



wework®

Pitch Deck

Company overview

2010

founded in NYC

20

locations

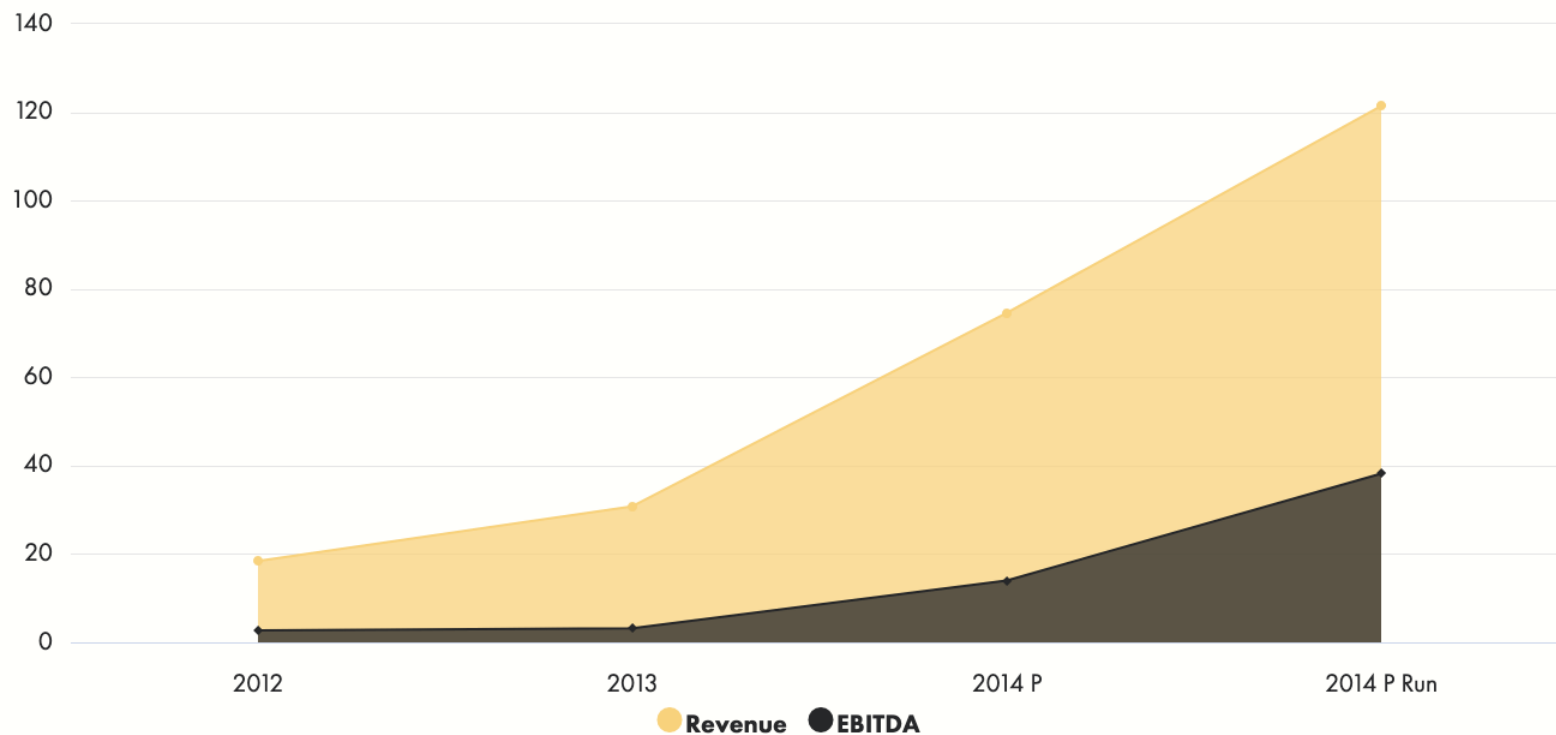
15000

members

\$628

revenue/member

financials



A photograph of a modern WeWork office space. The room is open-plan with a high ceiling, exposed ductwork, and large windows. In the foreground, there's a large, dark leather sectional sofa with a striped blanket draped over it. Several people are sitting on the sofa, some looking at laptops. To the right, there are more people sitting at small tables, some working on laptops. The background features wooden paneling on the walls and a sign that reads "WEWORK C Fidi NEW YORK CITY". The overall atmosphere is professional yet relaxed.

space as a service

wework

what we do

We create working and living spaces that are responsive to the productivity needs and stylistic preferences of today's mobile, creative workforce. We are the only organized, global, well-capitalized provider of Space as a Service Model.



millenials are redefining the workforce

Empowered by technology, the rising generation has new needs and behaviors.



Tech enabled



Entrepreneurial



Community



Sharing

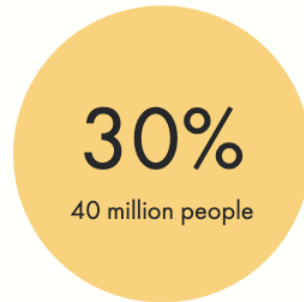
The image shows a bright, modern office space. In the foreground, there are several wooden tables with teal-colored metal frames. Orange leather chairs are tucked under the tables. The background features a wall with light green paneling and a large window that looks out onto a city street. A cluster of five large, white, cloud-shaped pendant lights hangs from the ceiling. The overall atmosphere is clean, professional, and collaborative.

Work is changing

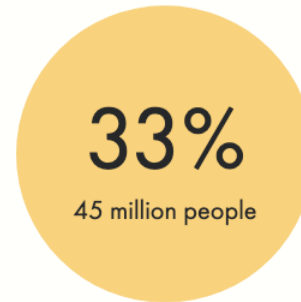
wework

Independent workforce as % of total US workforce

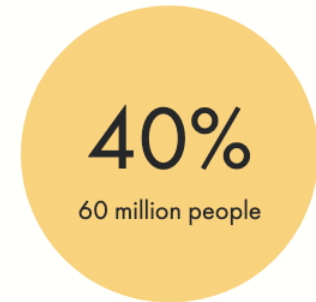
Freelancing and small business formation is surging and projected to accelerate.



2008

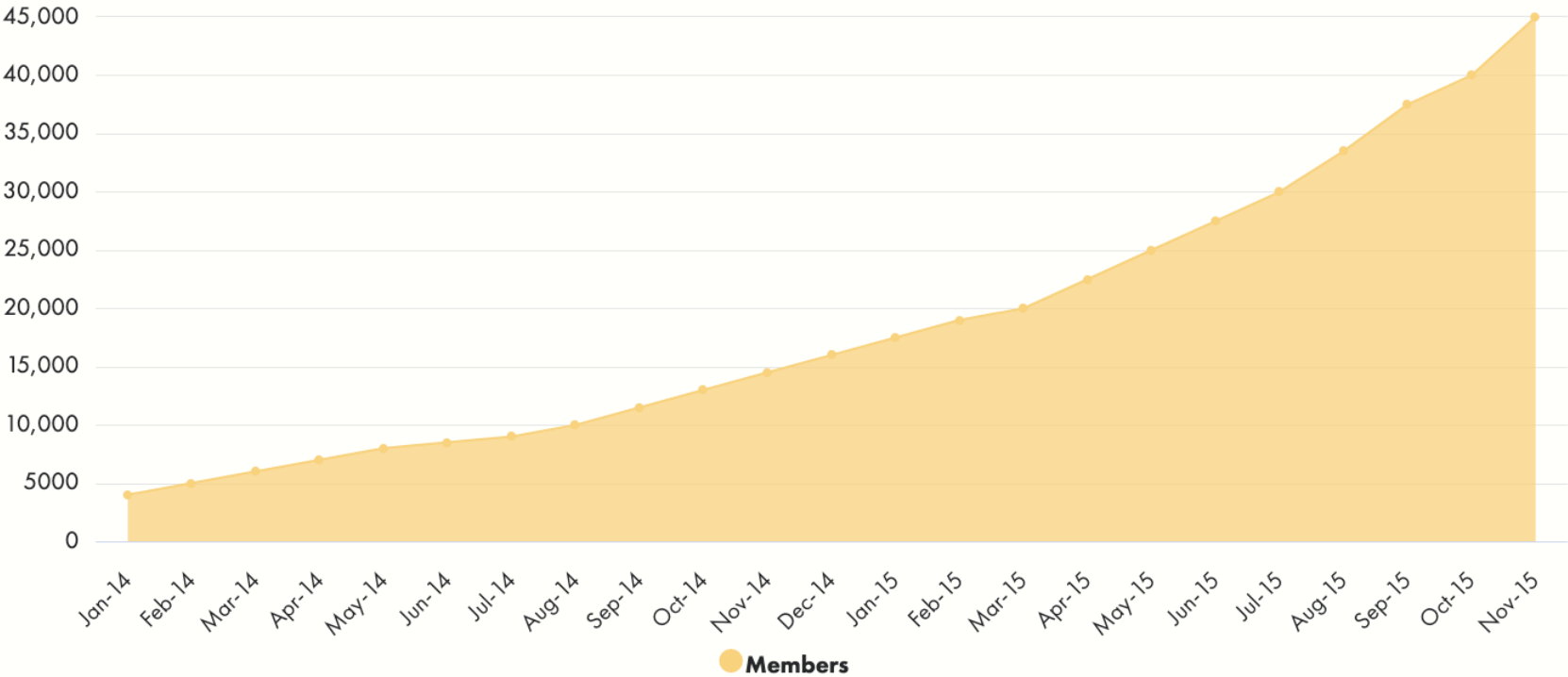


2014



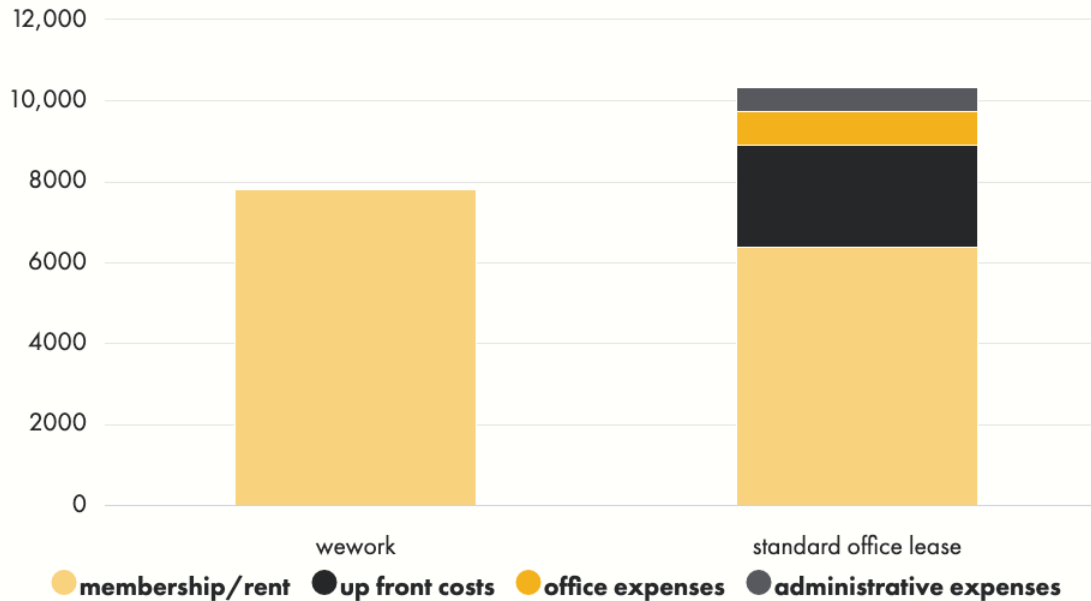
2020

growing rapidly



Top line growth is accelerating due to a robust pipeline and rising per member revenue.

compelling value proposition



25%
savings

In addition to substantial convenience and network value. Wework offers meaningful financial services compared to the alternative.

leadership & vision



Adam Neumann

Co-Founder & CEO

Past experience

Co-Founder of Egg Baby, Green Desk
and Big Tent



Michael Gross

CFO

Past experience

CEO of Morgans Hotel Group, Investor
with The Yucaipa Co & Capital Advisors



Kabul Srivastava

CPO

Past experience

GM (Flickr) and VP Comms, Yahoo!
Founder and CEO Tomfoolery

leadership & vision



Miguel McKelvey

Co-Founder & COO

Past experience

Co-Founder of Green Desk, Versatation,
Baby



Kirsten Nevill-Manning

CPO



Lew Frankfort

Advisor

Past experience

Executive chairman and CEO Coach.inc

board of directors



Adam Neumann
WeWork



Bruce Dunlevie



Steven Langman



Lew Frankfurt