

 **Uniplaces** | Hello!



What's
Uniplaces

is an online
marketplace
for booking
accommodation
with thousands
of verified
properties.

Our team is creating a **trusted, global brand** for online accommodation. We believe in **making the booking process easier** for tenants and landlords.

This is our way of turning an old-fashioned market on its head.



It's our way of
changing the **world.**

Tenants

- ↳ Language **barriers**;
- ↳ **No time & no money** to visit;
- ↳ **High fees**;
- ↳ **Poor** listings;
- ↳ No guarantee & **scams**.

Market

- ↳ **Offline**;
- ↳ **Not transparent**;
- ↳ **Highly fragmented**.

Landlords

- ↳ Posting **Ads**;
- ↳ Employers to **handle enquiries**;
- ↳ **High fees**;
- ↳ **Doesn't guarantee rentals**;
- ↳ **Annoying e-mails & calls**.

A top-down photograph of three men lying on their stomachs on a light-colored carpet. They are positioned around three pillows that feature a repeating pattern of stylized faces and the word 'UNIPLACES'. The man on the left is wearing a grey button-down shirt and is smiling. The man in the center is wearing a dark blue t-shirt and is also smiling. The man on the right is wearing a white button-down shirt and is looking directly at the camera with a slight smile.

Uniplaces

**Ben,
Mariano
and Miguel,
2013.**

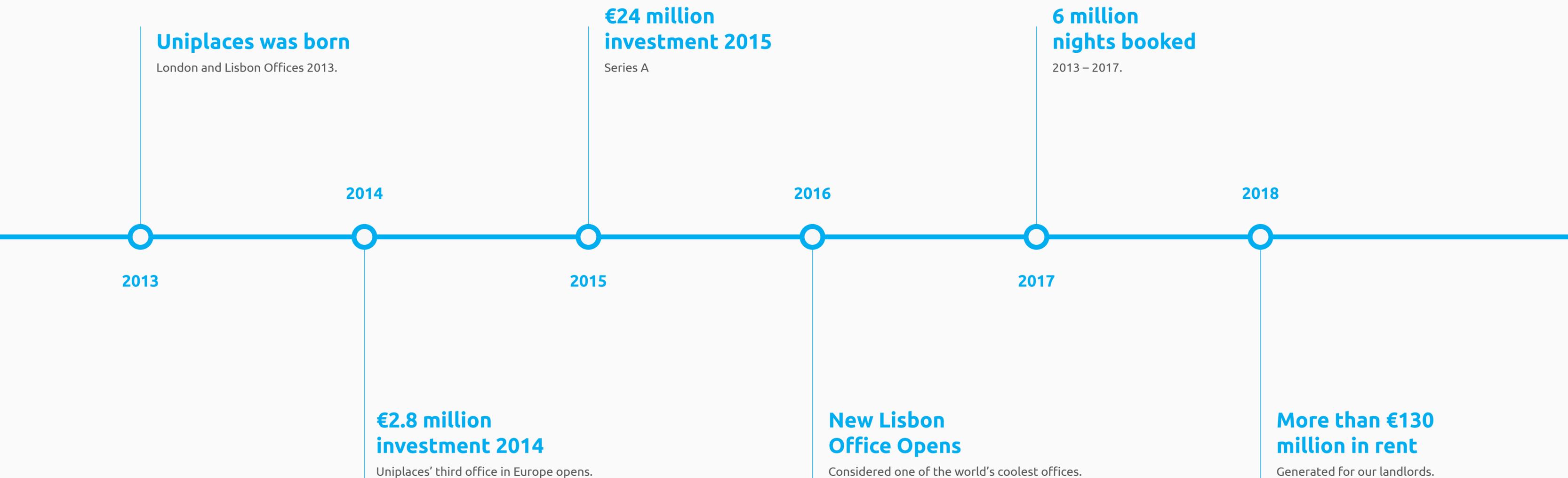
Ben, Mariano and Miguel came up with a plan of an online marketplace to create a better rental experience for both students and landlords.



They had already been through the same process twice: **they hated the wasted time and effort involved**, and the several disappointments they met along the way.



So they decided to change it - and shake things up a little.





We've raised €30 million from top-tier institutional investors and world-class entrepreneurs from Europe's unicorns.

The logo for trivago, with the word "trivago" in a lowercase, sans-serif font. The "tri" is blue and "vago" is orange.

The logo for ATOMICO, featuring a black circular icon with a white dot inside, followed by the word "ATOMICO" in a black, uppercase, sans-serif font.

The logo for SUPERCHELL, with the words "SUP", "ERC", and "ELL" stacked vertically in a bold, black, uppercase, sans-serif font.

The logo for Zoopla, with the word "Zoopla" in a purple, lowercase, sans-serif font.

The logo for King, with the word "King" in a stylized, orange, cursive font.

The logo for octopusinvestments, with the word "octopus" in a lowercase, sans-serif font and "investments" in a smaller, lowercase, sans-serif font.

And we work with the **best universities and student associations...**

ISCTE IUL
Instituto Universitário de Lisboa

• U  C •
FLUC FACULDADE DE LETRAS
UNIVERSIDADE DE COIMBRA

 **CATOLICA LISBON**
BUSINESS & ECONOMICS

AIESEC 

B | **Università Bocconi**
MILANO

U 
B  **Universitat de Barcelona**

 **UNIVERSITÀ CATTOLICA del Sacro Cuore**

 **LUISS** **Università Guido Carli**

 **ESN**
Erasmus Student Network

Imperial College London

NOVA
NOVA SCHOOL OF BUSINESS & ECONOMICS



UA
UNIVERSIDAD AUTONOMA DE MADRID





How it works, Tenants



1 Find a place to call home

Use our filters to select: rent price, bedroom features, location and accommodation type.

2 Make a booking request

Fill in the form with personal information and payment details. The landlord will reply within 24 hours.

3 Confirmation

As soon as the booking is accepted, the place is theirs! We'll automatically charge:

First Month of Rent

We wait until 24 hours after the move-in to transfer it to the landlord. This allows the tenant to confirm that everything is ok with their new place.

Service Fee

The one-time service fee they pay to Uniplaces makes it possible for us to offer extra protection and support.

4 It's time to move in!

The landlord will be the main point of contact, but we're here in case they need fast assistance from our agents.



Why tenants use Uniplaces?



100% Online & Safe

Online reservation in advance, no interviews or selection processes.

No guarantor, no bureaucracies

Quickly rent a home online from anywhere in the world.

Protected Payments

This allows you to confirm that everything is ok with your place.

Quality Control

Our quality team verifies the information in every published listing.

Certificate of Accommodation

We can provide you a document with a prepaid accommodation certificate.

Customer Support

Customer Support in different languages.

Didn't get what you asked for?

Report an issue within 24 hours and we'll find a way to help you.

And more...

Commercial & Corporate partnerships to offer special conditions.



How it works, Landlords



1 Register a place for free

Create the listing in less than 5 minutes. Set the rent price, house rules, and availability.

2 Accept every booking online

Manage booking requests on the personal dashboard. To secure the booking, landlords need to reply to the tenant within 24 hours.

3 Receive payment

Securely collect payment based on the landlord's own payment terms. They make the rules.

First Month of Rent

We wait until 48 hours after the tenant move-in to transfer it to the landlord. This allows the tenant to confirm that everything is ok with the new place.

4 Help the new tenants to move in!

After the booking accepted, the landlord stays in touch with the tenants and can be there to welcome them on move-in day!



Why landlords use Uniplaces?



Guarantee and Support

If the place was visited, we will cover unpaid rents when a tenant leaves earlier.

Exclusive Information

We keep our Landlord Portal updated about housing legislation, renting contract and taxes.

Global Exposure

Earn more money by reaching thousands of international tenants.

No visits

There is no need to organise visits nor to wait for tenants to complete their payment.

Accept bookings Online

Get in control of when and who they rent their place to.

Customer Support

Customer Support in different languages.

And more...

Commercial & Corporate partnerships to offer special conditions.



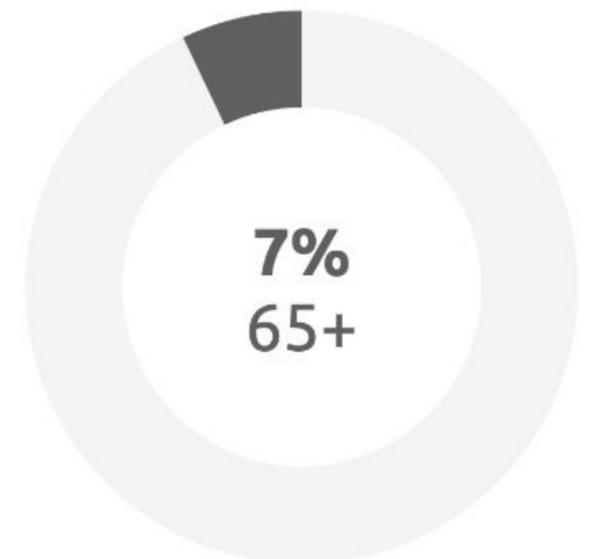
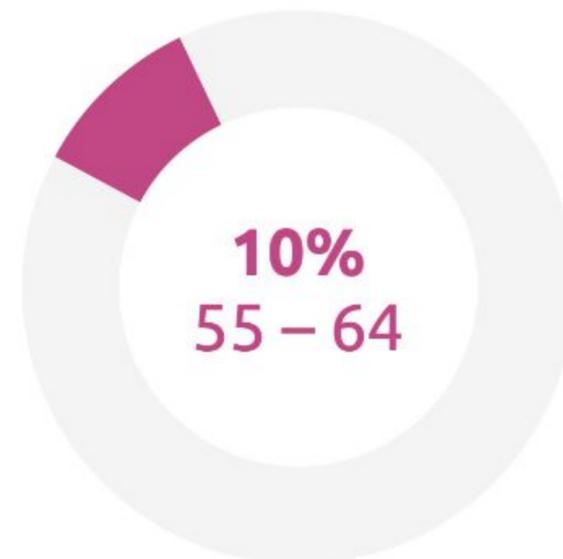
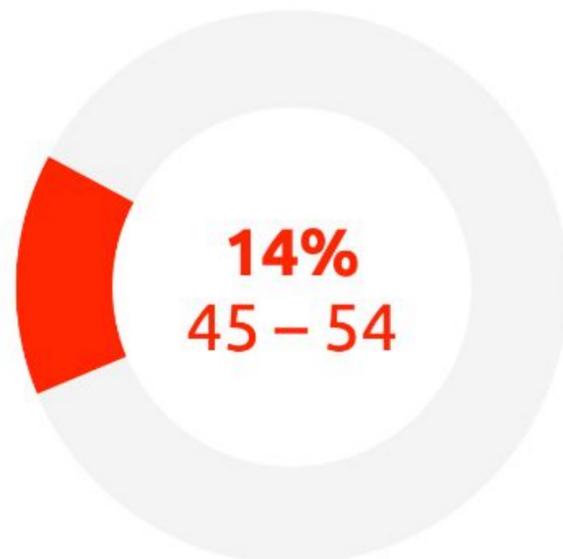
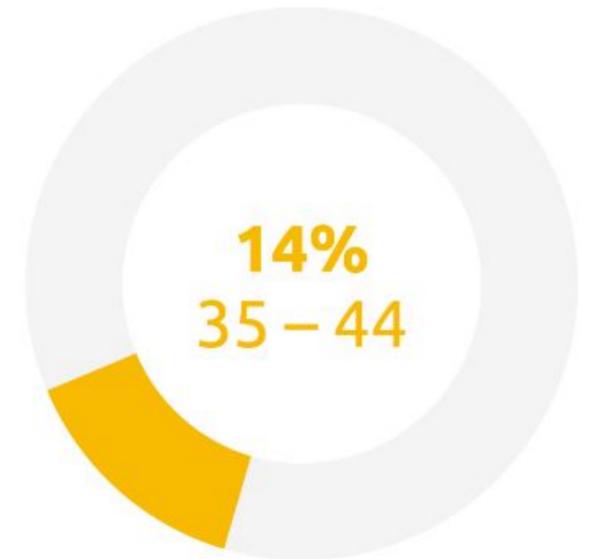
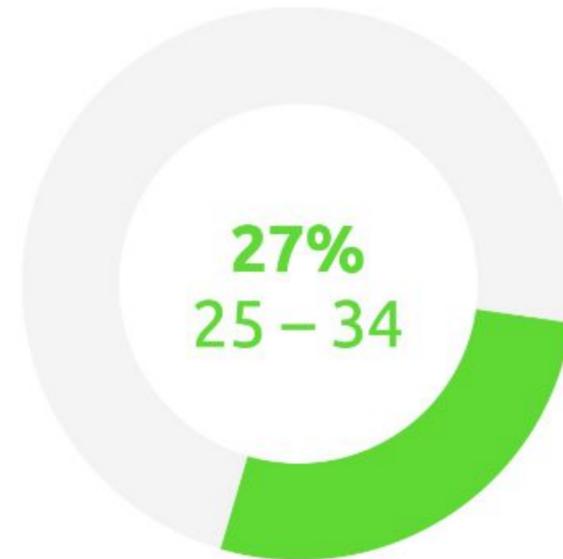
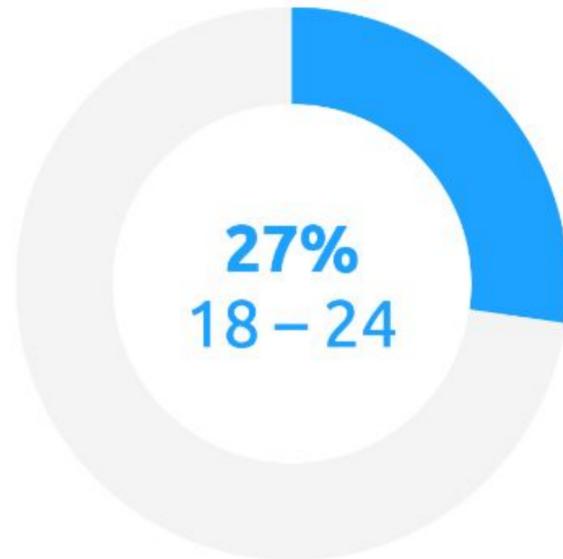
We enable **tenants from all over the world to quickly and safely find and book** a home in Europe and we provide **landlords with a digital solution** to safely reach millions of potential tenants.

Creating a **seamless rental experience** for them.



Our
tenant

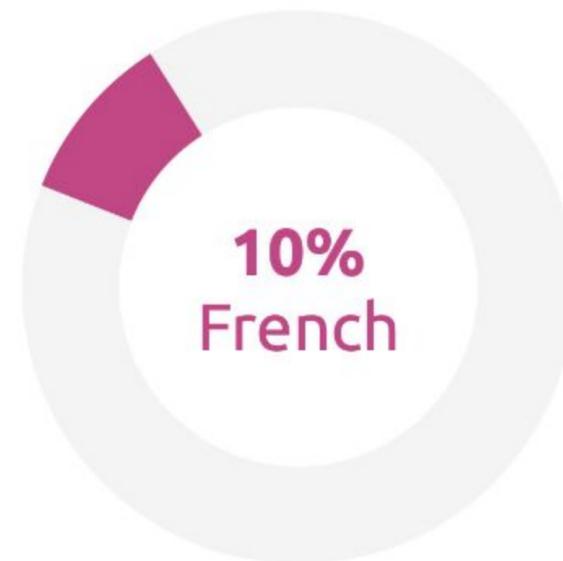
Age





Our
tenant

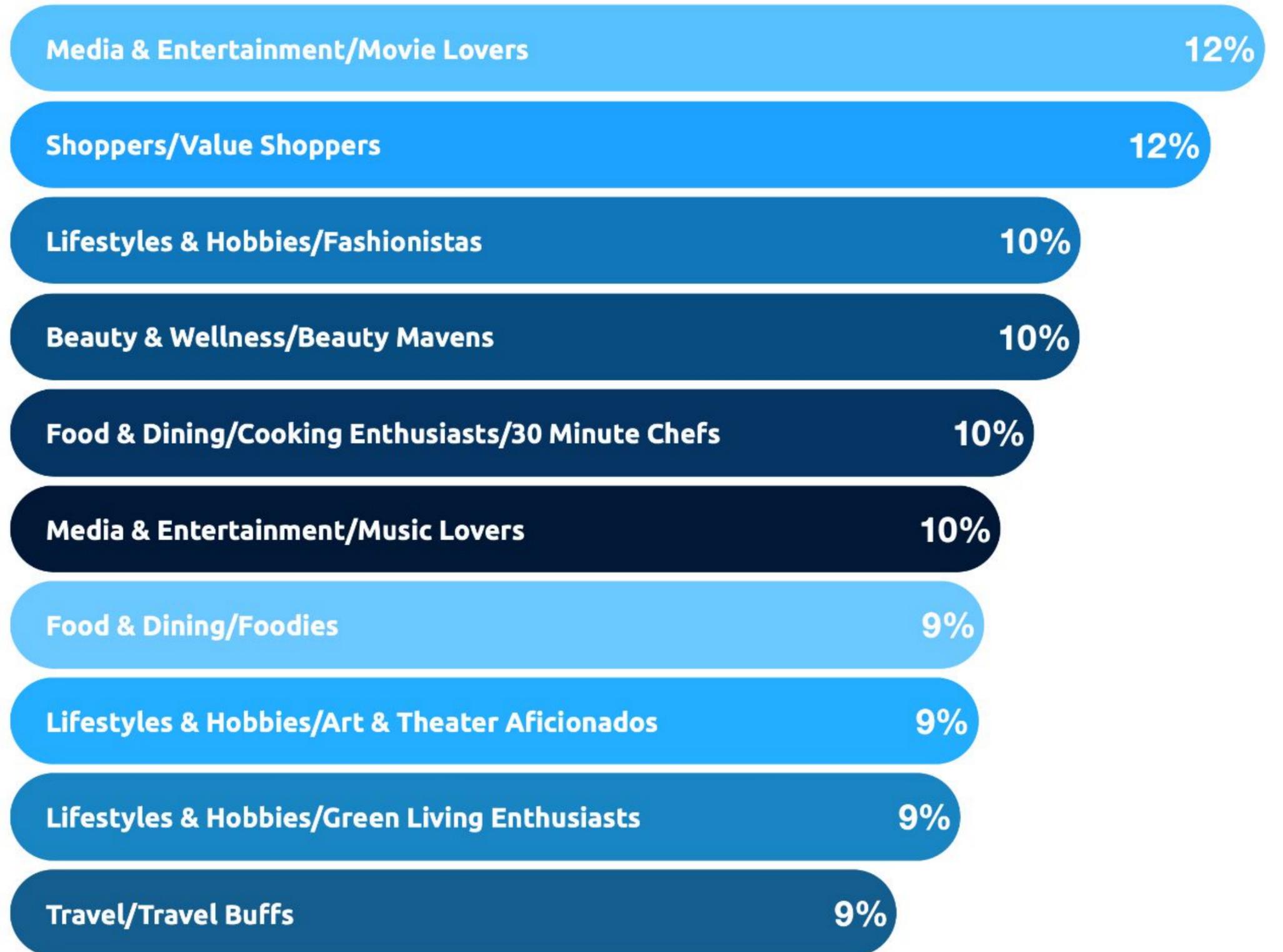
Language





Consumption Patterns

Affinity





Top Nationalities

 11% BR

 11% IT

 10% ES

 11% FR

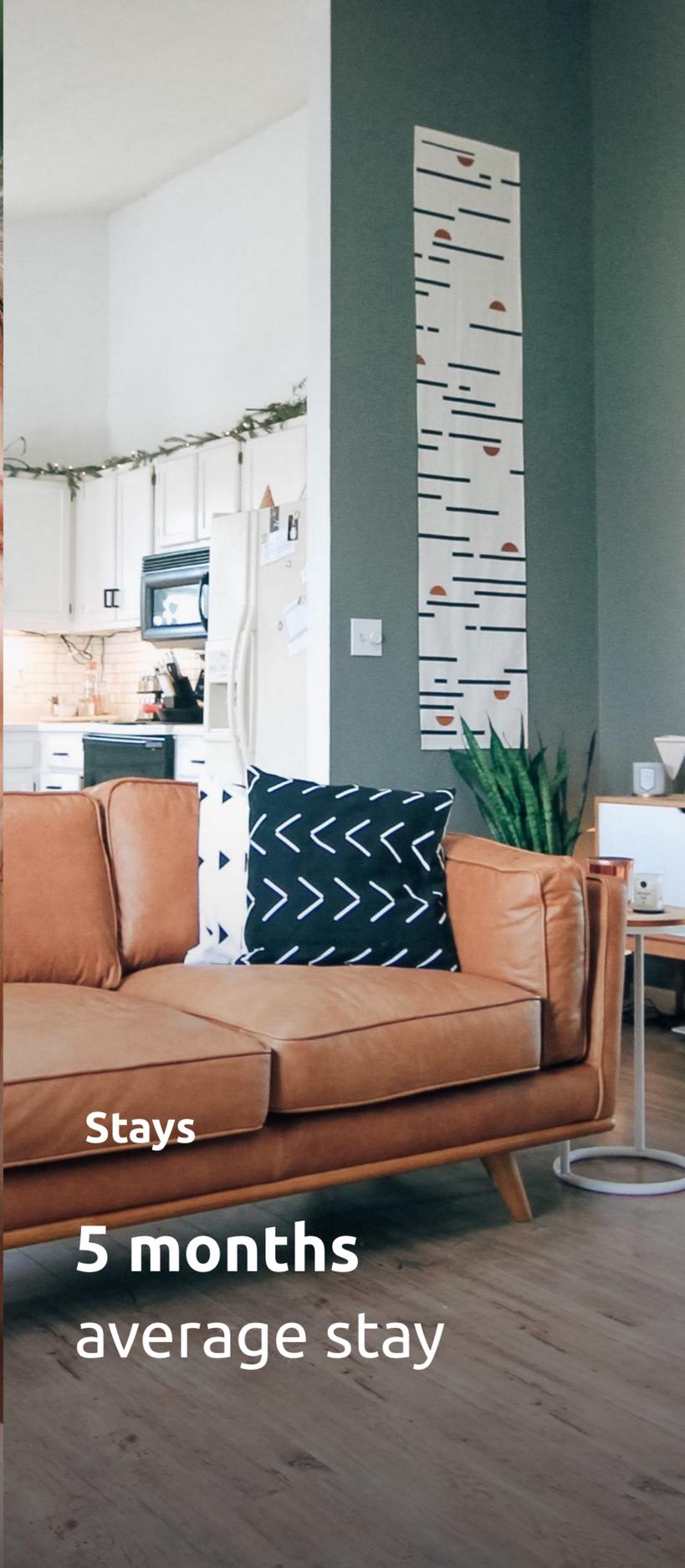
 9% DE

 9% US



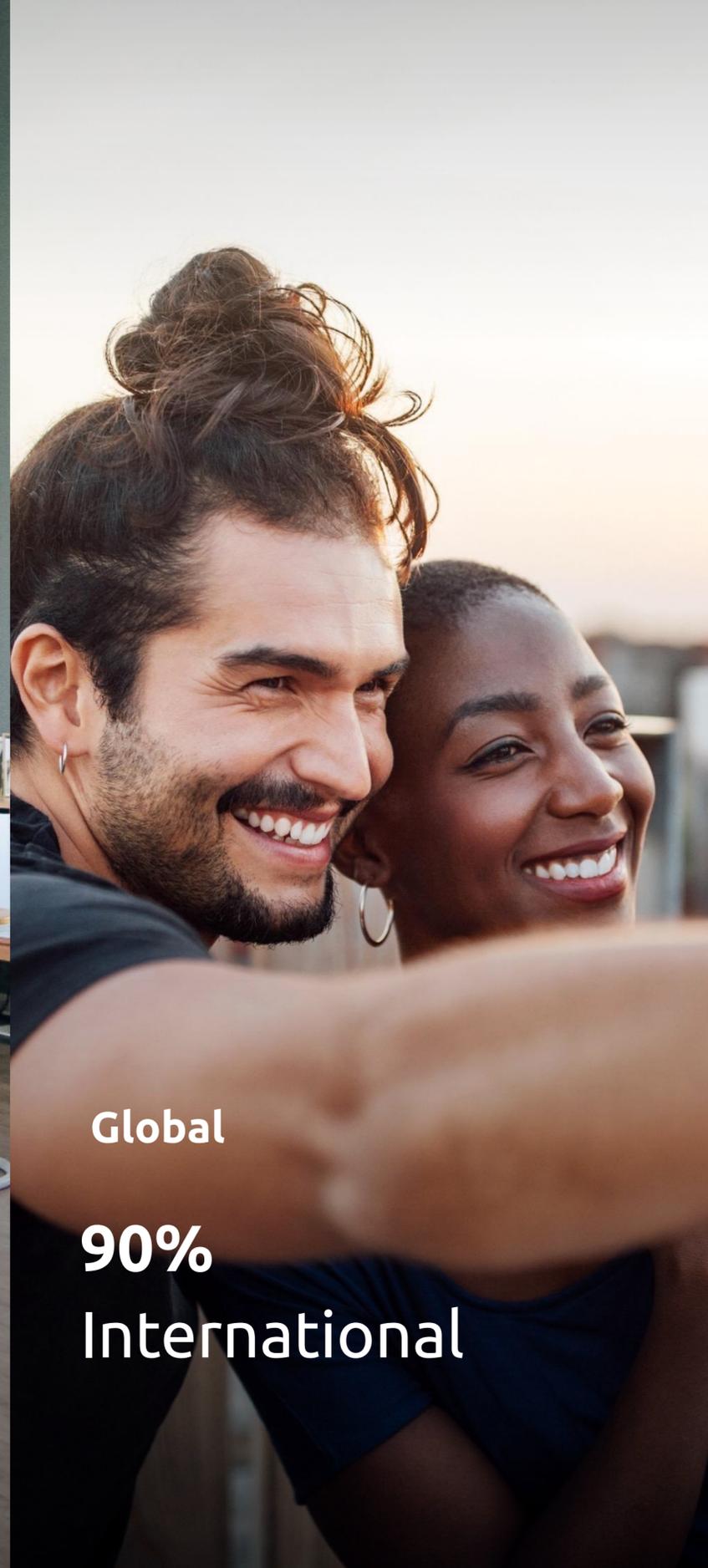
Tenants

18.321
Tenants



Stays

5 months
average stay



Global

90%
International

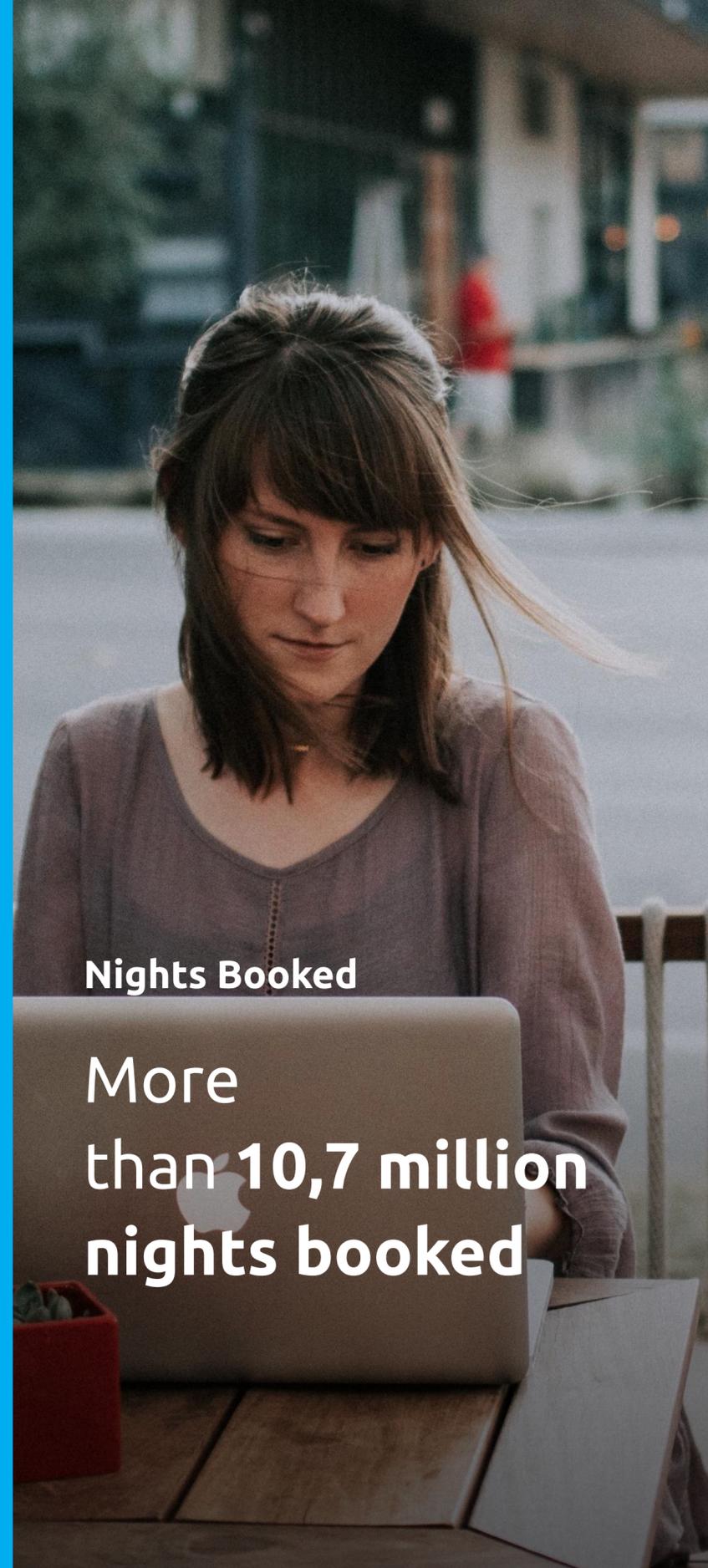


Who books?

63,1% Students

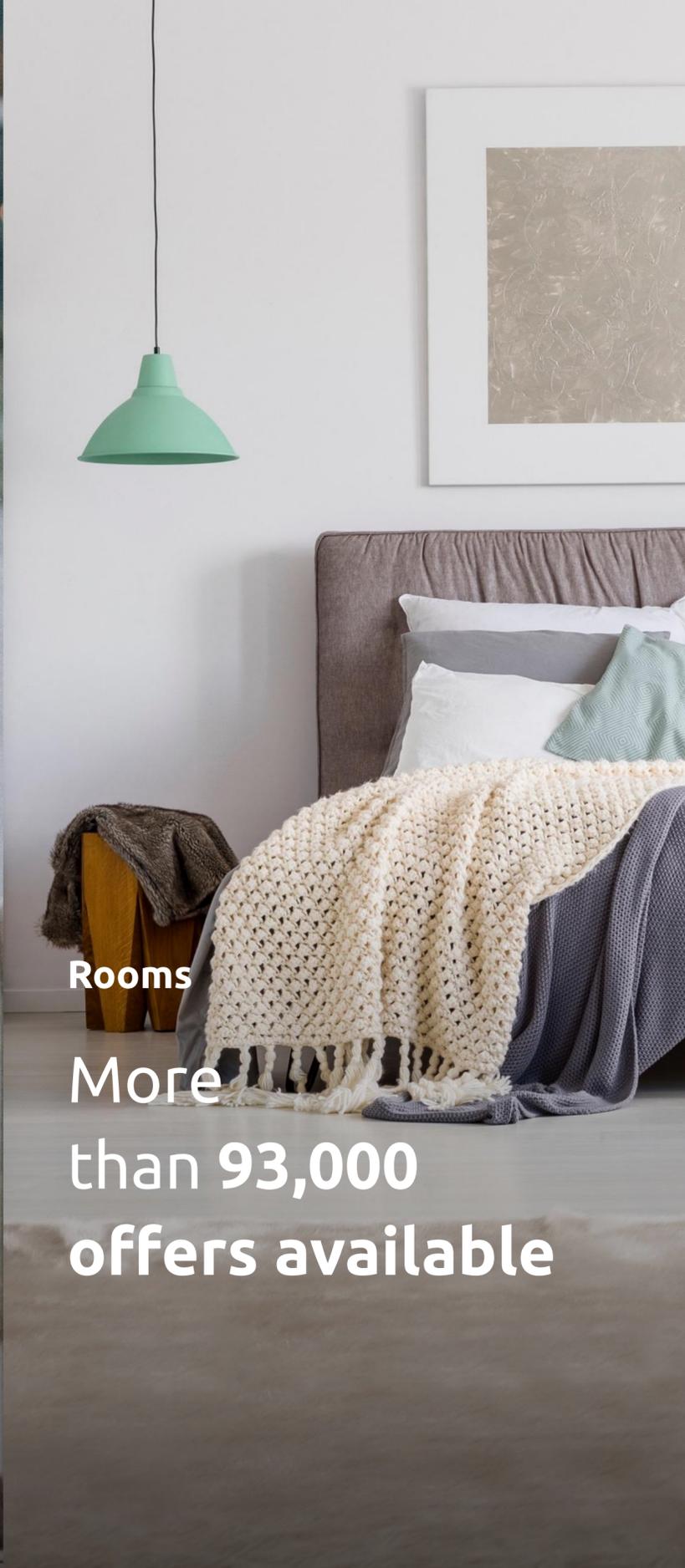
31,9% Professionals

5% Others



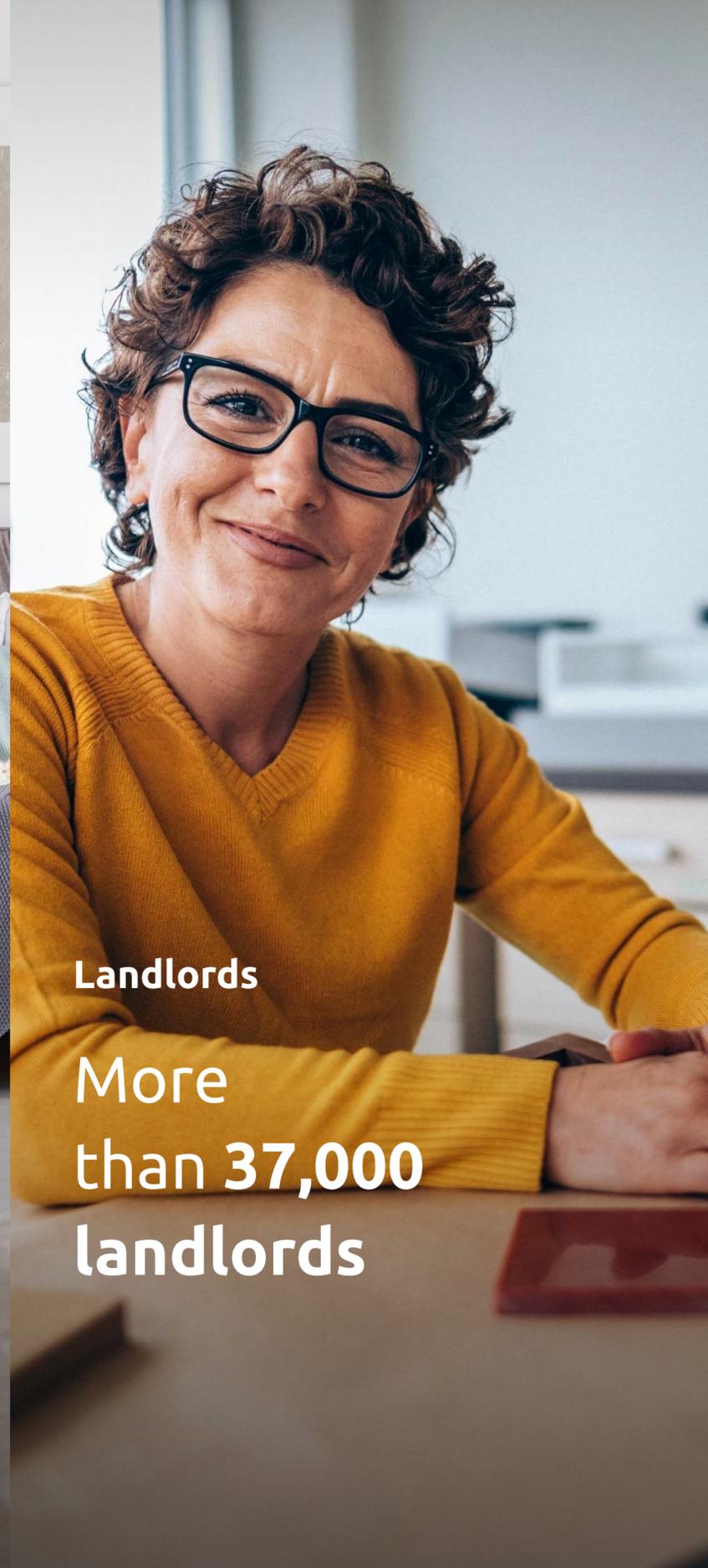
Nights Booked

More
than **10,7 million**
nights booked



Rooms

More
than **93,000**
offers available



Landlords

More
than **37,000**
landlords



Lisbon,
Portugal



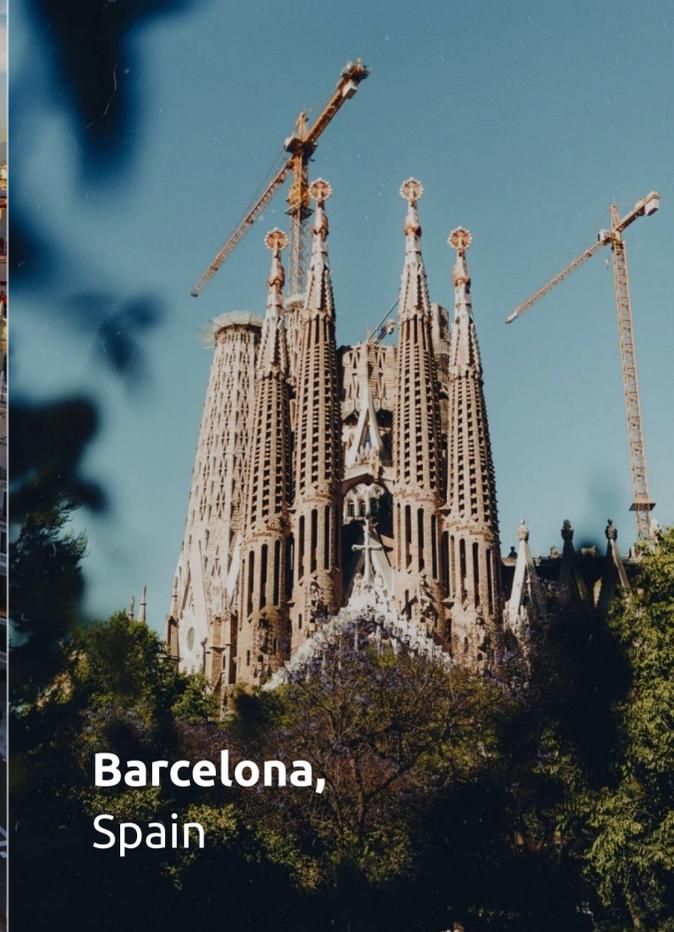
Porto,
Portugal



Coimbra,
Portugal



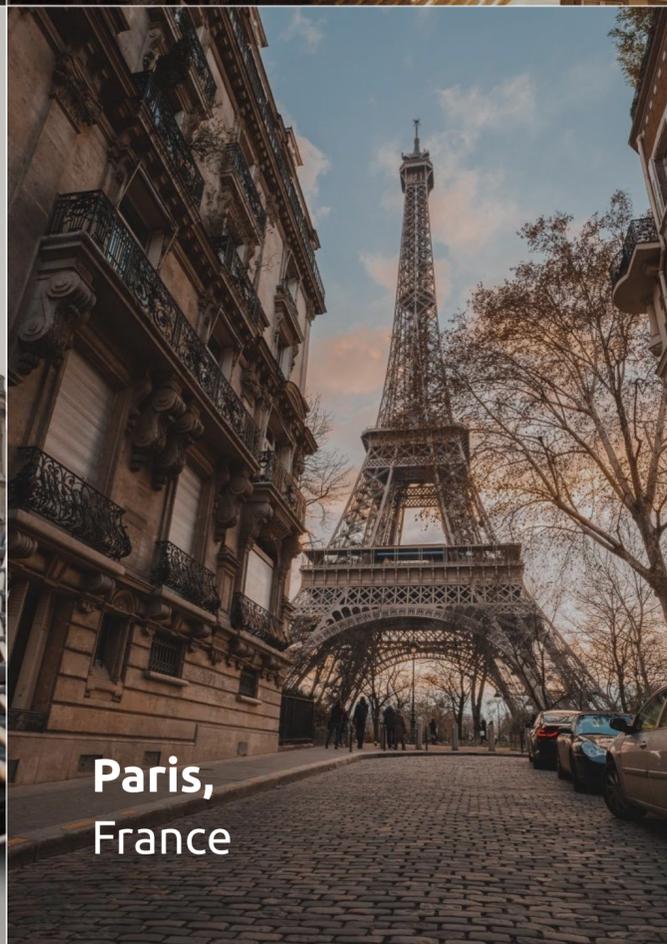
Madrid,
Spain



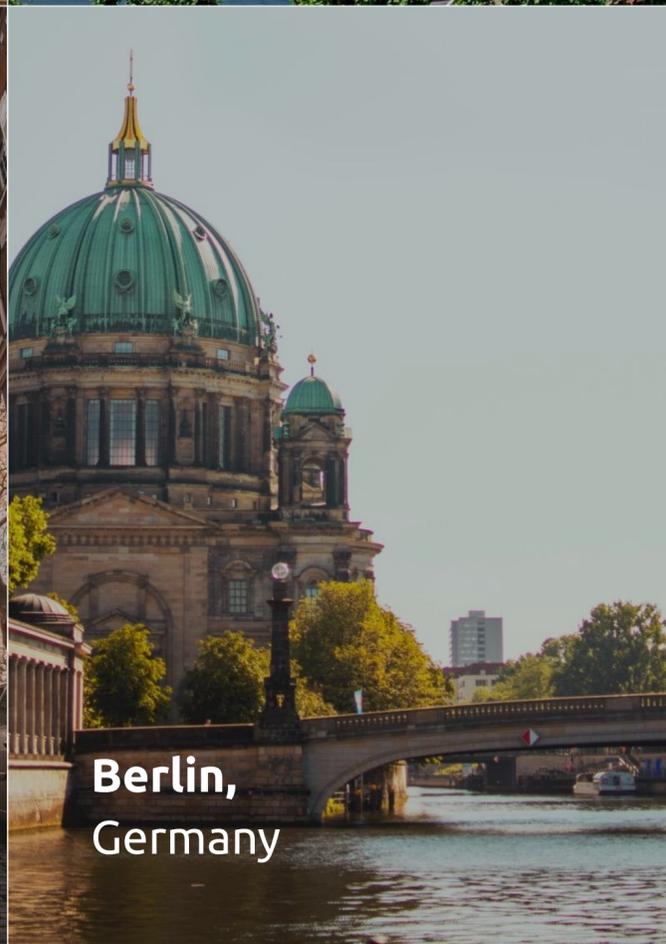
Barcelona,
Spain



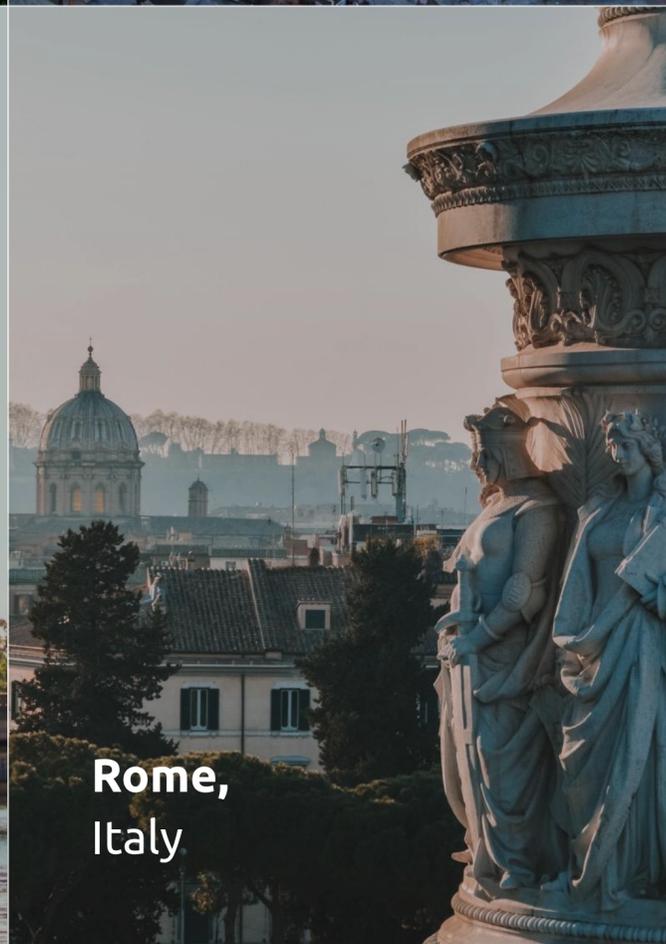
London,
UK



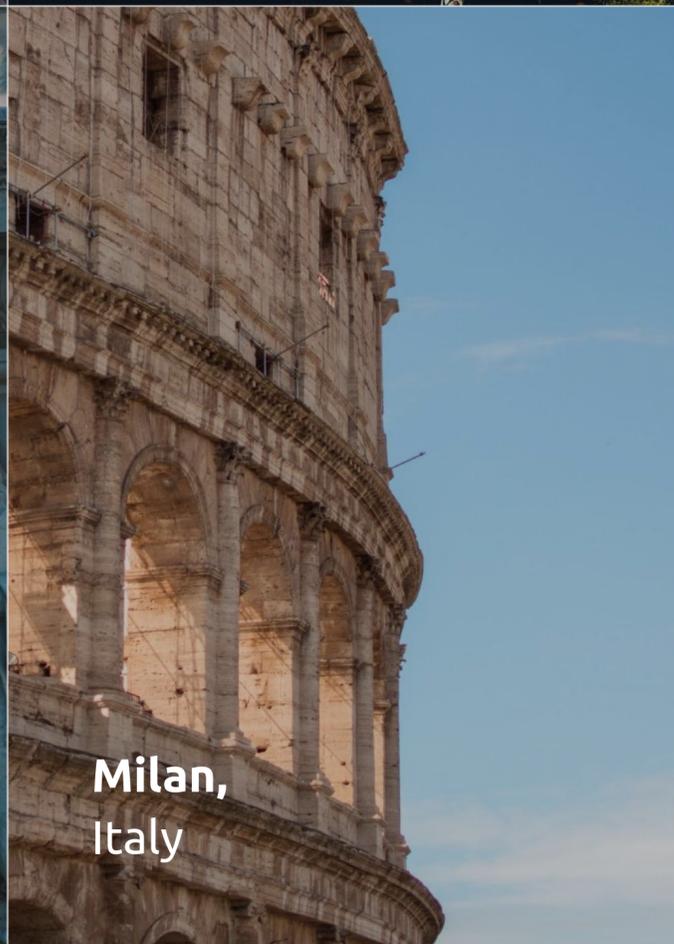
Paris,
France



Berlin,
Germany



Rome,
Italy



Milan,
Italy



Numbers

Portugal,
2019.



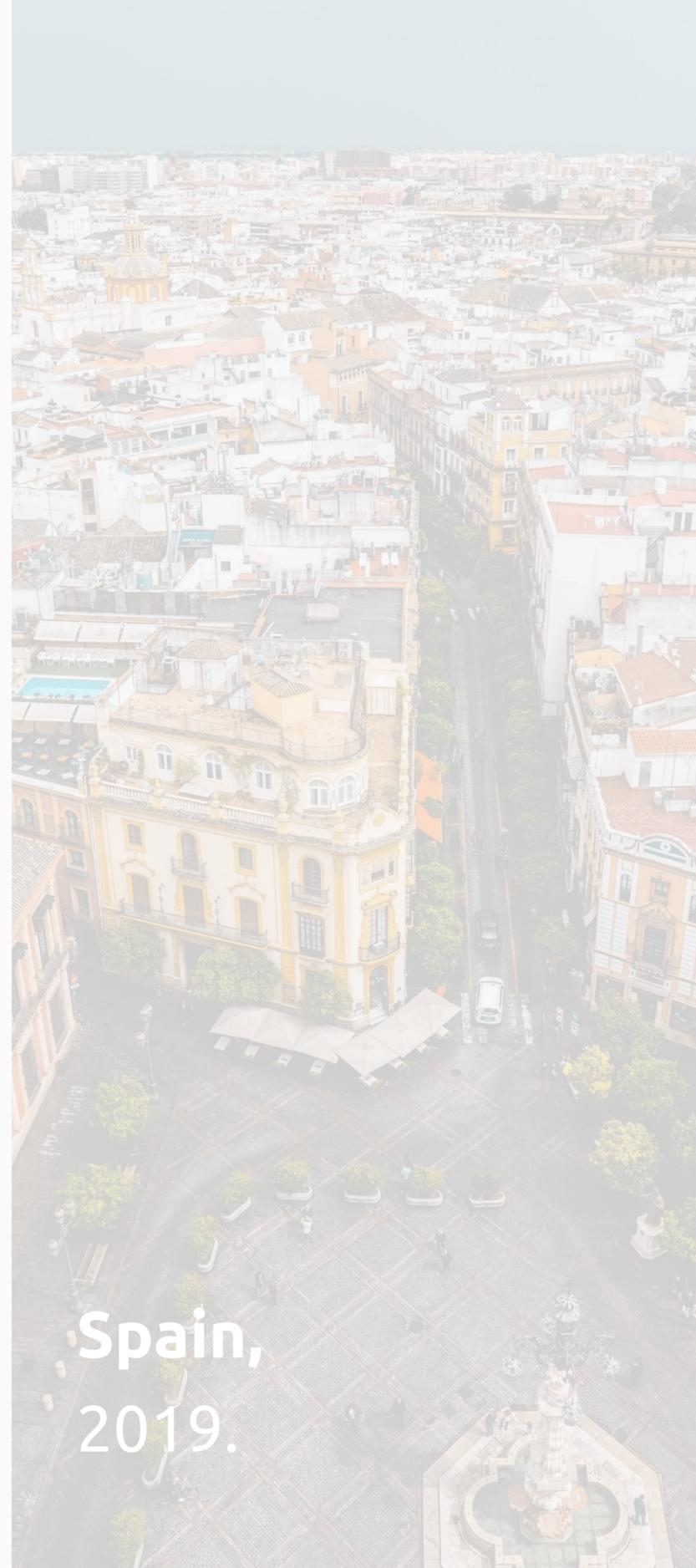
+10%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



Spain,
2019.



+15%
Growth in
bookings.



90%
International
students.

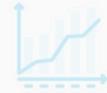


4,9 months
Avg. length
of stay.

Numbers



Portugal,
2019.



+10%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



Spain,
2019.



+15%
Growth in
bookings.



90%
International
students.



4,9 months
Avg. length
of stay.

Numbers



**Germany,
2019.**



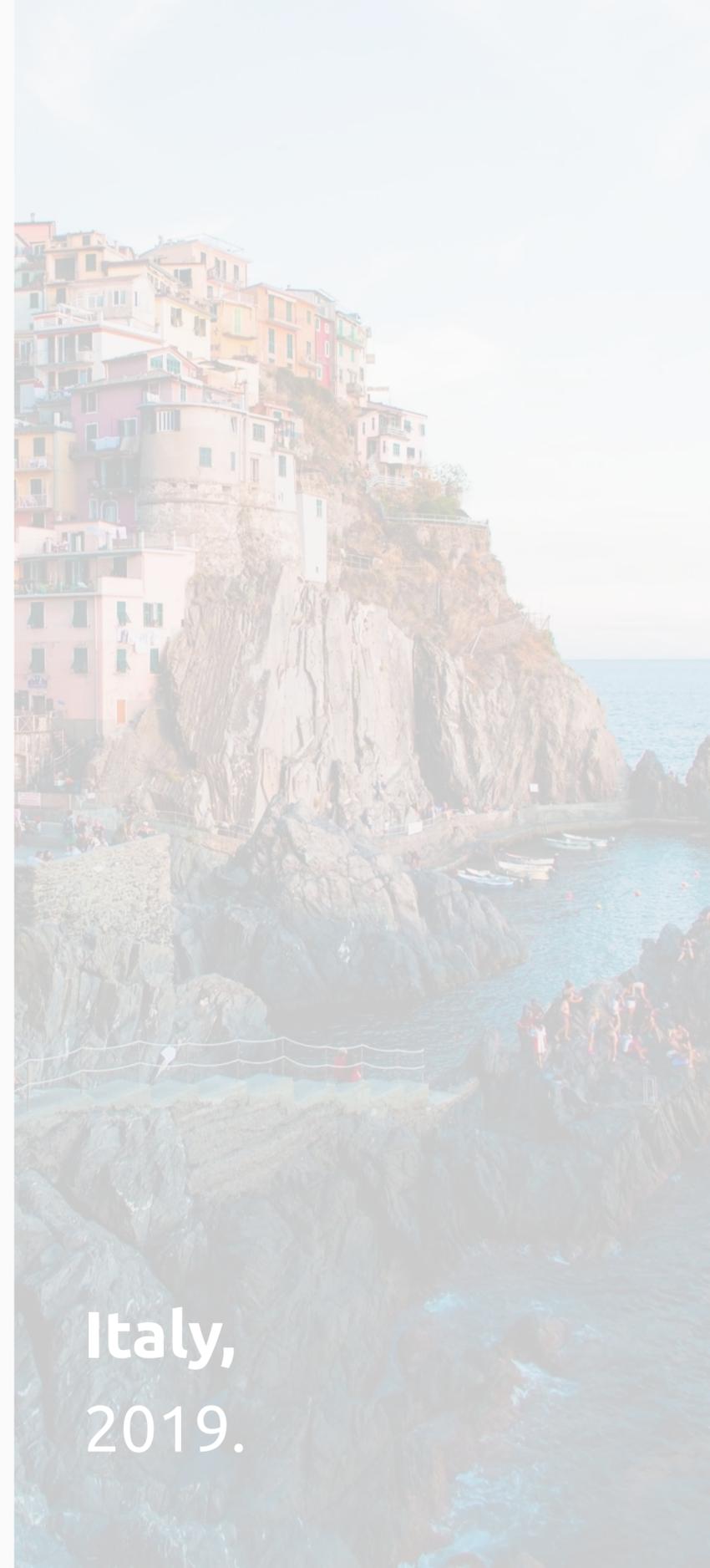
+17%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



**Italy,
2019.**



+63%
Growth in
bookings.



90%
International
students.



5,5 months
Avg. length
of stay.

Numbers



Germany,
2019.



+17%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



Italy,
2019.



+63%
Growth in
bookings.



90%
International
students.



5,5 months
Avg. length
of stay.



Numbers

THOU-MIEUX

France,
2019.



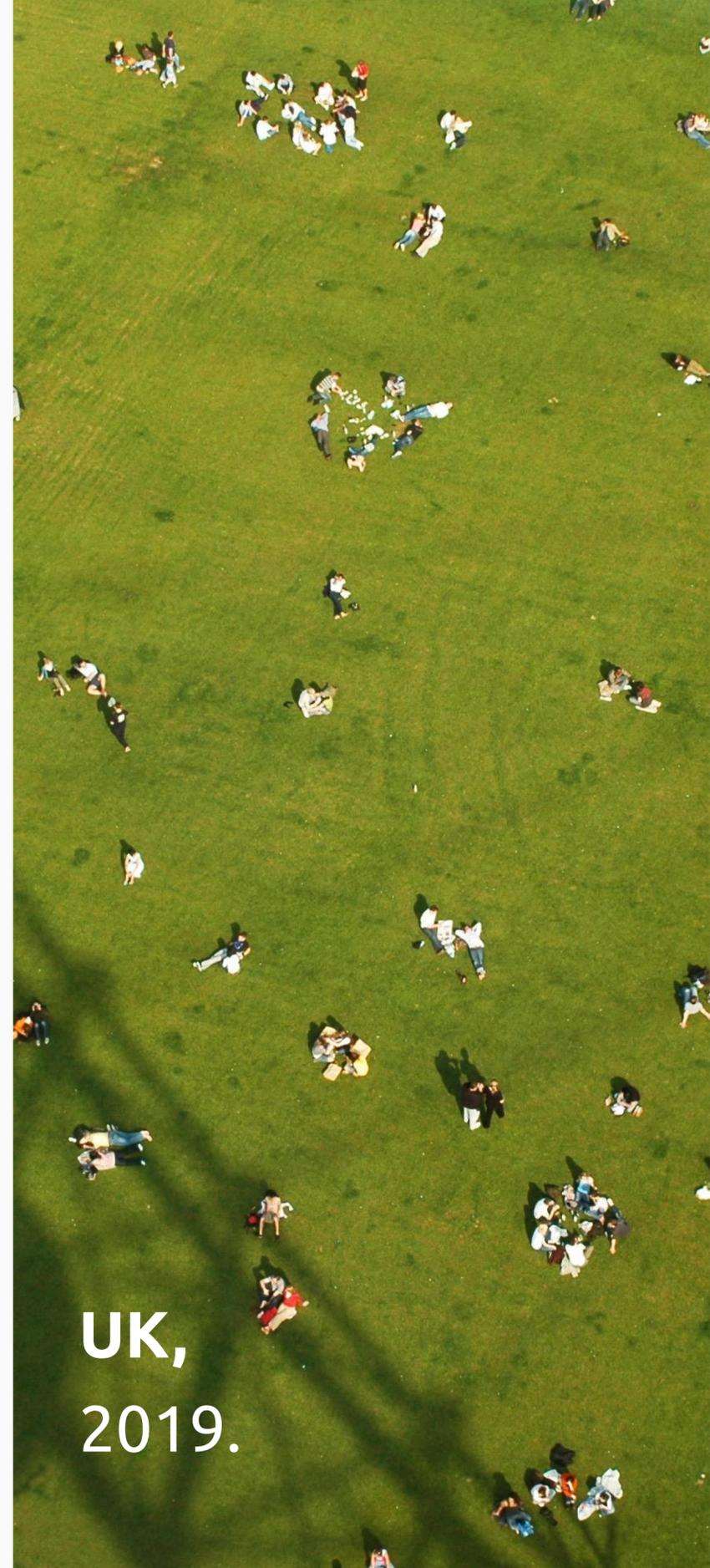
+23%
Growth in
bookings.



90%
International
students.



5,5 months
Avg. length
of stay.



UK,
2019.



+10%
Growth in
bookings.



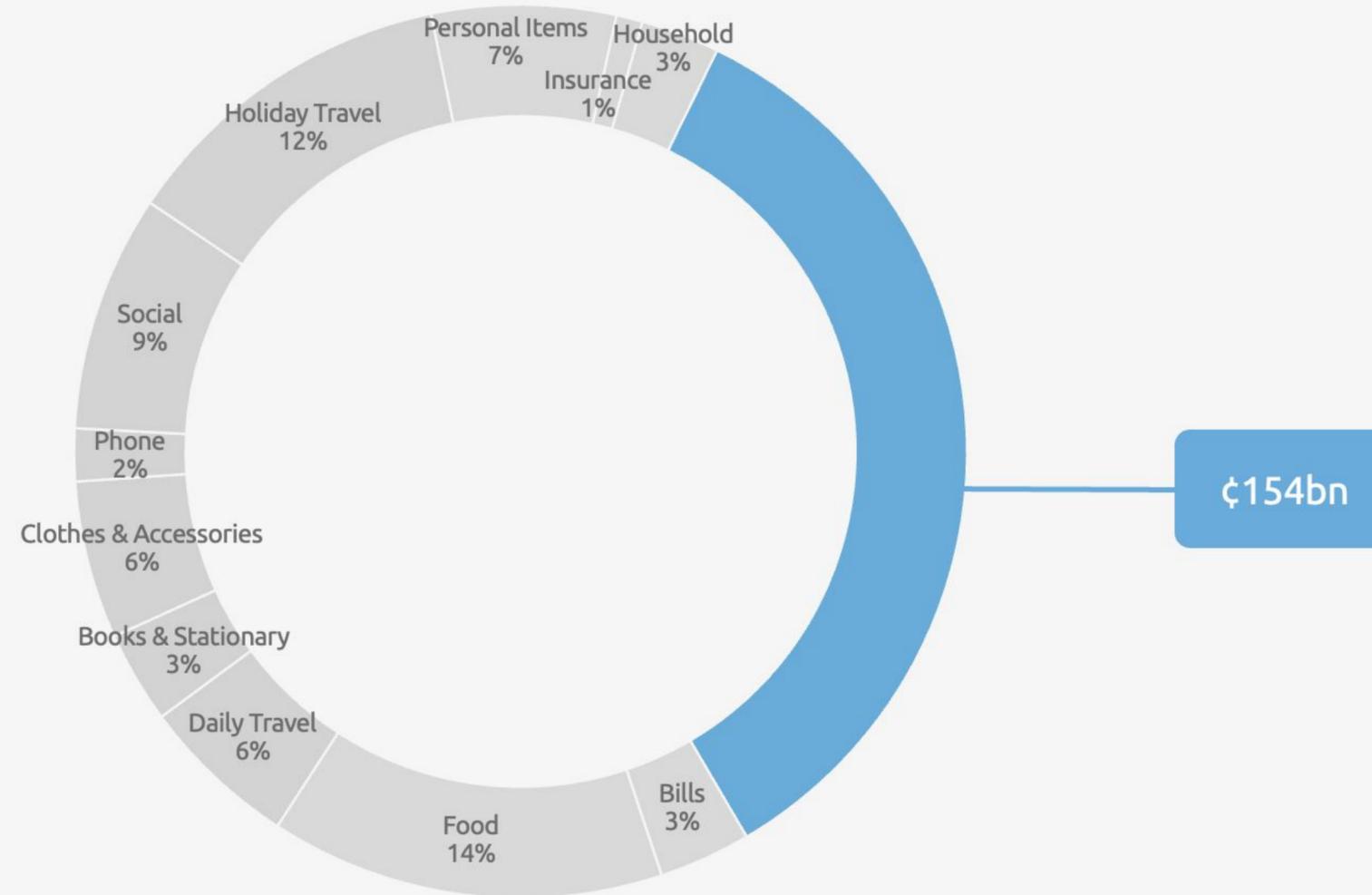
89%
International
students.



4,9 months
Avg. length
of stay.



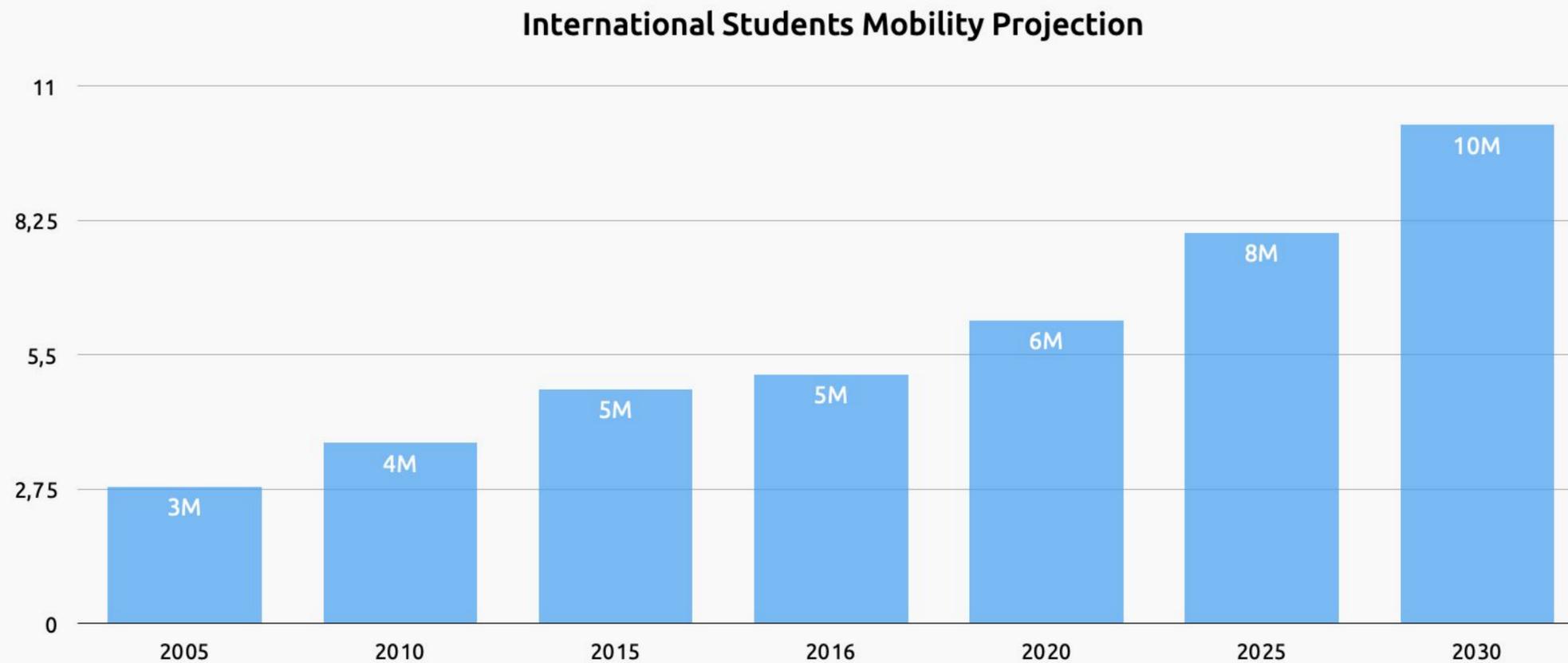
Students in the rental sector spend over €154bn every year.



It's 10% of the global rent market.



In just 10 years (2006-2019), the international student population grew by almost 50%.



Source: Projections based on data from the UNESCO Institute for Statistics (UIS), January 2019 - expected to increase by 5,1% / year;

In the year,
2019.



160 million

University student
population.



5 million

International
students

Source: UIS, ICEF



By
2025.



263 million

University student
population.



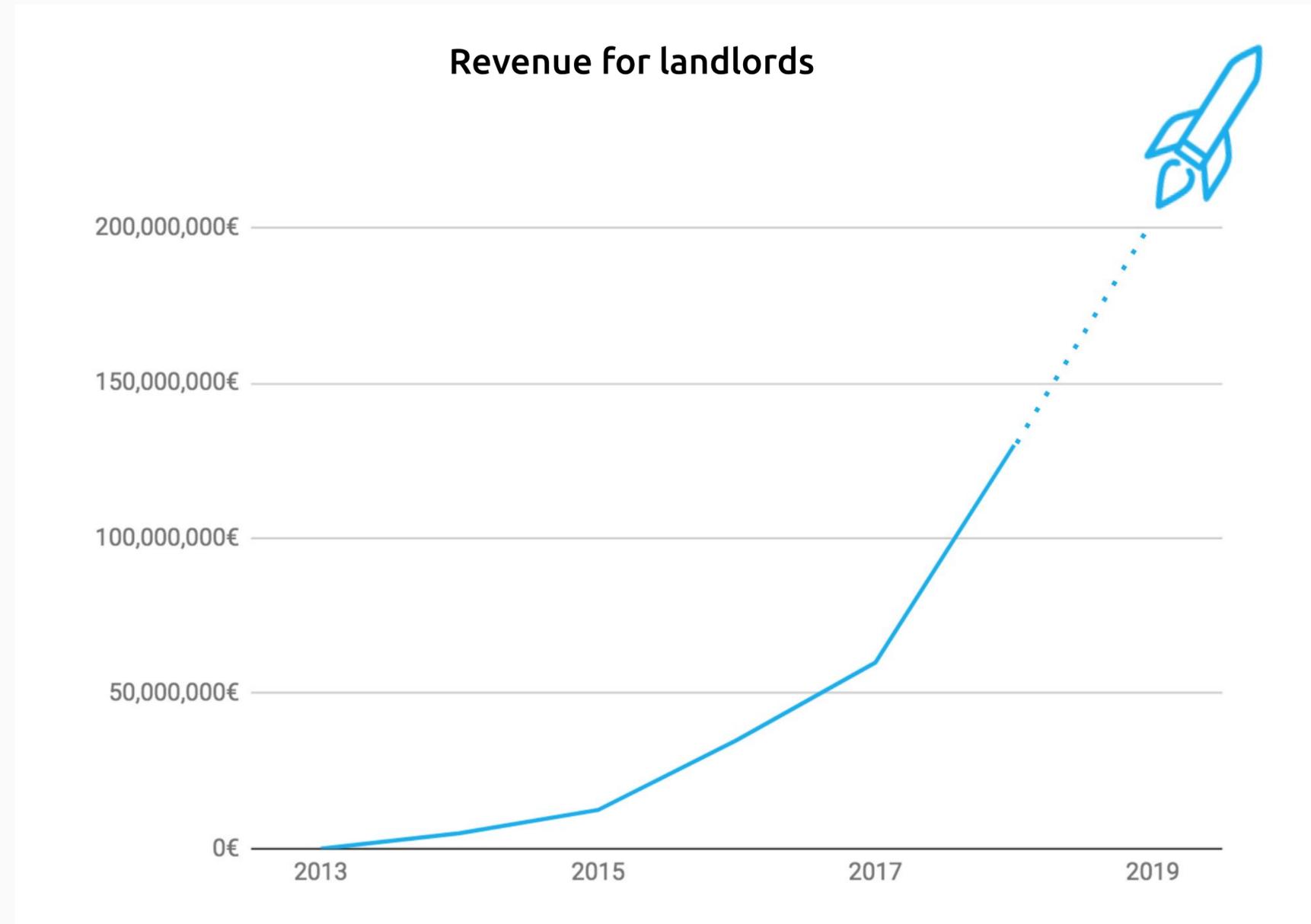
8 million

International
students

Source: UIS, ICEF



We create a **stable source of income for our landlords.**



€200M generated for landlords by the end of 2019.



Thank you!