

BOOTSTART COWORK

your neighborhood office

**Property Owner
Partnership Model**

ABOUT BOOTSTART

- Bootstart's story began in Pune in 2017, when the co-founders got together to provide an easy-on-the-pocket office solution and experience to startups and freelancers.
- Bootstart partners with property owners and makes the property up as per pre-decided specifications & lets it out on a daily/monthly/yearly basis to members. (Startups/ Freelancers/ Enterprise Clients)
- The company is into providing workspaces.

ADD VALUE TO YOUR PROPERTY WITH GOOD ROI

Bootstart Branch	Baner Road	Pallod Farms	Bangalore
Total Investment (on fit-outs)	50 Lakhs	47 Lakhs	41 Lakhs
Annual Payback	18 Lakhs	19 Lakhs	13 Lakhs
Annual ROI	36%	40%	32%

TRANSFORMATION OF YOUR PROPERTY

BEFORE

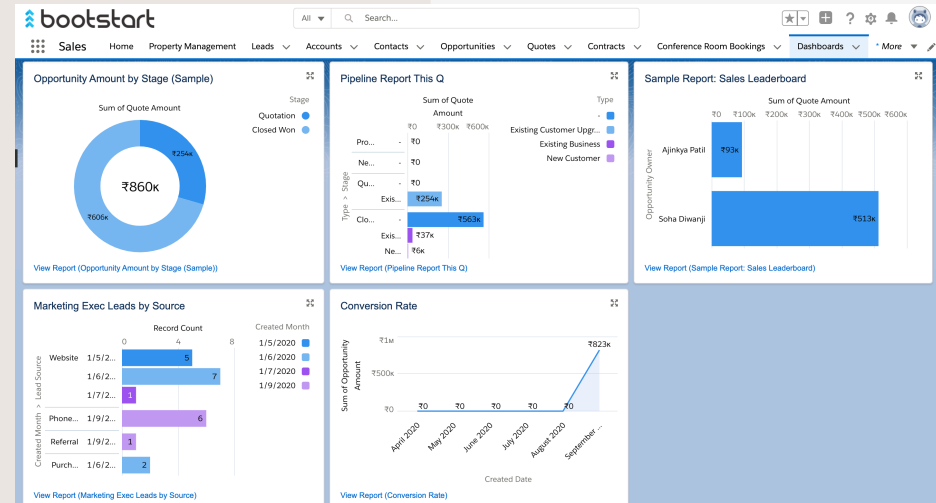


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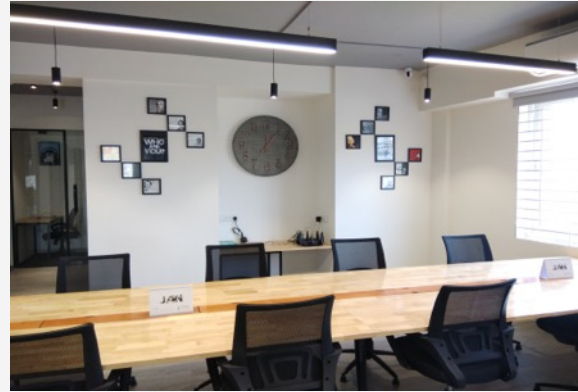


WHAT YOU GET

- Powerful IT system with Landlord specific dashboard
- Transparency with real-time occupancy overview
- Monthly reporting with analytical metrics
- Upliftment and uncompromising maintenance of the property



PROPERTY PICTURES



BOUQUET OF BENEFITS FOR PROPERTY OWNERS

Bootstart handholds its partners and helps them in every step right from setting up & running the Bootstart franchisee. Right from designing the property, in – person assistance, taking care of tech, sales & marketing aspects of running the business. You have property we have systems & processes to monetize the same.

Design & Execution	Marketing & Sales	Technology	Operations	Brand
<ul style="list-style-type: none">- Property set up assistance, Capex estimate, number of seats etc. provided.- We see to it that execution happens within time	<p>Execution and marketing are started to meet our target of reaching 80% occupancy within 3 months of property live date.</p>	<ul style="list-style-type: none">- Property management software- Direct booking through website- Accounting software- Strong backend for proper coordination amongst different departments	<ul style="list-style-type: none">- Training for staff & appointment of space manager & cluster manager- Onsite training at existing Bootstart properties	<ul style="list-style-type: none">- Biggest co working brand in Pune in terms of no of properties.- Connections developed amongst brokers & existing members.

BOOTSTART ONBOARDING - PROCESS

Franchisee application by contacting Bootstart team



Brief telephonic conversation with prospective partner



Detailed telephonic conversation with respect to property size & other specifications



Face to face meeting and property inspection.



Property selection, on boarding and contract signing



Immediate execution & property will be live at earliest

Profit/Revenue Share Model

- Attractive for landlords as they would be generating 20-30% higher Yield.
- Consistent Yield as Risk is divided with number of talent at one office then one Client
- If you have existing furniture Bootstart will try to standardize it with minimal alteration, Otherwise fit out to be done at most economical cost.
- Excluding rental opportunity cost & operational cost property owner likely to get 40% annually returns on total investment at occupancy of around 80%.

PROPERTY OWNER REVENUE MATRIX EXAMPLE (Annual)

Carpet area of property	4000	5000	6000
Total seats	100	125	150
Fixed investment	5000000	6250000	7500000
Occupancy	80%	80%	80%
Revenue	7200000	9000000	10800000
Bootstart's share (15%)	1080000	1350000	1620000
Property Owner (85%)	6120000	7650000	9180000
Operational Cost	1920000	2400000	2880000
Annual Net profit to owner	4200000	5250000	6300000
Rental on Bare Property	2400000	3000000	3600000
Returns above Rental	1800000	2250000	2700000
ROI	36%	36%	36%

WHY PARTNER WITH US

OUR NETWORK

16+
Locations

4
Cities

Pune
Bangalore
Mumbai
Goa

OUR SCALE

1360
Desks

700
Upcoming
Desks

2000+
Total Seats

OUR NETWORK

85%
Average Occupancy

93%
Average MSAT

90%
Retention Ratio

OWNER CENTRIC

1,00,000+
Sq.ft Area

3 Cr +
Paid to Landlord

10 – 35%
Rental Yield

INCLUDED SERVICES & FACILITIES



high speed internet



shared & private workstations



cafeteria



print/scan/copy services



lounge area



parking available



equipped pantry



UPS & power backup



Conference Rooms with A/V facilities



Controlled Access



Front Office



Server Room



Secure premises



Open 24/7



Dedicated Space Manager

UNIQUE SELLING PROPOSITION

Faster Business Rotation



New Properties Coming

Built To Suit



Tailor made Spaces

360 Degree Presence



Multiple Spaces across

Economical



Cheaper Than Peers

Flexible for Clients



Upsizing Possible

Standalone Property



Privacy

Risk Aversion



Multiple Locations

Neighborhood Offices



Closer to Residence

No minimum subscription



Even single seat

Fast Delivery



Within 30-45 Days

B/C grade Properties



Standardized

ROBUST ON GROUND RESEARCH – HOW BOOTSTART IS DIFFERENT?

Inspected 80+ Organized & unorganized players in Pune, Mumbai & Bangalore

Unorganized players

- Ambience is like a typical traditional office set up.
- Lack economies of scale.
- No 360-degree access.
- Parking issues.
- Low quality workstation spaces at cheaper prices. High quality workstation at much premium pricing.
- No subtle color code.
- No financial cushion to sustain down-turn.

Organized players

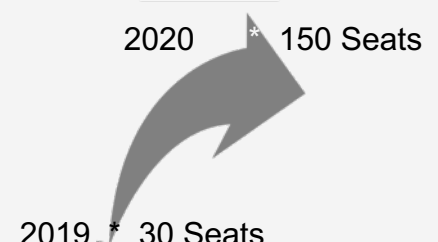
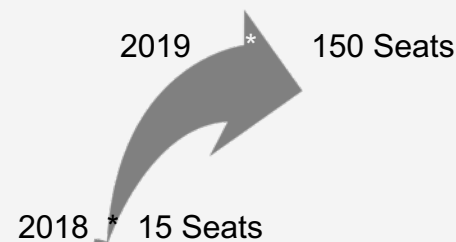
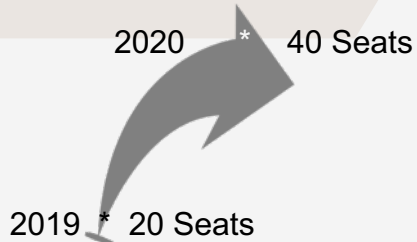
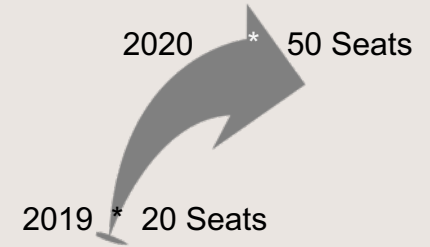
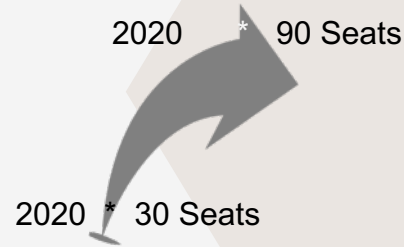
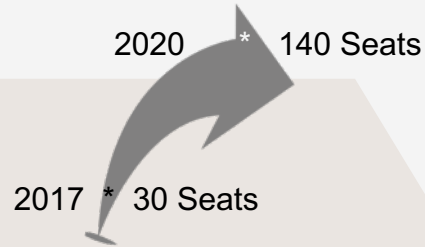
- Premium location, premium amenities, premium pricing- unaffordable for startups, freelancers.
- Overcrowded with lack of peaceful working atmosphere. Far away from residence.
- Higher Operational cost.
- Concentration risk – More dependent on Enterprise clients. Closed desk- closed culture.

VS

Bootstart Essence

- Small pockets near residential location
- Standard workstations at affordable pricing
- 360 Degree access through Multiple locations
- Peaceful working environment
- Every property is a small family
- Small population - better service & engagement
- Diversified risk – Catering to freelancers, small startups upto Enterprise clients
- Open desk- open culture

FEW OF OUR CLIENTS



FOUR BALANCING PILLARS & BACKING OF RENOWNED REAL ESTATE DEVELOPER

Mr. Nikhil Oza – CEO & Co-founder

Mr. Abhiraj Kulkarni – Co-founder

Mr. Atul Shinde – Co-founder

Mr. Yash Kankariya - Co-founder

Business Development -
(Property Scanning & Execution)

Email: yash@bootstart.in

Ph: 83697 46239



Creation, not Construction.

Kolte Patil Family Ventures-

Investor

(Big legacy in real estate)

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