

**PLACING**

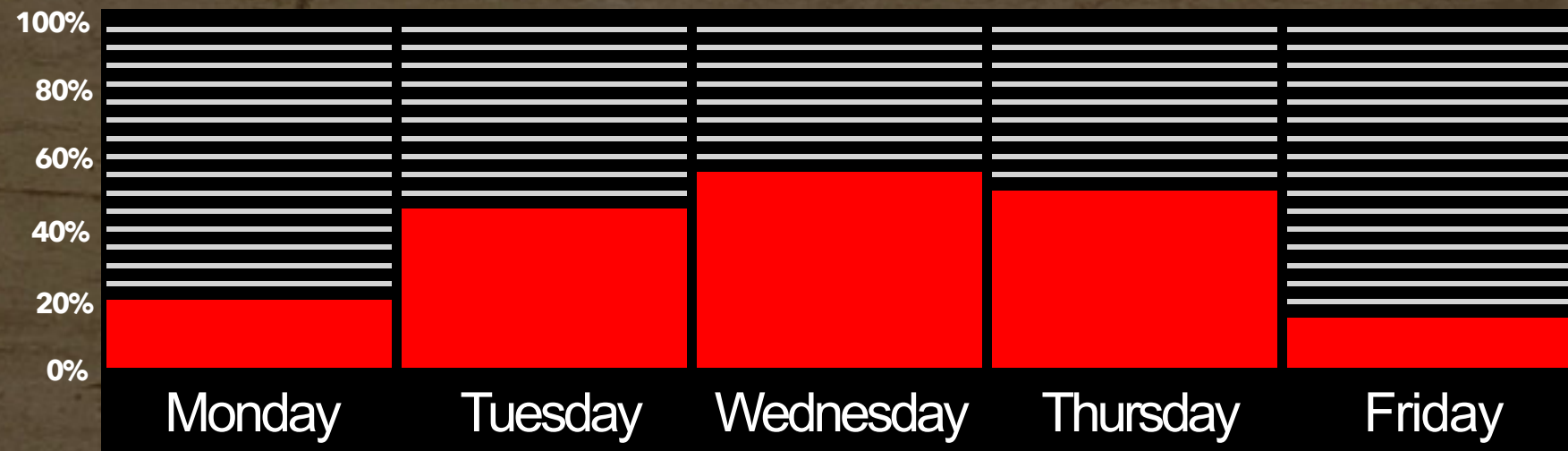


**DISRUPTION VS STATE CHANGE**

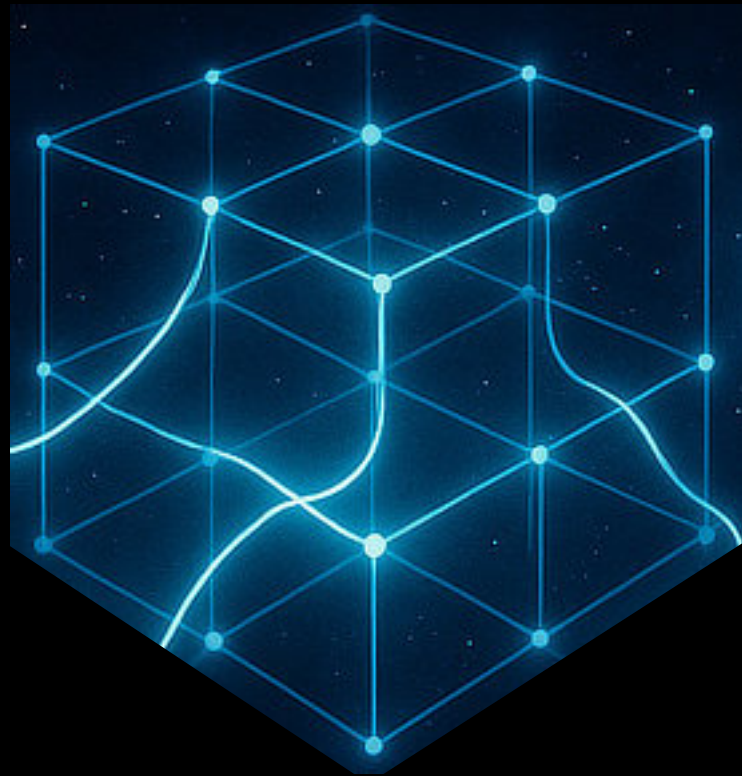
**INTRODUCING THE SPATIAL ECONOMY**

**WORKTECH MELBOURNE 2025**

# MEASUREMENT



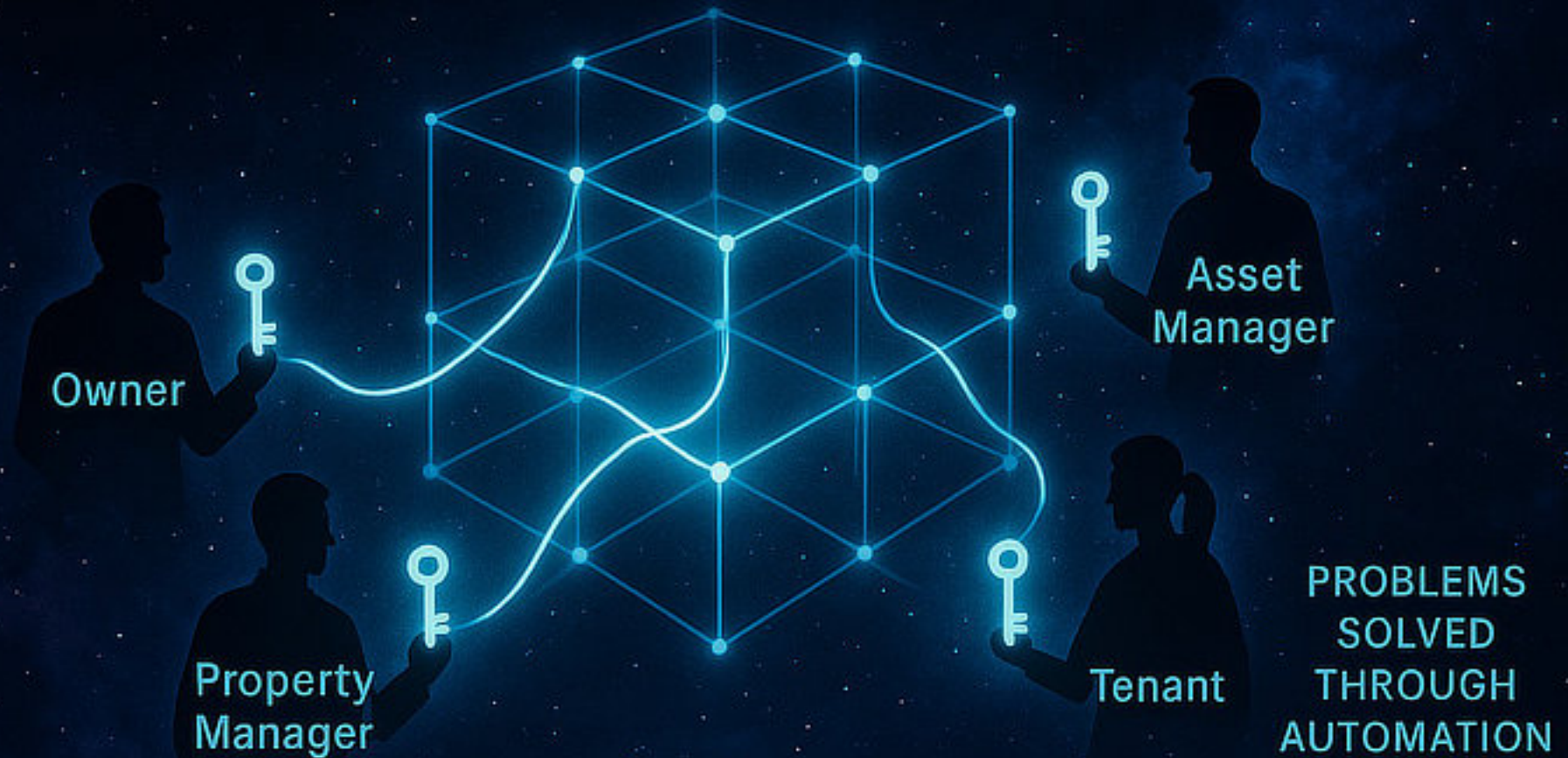
# THE SPATIAL WEB







# CONNECTING THE SPATIAL WEB THROUGH PHYSICAL RIGHTS MANAGEMENT



## LGIM mission: Uniting building stakeholders to achieve a “net zero” emissions target



### PROBLEMS

How to engage a building users to drive down emissions and meet Scope 3 emissions targets?

4,000 users across 3,000 leases & 700 buildings owned by 20 funds

Multiple property managers (4)

No direct tenant relationships

No way to communicate in an efficient, timely and unified manner

### SOLUTION

DIGITAL OCCUPIER ENGAGEMENT PLATFORM



Powered by ility



### OUTCOMES

- > Reduction in energy consumption and emissions
- > Strengthened occupier engagement & data sharing
- > Improved tenant retention rates
- > Gateway to new revenue: green energy & wastewater management





Ility

Search name, Email, or Tenant

Send Alexander Admin View

BUILDING

Feedback

Tenants

Products

PORTFOLIO

North Sydney

Docklands

Barangaroo

Active

Feedback

Tenant Satisfaction

Edit

More Options

ESG & Sustainability Communications

Portfolio Details | Docklands

Type: Commercial

AFOM Codes: Yes

Charge Type: Monthly

Minimum Term: 40 months

Property Manager: CBRE

Total 2024 Expires: 29

Created By: Susan Sanders

Last Edited: 11/13/2023

Occupier Overall Sustainability Scorecard

Tenant	Score	Expiry
Google	92	Sep 2026
IBM	79	Apr 2028
Square	85	Sep 2028
AJ Tech	81	March 2032
BCG	68	May 2026

See All Scores

SUSTAINABILITY SURVEY RESULTS

Completion Rate: 78.5%

Actionable Suggestions

Send 2024 Emissions Reduction Survey to 4 net new tenants in Docklands Submarket

Yes, Create new task with CBRE PM group

2024 Emissions Reduction Report: Inputs, Outcomes, and Plans

Send to tenant or tenant group

Total Buildings: 25

Total Occupants: 62

Portfolio creation date is 24 May 2021

Occupier Recognition and Rewards Program

Top Reuse Exchange Participant (Portfolio-level): BCG

AFOM Codes: Yes

WY Waste Reduction Percentage (Building Avg) (Carroll): 12.7%

Total Occupier Opt-ins for Waste Data Collection: 29

Sustainability Programming (Total Event Count / Quarter): 7

Leading Attendees: BCG

Sustainability Survey Results: Enterprise Demographics

31%

49%

20%

Technology / Media

Other

Professional Services

ESG Initiatives Communication Tracker

Email Marketing (Klayvio) Campaign

Open Rate: 22.3%

Click-Through Rate: 10.2%

Subscribe Rate: 4.1%

Sustainability Program Sign-Ups (YoY)

2022 (12) total sign ups

2023 (157) total sign ups

2024 (166) total sign ups

Sustainability Program Sign-Ups (Type)

Emissions Reporting Workshops (15)

Renewable Education (CB)

Waste Reduction (18)



# EARLY MODELS

A re-imagined office tower using Ility to create the digital platform functionality and user experience components of the building and space:

## User Operations

- User FM
- Real time automated reporting and analytics e.g. ESG
- Permissions and physical rights management
- Integrations
- Workflows
- Automation

## Building operations

- Communication
- Services
- Property information
- Payments
- Operations
- Environmental

Large tenants

Small tenants

Ad hoc teams

Co-working

Shared amenity

Integrated digital user experience with the tenant's systems and tools

Tailorable white label digital user experience and tools

Best in class branded co-working digital user experience and tools

Branded guest digital user experience and tools

