



# SHARING GLOBAL KNOW- HOW IN LOCAL CONTEXTS

Karel Pelán, 11/ 2018

**IWVG** International  
Workplace  
Group





# Our direct model

A proven solution that connects the right people with the right spaces

## Our partner ecosystem

- Landlords
- Investors
- Developers
- Brokers
- Construction and fit out
- IT and telecom
- Furniture and equipment
- Facilities management

## Our companies



## Our customers





# Supplementing conventional space

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Fully serviced offices and co-working

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On-demand meeting rooms and drop-in lounges

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Managed reception

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Space for training and events

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Restaurant or café

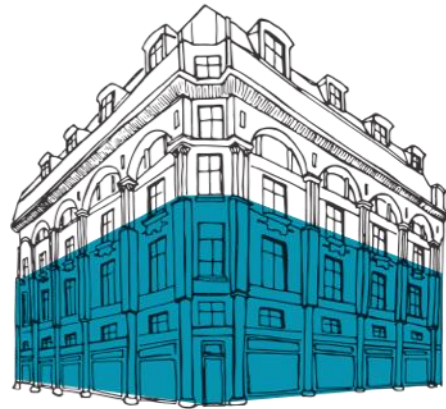


# Making any space work



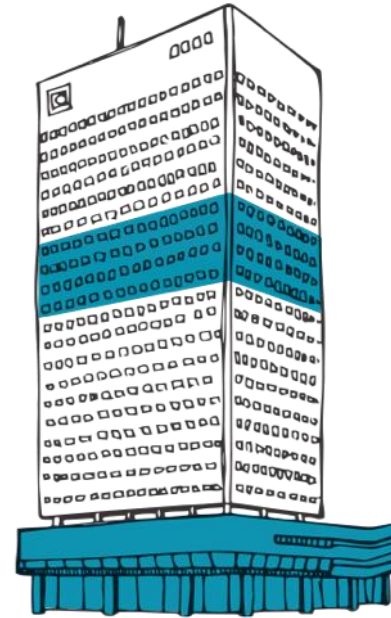
## Small building

- Occupy and manage entire building
- Outsource property management
- We contract with all clients
- Fixed or variable fee



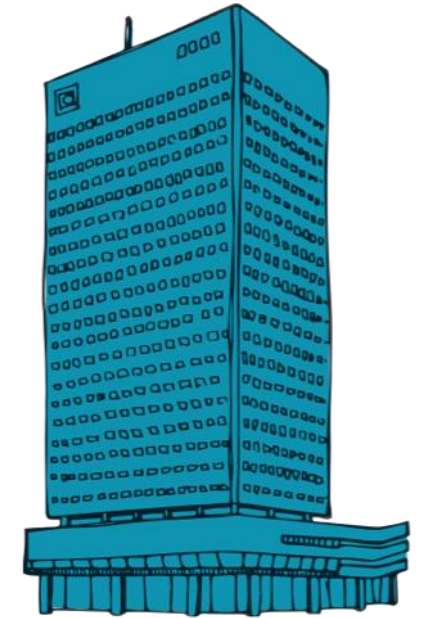
## Mid-size building

- Occupy part of the building, typically G + 1 / 2
- We manage the building reception
- Landlord contracts with tenants for remainder of building
- Fixed or variable fee



## Large building

- Occupy and manage the whole of one lift zone of the building
- Option to manage reception and / or street level / mezzanine co-working amenities



- Occupy and manage the whole of the building



# Our brand portfolio for any work style

Our brands cover every sector of the market



*Places to work for everyone,  
worldwide.*



*Creative spaces with a unique  
entrepreneurial spirit.*



*The home for a rewarding  
business lifestyle.*



*Places to work and be successful  
that make great business sense.*



# Integrated technology

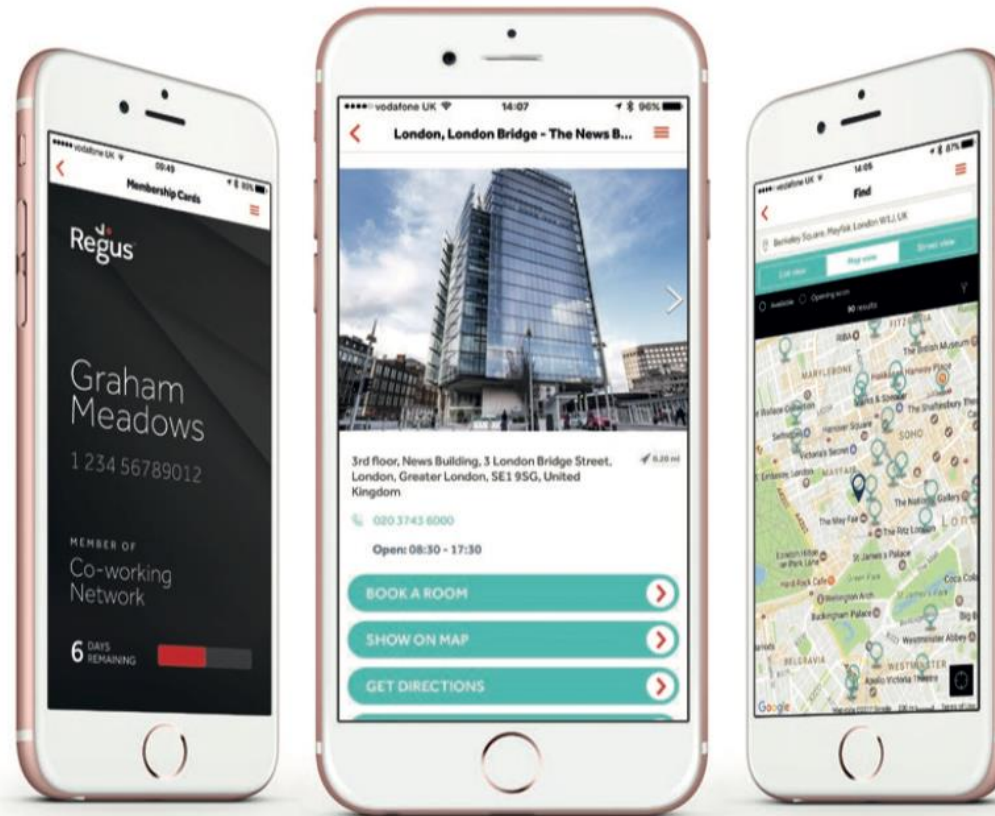
## Systems

Global infrastructure

State-of-the-art technology

End-to-end online automated  
process

IT help desk



## Customer apps

Search and reserve  
workspace

Booking and payment

Account management

Corporate solutions

# The biggest sales & marketing platform

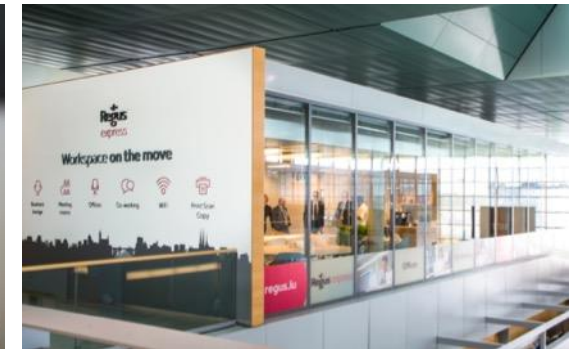
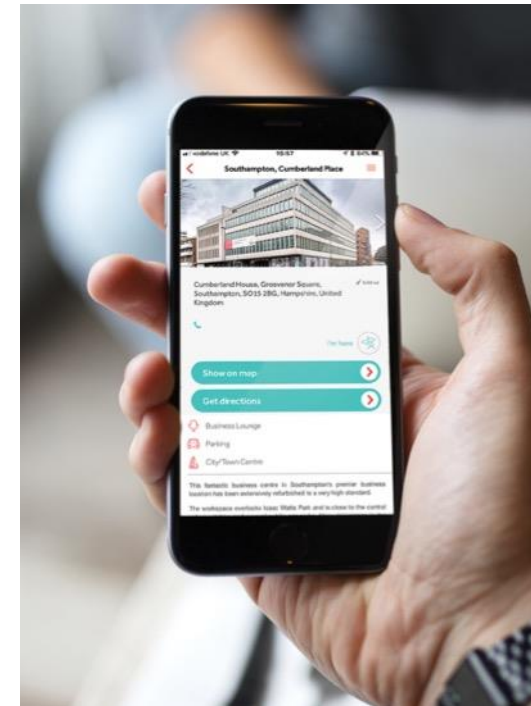
Smartphone apps

2,000 strong global sales team

100k lead generation enquiries / month

Direct campaigning

Digital marketing





A modern office interior featuring a glass-walled meeting room on the left and a lounge area on the right. The lounge area includes a grey sofa, a wooden bookshelf, and a person sitting at a desk. The ceiling has exposed wooden beams and modern lighting fixtures.

# Thank you

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[iwgplc.com](http://iwgplc.com)