



HENLEY CAREERS

# Real Estate and Planning Evening

Tuesday 14th March

Kindly Sponsored by

**RREF**  
Reading Real Estate  
Foundation



**Henley**  
Business School

UNIVERSITY OF READING

# Welcome

Thank you for joining us for Henley Careers' Real Estate and Planning Networking Evening.

To our students: This evening is a unique chance for you to gain first-hand industry insights, find out more about the culture of an organisation and discover what qualities employers are looking for. It's also a great chance for you to build your network and your personal & professional brand, so do make the most of it!

To our employers: Thank you so much for your ongoing support – your generosity in attending is very much appreciated and we really do value your contributions.

You can use #REPNetworking across all social networks to interact with other participants, share your experiences and keep the conversation going once the evening is over.

Finally, I really hope you will enjoy the evening and hope we get the opportunity to meet in person.

Warmest wishes,  
Jane Batchelor



# Aspinall Verdi

AspinallVerdi is a specialist practice of Chartered Surveyors and Town Planners providing fully integrated economic and property development, regeneration and town planning services. Founded in 2009 the company provides senior level expertise to a wide range of local, regional and national clients across both the public and private sectors.



We are an independent practice which prides itself on providing pragmatic, evidence-based consultancy. We offer deliverable solutions to the most difficult of challenges, based upon our extensive experience in property regeneration and development across all real estate sectors.

## Matthew Olive- Principal Consultant

Matthew joined AspinallVerdi as a Consultant in January 2019 after graduating from University College London with a Master's degree in International Real Estate & Planning. The course was accredited by RICS, covering various aspects of real estate development, appraisal, international planning practices and viability. Matthew has since completed his APC Planning & Development pathway),

(becoming a Member of the RICS and Registered Valuer in 2022. Matthew has been involved with a variety of different workstreams at AspinallVerdi, notably – financial viability assessments (site-specific & plan-wide); Section 106 agreement reviews; enabling development assessments; property market analyses; masterplanning & regeneration schemes; public sector funding bids and town centre capacity assessments. He has also provided representation at planning appeal and committee hearings.



## Adam Baker- Consultant



Adam joined AspinallVerdi in February 2021 after graduating from the University of Reading with a Master's degree in Real Estate. Adam is now working towards his APC on the Planning & Development pathway. In Adam's role as a Consultant at AspinallVerdi he has worked on a range of projects such as financial viability assessments (FVA), masterplanning, Red Book valuations and funding bids on behalf of public sector clients. Within his current role his

responsibilities include drafting reports and assessments, market research, producing development appraisals, planning policy reviews, attending client meetings as well as communicating with and presenting to clients and stakeholders. He has also been involved in working groups tasked with improving internal operations within the business in training and development and IT systems.



# HS2

HS2 is Britain's new high speed rail line being built from London to the North-West, with HS2 trains linking the biggest cities in Scotland with Manchester, Birmingham and London. HS2 is the largest infrastructure project in Europe and the most important economic and social regeneration project in decades.

# HS2

## Simba Makoni- Property Acquisitions Manager



I started at HS2 as an Assistant Property Acquisitions Manager providing support to my team through our 'end of powers' programme, including negotiations for compensation claims, preparing responses for MP's and claimants and negotiating access rights over land. I then moved into my current role where I lead on compulsory purchase valuations, policy changes and providing recommendations for acquisitions to the Department for Transport, including advanced payments, counter notices and settlement offers.

# ESH

# ESH

 Edgerley  
Simpson  
Howe

ESH are a firm of chartered surveyors specialising in edge and out of town retail and leisure. Founded in 1993, we provide a range of services and advice including property investment, development, occupational agency, asset management and professional services including rent reviews, lease renewals and regears.



## Henry Phipps- Associate Partner

I am one of the associate partners at ESH and sit within the occupational agency team. I joined ESH straight out of university in August 2016. The first two years focussed on passing my APC with rotations within the property management team (which has since separated from the business), before moving across to investment and occupational agency. I passed my APC in November 2018.

My role is agency focused. I principally advise landlord/ developer clients including major plc pension funds & established property companies on their out of town retail/ leisure assets/ portfolios. This incorporates asset management initiatives, leasing & letting matters (letting of vacant units or renewing/ re-gearing existing leases) and/or new development opportunities. I also advise national occupiers with their property acquisitions, disposals and wider property strategies.



# SAY



SAY is an award-winning advisory business specifically established to provide residential, commercial and mixed-use management consultancy services to developers, investors and property owners.

We are operational experts offering a diverse range of services ranging from property development consultancy, market intelligence, service charge and enfranchisement work bid support. We are not property managers, so we believe that we offer truly independent advice, outside of the constraints of a standard management approach, we think laterally about the issues and provide a carefully considered, well informed response. Our expertise spans across various sectors including Estate Regeneration, Build for Sale, Build to Rent, Later Living, Co-Living, Affordable, and Mixed-Use.

## George Pearce- Graduate Consultant



George joined SAY after successfully completing a BSc in Real Estate at the University of Reading. Work experience in both the commercial and residential markets underpinned his interest in the design and functionality of the built environment. In his final year of studies George wrote a dissertation analysing the growth of the Built to Rent sector and its role in the UK real estate market, for which he gained a first.

With experience in both client side and advisory firms, George has a rounded understanding of the services required in the real estate sector and their delivery. George concentrates on all aspects of consultancy, while working to gain his professional qualification via the APC.

Recent work includes supporting the mobilisation of a landmark mixed-use development in Bayswater, The Whiteley. With particular focus on key deliverables such as service charge apportionment & methodology, managing agent tender, proptech advice and the operational management input with a five-star boutique hotel.

## Gareth Bridgeman- Consultant

Gareth joined SAY off the back of completing a Masters course in Real Estate at Reading University. Prior to this he graduated from the University of Liverpool with a First Class Business Economics degree, where he became interested in the concept of placemaking as areas in the city underwent a boom in regeneration projects.



Gareth gained valuable experience whilst completing an internship in commercial property management at one of the UK's largest Real Estate consultancy firms. He will now focus his knowledge and experience on residential consultancy, whilst working towards his next goal of attaining professional qualification through the APC.



# Slate Asset Management

Slate Asset Management is a global alternative investment company focused on real assets with \$13B of assets under management across the US, Canada and Europe. Our platform spans public and private investments and a range of investment strategies, including opportunistic, value add, core plus and debt.

The logo for Slate Asset Management, featuring the word "SLATE" in white, bold, sans-serif capital letters on a black rectangular background.

We are supported by exceptional people and flexible capital, which enable us to originate and execute on a wide range of compelling transactions. We recruit, invest in and develop our people to become future leaders. Our teams operate in a collaborative and close-knit work environment that provides opportunities for growth, autonomy and career progression. From day one, our team members are given the opportunity to contribute to significant projects in a hands-on and meaningful way. We trust our employees to take ownership and responsibility, and our culture empowers team members to challenge themselves while celebrating their efforts and achievements.

## Michael Mullen- Investment Associate



Michael is currently involved in the management of Slate's European Portfolio, as well as evaluating acquisition and disposition opportunities across Europe. Prior to joining Slate, Michael was part of the Real Estate Investment Banking team at Citigroup where he completed M&A and debt advisory transactions across residential, office and logistics, with a focus on Western Europe. Before joining Citigroup, Michael worked with Investec, focusing on real estate and energy transactions in Ireland, working on both M&A and ECM transactions. He holds a Bachelor of Science in Finance from Queen's University Belfast.

## Veronica Tang- Investor Relations Associate

Veronica is responsible for investor relations activities and capital raising functions for Slate's private equity business. She participates in the structuring of new and follow-on funds for Slate as well as creating and updating general and fund-specific marketing materials, such as offering memorandums, investor presentations, fact sheets and other documents related to fundraises. Prior to Slate Veronica was an investment banking analyst at Bank of Montreal.





# Vail Williams



Vail Williams is a national property adviser with eleven offices based throughout the North, Midlands and South of England.

An IIP Gold accredited business, we offer a comprehensive range of commercial and residential property services for occupiers, landlords, developers and investors. Our winning formula has seen us work with everyone from owner managed businesses, global brands and overseas listed companies, to third party advisers and private clients, including John Lewis, National Express, St. John Ambulance, Santander and Frimley Health NHS Foundation.

## Arabella Macrae- Surveyor



Arabella joined Vail Williams in 2022, from Oakley Property in Brighton, where she was a Sales & Lettings Coordinator. She is based in our Thames Valley agency team where she supports the team with agency instructions relating to the letting and leasing of commercial property. Arabella specialises in flexible office space disposals and creating digital marketing

to promote commercial property to potential occupiers. With a background in research, she also supports our agency team with market research and data analysis to inform client reports and their property decision-making process. Her attention to detail and people skills aids communication between clients, tenants, vendors, purchasers and solicitors. She has a friendly and happy-to-help approach when liaising with clients, colleagues and other stakeholders. Away from the office Arabella can be found catching up with friends, trying new foods or visiting her dog (Winnie the Whippet) in Brighton.

## Rebecca Houghton- Apprentice Surveyor

Rebecca joined Vail Williams in 2019 on a level six degree apprenticeship in building surveying. After spending a week of work experience with Vail Williams in 2018, Rebecca found a career that has made her passionate in pursuing and eager to excel in. Alongside her degree she is undertaking her chartership to further her qualifications and become a Chartered Building Surveyor.



Rebecca is responsible for undertaking Schedule of Condition reports, Dilapidation reports, Project Management roles, Contract Administration roles and utilising AutoCAD to produce scale drawings and plans.



# Vail Williams

## Richard Dawtrey- Partner and LLP Member, Head of Investment

Richard is a Qualified Chartered Surveyor (MRICS) and has worked in commercial property consultancy for over 15 years. He specialises in the acquisition and disposal of commercial property investment, with particular focus on office, retail and the industrial sector and is Head of Property Investment at Vail Williams. Over the years, Richard has acted for private investors, property companies and institutional investors on deals ranging in size from £1 million – £275 million. He recently acted on the acquisition of an office investment on behalf of a local authority for £6.5 million, reflecting a net initial yield of 8.3%, and sold an investment / development site in Ashford for substantially in excess of the asking price. Richard has previously acted for clients including; Chancerygate, Milton Investments, SWIP/ Aberdeen, Cancer Research, Campden Hill, London Borough of Sutton, Slough Borough Council, M & G, AEW, Oxford City Council, E & A Group, Threadneedle and many others. His favourite pastime is skiing, with archery a close second. He also enjoys running and spending time with his three children.



## Sophia Piatto- Placement Year Student Surveyor

Most of Sophia's work within Vail Williams is in the planning department, monitoring clients' planning applications and she has recently started undertaking desktop site appraisals and site-specific planning policy research. She also supports the occupier advisory department through providing availability reports for clients who are exploring new sites. Sophia will resume her BSc Real Estate studies at the University of Reading in September.

Following this, she is considering doing a MSc in Planning with aspirations to become a Chartered Planner as planning is her key area of interest within the property sector. Prior to her placement at Vail Williams, Sophia had undertaken several work experience placements at various firms ranging from a 3-day virtual insight programme with Savills to a 4-week internship at Berkeley St Edward.



# Hallam Land Management



**Hallam Land  
Management**

Hallam Land Management is one of the largest land promoters in the UK with a portfolio of 92,000 residential plots and an unrivalled track record, resulting in permissions for 52,000 homes, as well as other uses such as commercial, logistics, retail and community development. As part of the long-standing Henry Boot PLC Group, a strong financial backing supports our land promotions and the ability to fund strategic infrastructure, to deliver complex projects.

We have an honest, collaborative and personal approach, forming close partnerships with landowners, key stakeholders and communities across England, Scotland and Wales for over 30 years.



## **Alex Chapman- Principal Planner**

Working across two regions (South and South Eastern) am responsible for supporting both teams with identifying, appraising, securing, promoting and assisting with the sale of land with planning permission.

## **Charlie Reynolds- Senior Land and Planning Manager**

I started my career at Strutt & Parker in 2015 as a Graduate Planner, following the completion of my MSc Town Planning at the University of Brighton. I joined Hallam Land Management 6 years ago and my experience covers the South East of England, where I've spent all of my career to date.



I started as a Development Planner and over time I've progressed in my role and have been promoted to Senior Development Planner and now Senior Land and Planning Manager. In my time working with Hallam, I've obtained significant experience in all aspects of the strategic land cycle including site identification, site appraisals, acquisition, planning promotion, disposal. I now lead of a number of large emerging development proposals across my patch.

Some key areas of my job include keeping updated on prevailing market conditions, planning policies, and legal frameworks, preparing submissions for agents and landowners, as well as undertaking site visits, fostering and growing close working relationships with consultants, external specialists, local authorities' agents and landowners and working with solicitors to determine recommendations for contractual and negotiation positions on legal contracts.



# Logicor

Logicor is one of the largest direct owners and operators of modern logistics and distribution properties in Europe. The portfolio comprises 13.4m sqm of owned assets and a further 7.4m sqm of assets managed on behalf of Blackstone across Europe's key logistics hubs.



Logicor is headquartered in London and Luxembourg. The UK is Logicor's largest market with a portfolio of 32.4m sq ft across 172 assets. We also manage a portfolio totalling 8.7m sq ft on behalf of Blackstone.

## Jack Garrett- Director, UK Asset Management



After leaving Reading Uni I secured a graduate role at Levy Real Estate in the Industrial Agency, Development and Investment team. I became a Chartered surveyor after two years and spent a further two years in the team before taking the role at Logicor as a UK Asset Manager in the Multi Let team.

At the start of 2021 I moved into the UK Big Box team dealing with 100k sq ft plus assets, with the average unit size in the portfolio being around 350,000 sq ft. In December 2022 I was promoted to the role of Director.

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# AREA

Alternative Real Estate Advisors (AREA) specialise in advice in the alternative/ operational sector of the real estate market. Their work includes lifecycle property advice from brokerage and development consultancy, to operational consultancy and asset management.



They specialise in hospitality, Purpose Built Student Accommodation (PBSA), leisure & automotive and Residential (BTR/PRS). One of the only niche advisors in this space.



## Ashley Layton- Co Founder

I graduated from the University of Reading in 2005 and began working at Gerald Eve. This opportunity included APC training. In 2013 I moved to BNP Paribas Real Estate where I stayed until becoming the co-founder of AREA in 2021.

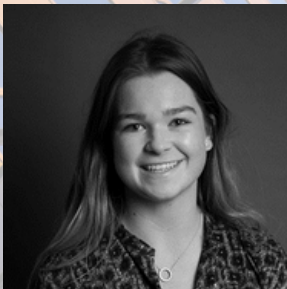


# Dandara Living

**DANDARA**  
LIVING

Dandara Living is a UK-based property development company that specializes in the construction and sale of high-quality residential homes and apartments. The company is known for its commitment to sustainability and for building environmentally friendly homes that are designed to meet the needs of modern living.

Dandara Living operates throughout the UK, with a focus on the South of England and the major regional hubs and is dedicated to creating vibrant communities and providing its customers with exceptional living experiences.



## Izzy Halligan- Land Buyer

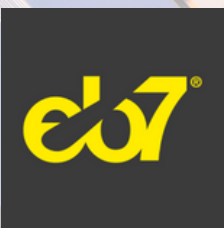
I trained as a Chartered Surveyor and now I am working as a Land Buyer identifying and sourcing land opportunities for Build to Rent development.

## Thomas Piggot- Investment Graduate

My role focuses on the sale of our assets to a variety of different parties such as pension funds and private equity corporations. Before joining the investment team at Dandara Living, I did a two-month stint at Crest Nicholson Plc as a development graduate. I am also currently completing the APC qualification.



**eb7**



Formed in 2007, eb7 are experts in neighbourly matters. The practice specialises in providing Rights of Light, Daylight and Sunlight and Party Wall advice alongside their wider CGI / Visualisation department. Services range from initial project feasibility advice to the production of development envelopes, planning reports, and rights of light negotiations. eb7 are also recognised for providing expert input into the daylight effects of large developments requiring environmental impact assessments (EIA) giving advice on overshadowing, light pollution and solar glare. eb7 regularly work with leading developers, architects, lawyers, and planning and environmental consultancies on major projects across the country.

## Jamie Parkes- Assistant Surveyor

I joined eb7 in August 2021, having completed my MSc in Real Estate at the University of Reading. Since working at eb7, I have been involved in a wide variety of projects, from small to large-scale developments, providing specialist advice regarding both Rights of Light and the associated planning issue of daylight and sunlight. I am currently in the process of gaining RICS accreditation through the Land and Resources APC pathway.





# RealFoundations

RealFoundations is the world's foremost professional services firm focused solely on the real estate industry. Through our delivery of Management Consulting and Managed Services, we help companies that develop, own, operate, service or invest in real estate make better, more profitable decisions. We are proud partners to over 450 real estate companies around the globe, providing accelerated solutions that solve some of real estate's most complex challenges. We Make Real Estate Run Better.



## Siddhant Manerkar- Lead Analyst

I have successfully completed my bachelor's in civil engineering along with an MBA in technology management after which I have attained my MEng. In construction management and a MSc in Real estate and finance.

I have been working with RealFoundations for almost 2 years now. I was initially hired as an Intern after which I transitioned to a full-time job as an Analyst. Over the span of 2 years, I have worked with successful Real estate companies operating in UK and Europe. Most of my projects focused on real estate technology implementation, operating model assessment and system selection as well as client financial process improvements. I have also supported in certain business development activities to enhance RealFoundations's presence in European region.



# Ellandi



ELLANDI

Since its formation in 2008, Ellandi has been at the forefront of investment in and the strategic management of regional retail-led assets, which sit at the heart of the communities they serve.

The successful delivery of real estate strategies in over 40 projects, on behalf of some of the world's leading investors and banks, has now put us at the centre of both the re-purposing of retail-led assets and the re-visioning and re-energising of whole town centres. Ellandi works with private investors, lenders and local authorities to provide solutions for the retail-led assets which sit at the heart of the communities they serve. Delivering change, creating communities, shaping future places.

## Harry Jeffery- Asset Manager

I joined Ellandi in May 2022 as part of the Asset Management Team where I work on shopping centre assets across the UK. After graduating in 2016 from the MSc Real Estate at University of Reading after completing Business Management also in Henley Business School, I joined as a graduate & subsequently qualified in 2018 as a Chartered Surveyor at Green and Partners, a niche retail consultancy where I spent almost six years as a Leasing Agent. Here I was advising a broad range of clients on the leasing and letting of high street and shopping centre assets across the UK, as well as providing investment and strategic advice.





LS Estates is a London focussed Asset & Development Manager with the ability to co-invest alongside equity partners. LS focus on office and Life-Science value-add projects and residential development in the prime London markets. The company is seeking to expand its coverage over the South of the UK. Founded in 2013, it currently manages c. £700m worth of assets across the capital. Notable ongoing / recently completed projects include: the refurbishment and extension of 7 Newgate St, EC1, an 80k sf London Office building, the refurbishment and extension of 5 Chancery Lane, EC4, a 110k sf London Office building (starting on site Q3 2023), the redevelopment of 17 Columbus Courtyard, E14, a 200k sf asset for the conversion into Life-Science use (starting on site Q4 2023) and the development of a residential scheme in Barnes London, SW1, providing c. 110 apartments (starting on site later 2023 / early 2024).

The team is made up of 12 investment / development professionals with extensive global Real Estate experience. The company aims to provide its investors with risk adjusted returns whilst being mindful of the need to develop Real Estate sustainably.

## Adam Spears- Senior Analyst



Adam joined LS Estates in June 2021, following 9 months working in commercial agency in London.

His role at LS Estates entails two main workstreams: New Business – transaction work and the delivery of current projects (17 Columbus Courtyard).

New Business involves sourcing, underwriting and bidding on investment opportunities. This requires understanding our investor's return requirements, building relationships with consultancy firms (such as Savills, CBRE, Knight Frank etc) to source deals, underwriting the opportunity with information which is fed in from a wider team, and ultimately bidding on assets alongside the equity partners. We are consistently looking for value add returns (IRR driven in most cases) so we seek opportunities with the ability to add-massing and refurbish or for new ground up development opportunities. Due to this we often work with Architects to develop pre-liminary schemes through the bidding process.

The delivery of current projects begins post acquisition of the asset. It follows closely with the RIBA Design Stages and requires working alongside an appointed professional Team (Architects, Quantity Surveyors, Project Managers, engineers etc) to develop the design of the building, submit and achieve planning permission and ultimately manage the delivery of the building. We work closely with the leasing broker that we have appointed to understand the demands within the occupational market and feed this back to the design team to ensure that we are providing the "correct" product to the market. We also control the fund flow throughout the project, which involves forecasting and managing the cashflow for the project and if required the sourcing and implementation of project debt. Throughout we will report to our investors against key milestones (planning, letting a building contract, substantial pre-lets to tenants, etc). Usually, upon full letting of the building, we will manage the disposal of the asset to a new owner.



Goldacre is a specialist investment firm with extensive expertise in digital infrastructure and technology for the real estate industry. Applying a hands-on approach,

Goldacre's focus has been delivering consistently exceptional returns for our investors. Drawing on extensive professional experience on the ground, we build, own, operate and manage critical digital infrastructure assets such as data centres, securing their long-term profitability. We also invest in companies focused on technology for the smart built environment, including high-potential opportunities identified through our RElab venture programme.



"Our deep market knowledge and established networks provide the foundations for successful investment." Our deep market knowledge and established networks provide the foundations for successful investment – helping us pinpoint the opportunities that have the greatest potential to transform not only the real estate sector, but the way we live, work and use property. We are partner-owned and proud to be part of the Noé Group.

## Nanxi Wang- Analyst, Investments

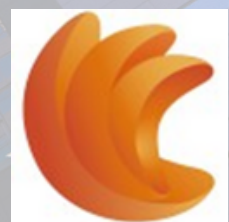


Nanxi Wang supports transaction execution and portfolio management focusing on data centre investments. She previously held investments and portfolio management roles at Brookfield Asset Management and Global Switch in the real estate and data centre sectors. Nanxi graduated with distinction from Henley Business School with a MSc in Real Estate Finance and has a BA(Hons) in Architecture

## Continuum

Continuum is part of Trebbi, a unique structure of businesses with shared vision, mission and values, that provide Consultancy, Engineering and Design services within the built environment.

The Trebbi structure allows each company to focus on its individual cutting-edge expertise, maintaining independence and flexibility, whilst benefiting from a shared business support infrastructure.



## Miles Lloyd- Development Manager



Miles is a chartered member of the Royal Town Planning Institute (RTPI) and a chartered member of the Royal Institution of Chartered Surveyors (RICS). At Continuum, Miles works across a broad array of sectors and service lines and has a specialism for providing advice pertaining to matters concerning viability in planning, planning consultancy and development feasibility.



# Bruce Gillingham Pollard

**BRUCE  
GILLINGHAM  
POLLARD**

Bruce Gillingham Pollard are the leading niche agency in the retail, restaurant and leisure market. Our understanding of what a community needs means we create progressive and profitable tenant mixes for our clients, and consistently unlock, add and maintain value to their assets with a long-term mindset.

## Woody Bruce- Equity Director



Woody founded Bruce Gillingham Pollard with Tracey Pollard, Nigel Gillingham, and Rupert Bentley-Smith in April 2011. The firm has since grown to 28 and we advise property owners and occupiers on leasing, investment, tenant representation and lease consultancy matters on a global level. Woody acts for a wide variety of major landowners and investors, providing strategic advice on prime retail and leisure assets in London and across the UK. He specialises in synergistic advice which transects the traditional borders of leasing and investment and ensures client's assets are well positioned to maximise capital value and income flows. He is a tenacious negotiator with a strong track record of unlocking complex and lucrative investment transactions.

## Alex Todd- Graduate Surveyor

Alex joined BGP in September 2021 and works in the national leasing team. He spends most of his time assisting Victoria and Harry to create an exciting tenant mix on the Land Securities and Hammerson National portfolios. Alex's energy and enthusiasm for retail, F&B and leisure helps with a different perspective to assist clients to maximise their values. Alex was a recent student at Reading University, completing his Real Estate masters degree at Henley Business School in 2020. This year, Alex will be undertaking the APC examination to become a Chartered Surveyor.





# Almacantar

Founded in 2010 by Mike Hussey, Almacantar transforms properties into places that people value. Places that people choose to work, live, gather and connect. Places they adopt as destinations, landmarks, gateways and homes.



Places they cherish for their heritage, character, beauty and prestige - that make a sustained contribution to the quality of life that people enjoy in Central London. The underlying premise of Almacantar's approach is to create value and find opportunity for improvement both for the property itself and the area as well. The portfolio includes landmark scheme Centre Point, transformed into a new destination for London with over 400,000 sq ft of residential, retail, commercial and affordable housing space arrayed around a new public realm, and The Bryanston, Hyde Park, part of the prestigious Marble Arch Place scheme, designed by acclaimed architect Rafael Viñoly to offer the finest blend of residential, office, retail and leisure space with unrivalled, panoramic views across London's historic Hyde Park.

## Brooke Collins- Development Manager



I am a Chartered Surveyor and University of Reading graduate, specialising in Planning & Development. Having joined Almacantar in 2016 and qualifying as a chartered surveyor in 2018, I have worked on the full spectrum of development from planning to disposal. Almacantar has developed a range of assets, with varying use classes. I'm incredibly passionate about the industry and being a member of the RICS, that I'm currently an APC assessor as well as on the leadership board of the RICS Matrics.

# Maya Capital



Maya Capital is a fast-growing investment advisory firm that focuses on pan-European transactions in real estate. With its opportunistic and dynamic approach, Maya Capital aims to generate above average returns from real estate value enhancement opportunities.



## Charles Bridge- Associate

Charles joined Maya Capital in 2017 as an analyst, and became an associate in 2019. He completed a masters in Real Estate at Henley Business School.

## Ben Veitch- Associate

Ben joined Maya Capital in 2020 as an analyst after completing his masters in Real Estate Finance at Henley Business School. He became an associate in 2023.





# Rapleys

# RAPLEYS

Rapleys is a property consultancy with a national reach offering building consultancy, commercial, planning and residential property services to clients across the UK.

We have experts across offices, retail, industrial, residential and more specialist alternatives such as automotive, healthcare and charities.

## Mike Bumford- Senior Surveyor



Mike finished the Reading undergraduate degree in 2017, shortly after which he joined a boutique cross-sector agency in South London, acting for a range of landlords, occupiers and developers to acquire and dispose of sites across all sectors. Mike joined Rapleys in January 2021 as a Surveyor in the Retail & Leisure Group, which soon became the Commercial Agency & Development Group

(CAD) to encompass a broader range of commercial agency instructions. Mike now works between the CAD and Automotive & Roadside teams to deliver solutions for a range of clients.

In this role, Mike advises clients on both the disposal and acquisition of retail, leisure and automotive property. He currently acts for occupiers including Lidl, Majestic Wine, PureGym, Primark, Topps Tiles, Europcar and Kwik Fit.

## Tom Seckington- Senior Surveyor

Tom joined Rapleys in August 2021 as a Senior Surveyor in the Development Consultancy team after nearly 4 years at Dalcour Maclaren Chartered Surveyors, where he provided general development consultancy and valuation advice for a range of utility and infrastructure companies. Tom has experience in providing clients with detailed development valuation advice for



residential and mixed use sites, with a particular emphasis on identifying opportunities to maximise value. At Dalcour Maclaren he offered clients strategic valuation advice in connection with the redevelopment of their surplus sites, including advising on housing type and tenure in order to maximise income and capital receipts. Tom has overseen a range of transactional instructions for clients with responsibility for the disposal of surplus sites, including the due diligence, sale preparation, marketing and contract negotiations. He has also advised in relation to the acquisition of new assets and provided reasoned advice in relation to commercial risk and market context.

Tom currently provides development valuation advice to Registered Providers in connection with their acquisition of land and new build residential units. He is also able to offer advice in relation to appropriate affordable housing strategies."



Vengrove is a real estate investment management and advisory firm specialising in value add/opportunistic investment and development. Since inception in 2013, Vengrove has invested over £750 million of asset value and developed £350 million of gross development value.

## Jennie Brown- Associate/Asset Management



VAs an Asset Manager I'm responsible for the day to day management of our current AUM which at the moment is in the industrial/logistics, boutique aparthotels and social housing sectors. As a value-add fund manager, Vengrove are led by opportunities which gives me exposure to huge variation of sectors. My primary role is to underwrite business plans at acquisition and then implement them through the hold period and then oversee the sales process. This includes leasing, refurbishments and coordinating stakeholders and third party advisors.

I started my career at a property company than owner occupied a portfolio of serviced offices in the Eastern Region. My role there was broad as a graduate, enabling me to get the exposure I needed to fulfil the requirements for each competency under the APC. It was a very hands on role and as a small team, I was given a lot of responsibility from the outset. This was great to give me a foundation of knowledge, particularly in the realms of property management, that I still rely on today. During the pandemic, like many others I decided it was time to move on and try something new. I moved to PATRIZIA, a European investment management company in their London office. I moved solely into an Asset Management role and was responsible for a portfolio of office buildings in Central London for both Asian single mandates and established German funds. This allowed me to gain institutional experience and has led me to my current role.

# Odysseus



OCM invests capital on behalf of equity partners into both the commercial and residential capital markets. We provide investment, development and strategic asset management advice across a range of sectors but specifically regional offices and multi/single family BTR. ESG is at the heart of our investment strategy on all projects.

## Rhu Wishart- Asset Manager



To date I have been involved with the redevelopment of a prime office building in Edinburgh. Th project involves repurposing of an old office building and creating a larger, Grade A and industry leading ESG office. We continue to assess similar opportunities around the regional market. We are currently working 3 BTR schemes through planning totalling c. 750 units across the south and northwest of England.



# Zenzic Capital

Zenzic Capital is a value investment firm focusing on real estate debt. We are a specialist real estate lender with diverse funding capability across a variety of sub-sectors and financing scenarios.

We look at transactions throughout Europe and the United Kingdom and provide both single-site and platform level funding across acquisition, development, and special situations.

**ZENZIC**  
CAPITAL

## Jordan Alexander- Senior Analyst



Jordan is a Senior Analyst (Growth & Special Situations RE) in the Zenzic team. Main roles within the business include creation and maintenance of bespoke financial models, producing credit papers/IM's/decks, market research, qualitative and quantitative analysis, liaising directly with sponsors, legals, valuers, agents, etc. Previous experience includes roles at Knight Frank Investment Management, Berkeley Group, and Brydell Partners.

Jordan holds an MSc in Real Estate Finance from Henley Business School and a BSc (Hons) in Economics from Brunel University.

# Trigon DM

# Trigon

Trigon DM are a development and project management company offering services to Clients across a range of sectors. Our ethos is based on approaching every Client and project in a bespoke fashion to truly understand the specific requirements and deliverables from the outset. We work with Clients from pre-acquisition through to operational phases, helping to appraise, develop, deliver and handover assets across residential, logistics, office, student accommodation and leisure.

## Andy Cox- Director



Upon leaving school I trained as a site engineer with John Sisk & Son Ltd on a day release HNC course, and remained with the business for 11 years. In this time I obtained a BSc in Construction Management and progressed to Senior Contracts Manager running a number of schemes in central London. I then took the step 'Client side' to work for Queensberry Real Estate, a retail and regeneration based Development Management business. In 2020 I set up Trigon DM and was joined in 2022 by my co-Director who I have worked with for over 15 years. We have grown the team to 10 people across development and project management roles, and focus our business on the development and support of our team to deliver best results for our Clients.



# Firethorn Trust

We are marketing-leading investor, developer and asset manager in UK real estate. Our Industrial & Logistics team is focused on developing market-leading, sustainable spaces across the UK, which enable businesses to connect quickly and easily with their customers.

Our Living team is committed to delivering high-quality PBSA and BTR buildings, and creating modern spaces in which people and communities can thrive.



## Chris Beer- Senior Associate, Asset Manager



Chris is a Senior Associate in the Asset Management and Acquisition team at Firethorn. He focuses on the commercial & leasing aspects of new and existing projects. He proactively manages relationships with occupiers, funds and landowners to help ensure that optimal values are achieved for Firethorn. Before joining Firethorn, Chris worked at Savills in the national industrial and logistics team.

## Ben Hull- Property Analyst

Ben is a Property Analyst at Firethorn, working on financial appraisals, risk evaluations and presentation memorandum for new development and investment opportunities. Working alongside our investment, development, asset management and finance teams, Ben provides crucial support and expertise in appraising and coordinating both existing and pipeline projects.





# Wellgate Support

Wellgate Projects is the property arm of Wellgate Support, a care provider that offers care and support to adults with a learning or physical disability in a supported living setting. The accommodation we offer consists of new build, or a back to brick conversion, bespoke supported living schemes where tenants are supported to be as independent as possible and develop life skills.



## Jonathan Eden- Acquisitons Director



I joined as a Wellgate after graduating from Reading University in 2018 as a Project Manager, my main role was to source properties for Wellgate to turn into supported living accommodation for adults with physical disabilities in Kent and deal with various project related tasks.

As time went on we expanded the areas we looked in and the client groups we would support to include the Midlands and North of England where we know have several services up and running with either Wellgate as the provider or a local care partner.

I moved to an Acquisition Manager role to focus more on generating new deals and gaining local authority support for them while the team expanded to focus on project management tasks to get these schemes up and running. I started my role as Acquisitions Director in 2021, where my responsibilities were expanded to manage various stakeholders involved in a deal, including lawyers, funders, care provider partners and housing associations. I head up a small team at Wellgate who contribute to generating new deals for Wellgate and opportunities to grow the business.

## Henry Beynon- Project Manager

I act as project manager at Wellgate. I work with a range of consultants, developers, and contractors to specially adapt properties for supported living purposes across a variety of client groups. Dealing in a range of projects from new build developments to back to brick conversions and property refurbishments.





# Newmark

# NEWMARK

Harper Dennis Hobbs was acquired by Newmark in 2019 and rebranded in December 2022. Our team provides market-leading advice and insight, offering a full-service real estate package to a wide range of retailers. Working with established international brands and start-up companies alike, we work hard to deliver exactly what they need.

## Will Knight- Graduate Surveyor



My first 6 months were spent in the lease advisory team, representing retailers like Five Guys, Dior and Chloe on their rent reviews across central London. I then moved over to the London agency team where I am working with Whole Foods Market, Arc'Teryx, Carolina Herrera, Amazon, Ralph Lauren etc.

## Tom Bidwell- Graduate Surveyor

I'm a graduate surveyor working in Newmark's European team with a focus on assisting retailers with cross-border expansion, whilst also being involved in some UK based projects. I graduated from Reading in 2021 and worked at Colliers in Bristol for a year before moving to Newmark last October.



# Praxis



Praxis is an established, privately-owned investor and manager of UK real estate with a peerless track record of exceptional investment performance. Operating a fully integrated management platform from its offices in London and Manchester, the company has achieved near to 20 per cent IRR over the last decade. It is consistently ranked #1 UK investor by MSCI by reference to their "All Balanced Property Fund" index over a 5- and 10-year period. Founded in 2008, Praxis has grown significantly via a multitude of mandates to become one of the UK's largest privately owned property companies. With a reputation for being a superior stock-picker and highly effective asset manager, the company has delivered significant market outperformance. It has transacted over £1.5bn of workout or value-add type situations across traditional and alternative sectors. Praxis attributes its success to its unique business model. Where industry peers outsource most of the essential real estate functions, Praxis has taken the lead and established a best-in-class management platform. The company operates a full-service, vertically integrated platform that delivers the full range of asset, property and facilities management services in-house. Subsequently, Praxis has a dedicated team of 250+ personnel ensuring that investment management strategies are delivered and performance targets are met.  
(Continued on the next page).



## Piers Ross-Roberts- Investment Analyst



Since starting at Praxis in Summer 2022 I have worked on and been a part of the acquisition of 11 regional office assets with a combined purchase price of over £100m, with another 19 assets under offer across various portfolios. My day-to-day role is varied due to the small size of the team and the nature of the business. My key responsibilities include cashflow analysis, acquisition research, due-diligence and site-inspections. I am involved in all part of the acquisition process including presenting to the IC committee. I am continually involved in other projects across the business and I am currently spearheading the installation of rooftop solar panels across the portfolio.

## Rubix

## RUBIX

At Rubix, we go against the norm. We're taking our own, unique approach in order to make noise and stand out from the crowd, in the way office spaces are designed and marketed. Underpinned by modernism, we aim to connect the culture of every business with the neighbourhood and building they work in. Workspace for the Next Generation. Rubix is a central London office leasing company dealing with all shapes, sizes and types of office. We aim to create workspaces that are satisfying and enjoyable to use, beautiful to look at and underpinned by modernism. We will connect the culture of every business with the neighbourhood and building they work in. We are breaking the status quo as to how spaces are designed and marketed. Head on over to our brand-new website to find out more about who we are and what we do: <https://rubix.london/>

## Oliver Hawking- Founder

Joined CBRE on their graduate programme having graduated from Reading. Graduate rotations included 1 year in the valuation team and 1 year in City Office Leasing. Spent 7.5 years in CBRE's City Office leasing team. Moved to start Colliers City office leasing team and spent 2.5 years there. Most recently I started Rubix, a niche Central London Office agency.



## Harry Radcliffe- Landlord Advisor

I graduated during the pandemic with a place on the Avison Young Grad scheme. This was pushed back by almost a year so I did an internship to Rubix and then joined Avison Young. I spent 4 months in the valuation team before moving back to Rubix permanently. I have now been here for almost 2 years and am about to sit my APC.



# Lendlease

Places for everyone.

That's our mission. To shape cities, create connected communities and deliver workplaces of the future, right around the world.



As a globally integrated real estate group, we draw on decades of experience and the latest thinking in development, design, placemaking, construction and investments to deliver iconic and enormously successful places. Think Sydney's award-winning Barangaroo precinct, London's Elephant Park urban renewal project, Singapore's Paya Lebar Quarter, Boston's Clippership Wharf and a \$20b urban renewal project comprised of four districts in the San Francisco Bay area.

These projects are an example of our \$121b global development pipeline.

In the past, we've helped deliver some of the world's most recognised real estate including Sydney's iconic Opera House, the Tate Britain in London, Kuala Lumpur's Petronas Towers and the National September 11 Memorial and Museum in New York.

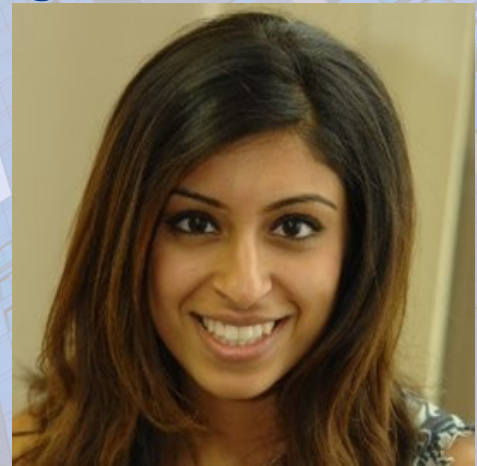
We're strongly committed to leaving the world a better place in all that we do. We apply bold thinking and world-class knowledge to solving complex challenges and identifying once-in-a-generation opportunities.

Our 8,500 people in Australia, China, Italy, Japan, Malaysia, Singapore, the UK and the US help create places that set benchmarks in social and environmental sustainability and deliver game-changing experiences and outcomes for governments, partners, communities and people.

## Sukhy Kalsi- Retail Asset Manager

2011 – 2012 - Completed MSc Real Estate from Reading University

Oct 2012 – Feb 2020 Leasing Manager intu Properties across the intu portfolio. Promoted to an Asset Manager on St David's (JV with Landsec) focusing on leasing and finally Senior Asset Manager on intu Milton Keynes from 2019 until 2021 key roles including approving a £14m retail development for a new department store, forecasting & cashflows and securing arrears (specifically during the Pandemic).



Nov 2021 – Oct 2022 – Asset Manager at Estama managing secondary shopping centres across the UK; Carlton Lanes, The Quadrant, Princess of Wales Shopping Centre and Thamesgate Shopping Centre. Driving NOI, business planning and strategic asset management including residential conversion.

Oct 2022 – present – Retail Asset Manager at Lendlease solely working on Elephant Park. New urban regeneration project in zone 1. Roles include Business planning, managing external Property Managers and crating processes to support Build to Rent, Estates and Retail.



# Native Land



Native Land is a privately owned property development and investment company, whose focus is firmly on creating exceptional central London homes, offices, retail and cultural spaces. Native Land is proud to be behind some of London's most notable developments, including Holland Park Villas, Burlington Gate, NEO Bankside and 10 Montrose Place. We uncover exciting sites that are ripe for development; we unravel the potential of complex opportunities; we lead in creating discerning accomplished design to create superb living, working and retail spaces. And, of course, we consistently deliver impressive returns to our investors too.

To date, we have completed over 2 million sq.ft of developments in some of the capital's most exclusive locations with a portfolio of £3bn completed and live projects. We've achieved international recognition, and won prestigious industry prizes for all aspects of our work.

Our developments tap into the impressive skill sets of our senior management team, attracting and directing leading design teams and professional advisors. Their vision and total commitment to every detail has put Native Land and its partners firmly on the London map.

## Joe White- Development Executive

Joe joined Native Land in 2013. With nearly 10 years' experience, Joe has worked on some of Native Land's key projects, including Cheyne Terrace and Burlington Gate. Most recently, Joe has been managing the proposed redevelopment of South Kensington Tube Station, in joint venture with Transport for London. Joe has a Masters in Real Estate from the University of Reading and is a Chartered Surveyor.



## James King- Assistant Development Executive



James joined Native Land in 2021, having graduated from the University of Reading with a BSc in Investment and Finance in Property. James works within the Acquisitions team, working on a number of current and pipeline projects including the redevelopment of St Mary's Wharf, Guildford.

## Fergus Jones- Development Executive

Fergus joined Native Land in 2018. As part of the Bankside Yards team, his role is project delivery and financial modelling.

Fergus since joining is a qualified Chartered Surveyor and is now managing the proposed redevelopment of Kilmuir House.





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