



Workspace Group

...nwell, ...
 ...worth Carpets Cr
 ... Epic Gym Freerunner
 ... Miles Gallery Nicholas Dawkes
 ... Sophie Harley Design Surrey Steels blur Gr
 ... FRSMou The English Cheesecake Company The Charm
 ... Errec t Rac
 ...ke Design Colourpoint Studio Guy Fox History Project Haime & Butler JKW Law Last
 ...standing Branding Phoenix Training Relief International SmileyWorld Training Room Hi
 ... Waterfront Solicitors 360 Measurement AbleChildAfrica Bluebridge Solutions Brite Green CJ
 ...lling Hub TV DHA Communications Green Power Alex and Alexa Dynamic Barsl Heart Studio
 ...arCut Works Finer Vision Cred Jewellery Creative Pool The Clerkenwell Kitchen Carnegie Ori
 ...iber Interactive A Little Bird ABI Europe Surrey Steels Barker & Barker Bremworth Carpets
 ...rnative Pool Ballistic Bite Tech Europe Epic Gym Freerunner Green Ant Events JeeqoL
 ...es Gallery Nicholas Dawkes Photography Solution Sciences Shopitize Sophie Harley
 ... Group Bulldog Grooming FRSMou The English Cheesecake Company The Charm
 ... shel Mount Cake Design Colourpoint Studio Guy Fox History Project Haime & Butler
 ...st Exit Outstanding Volcano Coffee Phoenix Training Relief International SmileyW
 ...re Waterfront Solicitors 360 Measurement AbleChildAfrica Bluebridge Solu
 ... CJ Welling DHA Communications A Suit That Fits Barker & Barker
 ... power BOSS Buildabrand Charlotte Olympia Dawe & Partners Live Mt
 ... Nevo Sounds Orlebar Brown Photoplan Restorative Bodywork
 ... 4Corners Images Acronis Action Cameras Biolab BODIE and
 ... the Buyacar Clear Today Creative Translation David Phillips
 ... Prophets Freespeed IMG Artists Johnny Atom Produ
 ... kin S io G14 Toprise Trustmarque Solutions Urban
 ... ars Li Cred Jewellery Creative Pool Carnegie Ori
 ... ttle Interactive Green Ant Events A4e - 1
 ... all Info Tech LP NAPAC
 ... ym Oval renas SC
 ... Zoom

Entrepreneurs creating value

Workspace is a property based company, with around 100 estates and more than 4,000 customers across London. We provide space and services to the small and growing businesses that drive the UK economy.

Our culture is focused on excellent service and, like our customers, we use our entrepreneurial skills to create value for our stakeholders.

Workspace customers range from creative to industrial companies and from start-ups to established brands. All of them are looking to drive their businesses forward. For some, this means taking advantage of a global market or a groundbreaking idea. For others, it can mean growing their reputations or working with the community in our properties.

The following pages set out just some of their stories.

Global opportunity	Page 02
Groundbreaking idea	Page 06
International ambition	Page 10
Valuable community	Page 14
Essential innovation	Page 18
Growing reputation	Page 22
Competitive difference	Page 26

Global opportunity



“One of the fundamental reasons for setting up the business was the global opportunity through the digital space. Seventy per cent of our sales are now international.”

“Workspace keeps the authenticity of its buildings, creates a contemporary feel with modern facilities and has a great network throughout London. We need more space and hope to be a big customer in the future.”

Werner Van Gysen
Alex and Alexa



Workspace location
Biscuit Factory
Website
www.alexandalexa.com

Background
Alex and Alexa is an online business offering luxury childrenswear and accessories from more than 100 international fashion labels, from the traditional to the cutting-edge.

Groundbreaking idea



Workspace location
Leathermarket
Website
www.shopitize.com

Background
Shopitize wants shoppers to earn personal, relevant and timely rewards, without needing loyalty cards. Its Android app gives shoppers the chance to win prizes.

“Shopitize is a new way to shop smartly and use technology to take advantage of your shopping data. Anyone who shops, anywhere in the world, is potentially our customer.”

“When we started we didn’t know how big the team would be, so Club Workspace was very exciting. As we grew, Workspace found a great solution – a separate unit and membership of Club Workspace, as we want to be part of that community.”

Alexey Andriyanenko
Shopitize



International ambition



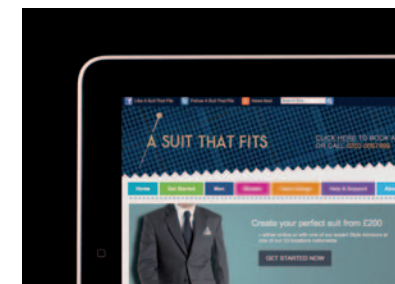
“We started as the world’s first online tailor, then rolled out locations nationwide. We won’t stop until we’re Britain’s local tailor and we hope to replicate that internationally. Social media is an important part of our model.”

“Workspace accommodates us as we grow. We started in a 600 sq. ft. office and now we have 5,000 sq. ft., which is half office space and half for our alterations team. It’s unique to find space that works for both sides of the business.”

David Hathirimani
A Suit That Fits

Workspace location
Biscuit Factory
Website
www.asuitthatfits.com

Background
A Suit That Fits offers bespoke suits at off-the-peg prices. It has 33 locations throughout the UK and customers can also easily submit their measurements online.



Valuable community

“There’s a lot of interaction in Parkhall and it’s easy to find someone to help you. We get Workspace clients coming in with their clients, building repeat business and online sales. We also trade with companies in nearby properties.”

“Parkhall is iconic and fitted my business. The architects here are redesigning the front of the building and we’ll run the new café, giving us growth and a flagship store.”

Kurt Stewart
Volcano Coffee

Workspace location
Parkhall
Website
www.volcanocoffeeworks.com

Background
Volcano Coffee Works is a gourmet small batch roastery that provides hand-roasted seasonal coffee, with a package of training, technical services, advice and ongoing support for cafes.



Essential innovation



Workspace location
Clerkenwell Workshops
Website
www.hub.tv

Background
Hub TV is a multi-platform production company, at the forefront of content creation for broadcast, corporate, mobile phone, internet and emerging platforms.

“Our market is highly competitive, so we’re differentiating ourselves by innovating. We’ll be launching an interactive product that distributes content to a global audience. We expect it to have a significant impact.”

“We’ve been able to take more space as our business has grown and we’ve also gained a significant amount of work from the Workspace community.”

David Hunstone
Hub TV

Growing reputation



Workspace location
Rainbow Industrial Estate
Website
www.surreysteels.com

Background
Surrey Steels is the leading steel stockholder and fabricator in South London. It serves London, Surrey and the Home Counties.

“We’re tackling a tough market by providing a superior service. We’re getting fantastic feedback from customers and building a very good reputation. The future is very bright.”

“This property was perfect for us. Workspace has been really flexible, allowing us to develop it to suit our needs. This site also has a strong and helpful community, including a big potential customer.”

Tim Brett
Surrey Steels



Competitive difference



“We’re the UK’s fastest growing skincare brand for men. The market is dominated by multinationals, so we compete by being different. We have very different, natural formulations and we get our products out there in a different way.”

“We chose Workspace because we could scale up and it was a great space, with 40 or 50 likeminded businesses. We collaborate with many of them, including a brilliant photographer who does our product shots.”

**Simon Duffy
Bulldog Grooming**

Workspace location
Pall Mall Deposit
Website
www.meetthebulldog.com

Background
Bulldog Grooming created the UK’s first and largest natural skincare range for men.



Our customers see big things ahead, for themselves and their businesses. The digital revolution is helping many to achieve their goals.

They also see the benefits of being with Workspace, whether it's the quality of our space, the community in our buildings, our ability to meet their changing needs or the new services we offer. They know that we understand their businesses and share their values and entrepreneurial drive.

We help our customers succeed. And that is making Workspace the destination of choice for the UK's fastest growing and most exciting businesses.

Meet the entrepreneurs

www.workspacegroupplc.co.uk/customer-stories

Customer website

– Business Space Search

– Enquiries

– TradeLink

www.workspacegroup.co.uk

Club Workspace

– Business lounges for early stage businesses

<http://club.workspacegroup.co.uk>

Advice and information for start-up businesses

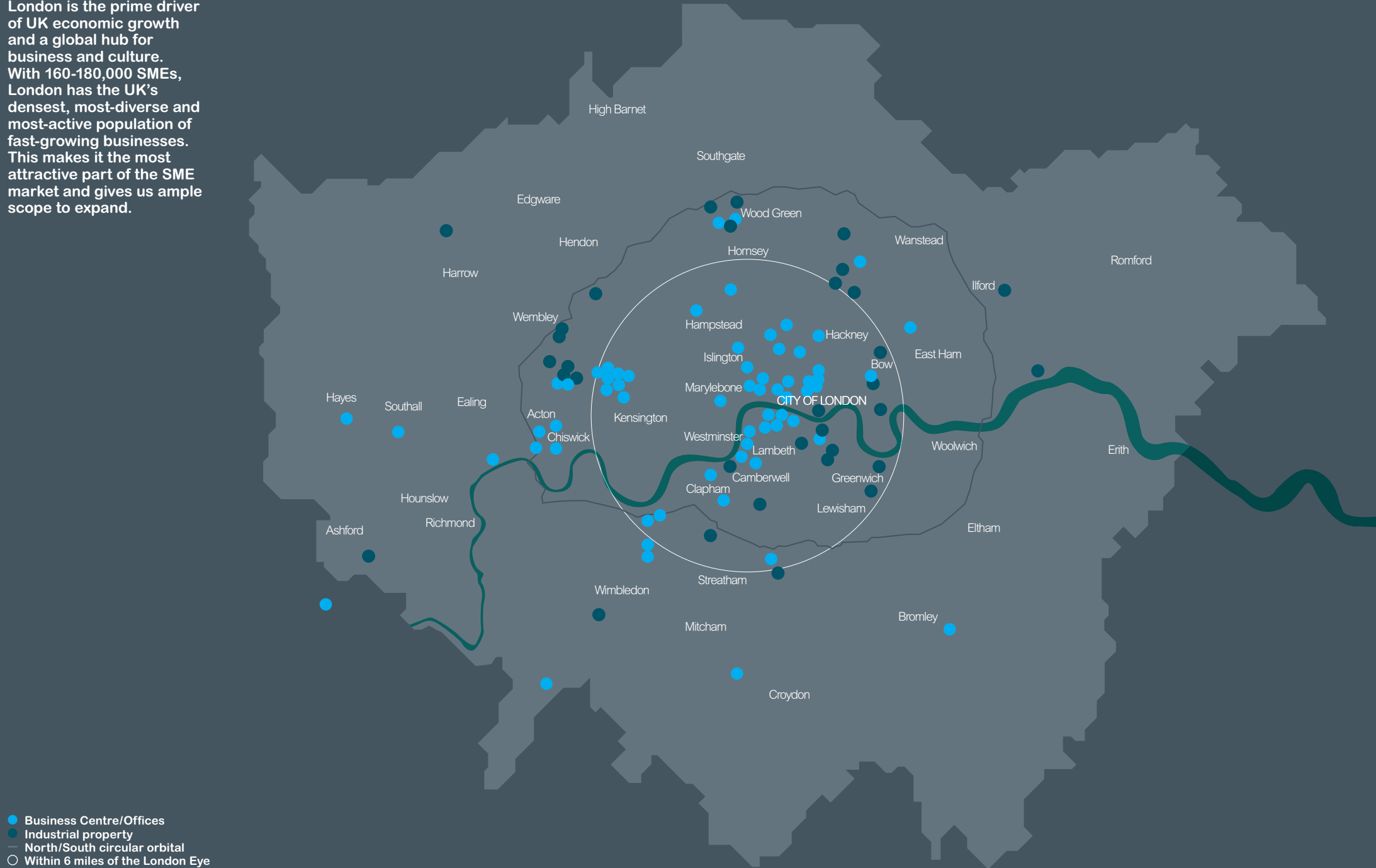
www.inspiresme.co.uk

Property search website

– Marketing of small business space

www.anyspacedirect.co.uk

Focused on London
London is the prime driver of UK economic growth and a global hub for business and culture. With 160-180,000 SMEs, London has the UK's densest, most-diverse and most-active population of fast-growing businesses. This makes it the most attractive part of the SME market and gives us ample scope to expand.



Workspace Group PLC

Chester House
Kennington Park
1-3 Brixton Road
London SW9 6DE

Registered number: 2041612

Telephone: +44 (0) 20 7138 3300
Web: www.workspacegroupplc.co.uk
Email: info@workspacegroup.co.uk

If you require information regarding
business space in London call 020 7369 2309
or visit www.workspacegroup.co.uk