

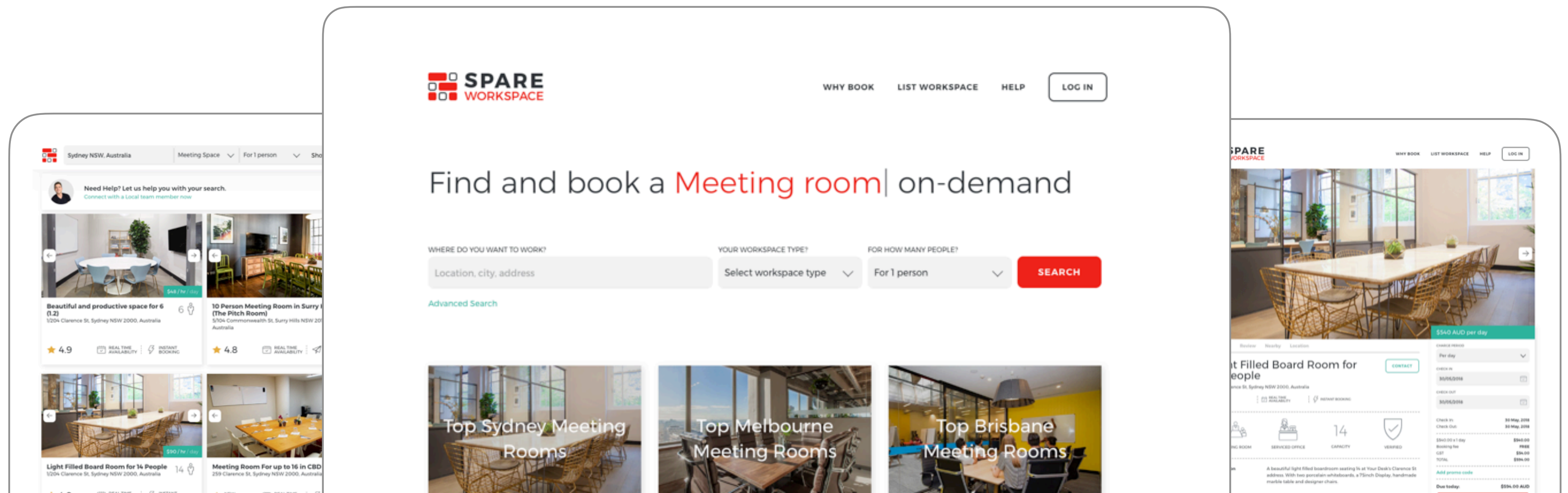
How to earn more from your space?

Jake Dimarco,
Founder & CEO of Spare Workspace

- 1. What is Spare Workspace?**
- 2. A global perspective**
- 3. Insights and Data from Spare Workspace**
- 4. Best practice & Recommendations**

What is Spare Workspace.com.au

Spare Workspace is one of Australia's leading online marketplaces that helps businesses discover & book on-demand meeting space & training rooms by the hour or day.



Who is behind Spare Workspace?



Brisbane Angel
Investment Group



Sydney Angel
Investment Group



Melbourne Angel
Investment Group



QIC - Queensland Government's
Investment Fund



Les Szekely, One of Australia's
Leading Angel Investors

How does it work?



Step 1. List



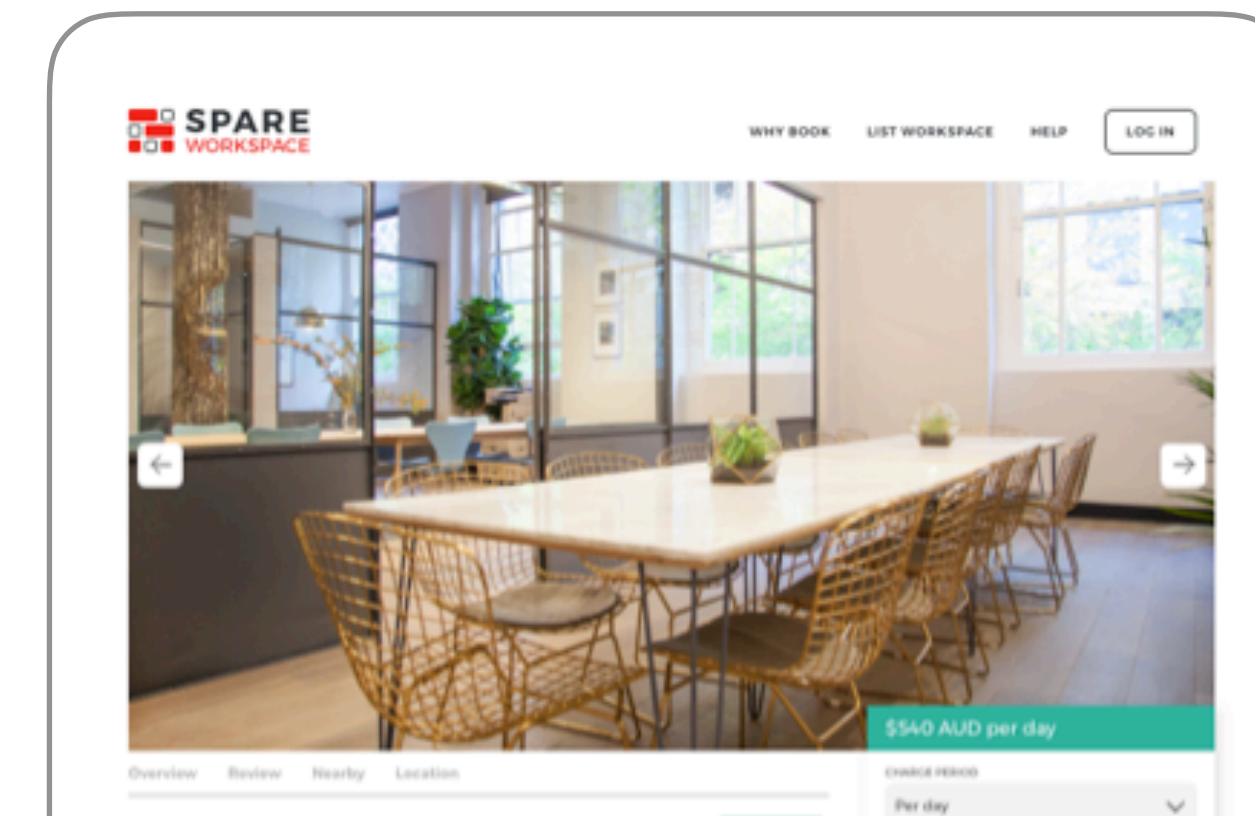
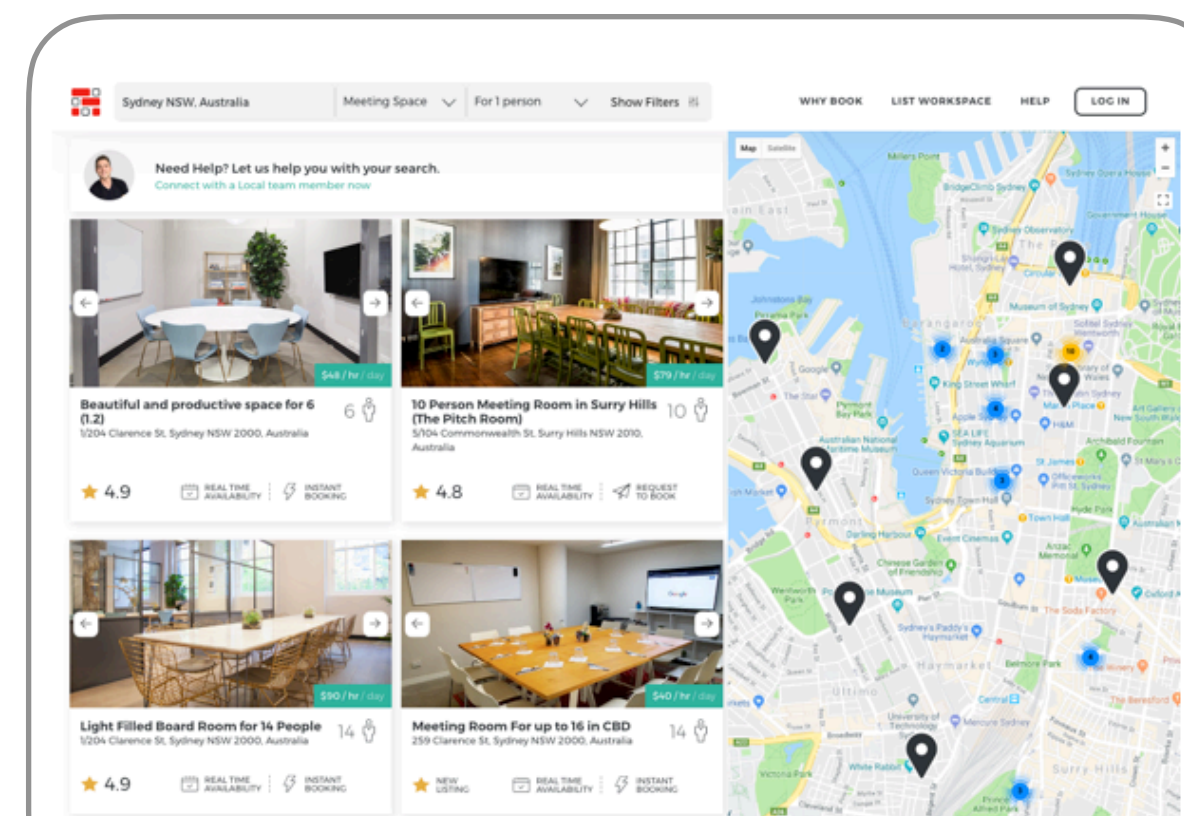
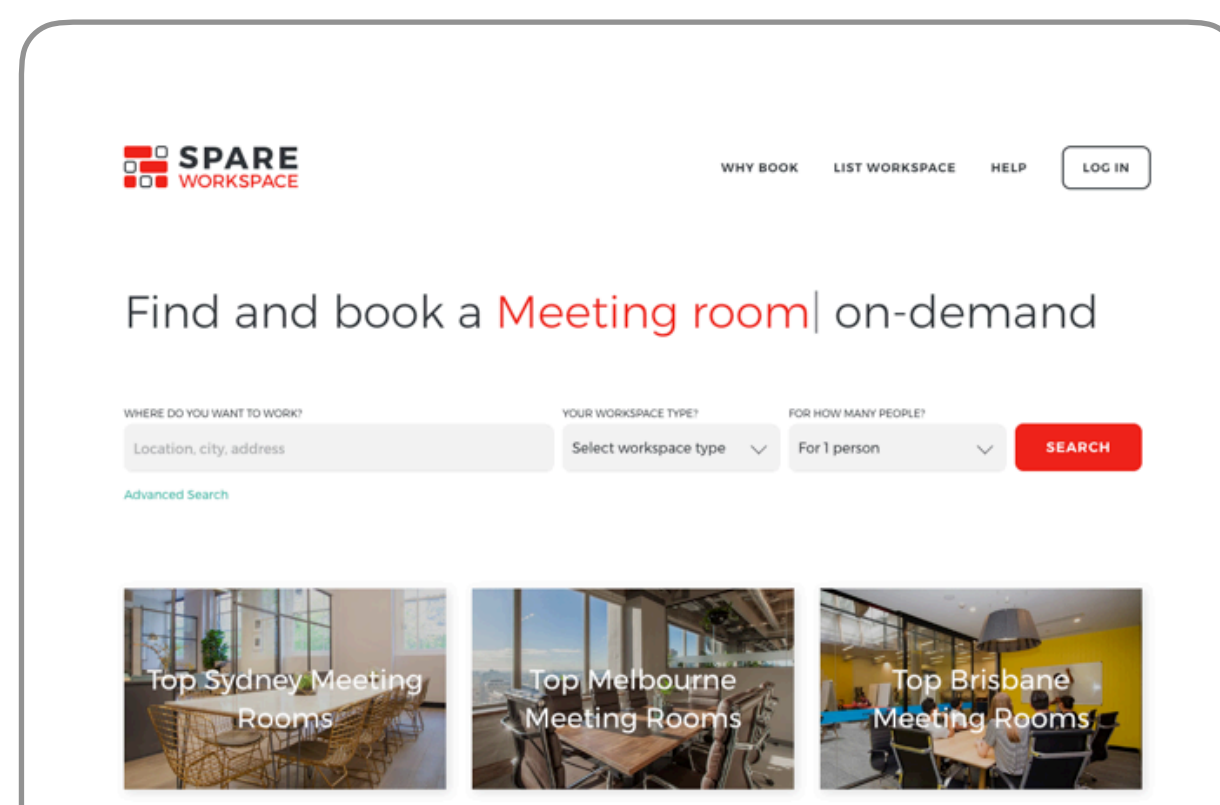
Step 2. Discover



Step 3. Book



Step 4. Check-in



Who are our customers?

Guests

Small-Medium Business

- Client Meetings
- Training & Workshops
- Business Travel
- Team Planning
- Mediation

Enterprise

- Internal Meetings
- Board Meetings
- Training & Workshops
- Client Presentations
- Business Travel
- HR Matters



Sally, 32
Owner, Workplace
Consultant



Mark, 42
Senior Manager
Global IT Company

Hosts

Professional Providers

- CoWorking Space
- Serviced Office
- Hotels
- Training Facilities

Private Businesses

- Professional Services
- Training Organisations
- Creative Studios
- Cafes & Restaurants
- Marketing Agencies

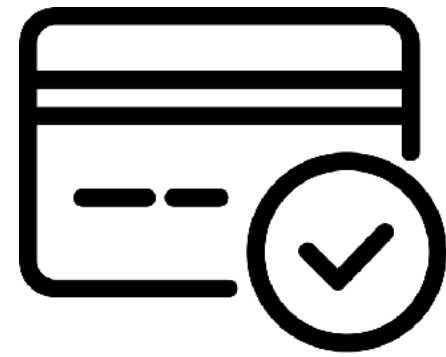


David, 38
Owner,
Co-working Space

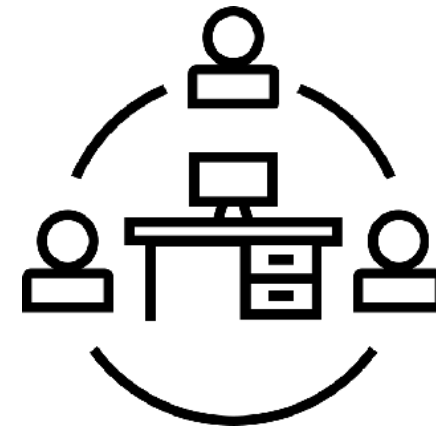


Kate, 34
Director,
Advertising
Agency

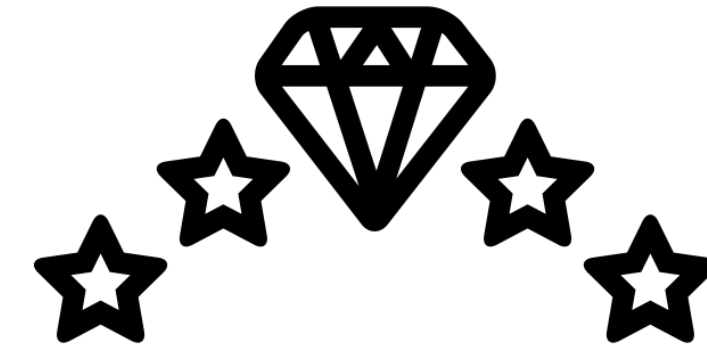
Why customers use Spare Workspace?



Real Time Availability



Compare 1,000's



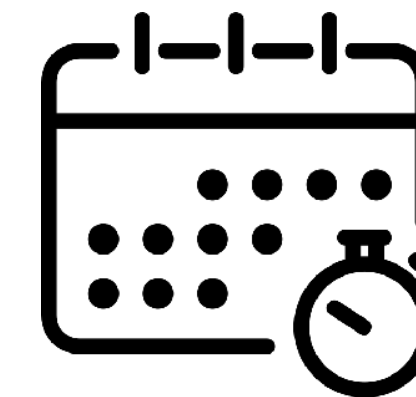
Unique Spaces



**Quick Online
Booking**



**Local Support &
Customer Care**

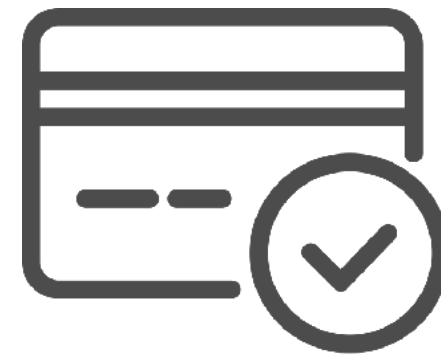


**Flexible Booking
Terms**

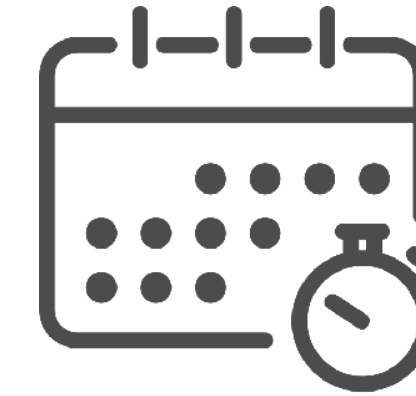
Why Venues are using Spare Workspace?



No Listing Fees



Complete Control



Calendar Link



Pre-Sales Enquiries



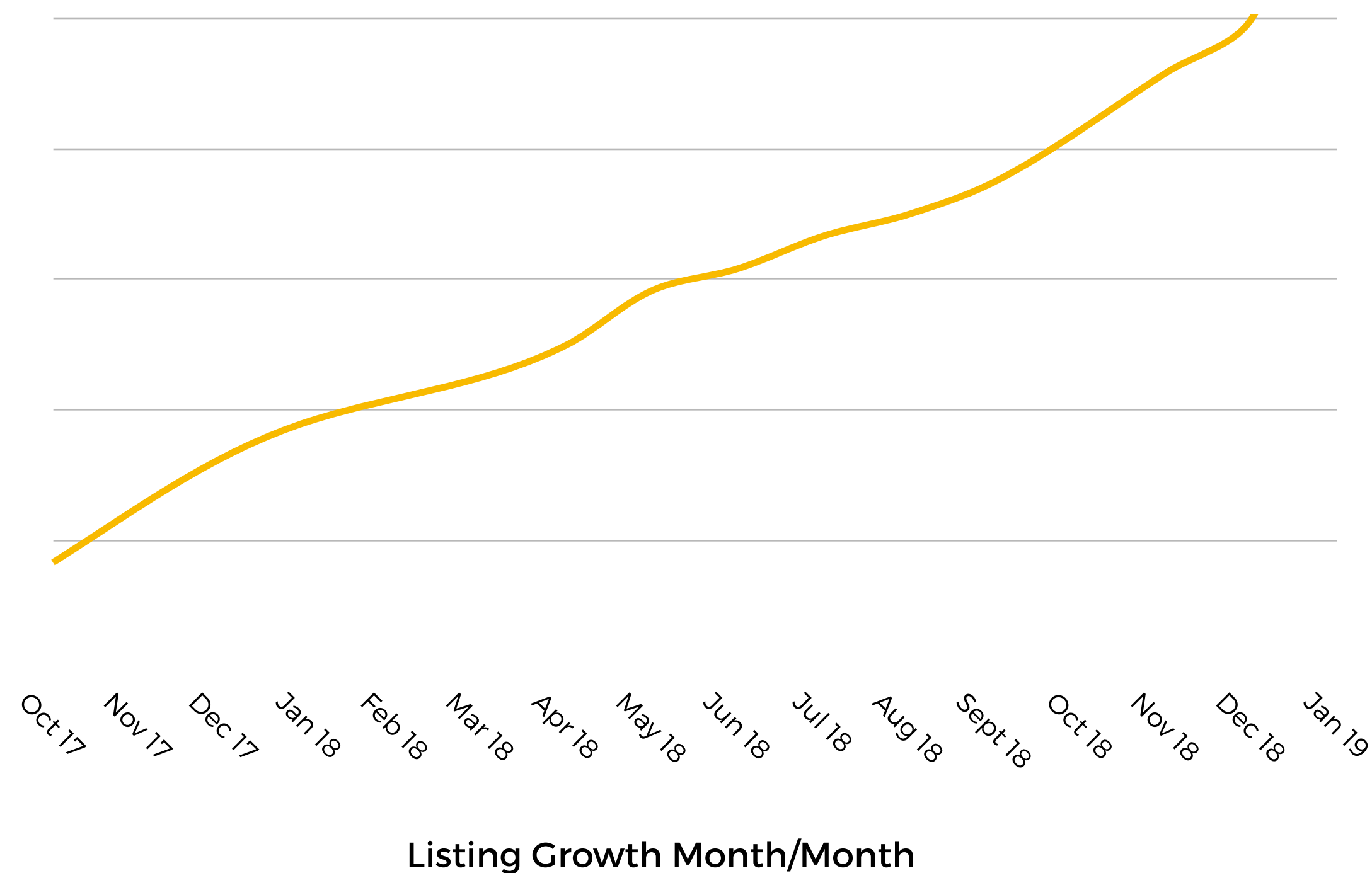
Quick Payouts



Large Database

Inventory Growth

Spare Workspace is a leading Australian marketplace for on-demand workspace



Booking Growth

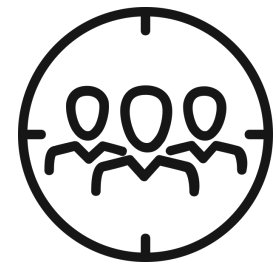
Helped 1,000's of businesses around Australia book space... and we're just getting started





A Global & Local perspective

Global Trends



14% increase in 1-20 attendees



28% for Internal & Team Off-sites



~19% Smaller Bookings



Hotels no longer No 1.



Millennial Bookers.



3rd Party Sourcing.

What are we seeing?

- **Executive Assistants & Admin Managers.**
- **Hourly is No 1.**
- **Unique Spaces.**
- **No Site Inspections or RFPs.**
- **Last Minute Bookings.**



What does this mean for you?

Online is in, Offline is out. “I save time by comparing and booking online 24/7.”

Hourly Booking. “I book what I need, saving time and money.”

Unique Spaces. “I need something different to what we already have”

Last Minute Bookings. “I need to conduct training next week.”

Budget Conscious. “Budgets are down, I need to find a more affordable solution”

After Hours. “I need to run a workshop at 6pm or Saturday”



How are successful venues winning?



Shift focus away
from Hotels



Inclusions, not
exclusions



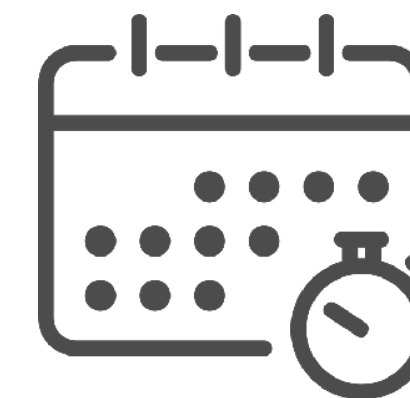
Be apart of the
consideration process



Unique Spaces



Embrace the
Digital World



Move to Hourly &
Extend Operating Hours

Summary

1. Inclusions, not Exclusions

2. Create Unique Environments

3. Flexible Terms & Hours

4. Photos are King

5. Embrace the Digital World

Q&A

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