

**PRESS RELEASE**

- 19 SEPTEMBER 2017 | 2.00 PM -

**BEFIMMO AND SILVERSQUARE  
JOIN FORCES TO RETHINK OFFICE PROPERTY**

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*Befimmo, owner-operator, developer and manager of quality office buildings, and Silversquare, coworking pioneer in Belgium, announce a new strategic partnership:*

***Silversquare @Befimmo***

*Silversquare @Befimmo is aware of changing lifestyles and work patterns and wants to offer its members much more than just m<sup>2</sup> of office space. The new entity plans to expand its presence in the Befimmo buildings, to offer their users the strengths around which Silversquare has built its position as a market leader in coworking, namely facilitation, emulation, team spirit and flexible spaces, and set up a network that offers more access to a diversity of workplaces.*

**BEFIMMO, A REAL-ESTATE OPERATOR SPECIALISED IN QUALITY OFFICE BUILDINGS**

Resolutely forward-looking, Befimmo offers appropriate responses to the needs of the world of work. In this context, it invests in major real-estate projects that meet quality criteria such as location, architecture, services and respect for the environment.

A human company, a corporate citizen, and responsible, Befimmo offers its occupants infrastructures that combine efficiency with a comfortable working environment. By creating added value for its users, Befimmo also creates value for its shareholders.

Befimmo, a regulated real-estate investment trust (B-REIT) listed on Euronext Brussels, is a real-estate operator specialising in quality office buildings, mostly located in Brussels, the main Belgian towns and cities and the Grand Duchy of Luxembourg. As at 30 June 2017, the fair value of its portfolio was assessed at €2,477.1 million.

**SILVERSQUARE, PIONEER OF COWORKING IN BELGIUM**

By setting up its first coworking centre (Louise) in 2008, Silversquare became a pioneer in the sector in Belgium and Europe. Nearly 10 years later, the Belgian company has come a long way. Today, it manages 3 centres, covering 8,000 m<sup>2</sup>, has 850 members and generates a turnover of €5 million.

Over and above the figures, coworking centres stands out from conventional business centres by its specific "DNA".

- The company pays special attention to the design and layout of its spaces. Office space measured in square metres has evolved into a social and community space, conducive to meetings, relaxation and the exchange of expertise.
- It also takes a proactive facilitation approach in the various centres so that they become places that foster knowledge sharing, networking, etc.

- The various centres offer their members training, creative tools, think tanks, aperitifs, etc. in a unique atmosphere that allows each user to discuss his or her project on a regular basis with available and qualified staff either at organised events or simply in informal meetings and discussions between members.

This "Open Incubator" approach is specific to Silversquare, which organises no less than 250 events a year, turning its centres into true urban entrepreneurial hubs.

### **COWORKING AND ITS SOCIAL ROLE**

With the rapid development and widespread adoption of new information and communication technologies, coworking spaces and other business centres have grown up alongside conventional offices in recent years. They provide flexible solutions to the needs of businesses (flexible affiliate contracts, services, flexibility in terms of the area occupied, etc.), without forgetting the crucial issue of mobility and a social dimension that accounts for much of the success of these places: emulation, networking and synergies of all kinds.

Yet, although it already seems widespread, especially in Anglo-Saxon countries, coworking has a very low profile in Belgium. All the market indicators and the trends in neighbouring countries converge to the same statement: the coworking sector is at the start of an important development, due to the progressive changes in our way of living and working.

While to begin with coworking was mainly aimed at small companies of 4 to 6 people, we now see that larger companies (between 10 and 20 people) are taking an interest in the advantages of this "community" aspect, networking, innovation and emulation. The phenomenon is even spreading to large companies, which are relocating teams to coworking centres in order to take advantage of the effect of the dynamic of these centres on their own in-house spirit of innovation.

### **RETHINKING REAL ESTATE**

Befimmo and Silversquare have decided to join forces and expertise to push forward this promising sector. The Silversquare @Befimmo partnership is a response to the desire to gain a foothold in the world of tomorrow and to take account of the present and future needs of office occupants, while making better use of available space.

Silversquare @Befimmo will completely rethink the dynamics of building. To complement traditional office space, the most suitable spaces in the Befimmo buildings will be converted into coworking spaces that Silversquare will design and facilitate with this Open Incubator spirit that is its strength. This new approach, including hosting, facilitation and networking, will energise the entire building and benefit all users, who will share the same collaborative and stimulating energy.

Befimmo tenants will be able to take advantage of all these new spaces and the diverse formulas and workplaces on offer. This will also have a positive impact on mobility.

### **THE SILVERSQUARE @BEFIMMO GOALS**

Silversquare @Befimmo plans to develop 4 to 5 spaces over the next two years. The first 4,000 m<sup>2</sup> of coworking space will be set up in the Triomphe building, chosen for its excellent location. This first Silversquare @Befimmo is due to open in the first quarter of 2018. In the long run, all Befimmo multitenant buildings, and new projects, could qualify for a Silversquare @Befimmo center.

Through this unique and original alliance between a major landlord and a coworking centre operator, Befimmo and Silversquare are among the forerunners. Their vision will undoubtedly bring about an evolution of the office market in Belgium by proposing a different use of space for the greater benefit of the occupants.



**For more information:**  
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