

# **BUSINESS FINANCING OPPORTUNITY | 2022**

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**GARUDA BHIVE WORKSPACE**  
BTM Layout

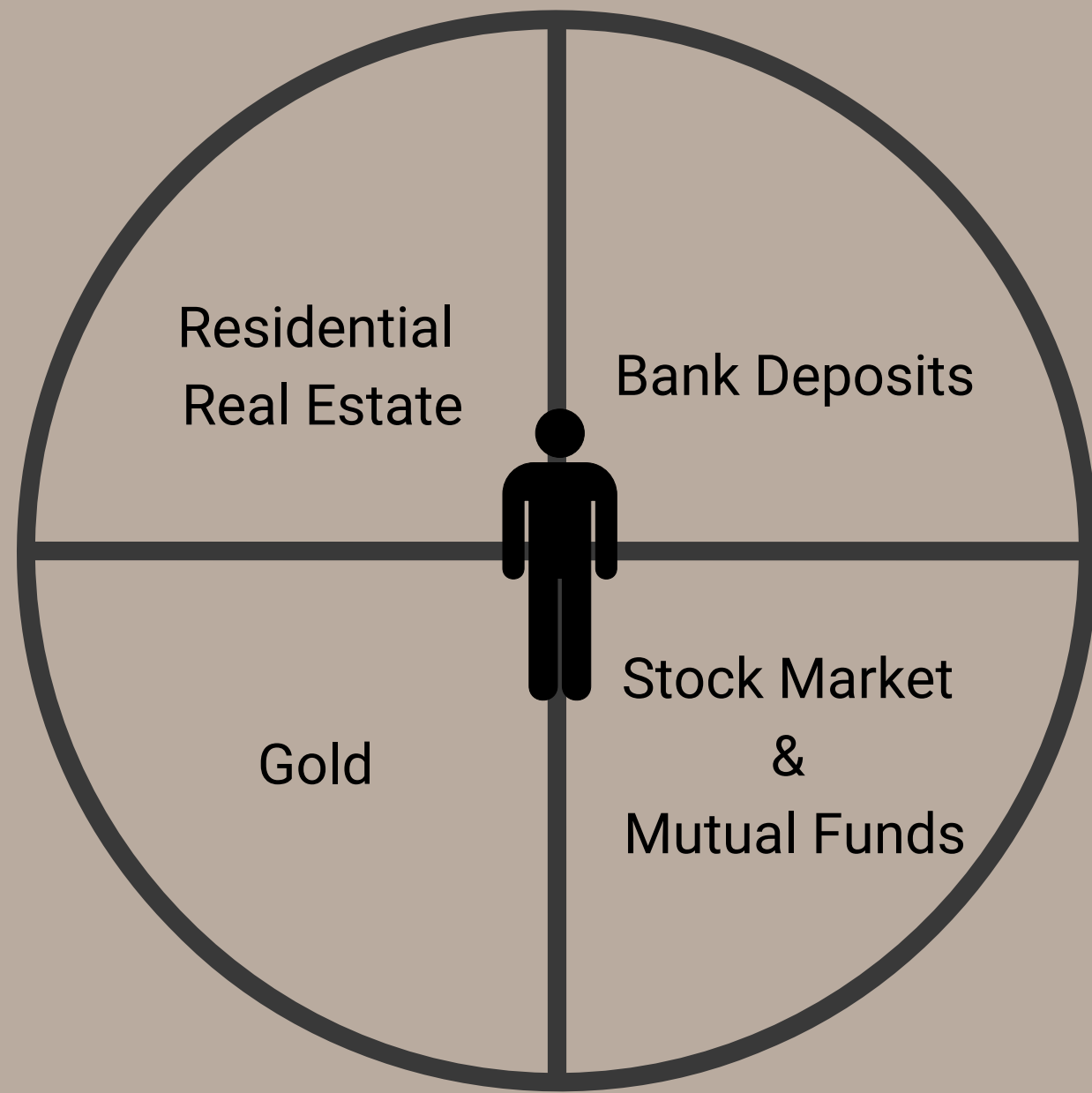


*"While doing business in India, I realized that there are very good investment opportunities, but they are available only to the ultra wealthy. People like me and my friends were missing out on these opportunities. BHIVE Alts has been built to change that"*

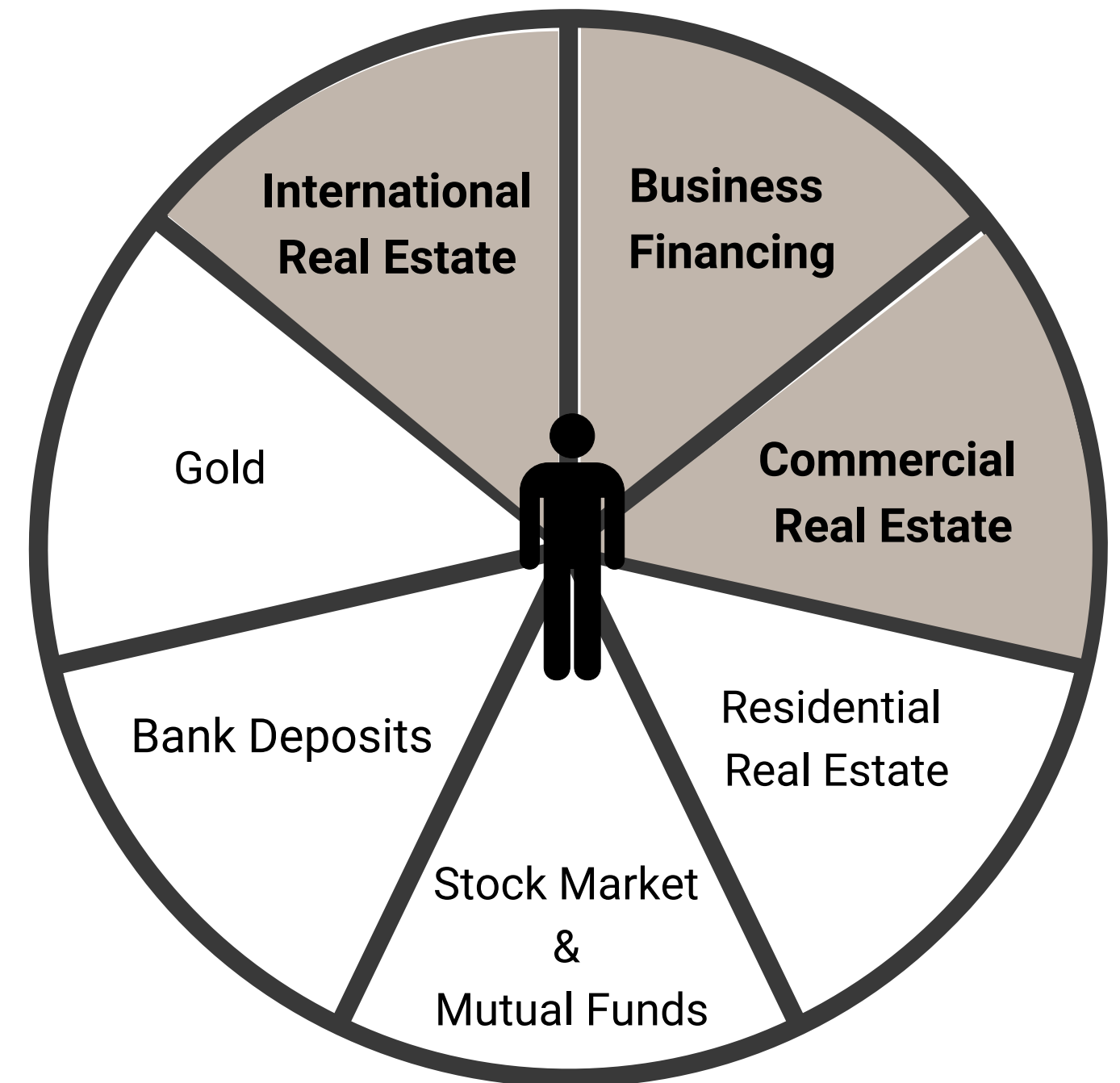
*- Shesh Rao Paplikar (Co-Founder and CEO of BHIVE Alts)*

# Portfolio Comparison

## Portfolio of Individual Investor



## Portfolio of Ultra Wealthy



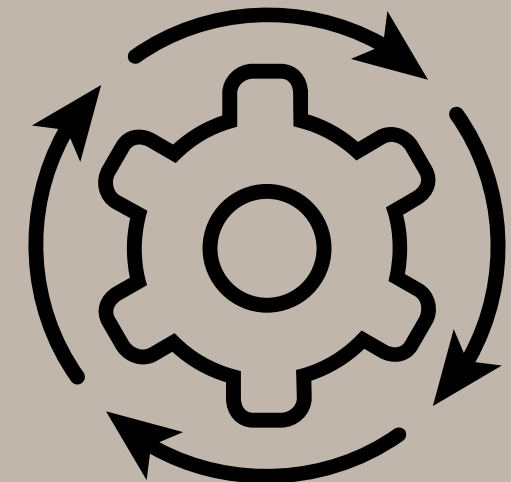
# Requirement for running a Capex Heavy Business



**Building**



**Capital**



**Operational  
Expenses**



# Current Investment Opportunity

Investment Proposition: Participate in the growth of BHIVE Workspace by funding capital towards its expansion



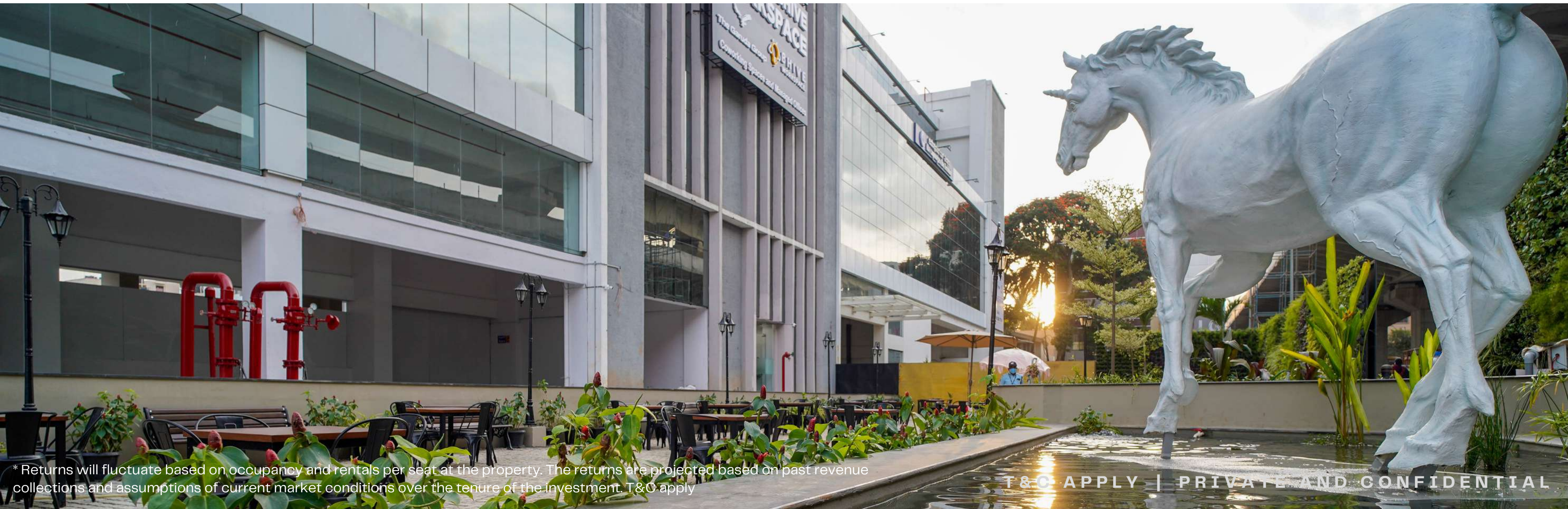
BTM LAYOUT



5000 SEATS



CO-WORKING SPACE



\* Returns will fluctuate based on occupancy and rentals per seat at the property. The returns are projected based on past revenue collections and assumptions of current market conditions over the tenure of the investment. T&C apply

**T&C APPLY | PRIVATE AND CONFIDENTIAL**



# Property Image





# Property Image





# Property Image





# Property Image





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# Property Image





# Ways to participate in BTM Layout Opportunity

## Option 1

**Business Financing  
(Revenue Linked)**

## Option 2

**Asset Leasing**

## Option 3

**Asset Leasing  
Premium**

## Option 4

**Ultra HNI  
Opportunity**



# Option 1 : Business Financing (Revenue Linked)

Targeted ROI: <b>22.86% IRR</b>	Targeted Multiplier: <b>~2.5X</b>	Min. Investment: <b>Rs. 10 lakhs</b>	<b>Principal Guaranteed</b>
Targeted Returns: <b>2.12% p.m.</b>	Payout: <b>Monthly (120 months)</b>	Term: <b>10 years</b>	



# Financial Model

Revenue Projections per Unit ( ₹ 10 Lakhs)

	Year 1	Year 2 – Year 4	Year 5 – Year7	Year 8 – Year 10
Average Monthly Revenue	–	₹1,40,71,572.27	₹1,59,84,807	₹1,74,67,030.2
Average Projected Investor Returns per month	₹17,000	₹19,276.126	₹21,896.9	₹23,927.43
Average Monthly Return	1.70%	1.93%	2.19%	2.39%

The above projections are based on **1/730** of a revenue unit

Average Returns on monthly basis:

**2.12%**

IRR :

**22.86%**

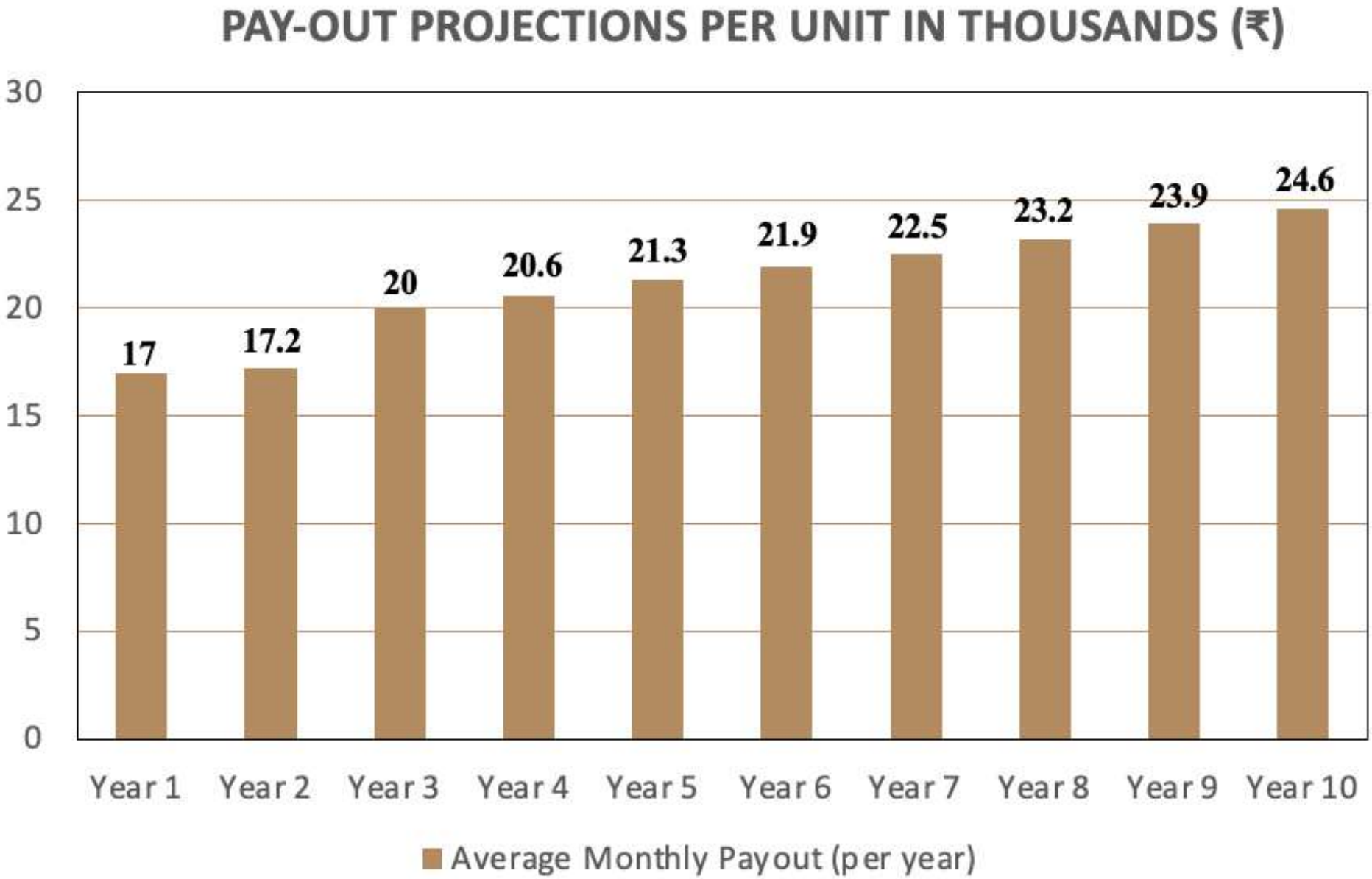
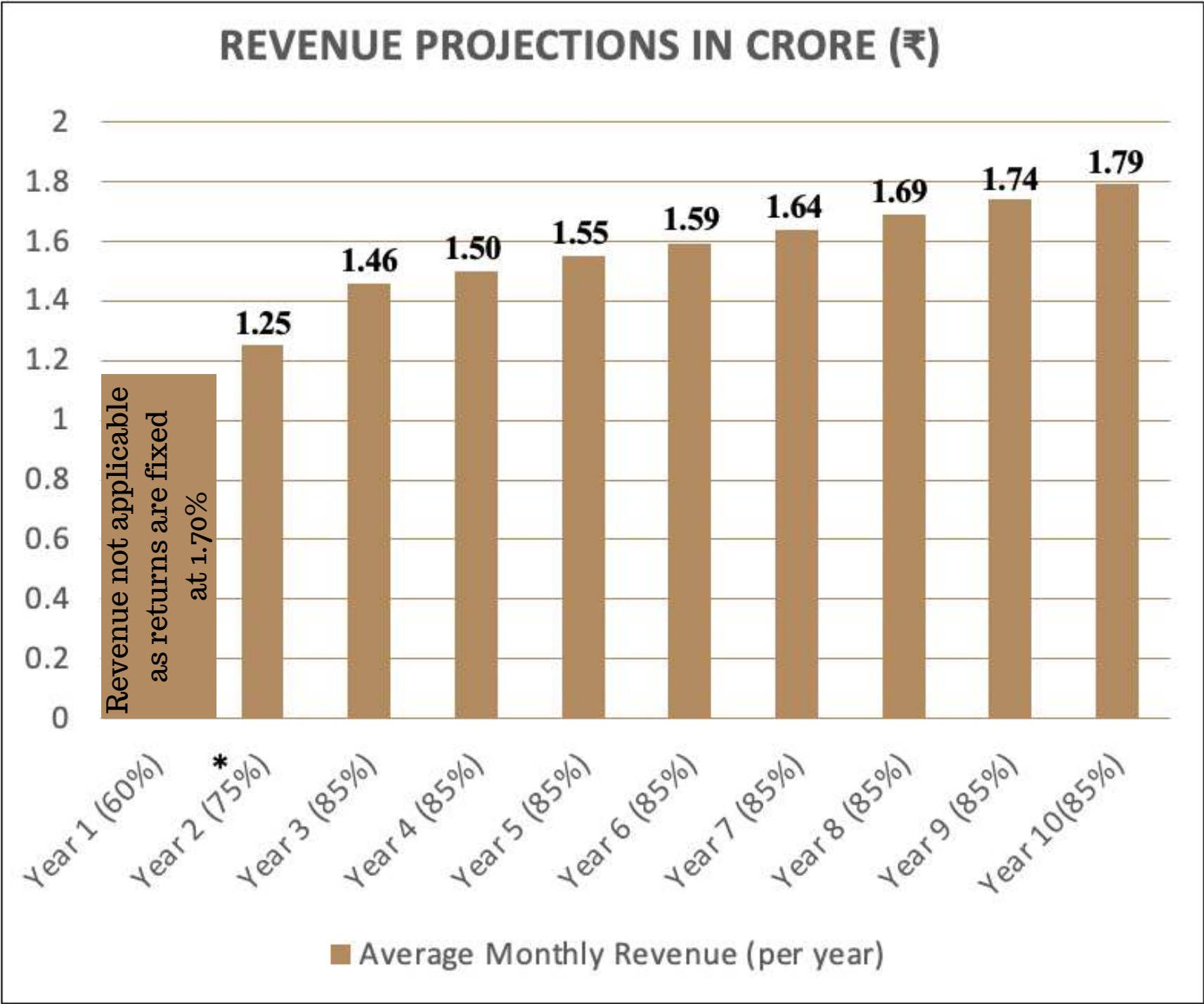
Total Money returned to investor:

**~2.5x**





# Projections of Revenue and Payout



\* Occupancy Level



# Option 2: Asset Leasing

Targeted ROI:  
~15.89% IRR

Tenure : 3-5 Years

Min. Investment:  
Rs. 10 lakh

Principal  
Guaranteed

Payout:  
Monthly

Year	Year 1	Year 2	Year 3	Year 4	Year 5
Avg Monthly Returns	1.30%	1.20%	1.20%	1.20%	1.20%







# Option 3: Asset Leasing Premium

Targeted ROI:  
~17.67% IRR

Tenure : 1-3 Years

Min. Investment:  
Rs. 25 lakh

Principal  
Guaranteed

Payout:  
Monthly

Year	Year 1	Year 2	Year 3
Avg Monthly Returns	1.40%	1.30%	1.40%



# Additional Information



# About BHIVE Group

## BHIVE Workspace

- ▶ Established in 2014.
- ▶ Major Flex Office Space Operator

A Strong brand in Bangalore.



Bangalore's oldest co-working brand



VC Backed



9,00,000 sq. ft. area



22,000+ Seats



1200+ Companies

<https://bhiveworkspace.com/>

## BHIVE ALTERNATIVES

- ▶ Fintech company
- ▶ Helps HNI's to invest in Commercial Real Estate (CRE)

End to end full stack investments in CRE



International Real Estate



Tech Parks (Real Estate)



Warehouses



Data Centers



Alternative Investment Fund (AIF)



Revenue Based Financing (RBF)

<https://bhivealts.ai/>



# Team



**Shesh Rao Paplikar**

**Co Founder & CEO  
NITK**

18 Years experience in Tech,  
Wallstreet and  
Entrepreneurship

Instrumental in building one of  
the largest Coworking spaces  
& its community in Bangalore



**Sandeep Gupta**

**Co Founder & CBO  
IIMA, CFA, CIPM**

20 Years experience in Real  
estate and Investments

Ex Magic bricks (Fractional  
Investments), Ex Britannia  
(Wadia Group) as Head Real  
Estate



**Monnappa Bayavanda**

**Co Founder & CTO  
NITK, IIMA**

18 Years experience in Tech

Played an integral role  
as a part of Amazon India



# Key Investors



**Nikhil Kamath**  
Founder – Zerodha



**Abhijeet Pai**  
Founder – Gruhas



**Sreeram Reddy Vanga**  
Founder – Koflucence



**Alok Bajpai**  
CFO – Adani Connex



**Shashank Kumar**  
RazorPay



**Harshil Mathur**  
RazorPay



**Raghunandan G**  
TaxiForSure



**Arihant Patni**  
Ideaspring Capital



Gruhas Proptech



Blume Ventures –  
Our key Institutional Investors



# BHIVE Presence at 17 Locations and Counting...

BHIVE



## 📍 LOCATIONS

1. **Honeykomb PRIMROSE ROAD** (500 seats)
2. **BHIVE MG ROAD** (Next to Trinity Metro) (1000 seats)
3. **BHIVE PREMIUM INDIRANAGAR, CMH Rd** (1400 seats)
4. **Honeykomb INDIRANAGAR, 80 Ft Road** (600 seats)
5. **BHIVE KORAMANGALA, NEAR FORUM** (500 seats)
6. **BHIVE KORAMANGALA, 5<sup>TH</sup> BLOCK** (300 seats)
7. **BHIVE BTM LAYOUT, BTM Layout** 5000 seats)
8. **BHIVE SILK BOARD, HSR Service Road Building 1** (350 seats)
9. **BHIVE SILK BOARD, HSR Service Road Building 2** (350 seats)
10. **BHIVE HSR Layout Sector 6** (600 seats)
11. **Honeykomb HSR Layout Sector 6** (500 seats)
12. **Honeykomb HSR Layout Sector 2** (250 seats)
13. **Honeykomb HSR Layout Sector 3** (300 seats)
14. **Honeykomb HSR Layout 27<sup>TH</sup> MAIN** (300 seats)
15. **BHIVE HSR Layout 27<sup>TH</sup> MAIN** (800 seats)
16. **BHIVE PREMIUM AKR Tech Park Ex-Myntra HQ Building 1** (3500 seats)
17. **BHIVE PREMIUM AKR Tech Park Ex-Myntra HQ Building 2** (4000 seats)



# Traditional Financing

# VS

# Business Financing (Revenue Linked)

	Debt	Equity	Business Financing (Revenue Linked)
Yields	5-7%	12-15%	~20-30%
Return Form	Fixed Interest	Dividends & Capital appreciation	Monthly payouts from revenue
Risk	Low	High	Moderate
Principal Guarantee	Yes	No	Yes depending on T&C
Participation in P&L	No	Yes	No

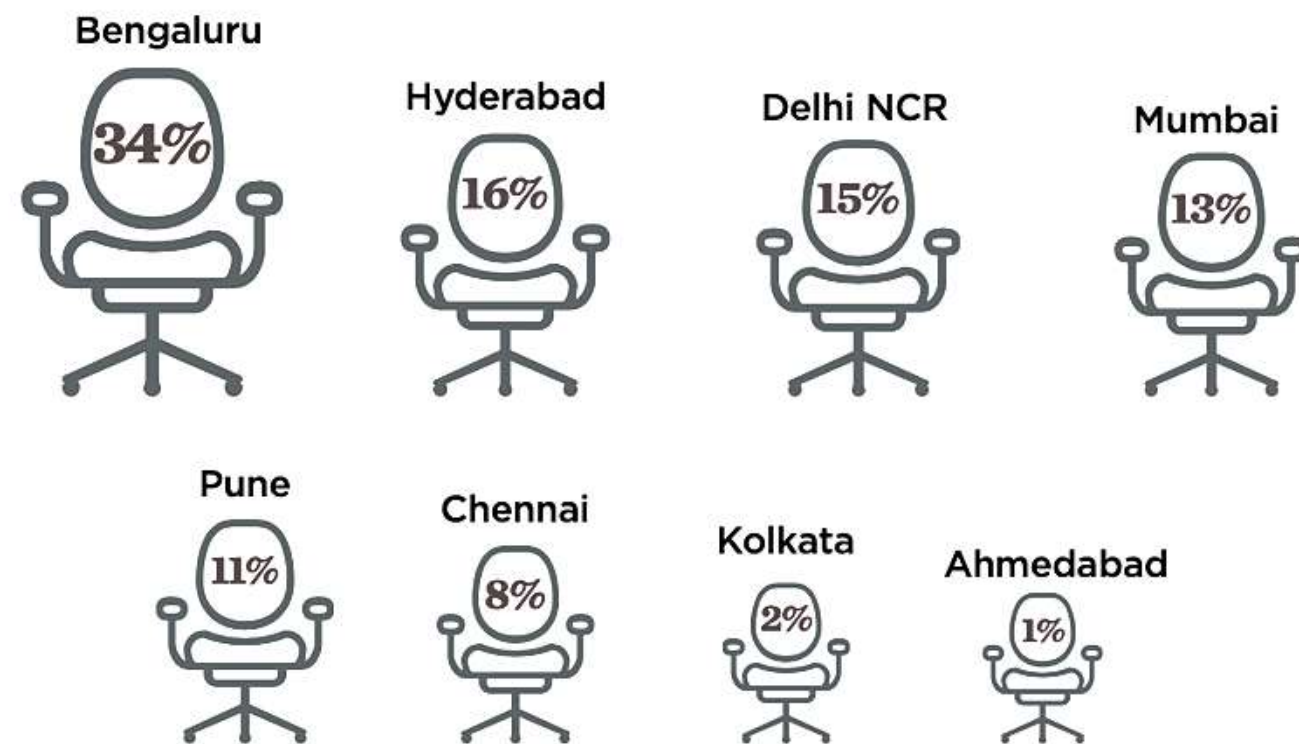


# MANAGED OFFICES

## Fueling Growth of the Coworking Sector

### Managed office footprint across the top-8 cities

- Bengaluru is by far the biggest market in terms of the presence of the largest operators, inventory of seats and office space footprint.
- By its characteristics, the city has a well-developed IT and startup ecosystem, competitive office rentals and robust demand for office space from multinational corporates and global capability centres (GCCs).
- Apart from large co-working operators, a number of small & mid-sized operators with an exclusive presence in the city have also come up over the years and they have a sizable inventory of seats.
- Managed office solutions are increasingly becoming an important part of corporate real estate strategies as occupiers remodel their portfolios in the new normal world.



Source : <https://www.cushmanwakefield.com/en/india/insights/managed-office-fueling-growth-of-the-coworking-sector>

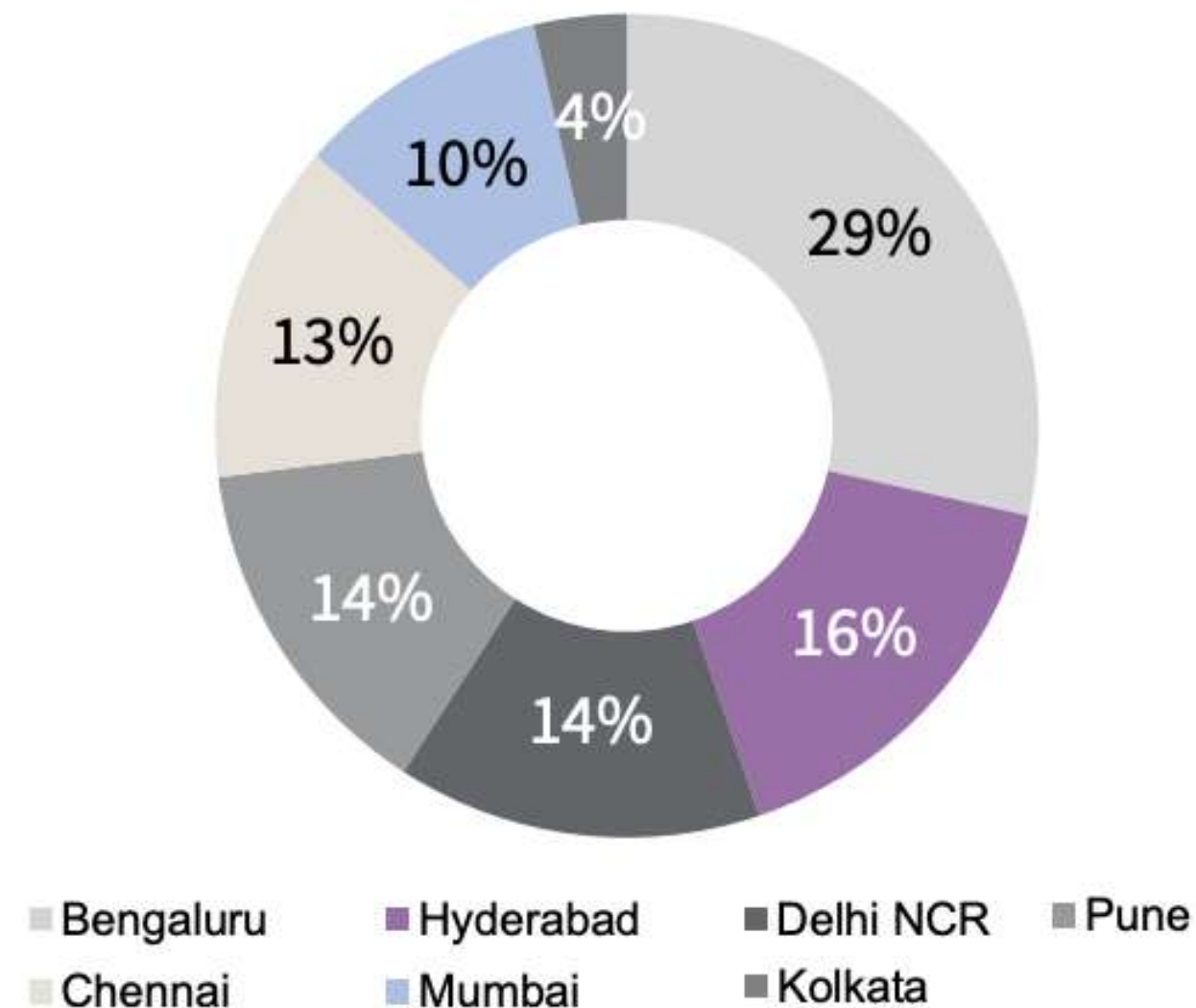


# Office Market Update Q2 2022



July, 2022

City-wise share of seats leased in H1 2022



## Bengaluru stands tall in Q2 2022 office market performance

Tech and flex accounts for over 50% of leasing activity in Q2

## Flex stays the course on its growth journey

In fact, flex leased 2.8 mn sq ft in Q2 2022, the highest in 12 quarters and the H1 2022 numbers are already 30% higher than the annual Flex space take-up for both 2020 and 2021 individually.

Flex continues to make rapid strides as a major occupier segment with its mainstreaming among occupier space strategies resulting in a share of 20% in quarterly leasing activity.

Source: <https://www.jll.co.in/en/trends-and-insights/research/Office-market-update-q2-2022h>



# Coworking - In the news



## A rise in demand for 'Co-working & Managed Office Spaces' in the city

JUL 01 2022, 18:27 IST | UPDATED: JUL 01 2022, 18:27 IST

THE ECONOMIC TIMES

## Infosys leases 5 lakh square feet in Bengaluru

By Sobia Khan, ET Bureau • Last Updated: Aug 24, 2022, 10:30 AM IST

THE ECONOMIC TIMES

## Flexible workplace firm BHIVE signs 200,000 sq ft office space deal in Bengaluru

By Sobia Khan, ET Bureau • Last Updated: May 12, 2022, 06:09 PM IST

THE ECONOMIC TIMES

## BHIVE launches India's largest coworking campus with a whopping capacity of 8,000 seats

By Sobia Khan, ET Bureau • Last Updated: Jun 17, 2022, 09:03 AM IST

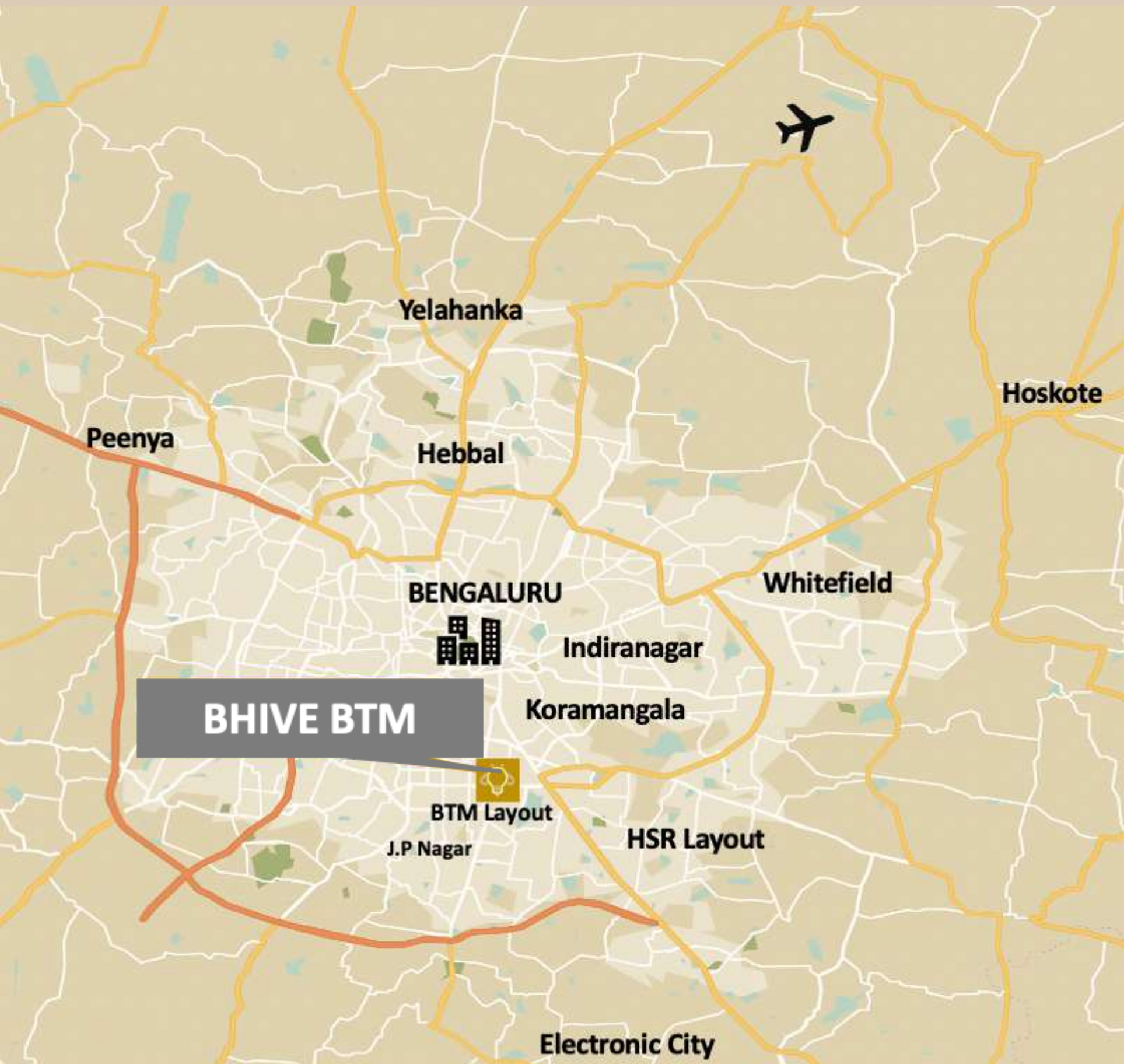
THE ECONOMIC TIMES

## Office space leasing grows 97% YoY in Q1 2022: Report

By Faizan Haidar, ET Bureau • Last Updated: Apr 11, 2022, 11:26 AM IST



# BTM Layout



▶ BTM Layout's proximity to Bengaluru Outer Ring Road, Koramangala, HSR Layout, Bannerghatta Road, J P Nagar and Jayanagar makes it one of the most popular residential and commercial places in Bengaluru.

▶ The locality's strategic location and well-developed social infrastructure, such as IIM and Easy accessibility to several tech parks has catalysed the real estate growth in the area

▶ Sound physical infrastructure through key roads and Green Line of the metro rail network

## Distance to Key Areas:

Bangalore International Airport	40 km
Central Business District (MG Road)	8 km
Whitefield (IT Hub of Bangalore)	18 km
Koramangala	3 km



# Major Companies in BTM Layout



List of Companies	
Wipro Ltd	BYJUS Office
IBM India	Robert Bosch
Oracle	Concentrix
Accenture	Codewave
Infosys Technologies	Genpact
CropIn Technology	GM Infinite
Gloify	Huawei Telecommunications
Cisco	TEK Systems
Tech Mahindra Ltd	Siemens Ltd
GeekyAnts	myTectra
ThoughtFocus	Rivera Manpower Service
Idea Info Solutions	Jireh Software Solutions

Note: The list of companies is a select few within the area and is not limited to these.



# Connectivity

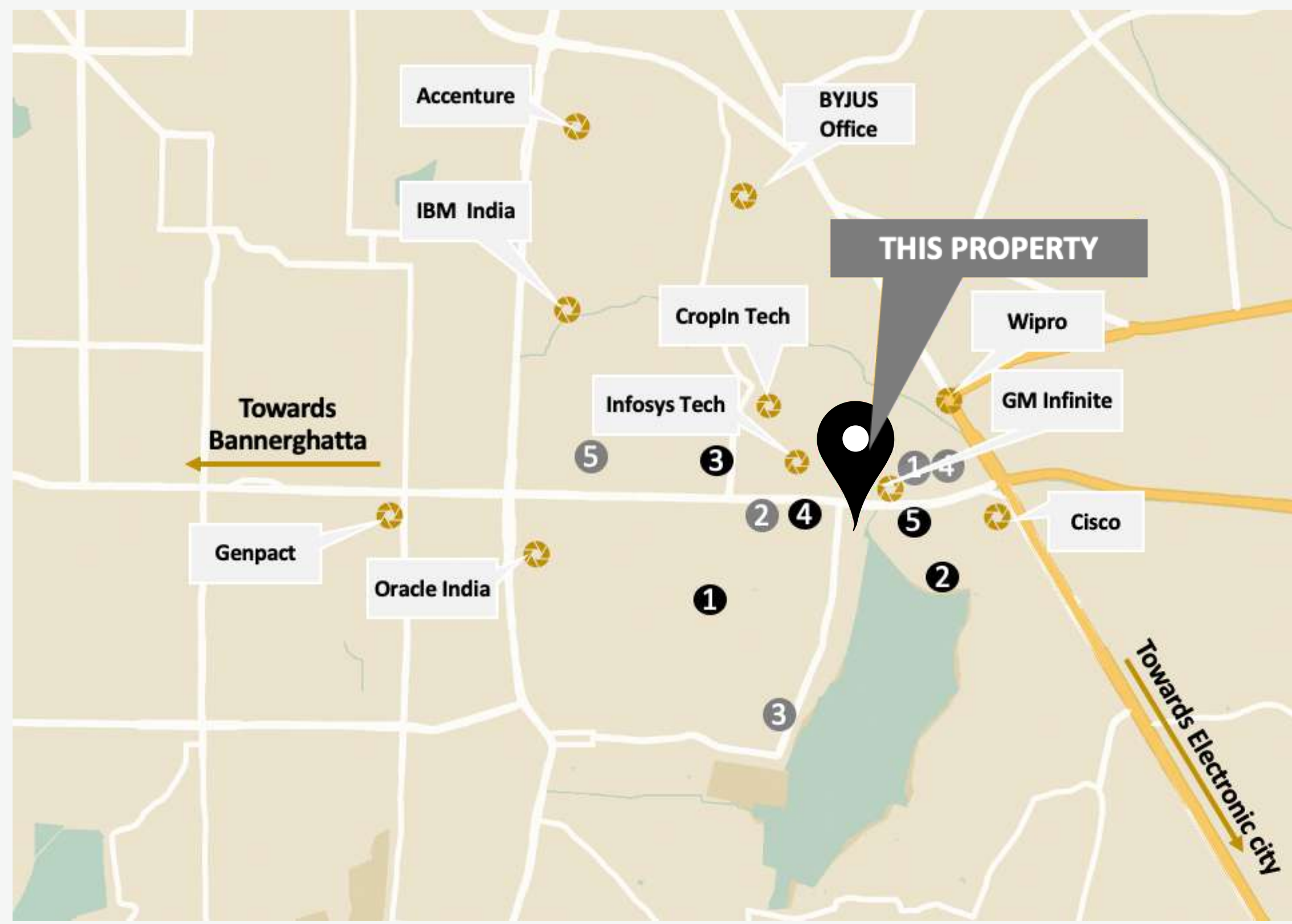


Distance to Key Metro Stations	
Central Silkboard	600 m
BTM Layout	1 km
Jayadeva Hospital	2.2 km
Tavarekere	2.6 km
JP Nagar 4 <sup>th</sup> Phase	5.8 km

M	Under Construction Metro Line
B	Nearby Bus Station



# Immediate Vicinity



Hospital/Residential	
1	Greencity Eutopia
2	Sapthagiri Lake View
3	Krishna Prakash Apartments
4	Gangothri Hospitals
5	Karanth Speciality Hospital
Schools / College	
1	Alliance University-City Campus
2	Imperial College of business Studies
3	St Lewis College Bangalore
4	St Mira's High School
5	St Thomas Aquinas School

Note: The list of Residential, School & College is a select few within the area and is not limited to these.

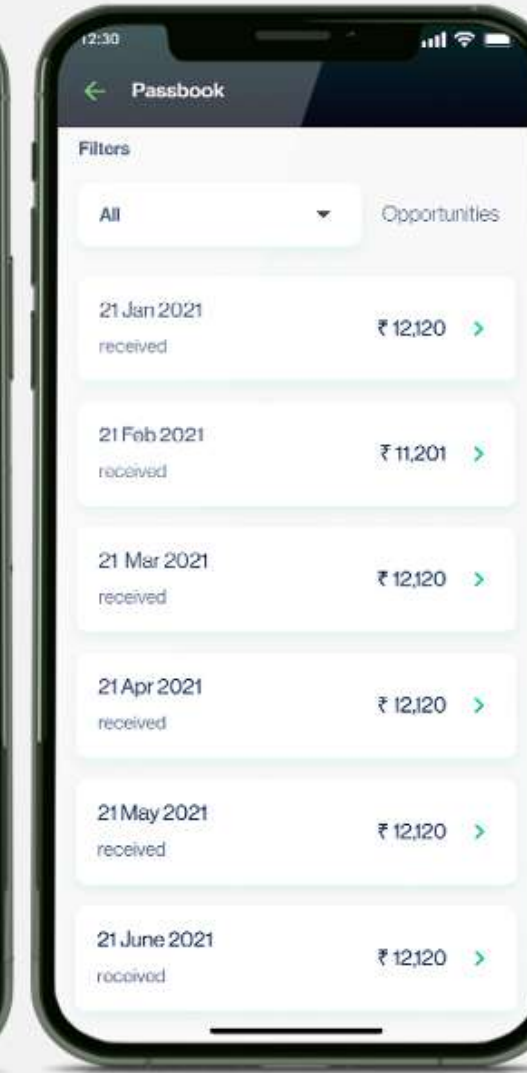
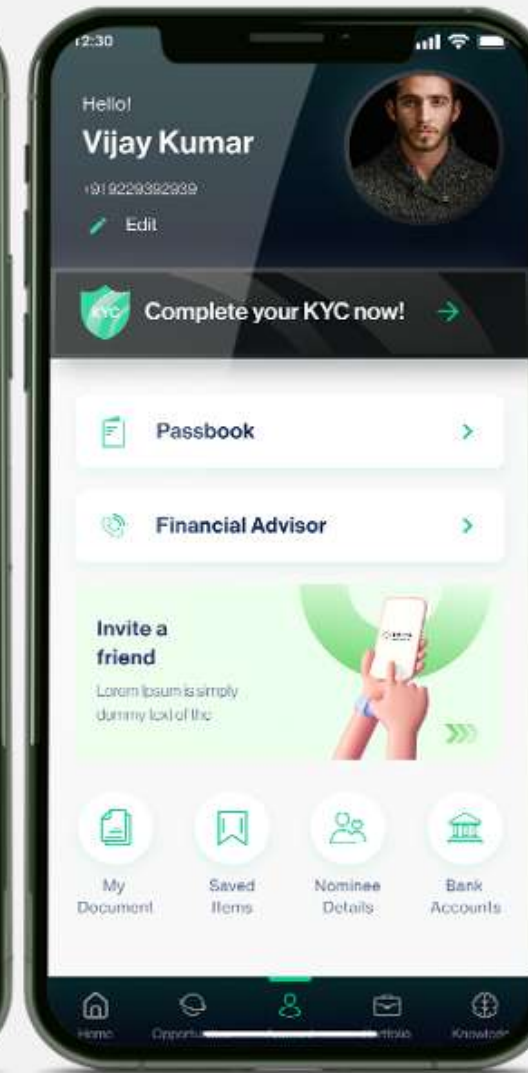
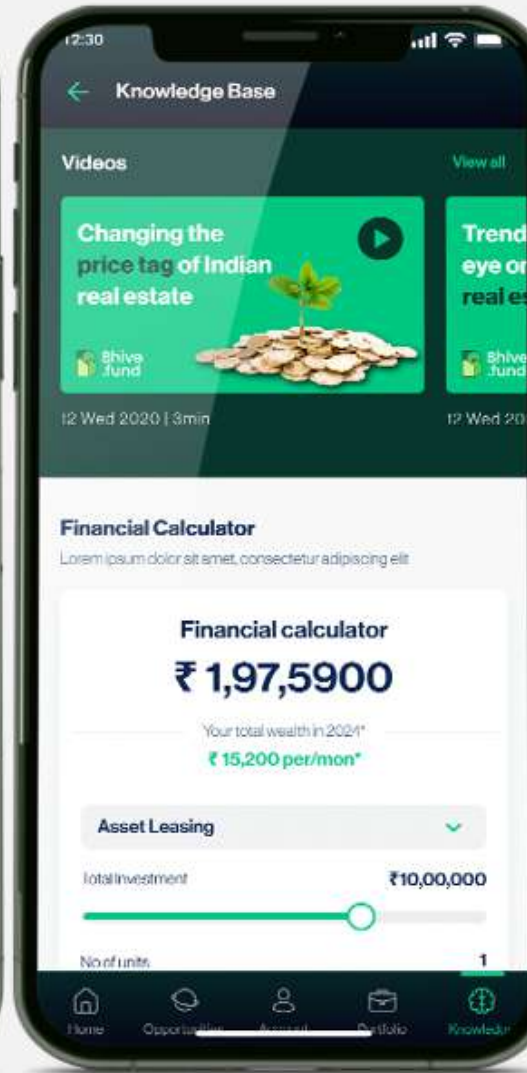
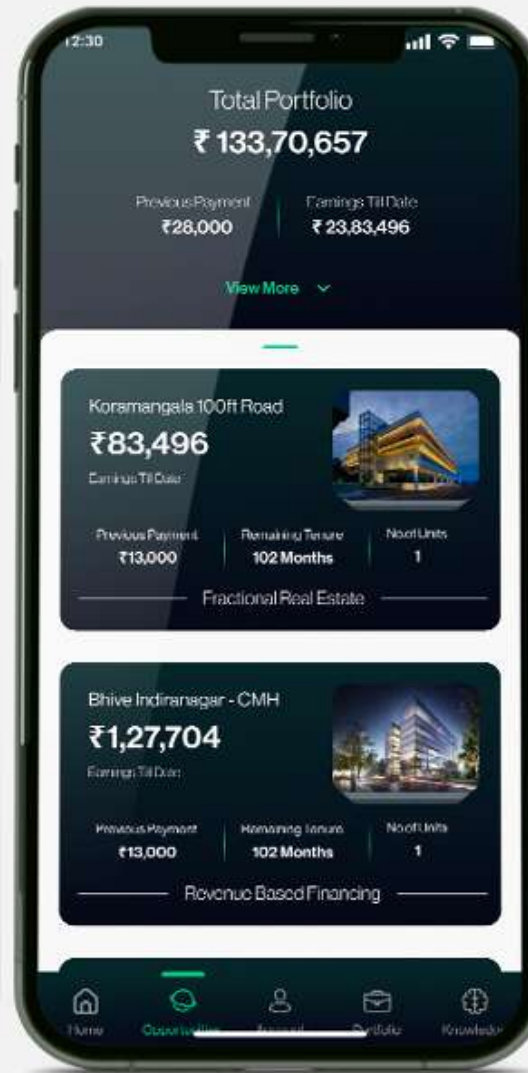
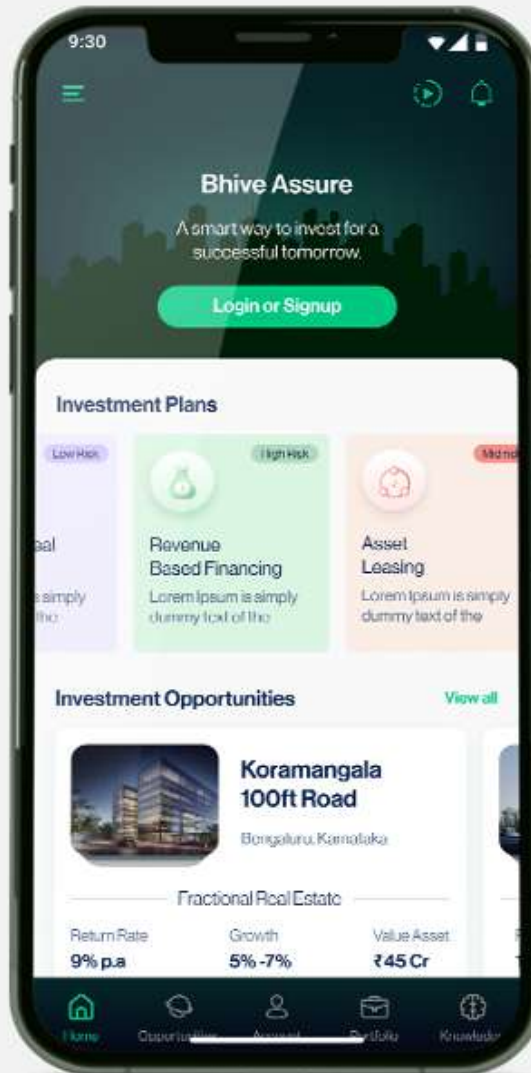


# LIVE Technology Driven Mobile Dashboard

Real-time data  
on property

Data  
Analytics

Diligent Risk  
Management



Information  
at a click

Invest, buy  
and Sell

Dashboard to  
manage all  
properties.

## Technology Platform



Dashboard  
Experience



Simple &  
Online



Hassle free  
Ownership



Diversification  
at click





# The Garuda BHIVE Workspace Grand Launch





# Investor Testimonial Video





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Investment Memo 24th September, 2022



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