

wework

**BOMA**

1/12/17

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# WHAT IS WEWORK?

WeWork provides small businesses, startups, freelancer, and large enterprise clients with the workspace, community, and services they need to make a life, not just a living.

Since logistics of space are cared for, members are able to focus on what's important: creating their life's work.



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# OUR STORY



In May 2008, Adam Neumann and Miguel McKelvey founded Green Desk. Within the first weeks, they felt that this idea of coworking had the potential to be more than just shared office space. It could be a community. A year later? WeWork was born.

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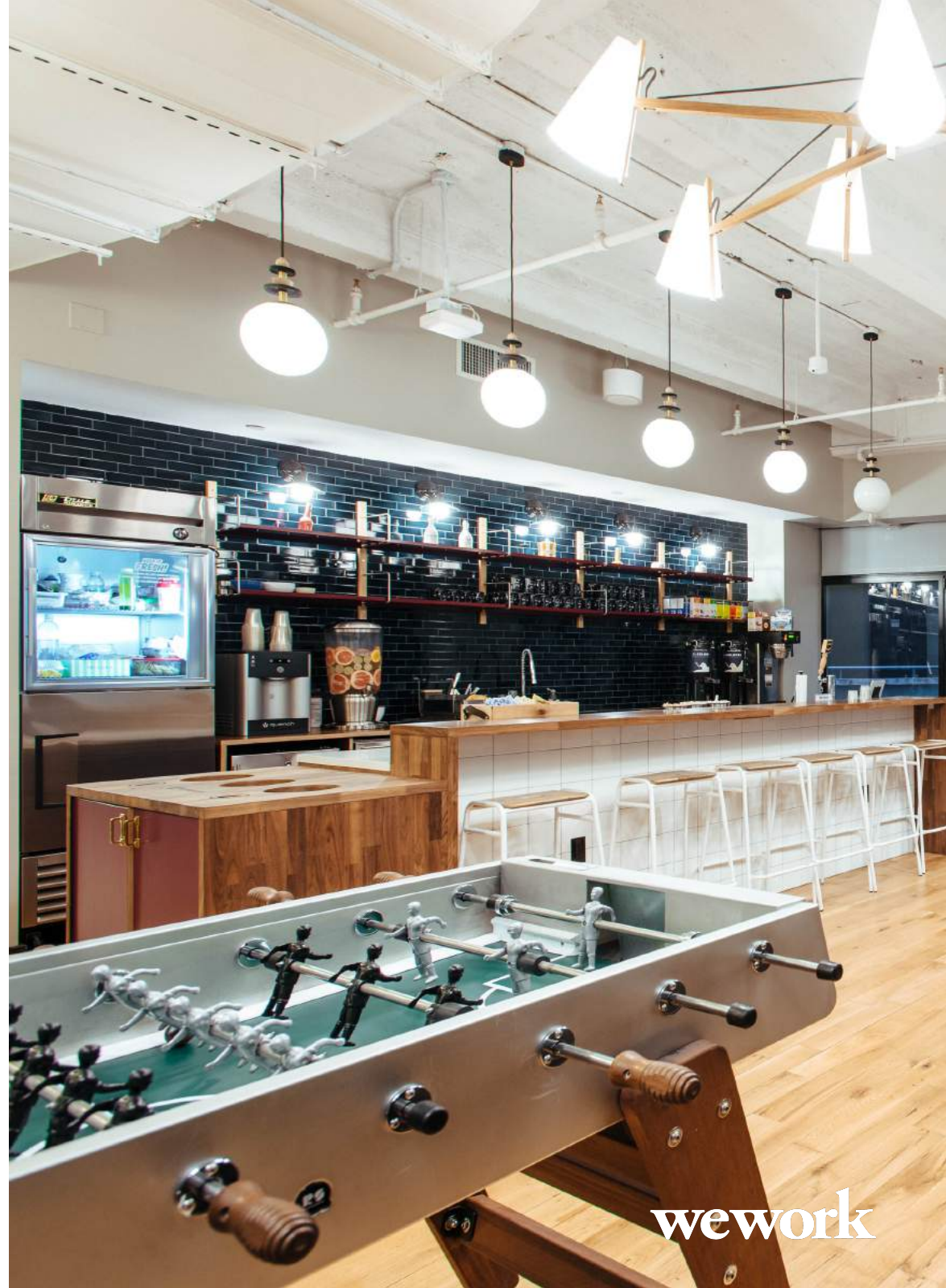
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# OUR MISSION

WeWork is much more than a coworking space; it's a community of creators with thousands of members.

What makes WeWork the ultimate platform for creators?

- Physical and virtual offerings
- Weekly events
- Personalized support
- Flexibility
- Access to thousands of other members globally



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# OUR VALUES

## Inspired

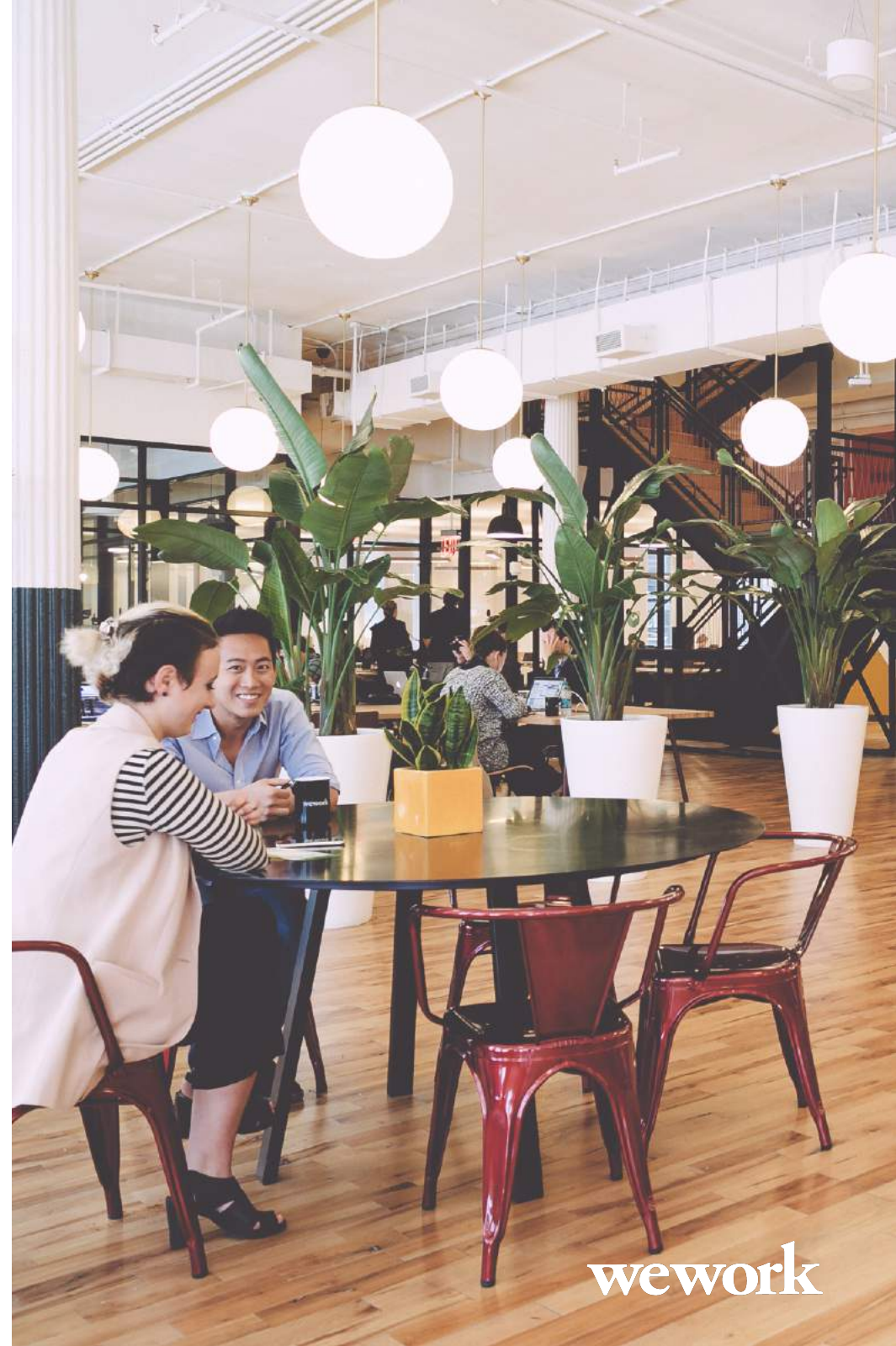
- We do what we love and are connected to something greater than ourselves

## Together

- We are in this together
- This is a team effort
- We have empathy, we know we're all human, and know we can't do any of this alone

## Entrepreneurial

- We are creators, leaders, and self-starters
- We try new things, we challenge convention, and we're not afraid to fail



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# OUR VALUES

## Authentic

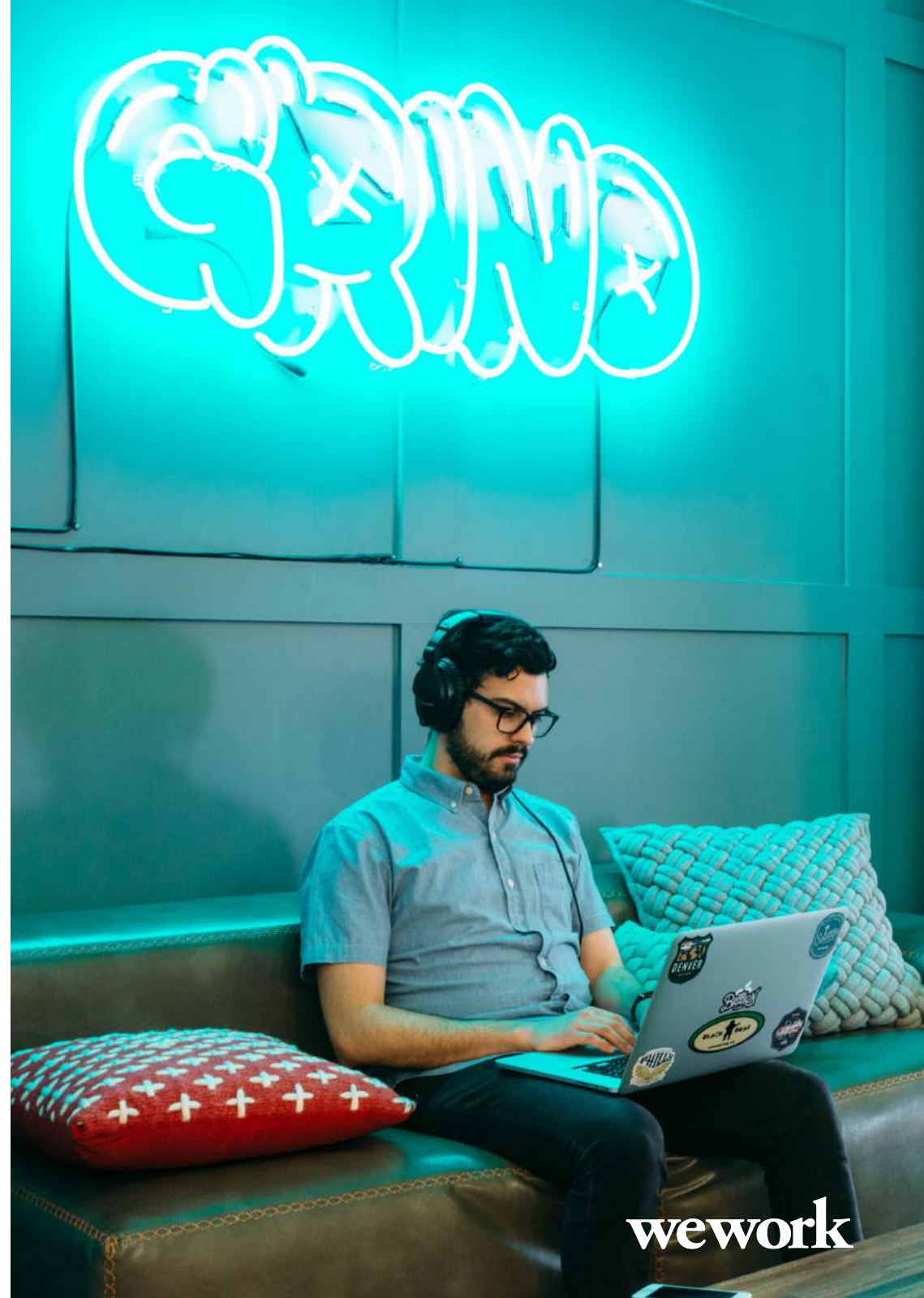
- We are genuine to our brand, mission, and values
- We're not perfect, and we don't pretend to be
- However, we are always honest and as transparent as possible

## Tenacious

- We never settle
- Be persistent and knock down walls

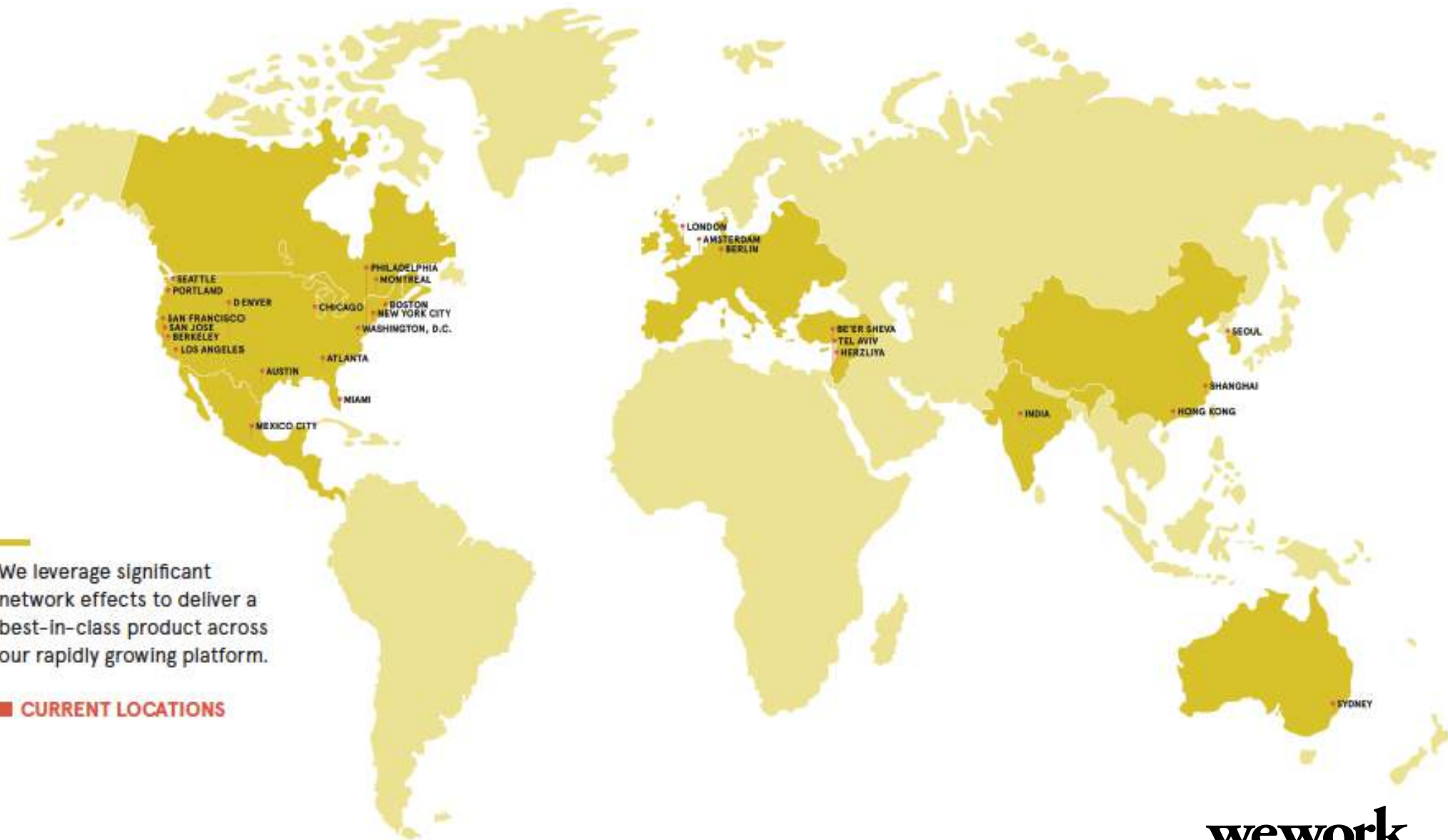
## Grateful

- We are grateful to each other, our members, and to be part of this movement
- We don't take success for granted
- We're happy to be alive



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# A GLOBAL COMMUNITY



We leverage significant network effects to deliver a best-in-class product across our rapidly growing platform.

■ CURRENT LOCATIONS

# WEWORK IN 2016

**18** New Cities

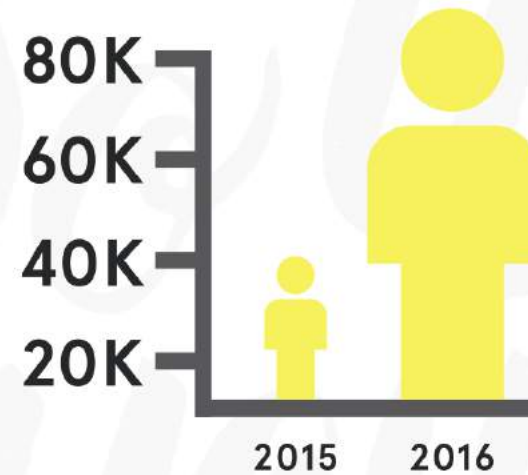
Be'er Sheva | Arlington | Montreal | Astoria | Denver

Berlin | Pasadena | Atlanta | Philadelphia | Irvine

Shanghai | San Jose | Seoul | Hong Kong | Mexico City

Sydney | Long Beach | San Diego

**6** New Countries



IN 2016, THE NUMBER OF MEMBERS MORE THAN **DOUBLED**

( ALSO )

**2X**

BUILDINGS  
CITIES  
COUNTRIES



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# OUR SPACES



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# OUR SPACES



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# HOSPITALITY OF BUSINESS



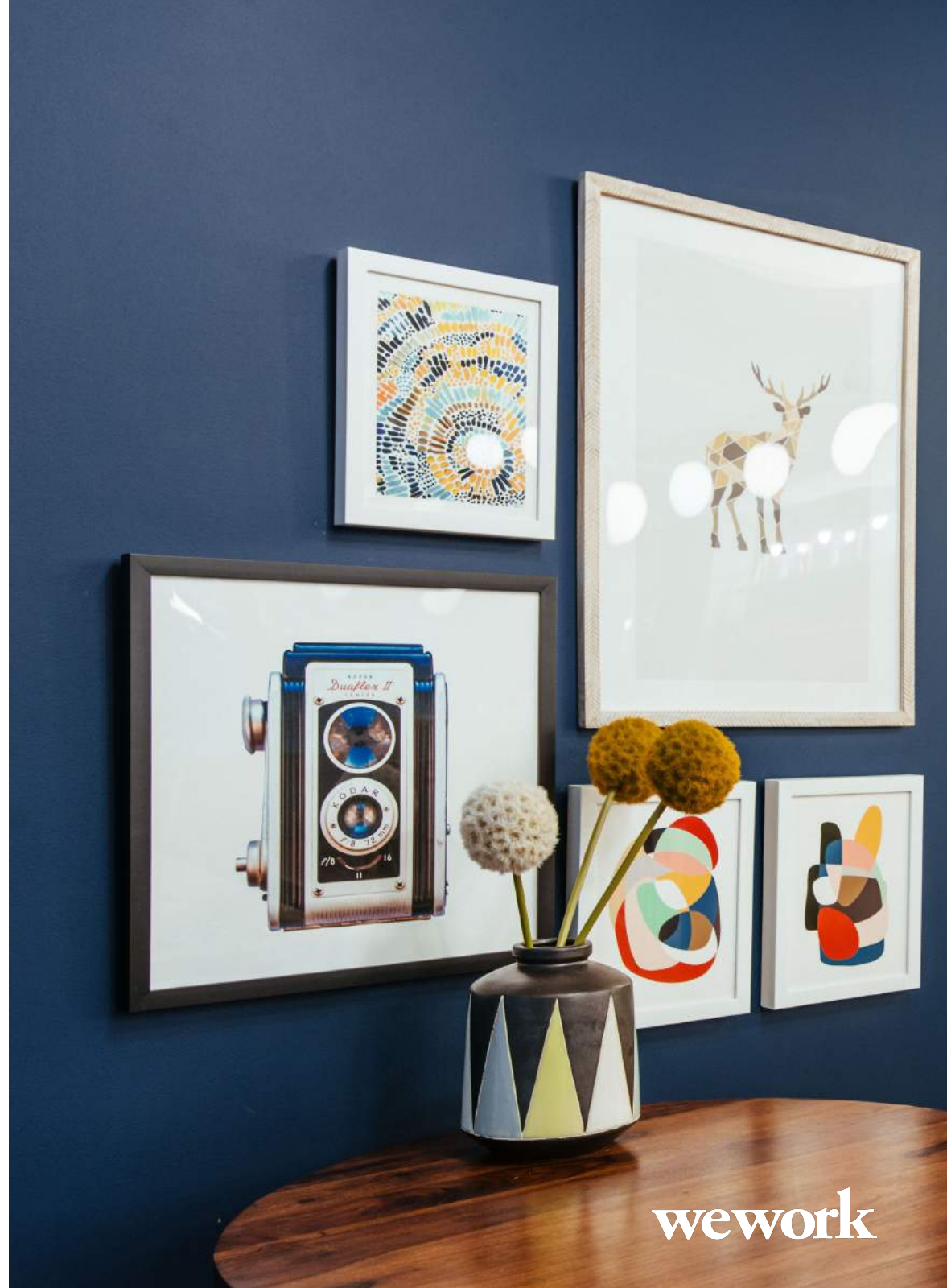
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# HOW DO WE OPERATE

## ASSETS

- Physical locations in 5 continents
- Robust proprietary software to enhance data-driven design and management of spaces
- Deep in-house expertise across architecture, data science, design, construction, legal and finance



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# OUR STRUCTURE

1 HQ - 1 executive team

7 regions

- New York (Tri-State)
- East (North America)
- West (North America)
- South (North America)
- Latin America
- EMEA
- Asia-Pacific

6 major departments

**CULTURE**

**FINANCE**

**DIGITAL**

**PRODUCT**

**COMMUNITY**

**REVENUE**

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# LEARNING MENTALITY



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# ENTREPRISE

Corporations around the world have immersed themselves in the WeWork community to expand their global footprint, connect with today's workforce, and innovate the ways in which they do business. Here are a few larger members currently using WeWork:



[vimeo](#)

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# OUR OFFERINGS



## PRIVATE OFFICE

Whether you're looking for a one-person office or need space for a 100-person team, our enclosed, lockable offices provide all the benefits of membership, plus an added sense of privacy. You can access your space 24/7, and things like Internet, cleaning, utilities, printing, and conference room credits are included in the membership. Offices are furnished with desks, lamps, chairs, and filing cabinets.



## DEDICATED DESK / HOT DESK

Hot desks give you unlimited access to any available workspace in the location of your choice, while dedicated desks give you unlimited access to your own workstation. Both options include all of the benefits of a membership, such as printing and conference room credits.



## WE MEMBERSHIP

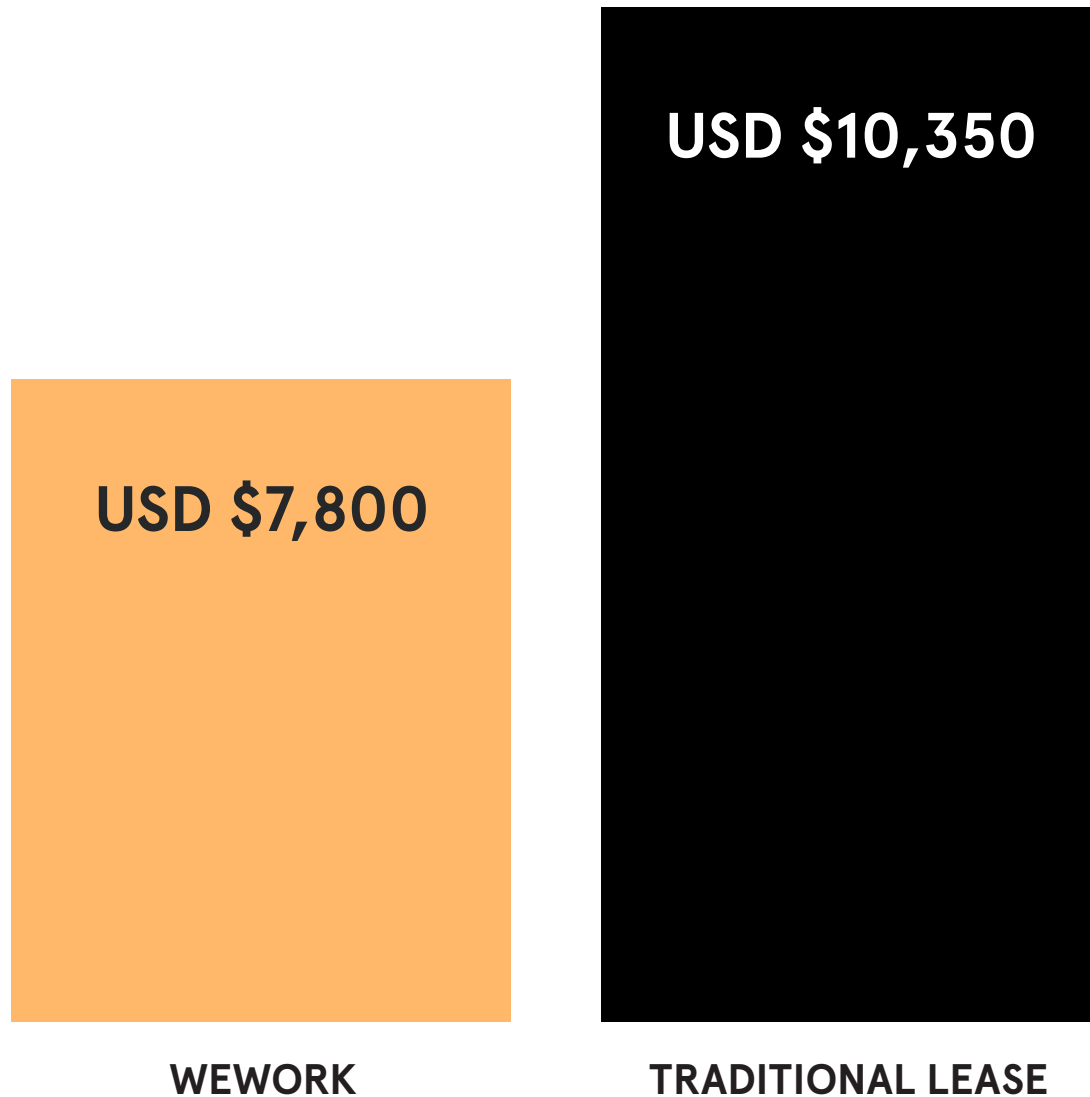
Membership includes access to all of our services and amenities and enables you to book daily workspace and hourly meeting space in locations around the world. Mail and package handling can be added for an additional cost.

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# TRADITIONAL LEASE vs. WEWORK



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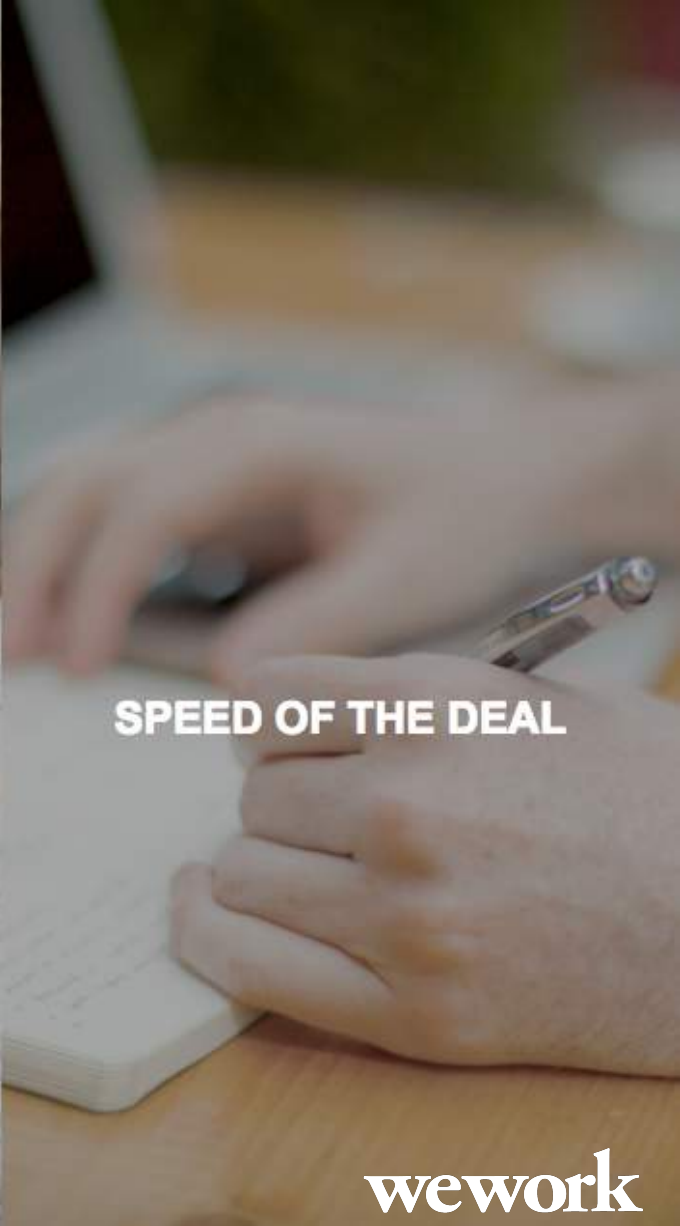
# WHY PARTNER WITH US



**COST SAVINGS TO  
THE CLIENT**



**COMPETITIVE  
COMMISSION**



**SPEED OF THE DEAL**

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# EVENTS

Events are an essential part of the WeWork experience.

Host office hours (one-on-one sessions that connect industry leaders and investors to other member companies), plan a Happy Hour to organically engage with potential clients, or host your next sales and marketing event.

With free event space and tons of potential attendees, the event opportunities are endless. Plus, get access to exclusive annual WeWork events, including Summer Camp and our Halloween Party.



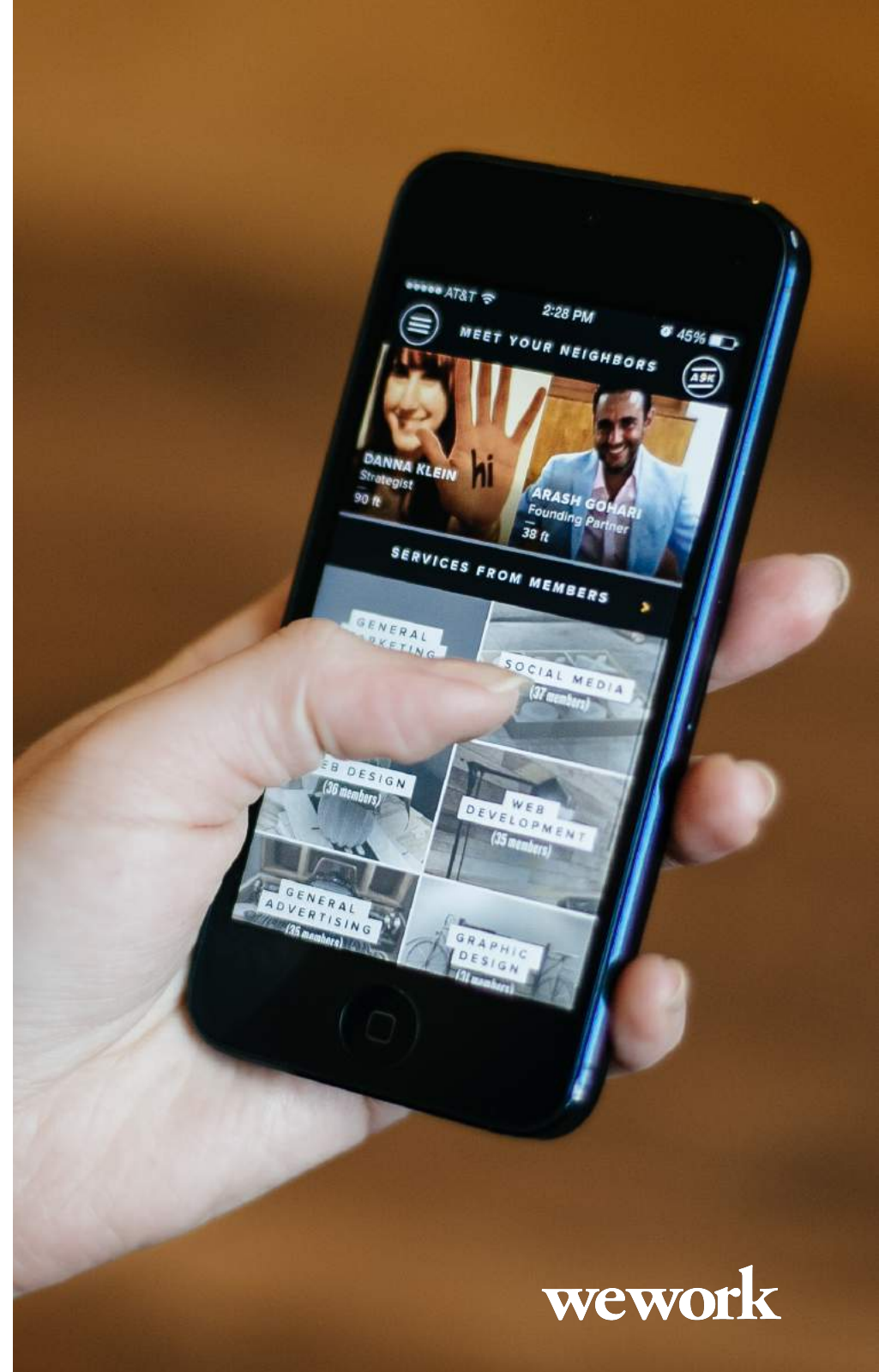
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# OUR APP

## TAP INTO THE COMMUNITY

Easily interact with your location:

- Receive important updates from your community team
- Find experts to help you grow your business
- Register your guests
- Book conference rooms
- File support tickets
- Purchase items from the Honesty Market
- Find and RSVP to events
- And more!



# BROKER PROGRAM & REFERRAL

NEW AGREEMENT			
Commitment of a year or more	1-12 months	12 MONTHS UPFRONT	10% monthly
	13-24 months		2% monthly
	25-36 months		2% monthly
Commitment under a year	1-11 months	3 MONTHS UPFRONT	10% monthly
Month-to-month	1-12 months	3 MONTHS UPFRONT	10% monthly
AGREEMENT RENEWAL			
Any commitment	1-12 months		2% monthly
EXPANSION			
You will receive an additional fee on your client's new desks with the same "New Agreement" terms. e.g. if your client increases from 2 to 6 desks, you will receive an additional fee on 4 desks.			

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# MONTREAL



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# PLACE VILLE MARIE



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# L'AVENUE



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