

# **FLEX OFFICES**

**MOSCOW**  
**September 2022**

# WHAT IS IT?

Flex office is a fully equipped office space offering installed workstations and all-inclusive services for rent:

- ◆ unfixed workstations / fixed workstations in the open space;
- ◆ a group of workstations inside a dedicated office or floor;
- ◆ meeting rooms for negotiations or presentations;
- ◆ common areas, kitchens, recreation areas and areas for informal communication;
- ◆ administrative support for residents, cleaning, security, repair of equipment, etc.;
- ◆ 24/7 access.



# WHY IS IT NECESSARY? ADVANTAGES OF FLEX OFFICES

- ◆ Lease term flexibility;
- ◆ No need of investment in the space repair and purchase of furniture;
- ◆ Instant readiness for move in;
- ◆ Reduction of administrative staff costs;
- ◆ Opportunities for communication between companies and expansion of contacts;
- ◆ Saving rental costs while reducing / increasing staff;
- ◆ Location in the most high-quality business centers in developed business districts.



# FOR WHOM?

- ◆ Large and medium-sized companies that need:
  - temporary or separate office to accommodate project teams;
  - placement of some employees in a certain area of the city;
  - operative increase of the number of workstations without need to approve fit out and furniture purchase budgets;
  - implementing a creative environment for some employees;
  - temporary placement of some employees for the period of repair of the main premises.
- ◆ Small growing companies that want to save on administrative costs and quickly change the number of workstations;
- ◆ Startups for which the flexibility of the contract and no need of investment in space repair and purchase of furniture are important;
- ◆ Freelancers.

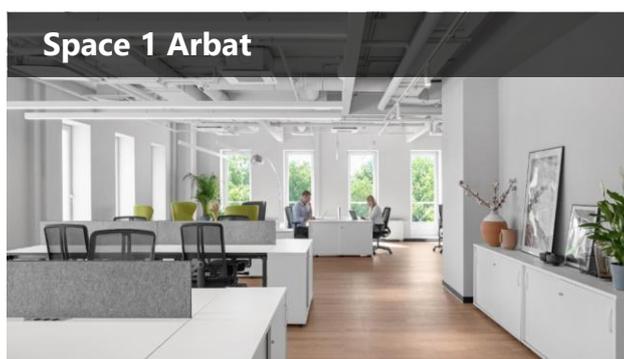


# FLEX OFFICES IN MOSCOW

TOTAL AREA OF EXISTING FLEX OFFICES IN  
MOSCOW\*

# 349,000 sq m

## TYPES OF FLEX OFFICES BY PRICE



### PREMIUM

Expensive equipment and fit out that highlight premium status, exclusive service



### CLASSIC

Democratic office fit out, the areas are mainly distributed in favor of mini-offices, the rest are open workstations

\* all open areas are taken into account

## TYPES OF FLEX OFFICES BY FORMAT



### COWORKING

Open space format, where separate workstations are available for rent



### SERVICE OFFICES

A space where residents can rent separate and equipped offices

## TYPES OF FLEX OFFICES BY STAGE OF READINESS TO MOVE IN



### READY TO MOVE IN

Flexible space is launched into the market without a specific tenant



### BTS

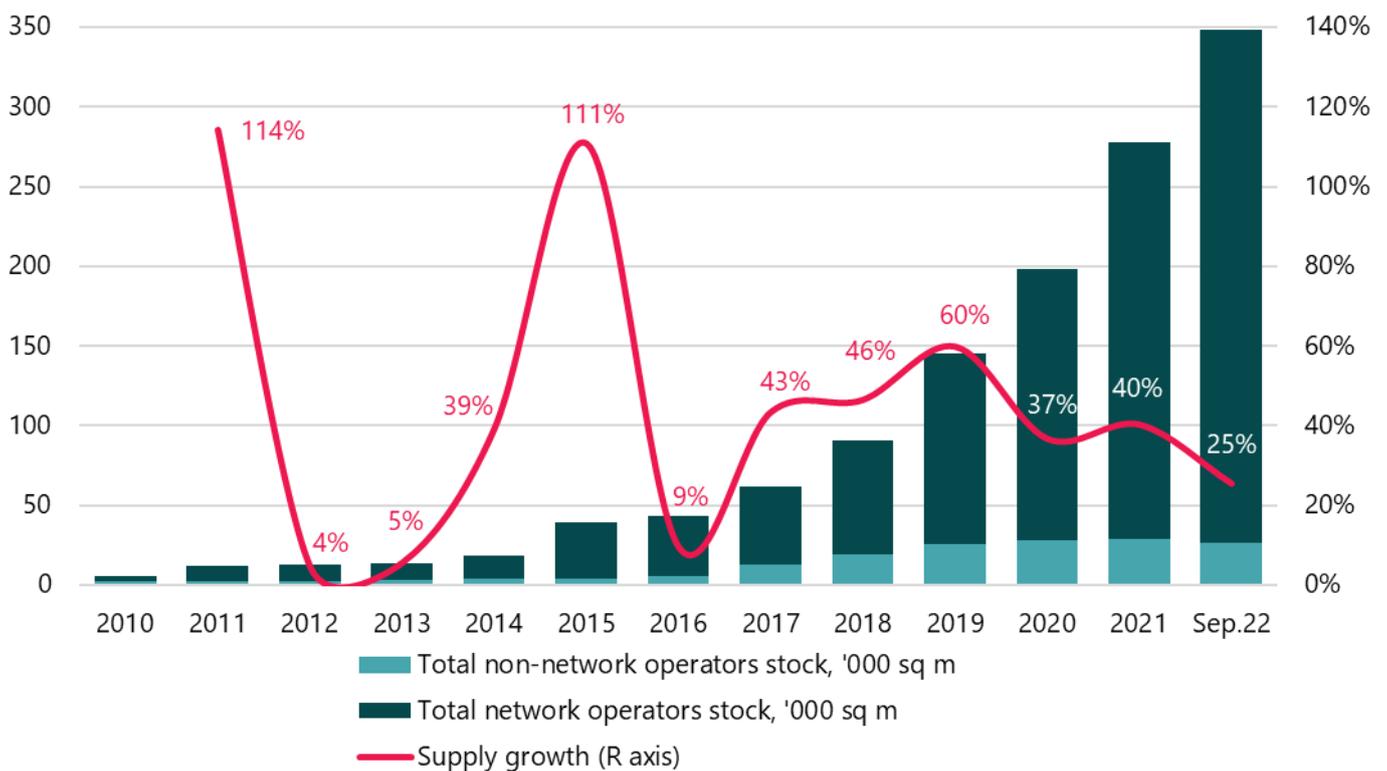
The future flexible space is dedicated for a specific client, taking into account the necessary characteristics of the company

# FLEX OFFICES IN MOSCOW

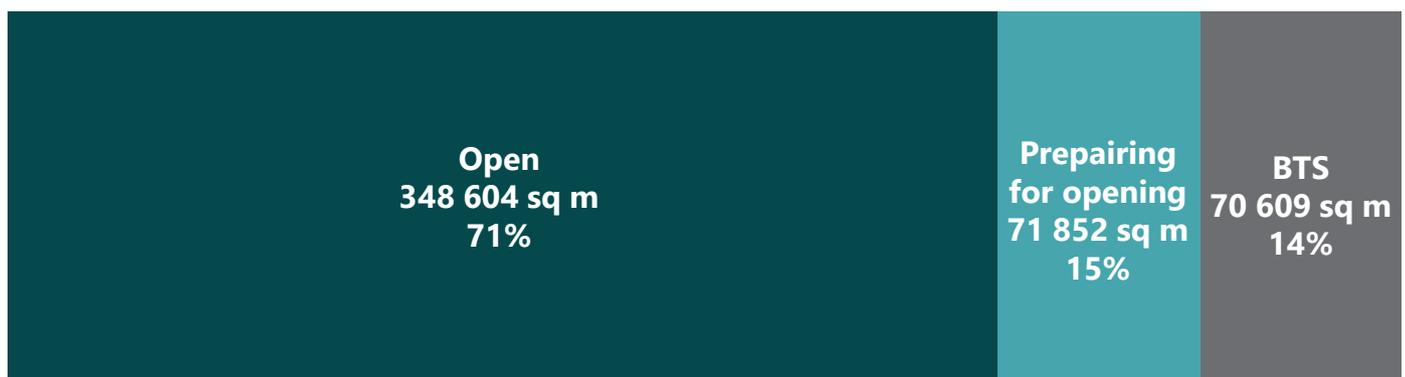
In the period from 2016 to September 2022, the average annual growth of Moscow flexible spaces supply was about 37%, and the current volume is about 349,000 sq m.

Like classic offices, the flexible space segment showed noticeable resilience in the crisis year 2020 and a significant recovery in 2021. In 2022 the growth of the segment did not stop, despite the general market decline in almost all segments of the real estate market. The increase in the supply of flexible offices for 9 months of 2022 is comparable to the increase in supply for the whole of 2021, thanks to the opening of a number of large sites.

## DYNAMICS OF FLEX VOLUME IN MOSCOW



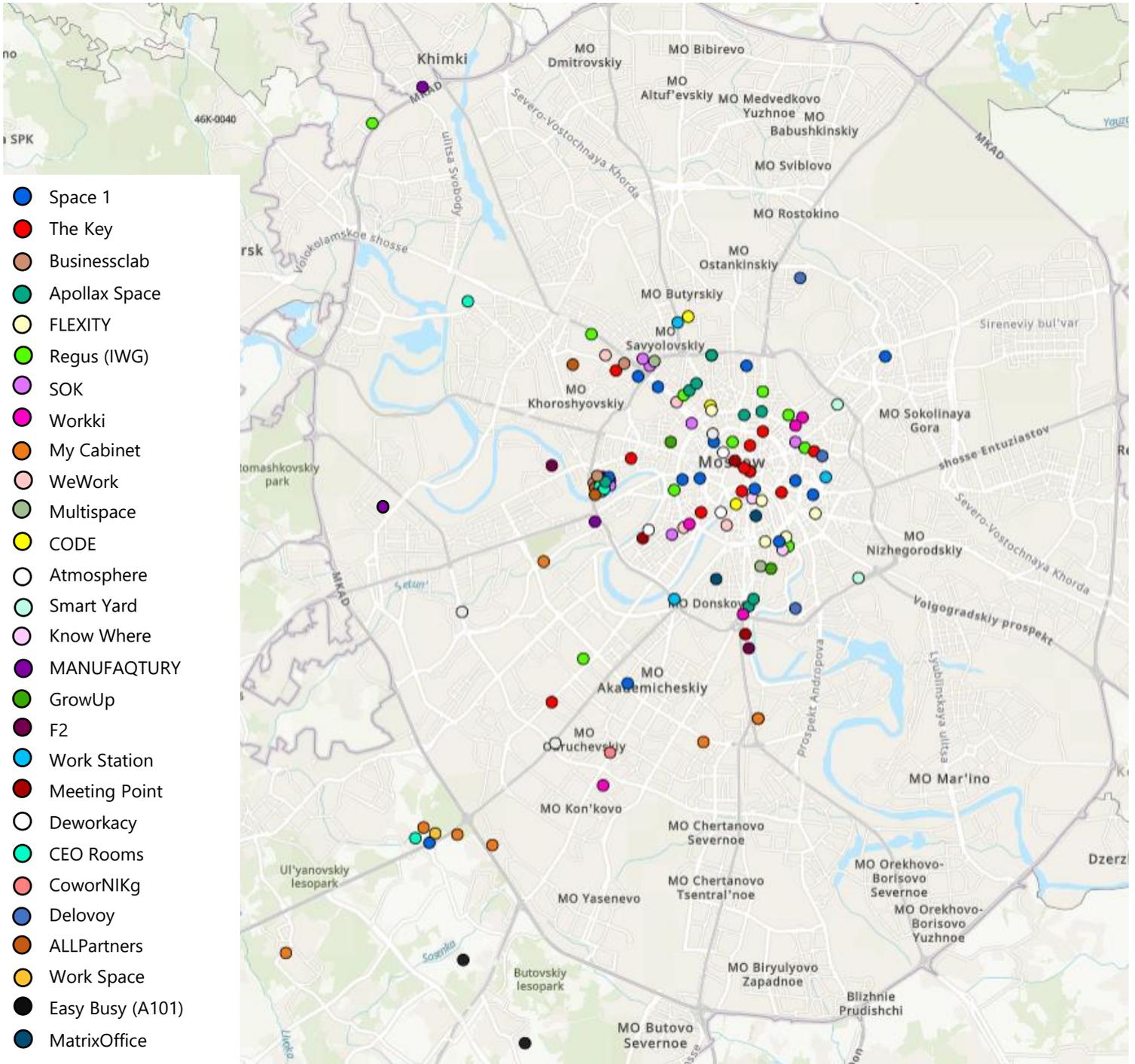
## THE STRUCTURE OF FLEX OFFICES STOCK IN MOSCOW



# GENERAL INFORMATION ABOUT NETWORK OPERATORS

Operator	Type of flexible space	Number of existing locations	Number of planned locations		Number of workstations	Average rent, RUB/ws/ Month
			BTS	Ready to move in		
Space 1	Premium	6	8	-	7,162	42,956
The Key	Classic	7	2	2	5,488	36,727
Businessclub	Classic	5	-	-	5,415	51,279
Apollax Space	Classic	4	3	2	5,190	37,200
FLEXITY	Premium	2	2	1	4,807	54,520
Regus (IWG)	Classic   Premium	9	-	1	4,425	44,330
SOK	Premium	6	-	-	3,956	36,400
Workki	Classic	4	-	2	3,655	22,647
My Cabinet	Classic	7	-	1	3,473	21,371
WeWork	Premium	4	-	-	2,546	47,510
Multispace	Premium	2	-	-	2,500	55,000
CODE	Premium	2	-	1	2,350	34,250
Atmosphere	Premium	1	2	-	2,320	32,133
Smart Yard	Classic	2	-	-	1,390	32,600
Know Where	Classic	2	-	-	1,185	28,450
MANUFAQTURY	Premium	3	-	-	1,401	37,500
GrowUp	Classic	2	-	-	880	22,000
F2	Premium	2	-	1	860	40,500
Work Station	Classic	3	-	-	810	22,600
Meeting Point	Premium	3	-	-	810	28,547
Deworkacy	Classic	3	-	-	770	20,660
CEO Rooms	Premium	3	-	1	749	21,771
CoworNIKg	Classic	1	-	-	316	12,500
Delovoy	Classic	4	-	-	246	17,916
ALLPartners	Classic	3	-	-	243	22,500
Work Space	Classic	1	-	-	100	12,500
Easy Busy (A101)	Classic	2	-	-	56	12,000
MatrixOffice	Classic	2	-	-	50	13,000

# NETWORK FLEX OFFICES MAP



# THE LARGEST DEALS IN FLEX SPACES, H1 2022

Object	Operator	Company	Area	Workstations
SOK Arena Park	SOK	Tinkoff	4,092	738
CODE Yakimanka	CODE	ANO "Institute of Internet Development"	2,500	312
Multispace Paveletskaya	Multispace	Life Pay	1,500	188
Metrika FLEX - Trubnaya 14	Metrika FLEX	Central Bank of Russia	1,047	183
Apollax Space Brigantine	Apollax Space	CityDrive	1,000	161
Space 1 Balchug	Space 1	Rosatom	534	59



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