

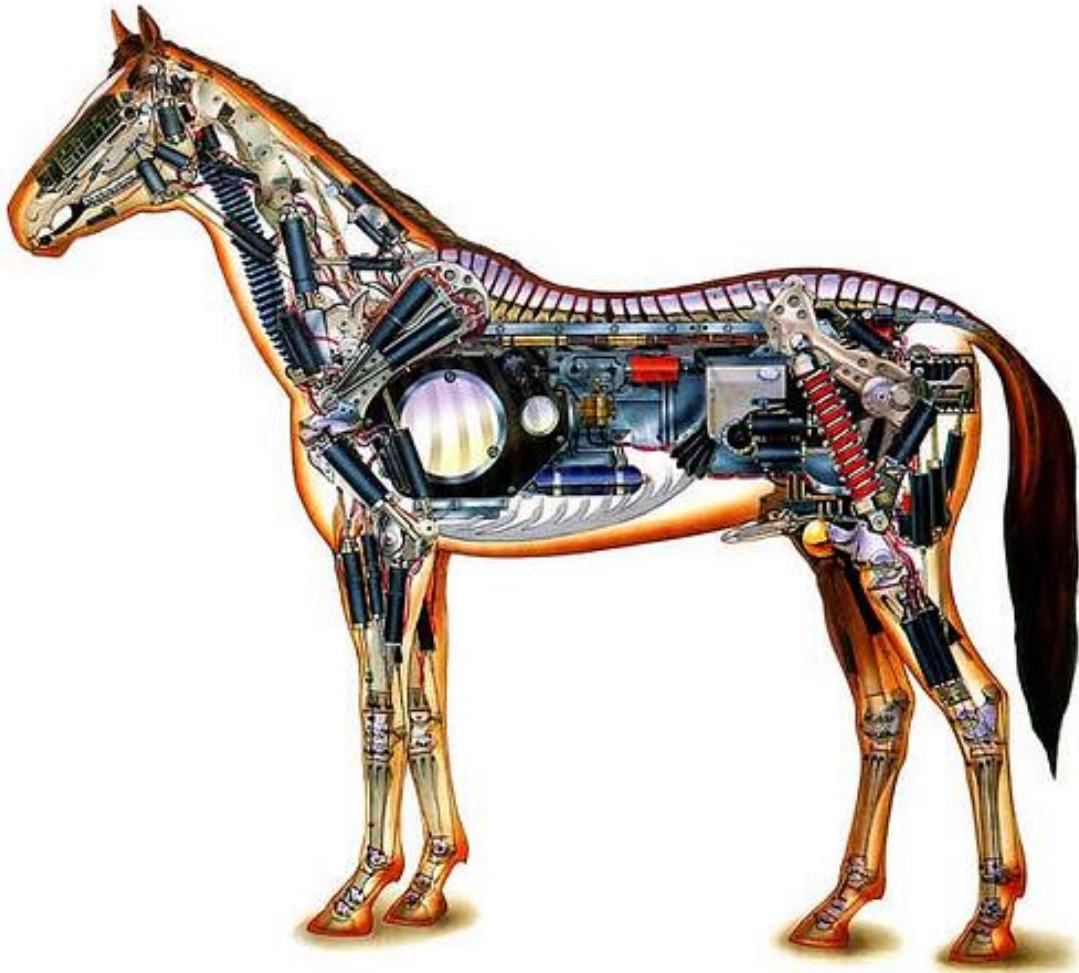
Considering the end of the process **before** you start (?)

+ Selling the product

Dominic Grace, Savills – Residential Development Consultancy

4 July 2019

Evolution or Revolution?



¡VIVA LA
REVOLUCIÓN!

MMC – ‘The Championships’



MMC Q2 2019?

THE CHAMPIONSHIPS 2019						
GENTLEMEN'S SINGLES						
First Round		Second Round	Third Round	Fourth Round	Quarter-finals	Semi-finals
1. DJOKOVIC, Novak SRB	[1]	N. DJOKOVIC [1]				
2. KOHLSCHREIBER, Philipp GER		6-3 7-5 6-3				
3. KUDLA, Denis USA		D. KUDLA				
4. JAZIRI, Malek TUN		6-4 6-1 6-3				
5. GULBIS, Ernests LAT		I. MAYER				
6. MAYER, Leonardo ARG		6-1 7-6(12) 6-2				
7. HURKACZ, Hubert POL		H. HURKACZ				
8. LAJOVIC, Dusan SRB	[32]	6-3 4-6 6-4 6-4				
9. AUGER-ALIASSIME, Felix CAN	[19]	F. AUGER-ALIASSIME [19]				
10. POSPISIL, Vasek CAN		5-7 6-2 6-4 6-3				
11. DIMITROV, Grigor BUL		C. MOUTET				
12. MOUTET, Corentin FRA	(Q)	2-6 3-6 7-6(4) 6-3 6-1				
13. SONEGO, Lorenzo ITA		M. GRANOLLERS				
14. GRANOLLERS, Marcel ESP	(Q)	7-6(4) 6-4 6-4				
15. HUMBERT, Ugo FRA		U. HUMBERT				
16. MONFILS, Gael FRA	[16]	6-7(6) 3-6 6-4 7-5 3-0 Ret.				
17. MEDVEDEV, Daniil RUS	[11]	D. MEDVEDEV [11]				
18. LORENZI, Paolo ITA		6-3 7-6(2) 7-6(2)				
19. CARRENO BUSTA, Pablo ESP		A. POPYRIN				
20. POPYRIN, Alexei AUS	(Q)	7-6(2) 7-5 6-2				
21. CHARDY, Jeremy FRA		J. CHARDY				
22. KLIZAN, Martin SVK		3-6 6-0 6-3 6-4				
23. KLAHN, Bradley USA		D. GOFFIN [21]				
24. GOFFIN, David BEL	[21]	6-4 6-4 6-4				
25. EDMUND, Kyle GBR	[30]	K. EDMUND [30]				
26. MUNAR, Jaume ESP		6-4 6-4 6-4				
27. MAJCHERZAK, Kamil POL	(Q)	F. VERDASCO				
28. VERDASCO, Fernando ESP		6-4 6-4 6-4				
29. ARNABOLDI, Andrea ITA	(Q)	I. KARLOVIC				
30. KARLOVIC, Ivo CRO		6-4 6-4 7-6(4)				
31. FABBIANO, Thomas ITA		T. FABBIANO				
32. TSITSIPAS, Stefanos GRE	[7]	6-4 3-6 6-4 6-7(8) 6-3				
33. ANDERSON, Kevin RSA	[4]	K. ANDERSON [4]				
34. HERBERT, Pierre-Hugues FRA		6-3 6-4 6-2				
35. TIPSAREVIC, Janko SRB		J. TIPSAREVIC				
36. NISHIOKA, Yoshihito JPN		6-4 6-7(2) 6-2 5-7 6-2				
37. SEPPI, Andreas ITA		A. SEPPI				
38. JARRY, Nicolas CHI		6-3 6-7(8) 6-1 6-2				
39. COPI, Marius ROU		G. PELLA [26]				
40. PELLA, Guido ARG	[26]	7-6(11) 5-7 6-3 6-4				
41. WAWRINKA, Stan SUI	[22]	S. WAWRINKA [22]				
42. BEMELMANS, Ruben BEL	(Q)	6-3 6-2 6-2				
43. STEBE, Cedrik-Marcel GER		R. OPELKA				
44. OPELKA, Reilly USA		6-3 7-6(4) 6-1				
45. KOVALIK, Jozef SVK		R. HAASE				
46. HAASE, Robin NED		6-1 6-3 6-1				
47. GUNNESWARAN, Prajnesh IND		M. RAONIC [15]				
48. RAONIC, Milos CAN	[15]	7-6(1) 6-4 6-2				
49. KHACHANOV, Karen RUS	[10]	K. KHACHANOV [10]				
50. KWON, Soonwoo KOR	(Q)	7-6(6) 6-4 4-6 7-5				
51. GIRON, Marcos USA	(Q)	F. LOPEZ				
52. LOPEZ, Feliciano ESP	(W)	6-4 6-2 6-4				
53. DARCI, Steve BEL		S. DARCI				
54. ZVEREV, Mischa GER		6-2 6-4 6-4				
55. GOJOWCZYK, Peter GER		R. BAUTISTA AGUT [23]				
56. BAUTISTA AGUT, Roberto ESP	[23]	6-3 6-2 6-3				
57. PAIRE, Benoit FRA	[28]	B. PAIRE [28]				
58. LONDERO, Juan Ignacio ARG		4-6 6-4 6-4 7-6(4)				
59. CARBALLES BAENA, Roberto ESP		M. KECMANOVIC				
60. KECMANOVIC, Miomir SRB		2-6 6-3 6-3 6-1				
61. CUEVAS, Pablo URU		P. CUEVAS				
62. DZUMHUR, Damir BIH		4-6 7-6(8) 2-6 6-4 6-2				
63. VESELY, Jiri CZE	(Q)	J. VESELY				
64. ZVEREV, Alexander GER	[6]	4-6 6-3 6-2 7-5				

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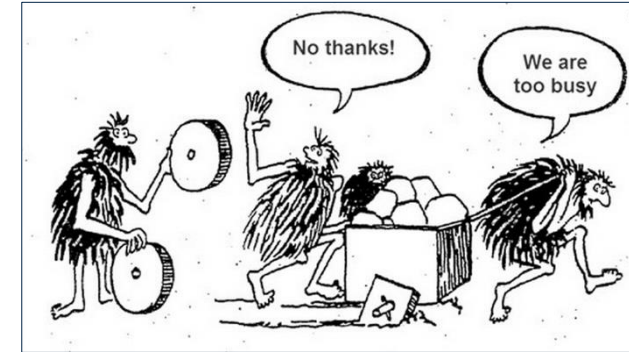
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USA – 253 active automobile manufacturers in 1908

44 in 1929 - with about 80 percent of the industry's output accounted for by Ford, General Motors, and Chrysler'

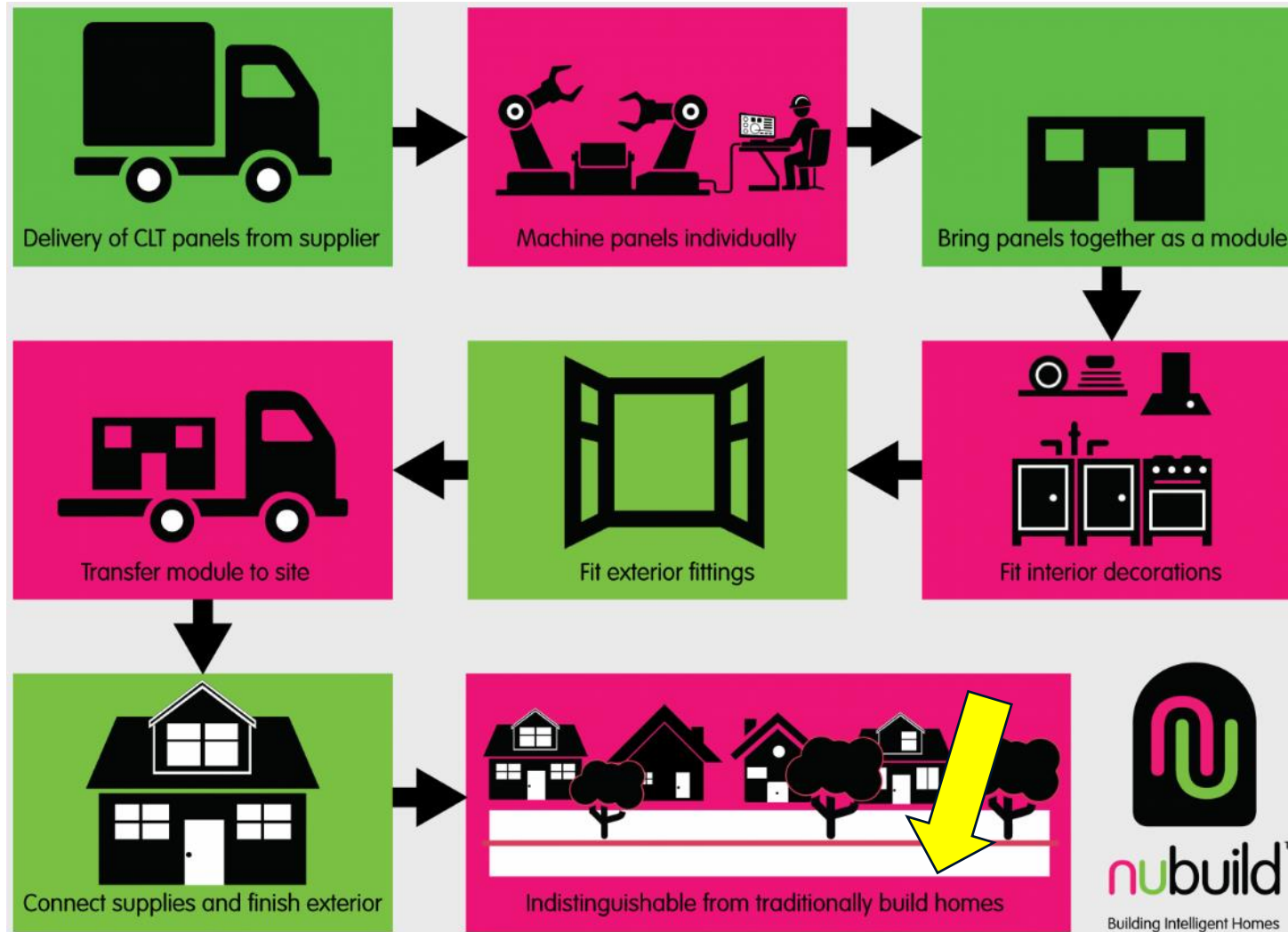
MMC - observations

- Clarity of vision/mission
- Total commitment
 - Advantage cold starts?
 - Volumetric – best solution?
 - DfMA
- Proper R&D
 - Readily insurable and mortgageable
 - Meets open market sale, BtR and RP demands
- Adaptable
 - Houses **AND** Flats and look beyond residential
- Kerb appeal
- Collaborative
- Deepest pockets?
- Good marketing/PR
- Engagement with Government
- Opportunity to ‘disrupt’ the big housebuilders
- End user always in mind



Homes &
Communities
Agency

swan
somewhere to feel at home




There are over 1,000,000 different options to choose from and buyers will be able to configure their home on the website from the comfort of their sofa,

'Customers' now demand choice and quality


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MINI VISION NEXT 100.


DISCOVER MORE.




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HATCH




MINI
5-DOOR
HATCH




MINI
CONVERTIBL



MINI
CLUBMAN




MINI
COUNTRYM



MINI
PACEMAN

OFFERS


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SPECIAL OFFER

STAY OPEN.


The new MINI COOPER CONVERTIBLE. Now at a compelling 6.4% apr (TS&CS apply*).



ACCESSORIES

PULSE RACING.

The JOHN COOPER WORKS pro MINI kit range.



SERVICES

MAINTENANCE AND REPAIR.

The odd nip and tuck for your MINI.

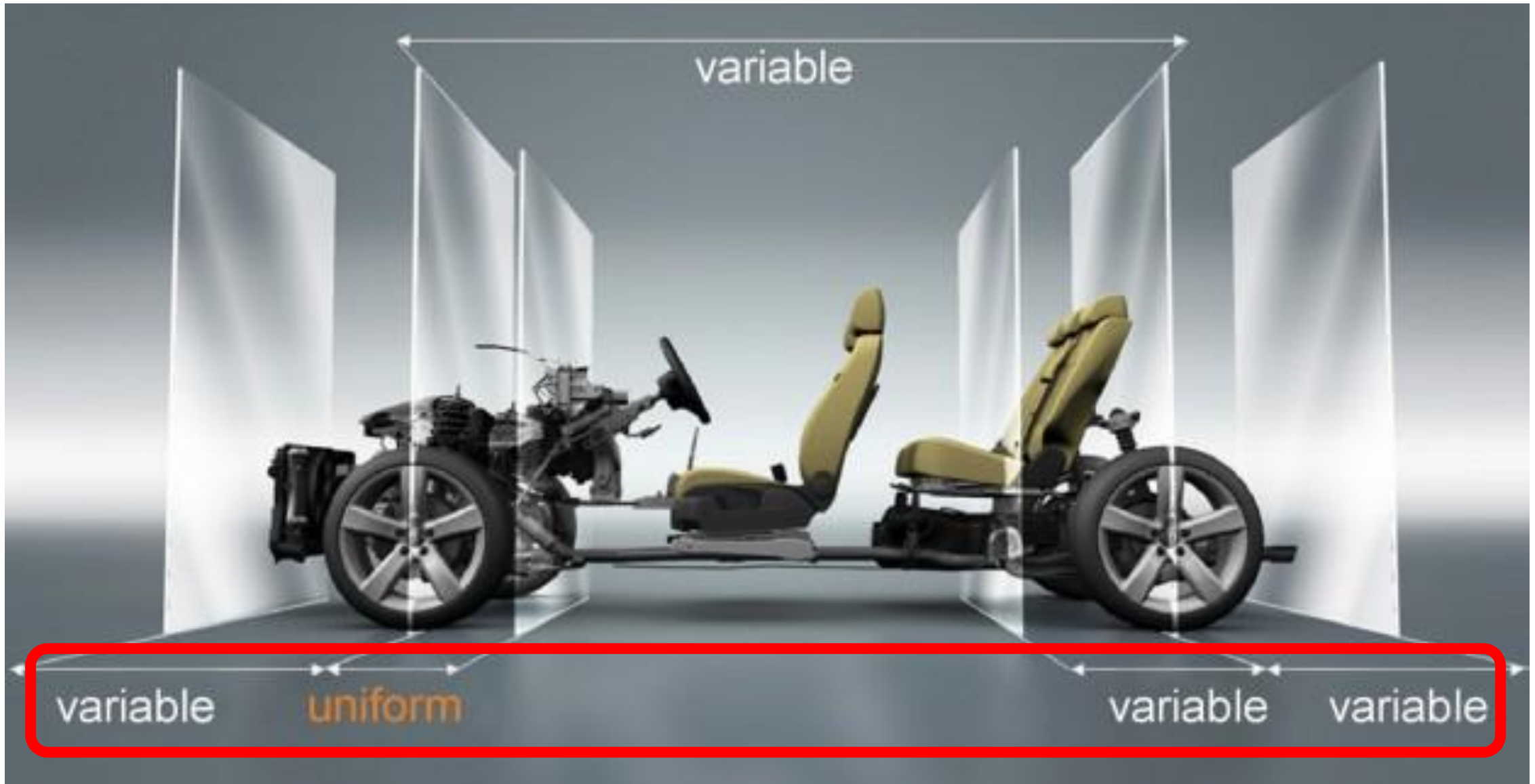
Pulse Racing?



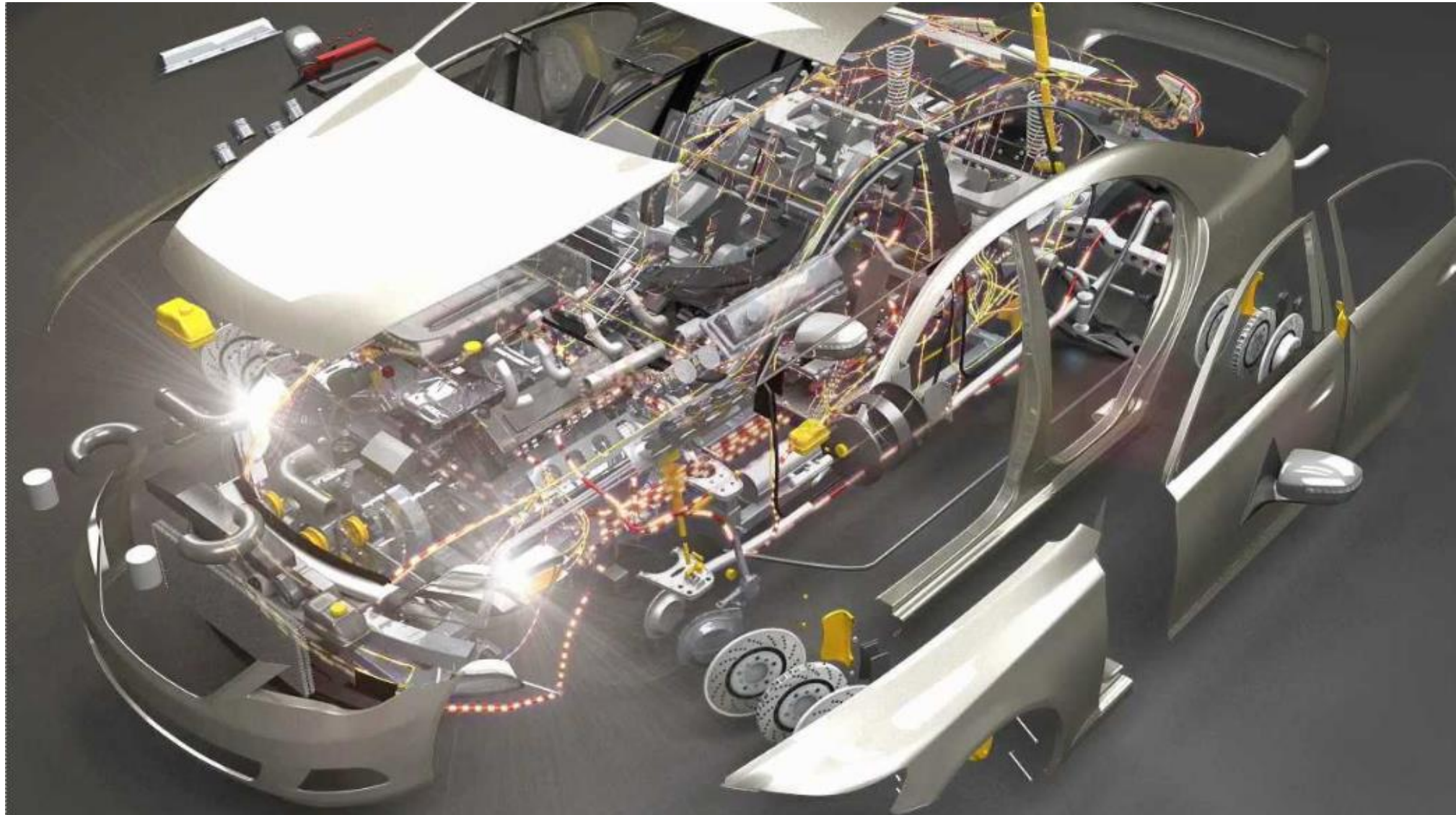
Lessons from the Auto Industry – Standard Platforms



Flexibility and Uniformity – MQB Architecture



DfMA = symbiotic collaboration



- Next 5 years – greatest demand from Public Sector, RP's and BtR investors?
- No 'stigma' from Pre-Fab from house buyers anymore
- However, still 'fear of the unknown' from institutional buyers
- Housebuilders - vulnerable from poor 'rep'
- Choice
- Opportunities for 'Apple iphone' disruptors?



ARMORY OF THE REVOLUTION

REVOLUTION

YOUR
FACE
HERE

ARE YOU READY?