



Turn underused property into a recurring business

UnionSPACE Hybrid Franchise Program

Owner operated. UnionSPACE powered.

A business platform for property owners in Thailand



A property can earn beyond rent

UnionSPACE converts commercial space into a business centre that earns from workspace and the services customers need after they move in.

01

Occupy the space

Serviced offices, coworking, meeting rooms, studios and virtual office

02

Serve the business

Company setup, licences, immigration, accounting and tax

03

Support the team

Recruitment, payroll and employer of record services

04

Retain the relationship

Renewals, additional services and regional expansion opportunities

One customer can create several revenue opportunities over a longer relationship

The hybrid operating model

PROPERTY PARTNER

Your property and local team

You provide the site, fit out, local operating team and working capital. You manage daily customer service and sales.

**UNIONSPACE**

Our brand, systems and specialist services

We provide the business platform, technology, operating know-how, training, network and fulfilment of specialist services.

The partner operates the physical location. UnionSPACE powers the platform behind it.

One location, multiple revenue streams

SPACE AS A SERVICE

Partner operated

- 01 Serviced office
- 02 Meeting rooms and coworking
- 03 Studio and virtual office

Core location revenue

BUSINESS AS A SERVICE

Fulfilled by UnionSPACE

- 01 Company setup and licences
- 02 Visa and work permit support
- 03 Accounting and tax filing

Partner margin: 15% to 30%

PEOPLE SOLUTIONS

Fulfilled by UnionSPACE

- 01 Employer of record
- 02 Recruitment
- 03 Payroll management

Partner margin: 15% to 30%

UnionSPACE handles specialist fulfilment, allowing the partner to earn without building legal, accounting, immigration or HR departments.

Illustrative monthly revenue model

ILLUSTRATIVE ONLY

Example operating mix

- 30 serviced offices
- 2 meeting rooms
- Coworking
- Studio

Workspace revenue THB 360,000

Meeting room, coworking and studio THB 50,000

Monthly Space as a Service revenue THB 410,000

UnionSPACE royalty at 10% THB 41,000

plus+

REVENUE FROM BUSINESS-AS-A-SERVICE & PEOPLE SOLUTIONS

Additional partner income may come from commissions on specialist services. Actual revenue, occupancy, pricing and operating costs depend on the property and market.

Designed for owners with space to activate

- 1 Office buildings with vacancy
- 2 Hotels with underused floors
- 3 Community malls and mixed-use assets
- 4 Developers holding commercial inventory
- 5 Existing business centre operators

Strong candidates typically have

- ✓ A commercially viable location
- ✓ Capital for fit out and working expenses
- ✓ A local team that can manage daily operations
- ✓ Commitment to UnionSPACE systems and brand standards

The program suits property owners who want an operating platform, not a passive rental arrangement.

THB 850,000

One-time joining fee includes

01 ASSESS • Site and territory review • Space planning and product mix • Commercial planning support	02 BUILD • Brand licence and standards • Operating SOP library • Technology and IT infrastructure • Gov’t Compliant Space Optimization & Layout	03 LAUNCH • Four weeks of training • Digital listing and launch toolkit • Client Portal • Business O/S (facilities, invoicing, lead management)	04 IMPROVE • Monthly performance reports • Refresher training when needed • Ongoing systems maintenance
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The fee packages the systems, training and launch support that a new operator would otherwise need to assemble separately.

Simple ongoing economics

10% royalty fee

of monthly gross revenue from Space
as a Service

15%–30%

partner margin on Business as a Service
and People Solutions fulfilled by
UnionSPACE

3 years

minimum commitment

2 years

initial area exclusivity

Partner responsibility

Property, fit out, staff, utilities, local marketing and other direct operating expenses

Detailed definitions, exclusions and payment terms follow the final franchise agreement.

The UnionSPACE business platform

- | | | |
|----|-------------------|--|
| 01 | BRAND | UnionSPACE, vOffice and InvestinAsia brand options to suit the location |
| 02 | TECHNOLOGY | Booking, billing, customer management, telephony, network and smart office systems |
| 03 | DEMAND | Digital listings, campaign materials, broker channels and cross-location referrals |
| 04 | OPERATIONS | Operating manuals, launch training, support, monitoring and reporting |
| 05 | SERVICES | Central fulfilment for corporate, accounting, immigration, payroll, recruitment and EOR work |

A complete platform built to reduce launch time and operating complexity

Earn Beyond Your Square Metres

Your property can generate income from

SPACE INCOME

01

Workspace

Your core property revenue

BUSINESS SERVICES

01

Corporate services

02

Accounting

03

Immigration

04

Licensing

PEOPLE AND GROWTH

01

Recruitment

02

Payroll

03

EOR

04

Regional expansion

More value from every customer relationship, without building specialist departments in-house

NEXT STEP

Location feasibility and financial model

Before either party commits, UnionSPACE will assess the property, recommended product mix and indicative commercial potential.

- 01 Property information
- 02 Site review
- 03 Capacity and product mix
- 04 Illustrative financial model
- 05 Partnership proposal

[Request your location assessment](#)

