



# WORKSPACE

CONFERENCE + SHOWCASE

4 OCTOBER 2019 • LONDON

## Keeping pace with the evolution of office property



Platinum Partners:



Silver Partners:



Bronze Partner:



Supporters:



# The must attend event for the UK office property sector

Organised by *Property Week*, the leading news platform for commercial and residential property markets, the Workspace Conference and Showcase brings together strategic thinkers and leading specialists to provide a comprehensive view of where the market is headed. From investment insights to technology trends, provider concerns to occupier demands, we examine the forces that will shape the workspaces of tomorrow across the UK offices sector.

**In the 21st century no business can afford to stand still.  
Nor can the properties they occupy.**

In a time of unprecedented change, the office space sector is seeking new ways to respond to investment and occupier demand for long term profitability, business agility and customised services. The property industry is looking for new ways to respond and together we'll shine a spotlight on new options and opportunities.

**It's a great time to be part of the Industry.**

Justin Harley, Regional Director, Yardi

**Saturated markets will be a big challenge for the industry especially in London.**

Daniel Wheble, Director, The Boutique Workplace Company

**Offices will become more, not less, important to occupiers as a device to support, facilitate or portray business transformation.**

Lee Elliott, Global Head of Occupier Research, Knight Frank

**Clients are demanding both greater agility from their real estate portfolios and greater value.**

John Duckworth, Managing Director, UK & EMEA, The Instant Group

## At a glance agenda

08:30	Registration and refreshments
09:20	Conference
12:40	Lunch and Showcase
13:45	Conference
17:15	Drinks reception

## Nurture your network

*Property Week's* Workspace offers an outstanding opportunity to connect with the wider industry. As the leading title in the UK market, *Property Week* is uniquely placed to bring together people from all sectors of office space real estate and those who dream big about how to disrupt it. Throughout the day we'll encourage collaborative exchanges and promote dialogue that reaches far beyond small talk.

Our delegates are property specialists including: agents, developers, operators, landlords and major occupiers; investors, lenders and finance providers; architects, lawyers, fit-out specialists, furniture, fittings, technology providers, environmental and wellbeing specialists and advisors and more. If this is your peer group – please join us!

## Friday 4 October 2019 - Morning

08:30 **Registration**

09:20 **Chair's opening remarks**

**Ritula Shah**, Journalist and Presenter, BBC



09:30 **Telling the truth about AI: Its potential to transform how, why and where we work**

Committed to pushing boundaries, Daniel says it's time for businesses to think straight and talk straight about AI, and to put it front and centre of their business practice. Doing so will transform not just how they work but where they work, presenting a challenge for workspace providers. If they meet it, they'll be rewarded. If they don't, they'll find their futures at risk. Daniel predicts how new technologies will evolve over the next three decades and how they'll reshape the world of work.



**Daniel Hulme**, CEO, **Satalia**

Daniel has been CEO of Satalia since 2008 and, since 2014, the Director of University College London's Business Analytics MSc. In both roles he is committed to pushing the boundaries of data science, optimisation and AI to solve the industry's more pressing problems. He has a Masters and Doctorate in AI from UCL, lectures in computer science and business, and is passionate about how technology can be used to govern organisations and bring positive social impact. He is the co-founder of ASI Data Science, has advisory and executive positions in several companies and holds an international Kauffman Global Entrepreneur Scholarship. In each of his eclectic roles is an active promoter of positive entrepreneurship and technology innovation. He is a serial speaker for both Google and TEDx and a faculty member of the Singularity University.

10:10 **Office real estate market overview**

Office real estate has long been viewed as a dependable asset class with predictable returns. Today's accelerated pace of change brings uncertainty and raises questions about investment, valuation, consolidation and even contraction. How has the market evolved?



**Tom Carroll**, Head of EMEA Corporate Research & Strategy, **JLL**

Tom is EMEA Head of JLL's Corporate Research & Strategy team, specialising in the provision of insight and strategy support to corporate clients. Tom has worked with clients including Deutsche Bank, Microsoft, P&G, Allen & Overy, AstraZeneca, UBS, Credit Suisse, Adidas, Honeywell, Sanofi, SAP and Exxon Mobil. Tom has developed white papers on issues ranging from the Future of Work, Technology transforming Real Estate, Emerging Market strategy, Real Estate in M&A and Organisational Design.

10:40 **Morning refreshments**

11.10

**The Instant workspace market outlook**

Converging forces are radically changing where and how we work. Organisations are rethinking office space to inject flexibility, reduce cost and drive enterprise performance. In the UK flex is leading the way with flexible workspace contributing to 35% of commercial property transactions over the past 12 months in London, despite only making up 6% of total office supply. What does this mean for returns and what is next for the sector?



**John Duckworth**, Managing Director, UK & EMEA, **The Instant Group**

A seasoned real estate executive, John joined The Instant Group in 2017. Before that he was a member of JLL's UK Board and, amongst other responsibilities, was running its Corporate Services business. In his 18 years at JLL, John has worked across the EMEA market in several roles, starting with the Tenant Representation team in Paris and ultimately becoming Managing Director for JLL Central & Eastern Europe, based in Warsaw.



**John Williams**, Head of Marketing, **The Instant Group**

John spearheads The Instant Group's marketing team where he supports the rapid growth of the business both on and offline. Before that he has worked with leading brands including Sotheby's International Realty, Land Securities, Woods Bagot, Brookfield, Unispace and Knight Frank, where he was most recently Global Head of Communications.

**From commodity to SAAS (space as a service) – who dares wins**

The barriers between the live/work divide are blurring and ushering in a new era of space as a service. It is no longer enough for an office to be simply a piece of real estate; occupiers want facilities and technologies that not only let them do their jobs, but foster wellbeing and a sense of community. In the age where on-demand is king, offices and the services they offer must evolve to take the form of what their occupiers want, when they want them. More than ever, landlords and occupiers need to work together to stay ahead of the curve when it comes to creating offices for the streaming generation.



**Tania Adir**  
Co-founder  
**Uncommon**



**Gareth Evans**  
CEO  
**BizSpace**



**Chris Namih**  
Head of  
European  
Expansion  
**Knotel**



**Alison Webb**  
Head of  
Workplace,  
Europe  
**Lendlease**

12:20

## Santander Work Café: Creating a vibrant hub for nurturing new business ideas and fostering collaboration

This July, Santander brought its successful concept, the Work Café to Leeds City Centre. The Work Café concept was initially developed by Santander in Chile and its success has seen it rolled out to six countries worldwide. The first UK Work Café brings back to life a branch which was previously closed to offer state-of-the-art banking facilities and free co-working spaces and meeting rooms for local businesses. More than a bank it acts as a vibrant hub for local businesses and the local community.



**Peter Goode**  
Head of ATM & Infrastructure Strategy  
**Santander**



**Andy Hockley**  
Senior Business Manager  
**Santander**

12:50

## Lunch & Showcase

14:00

## Everything but the office. Creating places that respond to urban stressors to maximise human performance

Urban environments can impose significant stresses on workers, depleting their concentration, limiting their ability to tackle complex work and potentially threatening their mental and physical health. Josh's business Centric Lab look at urban environments through a neuroscience lens to understand the links between people, place and performance. They help designers, place makers and developers dynamically respond to urban challenges and create places that enhance human performance for the workforce of the future.



*Josh's work combines urban and neuroscience data to help create environments that are healthier for humans, within a career consistently focused on connecting people and spaces. In 2008 he joined the location library Amazing Space, connecting film companies to locations. In 2011 he founded ACTE Arts, linking London artists with affordable commercial space. In 2013 he was Appear Here's first employee, helping real estate companies bring their retail stock into the twenty first century and brands with property via an online platform dubbed the "airbnb for retail".*

**Josh Artus**, Co-founder, **Centric Lab**

14:30

## What's the plan for planning - is the intractable planning problem solvable?

The UK planning system is full of quirks that are quite unique to this country – the likes of rights to light and viewing corridors are open to more interpretation than elsewhere in the world. Recently, the City of London Corporation released the country's first "wind guidelines". Would a more objective planning system encourage more development and create a more liquid market?



**Harry Badham**  
Head of Development  
**AXA IM**



**Wade Scaramucci**  
Associate Director  
**Allford Hall Monaghan Morris Architects**



**Simon Bevan**  
Director of Planning  
**Southwark Council**

15:00

## Fireside chat – enhancing profitability through connected buildings

Interviewer: **Ritula Shah**

In a connected world tenants want connected buildings that can accommodate advanced technologies with ease. Property businesses want technologies that will make their own processes efficient and sustainable. Both hope technology will improve their interactions.



**Justin Harley**, Regional Director, **Yardi**

*Justin is a co-working and flexible workspace visionary with more than 17 years' experience in building and implementing software solutions to make office spaces operationally more efficient. He has recently joined Yardi to develop its co-working business in the UK and Europe. Before that Justin founded Hubcreate, a business centre software provider later acquired by essensys.*

15:30

## Afternoon refreshments

16:00

## Panel discussion: The value of flexible workspace – putting a price tag on buildings occupied by serviced offices

Flexible workspace accounts for more than 5% of the office market, but there is still no established way of calculating the value of a building containing operators, whether they occupy just a couple of floors or the whole asset. Meanwhile, a trend is emerging which sees operators setting up SPVs for individual offices. If the office doesn't perform, they can dissolve the company, nullifying the lease. Do flexible office providers need to be stabilised as tenants and how can this be done?



Chair:  
**Adam Branson**  
Journalist



**Basil Demeroutis**  
Managing Partner  
**FORE Partnership**



**Charles Golding**  
Tangible Valuation Associate  
**RICS**



**Douglas Green**  
Director  
**GKRE**



**Katie Hynard**  
Director Asset Management  
**LaSalle Investment Management**

16:30

## Head to head: The space time continuum – will more efficient use of office space and automation lead to less demand?

There has been a big shift towards occupiers trying to use their space more efficiently by taking smaller offices and using flexible/hot desking environments to minimise the space required for desks. Meanwhile, AI and automation is ever more present in the workplace, often reducing the number of staff members occupiers need under their roof. How is this likely to affect the office market in the future and could we actually end up with too much space? Should developers be anticipating this shift in building design?



Chair:  
**Emma Shone**  
Deputy News  
Editor  
**Property Week**



**Lee Elliott**  
Global Head of  
Occupier Research  
**Knight Frank**



**Sara Fox**  
Principal  
**Fox&Co Consulting**

17:00

## Biology inspired office design. Learnings from a 3.8 billion year R&D project

Nature has been perfecting resource efficiency, closed-loop design and energy economy for billions of years. It's time we started learning some of its lessons. Michael will reveal how bio-mimicry can empower us to create effective workspaces that maximise resources, regenerate waste and lower construction and running costs. He'll challenge us to face the threat of climate change head on, and by creating visionary working environments that rejuvenate the planet and the bottom line.



**Michael Pawlyn**, Director, **Exploration Architecture**

*Michael is a pioneer of regenerative design and biomimicry. He established his firm Exploration Architecture in 2007 to focus on high-performance buildings for the circular economy, focusing on environmentally sustainable projects that take their inspiration from nature. He cut his teeth on the revolutionary Eden Project. His book, Biomimicry in Architecture has been a RIBA best-selling title.*

17:30

Conference close & Networking drinks reception



# The Workspace Innovation Showcase

## – meet our partners

Our partners make a valuable contribution to Workspace and work collaboratively with us as your joint hosts. The Workspace Innovation Showcase is a chance to explore products, services and solutions that can help office property keep up the pace. Meet the pathfinder organisations that are eager to share their knowledge.

### Platinum Partners:



WeWork provides its members around the world with space, community, and services through both physical and virtual offerings. From startups and freelancers to small businesses and Fortune 500 companies, our community is united by a desire for our members to create meaningful work and lead meaningful lives — to be a part of something greater than ourselves.

[www.wework.com](http://www.wework.com)



Yardi's culture of innovation continues to drive the development of a range of real estate management solutions and apps to meet the changing demands of how the industry works and what its clients need. Yardi delivers a fully connected, end-to-end solution with role-based mobile-apps and software for investment, asset and property management and meets the needs of a wide range of real estate asset classes.

[www.yardikube.co.uk](http://www.yardikube.co.uk)

### Silver Partners:



Where business gets its buzz.

BizSpace create vibrant working communities all over Britain, with offices, workshops, storage, meeting rooms and more to rent for a day, or forever. For almost 20 years BizSpace have been offering office, studio and workshop units to a wide range of small businesses in convenient regional locations across the country.

[www.bizspace.co.uk](http://www.bizspace.co.uk)



We are a flexible workspace provider in London currently operating 33 locations. We specialise in unbranded, design-led workspaces within smaller, intimate properties allowing our client's to maintain their own culture and identity. Each workplace has its own unique design meaning we can accommodate the personalities of many different businesses across all industries. Established for 10 years with an experienced, forward-thinking senior team which has its colleagues, partners and client's needs in mind and heart.

[theboutiqueworkplace.com](http://theboutiqueworkplace.com)



Founded in 1999, The Instant Group is a workspace innovation company that rethinks workspace on behalf of its clients injecting flexibility, reducing cost and driving enterprise performance. Instant places more than 11,000 companies a year in flexible workspace such as serviced, managed or co-working offices including Amazon, Barclays, Prudential, Sky, Network Rail, Capita, Serco, Teleperformance and Worldpay making it the market leader in flexible workspace.

[www.theinstantgroup.com](http://www.theinstantgroup.com)

### Bronze Partner:



Hollis is a leading international, independent real estate consultancy. We work with owners, occupiers, developers and funders, across both private and public sectors, to help them get more out of their real estate, at every stage of the property lifecycle.

### Supporters:



The Flexible Space Association is the voice of the flexible workspace industry. As the Trade Association for this sector, our members comprise the operators of serviced and managed offices, coworking space, business centres, workshop units and virtual office providers. The providers of services to the flexible workspace industry also form part of our membership.

[www.flexsa.co.uk](http://www.flexsa.co.uk)



Satalia is one of Europe's fastest growing AI businesses and the only UK company to be named a Gartner Cook Vendor for data science. It is recognised for its achievements in applying AI technologies to solve business' toughest problems and has delivered solutions for organisations including the BBC, Tesco, Odeon, DFS and Techdata. A 100 strong team and access to talent via ties with industry and academia, power Satalia's ability to build innovative solutions that radically improve organisational decision making and performance.

[www.satalia.com](http://www.satalia.com)

# When and where

**4 October 2019**

**155 Bishopsgate, Liverpool Street, London EC2M 3YD**  
(located next to Liverpool St. Station in the City of London)

We're turning 155 Bishopsgate into a connected event environment that lets you move seamlessly between our conference and the Showcase; where there's plenty of room to meet, greet, share experience and talk business. Superfast wifi and exceptional business services mean you'll never be out of touch with your world.

## Secure your place

We want to bring the industry closer together, so we've made registration and attendance straightforward. Workspace tickets give you access to the full programme, just buy your ticket and join:

- all presentations, talks and panels
- networking business breakfast
- lunch and showcase
- networking drinks reception

## Team discounts

In addition, our team tickets offer exceptional savings for even the smallest team of two.

Single ticket	<b>£ 595 + VAT</b>
Team of 2	<b>£ 952 + VAT (you save 20%)</b>
Team of 3	<b>£1249 + VAT (you save 30%)</b>

Register online at: [www.workspace.propertyweek.com](http://www.workspace.propertyweek.com)

If you have a question about your registration, please email

[Margarete@fenrix.com](mailto:Margarete@fenrix.com)



Members of the Flexible Space Association benefit from an additional discount. Please contact FlexSA for more information.

Please note: Discounts cannot be cumulated. If you qualify for more than one discount, we will apply the higher discount rate. Discounts must be redeemed at time of registration and cannot be applied retroactively.

## Our team is here for you

If you have a question about the programme, your registration or would like to find out about opportunities to make an impact please get in touch!

Programme: [christina.wood@emap.com](mailto:christina.wood@emap.com)

Delegates: [margarete@fenrix.com](mailto:margarete@fenrix.com)

Partnerships: [matthew.hoare@propertyweek.com](mailto:matthew.hoare@propertyweek.com)

# Property Week

Property Week is the leading news magazine, website and app for the commercial and residential property markets. Packed with news, features, opinion and analysis, it keeps its readers fully briefed on all the latest information from the industry, including major property deals, development opportunities and investment prospects.

Property Week's award-winning editorial team also produces various supplements, sector report and Special Focus features, each of which concentrate on key topics from international matters to financial analysis. Its Office Bulletin gives the industry a reliable round-up of office property news and commentary. The magazine is published weekly and the brand is followed by over 300,000 readers each month across print, web and social media.

## Property Week events

Workspace is brought to you by Property Week Events, a dedicated team of national and international event specialists working alongside this most influential industry title.

As a multi-media events business, we deliver gold-standard events; conferences, summits and exhibitions covering every angle of the UK property and real estate market.