



BKM Capital Partners

Innovation and Technology

REDEFINING THE TECH-FORWARD MINDSET IN LIGHT INDUSTRIAL REAL ESTATE



BKM INTEL | THOUGHT LEADERSHIP SERIES

INTRO

Our Innovation-Forward Approach

In today's digital society, the business landscape has become heavily reliant on advanced technology — setting innovators and early adopters apart from the rest. In commercial real estate, complex data management and analysis are growing faster than ever before, requiring sophisticated users to properly leverage them in their investment strategies.

As a dynamic, cutting-edge real estate operator, BKM has built an operational platform on a foundation of robust technological tools and workflows. In doing so, we have empowered our teams with the resources they need to work efficiently and collaborate effectively. Through our carefully selected tech stack, BKM has embraced the age of digital adoption and promoted a continuous improvement mindset — a key differentiator among other operators in the industrial space.

BKM recognized early on that, despite its robust technological toolkit, the resources currently available were unable to fully support its unique requirements. This led to the creation of a proprietary platform designed to centralize all data into a single source of truth: BKM Intel. Purpose-built to harness vast, customized datasets through a data warehouse, this BI platform transforms information into real-time dashboards that drive smarter decisions across the company — serving as the anchor of BKM's tech stack.





A Proprietary Platform, Purpose-Built

BKM Intel is a groundbreaking in-house business intelligence (BI) platform, serving as the operational backbone for evaluating opportunities, managing business plans, and driving financial performance. The platform tracks insights on more than 5,000 multi-tenant industrial buildings nationwide while seamlessly integrating data from every corner of the business. This unified data environment ensures every team has real-time access to the insights they need, exactly when they need them—enabling faster, data-driven decisions.

With this tool, BKM can transact faster, underwrite smarter, and analyze performance with precision across our entire portfolio. What once took hours across spreadsheets and disconnected systems now happens in seconds, with live metrics accessible at the click of a button.

Data, Transformed

BKM Intel was born out of a simple, yet critical need for the company: accurate, granular data for the small-bay industrial segment—a segment typically overlooked by major research organizations. We began by collecting detailed information on every deal in our target markets—unit sizes, lease terms, comps, lender info, and more. We then connected that market data with our internal analysis tools, building out a custom data warehouse that links proprietary insights to our vertically-integrated investment platform.

Today, BKM Intel empowers our teams to conduct everything from detailed SIC code analysis, to rent analysis by unit size, and even portfolio-wide lender exposure reviews—all within a single platform. It's not just a reporting tool—it's how we set strategy, manage risk, and identify growth opportunities.

Key Features and Impact

SIC Code Tracking for Risk Management



Represented data used for visual purposes only.

Our custom SIC tracking module within BKM Intel enables comprehensive analysis of tenant industry concentration across our portfolio, segmented by lease count, square footage, and monthly rent. This ensures we balance risk and maximize stability by proactively managing tenant diversity across regions.

Optimized Portfolio Rent Analysis

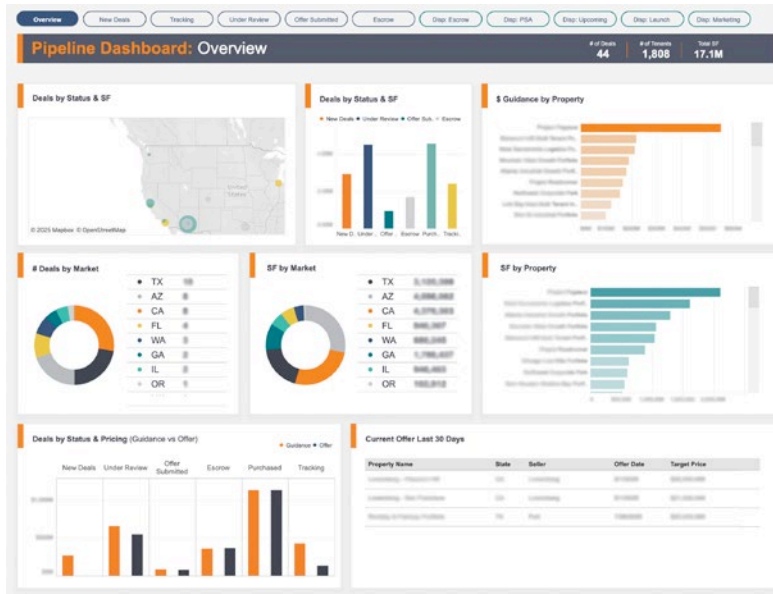


Represented data used for visual purposes only.

One of BKM's core strategies is to tailor unit sizes to meet tenant demand and drive value creation. BKM Intel goes beyond typical rent metrics, providing granular analysis by unit size. This allows our asset managers to determine the optimal configuration for units, such as whether to demise a 7,000 sq. ft. space or keep it intact. The result is data-backed decisions that consistently drive rent growth and maximize value at every square footage tier.

Key Features and Impact Continued

Acquisitions Project Management Integration



Represented data used for visual purposes only.



While most BI tools are limited to data visualization, BKM Intel stands apart as a fully interactive project management system. Integrated with our acquisitions pipeline, it visualizes the life cycle of a deal—from initial review to escrow—while also enabling real-time updates directly in the platform. This unparalleled level of interactivity allows our acquisitions team to streamline workflows, track deal statuses with ease, and efficiently progress deals through every phase.

Real-Time Portfolio Management



Represented data used for visual purposes only.



Prior to BKM Intel, critical portfolio data was dispersed across various Excel sheets, slowing down decision-making. Today, that data is live and instantly accessible. With a few clicks, our portfolio managers can view metrics like square footage by investment vehicle and loan concentration analysis—all visualized through dynamic charts. This transparency enables us to proactively manage assets, optimize lender exposure, and support strategic planning before every investor meeting.

Key Features and Impact Continued

Streamlined Property Management



Represented data used for visual purposes only.

▶▶

BKM Intel revolutionizes property management processes with automated workflows and deep Yardi integration. Our proprietary Rollover Tracker, for instance, triggers alerts 60 days before lease expirations, prompting proactive tenant engagement. It then guides Property Managers through each step of the renewal or turnover process, integrating Yardi Construction Manager data for seamless project tracking.

HR Metrics for Strategic Growth



▶▶

BKM Intel isn't just about properties—it's about people. We've built HR analytics into the platform, tracking employee diversity, turnover rates, tenure, and growth trajectories. This comprehensive visibility allows us to build a workforce that reflects the communities we serve, promoting a culture of inclusivity and productivity.

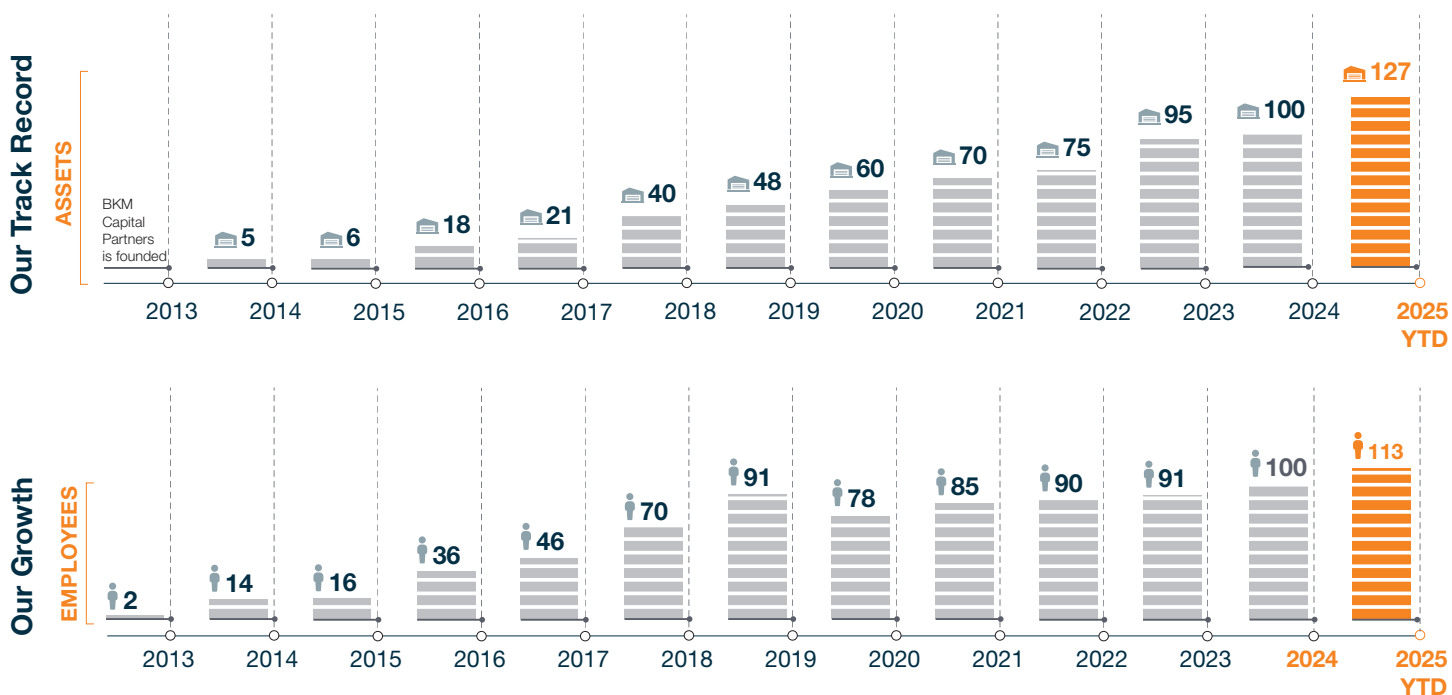


Superior Asset Performance

Through real-time benchmarking and internal KPI tracking, BKM Intel allows us to proactively manage asset performance and make adjustments before problems arise. Features like our Rent Roll Analysis, Debt Dashboards, and Interactive AR Tools empower our teams to stay ahead of tenant renewals, loan expirations, and revenue targets, maximizing individual asset performance.

Instead of reacting to changes in the market, we use BKM Intel to anticipate them—continuously refining our leasing strategy, capital deployment, and tenant mix with live, market-informed data. This unique approach to asset management continues to raise the bar for our light industrial portfolio, producing top-quartile returns and allowing us to scale the business rapidly.

BKM GROWTH SINCE INCEPTION



Operational Excellence Through an Integrated Approach

Operational efficiency is core to our value-add approach and key to effectively managing the intensive nature of multi-tenant industrial assets. BKM Intel streamlines processes by embedding all core systems directly into the platform, simplifying workflows significantly. This cross-functional integration supports our vertically integrated structure and ensures that everyone—from analyst to executive—is working from the same playbook, in real time.

COMPETITIVE ADVANTAGE

BKM Intel isn't just a tool—it's a competitive advantage. It's transforming how we see, understand, and act on our data, empowering us to stay ahead in a fast-moving market. From C-Suite executives to frontline managers, BKM Intel is helping every member of our team make smarter, faster decisions.

- + **Purpose-built** for small-bay industrial insights
- + **Fully integrated** with Yardi and 8,000+ internal data tables
- + **25 real-time dashboards** with current and historical data from all teams in our vertically integrated structure
- + **Embedded workflows** through a custom data warehouse
- + **Enhanced tracking and reporting capabilities** that save hundreds of man-hours otherwise spent compiling and modeling data

Looking Forward: Predictive Intelligence and AI

As we continue to scale, we're expanding BKM Intel into predictive analytics, financial attribution, and AI-powered tools that accelerate decision-making. Our continuously evolving data warehouse will enable complicated modeling directly inside our BI stack—eliminating reliance on Excel and unlocking faster insights.

We're also integrating artificial intelligence and natural language processing across the platform to further drive automation. Key AI use cases include:

Automated Data Extraction

from Excel-based models that feed directly into our centralized data warehouse, eliminating manual coding and improving accuracy.

Summarizing & Extracting Key Data

from legal documents like leases and loan agreements, allowing our teams to underwrite and close deals more efficiently.

AI Agents for Key Business Metrics

enabling any team member to ask granular questions like “What’s the fair market value of our Rose Garden asset?”—Retrieving real-time answers across all departments.

Supporting Reverse ETL Workflows

to help move data between systems, greatly reducing duplicative data entry and improving consistency.



USE CASE: BKM ACQUISITIONS TEAM

BKM’s Acquisitions Team is the driving force behind the company’s deal sourcing and execution, requiring fast, accurate analysis to support steady deal flow across multiple investment vehicles and programmatic partnerships. With a constant influx of new opportunities, rapid review and underwriting are essential—a process BKM Intel is purpose-built to support.



BKM Intel saves us time, keeps us aligned, and helps the team stay sharp while managing a constant flow of opportunities.

BKM Intel: Acquisitions Pipeline in Real Time

Functionality	Daily Use Cases	Outcomes
» Deal Tracking	» Log new deals, location, and other metrics	» Accurate, searchable deal history
» Underwriting Support	» Adjust returns and update assumptions	» Faster deal flow
» Investor Reporting	» Export custom views for investment partners	» Investor transparency
» Comp Tracking	» Update and manage internal sales comps	» Centralized market data and quicker comp analysis
» Broker Attribution	» Track submittals from numerous brokerages	» Quicker, more tailored broker feedback



USE CASE: BKM OPERATIONS TEAM

As BKM expands its portfolio, maintaining real-time visibility into hiring, onboarding, and organizational growth is critical. BKM Intel’s HR at a Glance dashboard gives Leadership and Operations teams a centralized snapshot of key people metrics across the firm.



BKM Intel lets us manage our hiring pipeline and org chart like an investment portfolio—measurable, visible, and aligned with our business goals.

BKM Intel: Scalable Hiring and Team Oversight

Functionality	Daily Use Cases	Outcomes
» Headcount Monitoring	» Track total employee count by location, team, or other demographics	» Improved planning visibility and resource allocation
» Diversity Tracking	» View diversity trends across all levels of the organization	» Clear snapshot of goal progress and target thresholds
» Growth Forecasting	» Align hiring needs with acquisitions and operational growth	» Scalable people strategy tied to business expansion
» Executive Reporting	» Export clear reports for leadership and board updates	» Informed decision-making at the executive level



CRE TECH REIMAGINED: BKM'S FOCUSED TECH STACK

A key differentiator of BKM is its willingness to adopt a broad range of technological tools that support every part of the business. The firm has consistently embraced new platforms early, applying its expertise to shape them into scalable, lasting solutions. By combining these entrepreneurial tools with established enterprise systems, BKM has built a tech stack that improves operations, strengthens decision-making, and increases efficiency across the firm.

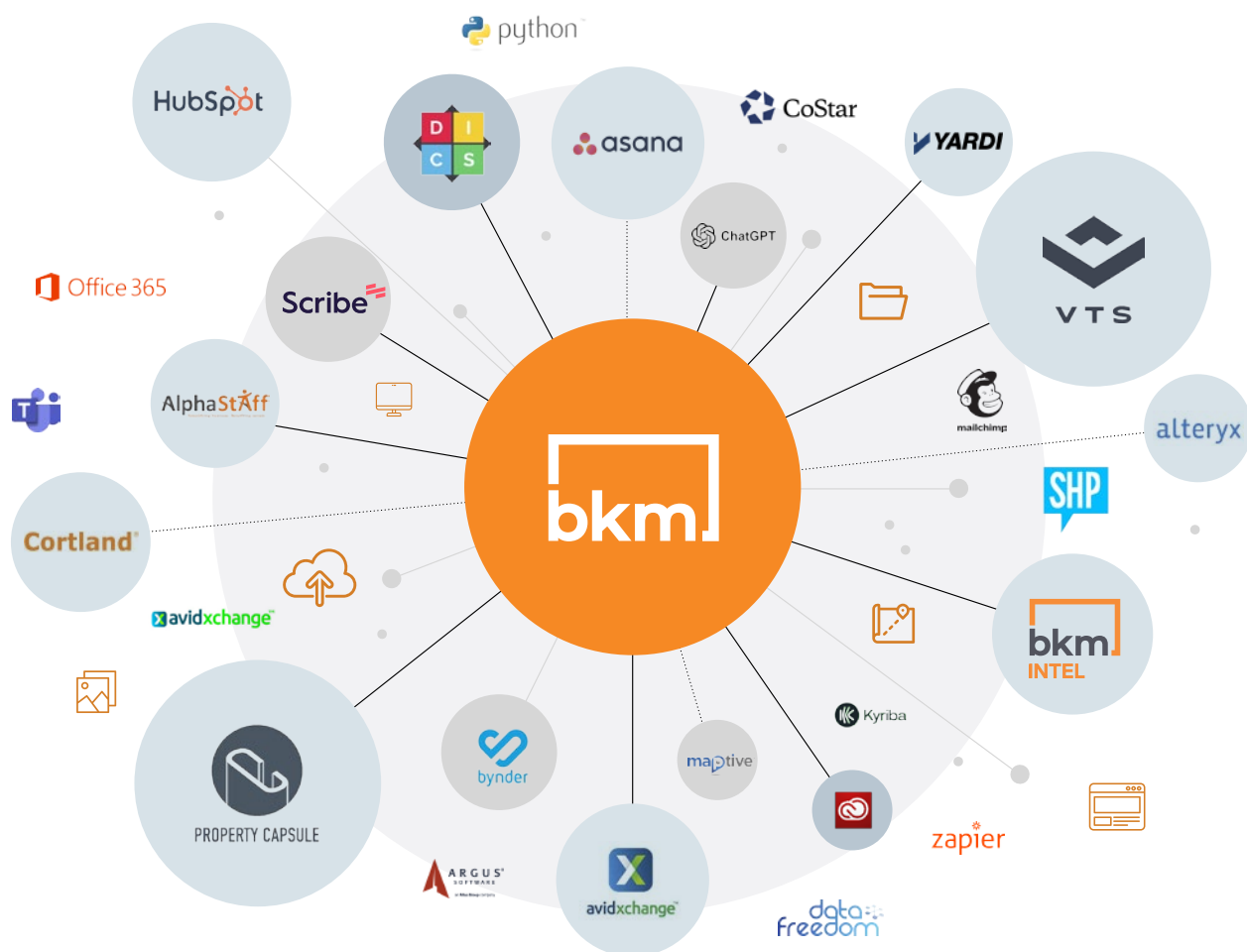
Methodology

BKM takes a deliberate approach to technology, focusing on tools that improve workflows through automation, integration, and ease of use—instead of following trends. Our strategy is grounded in cross-functional collaboration and practical value.

Breadth with Balance: We maintain a wide range of platforms to ensure every department—from leasing to legal—is equipped with the necessary tools, without overcomplicating operations.

Smart Integration: Where possible, we connect systems to reduce duplication and streamline tasks that were once manual and time-consuming.

Future-Ready Compatibility: New platforms must complement or integrate with our existing systems to preserve continuity and maximize long-term utility.



THE BRAIN OF BKM INTEL: THE DATA WAREHOUSE

Centralizing Data to Replace a Patchwork of Analytical Tools

As BKM scales its portfolio, demands on data and reporting are accelerating. Previously, the company relied on a range of platforms—including Excel, Alteryx, and custom-built workflows—to gather and analyze data from different systems. While these tools deliver value, they create silos that become harder to manage as the business grows.

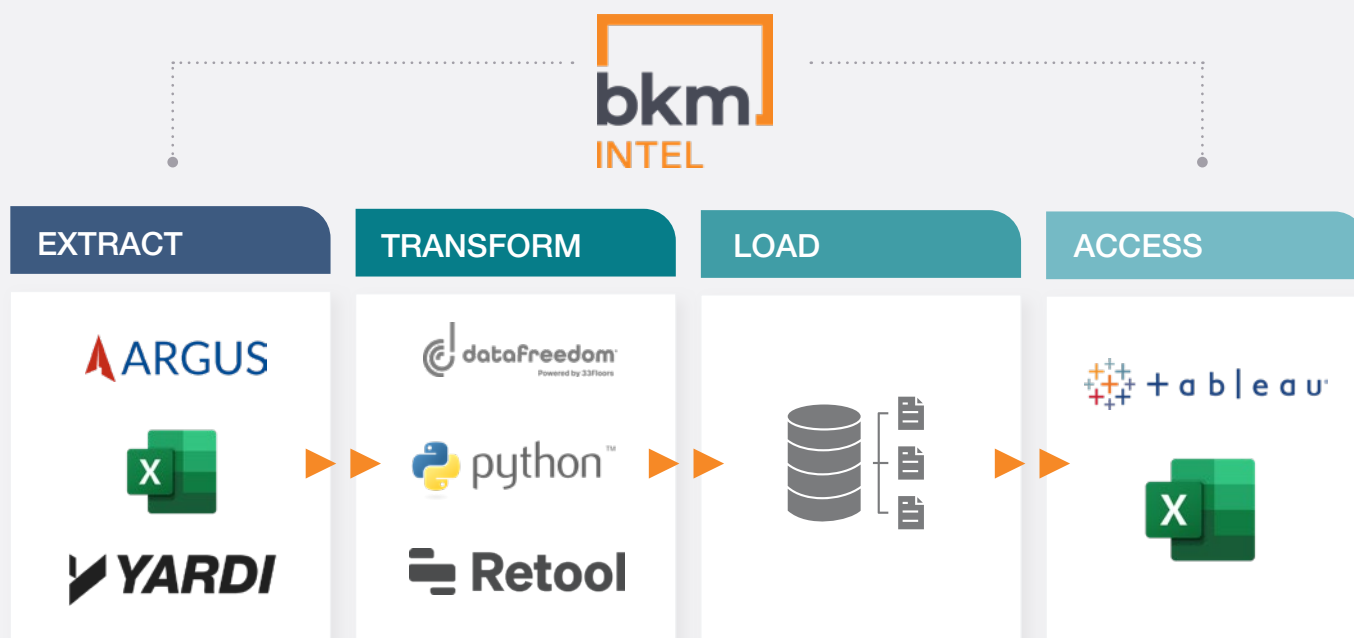
Legacy Workflow: A Patchwork of Tools

Alteryx was one of several platforms used to automate and streamline data transformation, particularly in the Fund Financial Analysis and Portfolio Management departments. It replaced some manual Excel-based processes—like copying data from 50+ cash flow models—by automating them into repeatable workflows. This saved hundreds of hours per year and enabled faster creation of dashboards, valuation reports, and fund-level cash flow models.

But Alteryx was just one piece of a fragmented data ecosystem. Different teams used different tools to pull, clean, and analyze information from siloed systems, limiting data accessibility and creating version control issues.

The Shift: A Centralized Data Warehouse

To address these challenges, BKM implemented a cloud-based data warehouse—the brain of BKM Intel—to streamline data extraction and analysis. The warehouse works by consolidating data from key platforms (e.g., Yardi, Argus, Excel models, and custom imports) into a single, queryable environment. Automated pipelines ensure clean, up-to-date data is always available, and teams now access shared dashboards or run queries directly from the warehouse. The result is a series of real-time, integrated dashboards that make up the BKM Intel platform.



THE BRAIN OF BKM INTEL: THE DATA WAREHOUSE

Centralized Data, Informed Decision-Making

Without the data warehouse, BKM Intel merely represents a string of visual dashboards connected through segregated systems. In creating this reliable, unified library of data, our teams are given access to powerful methods of storing, sorting, and analyzing data, providing numerous organizational benefits:

1

Replaces a patchwork of tools with a unified, reliable data source for cross-departmental use

2

Reduces manual processing and improves data governance over critical model outputs

3

Enhances cross-team visibility, compliance, and confidence in reported metrics across the organization

4

Enables faster, more data-driven decision making across the executive suite, improving investor communication and reporting



CONCLUSION

BKM Intel represents more than a technological upgrade—it's a fundamental shift in how we manage and grow our business. By building our own centralized data warehouse and integrating it seamlessly into BKM Intel, we've created a one-of-a-kind, real-time operating system for light industrial real estate. Every decision, from underwriting to lease renewal, is now informed by live, accurate data.

As we continue investing in predictive analytics and AI-driven insights, our goal is simple: make complex data accessible to every team, every day. Surrounding the data warehouse and BKM Intel is our comprehensive tech stack—consisting of enterprise systems and purpose-built tools that support all departments from Finance, to Operations, to Marketing. Together, they create a connected ecosystem that enables faster analysis and more visible insights. With this foundation, we're ready to lead the next era of data-driven performance in light industrial real estate.



ABOUT THE AUTHOR

BKM Capital Partners is a proven real estate fund manager and operator focused exclusively on investing in small and mid-bay light industrial properties in the United States. Headquartered in Newport Beach, CA, with more than 110 employees in 15 offices, BKM implements a value-add strategy targeting under-managed and under-capitalized assets. Since 2013, BKM has invested nearly \$5 billion in over 130 small and mid-bay light industrial properties comprising 25 million square feet. Its approach includes the acquisition, refurbishment, repositioning and active management of these industrial properties to drive NOI growth and generate a strong IRR and multiple on invested equity. BKM's foundation is built upon Focus, Operational Excellence, Technology, and Client Service.



CONTACT US

949.566.8800
investorrelations@bkmcp.com
bkmcp.com

Headquarters

1701 Quail Street, Suite 100
Newport Beach, CA 92660

