



Hello!

I am Antony Slumbers

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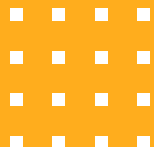
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Sustainability, Coronavirus & Real Estate



**2020: From
'Climate Change
and
Sustainability'
to
'Covid-19, all the way down'**



The Greatest Opportunity

- Flywheel of change
- To deal with one we have to deal with the other

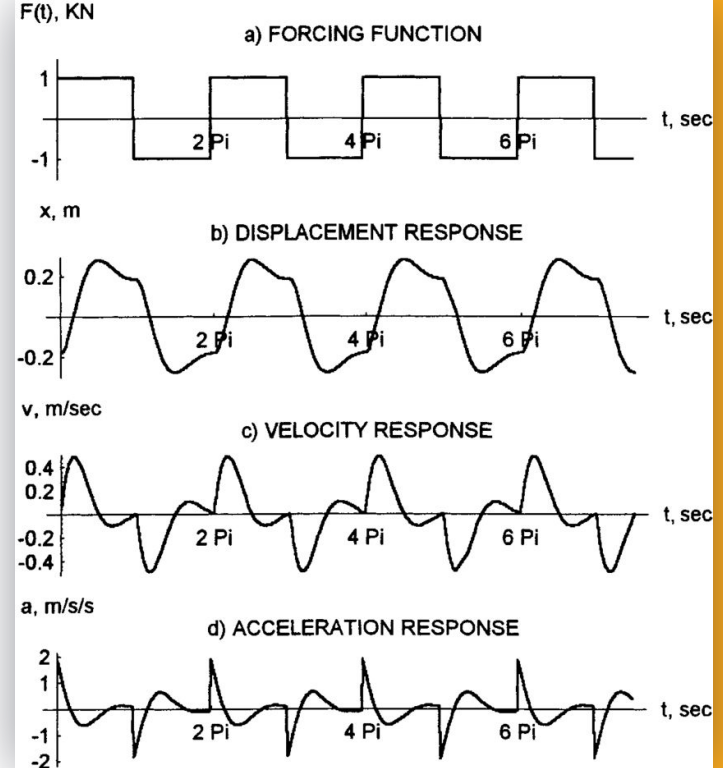


Pandemic = Forcing Function

5-10 Years in 12-18 months

“It is not the strongest species that survive, nor the most intelligent, but the ones most responsive to change”

Charles Darwin

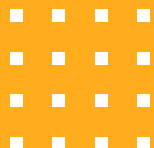




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‘You never let a serious crisis go to waste. And what I mean by that it's an opportunity to do things you think you could not do before.’

Rahm Emanuel, Mayor of Chicago 2008





What would have been



A fundamental reshaping of finance.

Climate change is driving a profound reassessment of risk and we anticipate a significant reallocation of capital

Larry Fink, CEO Blackrock, January 2020

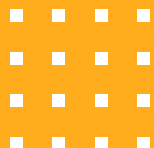


Climate Risk

is

Investment Risk

Larry Fink, CEO Blackrock, January 2020

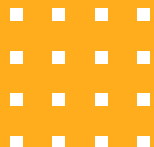




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**Our investment conviction
is that sustainability and
climate integrated
portfolios can provide
better risk-adjusted
returns to investors**

Larry Fink, CEO Blackrock, January 2020



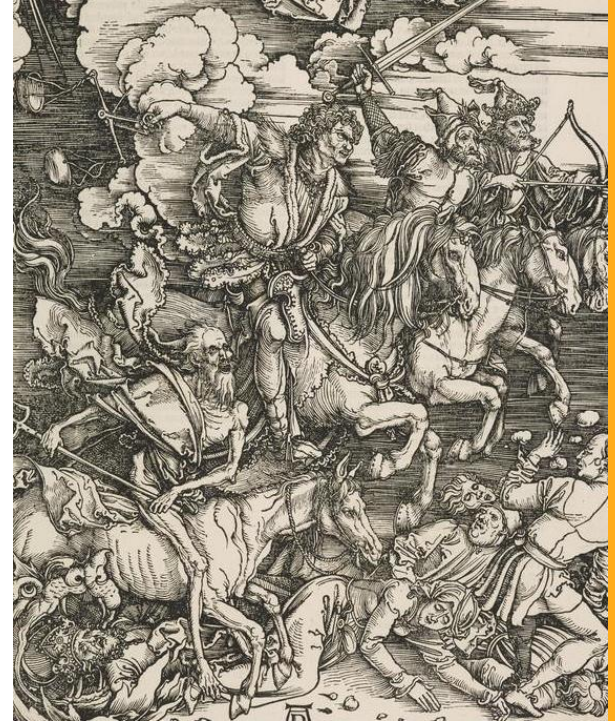
Real Estate in the Crosshairs

The industry is an environmental horror show.

40% of all the world's energy

30% of GG Emissions

66% of GG Emissions in NYC



Real Estate in the Crosshairs

Carrots & (more likely) Sticks

NYC mandated

40% less GGE by 2030

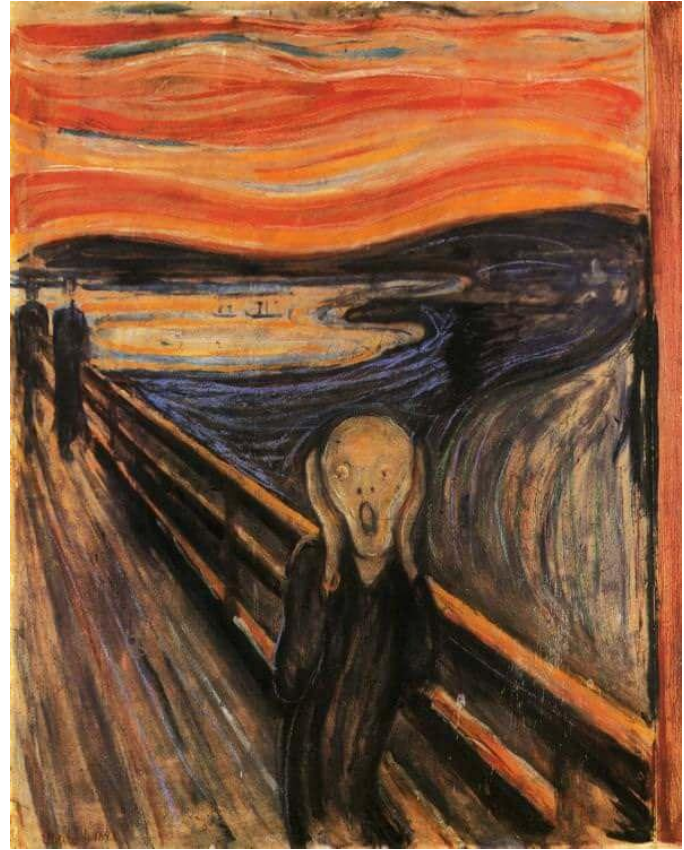




What will be

This changes everything

What people ~~want~~ DEMAND
in the future will not be what
they wanted in the past



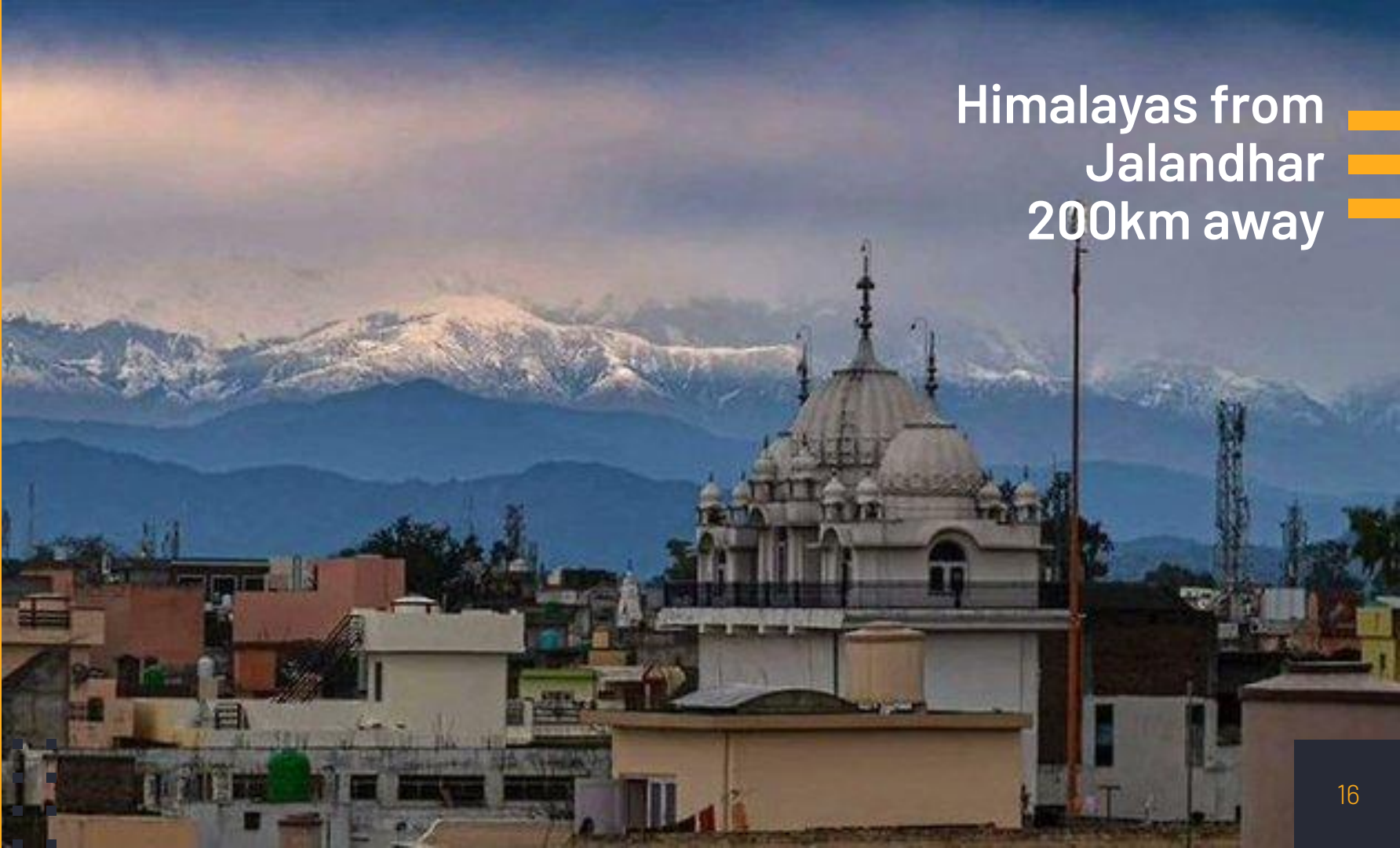
Two New Zeitgeist Changing Norms

1. 'Outside' can be scary, dangerous and unsafe
2. The entire world CAN BE IN IT TOGETHER

BUT - Smell that air!



Himalayas from
Jalandhar
200km away



The Pandemic is upending real estate

- 10 years of a bull market
- Companies optimised for world as it was
- Who needs Innovation?
- —————
- But now... our offices are EMPTY
- Our customers never liked them much anyway
- Now they are scared of them
- Maybe they don't even need them anymore



This Time IS Different

The Real Estate Downturn Playbook

- Cut overheads
- Cut Capex
- Cut expenditure
- Hunker down - Survive



A large, fiery mushroom cloud nuclear explosion is the central focus of the image. The cloud is bright orange and yellow, with a thick, dark column of smoke and debris rising from a large, glowing fireball on the ground. The background is a dark, cloudy sky with some light breaking through. The overall color palette is dominated by warm, fiery tones.

That won't work
this time

This Time IS Different

- Lack of demand is not a cyclical market issue
- Existential health & safety one
- This time, the only way through the crisis will be by **spending** money.







On upgrades to ventilation systems, on new materials, on new hardware, on new fittings and furnishings, on new cleaning regimes, on new cleaning processes, on communication, on data, on analytics, on interactions with customers, on increased staffing, on new business models and new ideas about what constitutes 'the office' and even 'work' itself.



“


In a sentence, everything that we know we should have done over the last ten years but have not had to, **we need to do now**





TO CONCLUDE

WELCOME TO 2030 IN 2020

- Indoor Air Quality - now, everyone will care
- Few NEED an office, but will they WANT one?
- Offices are for Teams, not Individuals
- The office is distributed, on a sliding scale
- Less but better. Much less, much better
- The Flex market is THE market
- The Office = Hardware + Software + Services
- Who enables  wins!



Thank You

Any questions?

You can find me at:

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