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Property Management Software & Short Stay Solutions

Portfolio Review



Executive Summary

Lavanda help PBSA asset owners increase NOI by incorporating short-term rental strategies into their portfolios.

In this proposal, we have analysed the short-term summer rental demand for each asset provided to determine which communities could benefit financially from integrating a short-term rental offering through Lavanda.

We have then used this analysis to provide our recommended allocation for your portfolio in terms of the number of units in each building which we recommend allocating to Lavanda.

Impact of Lavanda on your Portfolio - *The Londonist*

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Net Income Operational Support - Summer 2023

£589,540

Average Occupancy

53%



Average ADR

£63

Total of Available Days

32,676

Impact Summary - Londonist Portfolio

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Building Name	ADR	Occupancy Rate	Net Revenue Projection	Building Name	ADR	Occupancy Rate	Net Revenue Projection
Chapter - Kings Cross	£80	62%	£111,710	Scape - Canalside (Mile End)	£58	50%	£11,072
Chapter - Aldgate	£61	48%	£11,176	Scape - Shoreditch	£86	47%	£35,330
Chapter - Highbury 2	£64	50%	£17,525	Scape - Wembley	£62	45%	£10,497
Chapter - Highbury 1	£64	50%	£39,764	Stay Club - Kentish Town	£61	61%	£4,915
Chapter - Islington	£67	58%	£30,561	Stay Club - Camden	£60	63%	£12,634
Chapter - Old Street	£70	51%	£20,308	Yugo - Therese House	£81	57%	£57,153
Chapter - Portobello	£66	59%	£10,622	Yugo - The Curve	£54	49%	£14,129
Chapter - South Bank	£85	58%	£4,898	Collegiate - Dashwood	£65	55%	£27,232
Chapter - Spitalfields	£66	48%	£37,025	Unite Students - Blithehale Court	£50	50%	£7,011
Chapter - White City	£54	58%	£12,717	Unite Students - Station Court	£42	45%	£12,601
Londonist - Finsbury House	£50	50%	£8,044	Unite Students - Stratford One	£50	49%	£5,721
Downing - Vega	£59	58%	£54,525	Unite Students - North Lodge	£40	42%	£16,663
Vita - Lewisham	£40	51%	£15,709				

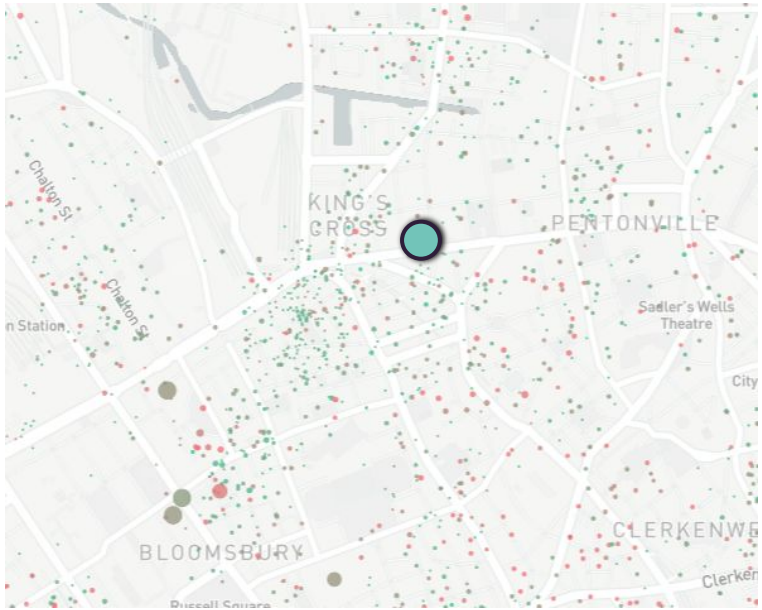
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Market Analysis



Market Analysis - *Chapter - King's Cross*



Performance Data & KPIs

Lavanda's industry leading team of data scientists and revenue managers have built a comprehensive global database of pricing and occupancy

- The map on the left shows an overview of the current market comp properties within a quarter of a mile radius of your property
- Our team have analyzed this data set to determine the rates and occupancy that this property will achieve
- Historical performance of these properties, the average market rates for ADR (Average Daily Rate) and Occupancy for each unit type are shown in the table that appears in the next slide

Summer Earnings Full Block - *Chapter - King's Cross*

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Below we have have shown the gross to net income calculations for each unit type in one the assets of your portfolio. We have also deducted all relevant cost line-items.

Chapter - Kings Cross - Total Summer 2023 Income	**Ensuite**
Average daily rate	£80
Occupancy	62%
Available Days	4,144
Total Summer 2023 booking revenue	£205,582
Average Online Travel Agency fee (14%)	(28,781)
Lavanda Management Fee (10%)	(24,670)
Lavanda Home Guarantee	(10,269)
Total net revenue of Lavanda associated fees	£141,862
VAT	(34,264)
VAT reclaimable on management fee	£4,112
Net Summer 2023 Revenue Projection - Operational Support	**£111,710**

Available Days - *Chapter - King's Cross*

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We have calculated the total amount of available days that the units of each asset will be active. In order to calculate the days, we have taken into account the information that your company has provided us with. In the table below there is an example of the breakdown that we have applied to each property.

Unit/Days Breakdown - Chapter - Kings Cross		
Weeks available	**Number of units**	**Available Days**
9 weeks 01/07/2023 - 02/09/2023	42	2646
8 weeks 08/07/2023 - 02/09/2023	12	672
7 weeks 15/07/2023 - 02/09/2023	6	294
6 weeks 22/07/2023 - 02/09/2023	6	252
5 weeks 29/07/2023 - 02/09/2023	3	105
4 weeks 05/08/2023 - 02/09/2023	3	84
3 weeks 12/08/2023 - 02/09/2023	1	21
2 weeks 19/08/2023 - 02/09/2023	1	14
1 weeks 26/08/2023 - 02/09/2023	8	56
Total	**82**	**4144**

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Portfolio Deep Dive



Portfolio Deep Dive Analysis

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These tables illustrate the same calculations that we have applied to *Chapter - King's Cross*, but applied to all the of the assets of the portfolio.

Building Name	ADR	Occupancy	RevPar	Units Available	Available Days	Booking Revenue	OTA fee (14%)	Lavanda Management Fee (10%)	Lavanda Home Guarantee	VAT	VAT Management Fee	Net Revenue Projection
Chapter - Kings Cross	£80	62%	£50	82	4144	£205,582	(28,781)	(24,670)	(10,269)	(34,264)	£4,112	£111,710
Chapter - Aldgate	£61	48%	£30	15	714	£21,161	(2,963)	(2,539)	(1,379)	(3,527)	£423	£11,176
Chapter - Highbury 2	£64	50%	£32	26	1015	£32,985	(4,618)	(3,958)	(2,046)	(5,498)	£660	£17,525
Chapter - Highbury 1	£64	50%	£32	52	2303	£74,843	(10,478)	(8,981)	(4,643)	(12,474)	£1,497	£39,764
Chapter - Islington	£67	58%	£38	33	1491	£57,312	(8,024)	(6,877)	(3,444)	(9,552)	£1,146	£30,561
Chapter - Old Street	£70	51%	£36	25	1057	£37,894	(5,305)	(4,547)	(2,175)	(6,316)	£758	£20,308
Chapter - Portobello	£66	59%	£39	14	518	£19,956	(2,794)	(2,395)	(1,218)	(3,326)	£399	£10,622
Chapter - South Bank	£85	58%	£49	6	182	£8,963	(1,255)	(1,076)	(420)	(1,494)	£179	£4,898

Portfolio Deep Dive Analysis

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Building Name	ADR	Occupancy	RevPar	Units Available	Available Days	Booking Revenue	OTA fee (14%)	Lavanda Management Fee (10%)	Lavanda Home Guarantee	VAT	VAT Management Fee	Net Revenue Projection
Chapter - Spitalfields	£66	48%	£32	51	2198	£69,558	(9,738)	(8,347)	(4,247)	(11,593)	£1,391	£37,025
Chapter - White City	£54	58%	£31	23	784	£24,485	(3,428)	(2,938)	(1,811)	(4,081)	£490	£12,717
Londonist - Finsbury House	£50	50%	£25	15	623	£15,674	(2,194)	(1,881)	(1,256)	(2,612)	£313	£8,044
Downing - Vega	£59	58%	£34	70	3052	£103,778	(14,529)	(12,453)	(7,050)	(17,296)	£2,076	£54,525
Vita - Lewisham	£40	51%	£20	45	1568	£31,914	(4,468)	(3,830)	(3,227)	(5,319)	£638	£15,709
Scape - Canalside (Mile End)	£58	50%	£29	24	728	£21,134	(2,959)	(2,536)	(1,468)	(3,522)	£423	£11,072
Scape - Shoreditch	£86	47%	£41	30	1582	£64,584	(9,042)	(7,750)	(2,990)	(10,764)	£1,292	£35,330
Scape - Wembley	£62	45%	£28	20	714	£19,835	(2,777)	(2,380)	(1,271)	(3,306)	£397	£10,497

Portfolio Deep Dive Analysis

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Building Name	ADR	Occupancy	RevPar	Units Available	Available Days	Booking Revenue	OTA fee (14%)	Lavanda Management Fee (10%)	Lavanda Home Guarantee	VAT	VAT Management Fee	Net Revenue Projection
Stay Club - Kentish Town	£61	61%	£37	28	252	£9,319	(1,305)	(1,118)	(614)	(1,553)	£186	£4,915
Stay Club - Camden	£60	63%	£38	30	637	£23,998	(3,360)	(2,880)	(1,605)	(4,000)	£480	£12,634
Yugo - Therese House	£81	57%	£46	47	2289	£105,075	(14,710)	(12,609)	(5,191)	(17,512)	£2,101	£57,153
Yugo - The Curve	£54	49%	£27	22	1015	£27,189	(3,806)	(3,263)	(2,004)	(4,531)	£544	£14,129
Collegiate - Dashwood	£65	55%	£36	28	1435	£51,179	(7,165)	(6,141)	(3,134)	(8,530)	£1,024	£27,232
Unite Students - Blithehale Court	£50	50%	£25	13	546	£13,671	(1,914)	(1,641)	(1,101)	(2,279)	£273	£7,011
Unite Students - Station Court	£42	45%	£19	35	1316	£25,262	(3,537)	(3,031)	(2,388)	(4,210)	£505	£12,601
Unite Students - Stratford One	£50	49%	£25	8	455	£11,155	(1,562)	(1,339)	(898)	(1,859)	£223	£5,721
Unite Students - North Lodge	£40	42%	£16	50	2058	£33,852	(4,739)	(4,062)	(3,423)	(5,642)	£677	£16,663

Appendix.



About Lavanda

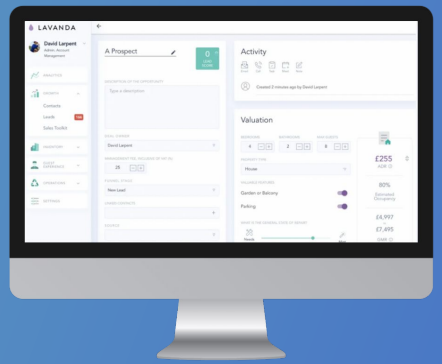
Award winning solutions since 2015

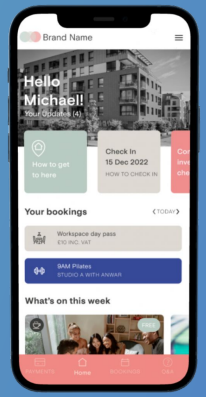
- Raised £20M last 5 years
- Offices in London & New York
- Operating in over 14 countries
- Multi-lingual Support
- Backed by top tier investors including:

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