

RENTING MADE EASY



friendstay

friend
stay

WHY **FRIENDSTAY?**

- 🔑 0% VACANCY
- 🔑 STABLE CASH FLOW
- 🔑 BOOST LOAN CAPACITY
- 🔑 TOP-NOTCH PROPERTY MANAGEMENT
- 🔑 OUTGOINGS OPTIMIZATION



DIRECTORS REPORT

Friendstay is a long-term accommodation provider committed to making people's lives easier. Founded in December 2019, we currently operate 304 rooms and 193 properties in two of Australia's major cities.

We experienced the evolving housing restrictions of migrating to Australia. Therefore, we created a housing service with a seamless rental process that adapts to their changing circumstances. Our commitment is to innovate being recognized as a reliable, fair, and technological service provider.

Friendstay works with a wide network of property investors, real estate agents, and property managers, which sets us up in a key position to optimize all our stakeholders.

Our business model delivers consistent value to a growing number of property investors who trust us with their assets to build solid stable cash flows and reduce property management outgoings.

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ANDRES GONZALEZ

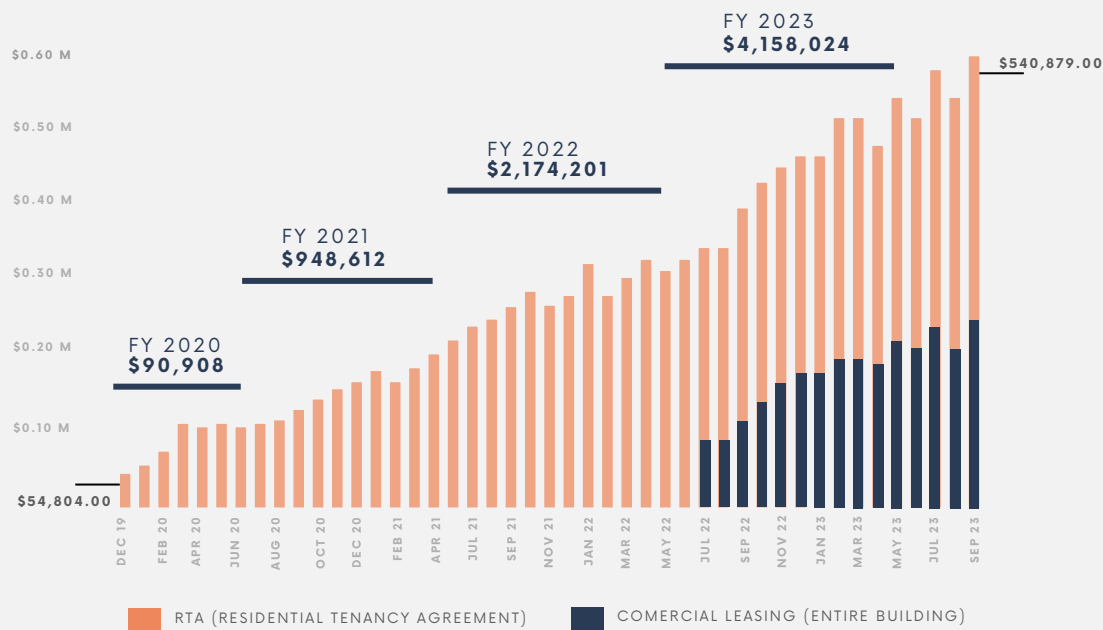
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GEORGINA NIELSEN



TURN OVER

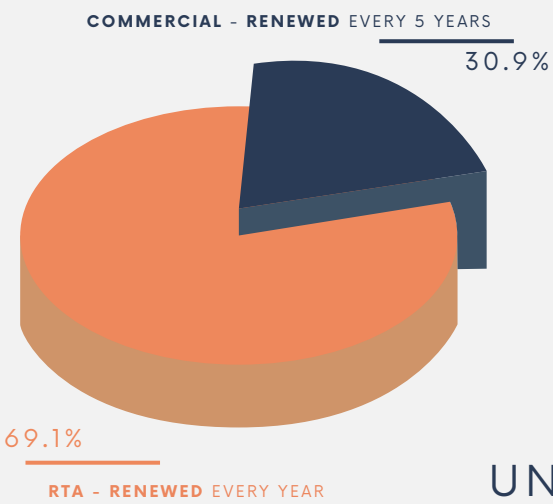
FY 2024
\$6,000,000



PORTFOLIO DISTRIBUTION

304 ROOMS

173 PROPERTIES



UNIT DISTRIBUTION

RISK ASSESSMENT

OPERATION VALUE RATIO (OVR)

BONDS WE
RECEIVE
AGAINST BONDS
WE SECURE

47.6%
+\$300,000

YOUR VACANCY - 0%
OUR VACANCY - 0.04%

BASED ON
FLEXIBILITY

OUR AGREEMENT

- 3 Months Min Stay
- 2 Week Bond
- 3 Week Leave Notice
- Fully Furnished

DEBTLESS

PROFITABLE
FROM DAY 1

% FROM OUR
MARGIN OPERATION
FEEDS OVR AND FIT
OUT WHICH MAKES
OUR BDM DEBTLESS

MARKET VALIDATION



MONEY PAID IN
RENT IN AUSTRALIA
PER YEAR

PEOPLE THAT PAY
RENT IN AUSTRALIA
PER YEAR





HOUSING AS A **SERVICE**

Renting in Australia has several restrictions outlined in the requirements of the Residential Tenancies Act (RTA). 6 week upfront payment, long term employment and no furnishing makes the renting experience hard economically and emotional for specially those who are new to the country.

Implementing housing as a service removes barriers for people seeking quality and flexible accommodation agreements. Our approach is inclusive and effective, welcoming fast-filling applications from individuals from all walks of life who share the believe of coming to settle in Australia. The fully furnished spaces makes moving in hassle-free optimising our housemates main interest, their time.

We challenge the common perception of low commitment for who manages and investment rental property in Australia. Our business model understands that been committed to execute high quality in property management, been recognised as a fair-reliable service provider, and been able to assist a remarkable life experince become as the maing guidance of our brand and business develepment growth.

**6-7
MONTHS**
AVERAGE STAY
FOR
HOUSEMATES

2-3 DAYS
TO RENT THE
ROOM OR UNIT

98% LEASE
RENEW RATE
WITH PROPERTY
OWNERS

FRIENDSTAY EXPERIENCE

Australia is a popular destination for many different factors such as quality of life and average income salaries. Immigration has also significantly contributed to the diversity and essence of the nation shaping how its society's evolvement and diversity . Honouring and valuing the experience of the immigrants who will become part of the community is our greatest challenge; it also represents the greatest opportunity to differentiate ourselves in the market.

A commitment to easing the lives of our housemates is at the core of our values. We pledge fair and transparent treatment, operate on the principles of mutual agreement, and uphold our promises to foster trust and understanding.

We strive for quality and recognition through our service operation. Our goal is to help create the best experience for our housemates making their journey smooth and fulfilling allowing us to offer not only accomodation but to continue innovating offering more services such as cleaning and furniture transport.

The "Friendstay" experience consolidates as the principal way of consolidating our brand as business growth.



45 MILLION

MIGRANTS ARE
EXPECTED IN THE
NEXT 10 YEARS

WE ENGAGE
THROUGH
TECHNOLOGY
"NO PAPERWORK"

23%

OF NEW SALES
COMES FROM
REFERRALS

THE FRIENDSTAY
EXPERIENCE
(ACCOMODATION,
CLEANNING,
TRANSPORT, PARKING)





GROWING WITH **US**

We understand that creating solid relationships with property owners and agents who represent them has been one of our most notable achievements, proving that we add value to the investments behind the properties we operate.

Therefore, we invite you to grow with us by creating and enhancing a relationship in which all those involved benefit and where we can continue consolidating our service brand as an essential ally in your investment portfolio.

SOME OF THE PROPERTIES UNDER OUR MANAGEMENT

Mascot

1265 Botany Rd

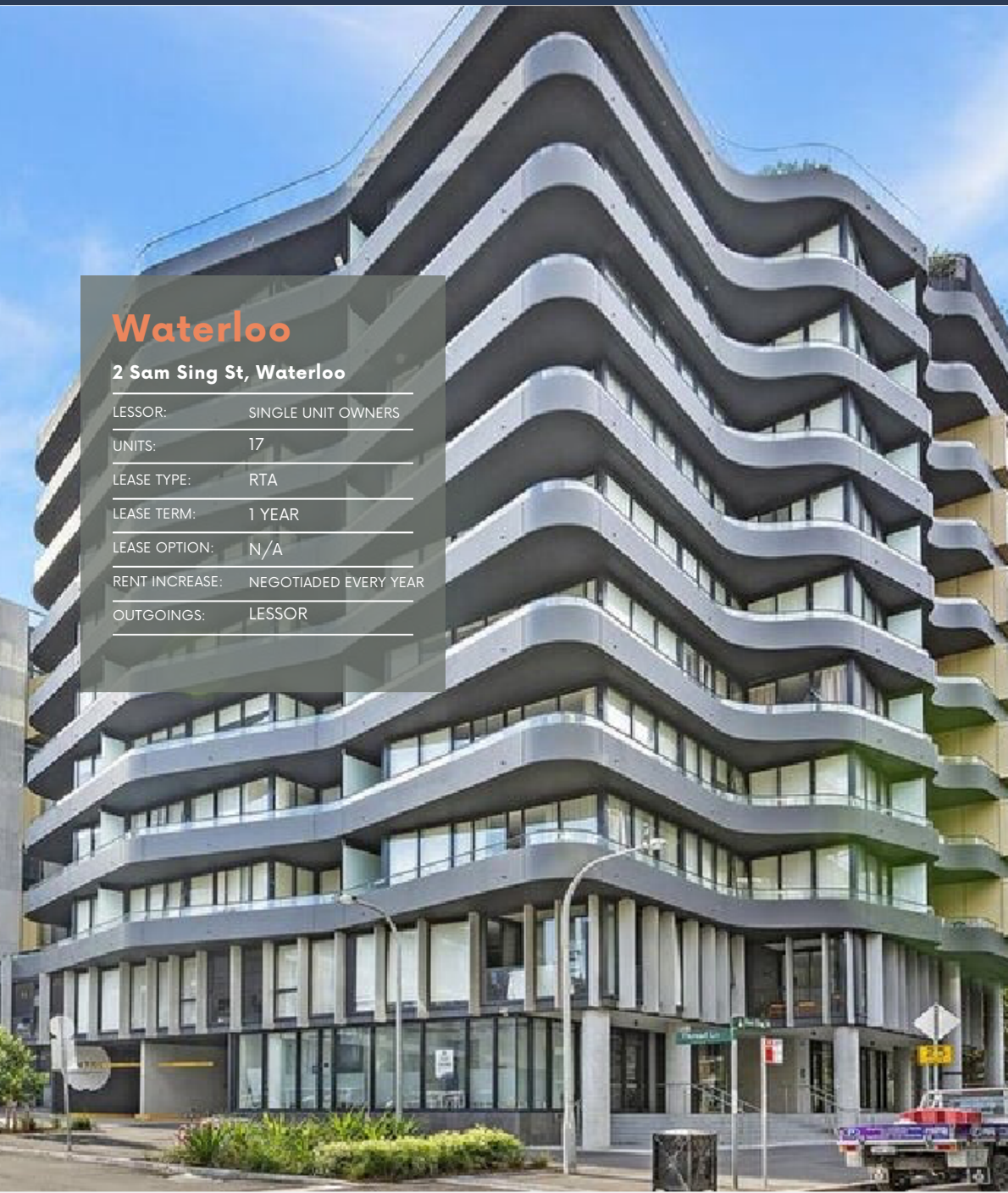
LESSOR:	PROPRIETARY LIMITED
UNITS:	28
LEASE TYPE:	COMMERCIAL
LEASE TERM:	8 YEARS
LEASE OPTION:	1 (8 YEARS)
RENT INCREASE:	FIXED
OUTGOINGS:	FRIENDSTAY PTY LTD



Waterloo

2 Sam Sing St, Waterloo

LESSOR:	SINGLE UNIT OWNERS
UNITS:	17
LEASE TYPE:	RTA
LEASE TERM:	1 YEAR
LEASE OPTION:	N/A
RENT INCREASE:	NEGOTIADED EVERY YEAR
OUTGOINGS:	LESSOR



Coogee

8 Havelock Ave

LESSOR:	PROPRIETARY LIMITED
UNITS:	4
LEASE TYPE:	COMMERCIAL
LEASE TERM:	3,5 YEARS
LEASE OPTION:	1 (3.5 YEARS)
RENT INCREASE:	FIXED
OUTGOINGS:	FRIENDSTAY PTY LTD



Cremorne

288 Military Rd

LESSOR:

INVESTMENT FUND

UNITS: 20

LEASE TYPE: COMMERCIAL

LEASE TERM: 5 YEARS

LEASE OPTION: 2 (5 YEARS EACH)

RENT INCREASE: FIXED

OUTGOINGS: LESSOR

Glebe

1 Derwnt Ln

UNITS: 17

LEASE TYPE: COMMERCIAL

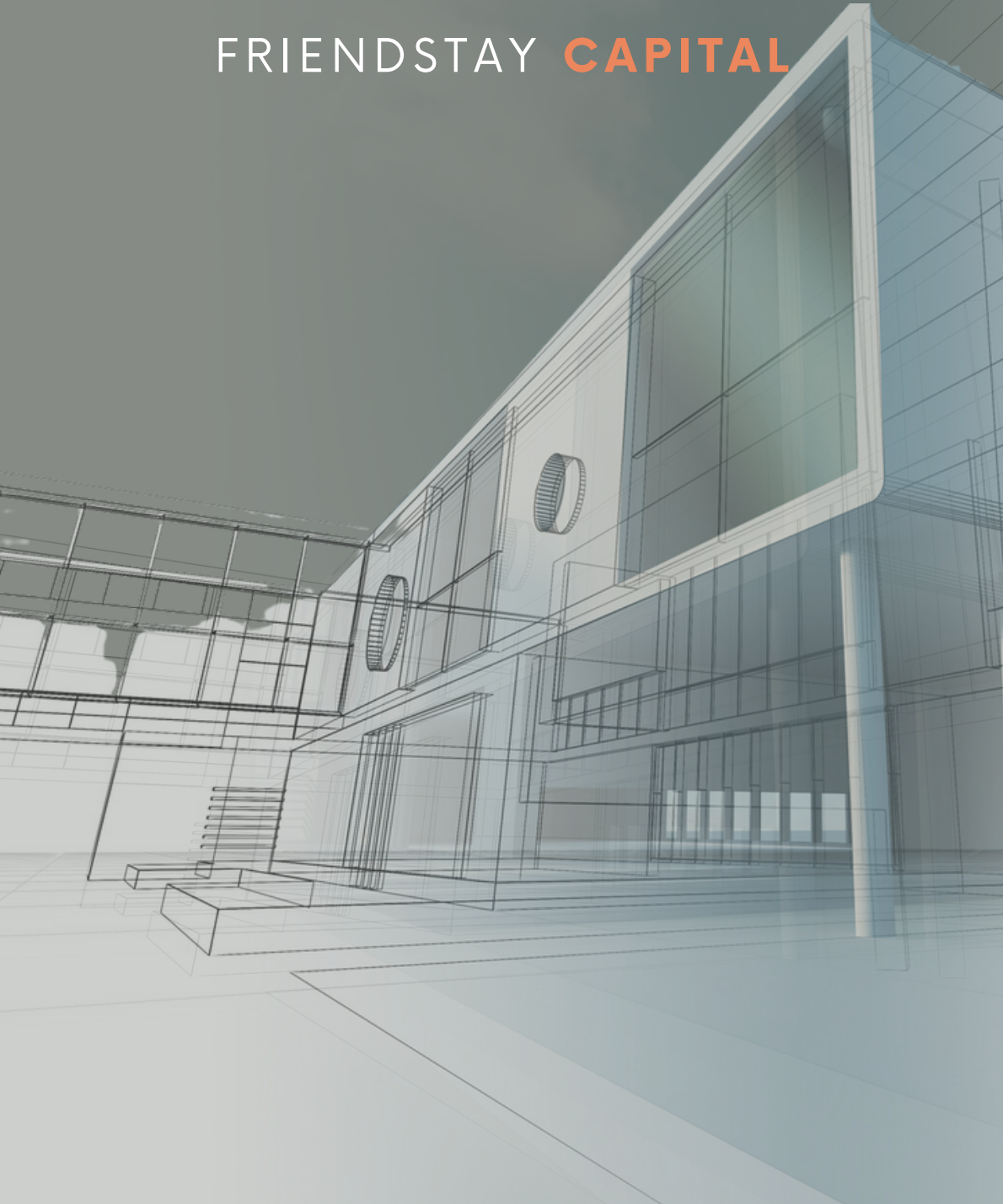
LEASE TERM: 5 YEARS

LEASE OPTION: 2 (5 YEARS EACH)

RENT INCREASE: FIXED

OUTGOINGS: FRIENDSTAY PTY LTD

FRIENDSTAY **CAPITAL**



BEHIND THE **IDEA**

Over the course of our four years in operation, we have gained a comprehensive understanding of the economic feasibility analyses conducted by property investors in property renovations prior to their transfer to our management. We have recently identified a significant market opportunity, recognizing the advantages of strategically positioning ourselves at various stages in the lifecycle of a property investment.

The noteworthy prospect before us is grounded in the potential to further streamline and enhance the lives of individuals by optimizing our service delivery operations. Simultaneously, we are committed to fortifying our established brand reputation, meticulously cultivated over the course of these productive years.

In line with this strategic vision, we are pleased to announce the integration of **Friendstay Capital** as an additional service in our real estate investment and management process. This collaboration is designed to enhance the effectiveness and yield of investments by leveraging the resources of our valued partners.

SEARCH

- REQUIRES TIME
- NEEDS TO HAVE ACCESS TO PROPERTIES
- REQUIRES NEGOTIATING STRONG DEALS
- REQUIRES CHOOSING THE BEST PROPERTY
- REQUIRES AVOIDING COMMON MISTAKES

BUY

- REQUIRES BORROWING CAPACITY
- REQUIRES CAPITAL GAIN
- REQUIRES RENTAL INCOME
- REQUIRES TAX BENEFITS
- REQUIRES USABLE EQUITY

RENOVATE

- REQUIRES DECIDE OUTCOME (**FLIP OR HOLD**)
- REQUIRES ESTIMATE CONSULTANT (BUDGET)
- REQUIRES EXPERTS
- REQUIRES CORRECT TIMING
- REQUIRES EFFECTIVE HANDOVER

OPERATE

~~REQUIRES~~ WE DELIVER:

- 0% VACANCY
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FRIENDSTAY CAPITAL AS INVESTMENT VEHICLE

Friendstay Capital operates as a real estate company, deriving revenue from performance, management, and transaction fees associated with real estate investment structures then operated by Friendstay Pty Ltd.

The strategic inclusion of an investment vehicle in our comprehensive service portfolio is driven by a commitment to take more responsibility and enhance operational efficiency. The synergy between both entities ensures control over every stage essential to a real estate investment project.

This synergy directly translates into tangible benefits for our clients, mitigating investment risks by consolidating services under a singular provider and maximising the return on investment. This consolidation results in a unified commission structure, offering a more streamlined and efficient alternative to the prevailing models available in the market.

THE PERFORMANCE

The efficacy of our new business operation service relies on three key metrics through which we aim to optimize investor returns.

Firstly, capital growth stands as a primary allure in the opportunities we pursue, as it entails the maximisation of asset valuation through a meticulously analyzed and executed reform overseen by our dedicated team.

The attractiveness of our projects is further fortified by the yield provided through Friendstay rentals. This element ensures the property's maximum income and valuation, given that all our projects include extensive lease operations (1 to 5 year) that enhance the perspective from the banks or financial institutions.

Lastly, the cost, timeline and delivery of our renovation projects constitute the final pillars for our performance analysis. We believe this metric will enhance our reputation not only as a reliable operator but also as a reliable investment vehicle.

We firmly believe that adept decision-making on these three pillars not only facilitates a smoother experience for investors but also serves as a pivotal factor in effectively maximizing their return on investment, differentiating us in the market.

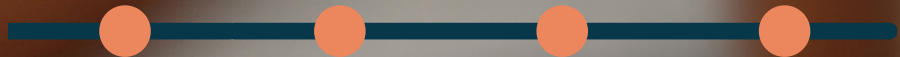


**SPECIFIC
TIME
FRAME**

**PROJECT
CREATED**

**PROJECT
ANALYSIS**

**WE
ENSURE
THE
INVESTMENT**



NO LONGER JUST MAKING PEOPLE'S LIVES EASIER;
NOW WE'RE ALSO MAKING IT EASIER FOR INVESTORS.

HOW ARE WE GOING TO **DO IT**

The consolidation of this process hinges on the strategic maximization of the expertise within each entity involved, where the efficient flow of information emerges as the differentiating factor in the market. This emphasis on information management not only facilitates internal cohesion but also positions us uniquely in the competitive landscape, allowing us to adapt swiftly to market dynamics and evolving investor needs.

A stylized, handwritten signature in dark grey ink, consisting of a large, flowing 'A' followed by a horizontal line and a small dot.

ANDRES GONZALEZ

A stylized, handwritten signature in dark grey ink, featuring a large, circular 'G' followed by a series of loops and a horizontal line ending in a small dot.

GEORGINA NIELSEN

SEARCH

- 🔑 SAVES TIME
- 🔑 ACCESS TO A WIDER RANGE OF PROPERTIES
- 🔑 NEGOTIATE STRONG DEALS
- 🔑 CHOOSE THE BEST PROPERTY
- 🔑 AVOID COMMON MISTAKES

BUY

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- 🔑 ESTIMATE CONSULTANT (BUDGET)
- 🔑 EXPERTS
- 🔑 CORRECT TIMING
- 🔑 EFFECTIVE HANDOVER (PHOTOS FOR ADVERTISEMENT)

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INVEST WITH **US**

IF YOU'D LIKE TO
LEARN MORE
ABOUT OUR
EXISTING
PROJECTS FOR
INVESTMENT,
GIVE US A CALL!

RENTING MADE EASY



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