

EXECUTIVE SUMMARY

The following document lays forward the viability and success potential of HIVE Coliving, our mission, our ideals and our drive to deliver high value social impact.



BUSINESS SOLUTIONS FOR LIVING THE CHANGE

💡 VALUE PROPOSITION

We transform yes-buffers, not-nowers into why-notters through cooperation within a community of change makers.

🌐 CHALLENGES AND OPPORTUNITIES

Given the global challenges that we are faced with today, the need to support projects with high social and environmental impact by sponsoring individuals ready to make a difference is of vital importance.

Observing the rise of coworking tendencies within Sharing Economies and the Spanish market development in regard to increase in living expenses, we find the opportunity for Hive to thrive by tackling the unmet needs of the social entrepreneur.

HIVE provides a coliving service oriented towards supporting social entrepreneurs focused on Circular Economy and Rural Development.



At HIVE we offer

- Spatial Relocation
- Sharing vital experiences and resources
- Common solutions for common interest
- Affordable, Variable and all-inclusive prices
- Networking Services
- Material Resources

Through our SERVICES

- Coworking + Residence
- Consultancy and evaluation
- Community building
- Mentorship
- Event Hosting
- Partnership breaking

Providing through these an adaptive response to the identified needs of the social entrepreneur

🌍 MARKET ASSESMENT

Urban Campus is the sole coliving currently in Madrid, who as a direct competitor provides insights into the success of the service given its profitability and rapid scalability.

In the growth of Sharing Economies, we find an opportunity based on the thrive of our indirect competitors. These are housing systems under the Airbnb and coworking spaces.

DIFFERENTIATION: Hive's differentiation to its direct competitors is our focus on social impact, project follow up and evaluation systems and internal mentorship programs. That is, entrepreneurs will provide support to one another through their expertise, hence, ensuring the continuous improvement of the whole community. Furthermore, we respond to the needs of the entrepreneur through community building and spatial relocation simplifying both the living and working experience.



FINANCIAL STATEMENT

For our investors, we lay forward an overview of our financial accounts to provide assurance of the profitability of the project and our capacity to return the investment based on the gathered market data.

Balance Sheet

	Start 2020	End 2020	End 2021
Fixed Assets	19,51%	14,43%	12,02%
Current Assets	80,49%	85,57%	87,98%
Total Assets	100%	100%	100%
Total Euros	150.000,00 €	180.630,09 €	195.545,68 €
Total Liabilities	100%	100%	100%
Net Worth	69%	69,85%	76,52%
Current + LT liabilities	31%	30,15%	23,48%
Working Capital	120.734,00 €	129.380,68 €	146.131,32 €
Permanent resources	80,49%	71,63%	74,73%

P&L Accounts

	End 2020		End 2021	
Revenues	246.000,00 €	100%	246.000,00 €	100%
Sales Growth	- €	0%	- €	0%
Gross Income	154.216,00 €	63%	154.216,00 €	63%
EBITDA	34.906,00 €	14%	35.556,00 €	14%
EBIT	32.349,55 €	13%	32.999,55 €	13%
Net Profit	22.661,41 €	9%	23.471,07 €	10%
Economic Cash-Flow	25.217,87 €	10%	26.027,53 €	11%

Financial Ratios

	Start 2020	End 2020
ROE (Return On Equity) = Net Profit / Net Worth	18%	16%
ROI (Return On Investment) = EBIT / Total Assets	18%	17%
Treasury = Current Assets / Current Liabilities	6,14	6,64
Indebtedness = Total Debs / Total Liabilities	30%	23%
Ability to devilver inancial debt (Net Profit + Amortization / Financial debts)	66%	89%
Break Even Point	197.801,74 €	196.079,68 €
Safety Coefficient = Sales / Break Even Point	1,24	1,25
Pay-Back	5,9 years	