THE FLEXIBLE WORKSPACE:
A COMING OF AGE

Instant
FLEXIBLE WORKSPACE SPECIALISTS

THE FLEXIBLE WORKSPACE MARKET : THE JOURNEY

The concept of working together and sharing premises, staff and other overheads was first used by Barristers in the late 70s, early 1980s.

Small independent centres began to emerge in the early 80's & the first Regus building opened in 1989 in Brussels, Belgium.

The serviced market grew in the subsequent decade and dedicated brokerage firms began aggregating the industry in the tail-end of the 90's. Just as forward thinking technology companies like Google and Vodafone began to utilise this novel solution.

FLEXIBLE WORKSPACES THEN...

Prominent centre branding

SME focussed

Traditional office functions

Company name boards at reception

Individual, cellular offices

Pay-per-use services

Basic IT infrastructures

Globalisation, new technology and changing work practices became hot topics and companies from SMEs to large corporates started to adopt the use of flexible space to start businesses, alleviate pressure on core real estate, run projects and test new markets.

Clients began searching for more control over their flexible environment – an offering somewhere between serviced and traditional. In response to their needs, the managed office solution emerged in 2006 – creating a further addition to the flexible marketplace

Analysis of global trends showed where companies were heading – enquiries for space in the US continued to grow and corporates were heading east, expanding into the Americas and Asia Pacific.

Centres providing hot-desking facilities began to gain popularity amongst the start up community and dedicated co-working, collaborative centres began to appear in major cities all over the world.

WORKSPACES TODAY...

- Corporate and SME focused
- Autonomous work environments
- Minimal, discrete centre branding
- Collaborative and communal space
- Cutting edge technology
- Larger offices - design & brand flexibility
- Touch down and co-working space
- Packaged services

Centres providing hot-desking facilities began to gain popularity amongst the start up community and dedicated co-working, collaborative centres began to appear in major cities all over the world.

Companies like NeueHouse took things further - forming collectives and building environments using the investment from its members

The flexible market grew by over 20% year on year between 2010 and 2015 and with the world's largest corporates, confederations and even traditional agents predicting that the future of workspace is agile and flexible, the growth is sure to continue...

WHAT IS THE FLEXIBLE MARKET MADE UP OF?

INCUBATORS & ACCELERATORS

CO-WORKING ENVIRONMENTS

SERVICED OFFICES

BUSINESS CONTINUITY SPACE

GREY / SURPLUS SPACE

MANAGED WORKSPACES

WHERE DOES FLEX SPACE FIT?

CONVENTIONAL LEASE: 50 PEOPLE + // 7 YEARS +

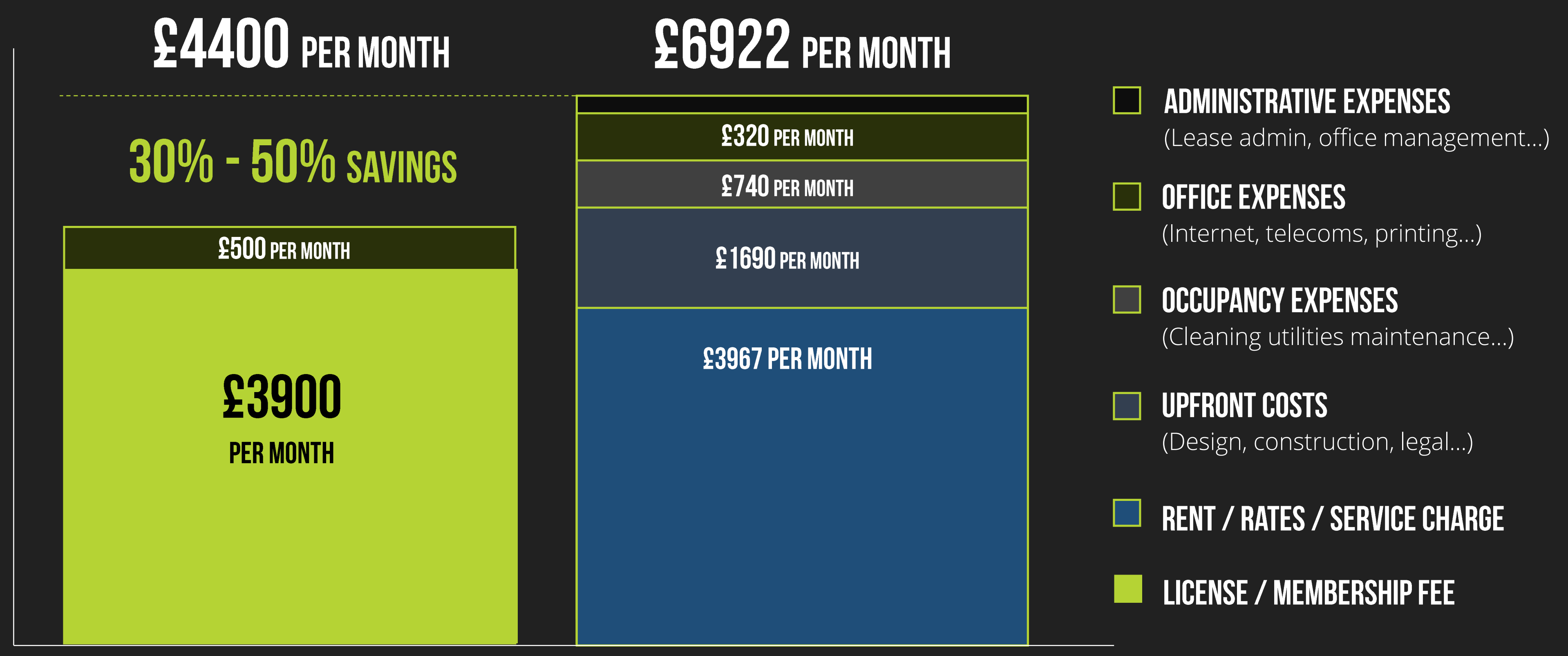
MANAGED SOLUTION: 40 PEOPLE + // 3 YEARS +

SUBLET: 40 PEOPLE + // 2 YEARS +

- SERVICED: 1 PERSON + // 1 MONTH +
- CO WORKING: 1 PERSON + // 1 DAY +

MONTHLY SPACE COST COMPARISON

Flex vs Conventional – e.g 5 person office in Marylebone, London



THE NUMBERS

MARKET SIZE

c £15BN

21% compound growth over the last 5 years

3 LARGEST OPERATORS

REGUS / SERVCORP / PREMIER

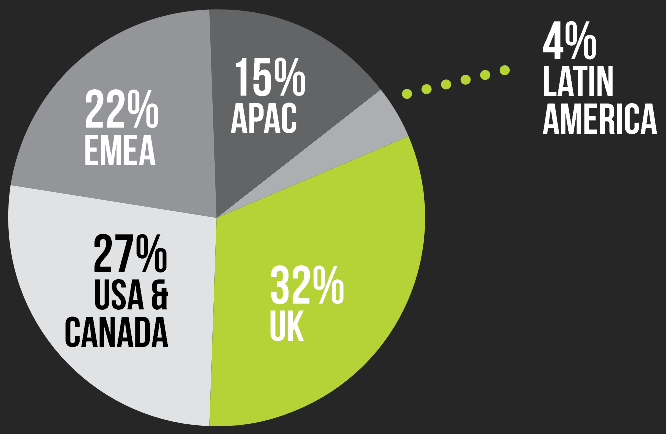
NO. OF DEDICATED SERVICED OFFICES

8,200

NO. OF DEDICATED CO-WORKSPACES

9,700

GLOBAL DISTRIBUTION OF CENTRES



13% OF ALL ACQUISITIONS IN THE CAPITAL IN Q3 2015 WERE BY FLEXIBLE OPERATORS

1.5M SQ FT TARGET WEWORK LONDON FOOTPRINT BY DECEMBER 2016

TOP 3 LARGEST DEVELOPED MARKETS

UK
USA
AUS

TOP 3 LARGEST EMERGING MARKETS

INDIA
BRAZIL
MALAYSIA

TOP 10 GROWING MARKETS

UK
USA
CHINA
AUS
GER
ITALY
MEX
FRA
SING
TUR

THE UK BY NUMBERS

2,495,245 sq ft

THE 5 LARGEST OPERATORS BY SQ FT

Regus
i2
leo
THE OFFICE GROUP
wework

NO. OF DEDICATED SERVICED OFFICES 2,200

NO. OF NEW CENTRES OPENED IN 2015 31

LONDON BY NUMBERS

13% OF ALL ACQUISITIONS IN THE CAPITAL IN Q3 2015 WERE BY FLEXIBLE OPERATORS CBRE

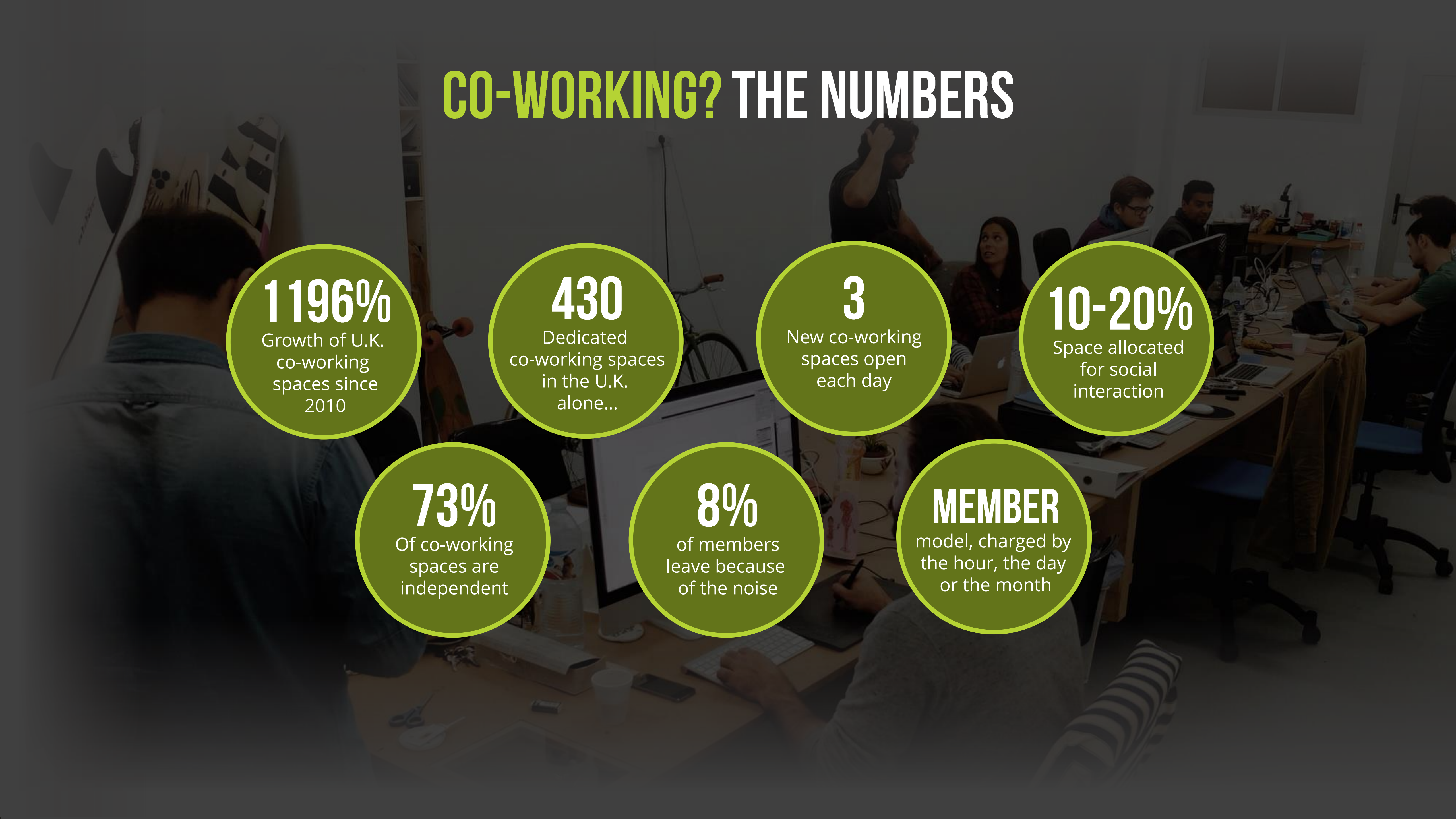
3 LARGEST OPERATORS

REGUS / WORKSPACE / LEO

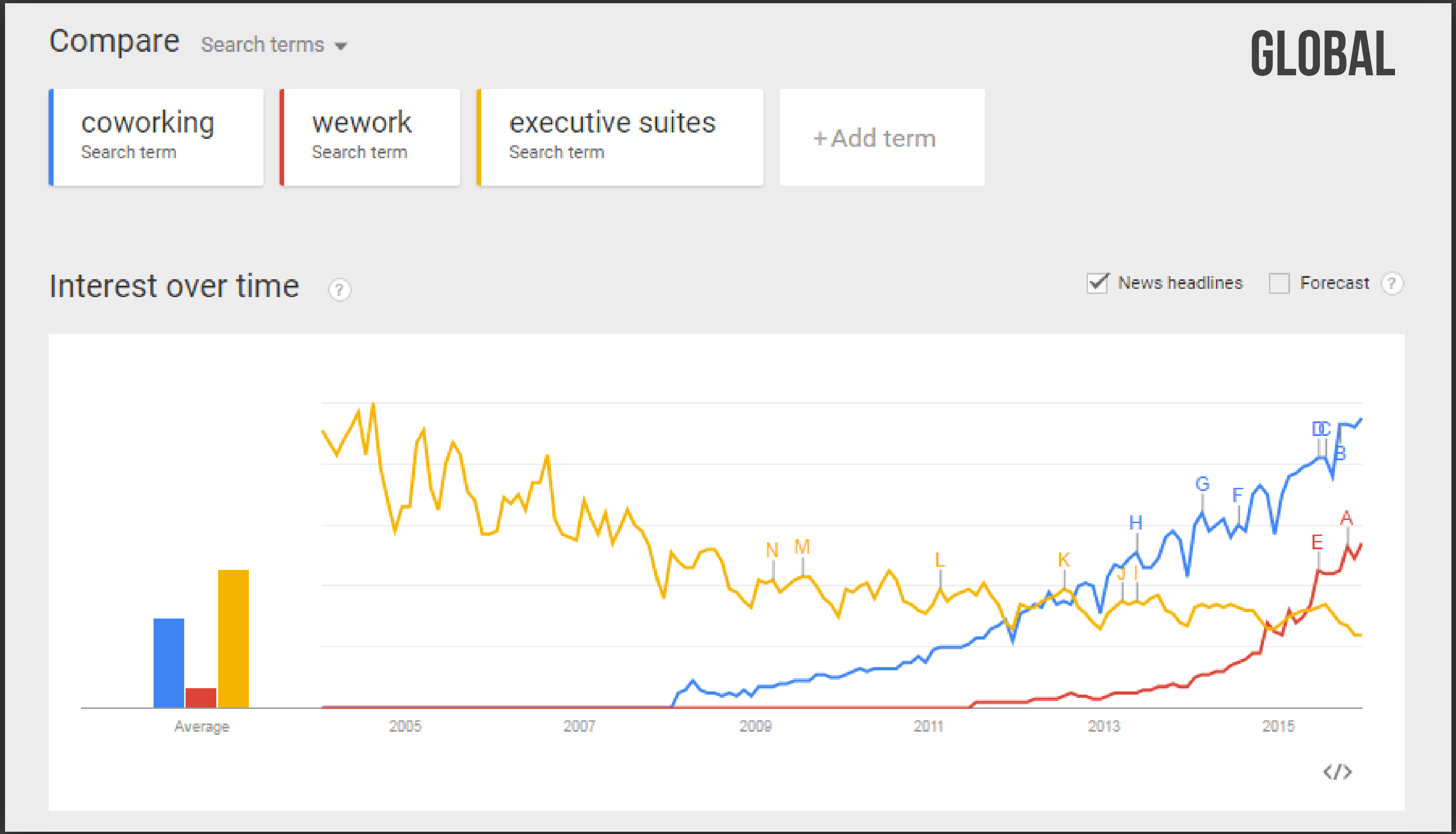
THE CITY IS HOME TO A REPORTED 5M SQ FT OF FLEXIBLE WORKSPACE – 21% OF THE TOTAL

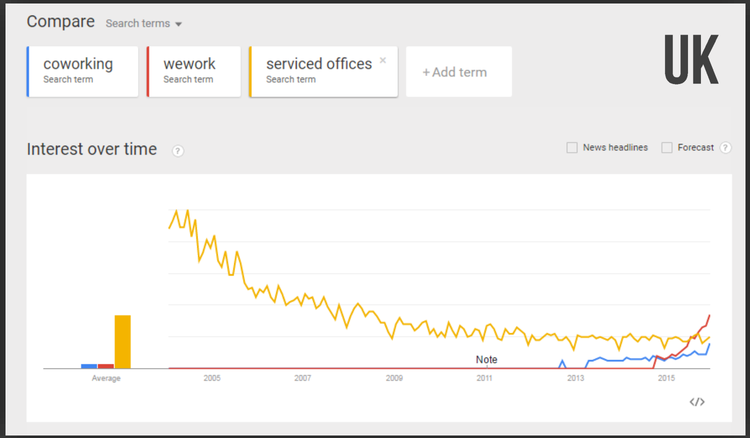
WHAT IS CO-WORKING?

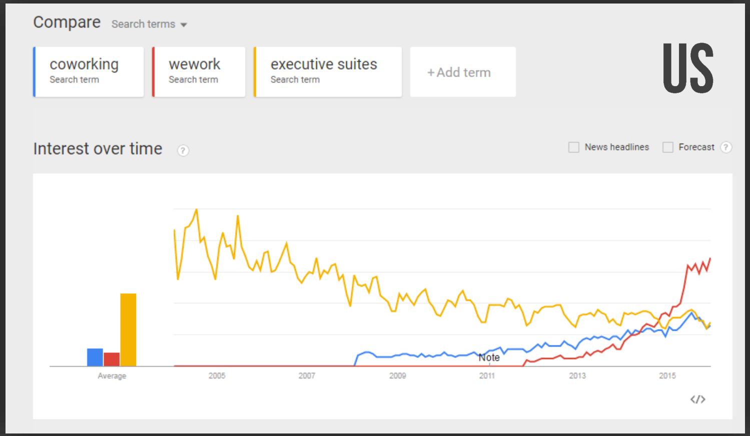
A business practice, which involves a shared office environment for workers from different organisations.


CO-WORKING? THE NUMBERS
1196%
Growth of U.K. co-working spaces since 2010
430
Dedicated co-working spaces in the U.K. alone...
3
New co-working spaces open each day
10-20%
Space allocated for social interaction
73%
Of co-working spaces are independent
8%
of members leave because of the noise
MEMBER
model, charged by the hour, the day or the month

WHAT ARE PEOPLE LOOKING FOR?

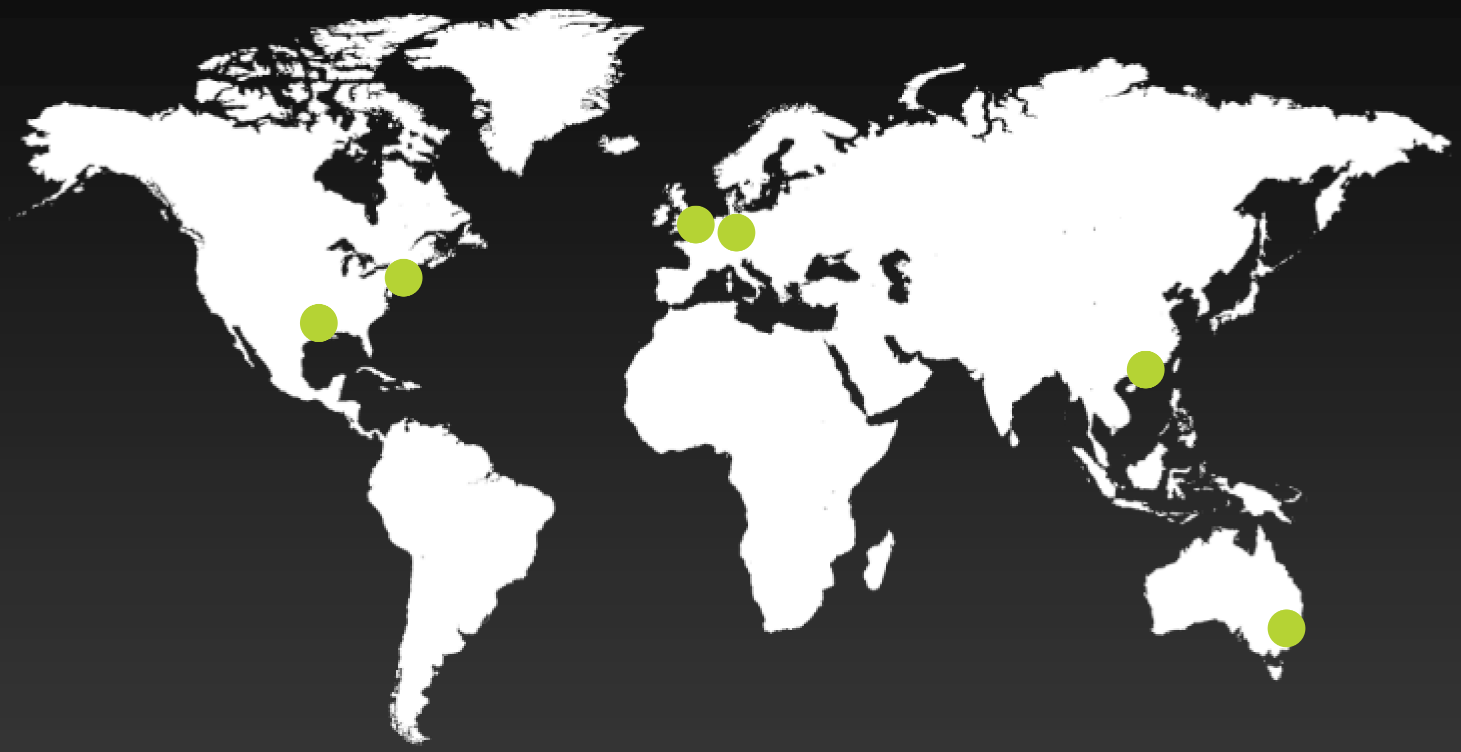






WHY DOES THE DEMAND FOR FLEXIBLE SPACE CONTINUE TO GROW?

THE INSTANT GROUP
WHO ARE WE?



The Instant Group is the independent global flexible workspace specialist.

Underpinned by unrivalled expertise we tailor unique workspace solutions to help businesses of all sizes to grow, drive efficiency or gain invaluable insights.

- Offices in 6 locations worldwide
- 100% supplier agnostic and 100% independent.
- Global coverage, delivering solutions across 1,504 cities in 113 countries
- The world's largest lead generation platform for flexible workspace
- A unique market perspective fuelled by 16 years of unrivalled transactional and operational data on the flexible market
- Creators of the first truly end-to-end workspace delivery model
- 150 experts in procurement, property and outsourcing

ENDS