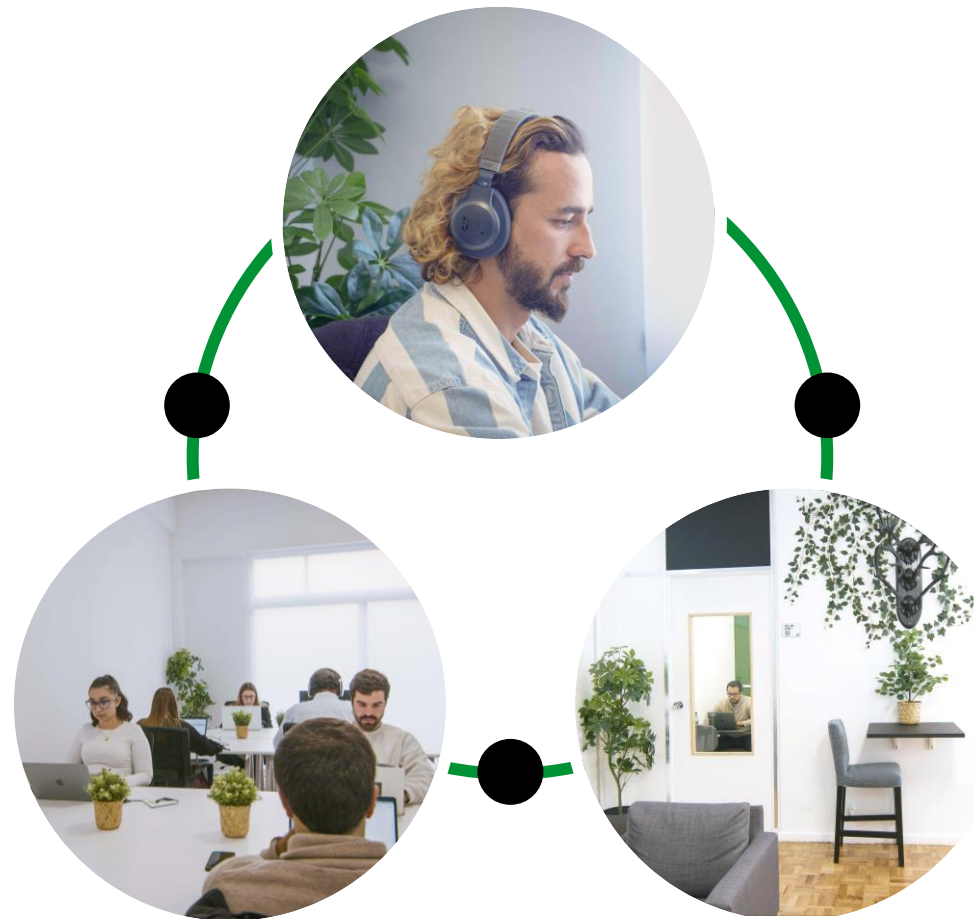


Giraldo Works

Workplace management solutions

Portugal, May 2023



Giraldo Works

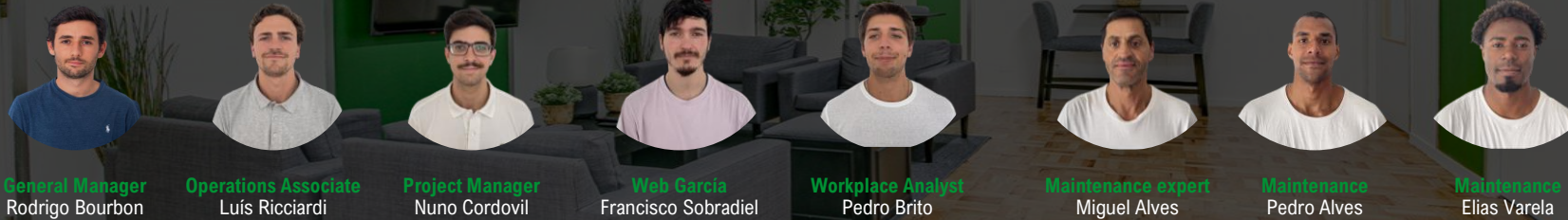
We are...

- **Experienced office operators** – we combine an in-house project management and maintenance team with a robust third-party services network
- **Diversified providers of workplace solutions**, with a successful track record of developing, renovating, and managing office spaces and buildings

Our goal is to...

- **Ensure that your office operates efficiently, safely, and effectively** by providing tailored services that optimize the spaces for seamless collaboration
- **Maximize your assets' utility and value** enabling space subleasing to increase profitability

A results-oriented dedicated team



Project management

Maintenance

Giraldo Works Lisbon



Key metrics

2

Prime locations
in Portugal

45

Members &
companies

180

Working
stations

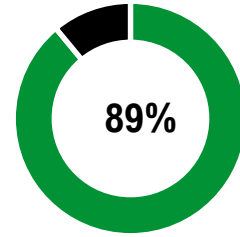
100%

Occupancy
rate

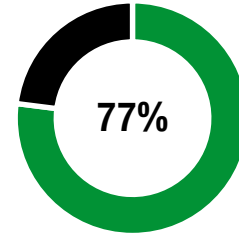
826 sqm

Own office
area

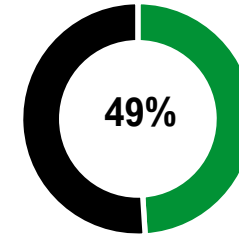
What's happening in office space?



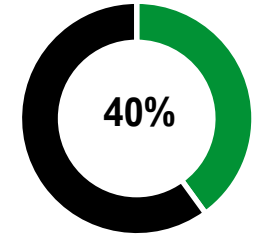
of companies **don't use all of the office space** they own or lease



of companies will **shift to a hybrid office** approach vs. 20% pre-pandemic



of companies anticipate making **significant changes to their office** space designs



of companies will be seeking **shorter term leases** compared to pre-pandemic

Source: Statista, Global Work Trends 2021



Hybrid working is the new normal, flex spaces are projected to grow at 20%/y

- Since Covid, **96%** of operators have seen changes in the way their clients are using the office
- E.g. Google's cloud unit announced it will transition to a desk-sharing workspace in its 5 largest locations



Technology and space optimization requires fit-out innovations

- **33%** of operators are looking to introduce smart access to their portfolio over the next 12 months
- In 6 years, Gen Z workers will represent **75%** of the workplace and expect effortless connectivity



New sustainability targets can be achieved through efficient property management

- Microsoft, IKEA, and Unilever are examples of companies that committed to becoming carbon neutral by 2030
- **~80%** of investors now consider sustainability when making property investment decisions

Can your office support a hybrid working model?

Hybrid work requires a more flexible and **adaptable approach** to workspace design and management for both **corporate users of office space and landlords letting office spaces**



Focus productivity areas



Collaboration zones



Social spaces



Built-in flexibility

How can we help?

- **By operating our own office spaces**, we have gained valuable insights and expertise to meet our client's unique needs and objectives
- **Whether you're a company or an investor** we are prepared to help you make the most of your property
- Today, **45 companies trust us daily**, making us a reliable partner with a track record of delivering exceptional outcomes (100% office occupation)



1. Office fit out

Project management

Interior design

Building consultancy

2. Flexspace operation

Leads' generation

Space optimization

Operations know-how

3. Property & Facility management

Sustainability

Cost management

Financial reports

Operations

1. Office fit-out

Fit-out services from modular to end-to-end solutions – a simple floor plan optimization to a complete fit-out execution



1. Goal alignment

We start the office design with a briefing session to understand employee needs and help them thrive in



3. Furniture procurement

Try your furniture before buying it, making sure it's comfortable, and suits all your office requirements



2. Design journey

We produce initial sketches, you review the fit-out interior design, and lastly, we create a 3D visualization of your newly imagined workplace



4. Construction & Delivery

A dedicated project manager will appoint and manage office fit-out contractors, oversee health and safety, and ensure an overall flawless execution

Customize your office space to suit your employee's needs



Reception



Cowork area



Focus rooms



Meeting rooms



Lounge



Fixed desks



Hot desks

2. Flexspace operation

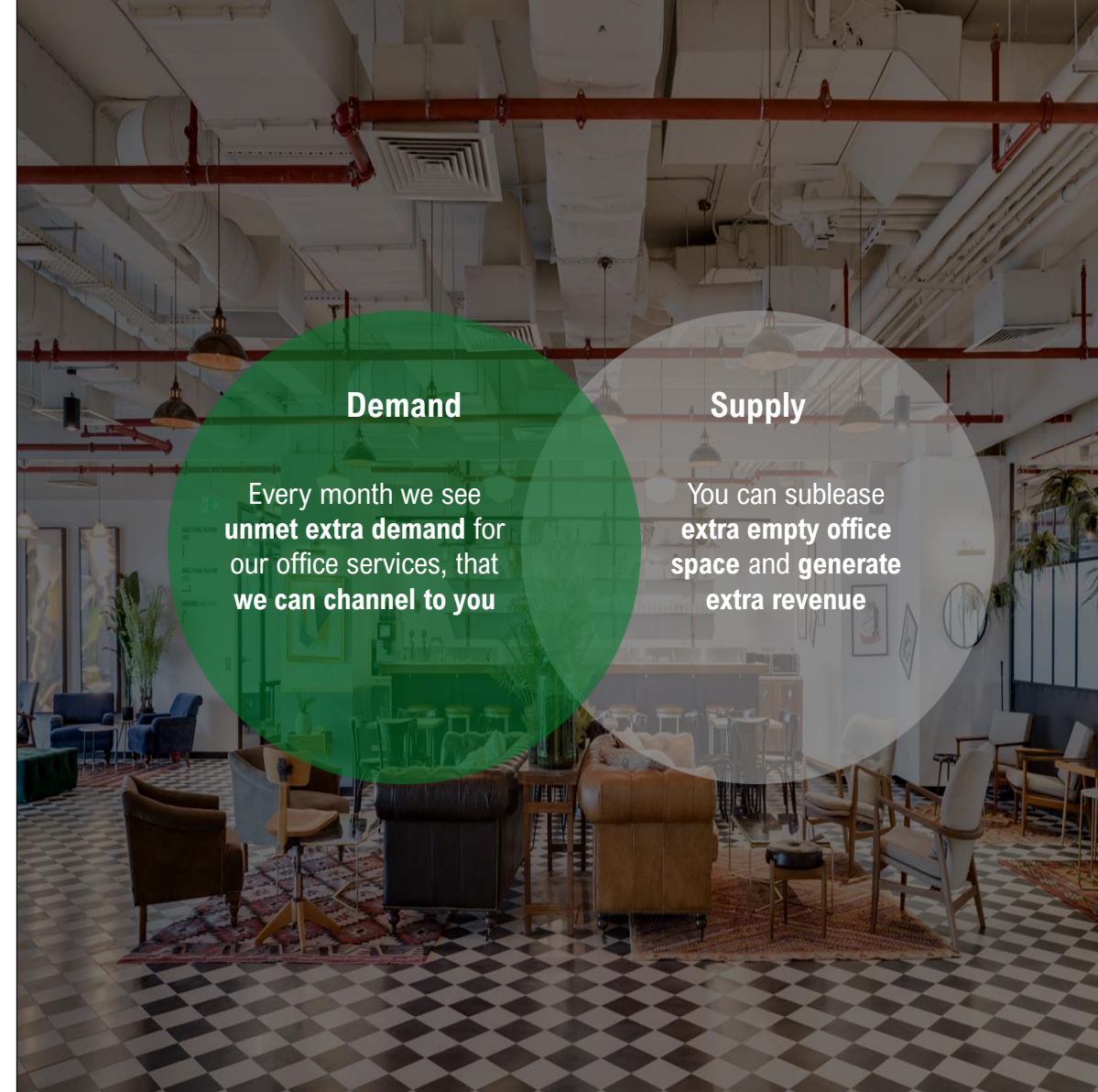
Profit from your unused space by subleasing it to companies and individuals

What are flexspace offices?

- Adaptable and dynamic workspaces that can be shared by different businesses and individuals, offering a variety of amenities, networking opportunities, and flexible terms to suit a range of needs

We have the team, you have the office – together we build a flexspace

- We currently manage flexspace operations in Lisbon and Évora. **Our goal is to broaden our offering by partnering with companies** that have unused workspace
- Our strong online visibility and solid flexspace know-how allow us to deliver a hassle-free solution **to make money out of your office with above-market rents**
- We will **attract tenants, do the office fit-out, and manage day-to-day operations** – we share the profits through a revenue share agreement



*The global flexible office market is growing at **+35%** year over year.*

Source: The Instant Group

3. Property management

Personalized services focused on assets value and usability



Facility management

Operations management | Maintenance | Documentation (creation, update, and tracking) | Administrative assistance | Active communication | Security



Financial management

Monthly reports to the tenant/owner | Budgeting | Accounting | Contract negotiation and management: suppliers, office leases, third-party providers



Transactions

Presentation of available services | Guide visits | Daily support to tenants | Onboarding & Offboarding journey | Documental organization



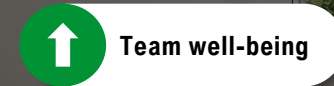
Investment management

Definition of asset's investment priorities | Analysis of Technical DD | Negotiation, and recommendation | Procurement and implementation oversight | Closing reports

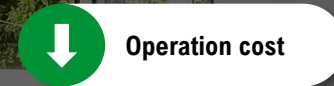
Are you looking to improve your buildings' operations?

Companies & start-ups

Our expertise provides well-functioning workspaces that elevate your team's performance through digital solutions



Team well-being



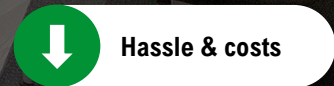
Operation cost

Landlords & investors

Keep things running smoothly and increase revenue by taking the full potential of your facilities team and budget



Asset value



Hassle & costs

Giraldo Works Évora



*When everything is clean, efficient, sustainable, and operating smoothly, employees are more productive, visitors come back for more, and **your business stays ahead of the competition***

GET IN TOUCH WITH US



<https://www.giraldoworks.com>



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[Schedule a meeting today!](#)