

# FROM EXPANSION TO EFFICIENCY

## Coworking operators re-defined strategy in 2019



### TOP 10 FLEX SPACE MARKETS IN APAC



Total Flexible Space*				
9.1 mil sq.ft.	6.5 mil sq.ft.	6.1 mil sq.ft.	5.5 mil sq.ft.	3.9 mil sq.ft.
Penetration Ratio* (% of Flexible Space as Total Office Stock)				
6.0%	6.0%	6.0%	3.5%	3.9%



Total Flexible Space*				
3.7mil sq.ft.	3.7 mil sq.ft.	3.6 mil sq.ft.	2.8 mil sq.ft.	2.4 mil sq.ft.
Penetration Ratio* (% of Flexible Space as Total Office Stock)				
3.7%	3.0%	1.4%	4.6%	3.0%

\*Note: Total flexible space includes all flexible space located in office, retail, industrial assets and others  
 Penetration Ratio is the total size of flexible space as the percentage of total office stock CBRE monitored.

Source: CBRE Research, May 2019.

#### CBRE RESEARCH

This report was prepared by the CBRE Asia Pacific Research Team, which forms part of CBRE Research – a network of preeminent researchers who collaborate to provide real estate market research and econometric forecasting to real estate investors and occupiers around the globe.

© 2019 CBRE, Inc. Information contained herein, including projections, has been obtained from sources believed to be reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to confirm independently its accuracy and completeness. This information is presented exclusively for use by CBRE clients and professionals and all rights to the material are reserved and cannot be reproduced without prior written permission of CBRE.

#### TOTAL FLEXIBLE SPACE



Q1 2019  
**54 mil sq. ft.**

#### PENETRATION INCREASED



Q1 2019  
**3.4%**

### FASTEST GROWTH FLEX MARKETS IN 2018 (>80% yoy)



### RE-DEFINE EXPANSION STRATEGY



**Increasing Occupancy**



**Customizing Enterprise Solutions**



**Creative Partnerships with Landlords**