

# European Office and Mixed-use Product Council

Dublin – September 2018

## Overview

The Office and Mixed-Use Council brings together industry leaders to examine all aspects of investment, financing, development, architecture and sustainability. By sharing lessons from cities across Europe, the council keeps its members abreast of the latest trends in a rapidly evolving world.



# From technology dreamers to technology leaders

**Sebastian Abigail**, Senior Director, VTS  
 Sebastian began his presentation highlighting the difference between the financial services almost 40 years ago and today. Today's financial services industry is enhanced by technology in a way that could not have been imagined in the 1980s.

**Key takeaways:**

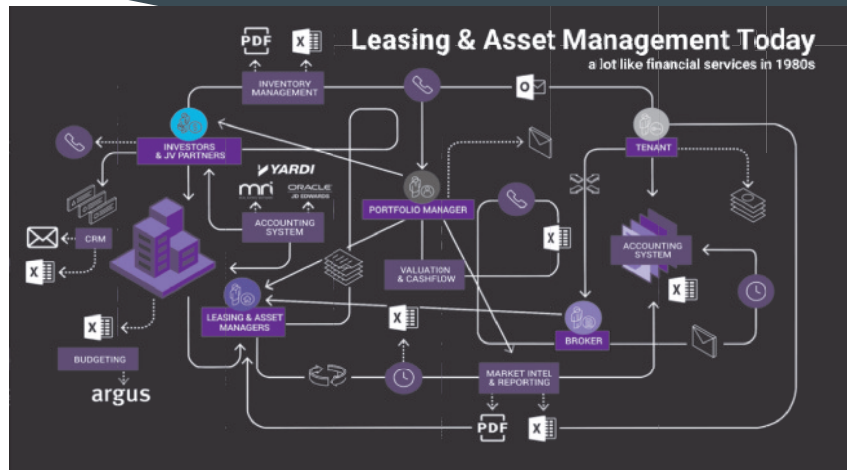
- The **leasing and asset management today has not adapted as much** and is still similar to the process of that in the 1980s.
- Today, real estate focused technology products come into play as it brings all parts together leasing and asset management together.
- Real estate focused technology products have the **potential to save time and money**.

# Technological solution for better buildings

**Cees van der Spek**, Public Affairs & Global Corporate Relations Director, EDGE Technologies

**Key takeaways:**

- Technology is the component to create better buildings. The **requirements for sustainability, wellbeing and design may all be enhanced by technology**.
- Examples of how to achieve these requirements were put forward by Cees including; staircases to improve wellbeing; designing a building to fit the needs of the user; data collection and monitoring in order to create a sustainable environment. The Edge in



Amsterdam is one example of building that covers all these requirements.

- The use of technology may be the answer to new office requirements.

**Panel Discussion:**

One of the discussions had by the council revolved around the possible introduction of human sensors to maximise efficiency. Another discussion which took place was the concern of landlords using the recorded data for the likes of rent reviews but it was the general thought that this would not become a reality.

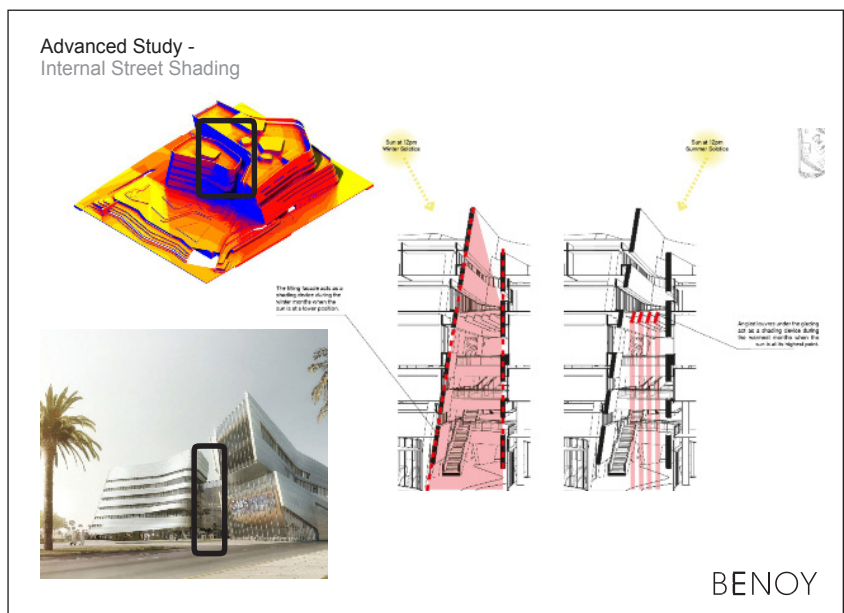
“The world needs better buildings”.

# Technology In-Design

**Jon Fielding**, Global Creative Director, Benoy  
 Jon spoke about how the design process has changed in today's world through technology, and how they as commercial architects have adapted to it.

**Key takeaways:**

- The use of technology allows faster design for models.
- The design process is driven by research and that while technology plays a big role, **traditional methods are still utilised** too.





- The more traditional methods of sketching are combined with Virtual Reality and 3D printing. This allows Benyo to better understand their models.
- The use of software allows for environmental optimisation. It **takes into account details such as scale of development, wind directions and the suns movement.**
- The Global Business School is an example of where this was used. The design of the facade assists in regulating temperatures within the building throughout the year.

## Irish Office Market Update

Declan O'Reilly, Director, Knight Frank

### Key takeaways:

- Ireland's economy has grown in a healthy manner and continues to grow.
- The growth of the Irish office market since has been a steady and strong growth with **2017 being the strongest year to date.** A big cause of this growth

is due to the technology, media, and telecom (TMT) sector which in the first half of this year takes up 39%.

- The sectors TMT and co-working continues to grow with large take up in Dublin.
- Demands still outweighs supply. **Brexit has proven Dublin to be a strong choice for relocations.**

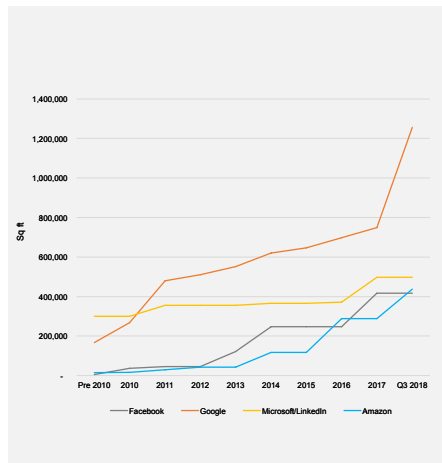
### Council discussions:

- It was questioned whether the office market was too dependent on the TMT sector.
- It is believed that future requirements from sectors such as professional services and the government sector are not too dependent on the TMT sector.
- The lack of "tier one" contractors and the housing problem were also discussed.

**"It is important to remember the bad times".**

### Panel Discussion:

The council discussed the difference in the use of technology between design and implementation in the development phase of a project. The general consensus was that it is an industry of "them and us", and that there is a gap between design and construction industries.





## Members and guests of the Council

**Sebastian Abigail**, VTS

**Andrew Angeli**, CBRE Global Investors

**Patricia Barrigan**, Benson Elliot

**Olivier Bastin**, Immobel

**Thomas Beyerle**, Catella

**Cristina Calvo**, Ashurst

**Jepe de Boer**, Masterdam

**Hunt Doering**, Baupost Group International LLP

**Jon Fielding**, Benoy

**Tamsin Foley**, Knight Frank

**Alexander Hodac**, Immobel

**Bryan McDonnell**, PGIM Finance

**John Mulcahy**, IPUT

**John Mulqueen**, CBRE Global Investors

**Declan O'Reilly**, Knight Frank

**John Ring**, Knight Frank

**Van Stults**, Orion Capital Managers

**Duncan Swinhoe**, Gensler

**Gabriel Uzgen**, BESIX Real Estate Development

**Cees van der Spek**, OVG/EDGE Technologies

## About ULI Europe

The Urban Land Institute is a global, member-driven organization comprising more than 40,000 real estate and urban development professionals in 76 countries dedicated to advancing the Institute's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. In Europe, we have over 3,000 members.

European Councils are forums for industry leaders to meet, exchange ideas, share best practices and foster thought leadership in their specific sector of the real estate market. Consisting of a genuinely international membership, the councils provide a unique platform to learn from peers in the same sector who are operating in different geographical markets, as well as help shape the future of pan-European real estate.

## Join us today

The success of ULI's Product Councils relies on the active participation of our senior executive full members. If you would like to share your expertise and be involved in shaping the future of real estate in Europe, please contact the relevant Chair or Louisa Batts at [louisa.batts@uli.org](mailto:louisa.batts@uli.org) for information on applying to join a Council.

<https://europe.uli.org/join>

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