

All you need to know in a rapidly changing field

Retirement Housing

With briefings on:

- Long term projections for the market as a whole and its component sectors
- New developments in assisted living
 - a rapidly expanding market
 - understanding the matrix sectors: Retirement Homes, Close Care, Assisted Living, Supported Living and Communal Living
- Latest thinking on development models
 - Strategies for sites from one acre upwards
 - The core nursing home and satellite model
 - The urban model
 - OpCo/PropCo structures
 - Increasing use of options
 - Competition for sites: who can pay most now? – Different answers in different locations. So what is the value?
 - What's different about London?
 - International and ethnic markets
 - The rural care village and the urban care tower
 - Issues in design
 - Sizes, standards and specifications of units
 - Communal area, sports, recreations and spas
 - Niche opportunities for smaller players
- Latest thinking in the planning arena
 - Maximising the benefit of institutional consent
 - Age restricted social and affordable housing
 - Density and parking
 - What's possible on the Green Belt land?
 - Getting within the assisted living label
- Trends in ownership structures
 - Ownership options – buying or renting
 - Part purchase
 - Try before you buy
 - Tax considerations
 - Alternatives for couples
- Changes in funding arrangements
 - Rising interest rates and hedging structures
 - Deals done in the past 12 months and what they indicate
 - Future outlook
- Current thinking on the relationships of homes and services
- Assessing the need for extra care and retirement villages on a national and local level
- Design for a better future
- Developments and acquisitions across the sector

For all developers, investors, operators of care homes, nursing homes, extra care units and retirement housing, their funders, advisors and agents.

Full documentation will be provided to all delegates and adequate time set aside for questions.

Chair

Jon Chapman

Director, Healthcare
Pinders

Speakers

Dr John Belcher CBE

Chief Executive
Anchor Trust

Neal Best

Analyst - Geographical
Information Analysis
Savills Commercial Limited

David Driscoll

Chief Executive Officer
Signature Senior Lifestyle Ltd

Jon Gooding

Managing Director
Retirement Villages Ltd

Andrew Harrison

Head of Healthcare
Royal Bank of Scotland

Robin Hughes

UK Development Director
Richmond Care Villages

Iain Lock

Director Hotels & Healthcare
Savills Commercial Limited

Anthony Oldfield

Senior Associate, Healthcare
King Sturge LLP



Retirement

Ch

Jon Chapman, Director

Program

New developments in assisted living

Dr Belcher will go through all of the types of housing and care, putting them in the context of existing and future needs of older people and how these different types of housing and support will be funded in the future

- Shifting demographics of older people and what it means for housing, care and support services
- The needs and expectations of the older person of the future and implications for housing providers
- Housing with support, housing with care, care homes – a range of solutions to meet all needs and expectations
- At home: supporting older people to stay in their own homes
- The future of funding for older people's services

Dr John Belcher CBE

Chief Executive
Anchor Trust

Latest thinking on development models

- Strategies for sites from one acre upwards
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Iain Lock

Director Hotels & Healthcare
Savills Commercial Limited

Latest thinking in the planning arena

- Maximising the benefit of institutional (C2) consent
- Density, parking and sustainability issues
- Does the assisted living label help or hinder?
- Changes in social/affordable housing requirements for age restricted housing
- Does a C2 use make development in the Green Belt more likely?

David Driscoll

Chief Executive Officer
Signature Senior Lifestyle Ltd

Design for a better future

- Customer expectations
- Understanding the concept
- Factors influencing the decision making process
- The design process and the team
- Factors determining specification
- Internal and external space
- The spectrum of service and care

Robin Hughes

UK Development Director
Richmond Care Villages

Assessing the need for extra care and retirement villages on a national and local level

- Recent changes in the supply of retirement care accommodation
 - Care homes
 - Extracare accommodation
 - Retirement villages and CCRCs
- The implications of changing demand on a national level
 - Population growth and changes in the housing tenure of the elderly
 - How wealth, health and lifestyle changes affect the preferences of retired people and the accommodation they want to live in
 - What to do at a strategic level to assist in developing suitable accommodation
- Assessing the care home and CCRC need in a

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specific location

- How we would tend to look at local demographic need and change in supply with a view to understanding how to assess what the future demand

Neal Best

Analyst – Geographical Information Analysis

Savills Commercial Limited

Changes in funding arrangements

- Rising interest rates and hedging structures
- Deals done in the past 12 months and what they indicate
- Future outlook

Andrew Harrison

Head of Healthcare

Royal Bank of Scotland

Current thinking on relationships of homes and services

- Getting the spec right – pleasing all the people most of the time
- Providing care services:
 - USP or marketing headache?
 - Interpreting the CSCI rules – where next: Continuing Care Retirement Communities (CCRC)?

Other services

- Restaurants, Spas, Wellness centres – keeping up with the Jones's or long term profit centres?
- Leasehold service charges
 - Profit centre or regulatory minefield?
- Future opportunities

Jon Gooding

Managing Director

Retirement Villages Ltd

Developments and acquisitions across the market

- Who is buying and growing?
- Company purchases – McCarthy & Stone and Pegasus Retirement Homes – what impact has this had?
- What is hot and what is not when it comes to land and geography?
- C2 and C3 land value differences
- SWOT for future development opportunities
- European opportunities and trends

Anthony Oldfield

Senior Associate, Healthcare

King Sturge LLP

Trends in ownership structures

- Ownership options – buying or renting
- Part purchase
- Try before you buy
- Tax considerations
- Alternatives for couples

Robin Hughes

UK Development Director

Richmond Care Villages

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Retirement Housing

Monday, 24 September 2007 Radisson SAS Portman Hotel
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Tel: 020 7208 6000 Fax: 020 7208 6001

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