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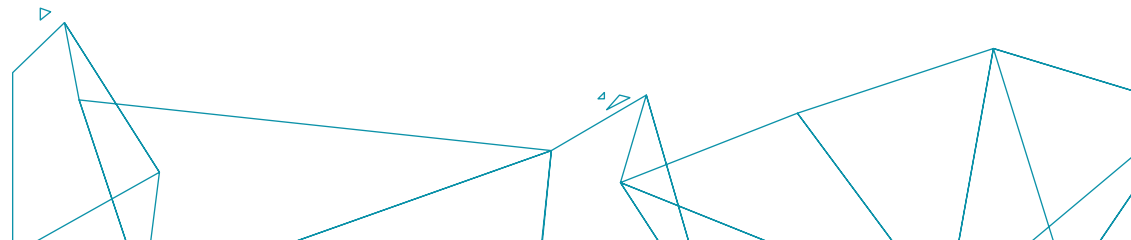


SUPPORTERS



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WELCOME TO THE 2018

CORENET GLOBAL SYMPOSIUM

Following our biggest-ever symposium last year, with more than 400 attendees, CoreNet Global NZ's 2018 Symposium will take place on May 3rd 2018 at Shed 10 on Queen's Wharf in downtown Auckland.

As the relationship between humanity and technology proved to be such a thought-provoking topic last year, we have chosen to examine another highly relevant theme at the 2018 symposium:

THE EXPERIENCE EDGE *People, place & competitive advantage*

We now live in a world where 'the experience' is everything, and the world's best-known brands devote ever-more energy to creating great experiences for everyone who comes into contact with them.

The question we ask is how can buildings become experiences that attract people, keep them engaged and add value to the business?



It's all about creating an experience in terms of the real estate people occupy, the ways of working they respond to, and the fact that workplaces must now be:

- Connected – enabling meaningful human and business connection and connectivity
- Technology-enabled
- All about the sharing economy – sharing skills and space
- Places of interaction, collaboration, community and agility
- Multi-generational
- Enablers of mobility
- Places of co-working and, in some cases, co-living.

Our pre-eminent, globally-leading experts will shine the spotlight on a number of on-point CRE trends, enable blue-sky thinking and apply practical learnings that property professionals across the sector - whether owners, occupiers or suppliers - can take away and use. I'm looking forward to a truly insightful day.

Yours,




Rod Aitken
NZ Chapter Chair


CORENET
GLOBAL | New Zealand
Chapter

OPENING SPEAKERS



SPEAKER:

ROD AITKEN

HEAD OF CORPORATE PROPERTY / AUCKLAND COUNCIL

Rod Aitken has over 25 years' experience working in senior roles in both the corporate property and manufacturing sectors. Rod specialises in client sided corporate property management with a special interest in portfolio optimisation, customer service, continuous improvement and is passionate about championing the virtues of new ways of working to deliver better outcomes.

In recent years Rod was part of the team responsible for ASB's portfolio wide transformation of 50,000m² of traditional office space to agile ways of working, including the delivery of the award-winning ASB North Wharf head office building.

Rod now leads Auckland Council's Corporate Property team, responsible for 100,000m² of office buildings, the 21 Local Board buildings, council's storage space and office car parking. In this role, Rod's focus areas include portfolio level optimisation and the transition to agile ways of working to deliver better outcomes for council staff, customers and the community, and better value for money for ratepayers.



SPEAKER:

GEORGE HULBERT

DIRECTOR / THE CLARITY BUSINESS

MC-ing the day will be George Hulbert of The Clarity Business. As an experienced property communicator, George is always working to understand how real estate makes people feel and act. In his view, the real value of a place is the experience that it gives us as human beings.

George has experienced a variety of workplaces, from traditional listed property, construction and banking in the UK and NZ to the thoroughly modern co-working experience he has enjoyed at The Clarity Business since 2008.

A proud CoreNet supporter, The Clarity Business specialises in all things communications and particularly to do with property: PR / media relations, social media, publications, issues management, and tender submissions.

We build value for you through bridging the imagination gap and telling the stories of how your customers will have a better, more fulfilling experience in the places you create.

INFORMATION ON REGISTRATION

For enquiries about registration please contact Kim van Duiven at The Conference Company, either by email corenet@tcc.co.nz or telephone **09 360 1240**, or contact Nigel Rye by email nigel@nigelrye.co.nz or telephone **021 770 076**.

CoreNet Global Members Symposium Registration:	Earlybird until 05 April	Standard until 02 May
Member registration	\$495.00	\$595.00
Academic / Student Member	\$295.00	\$350.00

Non-members Symposium Registration	Earlybird until 05 April	Standard until 02 May
Non-member Registration	\$735.00	\$895.00
Non-member Multiple Registrations <i>(This discount is applicable for 3-7 registrations per company)</i>	\$660.00	\$790.00
Academic / Student Non-member	\$295.00	\$350.00
Join & attend registration	\$1,175.00	\$1,275.00
Join & attend registration for Academic	\$425.00	\$480.00
Join & attend registration for Student	\$320.00	\$375.00
Join & attend registration for Young Leader	\$735.00	\$835.00

Definitions:

Academic. Educators who spend not less than 80% of their time teaching in the field of real estate or real estate related education.

Student. Students must be full-time or active degree candidates in real estate or related fields.

***Join and Attend.** This offer is available to new members of CoreNet Global.

This year the Join and Attend rate of \$1,175 is a great opportunity to attend the Symposium and receive great value for CoreNet Global membership through until December 2019. (Normal annual membership is \$680 – January to December). This great value is only available in conjunction with the Symposium. Don't miss out on this unique opportunity.

All prices are per person, in New Zealand Dollars and exclude 15% GST on the Symposium element.

CHAPTER INFORMATION

CORENET GLOBAL NEW ZEALAND

Chairperson

Rod Aitken

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Auckland Committee

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Andrew Tu'inukuafe
Chris Farhi
David Maurice
Doug Snell
Gail Calder
George Hulbert
Ihemba Mbamba
Kirsten Andrews
Nigel Rye
Rod Aitken

Wellington Committee

Andy Cardno
Arno Bosman
Ben Whitehouse
David J White
Justin Angell

Symposium Committee

Andrew Tu'inukuafe
David Maurice
George Hulbert
Jo Monaghan
Kate Horton
Kirsten Andrews
Lisa Bryan
Nigel Rye
Rod Aitken
Sarah Bryant

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Membership

Kirsten Andrews

021 955 058

kirsten.andrews@ngaitahu.iwi.nz

Pre-Symposium
Soirée
Wednesday 2nd May from 6-8pm

Brought to you by:



Hosted at the Bishop Selwyn Chapel

446 Parnell Road, Parnell, Auckland 1052

A ticket to the Pre-Symposium Soirée is included with the Symposium full registration.

Guest/Additional tickets are \$105 per person inclusive of GST, for both members and non-members.



Auckland's rapidly emerging Southern city

A world-class environment characterised by high quality architecture, sustainable design, and outstanding amenities for staff and visitors.

South Auckland is a major growth node for Auckland with the Southern Initiative being one of two major geographic priorities identified for social, economic and physical regeneration. Few real estate businesses have capitalised on this as well as Auckland Airport, and none come close to the quality and scale of the world-class business precinct it offers.

As the cost of CBD real estate soars and Auckland's workforce moves further away from the city, New Zealand's business visionaries are setting their sights on Auckland's emerging city in the South. At the core of this fast-emerging epicentre of business is The Quad. Blue-chip companies such as Meridian Energy, Qantas and Harrison Grierson are already well-established, with Regus, a serviced office and co-working tenancy, soon to move in to this vibrant location.

The Quad opens the gateway to a world of new opportunities: It's the only commercial zone with high quality architecture, sustainable design and outstanding business facilities within walking distance to domestic and international terminals, and offers exceptional amenities and infrastructure for staff and visitors.

The area around the Airport already supports more than 900 businesses and over 20,000 employees, with many of them located at The Quad. Developments have been designed to the highest specifications. This, together with the advancement of a modern, efficient and sustainable infrastructure and enhanced public transportation system, has created a cost-effective business environment with some of the lowest operating expenses in Auckland.

A priority has been to incorporate best practice urban design principles to create a safe and pedestrian-friendly work environment that features facilities such as gyms, food outlets and a wide variety of services. Bicycle access is being developed with plans for the provision of shared electric bikes to allow users to move around the area easily and make best use of the outdoor environment. Easy access to recreational activities, a sculpture trail and free music events create a vibrant business community, with space to enjoy both work and play.



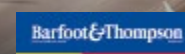
Recover at Auckland Airport

If business continuity and planning for disaster is key to your business, the same infrastructure designed to keep Auckland Airport running can also support your business at Quad 7, your next office space.

Quad 7's prime location in South Auckland, the largest and fastest growing residential area in Auckland make it a convenient and appealing place for your staff to work. It is also serviced by priority connections across road, bus, rail (proposed) and air which means staff, clients and suppliers can get to your office from Auckland, or anywhere in New Zealand, in the case of an emergency.

So, whether it's business as usual or the unexpected, Quad 7 is a great place to be.

Call your preferred agent today about this stunning environment. The top two levels of Quad 7, including naming rights, are available totalling up to 3,600sqm. These floors can be subdivided to meet your requirements.



Auckland Airport's 30-year concept image is indicative only. For more information, visit <https://corporate.aucklandairport.co.nz/airport-of-the-future>

MORNING PROGRAMME

7.30am - 8.30am	Registration	
8.30am - 8.45am	MC George Hulbert <i>The Clarity Business</i> Opening: Rod Aitken <i>CoreNet Global Chapter Chair New Zealand</i>	
8.45am - 10.15am	Morning Session Part 1: Experiences taking flight through design Craig Menzies <i>Benoy</i>	Morning Session Part 2: The powerful economics of experience Shamubeel Eaquad <i>Economist</i>
	Moderators: Kate Horton <i>Unispace</i> David Maurice <i>Stack Interiors NZ</i>	
	Morning Tea	
10.45am - 12.15pm	Morning Session Part 3: Creating experiences for everyone Neil Usher <i>Unispace</i>	Morning Session Part 4: Leaving an Impression: ANZ's wrestle with experience Kate Langan <i>ANZ</i> Sharon McDonald <i>ANZ</i>
	Moderators: Kate Horton <i>Unispace</i> David Maurice <i>Stack Interiors NZ</i>	
	Lunch Marketplace	
12.15pm - 1.25pm		

AFTERNOON PROGRAMME

1.30pm - 2.30pm	Afternoon Session Part 1: Co-working: What's next? Host: Lloyd Budd <i>Bayleys Commercial</i>
	Panel: Ryan Wilson <i>Generator</i> Lisa Bryan <i>B:Hive, Smales Farm</i> Jonathan Kearins <i>WeWork</i> Pierre Ferrandon <i>IWG</i>
	Moderator: Nigel Rye <i>CoreNet Global New Zealand</i>
2.30pm - 3.30pm	Afternoon Session Part 2: Energy-based design: Creating a different energetic experience in the workplace Jo Monaghan <i>The Flow Company</i>
	Moderator: Kirsten Andrews <i>Ngāi Tahu Property</i>
	Afternoon Tea
3.30pm - 4.00pm	
4.00pm - 4.15pm	CoreNet Global Update: Rod Aitken <i>CoreNet Global Chapter Chair New Zealand</i>
4.15pm - 5.15pm	Closing Session: Mike Hutcheson <i>AUT</i>
	Moderator: Sarah Bryant <i>Jasmax/NotYetKnown</i>
	Closing: Rod Aitken <i>CoreNet Global Chapter Chair New Zealand</i>
5.15pm - 5.25pm	
5.30pm - 7.30pm	Colliers' Cocktails and Canapés; music & networking 

EXPERIENCES TAKING FLIGHT THROUGH DESIGN

Synopsis

How do you thrive in the experience economy?

At a time when every business is trying to find unique ways of creating memorable experiences for people who come into contact with them, what can your organisation do from a design perspective to create a unique point of difference?

From an airport that is fully automated with advanced technology, neatly set into an airport terminal with 340 plant species and 160 indoor trees, to shopping malls with attractions such as extreme sports and rock climbing walls, award winning interior designer Craig Menzies has built his career around blurring the boundaries of expectation.

In this insightful presentation, Craig will take us through the design journey he went through to create the all-new Terminal 4 at Changi Airport in Singapore.

Changi Airport has won the World's Best Airport Award from Skytrax for the last five years in a row. It has won critical acclaim for the way it's turned an airport into an experience and an attraction in its own right. The airport is packed with mind-blowing features like a butterfly garden, sunflower garden, rooftop pool, art collections, a movie theatre, kids' playgrounds and a raft of entertainment options.

Needless to say, when Terminal 4 opened late last year, expectations were high. True to form, Craig took a completely different approach to what an airport experience should involve. The result is an awe-inspiring nature-themed terminal that

provides a fully automated passenger experience. Terminal 4 is an example of how to create experiences with purpose. Calling upon comprehensive research on people's airport movements, needs and desires, Craig and his team applied a meticulous attention to detail to create a design which maximises non-aviation revenue at each and every turn.

Woven throughout the presentation, Craig will infuse his views on how design influences experience in all sorts of sectors; be it workplace, retail or mixed use – calling upon examples of each.

This presentation will challenge you to look at the space you occupy in a different light and inspire you to stand out from the crowd.

Key Takeaways:

- What to consider when designing a new space to ensure it considers the experience it creates
- How to let design create 'small moments of happiness'
- Challenge your expectations of commercial real estate experiences



SPEAKER:

CRAIG MENZIES

DIRECTOR / BENOY

Craig is an internationally recognised, commercially-aware interior designer who's worked on some of the world's most innovative and experience-driven projects. His diverse portfolio includes airport terminals for Bahrain International, Beijing Daxing and Singapore's Changi Airport, along with world-class leisure developments, exclusive department and high street retail, multiplex entertainment complexes and shopping malls such as the 450,000m² MixC Mall in Qingdao, the largest of its kind in China.

With valuable cross-sector and international experience, Craig is currently appointed to manage high-profile developments throughout Asia for retail, entertainment and leisure projects and strategic corporate interior planning and signage scopes.

Craig has garnered intentional recognition and won a number of awards during his 25-year career which has spanned four continents.



"Celebrating 10 years in business! What an amazing journey it has been and it ultimately comes down to simply doing what you say you're going to do."

Understanding our clients project objectives and communicating with clarity and simplicity remains at the forefront of our ethos. Surrounding ourselves with good people and intelligent building systems will not change. Working harmoniously within the construction industry to build bigger and better communities will be our challenge and driver."

Debra Percy

on what sets Construct Interiors apart

Construct Interiors

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THE POWERFUL ECONOMICS OF EXPERIENCE

Synopsis

Creating valuable experiences for your stakeholders has been linked to a number of organisational benefits including increased sales, improved employee wellbeing and customer loyalty, reduced staff turnover and increased productivity.

But what is the economic narrative that runs alongside this growing trend of creating experiences?

Prominent economist, author and media commentator Shamubeel Eaqub is one of the most highly-respected economic voices in New Zealand.

With his finger on the pulse of the economic direction of New Zealand, Shamubeel will take a wide-ranging look at the state of our nation's finances and the potential impact on corporate real estate.

You'll get a deeper understanding of what's happening at the moment, what the long-term trends are, what the drivers are for your sector and how you're going to need to respond.

Undeniably, the way that we work is changing and will continue to do so at an even greater rate of knots in the years ahead. With Millennials on course to become 75% of the workforce by 2025 and the impending impact of automation on the horizon, the nature of the workforce will likely be unrecognisable from what we see today.

Shamubeel will offer his insights into how the job market is going to become polarised whereby there's a pronounced gulf between highly-skilled and low-skilled workers. He'll then share his views on how that's going to flip the way that we occupy space on its head and explore the economic ramifications this will have for businesses.

Never afraid to go against popular opinion, Shamubeel will break down the current and future economic climate into a digestible format that will put you in a greater position to navigate the road ahead.

Key Takeaways:

- A deeper understanding of the current economic climate
- A peek into what lies ahead for the NZ economy and the impact on CRE
- Insight into the financial impacts of our changing workspaces



SPEAKER:

SHAMUBEEL EAQUB

ECONOMIST, AUTHOR, MEDIA COMMENTATOR

Shamubeel Eaqub is a highly experienced economist who is renowned for making economics easy.

One of the most highly-respected economic voices in New Zealand, with nearly two decades of experience as an economist in Wellington, Melbourne and Auckland in leading international banks and consultancy, Shamubeel is often called upon by government, media and leading New Zealand businesses for his insight.

On various boards of charities and commercial firms, Shamubeel also writes books in his own time on issues that matter to New Zealand and that give voice to the unheard. These include

Growing Apart: Regional Prosperity in New Zealand, co-authoring Generation Rent and The New Zealand Economy: An Introduction.

One of Shamubeel's peers describes him thus: "In a sea of opinions, and faced with the ambiguity and constant change of both domestic and world economies, Shamubeel Eaqub stands out as a beacon of intelligence and clarity and, most importantly, accuracy. Time after time, year after year he has an uncanny ability of getting it right."

This articulates perfectly why he's speaking at the CoreNet Global Symposium.

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- Tenant Representation
- Research and Consulting



CREATING EXPERIENCES FOR EVERYONE

Synopsis

Oscar Wilde once said: "Life is not complex. We are complex. Life is simple, and the simple thing is the right thing." We humans are all so different and yet so alike. Two people can work in the same place, doing the same job, and yet have polar opposite experiences.

So when you're designing a workplace to meet the needs of a myriad of different types of people, how do you create a space that becomes an enjoyable experience for everyone that comes into contact with it?

Neil Usher designed and delivered the multi-award winning Sky Central in London - one of Europe's largest, most progressive and amenity-rich agile workplaces, successfully transitioning 3,500 colleagues from traditional working environments. Over the last two decades, he has created some of the world's most interactive, collaborative, agile and community-focused workspaces.

His book, *The Elemental Workplace*, is about how to create a fantastic workplace that caters to the needs of everyone. He will share his views on how design can serve to create experiences that

attract people, keep them engaged and add value to the business.

Neil has been described as a workplace maverick and when designing future workplaces, he prides himself on independent thought and challenging norms. At a time when people can be guilty of making workplace design overly complex and complicated, he's on a quest for simplicity to get to the heart of what makes for a great workplace experience. After listening to Neil you'll be in a stronger position to make choices about workplace design.

Key Takeaways:

- How to create positive workplace experiences for everyone
- Practical advice for workplace design
- Insights into the future direction of workplace design



SPEAKER:

NEIL USHER

EXECUTIVE CONSULTANT / UNISPACE

Neil is an internationally experienced property, workplace, facilities and change management leader, skilled in all areas of the property lifecycle.

He has been in the property industry for 25 years and worked all over the world, originally starting in FM, and latterly as Workplace Director at Sky, passing through the music, film, engineering and mining sectors on the way including seven years as global property head for Rio Tinto.

His current role at Unispace as Executive Consultant brings the occupier-side experience to bear, encompassing strategy, business development and widening the scope of the service offer to include real estate and FM. He has an influential blog, *workessence*, is a regular conference and academic speaker, and his first book *The Elemental Workplace* was published by LID in March this year.

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LEAVING AN IMPRESSION: ANZ'S WRESTLE WITH EXPERIENCE

Synopsis

Kate and Sharon, as ANZ's Banking Group GM Property and Head of NZ Property, respectively, will share what's involved in aligning business strategy with the experiential needs of customers and team members in the digital age.

With reference to recent ANZ transformation projects either side of the Tasman, they'll explore how to accommodate 'the unknown' and the challenges of trying to shape workplace experience unique to your brand.



SPEAKER:

KATE LANGAN

GROUP GENERAL MANAGER PROPERTY / ANZ

Kate joined the Australia and New Zealand Banking Group as Group General Manager Property in 2009, responsible for all aspects of the Bank's global footprint across 34 countries.

Kate has worked in both private and public sectors, as a service provider and an end-user. She has held a number of senior roles in London, Hong Kong, Singapore and Australia managing international portfolios for major MNCs.

A qualified architect, Kate achieved her masters from the University of Glasgow/ Glasgow School of Art and is passionate about the contribution that creative built form can bring to end-user experience in a digital age.

Kate has been a board member for the Property Council of Australia (Victoria) and is currently past-chair of CoreNet Global.



CO-PRESENTER:

SHARON McDONALD

HEAD OF PROPERTY / ANZ

Sharon is currently Head of Property for ANZ Banking Group in New Zealand and the Pacific Islands and has been a key contributor in a number of lead roles with Group Property since 2005.

Formally ANZ Head of Property for Asia Pacific, Europe and the Americas, based out of Singapore, Sharon has a deep appreciation of cultural diversity and the challenges that developing markets can pose.

With a background in retail property, Sharon has worked with Bakers Delight and GE Money (now Latitude) where an understanding of customer expectations was paramount to success.

Sharon's breadth of experience has helped forge a strong belief in the importance of building relationships and the benefits of harnessing disparate perspectives to produce sustainable property outcomes in today's global economy.



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MORNING SESSION MODERATORS



MODERATOR:

DAVID MAURICE

ASSOCIATE, CLIENT SERVICES / STACK INTERIORS

Originally hailing from South Wales, David has worked in the field of workplace design and project management for 20 years in the UK and Asia Pacific - with the past six years in New Zealand.

Fourteen years with global workplace specialists M Moser Associates gave him considerable insight into the changing patterns and evolution of the workplace and a passionate belief that long-term collaborative business relationships are always the key to success for both clients and colleagues alike.

David joined STACK Interiors in 2015 to lead their client service and marketing approach throughout New Zealand and has worked with the likes of Maersk, Z Energy, BDO, AIG and Online Republic to deliver on their workplace aspirations. A passionate CoreNet NZ committee member, he also frequently acts as a moderator for many of our key events programmes throughout the year.

Outside work he is a keen follower of all things rugby (especially Wales), the occasional running event and lives with his wife and young family on Auckland's North Shore.



MODERATOR:

KATE HORTON

PRINCIPAL, STRATEGY / UNISPACE

Kate Horton is a strategist, facilitator, researcher and advisor. A highly regarded expert in her field of Workplace Strategy and Change, she is passionate about shaping spaces to bring the best out of people.

Based in the Unispace Auckland studio, Kate has over 12 years' experience in delivering sophisticated workplace strategy solutions and research services for leading organisations. Her portfolio includes working with BNZ, IAG, PwC, Panuku Development Auckland, Suncorp, Transpower, ATEED, Flight Centre and the Grid/AKL – Auckland's Innovation Precinct.

A sharp thinker and connector of thought, she has been instrumental in developing Unispace research initiatives, workplace strategy and change programs across the region.

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AFTERNOON SESSION PART 1:

CO-WORKING: WHAT'S NEXT?

Synopsis

Co-working has well and truly been established as a viable option for thousands of businesses, entrepreneurs and start-ups in New Zealand. Landlords desire co-working as part of an overall tenancy mix and they are proving to be big assets in place making and activation. Globally, the product continues its meteoric rise up the corporate real estate agenda – and it's only just getting started.

So where to next?

Where do the market leaders see the product evolving? What role will corporates play in using space? Who has the right capital model for sustained success? What does the balance

between digital and physical space look like? Is it open plan gaining momentum, or the private office space?

Our panel will be chaired by Lloyd Budd (Director – Bayleys Commercial) and includes leaders from WeWork, Generator, IWG and Smales Farm.

Key Takeaways:

- Insight into the next wave of co-working trends
- Views on how corporates are adopting the model into their real estate strategy
- Behind the scenes access to the best global and NZ operating models



HOST:

LLOYD BUDD

DIRECTOR / BAYLEYS COMMERCIAL

Lloyd is one of the shining stars of the New Zealand property landscape. Having been inducted into the 'Hall of Talent' by the Governor General in 2007 and crowned 'Young Achiever of the Year' at the 2016 Property Council Awards, Lloyd has cemented a reputation for strategic and continuous innovation fortified with principals of sustainability, efficiency and progress.

He graduated Harvard Business School's Executive Education programme and has 17 years of global experience across development, agency and leadership.

Lloyd also authored the first ever white paper on co-working, in consultation with ATEED, attesting to his depth of market knowledge and propensity for fresh, forward thinking.



THE CO-WORKING PANEL



RYAN WILSON

FOUNDER / GENERATOR

Ryan Wilson is founder of Generator, one of New Zealand's first and largest co-working operations.

Kenyan born, educated at Rugby School in England and now a naturalised New Zealander, Ryan has proven that he has an eye for business and a passion for community-based businesses.

Generator was conceived out of a visit to London in 2009, where Ryan first came across a variation of the business club model in a club context with Soho House. He set out to replicate that in New Zealand with his own unique approach and almost seven years on Generator has become part of a global 'coworking' revolution as a result.



LISA BRYAN

BUSINESS MANAGER / SMALES FARM

With over 13 years' industry experience in co-working, leasing, tenant representation, valuation and project management, Lisa's broad commercial property background gives her a holistic understanding of both tenant and landlord value drivers.

Remaining an affiliated Registered Valuer, Lisa is passionate about commercial real estate, in particular the diverse nature of the people, roles and projects within the industry.

As Business Manager of the Business Hive (B:HIVE) at Smales Farm on Auckland's North Shore, Lisa enjoys understanding members' requirements in order to develop and implement operations and strategies to help optimise their B:HIVE experience. This in turn allows the businesses and people who work at the B:HIVE to focus on delivering exceptional results to get ahead.



JONATHAN KEARINS

SENIOR DIRECTOR / WEWORK

With over over twelve years' experience working in the commercial real estate sector, Jonathan demonstrates a strong commercial acumen, developed through a combination of commercial property, financial markets, business development and project management roles.

As Senior Director of Real Estate at WeWork, Jonathan manages the acquisition and leasing of space across Australia and New Zealand. Core to Jonathan's work ethic is a commitment to enabling positive member experience, driving each decision that he makes.



PIERRE FERRANDON

COUNTRY MANAGER / IWG

Born in Marseille in the South of France, Pierre is an energetic and results focused individual with broad international experience across various countries in Asia Pacific and Europe in the workspace as a service industry, both in operation and consultative sales roles.

Passionate about the commercial real estate revolution, Pierre has been leading the IWG brands in New Zealand for the past two and a half years and has been driving the business results forward ever since, from six to 21 locations.

Always putting the customer first, Pierre believes in differentiation by constantly delivering relevant value to the market through a respectful and ethical business approach.

AFTERNOON SESSION MODERATORS



MODERATOR:

NIGEL RYE

EXECUTIVE DIRECTOR / CORENET GLOBAL NEW ZEALAND

A design and workplace furniture specialist, Nigel is Executive Director of CoreNet Global New Zealand and has been a significant contributor to it becoming one of the most successful and fastest growing chapters in the world. He has spoken and presented at CoreNet Global events over the years, both locally and globally.

After a first career in accounting, Nigel went on to do an Interiors Design degree in the UK leading to the move to workplace, a field he has been involved in for over 25 years.

Nigel is a thought leader in the methodologies of product design and development, helping global brands such as Haworth develop product to market and is passionate about helping his clients to achieve a more productive, healthy and practical workspace through design.

He facilitates tailored solutions with a focus on people and change and has worked with many companies including Oracle, Deloitte, Haworth, Formway, Fletcher Design, Telecom NZ, Bank of New Zealand, Westpac, ANZ and many government departments.

Based in New Zealand, Nigel spends much of his time overseas with clients and attending industry events in order to stay at the leading edge of his field.

People. Place. And what really matters...

Read our Global Industry Insights white paper online



"A focus on employees is reaching new heights, something previously reserved for customers."

Strategy · Design · Delivery

ENERGY-BASED DESIGN: CREATING A DIFFERENT ENERGETIC EXPERIENCE IN THE WORKPLACE

Synopsis

In a fast-paced market where it's no longer the norm to hold a job for life and the expectations of multiple generations have to be met, how can we design workplaces that will attract the staff you want and get them to stay?

And at a time when we are more connected than ever yet can feel more alone, how can we create spaces that foster connection and wellbeing?

People are what give a workspace energy and meaning but all too often designs aren't people-focused – they instead come from a place of strategy based on statistics.

As a counter to this, Jo has devised her philosophy of Energy-Based Design which blends Eastern wisdom and Western design strategies to create a different energetic experience in the workplace, focussed on people then place. It's about looking into your organisation's unique make-up and needs in order to create experiences in the workplace that foster community spirit – connecting people and allowing them to flourish.

Everyone experiences space differently. Energetically we create a relationship between us and the place we are in, its design impacts our experience by affecting us both physically and physiologically. What makes a "good" space versus a "bad" space? They are likely to be

different things to different people based on their life experience and personality type.

It will also be heavily dependent on the cultural environment in which you're operating – what works in London might not work for Kiwis. Jo will explore how energy flow might work for the market here.

She will take us on a journey looking at how space can affect our physiology and how, armed with this knowledge, we can create spaces that can connect and inspire.

Key Takeaways:

- An understanding of how space can impact our energy
- Why connection and community is important in today's workplace
- Workplace experience in an NZ context



SPEAKER:

JO MONAGHAN

DIRECTOR / THE FLOW COMPANY

Entrepreneur, architect and yoga teacher, Jo is founder of The Flow Company, an energy-based design company designing for wellbeing in today's workplace.

With over 25 years' experience in commercial design, fitout and transformational workplace change projects in both the UK and NZ, Jo is a thought leader in workplace design and delivery with a proven track record leading workplace transformation projects. She has a unique understanding of how workplaces are shaped and how they can influence productivity, staff engagement, wellbeing and satisfaction.

The Flow Company was created by Jo when she came to understand the benefits of combining Eastern wisdom with Western design philosophy. The two are woven together to create energy-based design, a philosophy which unites the energy of the people and the place. The Flow Company create and curate uplifting spaces and places to connect and inspire.

Jo is a registered architect in the UK and completed a masters in sustainable design at the University of Auckland in 2016. She won the CoreNet Global Real Estate Executive of the Year in 2015 for her work at BNZ.



MODERATOR:

KIRSTEN ANDREWS

DEVELOPMENT MANAGER / NGĀI TAHU PROPERTY LIMITED

Kirsten Andrews has over 20 years' experience in the property industry ranging from property development and strategy through to asset and transaction management in retail, residential and commercial property.

Last year, Kirsten joined property development and investment specialists Ngāi Tahu property as Development Manager in its North Island office. She's currently working on a range of development projects across Auckland which form part of Ngāi Tahu Property's portfolio of around \$500 million, which is a significant component of the Ngāi Tahu Group's approximately \$1.5 billion in assets.

She previously held a Development Manager role at Panuku Development Auckland, a council controlled organisation responsible for the urban regeneration of the city. Kirsten's property acumen has been built off the back of five years at Westpac where she held the role of National Manager of Property, responsible for the CRE Team, property strategy and stakeholder outcomes within Westpac. She was also Senior Property Manager for its corporate portfolio and prior to this oversaw the South Island retail portfolio, property management and property strategy. She has also held roles in property development with Cooper and Company where she was responsible for Britomart and spent over 10 years at Westfield working in the development and asset management teams.

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CLOSING SPEAKER:

MIKE HUTCHESON

ADJUNCT PROFESSOR / AUT

Mike has spent most of his life working out what makes people tick and figuring out what they want and why.

He co-founded leading advertising agencies; Colenso BBDO and Hutcheson Knowles Marinkovich, and culminated his advertising career in Auckland as Managing Director of Saatchi and Saatchi.

He was also a director of a family building company and in the early 80's set up Replica Homes, with franchises throughout New Zealand.

In 2003 he launched The Lighthouse Ideas Company and in 2008 he helped undertake a management buyout of Image Centre; multi-channel communications group, with interests in digital and offset printing, publishing,

video-production, retail advertising and web development. He set up Scarborough Fair, a Fair Trade organic coffee and tea marketing company, planted Lonely Cow vineyard on Waiheke, and has interests in a wine distribution company operating through Nashville, Tennessee.

Mike has written four books, and has been a regular television guest and commentator. He writes an Innovation column for Idealog magazine, one of his company's portfolio. In 2012 he was named Business Columnist of the Year in the Magazine Publisher's Awards. He is a Fellow of the Chartered Institute of Marketing and has a Master of Philosophy degree (with 1st Class Honours) his thesis was on the alchemy of innovation in New Zealand business. He has recently been appointed an Adjunct Professor at Auckland University of Technology.



MODERATOR:

SARAH BRYANT

SENIOR STRATEGIST / JASMAX/NOTYETKNOWN

Sarah Bryant has a unique perspective on the world of workplace strategy. Having practiced as a designer of commercial interiors for over 13 years, both internationally and in NZ, she's a specialist that understands the true demands of translating client needs into successful workplace environments. Sarah is also the practice's leading specialist in design strategies for creating environments that support and enhance occupant health and wellbeing.

Over the last year, Sarah has worked with leading public and private sector organisations to devise workplace strategies that provide the flexibility and adaptability to prepare them for the future.

Her previous clients have included Fonterra, Minter Ellison Rudd Watts, and Manaaki Whenua Landcare Research. Sarah is respected for her ability to hear the client needs, and translate that into a tangible outcome that reflects the business and its people.

Sarah has previously been recognised for her contributions to the industry by the National Association of Women in Construction, and more recently, has been actively engaged in the conversation of the future of work, appearing both on RadioNZ and a Property Council NZ panel discussion.



CORENET GLOBAL NEW ZEALAND

CHAPTER EVENTS

Our events are top of the line – with presentations by local and international speakers, site tours of some of the country's most innovative workplaces, as well as information-packed workshops and valuable networking nights.

Last year we held over 21 events throughout the year in Auckland and Wellington.

Here's a few of the topics we covered:

1. Predictions and Resolutions of some of the industry's leading professionals who gave their thoughts on the year ahead.
2. Issues facing our industry in regard to asbestos.
3. A series of Talk & Tours around some of New Zealand's latest work places including ASB, C Drive, Bayleys office, The Ministry of Health Wellington and Online Republic to name just a few.

4. Panel discussions on the changing face of property hosted by Bell Gully.
5. How resilient is Wellington to the next earthquake?
6. Workshop with John Spence: The Value of Strategic Thinking and Building a Winning Culture.

Stay up to date with all the latest changes and happenings in the corporate real estate sector—come along to one of our innovative and thought-leading events.

Please email adrian@corenetglobal.org.nz to be added to our database.

FleTcheR

DESIGN

Established in 1999 by acclaimed New Zealand designer Fletcher Vaughan. Recently rebranded as Fletcher Design, Vaughan and his team specialise in the design and supply of award winning commercial furniture.

Field Range



Fletcher-Design.nz

CORENET GLOBAL MEMBERSHIP

CoreNet Global

By becoming a CoreNet Global member, you will have the opportunity to advance your career as a corporate real estate and workplace professional through our diverse range of forums, events and courses.

With over 10,000 members throughout 25 different countries, we are an association of corporate real estate and workplace professionals wanting to raise the bar in corporate real estate.

Think of us as being the place where your colleagues, partners, competitors and future employers come together to share ideas, do business, learn and socialize.

Benefits

Knowledge

At CoreNet Global, we make it our mission to ensure you are kept up to date with all the latest happenings in the corporate real estate sector.

Hear from the industry's most influential business leaders, visit some of New Zealand's biggest businesses and have access to the latest local and international resources.

CoreNet Global members have:

- Reduced costs of attendance at the annual Symposium and Symposia in other countries.
- Free attendance to all forums that cover a range of industry related topics, from workplace wellness and wellbeing to technology and marketing (usually 12 per year).
- Access to the 'Knowledge Centre' - an internet

based library with the very latest articles, research and data from around the world.

- Access to our monthly 'webinars' which tap into current trends, original research, best practices, new business models and case studies.
- Subscriptions to CoreNet Global Magazine 'The Leader'.

Connections

With over 220 New Zealand members, you will have the opportunity to make useful connections in your industry and hopefully a few friends. At our information-packed forums we always make time to have a few drinks and nibbles before and afterwards, meaning you get the chance to introduce yourself to other CRE professionals who are at the forefront of our industry.

Professional Development

Every year we offer a dynamic range of courses, giving you the chance to advance your career in corporate real estate.

Here's some of the courses we offer:

- Masters of Corporate Real Estate (CRE).
- Senior Leader Corporate Real Estate Seminars and certificate programme.
- Seminars and certificate programme (Technical Series).
- Qualified Professional of Corporate Real Estate (QPCR).

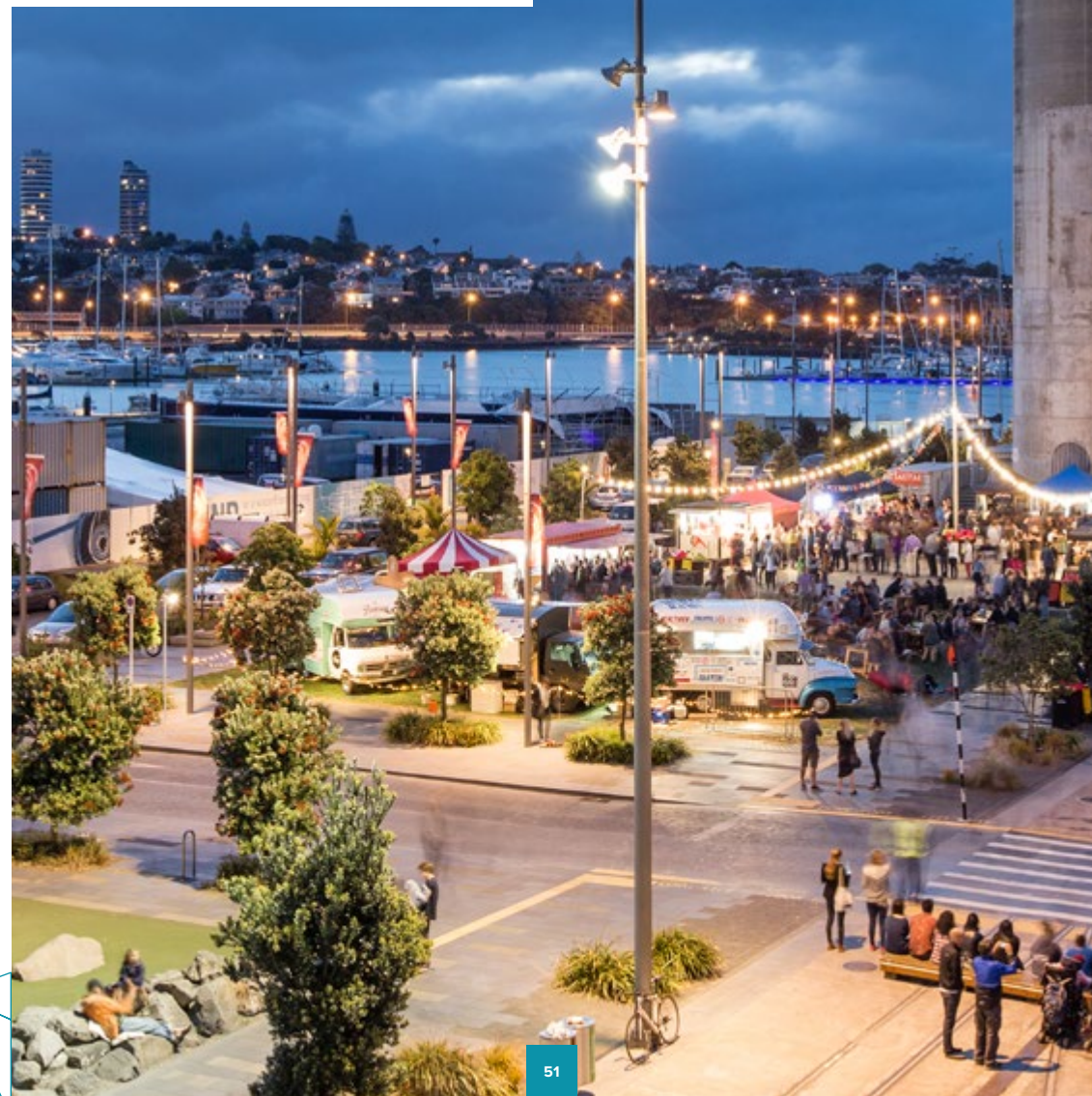


NZ Chapter Membership Contact

Kirsten Andrews

Ngāi Tahu Property

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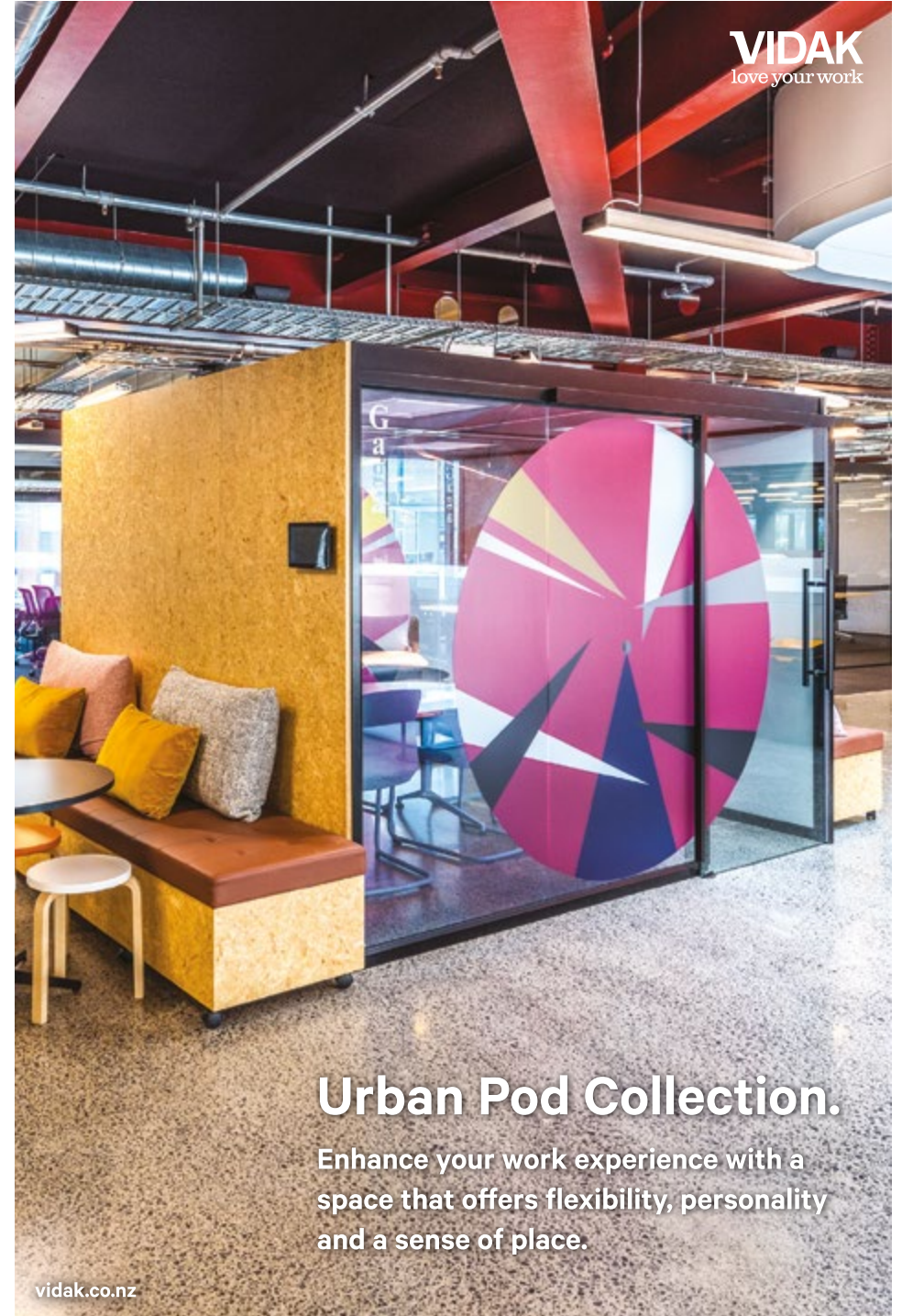
vero centre

**New Zealand is on the move.
Diverse in cultural heritage and
alive with ingenuity, our nation is
constantly evolving.**

So, too, is Kiwi Property.

To be the best at what we do, we
continually invest time and energy
to understand the people who
occupy and utilise our assets.

We're committed to creating
exceptional spaces that engage
people through great experiences.
Spaces where New Zealanders can
shop, work, connect, live and grow.

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