



INREV Operational real estate course

07 December 2023, London

●
Barings Real Estate
20 Old Bailey
EC4M 7BF
London, UK

●
training@inrev.org
+31 (0)20 235 86 02
www.inrev.org

08:30

Registration and welcome coffee

09:00

Course introduction

- Course programme and learning objectives
- Introduction course participants
- What is operational real estate?
- Benefits of investing in operational real estate vehicles

Austin Mitchell, Head of Equity Capital Markets, Lendlease (course leader)

09:45

Overview of the merits and characteristics of operational real estate investments

- Evaluating risk and return in operational sectors
- Accessing operational real estate through fund structures
- Key players and sectors

Nicole Mitchell, Head of Real Estate Strategy and Policy, Macfarlanes

10:30

Operational real estate models in practice I: student housing, Aparto

- Drivers
- Platforms and players
- Investment characteristics
- Role of the operator
- Choice of model

Marc Sampietro, Living Operations Director for Spain and Italy, Hines



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11:00

Coffee break

11:30

Operational real estate models in practice II: life science

- Drivers
- Platforms and players
- Investment characteristics
- Role of the operator
- Choice of model

Speaker to be confirmed

12:00

Evolving governance and practices: how do managers need to adapt for operational real estate?

- Vehicle governance and conflicts of interest
- Further considerations and pressure points
- Fee structures

Thomas Kallenbrunnen, Managing Director at GARBE Institutional Capital

13:00

Lunch

14:15

The institutional investor's perspective on operational real estate

Panel discussion moderated by Austin Mitchell, Head of Equity Capital Markets, Lendlease

- Charlotte Robinson, Portfolio Manager Real Estate at APG Asset Management
- Susan Deng, Associate Portfolio Manager, Property, Aware Super

Other panel member to be confirmed



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15:00

Coffee break

15:15

Case study

Austin Mitchell, Head of Equity Capital Markets, Lendlease
Simone Pozzato, Managing Director and HECF Fund Manage at Hines

17:00

Course wrap-up

Austin Mitchell, Head of Equity Capital Markets, Lendlease

17:15

End