

BUSINESS FINANCING OPPORTUNITY | 2022

***CMH ROAD, INDIRANAGAR
BENGALURU***



T&C APPLY | PRIVATE AND CONFIDENTIAL



"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 Alternatives has been built to change that"

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

Portfolio Comparison

Portfolio of Individual Investor
Residential Real Estate
Bank Deposits
Gold
Stock Market & Mutual Funds

Portfolio of Ultra Wealthy
Residential Real Estate
Bank Deposits
Gold
Stock Market & Mutual Funds
Business Financing
Commercial Real Estate
International Real Estate

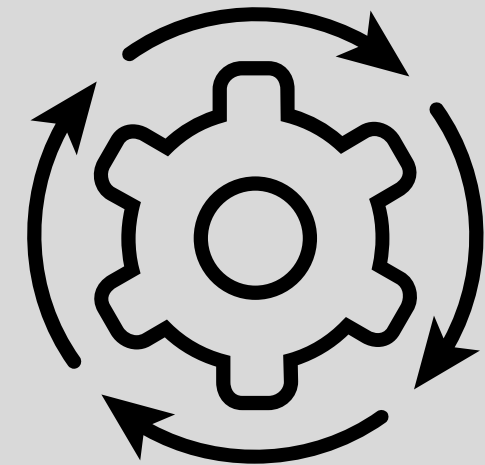
Requirement for running a Capex Heavy Business



Building



Capital



Operational Expertise

Current Investment Opportunity

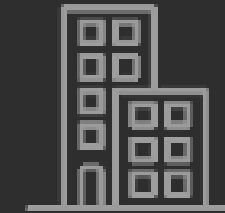
Investment Proposition: Participate in the growth of BHIVE Workspace by funding capital towards its expansion



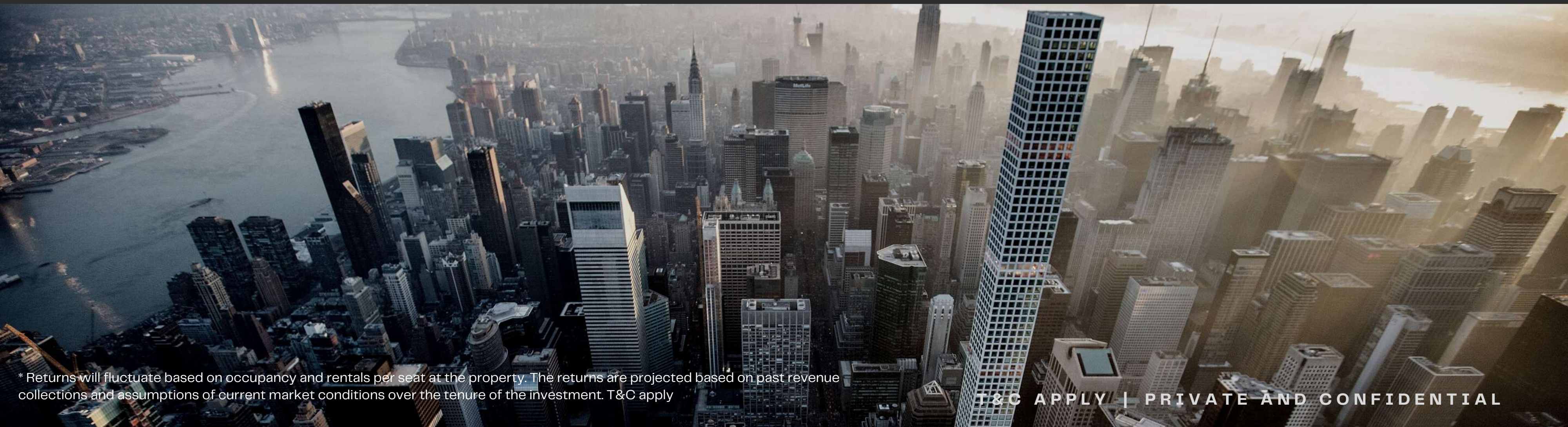
INDIRANAGAR – CMH Road



1189 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

Indiranagar CMH Terrace Render & Studio Office – Walkthrough

<https://www.youtube.com/watch?v=KUjfeIZo9w4>

<https://www.youtube.com/watch?v=8abZSRa2Dgg>



Terrace View



STUDIO 01

Renders





All we have
is now





Ways to Participate in Indirangar CMH Opportunity

Option 1

**Business Financing
(Revenue Linked)**

Option 2

Asset Leasing

Option 3

**Asset Leasing
Premium**

Option 1: Business Financing (Revenue Linked)

Targeted ROI:

24.20% IRR

Targeted Multiplier:

~2.6X

Min. Investment:

Rs. 10 lakhs

Term:

10 years

**Targeted
Returns:**

2.2% p.m.

Payout:

**Monthly (120
months)**

**Principal
Guaranteed**

Financial model

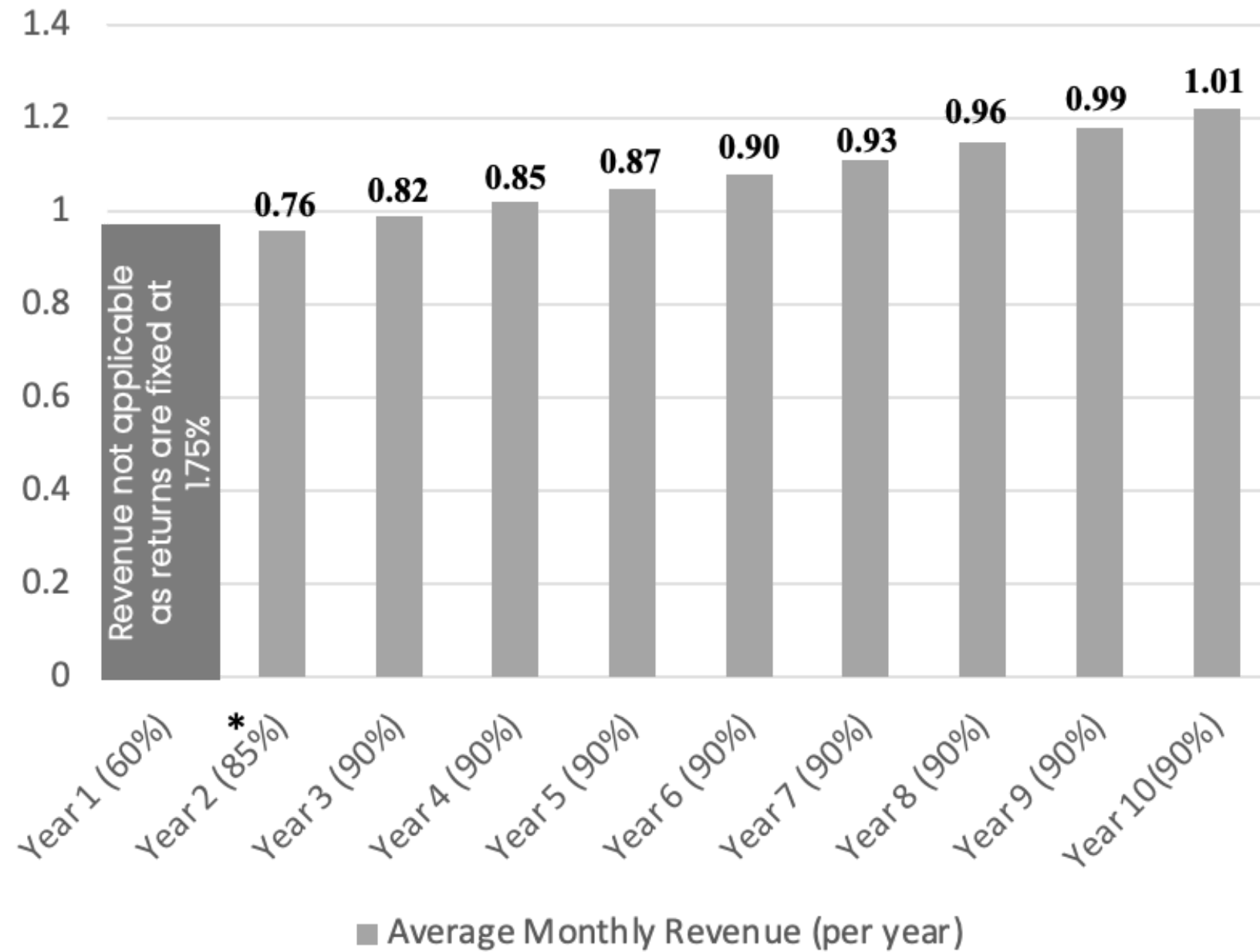
Revenue Projections per Unit (₹ 10 Lakhs)				
	Year 1	Year 2 – Year 4	Year 5 – Year7	Year 8 – Year 10
Average Monthly Revenue	–	₹81,12,645	₹90,27,160	₹98,64,221
Average Projected Investor Returns per month	₹17,500	₹20,282	₹22,568	₹24,661
Average Monthly Return	1.75%	2.03%	2.26%	2.47%

The above projections are based on **1/400** of a revenue unit

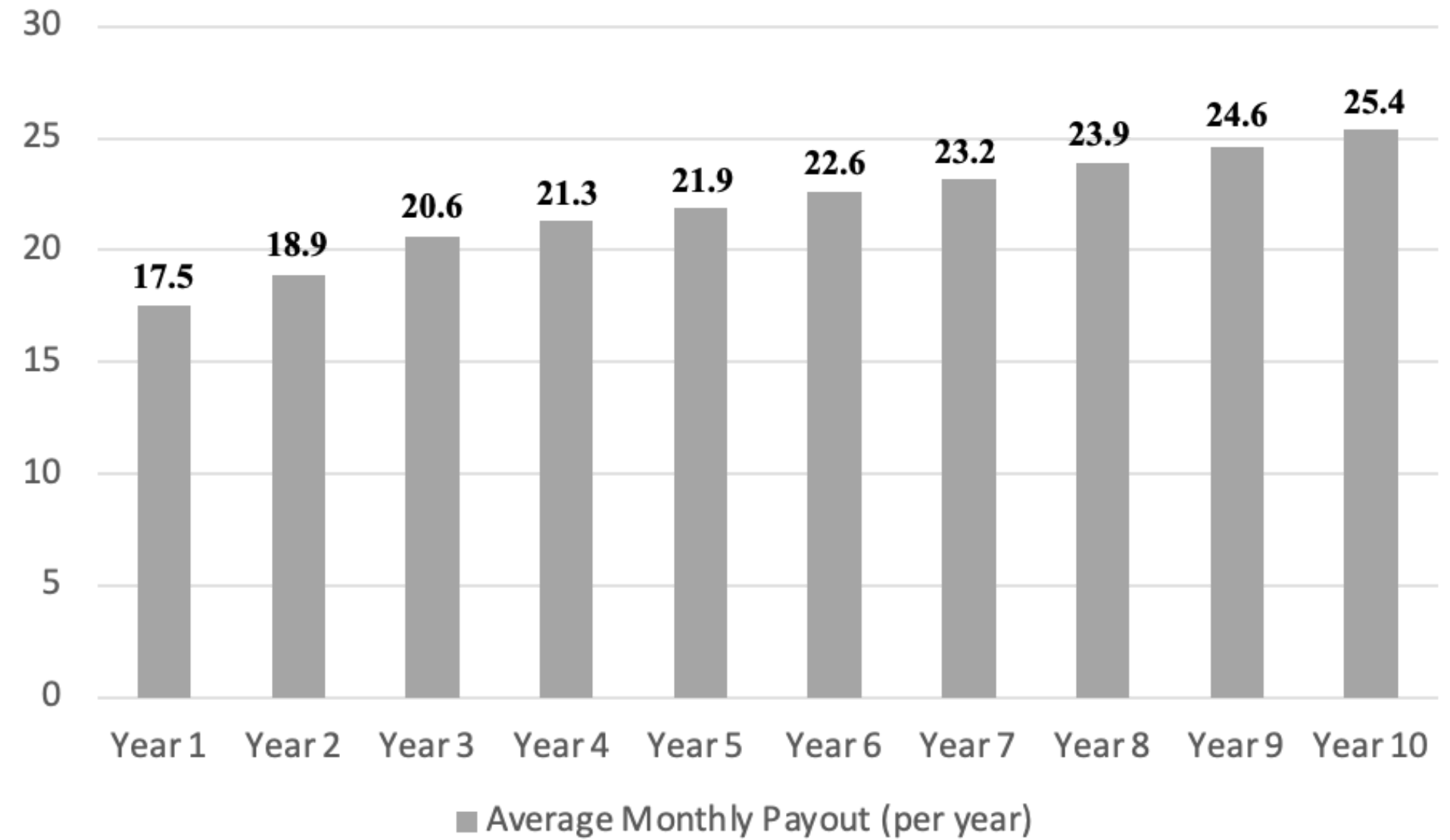
Average Returns on monthly basis:	IRR :	Total Money returned to investor:
2.2%	24.20%	~2.6x

Projections of Revenue and Payout

REVENUE PROJECTIONS IN CRORE (₹)



PAY-OUT PROJECTIONS PER UNIT IN THOUSANDS (₹)



* Occupancy Level

Option 2: Asset Leasing

Targeted ROI:

~16% IRR

Tenure : 3-5 Years

**Principal
Guaranteed**

Min. Investment:

Rs. 10 lakh

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%



Option 3: Asset Leasing Premium



Targeted ROI:

~17.4% IRR

Tenure : 1-3 Years

Principal
Guaranteed

Min. Investment:

Rs. 25 lakh

Payout:

Monthly

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

ADDITIONAL INFORMATION

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



Revenue Based Financing (RBF)



Tech Parks (Real Estate)



Warehouses



Data Centers



Alternative Investment Fund (AIF)



International Real Estate

<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



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



Nikhil Kamath
Founder – Zerodha



Abhijeet Pai
Founder – Gruhas



Sreeram Reddy Vanga
Founder – Kofluence



Alok Bajpai
CFO – Adani Connex



Shashank Kumar
RazorPay



Harshil Mathur
RazorPay



Raghunandan G
TaxiForSure



Arihant Patni
Ideaspring Capital

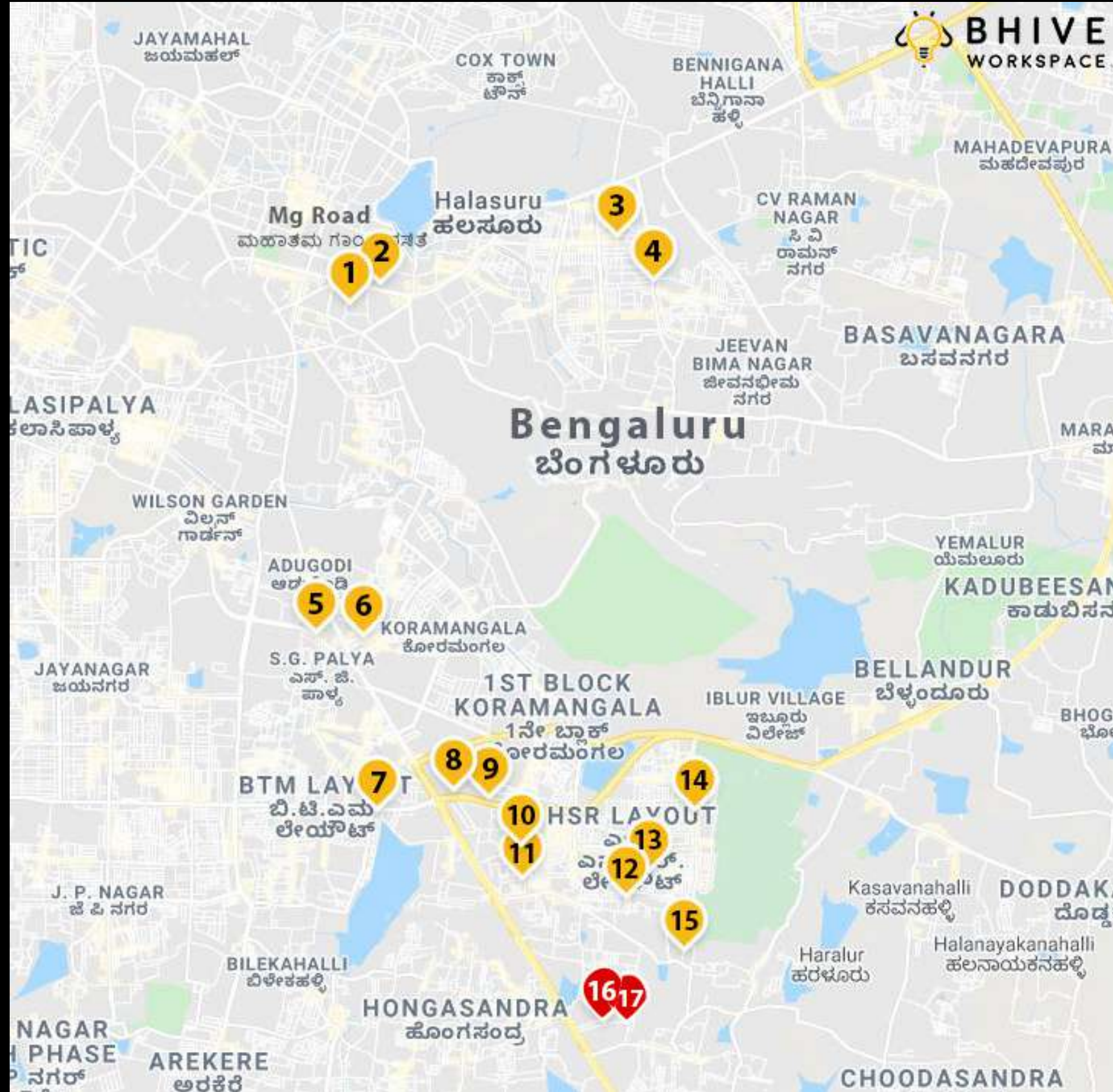


Gruhas Proptech



Blume Ventures –
Our key Institutional Investors

BHIVE present at 17 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, 5TH 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 (250 seats)
13. **Honeykomb**, HSR Layout Sector 3 (300 seats)
14. **Honeykomb**, HSR Layout 27TH Main (300 seats)
15. **BHIVE**, HSR Layout 27TH 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)

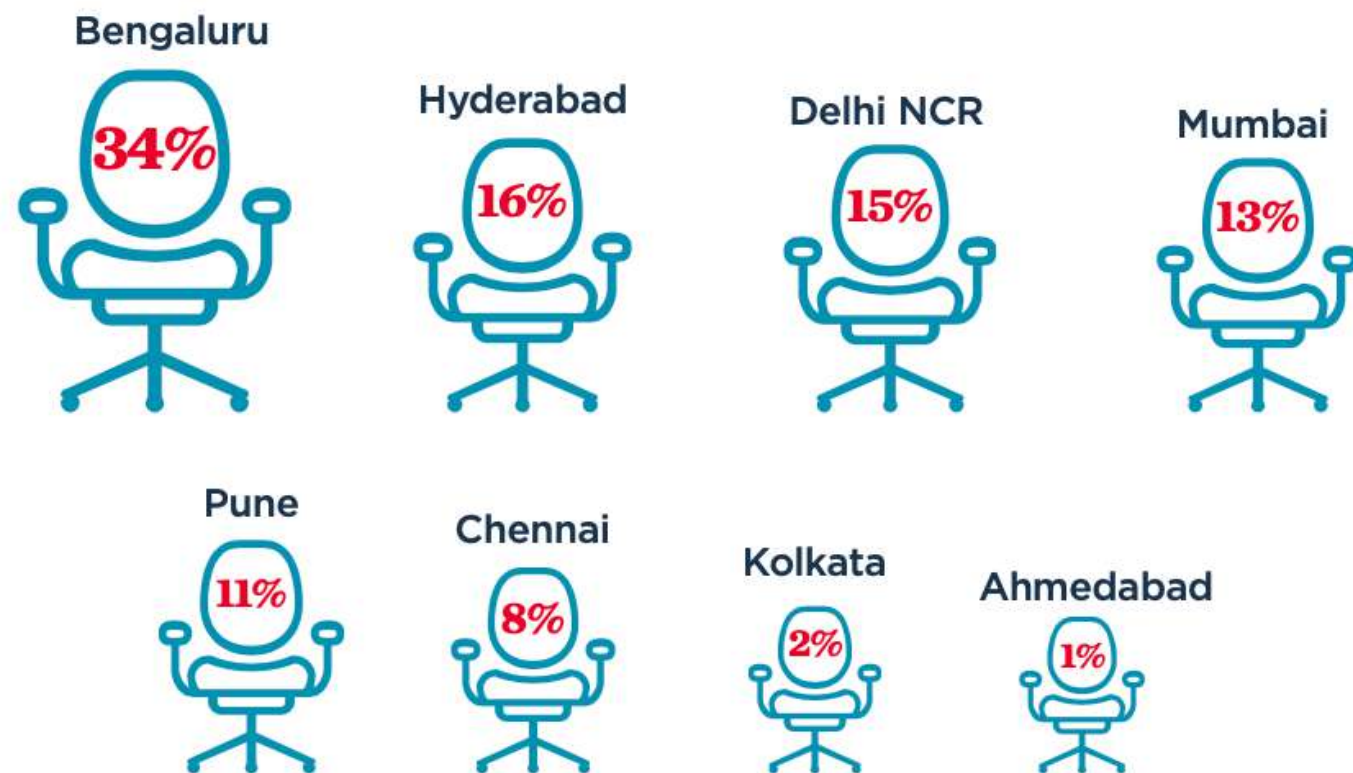
	Debt	Equity	Business Financing (Revenue Linked)
Yields	5-7%	12-15%	~20-30%
Return Form	Fixed Interest	Dividends & Capital appreciation	Monthly payouts from revenue
Risk	Low	High	Moderate
Principal Guarantee	Yes	No	Yes depending on T&C
Participation in P&L	No	Yes	No

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 Q1 2022

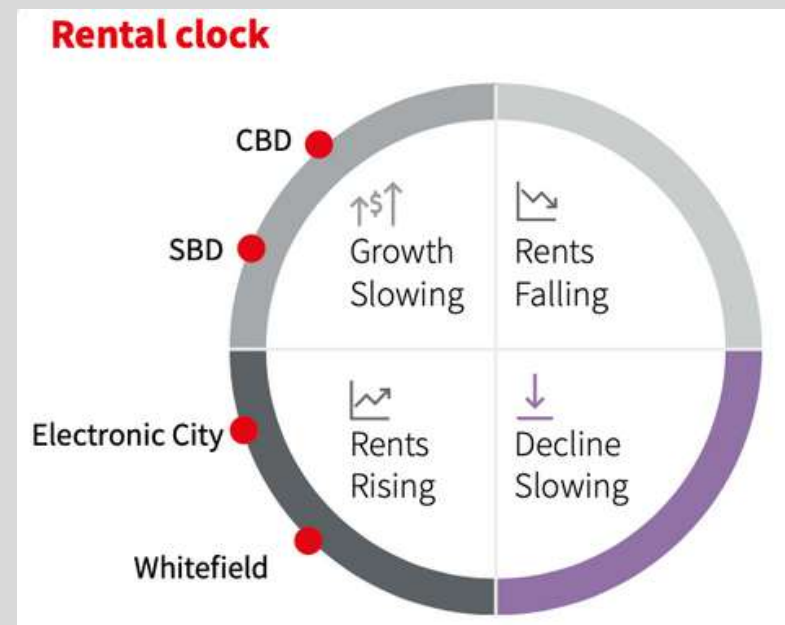
Bengaluru

Tech and Flex Driving Demand

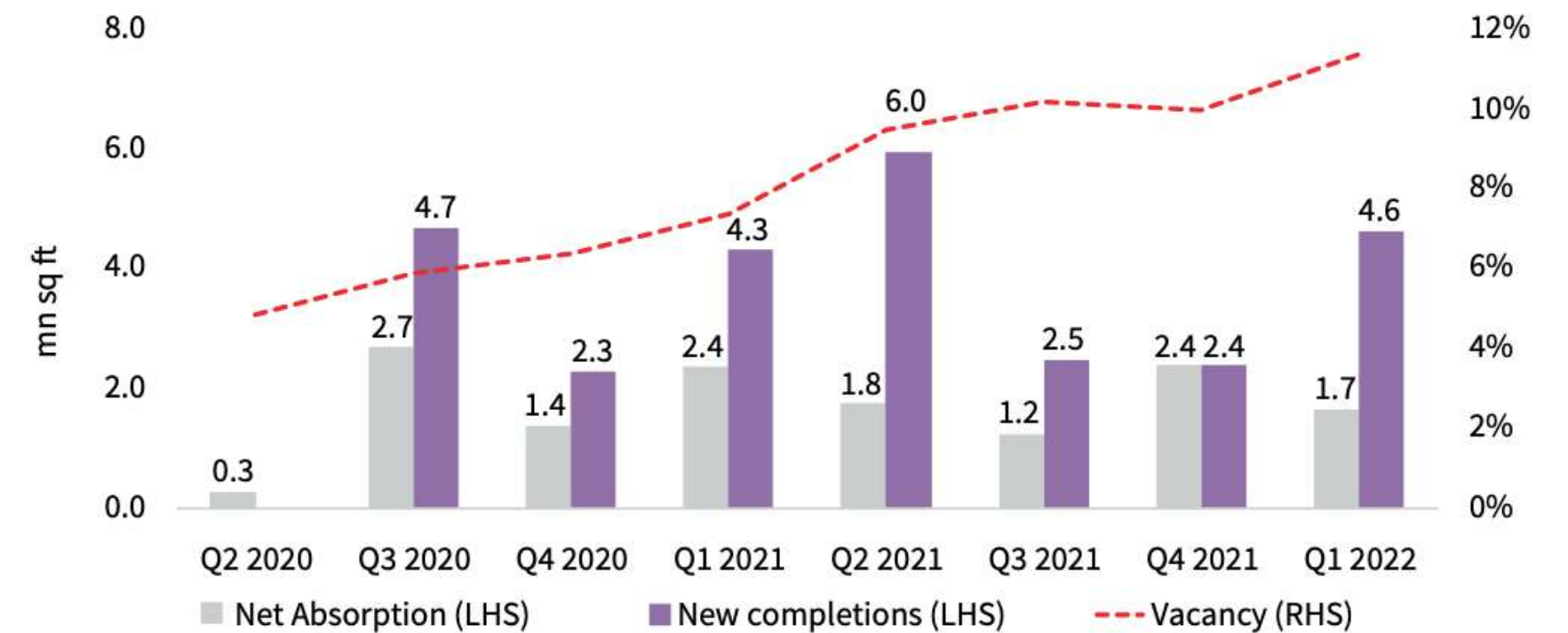


May, 2022

- Key occupier segments driving demand this quarter included IT/ITeS which made up 45% of the leasing activity followed by co-working space providers making up 24%.
- The flex sector also complemented the conventional Grade A office take-up with 4,700 seats absorbed by enterprises this quarter.
- Overall rents in the city rose marginally by 0.6% q-o-q and 1.9% y-o-y.



Grade A office stock: 182.6 mn sq ft (25% of total Grade A office stock in top 7 cities)



*Figures represent the contribution of submarkets during the quarter under review
Source: Real Estate Intelligence Service (REIS), JLL Research

Coworking – In the news

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 TIMES OF INDIA

Co-working spaces most preferred hybrid work model, sees highest growth rate in office absorption in FY22

TIMESOFINDIA.COM / May 20, 2022, 12:50 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

Office absorption across top 7 cities in Q1 at 11.55 mln sq ft, highest in two years

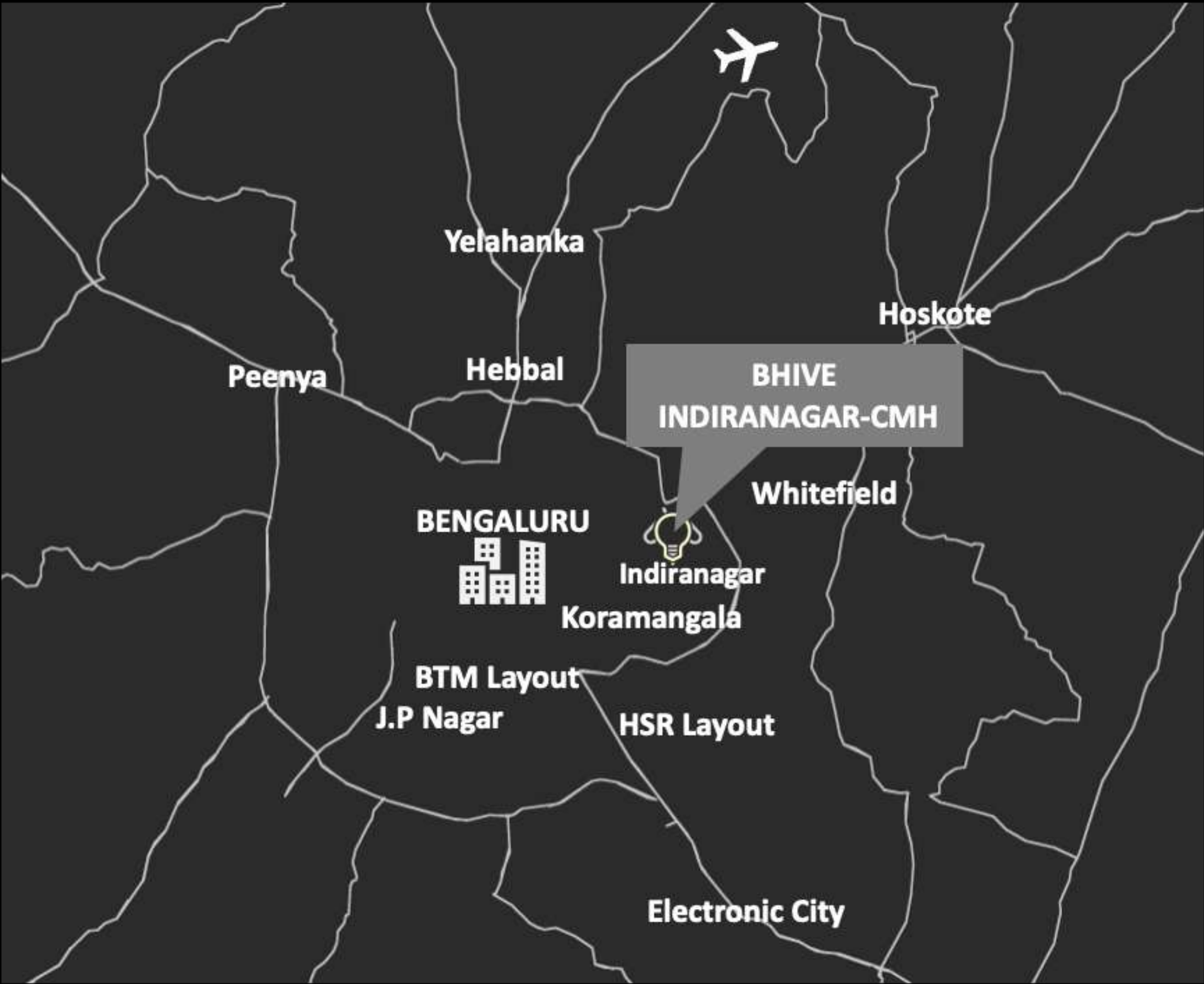
By Kailash Babar, ET Bureau • Last Updated: Mar 31, 2022, 01:31 PM IST

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

Indiranagar



Is one of the well developed Residential and commercial hub located in east Bangalore.



Excellent Social, Economic and Retail Infra is a key driver for both Residential & Commercial.

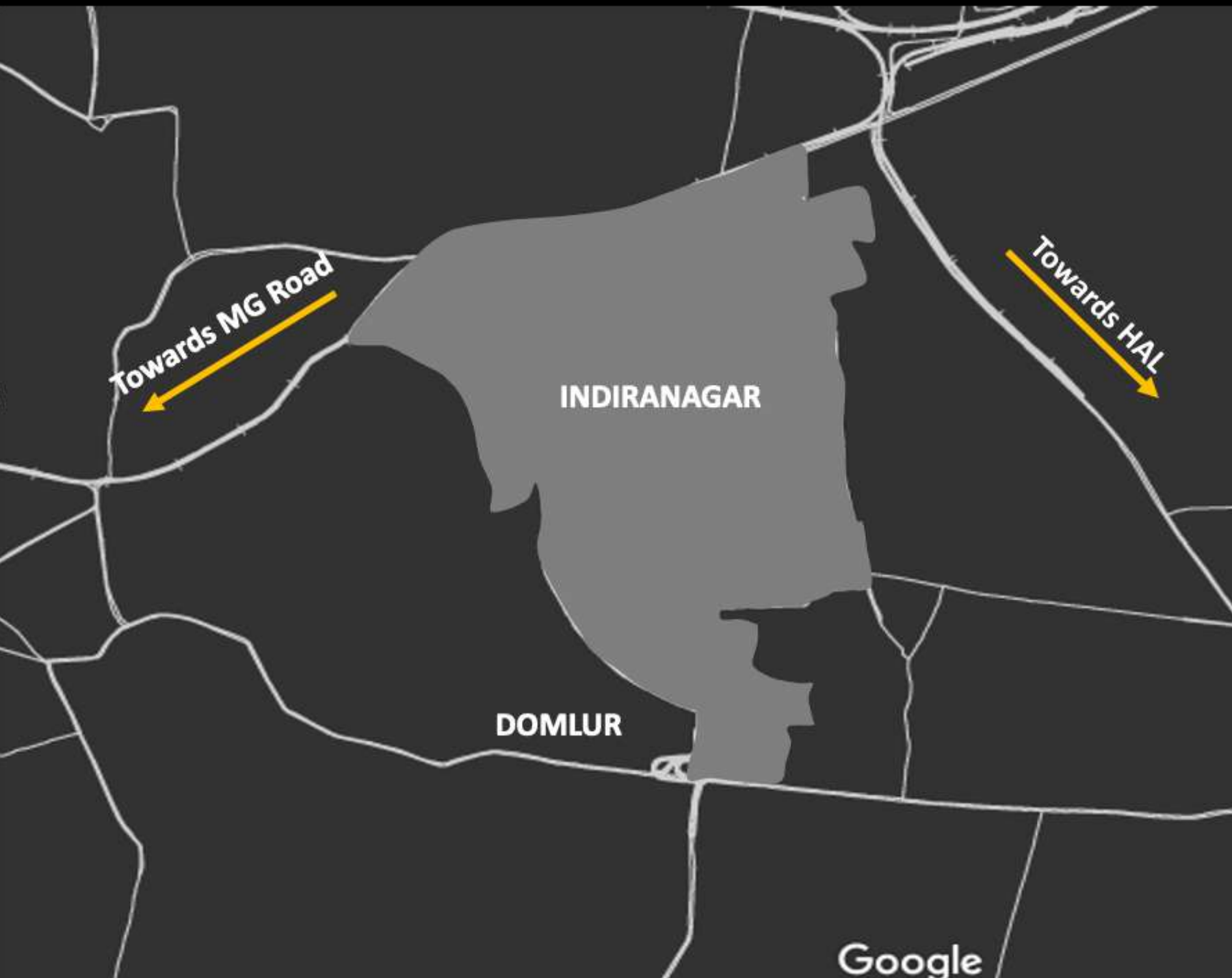


Well connected to other major areas of Bangalore through Bus and has two metro stations in the neighbourhood

Distance to Key Areas:

Bangalore International Airport	37 km
Central Business District (MG Road)	3 km
Whitefield (IT Hub of Bangalore)	10 km
Koramangala	4 km

Major Companies in Indiranagar



List of Companies	
Cred	NovoJuris Legal
Dunzo	Prackr
HGS	Black and White Solutions
Yourstory Media Pvt Ltd	Siirus Embedded Software Pvt Ltd
Gensler	Vauld
IBI Group	Parallel UX Studio
SAAR Microsystems	Kublancer
Fragma Data Systems	DeepSource
Decentro Tech Pvt Ltd	Skit
TestVagrant Technologies	Trivium eSolutions Pvt Ltd
PolyMage Labs	NuWare Solutions LLP

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

Connectivity

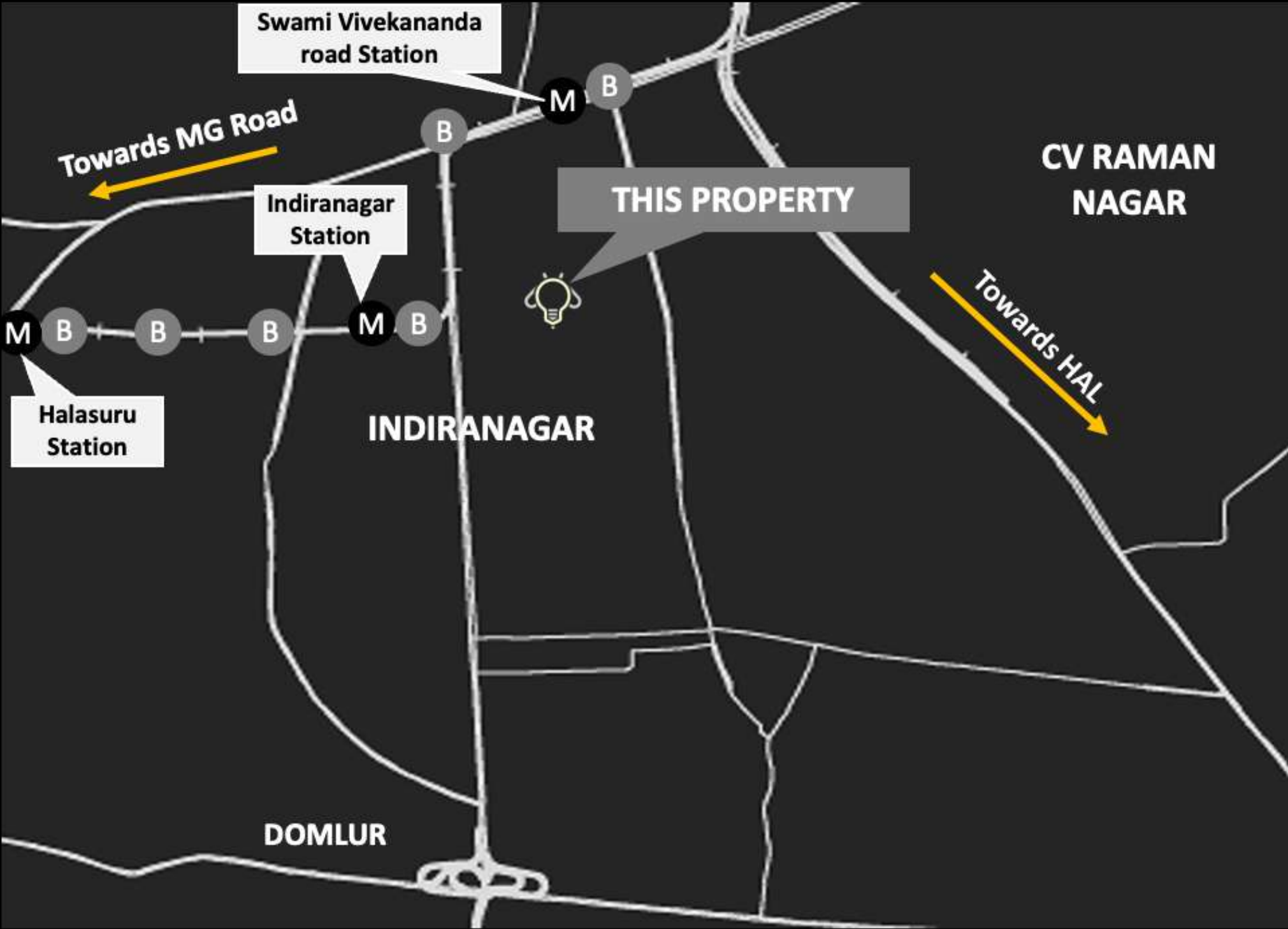
Distance to Key Metro Stations

Indiranagar	550 m
Swami Vivekananda	1.4 km
Halasuru	1.9 km
Baiyappanahalli	3.2 km
Trinity Circle	3 km

M Operational Metro Line

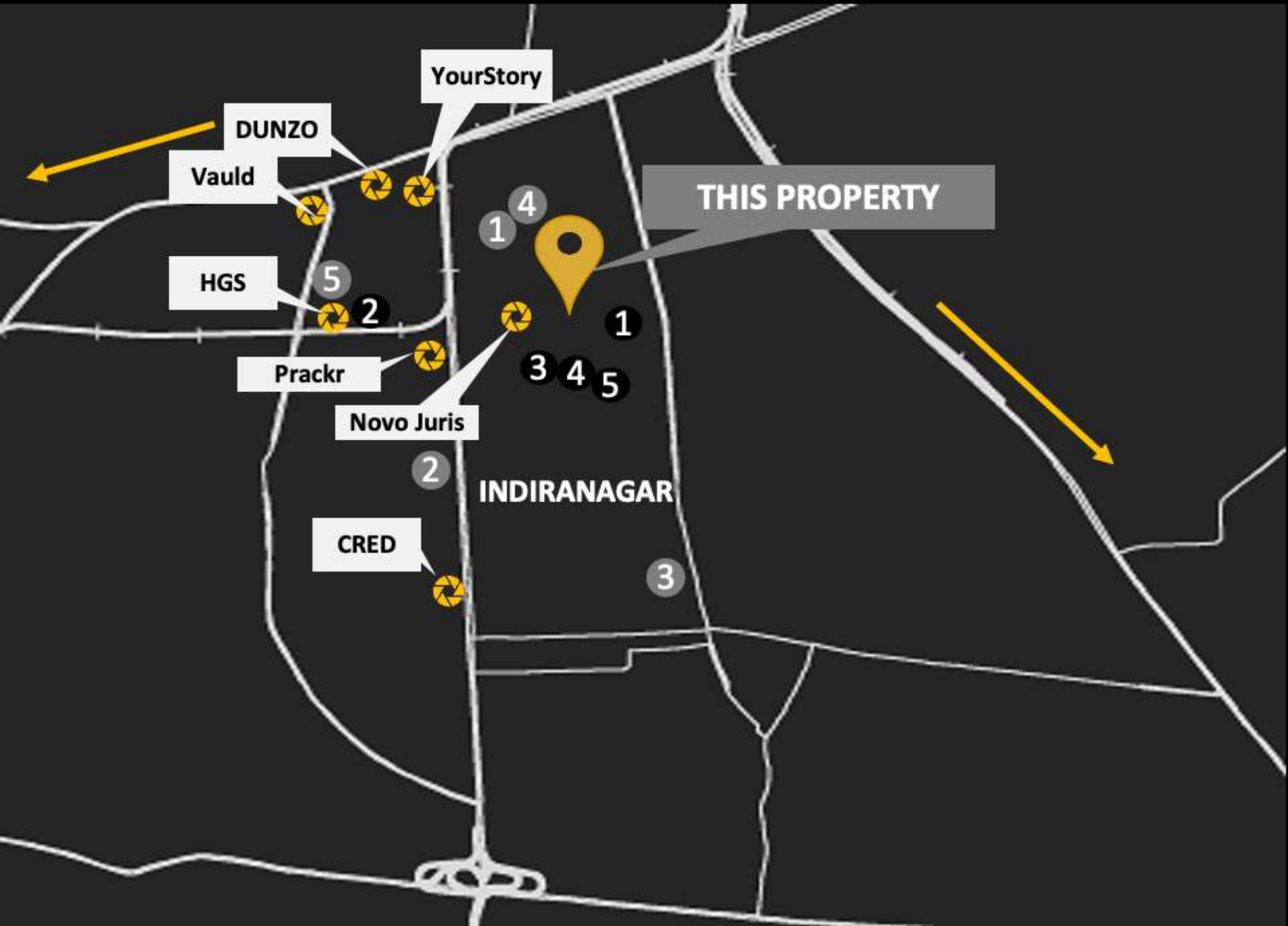
B Nearby Bus Station

▶ The nearest bus station to BHIVE Indiranagar is located within 250m.



Note: Operational Metro Line.

Immediate Vicinity



Hospital/Residential	
1	Chinmaya Mission Hospital
2	Motherhood Hospital
3	Windward Apartments
4	Rosedale Apartments
5	Marvel Arista

Schools / College	
1	Pristine public School
2	SSB International College
3	National Public School
4	Silicon City Pubic School
5	Garden City University

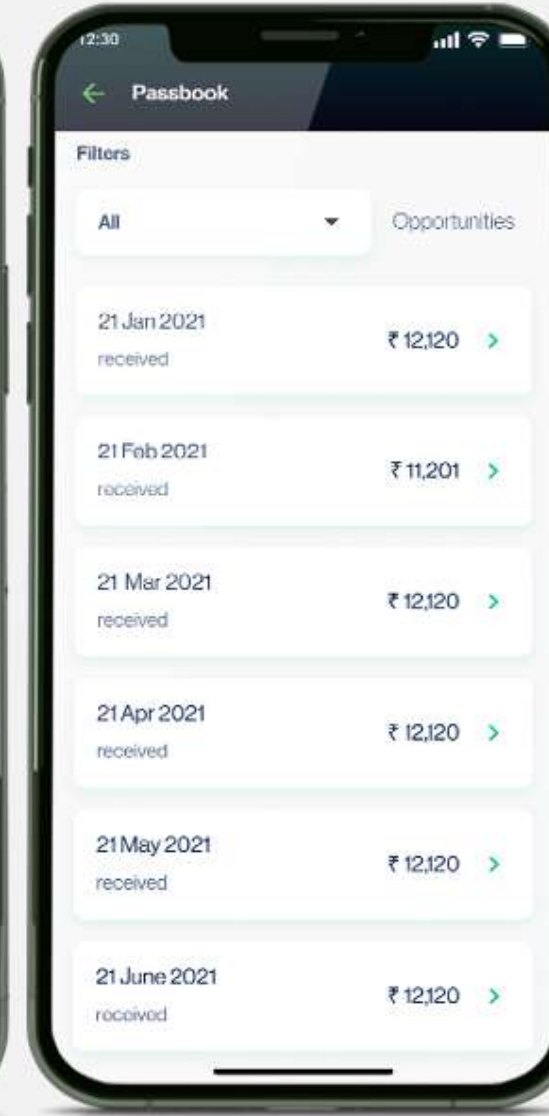
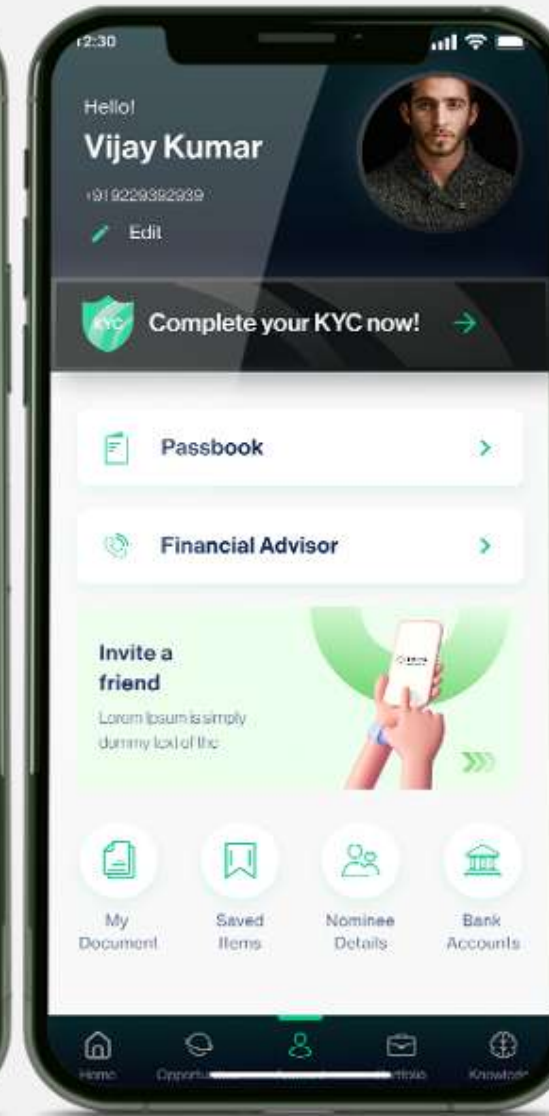
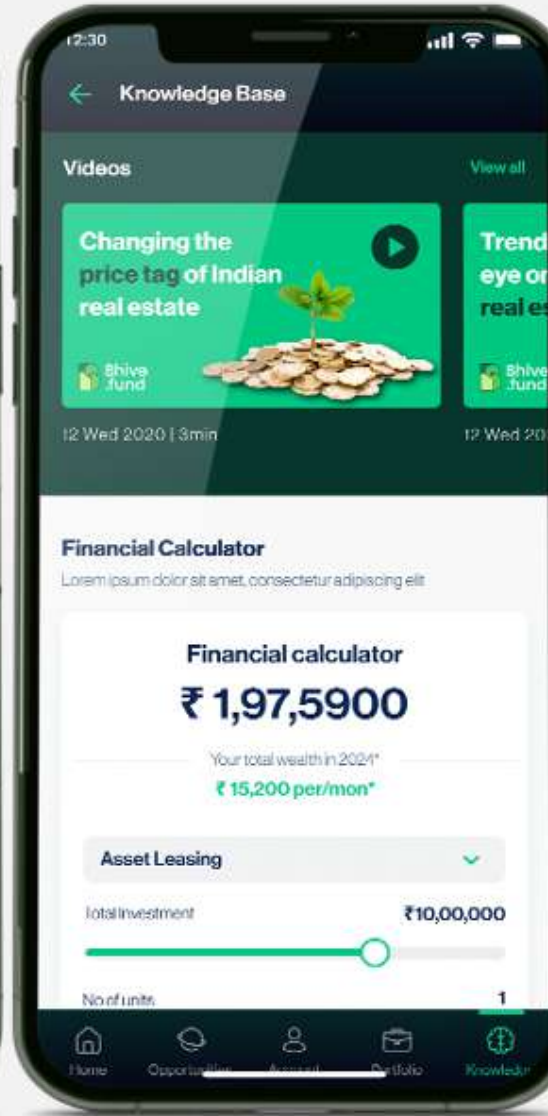
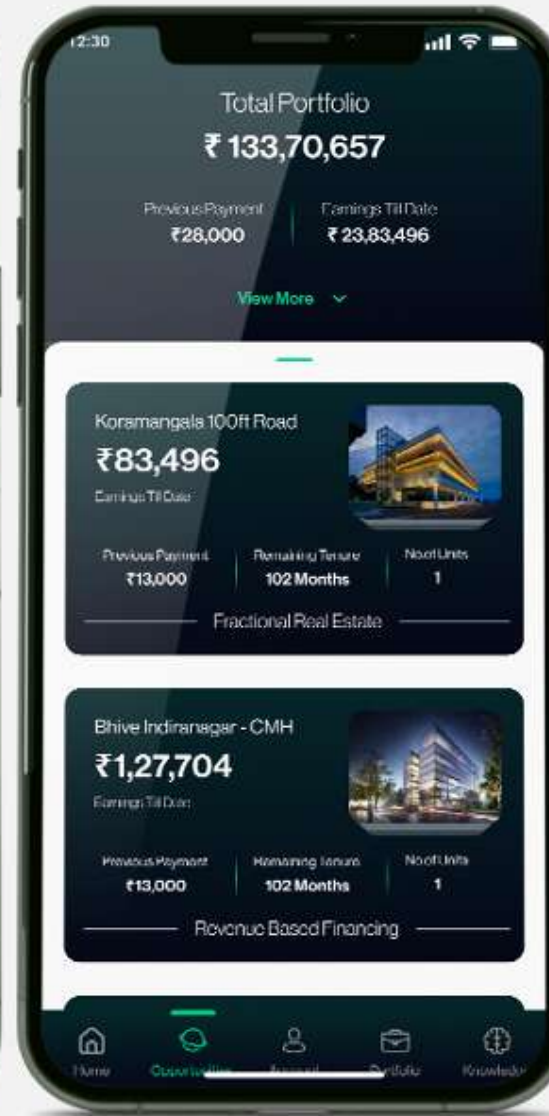
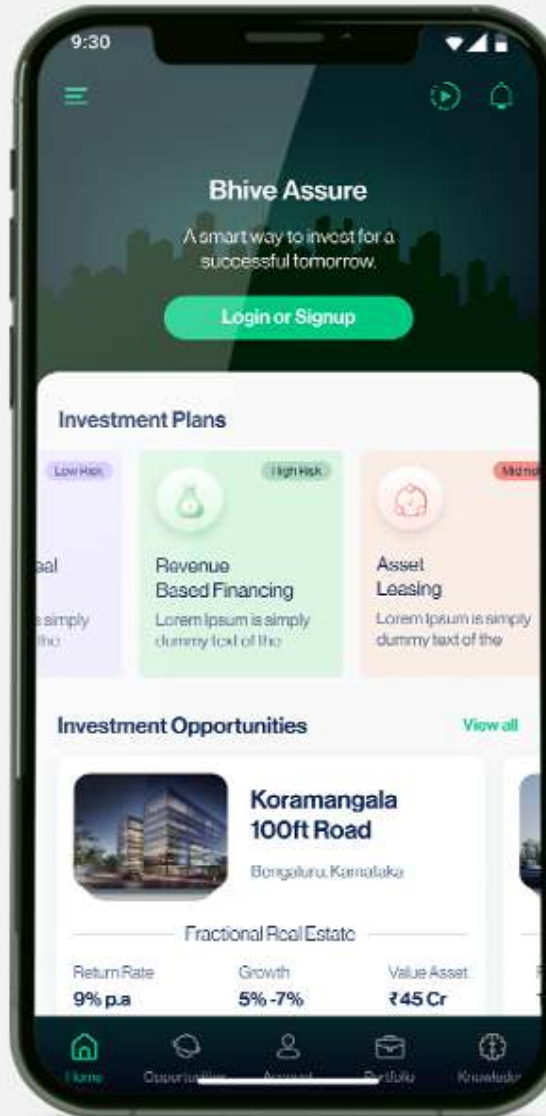
Note: The list of Residential, School & College is a select few within the area and is not limited to these.

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

Link to BHIVE App Demo Video

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

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Investment Memo 24th June 2022

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