<b>Bella Peacock &amp; Steven Zeeman</b> Greystar
09:00	<b>Course introduction</b> <ul style="list-style-type: none"><li>• Course objectives</li><li>• Delegates introduction</li><li>• What kind of residential</li></ul>	<b>Rob Martin</b> LGIM Real Assets	12:45	<b>Lunch</b>	
09:30	<b>Changing nature of the residential universe</b> <ul style="list-style-type: none"><li>• What is residential today?</li><li>• Different type of residentials</li><li>• Factors influencing the demand of residential</li></ul>	<b>Marcus Cieleback</b> PATRIZIA Immobilien	13:45	<b>Effective Risk management</b> <ul style="list-style-type: none"><li>• What are the key risks to manage?</li><li>• How does the emphasis vary for different investment strategies?</li><li>• LGIM case studies</li></ul>	<b>Eleanor Jukes</b> LGIM Real Assets
10:15	<b>Why residential: an investor approach</b> <ul style="list-style-type: none"><li>• The role of residentials in a multi asset portfolio</li><li>• Drivers for returns</li><li>• Barriers to investment and risks</li><li>• Performance measurement: data available</li></ul>	<b>Paul van Stiphout</b> APG Asset Management	14:30	<b>Break out sessions and coffee break</b>	
11:00	<b>Coffee break</b>		15:45	<b>Straight talk: Key Note interview</b> <ul style="list-style-type: none"><li>• Experiences of a long-term investor in operational real estate</li></ul>	<b>Peter Pereira Grey</b> The Wellcome Trust <b>Rob Martin</b> LGIM Real Assets
11:15	<b>A look at different investment structures</b> <ul style="list-style-type: none"><li>• Risks and Merits</li><li>• Direct vs. Fund Investment investment</li><li>• Investing in Real Estate</li><li>• Investing in OpCo Platforms</li></ul>	<b>Daniel Gorzawski</b> Harrison Street	16:30	<b>Wrap up</b>	
			16:45	<b>End</b>	