Nomination Agreement - Commercial Proposal

Pavilion Court X Londonist DMC

13/01/2026

Summary

This proposal outlines three nomination agreement options for Londonist to reserve a block of rooms at Pavilion Court.
Each option offers a different balance of contract length, room numbers, and pricing to suit varying levels of commitment and demand certainty.

These are not all final and definitive options, and are devised to helps us find common ground on potential nomination deal.

Total Beds - 699.
Availability period - 1 year.
Academic years covered - 26/27

Includes - Initials Option A & B to understand exact needs and requirements for partnership.

Asset Overview

Pavilion Court - Wembley

- Location - First Way, Wembley - Prime location only a 10 minute walk to Wembley Stadium and other attractions in the immediate area. From an educational stand point, this location offers easy access to several campus' via regular public transport routes.
- UCFB Wembley Campus - 7 Minute walk
- Regent College London - 18 Minutes
- University of Westminster - 24 Minutes
- University of Middlesex - 44 Minutes

Asset Overview

Pavilion Court - Wembley

- Total bed and room mix - This Asset consists of 699 beds in total split into both Ensuite and Studio Room types.
- Ensuite total- 610 & Studio total-89
- In this Partnership we will be looking to agree a section of our Ensuite stock in the first instance, which we assume will suit your needs.
- 13-20 m2 Ensuite rooms with ample space for storage as well as a small double bed and study area. Complimenting the students personal bedroom is our communal lounge and kitchen which offers modern and sleek cooking and communal facilities.
- Fully operationally managed by Fresh (Student Living), Asset & Investment management by OPRE Solutions with investment from QuadReal Property Group.

Asset Overview
Pavilion Court - Wembley

- **Key Amenities**
- Courtyard & Treehouse (Fantastic outdoor space for city living).
- On-site Modern Gym.
- Cinema Room.
- Ample Study space to allow student experience to extend from their individual apartments.
- Private Dining room (To allow students to come together, cook and even celebrate special occasions together in a larger personal space).
- Extensive resident experience calendar (Full of events, trips, helpful resources etc).
- Extensive cycle storage.
- Fantastic site team focusing on student welfare and maintenance to improve resident experience.

Asset Overview

Pavilion Court - Wembley

- **Direct let Market pricing 26/27** - We have worked hard to find the “Sweet spot” with DL pricing for the 26/27 and with an energised market we expect starting prices to increase throughout the cycle. This pricing will increase throughout the cycle based on planned dynamic pricing.
- Bronze Ensuite/Silver Ensuite - £290 per week (based on 51 week tenancy)
- Skyline Platinum Ensuite - £335 per week (based on 51 week tenancy)
- Bronze Studio - £370 per week (based on 51 week tenancy)
- Skyline Platinum Studio - £430 (based on 51 week tenancy)

Nomination Agreement Overview & Aim

Pavilion Court X Londonist

a contract formalizing an arrangement where one party (the nominator, e.g., Londonist) agrees to recommend or nominate individuals/Rooms for available properties or services provided by another party (the provider, e.g., OPRE Solutions X Fresh) for a set period.

Agreed number of room will be designated to Londonist for agreed period e.g. 51 weeks X 1 Year.

Dates to be agreed.

Operational strategy to be agreed.

Determine Payment structure (Full nomination or Partial Guarantee with Cut off date).

Preferred method for OPRE Solutions is Full nomination option, I believe Londonist DMC shares this preferred method.

Nomination Agreement Overview & Aim

Multiple potential options

Example A – Short-Term

First year pilot

- Contract length: 1 academic year (AY 26/27)
- Number of rooms: 75
- Room types: Ensuite
- Rate: £265 per room per week (44 weeks)
- Total contracted income : £874,500
- Discount to market: 8.62%
- Market Benchmarking (For reference) - £290 per week
- Payment terms: Full nomination guarantee for the academic year, Payments made termly or annually in advance. To be Agreed

Nomination Agreement Overview & Aim

Multiple potential options

Example B – Short-Term

First year pilot

- Contract length: 1 academic year (AY 26/27)
- Number of rooms: 100
- Room types: Ensuite
- Rate: £260 per week
- Total contracted income : £1,144,000 (based on 44 weeks)
- Discount to market: 10.34%
- Market Benchmarking (For reference)- £290 per week
- Payment terms: Full nomination guarantee for the academic year, Payments made termly or annually in advance. To be Agreed

Nomination Agreement Overview & Aim

Next Steps and Timetable

- Partner Feedback - which options aligns closest with Londonist DMC ambition ?
- Final financial sign off OPRE Solutions X Quadreal based on final offer
- Meet the Fresh team to discuss any operational decisions including payment plans.
- Draft initial nomination agreement with revised and final figures
- Target signature date
- First intake date