Coming after MIPIM and with an outstanding line up of speakers and three themed panels, this half day seminar offers an overview of healthcare as an asset class as well as a unique opportunity to learn about healthcare real estate as a provider and investor:

- Opportunities in NHS property
- REITs and investors as landlords
- Healthcare real estate financing, including ground rents, development funding and construction

Our lead sponsor, Welltower, is the recognised leader in providing consistent, low-cost capital to fund healthcare infrastructure and real estate. Our executive sponsors are Knight Frank, the leading advisors on healthcare property and Coutts & Co, the leading wealth manager and specialist healthcare lender.

- Do you need to own your real estate?
- What will be your relationship with your landlord?
- Where should I invest in healthcare real estate?
- What are yields and pricing in the market?
- Where are the opportunities?
- How can you fund developments?

Who should attend
- Providers
- Retirement Home Operators
- Social Landlords
- Investors
- Banks
- Private Equity
- Architects
- Property Developers
- Policy Writers
- Lawyers
- REITs
- Management Consultants
- Valuers

Lead Sponsor
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Exhibitor

Kieren Cole
Welltower

John Goodey
Knight Frank

Mel Knight
Castleoak Group

SPEAKERS INCLUDE
Sir Robert Naylor
NHS Property and Estates

Peter Ward
John Laing Infrastructure

Helen Davis
Arcadis

John Goodey
Welltower

Kieren Cole
Knight Frank

Mel Knight
Castleoak Group

WEDNESDAY 26TH APRIL 2017
WELLCOME COLLECTION, LONDON, NW1 2BE

#LBRealEstate
www.laingbuissonevents.com
Real Estate in healthcare underpins the ability of providers to deliver services across healthcare.

We will look broadly at the NHS property estate and other active parts of the market including primary care, extra care and the hospital sector. Sir Robert Naylor (known in the sector as Bob the Builder) is the government tsar for NHS property and estates. We have providers owned by REITs, lawyers who structure the leases, advisors who sell property and banks that finance it, all speaking about how deals are structured including recent ground rent deals, current pricing, how construction works and the impact on operators of selling their bricks and mortar.

08:00 Welcome tea, coffee and registration
09:00 Welcome remarks
   Henry Elphick, CEO LaingBuisson
09:10 Opportunities in NHS property
   Sir Robert Naylor, Advisor NHS Property and Estates; Peter Ward, Director of Healthcare
   Projects John Laing Infrastructure; Helen Davis, Head of Health Arcadis
10:00 Networking break and exhibition showcase
10:30 REITs and investors as landlords
   John Goodey, SVP Welltower; Kenneth MacKenzie, Managing Partner Target Advisors;
   Andrew Cowley, Impact REIT; John Strowbridge, Managing Director Avery Healthcare;
   Bruce Walker, Founder & CEO Layland Walker; James Long, Partner Pinsent Masons
11:15 Healthcare real estate financing, including ground rents, development funding and
   construction
   Mel Knight, Executive Chairman Castleoak Group; Derek Breingan, Head of Health &
   Social Care Clydesdale Bank & Yorkshire Bank; Jan-Christoph Klein, Managing Director
   Park Hill Group | PJT Partners; Keiren Cole, Partner Knight Frank; Andrea Auteri, Partner
   Elevation Capital Partners; Martin Smyth, Head of Healthcare Coutts
11:55 Closing remarks
   Henry Elphick, CEO LaingBuisson
12:30 Networking lunch and exhibition showcase

What our delegates have said

“Overall a high quality conference, well chaired in a good venue. Thank you.”

“There was something useful in all of the sessions. The short presentations from a varied pool were engaging and informative - good to hear differing viewpoints and experiences.”

Top reasons for attending our conferences:

• Quality and variety of speakers
• Relevant, insightful content
• Opportunities to network with people our delegates want to meet

Overall Experience

50% Excellent
46% Good
4% Fair
0% Poor