

worka

Worka creates
a smarter working
world for everyone.



TIM RODBER

Chief Executive
Officer, Worka



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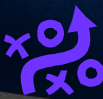
What is Worka?



The largest independent global marketplace for flexible workspace.



Unrivalled market data, advice, technology and services for the office industry.



Helping businesses solve the hybrid working challenge and space providers bring flex product to market.

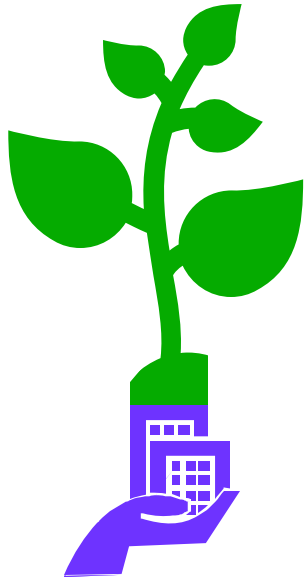
What's the problem?



The Office Industry



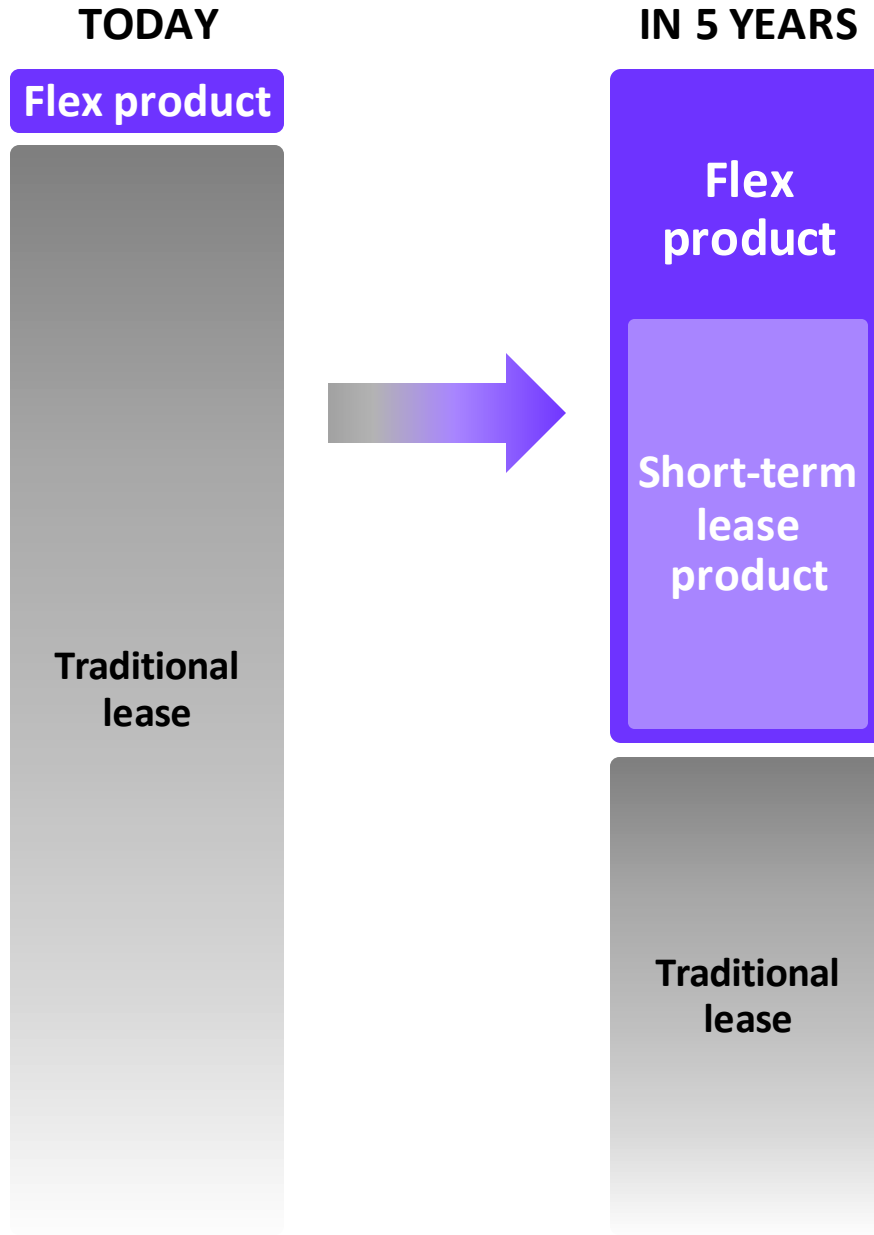
What's the problem?






The Office Industry



The office industry is changing...



-  Long leases aren't agile!
-  Slow and difficult
-  Lacking transparency

40k ↗ 80k

shared flex
centres globally

20 – 30%

of workspaces forecast
to become hybrid

~\$2tn

hybrid workspace
opportunity

Worka... what we do

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CONNECTED MARKETPLACE



The largest flex marketplace connecting **businesses** and their **employees** to **40k+ flex spaces** across **170 countries** and **5,500 cities**

From **virtual offices** and **meeting rooms**, to **coworking spaces** and **private offices**

Clients



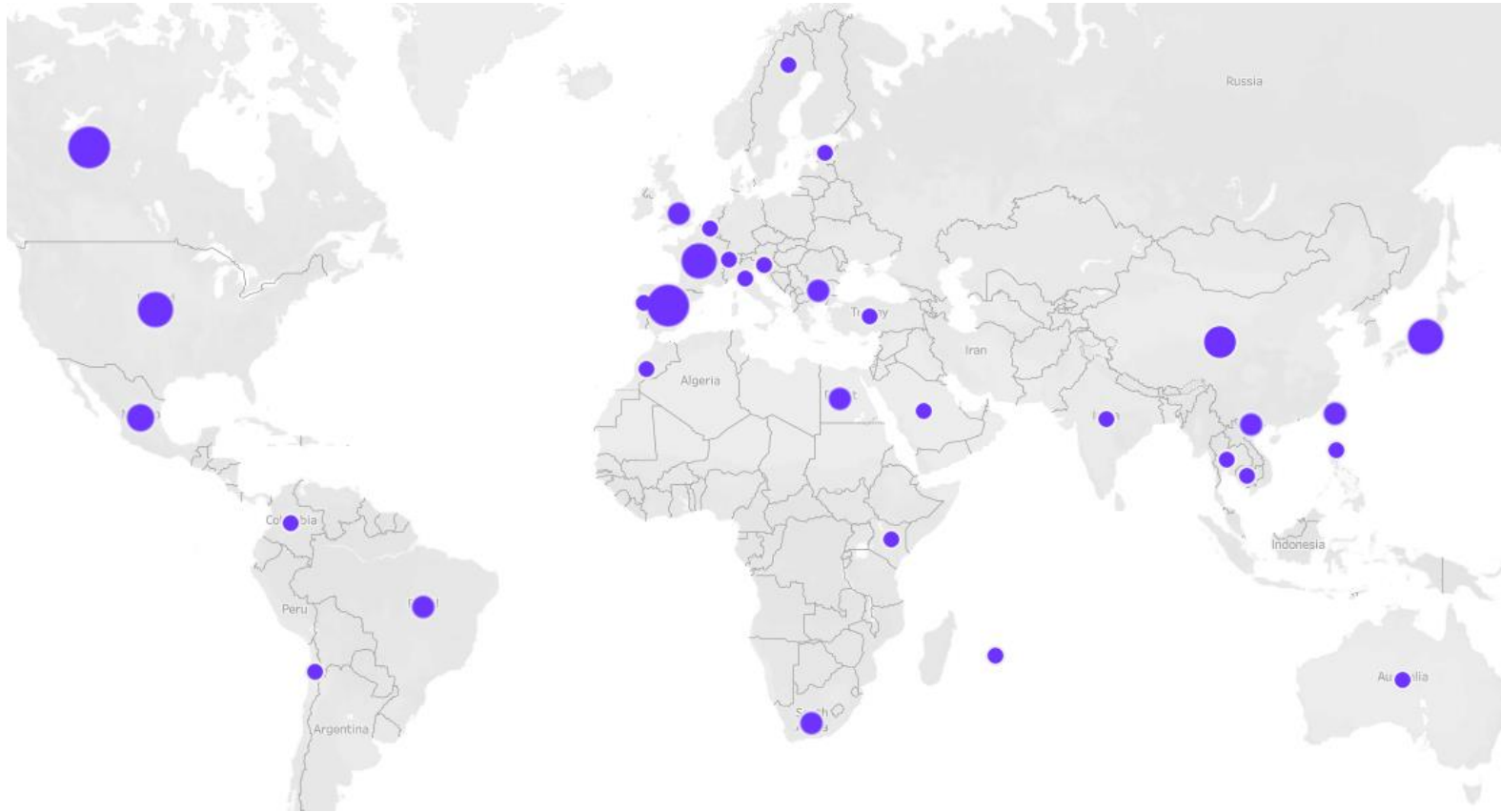
Operators



Landlords



Case study: Growth Company largest travel e-commerce platform



"My business growth is more agile using flexible workspace products"

71 Hybrid Offices

34 Countries

59 Cities

2,000 Employees

Flex Portfolio Consulting

8 Year Relationship

Worka... what we do

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SERVICES



Managed
offices



Portfolio
Management



Flex Office
Services



The Managed Office **productises the lease** for landlords and clients: short-lease dedicated spaces on time and on budget

Portfolio Management to transition portfolios from long leases to flex

Flex Office Services to **open new locations for operators and landlords for single or shared occupancy faster**

Clients



Operators

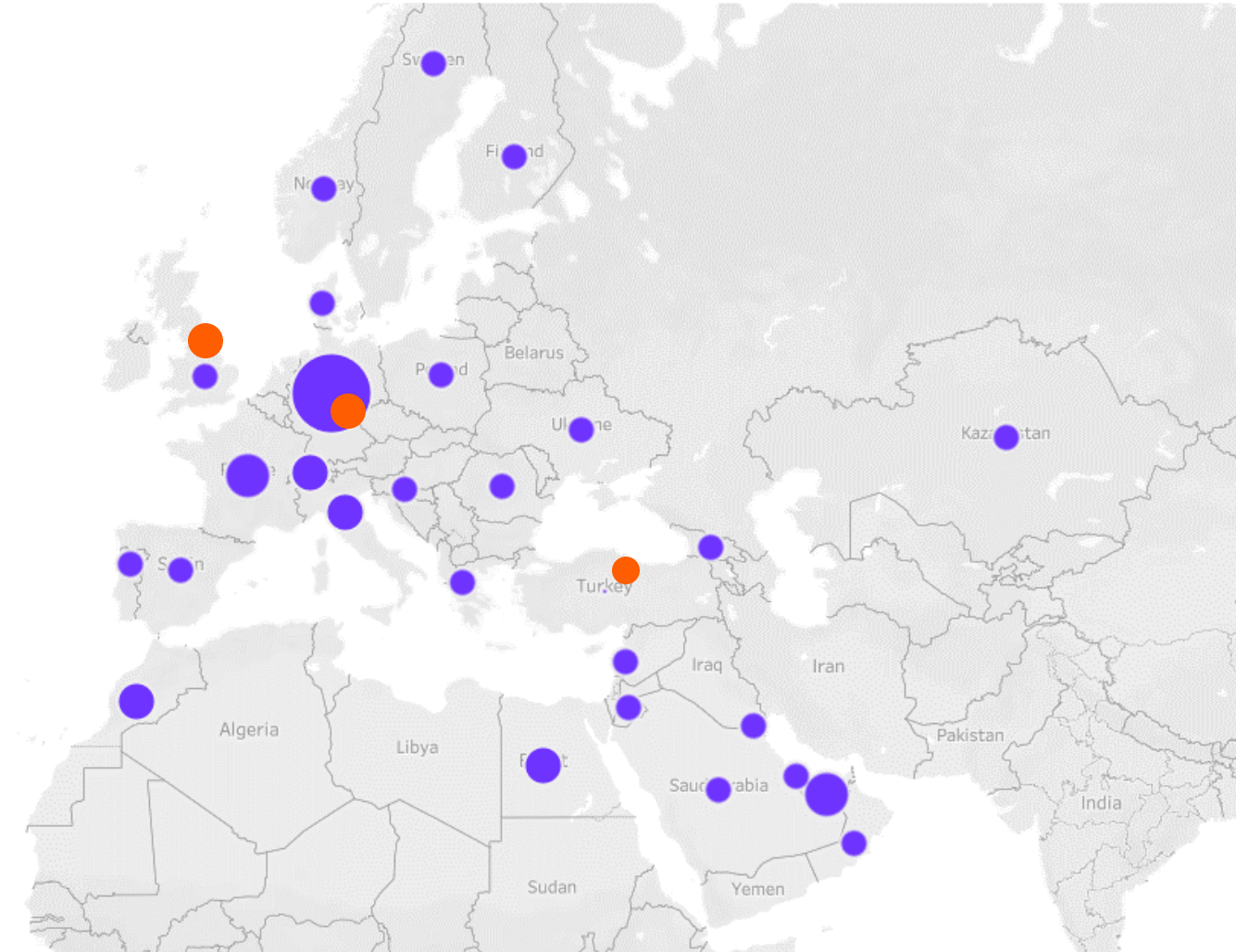


Landlords



Case study: Company transitioning to flex

Top 5 Big Tech



“My space, where I want it, on time, on budget”

42 Hybrid Offices

5 Managed Offices

30 Countries

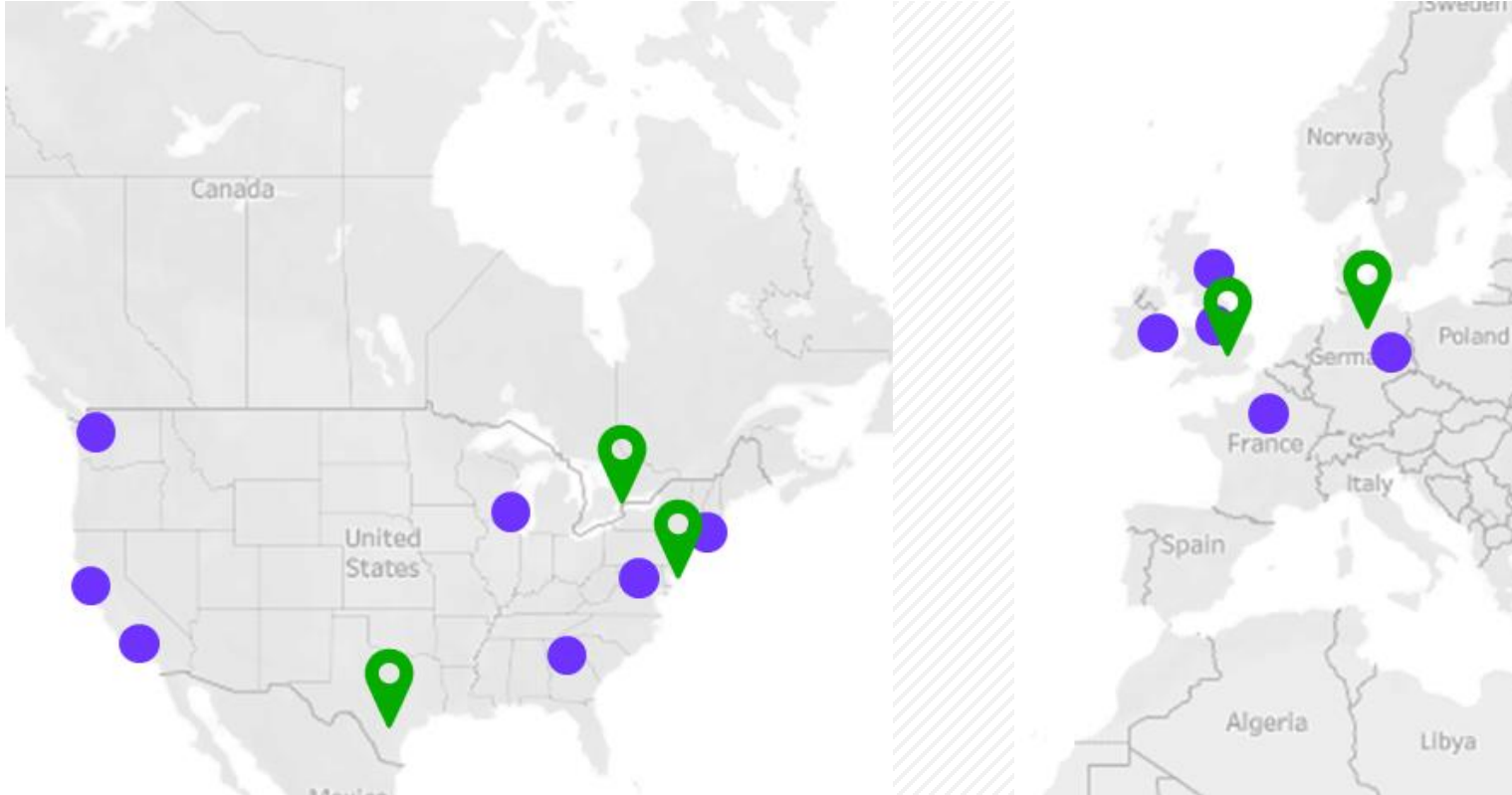
5,000 Employees

Workplace strategy and sustainability advice

10 Year Relationship

Case study: Landlord monetising flex

Global Landlord



“Turn my vacant space into revenue-generating flex product”

5 Locations piloted 📍

54 Spaces in pipeline ●

6 Countries

6m sq ft

Worka... what we do

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DATA, CONSULTING AND SUSTAINABILITY



The industry's leading data platform

Market leading corporate real estate consultancy

Market leading sustainability practice

Clients



Operators



Landlords



Case study: Sustainability Index



"I want to prove to my clients that my spaces operated more sustainably"



**15th September
'23**

launch date



**3,000
workplaces
(adding +200 per
month)**



**816,127
desks**



**63,631,151
sq ft**

Investing in our right to win

1



Global Scale

- | Opening up an **unprecedented global liquidity pool**
 - | Adding **1,000 new flex locations** per month
 - | **600 experts** around the world
 - | **New markets** in 2023
- Completed acquisitions



2

Depth of Capability

- | **100 new locations** per month contributing data to  **coworkintel**
- | Adding **200 locations** per month to the Sustainability Index 
- | **Upgrading our tech platform:** partner portal, global payment engine, improved interfaces for corporates, consumers and operators, new marketplace product worka.com



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Leading Industry Partner

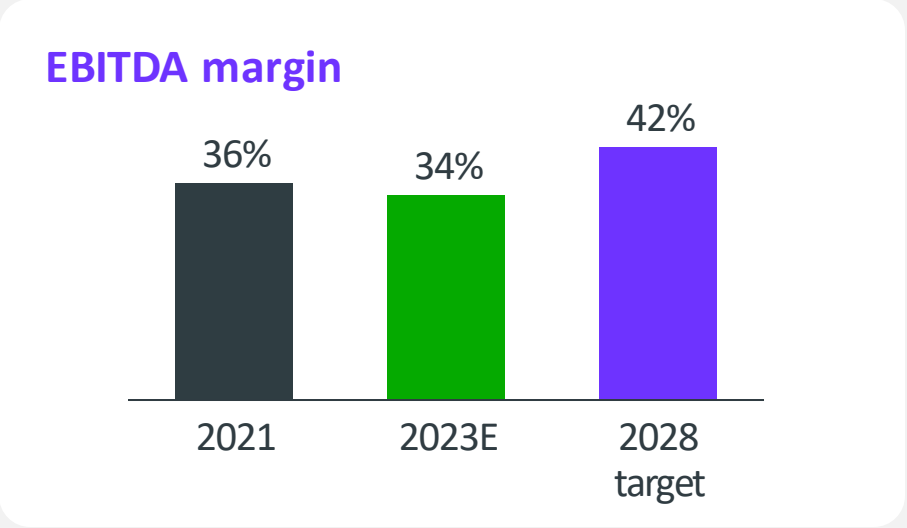
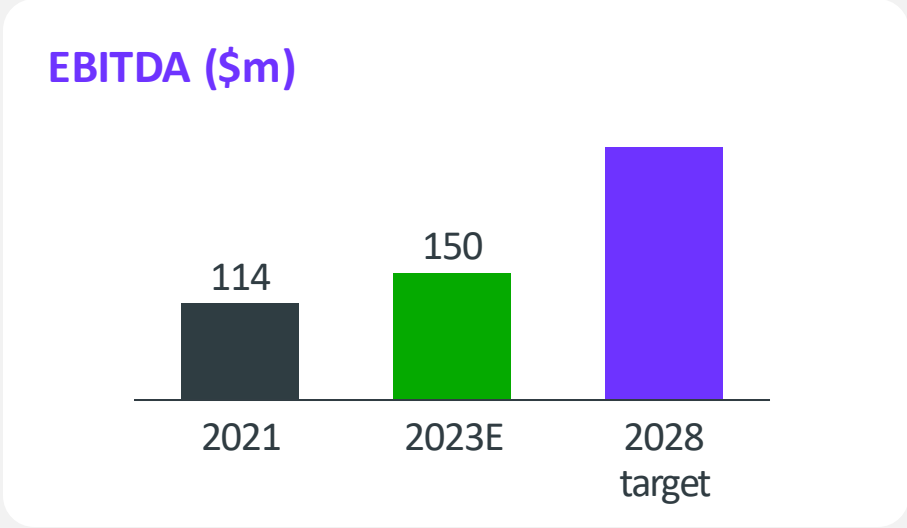
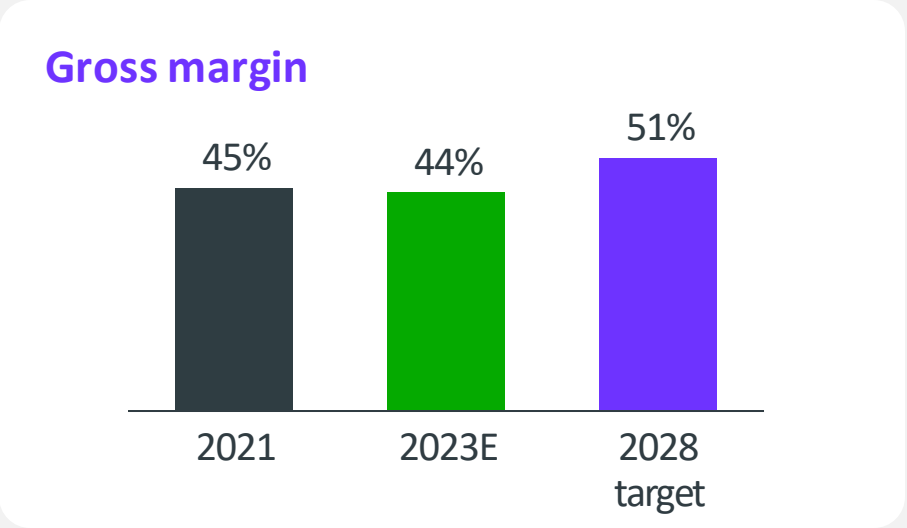
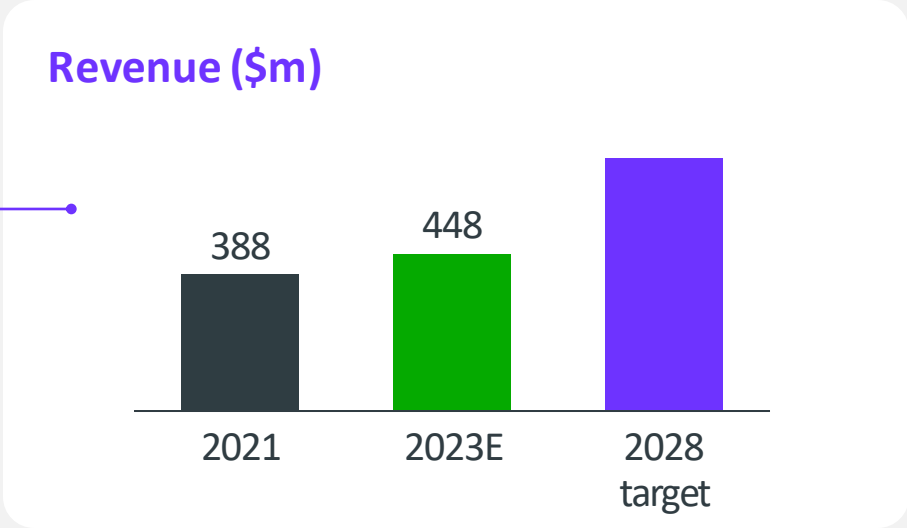
- | Capturing larger corporate portfolios: **top 50 key accounts** continue to grow
- | **40% of Fortune 500** and **52% of FTSE 100** have worked with us
- | Serving over **300k businesses** of all sizes every year
- | **25k+ operators and landlords** given access to more products and services
- | **New landlord locations** adding flex product with Worka each month



Robust financial performance

\$2tn

hybrid workspace
opportunity



Source: 2023e = internal company forecasts

A smarter working world for everyone: hybrid working meets flex office product

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Employees

I get more choice and a better workspace experience



Businesses

Greater business agility, an engaged workforce in a hybrid working world, better value for money



Flex operators

I can grow faster



Landlords

I now run flex to monetise the voids

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