 2018-07-27

**Competitor Deal Engagement Overview**



WeWork

**Investment Themes Overview**

**Acquisitions (10)**

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| **Theme** | **Company** | **Links to News Articles** |
| EduTech | MissionU | WeWork acquires MissionU to boost education ambitions |
| Shared Workspace | NakedHub | WeWork confirms deal to buy Naked Hub, one of its main competitors in China |
| Digital Marketing | Conductor | WeWork acquires SEO and marketing company Conductor |
| Membership Software | Meetup | WeWork Buys Meetup to Bring People Together Outside of Work |
| EduTech | Flatiron School | WeWork acquires Flatiron School |
| Digital Marketing | Unomy | WeWork acquires Israeli startup Unomy to boost its enterprise sales efforts |
| Shared Workspace | Spacemob | In its push to compete in Southeast Asia, WeWork is pouring a (brand-new!) $500 million into the region |
| Construction Company | Fieldlens | WeWork has acquired venture-backed Fieldlens |
| Digital Sign-in System | Welkio | WeWork?s second acquisition is Welkio, a digital sign-in system for offices |
| Building IT consultancy | CASE | As WeWork Acquires CASE, the Future of Office Design May Start Today |

**Investments (5)**

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| **Theme** | **Company** | **Links to News Articles** |
| Hospitality | Hargol FoodTech | The first time I tasted grasshoppers was also the first time I ever touched one,? remembers Dror Tamir, co-founder and CEO of Hargol FoodTech?the world?s first commercial grasshopper farmer. |
| Surfing | The Wing | Last week, we learned that WeWork invested in a wave pool company dedicated to artificial surfing. |
| Female-only co-working space and social club | The Wing | WeWork leads $32 million funding round for The Wing |
| Media Platform for Veterans | Victor Tech Inc | Young Innovators: Victor Gutwein of M25 Group |
| Women only Technology Boot Camp (Coding) | Brave Initiatives | With $72K in Funding from WeWork, Brave Initiatives Expands Its Code Bootcamps for Girls |

**Partnerships (0)**

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| **Theme** | **Company** | **Links to News Articles** |
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**Look Forwards (15)**

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| **Theme** | **Company** | **Links to News Articles** |
| Commercial Real Estate |  | co-working firm wework expands footprint to victory park location |
| Commercial Real Estate |  | wework is using user data to chart their meteoric expansion |
| Commercial Real Estate |  | wework competitor swivel raises $4.75 million seed round to grow its platform, expand into new ... |
| Commercial Real Estate |  | wework once again expands nyc footprint |
| Commercial Real Estate |  | wework continues denver expansion into wells fargo center |
| Commercial Real Estate |  | wework introduces retail concept wemrkt |
| Commercial Real Estate |  | co-working giant wework expands into brisbane |
| Commercial Real Estate |  | wework introduces retail format for its members |
| Commercial Real Estate |  | WeWork says Dublin ?obvious choice? for expansion |
| Commercial Real Estate |  | As WeWork expands globally, so does its revenue |
| Commercial Real Estate |  | WeWork opens third Portland location, eyes eastside expansion |
| Commercial Real Estate |  | How a luxury brokerage is using WeWork to expand across LA |
| Commercial Real Estate |  | In its push to compete in Southeast Asia, WeWork is pouring a (brand-new!) $500 million into the region |
| Commercial Real Estate |  | convene ceo on expansion plans, taking on wework |
| Commercial Real Estate |  | wework rival raises $152m for expansion |