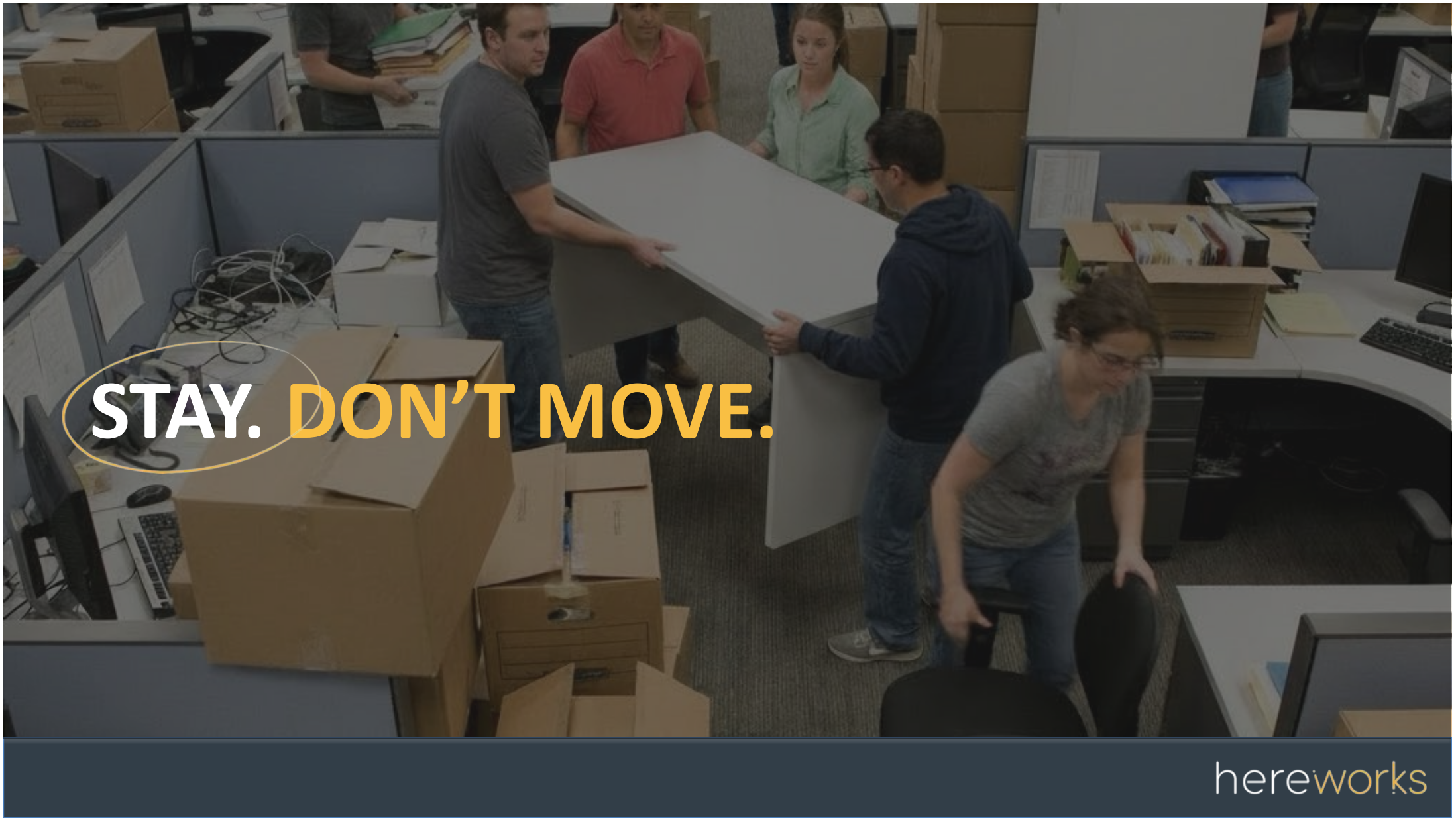
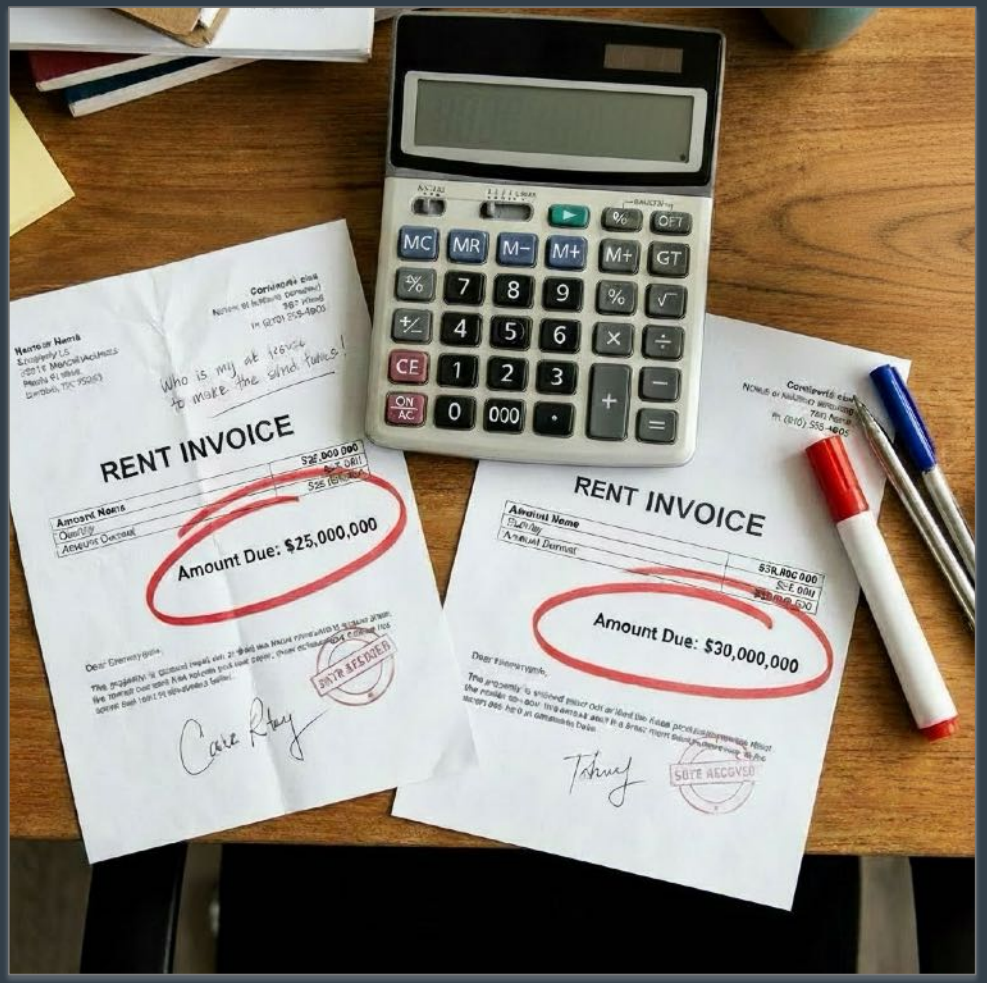

RETROFIT OR FUTURE-FIT?
Is it “Retrofit” or Future-Fit for Europe’s Buildings
hereworks


STAY. DON’T MOVE.
hereworks

The Double Hit

2 rents. 2 teams. 2 years.

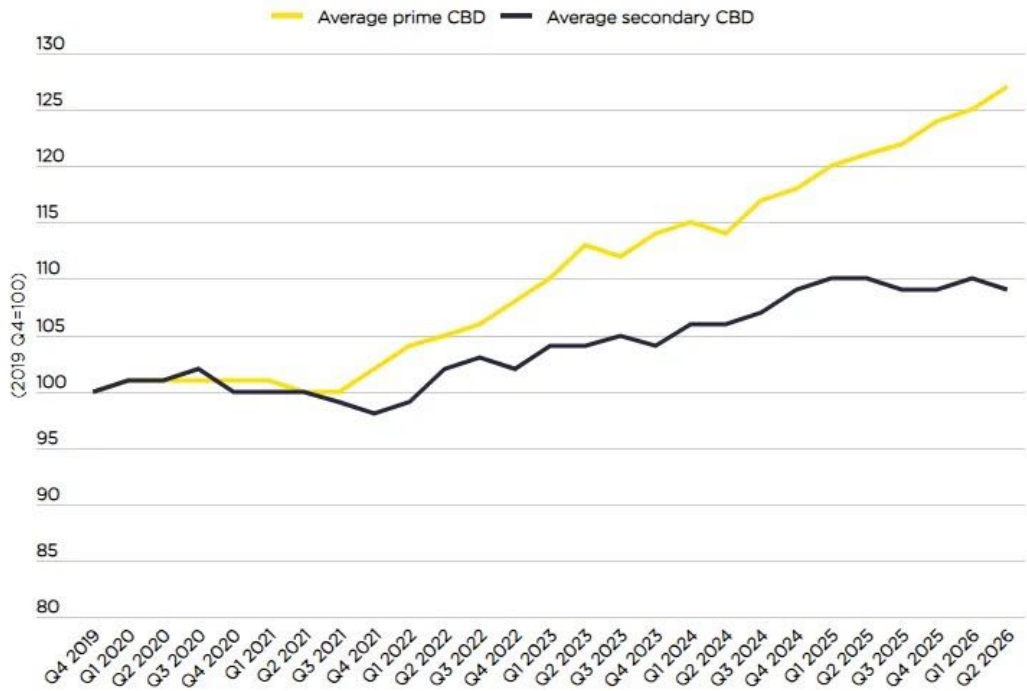
150,000 sq. foot
£25M+



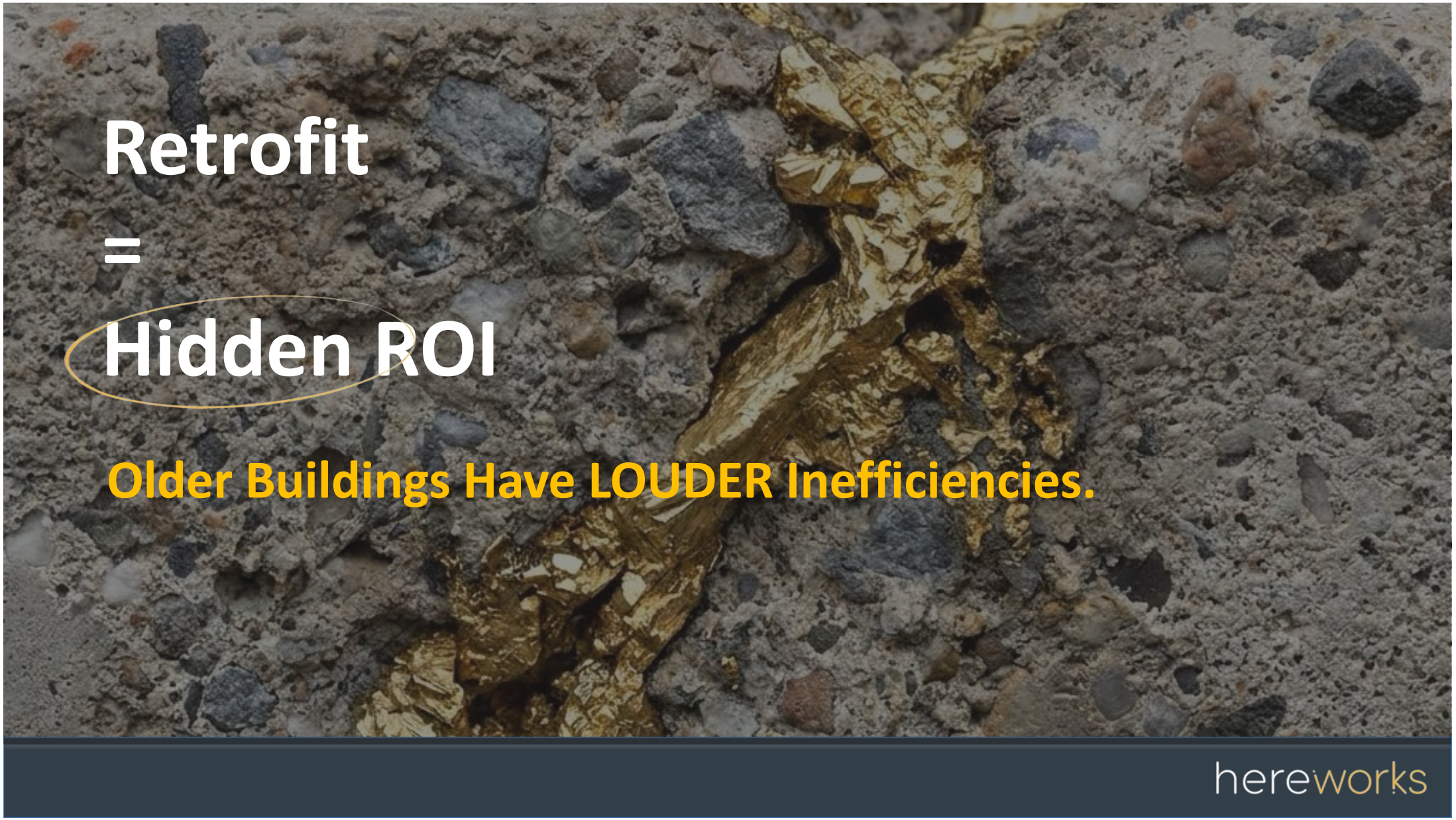
The Gap is Widening

Prime ⟷ Ageing

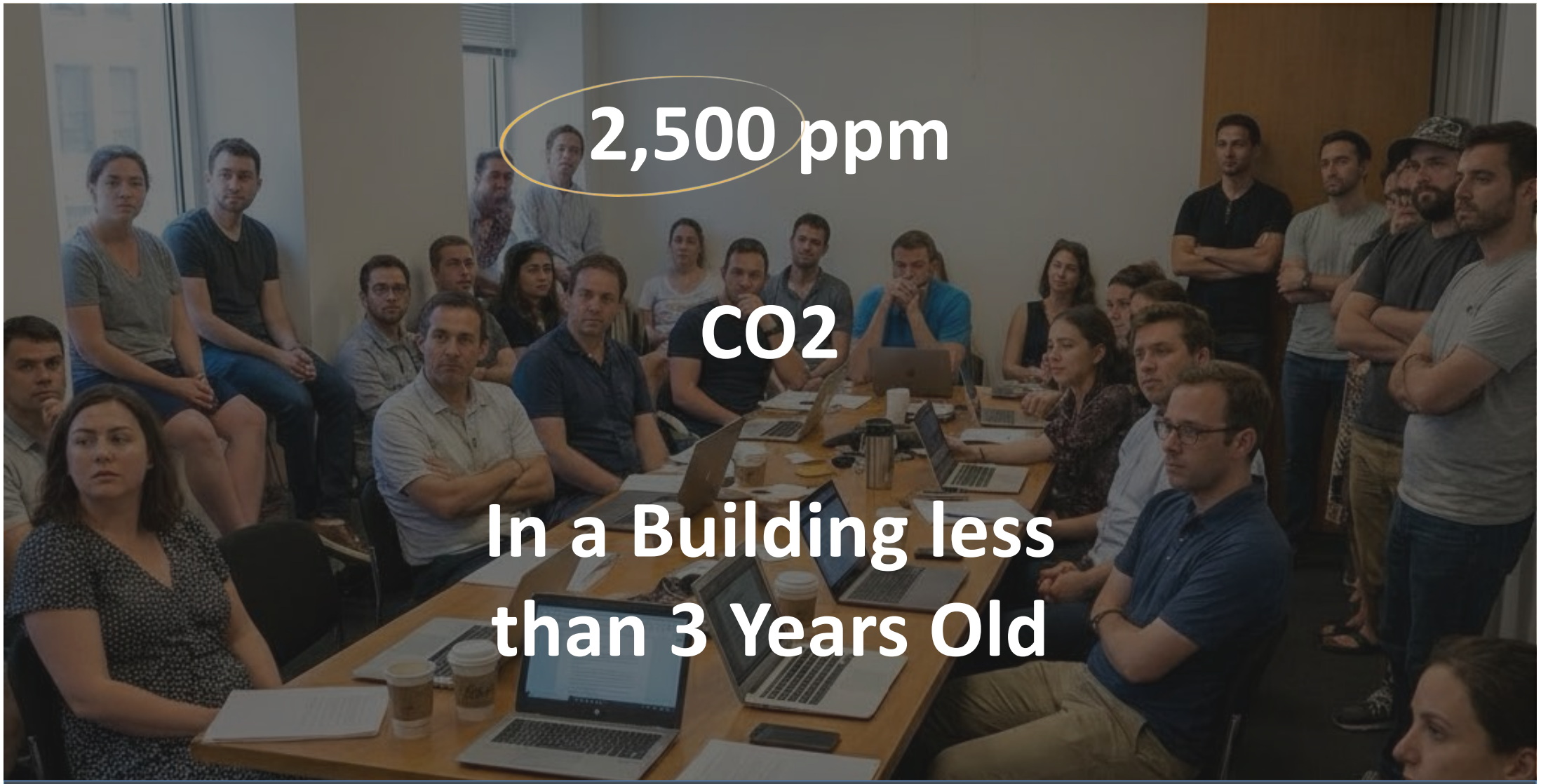
Chart 3: European prime vs secondary CBD rental growth index



Source: *Savills Research*

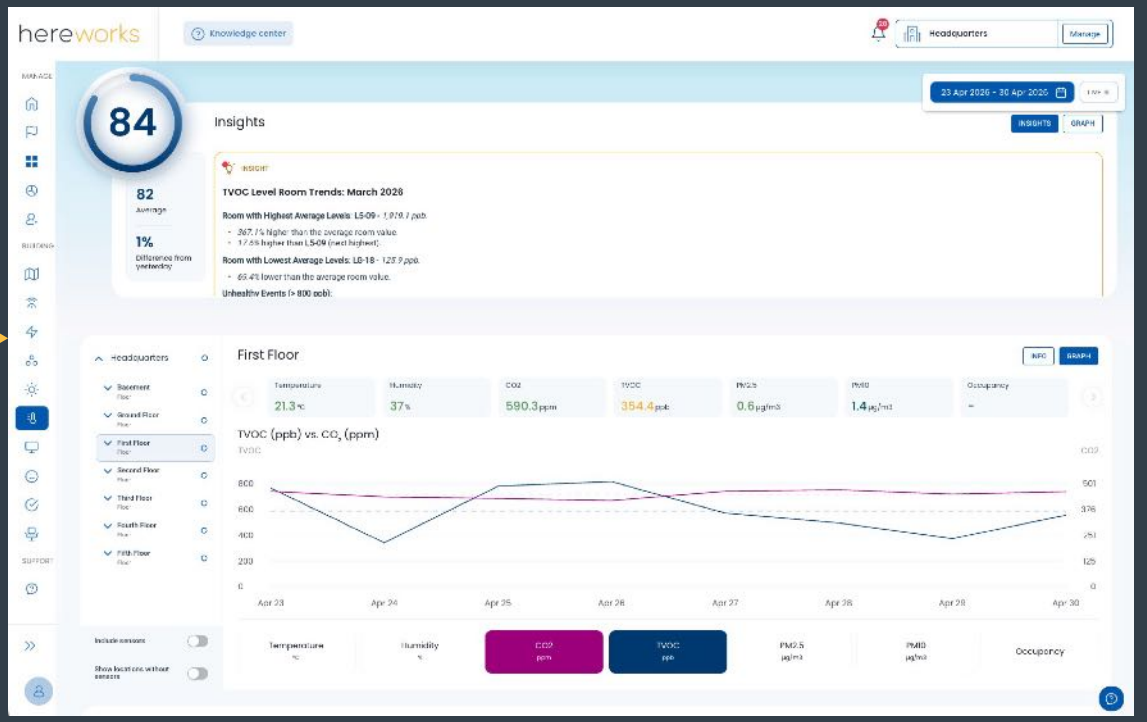

Retrofit
=
Hidden ROI
Older Buildings Have LOUDER Inefficiencies.
hereworks


Silent Leaks
HVAC. Lighting. Comfort.
hereworks


2,500 ppm
CO2
In a Building less
than 3 Years Old

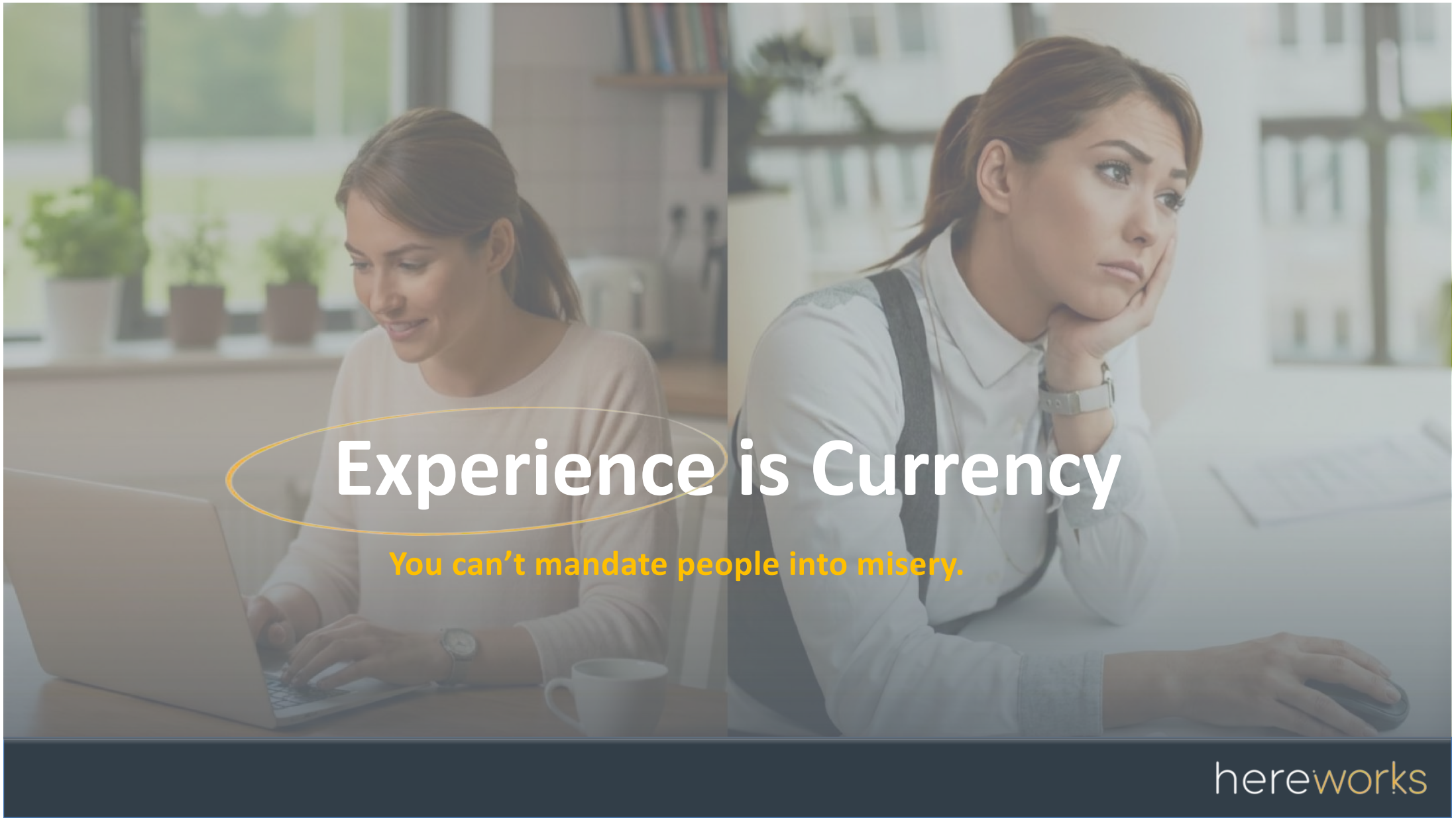
Prove it!

???



Before

After


Experience is Currency
You can’t mandate people into misery.
hereworks

Energy / Real Estate / Productivity

JLL'S 3-30-300 Rule



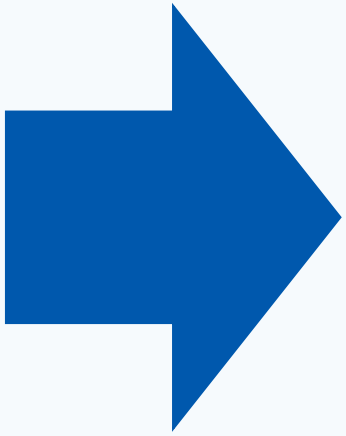
£3
utilities



£30
rent



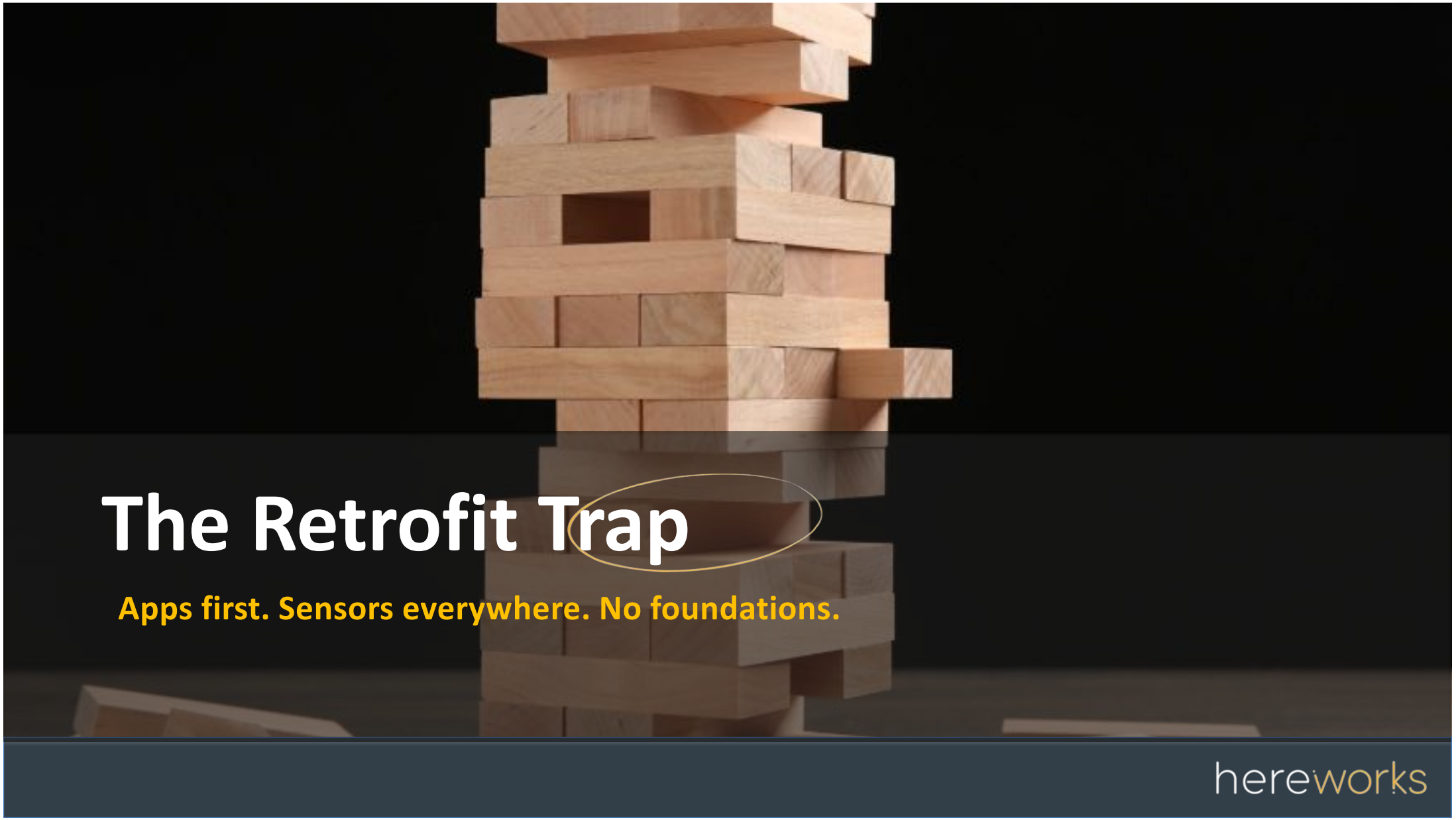
£300
payroll





Focus on productivity
for greater returns

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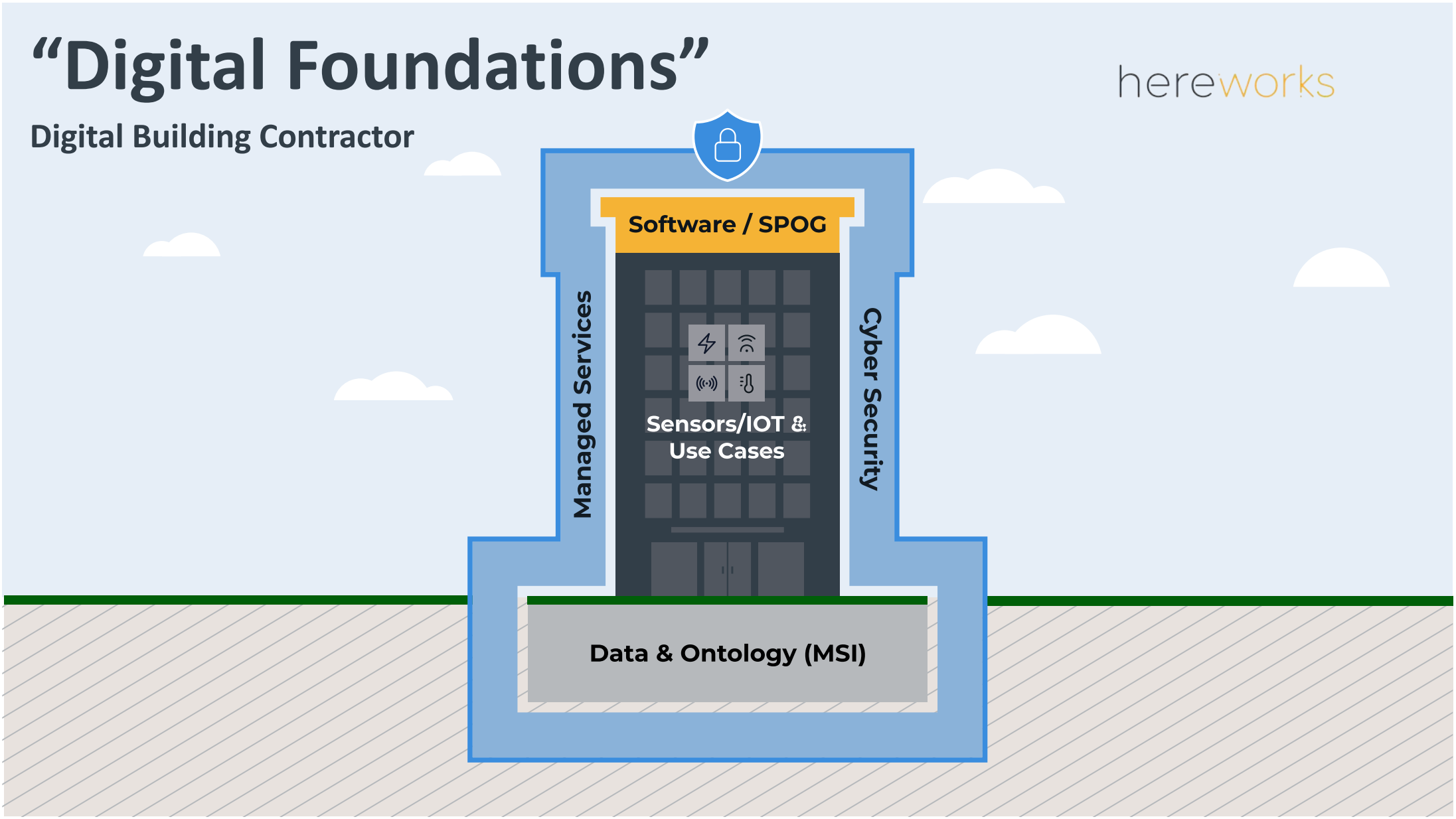

The Retrofit Trap
Apps first. Sensors everywhere. No foundations.
hereworks


A BUILDING THAT USES TECHNOLOGY AND THE DATA IT GENERATES TO IMPROVE HUMAN AND BUSINESS OUTCOMES
• Human Experience
• Sustainability
• Space & Maintenance
hereworks

“Digital Foundations”

Digital Building Contractor

hereworks



Retrofit

≠

RIP & Replace

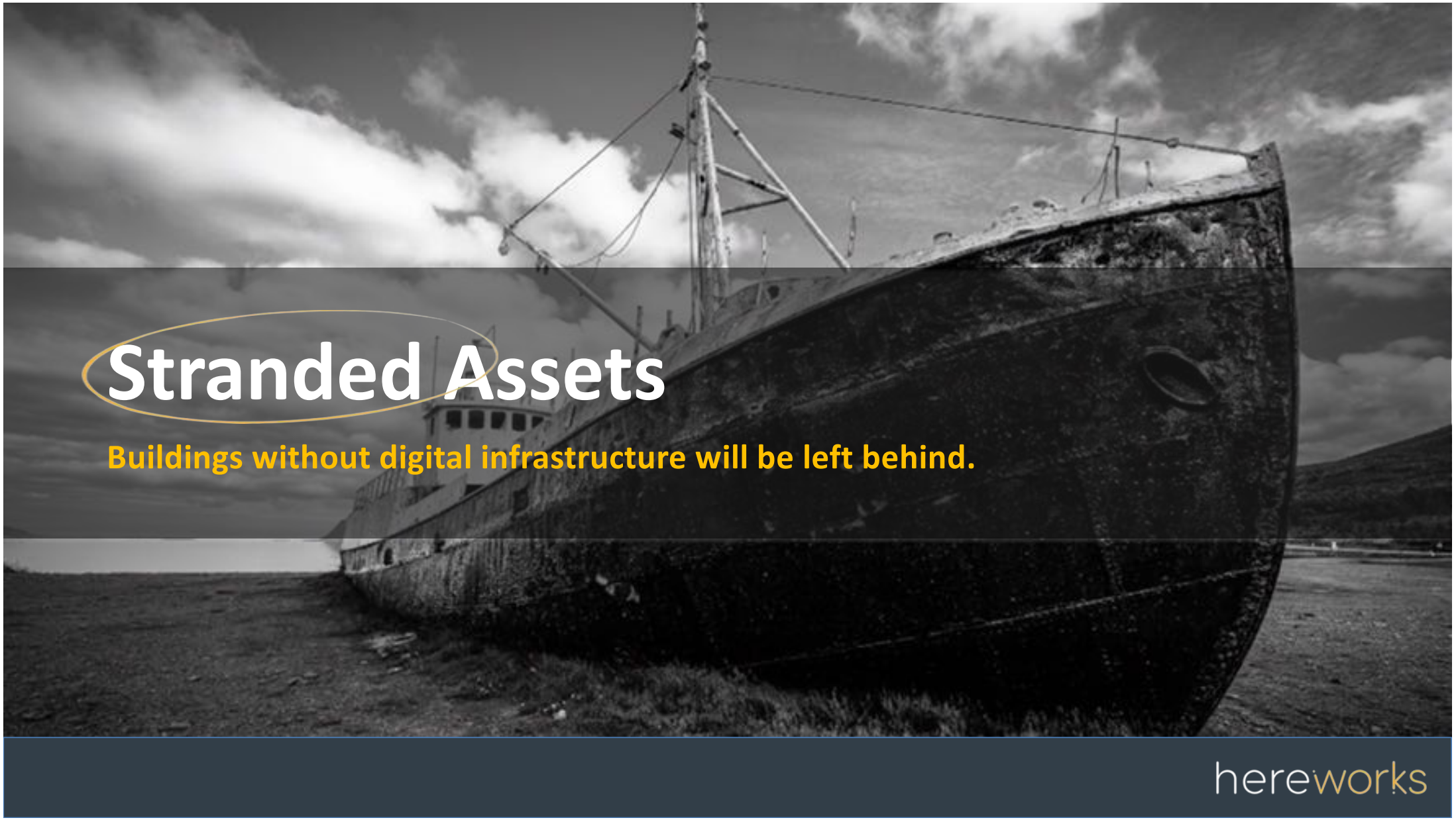
Phase it. Prove it. Iterate.

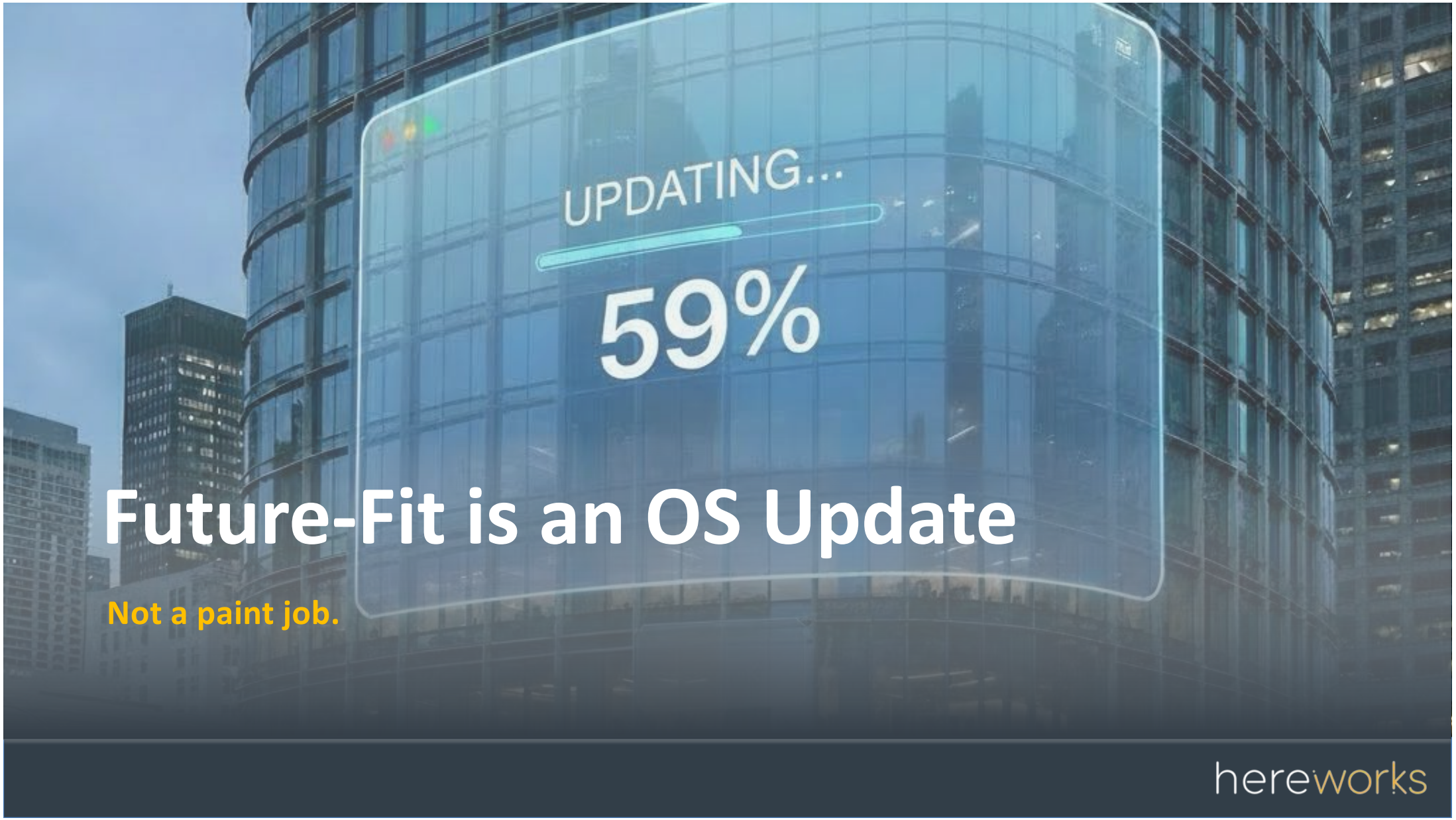


FDD

LoRa




Stranded Assets
Buildings without digital infrastructure will be left behind.
hereworks



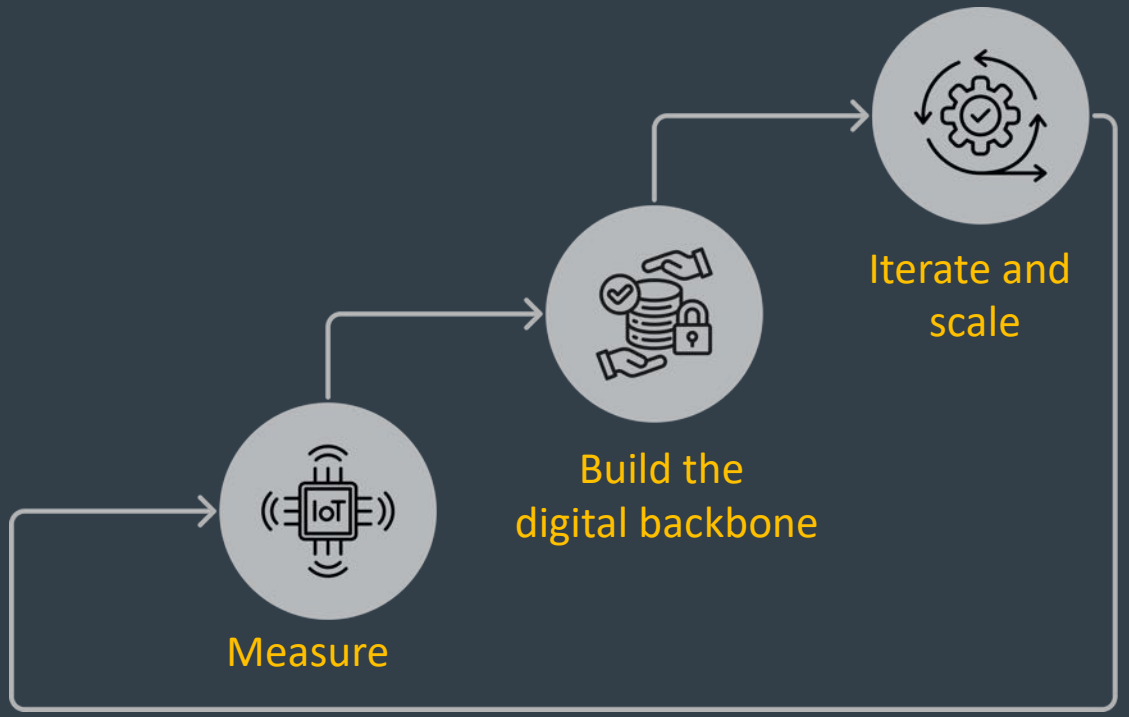
Future-Fit is an OS Update

Not a paint job.

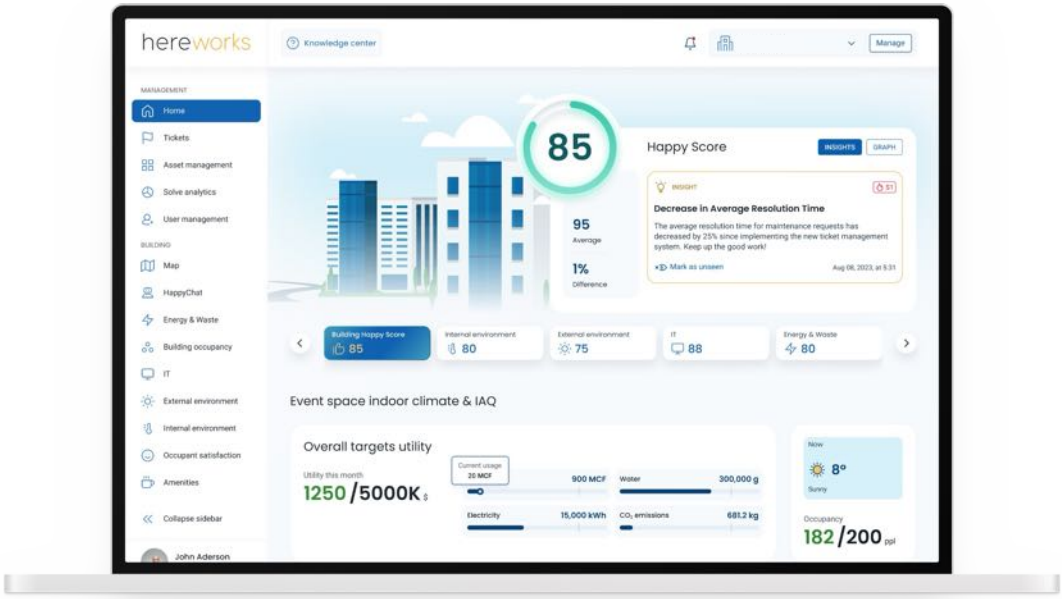
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Retro-Fit For Future-Fit

3 moves



Let’s re-imagine human centric, Future-fit spaces.



hereworks



Tom Keeling
Solutions Architect @ Hereworks