

**PRESS RELEASE**

Paris, 12 July 2022

## **La Poste Immobilier acquires Multiburo and strengthens its position in the coworking market**

**La Poste Immobilier, the real estate arm of Le Groupe La Poste, has acquired Multiburo, a leader in coworking and a trendsetter in flexible real estate. With this acquisition, La Poste Immobilier, who is already the majority shareholder of Startway, consolidates its services in the coworking sector with a strong ambition: to develop a network of more than 100 sites supported by an innovative service offering by 2027, and thus becoming a European leader in the coworking and business centre market.**

The complementary nature of the two companies, Multiburo and Startway, backed by a common shareholder, will immediately help to create a comprehensive network of more than 50 sites with ideal locations in France, Belgium and Switzerland. The transaction will also boost their respective service offerings for the benefit of their various types of customers, contribute to the development of management contract solutions, as well as provide access to Le Groupe La Poste's local and digital offers and services.

### **Multiburo, a perfectly located network for European business customers**

Founded in 1985, Multiburo is a key player in the coworking centre market with 23 sites in France. The company is also rapidly expanding in Europe with six centres to date in Belgium and Switzerland. Multiburo provides private equipped offices, meeting rooms, coworking spaces and, notably, a comprehensive range of related services to a significant portfolio of customers across all sectors, ranging from start-ups to multinationals. Multiburo has established itself in its market thanks to a highly efficient, service-based business model which is strengthened by the diversity of its locations. Its geographic mix (stations, business districts, prestigious addresses and outskirts) which is divided between Paris and the French regions, Belgium and Switzerland, drives the high occupancy rate of its centres.

For **Stéphanie Auxenfans, CEO of Multiburo**, *"Working patterns are changing and companies are looking for greater versatility and flexibility for their offices and employees. Joining La Poste Immobilier, whose value of attention to people and services we fully share, is an excellent growth prospect for Multiburo. Driven by this new support, we look forward to improving our ability to offer the possibility of working wherever we want and whenever we want!"*

### **Startway, shared innovation**

Founded in 2008, Startway is a pioneer in coworking and currently manages 34 sites in France. It also boasts a strong regional network with 15 sites in the French regions. After being at the forefront of several innovations including remote working and coliving solutions, as well as the development of an ecosystem to support its customers' growth (lawyers, fundraising, marketing,

etc.), Startway now also provides support to the public sector, real estate companies and large users in establishing their real estate strategy. Startway advises on, renovates and operates new workspaces, which are notably flexible and service-based, on behalf of third parties, including within some of the properties belonging to Le Groupe La Poste's real estate portfolio.

*"La Poste Immobilier's regional network strategy is gaining pace with this acquisition, and we are delighted to be able to picture a shared future with Startway and Multiburo which will bring together high-quality teams from complementary areas of expertise",* explains **Eric Martin, Chairman of Startway.**

### **The tertiary sector, a strategic challenge for La Poste Immobilier**

La Poste Immobilier manages a large segment of tertiary assets, notably a tertiary real estate portfolio of more than 600,000 m<sup>2</sup> across more than 150 sites. At the same time, Le Groupe La Poste is trialling a scalable tertiary workspace concept at the Group's head office in Paris, as well as in around 12 postal sites in regional metropolitan areas.

The new entity, composed of two established players in the coworking market, Multiburo and Startway, therefore offers major potential for growth and innovation for La Poste Immobilier in a post-Covid context which is reconsidering the positioning of third-party sites – generators of social ties – in the regions, between the traditional office-based model and that of remote working.

For **Rémi Feredj, CEO of La Poste Immobilier and Head of Le Groupe La Poste's real estate:**

*"This acquisition is of strategic importance as it allows us to expand in the flourishing coworking market and broaden our international know-how. It is also an opportunity to increase value and improve services in the regions."*

#### **About La Poste Immobilier**

The real estate arm of Le Groupe La Poste, La Poste Immobilier manages, develops, maintains and promotes a portfolio of more than six million m<sup>2</sup> and almost 10,000 tertiary, industrial and commercial properties across France. Firmly established in the heart of the French regions, its eight regional offices allow La Poste Immobilier to build close relationships with local economic players. With its emblematic and historic heritage, La Poste Immobilier has developed a unique expertise in the renovation and enhancement of remarkable properties. On behalf of the Group and its branches, it adapts and reinvents La Poste's real estate assets to contribute to the development of both the towns and cities of today as well as those of the future.

As a responsible real estate player, La Poste Immobilier is committed to facilitating clean last-mile logistics, regenerating city and town centres and their boroughs, supporting local businesses and the circular economy, and improving the biodiversity of its land by contributing its skills and know-how to serve the needs of a real estate portfolio of unparalleled size and diversity. For further information, please visit [laposteimmobilier.fr](https://laposteimmobilier.fr)

#### **About Multiburo**

Multiburo provides flexible equipped offices, private offices, coworking and meeting room solutions. Founded in 1985, the European network of workspaces has 23 coworking spaces located in the main business areas of Paris, Brussels, Lille, Lyon, Marseille, Nantes, Toulouse, Antwerp and Geneva. Furthermore, each year it welcomes around 6,500 customers, ranging from start-ups to multinationals. Multiburo is above all a multi-solution core business with a team of professional and committed employees, which provides comfort, tranquillity and mobility. [www.multiburo.com/fr/](https://www.multiburo.com/fr/) @MultiburoGroup

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