

# How Suncorp's Real Estate Partnership is Adding Value to the Suncorp Group



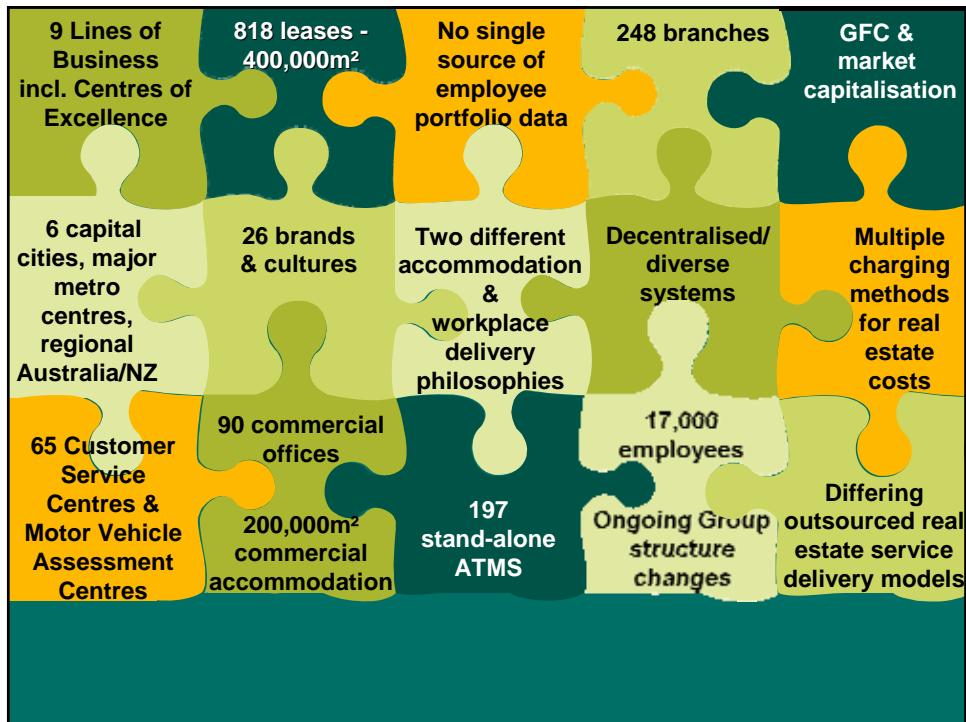
JONES LANG  
LA SALLE®

Suncorp Real Estate, partnering with Jones Lang LaSalle





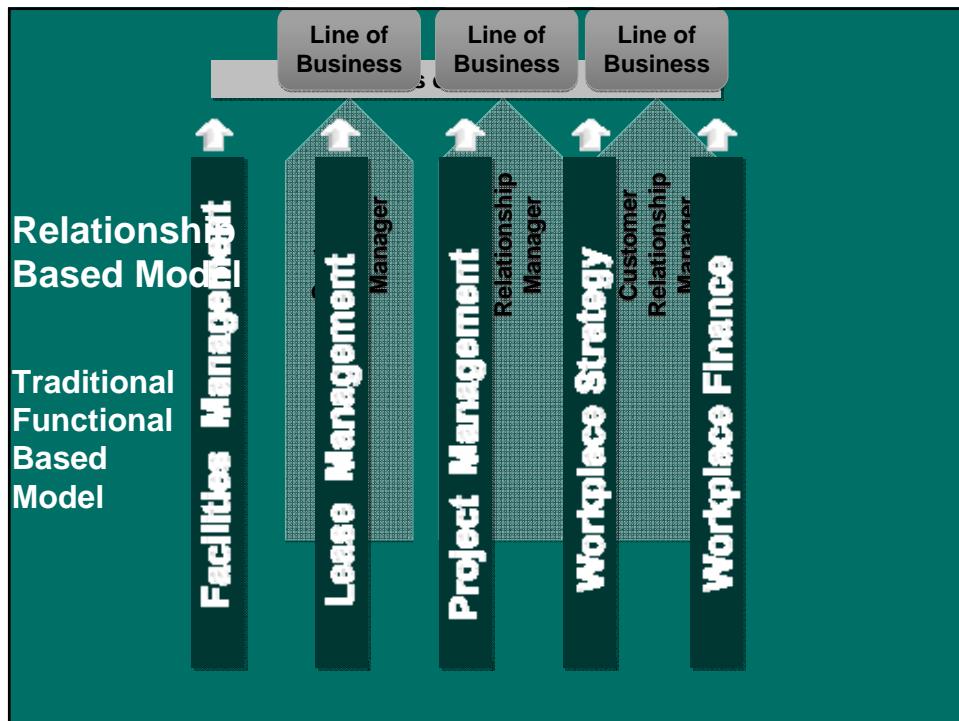


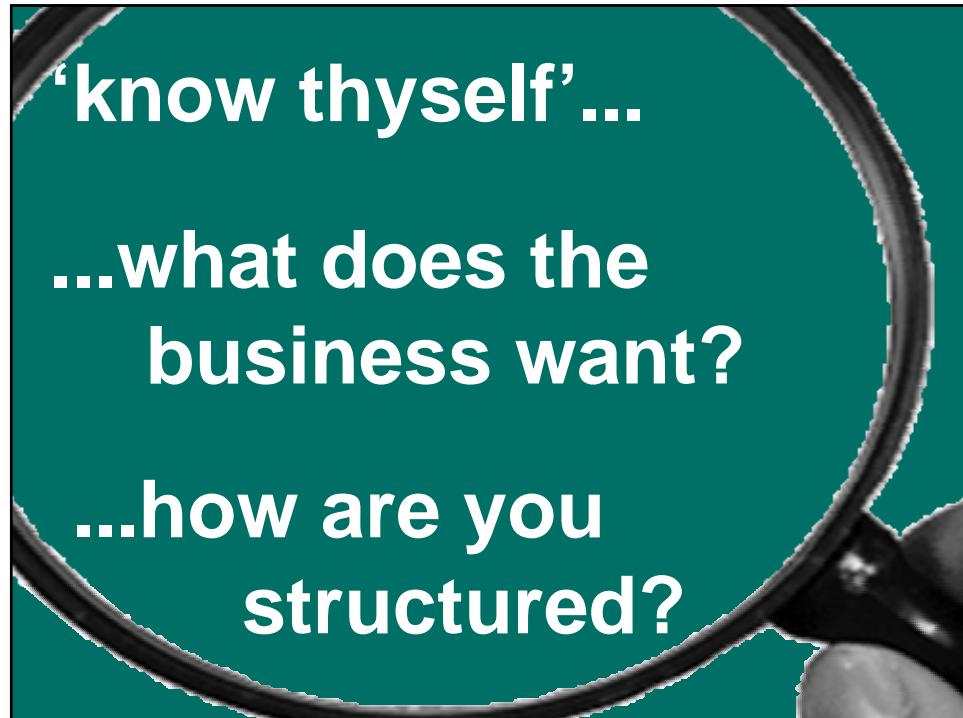


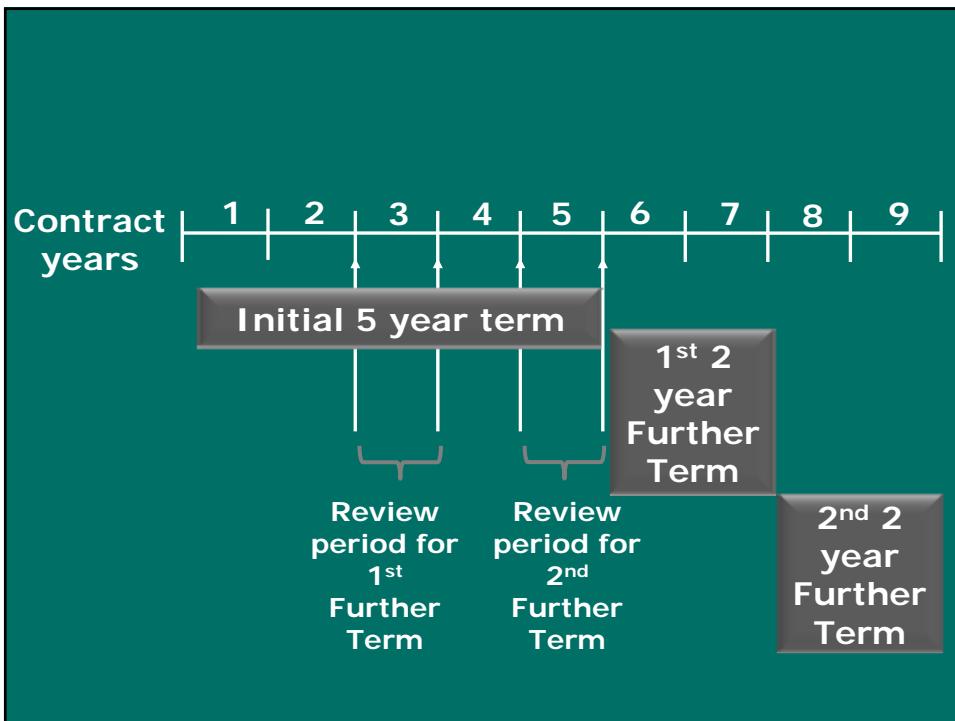


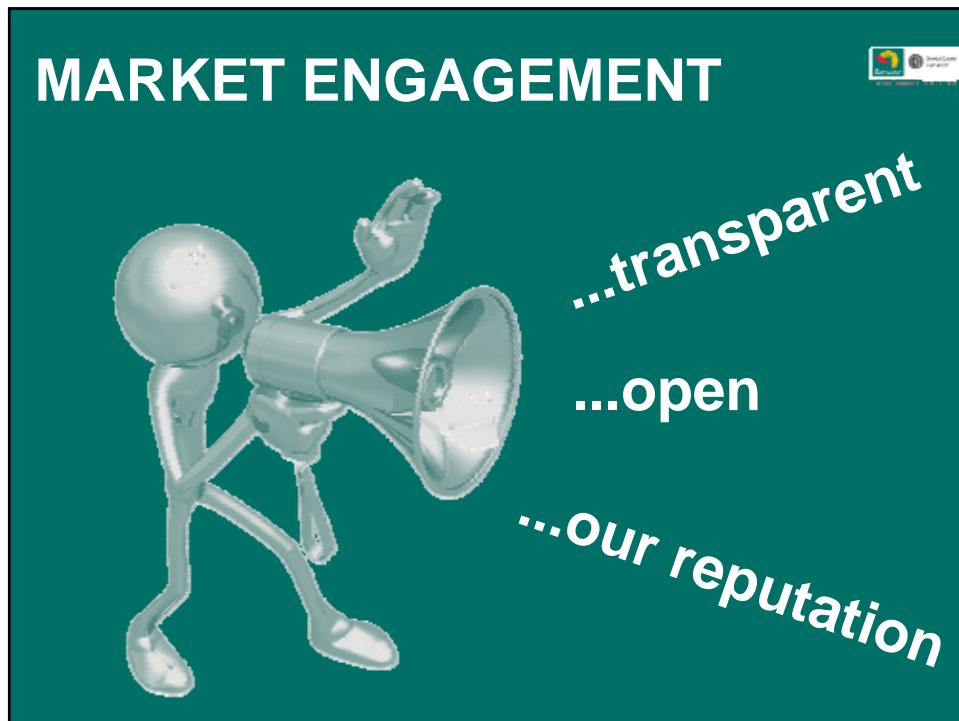
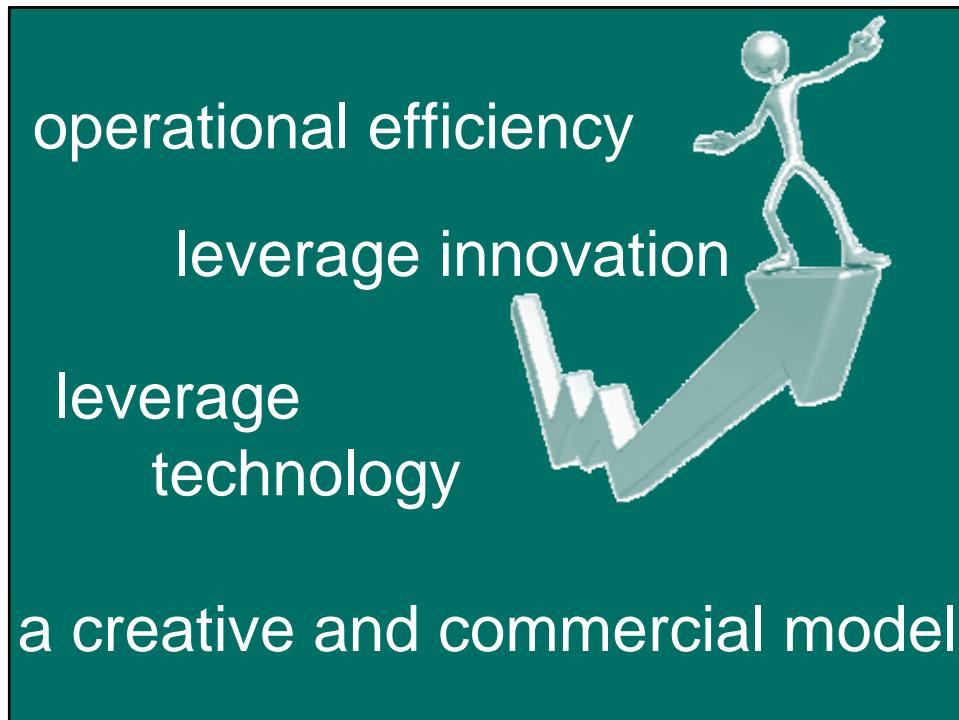
- Even greater **alignment and engagement** with the business
- More cohesive and **consistent service**
- Add more **value and simplified systems** and processes
- Effective **cost management, commerciality and transparency** in cost allocations
- Provide **measurements of value**

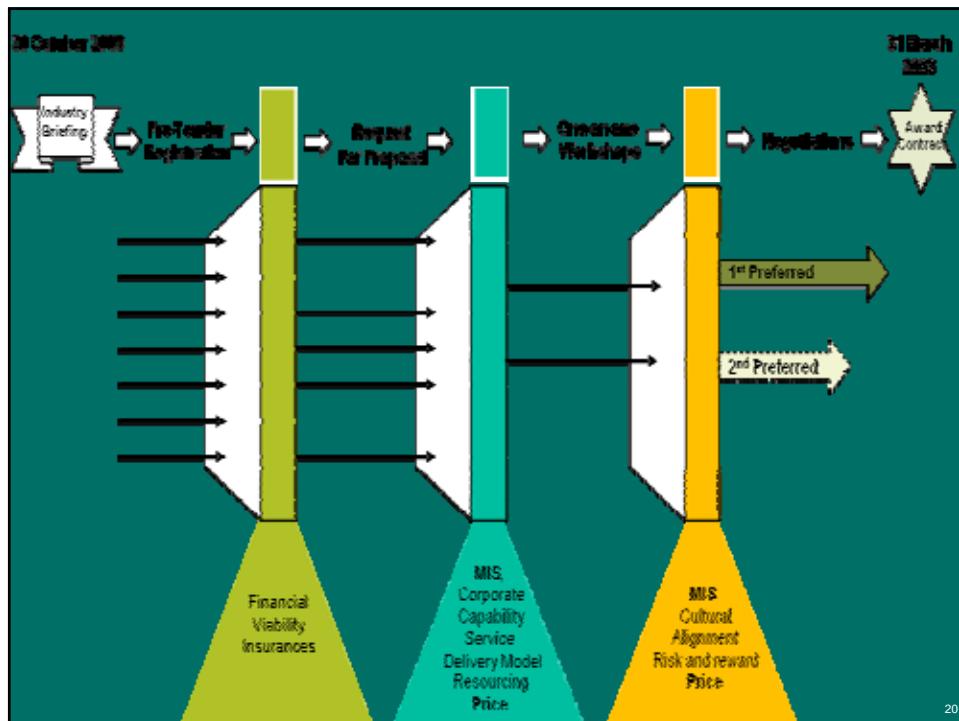
# Creating synergy benefits for the Group which cannot be achieved by well run individual lines of business



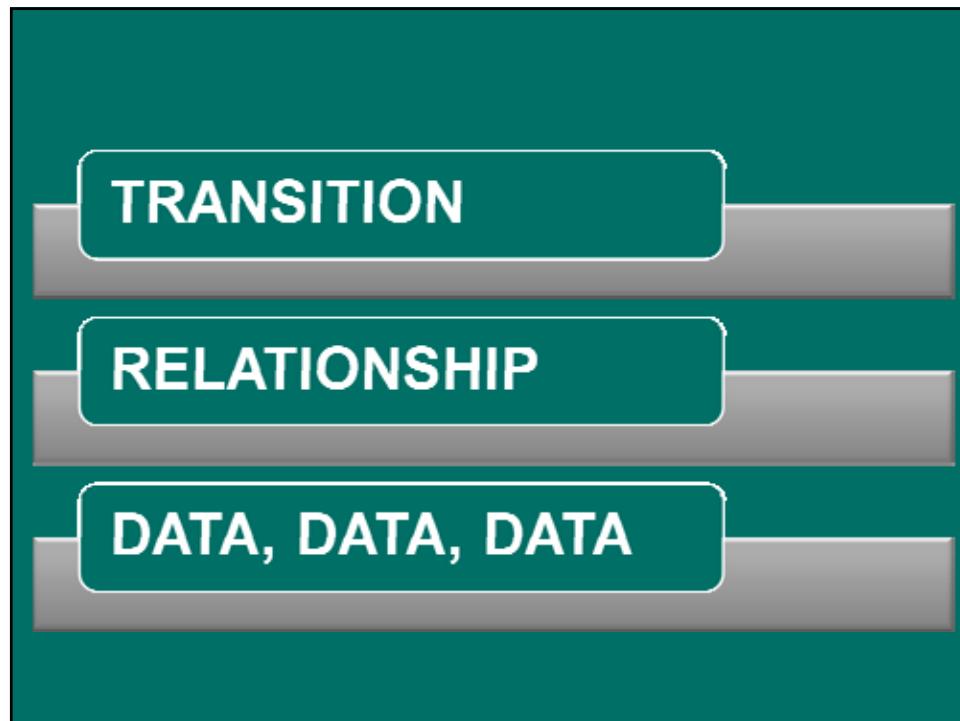








Qualitative Evaluation Criteria	Weighting
<b>Experience</b> <ul style="list-style-type: none"><li>• Company History</li><li>• Structure</li><li>• Clients / referees</li><li>• Understanding of needs</li></ul>	2.5% 2.5% 2.5% 2.5%
<b>Culture / Fit</b>	<b>20%</b>
<b>Service Delivery Model</b> <ul style="list-style-type: none"><li>• Overall Service Delivery Model</li><li>• Tools and Processes</li><li>• Proposed approach to delivery for each service</li><li>• Improvement framework</li></ul>	7.9% 11.2% 18.0% 7.9%
<b>Performance and contract management</b>	15%
<b>Transition</b>	10%





**values closely aligned**

**a 'one-team' service delivery model**

**co-located**



**Flexibility and open-mindedness**

**focus on 'getting it right'**



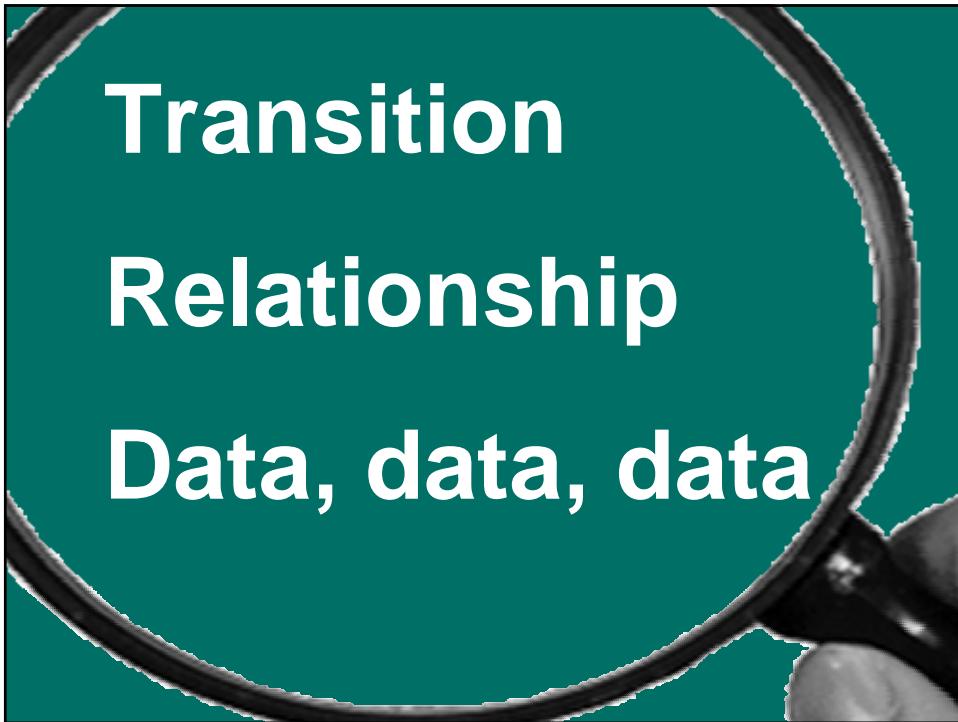
**...underpins decision making...**

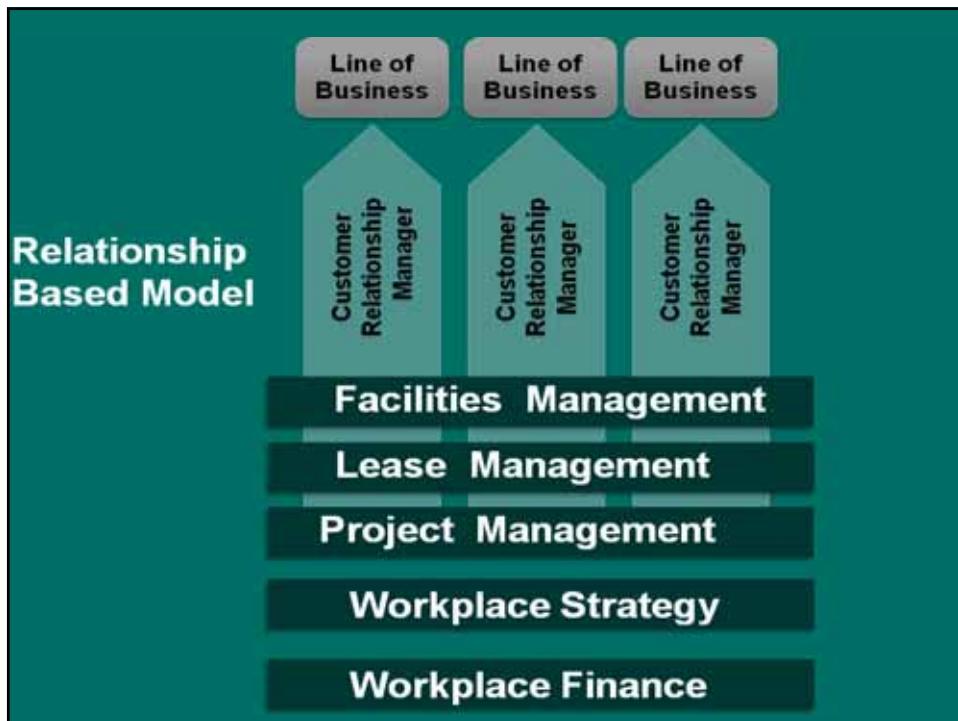
**...keep ahead...**

**...empower...**

**...minimised risk...**

**...real time opportunity**





## **Value**

= *knowing and understanding their business*

= *using the data we hold about their business*

= *knowing the issues surrounding the sites they occupy*

= *enabling them to make informed business decisions*

= **\$4mpa in real estate savings**



### **...ACHIEVEMENTS ...**

- ✓ **Suncorp/Promina merge >8,000 staff restacked**
- ✓ **~15,000m<sup>2</sup> \$7mpa space savings**  
- double benefit within 18 months
- ✓ **New RE model**  
\$>4mpa cost↓ + 40% headcount ↓
- ✓ **Workplace change strategy delivered for >80,000m<sup>2</sup> of space**



