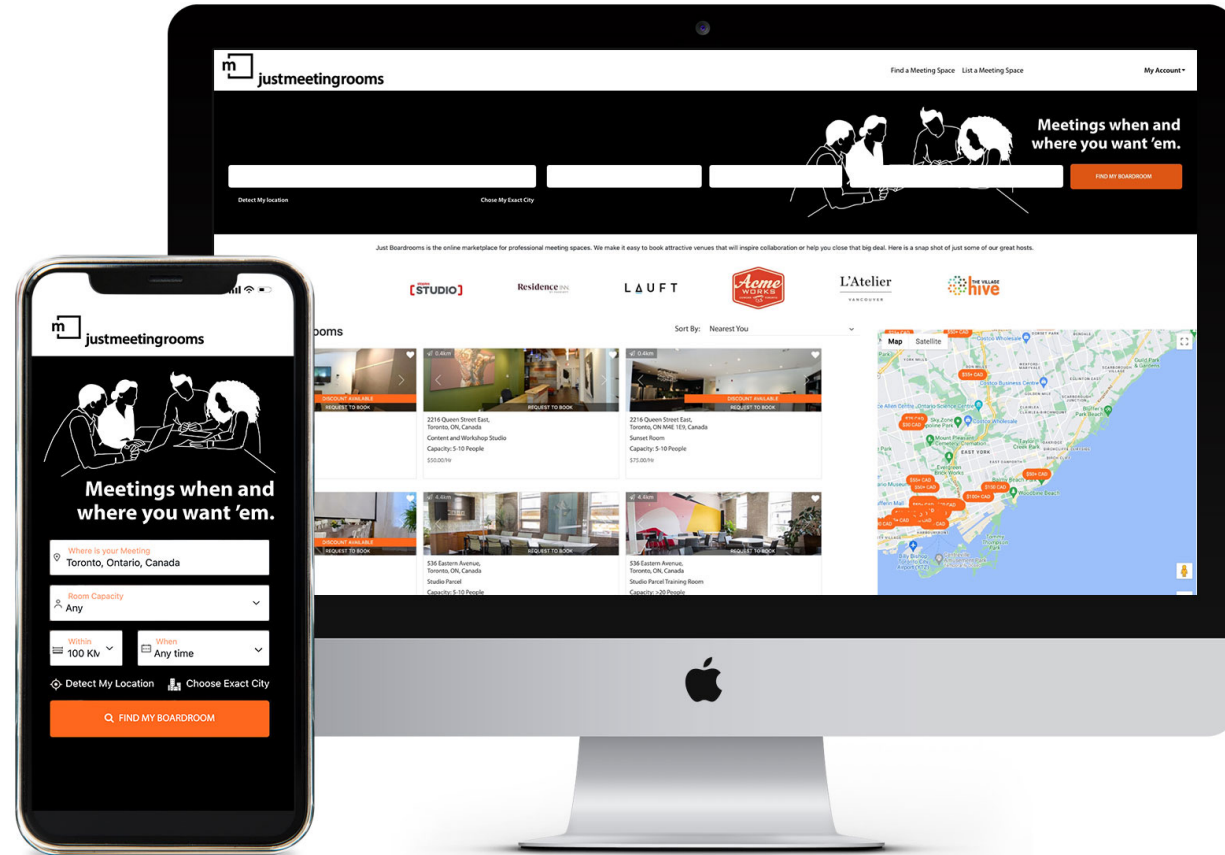




justmeetingrooms.com

more handshakes in more places.

our global marketplace platform for meeting rooms on demand.



NOTE: www.justmeetingrooms.com is the “AirBNB” of professional meeting rooms on desktop and mobile.



problem #1: a growing collaboration deficit.

NOTE: Hybrid and remote work has accelerated a worrisome trend of social isolation at work, caused by a reliance on technology. According to HBR, in person meetings and working sessions are 60% more likely to end in a desired outcome than virtual meetings, while also boosting creativity and collaboration.



problem #2: underutilized office space.

NOTE: Hybrid is here to stay and many companies are looking to downsize or reimagine office space as knowledge workers continue to work remotely at least some of the time. Just Meeting Rooms allows both tenants and landlords to offset costs by better utilization of existing footprint.



solution: meet when and where you want

NOTE: We may never go back to the office 5 days a week but in the “Work From Anywhere” world that most companies will be living in, the need for convenient, clean, professional meeting spaces continues to grow.

market conditions

- Meeting room rental revenue for coworking companies like Regus will exceed \$1 billion in North America this year. And projected to grow to \$1.8 billion by 2029 due to increase in hybrid work and office decentralization.
- IWG is the largest player with about a 15% share of the meeting market, but the category is highly fragmented with many small and medium sized players.
- There are several online marketplaces that include meeting spaces but they are generalists with offices, desk passes and brokerage services (i.e. Liquid Space).
- Hotels are a large untapped market as their meeting room process is archaic relying on emails, phone calls and in some cases even faxes to book
- Our model of an “AirBNB of meeting rooms” means our hosts also include private offices such as ad agencies, law firms, real estate professionals and consultancies. Any business with a place and a process for welcoming guests for a meeting can become a host which is our key differentiator that opens the door for global volume.

low infrastructure.



just meeting rooms

NOTE: Just Meeting Rooms is a capital light two sided online marketplace with few barriers to growth.

flexday

spacebase

LIQUIDSPACE® #tagvenue

peerspace

deskpass UPFLEX



INTELLIGENT OFFICE



KNOTEL

wework

Regus

high infrastructure.

low penetration.

high penetration.

supply.

Supply side differentiator: Any business with a boardroom or meeting room, that has a process to welcome guests, can be a host. From hotels to private offices, our host diversity is unmatched. These are just a snapshot of some of our 400+ rooms in 50+ US and Canadian markets.



“Just Meeting Rooms has been the most effective marketplace in driving bookings and new clients to our Laft locations.”

Graham Wong
CEO Laft Coworking

demand.

Demand side differentiator: We are a solution to the work from anywhere challenge faced by both gig and corporate workers. In addition to single user clients we are in discussions with multiple companies for enterprise agreements that will make Just Meeting Rooms their default in person meetings app.

TORYS
LLP

HATCH

BMO  **Nesbitt Burns®**

“As a repeat user what I love is the choice and the ease. Whether I need a quiet place to work alone or an impressive room to pitch a client, I don’t have to look anywhere else.”

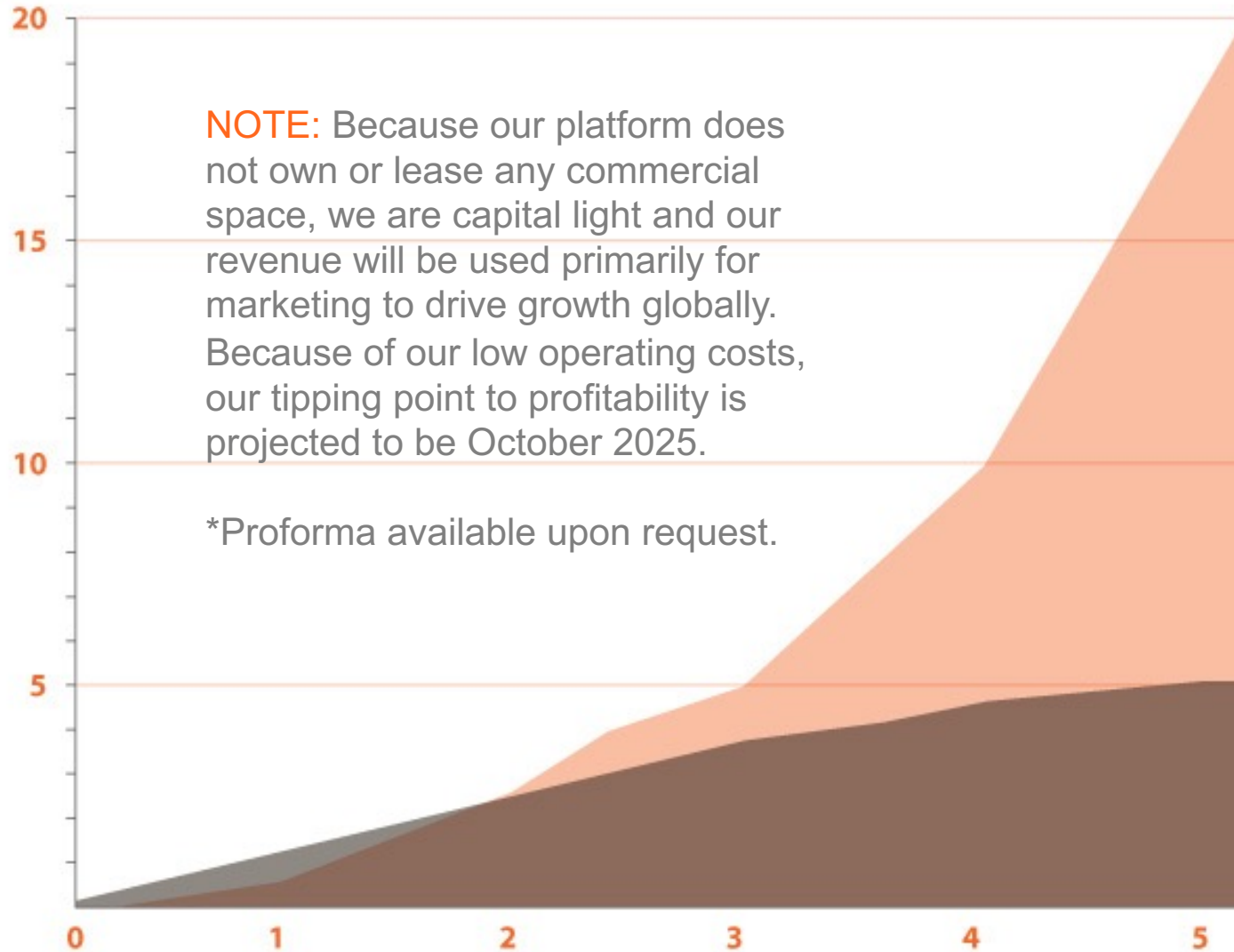
David E.
Consultant, Toronto

global expansion via the network effect.

NOTE: By focusing only on professional meeting rooms we reduce the friction to bring on hosts. This shallow but wide approach lends itself to the network effect to build the reach required to be the leading global on demand in-person meetings app. We project to be over 1000 rooms in over 100 markets in US and Canada by end of year.



MILLIONS



NOTE: Because our platform does not own or lease any commercial space, we are capital light and our revenue will be used primarily for marketing to drive growth globally. Because of our low operating costs, our tipping point to profitability is projected to be October 2025.

*Proforma available upon request.

— revenue
— operating costs

investor summary.

Pre money valuation

- \$5 million

Angel round one

- \$500 thousand – completed spring 2022 (legal, host acquisition, production costs, MD salary)

Angel round two

- \$500 thousand – in progress 50% complete (marketing, host acquisition, MD salary)

Angel round three

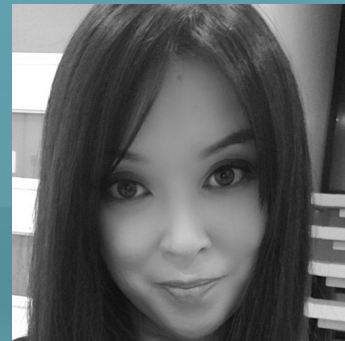
- \$500 thousand – target to begin summer 2024 complete by winter 2024 (drive international growth into EU and UK)

Primary funding by incubator: The Turn Lab Inc.

- Full technology build, iOS and Android apps, host CMS, desktop and mobile sites, custom database; CRM platform, back office, rent, overhead and salaries for dedicated team of 3 developers as well as fractional salaries of 17 digital, creative, strategy, research, media and management team members. Over \$2 million in direct costs invested so far.

theturnlab

incubator core team



ONE PART
CONSULTANCY



ONE PART
AD AGENCY



ONE PART
TECH COMPANY



TRIPLE BOTTOM LINE



CARBON NEUTRAL



ELIMINATING ALL
WORKFORCE BARRIERS BY
2025



50-30
PARTICIPANTS

VALUES based organization



MANAGEMENT TEAM
GENDER PARITY



BLACK PROFESSIONALS
IN TECH PARTNERS



SOCIAL JUSTICE
COMMITTEE

Leadership Team



Howard Chang
Founder and CEO

A multiple startup founder with several successful exits, Howard is also the founder of theturnlab, the incubator for Just Meeting Rooms. Focused on solving big social and environmental challenges, Howard believes all businesses can do good as they do well.

<https://www.linkedin.com/in/howardchang1/>



Anthony Santilli
Managing Director

A proven B2B leader with 20 years of executive roles in technology, finance and green energy. Anthony has helped several companies grow and achieve successful exits. A purpose driven professional that believes business can be a force for good.

<https://www.linkedin.com/in/anthony-o-santilli/>

Board Members



John Ruffolo

<https://www.linkedin.com/in/joruffolo/>



Irene Britt

<https://www.linkedin.com/in/irenechangbritt/>



Darryl Jenkins

<https://www.linkedin.com/in/darryl-jenkins-00532015/>



John Pearson

<https://www.linkedin.com/in/john-pearson-30358915/>

A high performance board of C Suite leaders across Venture Capital, Technology, Marketing, Operations, Retail and Business Building who are also all investors in Just Meeting Rooms.



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