

Predictions & Resolutions 2016

Howard Kennedy 1 London Bridge

The UK Chapter is grateful to its Annual Sponsors:



EVERSHEDS



tp bennett



George Roberts - Cushman & Wakefield

George Roberts

Partner, Head of Client Strategy at Cushman & Wakefield

The UK Chapter is grateful to its Annual Sponsors:



EVERSHEDS



tp bennett





3 Key Occupier Trends for 2016

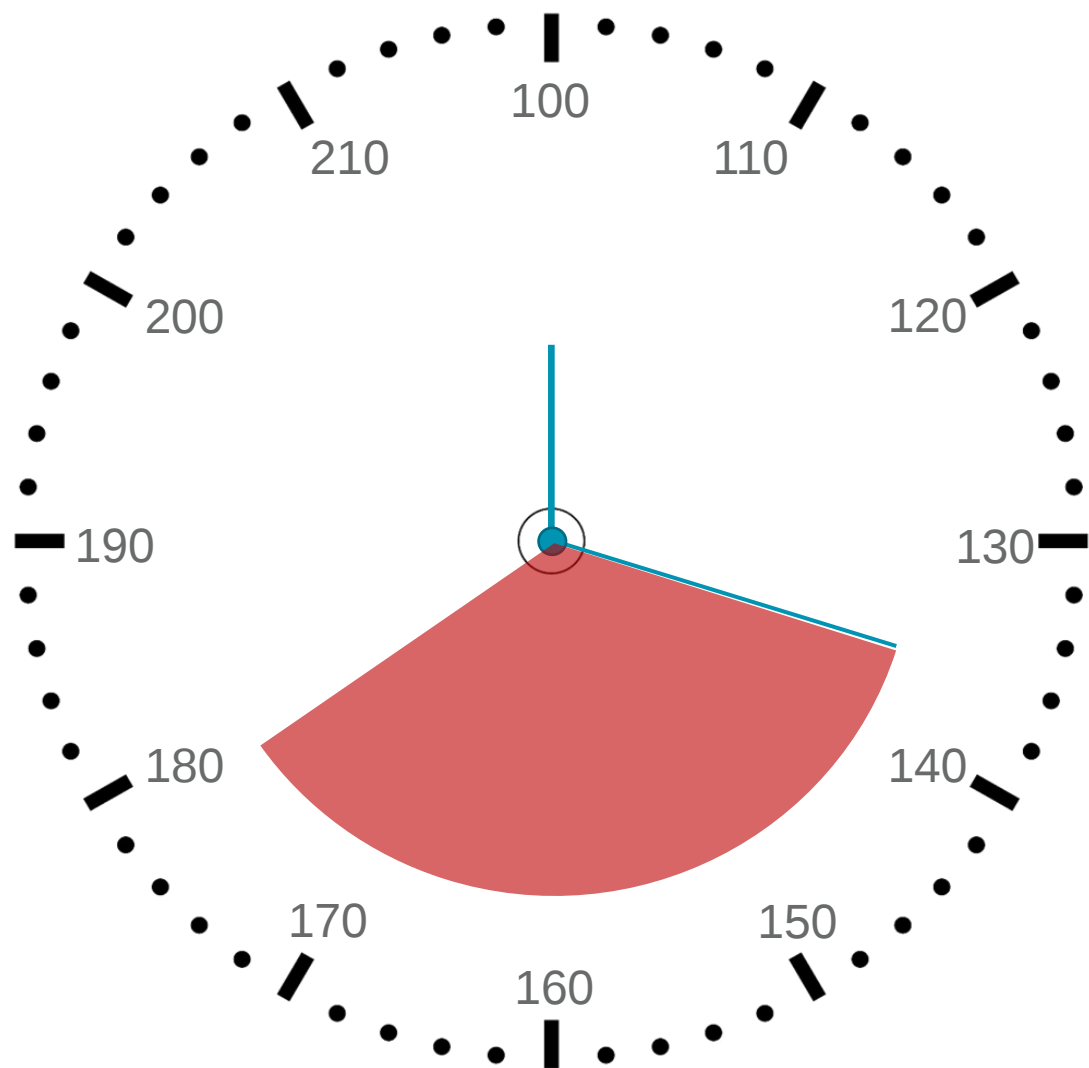
George Roberts, Cushman & Wakefield

Prediction No. 1 - The Year of the Doughnut!



The Year of the Doughnut!

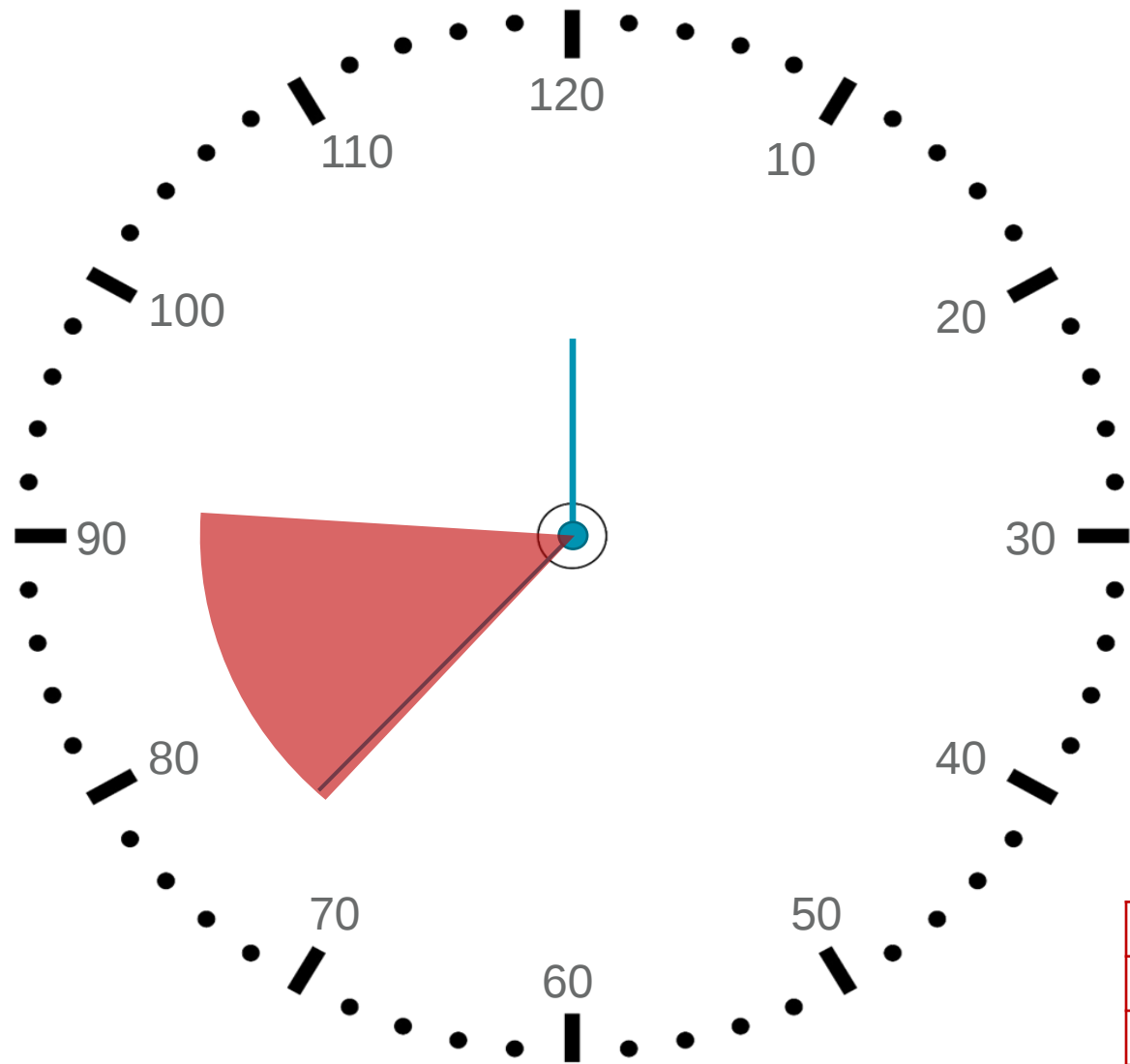
Changing Occupancy Rates: Prime London - West End



2010	136.00
2015	179.00
% change	32

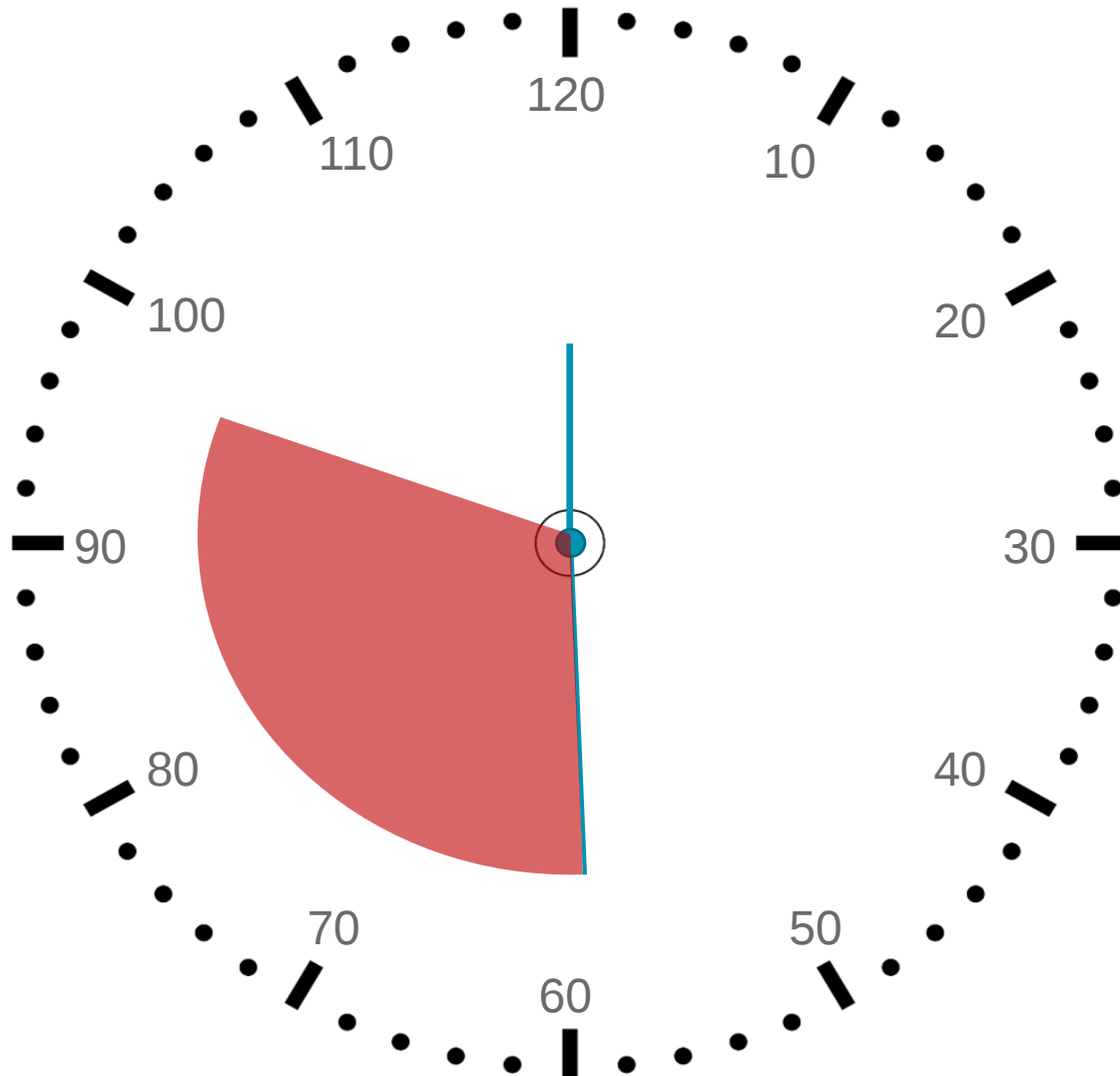
The Year of the Doughnut!

Changing Occupancy Rates: Prime London - City



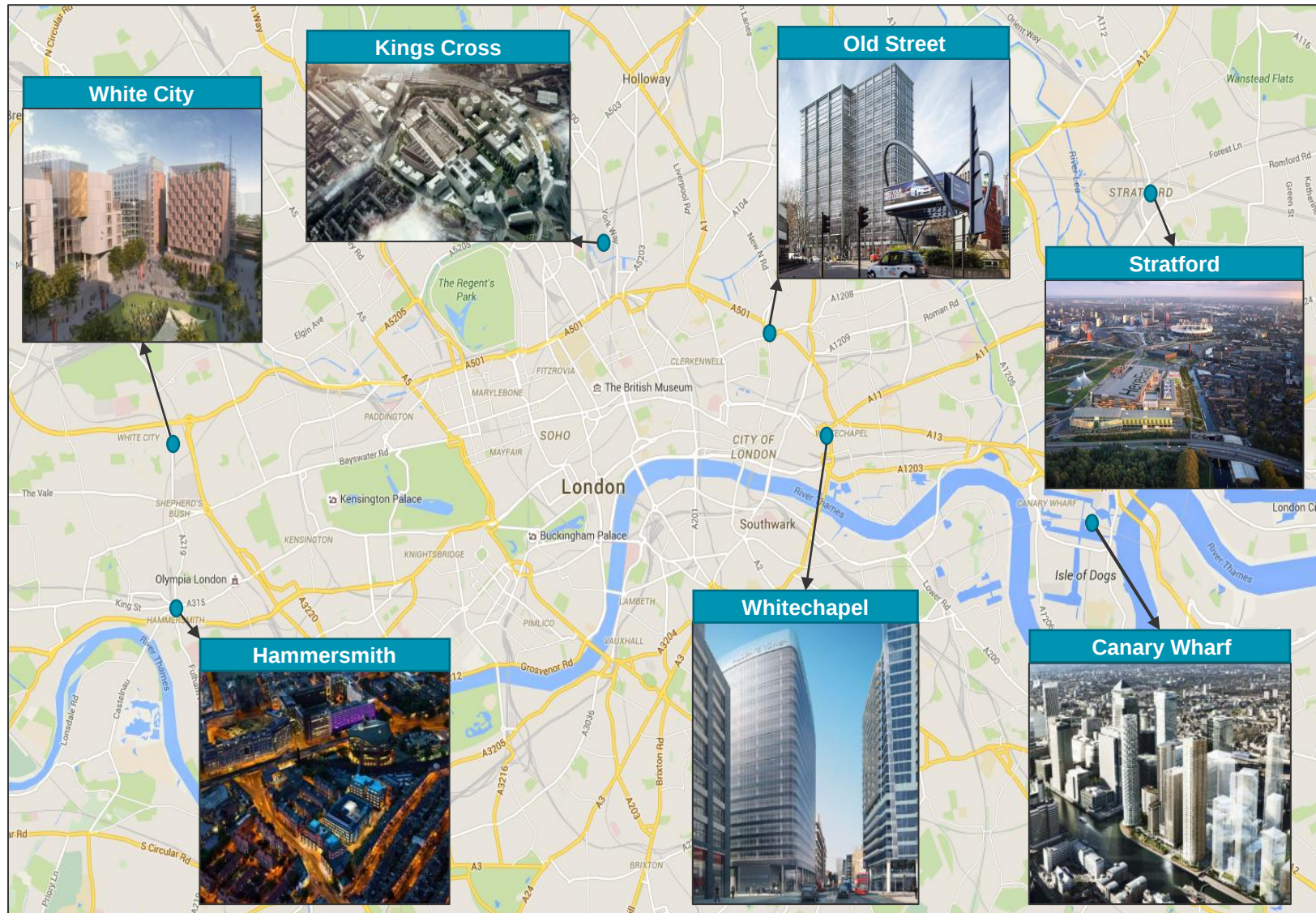
The Year of the Doughnut!

Changing Occupancy Rates – King's Cross

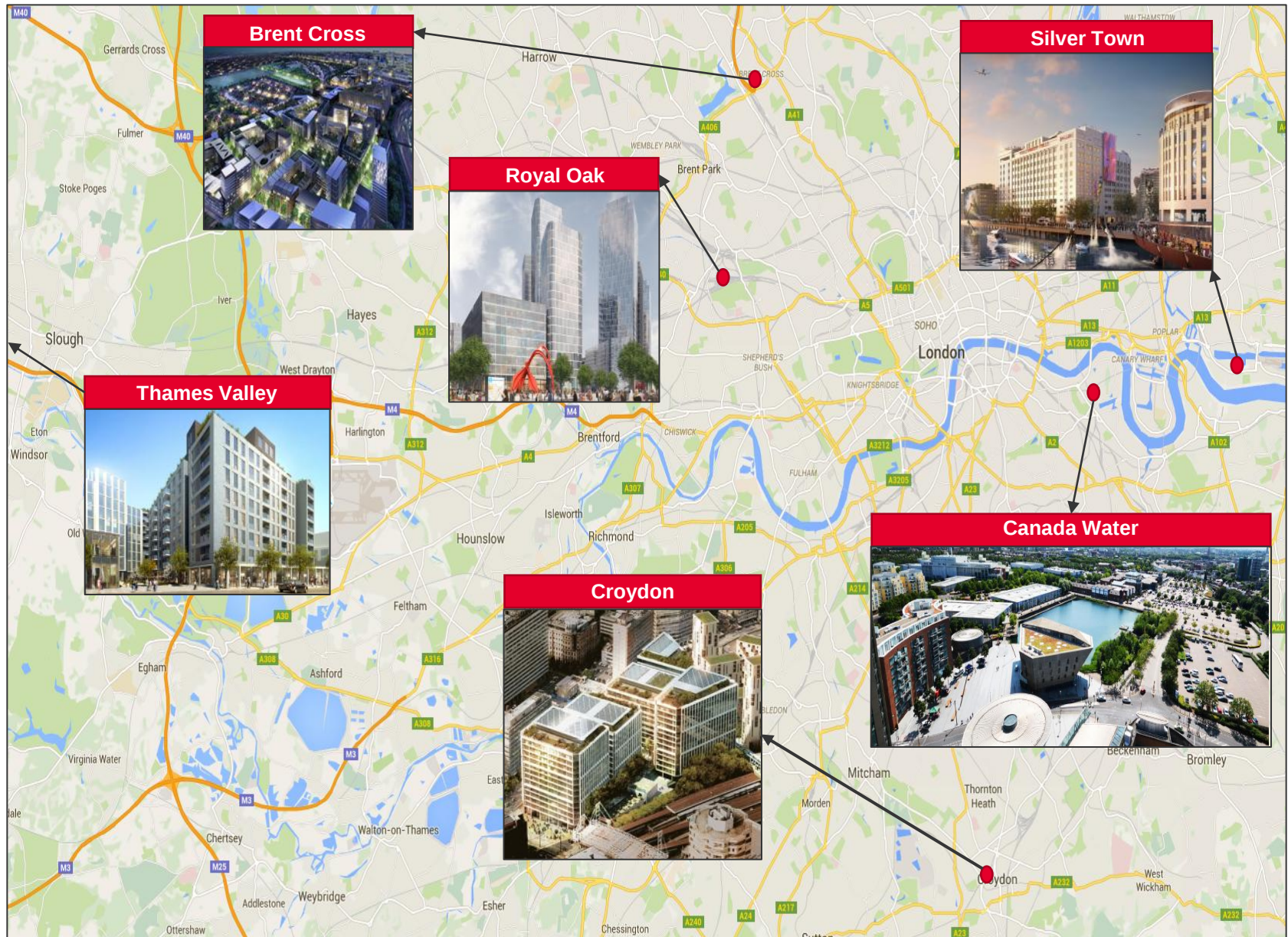


2010	59.50
2015	95.00
% change	60

What was emerging in 2015 will be established in 2016...



Further Interest in New Locations...



Not Just a London Trend...

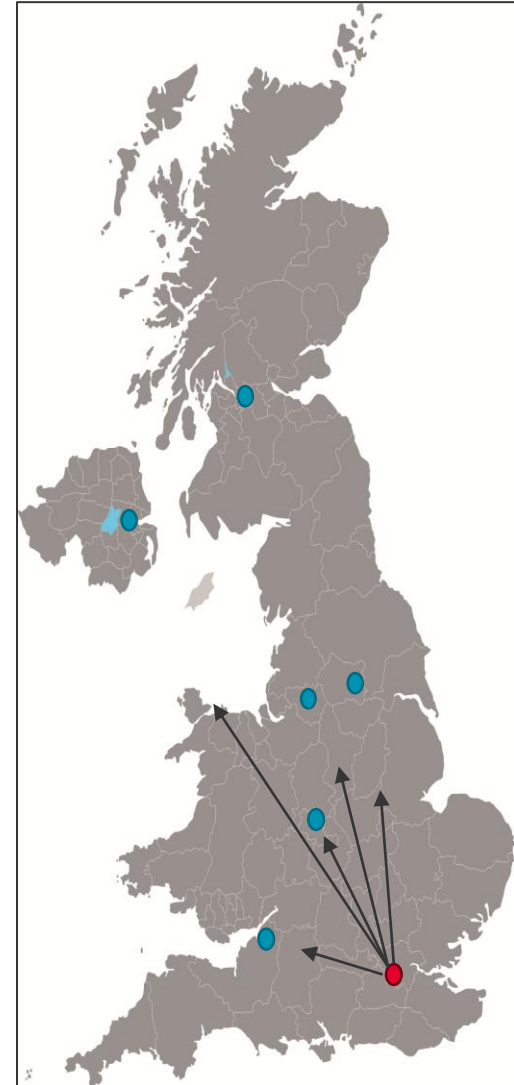
ashurst



ALLEN & OVERY



Deutsche Bank



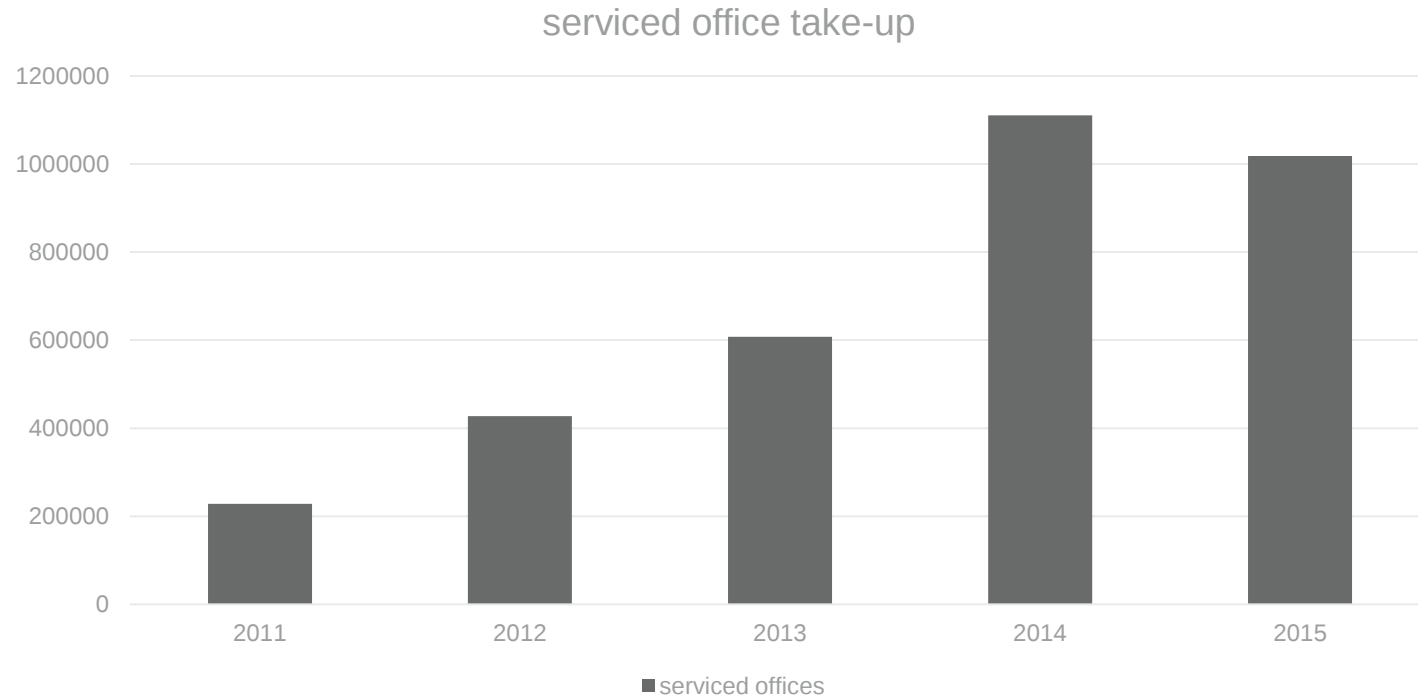
Prediction No. 2

office sector

-

The continued rise of the alternative

Conventional serviced office providers



wework®



Regus®

Prediction No. 2 office sector

New Cadre of Providers

-

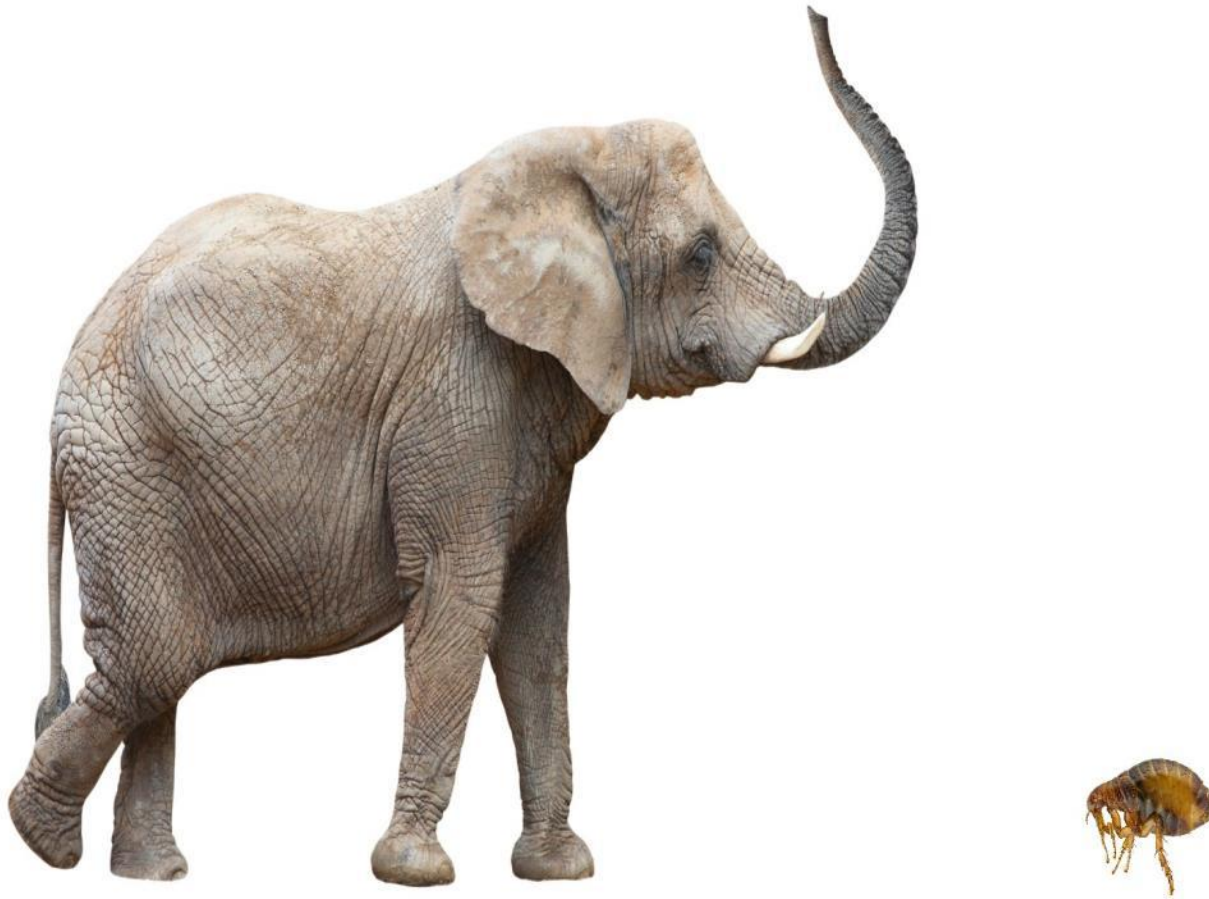
The continued rise of the alternative



Prediction No. 3 -
real estate will change

Trend No. 1 - 'Elephants & Fleas'

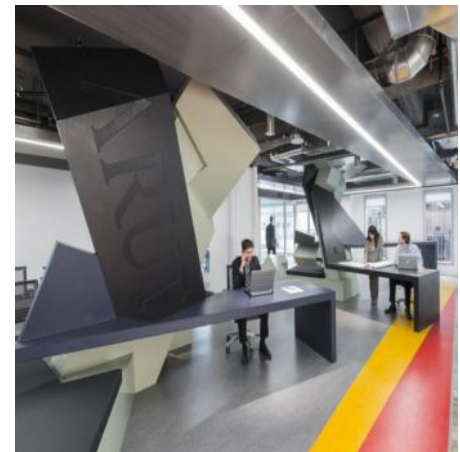
What occupiers demand from their



Trend No. 2 – Increasing Desire for Experiential Office Space



Trend No. 3 – Densification and Acceleration of Activity Based Working

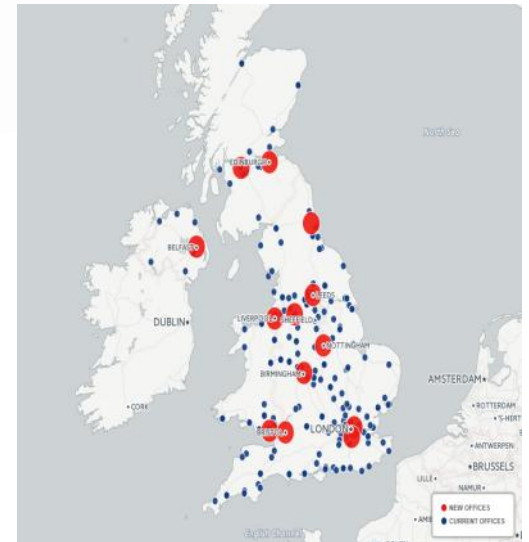


Trend No. 4 - Re-emergence of the Public Sector

1,500 HS2 jobs for Birmingham in largest-ever public sector move

Birmingham could be first public sector hub outside London

HMRC reveals tax office shake-up



Fewer, more modern regional centres and highly skilled staff will provide customers with better services

Kaela Fenn Smith Land Securities

Kaela Fenn-Smith

Head of Commercial, London Portfolio at Land
Securities

The UK Chapter is grateful to its Annual Sponsors:

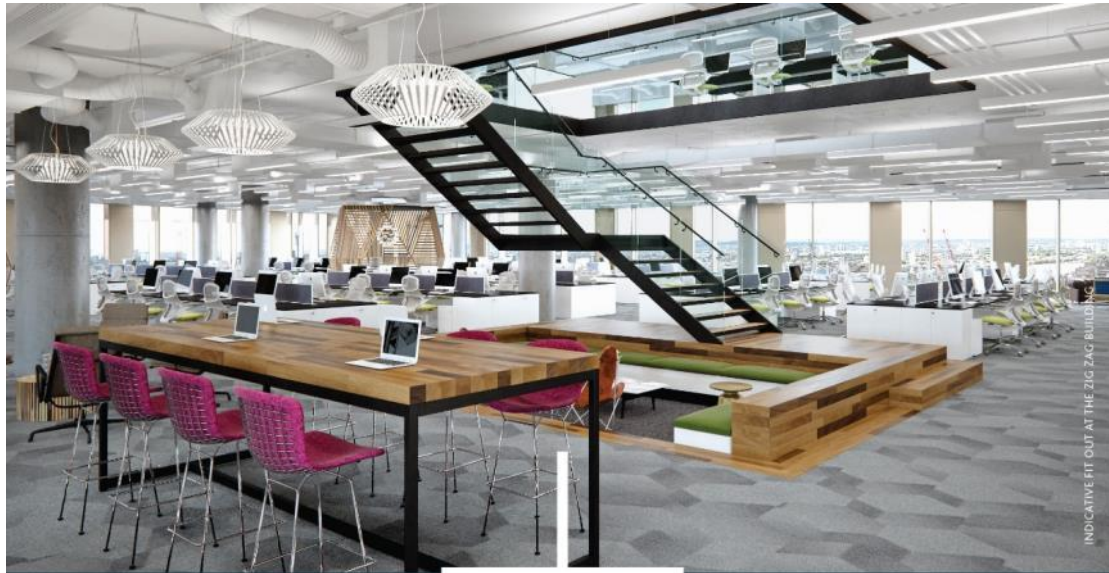


EVERSHEDS



tp bennett





JUST ADD TALENT

IN VICTORIA, WE'RE CREATING INSPIRING WORK ENVIRONMENTS.
ENGINEERED TO NURTURE AND RETAIN TALENT, EACH SPACE
PROMOTES HEALTH AND WELLBEING WITH AN ARRAY OF AMENITIES
AND IMAGINATIVE PUBLIC REALM.

FOR FURTHER INFORMATION VISIT
landsecuritieslondon.com/justaddtalent

VICTORIA

LandSecurities

Shaping the future for good

LandSecurities

Engineered for Talent



HAPPY STAFF



EFFICIENT



PUBLIC REALM



HOTEL-STYLE CONCIERGE



WELL-BEING



5* SHOWERS



CYCLE STATIONS

Shaping the future **for good**



Victoria Placemaking



Shaping the future for good

Nova, Victoria



Shaping the future **for good**



Victoria Placemaking



Shaping the future **for good**



Will Monahan - Willis

Will Monaghan

Director, Real Estate &
Workplace Solutions
Willis Towers Watson

The UK Chapter is grateful to its Annual Sponsors:



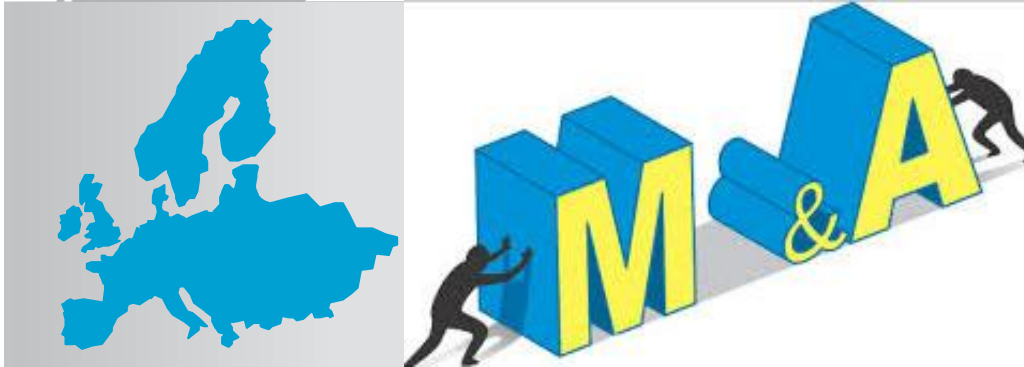
EVERSHEDS



tp bennett



Business



activity will continue it's furious
pace...



Business

M&A...where Corporate Real Estate really gets to shine

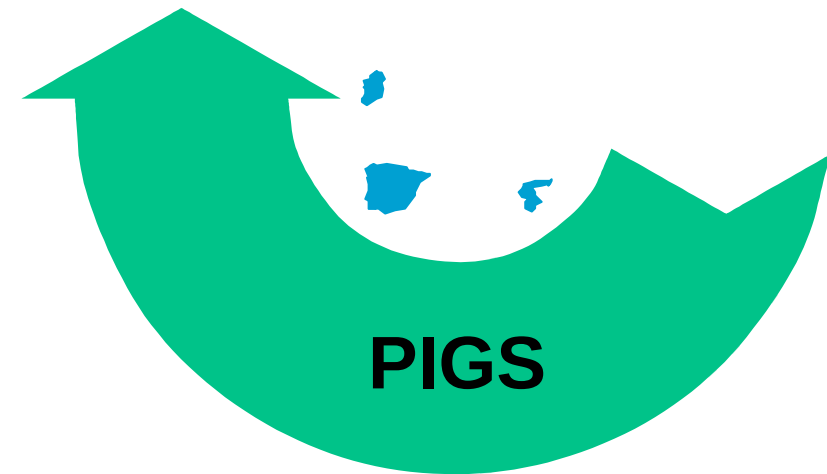


Business

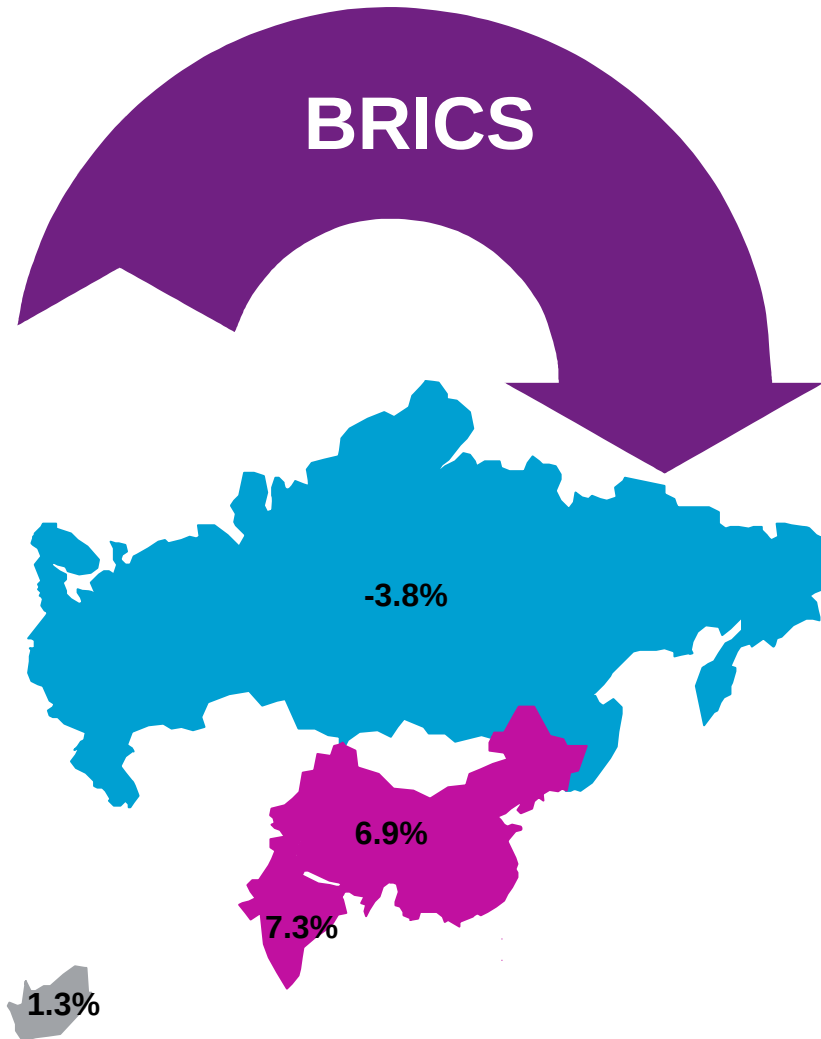
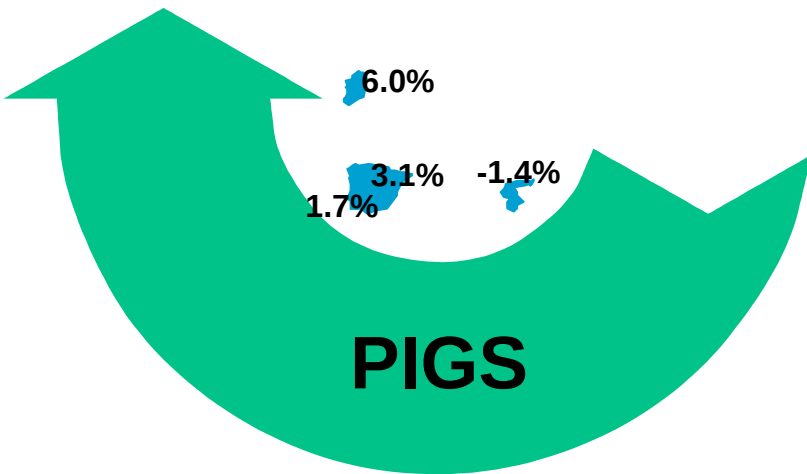
“Shadow Headcount” or Consultants infiltrating space



Economies



Economies



EU Referendum UK

A lot of talk, and might come close, but non-event in the end



War for Talent

CRE Talent

Workplace
Improvements

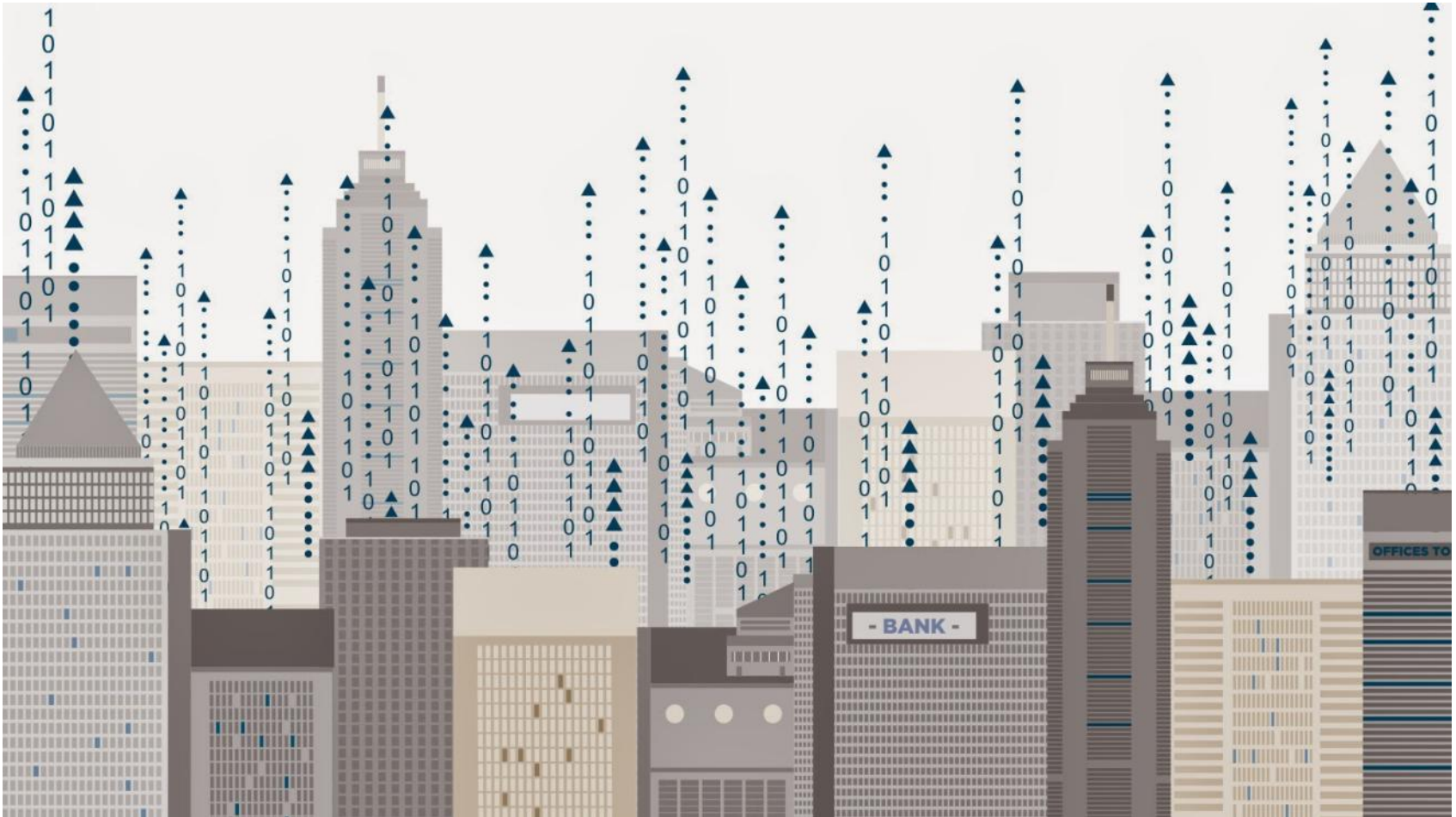


HR

Secondment

Resolutions

Getting Data in order!



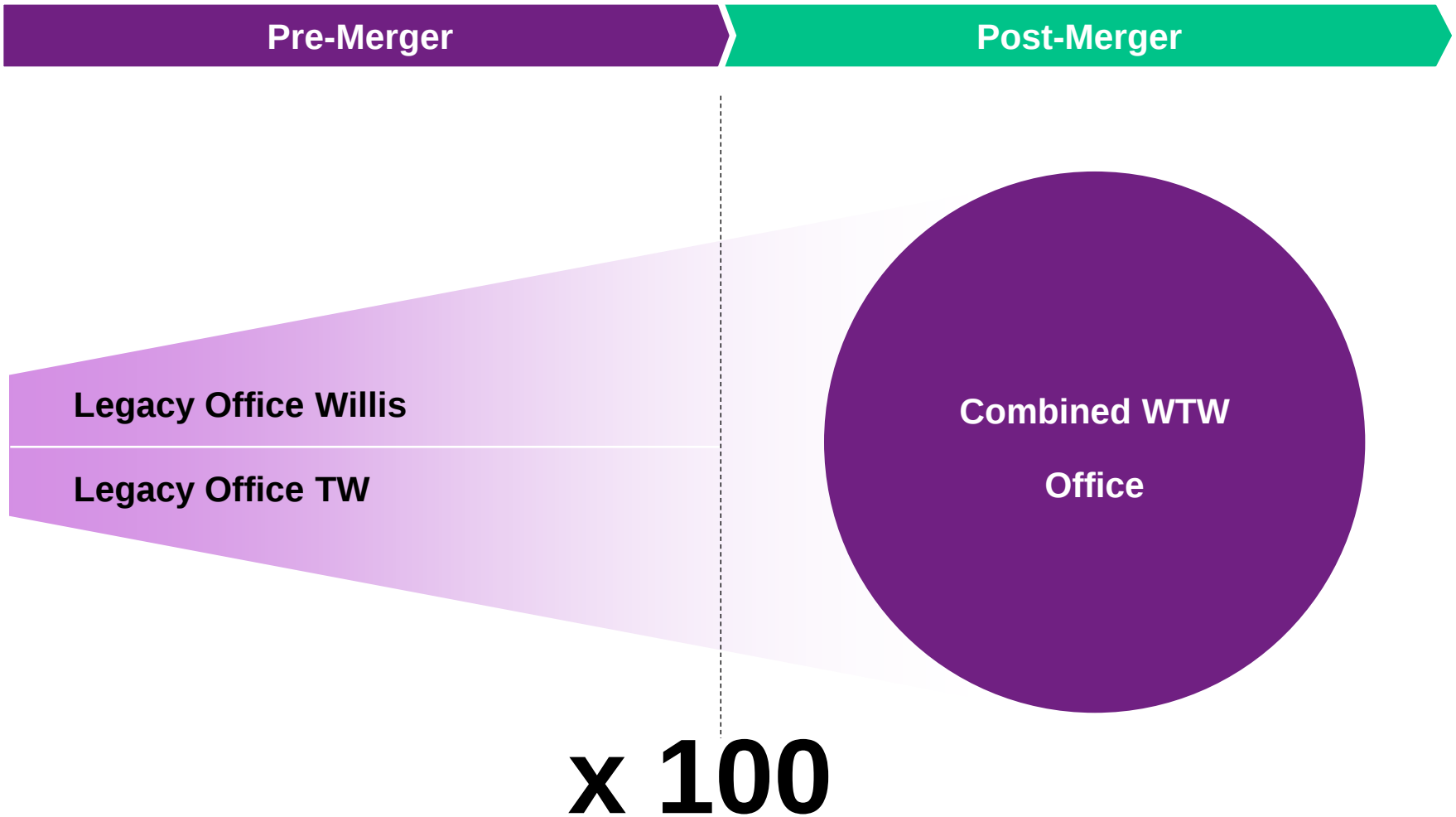
Resolutions

Getting Data in order!



Resolutions

Consolidation and Integration Targets (WTW Specific)



Resolutions

A little more structure and process



Panel Questions:

Questions?

The UK Chapter is grateful to its Annual Sponsors:



EVERSHEDS



tp bennett



Summary and Close

Thanks to



for their hospitality and the use of their space

The UK Chapter is grateful to its Annual Sponsors:



EVERSHEDS



tp bennett

