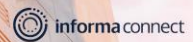


Build To Rent 2023

15 February 2023 | Rendezvous Hotel Melbourne



Wednesday 15th February 2023

All times are in Australian Eastern Daylight Savings Time (AEDT)

08:00 Registration and morning coffee

08:50 OPENING | Opening remarks from the Chair

Rupert Lugo, *Partner, HWL Ebsworth Lawyers*

09:00 STATE OF THE MARKET | Institutional Build to Rent market update

- Defining the Asset class
- Sector Size - Pipeline
- Sources of Equity
- Sector Returns
- Benchmarking the numbers
- Potential Size of the Sector

Luke Mackintosh, *Partner, Strategies and Transactions – Real Estate, Ernst & Young*

09:30 RENTAL FORECAST | Australia's burgeoning Build to Rent market

Build to Rent has been a popular housing model overseas for many years and Australia is quickly catching up. Learn more about the implications of Net Overseas Migration, Interstate Migration, and the forecasted distribution of Build to Rent properties across the country.

Geoffrey Snell, *Principal Property Economist, BIS Oxford Economics*

10:00 TAX | Tax considerations for developers

As the Build to Rent market varies across Australia's States and Territories, so do the guidelines. Hear the legal perspective on the key considerations to keep in mind:

- GST
- MIT withholding tax
- Land tax discounts and exemption from surcharge land tax
- Absentee owner surcharge.

Adrian Chek, *Partner, Allens*

10:30 DESIGN | Creating a new rental experience

Build to Rent properties are offering what other rentals do not: a premium experience. Learn about the design features and ESG measures that make these properties special.

Julian Anderson, *Director, Bates Smart*

Cian Davis, *Director, Bates Smart*

11:00 Networking and refreshment break

11:20 Using technology to look after a project's most important asset – the people

Explore how using technology can harness resident attention and tap into a massive \$12 billion industry - The Experience Economy.

Chris Efthimiou, *Sales Director, Erin Living*



Brought to you by

informa connect

Information Classification: General

www.informa.com.au/event/conference/build-to-rent

11:50 **CHALLENGES** | Inflation and the rising cost of construction

The past few years has seen a sharp rise to the cost of construction due to a skills crisis, inflation, rising interest rates and supply shortages. What does this mean for Build to Rent and what can investors do to overcome these challenges?

Sean Ryan, *Senior Director, Development*, **Greystar**

12:20 **CASE STUDY** | Caulfield Village: How to successfully operate Build to Rent Assets

- Project overview
- Early lessons learnt
- Leasing and operating performance

Tom McDonald, *Principal*, **Blackstone**

12:50 **Alternates in the Living Sectors: Regional, Affordable, Single-Family Rentals, Co-Living**

Steph Harper, *Director, Living Sectors, Valuation and Advisory Services, Australia*, **CBRE**

13:20 **Lunch and networking break**

14:00 **INSIGHTS** | Occupancy

- Determining rent prices
- Marketing
- Time to reach full occupancy
- Resident turnover

Stephen Fitzsimon, *Director, Business Growth*, **Melbourne Real Estate**

14:30 **Designing communities: collectivism and culture**

James Pearce, *Partner*, **Fender Katsalidis**

15:00 **Networking and refreshment break**

15:30 **Affordability in the Build to Rent sector**

Build to Rent properties generally have higher rental prices due to additional amenities and services offered. However, a variety of initiatives are being introduced to provide affordable Build to Rent options.

Emma Telfer, *Chief Operating Officer*, **Assemble**

16:00 **FORECAST** | Does Build to Rent have long-term growth potential?

Build to Rent is an expanding market, but what about the future? Rising construction costs, the enduring attraction of Build to Sell and tax reforms are some of the many considerations that will affect the market in the coming decade.

Sean Ellison, *Research Manager, New South Wales*, **Cushman and Wakefield**

16:30 **Closing remarks from the Chair**

Rupert Lugo, *Partner*, **HWL Ebsworth Lawyers**

16:40 **END OF CONFERENCE and Networking Drinks**



Brought to you by

informa connect

Information Classification: General

www.informa.com.au/event/conference/build-to-rent