

PROSPECTUS

Real Estate Fundamentals (Q2 2024)

Intensive one-day course for ESG,
Sustainability and Impact professionals



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INTRODUCTION

It is now increasingly common for property organisations across the real estate value chain to employ sustainability and ESG professionals to lead, manage and support their responsible investment, sustainability and impact activities. Very often, these professionals are expert in environmental and/or socio-economic matters but have limited experience in, or knowledge of, key commercial property disciplines, concepts and terminology.

By assisting sustainability and ESG professionals working within a property context to better understand the fundamentals of real estate markets and related disciplines, our aim with this highly-interactive and intensive one-day course is to enhance their ability to:

- engage confidently with their colleagues and stakeholders in the furtherance of positive sustainability and ESG outcomes; and
- enhance their contribution to the strategic, operational and/or financial goals of their employer organisations and/or their partner organisations.

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OBJECTIVES

Participants can expect to develop:

- 1 A stronger appreciation of the commercial property market, including present and future challenges.
- 2 A better understanding of core property investment and development processes.
- 3 A working knowledge of valuations and appraisal methods for property investment and development schemes and how sustainability factors interact with these.
- 4 Deeper insights about the work undertaken by different professionals within the sector, including the notable standards by which they are governed (e.g. valuers, investment managers).
- 5 Familiarity with, and understanding of, property jargon.
- 6 The knowledge with which to connect ESG objectives and principles to 'traditional' commercial property drivers.

The unique course, specifically tailored for real estate sustainability and ESG professionals, will be run in a roundtable format with a combination of classroom-style teaching, Q&A, individual and group exercises and facilitated discussions. In this way, it is hoped that all participants will learn by having the opportunity to steer content whilst interacting with each other and the facilitators.

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AGENDA

The course includes the following elements:

- Examining the state and function of the real estate market, including how it compares to other asset classes, its current and future challenges, and salient market trends
- Following the money: the property investment process, who the market participants are, what their roles and objectives might be and how that can shape their strategy and approach, including in relation to ESG
- Understanding property value, valuations and the role of the valuer, how investment appraisals work and their interface with sustainability factors
- Identifying the objectives, obligations and rights of landlords and occupiers and how this can impact on sustainability risks and opportunities
- Changing skylines: the property development process, including the scope of development, who does what for whom and why, how development appraisals are undertaken, and the impact of sustainability factors
- Considering throughout the language used by real estate market participants and what this can mean



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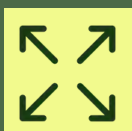
DETAILS



Course Length
One Day, 11th June 2024



Location
Space in Marylebone,
Elgood House, 10 Davenport Street, London, NW1 5NX



Capacity
Capped at 15 Participants



Eligibility
Exclusive to ESG, sustainability & impact professionals working in real estate



Learning Materials
All course resources provided via the online Hillbreak Learning Hub



Refreshments:
Provided (including lunch)



Cost
£600 per person



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BIOGRAPHIES

■ Miles Keeping – Lead Facilitator

Miles is Chair of Hillbreak and a Visiting Professor of Sustainable Real Estate at Oxford Brookes University. He is an eminent thought-leader and advisor, and an APC Assessor for the RICS.

He was a senior lecturer at Oxford Brookes University prior to joining private practice, during which time he has lead both real estate research and advisory teams. He has various industry roles including as a former Board Director of the Investment Property Forum and former Chair of the Green Property Alliance.

■ Sophie Carruth

Sophie joined Hillbreak at the start of 2022 as Principal – Client Learning. She is responsible for leading many of our client learning programmes for major UK and global real estate institutions.

She was previously Head of Sustainability at LaSalle Investment Management where she spent 16 years. She has spent her career at the crossroads of real estate and ESG, having started out as an asset manager. She is a Member of the RICS.

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TESTIMONIALS

“

Thank you so much to the Hillbreak team for an EXCELLENT course today. I learnt so much. Thank you for all your patience with our questions.

“

It was a really valuable session, with some excellent content and delivered in such an engaging way!

“

Just a quick note to say thanks for the brilliant training yesterday. Thought you did really well to keep it lively and engaging.

“

Thank you again for a really great training session. I feel much better equipped to have productive conversations with asset managers and development teams and understanding the calculations behind the yield and hurdle rates was particularly useful.

“

It was a really interesting day and joined up (fairly sizeable) missing links for me.



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