

COST SAVINGS WON'T BE ENOUGH

KEY CONSIDERATIONS TO BUILD SUSTAINABLE INVESTMENT
RETURNS IN THE HOUSING SECTOR

Living Sectors Summit - 12 November 2024



ABOUT WT

At WT, we empower our clients to grow, inspiring confidence through our independent cost management and advisory services. Operating for 75 years, our expertise spans the building, construction, and infrastructure sectors.

We support our clients with an award-winning team of specialists in portfolio and program advisory, cost management and quantity surveying, commercial and financial advisory, carbon and sustainability, and asset and facilities management.



OPERATING
SINCE 1949



INDEPENDENTLY
OWNED & OPERATED



2,000+ STAFF
GLOBALLY



400+ STAFF
NATIONWIDE

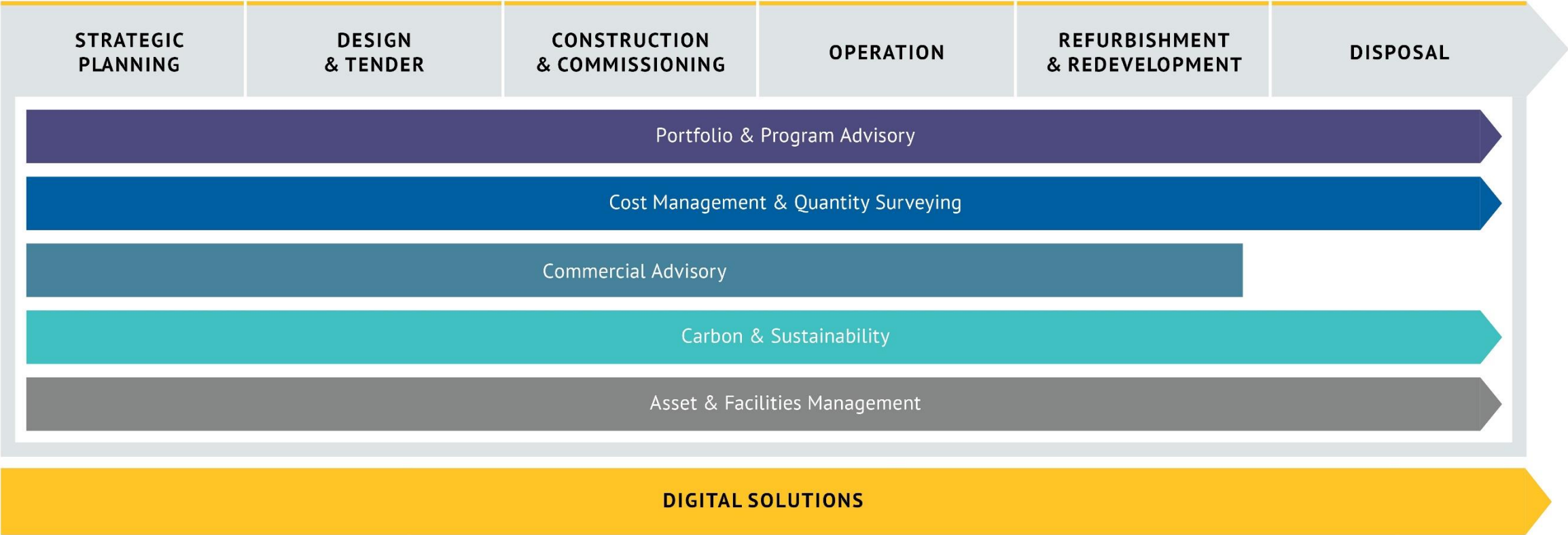


70+ OFFICES
WORLDWIDE



12 OFFICES
NATIONWIDE

OUR SERVICES ACROSS THE PROJECT LIFE CYCLE



An aerial photograph of a residential development. Several houses with blue and grey roofs are visible. Two houses are under construction, showing wooden and metal frameworks. The scene includes roads, parking areas, and some landscaping. A white L-shaped graphic element is in the top right corner.

AGENDA

General principles

Design with opex in mind

Embrace innovation during procurement

Driving operational excellence

Q&A

GENERAL PRINCIPLES



Know your customer



Collect data



Managed housing needs to be looked at holistically



Drive innovation



The trend towards managed housing



Create opportunities to move from rent to buy (and back)

DESIGN WITH OPEX IN MIND



Smart design early on



BIM for operational efficiency



Can shift to modular help beat escalation?



Define the core product



Integrate sustainable initiatives

EMBRACE INNOVATION DURING PROCUREMENT



Develop a robust procurement strategy



Define your tender list



Assess the best time to go to market



Weigh up risks in a dynamic market

DRIVING OPERATIONAL EXCELLENCE



Scalable and flexible operational models



Know your assets



Be ready for acquisitions



Ensure your team has the right experience



Think long-term

KEY TAKEAWAYS



UNDERSTAND YOUR CUSTOMER



HAVE A UNIFIED CAPEX AND OPEX MINDSET



EMBRACE INNOVATION OPPORTUNITIES



SET UP A SUSTAINABLE PROCUREMENT STRATEGY



LEVERAGE DATA TO DRIVE BETTER DECISIONS



QUESTIONS?

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