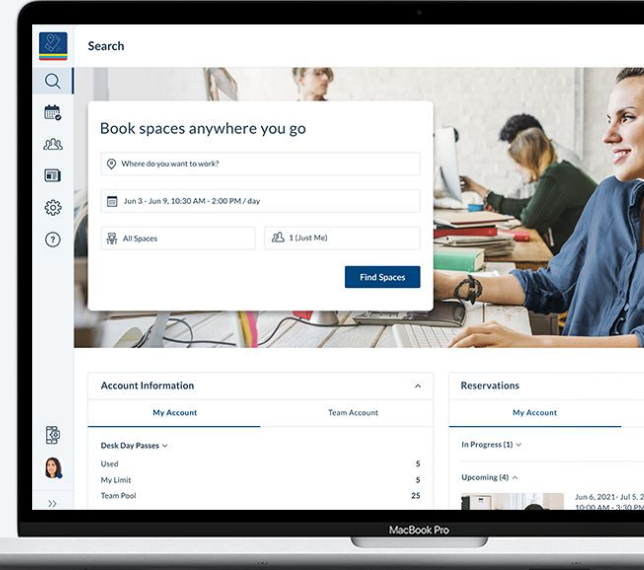
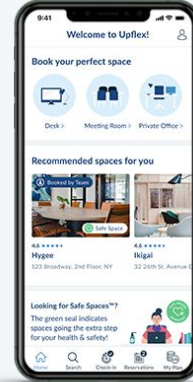




Colliers Mobility Pass



The Workplace Has Changed

Minimal Use of Flex

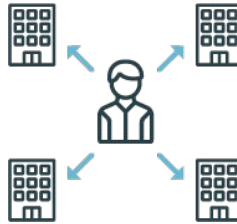
(2000 – 2010)



Primarily traditional leases with some coworking

Managing Multiple Providers

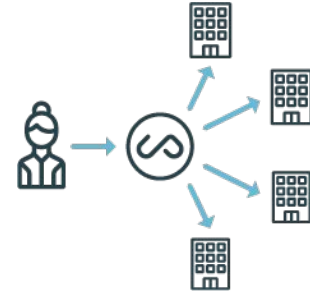
(2010 – 2020)



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



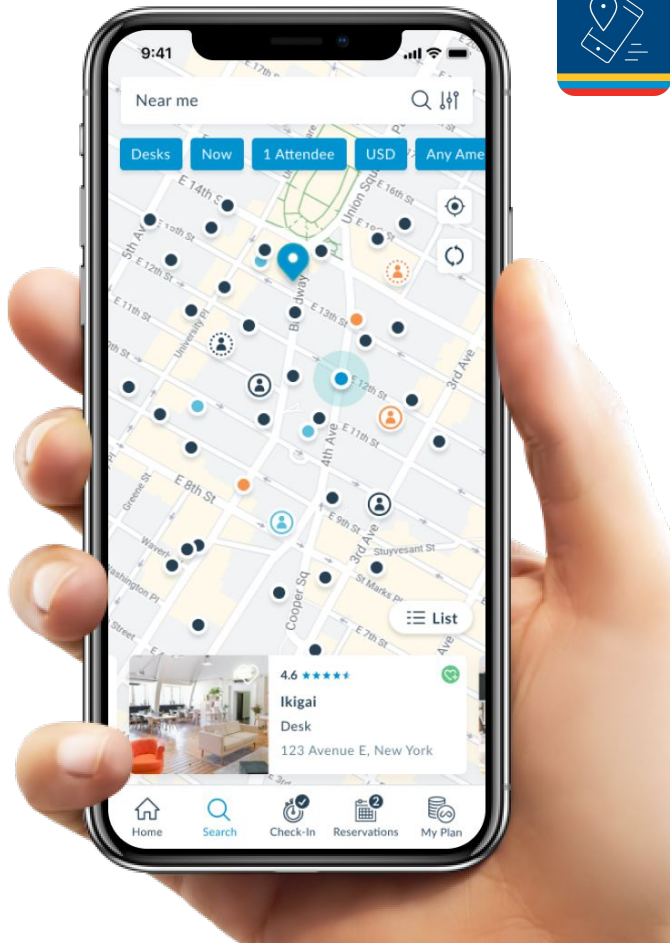
+100 new locations
every month



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



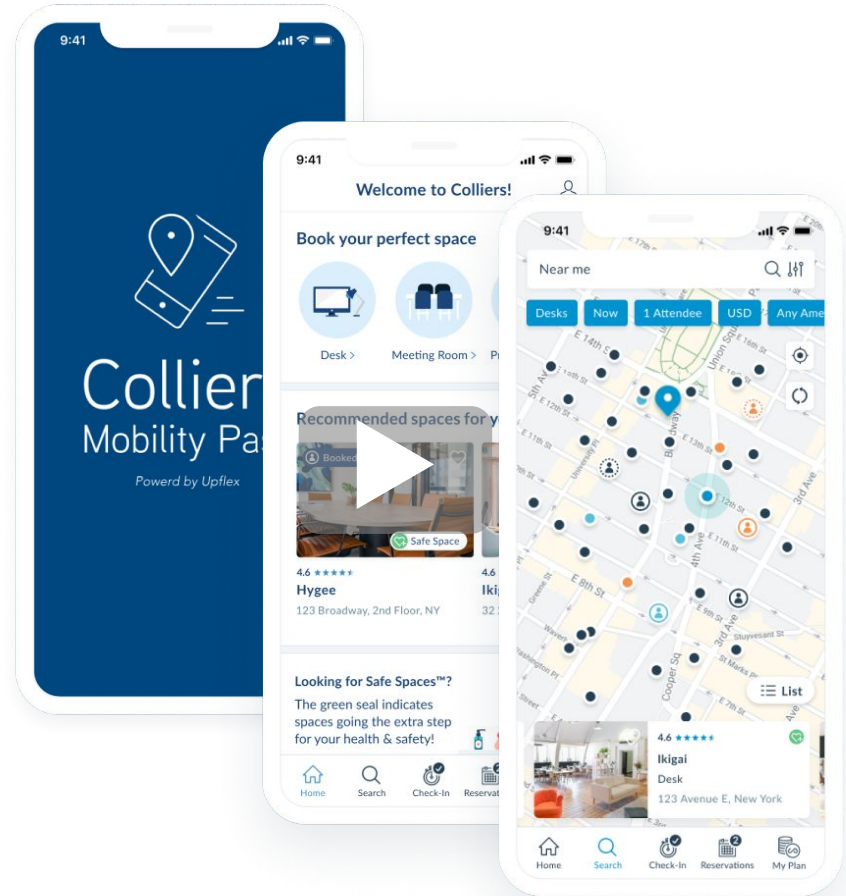
There are over 25,000 flex spaces globally. No operator covers every workspace employees need, that's why Upflex **aggregates** workspaces so companies can **access multiple vendors** without the hassle of managing bookings, cancellations, billing, reconciliation, reporting & more.

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

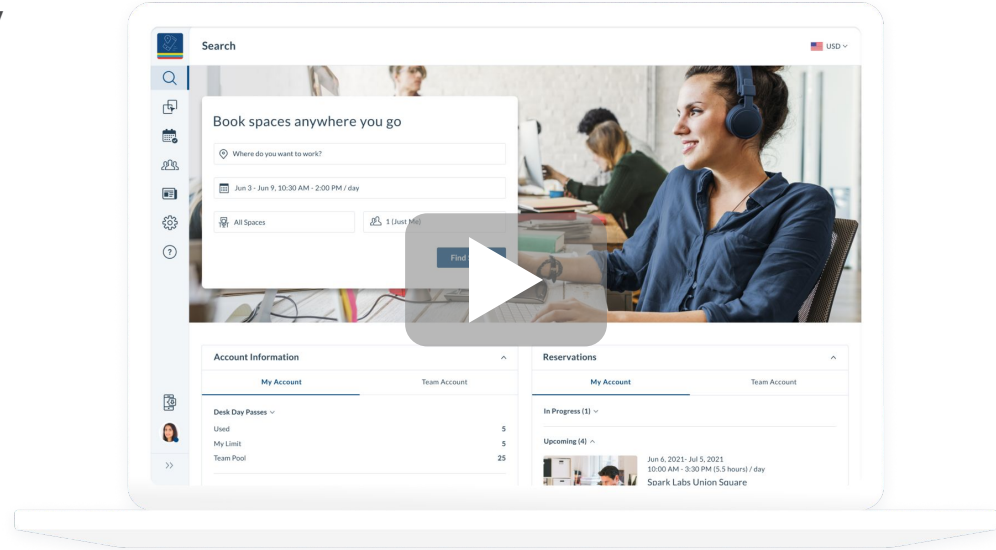


Employer Dashboard

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

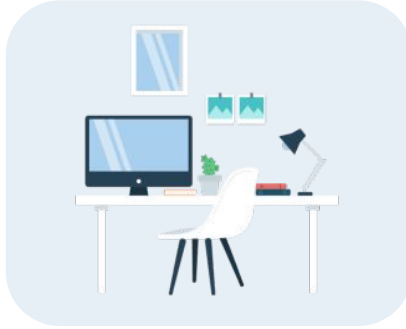
Client Solutions



Office + Network

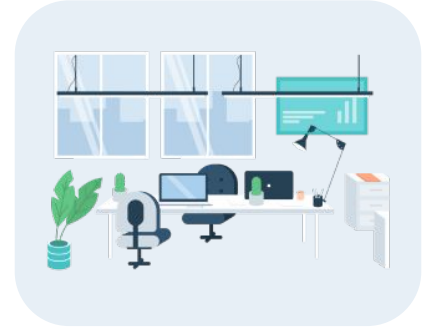
Client gets one or more dedicated office(s) as well as the access to the entire Upflex network.

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

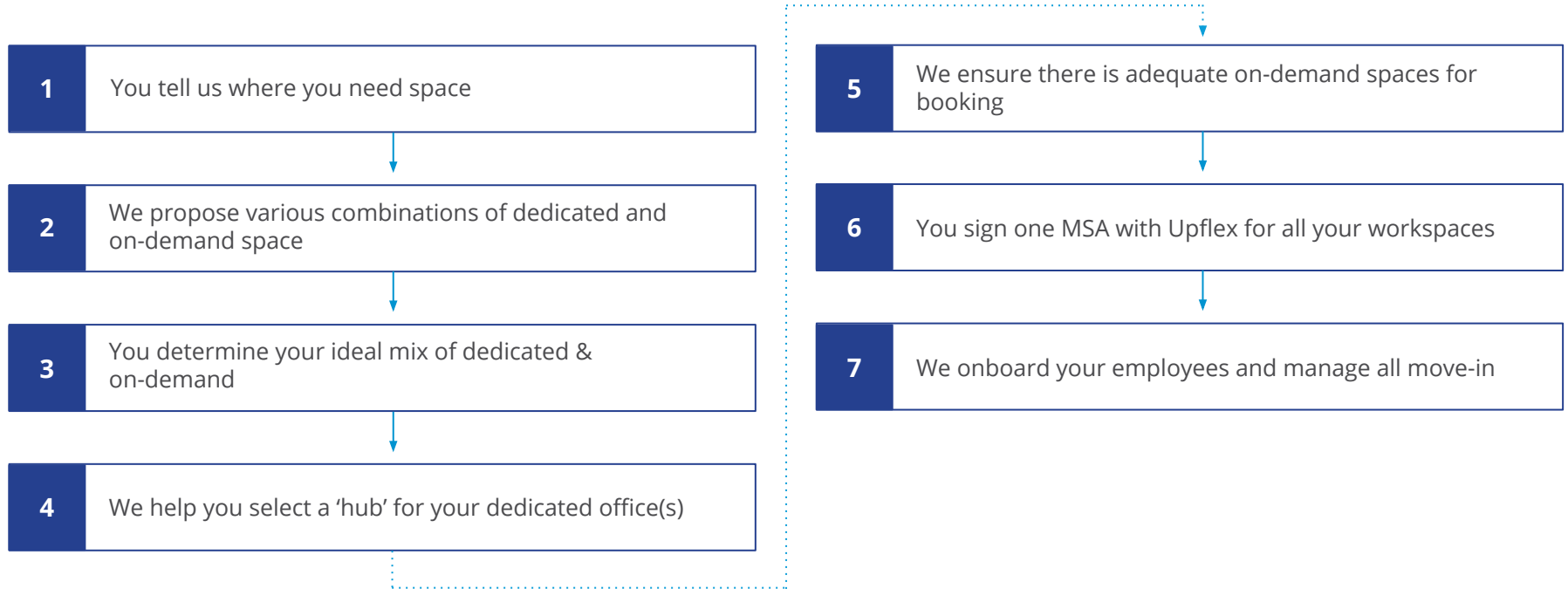


How Upflex Compares

	LiquidSpace	Upflex
Spaces	Spaces in 874 cities	5,500+ spaces in 250 cities
Global Coverage	Limited coverage, usually long-term only	75 countries, 1,600 cities
Team Membership	By Transaction Only	Subscription & Transaction
Customer Service	M-F, 7am-5pm CST only	24-hour support
Growth	Aggregator	Aggregator
1 MSA	✗	✓
Single Billing	✓	✓
Curated Network based on customer needs	✓	✓
GDPR Compliance	✗	✓
Standardized pricing & tiered cities	✗	✓

How It Works

A consultation based approach to optimizing your real estate footprint



Commissions

Year 1

10%

of Total Contract Value

Year 2

3%

of Total Contract Value

- Commissions become payable 30 days after Upflex receives payment from the client. For pure desk or private office memberships, Upflex is paid monthly by clients and will pay commissions monthly.
- If dedicated office(s) are included in the membership, Upflex total commissions will be paid net of operator commissions. Colliers will be the broker of record for the dedicated office(s) and receive the operator(s) standard commissions. Upflex does not take brokerage commissions paid by operators.

Flex Enterprise Management Platform

Consolidate all your flex workspace providers into one platform and optimize your flex program, at scale.



Market analysis & location sourcing. Pricing negotiation for simplified pricing.



Visit coordination & scheduling with your teams for all potential locations.



Delivery of preferred commercial terms & related legal agreements.



Implementation & ongoing management of selected workspace. Monthly management of billing & invoicing.



Employee experience monitoring & customer support.



Track spend and utilization across teams and departments. Improve utilization and rightsize workspace spend.



Notable Flexible Workspace Partners



MINDSPACE



SILVER  SQUARE



L E X I N G T O N
neW business. neW rules



Thank You!



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UPFLEX

