

# UK Commercial Real Estate: Right Time for HK & Asian Capital



Supported by the [Real Estate Committee](#)

## Speakers:

Andrew Thomas, Head of International Capital Markets -  
London Offices, Colliers

Chris Harvey, Partner, Head of European Real Estate,  
Mayer Brown London

Selina Williams, Executive Director, IP Investment  
Management (HK) Ltd

Tony Horrell, CEO UK & Ireland, Colliers

Moderators:

Nigel Smith, Independent Strategic Advisor, Vice President, Nigel Smith Associates; CRECCHKI

Shaman Chellaram, Chair of BritCham Real Estate Committee; Senior Director Asia, Colliers

## **UK Commercial Real Estate: Right Time for HK & Asian Capital**

The UK, and in particular the real estate sector, has been a key investment destination for Hong Kong and Asian capital. With interest rates and inflation high in the UK and against a backdrop of global geopolitical strain, what opportunities and challenges are there for overseas investors in London and the wider UK real estate sector? How should owners and investors position themselves in the current environment and what should they focus on? Office, development, hotel, build to rent, student accommodation or others? Join us for this timely and in-depth discussion as we hear from experts across the legal and investment advisory fields as to what is actually happening on the ground. We are joined by Tony Horrell (CEO UK & Ireland, Colliers), Andrew Thomas (Head of

International Capital Markets - London, Colliers), Chris Harvey (Partner, Mayer Brown - London and Head of European Real Estate), and Selina Williams (Executive Director, IP Investment Management).

## About the speakers



**Andrew** works in the London Capital Markets Team at

Colliers where he is responsible for international capital moving towards London and the rest of the UK and Europe. He advises a number of investors on sales, acquisitions, joint venture partnerships, asset management and development funding. Andrew graduated from Magdalene College, Cambridge and is an established member of the London Market and has 30 years of experience. He travels extensively around the globe meeting and servicing his clients.

Andrew recently moved to Colliers where he is continuing to service his international (and national) clients throughout London.

He has spoken at numerous events around the world including the Global Capital Markets Symposium in Toronto, The IPF in London, and several REITAS events in Singapore.



**Chris Harvey** is a partner in Mayer Brown's London office and Head of European Real Estate.

Chris has extensive experience of acting for investors, funds, property companies, banks and developers in all kinds of investment, development and finance transactions. In particular, Chris has extensive experience of acting for Asian, US and European investors investing into the UK real estate market. He continues to be one of the most active lawyers in the London market in connection with large London investment and

development transactions. He led on the UK's largest ever office transaction; the acquisition of the "Walkie Talkie" for £1.3 billion by LKK Health Products.

Recommended and ranked as a key individual, peers and clients alike are full of praise for Chris's real estate practice; sources say "He is super, a really good lawyer who is really commercial," and "He is knowledgeable, practical and very experienced in handling large transactions." (Chambers UK 2019). Chris is a "very strong" lawyer who possesses "excellent commercial awareness," (Chambers UK 2018). He is commended for his abilities to "move a transaction forward" (Chambers UK 2017).

Chris joined Mayer Brown in 2012 and was nominated by Times Online as one of the top ten future stars of the City. He was also named in Property Week's '40 under 40' 2015 and 2016 list of rising stars in the real estate sector.



**Selina** heads up IP Investment Management's ("IPIM") Hong Kong business and is group Head of Investment. She is a Chartered Surveyor with 15 years' experience in real estate investment in Europe and Asia, previously working for DTZ in London and based in Hong Kong since 2010. She is currently a Responsible Officer and board director of IPIM. As Group Head of Investment, Selina oversees IPIM's investment strategy, focusing on opportunistic and value add strategies in the Living sectors in the UK and Europe. Selina's recent experience has predominantly been in purpose-build student

accommodation and she has overseen the development and investment management of 12 properties in the UK comprising 2,180 beds with a GDV of approximately £225 million. In 2021 she launched Iberian Student Living, IPIM's first fund investing in mainland Europe. As one of a small number of women in senior management roles within the fund management industry, Selina is keen to see change. This led to her sitting on the Diversity & Inclusion committee of the Royal Institution of Chartered Surveyors Hong Kong from 2016-2019 and she is currently a member of the Women in Business committee of the British Chamber of Commerce in Hong Kong. She graduated from the University of St. Andrews with an MA (Hons) English and holds an MSc in Commercial Property Management from Liverpool John Moores University.





Tony is Chief Executive Officer of Colliers for the UK and Ireland, a role he has held since 2010. He is responsible for the direction and growth of the UK business, which now employs over 1,250+ people across 14 offices. His focus is on accelerating clients' success locally and internationally through an enhanced level of service, whilst also retaining and recruiting some of the best talent in the commercial property sector.

Tony is a member of Colliers EMEA Board which sets the vision and strategy for the company.

Tony is an experienced real estate industry professional, with over 40 years' experience and extensive knowledge. He has a proven track record of growing businesses and shows a passionate commitment to providing clients with exceptional service. He started in the property industry through a graduate scheme and has a deep level of experience in the London office market and the international capital real estate markets.

About the moderators



**Nigel** is an Independent Strategic Advisor based in Hong Kong with 33 years' real estate experience across Asia. He is a specialist in asset and portfolio management, handling many mixed use and super tall office towers in the region. Previously he worked as the Managing Director of Colliers Hong Kong and before that with CBRE and JLL.



**Shaman** has 19 years' experience in the real estate industry across Asia and Europe. As Senior Director | Asia at Colliers, he advises clients across the hotel & commercial real estate sectors in Hong Kong and key international markets. He works with hotel owners, operators, family offices, PERE funds, developers and other investors. He is Chair of BritCham's Real Estate Committee, part of the ULI Hospitality Development Council and a member the China Real Estate Chamber of Commerce Hong Kong & International Chapter. He is licensed under the Hong Kong Estate Agents Authority, qualified in 'Hotel Real Estate Investments and Asset Management' and is co-founder of YAMA Foundation ([yamahk.org](http://yamahk.org)).

## **Event Organisers**



The British  
Chamber of Commerce  
in Hong Kong  
香港英商會



全國工商聯房地產商會 香港及國際分會有限公司  
China Real Estate Chamber of Commerce Hong Kong and International Chapter Limited

**This event is hosted by Jeremy Sheldon.**

*Ticket includes a full hot English breakfast buffet.*

**Please note that Business Attire is required by the Hong Kong Club - collared shirts must be worn by men, and jeans, sandals and sports shoes are not permitted. To see the full list of club rules on dresscode, please [click here](#).**

**Pricing**

- Start-up Member: HK\$440
- Member: HK\$550
- Non-Member: HK\$680

## Terms & Conditions

- Reservations in advance are required. Please consider your booking confirmed unless notified otherwise.
- Cancellations must be made in writing 24 hours prior to the event. No shows will be charged.
- This event is closed to the media.
- The event will be cancelled if the No.8 Typhoon signal or the Black Rain Storm warning is in force.
- By attending this event, you agree to be photographed, recorded, and/or filmed and give permission to use your likeness in promotional and/or marketing materials.
- For further information please email [catherine@britcham.com](mailto:catherine@britcham.com)
- All payments for this event need to be settled by credit card through PayPal. Please note you do not need a PayPal account to complete payment.