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Here is a **detailed mock pitch deck content for WeWork**—copy and use these slides in your PPTX/PDF for portfolio demo purposes!

WeWork Sample Pitch Deck

Slide 1: Title & Team

- WeWork: The Platform for Flexible Offices
- Founders: Adam Neumann, Miguel McKelvey

Slide 2: Vision

- "To create a world where people work to make a life, not just a living—empowering creators and companies of every size with beautiful, flexible workspaces."

Slide 3: Problem Statement

- Startups and entrepreneurs face expensive, rigid office leases.
- SMBs and enterprises need flexible, inspiring workspace solutions for a dynamic workforce.
- Real estate market lacks innovation and flexibility.

Slide 4: Solution

- Renovated buildings into open, collaborative workspaces.
- Flexible membership: pay monthly for as many desks or offices as you need.
- World-class amenities: wifi, coffee, events, networking, design.

Slide 5: Market Opportunity

- US commercial real estate: \$1.4 Trillion market.
- Global expansion targeting major tech cities: London, Shanghai, Berlin.
- Growing freelance, startup and remote work economy.

Slide 6: Business Model

- Members pay monthly subscriptions for workspace, private offices, or conference rooms.
- 20% margin on rent arbitrage (long-term lease, short-term rental).
- Income streams: events, branded partnerships, enterprise solutions.

Slide 7: Go-To-Market Strategy

- Launch flagship locations in NYC, then expand to SF, LA, London.
- Community events: free talks, panels, member spotlights.
- Partnerships: Google, Microsoft, local government for innovation hubs.

Slide 8: Traction / Validation

- 500 members at first NYC location in 4 months.
- 1,800 members and 7 locations by year-end.
- 98% occupancy rates; 75% membership growth from referrals.
- Early adoption by major startups (BuzzFeed, Meetup).

Slide 9: Competition

- Regus: corporate, bland, inflexible.
- Coffee shops: unreliable, lack privacy/security.
- WeWork: branded community, design, flexible terms, networking value.

Slide 10: Product Roadmap

- WeLive: flexible residential units for digital nomads.
- WeGrow: educational/innovation hubs for startups.
- Enterprise/customer portal, data-driven location optimization.

Slide 11: Team Background

- Adam Neumann: Serial entrepreneur, community builder.
- Miguel McKelvey: Architect, design visionary, real estate experience.

Slide 12: Key Risks / Red Flags

- Lease obligations: managing cash flow, scaling without overextending.
- Economic downturns, changing office demand trends.
- Operational challenges: maintaining quality at scale.

Slide 13: Financials & Projections

- Year 1 revenue: \$18M, EBITDA positive at \$2M.
- Year 2: \$68M revenue, 35 locations.
- CAC: \$700/member; LTV: \$4,800.

Slide 14: Funding Ask

- Raising \$45M Series B for expansion, new product dev (WeLive, WeGrow), talent.

Slide 15: Closing / CTA

- WeWork is re-imagining work for the 21st century—join us as we unlock creativity, community, and growth in every city.

Say "next" for the next company's pitch deck content (Robinhood)!