





Moderator: Denise Wong

SVP, Eastern Region, Canadian Office Division Brookfield

Susan Chang

Principal, Practice Leader HOK

Lisa Fulford-Roy

SVP, Client Strategy CBRE

Raymond Wong

VP, Data Operations, Data Solutions Altus Group

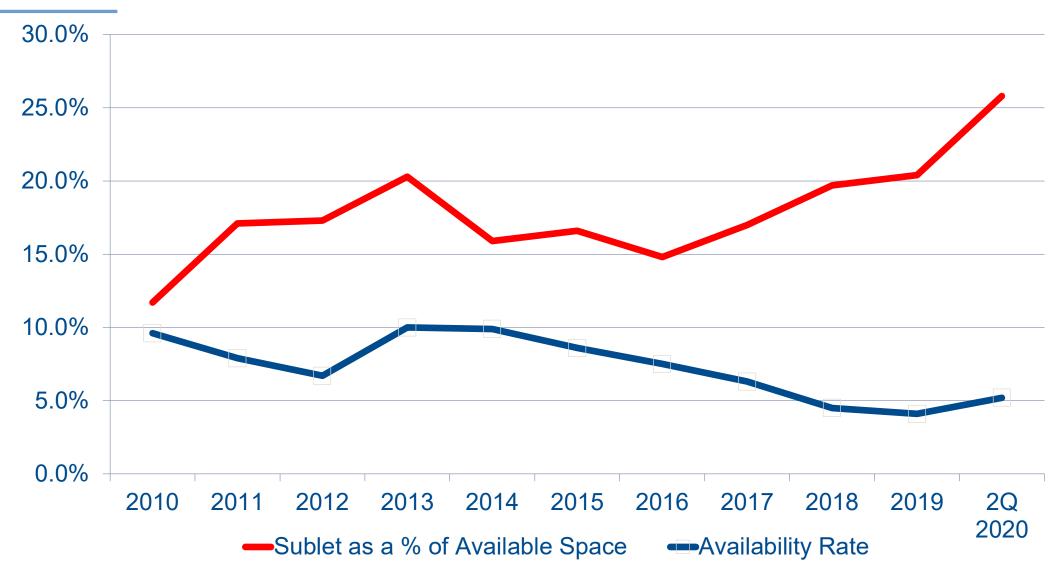
Office under construction (Toronto, downtown)... Too Much?





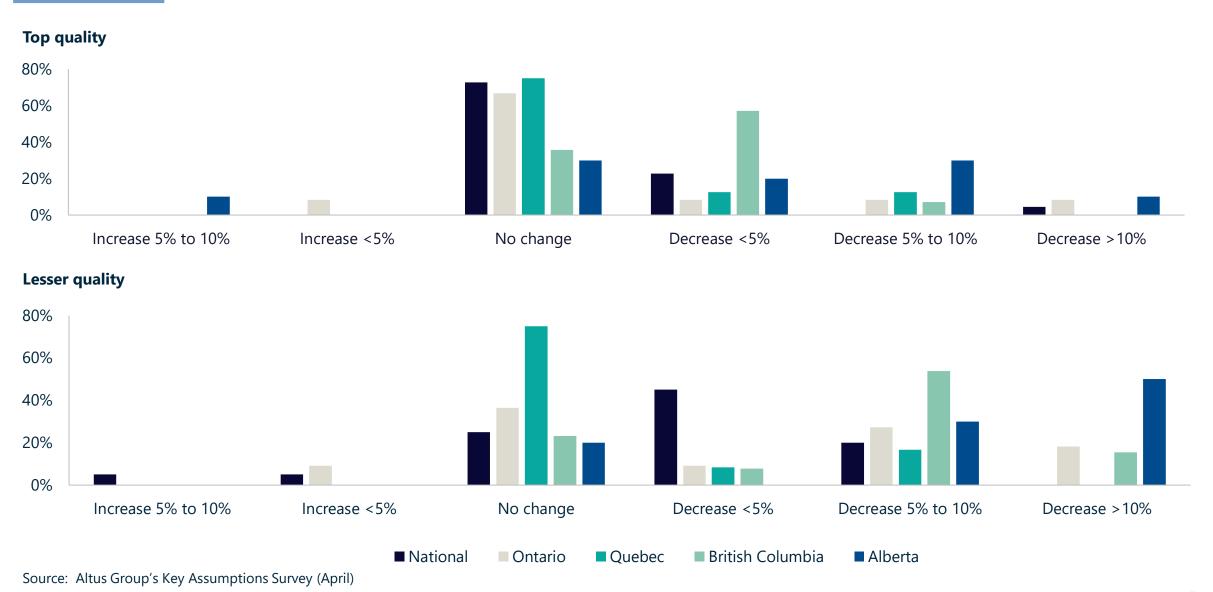
Downtown Toronto Sublet Activity, moving up





Market rents (face rates) – office by region – rates expected to hold for now.





remote working will be a key focus of business continuity planning

Which of the following BCP measures do you expect to adopt after the COVID-19 outbreak?



Adopt technology to support remote working



Consider splitting teams across multiple buildings



Review consolidation strategy to mitigate over-concentration risk



Further diversify operating risks between markets



Evaluate the use of ABW during future outbreaks

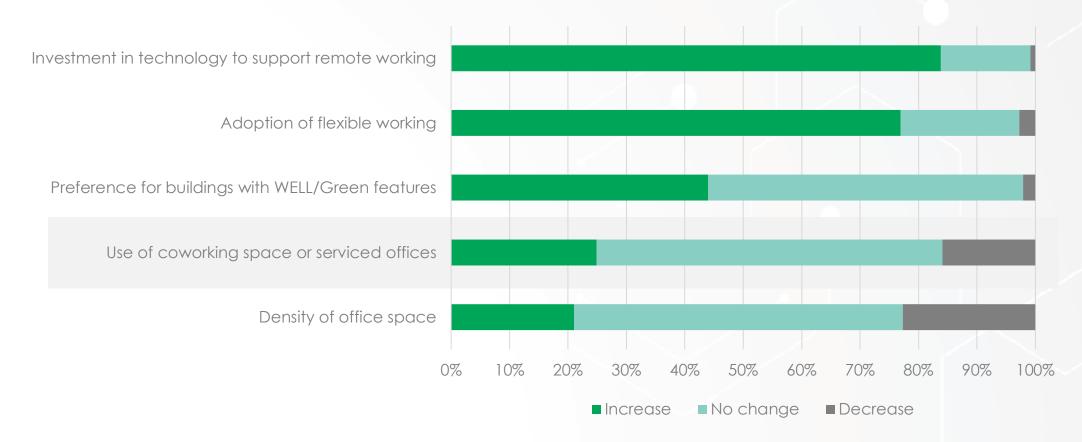


Increase use of coworking space/serviced offices



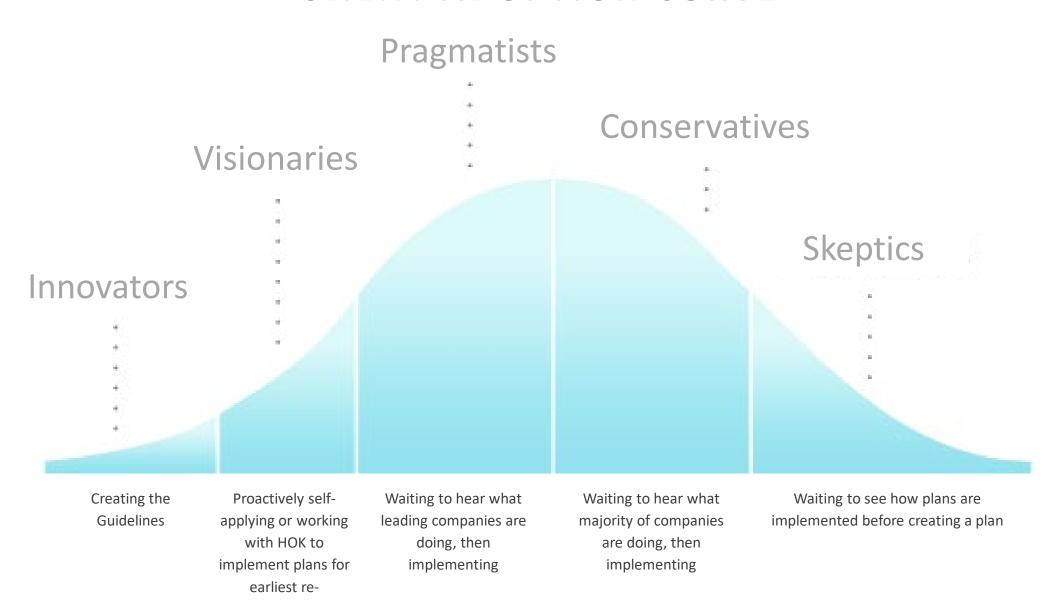
Focus on technology and flexibility to strengthen in long-term

To what extent do you expect there to be a shift in long-term occupier strategy in the following areas after the COVID-19 outbreak?



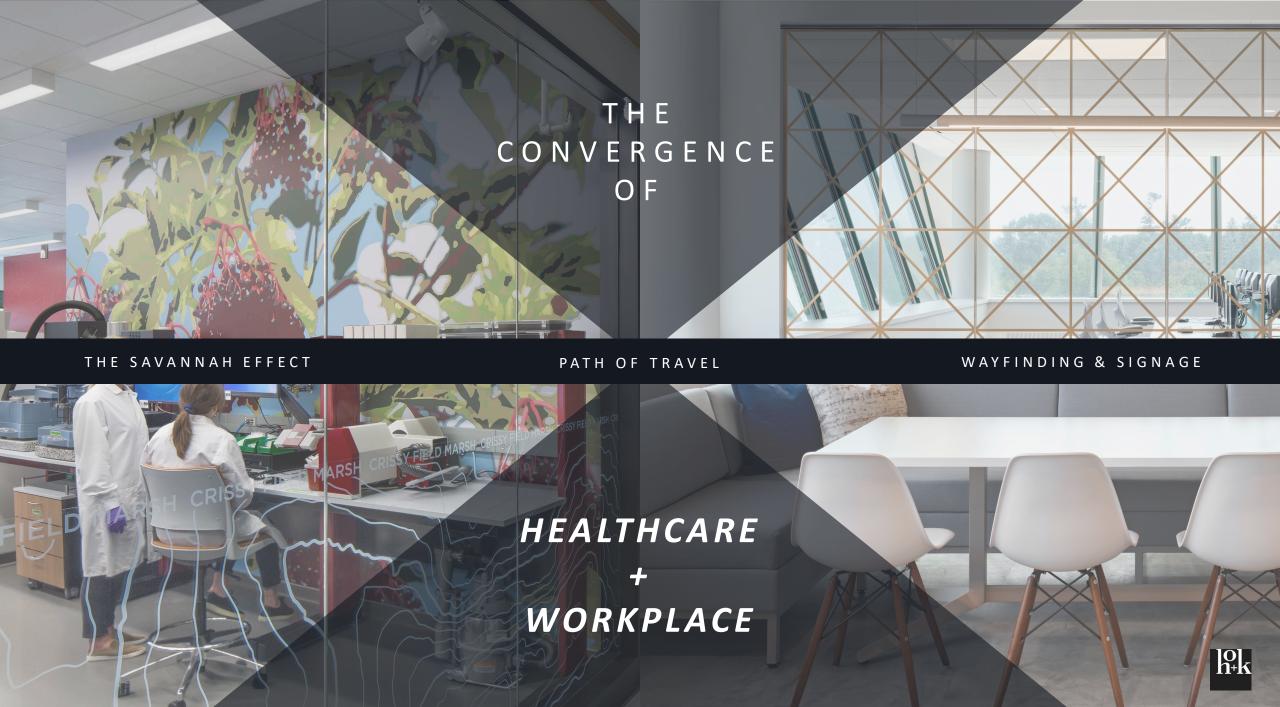


CLIENT ADOPTION CURVE



occupancy





2020 AND BEYOND

IMMEDIATE FOCUS FORWARD FOCUS FUTURE

THE NEW NOW -DAY 1

- 1. Distributed, Remote Work | WFH
- 2. Workplace Distancing & Shielding
- 3. Sanitization and Cleanliness
- 4. Autonomous, Hands-free, Voice-activated Workplace, Monitoring
- 5. Enhanced HVAC systems

OPPORTUNITIES -DAY 2 Personal & Group Mindfulness Neurodiversity **Gig pool** | Just-in-Time Staffing **Biomimicry Preparedness for the Next Black Swan**

KNOCKING ON THE DOOR

- Biometrics
- 2. Robotic
- 3. Augmentation & Holograms
- 4. Sabbaticals for Refresh and Reskilling
- 5. Kodak Moments



