



# About BHIVE Group



## BHIVE Workspace

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

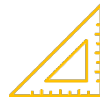
A Strong brand in Bangalore



Bangalore's oldest  
co-working brand



VC Backed



7,00,000 sq. ft. area



16,500+ Seats



1200+ Companies

<https://bhiveworkspace.com/>

## BHIVE.FUND

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

End to end full stack investments in CRE

Revenue Based Financing  
(RBF)

Tech Parks (Real Estate)

Warehouses

Data Centers

Alternative Investment Fund  
(AIF)

International Real Estate

<https://bhive.fund/>

## *Our Vision*

*“ Providing retail investors access to institutional quality Real Estate which were previously accessible only by PE funds and offering these opportunities as a cash flow instrument which help investors diversify their portfolio.”*

*– Shesh Rao Paplikar, CEO, BHIVE*

# BHIVE – The Unique Advantage

By managing the entire cycle from property scouting to exit, BHIVE offers unparalleled **risk managed** services to its clients





# Team



**Shesh 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



**Monnappa Bayavanda**

Co Founder & CTO  
NITK, IIMA

18 Years experience in Tech

Played an integral role  
as a part of Amazon India



**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

# Key Investors



Shashank Kumar  
RazorPay



Harshil Mathur  
RazorPay



Raghunandan G  
TaxiForSure



Arihant Patni  
Ideaspring Capital



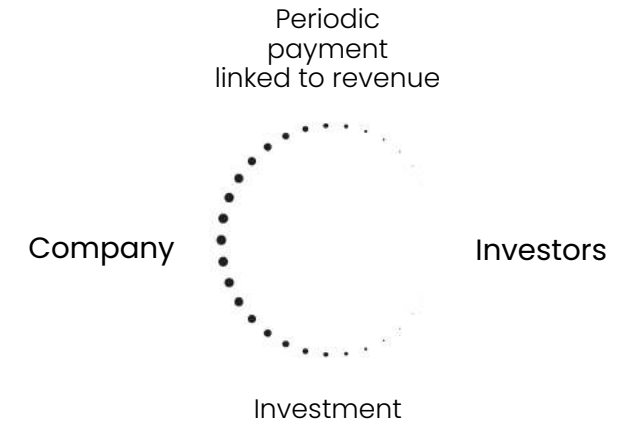
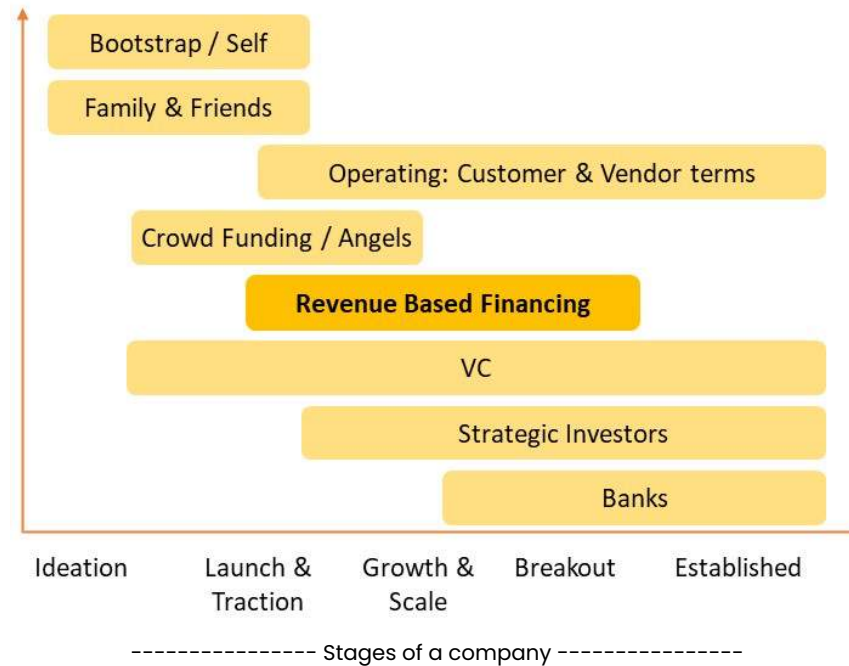
Blume Ventures - Our key Institutional Investors



# Revenue Based Financing (RBF)



- > Method to raise capital for high growth businesses where investors inject growth capital in exchange for a percentage of future monthly revenues
- > Known also as Revenue Sharing or Royalty based financing
- > Pre-determined percentage of top line revenue paid out in regular intervals
- > Fixed duration of payout or for perpetuity of product



# Investment highlights – Myntra 3500



Targeted ROI:

23.85% IRR

Targeted Multiplier:

~2.6X

Min. Investment:

Rs. 10 lakhs

Term:

10 years

Targeted Returns:

2.17% p.m.

Payout:

Monthly (120 months)

Principal Guaranteed



# RBF Advantage



Interest aligned  
with interests  
of the company



Payments linked  
directly to revenue  
collections



Limited risk due  
to non-participation  
in equity



Transparent &  
easy to track



Diversification  
of portfolio



Lower capital  
investment  
requirement

RBF based Funding Platforms



# Traditional Financing

VS

# RBF



	Debt	Equity	RBF
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

# Report : Flex Your Workplace



December, 2021



Bengaluru is the clear leader and accounts for about 34% of the total flex stock

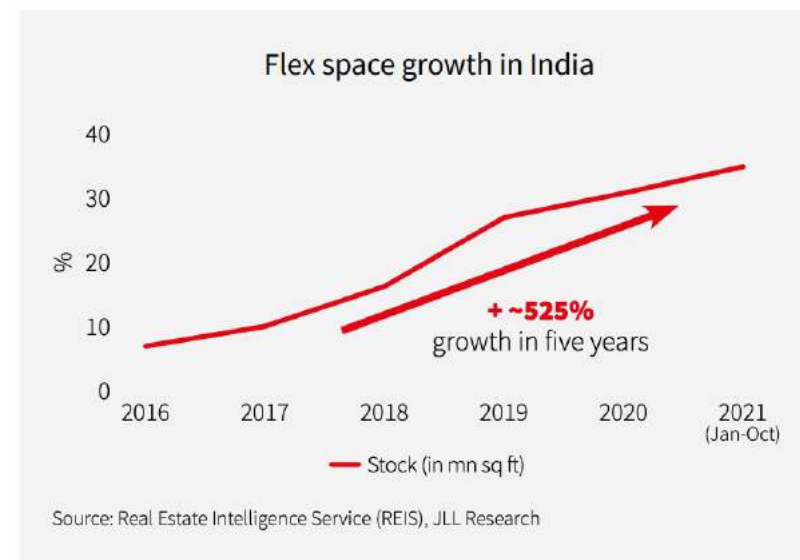


Large enterprise deals (above 1000 seats) account for about 36% of the total market uptake since 2020



42% of enterprise deals in last 2 years by tech companies

% respondents who had at least 10% of their workforce in flex has gone up from 38% to 44% from pre to post COVID.



<https://www.jll.co.in/en/trends-and-insights/research/flex-your-workplace>



# Report : India Office Figures Q4 2021

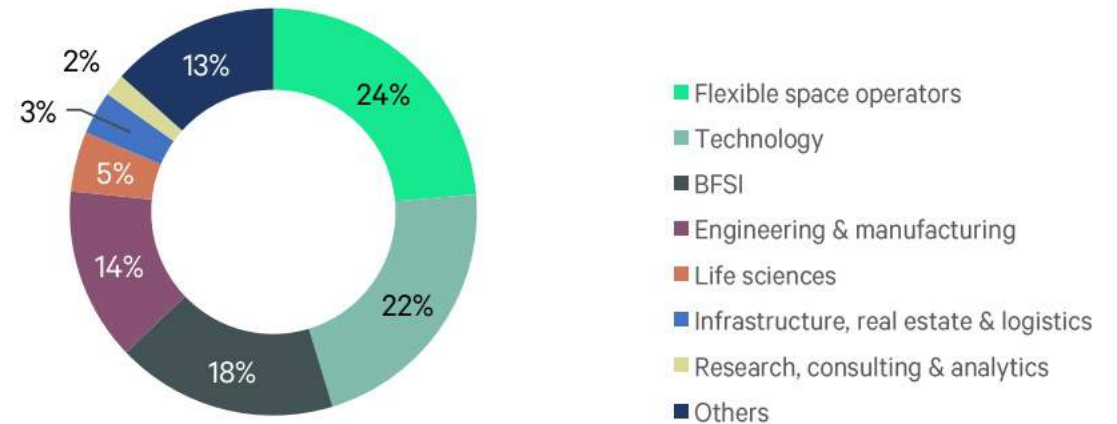


December, 2021

Bangalore : Strong occupier traction, both supply and absorption improved in Q4

93%\* of respondents planning to include flexible spaces in their office portfolios two years from now – including managed office and hybrid spaces

Segmentation Of Transaction Activity As Per Industry In Q4 2021



<https://www.cbre.co.in/en/research-reports/India-Office-Figures-Q4-2021>



# Coworking In the news

## THE TIMES OF INDIA

### Office leasing jumps over 2.5 fold in 8 cities in July-September: Report

PTI / Oct 4, 2021, 20:47 IST

Office space leasing in Bengaluru jumped to 4.3 million square feet from 1.1 million square feet, while Pune saw demand rising to 1 million square feet from 0.2 million square feet.

## THE ECONOMIC TIMES | Industry

English Edition | E-Paper

### Share of co-working in office space leasing to increase in 2022: Experts

**A lot of demand for flex offices can be seen from start up businesses.**

By Faizan Haidar, ET Bureau • Last Updated: Sep 01, 2021, 03:51 PM IST

## THE ECONOMIC TIMES | Industry

English Edition | E-Paper

### Microsoft leases 1.8L sq ft flexible space in Bengaluru

By Sobia Khan, ET Bureau • Last Updated: Dec 15, 2020, 11:32 AM IST

## THE ECONOMIC TIMES

### India's flexible office space stock to cross 60 million sq ft by 2023

By Sobia Khan, ET Bureau • Last Updated: Nov 23, 2021, 11:57 AM IST

## THE ECONOMIC TIMES

### IT firms are set to drive up the demand for flexible office spaces in 2022

By Sobia Khan, ET Bureau • Last Updated: Dec 30, 2021, 11:07 AM IST

Co-working and flexible workspace management companies account for about 18% of total corporate leasing in India in 2021, up from about 7% two years ago.

# Investment Overview



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

**Returns:** Fixed percentage of revenue share from collections from the rentals received from co-working business



HSR Layout Extension



Largest Co-working &  
Managed Office Space  
of BHIVE



3500 Seats

**Cost per Revenue Unit:** Rs. 10 lakhs

**Minimum Investment:** 1 Revenue Unit

**Average Target Returns:** 2.17% p.m.\*

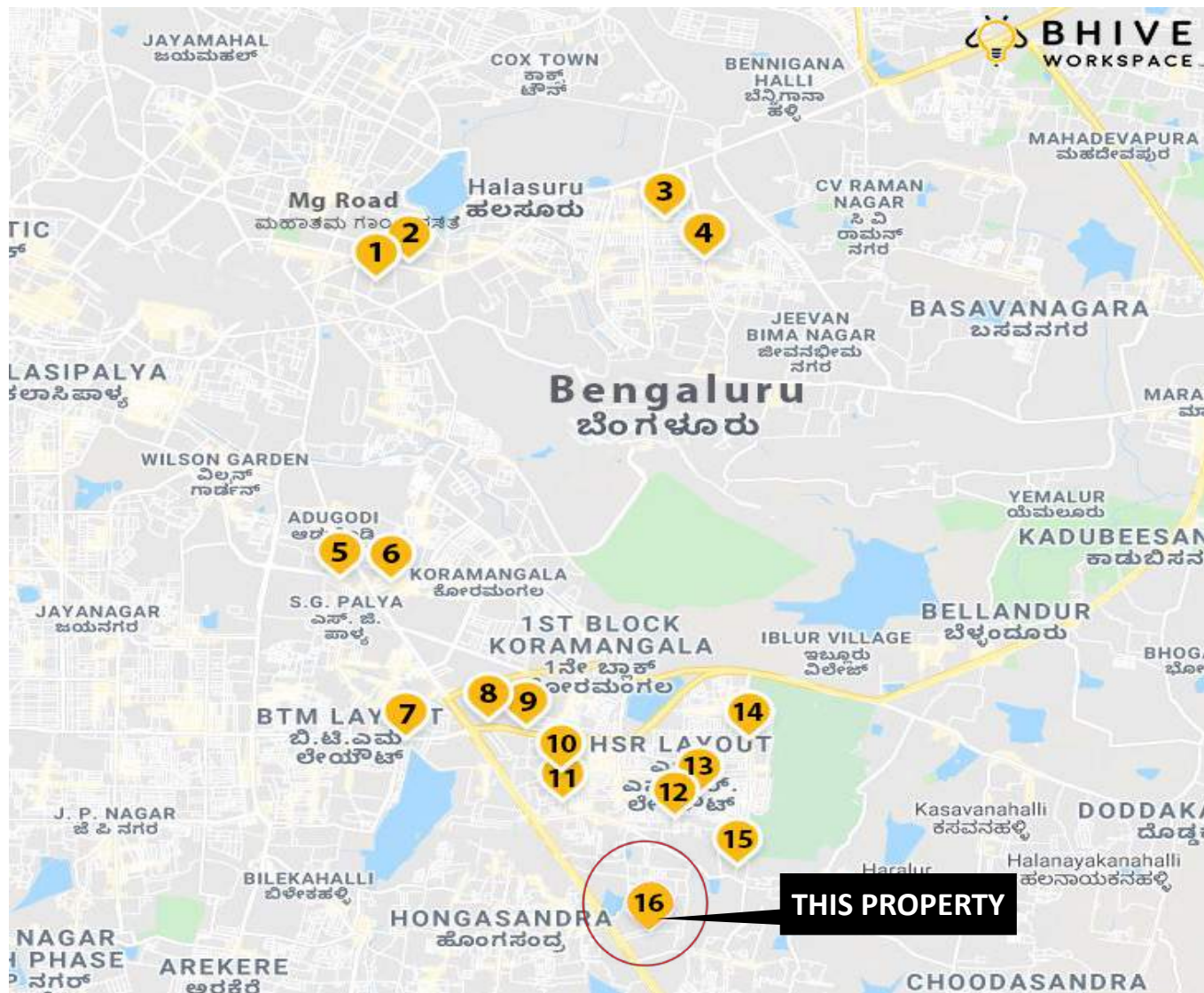
**Payment Frequency:** Monthly

**Investment Tenure:** 10 years

**Principal Guaranteed:** Yes  
(Corporate guarantee provided in the event the returns from the investment falls below the capital provided)



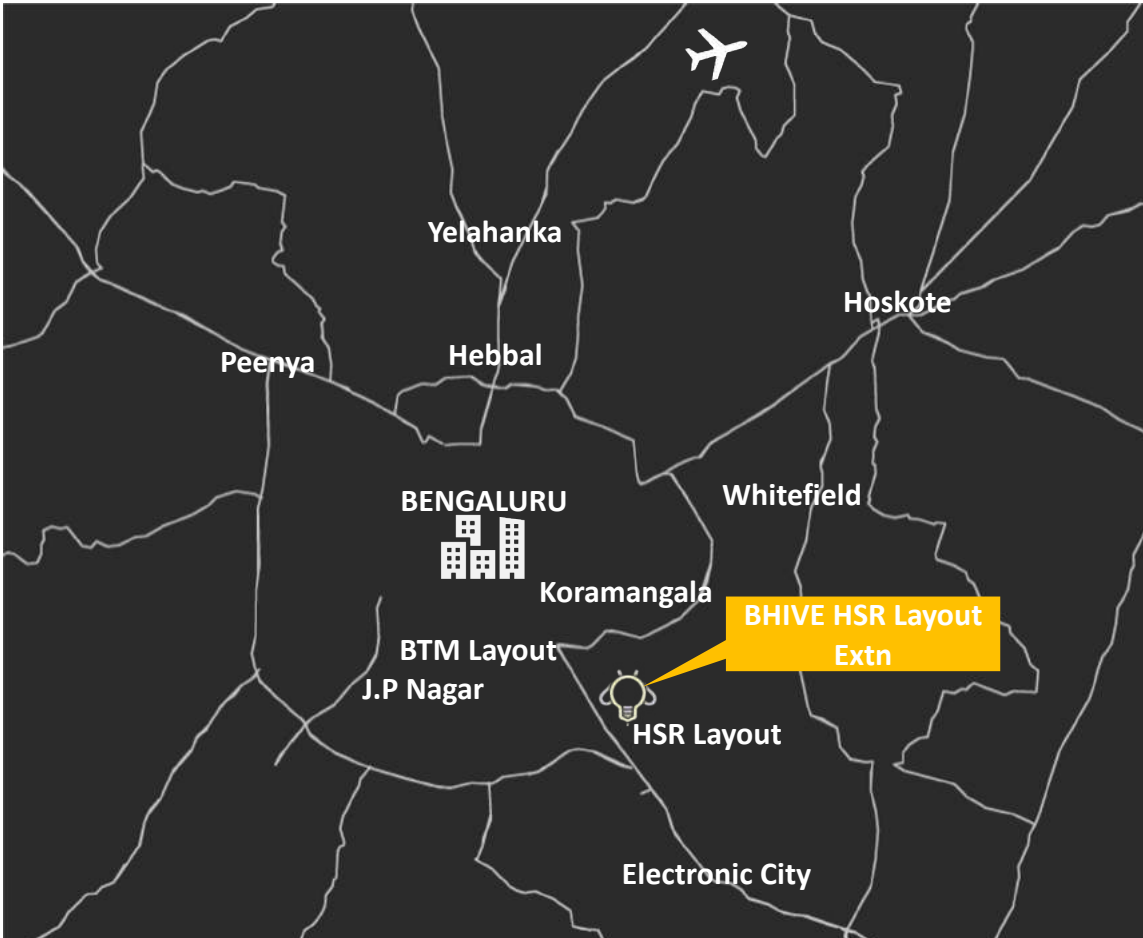
# BHIVE present at 16 Locations and Counting...



## 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, 80Ft Rd (600 seats)
5. **BHIVE** Koramangala, Near Forum (500 seats)
6. **BHIVE**, Koramangala, 5<sup>TH</sup> Block (300 seats)
7. **BHIVE PREMIUM**, BTM Layout (5000 seats)
8. **BHIVE**, HSR Service Road, Building 1 (350 seats)
9. **BHIVE**, 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 (250seats)
13. **Honeykomb**, HSR Layout Sector 3 (300 seats)
14. **Honeykomb**, HSR Layout 27<sup>TH</sup> Main (300seats)
15. **BHIVE**, HSR Layout 27<sup>TH</sup> Main (800 seats)
16. **BHIVE PREMIUM** AKR Tech Park Ex-Myntra HQ (3500 seats)

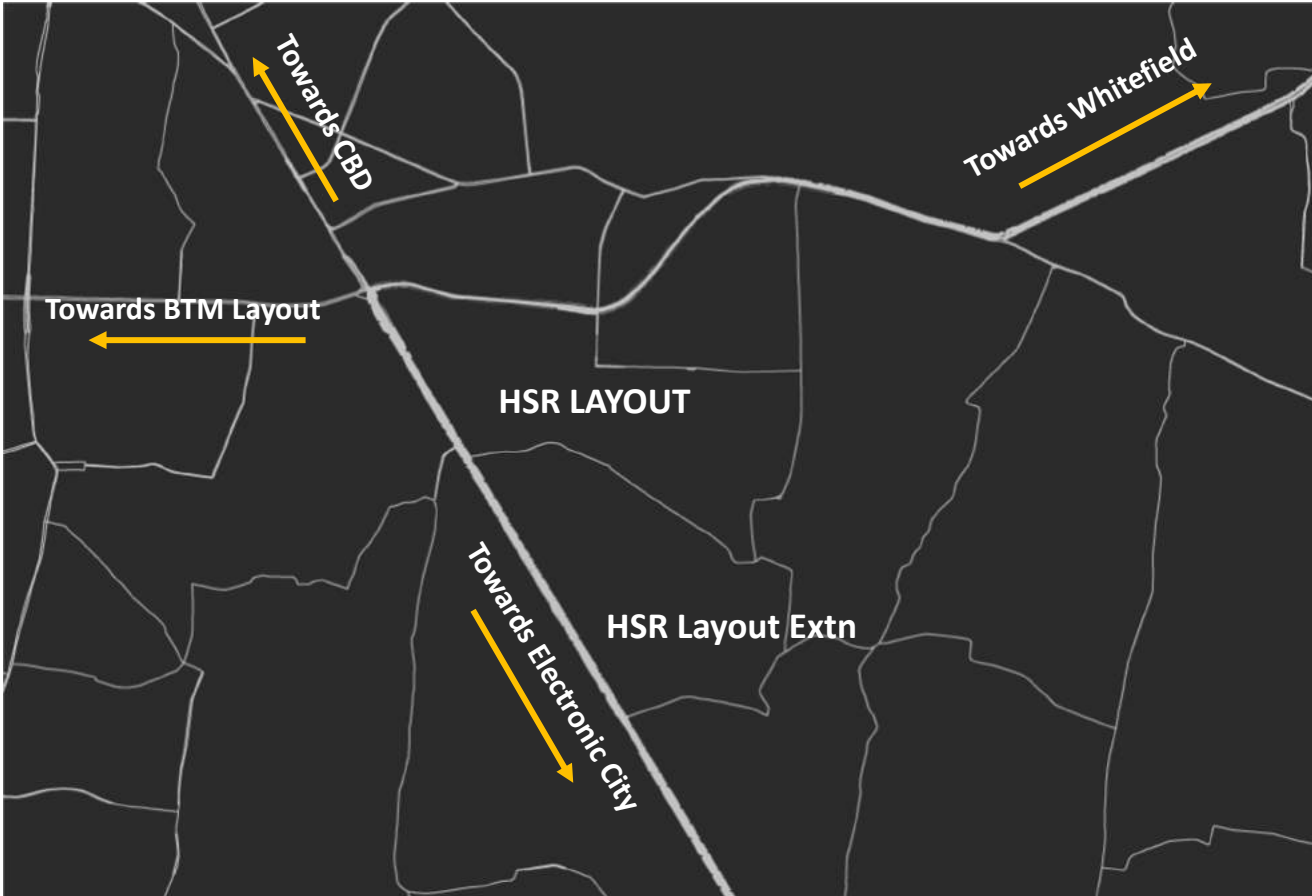
# HSR Layout Extension



- One of the well developed residential neighbourhood located in the south of Bangalore.
- Situated along Bangalore-Chennai highway. Buses can be availed from Kudlu Gate bus stop. The bus station connects to almost all the major locations in Bangalore.
- Accessibility to key employment hubs like Electronic City and Whitefield.

Distance to Key Areas	
Bangalore International Airport	47.7 km
Central Business District (MG Road)	12.3 km
Whitefield (IT Hub of Bangalore)	19 km
Koramangala	6.7 km

# Major Companies

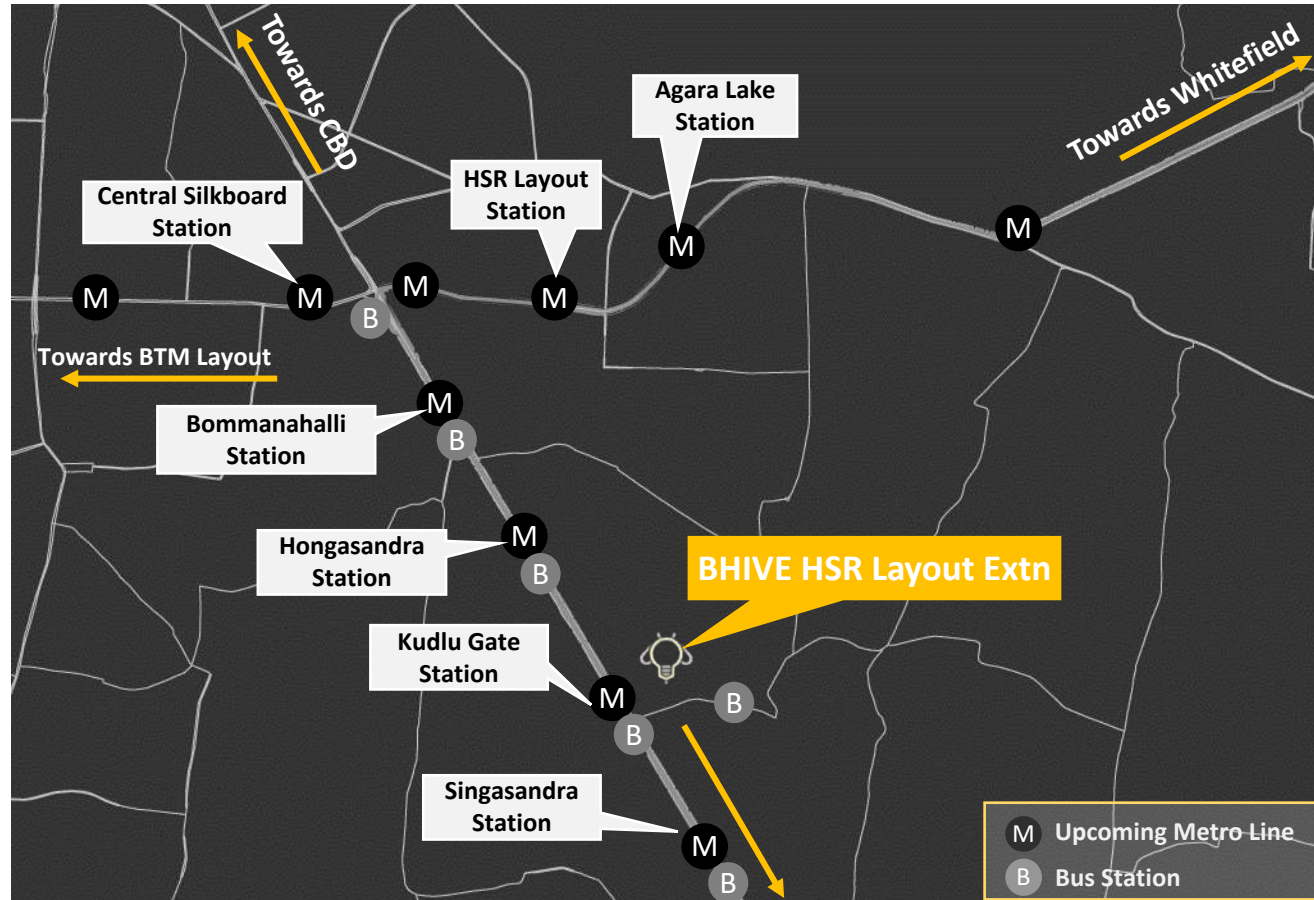


Note: The list of companies is a select few within the area and is not limited to these.

List of Companies	
HGS	Mando Softtech india pvt ltd
Robert Bosch	Iteanz Technologies
HSPL Technologies	BPN Technologies
Syncoms	Technetico soft solutons pvt ltd
Delta Electronics India Pvt Ltd	Venture soft Global
Xiaomi Technology Pvt Ltd	Attrac ERP Solutions
SPX Flow Technology	Dezmindz Technology
GENPACT	Hindustan Lever
HCL Technologies Ltd	P&G Amazon Distribution
ThiDiff Technologies	FabIndia DC
Aegis Limited	Farmax Technologies Pvt Ltd
Quinnox	Eccentric Corp



# Metro Connectivity



Note: Upcoming Metro Line.

Metro Station : Half KM  
Bus Station : 450m

# Immediate Vicinity



## Residential

- 1 Salarpuria Sattva Cadenza
- 2 Bren Palms
- 3 Uma Sree Dream world
- 4 MJR Platina
- 5 Puravankara Westend

## Schools / College

- 1 Dayananda Sagar University
- 2 Bangalore School of Business
- 3 ASK Institute of Hotel Management & Culinary Arts
- 4 Carmel Public School G B Palya
- 5 New Bharath International School

# Financial model of BHIVE Myntra 3500

×

Revenue Projections per Unit ₹(10 Lakhs)				
	Year 1	Year 2 – Year 4	Year 5 – Year 7	Year 8 – Year 10
Estimated Average Monthly Revenue	–	₹1,62,16,662	₹1,80,44,718	₹1,97,17,951
Average Projected Investor Returns per month	₹17,500	₹20,021	₹22,277	₹24,343
Estimated Average Monthly Return	1.75%	2%	2.23%	2.43%

The above projections are based on 1/810 of a revenue unit

Estimated Average Returns on monthly basis:  
2.17%

IRR : 23.85%p.a.

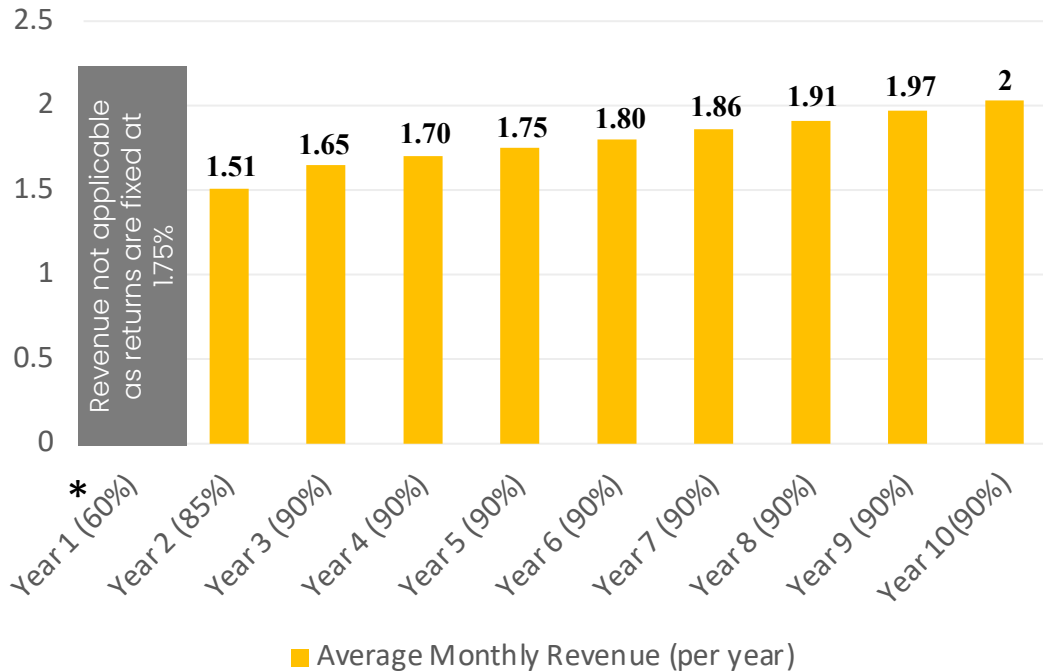
Estimated Amount returned to investor: ~2.6x



# Estimated Projections of Revenue and Payout

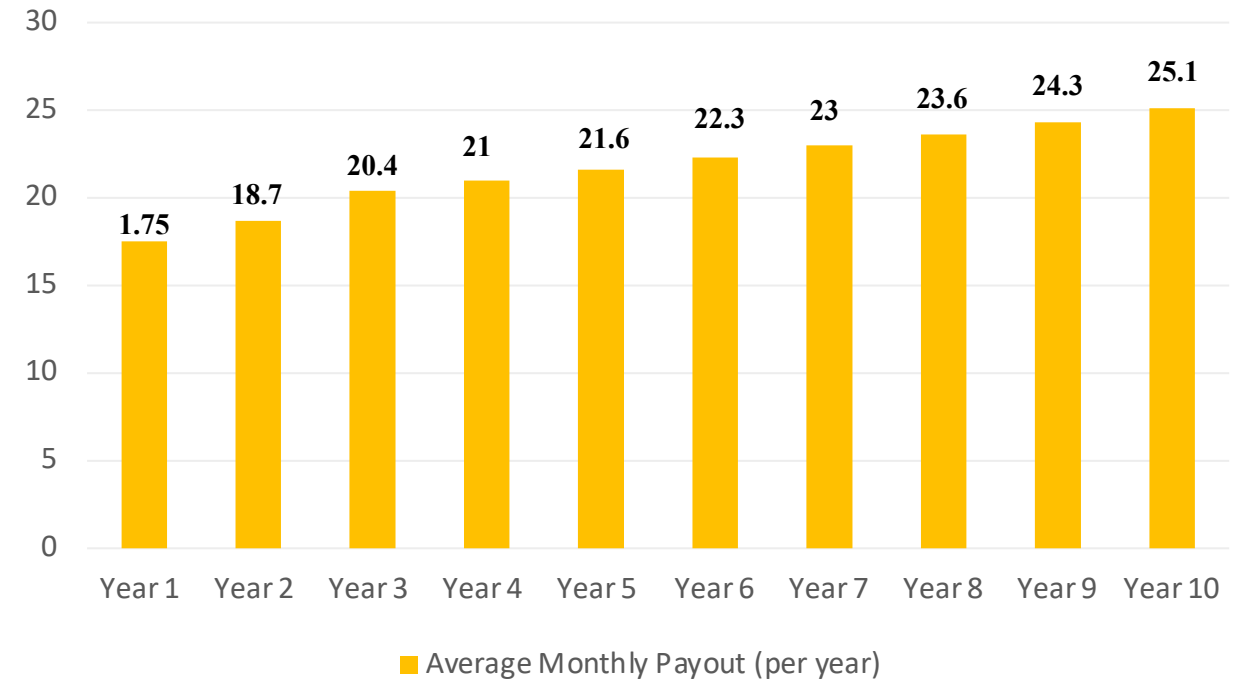


## REVENUE PROJECTIONS IN (₹) CRORES



(\*) Occupancy Level

## PAY-OUT PROJECTIONS PER UNIT IN (₹) THOUSANDS



# Asset Leasing

Targeted ROI:

~16% IRR

Tenure : 3-5 Years

Principal  
Guaranteed

Min. Investment:

Rs. 10 lakhs

Payout:

Monthly

Year	Year 1	Year 2	Year 3	Year 4	Year 5
Avg Monthly Returns	1.4%	1.2%	1.2%	1.2%	1.2%

# Asset Leasing Premium

Targeted ROI:

~17.10% IRR

Tenure : 1-3 Years

Principal  
Guaranteed

Min. Investment:

Rs. 25 lakhs

Payout:

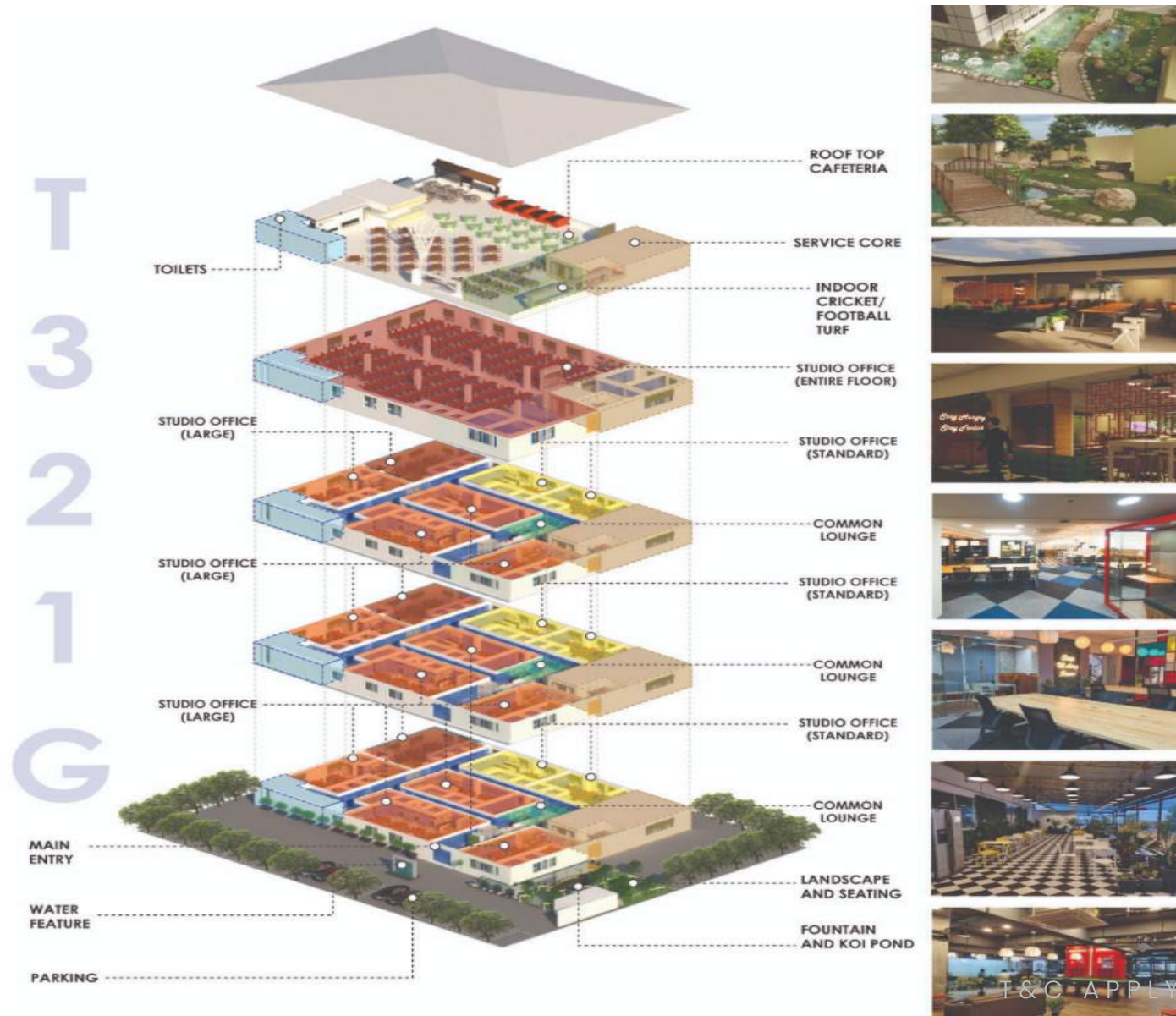
Monthly

Tenure	1 Year	2 Years	3 Yeras
Year 1	1.3%	1.4%	1.4%
Year 2		1.3%	1.3%
Year 3			1.4%

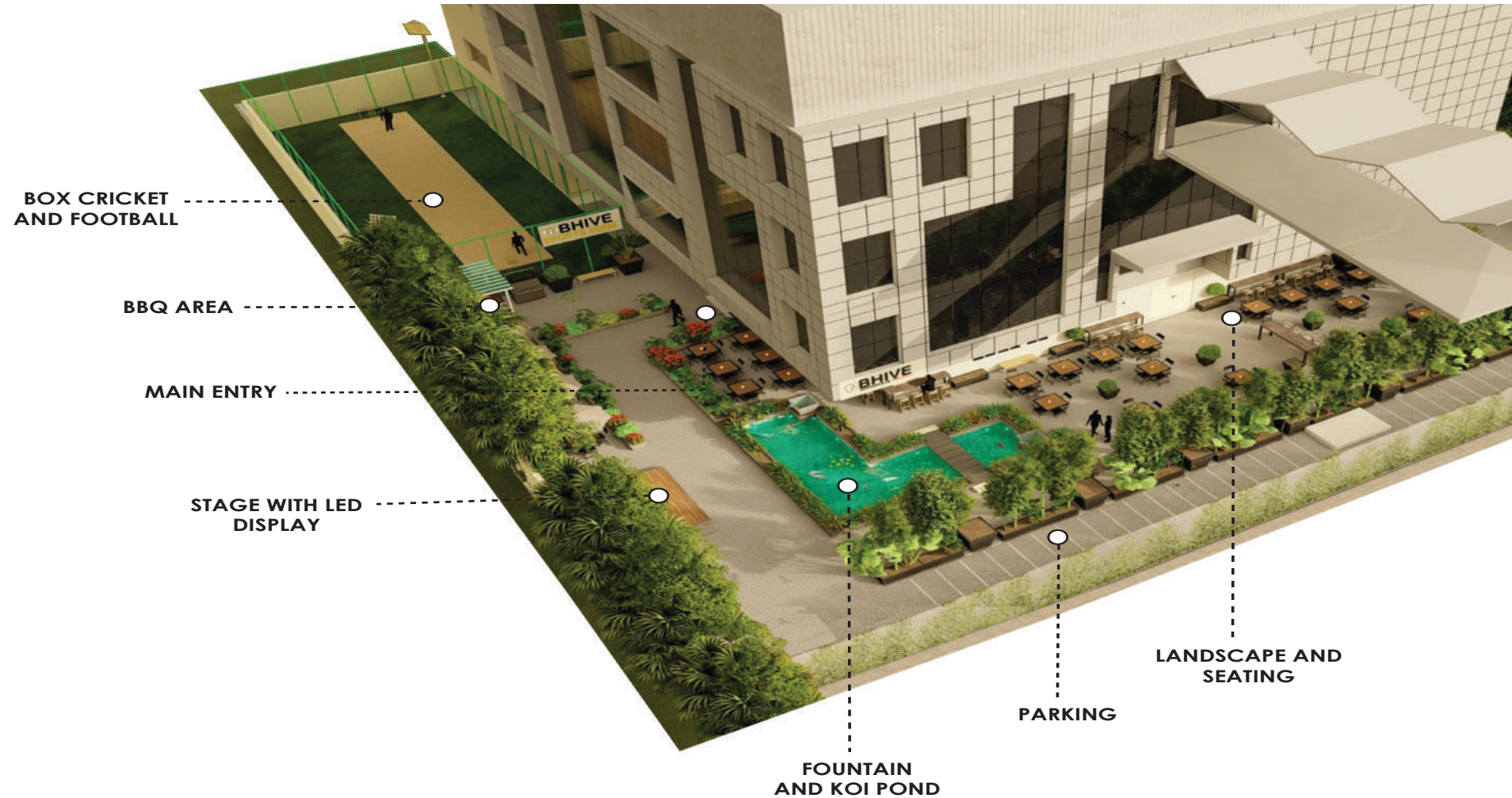
# BHIVE Myntra 3500 WalkThrough Video

<https://www.youtube.com/watch?v=WadEabmeTSQ>

# Isometric View



# BHIVE Unicorn Garden





# BHIVE Myntra Studio Images





# Unicorn Garden




# BHIVE Sports Zone





# Current Offerings on the platform




Live

CMH Road, Indiranagar

## **BHIVE Workspace Indiranagar**

**Opportunity – RBF Series 1**

Area	Projected IRR
<b>38,000 sq.ft</b>	<b>~ 24.19% p.a.</b>
Payment frequency	Floors
<b>Monthly (~ 2.20 % Avg. monthly returns)</b>	<b>5 Floor</b>




Live

CMH Road, Indiranagar

## **BHIVE Workspace Indiranagar**

**Opportunity – Asset leasing**

Area	Projected IRR
<b>38,000 sq.ft</b>	<b>~16.47% p.a.</b>
Payment frequency	Floors
<b>Monthly (stable 1.2 % monthly returns)</b>	<b>5 Floor</b>




On Going – 60% Subscribed

AKR tech Park

## **BHIVE Workspace – Ex Myntra HQ**

**Opportunity – RBF Series 1**

Area	Projected IRR
<b>1,00,000 sq.ft</b>	<b>~23.83% p.a.</b>
Payment frequency	Floors
<b>Monthly (~2.17% avg monthly returns)</b>	<b>4 Floors</b>



On Going – 55% Subscribed

AKR tech Park


## **BHIVE Workspace – Ex Myntra HQ**

**Opportunity – Asset leasing**

Area	Projected IRR
<b>1,00,000 sq.ft</b>	<b>~16.47% p.a.</b>
Payment frequency	Floors
<b>Monthly (stable 1.2 % monthly returns)</b>	<b>4 Floors</b>

# Sold Out Products

100% Subscribed – Closed




19th Main, Sector 3, HSR Layout

**BHIVE WORKSPACE HSR  
19th MAIN**

**Opportunity – RBF Series 1**

Area	Projected IRR
<b>14000 sq.ft</b>	<b>~24.21% p.a.</b>
Payment frequency	Floors
<b>Monthly (~2.23% avg monthly returns)</b>	<b>G + 4 Floors</b>

100% Subscribed – Recently Closed




27th Main, Sector 2, HSR Layout

**BHIVE WORKSPACE HSR  
27th MAIN**

**Opportunity – RBF Series 2**

Area	Projected IRR
<b>30000 sq.ft</b>	<b>~23.32% p.a.</b>
Payment frequency	Floors
<b>Monthly (~2.25% avg monthly returns)</b>	<b>G + 4 Floors</b>

100% Subscribed – Recently Closed



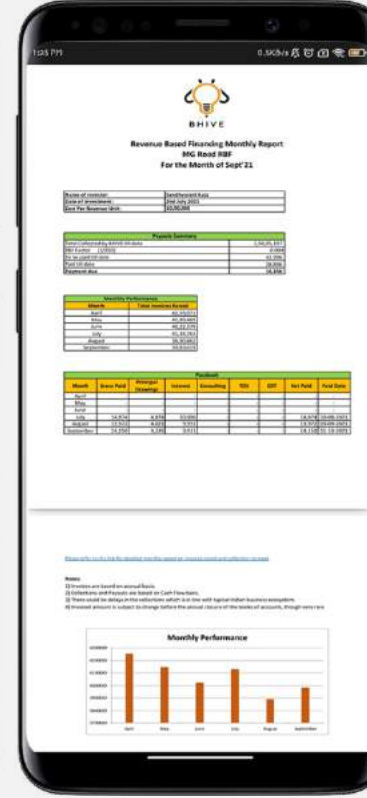
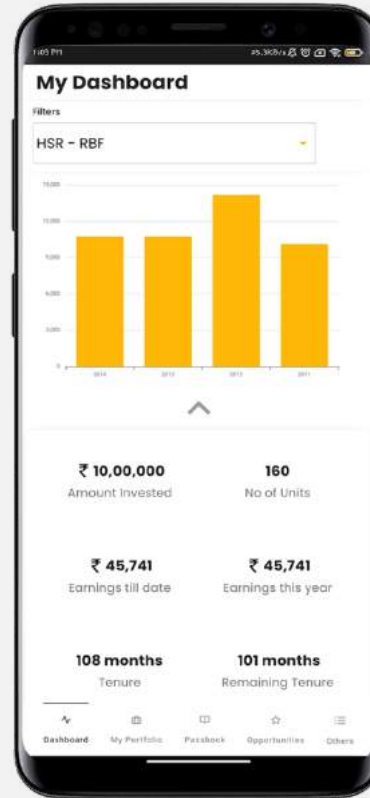
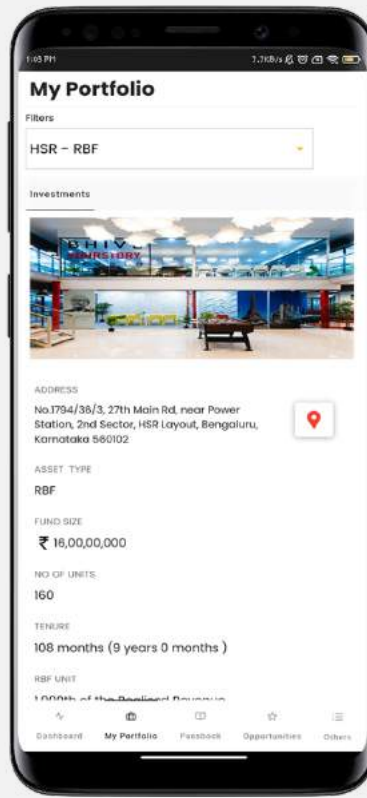
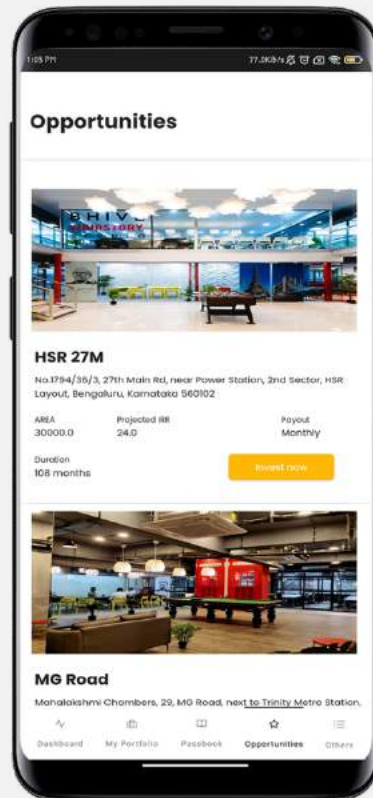
Mahalakshmi Chambers, MG Road

**BHIVE WORKSPACE MG  
Road**

**Opportunity – RBF Series 2**

Area	Projected IRR
<b>21650 sq.ft</b>	<b>~20% p.a.</b>
Payment frequency	Floors
<b>Monthly (~2% avg monthly returns)</b>	<b>1st, 6th &amp; 7th Floors</b>

# LIVE Technology Driven Mobile Dashboard



Date	Amount	Status	Action
August 5, 2021	₹ 10731.0	Paid	Click to view Report
August 9, 2021	₹ 12344.0	Paid	Click to view Report
September 10, 2021	₹ 14194.0	Paid	Click to view Report
September 10, 2021	₹ 10731.0	Paid	Click to view Report
October 5, 2021	₹ 12120.0	Paid	Click to view Report
October 5, 2021	₹ 14194.0	Paid	Click to view Report
November 5, 2021	₹ 10110.0	Paid	Click to view Report

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

T&C APPLY | PRIVATE AND CONFIDENTIAL



# Link to BHIVE App Demo Video

<https://www.youtube.com/watch?v=SXfuQ57tkd0>

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Investment Memo : 25<sup>th</sup> March 2022





# Thank you!

