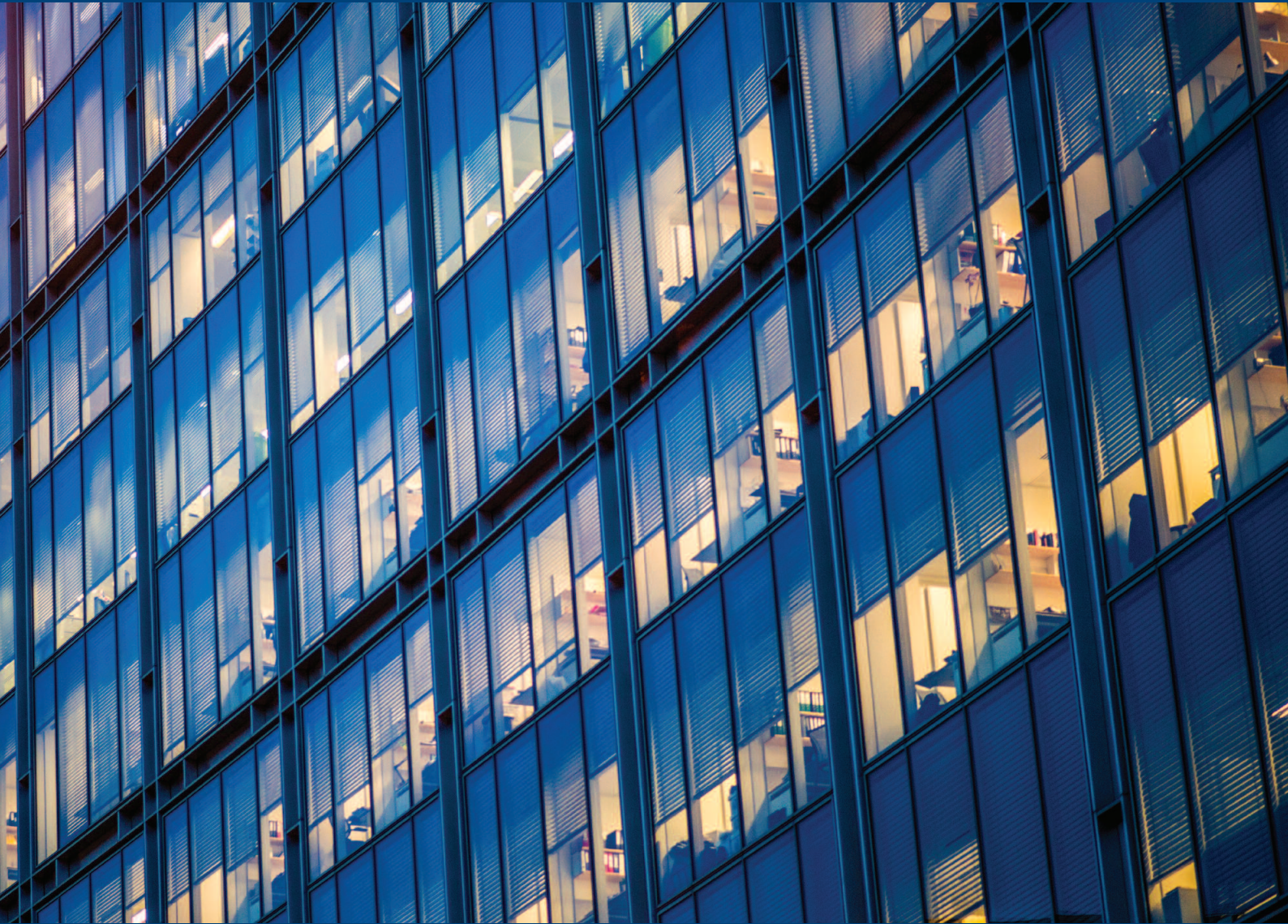




Investment
Property Forum



Report & Accounts 2015

IPF Research Programme Sponsors

The IPF Research Programme is an important provider of high-quality, independent research focused specifically on property investment. We can only continue to fulfil this role due to the support of our 21 research sponsors. We are very grateful to this group of companies for their support of the 2011-2015 Programme.



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Vice Chairman

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Honorary Treasurer

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Michael Boggis
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Phillip Nelson

Sir John Ritblat

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Robert Clarke

Andrew Hynard

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Sir Idris Pearce

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Chief Executive

Roseanna Allnutt

Admin Assistant

(from March 2015)

Barbara Hobbs

Events Manager

Cormac Watters

Membership Co-ordinator

(from August 2014)

Pam Craddock

Research Director

Cheryl Collins

Membership Co-ordinator

(until August 2014)

Jenny Hooper

Accounts Manager

Frankie Clay

Associate Director

Lois Fidler

Seminar Co-ordinator

(until August 2014)

Robbin Mackey

Seminar Co-ordinator

(from August 2014)

Report from the Chairman

It has been a great honour to serve as Chairman of the Investment Property Forum over the past 12 months, a period that coincided with a huge upswing in values and transaction volumes in the property investment market. The IPF has been busy too, as is apparent from the impressive range of activities and initiatives outlined below.

One project that consumed many hours of the IPF Executive's time this year was the complete overhaul of the Forum's website, supporting library of seminar and research material and the membership database. Other services, such as eNews, have also been upgraded substantially. I should like to thank Frankie Clay for project managing the transformation, the rest of the Executive for the hours spent on specifying and testing the new systems and members of the Website Core Group, chaired by Andrew Brazier, for their help in designing the look and functionality of the replacement website. I am sure you will agree that the new website is a great improvement on its predecessor!

Last year's annual report outlined a number of events and new initiatives established to mark the 25th Anniversary year. One of the events, the Midlands party, actually took place within this financial year and 125 members and their guests enjoyed a balmy June evening listening to the music of the 'Jilted Wasps'. As regards the more serious 25th Anniversary enterprises, this year saw the formation of the Net Effective Rents Implementation Steering Group, under the chairmanship of Paul McNamara, in order to progress the changes required to create headline and net effective rental series to the benefit of the industry. This is a long-term project but considerable progress has already been made.

Last year, the IPF agreed, alongside INREV and the Society of Property Researchers (SPR), to provide annual funding for the Nick Tyrrell Research Prize, set up to recognise innovative and high-quality applied research in property investment. The closing date for 2015 submissions was 31 May and I am delighted to say that over 30 papers have been received, compared with 23 this time last year. The judging panel is going to be busy over the summer! The IPF would like to thank both Robin Goodchild, who stepped down as chairman of the judging panel last year, and his successor, Paul McNamara.

The IPF has also awarded six £500 dissertation prizes to university postgraduate property investment and/or finance courses recognised by the IPF. We hope to award more during 2015-16. We would also welcome submissions for IPF recognition from other universities that are providing courses meeting the required criteria and subject to approval by the IPF Education Strategy Group, chaired by Guy Morrell.

Membership

Our membership continues above 2,000 thanks to the combined efforts of the Membership Committee, chaired by Chris Carter Keall, the regional boards and the Next Generation Group, led by Vicky Skinner.

The Next Generation Group, which is aimed at people with 5-15 years' experience in the industry, has around 400 members and the committee has organised a number of events this year including an inaugural seminar with the SPR on the implications of the General Election, site visits to Monument Place, 'Cheesegrater' and King's Cross, breakfasts for those 'not at MIPIM or Expo Real' and networking evenings with guests speakers, Mike Hussey, Max Sinclair, and Guy Fraser-Sampson.

After holding the annual membership subscription fee at £195 for five years, the fee was increased to £215 for 2015-16, reflecting increasing costs, not least the recruitment of a new admin assistant. However, the 50% discounted rate for those members who are in academia, have retired or are between jobs remains in place.

IPF Research Programme

The IPF Research Programme underpins much of the Forum's activities and outputs. The delivery of objective and high-quality market analysis that addresses both fundamental and topical issues, of relevance to IPF members and the wider property industry, whilst maintaining stringent standards of quality and robustness, remains a crucial function of the Forum.

We thank the 22 organisations listed in the table below that provided financial support to the 2011-15 Programme.

IPF Research Programme 2011-15 Sponsor Organisations

Aberdeen Asset Management	Grosvenor Group	M&G Real Estate
Aviva Investors	Hammerson	Nabarro
Berwin Leighton Paisner	Investment Property Databank	Real Capital Analytics
BNP Paribas Real Estate	JLL	Scottish Widows Investment Partnership <i>(became part of Aberdeen Asset Management in 2013)</i>
The British Land Company	Kames Capital	Standard Life Investments Ltd
CoStar UK	LaSalle Investment Management	Strutt & Parker
Deloitte	Legal & General Property	Wells Fargo International Bank
GIC Real Estate		

The Programme is run by the Research Steering Group, under the chairmanship of Alan Patterson, together with the Forum's Research Director, Pam Craddock.

The IPF produces a number of regular reports throughout the year, including:

- The quarterly UK Consensus Forecasts of rental and capital value growth and total returns;
- The half-yearly Consensus of European prime office market rents; and
- The annual survey of 'Institutional Attitudes to Investment in UK Residential Property'.

Publication of the half yearly Commercial Property Market Monitor (in conjunction with Lloyds Banking Group) ceased this year due to Lloyds rationalising the number of surveys it conducts across the bank.

In addition to the regular surveys, the following reports from the Programme (listed in chronological order) were published during 2014-15:

Short Papers Programme

- Implications for Property Yields of Rising Bond Yields
- Zombies and Beyond: A Further Update on UK Real Estate Debt
- Residential Investment in International Markets
- A Review of Interest Rate Hedging in Real Estate
- What Constitutes Property for Investment Purposes? A Review of Alternative Real Estate Assets

Full Reports

- Time to Transact: Measurement and Drivers
- Estimating Liquidity in Real Estate Markets – Literature Review
- Liquidity in Commercial Property Markets Summary Report

- Liquidity Pricing of Illiquid Assets
- Prospects for Institutional Investment in Social Housing

The Forum would like to thank all contributors to the research projects for their on-going support, including those who have served on project steering groups.

All completed research reports are available to members to download from the IPF website.

Research Programme refinancing

The current Research Programme expired at the end of April 2015. Over the last year, Research Director, Pam Craddock, and others have been working hard to secure funding for the 2015-18 Programme. To date, 20 organisations have committed to sponsoring the Programme for three years. It is gratifying to note that over 50% of these organisations are sponsors of the 2011-15 Programme.

Education

The programme of seminars and lectures in London, organised by the CPD Group, chaired by Andrew Hynard, and those in the regions, organised by their respective Boards, covered a wide range of topics.

In addition to the purely IPF events, we ran joint events with a number of industry organisations including the Association of Property Lenders (APL), the Association of Real Estate Funds (AREF), the British Property Federation (BPF), the Commercial Real Estate Finance Council (CREFC) Europe, the Industrial Agents Society (IAS), the Leisure Property Forum and the Society of Property Researchers (SPR). We also ran four quarterly update breakfasts jointly with IPD.

This year saw two IPF/INREV/SPR evening seminars for the presentations of the 2013 and 2014 Nick Tyrrell Memorial Prize papers. The 2013 winning paper (from a team at Maastricht University) on 'A Global Perspective on Pension Fund Investments in Real Estate', was presented in May 2014, while the 2014 prize-winner Paul Schneider from QIC presented his paper on 'Price Discovery in UK unlisted real estate funds' in late November.

The annual IPD/IPF Property Investment Conference also took place in November 2014. Badged, 'Riding the new wave – risk, return and regulation in the latest real estate cycle', the event was chaired by Robin Goodchild. The keynote speaker was Gerard Lyons, Chief Economic Advisor to Mayor of London, Boris Johnson, and the after-dinner slot was filled by Robert Peston.

A further benefit of membership of the Forum, which we are pleased to continue is the availability of a number of discounts on industry journals (e.g. Property Investor Europe (PIE) and the Journal of Property Research), and educational events including the SPR/University of Cambridge Property Research Course, Real Estate Analyst Courses by Bayfield Training and various one-day conferences run by Estates Gazette and others.

The IPF Investment Education Programme (IEP), run by the Institute of Continuing Education (ICE), a department of the University of Cambridge, continued to develop under the direction of the joint IPF/Cambridge University Programme Advisory Committee, with the support of the IPF Academic Group, chaired by John Story. Nine diplomates received their certificates at the presentation prior to the Annual Lunch in January and the winners of the John Whalley Prize for best overall performance in the Diploma and the IEP Module Prize were Paul Lewis and Pamela Rarity respectively. The new diplomates, along with other IEP alumni, were then invited to the IPF IEP Alumni event in September, kindly hosted by Nabarro.

ICE has served notice to terminate its agreement with IPF from the beginning of October 2015. I should like to thank ICE for the professional way that it has run the IEP on the Forum's behalf over the last six years. I am delighted to announce that the University of Reading has agreed to take over the Programme's administration.

The IPF ran a formal session at the inaugural MIPIM UK in October last year. The event, chaired by Andrew Smith, with speakers Paul Clark, Graham Parry and Alan Patterson, was then re-run for IPF members a month later.

Early last year, the IPF was invited to write the property investment module of the Taxbriefs' Chartered Insurance Institute online CPD centre. Many thanks to Sue Forster, Guy Morrell, Andrew Smith and John Story for putting together this material, which has since been updated on a quarterly basis.

IPF Dinner and Lunches

As in previous years, the IPF held formal lunches and dinners in London and the Midlands region. The success of the dinners in Scotland and Manchester during the IPF's 25th Anniversary year laid the foundation for similar events in September and November 2014 respectively. We hope that these will now be regular fixtures in the IPF calendar.

Special Interest Groups

The Forum's Special Interest Groups (SIGs) offer a focus for emerging interests within the investment property industry. Their activities include identifying key areas for research and engaging with the IPF Research Programme; the origination of guides and other information; the provision of seminars and workshops for IPF members and other interested parties; and engagement with the wider industry and government on their areas of specialisation.

The Residential Group (chaired by Robin Goodchild) ran several seminars during the year, not least a discussion as to the achievements of the DCLG's Private Rented Sector Taskforce in promoting more institutional investment in the PRS, with Andrew Stanford, the then director of the Taskforce, as one of the speakers. The Group is also providing expertise to the social housing research project being undertaken through the IPF Research Programme. Currently, various members of the Group are compiling a paper on viability issues around 'build to rent' and working with others in the industry in reviewing/improving residential investment indices, including direct collaboration with IPD.

Members of the IPF/IIGCC Sustainability Interest Group, chaired by Miles Keeping, have been actively engaging with government including a detailed response to the consultation on the implementation of the Energy Act 2011 provision for energy efficiency regulation of the non-domestic private rented sector (Private Rented Sector Minimum Energy Efficiency Standard (MEES) Regulations (Non – Domestic) (England and Wales)). The Group organised a number of seminars in the year, including the joint event with AREF, which looked at sustainability reporting for fund managers.

The International Group, which is chaired by Ben Sanderson, has been engaged in three projects taken forward by the IPF Research Programme. The research report from one, 'Residential Investment in International Markets', was published this year and the other two will be launched at the IPD/IPF conference this November.

The Indirect Investment Group, chaired by Graeme Rutter, also ran seminars this year (including joint event with AREF) and members of the Group contributed articles to Investment Property Focus. Two members of the Group are also members of the new 'End-of-Funds Group', chaired by Deborah Lloyd, which has been established by AREF, INREV and IPF to look at issues arising as funds reach their end date.

After a lull last year, Phil Ljubic has taken over the chair of the Property Derivatives Interest Group (PDIG), from Paul Ogden and the Group was reformed in March this year.

Working Groups

The IPF has a number of working groups at any one time, some of which are permanent, such as the Regulation & Legislation Group, chaired by Ros Rowe. Members of the Group contributed to IPF responses to consultations during the year, in liaison with other relevant industry organisations, on matters including 'BEPS Action 4: Interest deductions and other financial payments' and the Bank of England discussion paper on 'Should the availability of UK credit data be improved?' There was also a joint BPF/IPF discussion with the Financial Conduct Authority (FCA) in respect of European Union regulation on derivatives (EMIR) reporting requirements.

Other active groups this year include the Website Core Group, which provided input to the design and functionality of the new IPF website, and the aforementioned Net Effective Rents Implementation Steering Group.

The IPF cross-industry, Protocol Group, established in the summer under the leadership of Martin Moore, issued new guidance on good practice to ensure transparency in property investment sales and acquisitions in November. The 'Protocol: Open Market Investment Agency' focuses on how investment agents should deal with multiple introductions to investment properties and instances of 'dual agency' when they are approached to act on a proposed acquisition when they are already instructed by the vendor. Signatories to the guidance already include major investment agency firms, fund managers and investors. The RICS has also confirmed its support for the initiative.

The Financial Adviser Guide Working Group, chaired by Sue Forster, has completed a new edition of 'Understanding Commercial Property Investment: a Guide for Financial Advisers', last published in 2007, and this will be launched on 11 June at a joint event with the Personal Finance Society (PFS).

Other Industry involvement

Property Industry Alliance (PIA)

The Forum continues to work alongside its fellow members of the PIA, comprising the Association of Real Estate Funds (AREF), the British Council for Offices (BCO), British Council of Shopping Centres (BCSC), the British Property Federation (BPF), The Investment Association (formerly the Property Committee of the Association of British Insurers (ABI)), the RICS and the Urban Land Institute (ULI).

The PIA members collaborate as a whole or in groups, as appropriate. Collectively, the Green Property Alliance (GPA), which is part of the PIA, worked on a major report, 'Energy and carbon incentives and penalties affecting the built environment: how effective are they?', which was published in 2014. The PIA also published the 2014 edition of the pocket-sized, Property Data Report, copies of which were available at MIPIM UK. Other PIA groups cover areas such as the REIT regime and industry research.

The PIA Debt Group is being relaunched to progress a number of the recommendations in 'A Vision for Real Estate Finance in the UK', a report by a cross-industry group which was sponsored by the IPF in 2014. The 2015 edition is now in preparation.

The IPF consults regularly with other PIA members, e.g. prior to submitting responses to government and other consultations. The revised organisational structure of the PIA, with regular meetings of the members organisations' chief executives and an annual board meeting with respective presidents and chairmen also present, should facilitate industry co-operation still further.

Asian Association for Investors in Non-listed Real Estate Vehicles (ANREV)

This year, we have been developing a closer relationship with ANREV, the sister organisation to INREV in Europe. Outputs from this collaboration include Japanese and Korean translations of a 3,000-word summary of the IPF's 'Size and Structure of the UK Market' research report and the distribution of the quarterly UK Consensus Forecasts to Chinese ANREV members.

European Real Estate Forum (EREF)

Sue Forster, in her capacity as IPF Chief Executive, is a member of EREF, which now boasts 30 member organisations from across Europe. The Forum enables exchanges of views on topics such as Solvency II, and the implementation of the Alternative Investment Fund Managers Directive (AIFMD) and Long-Term Investment Funds (LTIF). A number of EREF members, including the IPF, hosted a seminar 'Building the Real Economy' in Brussels at the beginning of November. The event was aimed at EU policymakers to highlight the importance of real estate to the European economy. EREF also sought the re-establishment of the URBAN Intergroup with an greater focus on property. I am pleased to say that the Intergroup was confirmed in December for the period 2014-19.

Thanks

I should like to thank the members of the Operational Board and Strategic Advisory Group for their support during my year in office. Special thanks go to Chris Morrish and Michael Stancombe who will be stepping down after three years and eight years respectively from the Strategic Advisory Group (and formerly the Management Board) in June. The IPF staff have also asked me to thank Michael on their behalf for his help and engagement during the period that he was the IPF non-executive director responsible for staff liaison. Chris Carter Keall will be stepping down from the Operational Board but will remain on the Strategic Advisory Group. I should like to thank him for his contribution, not least in his capacity as chair of the Membership Committee.

My thanks go to all the regional board members who continue to do a great job in terms of recruiting new members and organising seminars and other events in their respective regions. This year saw a change of chairman in Scotland and the Midlands, with Jason Baggaley stepping down and being succeeded by Fraser McPhail in the former and James Cubitt succeeding Tim Hurdiss in the latter. Roy Beckett continued as chairman in the Northern region.

The Acknowledgements section at the end of this report lists all IPF committees and groups members. They are essential to the provision of the IPF's wide range of seminars, lectures, and social events etc. and I should like to thank all of them for devoting so much time and effort to Forum matters.

We are very grateful to all the event sponsors, the organisations that have generously hosted events on our behalf and the individuals that have been speakers, panellists and chairmen at our events. Their names are also listed in the Acknowledgements section.

Many thanks go to Paul McNamara for undertaking a comprehensive review of the operation of the IPF and to all those who agreed to be interviewed by him during the preparation of his report.

Last, but by no means least, I should like to say thank the IPF Executive; Sue Forster, Pam Craddock, Frankie Clay, Barbara Hobbs and Jenny Hooper, together with: Cheryl Collins, who stepped down as Membership Co-ordinator and has been replaced by Cormac Watters; Lois Fidler, previously our Educational Events Manager, who has been replaced by Robbin Mackey; and Rosanna Allnutt, who joined the team in March 2015 as IPF Admin Assistant.

It just remains for me to offer my best wishes to my successor, Chris Ireland, and his vice chairman, Ciaran Carvalho. Under their leadership, I know the Forum will be in excellent hands.

Max Sinclair

Chairman

June 2015

Report from the Treasurer

The year has seen a new website launched with a more searchable database of research papers and presentations, together with a new membership database. These costs were budgeted back in the 2013-14 year but development and implementation of both fell predominantly within this financial year, with £49,732 hitting the profit and loss account. The project costs were approved as being very much one off and the board agreed they could be paid for out of reserves. You will see them appear in the accounts against note 4. The membership database and website are up and running and material is being coded and uploaded onto the latter.

Following a major review of operations of the IPF in autumn last year, the board agreed that the executive team should grow by one person (recruited in March 2015), which in turn means a slightly larger office. This is needed to keep pace with the growing workload of the IPF and its research programme. The ongoing additional cost has unfortunately meant we have had to increase the membership fee to £215. This is up from £195, which has been held for the last five years now, so this rise in fees really is under 2% per annum increase. It still represents a bargain when the value of CPD and networking and research is taken into account.

The budget for 2014-15 was set to show a break even position but from the accounts you will see an outturn loss of £38,431. However, if the £49,732, discussed above, is taken out of the revenue line and into capital, the result for the year would show a slight surplus.

Looking forward, the increased operational costs require the membership to grow further as this is our main income generator. The forecast over the next few years is that we will dip into deficit for two years before returning to surplus once membership levels increase over time.

As we lose around 100 members each year through retirement, career change etc., this means 150 new members are needed to hit the net 50 uplift. Everyone's efforts are therefore encouraged to grow the membership through the many diverse facets of our industry. Take a moment to think about your contacts and who would benefit from being an IPF member.

My life is made easy by the hard work of the executive management who run a tight ship. The Membership Committee and the Next Generation Committee are all working very hard to hit these targets but I know will not turn away any offers to assist in growing the membership base. So please make an effort where you can.

Philip Ingman
Honorary Treasurer

June 2015

Acknowledgements

We would like to thank the following individuals:

Regional Boards

Midlands

James Cubitt
(Chairman from October 2014)
Tim Hurdiss
(Chairman until October 2014)
David Allen
Andrew Brazier
Matthew Hannah
Mark Johnson
Damian Lloyd
Kitty Patmore
Gary Rouse
David Smith
Mark Vernon
Adrian Watson
Darren Williamson

North

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(Chairman)
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Paula Dillon
Jeffrey Gillbanks
Matthew Jones
Robert Millington
Richard Pellatt
Andrew Quinlan
Steve Robson
Ian Sherry
Simon Smethurst
Jason Stowe
Neil Sturmeay
Henrie Westlake

Scotland

Fraser McPhail
(Chairman from March 2015)
Jason Baggaley
(Chairman until March 2015)
Andy Armstrong
Thomas Elviss
Paul Findlay

Colin Finlayson
Scott Howie
Brian Hutcheson
Simon Kinnie
Alastair Ness
Steven Newlands
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Stuart Tait
Kenneth Waitt

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Frankie Clay
Charles Follows
Sue Forster
Ben Sanderson
Gary Sherwin
Karen Sieracki
John Story

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Andrew Brazier
Sue Forster
Andrew Hynard
Philip Ingman
Mark Johnson
Fraser McPhail
Richard Pellatt
Bryan Sherriff
Ian Sherry
Juliet Thomas
Cormac Watters
Stewart Womersley

Research Steering Group

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Richard Barkham
Gerald Blundell
Anne Breen
Mark Callender
Peter Clarke
Pam Craddock
Steven Devaney
Sue Forster
Malcolm Frodsham
Richard Gwilliam
Claire Higgins
Colin Lizieri
Rob Martin
Jon Neale
Ben Sanderson
Andrew Smith
Edward Trevillion

Other Committees

Academic Group

John Story
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Mark Charlton
Frankie Clay
Bob Dyson
Sue Forster
Andrew Hann
Max Johnson
Ian Marcus
Philip Nell
Mark Pendower
Dominic Reilly
Ben Sanderson
Karen Sieracki

CPD Group

Andrew Hynard
(Chairman)
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Ciaran Carvalho
Laura Chapman
James Fairweather
Charles Follows
Sue Forster
John Gardiner
Lynette Lackey
Robbin Mackey
Shelagh McKibbin
Michael Morris
Christopher Perkins
Karen Sieracki

Next Generation

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Charles Archer
Chris Bampton
Charlie Batten
Felicity Beasley
Matthew Bird
Julian Carey
Paul Crosbie
Tom Davies
Lois Fidler
Sue Forster
John Gardiner
Lindsey Hammond
Nicholas Jenkins
Peter Kirk
David Lebus
Oliver Lovat
Kitty Patmore
Shailendra Shah
Lee Sheldon
Cormac Watters
Stewart Womersley

Current Working Groups

Financial Advisers Guide

Sue Forster
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Kerry Baronet
David Brown
Mark Clacy-Jones
Ben Dimson
Mark Hutchinson
Emma Long
Philip Nell
Melville Rodrigues

IPF Protocol

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Gordon Aitchison
David Allen
Jason Baggaley
Rupert Clarke
David Erwin
Sue Forster
Dean Hodcroft
Simon Hope
Stephen Hubbard
Chris Ireland
Peter MacColl
Mark Morgan
Chris Morrish
Imogen Moss
Fiona Rowley
James Watson
Chris Taylor

Net Effective Rents Implementation Steering Group

Paul McNamara
(Chairman)
Geren Abraham
Paul Broadley
Ian Cameron
Neil Crosby
Ian Cullen
Steven Devaney
Sue Forster
Malcolm Frodsham

Lorraine Howells
Claire Magowan
Peter O'Brien
Alan Patterson
Matt Richardson
Nigel Roberts
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Gareth Thomas
David Tudor

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Adrian Brown
Jonathan Cantor
John Condliffe
Sue Forster
Miles Keeping
Shailen Majithia
Paul McNamara
Brian Phelan
Robert Short
Shirley Smith

Solvency II

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Karen Sieracki
David Skinner
Marieke Van Kamp

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John Dear
Alex Dewey
Sue Forster
John Gardiner
Matthew Howard
Philip Ingman
Simon Mallinson

Simon Summerby-Bent
Oliver Swallow
Juliet Thomas
Clare Thomas

Special Interest Groups

Indirect Property Funds Group

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(Chairman)
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Dan Batterton
Justin Brown
James Cooksey
Justin Cornelius
Stephen Elliott
Charles Ferguson Davie
John Forbes
Sue Forster

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Sue Forster
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David Jackson
Noel Manns
Andrew Smith
Michael Stancombe
Robert Stassen
Jonathan Thompson
Mark Titcomb
Neil Turner
Andy Watson

PDIG Advisory Committee

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(Chairman from February 2015)
Paul Ogden
(Chairman until February 2015)
Adam Alari
Stephen Ashworth
Bill Bartram
Kelly Cleveland
Christian Csomos
Sue Forster

Steven Grahame
David Hedalen
Helen Hermant
Luke Layfield
Emma Long
Mark Long
Jon Masters
Alex Moss
Kate Pedersen
Matthew Richardson
Ken Soh

Residential Investment Group

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Adrian Benedict
Tony Brown
John Carleton
Richard Donnell
Charles Fairhurst
Sue Forster
Stafford Lancaster
Dominic Martin
Kiran Patel
Peter Pereira Gray
Cathryn Vanderspar
Jean-Marc Vandevivere

Sustainability (with IIGCC)

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(Chairman)
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Tatiana Bosteels
Christopher Brigstocke
Tim Coffin
Siobhan Cross
Louise Ellison
Linda Fletcher
Sue Forster
William Gloyn
Alex Hill
Paul McNamara
Philip Parnell
Richard Quartermaine
Nina Reid

Seminar chairmen, speakers and panellists

Matthew Abbott	Sally Duggleby	Glynn Jones	Alistair Ray
Dougie Adams	Paul Edwards	Mat Jones	Nina Reid
Andrew Allen	Piet Eichholtz	Matthew Jones	Dominic Reilly
Nigel Almond	Louise Ellison	Jeremy Kelly	Jeremy Richards
Henry Angell-James	Marnix Elsenaar	Michael Kenney	Paul Richards
Philip Bach	Sean Escott	Simon Kinnie	Christopher Richmond
Jason Baggaley	Kieran Farrelly	Anne Koeman	Marcus Roberts
Andrew Banks	Rosemary Feenan	Nils Kok	Steve Robson
Guy Barnard	John Feeny	Lynette Lackey	Philip Ross
Graham Barnes	Matthew Fellows	Mark Lee	Andrew Round
Andrew Baum	John Forbes	Benjamin Lesser	Graeme Rutter
Roy Beckett	Robert Fowlds	Colin Lizieri	Roger Sadewsky
Jonathan Beilin	Guy Fraser-Sampson	Mark Long	Ben Sanderson
Adrian Benedict	Peter Freeman	Michael Lynagh	Nick Sanderson
Tim Beresford	Malcolm Frodsham	Nick Mansley	Savvas Savouri
Neil Blake	John Gellatly	Andy Martin	Nicholas Scarles
Walter Boettcher	John German	Rob Martin	Paul Schneider
Ashley Branch	Mark Gerold	Simon Martin	David Scofield
Andrew Brazier	Pete Gladwell	Dominic Martin	Richard Shepherd-Cross
Alistair Brown	Ian Goldsworthy	William Maunder Taylor	Karen Sieracki
Ellen Brunsberg	Robin Goodchild	Bill Maxted	Max Sinclair
Stuart Buchanan	Andrew Gordon	Fraser McPhail	Neil Slater
Mark Callender	Ian Green	Howard Meaney	Abby Smart
John Carleton	David Green Morgan	Bob Mogford	Andrew Smith
Dave Carroll	Rob Groves	Mahdi Mokrane	David Smith
John Cartwright	Sandy Gumm	Ian Monks	Andrew Stanford
Laura Chapman	Matthew Hannah	Alex Moss	Ed Stansfield
Paul Clark	Ivan Harkins	James Muir	Michael Streicker
Paul Clark	Tim Heatley	Jon Neal	Trishul Thakore
Peter Clarke	Marie Hickey	Philip Nell	Edward Thomason
Rupert Clarke	Fergus Hicks	Joe Newton	Rob Tincknell
David Clementi	Glenn Howells	Mark Nichol	Amy Truman
James Clifton Brown	Emma Huepfl	Mat Oakley	Neil Turner
Miranda Cockburn	Bill Hughes	Michael Oxley	Boris van der Gijp
Alex Colvin	John Hughes	Neil Parker	Cathryn Vanderspar
Richard Cooper	Hugh Humpfrey	Graham Parry	Matt Webster
Adam Coulston	Tim Hurdiss	Kiran Patel	Trevor Welsh
Pam Craddock	Mike Hussey	Alan Patterson	Paul Weston
Iain Crawford	Andrew Jackson	Jose Pellicier	Andrew Whelan
Luke Cross	Stuart Jenkin	Peter Pereira Gray	Darren Williamson
James Cubitt	Davinder Jhamat	Chris Perkins	Katy Willison
Ian Daniels	Mark Johnson	Mark Phillipson	Andrew Wilson
Chris Darroch	Richard Johnson	Kieran Pitcher	Stewart Womersley
Charles Daulon du Laurens	Angus Johnston	Carl Potter	Simon Wood
Steven Devaney	Chris Jolly	Andrew Pratt	David Wooldridge
Jonathan Doughty	Colin Jones	Jim Prower	Mark Young

We would like to thank the following organisations for their support during the year:

Event hosts

53N	Grosvenor
Aberdeen Asset Management	haysmacintyre
Addleshaw Goddard	Hogan Lovells
Allen & Overy	Irwin Mitchell
Ask Developments	JLL
AXA Real Estate	King & Wood Mallesons SJ Berwin
Battersea Power Station Development Company	King's Cross Central
BDO	LaSalle Investment Management
Berwin Leighton Paisner	Linklaters
Bilfinger GVA	Morton Fraser
Burges Salmon	Nabarro
The British Land Company	Norton Rose Fullbright
Burness Paull	Nottingham Trent University
CBRE	Osborne Clarke
CBRE Global Investors	Oxford Properties
Clyde & Co	Pinsent Masons
CMS Cameron McKenna	PwC
Colliers International	Reed Smith
DAC Beachcroft	Rockspring Property Investment Managers
Dechert	Simmons & Simmons
DLA Piper	The Royal Bank of Scotland
DTZ	Squire Patton Boggs
Eversheds	Strutt & Parker
Fieldfisher	Trowers & Hamlins
Freeths	Winckworth Sherwood
Freshfields Bruckhaus Deringer	Wragge Lawrence Graham

Event sponsors

Argent	Lloyds Bank
Barclays	Lockton
BNP Paribas Real Estate	Miller Developments
Burges Salmon	Pochin
Chase & Partners	Rider Levett Bucknall
CMS Cameron McKenna	Santander Corporate & Commercial
DLA Piper	VALAD
Grant Thornton	Wragge Lawrence Graham
JLL	
Langham Hall	

Financial Statements

Investment Property Forum (a company limited by guarantee)

Year ended 31 March 2015

Principal Officers, Advisors and Addresses

Company Secretary

S Forster

Registered Office

2 City Place
Beehive Ring Road
Gatwick
West Sussex
RH6 0PA

Independent Auditors

BDO LLP
Pennell House
Park Street
Guildford
Surrey
GU1 4HN

Solicitors

Nabarro
125 London Wall
London
EC2Y 5AL

Bankers

National Westminster Bank PLC
63-65 Piccadilly
London
W1J 0AJ

Company Number

2763992

Report of the Directors

The directors submit their report together with the audited financial statements for the year ended 31 March 2015.

Principal activity

The Forum's objective is to enhance the understanding and efficiency of property as an investment, including public, private, debt, equity and synthetic exposure, for its members and other interested parties, including government, by:

- undertaking research and special projects, and ensuring effective communication of this work;
- providing education; and
- providing a forum for fellowship, discussion and debate amongst its members and the wider investment community.

Results

The income and expenditure account is set out on page 18 and shows the results for the year.

The company is prevented by its constitution from distributing any excess of income over expenditure.

Directors

The following directors have served throughout the year.

M Sinclair (Chairman)	J H Martin
C Carter Keall	K J Patmore
C P Carvalho	G Sherwin (appointed 19 June 2014)
S Forster	A Smith (resigned 1 April 2015)
P Ingman	M Stancombe (resigned 19 June 2014)
C Ireland (appointed 19 June 2014)	M W Tremayne
M C R Keeping	

Directors' responsibilities

The directors are responsible for preparing the directors' report and the financial statements in accordance with applicable law and regulations.

Company law requires the directors to prepare financial statements for each financial year. Under the law the directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the company and of the surplus or deficit of the company for that period.

In preparing these financial statements, the directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgements and accounting estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business.

The directors are responsible for keeping adequate accounting records that are sufficient to show and explain the company's transactions and disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

Auditors

All of the current directors have taken all the steps that they ought to have taken to make themselves aware of any information needed by the company's auditors for the purposes of their audit and to establish that the auditors are aware of that information. The directors are not aware of any relevant audit information of which the auditors are unaware.

BDO LLP have expressed their willingness to continue in office and a resolution to re-appoint them will be proposed at the annual general meeting.

This report has been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

On behalf of the Board

M Sinclair

Director 1 June 2015

To the members of Investment Property Forum

We have audited the financial statements of Investment Property Forum for the year ended 31 March 2015 which comprise the income and expenditure account, the balance sheet and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

Respective responsibilities of directors and auditors

As explained more fully in the statement of directors' responsibilities, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's (FRC's) Ethical Standards for Auditors.

Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the FRC's website at www.frc.org.uk/auditscopeukprivate.

Opinion on financial statements

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 March 2015 and of its deficit for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

Opinion on other matters prescribed by the Companies Act 2006

In our opinion the information given in the directors' report for the financial year for which the financial statements are prepared is consistent with the financial statements.

Matters on which we are required to report by exception

We have nothing to report in respect of the following matters where the Companies Act 2006 requires us to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements are not in agreement with the accounting records and returns; or
- certain disclosures of directors' remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- the directors were not entitled to prepare the financial statements and the directors' report in accordance with the small companies' regime and to the exemption from the requirement to prepare a strategic report.

Duncan Berry (senior statutory auditor)

For and on behalf of BDO LLP, statutory auditor, Guildford, United Kingdom 2 June 2015

BDO LLP is a limited liability partnership registered in England and Wales (with registered number OC305127).

Income and Expenditure Account

for the year ended 31 March 2015

	Unrestricted Funds £	Restricted Funds £	Total Funds 2015 £	Total Funds 2014 £
Income				
Subscriptions	360,574	–	360,574	362,673
Social events	346,203	–	346,203	340,507
Education	100,231	–	100,231	99,896
Research	–	330,085	330,085	341,369
Other income	6,378	–	6,378	–
	<u>813,386</u>	<u>330,085</u>	<u>1,143,471</u>	<u>1,144,445</u>
Expenditure				
Social events	240,069	–	240,069	230,623
Education	9,269	–	9,269	7,344
Research	–	367,225	367,225	286,047
Administration and salaries – including exceptional costs of £49,732 (2014: £141,774)	562,669	–	562,669	609,817
Professional and audit fees	18,187	–	18,187	14,623
Bank charges	5,308	–	5,308	8,118
Website and publications	40,399	–	40,399	43,600
Irrecoverable VAT – including exceptional credits of £25,702 (2014: £nil)	(11,863)	–	(11,863)	19,724
Donations	2,000	–	2,000	–
	<u>866,038</u>	<u>367,225</u>	<u>1,233,263</u>	<u>1,219,896</u>
Deficit of operating income over expenditure	(52,652)	(37,140)	(89,792)	(75,451)
Bank interest receivable	14,221	–	14,221	9,771
Retained deficit for the year	(38,431)	(37,140)	(75,571)	(65,680)
Retained surplus brought forward	706,330	131,442	837,772	903,452
Surplus carried forward	<u>667,899</u>	<u>94,302</u>	<u>762,201</u>	<u>837,772</u>

All amounts relate to continuing activities.

All recognised gains and losses are included in the income and expenditure account.

The notes on pages 20 to 23 form part of these financial statements.

Balance sheet

at 31 March 2015

	Note	2015	2015	2014	2014
Fixed assets					
Tangible assets	5		90,491		–
Current assets					
Debtors	6	99,664		118,816	
Cash at bank and in hand		850,792		1,156,085	
		<u>950,456</u>		<u>1,274,901</u>	
Creditors: amounts falling due within one year	7	<u>278,746</u>		<u>437,129</u>	
Net current assets			<u>671,710</u>		<u>837,772</u>
Total assets less current liabilities			<u>762,201</u>		<u>837,772</u>
Reserves					
Unrestricted funds					
General funds			654,983		693,414
Designated funds	9		12,916		12,916
			<u>667,899</u>		<u>706,330</u>
Restricted funds	8		94,302		131,442
			<u>762,201</u>		<u>837,772</u>

These financial statements have been prepared in accordance with the provisions applicable to companies subject to the small companies regime.

These financial statements were approved by the board, signed on its behalf by and authorised for issue on 1 June 2015.

M Sinclair
Director

The notes on pages 20 to 23 form part of these financial statements

Notes on the Financial Statements

for the year ended 31 March 2015

1 Accounting policies

Basis of accounting

The financial statements are prepared under the historical cost convention.

Fund accounting

The Unrestricted fund represents funds for use at the company's discretion.

Designated funds are unrestricted funds earmarked by the directors for particular purposes (see note 9).

Restricted funds are subject to restrictions on their expenditure imposed by the sponsors (see note 8).

Income

Subscriptions arise annually from 1 April and the income is recognised in the period in which the subscription relates to. Income arising from social events is recognised in the period in which the event took place. Research Programme income arises from sponsors on a receivable basis. Other income is recognised during the period in which the goods were delivered or the service provided.

Depreciation

Depreciation is provided to write off the cost, less estimated residual values, of all tangible fixed assets evenly over their expected useful lives. It is calculated at the following rate:

Office equipment – 50% per annum.

Membership database – Straight line over 6 years

Website development costs

Where websites are expected to generate future revenues in excess of the costs of developing these websites, expenditure on the functionality of the website is capitalised and treated as a tangible fixed asset. Expenditure incurred on maintaining websites and expenditure incurred on developing websites used only for advertising and promotional purposes are written off as incurred.

Operating assets

Rentals under operating leases are charged to the profit and loss account on a straight-line basis over the term of the lease.

2 Company status

The Forum does not have a share capital and its liabilities are limited to the guarantee of the members, who are the directors, up to a maximum of £1 each. At 31 March 2015 there were 2,049 members (2014 – 2,089 members).

3 Deficit of income over expenditure

	2015	2014
	£	£
This has been arrived at after charging:		
– depreciation	3,755	–
– auditors’ remuneration	8,200	7,950
– directors remuneration including contributions to money purchase pension schemes	151,450	131,890

There was 1 director in the company’s defined contribution pension scheme (2014: 1).

Directors have been reimbursed out of pocket expenses relating to travelling and accommodation costs arising in respect of certain specific events and activities arising during the year.

Total pension contributions payable in the year arising from the defined contributions scheme are £28,741 (2014: £28,244).

4 Exceptional items

The following exceptional items are included within operating expenditure:

	2015	2014
	£	£
<i>Included within administration and salaries costs:</i>		
IPF 25th Anniversary costs	–	123,753
New website and database development costs	49,732	18,021
<i>Included within irrecoverable VAT (credit)</i>		
Irrecoverable VAT reclaimed	(25,702)	–
	<u>24,030</u>	<u>141,774</u>

5 Tangible fixed assets

	Plant & machinery etc
	£
<i>Cost</i>	
At 1 April 2014	5,700
Additions	94,246
Disposals	–
At 31 March 2015	<u>99,946</u>
<i>Depreciation</i>	
At 1 April 2014	5,700
Provided for the year	3,755
At 31 March 2015	<u>9,455</u>
<i>Net book value</i>	
At 31 March 2015	<u>90,491</u>
At 31 March 2014	<u>–</u>

6 Debtors

	2015	2014
	£	£
Amounts receivable within one year:		
Other debtors and prepayments	<u>99,664</u>	<u>118,816</u>

7 Creditors

	2015	2014
	£	£
Amounts falling due within one year:		
Trade creditors	39,070	62,591
Other taxes and social security costs	43,158	41,306
Deferred income	89,518	259,518
Accruals and other creditors	107,000	73,714
	<u>278,746</u>	<u>437,129</u>

8 Restricted funds

	Balance 2014	Income	Expenditure	Balance 2015
	£	£	£	£
Research Programme Fund	<u>131,442</u>	<u>330,085</u>	<u>(367,225)</u>	<u>94,302</u>

The third IPF Research Programme (2011-15) is sponsored by 22 organisations. Each made a contribution of £15,000 for the year 2014-15, in accordance with their respective sponsorship agreements.

9 Designated funds

	Balance 2014	New balance	Utilised/ designations	Balance 2015
	£	£	£	£
Special projects	<u>12,916</u>	<u>–</u>	<u>–</u>	<u>12,916</u>

In 2006, Hermes Real Estate Investment Management donated the proceeds of the "Property Derivatives Trading Forum" to the IPF with a further donation received in 2010. The former Management Board, now the Operational Board, has allocated this sum to a designated fund for use to finance any special projects the IPF may wish to pursue from time to time. No monies were released during the year.

10 Commitments under operating leases

The company had annual commitments under non-cancellable operating leases as set out below:

	Land and buildings 2015	Other 2015	Land and buildings 2014	Other 2014
	£	£	£	£
Operating lease which expire:				
In two to five years	57,144	–	49,512	–

Other financial commitments

In accordance with the Forum's usual programme of annual social events, commitments with regard to events to be hosted in 2015/16 amount to £143,268 as at 31 March 2015.

11 Related party disclosures

Each director is a member of the Forum and contributes the membership fee of £195 to the Forum. In addition, certain directors (through their employer companies) contribute funds to the Research Programme in accordance with the terms of the general format agreement applicable to all Research Programme sponsors.

During the year, the Forum incurred legal costs amounting to £1,000 from Nabarro LLP. Mr Carvalho is a member of Nabarro LLP.

All transactions were conducted on an arm's length basis on normal trading terms.



Investment
Property Forum

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