

Predictions and Resolutions 2015

Wednesday 14th January 2015

The UK Chapter is grateful to its Annual Sponsors:



Agenda

- 1. Welcome & Introduction**
- 2. Panel Presentations**
- 3. Q&A Debate**
- 4. Summing up & findings**

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Upcoming Events



‘ONLY CONNECT’

An evening Lecture with Steve Norris

11TH February 2015
5 Aldermanbury Sq
6pm prompt

FREE for CoreNet members

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Upcoming Events

PRODUCTIVITY AND PERFORMANCE:

Can property really be an influencing agent on the workforce?

5th March 2015

etc venues St Pauls 200 Aldersgate EC1A



Book your place via the UK Chapter website

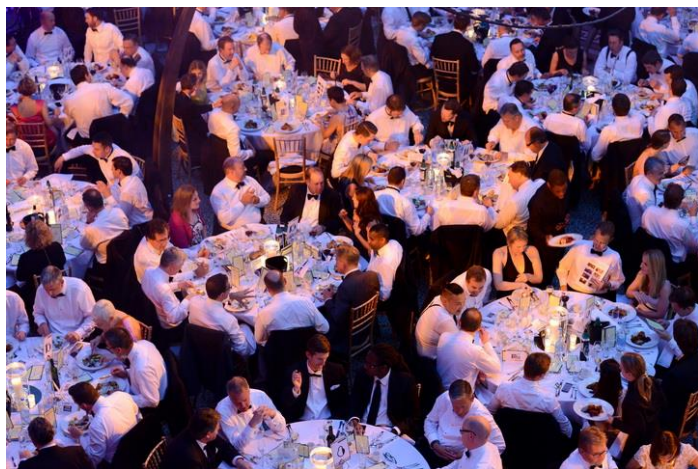
Members £295 +VAT

Young Leader Members £195 +VAT

The UK Chapter is grateful to its Annual Sponsors:



Upcoming Events



Summer Party 2015

18 June 2015

The Artillery Garden at The HAC

!SAVE THE DATE!

Details available soon on the UK Chapter website

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PANEL:

Simon Calvert, CBRE

Paul Williams, Derwent London

Adam Hoy, Unilever



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A view from an Agent.....

Simon Calvert Senior Director, CBRE



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PROPERTY

LANDLORDS NEED TO IMPROVE THEIR “OFFER”

Huge Appeal for Flexible and Scalable offices

Increase in High Growth Small Business (HGSB)

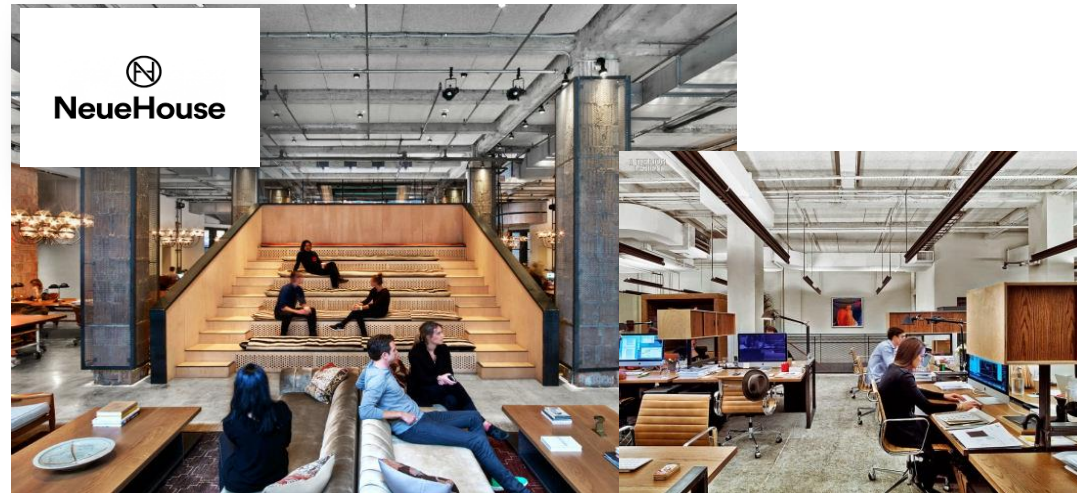
Increase in Small Medium-Sized Enterprises (SME)

Increase in Independent Workers

Increase in the Number of Operators & Style

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POLITICS

BIG DATA AND THE INTERNET WILL CHANGE THE WAY WE VOTE

Big Data Campaigning A New Political Party?

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...MORE IMPORTANTLY

SATURDAY 31ST OCTOBER 2015.....



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2015 RESOLUTION

International Property Measurement Standard

Continuing Professional Development



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A view from a Developer.....

Paul Williams

Director, Derwent London



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PAUL WILLIAMS
Derwent London plc

PREDICTIONS AND RESOLUTIONS 2015

2014 -v- 2015 Predictions

- | | |
|--|---|
| 1. Recovery to continue | - Recovery to continue |
| 2. Interest rates may rise when unemployment falls | - Interest rates - no increase in 2014

- Possible increase in 2015 . . .
but we keep being told that! |
| 3. Global recovery led by US | - Areas of concern eg Russia, China

No consistency |
| 4. Eurozone will be sluggish | - More stagnation than sluggish! |
| 5. FTSE 100 prediction 7500 | FTSE 100 Actual 6570
2015 Year End prediction 6900? |

1. General Election

- Boredom has started
Another Coalition?
David Cameron + Nigel Farage
Or
Ed Milliband + Alex Salmond
You decide whether this is
'Better together'!

2. EU Referendum

- Another election in 12 months?
- Further up the agenda

3. EU

- More unhappiness
Greece bailed out again
Accounts still not audited

1. IPD total return for:-
2014 - 20.6%
2015 - 11% estimate?
2. London offices will be strong - rents will increase, incentives reduce
3. More diversity - rise of emerging markets:-
Hackney
Whitechapel
Silvertown
Stratford
4. Shortage of supply:-
London population
Growth 100k per annum

5. London sub markets continue to expand
6. Huge weight of capital coming to London
7. Mansion Tax?

- Bristol City to win FA Cup
- If hung parliament, Mr Salmond to require further referendum until he gets the 'right' decision
- London to remain predominant
- More collaboration space:- WeWork
Neuhouse
Office Club
- Relaxation of leases
- Rent Reviews - Is there a better solution for both landlord and tenant?
- Further inflation in construction costs
- Shortage of key suppliers - to be managed

- Sepp Blatter to win FIFA presidency again. England to be booted out of FIFA
- Technology
- Cyber attacks?
- Sustainability further up the agenda
- More passive and green buildings



WHITE COLLAR FACTORY

DERWENT
LONDON



A view from an Occupier.....

Adam Hoy

Global Workplace Innovation &
Operations Director, Unilever



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EMPLOYEE SERVICES WORKPLACE

ENTERPRISE & TECHNOLOGY SOLUTIONS

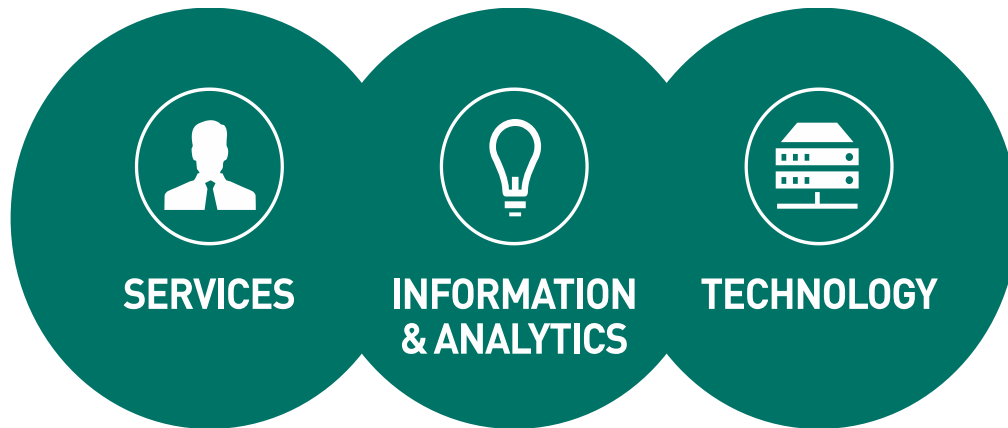


PREDICTIONS & RESOLUTIONS

UK CORENET - JANUARY 2015



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To make Unilever work by improving the effectiveness of our employees, driving efficiency & generating sustainable growth

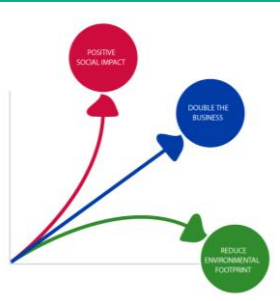


OUR WINNING ASPIRATION

ONE TEAM OWNING & DELIVERING GLOBAL
WORKPLACE SOLUTIONS LOCALLY, HELPING
UNILEVER WIN IN THE MARKETPLACE

EMPLOYEE SERVICES
WORKPLACE
ENTERPRISE & TECHNOLOGY SOLUTIONS

FUEL FOR GROWTH



FINANCIAL VALUE

- Drive reductions in operating costs: 10-20% Facilities Management savings annually (,
- Optimise real estate portfolio and financial structures Supporting 10% year over year T&E reduction

SUSTAINABILITY

- Halve energy consumption by 2020
- Zero to landfill by 2015

SOCIAL IMPACT



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MAKING OUR SERVICES BETTER



- One group to own and deliver easy to use facilities and building services
- Simple way to access buildings.
- Simple way to book meeting rooms
- Simple ways to book travel and events

CREATING RIGHT ENVIRONMENT TO WORK

- Improving employee agility with our Agile Working programme to be employer of choice.
- Right location, right size, right cost.
- Own and drive delivery of local building projects and day to day facilities services.



Weena



Kingston



Shanghai
LK3

OUR JOURNEY 2011-2014

EMPLOYEE SERVICES
WORKPLACE
ENTERPRISE & TECHNOLOGY SOLUTIONS

INTEGRATION & HR ORGANISATION BUILD

2011

2012

2013 & 2014

Innovation & Operations

FM & Systems

Projects & Agile

Sustainability

Building out the Workplace Catalogue & service standards to drive improved business capability; Creating a workplace that maximises flexibility and choice for our people

- Technologies
- Global catalogue
- Sustainability
- Agile Toolkit
- Video solutions
- Agile Steering committee
- Agile Certification

- Global FM transformation commences
- Project management structure

- Europe FMT
- NorAm FMT
- Tele-presence / Video
- Agile Certification
- Video Conferencing

sodexo

AECOM

CBRE

CUSHMAN & WAKEFIELD

aeos

Condeco

PLANON
FACILITY MANAGEMENT & REAL ESTATE SOFTWARE

Real Estate

Unlocking the value from our real estate portfolio

- Planning
- New processes & ways of working
- Partners
- Data Collection

- Delivering to targets

- Sao Paulo City Plan
- S. Africa Warehouses
- Indonesia HO

CUSHMAN & WAKEFIELD

CBRE

Travel, Meetings, Events & Fleet

Delivering a Best in Class Travel Programme

- Global policy changes
- External benchmarking

- New travel service with HRG
- Reporting & Metrics

- Corporate credit card & lodge cards
- Expense management & visibility of cost

HRG
HOGG ROBINSON GROUP



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PREDICTIONS

- Continued development of internal integration between IT, HR & CRE.
- Advancement in the collaboration expected between service providers.
- On-demand work drives CRE strategy.
- UK Chapter is awarded chapter of the year at the Los Angeles summit!



RESOLUTIONS

- Data – Will get it right this year.
- ‘Act Executive’ when Workplace engages the business.
- Build the service proposition with IT colleagues.



Thank you

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