

UKAA BTR EXPO PROGRAMME



FEATURING: BTR LAUNCH PAD

Innovation is the theme - see and hear ground-breaking concepts, products and services that are changing the face of BTR.



FEATURING: REVERSE TRADE SHOWS

Three pre-booked 1:1 speed dates for suppliers to meet with operators & investors.

START TIME	FINISH TIME	SESSION DESCRIPTION	LOCATION
9.00AM		EVENT OPENS	
9.30AM	10.15AM	PRESENTATION Consumer Trends in BTR. Speaker: Timothy Bannister, Rightmove	UKAA STAGE
9.15AM	11.15AM	REVERSE TRADE SHOW: OPERATORS & SUPPLIERS	MEZZANINE
10.15AM	10.30AM	BTR LAUNCH PAD 1 The Future of Latent Defects Insurance. Speaker: Joe Gooden, BuildZone	BTR LAUNCH PAD
10.45AM	11.15AM	BTR LAUNCH PAD 2 Zero Cost Energy Bills. Speaker: Michael Cottrell, Octopus Energy	BTR LAUNCH PAD
11.15AM	12.45PM	REVERSE TRADE SHOW: INVESTORS & SUPPLIERS	MEZZANINE
11.30AM	11.45AM	BTR LAUNCH PAD 3 Financing to meet ESG objectives. GreenResi. Speaker: Anna Harper, CEO, GreenResi	BTR LAUNCH PAD
11.45AM	12.30PM	PANEL DISCUSSION: MEET THE BUYER What are the key principles in pitching to those procuring for BTR? Fantastic insights that will shape the way you approach, speak to and pitch to meet the changing drivers in BTR. Speakers: Ed Grimshaw, Regal Blinds (Chair) Grace Morgan, Compass Rock Tom Lord, Greystar	UKAA STAGE
12.30PM	12.45PM	BTR LAUNCH PAD 4 Building A Safer Future in BTR – SIB's, mail and parcel delivery compliance, Safety Letterbox Fire and Secured By Design Compliance. Speaker: Alison Orrells, Safety Letterbox	BTR LAUNCH PAD
12.45PM	14.00PM	LUNCH	
14.15PM	14.30PM	BTR LAUNCH PAD 5 The 5 most common BTR pricing mistakes, and how to avoid them. Speaker: Greg Einfeld, Director, Price Wizard	BTR LAUNCH PAD
14.00PM	14.45PM	PANEL DISCUSSION: FM IN BTR An open conversation around effective FM in BTR - the use of contractors vs inhouse and managing external supply chains. Speakers: Dan Forsyszewski, MRI Software Oliver Ringsby-Burgess, HPS Darren Waitson, Nirvana Sam Smith, Dandara Emma Parsons, flatfair	UKAA STAGE
14.15PM	15.45PM	REVERSE TRADE SHOW: INVESTORS & OPERATORS	MEZZANINE
14.45PM	15.00PM	BTR LAUNCH PAD 6 Unleashing the Power of B2B Marketing – Making Real Estate Marketing Unboring. Speakers: Jamie Harris, Harris Studios and Alex Matthews, Harris Associates	BTR LAUNCH PAD
15.00PM	15.30PM	PRESENTATION Whole Life Costing of BTR. Speaker: Iain Murray, Cortland Consult	UKAA STAGE
15.15PM	15.30PM	BTR LAUNCH PAD 7 ESG & Water: Tapping Into the Future of Sustainability. Speaker: Krystian Zajac, Hero Labs	BTR LAUNCH PAD
16.00PM	17.30PM	VIP INVESTOR AND OPERATORS WORKSHOP (INVITE ONLY)	
16.00PM	16.45PM	FM FEVER: An energetic series of facilities maintenance challenges where teams compete against each other and the clock. Participants include Greystar, HPS Services & more	BTR LAUNCH PAD
17.30PM	19.00PM	DRINKS RECEPTION	