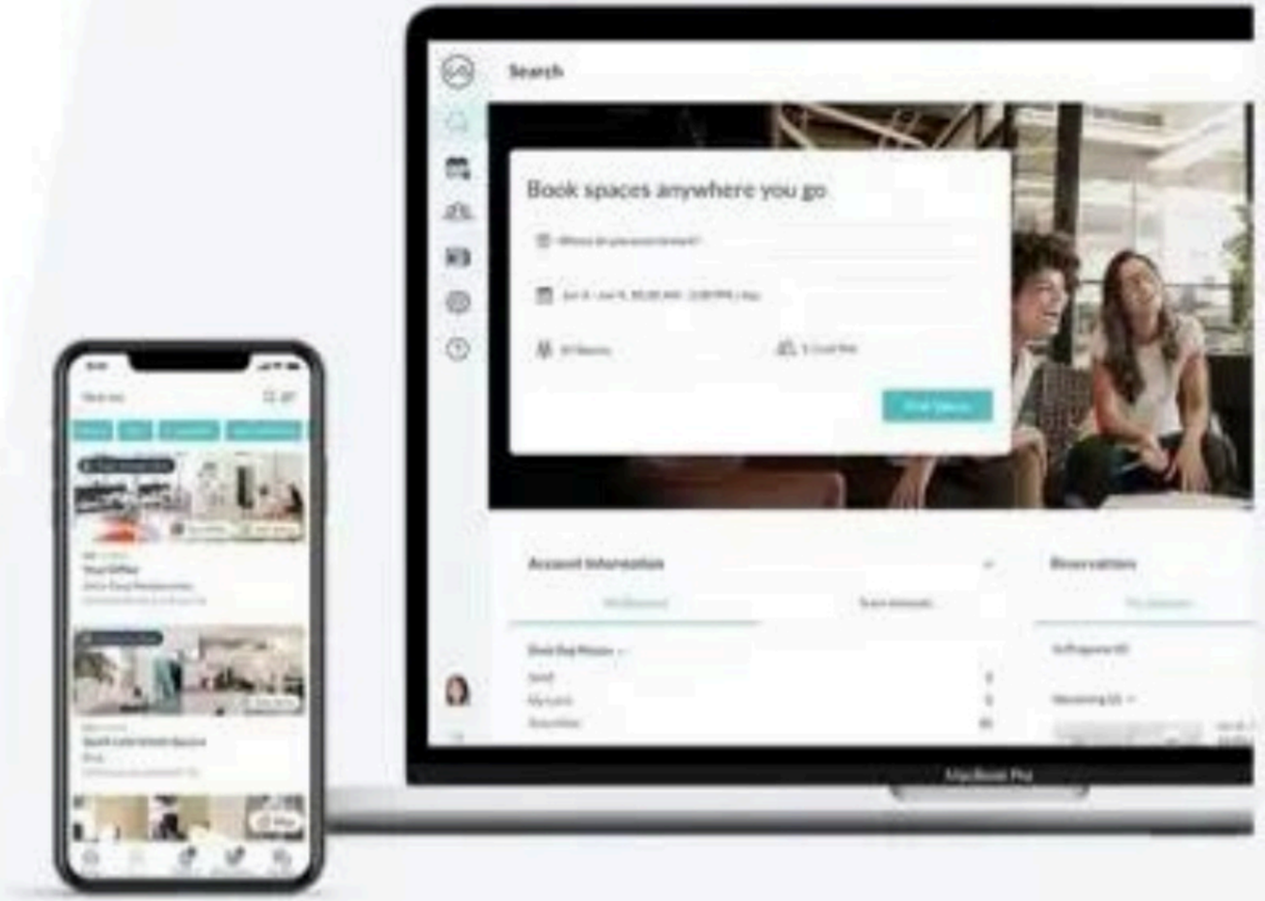
UPFLEX

The Hybrid Office is here.



The Way The World Works Has Changed

Distributed work is on the rise, remote & flexible work is the new hybrid standard for the next decades
As companies reduce CapEx and HQ costs, flex office & 3rd party space will thrive globally

Flex office is the future of work

Flex office revenue to grow from **$29B** in 2020 to **$111B** by 2027

Zion Market Research 2020

Employees demand flexibility

52% of employees want to work from a nearby coworking or alternative to HQ

Colliers International, 2020

COVID-19 has boosted global adoption

82% of employers will increase distributed work arrangements post pandemic

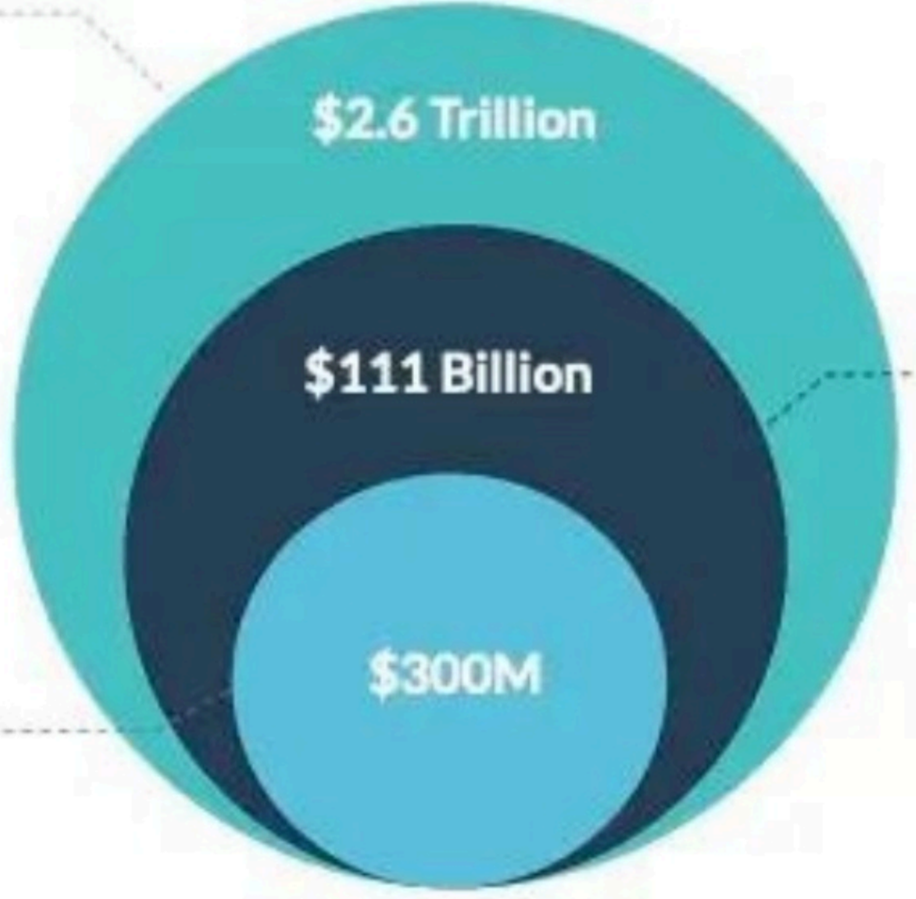
Mercer Research, 2020

Companies that have made a permanent remote work policy since COVID began:

Microsoft · Spotify · facebook · twitter · shopify · Square

Massive Market Opportunity

Office Real Estate by 2025*
Total Available Market



Flex Office by 2025**
Service Addressable Market

Upflex Revenue by 2025
We aim to capture 0.3% of SAM

*CBRE Research 2020

**Zion Market Research 2020

Why We Are Different

Upflex is the sole "asset-light" technology platform responding to the global demand for hybrid office

6,000 locations

80 Countries

900 Cities

705+ brands

Add new location **on-demand**

+200 new locations every month

Long term growth
30,000 locations within 3 years

100% sustainable
>Using only existing assets
> We plant a tree for every booking

The Largest Flex Network

Upflex provides instant access to the largest flex inventory in the world

wework is exclusively on Upflex

Global Network

6,000	80	900
Spaces	Countries	Cities

40% Growth in 2020

170 new locations monthly

675 Brands - 60% Small Operators

Locations where employees live

Notable Partners:

Private & Confidential

One MSA, One Platform, One Bill

Upflex is streamlining procurement and acting as billing/reconciliation clearinghouse

Multiple Vendors

Eliminate the hassle of managing multiple vendors

Multiple Invoices

Stop dealing with invoices for each workspace provider

Multiple Agreements

Streamline procurement with new vendors

Cost & Time

Reduce time spent on short-term leases

Management Dashboard

A robust, low-touch back-end allows employers to manage their distributed workforce and track usage activity

Benefits include:

- Manage your workspace and flex portfolio from a single dashboard
- Employee management tools & usage limits
- Easily manage and set up different plans & billing per business unit
- Analytic tools and productivity reports
- Low-touch setup, Single Sign-on and Active directory to securely onboard and manage employees easier

Features:

- User -Role Management
- Team-based plans & billing
- Single Sign-On
- Inventory permissioning
- Reporting
- Security & Privacy

Employee App

An intuitive mobile app for the team to search and book spaces anywhere, anytime

Benefits include:

- On-demand booking of both global network and company sites
- Communicate site-specific information through the APP
- Geo-fencing and automatic check-in to track utilization
- 24/7 chat support to cover employees worldwide
- SMS and email booking reminders for employees and Space Partners

Features:

- Find & Book Spaces
- White Label App
- Team Booking Visibility
- Favorite Spaces
- Google API Search
- Geofence Check-In

Unified Reporting

Detailed reports include both user-level booking data and an aggregated overview of utilization.

Benefits include:

- Learn how to optimize your office to your team's needs
- Aggregated view of space utilization to help recapture unused space
- User-level data to understand employee behavior and preferences
- Easy-to-understand visualizations
- Add 3rd-party sensor data to enrich your data analysis and decision-making process.

Features:

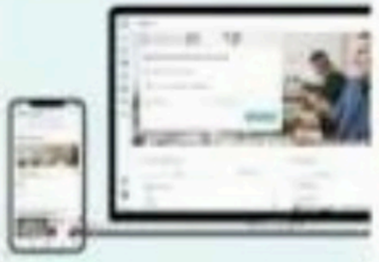
- Customizable Reports
- PDF Exportable
- Multiple data sources
- User-Level Reporting
- Aggregated Overviews
- Intuitive Visualizations

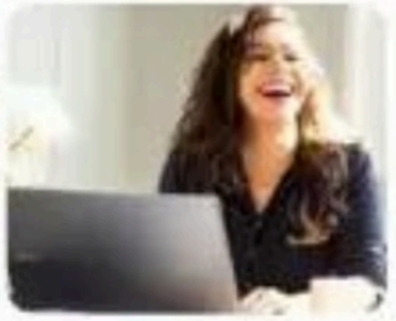
How Businesses Use Upflex

Companies use the Upflex platform to measure employee & team usage to help them make informed decisions for their hybrid strategy.

Office Elasticity

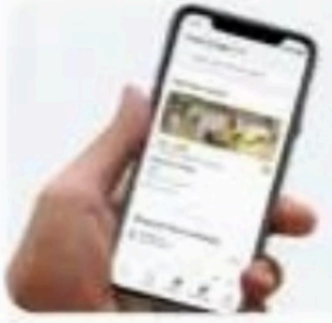
Companies use Upflex to quickly set up operations in a new market, risk-free for individual or team.





Workspaces On-Demand

Meeting clients or having off-sites is easy in any of Upflex's 5,500 meeting rooms, ranging from 2 to 1,000 seats.



Commute Reducer

Companies provide space near where employees live to reduce the pain of a commute without sacrificing productivity.

Remote Teams

Remote team members can drop into locations on demand to feel connected in a community of inspiring spaces and people.

Benefit for New Talent

Companies can provide Upflex as part of a new hire's benefits package to help in recruiting new talent.

Workplace Continuity

In a time of uncertainty and climate disasters, companies can maintain their operations with as little downtime as possible.

Private & Confidential

Management Team

Our dedicated team is comprised of experienced entrepreneurs with vast real estate, coworking, B2B & SaaS expertise.

Christophe Garnier
Chief Executive Officer

- 20 years of strategy and business management in technology & software
- Repeat tech founder of VC backed companies
- 8 years of coworking management & ops

Andre Jacquet
Chief Operating Officer

- Ex Regional President, VP and Country Manager of Dyson, Microsoft and Apple
- Ex CMO of Brightstar (Softbank) and Sony Ericsson

Ginger Dhaliwal
Chief Product Officer

- 20+ years of operations, customer experience & software development
- 6 years of coworking operations experience
- PMP certified Project Manager

Vincent Lottefier
Chief Strategy Officer

- 30+ years of strategy & business management in commercial real estate
- 25 years at JLL holding leadership positions in Europe, America and Asia Pacific

Pierre Davidoff
Chief Technology Officer

- 25+ years of technology leadership
- Extensive experience building large-scale web and mobile applications
- Deep expertise in machine learning, cloud architecture & devops

UPFLEX

Thank you.

Christophe Garnier
CEO @ Upflex
christophe@upflex.com