



Launched in 2017, WeWork India is a leading premium flexible workspace operator in the country and has consistently been the largest player by revenue over the past three fiscals. The company provides high-quality, flexible office solutions catering to enterprises, SMEs, startups, and individuals, offering scalability and cost efficiency across client segments. Its portfolio is predominantly leased in Grade A office spaces, with ~94% (7.07 million sq. ft.) housed in top-tier developments, designed, built, and operated to global standards. This positioning enables WeWork India to combine premium infrastructure with flexibility, aligning with the evolving needs of India’s modern workforce.

Investment Rationale:

Strong Brand Recognition, Premium Positioning, and Strategic Growth:

- Leading flexible workspace brand in India with 4x search volume vs. closest competitor.
- Premium locations, modern amenities, scalable workspaces, and tech-enabled infrastructure.
- Access to WeWork Global network attracts multinational clients.
- Expanded from 35 mn sq. ft. (FY20) → 88 mn sq. ft. (FY25) across Tier-1 cities, ~80% in 28 key clusters.
- Strategic landlord partnerships drive better leasing, visibility, and scale.
- Focused Tier-1 and new city expansion to boost occupancy and revenue growth.

Strong Strategic Backing from Embassy Group and WeWork Global:

- Embassy Group backing: premium assets, enterprise tenants, execution & financing support.
- Strategic leases: 1.36 mn sq.ft. across Embassy Group & REIT.
- WeWork Global partnership: exclusive India license, 600+ locations, global client access.

Premium Grade-A Portfolio and Strong Developer Partnerships:

- 94% of 7.07 mn sq. ft. in Grade-A properties across Tier-1 cities.
- Prime locations in business districts, tech parks, and key hubs.
- Partnerships with top developers (DLF, Prestige, NESCO, Embassy Group) secure favourable leases.
- Diversified landlord base: 15% Embassy REIT, 2.6% Embassy Group.
- Weighted average lease tenure 8.5 yrs; remaining lock-in 10 months; rent-free >5 months.
- Locked-in membership fees ₹21,045 mn vs. rent cost ₹8,852 mn (multiple 2.4x).

Comprehensive Product Suite and Innovative Workspace Solutions:

- Wide-ranging solutions: enterprise suites, managed/private offices, co-working, hybrid digital, flexible leases.
- Flexible booking/scaling via WeWork app; bespoke, multi-location solutions.
- Recent innovations: All-Access & Virtual Office (FY23), Zoapi (FY23), WeWork Workplace (FY25); WWI app Q3 FY26.
- Value-added services (parking, meeting rooms, catering, printers) contributed 9.7–11.8% of revenue, above industry average.
- Targeting GCC clients with scalable, tech-enabled offices; leverages India’s 2,975+ GCC units (FY24).

Consistently growing high-quality, diverse and sticky member base:

- 87,247 members across enterprises, MNCs, startups, and individuals in Grade-A locations.
- 34-58% of desks from existing member upgrades; Net Membership Fees grew 32.5% CAGR to ₹43,061 million.
- Serves top global enterprises including JP Morgan, Amazon Web Services, and Uber.
- Enterprise clients contributed 76% of revenue in FY25, while non-enterprise clients contributed 24%, reflecting a balanced customer base.
- Technology leads Net Membership Fees at 34%, followed by Finance at 15%.
- Top 10 clients account for only 23% of revenue, highlighting a diversified member base.

Strong Financial Growth Backed by Efficient Capex and Desk Utilization:

- Revenues grew from ₹13,145 Mn (FY23) to ₹19,492 Mn (FY25) with expansion from 43 to 65 centres across 6-8 cities.
- EBITDA rose to ₹12,379 Mn with margin improvement to 63.5%.
- PAT turned positive to ₹1,282 Mn in FY25 with a 6.6% margin.
- Outperformed peers: 1.42x higher operational revenue and 2.45x higher adjusted EBITDA.
- Portfolio-level revenue-to-rent multiple of 2.7 vs. industry average 1.9-2.5.
- Capex per desk declined from ₹160,648 in FY23 to ₹146,786 in FY25.
- Cost per sq. ft. of leasable area fell from ₹2,610 in FY23 to ₹2,363 in FY25.

Valuation and Outlook: India’s flexible workspace market is poised for rapid growth, with stock at 82-86 million sq. ft. by FY24 expected to expand to 140-144 million sq. ft. across Tier-1 cities by FY27, reflecting an 18-20% CAGR, driven by strong absorption, demand for Grade-A offices, and rising adoption by enterprises, GCCs, and startups. Against this backdrop, WeWork India has emerged as the clear market leader with unmatched brand recognition, recording four times higher search visibility than its nearest peer, and has expanded its portfolio from 35 million sq. ft. in FY20 to 88 million sq. ft. in FY25, ~80% concentrated in 28 clusters across Tier-1 cities. Strategic partnerships with marquee developers like DLF, Prestige, NESCO and Embassy give the company access to prime assets on favourable terms. Its long lease tenures and rent-free periods ensure a secure, locked-in membership base that is 2.4x rent commitments. Its comprehensive product suite spans enterprise offices, managed and private workspaces, co-working, hybrid digital solutions, and value-added services, supported by innovations such as All-Access, Virtual Office, Zoapi, and Workplace, while GCC-focused solutions leverage India’s 2,975+ GCC units. The company has built a diversified and sticky member base of 87,247, with enterprise clients contributing 76% of FY25 revenue and top 10 clients only 23%, reducing concentration risk, while Net Membership Fees grew at a 32.5% CAGR to ₹43,061 million. Financial performance underscores leadership, with revenues rising from ₹13,145 million in FY23 to ₹19,492 million in FY25, EBITDA improving from ₹7,956 million to ₹12,379 million (margins expanding from 60.5% to 63.5%), and PAT turning positive at ₹1,282 million (6.6% margin). This is further supported by declining capex per desk (₹160,648 to ₹146,786) and industry-leading monetization (revenue-to-rent multiple of 2.7 vs. peers at 1.9-2.5), reflecting strong operational efficiency and financial resilience. We recommend subscribing to the issue as a long term investment, as WeWork India’s market leadership, expansion into new cities, deepening presence in marquee office locations, and investment in new products and technology for revenue diversification provide clear visibility for growth and profitability.

Key Financial & Operating Metrics (Consolidated)								
In INR mn	Revenue	YoY (%)	EBITDA	EBITDA %	PAT	EPS	ROE	ROCE
FY23	13145.18	67.58	7956.10	60.52	-1468.10	-11.52	-	163.78
FY24	16651.36	26.67	10,471.02	62.88	-1357.73	-10.73	-	201.73
FY25	19,492.11	17.06	12,379.42	63.51	1,281.85	9.87	-	-

Issue Snapshot

Issue Open	03-Oct-25
Issue Close	07-Oct-25
Price Band	INR 615 - 648
Issue Size (Shares)	4,62,96,296
Market Cap (mln)	INR 86847

Particulars

Fresh Issue (INR mln)	-
OFS Issue (INR mln)	INR 30000
QIB	75%
Non-institutionals	15%
Retail	10%

Capital Structure

Pre Issue Equity	13,40,23,259
Post Issue Equity	13,40,23,259
Bid Lot	23 Shares
Minimum Bid amount @ 615	INR 14145
Maximum Bid amount @ 648	INR 14904

Share Holding Pattern

	Pre Issue	Post Issue
Promoters	73.56%	39.02%
Public	26.44%	60.98%

Particulars

Face Value	INR 10
Book Value	INR 14.96
EPS, Diluted	INR 9.56

Objects of the Issue

1. Offer for sale - INR 30000 million

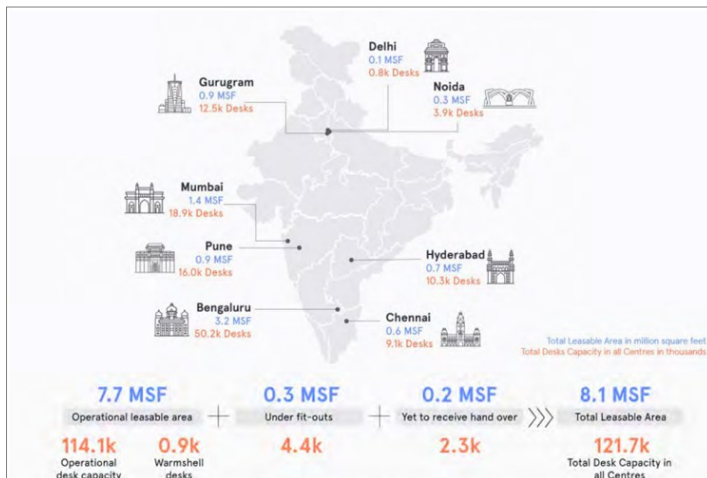
SUBSCRIBE

research@smifs.com



Launched in 2017, WeWork India is a leading premium flexible workspace operator in the country and has consistently been the largest player by revenue over the past three fiscals. The company provides high-quality, flexible office solutions catering to enterprises, SMEs, startups, and individuals, offering scalability and cost efficiency across client segments. Its portfolio is predominantly leased in Grade A office spaces, with ~94% (7.07 million sq. ft.) housed in top-tier developments, designed, built, and operated to global standards. This positioning enables WeWork India to combine premium infrastructure with flexibility, aligning with the evolving needs of India's modern workforce.

Scale & Geographic Distribution



Industry Overview:

India's organized commercial office stock stood at an estimated 883 million sq. ft. as of March 31, FY25, making it one of the leading office markets in Asia. The market is concentrated in the top nine cities - Bengaluru, Mumbai Metropolitan Region (MMR), Hyderabad, Gurugram, Chennai, Pune, Noida, Kolkata, and Delhi, in order of market size. Over the past two and a half decades, India's office stock has grown more than 20 times, from approximately 44 million sq. ft. pre-FY03 to 883 million sq. ft. in



FY25, and is forecasted to expand at a CAGR of 6.7% to 1,072 million sq. ft. by FY27. The office segment has emerged as a preferred investment class within Indian real estate, driven by strong economic growth, favourable demand-supply dynamics, investor-friendly policies, competitive costs, and availability of quality talent.

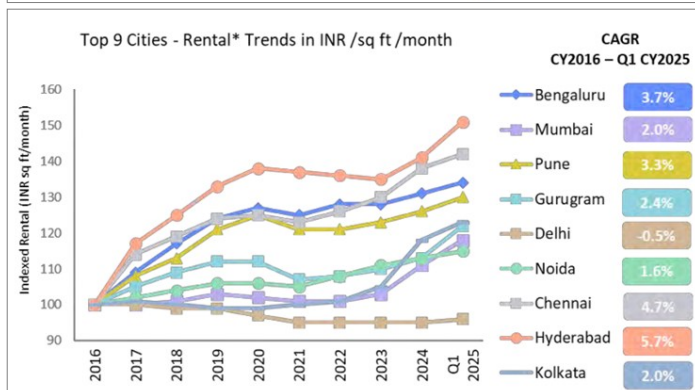
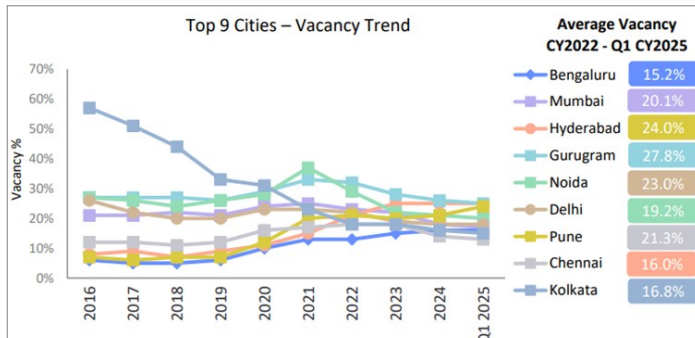
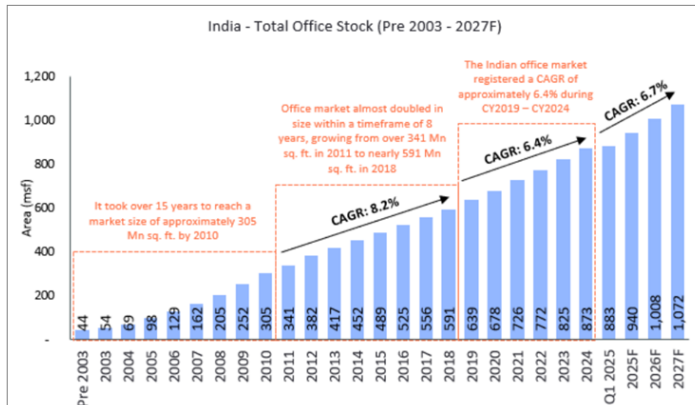
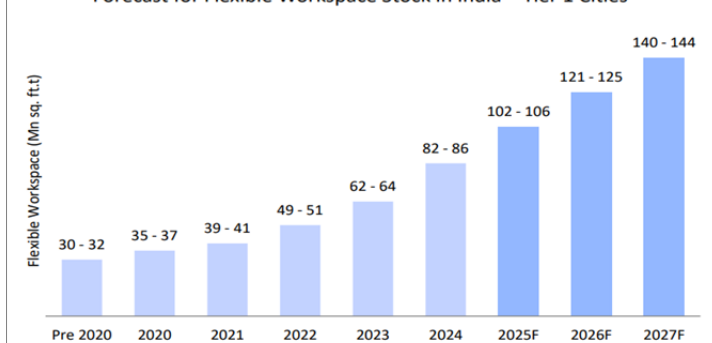
Indian Office Market - Top 9 cities

Particulars	Bengaluru	MMR	Hyderabad	Gurugram	Chennai	Pune	Noida	Kolkata	Delhi	Total
Total Stock as of March 31, 2025 (Mn sq. ft.)	233.7	152.5	137.6	93.5	89.8	85.9	47.1	27.7	15.0	882.9
Occupied Stock as of March 31, 2025 (Mn sq. ft.)	195.9	126.6	103.6	70.0	77.9	65.6	37.8	23.4	12.3	713.1
Gross Absorption during March 31, 2025 (Mn sq. ft.)	4.7	2.9	1.9	2.6	2.6	1.2	0.9	0.4	0.2	17.4
Vacancy as of March 31, 2025 (%)	16.2%	17%	24.7%	25.1%	13.3%	23.6%	19.8%	15.4%	18.0%	19.2%
Average Annual Absorption CY2017 - Q1 CY2025 (Mn sq. ft.)	16.0	7.0	9.7	6.8	6.0	5.5	3.9	1.8	0.7	57.5
Market Rents* as of March 31, 2025 (per sq. ft. / month)	93	149	74	106	85	80	61	59	200	98

Estimation of Future Additional Stock Expected in Flexible Workspace Segment

Estimation of Stock Addition - Cumulative	Current Stock (Mn sq. ft.) of Flexible Workspaces						Forecasts for stock addition (Mn sq. ft.)			
	Pre 2020	2020	2021	2022	2023	2024	2025F	2026F	2027F	
India Level Stock - Cumulative (Mn sq. ft.)	30 - 32	35 - 37	39 - 41	49 - 51	62 - 64	82 - 86	102 - 106	121 - 125	140 - 144	
India Level Stock Addition - Y-o-Y (Mn sq. ft.)	30 - 32	4 - 6	4 - 6	9 - 11	12 - 14	18 - 22	18 - 22	18 - 22	18 - 22	
Flex stock as a % share of Non-SEZ office stock. (approx.)	5% - 7%	6% - 8%	6% - 8%	7% - 9%	9% - 11%	11% - 13%	13% - 15%	14% - 16%	15% - 17%	
Flex stock as a % share of Total office stock. (approx.)	4% - 6%	4% - 6%	5% - 7%	6% - 8%	7% - 9%	9% - 11%	10% - 12%	11% - 13%	12% - 14%	

Forecast for Flexible Workspace Stock in India ~ Tier 1 Cities



TAM for Flexible Workspace Segment

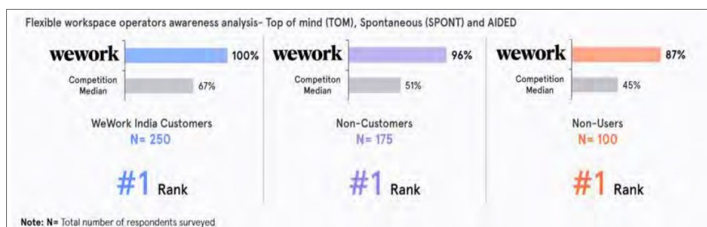
Parameters	2027F
Total Stock (Non-SEZ Office) by 2027F – Mn sq. ft.	884
Total Occupied Stock (Non-SEZ Office) by 2027F– Mn sq. ft.	735
Vacant Stock (Non-SEZ Office) by 2027F– Mn sq. ft.	149
Expected Stock of Flexible Workspace in 2027F (Tier 1)	140 – 144
Total Addressable Market for Flexible Workspace by 2027F – Mn sq. ft.	280 – 300
Total Addressable Market for Flexible Workspace by 2027F – ₹ Bn	730 – 960
TAM Calculation (₹ Bn)	
Weighted Average Rent for Non-SEZ Stock (India Level) – ₹/sq. ft./month	110
Revenue to Rent Multiple (Lower End)	1.9
Revenue to Rent Multiple (Upper End)	2.5
Total Addressable Market (Lower End) – ₹ Bn	730
Total Addressable Market (Upper End) – ₹ Bn	960

The flexible workspace segment in India has emerged as a key growth driver within the commercial office market, offering scalable, high-quality office solutions that cater to enterprises, SMEs, startups, and individual professionals. The market has grown rapidly, supported by organizations' increasing focus on hybrid work models, cost efficiency, capital optimization, and employee well-being. Flexible workspaces now account for a growing share of office stock, particularly in Tier-1 cities, and are expected to continue expanding as businesses seek agility, operational flexibility, and enhanced productivity. This trend positions the flexible workspace sector as a strategic enabler of India's evolving office ecosystem, creating significant opportunities for established operators.

Investment Rationale:

Strong Brand Recognition, Premium Positioning, and Strategic Growth: WeWork India has firmly established itself as the leading flexible workspace brand in the country, consistently outperforming peers in brand awareness, customer perception, and online search visibility, recording search volumes up to four times higher than its closest competitor between October 2023 and December 2024. Its strong recall is reinforced by premium locations in top business hubs, modern amenities, scalable workspace solutions, and technology-enabled infrastructure that cater to enterprises, SMEs, startups, and professionals alike. Members particularly value the company's responsive support staff, high-quality maintenance, and vibrant community engagement, which together foster long-term stickiness and customer loyalty.

While operations are India-focused, the association with WeWork's global network enhances its ability to attract multinational clients seeking seamless work-



space solutions. The company has strategically expanded from 35 million sq. ft. in 2020 to over 88 million sq. ft. of flexible workspace stock in Tier-1 cities by FY25, with ~80% of supply concentrated across 28 key clusters. Leveraging long-standing landlord partnerships, WeWork India secures attractive leasing opportunities and builds clusters that improve brand visibility, network density, and economies of scale. Going forward, its disciplined expansion within Tier-1 hubs and entry into new cities is expected to create a positive flywheel effect driving higher occupancy, stronger monetization, and sustained revenue growth.

Strong Strategic Backing from Embassy Group and WeWork Global: WeWork India is majority-owned and promoted by Embassy Group, one of India's leading real estate developers with over 30 years of experience and a portfolio exceeding 85 million sq. ft., including sponsorship of Embassy REIT, the country's first and Asia's largest office REIT by leasable area. This association provides access to premium office assets, large enterprise tenants seeking flexible solutions, strong execution capabilities, and deep financing and vendor networks. As of June 30, 2025, the company leased 0.20 million sq. ft. from Embassy Group and 1.16 million sq. ft. across three cities from Embassy REIT, strengthening its presence in marquee locations. Complementing this is the company's partnership with WeWork Global, which operates ~600 locations across 35 countries. Through exclusive rights to the WeWork brand in India, WeWork India benefits from global visibility, brand credibility, and seamless access for multinational clients whose employees can utilize WeWork's worldwide network via the app.

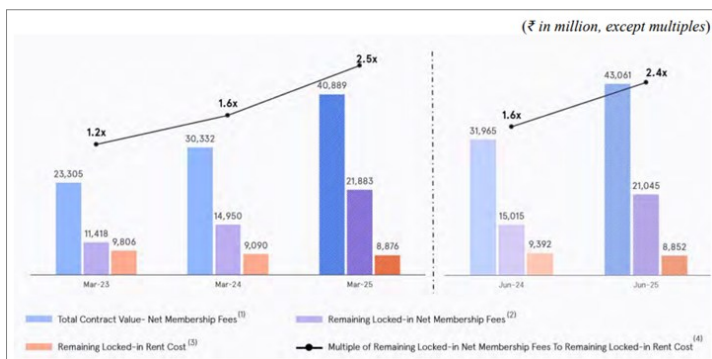
Premium Grade-A Portfolio and Strong Developer Partnerships: WeWork India has strategically established its presence exclusively in Tier-1 cities, with approximately 94% of its 7.07 million sq. ft. portfolio located in premium Grade A properties across Bengaluru, Mumbai, Pune, Hyderabad, Gurugram, Noida, Delhi, and Chennai. These locations offer access to central business districts, technology parks, and key business hubs, providing members proximity to transportation infrastructure, social amenities, and residential catchments. Tier-1 cities have demonstrated strong market dynamics, with office absorption of 78.9 million sq. ft. in 2024, against a supply completion of 49 million sq. ft., and forecasted absorption of 85.5 million sq. ft. in 2025.

The company has cultivated longstanding, multi-asset relationships with prominent developers, allowing it to secure favourable lease terms and grow its portfolio efficiently. As of June 30, 2025, only 15.13% of operational leasable area is leased from Embassy REIT (1.16 million sq. ft.) and 2.59% from Embassy Group (0.20 million sq. ft.), reflecting diversification across landlords. Lease agreements have a weighted average primary tenure of 8.48 years and an initial lock-in period of 4.11 years, with the weighted average remaining lock-in period reduced to 10 months, complemented by a rent-free period of over five months. The company maintains a healthy asset-liability profile, with remaining locked-in net membership fees of ₹21,044.73 million against remaining locked-in rent costs of ₹8,851.74 million, giving a multiple of 2.4x.

By operating in high-demand micro markets and leveraging strong relationships with top developers, WeWork India is well-positioned to optimize occupancy, achieve economies of scale, and reinforce its premium brand positioning while delivering operational efficiency and sustainable growth.



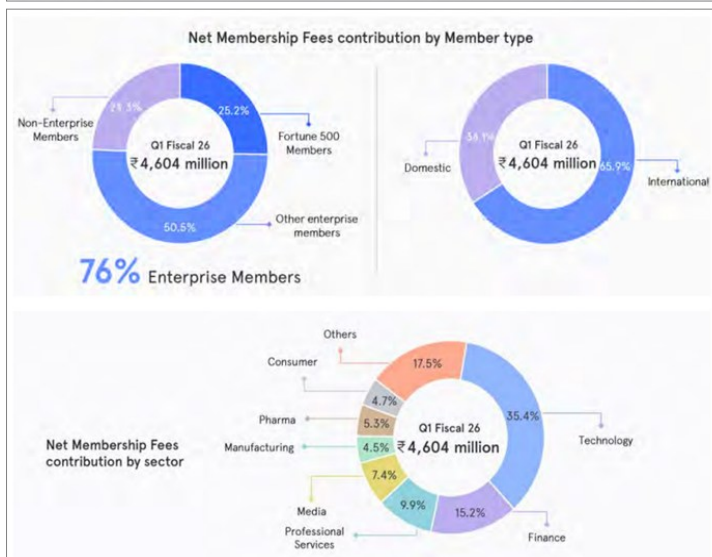
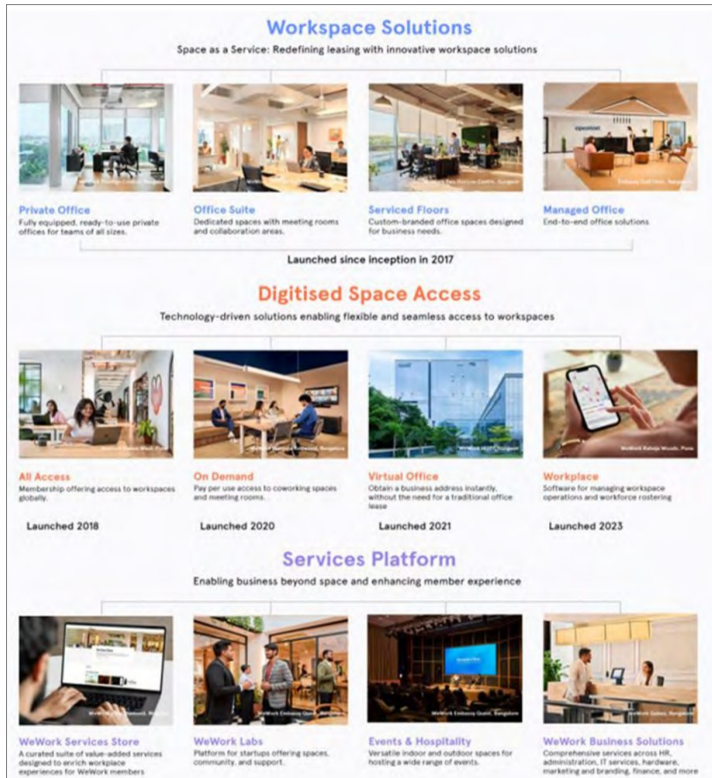
Contracted Membership Fees Offer Strong Cover Over Future Rent Commitments



value proposition beyond a single location.

WeWork India continues to innovate its core, digital, and value-added offerings to enhance the member experience and diversify revenue. Recent initiatives include WeWork All-Access and Virtual Office (FY23), cloud-based video conferencing platform Zoapi (FY23), and WeWork Workplace (FY25), with a localized "WWI" app expected in Q3 FY26. Its value-added services including parking, meeting room usage, catering, and printer access contributed 9.71-11.85% of revenue in FY23-FY25, exceeding the industry average of 0-10%, highlighting monetization potential and opportunities for cross-selling, up-selling, and improved member retention.

Workspace, Digital Access & Services Offerings



Comprehensive Product Suite and Innovative Workspace Solutions: WeWork India offers one of the most extensive ranges of products and services in the flexible workspace industry, including enterprise office suites, customized managed offices, private offices, co-working spaces, hybrid digital solutions, and flexible lease terms ranging from pay-per-use options to long-term contracts in amenitized, technologically integrated Centres. The company designs, builds, and operates its workspaces to global standards under its partnership with WeWork Global, guided by operational agreements and ISO certifications in Occupational Health & Safety (ISO 45001:2018) and Environmental Management (ISO 14001:2015). Members enjoy the flexibility to scale workspaces up or down, book offices by day, month, or multiple years, and seamlessly manage space through the WeWork app. The breadth of offerings allows WeWork India to provide bespoke solutions tailored to individual customer needs, enabling optimization across dedicated and shared spaces, and reducing the need for members to liaise with multiple operators. Many members leverage large, customized offices in one building and smaller spaces in others, extending the

Looking ahead, the company aims to broaden its product suite with both premium and lower-spec offerings to cater to a wider customer base and plans to focus on Global Capability Centre ("GCC") clients, leveraging India's largest share of over 2,975 GCC units (FY24). The managed office model allows WeWork India to provide customized, technology-enabled offices for large teams, making it particularly attractive for GCC members seeking scalable, flexible workspaces. These initiatives position WeWork India as a comprehensive workspace solutions provider, combining innovation, flexibility, and global standards to drive sustainable growth and deepen its market leadership.

Consistently growing high-quality, diverse and sticky member base: WeWork India has built a high-quality, diverse, and "sticky" member base, reaching 87,247 members as of June 30, 2025. Its comprehensive product suite in Grade A properties across prime markets, combined with a strong focus on customer experience, enables the company to attract marquee tenants, including large enterprises, MNCs, startups, and individuals. The company has successfully generated new business from existing members, with 34.5-57.84% of desks sold in FY23-FY25 and in the three months ended June 30, 2025 and 2024 coming from upgrades by existing members. Total Contract Value - Net Membership Fees has grown at a robust CAGR of 32.46% from FY23 to FY25, reaching ₹43,061 million as at June 30, 2025, up from ₹23,305 million as at March 31, 2023, reflecting strong member loyalty, repeat business, and the growing monetization of its flexible workspace offerings.

Marquee Tenants



Revenue Contribution by Enterprise and Non-Enterprise members

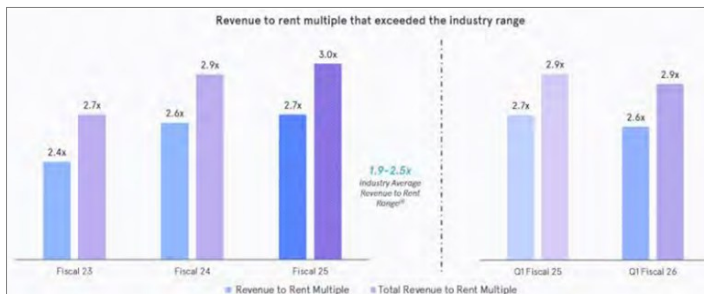
	For the three months ended June 30,						(₹ in million, except percentages)					
	2025			2024			2025			Fiscal 2024		
	Net Memberships	% of total Memberships	Net Memberships	% of total Memberships	Net Memberships	% of total Memberships	Net Memberships	% of total Memberships	Net Memberships	% of total Memberships	Net Memberships	
Enterprise Members	3,484.12	75.67%	3,056.91	76.32%	12,896.15	76.47%	11,119.21	76.21%	8,652.51	75.64%		
Non- Enterprise Members	1,120.24	24.33%	948.63	23.68%	3,967.66	23.53%	3,471.87	23.79%	2,787.06	24.36%		
Total	4,604.36	100.0%	4,005.54	100.0%	16,863.81	100.0%	14,591.08	100.0%	11,439.57	100.0%		

Net Membership Fee from Clients

(₹ in million, except percentages)									
Member	For the three months ended June 30,				Fiscal				2023
	2025		2024		2025		2024		
	Net Membership Fees	% of total Net Membership Fees	Net Membership Fees	% of total Net Membership Fees	Net Membership Fees	% of total Net Membership Fees	Net Membership Fees	% of total Net Membership Fees	Net Membership Fees
Top Client	345.38	7.50%	351.02	8.76%	1,396.42	8.28%	1,023.35	7.01%	738.75
Top 10	1,065.88	23.15%	1,056.93	26.39%	4,048.19	24.01%	3,633.11	24.90%	2,869.65

WeWork India has been successful in generating new business from existing members, with 34.50-57.84% of desks sold in FY23-FY25 and in the three months ended June 30, 2025 and 2024 coming from upgrades by existing members, excluding renewals. The company has maintained a strong Weighted Average Membership Tenure of 26 months as of June 30, 2025 (up from 22 months in FY23), with Large Enterprise Members averaging 31 months. Additionally, 84.49-93.27% of desks in Core Operations have their entire membership tenure locked-in across FY23-FY25 and in the three months ended June 30, 2025 and 2024, demonstrating high retention, member loyalty, and predictable revenue streams.

Strong Financial Growth Backed by Efficient Capex and Desk Utilization: WeWork India has demonstrated a robust financial trajectory between FY23 and FY25, with revenues rising from ₹13,145.18 million to ₹19,492.11 million, driven by rapid market expansion and scale-up from 43 to 65 centers across 6 to 8 cities. EBITDA increased from ₹7,956.10 million to ₹12,379.42 million, with margins improving from 60.52% to 63.51%, underscoring sustained operational efficiency. Importantly, the company turned profitable with PAT improving from a loss of ₹1,468.10 million in FY23 to a profit of ₹1,281.85 million in FY25, translating into a margin of 6.58%. WeWork India outperformed peers with 1.42x higher operational revenue and 2.45x higher adjusted EBITDA, while its portfolio-level revenue-to-rent multiple of 2.7 in FY25 exceeded the industry average range of 1.9-2.5, reaffirming its leadership in profitability and monetization.



Operational Metrics

Particulars	As at and for the three months ended June 30,		As at and for the Fiscal ended March 31,	
	2025	2024	2025	2024
Desks Capacity in Operational Centres (thousands) ⁽¹⁾	114.08	92.03	109.57	89.15
Desks Capacity in Mature Centres (thousands) ⁽²⁾	96.08	79.06	89.85	75.20
Occupancy Rate in Operational Centres ⁽³⁾	76.48%	79.42%	76.79%	82.04%
Occupancy Rate in Mature Centres ⁽⁴⁾	81.23%	83.59%	80.69%	85.55%
Revenue to Rent Multiple ⁽⁵⁾	2.61	2.67	2.68	2.63
Total Revenue to Rent Multiple ⁽⁶⁾	2.87	2.93	2.98	2.94
Non-variable Operating Costs ⁽⁷⁾ (excluding rental payout to landlords) as a percentage of Total Revenue ⁽⁸⁾	24.42%	22.96%	23.03%	21.63%

Capex and Desk Density Trends

Particulars	For the three months ended June 30,		Fiscal	
	2025	2024	2025	2024
Capital expenditure per desk (₹) ⁽¹⁾	132,665	170,310	146,786	160,276
Capital expenditure per sqft of Leasable Area (₹) ⁽²⁾	2,218	2,575	2,363	2,573
Desk Density (sqft/desk) ⁽³⁾	60	66	62	62

Valuation and Outlook: India's flexible workspace market is poised for rapid growth, with stock at 82-86 million sq. ft. by FY24 expected to expand to 140-144 million sq. ft. across Tier-1 cities by FY27, reflecting an 18-20% CAGR, driven by strong absorption, demand for Grade-A offices, and rising adoption by enterprises, GCCs, and startups. Against this backdrop, WeWork India has emerged as the clear market leader with unmatched brand recognition, recording four times higher search visibility than its nearest peer, and has expanded its portfolio from 35 million sq. ft. in FY20 to 88 million sq. ft. in FY25, ~80% concentrated in 28 clusters across Tier-1 cities. Strategic partnerships with marquee developers like DLF, Prestige, NESCO and Embassy give the company access to prime assets on favourable terms. Its long lease tenures and rent-free periods ensure a secure, locked-in membership base that is 2.4x rent commitments. Its comprehensive product suite spans enterprise offices, managed and private workspaces, co-working, hybrid digital solutions, and value-added services, supported by innovations such as All-Access, Virtual Office, Zoapi, and Workplace, while GCC-focused solutions leverage India's 2,975+ GCC units. The company has built a diversified and sticky member base of 87,247, with enterprise clients contributing 76% of FY25 revenue and top 10 clients only 23%, reducing concentration risk, while Net Membership Fees grew at a 32.5% CAGR to ₹43,061 million. Financial performance underscores leadership, with revenues rising from ₹13,145 million in FY23 to ₹19,492 million in FY25, EBITDA improving from ₹7,956 million to ₹12,379 million (margins expanding from 60.5% to 63.5%), and PAT turning positive at ₹1,282 million (6.6% margin). This is further supported by declining capex per desk (₹160,648 to ₹146,786) and industry-leading monetization (revenue-to-rent multiple of 2.7 vs. peers at 1.9-2.5), reflecting strong operational efficiency and financial resilience. We recommend subscribing to the issue as a long term investment, as WeWork India's market leadership, expansion into new cities, deepening presence in marquee office locations, and investment in new products and technology for revenue diversification provide clear visibility for growth and profitability.

Revenue Decomposition

Particulars	Q1FY26		FY25		FY24		FY23	
	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue
Membership Revenue - Ind AS 116	4616.36	86.24	16604.07	85.18	14025.41	84.23	11093.85	84.39
Revenue from Contract with Customers		-						
Membership Revenue - Ind AS 115	206.99	3.87	663.68	3.40	814.79	4.89	487.92	3.71
Service & Ancillary revenue - Ind AS 115	519.94	9.71	2161.01	11.09	1781.38	10.70	1557.52	11.85
Sale of Products - Ind AS 115	9.81	0.18	63.35	0.33	29.78	0.18	5.89	0.04
Revenue from Operations	5353.1	100	19492.11	100	16651.36	100	13145.18	100

Membership revenue (Ind AS 116): Recognized from operating leases of specified workspaces.

Digital membership revenue (Ind AS 115): Includes revenue from digital workspace subscriptions (e.g., WeWork On Demand, All Access, Virtual Office, Workplace).

Service & ancillary revenue (Ind AS 115): Comprises value-added services, project revenue, operator model fees, and income from facility management and fit-out rentals.

Product sales (Ind AS 115): Subscription-based revenue from video conferencing services (e.g., Zoapi).

Net Membership Fees

Particulars	Q1FY26		FY25		FY24		FY23	
	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue	Revenue (₹ million)	% of Revenue
Bengaluru	2197.21	47.72	7775.89	46.11	6001.65	41.13	4614.65	40.34
Mumbai	853	18.53	4035.77	23.93	4037.37	27.67	3512.53	30.71
Other cities	1554.15	33.75	5052.15	29.96	4552.06	31.2	3312.39	28.96
Total	4604.36	100	16863.81	100	14591.08	100	11439.57	100

Number of Members

Particulars	Q1FY26	FY25	FY24	FY23
Bengaluru	37841	37187	29479	24364
Mumbai	12357	12305	16774	17068
Other cities	31508	29292	22243	17953
Total	81706	78784	68496	59385

Operational Centres, Desk Capacity and Leasable Area

Particulars	Q1FY26			FY25			FY24			FY23		
	Operational Centres	Desks Capacity	Leasable Area (Msf)	Operational Centres	Desks Capacity	Leasable Area (Msf)	Operational Centres	Desks Capacity	Leasable Area (Msf)	Operational Centres	Desks Capacity	Leasable Area (Msf)
Bengaluru	29	50174	3.18	28	48455	3.09	23	37991	2.54	17	30365	2.15
Mumbai	13	18820	1.44	12	16835	1.31	12	20111	1.59	12	20314	1.62
Gurugram	9	12480	0.94	9	12012	0.94	7	10605	0.83	7	10605	0.83
Pune	6	12269	0.73	6	12269	0.73	4	8361	0.5	3	6070	0.37
Hyderabad	4	10285	0.66	4	10285	0.66	4	7833	0.52	2	3389	0.27
Noida	3	3944	0.29	3	3944	0.29	2	3497	0.29	2	3497	0.29
Chennai	3	5349	0.37	2	5016	0.32	-	-	-	-	-	-
Delhi	1	756	0.05	1	756	0.05	1	756	0.05	-	-	-

Peer Comparison

Name of the company	Diluted EPS 2025 (₹)	Price as on Sep 26, 2025	P/E (x)
WeWork India Management Ltd	9.87	648	65.65
Awfis Space Solutions Ltd	9.67	565.55	58.49
Smartworks Coworking Spaces Ltd	-6.18	575.75	-
Indiqube Spaces Ltd	-7.65	229.41	-

Particulars FY25	Unit	WeWork India Management Ltd	Awfis Space Solutions Ltd	Smartworks Coworking Spaces Ltd	Indiqube Spaces Ltd
Financial Metrics					
Revenue	₹ million	19492.11	12075.35	13740.56	10592.86
EBITDA	₹ million	12359.51	4024	8572.64	6165.42
EBITDA Margin	%	63.41	33.32	62.39	58.2
PAT	₹ million	1281.85	678.7	-631.79	-1396.17
PAT Margin	%	6.58	5.62	-4.60	-13.18
Operational Metrics					
Cities	Number	8	18	15	14
Total Centres	Number	68	230	50	105
Total Leasable Area	Msf	7.83	7.8	8.99	6.92
Total Desks Capacity in all centres	Number	117495	152572	203118	153830
Operational Centres	Number	65	208	46	-
Leasable Area for Operational Centres	Msf	7.4	6.9	8.09	6.26
Desks Capacity in Operational Centres	Number	109572	134121	183613	139183
Occupied Desks in Operational Centres	Number	84139	-	152619	118467
Occupancy rates in Operational Centres	%	76.79	73	83.12	85.12
Occupancy rates in Mature Centres	%	80.69	84	88.67	86.5
Number of clients	Number	2198	3000+	738	769

Income Statement				Balance Sheet			
Y/E (INR mn)	FY23	FY24	FY25	Y/E (INR mn)	FY23	FY24	FY25
Revenue	13,145.18	16,651.36	19,492.11	Source of funds			
Expenses:				Equity Share Capital	548.06	548.06	1340.23
Cost of materials consumed	7.22	15.89	27.44	Reserves	-3469.17	-6347.53	656.75
Employee Cost	1205.53	1339.08	1550.06	Total Share holders funds	-2923.69	-4376.45	2004.59
Total Expenses	5,189.08	6,180.34	7,112.69	Total Debt	4,856.14	6,258.28	3,102.16
EBITDA	7,956.10	10,471.02	12,379.42	Current Liabilities	11,053.63	12,865.42	13,927.29
EBITDA Margin %	60.52	62.88	63.51	Trade Payables	1037.41	732.04	6185.24
Interest	4,140.53	5,077.08	5,978.94	Total Non-Current Liabilities	36,010.23	36,338.64	37,984.84
Depreciation	6366.97	7441.74	8237.30	Total Liabilities	44,140.17	44,827.61	53,916.72
Other Income + Finance Income	1082.56	720.28	747.90				
PBT	-1,468.84	-1,360.63	-1,108.83	Application of funds			
PAT	-1,468.10	-1,357.73	1,281.85	Fixed Assets	5687.52	6746.78	9084.68
EPS	-11.52	-10.73	9.87	Right of Use Asset	29988.15	29168.44	33946.73
				Capital Work in Progress	112.57	148.85	336.70
				Cash and Bank	508.88	239.78	267.26
				Current Assets	4373.82	5316.10	4612.63
				Trade Receivables	697.39	801.70	831.57
				Other current assets	987.05	791.22	797.25
				Total Assets	44,140.17	44,827.61	53,916.72

Cash Flow				Key Ratios			
Y/E (INR mn)	FY23	FY24	FY25	Y/E (INR mn)	FY23	FY24	FY25
Profit Before Tax	-1468.84	-1327.52	-1,547.98	Growth Ratio			
Adjustment	9573.15	12090.27	14,012.18	Net Sales Growth(%)	67.58	26.67	17.06
Changes In working Capital	1642.94	570.84	496.64	EBITDA Growth(%)	-	31.61	18.23
Cash Flow after changes in Working Capital	9747.25	11333.59	12,960.84	PAT Growth(%)	77.17	7.52	194.40
Tax Paid	-328.39	284.91	-61.33	Margin Ratios			
Cash From Operating Activities	9418.86	11618.50	12899.51	EBITDA	60.52	62.88	63.51
Cash Flow from Investing Activities	-3864.72	-3934.12	-3,036.77	PBT	-11.17	-8.17	-5.69
Cash from Financing Activities	-5337.56	-7973.18	-9837.77	PAT	-11.17	-8.15	6.58
Net Cash Inflow / Outflow	216.58	-288.80	24.97	Return Ratios			
Opening Cash & Cash Equivalent	282.70	499.38	210.58	ROA	-3.50	-3.05	0.03
Closing Cash & Cash Equivalent	499.28	210.58	235.55	ROE	-	-	-
				ROCE	163.78	201.73	-
				Turnover Ratios			
				Asset Turnover(x)	0.31	0.37	0.39
				Fixed Asset Turnover (x)	0.30	0.32	0.49
				Solvency Ratios			
				Debt/Equity(x)	-1.66	-1.43	1.55
				Current Ratio(x)	0.40	0.41	0.33
				Quick Ratio(x)	0.40	0.41	0.33
				Interest Cover(x)	0.65	0.73	0.81
				Valuation Ratios			
				P/E	-	-	65.65
				P/B	-	-	43.32
				EV/EBITDA	-	-	7.24
				EV/Sales	-	-	4.60

Analyst Certification:

I, **Kabir Sharma**, Research Analyst of SMIFS Limited (in short "SMIFS / the Company"), authors and the names subscribed to this Research Report, hereby certify that all of the views expressed in this Research Report accurately reflect our views about the subject issuer(s) or securities and distributed as per SEBI (Research Analysts) Regulations 2014. I also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this Research Report. It is also confirmed that I, the above mentioned Research Analyst(s) of this Research Report have not received any compensation from the subject companies mentioned in the Research Report in the preceding twelve months and do not serve as an officer, director or employee of the subject companies mentioned in the Research Report.

Terms & Conditions and Other Disclosures:

SMIFS Limited is engaged in the business of Stock Broking, Depository Services, Portfolio Management and Distribution of Financial Products. SMIFS Limited is registered as Research Analyst Entity with Securities & Exchange Board of India (SEBI) with Registration Number – INH300001474.

SMIFS and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Research Analysts. SMIFS generally prohibits its analysts, persons reporting to analysts and their relatives from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

The information and opinions in this Research Report have been prepared by SMIFS and are subject to change without any notice. The Research Report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of SMIFS Limited. While we would endeavour to update the information herein on a reasonable basis, SMIFS is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent SMIFS from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or policies of SMIFS, in circumstances where SMIFS might be acting in an advisory capacity to this company, or in certain other circumstances.

This Research Report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This Research Report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Securities as defined in clause (h) of section 2 of the Securities Contract Act, 1956, includes Financial Instruments, Currency and Commodity Derivatives. Though disseminated to all the customers simultaneously, not all customers may receive this Research Report at the same time. SMIFS will not treat recipients as customers by virtue of their receiving this Research Report. Nothing in this Research Report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this Research Report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. SMIFS accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this Research Report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. The information given in this report is as of date of this report and there can be no assurance that future results or events will be consistent with this information. The information provided in this report remains, unless otherwise stated, the copyright of SMIFS. All layout, design, original artwork, concepts and intellectual Properties remains the property and copyright of SMIFS and may not be used in any form or for any purpose whatsoever by any party without the express written permission of the SMIFS.

SMIFS shall not be liable for any delay or any other interruption which may occur in presenting the data due to any reason including network (Internet) reasons or snags in the system, breakdown of the system or any other equipment, server breakdown, maintenance shutdown, breakdown of communication services or inability of SMIFS to present the data. In no event shall SMIFS be liable for any damages, including without limitation direct or indirect, special, incidental, or consequential damages, losses or expenses arising in connection with the data presented by the SMIFS through this report.

Participants in foreign exchange transactions may incur risks arising from several factors, including the following: (a) Exchange Rates can be volatile and are subject to large fluctuations; (b) the value of currencies may be affected by numerous market factors, including world and notional economic, political and regulatory events, events in Equity & Debt Markets and changes in interest rates; and (c) Currencies may be subject to devaluation or government imposed Exchange Controls which could affect the value of the Currency. Investors in securities such as Currency Derivatives, whose values are affected by the currency of an underlying security, effectively assume currency risk.

Since associates of SMIFS are engaged in various financial service businesses, they might have financial interests or beneficial ownership in various companies including the subject company/companies mentioned in this Research Report.

SMIFS and its Associates, Officers, Directors, Employees, Research Analysts including their relatives worldwide may: (i) from time to time have long or short positions in, and buy or sell the Securities, mentioned herein or (ii) be engaged in any other transaction involving such Securities and earn brokerage or other compensation of the Subject Company/ companies mentioned herein or act as an Advisor or Lender/Borrower to such Companies or have other potential/material Conflict of Interest with respect to any recommendation and related information and opinions at the time of the publication of the Research Report or at the time of Public Appearance.

SMIFS does not have proprietary trades but may at a future date, opt for the same with prior intimation to Clients/ Investors and extant Authorities where it may have proprietary long/short position in the above Scrip(s) and therefore should be considered as interested.

The views provided herein are general in nature and do not consider Risk Appetite or Investment Objective of any particular Investor; Clients/ Readers/ Subscribers of this Research Report are requested to take independent professional advice before investing, however the same shall have no bearing whatsoever on the specific recommendations made by the analysts, as the recommendations made by the analysts are completely independent views of the Associates of SMIFS even though there might exist an inherent conflict of interest in some of the stocks mentioned in the Research Report.

The information provided herein should not be construed as invitation or solicitation to do business with SMIFS.

SMIFS or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the Research Report as of the last day of the month preceding the publication of the Research Report.

SMIFS encourages independence in Research Report preparation and strives to minimize conflict in preparation of Research Report. Accordingly, neither SMIFS and their Associates nor the Research Analysts and their relatives have any material conflict of interest at the time of publication of this Research Report or at the time of the Public Appearance, if any.

SMIFS or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

SMIFS or its associates might have received any compensation from the companies mentioned in the Research Report during the period preceding twelve months from the date of this Research Report for services in respect of managing or co-managing public offerings, corporate finance, investment banking, brokerage services or other advisory service in a merger or specific transaction from the subject company.

SMIFS or its associates might have received any compensation for products or services other than investment banking or brokerage services from the subject companies mentioned in the Research Report in the past twelve months.

SMIFS or its associates or its Research Analysts did not receive any compensation or other benefits whatsoever from the subject companies mentioned in the Research Report or third party in connection with preparation of the Research Report.

Compensation of Research Analysts is not based on any specific Investment Banking or Brokerage Service Transactions.

The Research Analysts might have served as an officer, director or employee of the subject company.

SMIFS and its Associates, Officers, Directors, Employees, Research Analysts including their relatives worldwide may have been engaged in market making activity for the companies mentioned in the Research Report.

SMIFS may have issued other Research Reports that are inconsistent with and reach different conclusion from the information presented in this Research Report.

A graph of daily closing prices of the securities/commodities is also available at www.nseindia.com and/or www.bseindia.com, www.mcxindia.com and/or www.icex.com.

SMIFS submit' s that no material disciplinary action has been taken on the Company by any Regulatory Authority impacting Equity Research Analysis activities in last 3 years.

This Research Report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject SMIFS and affiliates to any registration or licensing requirement within such jurisdiction. The securities described herein may or may not be eligible for sale in all jurisdictions or to certain category of investors. Persons in whose possession this document may come are required to inform themselves of and to observe such restriction.

Specific Disclosures

1. SMIFS, Research Analyst and/or his relatives does not have financial interest in the subject company, as they do not have equity holdings in the subject company.
2. SMIFS, Research Analyst and/or his relatives do not have actual/beneficial ownership of 1% or more securities in the subject company.
3. SMIFS, Research Analyst and/or his relatives have not received compensation/other benefits from the subject company in the past 12 months.
4. SMIFS, Research Analyst and/or his relatives do not have material conflict of interest in the subject company at the time of publication of research report.
5. Research Analyst has not served as director/officer/employee in the subject company
6. SMIFS has not acted as a manager or co-manager of public offering of securities of the subject company in past 12 months.
7. SMIFS has not received compensation for investment banking/ merchant banking/brokerage services from the subject company in the past 12 months
8. SMIFS has not received compensation for other than investment banking/merchant banking/brokerage services from the subject company in the past 12 months.
9. SMIFS has not received any compensation or other benefits from third party in connection with the research report.
10. SMIFS has not engaged in market making activity for the subject company

Analyst holding in stock: **NO**

Key to SMIFS Investment Rankings

Buy: Return >15%, Accumulate: Return between 5% to 15%, Reduce: Return between -5% to +5%, Sell: Return < -5%

Contact us:

SMIFS Limited. (<https://www.smifs.com/>)

Compliance Officer:

Sudipto Datta,

5F Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: +91 33 4011 5414 / +91 33 6634 5414

Email Id.: compliance@smifs.com

Mumbai Office:

206/207, Trade Centre, Bandra Kurla Complex (BKC), Bandra East, Mumbai – 400051, India

Contact No.: (D) +91 22 4200 5508, (B) +91 22 4200 5500

Email Id: institutional.equities@smifs.com

Kolkata Office:

Vaibhav, 4 Lee Road, Kolkata 700020, West Bengal, India.

Contact No.: (D) +91 33 6634 5466, (B) +91 33 4011 5466

Email Id: smifs.institutional@smifs.com