

*SIPA City Tour to London 16 – 18 November 2022*



The SIPA City Tour 2022 goes to London. The purpose of the trip, as it is reflected in the program the focus is to learn from large number of international investors and property industry experts located in the city as well as to develop the SIPA network.

**Main venue**

abrdn (former Aberdeen) (Bow Bells House, 1 Bread St, London EC4M 9HH). It is in the center of The City.

**Hotel**

\*\*\*\*\* Leonardo Royal Hotel London St Paul’s (formerly Grange St Paul’s), 10 Godliman St, London EC4V 5AJ (close to St Paul’s Cathedral, The City and abrdn (5 min. walk).

**Wednesday 16 November**

Time	Subject	Location
05:30 pm – 06:30 pm	SIPA board meeting (only the SIPA board)	Leonardo Royal Hotel London St Paul’s (meeting room “Reynolds”)
07:00 pm –	Dinner	The Happenstance Bar & Restaurant, 10 Paternoster Sq. (5 min. walk from Leonardo Royal Hotel)

**Thursday 17 November**

Time	Subject	Location
9:00 am – 9:30 am	<b>Welcome</b> <i>Tonny Nielsen, chairman of SIPA and</i> <i>Robert Cass, Head of Global Real Estate Transactions, abrdn</i>	Abrdn (Bow Bells House, 1 Bread St, London EC4M 9HH) (5 min. walk from Leonardo Royal Hotel)

9:30 am – 10:50 am	<b>Global and UK economy</b> The outlook for the world and the UK economy and for the real estate sector right now <i>Craigh Wright, Head of European Research, RE Investment Research, abrdn</i> <i>Luke Bartholemew, Senior Economist, Research Institute, abrdn</i>	abrdn
10:50 am – 11:25 am	Break	abrdn
11:25 am – 12:00 am	<b>UK after Brexit</b> The state of the UK economy and UK investment landscape post Brexit and right now <i>Sally Ronald, Head of Investor Relations, DIT – UK Department for International Trade</i>	abrdn
12:00 am – 1:00 pm	<b>Lunch</b>	abrdn
01:00 pm – 02:00 pm	<b>The London property market</b> The London property market after Brexit and the COVID-19 crisis. Property segments and trends. Investors – domestic/foreign. <i>Simon Brown, Senior Director, Head of UK Office Research, CBRE</i>	abrdn
02:00 pm – 02:45 pm	<b>Case: YOO Capital - a major property developer and investor</b> Yoo Capital and our property strategy. How we invest in and develop property in UK. How we see the UK property market – opportunities and challenges. <i>Lloyd Lee, Managing Partner, YOO Capital</i>	abrdn
02:45 pm – 03:15 pm	Coffee break	abrdn
03:15 pm – 04:15 pm	<b>Retail trends in London and UK</b> What are the most important retail trends in the UK and London? Which impact has COVID-19 and Brexit had on the retail development and investments? <i>Marcus Wood, Head of Retail &amp; Leisure Investment, Cushman &amp; Wakefield</i>	abrdn
04:15 pm – 05:00 pm	<b>Case story: Brookfield</b> Brookfield’s global investment strategy and the role of the Nordics <i>Alexander Rodert, Head of Nordic Real Estate Transactions, Brookfield</i>	abrdn
05:00 pm – 06:00 pm	Break	
06:00 pm –	Drinks and dinner	Gordon Ramsay’s Bread Street Kitchen, 10 Bread Street (5 min. walk from Leonardo Royal Hotel)

**Friday 18 November**

<b>Time</b>	<b>Subject</b>	<b>Location</b>
– 8:45 am	Breakfast and check out	Leonardo Royal Hotel London St Paul's
8:45 am – 9:00 am	15 min walk.	"1 Lombard Street", 1 Lombard Street, London EC3V 9AA
9:15 am – 10:15 am	<b>Real estate business in the UK</b> Who are the participants in the UK property market? Trends within management sector, consolidation, and preferences for outsourcing vs. in-house management. <i>Michael Old, Partner, Corporate Finance, Ernst &amp; Young</i>	1 Lombard Street
10:15 – 10:30	<b>Break</b>	
10:30 – 11:15	<b>Case story: Union Investment Real Estate</b> Overview of the UK business to include market focus, strategy and deals. Current focus and future outlook. General thoughts on the UK / London property market. <i>Miles Skinner, Head of Transactions UK &amp; Ireland, Union Investment Real Estate</i>	1 Lombard Street
11:15 am – 12:00 am	<b>Case story: Trinova</b> Our strategy and business – overall and in the UK. How Brexit has influenced our UK activities og how we see the future for UK property investments. Examples of our London investments. <i>Linus Forsberg, Partner, Trinova</i>	1 Lombard Street
12:00 am – 02:30 am	Lunch	1 Lombard Street