

EC



 Radius
Data Exchange

AGENTS

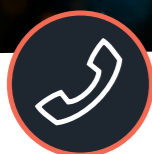
"By the market, for the market."

Agents are no longer sharing their data the old way...

...they are using Radius Data Exchange to get the view of the market faster.

Firms nationwide are now using Radius Data Exchange to share more accurate and timely data.

In return, they're getting a more immediate and comprehensive view of the market.



No more calls from researchers



No more sharing spreadsheets



No more waiting for critical deal data

Just powerful data that improves market advice, drives more deals and saves your business time and money.

Contributors:



3x

FASTER THAN EG RESEARCHER-GATHERED DATA

OVER 60%

OF MARKET SHARING DATA DIRECT*

MORE COMPREHENSIVE

OF THE RECORDS DIRECTLY CONTRIBUTED TO RADIUS DATA EXCHANGE BY AGENTS:

100%

INCLUDE SALES PRICE & ACHIEVED RENTS

94%

INCLUDE NAMED TENANTS

87%

INCLUDE LEASE EXPIRY



'The combined power of data is what will truly help drive growth for our firm. Through Radius, we can now leverage our own data alongside the rest of the market's to demonstrate our regional expertise and are better placed to advise our clients.'

Gilbert Harvey, Director | Budworth Hardcastle



'The difference now is the speed of that intelligence coming through. Whereas you would've previously had to wait weeks or months to get that data, we can now get access to the data immediately.'



Richard Howling, Chief Operating Officer | JLL

*overall market size = total occupational space in square foot transacted in 2017 (as estimated based on EG research and expert analysis); the percentage reflects the 2017 transactions which were handled by an agent which contributes data directly to Radius Data Exchange as at October 2018. Non Radius Data Exchange contributed data acquired by EG researchers.

FIND OUT MORE

It's time to share data on your terms.

Radius Data Exchange has been built with the market, for the market to share real estate data the way the market wants to share it.

-  **Upload records online**
-  **Connect to your existing system**

Which means you can spend...

Less time

Talking to researchers chasing data
Sourcing multiple third party data sets
Duplicating records on spreadsheets

More time

Driving more deals
Improving your advice
Focussing on your clients

Hassle-free data sharing that lets you get on with what you do best.

You'll soon forget that there used to be any other way.

Radius Data Exchange protects your private data...

Not everything you share will be visible outside of your business.

Radius Data Exchange keeps your sensitive 'red' data private, so only users in your firm have access.

EXAMPLE

PUBLIC 'GREEN' DATA

- Lease type
- Asking rent
- Lease length
- Lease rent
- Tenant details

PRIVATE 'RED' DATA

- Lease incentives
- Rent-free periods
- Lease breaks
- Lease rent reviews
- Yield

... and makes it even **more valuable**.

Your green data will demonstrate your expertise to thousands of potential clients and partners who access Radius Data Exchange daily.

Your red data can be accessed by the key teams across your business and you can see your firm's available and disposed space in a click.

And by sharing your data, you get the rest of the market's in return.



'It allows us to focus on what we can do best rather than doing all of the research. It's more about being with the clients, spending time understanding their businesses and showing them what's going on in the market.'

Kate Morgan, Head of UK Operations | Colliers International

Don't just take our word for it.



Liz Craig, Managing Partner,
Bidwells tells us why Radius Data
Exchange is the future of real
estate data for the regions too.

LIZ CRAIG

Managing Partner,
Bidwells



By contributing data via Radius Data Exchange, we can make sure data is provided in a timely fashion, that it is accurate and that it is **the most comprehensive data possible**.

It is time to stop being afraid of sharing data and start using it to add more value for our clients.

We were one of the first regional practices to discuss sharing data with the national firms.

We understood the idea of sharing data to drive growth and we were very much in favour of it.

Historically, the consensus among property consultants is that data is our own personal possession, it is exclusive to us and if we were to give that information away, we would be giving away the crown jewels.

The reality is that data is more accessible than it ever has been; it just takes people a longer time to find it.

So why not make it simpler and reap the reward?

For business development in the capital, it means we can more easily share information and further grow our relationships with the many London agents we joint-represent with.

For clients with a national portfolio, it means that we get reciprocal data that enables us to offer even better advice.

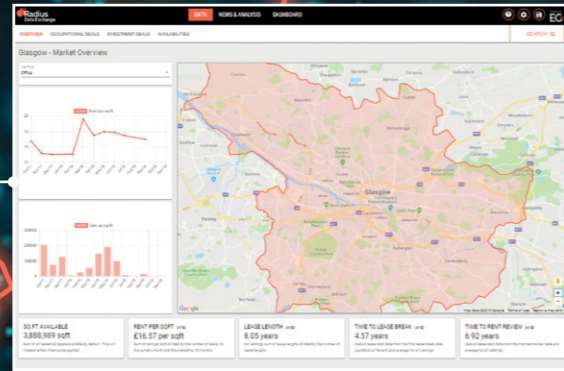
And there's a danger for us regional players that if we do not provide that level of critical information, we ultimately risk people entering our own markets with a lack of understanding and bad advice.

Their deals will undermine everything we are trying to achieve in our region. We want to get the right people investing with the right occupiers; better data can help ensure that.

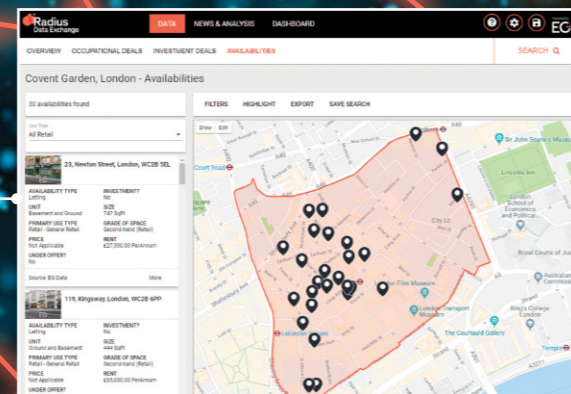
I strongly believe that this is why we should be sharing our information and that we should have the confidence that our clients do not come to us for our data. They come to us because we understand the market and we add the most value to the services that we provide.

So let us seize this opportunity to save time, while sourcing a higher quality of data and use it to keep adding more of that expert value for our clients and **growing our region's real estate**.

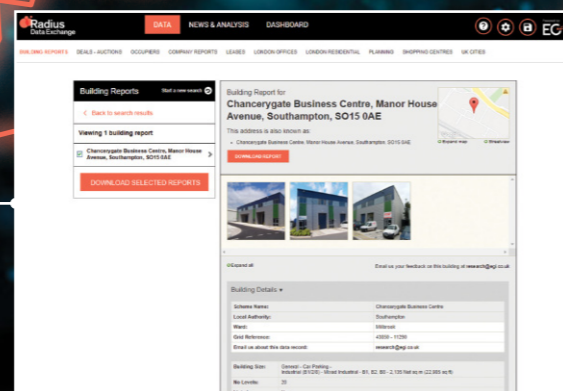
Get an instant, more comprehensive view of the market for your business pitch.



Export the latest available properties that meet your client's brief.



Access critical third party data that supports your advice.



Powerful real estate data that drives your business forward.

We consulted over 300 agents nationwide to design and build a powerful platform that gives you data the way you want it.

No compromises.



'What Radius Data Exchange added for us is co-ordination and a single platform for the market by the market. It means we can make sure we are intelligently using that data to the benefit of our clients, which ultimately is why we are all here, to help them improve the value of their assets.'

Tim Robinson, Partner | Knight Frank



'The efficiencies Radius Data Exchange creates really stood out for us. We now have a system that improves how we manage our own data while giving us the rest of the market's faster. It has removed a layer of friction that gives us much more time to focus on delivering value for our clients.'

Iain Mulvey, Business Development Director | Carter Jonas

Want to see the industry's single source of powerful market-shared data in action?



News that makes
the market move.



Analysis that
the market trusts.

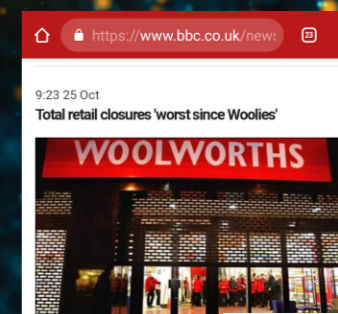
'Intu share price soars in potential takeover bid

Intu's shares have surged by 26% this morning to 187.4p, after a consortium comprising John Whittaker's Peel Group, Brookfield and Olayan Group said it was preparing a bid.

As first revealed by EG, Canadian private equity group Brookfield has been working on a prospective offer for the landlord.'



'EG analyst James Child, who calculated the data, said it is the worst year for empty stores since Woolworths failed in 2008. The retailer had 7.4 million square feet across 816 stores.'



'Very informative for today's changing world, simply would not do without it!'



Exclusives that drive
the market to invest.

'I found out about WiredScore through coverage in EG. As we got to know them better, it seemed entirely appropriate if we could help to accelerate the progress of the business we should seek to do that.' **Bill Hughes**, Head of LGIM Real Assets, speaking to EG.

Expertise that **the market** needs.



'Legal & General Capital is one of six real estate investors to back WiredScore's £7m (\$9m) Series A funding round announced today.'

LEGAL

- Legal news alerts
- Detailed case coverage
- Legislation updates
- Case summaries
- Practice points

PEOPLE

- APC guidance and support
- The shining stars of tech
- Championing people and diversity
- The leaders of tomorrow
- Talent on the move

Welcome to the future of real estate data



Find out more at:

egi.co.uk/radiusdx
or call us on 020 7911 1861.