

# FLEX OFFICES

**MOSCOW  
2021**



# 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.

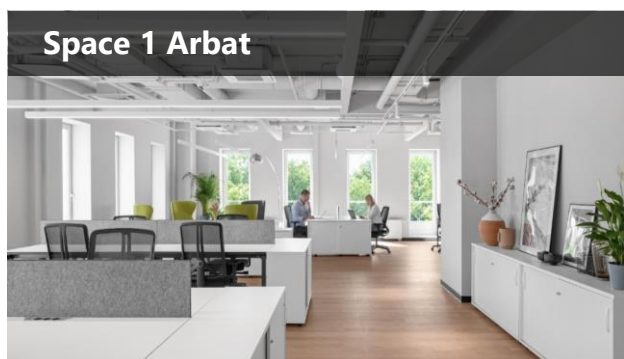


# FLEX OFFICES IN MOSCOW

TOTAL AREA OF EXISTING FLEX OFFICES IN  
MOSCOW\*

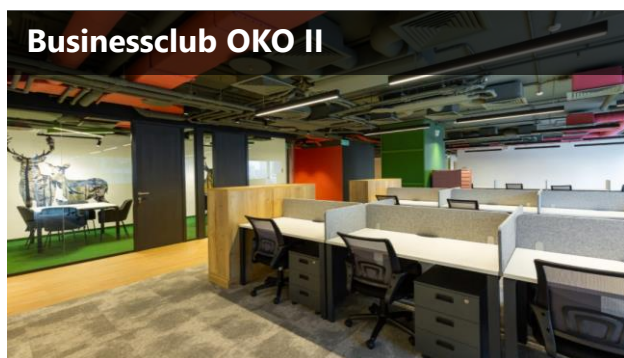
# 254,000 sq m

## 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

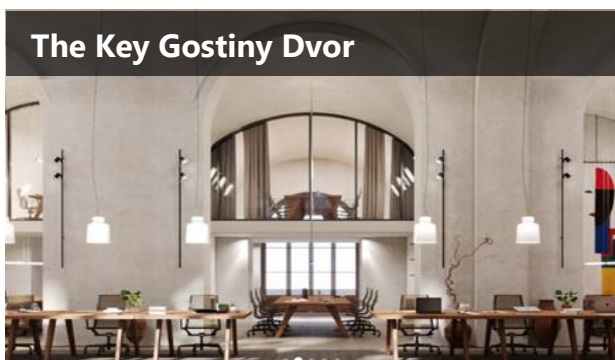
\* all open areas are taken into account

## 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

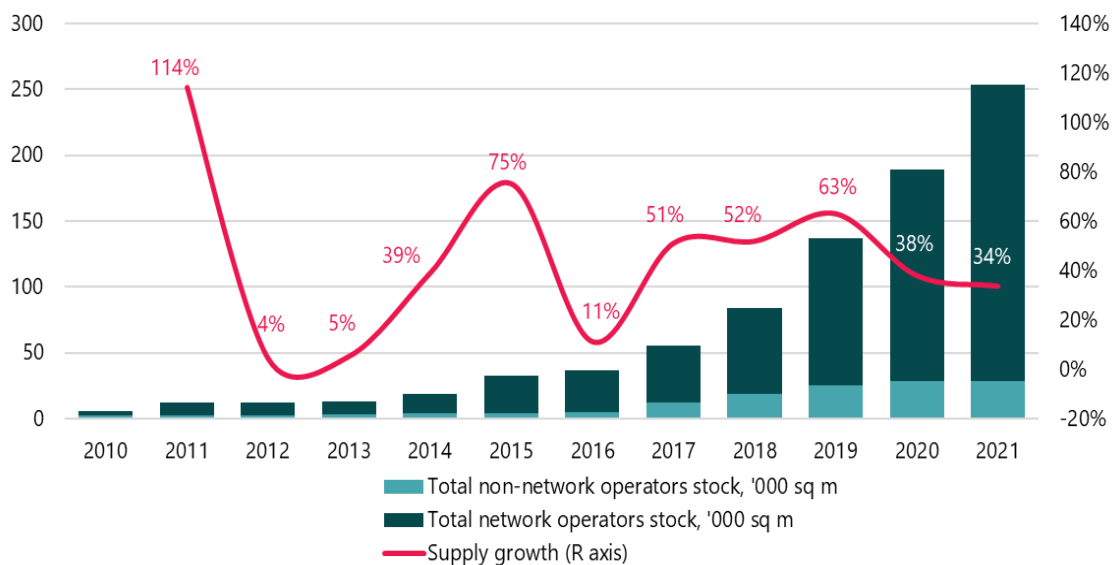


# FLEX OFFICES IN MOSCOW

In the period 2016 - 2021, the average annual growth of Moscow flexible spaces supply was about 42%, and the current volume is about 254,000 sq m.

Like classic offices, the flexible space segment showed noticeable resilience in the crisis year 2020 and a significant recovery in 2021 although some sites of both network and non-network operators have been closed since the beginning of the pandemic.



























## DYNAMICS OF FLEX VOLUME IN MOSCOW



## THE STRUCTURE OF FLEX OFFICES STOCK IN MOSCOW

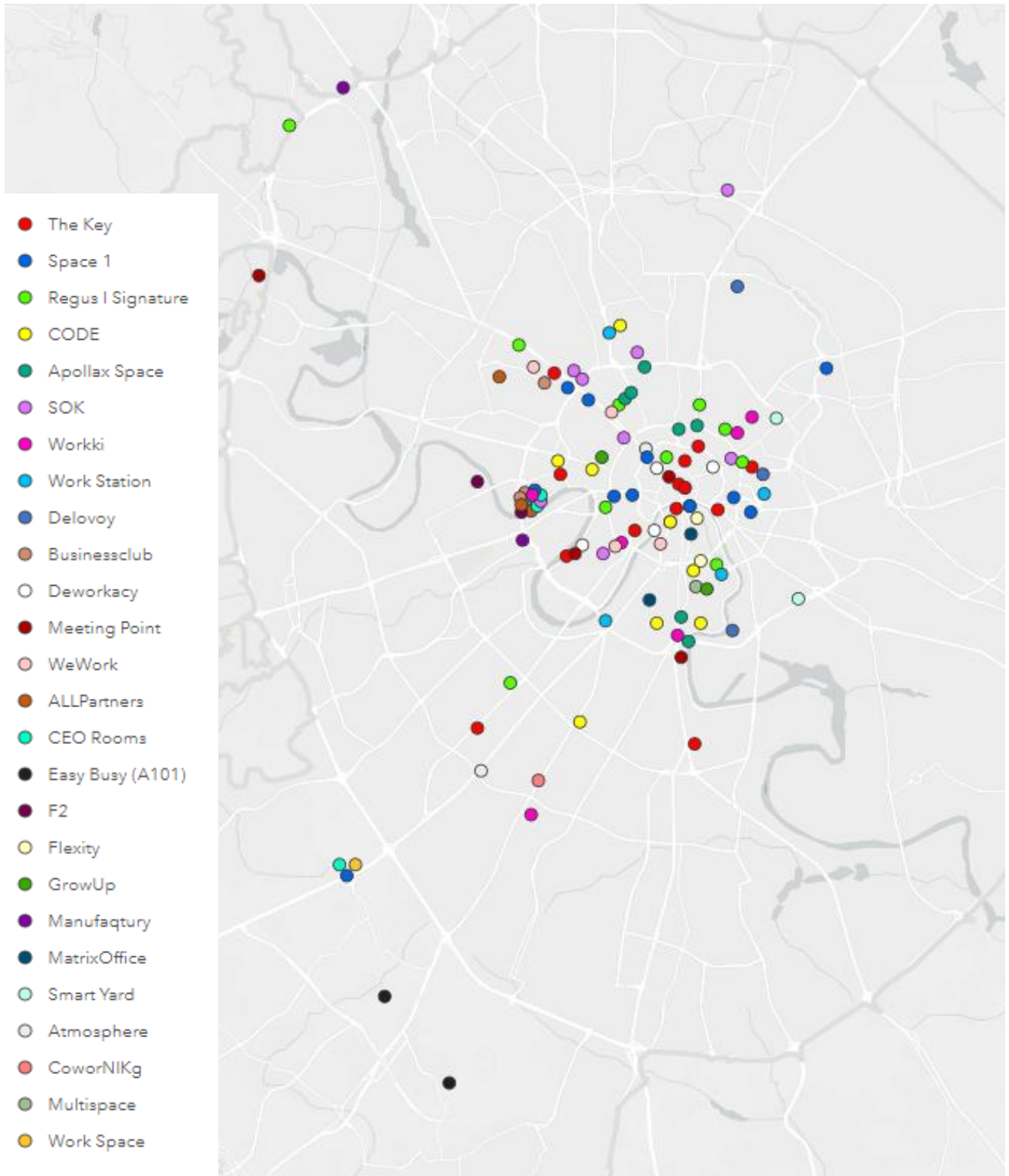


# GENERAL INFORMATION ABOUT NETWORK OPERATORS

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		
 The Key	Classic	8	2	4	6,717	28,167
 SOK	Premium	8	-	-	4,148	33,401
 Regus   Signature	Classic   Premium	9	-	1	3,390	35,520
 Space 1	Premium	6	5	-	5,455	38,376
 WeWork	Premium	4	-	-	2,220	48,848
 Atmosphere	Premium	1	-	1	1,567	20,000
 GrowUp	Classic	2	-	-	880	24,000
 Smart Yard	Classic	2	-	-	1,284	34,000
 Work Station	Classic	5	-	-	2,032	31,500
 Businessclub	Classic	2	-	1	5,523	55,000
 Meeting Point	Premium	4	-	-	816	32,361
 Apollax Space	Classic	3	3	3	5,119	30,600
 CODE	Premium	4	4	1	6,080	27,750
 CEO Rooms	Premium	3	-	-	631	18,083
 Multispace	Premium	1	-	-	600	45,600
 Deworkacy	Classic	3	-	1	730	30,000
 CoworNIKg	Classic	1	-	-	316	11,666
 MANUFAQTURY	Classic	1	-	1	550	42,750
 Delovoy	Classic	4	-	-	246	16,151
 Workki	Classic	3	-	3	2,812	23,960
 ALLPartners	Classic	3	-	-	205	20,000
 FLEXITY	Premium	1	-	1	3,105	45,000
 Work Space	Classic	1	-	-	100	10,700
 Easy Busy (A101)	Classic	2	-	-	56	12,000
 MatrixOffice	Classic	2	-	-	50	13,000
 F2	Premium	2	-	-	677	40,500



# NETWORK FLEX OFFICES MAP



# THE LARGEST DEALS IN FLEX SPACES, 2021

 - Knight Frank deals

	Object	Operator	Company	Area	Workstations
	#BusinessClub BC Iskra-Park	#BusinessClub	OZON	24,600	3,500
	Flexity Ovchinnikovskaya Embankment	Flexity	OZON	23,000	2,875
	SPACE 1 Balchug	Space 1	SberMarket	9,000	1,000
	Smart Yard Dubrovka	Smart Yard	Sitronics	5,959	745
	Business Club OKO II	#BusinessClub	Yandex	5,600	1,100
	The Key Sofiyskaya	The Key	SberMegaMarket	4,260	551
	Space 1 Mercury Tower	Space 1	OZON	3,262	390
	Work City Liteyney	Work City	Sigma	3,173	500
	SOK Federation	SOK	OZON	3,051	474
	F2 Fili Grad	F2	Territory Development Fund	2,200	430
	CODE Polyanka Phase 2	CODE	GeekBrains	2,500	312
	F2 Federation Tower East	F2	OZON	2,250	230