



Event Programme

Retail: Dead or Alive?

Bracknell Town Centre – Schroder UK Real Estate Fund



Tuesday 30th October 2018

08.30 Registration & Breakfast

09.00 Start

10.30 Finish / Networking

OSBORNE CLARKE, ONE LONDON WALL, LONDON EC2Y 5EB



Kindly hosted by:

Retail is at a crossroads: with whispers of CVA almost a daily occurrence, consumer habits continuously changing, and the relentless rise of 'e-tailing', retail must evolve if it wants to survive. Please join the expert panelists as they share their views on the future of retail.

Bringing together a diverse mix of opinions, including speakers from retail-led regeneration schemes, we shall discuss whether retail gems can still be found amongst 'secondary', the relevance of physical retail as we know it and the challenges facing retailers going forward.

Venue Information

Kindly hosted by:



Event programme

- 08.30 Registration and Breakfast
- 09.00 Welcome, Moderator, Dolf Darnton, Partner at Osborne Clark
- 09.05 Keynote Speaker: Harry Pickering, Schroders
- 09.25 Panel session featuring:
 - Harriet Pendlebury, Boden
 - Melanie Brown, UBS
 - Isabelle Hease, Ellandi
 - Harry Pickering, Schroders
- 10.25 Closing remarks
- 10.30 Coffee & Networking

Questions during the event

We will be using the Slido app to take audience polls and ask questions during the event. To join in, please search Slido.com into your web-browser and enter the code below.

Ref: X3010

Your questions will be passed onto the moderator during the panel session.

Tweet about this event:

@AREF_News

#AREFEvents

Speaker Bios



Dolf Darnton, Partner at Osborne Clarke

Dolf leads the firm's international retail sector. He is a Partner in the firm's real estate group and has acted for retailers on their property requirements for over 20 years at Osborne Clarke. Under his leadership, the firm's retail real estate practice has moved into the first tier in Legal 500, and has been praised by clients for providing 'a high calibre of legal advice whilst also ensuring we meet our business objectives'.

He also acts for corporates on their occupational requirements, including some of the major banks and food businesses and works closely with the property litigation team on behalf of his clients should disputes arise.



Harry Pickering, Investment Manager at Schrodgers

Harry is an Investment Manager working on the Schrodgers SREF, SREIT & ROPUT Funds. Investing, disposing and asset managing the portfolios as well as large scale developments such as Bracknell Town Centre Regeneration and strategic asset repositions including Hammersmith Kings Mall, Mermaid Quay Cardiff, the Motor Showroom and the Care Homes portfolios. He is responsible for the retail & leisure assets.

Harry has been at Schrodgers since 2013, prior to this he was a partner at MMX Retail where is specialised in retail agency covering leasing, investment and development.



Harriet Pendlebury, Business Change Manager at Boden

In Harriet's role as a Business Change Manager, she helps support the business in making Boden an even better brand for their customers and people.

Harriet joined Boden at the beginning of the year to become part of their newly formed change team, following a career in management consulting in the retail industry. Her role is to support the major investment programme the company is undertaking to become an international multi-channel retailer.



Melanie Brown, European Research Analyst for Real Estate at UBS Asset Management Ltd

Melanie Brown is a European Research Analyst for Real Estate, a business which forms part of Real Estate & Private Markets within UBS Asset Management.

Her main role is to help the European real estate team identify new investment opportunities in the retail sector. She also supports the European acquisitions team with research relevant to individual transactions.

Melanie joined UBS Asset Management's Real Estate Research & Strategy team in January 2011.



Isabelle Hease, Head of Research and Analytics at Ellandi

As Head of Research and Analytics at Ellandi, a UK retail focused specialist investment and asset management group, Isabelle's team is responsible for delivering market leading research with a focus on macro patterns impacting retail, portfolio performance analysis, tenant trading and customer insights.

Since starting at Ellandi in 2015 Isabelle has established a Research and Analytics framework including occupier profiling, competitor benchmarking, sector trend analysis and portfolio performance analytics which has helped inform development and investment strategies, asset management, planning, and leasing.

The FutureGen Network*

Thanks for joining our FutureGen Network, remember to follow our private FutureGen Network LinkedIn page [here](#).

Upcoming Events

In 2019 The FutureGen Committee will be launching an informal training series called the Fund Life Cycle. This is aimed at future generation real estate practitioners and will be a number of events looking at the creation, running and wind-up of a fund.

The first event will be hosted at Cass Business School on Thursday 28th February and will focus on Fund Formation. We will hear views from a fund administrator, a tax expert, a legal expert and a Fund Manager.

More details will be announced soon - if you are interested in attending, email us at info@aref.org.uk

**Future generation = staff in the first 10 years of their career / not in a senior management position*

Today has been kindly hosted by:



Our special thanks to Torpedo Factory Group for the filming & streaming of this event:
<https://www.tfg.com/>

The Association of Real Estate Funds

www.aref.org.uk

