LAVANDA

Student Short Stay



Property Management Software & Short Stay Solutions

Flexible. Automated. Scalable.

Award-winning since 2015

- Main offices in London & New York
- +75 employees globally
- $20M raised from leading proptech VCs Starwood Capital, Finch Capital and Henley Ventures
- Enterprise technology & management solutions for institutional real estate

WINNER
BEST IN CLASS AWARD
Best PropTech Solution

Tech Awards 2022
Winner of Innovative Product

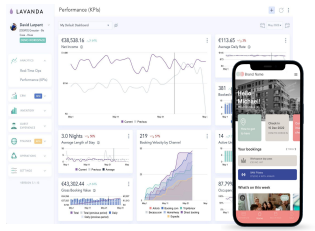




Clients

ARES · AXA · Brookfield · Blackstone · GREYSTAR
Hines · CA VENTURES · CRM STUDENTS · Europa Capital · upp
Fresh. · STUDENT ROOST · Homes for Students · ABODUS STUDENT LIVING · Prime student living
iQ Student Accommodation · LIV STUDENT · CHAPTER · STUDYINN · almero student
scape · aparto student living to be a part of · Host. Where students are at home. · exo Student Living · COLLEGIATE

Property Management Software



- Marketing
- Leasing
- Living
- Operations
- Financial & Accounting

Short Stay Solutions



- Short Term Rentals
- Void Fill
- Lease Up
- Serviced Accommodation

Short Stay Solutions

The way people study, live, stay and work is becoming more flexible. Investors and operators are having to adapt.

Lavanda provides the industry **knowledge, technology and support** that you need to profit from short and mid term rental revenue opportunities.

- Summer
- Term Time
- Lease Up
- Void Fill



01.

Case Studies

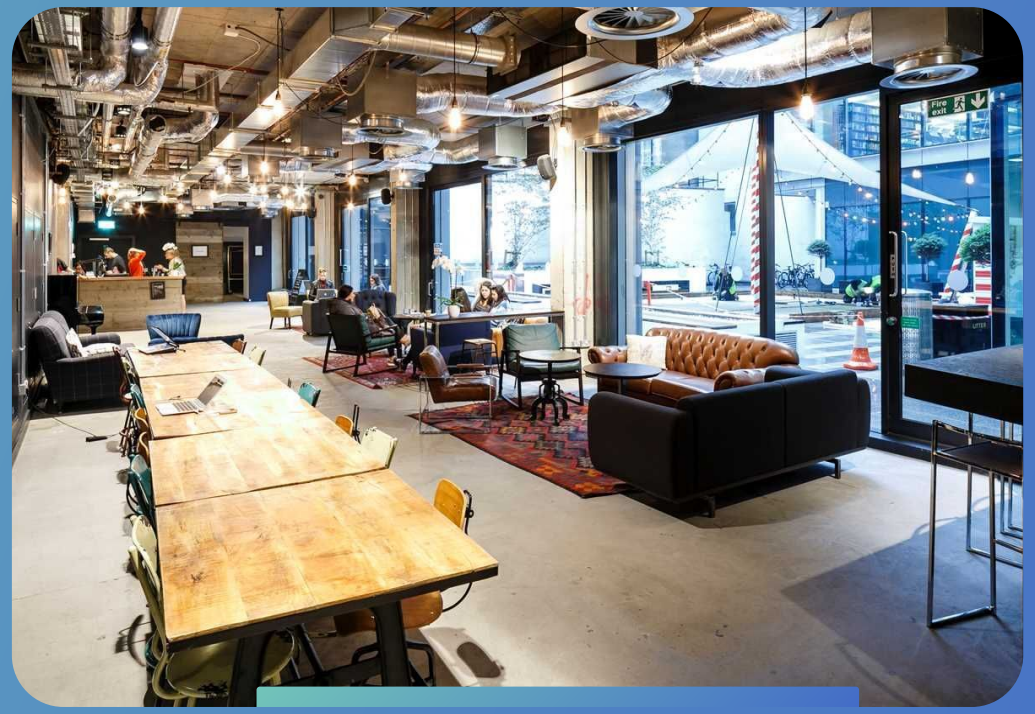
Maximise the performance
of your portfolio with Lavanda



Greystar Chapter - Summer Business

Business Case

- 6th consecutive summer with Lavanda
- 12 buildings allocated across UK
- **£2.8 million** in revenue generated across 8 weeks of summer



IQ Student - Summer Business

Business Case

- 4th consecutive summer with Lavanda
- 16 buildings allocated across the UK
- **£1 million** in revenue generated across 8 weeks of summer



02.

How it works

Maximise the performance
of your portfolio with Lavanda



Build Listings

Optimised for Marketing Channels

Revenue Management

Dynamic Pricing & Rate Management

Manage Bookings

Centralised 24/7 Guest Communications

Guest Vetting

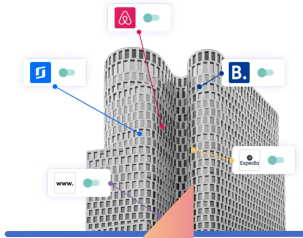
Verification and Protection

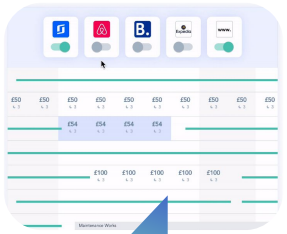
Check In Check Out

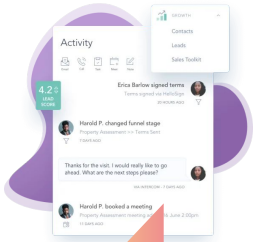
Seamless and Self Service

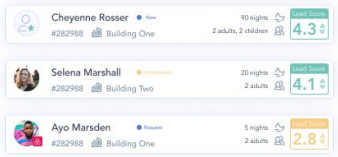
Cleaning & Turn

Organise and Delegate

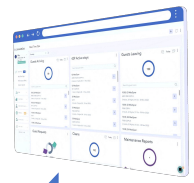












Channel Management

Connect and list your inventory to 450+ distribution websites

- Airbnb
- Booking.com
- Global OTAs

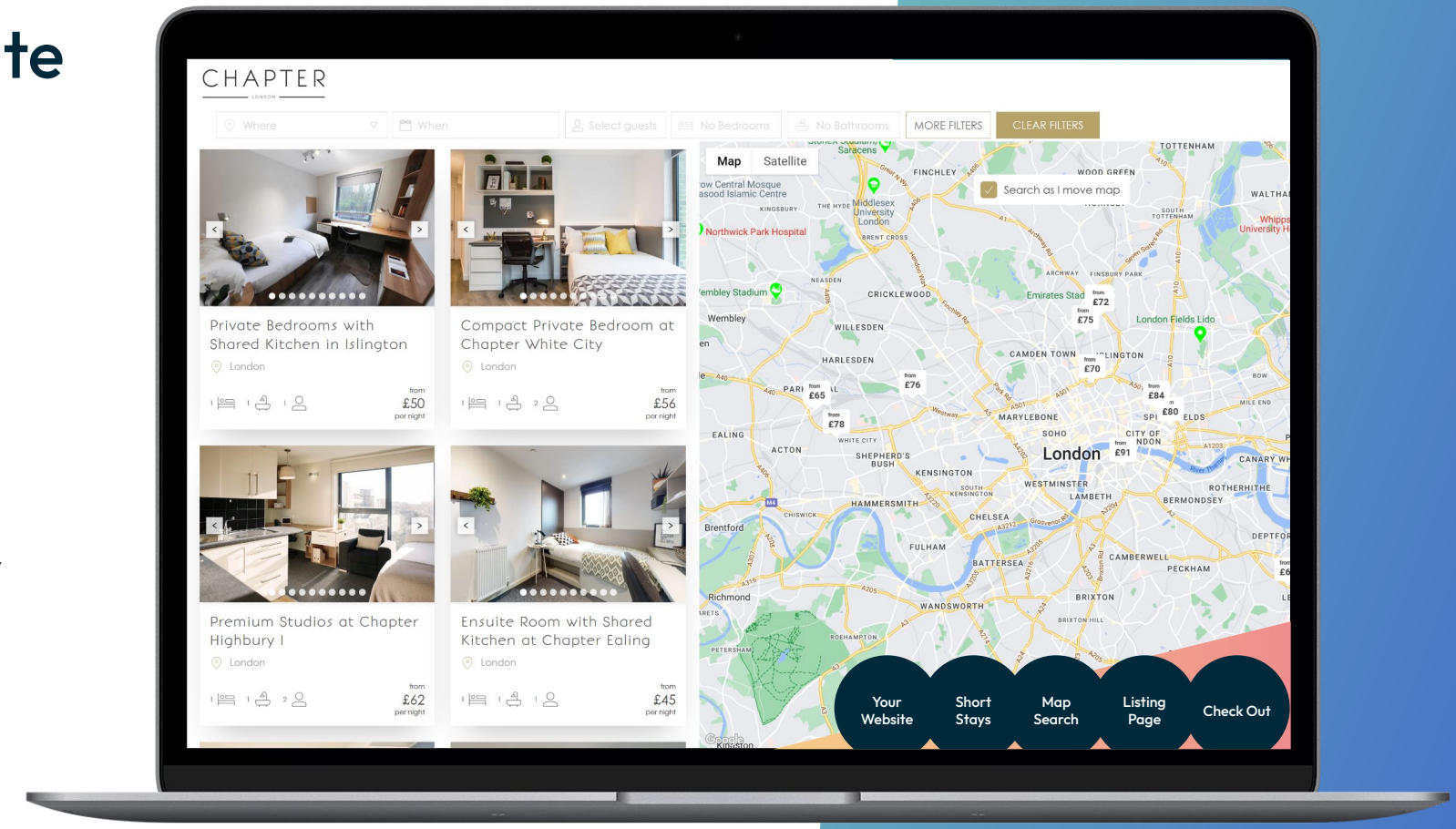
Pricing, availability and bookings are all managed from the Lavanda PMS



Direct Booking Website

Offer a direct booking capability for short term guests from your existing website

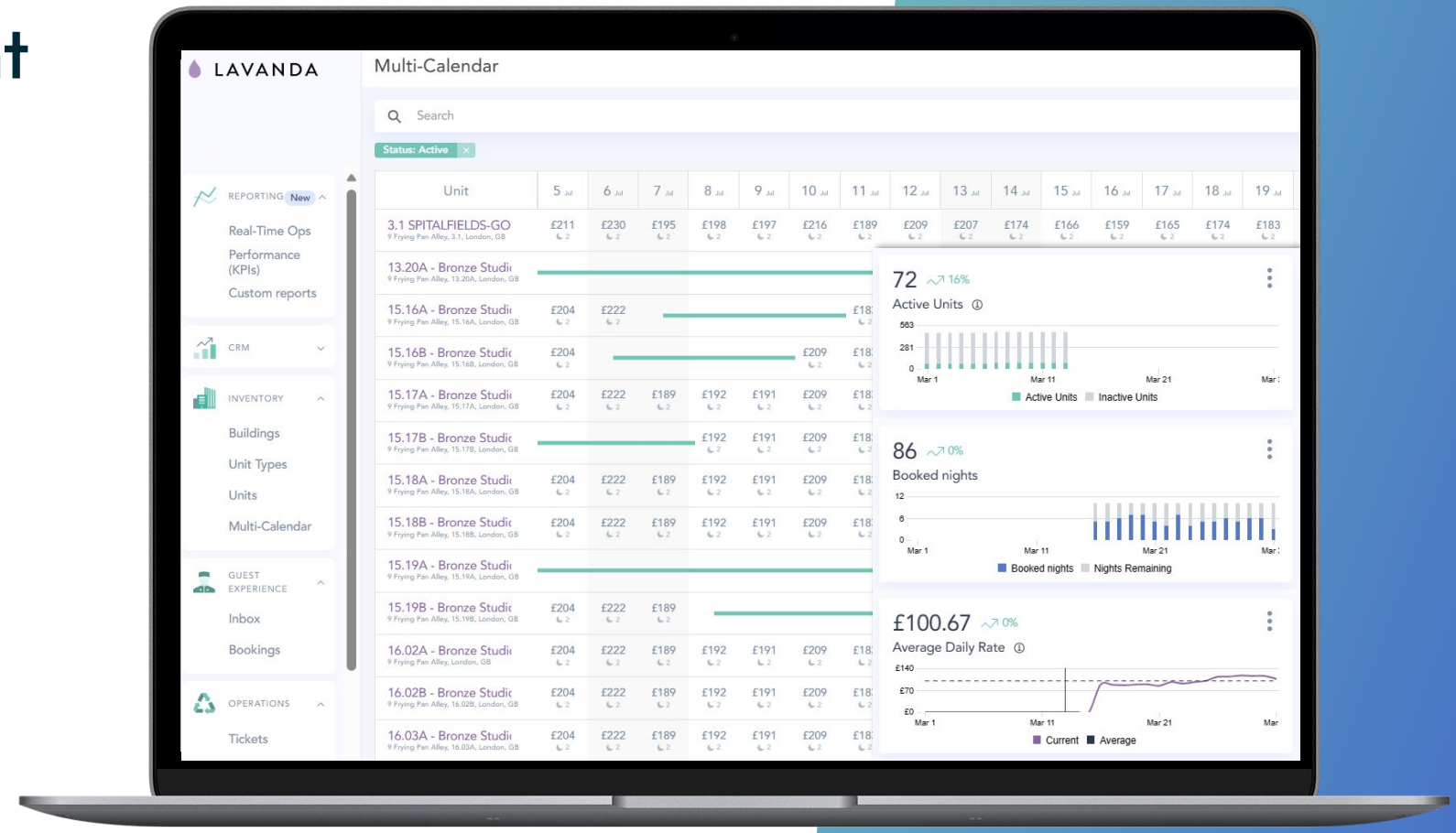
- Build customer brand equity
- Own all your guest data for remarketing
- Community referrals for friends and family
- Up to 15% higher margins on each booking



Revenue Management

Dedicated pricing and revenue management team

- Integrated into competitive data sets
- Dynamic daily / weekly pricing
- Outperform inventory in your market
- Weekly revenue and pace reports



Guest Experience Team

Elevating Your Guests' Stay, One Experience at a Time.











- **24/7 Guest Experience Team**
  Guests will experience seamless service with our multilingual hospitality-trained team.
- **Multilingual Support**
  Our team seamlessly communicates with guests in any language, ensuring every need is understood and met.
- **Trained on Your Brand & Your Assets**
  Our team is meticulously trained on your brand and assets for unparalleled guest satisfaction.
- **Escalation Path for Issues**
  Rest easy knowing there's an escalation path for any issues ensuring minimal disruption.
- **Rapid Response Times**
  Boost guest satisfaction and secure bookings with lightning-fast response times, ensuring every guest inquiry is met promptly.
- **Reviews & Customer Experience Management**
  Elevate your customer experience with our commitment to gathering reviews and optimising customer experience.

03.

Trust & Safety

Maximise the performance
of your portfolio with Lavanda



Lavanda Property Guarantee



ID Verification



Chargeback Protection



Guest Validation



Fraud Detection



Property Insurance



Screening AI

- **Coverage:** Up to £5,000,000, including up to £150,000 of contents cover.
- **Minimum Claim Level:** None. If the unforeseen happens, you can claim.
- **Excess/Deductible:** There are no charges, excess or deductible amount in the event of a claim.
- **Filing a Claim:** If you need to file a claim, our support team will guide you through the process.

03.

Revenue Breakdown

Maximise the performance
of your portfolio with Lavanda



Impact Analysis - Summer Scheme Earnings (Example)

	Studios	
Rental Income	Student Only	Open Planning
Average Daily Rate	£62	£70
Occupancy	40%	60%
Total number of units enrolled	50	50
Number of weeks active	8	8
Gross Booking Revenue	£69,440	£117,600
Lavanda Property Guarantee	(£4,480)	(£6,720)
Lavanda Management Fee (10% + VAT)	(£6,944)	(£11,760)
Average Online Travel Agency fee (15%)	(£10,416)	(£17,640)
Revenue net of Lavanda associated fees	£47,600	£81,480
VAT reclaimable on management fee	£1,388	£2,352
Net Revenue Projection	£48,988	£83,832

05.

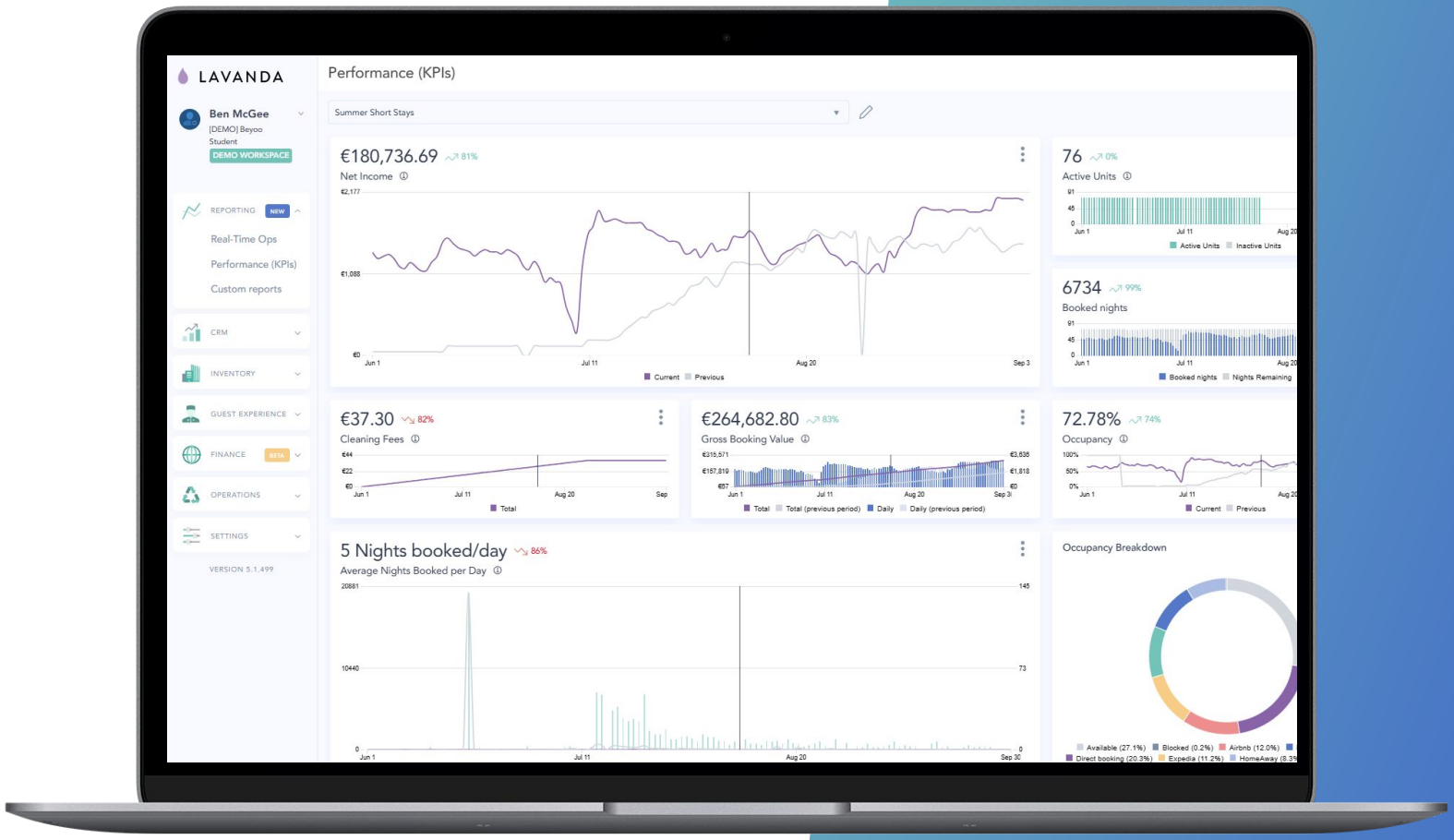
Reporting & Performance

Maximise the performance
of your portfolio with Lavanda



We've built our tech stack for you to interact directly with your rich data

- Industry standard KPIs and metrics
- Custom reports and dashboards
- Share with the team
- Feed easily into existing tools



06.

Why Lavanda?

Maximise the performance
of your portfolio with Lavanda



Why Lavanda?

Trusted Partner

Global leader for institutional real estate

Record of Achievement

Established performance history of success

Technology Driven

Cutting edge tech-enabled solutions

Customer Experience

24/7 guest concierge

Cost Optimisation

Revenue and value driven partnership

Direct Booking Website

Offer short stays directly

Instant Cash Flow

Receive booking revenue directly from the guests

Flexible

Scale up short stays in the asset as required

Thank You.

