

**Concurrent Session H**  
**Tuesday 1 September**  
**2.25pm – 3.15pm**

**Session 5**

**Examining the UK University Model in a Deregulated Environment**  
**Conal Newland, Martin Hadland**

*JLL*

*Conal Newland is a National Director in the Student Accommodation Services team covering Australasia and brings 10 years sector experience advising both universities and private sector clients. He has extensive experience in valuation and advisory and the acquisition, development, refurbishment, operation, maintenance and disposal of student accommodation.*

*He relocated to Australia at the start of 2013 after having worked in the UK since 2004. His UK experience includes acting on behalf of over 20 top universities on a wide range of valuation and advisory engagements and having completed sales and procurement transactions totalling over 10,000 bedrooms.*

*He recently acted on behalf of Transfield Group on the sale of RMIT Village in Melbourne, the first large-scale operational student accommodation property offered to the market in Australia. The sale completed in February 2014 for \$60 million.*

*He is currently acting on behalf of a number of universities, developers and investors, with both existing operations and groups looking to enter the Australasian market.*

*Martin Hadland currently works in JLL's Student Accommodation team in London, specialising in property advice to the Higher Education sector, student accommodation strategies and transactions.*

*Prior to his current role, Martin spent 15 years as Director of Estates for three London universities.*

The university landscape is on the precipice of change. With uncertainties in the Federal Government, it's possible that the university deregulation measures, advocated by federal Education Minister Christopher Pyne could come into effect by the end of the year.

So how will a deregulated environment impact on campus capital planning, investment and divestment? The potential for deregulation puts pressure on Universities to reconsider its entire business case.

In this session, Martin Hadland, a Director from our student housing team based in London, with 15 years' experience as Director of Estates at three London Universities, will consider the evolution of the student housing PPP sector over the last decade, contextualised against significant deregulation in the UK Higher Education sector. The presentation will:

- Reflect on the reasons why the Universities have entered into these partnerships
- Outline the main characteristics of these deals
- Examine the current funding solutions
- Summarise the changes to the UK University environment over the last 15yrs and any current cutting edge issues
- Review relevant UK case studies

- Look at the evolution of student experience
- Conclude with some procurement tips for partnerships

In addition, our National Director of Student Accommodation Services in Australia will translate the UK experience to the Australian environment and discuss how our universities can leverage the learnings to succeed.