



International Workplace Group

Regus

SPACES.

HQ

Signature
by Regus

No18

STRATEGIC BROKERAGE PARTNERSHIP

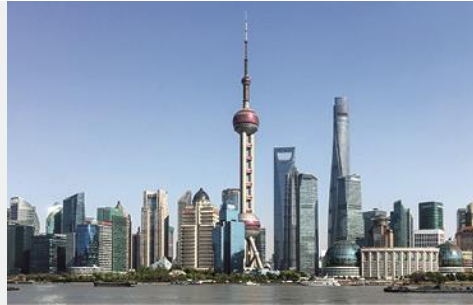


INTRODUCTION TO IWG



Unrivalled network

Locations in **110** countries
and over **1,100** cities

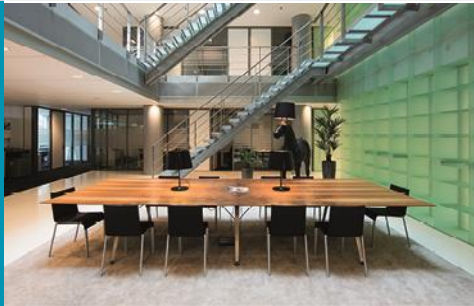


Rapid expansion

Adding 1
new location every day



IN 1989...
...we invented the flexible workspace industry



Long-term growth

Aiming for a network of
20,000
locations within **10** years



Today...
...we are the largest industry player by far



Global demand

2.8m+ customers worldwide
and **1m+** inquiries in **2018**



Multi-brand offering

5 global brands that dominate cities, suburbs, industrial sites and transport hubs



WE ARE THE WORLD'S LEADING WORKSPACE PROVIDER

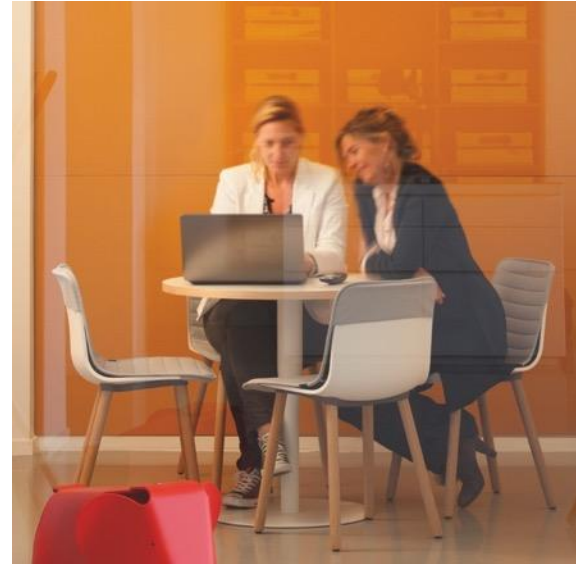
WHAT WE WILL COVER

**MARKET
CONTEXT**

**OUR
SOLUTIONS**

**CLIENT
BENEFITS**

**YOUR
BENEFITS**



FLEXIBLE WORKSPACE IS THE NEW NORMAL

Flexible office market
is worth

\$25

BILLION PA

In revenue

(Source: Instant Group)

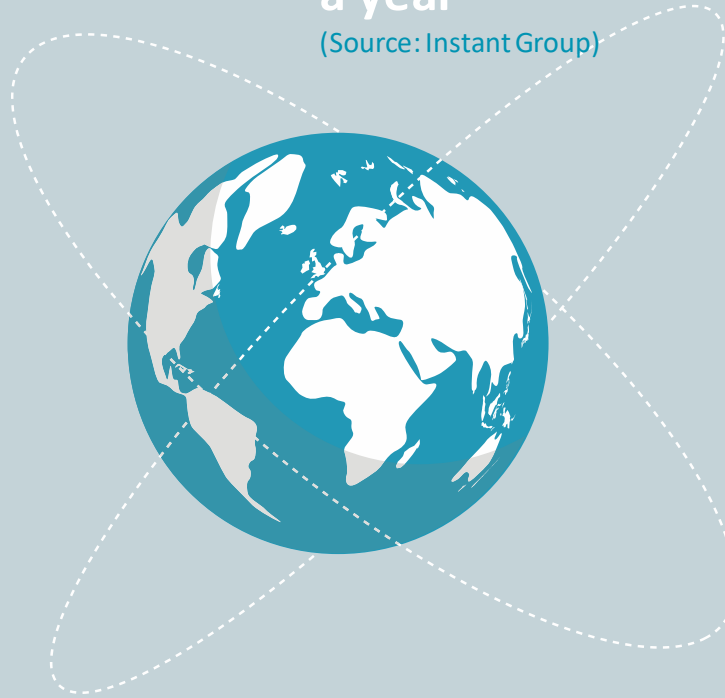


Global industry is currently
growing by

21%

a year

(Source: Instant Group)



Economic impact of flexible
working in 16 leading countries
predicted to be

\$10.04

TRILLION

by 2030



(Regus Economic Report, 2018)

THE INCENTIVE TO SWITCH TO FLEXIBLE WORKSPACE IS COMPELLING

Estimated annual cost
of office space is

\$18,150
per desk



55%

of corporate office space
is currently



**Workspace
flexibility**

makes a massive difference
to the bottom line



SOURCE:

CBRE Lease calculator calc.cbre.com Example based on average standard lease cost for 50 desks over 5 year term in New York, London, Tokio, Sydney, Hong Kong and Paris.

THE BENEFITS OF FLEXIBLE WORKSPACE ARE CLEAR TO ALL

PEOPLE

Want to work how and where they want

Better facilities

69%

of millennials will trade other benefits for better workspace



Quality of life

57%

of workers believe flexible working helps improve their work-life balance



Greater efficiency

55%

of corporate office space is currently LYING EMPTY



Extra freedom

64%

Believe flexible work hours improve productivity



More options

103%

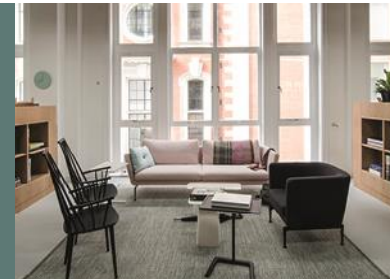
Increase in location-independent work since 2005

BUSINESSES

Want the financial and strategic benefits

Outsourcing

Corporate real estate to a flexible on-demand model



Productivity

Increased output with happier, more engaged workers



Cost reduction

And improved balance sheet flexibility



Proximity

Greater geographical flexibility



Talent

Easier to attract and retain the best people

CHOICE OF BRANDS TO MATCH EVERY BUSINESS



Work, meet and connect wherever your business takes you



Your key to the world's ultimate business locations



Creative spaces with a unique entrepreneurial spirit



Where real work gets done



The home for a rewarding business lifestyle



CUSTOMER OFFER TAILORED TO INDIVIDUAL NEED

WORKSPACE SOLUTIONS



CUSTOM WORKSPACE

- Managed office solution to any scale and requirement



ON DEMAND WORKSPACE

- Pay-as-you-go, 2-day, 10-day and unlimited access plans

BUSINESS SUPPORT SOLUTIONS



BUSINESS LOCATION SERVICES

- Professional business address, mail handling and digital mail forwarding



VIRTUAL ASSISTANT SERVICES

- Live receptionist, VoIP phone and PA and admin services

FEATURES

Global network of private offices, co-working spaces, meeting rooms and business lounges

World-class IT, security and facilities management

Dedicated personal host

24x7 customer support

FREE BENEFITS

- Exclusive discounts on on-demand workspace
- Rewards program for companies and employees
- Use of WiFi hotspots in 18 million locations globally
- Increased buying power through IWG Vendor Marketplace

OPTIONAL EXTRAS

- Quality food and drink
- Signage
- On-site parking
- On-demand, quick-ship PC laptops
- Printing, scanning, photocopying
- Video conferencing
- Postage and courier services
- Office supplies

DESIGN YOUR OFFICE

With IWG, your clients can design their workspace to create their own branded spaces, with a unique look and feel, all to suit their company culture.

WHAT ARE THE OPTIONS?

- Efficient and effective designs
- Ergonomic, high quality furniture
- Configurability and flexibility for different work styles
- A wide range of furniture available at no additional cost
- Options for collaboration and focus spaces
- Options for additional functional rooms
- Choices for alternative postures
- Tell us what your clients need to have a great day at work

HOW DOES IT WORK?

1. Do your clients want to work in a team, executive or spacious executive environment
2. Select desk type and accessories
3. Pick office enhancements
4. Begin a great day at work!



WE TAKE CARE OF EVERYTHING...



...SO YOUR CLIENTS CAN FOCUS ON THEIR CORE BUSINESS

WE HELP YOUR CLIENTS UNLOCK THEIR FULL POTENTIAL

Financial Effectiveness



- Portfolio consolidation
- Reduced Capex and Opex
- Improved office utilisation
- Reduced balance sheet impact

Organizational Agility



- Able to scale rapidly up or down
- Increased speed to market
- Maximum location agility
- Interim solutions

Employee Empowerment



- Flexible working options
- Reduced travel times
- World-class environment
- Increased productivity

Operational Excellence



- World-class IT and security
- Dedicated account management
- Project management
- Advisory services



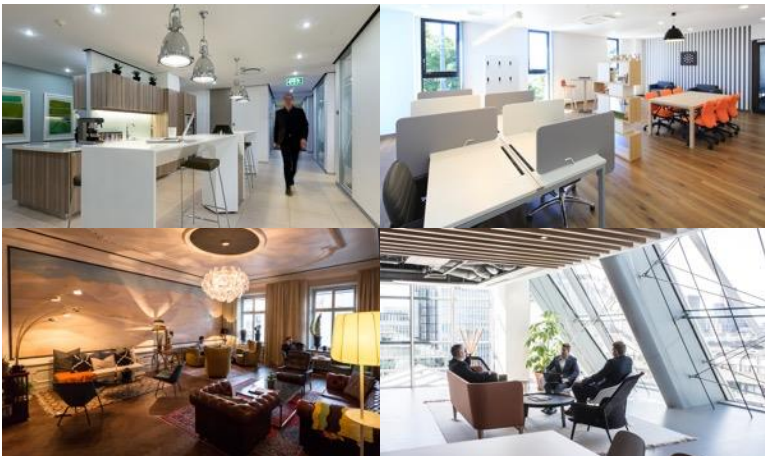
WE MAKE YOUR CLIENTS' BUSINESSES STRONGER



WHAT'S IN IT FOR YOU?

Expand your offering

- 5 brands and **3,400** locations globally
- Bespoke, scalable solutions to meet any client need



Improve your sales

- Opportunity to offer any size, any type, anywhere
- Support throughout the sales process



Increase speed to market

- Shorter deal cycle
- Competitive commission rates and immediate payments

OUR BROKER APP MAKES YOUR LIFE EASY

- Manage your account from one place
- Submit and manage referrals
- Schedule client visits
- Track your commission and payments



LET'S GROW OUR PARTNERSHIP TOGETHER



Learning and Development



- Ensure staff are trained on IWG solutions
- Keep up to date with new locations, products, services, tools and go-to-market strategy

CRM Alignment



- Agree relationship management plan
- Fix regular meeting schedule
- Provide single point of escalation

Thought Leadership



- Collaborate on research
- Participate jointly in conferences and events

Rewards



- Be transparent about pay
- Make the payment process as efficient as possible

Digital



- Promote IWG locations on broker portals
- Encourage full use of the IWG Broker App

THREE STEPS TO BECOMING A STRATEGIC BROKER PARTNER

STEP 1:

SET UP FOR SUCCESS

- Download IWG Broker App



STEP 2:

CREATE ACTION PLAN

- Agree key partnership drivers
- Fix regular meeting schedule

STEP 3:

GROW OUR PARTNERSHIP

- Learning and development
- Thought leadership
- Digital
- Rewards

Thank you



IWGPLC.COM