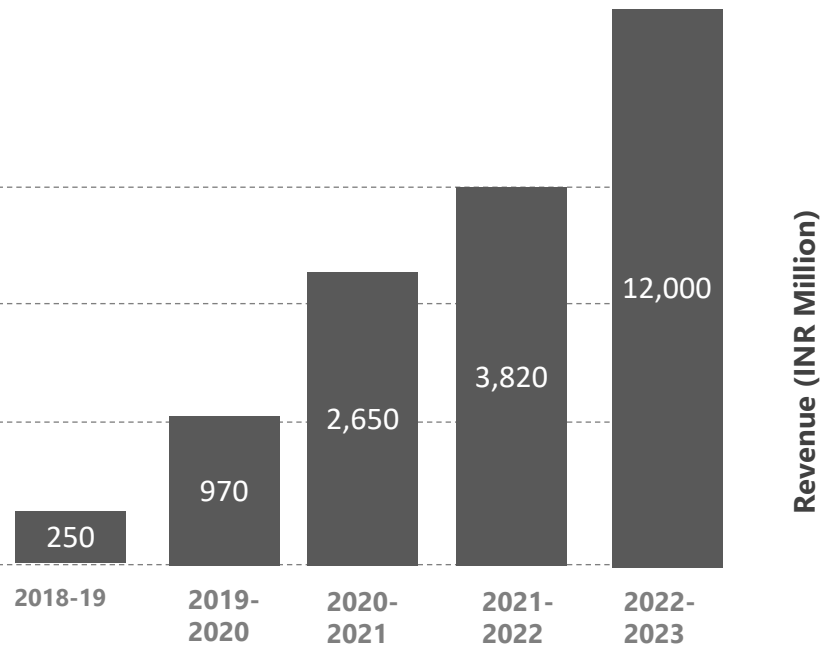




**Table Space**

**Enterprise Managed  
Workspace**

# Market Leadership



▲ **250%**  
YoY Growth

Table Space has focussed on building a high quality, premium service proposition targeted at global enterprise customers – built on a premise of **innovation, technology and transparency**

All offices are 100% **Custom-Built** to Client Requirements & Specifications

A team of over 400 people with **47%** gender diversity

**55**  
Centres

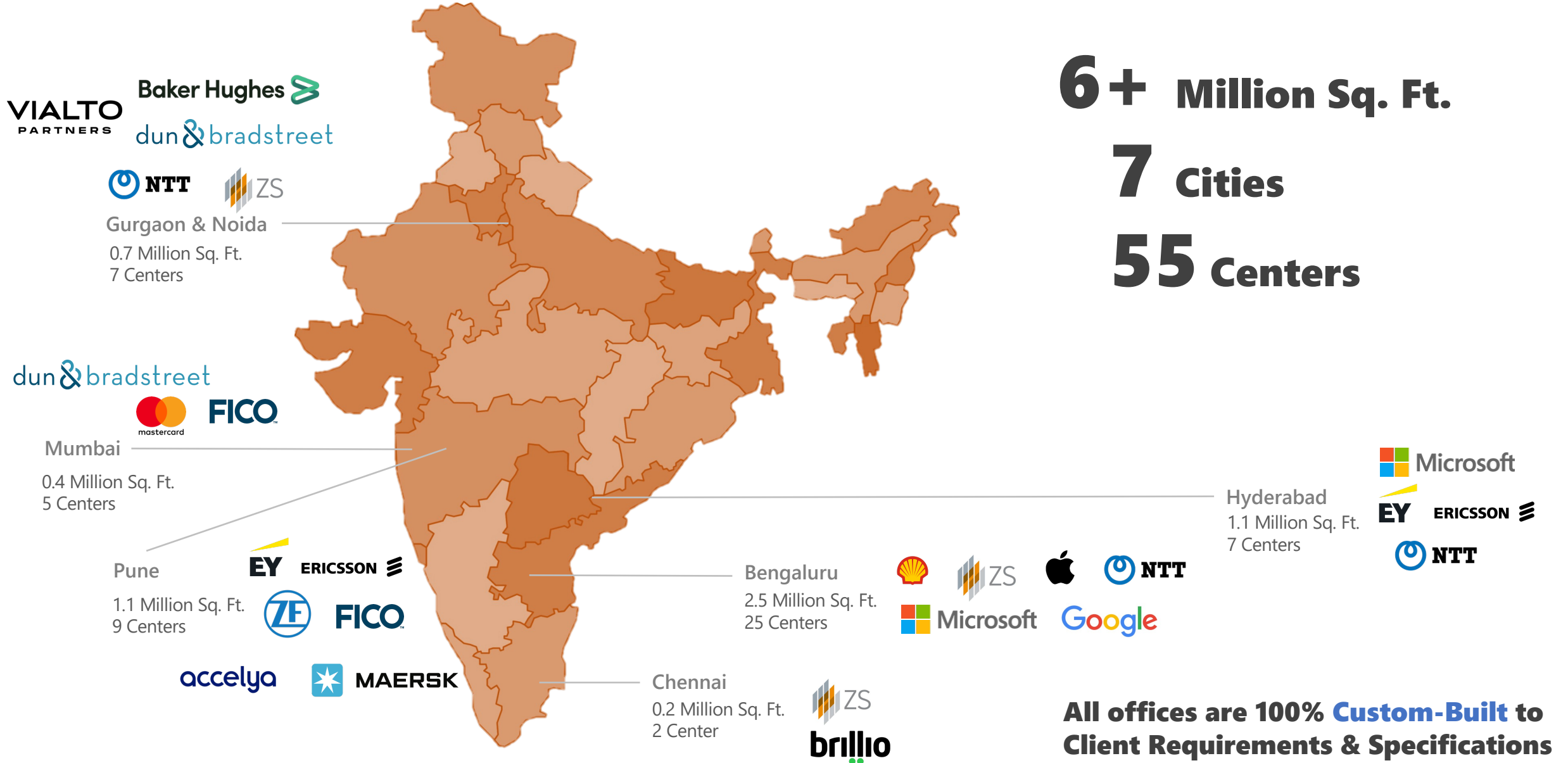
**230+**  
Enterprise Customers

**85%**  
Revenue from  
Fortune 500  
companies

**#1**  
A market leader  
in Enterprise  
Managed Offices  
across India

# India Portfolio

Table Space



# Preferred by Fortune 500

## India Occupier Clients | Illustrative

### Technology



### Consulting & Financial Services



### Aviation, Shipping, Oil & Gas



### Product & Engineering



**All offices are 100% Custom-Built to Client Requirements & Specifications**





## India Portfolio Clients ~100,000 sft+



- **Shell** - 600k in Bangalore
- **Microsoft** - 550k in Hyderabad & Bangalore
- **Mastercard** - 120k in Mumbai
- **Stantec** - 100k in Pune
- **Ericsson** - 100k in Pune & Hyderabad
- **ZS** - 150k in Bangalore, NCR & Chennai
- **Google** - 500k in Bangalore
- **EY** - 120k in Pune & Hyderabad



**All offices are 100% Custom-Built to  
Client Requirements & Specifications**

Table Space

Table Space Product

The Future of Work @ Workspace-as-a-Solution

Flexibility

Transparency

Efficiency

Compliance

~6.0+ Million SFT

55 + Centers

65,000+ Seats

220 + Enterprise Clients

Liquid Real Estate, lock-in with Table Space, not with building – Flexibility to scale up / down

No upfront capex investment

All offices are 100% Custom-Built to Client Requirements & Specifications

Design flexibility to scale up / down

Complete Price visibility for duration of contract

Cost outflow guaranteed for up to 10 years

Transparent Delivery and Operations Management Technology via 'TS Reform

Customizable Service Level Management (SLA) as part of Agreement

Real Time Reporting on Key Office Metrics

Single Vendor / single cheque solution

Technology driven operations

Office delivery in 90 to 120 days

Ideal Solution to minimize liability impact of IFRS

Traditional Office

TS Model

Lease

Build

Operate

Integrated Services Proposition

10%

20%

30%

40%

50%

60%

70%

85%

90%

100%

The Table Space Advantage

5 - 15%

Cost Savings per Month

ISO 9001 - Quality Management

ISO 50001 – Energy Management

National Building Code of India (NBC)

ISO 45001 – Occupational Health and Safety Management

ISO 14001 – Environmental Management

Energy Conservation Building Code (ECBC 2008)

LEED & WELL Certifications

ISO 16000-40 – Indoor Air Quality

ISO 27001 - Information Security

# Table Space Leadership

Our Inclusive & Diverse Leadership Team averages over 20 years of Industry Experience

## 400+ Yrs.

Combined Office Real Estate Experience



**Anamika Gupta**  
Executive Director  
Sales



**Vaibhav Joshi**  
Executive Director  
Sales



**Karan Chopra**  
Chief Revenue Officer



**Krishna Nagarajan**  
Chief Operating Officer



**Sujatha Ganapathy**  
Head of Operations



**Vikita Seth**  
Executive Director  
Sales



**Sunil Varrier**  
Chief Revenue Officer & Head  
of Account Management



**Amit Banerji**  
Chief Executive Officer



**Bittu Varghese**  
Chief Financial Officer



**Cameron Steventon**  
Executive Director  
Head – Project Delivery



**Subir Singh**  
Executive Director  
Sales



**Kunal Jaiswal**  
Executive Director  
Sales



**Kunal Mehra**  
Chief Acquisitions  
Officer



**Sanjeev Ghai**  
Head – Trade &  
Compliance



**Sushma S**  
Executive Director  
Head – Design & Procurement



**Harini Adidam**  
Senior Director  
Sales



**Dimple Bakshi**  
Chief HR Officer & Client  
Operations Oversight



**Nitish Bhasin**  
Chief Sales Officer



**Srinivas Prasad**  
Chief Strategy Officer



**Ajay Kumar**  
Senior Director  
Program Management

# Enterprise Customer challenges

Table Space

Traditional Office builds require Clients to undertake several non-core activities

## Operate

- Compliance
- Vendor management
- Facility operations
- Utility and cost management
- Account management

## Lease

- Base rental
- Common area maintenance
- Parking

## Build

- Design
- Construction
- Furniture and fixtures procurement



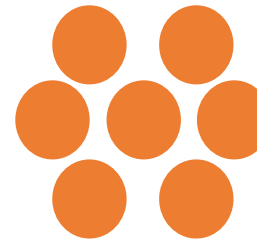
... while contracting with multiple counterparties ...

Enterprise Client



Multiple vendors

Landlord



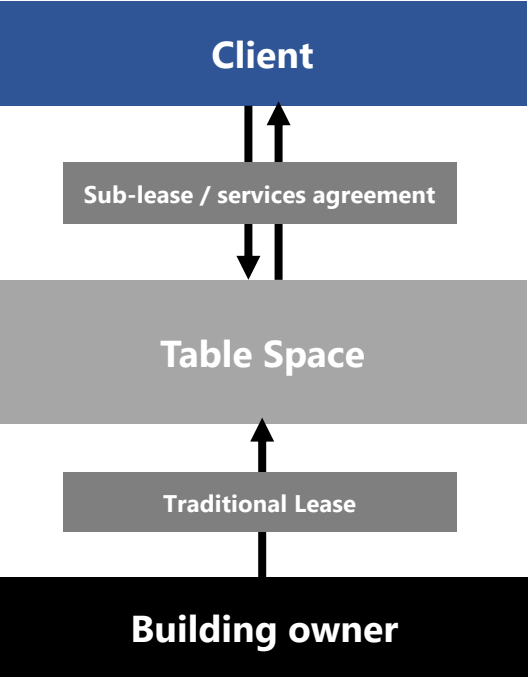
... resulting in several "pain points"

- 1. Flexibility:** Capex spend upfront which limits flexibility required for dynamic business environments
- 2. Design-build time and effort:** ~ 18-24 months to select a location, design, contract and oversee progress/adherence to cost and time
- 3. Delivery efficiency:** Inter-dependency while managing multiple vendors, leading to **quality & delivery issues**
- 4. Price protection:** Dealing with **unforeseen** costs related to repairs, maintenance, operations & **inflation**
- 5. Compliance burden:** Managing multiple operational/ occupancy related compliance parameters



# Table Space Solution

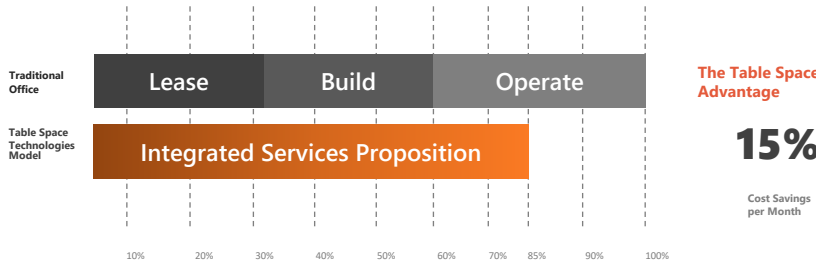
## Table Space



**Our solution** comprehensively addresses all possible pain points and limitations faced by Corporate Occupiers across the entire RE life cycle.

Our Managed Service office model offers an integrated solution across acquisition, design, build and operations - A single entity responsible & accountable for the entire RE life cycle of an occupier.

We identify Grade A fully-compliant buildings and lease them on behalf of occupiers



### What is the TS Solution?

#### Design

- Custom designed office spaces for enterprise occupiers

#### Build

- Build offices in <6 months,
- Provide total flexibility on make, model, material & specifications

#### Operate

- Operate & manage the office space, including all utilities, office infrastructure and compliances

# TS Value Proposition vs Traditional Office RE

Table Space

## Flexibility - Liquid Real Estate

- Lease Flexibility – **Pay-as-you-go with portfolio resize options built into the deal** commercials to align with business needs of roll up/roll down of seats/ headcount
  - Contraction - Option to reduce ~10%-15% of the committed space within the lease term
  - Expansion – Option to relocate existing office along with growth to a new premise without incurring any lease-break penalties.
- **Design flexibility** – Ability to configure Day 1, Day 2, Day 3 scenarios without any change in financial commitment. E.g. Client would be able to convert workstation to work-points / collab areas and the reverse without disruption to the office. Continuously change office designs and workspace settings to adapt to business needs
- **Short Term Incubation Space** can be provided by TS
- Access to Common amenities across all TS centers in India.

# TS Value Proposition vs Traditional Office RE

Table Space

## Cost Advantage

- Overall cost of solution likely to be **~5%-15% lower than traditional real estate spend**
- Shared benefits owing to large economies of scale
- Single monthly check
- Price visibility throughout the duration of the contract

Shortlisted Building	Rate per SQFT (INR)	Total (INR)	Comments
Area SQFT			Area Leased by Table Space with Landlord
Rent			Rent achieved and closed with Landlord
Common Area Maintenance (CAM)			Maintenance / Service charges payable to the Landlord
Capex			Detailed Item-wise break up for each and every aspect of capital spend linked to Real Estate included.. All RE costs included except (these can be added into cost of solution if required) <ul style="list-style-type: none"> <li>• IT Hardware - Laptops, Desktop Computers, Printers, Reprographics etc</li> <li>• Interiors - Any artwork, Paintings, Vases, Planters or decorative item</li> <li>• Wall graphics</li> <li>• Freight &amp; Installation of any other material from old office</li> <li>• Automation equipment</li> <li>• Networking - Racks, Patch cords etc.</li> </ul>
Opex			<ul style="list-style-type: none"> <li>• <b>Inclusions:</b></li> <li>• Staff Cost ( FM/Janitorial/Technicians)</li> <li>• Security Management</li> <li>• Consumables for Janitorial/People Toiletries</li> <li>• Compliances</li> <li>• Electrical Charges (Including HVAC &amp; Chilled water charges @ 12X5)</li> <li>• Site Services (R&amp;M, AMC/Carpet Cleaning/Pest Control Etc.)</li> <li>• Insurance</li> </ul>
Margin @ XX%			Margin details shared

# Our Commitment to Sustainability & HSE

**1. Purchased goods and services** - Use of recyclable material in items like carpet, modular furniture, false ceiling

## **2. Energy Management**

- HVAC is generally 60% of the overall consumption
- Savings on HVAC Energy Consumption - HVAC design to run on occupancy loads
- Automation of HVAC equipment
- Remote manageability
- Energy Consumption data analyzed Realtime
- HVAC Automation solution results in Improved (OE)<sup>2</sup> - Improved Occupant Experience(OE) & Improved Operational Efficiency (OE)
- Indoor Air Quality (IAQ) Management for both Sustainability and Wellness

## **3. Waste Generated in Operations**

- Restricting use of RO machines,
- Limited use of single use plastic items
- Water tap aerators to control flow of water
- Usage of community bins
- Manual control over lighting and HVAC to support business hours and avoid wastage
- Use of green chemicals in cleaning

**4. End-of-life treatment of sold products** - Furniture disposal, UPS and batteries

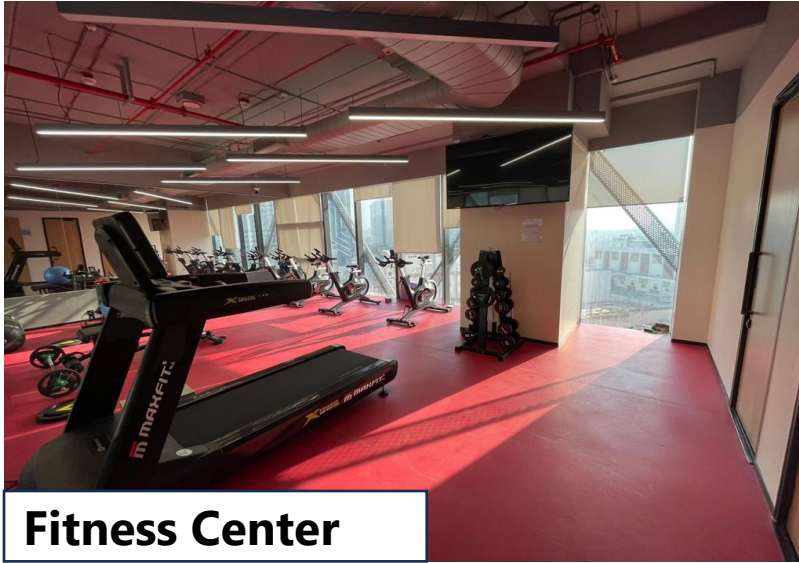
# TS Common Amenities across India

Centre Name	Location	City	Available Common Amenities
Bren Optimus	Koramangala	Bangalore	Cafeteria, Coffee Lounge, Gym, Recreation Zone
Manyata Tech Park	Nagavara	Bangalore	Common Meeting rooms, Pantry
UB City	VM Road	Bangalore	Coffee Lounge, Collaboration zone, Common Meeting rooms
Prestige Tech Park	ORR	Bangalore	Cafeteria, Coffee Lounge,, Common Meeting Rooms & a 13 seater Board Room, Medical Room
Godrej BKC	BKC	Mumbai	Cafeteria, Coffee Lounge, Collaboration Zone, Common Meeting Rooms, Gym, Medical Room, Mother's Room, Recreation Zone
WTC - III	Kharadi	Pune	Cafeteria, Collaboration Zone, Common Meeting Rooms, Medical Room, Pantry, Recreation Zone
Panchshil Business Park	Balewadi	Pune	Collaboration cum Pantry Zone, Two 7-seater Meeting Rooms convertible into a 14-seater Board Room, Recreation Zone
Phoenix Fountainhead	Viman Nagar	Pune	Cafeteria, Collaboration Zone, Common Meeting Rooms, Medical Room, Mother's Room, Recreation Zone
Amar Tech Park	Balewadi	Pune	Coffee Lounge, Common Meeting Rooms, Gym, Medical Room, Mother's Room, Pantry, Recreation Zone
GLT 1	Kalyani Nagar	Pune	Cafeteria, Coffee Lounge, Common Meeting Rooms, Medical Room, Mother's Room, Pantry, Recreation Zone
Western Aqua	Hitec City	Hyderabad	Coffee Lounge, Collaboration Zone, Gym, Medical Room, Recreation Zone
Aurobindo Galaxy	Hitec City	Hyderabad	Cafeteria, Coffee Lounge, Common Meeting Rooms & a 16-seater Board Room, Gym, Medical Room, Mother's Room, Recreation Zone
My Home Twitza	Hitec City	Hyderabad	Cafeteria, Coffee Lounge, Common Meeting Rooms & a 16-seater Board Room, Gym, Medical Room, Mother's Room, Recreation Zone
Building 10 B & C	DLF Cyber City	Gurgaon	Cafeteria, Coffee Lounge, Common Meeting Rooms & a 14-seater Board Room, Gym, Medical Room, Mother's Room
BPTP Capital City	Sector 94	Noida	Cafeteria, Coffee Lounge, Common Meeting Rooms & a 12-seater Board Room, Medical Room, Mother's Room



# TS Common Amenities across India

Table Space



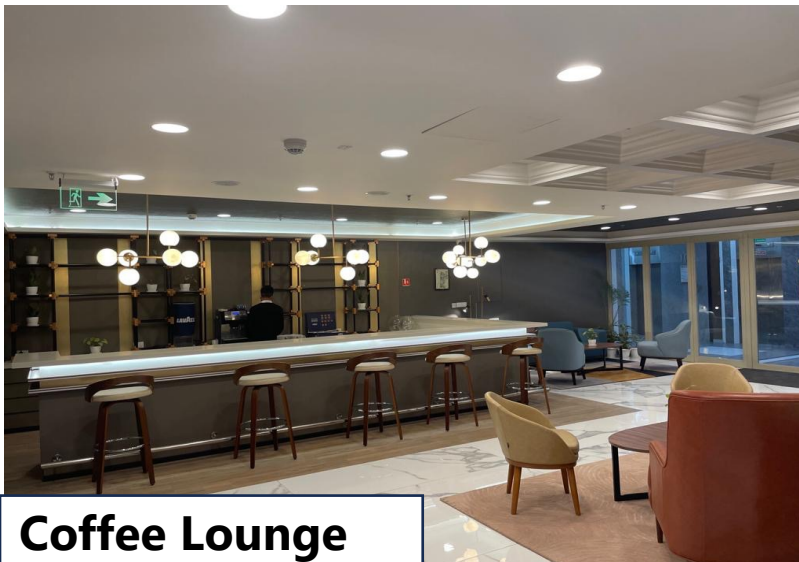
**Fitness Center**



**Pantry Area**



**Meeting Room - 6 seater**



**Coffee Lounge**



**Fitness Center**



# TS Common Amenities across India

Table Space



**Coffee Lounge**



**Coffee Lounge**



**Common Sitting Area**



**Board Room**



**Recreation Zone**

# Standard Inclusions & Exclusions

Table Space

Office Space	Infrastructure & IT	Common Amenities
Base Rent	Electricity charges for the entire office	Cafeteria
Fit-outs as per TS standard specs	Airconditioning / Chiller charges	Meeting Rooms
Rent for Common Areas	DG Power charges	Recreation Zone
Building Maintenance	Equipment AMCs	Collaboration areas
Property Taxes	Repairs & Maintenance	Medical room/ Mothers' room
Insurance	Racks & Passive cabling	
	Shared Leased Line internet	<b>Exclusions</b>
<b>Facility Management</b>	UPS & Batteries	Car Parking Charges
Housekeeping	FAS & PA	Active IT & AV
Janitorial services & consumables	Access Control System	Stationary Items & Couriers
Security Guards	CCTV system	Transport
Pest Control	Dedicated server room	Computers & related accessories
Sanitization	HVAC for server rooms with redundancy	Branding & Graphics inside office
Carpet Shampooing		Newspapers & Magazines
Tea / Coffee / Potable drinking water		Office Plants
		Food Vending machine

# Standard Make & Model

## Table Space

Fit out	Fit out Specifications	Make / Model
Flooring	Server Room will have 300mm high laminated access flooring. Reception and Pantry with hard flooring	Access flooring - United/DB Dazzle /Innerspace
False Ceiling	Workstation /open office area will have exposed true ceiling. Cabins and meeting rooms and other enclosed areas will have combination of grid and gypsum celieng (modular grid 2x2, 0.7 NRC)	Tile ceiling - OWA/Armstrong
Carpet	All workstation areas & cabins/meeting rooms will be carpeted. Nylon carpet	Belgotex/Welspun/CCIL / Equivalent
Windows	Roller Blinds for all the glazed windows. Server Room windows if exposed to outside will be boarded off.	Vista/ Equivalent
Access Control	TS provides Spectra make access control system and HID I Class make Access card reader. Access card reader for main entry & Server Room entry only, exit is push button. Panel would be under TS access area.	Spectra Make
Lighting	Lux level maintained will be 150-200 lux for Corridors, Toilets, Pantry. 200-250 Lux for Elect., UPS Rooms; Workstations & Critical Rooms will be 350-400 Lux; Boardroom will be 400-500 Lux or functional requirement. All light sources will be LED, unless decorative.	Task lights - Ripple/ Arraystorm/ Equivalent basis of availability
Water leak detection & Rodent Control System	For Server /HUB room - Located inside the room	Ctrltech/ Equivalent
UPS	Workstions will have dedicated UPS & Server will have N+1 redundancy from workstation UPS as dual source. Battery back up will be for 12-15min.	Vertiv/Legrand/Socomec
Power Consideration	80VA / desk and each seat will have 2 Universal type 5/15amp sockets controlled by a single switch. Server Room -Network Rack - 2.5 KVA with two industrial socket (1 working and 1 standby).	Switches - Anchor/ Northwest/ Equivalent. Cables - Polycab/ Gitanjali/ Varsha/ KEI/ Equivalent
LAN	Each desk will have 1 data ports and 25% Redundent/ Voice ports of all workstation count . Each Meeting Room will have 50% D basis number of seats. One 45U open 2 Post Netrack for approximately every 360 Ports. Server Rack is by Client. All patch Cords at both ends & active components inculding ATS are by Client.	Cables & IO's -Molex



# Standard Make & Model

## Table Space

Fit out	Fit out Specifications	Make / Model
HVAC	Overall area to be maintained at +/- 24 degree centigrade. Server room will have one as standby and all machines will run on a cyclic /sequential pattern.	AHU - Nutec
Safety and Fire alarm system	Ceiling Smoke detectors will be fixed.	Edward
	Fire extinguishers will be placed as per fire norms. Ceiling hung clean agent extinguisher for Server/Hub room	Extinguisher: Kanex/ Omex/ Ceasefire/ Basis of availability
	Sprinklers if provided by builder will be modified as per layout and to confirm per NBC standards.	FA Panel: Edward
	Access control and the fire alarm will be linked so access control doors are deactivated & open when the fire alarm goes off.	
Workstation	1200mm x 600mm Linear desking	Featherlite / Spacemanagement/Sunon/ Equivalent as per availability
	Shared pedestals/Lockers	
	Non glass Central privacy panel of 300mm height.	
	Power/data point on table top.	
Chairs	Chairs Medium back	Featherlite/HNI/Sunon
Cabin Table	1800mm x 750mm	Featherlite / Spacemanagement/Danco/ Equivalent as per availability
Glass Partition and Doors	Glass partition - 10mm thick toughened glass with 45x25 anodize frame and solid flush doors	Kubik/Bottomline/or equivalent
CCTV	TS provides CP Plus make CCTV camera. Positioned to capture main entry/exit & Server Room entry/exit only. Panel would be under TS access area.	CP Plus



# Standard IT specifications

S. No	Passive Checklist	Provided by Table Space
1	Network cabling	<ul style="list-style-type: none"><li>• Server room to End user with Cat 6. Make - Molex</li></ul>
2	Server Room	<ul style="list-style-type: none"><li>• Dedicated Server Room with fire rated door (only for 100 workstations and above)</li></ul>
3	Network Rack	<ul style="list-style-type: none"><li>• Open Network Rack with 15 loaded 24 ports angular jack panel.</li><li>• 45U Two post Open Rack (As per total achieved node count 360 ports) with two Indian PDU each with Six sockets.</li><li>• Make- Netrack</li></ul>
4	Wi-fi	<ul style="list-style-type: none"><li>• Network cabling connectivity from Patch panel to the location as per the heat map suggested by client for Wi-Fi access points</li><li>• POE switch, Wi-Fi heatmap and device will be under Client Scope</li></ul>
5	Data Port	<ul style="list-style-type: none"><li>• Each workstation will have 1 data port and 25% Redundant/ Voice ports</li><li>• Each Meeting Room will have 50% Data and UPS sockets basis number of seats</li><li>• Make -CommScope/Molex</li></ul>
6	Server/HUB Room	<ul style="list-style-type: none"><li>• Fire rated room with fire resistant rating of 2 hours, with the following services - Ceiling mount clean agent fire extinguisher and floor mount CO2 fire extinguisher, Fire alarm system , Public address system , WLD &amp; Rodent System</li></ul>

# Standard IT specifications

Table Space

S. No	Passive Checklist	Provided by Table Space
7	Access Control	<ul style="list-style-type: none"> <li>• Main Entrance door - Both sides reader for Entry and Exit</li> <li>• Server Room - Entry Reader from Outside and Exit push button from Inside</li> <li>• Fire Exit - Magnetic lock with Emergency door release without readers/push buttons</li> <li>• System will be integrated with Fire alarm system for fail safe during emergencies to allow people to evacuate without any access restrictions. Managed by Table Space</li> <li>• Make – Spectra / Model – Quadra</li> </ul>
8	CCTV	<ul style="list-style-type: none"> <li>• CCTV Camera covering Server room(inside), and all entry and exit doors with 30days back up. Make -CP Plus - Managed by Table Space</li> </ul>
9	Air-Conditioner	<ul style="list-style-type: none"> <li>• Split Air Conditioner/Ducted Air Conditioner/VRF system within Server room</li> <li>• Server Room temperature will be maintained at 23+/-1 deg C &amp; Office at 24+/-1 deg C</li> </ul>
10	UPS / raw power for server room	<ul style="list-style-type: none"> <li>• Server Room - 2 Industrial Sockets for each rack with 2.5 KVA from two different UPS (1 working + 1 standby). Sockets will be provided below raised floor</li> <li>• Work Stations - Each desk will have 2 universal pin sockets of 6/16A controlled by a single switch provided with 80VA of load.</li> <li>• Make - Vertiv/Socomec/Fujitec/Schneider</li> <li>• UPS will have a 15 minute back up. DG will kick-in within 60 seconds of power failure</li> </ul>
11	Lease line	<ul style="list-style-type: none"> <li>• 50 MBPS shared Internet lease line</li> </ul>

# Standard IT specifications

Table Space

S. No	Active Checklist	Under Client Scope
1	Patch cord	Patch cord for both sides (switch and end user)
2	Wi-Fi	Wi fi devices and mounting kit
3	Server Room Device	Server, Router, Active Switch, Firewall and EPABX, TV, Projector, ATS and mounting kit.
4	Internet Lease line	Dedicate Lease line, if required. Tablespace will provide support to coordinate between the Service Provider and Landlord

All open points pertaining to IT/Nodes/Additional Power/AV are required to be closed at the layout stage/30 days from the date of sign off of layout. Any deviation post that, will have a cost & time implication on the project.

# Case Study - Shell



## Table Space

### SOLUTION

Our in-house design team and architects created an accelerated process of assembling a Design & Construction document capturing Shell's workplace design standards and requirements.

We worked closely with Shell Global and local multidisciplinary teams to deliver on Shell's focus areas of employee comfort / convenience whilst meeting commitments as per Shell's HSSE standards

### BRIEF

Shell required a Fully customized office solution in line with increasing employee RTO across two locations via a Hub and Spoke strategy

### RESULT

A fully serviced & managed office delivered within 120 days with cost savings in excess of 15%

### SOLUTION

Worked in close partnership with Shell to identify and close Landlord lease in the office project / building of Shell's choice

Conducted and verified Building Technical Due Diligence in line with Shell compliance requirements

Design Flexibility incorporated under Day 1,2,3 scenarios in line with Business needs

Full utilization of TS Tech ensured seamless integration of real estate, design, build-out and operations

**2,000 seats custom-built office in Whitefield, Bangalore**

# Case Study - Mastercard

Table Space



## SOLUTION

Our construction team put together a robust 400+ step construction schedule and compliance monitor updated through *TS Reform 3.0*

Facilitated improvisations on standard MC design specifications & guidelines to create more natural light and co-create positive work environment

HSSE guidelines followed included creating welfare infrastructure for site labour including ambulance, dining, resting, changing and shower facilities

## BRIEF

Needed a 1000-seater facility to ensure an acquisition by Mastercard is aligned with global design and brand

## RESULT

Fully custom-built office delivered in 45% lesser time (110 days vs 8 months budgeted under self-performance)

Cost Targets were met by TS at ~18% lower than what MC could procure themselves

Ensured that employees felt completely integrated into MC offices globally

## SOLUTION

Worked in close partnership with the Client to shortlist the asset of their choice

Assembled a top team of architects, engineers, PMs and account managers to work with the Client to understand their Design and Workplace specifications

Showed flexibility in facilitating client global contractual arrangements – AV Systems, Security systems in line with global standard of Mastercard, using 'Freespace' for tracking utilization

**1,000 seats custom-built office in KRC Gigaplex, Mumbai**



# Case Study - Microsoft

Table Space



## SOLUTION

Our construction team put together a robust construction schedule and compliance monitor updated through *TS Reform 3.0*

## BRIEF

Microsoft wanted a customized extension of 3,00,000 SFT of their Campus in Hyderabad & approx. 2,60,000 SFT for a new office setup in Bangalore.

## RESULT

We delivered these offices to Microsoft within 120 days from the project being initiated and at 20% lesser cost than the budget they had allocated internally.

## SOLUTION

As MS wanted a 3-phase growth strategy for their new office, TS worked with Microsoft to create a lease structure which was aligned with their growth plan.

We put together a team of architects, engineers, PMs and account managers to work with Microsoft to understand in depth the design and workplace specifications.

**4,500 seats custom-built  
offices across Hyderabad  
and Bangalore**

**Thank You!**