

October 1, 2025

WeWork India: Leading the Flexible Workspace Market...

About the Company: WeWork India, incorporated in 2017, promoted by Embassy Group, is India's largest flexible workspace operator by revenue.

- Headquartered in Bengaluru, it has built a strong presence across major Tier 1 cities with 68 operational centres and a total leasable area of 7.67 msf. Its portfolio comprises ~94% or 7.07 msf of Grade A development. It currently manages over 1,14,077 desks

Key Highlights:

- WeWork is a leading premium flexible workspace operator in India and have been the largest operator by total revenue in the last three Fiscals. Among its Benchmarked Peers, it had 1.42 times the operational revenue and 2.45 times the Adjusted EBITDA of the next operator. Its average portfolio level revenue to rent multiple of 2.7 for FY25 exceeded industry average of 1.9 to 2.5, as per CBRE.
- According to the CBRE Report, the number of companies with over 10% of their office space being flexible is forecast to jump from 42% in Q4FY24 to 59% by 2026, and total flexible workspace stock ranging, between 82 to 86 msf by the end of 2024, is forecasted to grow to ~140 to 144 msf across Tier 1 cities by the end of 2027 at a CAGR of ~18% to 20%.
- It benefits from Embassy group's parentage, who has a portfolio of more than 85 msf in India, and is sponsor of Embassy REIT. The same gives it access to marquee buildings in Embassy group's office space portfolio and Embassy group's large tenants that seek additional, flexible workspace. It also benefits from its relationship with WeWork Global, a global flexible workspaces operator with ~600 wholly-owned and licensed locations in 35 countries.
- As at June 30, 2025, Grade A properties accounted for ~94% of its portfolio, or 7.07 msf. Its centres are located in Tier 1 cities in India - Bengaluru, Mumbai, Pune, Hyderabad, Gurugram, Noida, Delhi, and Chennai.

Our View & Rating:

- Its revenues/adjusted EBITDA has grown at a CAGR of ~22%/~48% over FY23-FY25.
- We assign **UNRATED** rating on WeWork India.

Key risk & concerns:

- History of proceedings initiated by Enforcement Directorate against Promoter & Chairman and SEBI against its group company.
- Bengaluru and Mumbai centres comprised ~66% of its net membership fees in Q1FY26.
- Top 10 landlords held ~34%/23% of total operational leasable area/ net membership fee in Q1FY26.

Key Financial Summary

Key Financials (₹ Crore)	FY23	FY24	FY25	2-Year CAGR (FY23-25)
Revenues	1,315	1,665	1,949	21.8%
Adjusted EBITDA	191	340	421	48.4%
Adj. EBITDA Margin (%)	14.6%	20.4%	21.6%	
Adjusted PAT	(147)	(136)	128	
EPS (Rs.)	(11.5)	(10.7)	9.9	
EV to Adj. EBITDA (x)	47.2	26.7	21.1	
RoNW (%)	NA	NA	63.8	
RoCE (%)	30.3	54.1	37.5	

Source: RHP, ICICI Direct Research; Valuation at upper limit of price band i.e. ₹648.



IPO Details

Issue Details	
Issue opens	03 Oct, 2025
Issue closes	07 Oct, 2025
Issue size @Upper band	₹3000 crore
QIB (Institutional share)	75% of issue
Non Institutional share	15% of issue
Retail share	10% of issue
Issue Type	book build issue
Price band (₹/share)	₹615-648
Market Lot	23 shares
Face value	₹ 10
Bid Lot	23 shares
Listing Market Cap @Upper band	₹ 8685 crore

Shareholding pattern

	Pre-Issue (%)	Post-Issue (%)
Promoters	76.2	41.7
Public	23.8	58.3
Total	100	100

Objects of the issue

Company will not receive any proceeds from the Offer -

- Offer for Sale of 46,296,296 Equity Shares.
- Achieve the benefits of listing the Equity Shares on the Stock Exchanges.

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Subscribe: Apply for the IPO

Avoid: Do not apply for the IPO

Subscribe only for long term: Apply for the IPO only from a long term investment perspective (>two years)



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