

The background of the slide is a light blue architectural floor plan of an office building, showing various rooms, desks, and furniture. The plan is oriented diagonally.

NewFlex

Unleashing the potential
of the flex economy

Newable



WELCOME TO THE FLEX ECONOMY

THE WORLD OF WORK HAS CHANGED

The old certainties have gone. Enabled by cloud technologies, agile methodologies and asset-lite business models, every business now places a high value on the ability to flex. Flexible business propositions. Flexible workforce. Flexible workspace. In order to thrive, the property industry must flex as well.



30% OF ALL OFFICE SPACE WILL BECOME FLEX

JLL estimates flexible workspace currently accounts for just 5% of all office stock in the UK. However, over the next five years more than 10 million sq ft will be added and flex space will account for over 8.5% of the total office stock by 2023. JLL suggests flex space could grow to 30% by 2030. CBRE agree, reporting similar figures across major European markets.

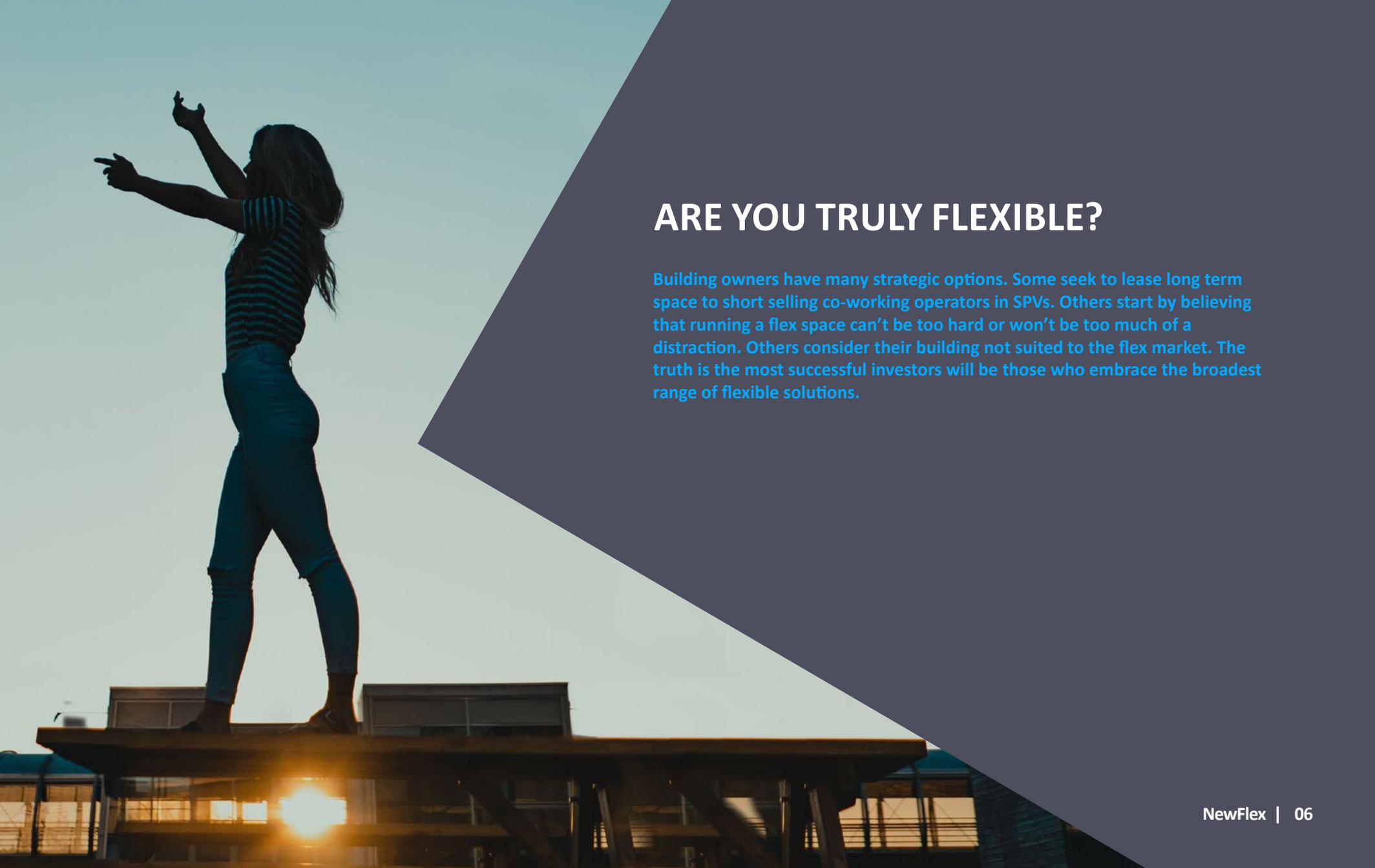
Source: JLL, Disruption or Distraction



WE ALL NEED TO BE FLEXIBLE

CBRE suggests that the office building of the future is likely to move away from the traditional model of all floors being let on conventional lease terms. They recommend landlords rethink the organisation and management of their buildings to incorporate flexible options. It is clear building owners and asset managers need to develop a strategy for flexibility and a flexible strategy.

Source: CBRE, The Flexible Revolution



ARE YOU TRULY FLEXIBLE?

Building owners have many strategic options. Some seek to lease long term space to short selling co-working operators in SPVs. Others start by believing that running a flex space can't be too hard or won't be too much of a distraction. Others consider their building not suited to the flex market. The truth is the most successful investors will be those who embrace the broadest range of flexible solutions.

NewFlex

NewFlex delivers and manages a range of branded solutions for every type of building, in every type of location, for every type of occupier. Including the flexibility to develop your own brand. All enabled by flexible management contracts where we are invested in making money for you.



easyHub[®]

easyHub[®] – part of the **easy**[®] family of brands – offers a cost-effective, franchise opportunity to property entrepreneurs, existing operators, building owners and pension funds. **easyHub**[®] is a branded workspace for price-conscious SMEs.



Citibase

Offering exceptional value for businesses on a budget, Citibase has a 25 year track record in creating a good quality product delivered with exceptional service. Citibase pioneered the flex space concept and remains a market leader today with 40+ business centres from Aberdeen to Brighton.



Bold[®]

Bold locations are creative environments designed to inspire innovative thinking and collaboration, while maintaining a healthy balance between private meetings and flexible working.



Serendipity Labs

Inspiration at Work.®

We are proud to bring the hottest brand in the US flex space market to the UK. Serendipity Labs isn't just in the flexible office rental business, but the hospitality business too. Serendipity Labs has over 125 locations currently under development in office buildings, high-rise residential projects, hotels and retail properties.



White Label

We work with you to bring your vision for your building strategy and portfolio to profitable life. Your brand. Our management capability. The only limit is your imagination.



THE NEWFLEX PLATFORM



BESPOKE SOLUTIONS: COMMON PLATFORM

All workspace solutions benefit from the common NewFlex platform. From demand generation, to building management and compliance, to account reporting, to yield optimisation and planning. We tailor our client services to your needs.

WE'RE CLIENT FANATICS

The serviced office lease model is broken. In the good times, the leasee makes sweet margins by marking up the rent paid to you when the space is resold to their customers. In the bad times, landlords are often exposed to significant losses especially if their building sits in an SPV. Our management contracts model has turned us into a company of client fanatics because we only make money when you do.





WE'RE CUSTOMER FOCUSED

We fill our clients' buildings with flex occupiers. Our "Engine Room" is a high performance machine, and we aim to keep your buildings full. We do this through exceptional service delivered in each and every office space supported by our Centre of Excellence coaches. Whilst our Commercial Teams makes sure our customers have everything they need to run their business efficiently.



A TRACK RECORD OF DELIVERY

We've been in business for over 25 years so we've experienced all kinds of market conditions. In the last few years we've enjoyed rapid growth. Since 2015, we have supported thousands of businesses working at the heart of the economy, operated over 70 buildings on behalf of some of the biggest names in the global commercial property industry, paid £11m of business rates and generated over £100m in cash for our clients. In November 2018, we became part of the Newable family.

A MISSION TO HELP BUSINESS THRIVE

Newable was founded in 1982. It has created a unique ecosystem of products and services to support businesses at the heart of economy. Newable delivers finance, professional advice and workspace. Each year, Newable supports over 20,000 UK SMEs, so are best placed to know the challenges and growth plans of businesses. We use this unique insight to tailor office space to reflect their needs.



**LET US HELP YOU UNLEASH THE POTENTIAL
OF THE FLEX ECONOMY**

NewFlex

A Newable Company

Get in touch today

e: workspace@newable.co.uk

w: newflex.com