Private & Confidential

Homes for Students Ltd, Hornbeam House, Hornbeam Park,

Hookstone Road, Harrogate, HG2 8QT

19th August 2025

Subject: Request for Renegotiation of 2024–25 Lease Agreement

Dear Ava,

We hope you are well and thank you for your time today in discussing our outstanding claims and concerns.

We value our partnership with HFS and the shared commitment to provide high-quality accommodation to students. However, the 2024–25 academic year has been exceptionally challenging for Londonist, and despite our best efforts, we have incurred significant losses on the rooms taken under our nomination agreement with you.

Several factors have contributed to this outcome. The wider market slowdown, aggressive marketing and pricing strategies by various providers, and global uncertainties have all led to reduced demand and lower achievable prices. These external conditions have directly impacted our ability to achieve the mutual profitability we anticipated when entering into this agreement.

In addition to the above, for HFS specifically we have faced operational difficulties that further reduced our ability to sell and maintain profitability, including:

1. Ongoing issues with maintenance, cleanliness and responsiveness to student complaints
2. Negative feedback from students and partners that has impacted our reputation and hindered repeat bookings.
3. Disruptions caused by short-term pricing strategies introduced this year, which created confusion in the market and made it harder for us to compete effectively.
4. The drop of rates throughout the year has a big impact on what we can sell and the margins and what we sell at including offering short-term accommodation and huge cashbacks.

When we entered into the agreement, our expectations and projections were based on a mutually beneficial outcome, and the key figures for our portfolio at HFS for this academic year are as follows:

When we entered into the agreement, our expectations and projections were based on a mutually beneficial outcome, and the key figures for our portfolio at HFS for this academic year are as follows:

1. **Total rooms bought**: 73
2. **Weekly average bought:** £368.34
3. **Total amount bought:** £1,371,339.00

However, today, we are on 19th of August 2025 and our sales report for HFS as follows:

1. **Total Paid Amount**: £1,220,581.00
2. **Total management expenses per 73 units:** £258,299.89

Despite our best efforts, the results fell well below expectations, leaving us with a substantial loss.

We greatly value our long-term relationship with HFS and wish to find a constructive way forward. To establish a mutual and sustainable long-term partnership, we ask for your understanding and support in adjusting the financial terms for this academic year. Specifically, we propose the following:

1. **Outstanding Balance:** £150,758.00
2. **Concession Requested:** £100,000.00
3. **Revised Payable:** £50,758.00
4. **Instalment Plan:** £10,151.60 (5 equal monthly instalments starting from 1 September 2025)

We appreciate your consideration of this request, which we believe is necessary to allow both parties to maintain a healthy and productive partnership. We remain committed to meeting our obligations wherever possible and would welcome the opportunity to discuss these proposals with you at your earliest convenience.

Thank you for your understanding, and we look forward to your response.

Kind Regards,

For and on behalf of Londonist DMC Ltd Management Team