

# LATER LIVING

## URBAN LIVING FESTIVAL

REBECCA SHAFRAN  
TOBACCO DOCK, 27<sup>TH</sup> OCTOBER 2021



**BNP PARIBAS**  
**REAL ESTATE**



Real Estate for a changing world

# A SUBSIDIARY OF THE BNP PARIBAS GROUP



BNP PARIBAS



Located in

71



countries

198,816  
Employees



(187,281 in Europe – December 2019)

## INTERNATIONAL FINANCIAL SERVICES (IFS)

- International Retail Banking
- BNP Paribas Personal Finance
- BNP Paribas Cardif
- BNP Paribas Wealth Management
- BNP Paribas Asset Management
- **BNP Paribas Real Estate**

## DOMESTIC MARKETS

- BNP Paribas Retail Bank in France
- BNP Paribas Fortis
- BNL
- BGL BNP Paribas
- Arval
- BNP Paribas Leasing Solutions
- BNP Paribas Personal Investors

## CORPORATE & INSTITUTIONAL BANKING (CIB)

- Global Markets
- BNP Paribas Securities Services
- Corporate Banking



BNP PARIBAS  
REAL ESTATE



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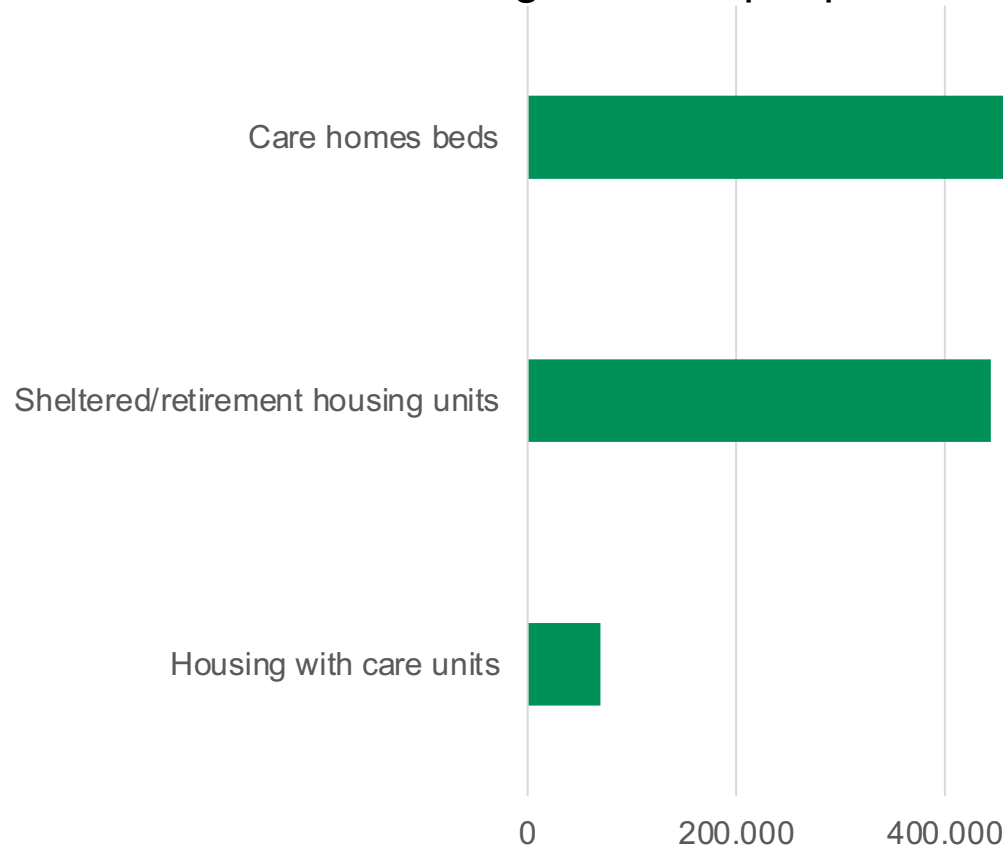
# THE BABY BOOMERS ARE COMING

By 2031  
there will be  
**2.7 million**  
extra over 65s  
in the UK



# AND THERE ARE NOT ENOUGH BEDS

## Housing for older people



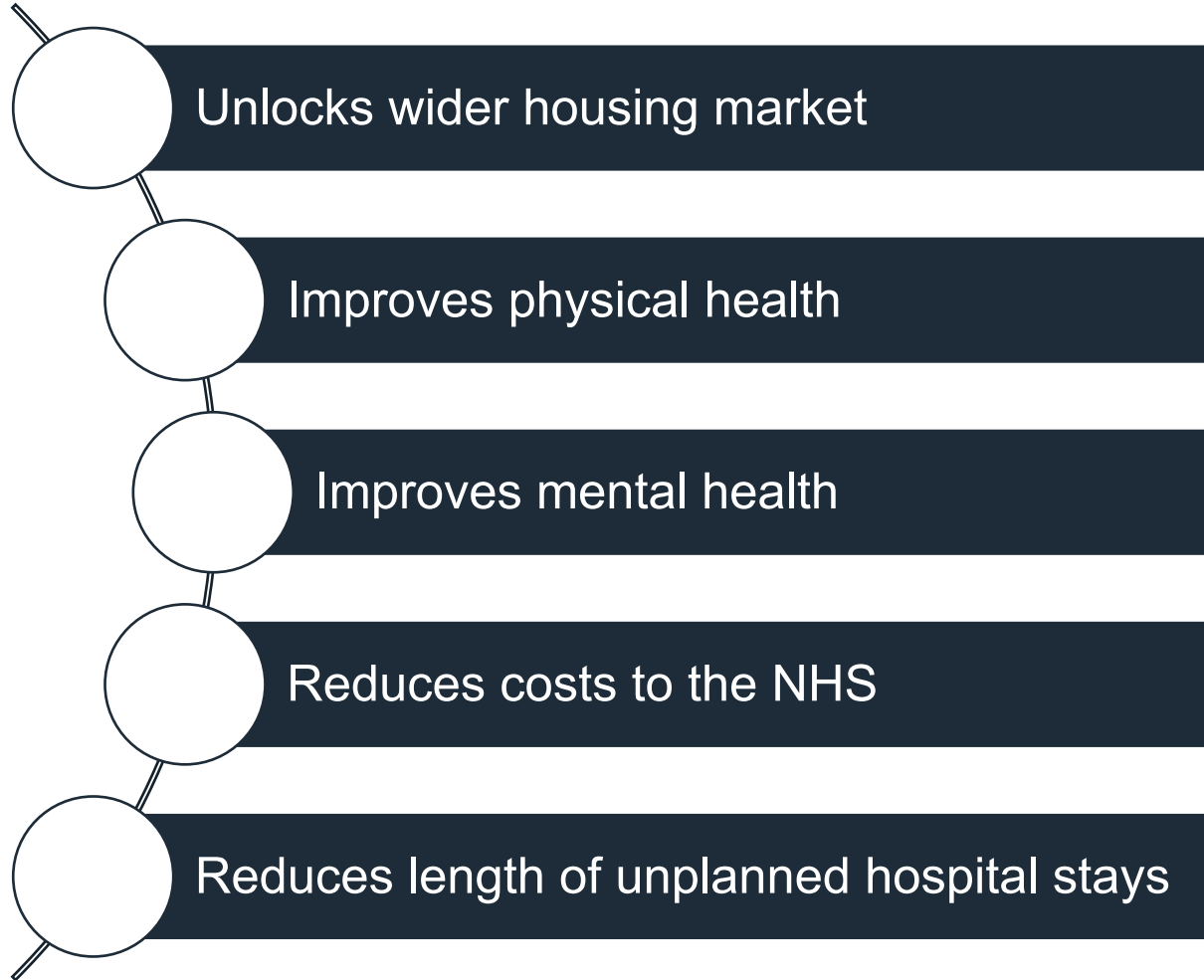
SOURCE: ARCO



**400,000 bed shortfall in purpose built housing for old people by 2035**

# WHY DOES THE QUALITY OF BEDS MATTER?

BENEFITS TO THE SECTOR AND WIDER ECONOMY



# THE ELDERLY CARE HIERARCHY

## PHRASEOLOGY

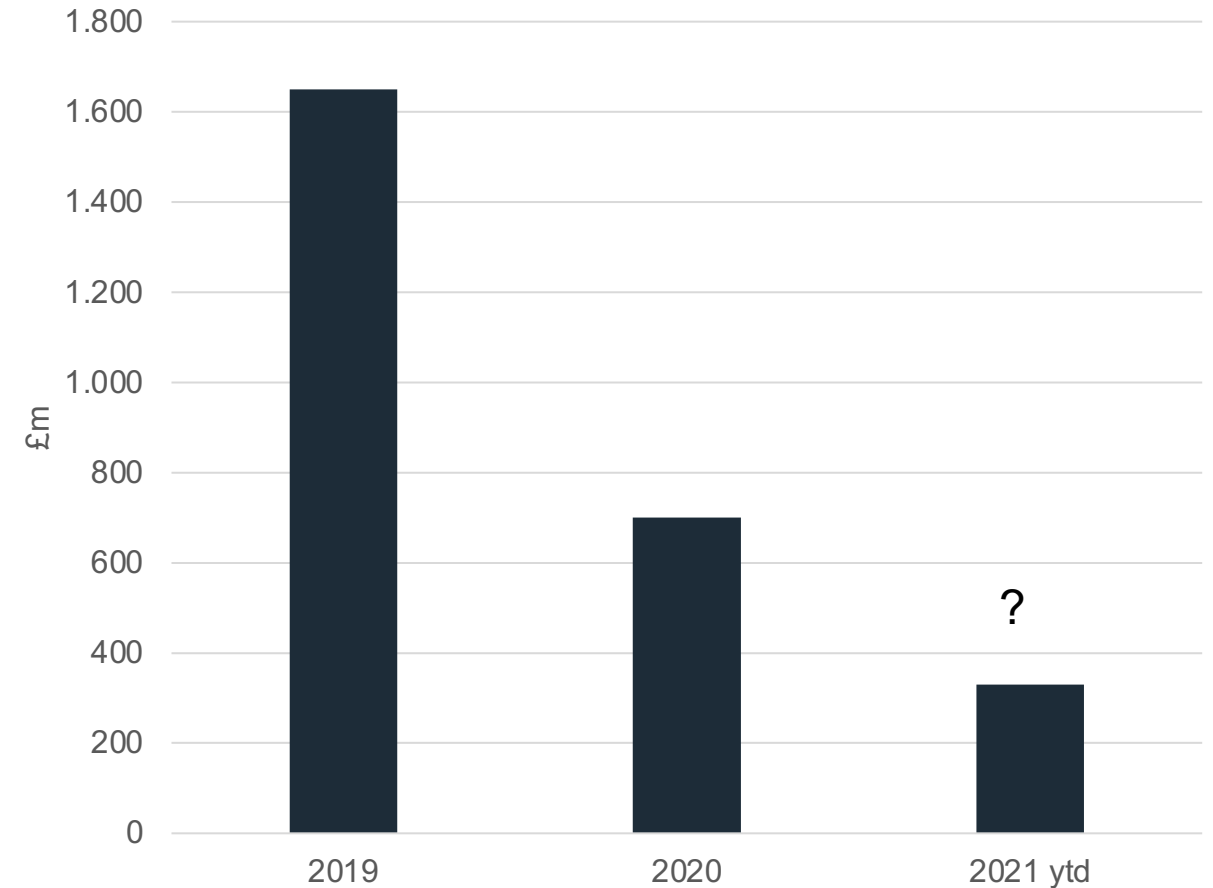


# DEMAND FROM INVESTORS IS GROWING

## SECTOR PROSPECTS IN 2021

Rank	Sector
1	Logistics facilities
2	Retirement/assisted living
3	Co-living
4	BTR
5	Student
6	Affordable housing
7	Healthcare
8	Data centres*
9	Serviced apartments
10	Flex/serviced offices

Total investment into UK Care Homes



# WHO HAS BEEN INVESTING?





# THE PERCEPTION VS. THE REALITY



# THE NEED TO FUTURE PROOF OUR HOMES FOR OLDER PEOPLE

BRINGING LATER LIVING INTO THE 21<sup>ST</sup> CENTURY



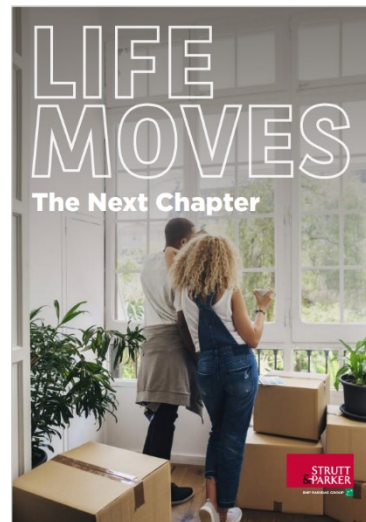
Adobe Stock | #270347229

34% of over 55s own some sort of smart speaker system like an Alexa, and 18% are interested in getting one

24% of over 55s have energy monitors and 40% are interested in getting one

43% of over 55s identified greener/ more sustainable living a motivation for house moving

71% of over 55s identified reducing running costs / Improved energy efficiency as a motivation for moving house



# WHERE DO WE GO FROM HERE?

## Sector challenges:

- shortage of skilled nursing and care workers
- Social care funding crisis
- Living wage increases impacting on operational costs
- Variety of tenure/choice must increase
- A lack of quality stock of care homes in the right locations and older stock is not being replaced quick enough

## Outlook:

- Operators will adapt to rapidly changing environment
- Investor interest will not waiver, across the spectrum of healthcare property
- Expect continued preference from investors for well-located purpose built care homes in modern facilities
- And development pipeline for both care homes and housing with care to continue to rise and grow as more investors look at ways to enter the sector.
- Continued support from government is required for planning, taxation, and support for training and employment





**THANK YOU**

