

European Real Estate Society Industry Seminar
hosted by the University of Manchester
October 28, 2022

The European Real Estate Society (ERES) is organising an industry seminar on **Healthcare and Real Estate** hosted by the University of Manchester on October 28, 2022.

The industry seminar is aimed at bringing practice and academia together to understand and examine the issues relevant to real estate. A number of prominent industry experts on the topic area (healthcare and real estate) will discuss the issues and there will be opportunities for Q&A.

The event will be held online and hosted by the University of Manchester.

Context:

The demand for healthcare facilities has been growing at an exponential rate in recent years, covering a wide range of properties from specialist and non-specialist medical facilities to nursing homes to off-site facilities. An ageing population across many parts of the world and changes in public awareness and attitude towards healthcare have driven and will continue to drive demand for healthcare space and services. Significant technological innovations have also started to transform the traditional ways of healthcare provision, and several of those have proved to be viable solutions. Moreover, the ongoing COVID-19 pandemic has put the spotlight squarely on healthcare and highlighted the inequalities and imbalances in terms of access to healthcare.

As a result, healthcare real estate companies (in both private and public sectors) will increasingly need to operate at the intersection of real estate, healthcare, and technology sectors. It will also require the ability to work and meet the demands of a fast-changing market and collaborate within an ecosystem of public, private, and voluntary sector stakeholders. Such needs pose a unique set of challenges that are somewhat different from other traditional real estate sectors such as office, retail, residential, hospitality, or industrial. Property specifications, location choices, investment strategies, and tenant management tend to be different compared to the other sectors of real estate.

Programme:

1300-1315	Welcome, Opening Remarks - European Real Estate Society (ERES) & University of Manchester
1315-1330	Research issues in Healthcare & Real Estate
1330-1445	Panel Discussion-I (Senior Housing/Care home/Nursing Home market) with Q&A

	<u>Panel members:</u> Maurizio Grilli (Property Funds Research) Simon Aw (PGIM) Simone Roberti (Colliers) Gary Yeardley Touyz (CBRE)
1445-1500	Break
1500-1615	Panel Discussion-II (Development and Investment Market for Healthcare Real Estate) with Q&A <u>Panel Members:</u> Alex Moss (Consilia Capital, Bayes Business School) Rob James (Assura Plc.) Mark Charlton (Didobi) Remco van der Mije (Garbe Institutional Capital)
1615-1620	Closing Remarks

Panel Member Profiles:

Simon Aw | PGIM

Simon Aw is an Executive Director in the London office of PGIM, an investment management firm. He focuses on investing in UK operational real estate, particularly senior care and hotels and via joint venture structures. Prior to PGIM, he was at Rothschild & Co., a bank. He holds a BA from Oxford University and an MSc from the London School of Economics.

Mark Charlton | Didobi Limited

Mark Charlton is an independent real estate research consultant with over 40 years' experience. He recently retired as the Head of Research & Forecasting at Colliers International where his role serviced both internal and external clients, often with an international bias. Mark has held senior positions within a range of professional services businesses, including PwC and Prudential (now M&G). Mark has recently completed major life sciences real estate projects for the ULI and Vinci UK through his role at Didobi and is part of the team that launched the Life Sciences Real Estate digital platform in 2022. He has a degree in Management Science from the University of Warwick and his interests include classic cars, live music, rugby, and travel.

Maurizio Grilli | Property Funds Research

Maurizio Grilli is a Director at Property Funds Research. Property Funds Research is an independent management-owned business that provides confidential research, strategic consulting and investment advice for real estate investors and managers. Maurizio is a leading strategist with over 20 years of real estate experience. Prior to his current appointment, he has worked at BNP Paribas, the Grosvenor group and Cordea Savills among others.

Rob James | Assura PLC

Rob James is Head of Development at Assura PLC who specialise in the development, acquisition, and management of health buildings in UK and Ireland. Rob has been working in the primary and acute NHS sectors for over 20 years and has been a developer of new GP surgeries and associated health facilities since 2007. Rob has advised NHS England and Wales on technical guidance for best practice buildings and has recently been working with consultants to create a net zero carbon design guide for all future Assura developments.

Remco van der Mije | GARBE Institutional Capital

Remco van der Mije is a Senior Investment Manager and Fund Manager for Science & Technology Real Estate at GARBE Institutional Capital. Remco van der Mije joins GARBE Institutional Capital from financial audit, tax and advisory company KPMG. At KPMG, he worked as Director Strategy & Operations Financial Services and European Lead for Corporate Real Estate Practices. In this position, he advised the senior management of real estate investors, developers and occupiers, e.g. on the design of operating models, financial performance, M&A and sustainability strategies. Previously, Remco van der Mije was part of the Dutch Management Team and EMEA Consulting Board of JLL.

Alex Moss | Consilia Capital and Bayes Business School

Alex is Director of the Real Estate Research Centre at Bayes Business School (formerly Cass), and Course Director for the MSc Global Finance online course. He has been involved in research and transactions in the global real estate sector for over 30 years. His career has encompassed award-winning sell-side research (BZW), investment banking (CSFB), private equity (Apax Partners Capital), and fund management (M&G and Investec). In 2012 he formed Consilia Capital, a real estate investment advisory firm, and has developed an international institutional client base, as well as publishing regularly in academic journals. Consilia Capital specialises in the performance and strategies of real estate, infrastructure, and real asset funds, combining academic research with practical applications.

Simone Roberti | Colliers

Simone joined Colliers in 2017. In his role, he analyses the Italian real estate market to provide support to the various business lines and clients in their real estate decisions. He draws up market reports, also in collaboration with the other research departments of Colliers, committing to providing key information to understand the Italian market. Simone has nearly 15 years of Real Estate experience, acquired in France and Italy. After obtaining his Bachelor's Degree in Economics and Business from the Tor Vergata University in Rome, Simone Roberti specialized with a Master's Degree in European Political Economy at the London School of Economics.

Gary Yeardeley Touyz | CBRE

Gary is a Director at CBRE, advising on over £13bn of UK healthcare assets annually across the care home, retirement living and primary care sectors. Gary advises many of the largest adult social care providers, funders, investors and developers across the UK. With a keen interest in new development, he is the CBRE lead for care home development valuations. Gary is a Fellow of the Royal Institution of Chartered Surveyors (FRICS) and holds an MSc in Real Estate. He sits on the RICS Property Journal Editorial Advisory Board and is both an assessor and chairman for the RICS assessment of professional competence.