

# HILLBREAK

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Empowering organisations seeking  
competitive advantage in a  
changing urban world



HILLBREAK

# ABOUT

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We launched Hillbreak in 2015 to help real estate organisations optimise the impact and productivity of their built and human assets.

We do this through a unique blend of consultancy and training services.

Our consultancy services, which are particularly focused on Environmental, Social & Governance matters, combine strategy, foresight, risk management and advocacy. In this way, we help organisations and their leaders address and embrace changing market and regulatory demands, all the while engaging positively with their stakeholders.

We provide education and training across a range of property disciplines and this provides the perfect complement to the advice we give. We enable real estate organisations and individual professionals, from graduate to Executive level, to achieve the best possible outcomes for their own careers, whilst at the same time driving better performance into their businesses.

We have established, over many years of working together, a combined reputation as leading advisors, thought-leaders, trainers and facilitators within the property and built environment sector.

Through Hillbreak it is our privilege to work with many of the best real estate organisations in the world.

**Miles Keeping & Jon Lovell**  
**Co-Founders**



## Helping our clients:

Optimise the productivity of built and human assets ///

Address risk and embrace responsibility to drive performance ///

Respond to and influence the drivers of global change ///



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# SERVICES

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## **Strategic ESG Consultancy**

We provide insight, challenge, expertise and creative thinking to help our clients envision, plan, execute and communicate ESG Strategies for their organisations, funds and projects. In doing so, we aim to drive performance, reduce risk, enhance transparency and propel identity.



## **Research & Advocacy**

We combine evidence, objectivity and persuasion to advance corporate policies and industry standards, including through our leadership roles with industry bodies such as the Investment Property Forum and the Urban Land Institute.



## **Strategic Foresight**

Through studies, workshops and symposia, we help organisations and their networks navigate and plan for the complexities of a rapidly changing and uncertain world. We challenge where they are going and how they are going to get there, using a range of future scenarios and forecasting techniques.



## **ESG Training**

We deliver training for executive groups and professional teams on the drivers, implications and imperatives of Responsible Property Investment. We create bespoke content for each client, tailored to its investment strategies, business objectives and portfolio composition.



## **Real Estate Education**

We provide education on professional practice to surveyors and non-surveyors working in property and related organisations, from graduate to Executive level. This includes the delivery of training on core property disciplines, such as property management and valuation, to broader education on the mechanics and purpose of the property market.



# CLIENTS

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**We are privileged to work with many of the world's best real estate organisations, ranging from global investment managers to industry bodies, and from private companies to FTSE100 Real Estate Investment Trusts. Our clients include:**

Aberdeen Asset Management /// Airport City Manchester /// Amber Infrastructure Limited /// Argent /// BMO Real Estate Partners /// British Land plc /// Bruntwood /// Capital & Counties /// Deloitte /// E.ON /// F&C Commercial Property Trust /// Great Portland Estates /// Hermes /// Intu /// LandSec /// London & Continental /// Lothbury Investment Management /// M&G Real Estate /// Peel Land & Property /// Rockspring /// State Street /// TH Real Estate /// Urban Land Institute

## ○ TH Real Estate

"It's been a pleasure to work with Hillbreak over the past year. We value their flexibility of approach, intellectual rigour and creativity. Jon and Miles have genuine insight into the real estate sector and a good grip on the emerging trends in sustainability. Working with them has helped us to identify what being a sustainability leader looks like for our business."

## ○ British Land

"Our experience of working with Hillbreak has been very positive – they bring an insightful and pragmatic approach coupled with a deep understanding of relevant policy and legislation, allowing them to offer advice and consultancy in a relevant, concise and impactful way."

## ○ M&G Real Estate

"M&G Real Estate is widely recognised as a global leader in Responsible Property Investment, yet Hillbreak has provided the foresight, challenge and provocation to help push us towards the next level of leadership. It's been a pleasure to work with Jon & Miles; we've valued the breadth of their insights and their flexible yet ambitious approach."

## ○ BMO Real Estate Partners

"Hillbreak has provided exceptional clarity of advice that has been instrumental in taking our business to a new level in its approach to Responsible Property Investment. They've been particularly adept in helping us to translate the implications of strengthened client demand into the unique way in which our business operates. We are delighted to be retaining Hillbreak as an independent member of our ESG Committee."





## **Making an impact by:**

Bringing intelligence, insight, strategic acumen and compelling narrative to help organisations navigate the complexities of a changing urban world ///

Building capability, confidence and motivation within organisations to ensure that decisions and strategy are executed effectively whilst nurturing talent for long-term success ///

# LEADERSHIP

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Hillbreak is a highly active contributor to, and collaborator with, a host of industry bodies and initiatives. This is an important function of our mission to enhance standards and practices within our sector, but it also brings additional value to our clients because we can draw from, and introduce them to, extensive networks and insights, both in the UK and internationally.

Notable examples of our industry leadership roles include:

- Investment Property Forum**
  - Operational Board
  - Chair, Sustainability Interest Group
- Urban Land Institute**
  - UK Executive Board
  - Chair, UK Sustainability Council
  - European Sustainable Development Council
- Green Property Alliance**
  - Chair
- UK Green Building Council**
  - Ambassador
- Oxford Brooks University**
  - Visiting Professor, Sustainable Real Estate

Roles held previously also include:

- Chair, Non-Domestic Private Rented Sector Minimum Energy Efficiency Standards Group, advising UK Government.
- Chair World Green Building Council “Health, Wellbeing & Productivity in Offices” Steering Group
- Green Construction Board (Valuation & Demand Working Group)
- British Council for Offices Environmental Sustainability Group.
- AREF Environment, Sustainability & Governance Committee
- British Property Federation Sustainability Committee







enquiries@hillbreak.com  
www.hillbreak.com



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