



Radius
Data Exchange

Powered by



Smarter investment choices. Stronger market advice.
Greater development opportunities.

DEALS | AVAILABLE SPACE | PLANNING | OCCUPIERS | LEASES | COMPANY FINANCIALS
| NEWS & ANALYSIS | LEGAL COVERAGE

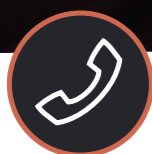
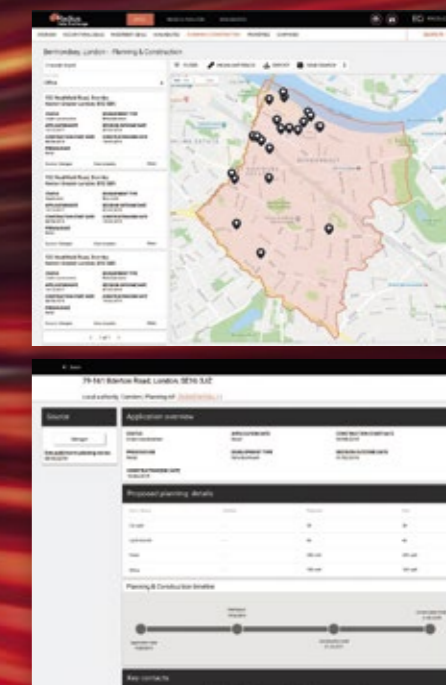
INVESTORS & DEVELOPERS

Powerful real estate data that gives you the view of the market faster.

Radius Data Exchange gives you access to real-time available space and the latest planning data in just a few simple clicks.

Find nationwide lease, rent and tenancy data in an instant.

Discover lapsed consents, identify competing buildings and use regional analytics to help assess investment potential.



No need to call multiple agents



No more subscribing to various data sources



No more waiting for critical deal data

Just powerful data that drives smarter investment choices, stronger market advice and greater development opportunities.

Radius Data Exchange sources data electronically from:



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 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.

Don't just take our word for it.



TAT-KEI LO
Strategy Associate,
British Land



British Land is a leading UK commercial property company focused on high quality retail and London offices, with £16.8bn of assets under management.

Tat-Kei Lo, Strategy Associate, supports its Places People Prefer strategy.

He spends his day analysing market trends, identifying lucrative opportunities and building investment arguments to present to British Land's Investment Committee.

He tells us how **Radius Data Exchange's** instant view of the market is critical to this work.

How does a typical morning start for a strategist with British Land?

The core of my job is researching sector performance, so I start the day by checking the news.

I get the high-level view of the market from Radius Data Exchange and saved searches alert me to particular topics.

I then take a deep dive into articles related to markets that I am currently analysing. Many articles reference data, so I use that and the commentary to build my arguments.

The morning is all about acquiring information of strategic importance.

How do you use Radius Data Exchange to assess opportunities?

When a sector is of particular interest to British Land, I look into what the underlying market trends are on the occupier side and examine general market conditions.

For example, take our co-working, serviced-office offer. I assess how the sector's landscape is changing in London and the opportunity this presents for British Land.

The transactional data in this area is where Radius Data Exchange really comes in handy.

What can transactional real estate data tell you?

It tells you things like how short and long-term leases in a sector change over time.

If we take a 10-year look back at leasing transactions smaller than 5,000 sq ft, we can see that occupiers are looking for smaller places but not finding the quality of space they require.

This presents a significant opportunity for our business.

How important is it that agents are now sharing their data electronically?

Data should be in real time. Consider stock market data, it's so much more powerful in terms of live updates. You get audit rates almost immediately.

It would take more than a week to call multiple agents, have detailed conversations and aggregate that data myself.

With Radius Data Exchange, I get the answer in one or two hours and can act on it immediately. The more up-to-date the data, the sooner I know how to adapt my approach.

What else do you consider to be strengths of Radius Data Exchange?

It's one source of data that's comprehensive and easy to use.

It's also very DIY and quite unique in that way. I really like how visual the interface is and the interactive map. It makes it easier to get the story of a particular area faster.

The detailed building histories and planning information are also very useful for supporting case studies.

I'd recommend the service to anyone else working in a strategic real estate role.

Radius Data Exchange. Powerful data that enables smarter investment choices, stronger market advice and greater development opportunities.



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 1476.