



**Urban Land
Institute**

UK|2019

ANNUAL CONFERENCE

23 May 2019 | UBS, Broadgate, London

Authenticity

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Real Estate Investment and Development Conference

PROGRAMME

Hosted by  **UBS**

uk.uli.org

The Urban Land Institute is a global, member-driven organisation comprising 43,000 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.

Share insights with the industry's best and brightest.

ULI UK Annual Conference 2019

Connect, Learn & Share.

Three dimensional perspectives on real world issues.

ULI Leadership



Juergen Fenk

Chairman
ULI Europe

Member of the Group
Executive Board,
SIGNA Group



Christopher Choa

Chairman
ULI UK

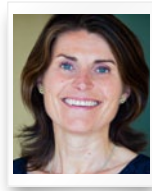
Vice President
AECOM



Thomas W. Toomey

Global Chairman
ULI

Chairman, Chief Executive
and President
UDR Inc.



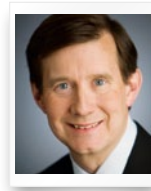
Lisette van Doorn

Chief Executive
ULI Europe



Simon Clark

Immediate Past Chairman
ULI UK



Edward Walter

Global Chief Executive
ULI

ULI UK is the largest ULI National Council in Europe with over 1000 members from the private and public sectors representing all disciplines within the UK commercial and residential property markets.

Connect

ULI UK has product councils and forums aimed at professionals with interests in specific sectors of the market (residential council, sustainability forum, infrastructure & regeneration council, tech forum; capital markets forum, urban art forum and development forum) and active Young Leader (under 35 years) and NEXT (35-45 years) groups.

Learn

ULI UK convenes an active and diverse programme that draws on and shares global best practices to create local impact. Current content projects include a 'Later Living - Housing with Care' best practice guide; a study in to investment in health and wellbeing and a toolkit for 'Harnessing Culture Through Development'.

Share

ULI's Advisory Services bring together ULI members and other urban experts to provide objective advice on complex land use, urban development and policy challenges. Education is also key to the ULI mission, delivered through programmes such as UrbanPlan, an interactive classroom-based curriculum in which students learn about the fundamental forces that affect land development.

Practical Information

Wifi

Wifi is available on a complimentary basis to all conference delegates.

Login: [guestwifi4@client.room](#) Password: [XLG6qY9q](#)

Twitter

Follow the meeting on twitter and tweet questions to [@ULI_UK](#) [#ULIUK2019](#)

Speaker Presentations, Photos, Video

Presentations and photos of the conference will be available online following the event at

uk.uli.org/uli-uk-annual-conference-conference-2019

Upcoming Events

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

ULI UK

Young Leaders Site Tour
Amazon Fulfilment Centre
31 May 2019, Tilbury, UK

ULI UK

Capital Markets Masterclass: Debt Financing
4 June 2019, London, UK

ULI Europe

Real Estate Forum
18-20 June 2019, Copenhagen, Denmark

ULI UK

Glasgow Advisory Services Workshop
24-26 June 2019, Glasgow, UK

ULI UK

Young Leaders Lunch & Learn
with Gary Lawreson, Osborne Clark
4 July 2019, London, UK

ULI UK

Investment in Health & Wellbeing Launch
11 July 2019, Birmingham, UK

ULI UK

Young Leaders Lunch & Learn
with Eric Jafari, Locke Hotels
18 July 2019, London, UK

ULI UK

Young Leaders Lunch & Learn
with Despina Katsikakis, Cushman & Wakefield
8 September 2019, London, UK

Conference Partners

HUBHUB





Conference Programme

23 May 2019

09:00

Welcome and Introductions

ULI UK Chairman:

Christopher Choa, Chairman, ULI UK and Vice President, AECOM

Conference Moderator:

Clare Thomas, Partner, CMS

09:15

Rate of Change

We live in interesting times. Political, environmental and global turmoil is perpetual. Technology presents us with unprecedented possibilities. We are setting new speed records of change on a daily basis. This sea of change is pushing the traditional bureaucratic, controlled, and hierarchical organisation of cities to the limits. Our expert panel of forward-thinkers will discuss the drivers of change and the threats and opportunities to the built environment.

Paul Donovan, Global Chief Economist, UBS Wealth Management

Kimberly Matenchuk, Senior Director Sales, GE Digital

Araceli Camargo, Cognitive Neuroscientist, Lab Director, Centric Lab

Moderator:

Clare Thomas, Partner, CMS

10.15

Future Vision

Three industry trailblazers from across the real estate spectrum each share their vision for the future of the built environment and the real estate industry - providing insights on how we can best navigate the BIG issues facing our industry including housing affordability, security, social value, mobility, sustainability, technology and public private sector regeneration.

David Warburton, Head of Land and Development, West Midlands Combined Authority

May Al-Karooni, CEO and Founder, Globechain

Eva Grosman, Chief Executive, Centre for Democracy and Peace Building

Moderator:

Alexandra Notay, Build to Rent Fund Director, PfP Capital

11:15

Working Coffee Break - Meet the Speakers

Sponsored by **GT** GreenbergTraurig

Roundtable discussions chaired by the morning's speakers.

Our extended, interactive coffee break will offer the opportunity to meet the speakers and join small group led discussions.

11.50

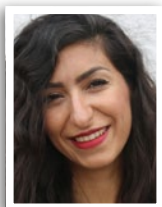
Infoburst: Urban Art Forum - Cultural Placemaking

Megan Piper, Co-Founder, The Line

12.05	Fresh Perspectives	
	Panel discussion on new business models, strategies and cutting-edge developments. A smorgasbord of new ideas, this session will provide examples of best practice from around Europe.	
	Boudewijn Ruitenburg , Chief Operating Officer and Member of the Board, EDGE Technologies	
	Rachel Dickie , Head of Urban Regeneration, L&G Capital	
	John Walker , CEO, CRATE	
	Ali Ravanshad , Founder and CEO, dandi	
<i>Moderator:</i>	Jon Lovell , Founder and CEO, Hillbreak	
13:00	Lunch	Sponsored by e-on
14.15	Keynote Session: Industry Influencers	
	Fireside chat between two architectural visionaries on the trends shaping the future of the built environment.	
	Lee Polisano , Founding Partner and President, PLP Architecture	
	Peter Murray , Chairman, New London Architecture	
15.15	Infoburst: Later Living	
	Stephanie McMahon , Head of Research, BNP Paribas Real Estate	
15.30	Coffee Break	Sponsored by GT GreenbergTraurig
16.00	Capital Markets - Where's the Smart Money Going?	
	Who is raising and deploying capital, where and in what sectors are the deals happening and is there life beyond BREXIT?	
	Edward M. Siskind , Founder and CEO, Cale Street Partners	
	Eleanor Jukes , Senior Strategist, Legal & General Investment Management	
	Laure Duhot , Head of Investment and Capital Markets - Europe, Lendlease	
	Hunt Doering , Managing Director, Baupost Group International LLP	
<i>Moderator:</i>	Kari Pitkin , former Managing Director, Co-Head EMEA Real Estate, Gaming and Lodging, Bank of America Merrill Lynch	
16.45	Reflections and Opportunities	
	ULI UK leadership past and present will join us to share their experiences of navigating change and how ULI has helped shape their careers and businesses.	
	Marc Mogull , Chairman and Chief Investment Officer, Benson Elliot	
	Andy Martin , Chief Executive Officer Advisory UK, BNP Paribas Real Estate	
	Simon Clark , former Partner and Head of European Real Estate, Linklaters	
	Christopher Choa , Vice President, AECOM	
<i>Moderator:</i>	Vanessa Hale , Director, Research, BNP Paribas Real Estate	
17.30-18.30	Conference Close: Networking Drinks Reception	



Conference Speakers



May Al-Karooni
CEO & Founder
Globechain

May is the founder of Globechain.com, a reuse platform that connects corporates to charities and SMEs within a supply chain network, providing waste and social impact data to its members.

May previously worked within the investment banking and asset management industry, fundraising monies for venture capital, property and hedge funds for the last 10 years totalling over £120 million in funds raised. In 2013 May set up Globechain after seeing a demand for a new online circular economy within the waste management industry after her own employer expressed a need to reuse items in a more collaborative way.

Globechain has gained huge momentum growing to 10,000 members with eBay as its mentors and securing contracts with some of the world's largest brands as well as growing a large network of charities nationally and internationally. Globechain works within the retail, commercial and construction industry and last year diverted 5,100,000 kilos from landfill with items being redistributed within the UK as well as abroad as far as Sierra Leone, Guinea, Libya and the Ukraine providing savings of over £2,000,000 to charitable causes. The company this year has just launched in Spain, Germany and US.



Araceli Camargo
Cognitive Neuroscientist, Lab
Director
Centric Lab

Araceli is of indigenous American decent. She is a Cognitive Neuroscientist and co-Founder of Centric Lab. Araceli steers the Lab's research and development, relationship with University College London, as well as managing key projects. She holds an MSc in Cognitive Neuroscience from King's College London, where she focused on the attention system. She has a keen interest in using neuroscience to understand more about the relationship between people and the physical environment. Her goal is to make habitats that are healthy, sustainable, and accessible.





Christopher Choa

Vice President

AECOM

Chairman

ULI UK

A native New Yorker, Christopher is based in London and leads the Cities Consulting practice for AECOM. He works with city and national governments to develop regional-scale strategies worldwide.

Christopher is a Global Trustee for the Urban Land Institute, and a Board advisor to a range of companies focused on real-estate and mobility. He is an external advisor to Transport for London and the Sustainable Urban Development program at Oxford. He is also a board member of Land Art Generator and Lumen Art Projects.



Simon Clark

Former Partner and Head of

European Real Estate

Linklaters

Simon has recently retired after a legal career with Linklaters of some 38 years. This included four years as Global Head of the Real Estate practice and seven years on the Firm's main Board. For all bar one year of 2006 -2013 the annual International Bar Association/Euromoney survey listed him as one of the dozen "most highly respected real estate lawyers in the world". Previously he was a member of the British Property Federation Policy Committee, and a trustee of the Investment Property Forum Education Trust for 14 years

Currently he is a Governing Trustee of the Urban Land Institute, the immediate past Chair of ULI UK, chairs ULI UK's "Urban Plan" project for state schools, a trustee of the Cambridge Land Economy Advisory Board and a Senior Member of the Anglo-American Real Property Institute. Simon is married, with two sons and an American daughter-in-law.



Rachel Dickie

Head of Urban Regeneration
Legal & General Capital

With a focus on creating thriving cities, Legal & General Capital

looks to make investments that are focused on creating sustainable communities with good employment opportunities, high quality and varied housing in a digitally-connected environment. Rachel is responsible for Legal & General Capital's Regeneration investment strategy including the origination and structuring of new opportunities. Working with both the public and private sector existing projects include Cardiff Central Square, Newcastle Helix, Bracknell town centre and Bruntwood SciTech - a property platform dedicated to science and technology businesses.

Rachel has over 12 years' experience in the real estate sector and joined Legal & General from Tishman Speyer where she managed a European office fund. Prior to that, Rachel worked in the Managed Accounts Group at CBRE Global Investors.



Paul Donovan

Global Chief Economist
UBS Wealth Management

Paul joined UBS Wealth Management in August 2016

and is the Global Chief Economist. He is a member of the Global Investment Committee, a UBS Opinion Leader, a sponsor of UBS Speak Up and a UBS Pride Ally. Paul is responsible for developing and presenting the UBS economic outlook, marketing the view around the world.

He started at UBS Investment Bank as an intern in 1992 and was previously Global Economist for the Investment Bank. He has an MA in Philosophy, Politics and Economics from Oxford University, and an MSc in Financial Economics from the University of London. He is an Honorary Fellow of St Anne's College Oxford, appears regularly in print and broadcast media, and is the author of several books (all available from Amazon.com). His views can be found at www.ubs.com/pauldonovan, or on his LinkedIn or YouTube profiles.



Hunt Doering

Managing Director
Baupost Group
International LLP

Hunt is a Managing Director in the Private Investment Group

at Baupost Group International LLP in London. The Baupost Group, L.L.C. was founded in 1982 in Boston, MA and currently manages approximately \$30 billion of capital on a discretionary basis. The firm is a value-oriented, open mandate investment organization whose goal is to achieve good absolute returns on a long-term, risk-adjusted basis. Hunt focuses on European real estate investments including development, property and loan acquisitions, distressed debt investments and other real estate related activities. Hunt is also responsible for new joint venture partner and real estate operating partner relationships in the U.K. and European markets.

Prior to joining Baupost, Hunt was a Managing Director at Northwood Investors. Hunt graduated from Cornell University magna cum laude with a B.A. in Economics, and from Harvard Business School with a Masters of Business Administration.





Laure Duhot

Head of Investment and Capital Markets - Europe
Leadlease

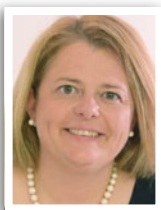
Laure has recently been appointed Head of Investment

and Capital Markets - Europe at Leadlease. She is responsible for negotiating and executing investment transactions, identifying and implementing funding strategies, forming strategic partnerships with potential capital partners and launching new fund products, to boost Leadlease's investment management business in the UK and continental Europe. She is a member of the Regional Investment Committee for Europe.

Over the prior two years, Laure acted as Senior Adviser to several investors and property firms across Europe, providing them with strategic advice and ad-hoc transaction execution expertise. Until end 2016, she was MD at Grainger plc where she was responsible for Fund Management and Corporate Finance and a member Grainger's Executive Board and Investment Committee.

Prior to this Laure held senior positions at fund manager Pradera and Sunrise Senior Living Inc, where she was responsible for international expansion and established the firm's UK business, and was a Founding Partner of Macquarie Capital Partners. Before specialising in real estate, Laure was a Director at Lehman Brothers.

Laure also holds Non-executive Director positions with Primary Health Properties plc and InLand Homes plc.



Eva Grosman

Chief Executive
Centre for Democracy and Peace Building

Co-founder and CEO of the Centre for Democracy and

Peace Building, which provides support for political and civic society leaders, facilitates research, training and institutional development programmes to address division and violent political conflict in Northern Ireland and beyond. She developed and delivered programmes in the US, Afghanistan, Lebanon, Egypt and Colombia.

Eva is also a Director for Public Affairs at the Centre for the Resolution of Intractable Conflict, Research Associate at St. Benet's Hall, University of Oxford and an Advisory Board Member for the Global Women's Narratives Project. Eva curates TEDx Stormont and is the Global Thinkers Forum mentor and is recently completed PGDip in Strategy and Innovation at Said Business School, University of Oxford.



Vanessa Hale

Director, Research,
BNP Paribas Real Estate

Vanessa is Director of the Research team at BNP Paribas

Real Estate UK with nearly 20 years of diverse experience in global research and over a decade specifically focused in the property sector. She has worked across the USA and the UK on multiple sectors of the real estate industry including: alternatives (private rented sector (PRS)/ build to rent (BTR), senior living, hotels, healthcare), industrial, mixed-use assets, offices, retail and residential (new and existing homes).

Specialising as a cross-sector, built environment expert, she uses a variety of foresight and research methodologies to execute strategic projects.

Prior to BNP Paribas Real Estate UK, working at CBRE in the USA, Vanessa undertook bespoke project work for key commercial clients such as: Bank of America, Goldman Sachs, and Wells Fargo. Her analysis has included optimising occupier portfolios, understanding future tenant demand, and assessing workplace strategies. Additionally, she led the research team in reporting market data covering over 250 million square feet of Chicago office space.

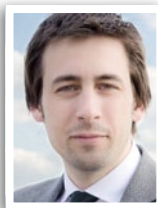
She holds a Bachelor of Science degree from the University of Illinois and a Master of Science degree from Roosevelt University. Vanessa is the Vice Chair of the UK Executive Board for the Urban Land Institute (ULI) and is a member of the Society of Property Researchers.



Eleanor Jukes
Senior Strategist
Legal & General Investment
Management

Eleanor Jukes is the Senior Strategist within LGIM's Real Assets team. Her responsibilities include developing themes for investment strategy, advising the fund management team on stock selection and sector positioning, and compiling market forecasts. She specialises in the alternative property sectors, focusing predominately on residential and healthcare property. Eleanor joined LGIM in 2014 from Schroders where she held the title of Senior UK Property Analyst. She was responsible for research outputs across the UK property markets, alongside fund performance analysis and risk reporting for the Schroder Real Estate portfolio.

Prior to this, she was a Senior Analyst at Jones Lang LaSalle within the Capital Markets Research team. Eleanor started her investment career in 2006 as an Economist at Experian Business Strategies.



Jon Lovell
Co-Founder
Hillbreak

Jon specialises in providing strategic advice and vision on responsible and impactful investment, urban futures, and sustainable development policy. He combines a strong appreciation of global megatrends, market dynamics, effective policy, anticipatory leadership, and transformational strategy. He works with Boards, Executive Committees and responsible investment teams of many leading investment and real estate organisations, as well as with public service providers and authorities. He has a proven track-record of effective collaboration, stakeholder and investor engagement, persuasive advocacy, alongside the delivery of objective advice and challenge.

Jon combines his role as a consultant with a number of external appointments, including as an independent member of the ESG Committees of BMO Real Estate Partners and Round Hill Capital, and the Responsible Property Investment Committee of Royal London Mutual Insurance Society Limited. He is currently vice-chair of ULI UK and a Senior Advocate member of Real Estate Balance, the organisation focussed on addressing the gender imbalance of the real estate industry. He is also a Trustee and the Company Secretary of the UK Williams Syndrome Foundation, and the President of the Federation of European Williams Syndrome associations.



Andy Martin
Chief Executive Officer Advisory UK
BNP Paribas Real Estate

Andy became the CEO of BNP Paribas Real Estate Advisory UK in October 2017. Previously, Andy was the Senior Partner at Strutt & Parker from 2009, having joined the firm in 1985 and headed its Commercial team from 2005. Andy's areas of expertise lie in funding, investment, development, masterplanning and placemaking, with a particular emphasis on business parks.

He has provided strategic advice to the Arlington Business Parks Partnership for over 30 years, and as a result of his expertise in this arena, created the Business Park Index with IPD, now regarded as a benchmark for the industry.

Andy is a trustee and sits on the Foundation Fund Board of the Urban Land Institute and is a life member of the Investment Property Forum. He also sits on the Advisory Boards of Hodes Weill, Stifel and a property development board at Wellcome Trust.

Through Strutt & Parker Charity initiatives, he has helped raise over £500,000 for charity since 2011 and is Vice President of the Muscular Dystrophy Campaign.



Kimberly Matenchuk
Senior Director Sales
GE Digital

Kimberly is a Senior Director of Sales at GE Digital, with the mission to deliver the next industrial revolution. GE Digital offers industrial software solutions from the edge to the cloud that deliver business outcomes with industrial data.

In addition to her role leading the European Sales Team, Kimberly leads GE Digital's New Business Development team, responsible for executing go to market plans, driving sales, and delivering new global partnerships. She is passionate about the role that digital technologies play in driving innovation, changing culture and increasing the profitability of industrial companies.

Prior to joining GE Digital, Kimberly spent 10 years at Google in a range of roles including Global Agency Development and Strategic Partner Management. She holds an Executive MBA from Cambridge and a BCom degree from the University of Alberta.



Stephanie McMahon
Head of Research
BNP Paribas Real Estate

Stephanie leads the research team at BNP Paribas Real Estate. The focus of her work is across all UK asset classes including Commercial, Prime Central London residential, the mainstream UK residential markets, and Rural. Her emphasis is on structural rather than cyclical market shifts. Recent areas covered within the research programme include the impact of shortening lease terms on investor returns; the profile and behaviour of London office workers; the wants and needs of London renters; and what communities for ageing populations look like.

Previous to joining Strutt & Parker (now BNPPRE) in 2012, Stephanie led the strategy and delivery of the UK research team and programme at JLL. Her area of expertise was occupier research and she undertook bespoke analysis for clients including PwC, GSK and Shell. Stephanie's geographic focus has been predominantly on the UK, although she has managed project work across EMEA and the globe. Stephanie is a member of the ULI residential council, sits on the IPF research committee and supports the SPR.

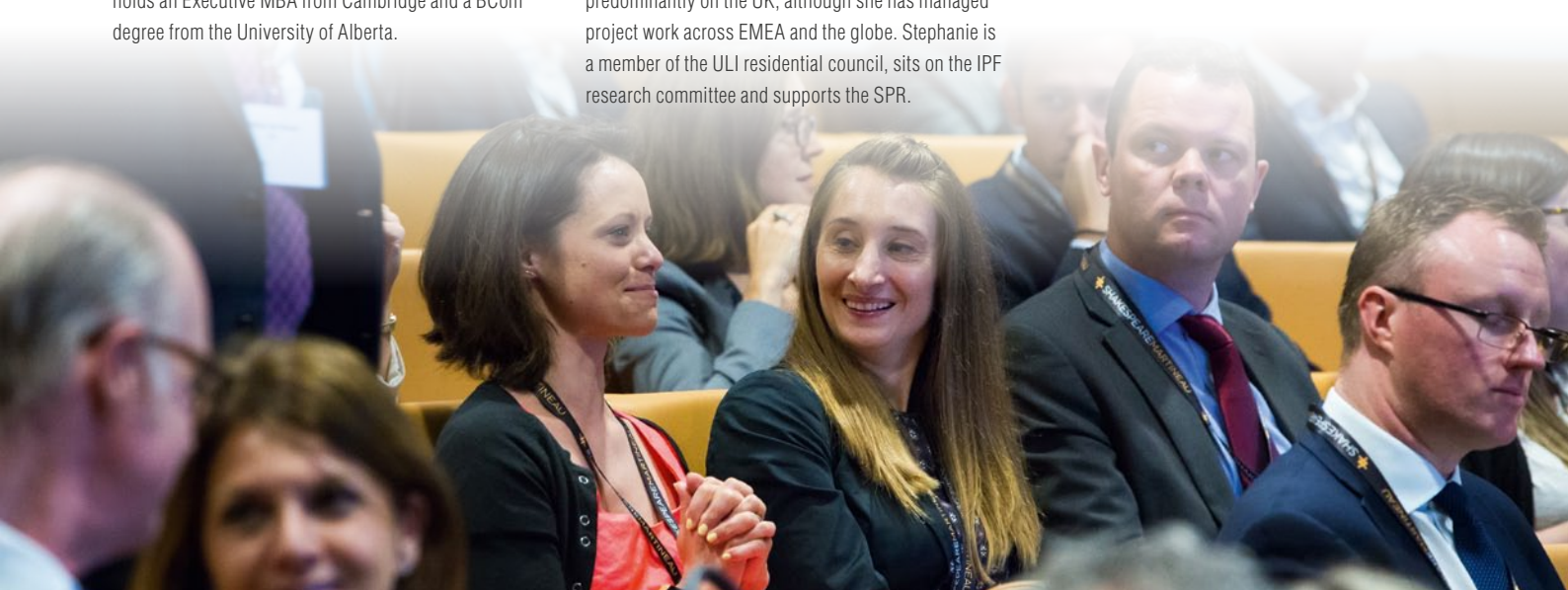


Marc Mogull
Chairman and Chief Investment Officer
Benson Elliot

Marc is the Executive Chairman and Chief Investment Officer of Benson Elliot, he chairs the Bank of England Commercial Property Forum and is a Senior Fellow in the Land Economy faculty at the University of Cambridge. Marc is an Eminent Fellow of the RICS, and past Chairman of the Urban Land Institute (ULI) UK.

Before founding Benson Elliot, Marc established and managed the private equity real estate platform at UK buyout firm Doughty Hanson & Co. Marc began his European career at Goldman Sachs, before which he was a Vice President with Chicago-based JMB Realty.

Marc holds a BS in Economics from the University of Pennsylvania (Wharton) and an MBA, from Northwestern University (Kellogg).





Peter Murray
Chairman
New London Architecture

Peter is Chairman of New London Architecture (NLA) and Mayor of London's International Design Advocate. He is Chairman of The London Society, Past Master of The Architects' Company and a director of Be First, Barking and Dagenham's Regeneration delivery company. He is a member of the Construction Industry Cycling Commission and a campaigner for better cycling provision in the city. He was the founder of the London Festival of Architecture and of Wordsearch Communications, the global design consultancy focusing on real estate and placemaking.



Alexandra Notay
Build to Rent Fund Director
PiP Capital

Alexandra is Build to Rent fund director at PIP Capital, the fund and asset management arm of Places for People, tasked with raising a £550 million fund to deliver 3,000 BTR homes across the UK. She is also an internationally recognised expert on build to rent, placemaking and sustainable urban development, with 15 years' strategic advisory experience to public and private sector clients across four continents. In January 2019 Alex was selected as one of the 48 women shaping the future of UK real estate at the prestigious BISNOW Women Leaders event.

Alex is a published author and editor of over 30 books and reports on real estate including the renowned ULI UK Best Practice Guide on Build to Rent (2014, 2016). Alex is a vice-chair of ULI UK Residential Council and on the ULI UK Executive Committee, serves on the BPF Build to Rent Committee and is an Associate Member of CREFC Europe. She is also a non-executive director of Sound Diplomacy, SouthWest Board Member for LandAid and trustee of SunScreenIT Foundation.



Andrea Orlandi
Managing Director & Head of Real Estate Investments - Europe
Canada Pension Plan Investment Board (CPPIB)

Andrea is a Managing Director and Head of Real Estate Investments - Europe at CPPIB. In this role Andrea is responsible for the European real estate investment program, oversees the Indian real estate program and is part of the real estate senior leadership team. Prior to joining CPPIB, Andrea was the European Chief Investment Officer of AREA Property Partners, an international real estate private equity firm now part of Ares Management, and previously he worked at Merrill Lynch in New York and London.

He holds an MBA from Insead and a BS in International Economics from the School of Foreign Service of Georgetown University.





Kari Pitkin

Former Head Managing Director,
Co-Head EMEA Real Estate,
Gaming and Lodging
Bank of America Merrill Lynch

Kari is former Managing Director, Co-Head EMEA Real Estate, Gaming and Lodging at Bank of America Merrill Lynch. Kari has spent the last twenty years in Europe, and prior to London she resided in Sydney and New York, always focussed on Real Estate Investment Banking. Throughout her career Kari has been involved in over \$60 billion of real estate transactions on a global basis, including the US, Australia, Singapore and Europe.

Kari is a graduate of the University of Virginia and received an MBA, with honors, from the Darden Graduate School of Management. She is a Shermet Scholar, recipient of the Faculty Award for Academic Excellence and a Raven. In addition, Ms. Pitkin is a previous Board member on Darden's Alumni Board and the Dean's Global Advisory Council.



Lee Polisano

President and Founding Partner
PLP Architecture

Lee is internationally recognised for his architecture and urban

design work, which emphasise an underlying concern for sustainability and a passion for innovation. He has been responsible for creating numerous award-winning commercial and corporate office buildings and he is widely regarded for pushing boundaries and bringing innovation to the sector. Lee's work has a focus on contextual design and advocates civic responsibility and environmental responsiveness to create sensitive and accessible projects that are comfortable to inhabit and a joy to use.

He has been responsible for such notable projects as Nova Victoria, Sky Central and Heron Tower in London. Current work includes Corso Como Place in Milan, a landmark redevelopment integrating an unloved derelict tower into a contemporary urban setting, Bankside Yards, an arts-focussed residential master plan along the south bank of the Thames in Southwark, and a number of other projects in the UK, Japan, China, Qatar, Russia and India.



Megan Piper

Co-Founder
The Line

Megan graduated from the University of Edinburgh in

2008 and started her career at Momart, the fine art handler, where clients included White Cube, Gagosian and Serpentine Gallery. She opened The Piper Gallery in Fitzrovia in 2012 and has continued her gallery programme with spaces in Mayfair and St James's.

In 2014, with the late urban regeneration expert Clive Dutton, she co-founded The Line, London's first dedicated art walk. Connecting three boroughs (Newham, Tower Hamlets and Greenwich) and following the Meridian, it runs between the Queen Elizabeth Olympic Park and The O2. It features an evolving programme of art installations, events and landmarks, illuminating an inspiring landscape where everyone can explore art, nature and heritage for free.





Ali Ravanshad
Founder & CEO
dandi

Ali brings over 34 years of Property development and management expertise. He has been building multi-functional compact living spaces since 2006. He believes micro living provides a partial solution to our macro housing problem and is driving forward units that increase density and quality of urban living in London by patented efficient dynamic furniture design. He established a state of the art production facility in Park Royal, West London, that integrates his relentless vision for design and innovation.

"People don't remember what you said or what you did, they remember how you made them feel". Ali wants his tenants to be proud of where they live and feel loved



Boudewijn Ruitenburg
Chief Operating Officer
EDGE Technologies

As Chief Operating Officer Boudewijn is responsible for all global development, commercial and operational activities at EDGE Technologies. Boudewijn joined OVG Real Estate, holding company of EDGE Technologies, in April 2008 as a Commercial Manager, then became Head of Investment in 2015 and was promoted to Executive Commercial Director for Western Europe in 2016. Previous to his time at EDGE, Boudewijn was a Development Manager at Unibail-Rodamco for nine years. He holds a master's degree in Geography and Business Economics from the University of Groningen and attended post-graduate studies in financing and investment.

Boudewijn feels very passionate about unlocking new projects and creating unique buildings in an urban environment together with high performance teams. Being able to work with talented professionals and help them bring out the best in themselves is what makes Boudewijn thrive.



Ed Siskind
Founder & CEO
Cale Street Partners

Ed is the Founder and CEO of Cale Street Partners LLP ("CSP"). CSP is a European focused property investor providing senior and mezzanine debt as well as joint venture equity capital. CSP was founded in 2014 and seeded with €1.1 billion from a sovereign wealth investor with a long term, patient approach to investing.

Prior to founding CSP, Ed enjoyed a 23 year career at Goldman, Sachs & Co., where he held a variety of leadership positions including Global Head of the Real Estate Principal Investment Area and Co-Head of European Merchant Bank. He also served as Chairman of the Global Real Estate Investment Committee and on the European Management and Mortgage Capital Committees.

Ed currently serves on the advisory boards of Bridges Ventures, the Global Leadership Foundation, and the Investment Committee of The Courtauld Institute of Art. Ed graduated from Princeton University with honours in 1988.



Clare Thomas
Partner
CMS

Clare is a partner in CMS's Real Estate group following the ground-breaking legal merger between Nabarro, CMS and Olswang in May 2017. She has experience acting for property companies, funds, institutions and international investors on acquisitions, disposals, lettings and developments. Her transactional expertise spans a range of sectors including office, hotel, retail and mixed use.

Significant transactions include acting on the acquisition by a Chinese investor of We Work's European HQ in the City for £271 million and acquiring the Kensington Forum, one of London's largest hotels for a U.K. private equity company. She also recently led one of the largest office acquisitions to take place in Canary Wharf since 2014.

Clare is an active member of a number of real estate associations and has served on committees for the Urban Land Institute and the Investment Property Forum. She was recently instrumental in the production of industry standard non disclosure and exclusivity agreements, designed to streamline the real estate transaction process. She has also written for the Property Law Journal and Estates Gazette and regularly speaks at industry events. Clare also leads the publication of CMS's annual real estate thought leadership reports. She has been named as one of Bisnow's 51 most influential women in real estate and appeared in The Lawyers Hot 100 List 2019.



John Walker
CEO
CRATE

John's career spans public, private and third-sector organisations in the UK and internationally. He has founded and successfully exited businesses in project management, technology and retail financial services. In 2008, John retrained as an enterprise educator, teaching and training in inner-London schools, developing economies as well as London Business School.

Today John is the Chief Executive of CRATE Places UK, a work-space provider to early-stage ventures and SMEs. CRATE's vision is a network of entrepreneurial business parks, where collaboration promotes growth and success. At CRATE, vibrant high-specification workspace combines with extensive business support and events to empower a cross-section of ambitious start-ups and expanding companies. Partnering with CRATE rejuvenates communities, builds successful businesses and drives job creation and prosperity.



David Warburton
Head of Land and Development
West Midlands Combined
Authority

David moved to the West Midlands to study 35 years ago, and stayed. He trained as a Town Planner, but started work as a developer working for Lovells. He then spent formative years as Director of Development and Regeneration for the Prince's Foundation, HRH's built environment charity.

David has 17 years' experience with English Partnerships, HCA and, most recently, Homes England - with a regeneration, housing and land brief. He joined the West Midlands Combined Authority as Head of Land and Development in April 2018, to focus on the delivery of 215,000 quality homes by 2031, as part of a wider regeneration and inclusive growth agenda.

BENOY

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With invested assets of some GBP 600 billion as at 31 December 2018, 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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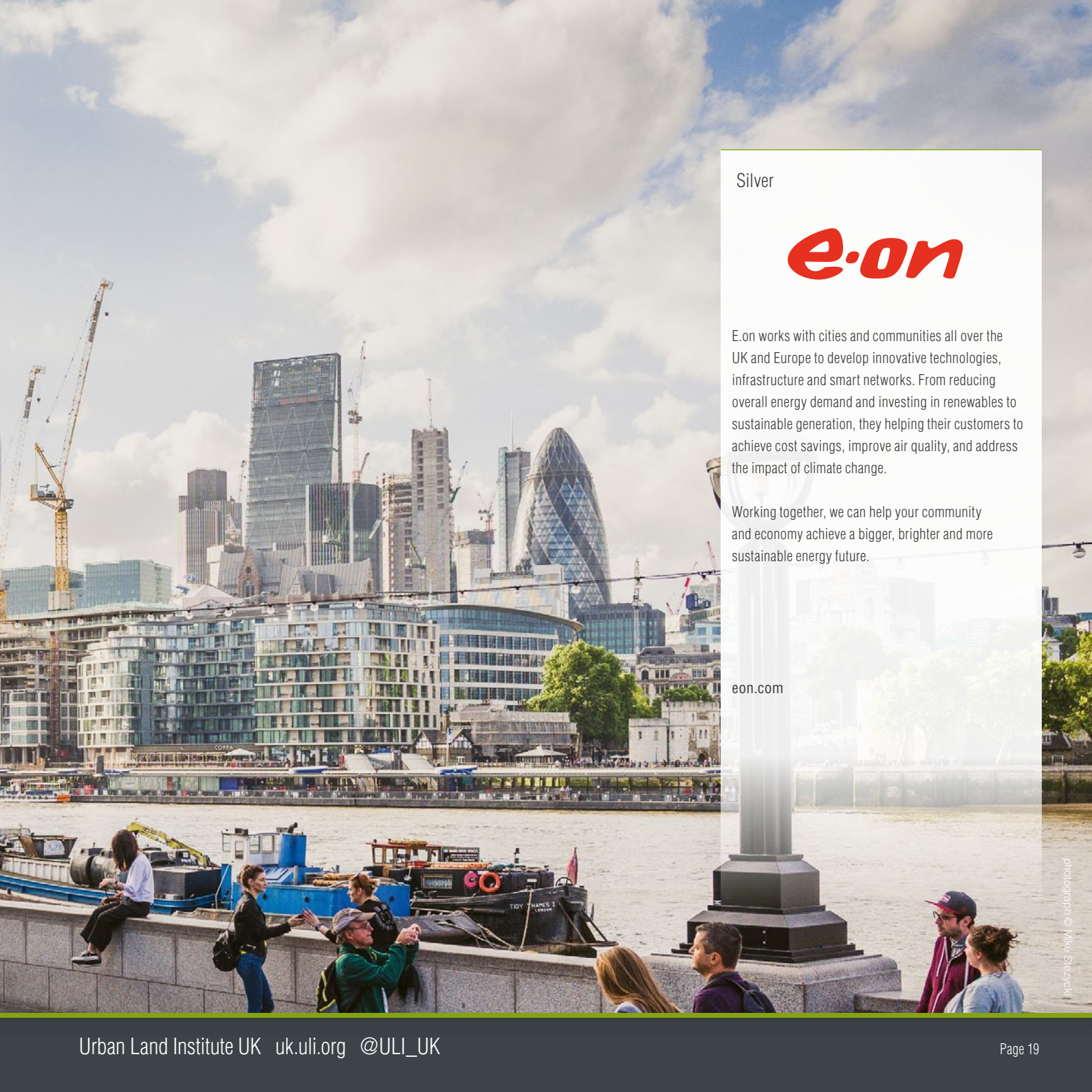
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