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TREASURY IN HOUSING

CONFERENCE & EXHIBITION

14 JULY 2020



#NHFVirtual event



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**NATIONAL
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Treasury in Housing 2020

In times of crisis, treasury becomes a critical function to help housing associations address the immediate requirements to maintain business operations, and to ensure the organisation comes back stronger than ever. We've designed an agenda to support you in sharing best practices and knowledge with your peers to ensure you can successfully navigate through the different phases of this difficult period.

This virtual conference will analyse the economic and social environment and how it's impacting your investment decisions and business plans. We'll look at what the impact of coronavirus will mean for treasury planning and what recovery strategies work best in a low interest environment.

What can you expect at a #NHFVirtual event?

They're just like the sector-leading NHF conferences you know and value, with live speakers, rooms for interactive debate and coffee breaks to catch up with colleagues – but streamed live to your browser.

Content

We've created a flexible agenda to allow you to dip in and out of the content as it suits you.

- All the top speakers, expert analysis and case studies you've come to expect from an NHF event
- Live speaker Q&As
- Panel discussions
- Facilitated group roundtables

All the content is available to watch back on demand for three months after the event, so it's flexible around your work commitments.

Networking

We'll make sure that you don't miss out on the networking opportunities that you value. You'll be able to:

- catch-up with colleagues in our virtual networking lounge
- share your ideas, discuss challenges and unpick key topics with speakers and colleagues on the discussion boards
- meet with our partners in the virtual exhibition via instant messenger and video calls

The National Housing Federation is the voice of affordable housing in England. We believe that everyone should have the home they need at a price they can afford. That is why we represent the work of housing associations and campaign for better housing. Our members provide 2.6 million homes for more than six million people. And each year they invest in a diverse range of neighbourhood projects that help create strong, vibrant communities.

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Book your place

housing.org.uk/treasury

020 7067 1066

events@housing.org.uk

New for 2020

- Analyse the impact of macro-economic and political drivers on your treasury strategy
- Hear recovery treasury strategies to manage the impact of coronavirus
- Learn how to maximise your appeal to domestic and international investors as a stable and safe investment opportunity
- Determine how best to balance cashflow and investment priorities in the context of rising regeneration and asset management costs
- Evaluate treasury strategies and new investment vehicles to support your organisation

Book your place at:

housing.org.uk/treasury | events@housing.org.uk | 020 7067 1066

Programme

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09:00 **Opening comments from the chair**

Paul Rickard, Chief Financial Officer, Pocket Living

09:10 **Taking stock in a new economic and political climate**

This session will take us through the dramatic economic and social forces shaping the domestic and international landscape.

- Analysis of the domestic economy as we navigate through the coronavirus outbreak
- Including an exploration into various subjects, from global downturn and unemployment, debt, interest rates and inflation to an extended Brexit transition period
- Overview of the government's investment priorities and housing development strategy

Paul Johnson, Director, Institute of Fiscal Studies

09:55 **Coronavirus update from the Regulator**

Gain up to date guidance from the Regulator on how to tackle coronavirus related treasury issues that are impacting the housing sector and take this opportunity to put forward your questions.

Will Perry, Assistant Director, Regulator of Social Housing

10:30 **Virtual break, chat with other delegates and meet our exhibitors and sponsors**

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A great conference, filled with high calibre speakers and really informative debate.

Greenberg Traurig, 2019

11:00

Breakout sessions and roundtables - please select one option

Panel	Sector update	In conversation with	Peer-to-peer roundtable
<p>Credit ratings for housing associations</p> <ul style="list-style-type: none"> Applying for a credit rating: risks and rewards Assessing the impact of coronavirus on credit ratings Understanding the different methodologies used by different agencies <p>Felix Ejgel, S&P Global Ratings</p> <p>Edward Demetry, Moody's</p> <p>Inés Callahan, Fitch Ratings</p> <p>Chair: John Butler, NHF</p>	<p>Coronavirus and the UK housing market</p> <ul style="list-style-type: none"> Impact on EUV-SH valuations – how have RPs' operations been affected and why has the material uncertainty clause been lifted? What's happening in the housing market around both sales and lettings? What is the impact of the crisis on MV-T valuations? How have valuers' inspections been affected and how have banks responded? What is happening in other sectors, including build to rent, student housing and care? <p>Robert Grundy, Savills</p> <p>Richard Petty, JLL</p> <p>Chair: Helen Grieg, Building Better</p>	<p>Responsive treasury strategies for today's economic and political climate</p> <ul style="list-style-type: none"> Financial planning considerations for the current climate Developing a robust but agile new homes plan to respond to changing market conditions Approach to new funding Identifying refinancing opportunities and managing loans in a low interest rate environment Responding to specific regional economic challenges <p>Imran Mubeen, Bromford</p> <p>Chair: Joseph Carr, MORhomes</p>	<p>11:00 - 12:00 (limited availability)</p> <p>RT1: Property securitisation</p> <p>This session is an opportunity to discuss thoughts, concerns and share experiences in relation to property charging.</p> <ul style="list-style-type: none"> Development and Treasury relationship Charging process Approach to additional borrowing Making best use of secured assets <p>Sara Davies, United Welsh</p> <p>Alison Featonby, Riverside Group</p> <p>Sallyann Jeffrey, CHP</p> <p>Yogeta Partridge, L&Q</p>

12:00

Virtual break, chat with other delegates and meet our exhibitors and sponsors

13:00

Breakouts and roundtables - please select one option

Panel	Sector update	In conversation with	Peer-to-peer roundtable
<p>ESGs and the rise of impact and sustainable investment</p> <ul style="list-style-type: none"> Assessing the likely sustainability roadmap for housing associations and the impact on treasury Overview of ESG market trends, player landscape and upcoming opportunities Outlining the business case for ESGs Setting ESG objectives that maximise impact based on your specific business priorities Outlining how housing associations should express ESG activity to stakeholders Collecting the data to evidence your story <p>Sarah Forster, The Good Economy</p> <p>Gareth Francis, Clarion</p> <p>Drs. Ad Hereijgers, Ritterwald</p> <p>Chair: John Butler, National Housing Federation</p>	<p>What has the coronavirus taught us about stress testing?</p> <ul style="list-style-type: none"> What data and processes need to feed into a holistic stress testing programme? Going beyond regulatory requirements for minimum acceptability levels How well did your previous stress test scenario prepare you for the impact of a pandemic? And how did you cope? What planning and mitigation could've helped housing associations be more prepared for coronavirus? <p>Sarah Smith, Optivo</p> <p>Richard Lloyd-Bithell, CIPFA</p> <p>Chair: Will Perry, Regulator of Social Housing</p>	<p>What are funders and investors looking for from UK social housing clients?</p> <ul style="list-style-type: none"> Grow your understanding of what's important to a range of funders interested in investing in the UK social housing market. An investor view of the UK social housing market: <ul style="list-style-type: none"> challenges and opportunities market trends <p>Fenella Edge, THFC</p> <p>Stuart Heslop, NatWest</p> <p>Jake King Smith, Goldman Sachs</p> <p>Chair: Duncan Brown, Vivid Homes</p>	<p>13:00 - 14:00 (limited availability)</p> <p>RT2: Learnings from the coronavirus impact on your treasury function</p> <ul style="list-style-type: none"> Risk management Treasury teams and new ways of working Supporting your board and the rest of the business <p>Joseph Carr, MORhomes</p> <p>Paul Richmond, Watford Community Housing</p> <p>Paul Rickard, Pocket Living</p> <p>Catherine Ryder, NHF</p>

14:30 **LIBOR to SONIA: How prepared are you?**

- Tracking progress towards agreement on SONIA calculations
- Meeting the sector wide logistical challenge of renegotiating and redocumenting loan agreements within a limited timeframe
- How much protection do loan agreements and clause agreements provide to housing associations?
- Strategies for managing the migration period when LIBOR may become unreliable

Dan Cichocki, Director of Commercial Finance, UK Finance

Tom Paul, Director of Treasury and Commercial, Optivo

Heather Pilley, Regulator/Lawyer, Financial Conduct Authority

15:10 **In conversation with** **Mapping the future**

Join our speakers for an opportunity to reflect and plan upon those themes we discussed throughout the day. As the conference is coming to an end our experts will try and answers some pressing questions:

- What does this new operating environment mean for treasury teams and the investors landscape?
- How can we deliver additionality and how can treasury support that?
- What implications does the crisis have for the role of equity in housing associations?
- What is the sector competitive advantage and how to get stakeholders buy-in?

Anne Costain, Executive Director of Resources, Thrive Homes

Imran Mubeen, Head of Treasury, Bromford

Jake King Smith, Executive Director, IBD, Goldman Sachs

15:40 **End of virtual event**

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place free**

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I attended because I needed to increase my knowledge in this area as a Board member. It was worthwhile not only to get to grips with the current environment but also to appreciate some of the technical aspects that professionals are working with at the moment.

Teign Housing, 2019



Affordable Housing

Our dedicated team of affordable housing experts work with Registered Providers, funders, investors and stakeholders to deliver trusted advice and assurance. We work with our clients to identify and optimise the value of housing assets, so that the assets work harder financially, whilst also ensuring a lasting and positive impact on communities.

We have kept valuing and advising right through the Covid-19 crisis, and retain our full capacity to help you, whilst being at the heart of the conversations with RICS, funders and the Regulator.

Get in touch:

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Content library



Technology in treasury

- Planning your roadmap towards a treasury management system based on a single repository and database of real time information
- Weighing up value for money and the future treasury function
- Treasury technologies delivering innovation
- Best practices in using technology in treasury

Naresh Aggarwal, Associate Director Policy & Technical, Association of Corporate Treasurers

Chair: Gareth Francis, Director of Treasury and Corporate Finance, Clarion



The essential treasurers' toolkit

- Developing your knowledge of your business and cash flows
- Understanding the strategic role of the treasury function and examining current best practices
- Developing treasury specific skills and toolkits
- Useful resources to build your knowledge base

Raj Gandhi, Chief Executive, GGV London

Chair: Anthony Marriott, Head of Treasury - Finance, Peabody



Managing risk of rent arrears

This session will quantify the impact of recent events on rent arrears, such as the coronavirus outbreak and the implementation of Universal Credit, and consider future actions for housing associations to mitigate and manage the financial risk.

Rental income is far and away the sector's main source of turnover. Managing the risks associated with it in an increasingly volatile environment is crucial, both for internal cash flow management purposes and to support external relationship management work with the regulator, lenders, investors and rating agencies.

Emma Conlon, Head of Income Management, PA Housing

Simon Hatchman, Executive Director – Resources, PA Housing

Chair: Sue Ramsden, Policy Leader, NHF



Leading complex and diverse teams

Hear strategies for building diverse and inclusive teams

- Getting to the c-suite: How difficult can it be?
- Attracting diverse talent and nurturing a new generation of leaders
- Diverse thinking during volatile times

Tariq Kazi, Head of Treasury, Optivo
Caroline Stockmann, Chief Executive, The Association of Corporate Treasurers

Chair: Fiona Hathorn, Chief Executive, Women on Boards



MMC trends and securitisation

- What MMC means for the sector
- Considering the funders' appetite for MMC and the impact of this
- Understanding some of the challenges the sector face in relation to MMC
- What is being done to tackle some of these challenges?

Yogeta Partridge, Treasury Solicitor, L&Q
Richard Petty, Director, JLL

Chair: Helen Greig, Project Director, Building Better

Meet your sponsors and exhibitors



An essential part of conference attendance is the opportunity to connect with sponsors and exhibitors to explore services and solutions that can help your organisation deliver its mission and social purpose.

At Treasury in Housing 2020, we've left plenty of time in the programme for you to browse the virtual exhibition, catch-up with leading suppliers, view product demonstrations, download additional content and find out more about their offer.

Pop by the virtual exhibition when it suits you or if you prefer to plan your day, contact the supplier directly to book an appointment.



Richard Petty
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jll.co.uk/residential

Our dedicated team of affordable housing experts work with Registered Providers, funders, investors and stakeholders to deliver trusted advice and assurance. We work with our clients to identify and optimise the value of housing assets, so that the assets work harder financially, whilst also ensuring a lasting and positive impact on communities. We have kept valuing and advising right through the coronavirus crisis, and retain our full capacity to help you, whilst being at the heart of the conversations with RICS, funders and the Regulator.



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Our sector-leading affordable housing team is multidisciplinary and primarily focuses on working with local authorities and registered social landlords, investors and developers active in the social and affordable housing markets. Our services cover debt advisory, treasury management and business planning through our specialist treasury team, Savills Financial Consultants. Our surveying team focuses on development and regeneration, building consultancy, asset management, procurement and cost consultancy, fire risk consultancy, electrical testing and the writing of stock condition surveys, energy studies and surveys.



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m3h.co.uk

M3 products and services help clients to control the cost of building maintenance and housing development with flexible, cost-effective solutions. We cover the whole project lifecycle, from appraisal, development and management. Our products include the M3NHF Schedule of Rates, M3Central and M3Pamwin Plus for quick offer appraisals.

Visit www.m3h.co.uk for more information or contact sales@m3h.co.uk

NATIONAL HOUSING FEDERATION
020 7067 1058
housing.org.uk

Come and say hello to the team at the National Housing Federation stand to browse through and chat about our upcoming #NHVirtual events.

Our team will be on hand to answer any questions you may have and would love to hear your feedback on the event.

The logo for Insubiz, featuring the word "INSUBIZ" in a bold, sans-serif font inside a blue rectangular border with a small square at the bottom right corner.

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Treasury in Housing 2020

14 July 2020 | Virtual Event

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Total payment £ _____

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 If you would like to pay by debit/credit card please tick this box and we will contact you to take payment.

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Cancellations will be charged a £100 cancellation fee per person.
The full fee is payable for any cancellations received after 19 June 2020.

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Please tick the box if you do not wish to receive information about existing and future products and services provided by the National Housing Federation.

DISCLAIMER: This programme is correct at the time of going to press. In the event of one or more of the advertised speakers being unable to attend, for reasons beyond the control of the conference organisers, we reserve the right to make alterations or substitutions to the programme as deemed fit. All timings are provisional and may be subject to change. Views expressed by speakers are their own. The National Housing Federation disclaims any liability for advice given or views expressed by any speaker at the event or in notes or documentation provided for the delegates.