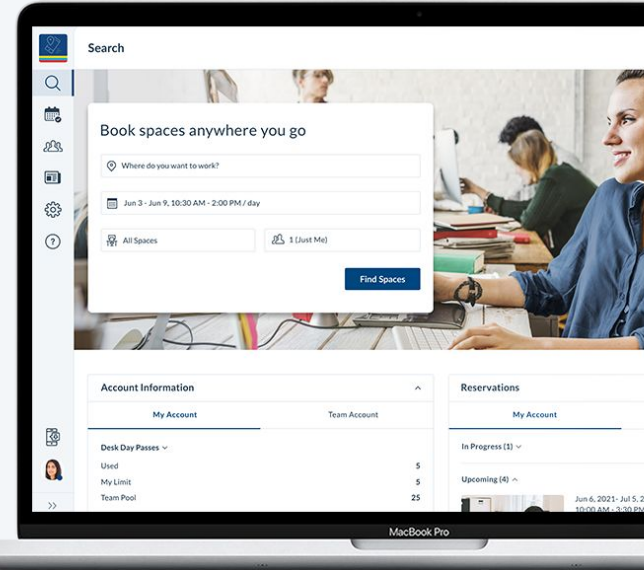




# Colliers Mobility Pass



# The Workplace Has Changed

## Minimal Use of Flex

(2000 - 2010)

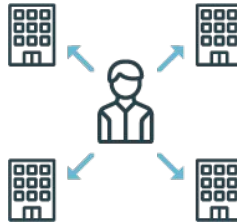


Primarily traditional leases with some coworking



## Managing Multiple Providers

(2010 - 2020)



Surge in adoption of flex  
Hundreds of operators  
Lots of small transactions  
Limited global coverage



## One Platform to Access Network

(2020 - Beyond)



One network to manage  
Access to all providers  
One invoice  
Global coverage

# The Colliers Mobility Pass

## A New Solution For A New Reality

Colliers signed a global MSA with technology company Upflex - think AirBnB for flex spaces. Upflex does not own or lease any actual space but aggregates flex spaces from all over the world and creates a central booking platform for occupiers. Colliers has now its own co-branded version of the platform.



**5,500** locations



**75** Countries



**1,600** Cities



**670+** brands



Add new workspaces  
**on-demand**



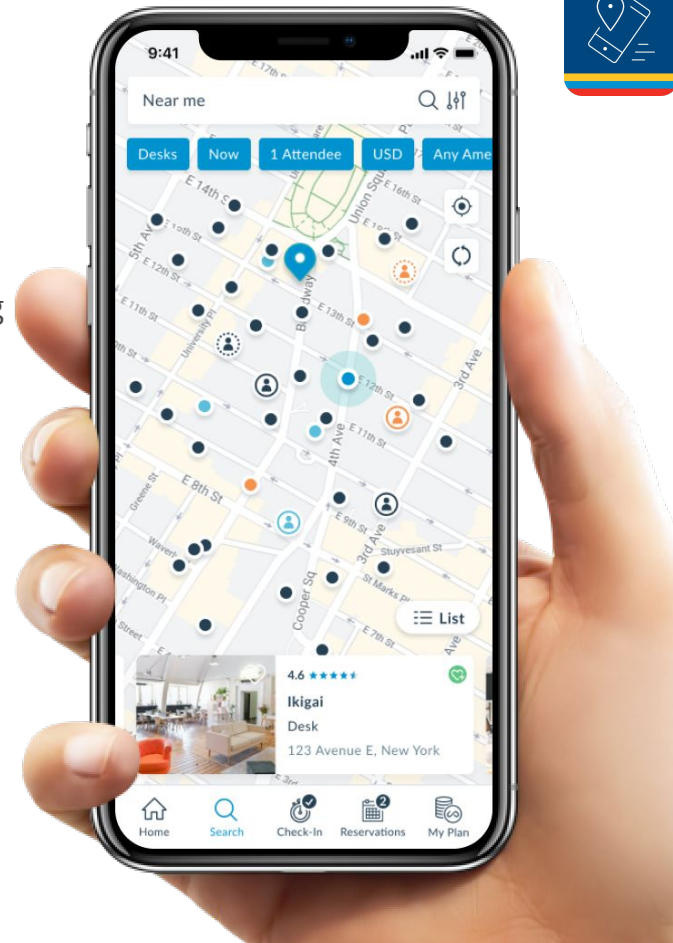
**+100** new locations  
every month



**Long term growth**  
aiming for a network of 20k  
locations within 3 years



**1** agreement & **1** bill



# An End-to-End Solution For Flex Workspace Needs

Colliers Mobility Pass streamlines the time-consuming legwork of managing workspace providers from discovery through user booking.

## Multiple Vendors

Eliminate the hassle of managing multiple vendors yourself.

## Multiple Agreements

Streamline the procurement process for contracts with new vendors.

## Multiple Invoices

Stop dealing with invoices for every individual workspace provider - save time with 1 bill.

## Cost & Time

Reduce time spent on short-term leases that often need renewing every 6-12 months.



# The Single Access Point

The Colliers Mobility Pass enables occupiers to access the Upflex network



Powered by Upflex



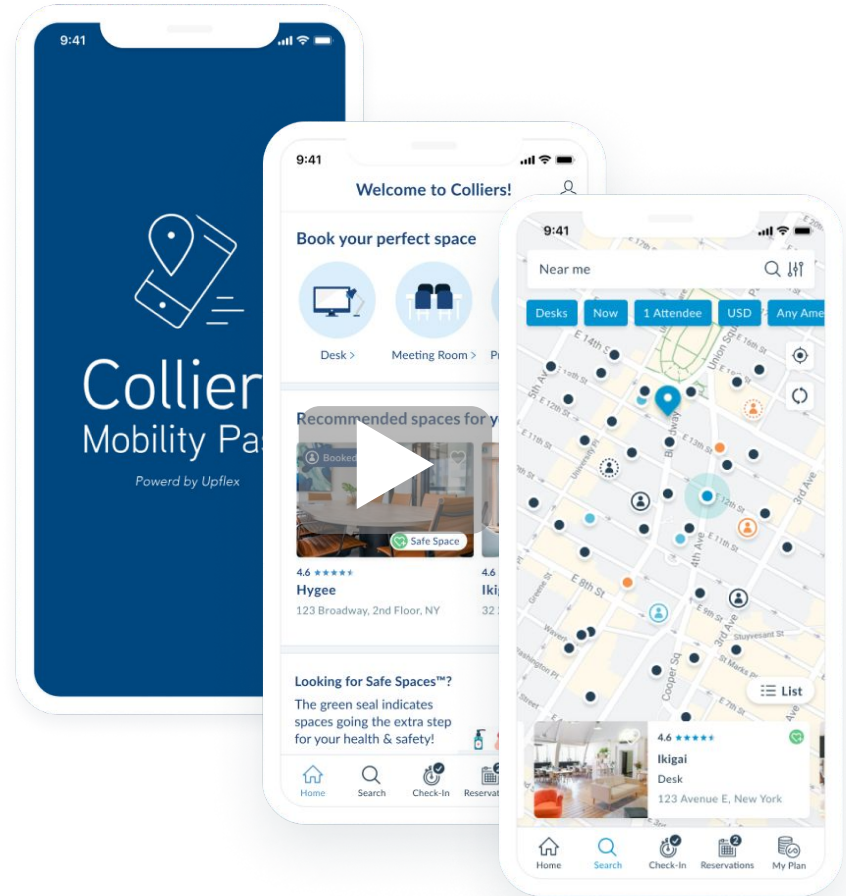
There are over 25,000 flex spaces globally. No operator covers every workspace employees need, that's why Upflex **aggregates** workspaces so companies can **access multiple vendors** without the hassle of managing bookings, cancellations, billing, reconciliation, reporting & more.

# Employee App

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

## *Benefits include:*

- Prepaid by the employer
- On-demand booking of desks, private offices & meeting rooms
- Largest global workspace network
- Convenient, verified, quality workspaces
- Easy way for employees to work flexibly

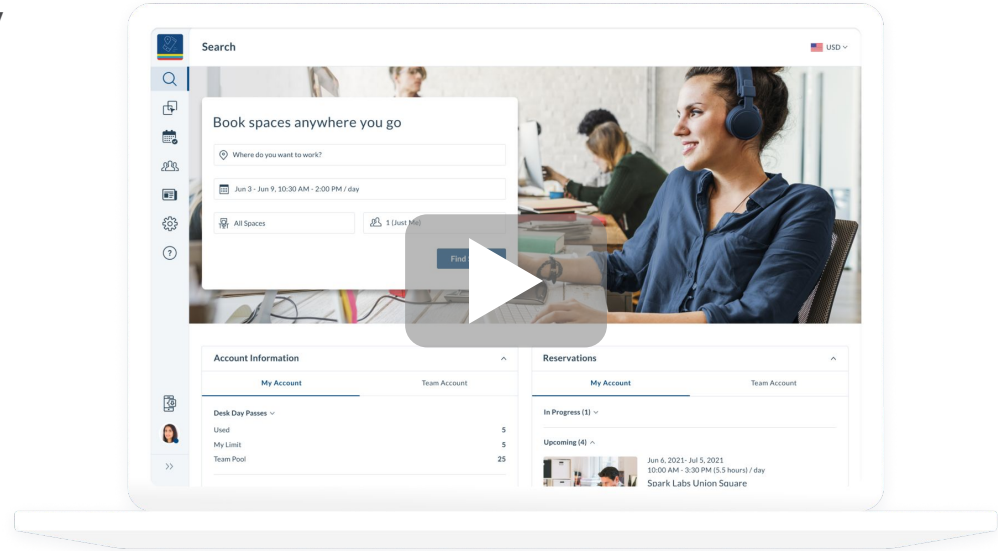


# Employer Dashboard

A robust back-end allowing employers to manage their flexible workforce and track usage activity

## *Benefits include:*

- One contract and one bill to access 5,500 locations
- Monthly subscription based on headcount & usage
- Simplified billing and account management
- Employee management tools & usage limits
- Analytic tools and productivity reports



# How Clients Use the Network



## Hub & Spoke

Supplement dedicated offices or 'hubs' with a network of drop-in spaces



## Crisis Response

In crisis time, companies can spread their operations across a dispersed network.



## Remote Employees

Remote team members have productive alternatives to work-from-home



## Commute Reducer

Employees access spaces near where they live to reduce commuting time



## Meeting Spaces On-Demand

Booking meeting space for clients or off-sites



## Business Travelers

Road warriors find a more professional place than a coffee shop



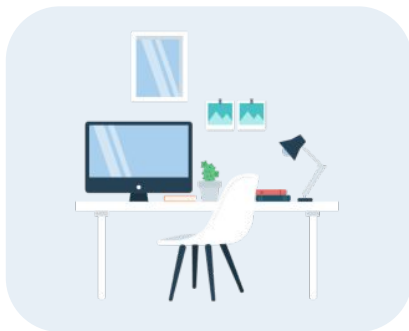
# Client Solutions



## Office + Network

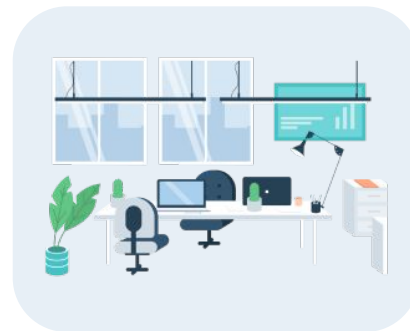
Client gets one or more dedicated office(s) as well as the access to the entire Upflex network.

The hub & spoke model is perfect for the newly distributed workforce



## Hot Desk Memberships

- Monthly memberships
- Access to coworking desk
- 1,600 locations
- 10,000 meeting rooms



## Private Office Memberships

- Monthly memberships
- Access to private offices
- 1,000 locations
- 10,000 meeting rooms

# Membership Pricing

Membership provides on-demand access to the global network of spaces

Monthly Price per Membership	Hot Desk Memberships			Private Office Memberships		
	5 days/Month	10 days/Month	Unlimited	5 days/Month	10 days/Month	Unlimited
Regular List Price (1-50)	\$115	\$210	\$299	\$299	\$399	\$599
Enterprise Plans (50-99 Memberships)	\$99	\$144	\$225	\$197	\$299	\$499
Enterprise Plans (100-499 Memberships)	\$89	\$134	\$205	\$175	\$285	\$480
Enterprise Plans (500+ Memberships)	\$79	\$124	\$185	\$161	\$275	\$455

*Pricing displayed for 12-month contracts. 5 and 10 packs can be shared amongst team members, but unlimited passes cannot be shared. For clients that want to include WeWork and IWG on-demand spaces, those programs would be additive and billed separately.*

# Office + Network

The Upflex “hub and spoke” model is perfect for a distributed workforce.

## What Client Gets

- One or multiple dedicated offices
- Access to the network of 5,500 workspaces

## All delivered via one platform & one invoice

- We centralize the management of all your flexible workspace agreements
- You are charged one monthly price/employee from us
- Membership price is custom to entire agreement



# Upflex Workspace Standards

Everything your employees need to work

## All spaces have:

- Desk and/or private offices
- Chair
- Outlets
- Coffee & tea
- Front desk service
- Restrooms
- Secure, high-speed wi-fi

## Most spaces have:

- Firewall security
- Door buzzers/cameras
- Business class printers
- Private phone booths
- Lounge Areas
- Meeting rooms
- Whiteboards
- Projectors
- Lounges areas
- Mail packaging and handling
- Kitchen
- Parking

## Many spaces have:

- Accessible spaces
- Elevators
- Wheelchair ramps
- Catering
- Cafe / snack bar
- Bike racks
- Pet friendly spaces
- Mobile access controls
  - Kisi
  - August
  - Etc.
- CCTV

# Notable Flexible Workspace Partners

 **SERVCORP**

  
**Serendipity Labs**  
Inspiration at Work™

  
**IOS OFFICES**™

**CARR**  
WORKPLACES

**premier**  
workspaces

**nomadworks**

  
**INDUSTRIOUS**

**studio**  
BY TISHMAN SPEYER

**office**evolution

**QUEST**  
WORKSPACES

**iQ** OFFICES

**rent24**  
COWORKING

  
**VENTURE X**  
THE FUTURE OF WORKSPACE

 **WORKSUITES**

**THE YARD**  
SPACE TO WORK

# Thank You!



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