



**The Wealth Company**

## **Bharat Bhoomi Fund**

This isn't just another real estate fund.  
Built differently—our fund redefines what  
real estate investing can be.

**भूमिः सर्वस्य आधारः**

*The Earth is the foundation of all wealth*

*– Mahabharata*



# Who We Are

Our Core

**Wealth & Asset  
Management**

Built on a Legacy of  
**Investment Banking  
Fund Management  
Capital Market**

Successfully Managing  
**₹10,000+ Cr AUM  
Across Bharat Value Fund  
(AIF), PMS & More**

Strong Track Record

**Spotting Potential  
Executing with  
Precision**

Fintech-First Approach

**Powered by Data  
Science, Guided by  
Financial Instinct**

Our DNA

**Speed, Discipline,  
& Sharp Exits**

A Pantomath Group Company





# Why Us?

## **Fintech-Enabled Edge:**

Real-time AI + real estate intelligence for sharp, data-driven execution

## **Seasoned Real Estate Team:**

Fast, reliable delivery backed by years of hands-on experience

## **Climate-Focused, Sustainable Projects:**

Green-living spaces with low AQI, walkability, wellness

All-in-one design: solar power, rainwater harvesting, energy-efficient materials

## **Developer Mindset Meets PE Discipline:**

Emphasis on ready to launch projects to mitigate delays

## **Market-Aware & Agile:**

Understanding evolving buyer psychology

Recalibrate portfolio swiftly based on market data

## **Execution-Led Capital Deployment:**

Collaborating actively with developers for time-bound, cost-efficient delivery





# The Opportunity –**Bharat is Transforming**

Real Asset Momentum

**Urban Shift +  
Infra Boom**

Demand For:

**Luxury Villas  
Wellness Homes  
Integrated Communities**

₹100+ Lakh Crore

**Infrastructure Drive  
via the National  
Infrastructure Pipeline  
(NIP)**

48% of UHNIs prefer  
investing in

**ESG-aligned  
real estate**

Unlocking Massive Land  
Value Across India

**20+ Expressways &  
35+ Metro Projects**





# Where We See Value

## Assets

Plotted Developments & Villas (70–100% allocation)

Residential (Mid & Premium), Mixed-use, Retail

Data Centres, Warehousing, Hospitality, Renewable Parks (0–30%)

## Geographies

Mumbai–MMR, NCR, Pune, Bengaluru, Chennai, Hyderabad

Infra-led corridors: Navi Mumbai, Jewar–Yamuna, Pune Ring Road, etc.

## Project Criteria

Clear titles, regulatory readiness

High sale velocity, IRR-backed demand

Anchor buyers, leasing potential







## Hiranandani, Krisala, Della Resorts ink development pact for 40 acres in Pune's Hinjewadi

By Kailash Babar, ET Bureau • Last Updated: May 08, 2025, 08:35:00 PM IST

FOLLOW US SHARE FONT SIZE SAVE PRINT COMMENT

### Synopsis

Hiranandani Communities and Krisala Developers have partnered with Della Resorts to develop a 40-acre township in Pune's Hinjewadi, part of a larger 105-acre project under Maharashtra's integrated township policy. The project, featuring luxury villas and a racecourse, anticipates a revenue potential of Rs 1,100 crore. Della Resorts will utilize a CDDMO model, receiving fees and equity in the hospitality business.



Representative Image

Realty developer [Hiranandani Communities](#) and [Krisala Developers'](#) joint venture has entered a pact with [Della Resorts](#) & Adventures to develop a mega township spread over 40-acre land parcel in Pune's Hinjewadi area.

This is part of a larger development spread over 105 acres for which

## AIF infuse ₹73,903 crore in Indian real estate till 9M FY25: Anarock

By the end of 9M FY25, AIF investments in real estate rose from ₹68,540 crore by FY 2024-end to ₹73,903 crore - an eight per cent growth in first three quarters of fiscal year 2025.



Online Bureau • ETRealty

Updated On Apr 21, 2025 at 08:56 PM IST



NEW DELHI: The real estate sector accounted for 15 per cent (largest share) of cumulative net Alternate Investment Funds (AIFs) investments, with ₹73,903 crore invested in real estate

## Smartworld, Tribeca sell all 298 homes for Rs 3,250 cr in 'Trump-branded' project at Gurugram

PTI • Last Updated: May 13, 2025, 03:21:00 PM IST

FOLLOW US SHARE FONT SIZE SAVE PRINT COMMENT

### Synopsis

Smartworld Developers and Tribeca Developers achieved a complete sell-out of the 'Trump Residences Gurgaon' on launch day, generating Rs 3,250 crore in sales. The ultra-luxury residential project, featuring 298 units priced between Rs 8 crore and Rs 15 crore, demonstrates the strong demand for premium homes in the Delhi-NCR market.



Complete sell-out of Trump Residences Gurgaon on launch day

day", clocking sales of Rs 3,250 crore.

Realty firms [Smartworld Developers](#) and [Tribeca Developers](#) have sold all 298 units in the 'Trump' branded ultra-luxury residential project in Gurugram for Rs 3,250 crore, reflecting a strong demand for premium homes in the Delhi-NCR market. In a statement on Tuesday, Smartworlds and Tribeca announced "complete sell-out of [Trump Residences Gurgaon](#) on launch

## Prestige Estates Nets Rs 30 Bn in NCR Debut Launch

13 May 2025 • 1 Min Read • CW Team

Prestige Estates Projects Limited has recorded sales of over Rs 30 billion within one week of launching its first residential project in the National Capital Region (NCR). The project, The Prestige City, located in Indirapuram Extension on National Highway twenty-four, sold one thousand two hundred units during its initial launch phase.

This marks the Bengaluru-based developer's maiden entry into NCR's residential real estate market. The company attributes the strong response to brand trust, strategic location, and rising demand for premium, planned communities.

The launch covered two residential phases—Oakwood and Mulberry—offering three thousand four hundred twenty-one homes across nineteen towers on a 62.5 acre site. A future phase, Mayflower,

# Why Real Estate Funds Fail **(And We Won't)**

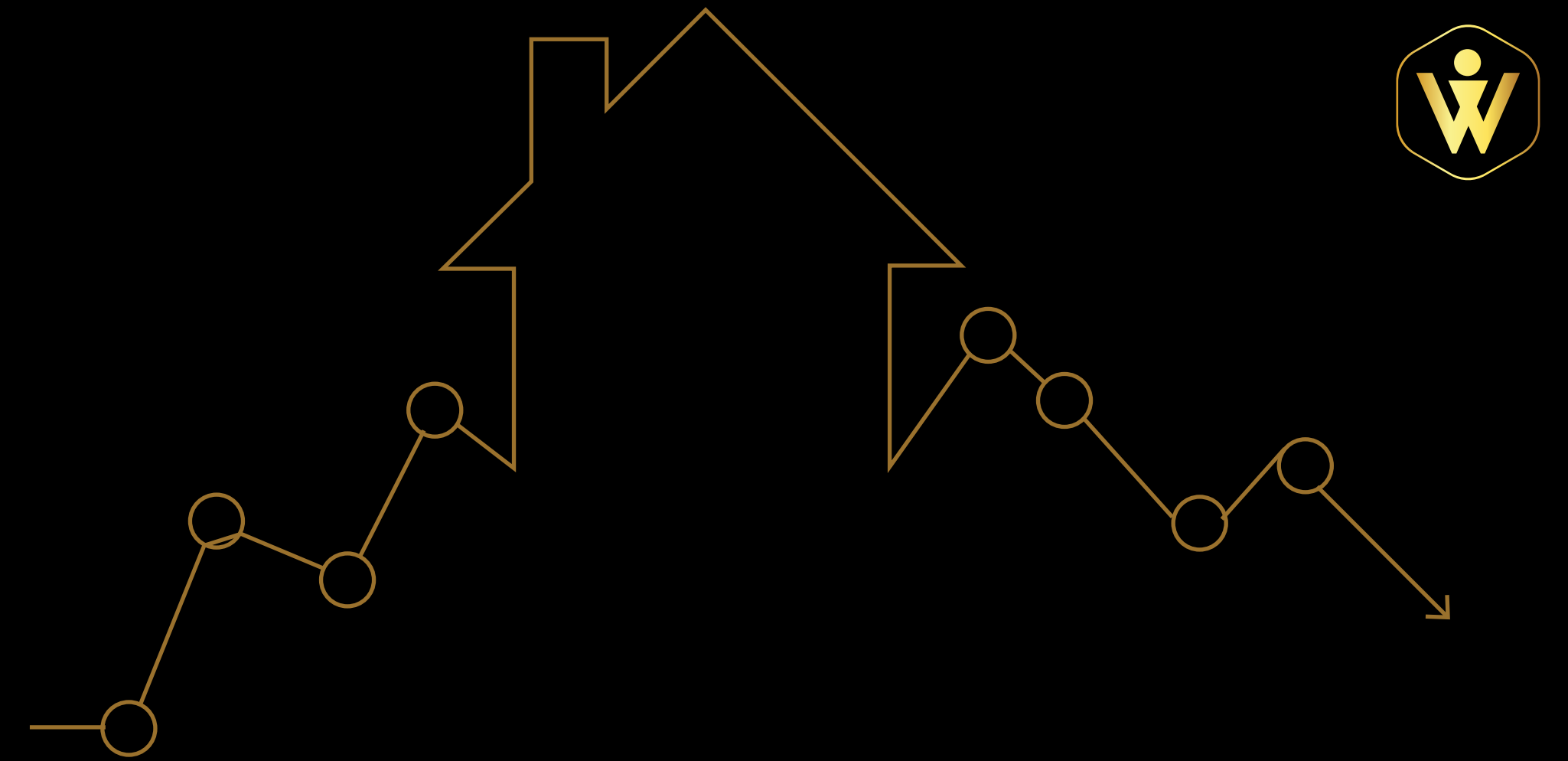
**Timeline mismatches**

**Inadequate underwriting**

**Cash flow misalignment**

**Passive fund model**

**Execution inertia**



## **Our Differentiation:**

- Strong pre-approach underwriting
- Deep developer partnerships
- Agile execution and real-time market recalibration
- Integrated fund and developer thinking
- Fintech-powered precision in selection and timing



# Our Strategy

## – Real Estate, the PE Way

### **Spot early:**

Leverage proprietary access for first-look at underwritten assets

### **Move fast:**

Developer-style mindset to seize momentum

### **Add value:**

Strategic project structuring and hands-on management

### **Exit smart:**

Time-bound exits with IRR-conscious structuring







# Our Edge

## – Proprietary Networks

Trusted relationships across developers, landowners, and regulatory ecosystem

Privileged access to off-market and early-stage deals

### Projects with:

- Clear land titles
- Regulatory readiness
- Demand-backed IRR potential



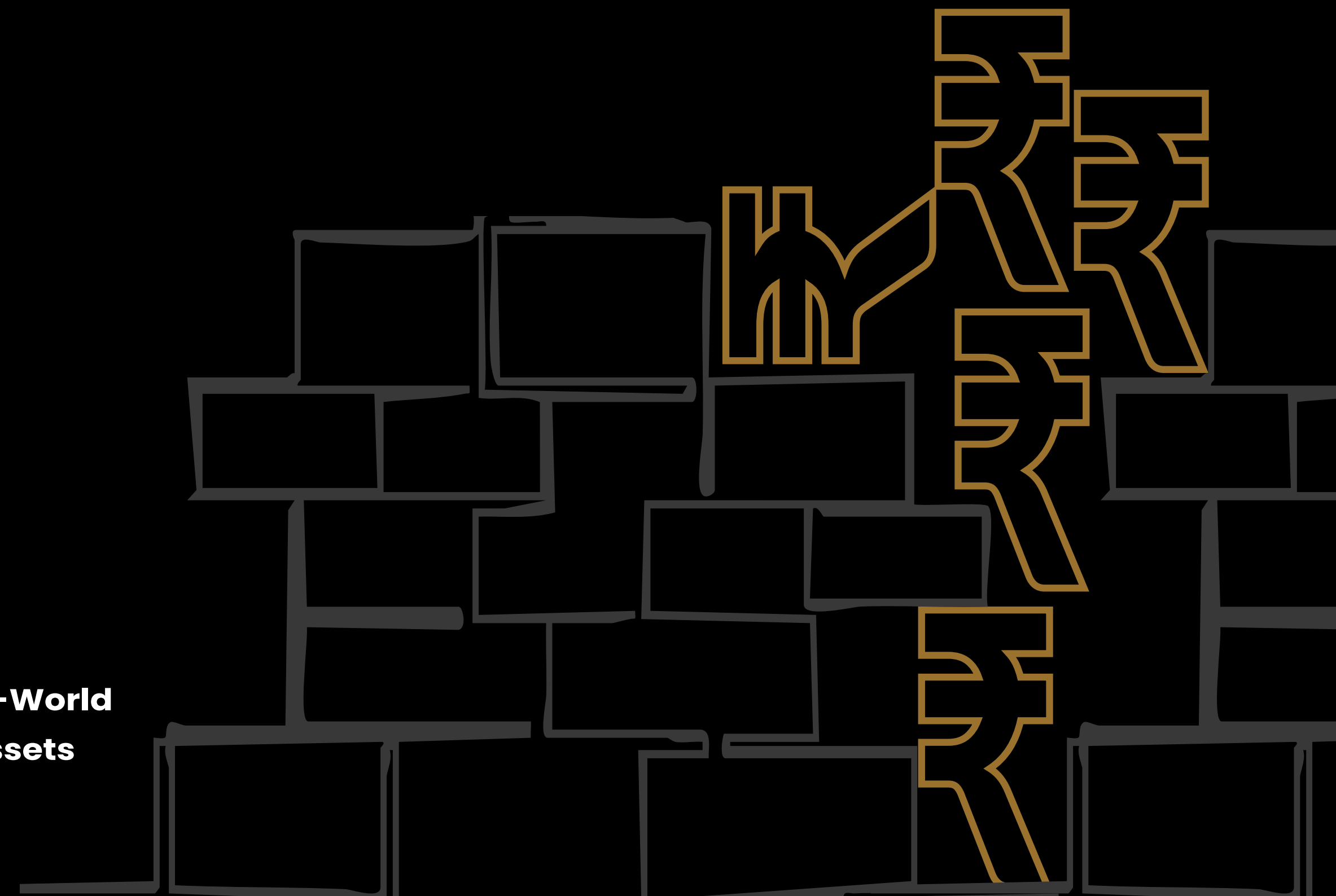
**AI-Powered Lead  
Generation Engine**



**Risk Intelligence**



**Investment in Real-World  
Assets as Digital Assets**





# Investment Theme



## **Dual Engine Deployment:**

Core Real Estate  
Development: Grade A  
Residential, Retail,  
Office, Hospitality

Special Opportunities:  
Data Centres, Logistics  
Parks, Renewable  
Energy Parks



## **Quick Exit Strategy**

Plotted Development &  
Villas (24 month cycle)



## **Infra-Backed Corridor Focus**

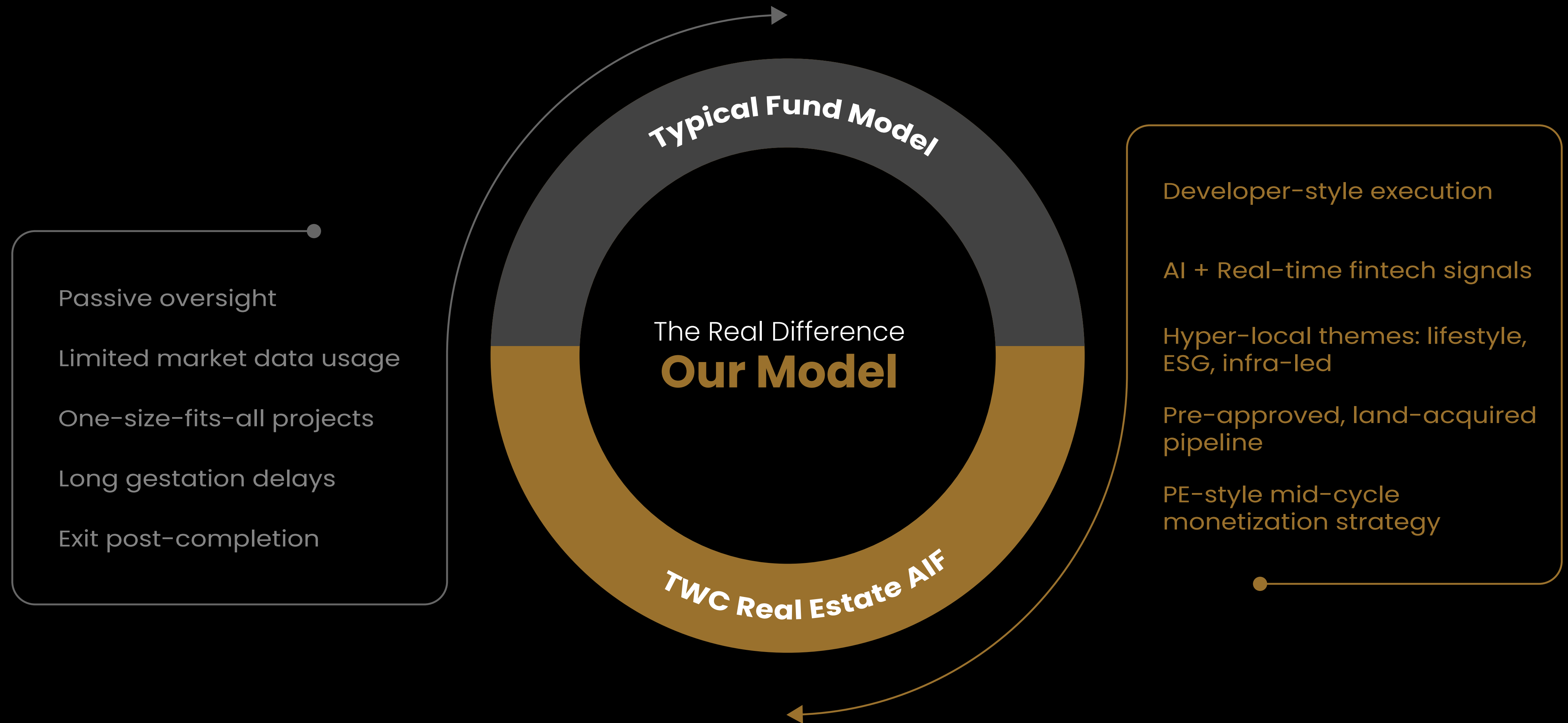
Projects near ring  
roads, airports,  
metrorails



## **Asset-Light Execution:**

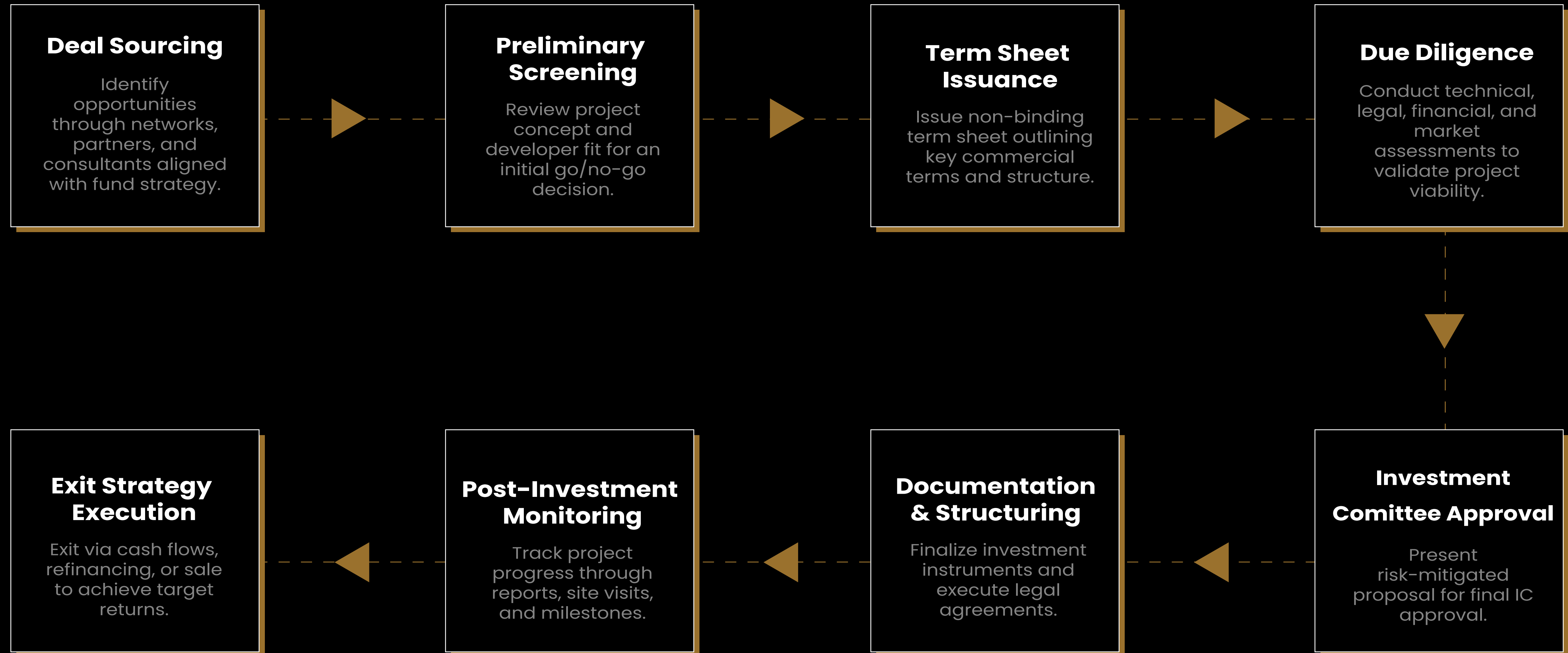
JV / SPV partnerships  
with landowners, infra  
developers







# Investment Process







# Fund Terms

## Bharat Value Fund Series V

### Target Fund Corpus

INR 1000 crores with green shoe option of INR 1000 crores

### Commitment Period

12 months from fund closure date

### Targeted Return

~22% annual pre-tax IRR

### Term

5.5 years, drawdown to be completed in 12 months (extension of two terms of one year each)

### Minimum Commitment

₹ 1 crores

### Drawdowns

20% upfront followed by 3-4 instalments

### Hurdle Rate | Carried Interest

12% per annum | 15% per annum (with catchup)

**GOVERNANCE  
PARTNER**

**Deloitte.**

**ORBIS**

**CAMS**



# Investment Strategy

Investments in across India with major focus on cities like Mumbai – MMR, NCR, Bengaluru, Chennai, Pune & Hyderabad along with Strategic Corridors & Infra Influence

Investments in mid and Luxury segment residential, commercial and mixed-use developments

Control investments with a defined risk management framework

Conservative underwriting approach with a margin of safety

Partnering with established strong regional developers

Opportunistic allocation of asset segment and capital structure

## Key Guidelines

Max 25% in one project

70–100% in Plotted & Villa Development

0–30% in real estate & special opportunities

## Strategic Corridors & Infra Influence

### Corridor/Area

Navi Mumbai (Ulwe, Panvel)  
Jewar – Yamuna Expressway  
Pune Ring Road Stretch  
Bengaluru North (Devanahalli)  
Hyderabad Pharma City

### Infra Driver

Navi Mumbai Airport, NM Metro  
Jewar Airport, Film City  
PMRDA Ring Road, MIDC  
Airport, PRR, IT SEZs  
ORR, Metro, Pharma SEZ

### Investment Focus

Plots, Data Centres, Mid-Housing  
Villas, Warehousing, Hospitality  
Infra  
Villas, Mixed Use, Retail  
Premium Resi, Hospitality  
Data infra, Healthcare RE

# Underwriting



## Title & Legal Due Diligence

- Clear and marketable title mandatory for funding
- External legal counsel conducts title checks and document review
- Sub-registrar searches and litigation checks



## Third Party Validation of Approvals

- Third-party validation of approvals (obtained/to be obtained)
- Investment linked with key approvals (construction, RERA) to mitigate risk



## Financial Due Diligence

- Independent evaluation of project SPV/issuer financials
- Sample-based verification of sales and collections
- Identify hidden liabilities to protect investment



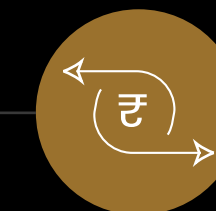
## Product Pricing & Sales Periodicity

- Detailed micro-market study using data and filed minputs
- Competition analysis to benchmark assumptions
- Comprehensive planning to determine product pricing and sales periodicity



## Assess Project Cost

- Technical due diligence by third-party experts
- Site visits by investment and technical teams to assess construction cost

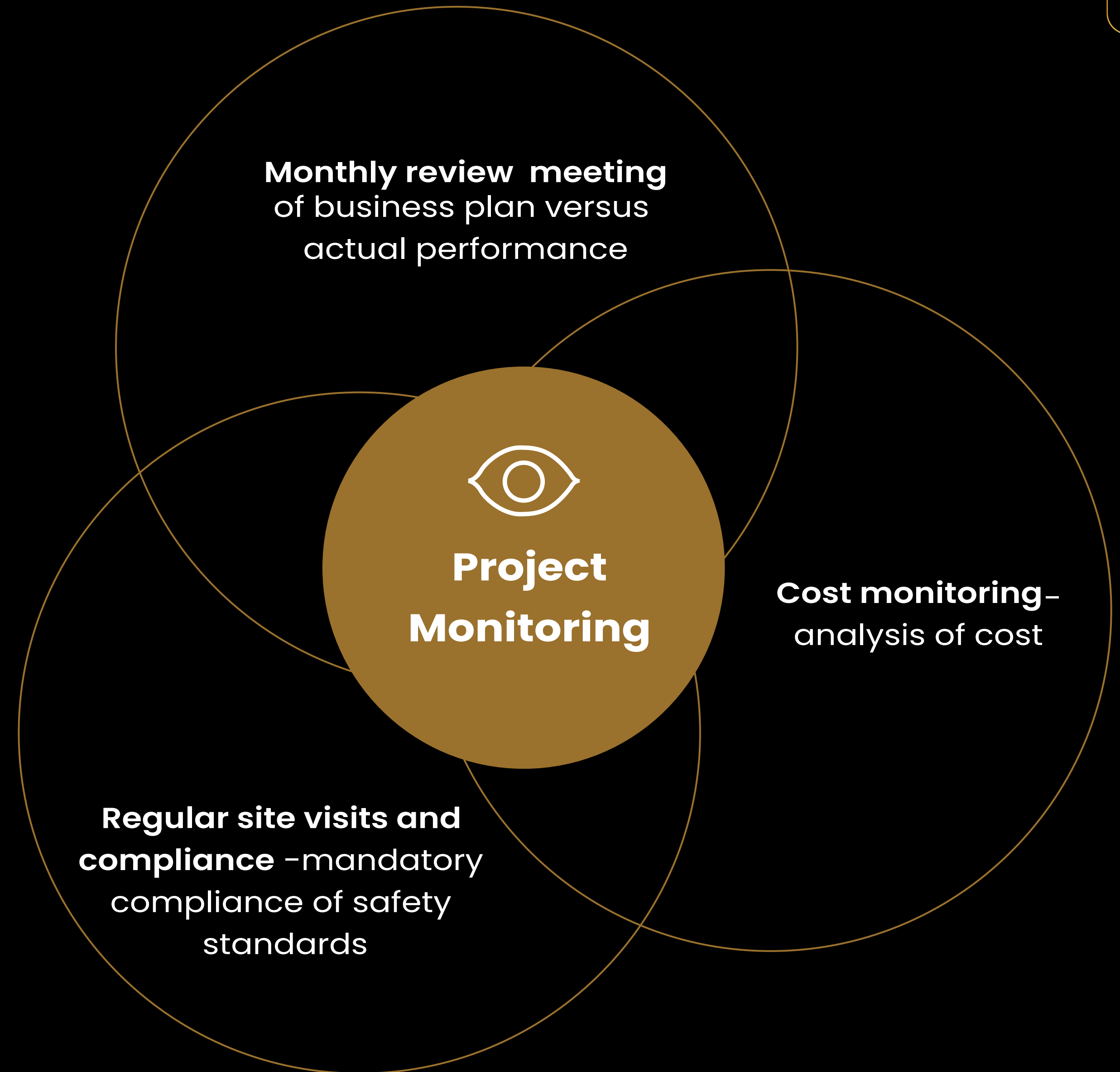


## Risk Mitigation & Investment Conditions

- Address adverse findings via mitigants
- Pending approvals as condition precedent for funding
- Minimum sales threshold and pricing as investment criteria



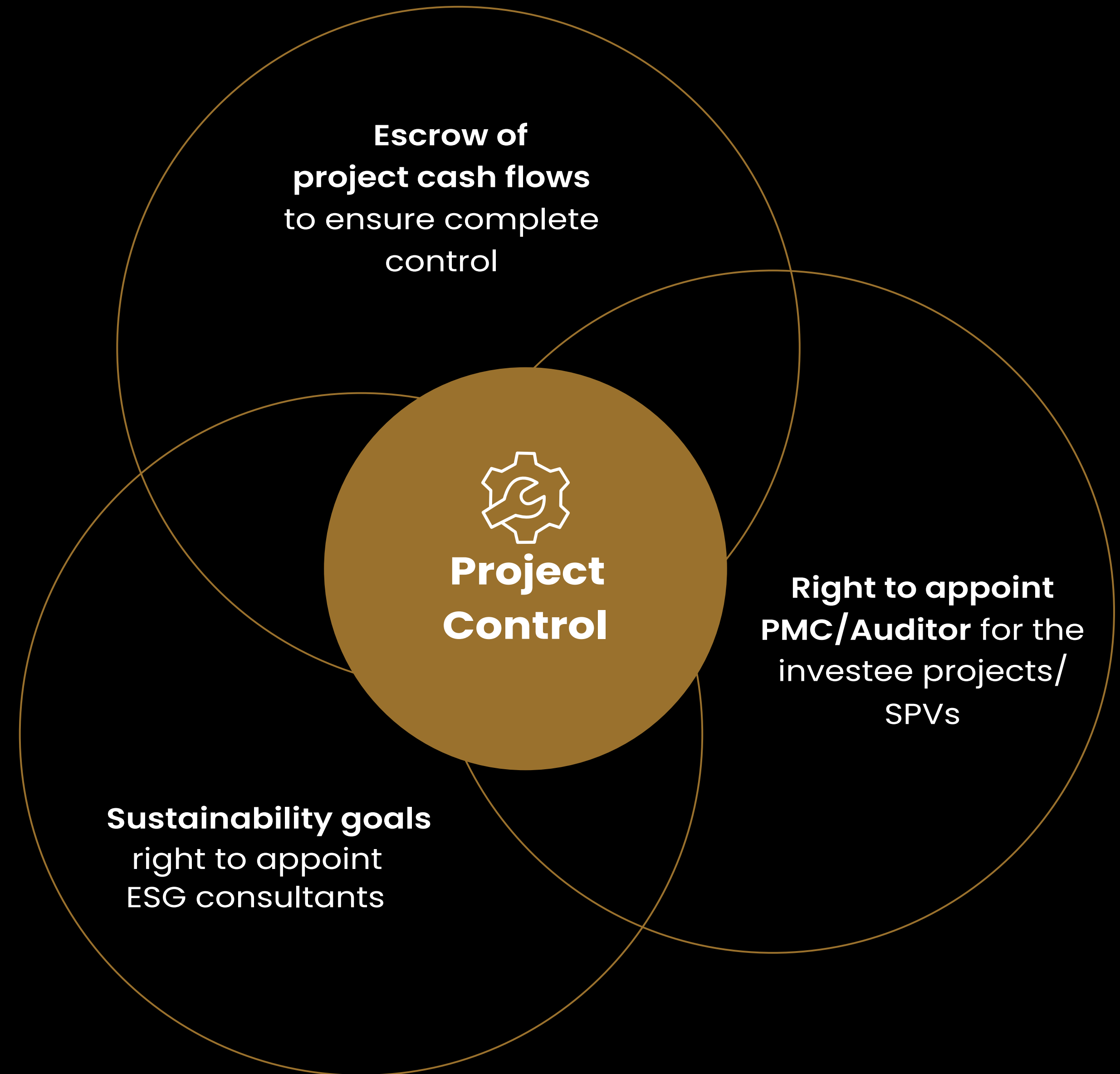
# Active Asset Management







# Active Asset Management





# Deal Pipeline\*

## Deal 1

- Land Area (in Acres) : 282
- Project Potential (in lakh Sqft approx) : 47
- Developer : Leading Tier 1 Developer in Pune
- City : Pune Metropolitan Region
- Type of Development : Plotted Development
- Fund Usage : Land Acquisition and Working capital
- Investment amount (Rs. Crs) : 125
- Project level Expected IRR (Pre-Tax) : 40%
- Investment Tenure : 24-30 months

## Deal 2

- Land Area (in Acres) : 8
- Project Potential (in lakh Sqft approx) : 2
- Developer : Reputed Developer
- City : Chennai
- Type of Development : Plotted Development
- Fund Usage : Land Acquisition and Working capital
- Investment amount (Rs. Crs) : 50
- Project level Expected IRR (Pre-Tax) : 40%
- Investment Tenure : 24 months

\*Subject to Technical and financial due diligence



# Deal Pipeline\*

## Deal 3

- Land Area (in Acres) : 150
- Project Potential (in lakh Sqft approx) : 30
- Developer : Good Developer
- City : Hyderabad
- Type of Development : Plotted Development
- Fund Usage : Land Acquisition and Working capital
- Investment amount (Rs. Crs) : 160
- Project level Expected IRR (Pre-Tax) : 40%
- Investment Tenure : 24 months

## Deal 4

- Land Area (in Acres) : 700
- Project Potential (in lakh Sqft approx) : 137
- Developer : Good Developer
- City : Pune Metropolitan Region
- Type of Development : Plots & Villa Development
- Fund Usage : Land Acquisition and Working capital
- Investment amount (Rs. Crs) : 120
- Project level Expected IRR (Pre-Tax) : 40%
- Investment Tenure : 30-36 months

\*Subject to Technical and financial due diligence



# Deal Pipeline\*

## Deal 5

- Land Area (in Acres) : 5
- Project Potential (in lakh Sqft approx) : 2
- Developer : Reputed Developer
- City : Mumbai Metropolitan Region
- Type of Development : Plotted Development
- Fund Usage : Villa Plots Acquisition
- Investment amount (Rs. Crs) : 60
- Project level Expected IRR (Pre-Tax) : 40%
- Investment Tenure : 24 months

## Deal 6

- Land Area (in Acres) : 4
- Project Potential (in lakh Sqft approx) : 14
- Developer : Leading Tier 1 Developer in Pune
- City : Pune
- Type of Development : Mixed Use Development (3 Projects)
- Fund Usage : Land Acquisition and Working capital
- Investment amount (Rs. Crs) : 300
- Project level Expected IRR (Pre-Tax) : 35%
- Investment Tenure : 30-48 months

\*Subject to Technical and financial due diligence





# Madhu Lunawat

## Founder

As the Founder of The Wealth Company, the distribution and asset management arm of Pantomath Group, Madhu Lunawat is leading the charge in redefining asset management and financial distribution. With a sharp financial acumen, she is building a powerhouse that connects capital with opportunity.

Madhu is also the Co-Founder of Pantomath Group, a business spanning Investment Banking, M&A, Asset & Wealth Management, Institutional Equity, and Distribution. Her vision has helped shape the financial landscape, driving SME growth, structuring landmark institutional deals, and executing record-breaking fundraises.

Her journey includes pivotal roles at Infosys, ASREC, and Edelweiss, where she served as CFO of Edelweiss ARC before taking the entrepreneurial leap. Today, her leadership at The Wealth Company is setting new benchmarks—proving that finance isn't just about numbers, but about vision, bold moves, and breaking barriers.





# Rakesh Kumar

Managing Partner

Real Estate Specialist | Project Delivery Expert | Land transaction >2.0 Billion

Rakesh Kumar brings over two decades of senior leadership experience across globally respected organizations such as Shell, Walmart, Jio, Exide, and Reliance Petroleum. His career spans sectors including real estate, energy, telecom, and retail, reflecting his ability to drive impact in complex, multi-stakeholder environments.

Widely regarded as a leading authority in real estate, Rakesh has successfully facilitated more than 50,000 transactions. His mastery lies in end-to-end project delivery, regulatory navigation, and cross-functional execution, making him a go-to expert for high-stakes, large-scale real estate initiatives.

Rakesh is known for delivering holistic, scalable solutions that enhance client outcomes and business performance. His blend of strategic foresight and operational discipline has consistently translated into superior growth, efficiency, and profitability across ventures.

An alumnus of Delhi University, IBS, and Columbia University, Rakesh combines strong academic grounding with real-world insight. His education has sharpened his perspective on global real estate dynamics, general management, and corporate strategy.

*With his “mile wide and mile deep” understanding of India’s real estate and business landscape, Rakesh Kumar is a cornerstone in identifying and unlocking high-value opportunities for the fund.*



## Rakesh Kumar's Creds

### **Cumulative land transaction value exceeding ₹2.0 Billion in conventional**

Extensive work with top-tier clients like Shell, Power Grid Corporation (PGCIL), AG&P

### **Tower Infra network and value creation at record speed and scale**

As Head of Real Estate at Jio, lead the real estate acquisition of a world class network which was eventually sold at ₹ 25,000 Cr.

### **Large-scale solar park development in partnership with Sunbreeze Global Corp** (where Rakesh served as Board Director)

- Aggregation of over 17,000 acres across multiple states
- Typical transaction sizes: 200+ acres per project

### **Public Sector Experience Rakesh served as Nodal Officer for Mines, Minerals & Hydrocarbons under the Advantage Assam 2.0 initiative**

Brought investors from different parts of Globe to sign investment of INR 46,000 Cr, spearheading state investment facilitation and land-linked project execution.





## Prasanna Pathak

Managing Partner

22 years in asset management | Investment Visionary

A powerhouse in the asset management industry, bringing over 22 years of expertise across mutual funds, portfolio management, alternative investments, insurance, and private equity. An MBA (Finance) from S.P. Jain Institute of Management & Research, he has spearheaded investment strategies at leading financial institutions, including HLL, Franklin Templeton, UTI Mutual Fund, Taurus MF, and IndiaFirst Life Insurance. Rising from a Research Analyst to CEO, his journey is marked by visionary leadership, strategic acumen, and an ability to navigate complex financial landscapes.

His mastery in optimizing high-value investment portfolios, driving sustainable growth, and making decisive, high-impact financial moves cements his reputation as a formidable force in asset management. His ability to assess market dynamics, implement forward-thinking strategies, and lead teams to peak performance makes him an invaluable asset to any organization seeking to dominate the financial sector.





# Bhavya Bagrecha

Fund Manager

CA, CS, ICWA, M.Com (Gold Medalist) | 2500+ crores managed

Bhavya Bagrecha brings over two decades of leadership across real estate, investments, and strategic financial planning. He has managed over ₹2,500 crore in investments and was instrumental in setting up India's first REIT-like structure under SEBI VCF guidelines.

A co-founder of Aritraa Group, Bhavya has a proven track record in leading high-stakes investment strategies, joint ventures, fund structuring, and regulatory navigation—across sectors like real estate, logistics, and infrastructure. His career includes senior roles at landmark institutions like Tata Steel, Milestone Capital, and Landmark Capital Advisors.

Bhavya's strength lies in evaluating and scaling real estate opportunities with a sharp focus on value creation, risk mitigation, and tax efficiency. With a deep understanding of both on-shore and offshore fund mechanisms, he ensures every investment is strategically structured and performance-driven.



Bhavya Bagrecha’s Recent Stints

Project type and location	Year of Investment	Expected Exit Year	Project Cost (Crs)	Expected IRR
Industrial Park, Mumbai	2022-2023	2026-2027	299	18 – 20%
Warehouse, Mumbai	2024-2025	2026-2027	150	17 – 19%
Industrial Park, Bangalore	2024-2025	2026-2027	191	18 – 20%
Warehouse, Mumbai	2022-2023	2027-2028	311	17 – 19%
Industrial Park Upper Thane, Mumbai	2022-2023	2025-2026	299	18 – 20%
Warehouse Bhiwandi, Mumbai	2019-2020	2025-2026	237	16%
Student Housing, Bengaluru	2019-2020	2025-2026	482	14%

Details of investment as on 30th April, 2025



Bhavya Bagrecha’s Recent Stints

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Details of investment as on 30th April, 2025



# Fund Raise Summary and Performance

As on 30th September 2016  
All figures shown in ₹ (crores)

Name of Fund	Fund Raised	Closing	No. of Investments	Funds Returned	Released Gross IRR (₹)	Valuation of Undivested Capital
DOMESTIC FUNDS						
Development Funds 2 Funds	617	Mar-08/ Nov-08	28	754	13%	46
Private REITs 2 Funds	1,086	Mar-08/ Mar-10	12	1,540	15%	57
Structured Debt 1 Fund	394	Jan-12	10	324	21%	319
TOTAL DOMESTIC FUNDS	2,097		50	2,618		422
OFFSHORE FUNDS						
Private REITs 1 Fund	100	Dec-11	1	137	21%	9
Development Fund 1 Fund	341	Mar-09	5	234	13%	206
TOTAL OFFSHORE FUNDS	441		6	371		215

# Our Team



**Mr. Prakash Jain**

Chief Business Officer

A seasoned financial strategist and Maharashtra Ratna awardee, he brings two decades of leadership & strengthens BVF's market reach and investor trust. His strategic foresight and execution have consistently delivered scale, structure, and results.



**Mr. Sitla Thakur**

Vice President

With deep experience across fintech and fund distribution, Sitla adds agility and market access to BVF. A "40 under 40" awardee and visionary in alternate investments, he drives scale with precision and intent.



**Mr. Mitul Meghani**

Vice President- Operations

Mitul brings 20 years of experience to ensure BVF's operations are seamless and investor-focused. His leadership drives efficient execution, compliance, and a smooth investor experience.



**Ms. Sanjana Lahoti**

Compliance Officer

Sanjana, Company Secretary (ICSI), brings 5+ years of expertise in fund compliance and governance. She ensures BVF aligns seamlessly with SEBI regulations, AIF norms, and due diligence standards.





# **We're not building just another real estate fund.**

We're crafting a financial product rooted in real-world development—with speed, sustainability, and sharp returns.

# Disclaimer



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