



Executive Summary

Overview:

Othership is a membership for people who want to work the other way. Members access a network of flexible workspaces, weekly events, member perks and an online community of coworkers from £30 a year.

Founders & Team

Benjamin Carew - CEO, CMO and CTO

Engineer for 7+ years, Management Consultant in Digital for 3 years, BP Tech Lead for 7 Months

Arnaud Mardegan - CFO and COO

Project Management Consultant and Innovation Consultant for 4 years

Built team of 10 people including freelancer support: 6 nationalities, 4 women, fully remot

Opportunity:

Market size: Global £666B+, UK £5B+

Pain points:

Employer - Providing the workforce with a hybrid office & remote solution, in an affordable way whilst fostering connectivity.

Workers - Lack of affordable workspace, painful commutes, distractions at home, and loneliness.

Hospitality & real estate - Under-utilised space.

Solution:

The ability for a person or team to quickly book a free or unique workspace across our network of partner spaces, seeing where friends, colleagues and other members are working from that you can easily message and connect with.

Traction to-date:

Launched Feb 2019

UK-wide network, active community, working product and service.

650+ paying members, 1450 historical free members

£10k Monthly Revenue

CAC - £25 to £50 (Lowest measured £17.5)

LTV: £610 (Measured)



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Competition:

UK: Desana, Andco.life, WorkClub, Tally Market

USP: Membership first (not another booking platform!) - Most flexible (Pay as you go & Free workspaces)

Fundraising:

Raising £2.5M

EIS eligible

Use of funds: 66% Growth/Marketing/Sales, 10% Product and Technology, 24% Operations, Legal & Other