



NEAL BAWA

CEO / FOUNDER

ABOUT NEAL

Neal Bawa is a technologist who is universally known in the real estate circles as the *Mad Scientist of Multifamily*. Besides being one of the most in-demand speakers in commercial real estate, Neal is a data guru, a process freak, and an outsourcing expert. Neal treats his \$947 million-dollar portfolio as an ongoing experiment in efficiency and optimization. The Mad Scientist lives by two mantras. His first mantra is that *We can only manage what we can measure*. His second mantra is that *Data beats gut feel* by a million miles. These mantras and a dozen other disruptive beliefs drive profit for his 700+ investors.

Neal serves CEO / Founder at Grocapitus, an iconic, data-driven commercial real estate investment company. Grocapitus' 28 person team acquires and builds multifamily & commercial properties across the U.S. With more than 700 active investors and over 2,000 reviewing our projects, the Grocapitus portfolio currently spans across 10 states with 31 projects (4 sold) and 4,800 units/beds. The powerful Grocapitus brand has a cult-like following of data driven investors. The result - Completed equity raises of \$270 million* for Multifamily, Mixed-Use and Industrial acquisitions in the last 18 months, over 4,800 units purchased. Grocapitus is on track to close another 1,500 units in the next 12 months.

Neal loves public speaking and is an energetic and humorous speaker. He also serves as CEO at MultifamilyU, an apartment investing education company. He is a top-rated, in demand presenter at conferences and events across the country. Over 5,000 students attend his multifamily seminar series each year and hundreds attend his Magic of Multifamily Boot Camps. Tens of thousands listen to his podcast appearances and he has been featured in over 50 top rated podcasts and radio shows. Neal's asset management and revenue optimization techniques for multifamily are considered unique in the industry.

The Mad Scientist engages very frequently and deeply with his vast investor and RE Pro community, with tens of thousands of active connections and conversations across Facebook, LinkedIn, Meetup.com, Youtube and other channels. Neal is a backyard tomato farmer and a protein diet health nut. He believes in positivity and Karma. He is passionate about the sport of Cricket and about the enormous potential of self-driving electric vehicles to solve the global climate crisis.



ACHIEVED RETURNS: 36.1% IRR OVER 7 EXITS

- 700+ investors have invested in Grocapitus projects, with \$270M equity invested*
- 2,000+ investors registered
- 31 projects (4 sold) diversified across 10 states
- Current portfolio valued at \$947M
- Approximately 4,800 units/beds



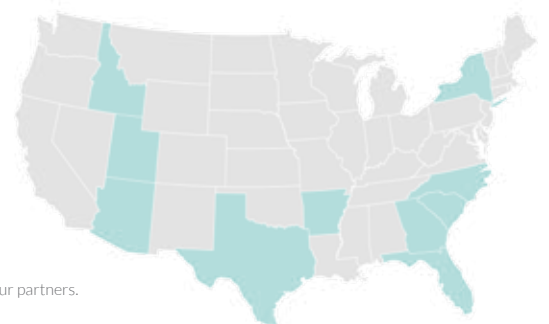
Multifamily University

- 10,000+ active community members in our meetups and Facebook groups
- 5,000+ students attend webinars
- Hundreds of students attend MultifamilyU bootcamps

PROPERTY PORTFOLIO MANAGED, CO-OWNED WITH INVESTORS

- 216 unit Multifamily, Atlanta GA
- 151 unit Multifamily, Dalton GA
- 174 unit Multifamily, Atlanta GA
- 138 unit Multifamily, Jacksonville FL
- 114 unit Multifamily, Tucson AZ
- 217 unit Multifamily/Mixed Use, Buffalo NY**
- 116 unit Multifamily, St George UT*
- 210 unit Multifamily, Provo UT^
- 46 unit Townhomes, Durham NC**
- 96 unit Multifamily, San Antonio TX**
- 194 unit Multifamily, Atlanta GA
- 240 unit Multifamily, Mesa AZ**
- 873 unit Self-Storage, West Memphis AR
- 32 unit Multifamily, Houston TX**
- 180 unit Multifamily, Dalton GA
- 210 unit Multifamily, San Marcos TX**
- 1,450 unit Portfolio, Texas**

- 6 buildings Flex Industrial, Salt Lake City, UT**
- 128 unit Multifamily, Austin TX**
- 56 unit Multifamily, Houston TX**
- 120 unit Multifamily, Greenville SC
- 72 unit Multifamily, San Antonio TX**
- 320 unit Multifamily, Phoenix AZ**
- 66 unit Multifamily, Idaho Falls, ID**
- 132 unit Multifamily, New Braunfels TX**
- 128 unit Multifamily, Austin TX*
- 137 unit Multifamily, Killeen TX



* Total investor equity includes some equity raised by our partners.
 ** Under construction.
 ^ Opportunity Zone, under construction.



PROPERTY PORTFOLIO



RTP1 TOWNHOMES NEW CONSTRUCTION, DURHAM NC

MILL RACE PHASE 1A
NEW CONSTRUCTION, PROVO UT



PARK CANYON
CLASS B+ VALUE-ADD, DALTON GA

SOLD



FAIRVIEW
CLASS B VALUE-ADD, GREENVILLE SC

UNDER CONTRACT



WINDWARD FOREST
CLASS C VALUE-ADD, ATLANTA GA

SOLD



THE GRID
NEW CONSTRUCTION, BUFFALO NY



LAKEWOOD OAKS
CLASS C VALUE-ADD, JACKSONVILLE FL

SOLD



FALLS AT CRISMON COMMONS
NEW CONSTRUCTION, MESA AZ



EQUINOX AT KNIGHT
CLASS B VALUE-ADD, ATLANTA GA



COYOTE CREEK
NEW CONSTRUCTION, ST GEORGE UT



CHELSEA PLACE
CLASS C VALUE-ADD, ATLANTA GA

SOLD



EQUINOX ON PRINCE
CLASS C VALUE-ADD, TUCSON AZ

UNDER CONTRACT



STORAGE DEPOT
VALUE-ADD + NEW, W. MEMPHIS, AR

UNDER CONTRACT



UNIVERSITY OAKS
NEW FOURPLEXES, HOUSTON TX




WOODS CROSS FLEX
NEW INDUSTRIAL, SALT LAKE CITY UT




PARK LANE
NEW FOURPLEXES, HOUSTON TX



BOTANICA OAK HILLS
NEW FOURPLEXES, SAN ANTONIO TX



BOTANICA CHASE HILL
NEW FOURPLEXES, SAN ANTONIO TX



AVONDALE COMMONS
NEW CONSTRUCTION, PHOENIX AZ



EQUINOX TOWNHOMES
NEW FOURPLEXES, IDAHO FALLS ID




EQUINOX TOWNHOMES
NEW FOURPLEXES, NEW BRAUNFELS TX



BOTANICA SOUTHPARK
NEW FOURPLEXES, AUSTIN TX



COUNTRY PLACE
CLASS B VALUE-ADD, KILLEEN TX



PARK CANYON II
CLASS B+ VALUE-ADD & NEW UNITS



CASATA SAN MARCOS
NEW MICRO HOMES, SAN MARCOS TX



UGRO PREMIER BTR FUND
MIXED NEW CONSTRUCTION, TEXAS



TRACK RECORD

EXITS EXCEED PROJECTIONS



PARK CANYON

180-Unit Multifamily: Value-Add + New Units | Dalton GA

16.3%
PROFORMA IRR

37.8%
REALIZED IRR

Feb 2022
DATE SOLD



WINDWARD FOREST

216-Unit Multifamily: Value-Add | Atlanta GA

18.0%
PROFORMA IRR

22.0%
REALIZED IRR

Sep 2020
DATE SOLD



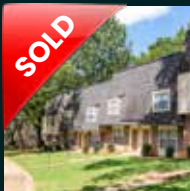
LAKEWOOD OAKS

138-Unit Multifamily: Value-Add | Jacksonville FL

17.6%
PROFORMA IRR

19.5%
REALIZED IRR

Oct 2021
DATE SOLD



CHELSEA PLACE

180-Unit Multifamily: Value-Add | Dalton GA

14.9%
PROFORMA IRR

12.9%
REALIZED IRR

Jun 2021
DATE SOLD

7

TOTAL EXITS

4

PROJECTS SOLD

3

UNDER CONTRACT

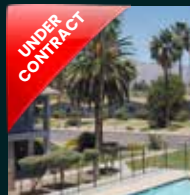
ACHIEVED RETURNS

17.2%

OVERALL PROJECTED IRR

36.1%

OVERALL ACHIEVED IRR



EQUINOX ON PRINCE

114-Unit Multifamily: Value-Add | Tucson AZ

17.3%
PROFORMA IRR

61.0%
PROJECTED IRR

Jun 2022
EXPECTED SALE DATE



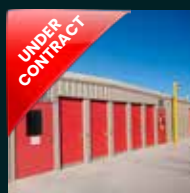
FAIRVIEW

120-Unit Multifamily: Value-Add | Greenville SC

16.0%
PROFORMA IRR

50.0%
PROJECTED IRR

Apr 2022
EXPECTED SALE DATE



STORAGE DEPOT

873-Unit Self Storage: New + Value-Add | West Memphis AR

20.6%
PROFORMA IRR

49.6%
PROJECTED IRR

May 2022
EXPECTED SALE DATE



grocapitus



Multifamily University

**NEAL
BAWA**



LOCATION MAGIC
WORKSHOPS



APARTMENT
MAGIC
BOOTCAMPS



... AND MANY MORE
EVENTS **ACROSS**
THE NATION

