



ANREV Briefing  
Tuesday 23 May 2017  
London, U.K.

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## Opportunities for Asian Capital in the UK Market

ANREV is pleased to invite you to a breakfast briefing in London on 23 May 2017.

In 2016 and continuing into the first quarter of 2017, the UK market has seen significant capital inflows from Asia. The depreciation in sterling has also made UK real estate more attractive to offshore investors, but the trigger of Article 50 (whereby the UK officially begins a two-year negotiation to leave the EU) could also impact the market dynamics.

More broadly, the surging Asian capital outflows into UK real estate are fuelled by the need to find an investment home for the vast reserves of capital held by the local insurance companies, pension funds and sovereign wealth funds.

But the search for real estate opportunities in 2017 has to be set against a backdrop of geopolitical uncertainty as well as the impact of other factors including urbanisation, technology and the evolving needs of occupiers.

Hear from our panel of specialists who will give their views on how these dynamics will impact the UK market and what it means for Asian capital in 2017 and beyond.

### Details:

Date : Tuesday 23 May 2017  
Time : 08:30 – 10:00  
Venue : PricewaterhouseCoopers LLP, 1 Embankment Place, London, WC2N 6RH  
Fee : Free of charge  
RSVP : Please email to [sylvia.leung@anrev.org](mailto:sylvia.leung@anrev.org)





**Programme and speaker bios followed**

Programme:

- 08:00     Registration and breakfast
- 08:30     Welcome remarks  
Natalie Breen, Partner – Real Estate Legal Leader, PwC Legal International Singapore  
Jeremy Stewardson, Regional Director, ANREV
- 08:45     **Opportunities for Asian Capital**  
Gareth Lewis, Director, PwC Real Estate Deals Advisory, UK
- 09:00     **Tax update**, Richard Williams, Real Estate Partner, PwC UK
- 09:10     **Panel discussion**  
Moderator:  
Natalie Breen, Partner – Real Estate Legal Leader, PwC Legal International Singapore  
Panelists  
Anthony Danaher, Chief Executive – Capital Investment Organisation, Department for International Trade, UK Government  
Petra Blazkova, Senior Director, Real Capital Analytics, Inc.  
Rasheed Hassan, Director, Savills Cross Border Investment, Savills  
Simon Hampton, Partner, Head of UK Corporate Finance & Real Estate Deals Leader, PwC UK
- 09:45     Q&A

Speakers:

	<p><b>Natalie Breen, PwC Legal International, Singapore</b>  <i>Partner, Real Estate Legal Leader</i>  Natalie is a Partner of the newly founded PwC Legal International Pte Ltd (a licensed Foreign Law Practice) in Singapore. She joins the practice from a global law firm based in Singapore office where she led the firm's cross-border real estate capability in Asia Pacific since July 2011. Previous experience includes over 10 years in senior in-house legal roles at one of Australia's largest REITs and at a prominent Australian investment management firm. Natalie has extensive experience advising her Asia-based clients on cross-border real estate transactions, both within the Asia-Pacific region and off-shore markets including Australia and Europe. Natalie also is the Chair of the RICS Asia Pacific Regulatory Sub-Board and a member of RICS Global Regulatory Board.</p>
	<p><b>Jeremy Stewardson, ANREV</b>  <i>Regional Director</i>  Jeremy has over 35 years of international experience in both public and private sectors of the commercial property industry in Asia and Europe, working latterly for a non-profit Asian Unlisted Property Industry Association and previously for a REIT Manager and an international property consultancy. He has held various senior positions in the Asian and European commercial real estate markets, since starting with Jones Lang Wootton in Hong Kong in 1978. After 23 years with the international property consultancy in its Hong Kong, London, Berlin, Frankfurt and Bangkok offices, he undertook a number of Asian commercial property roles, latterly as chief executive of the managers of Champion Reit, Hong Kong's second largest trust.</p>

	<p><b>Gareth Lewis, PwC UK</b>  <i>Emerging Trends in Real Estate Project Leader</i>  Gareth leads the PwC/ULI Emerging Trends in Real Estate European and Global reports and other real estate thought leadership. He helps real estate businesses in the development and execution of their real estate strategy/operations and drives PwC's knowledge and insight relevant to real estate businesses.  Having started his career at EY in London and New York, he took a role at the British Property Federation (BPF) where he led an industry initiative to successfully persuade the UK government to introduce REIT legislation. His close involvement with the listed property sector led him to accept a role at EPRA, where he represented European REITs in their engagements with governments, regulators and investors.</p>
	<p><b>Richard Williams, PwC UK</b>  <i>Partner, Real Estate Tax</i>  Richard is a tax partner in London who specialises in structuring multi-jurisdictional investment platforms as well as direct and indirect real estate acquisitions in the UK and across Europe. Richard's areas of expertise include matters relating to financing, acquisition, hold period, exit, and cash repatriation, on real estate investment and development projects. Richard is a regular speaker at conferences on matters such as tax law change and the impact of the OECD's BEPS initiative. Richard's client base includes high net worth individuals, high profile multinationals, private equity funds, institutions, pension funds, REITs, and sovereign wealth funds. Richard leads the real estate tax offering in London for Asia Pacific investors and has advised these investors on numerous major property transactions. Richard visits Tokyo, Singapore, Kuala Lumpur, Hong Kong, and China on a regular basis.</p>
	<p><b>Anthony Danaher, Department for International Trade, UK Government</b>  <i>Chief Executive – Capital Investment Organisation</i>  Anthony Danaher's extensive career has seen him become one of the most well-respected and well-connected individuals in the UK property and regeneration industry.  Anthony began his career as a parliamentary lawyer and went on to advice and work on a series of government initiatives, including a period as Assistant Chief Executive of the London Docklands Development Corporation. He founded his consultancy, Tamesis, in 1991. Since then, Anthony has advised clients ranging from Canary Wharf, HSBC and Stanhope to Development Securities, British Land and CBRE. Anthony was instrumental in researching and launching MIPIM, the annual international property showcase that takes place in Cannes.  Anthony has advised Lord Heseltine in his work on the UK government's Regeneration and Local Growth Programme and is the Chairman of ING-Media</p>
	<p><b>Petra Blazkova, Real Capital Analytics, Inc.</b>  <i>Senior Director</i>  Petra joined Real Capital Analytics in October 2015. In her current role, she oversees the strategic development of RCA's analytic services in Asia Pacific. She provides a comprehensive range of analysis focusing on the investment markets in the region. Petra has 14 years of real estate experience, with a focus in both investment and occupier aspects of the real estate markets. She is an investment strategist, property researcher and spokesperson advising investors and developers. She has expertise across all commercial property sectors mostly in the area of capital markets with a geographical focus on global, Asia Pacific and European markets. Petra recently relocated from Singapore to London after working for five years at CBRE in Singapore. This followed nine years as a researcher covering European markets for JLL, King Sturge (now JLL) and Colliers International.</p>

	<p><b>Rasheed Hassan, Savills</b>  <i>Director, Savills Cross Border Investment</i>  Rasheed joined Savills in 2004 and leads Savills' Cross Border Investment business. His focus is on linking Savills' international network to help clients identify opportunities, provide the full spectrum of advisory services and market assets globally. The team is market leading and consistently does more business buying for and selling to Asian and Middle Eastern investors in London than any other property advisory firm. Rasheed works on projects globally from the US through to Asia and across sectors.</p>
	<p><b>Simon Hampton, PwC UK</b>  <i>Partner, Head of UK Corporate Finance &amp; UK Real Estate Deals Leader</i>  Simon joined PwC in September 2014 in Corporate Finance to lead our Real Estate Deals practice and was additionally appointed Head of Corporate Finance in January 2017. He is an experienced investment banker and, prior to PwC, spent c.24 years in Banking at NatWest Markets, Bank of America Merrill Lynch and Jefferies &amp; Co, where he led the Real Estate, Gaming and Lodging Investment Banking business. His experience spans all areas of real estate advisory (mergers, acquisitions, sales, valuations, fairness opinions, defence) equity capital raising (public, private and joint venture) and debt (credit ratings, public bonds, private placements and CMBS lending). In addition, Simon has been part of Corporate Broking teams covering and responsible for numerous UK public companies. He is focused on both corporates and funds and has a track record with REITs and property service companies as well as hotel, gaming and leisure businesses. He is an FCA Approved Person and has been a member of and regular conference speaker with the European Public Real Estate Association, the Urban Land Institute, Global Real Estate Institute and British Property Federation.</p>