

Welcome!



What's
Uniplaces?

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.**

Accommodation is the first step in a student's journey,
and represents the largest portion of living cost...

... but this market **was** poorly served.

PART 1

The traditional rental market



Tenants

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

Market

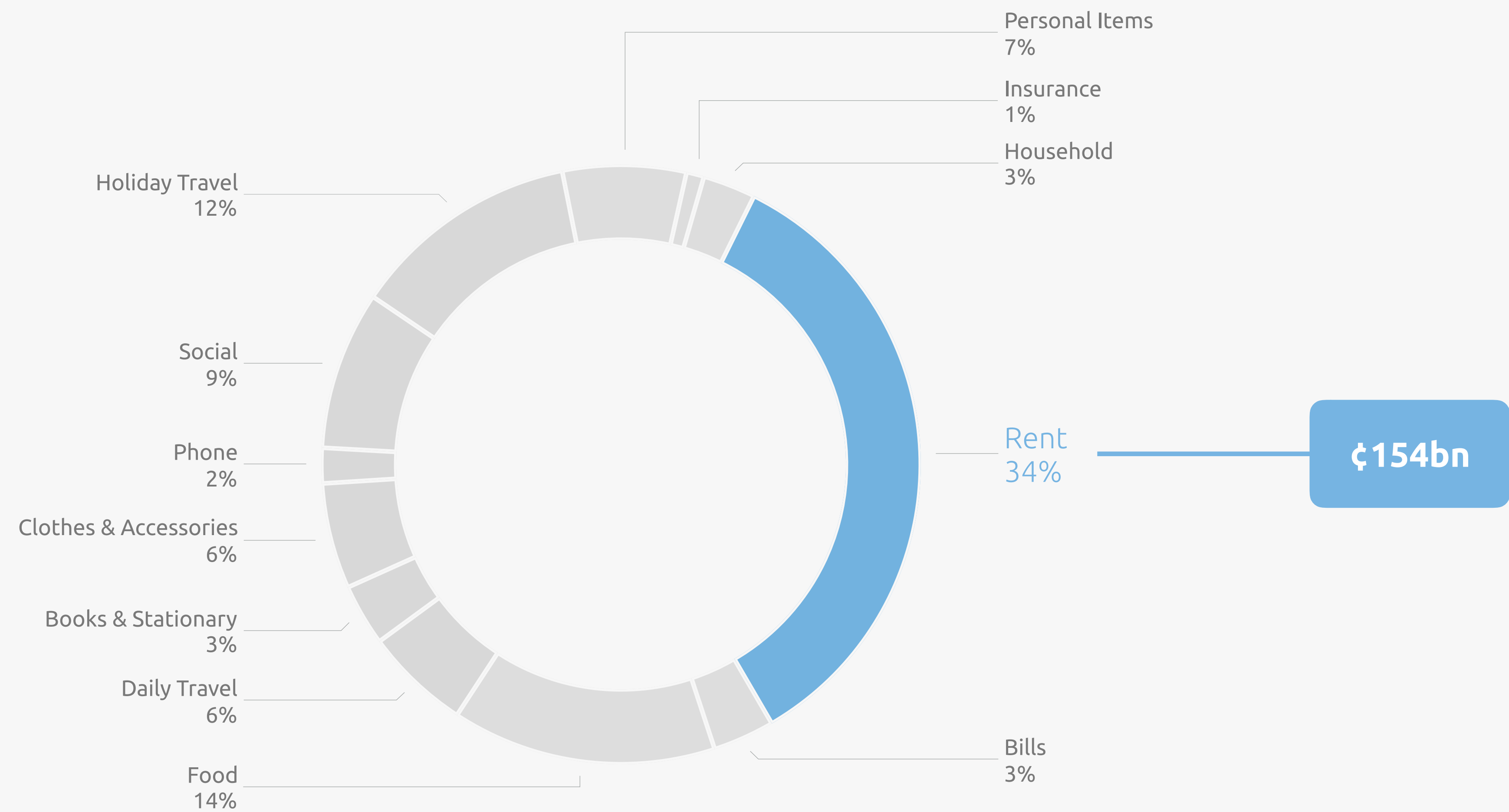
- ↳ **Offline**;
- ↳ **Not transparent**;
- ↳ Highly **fragmented**.



Landlords

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

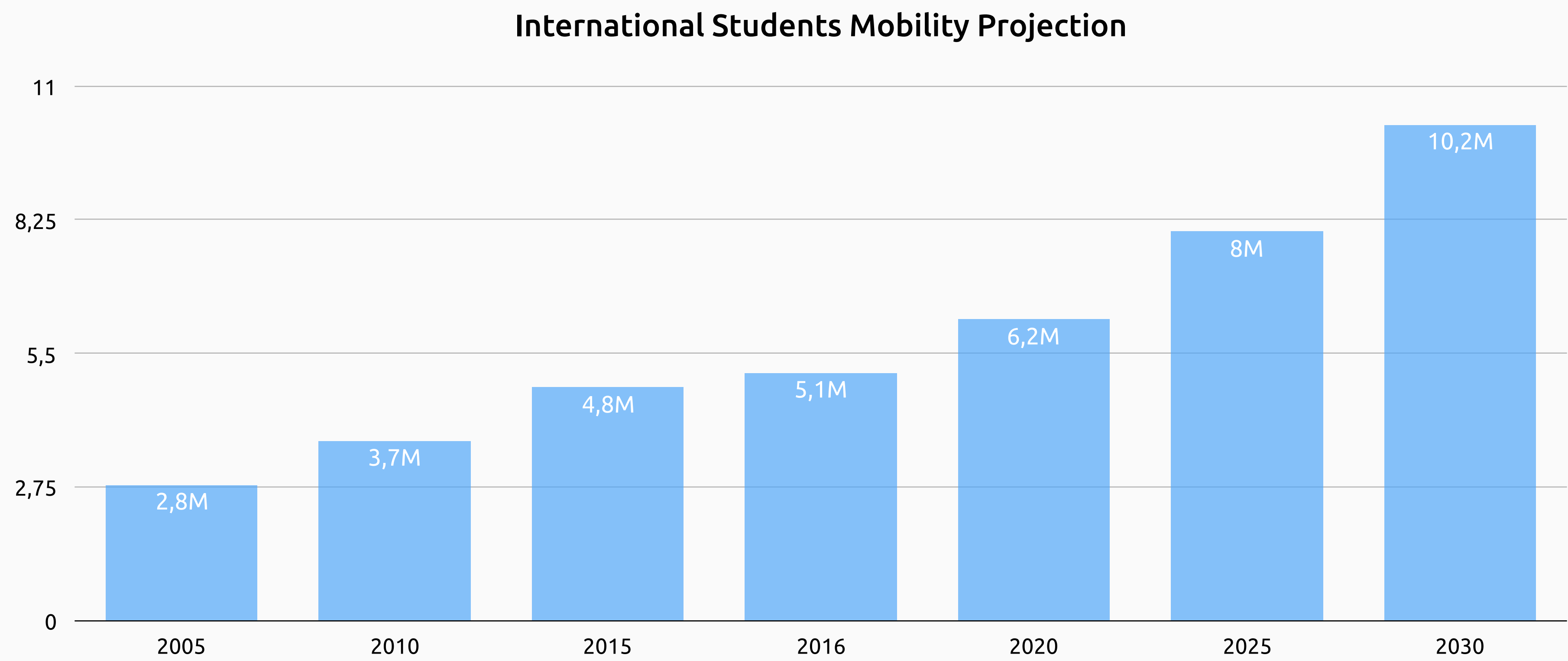
Students in the rental sector spend over €154bn every year.



*Student Money Survey 2014. **Uniplaces Opinium Survey 2015

It's 10% of the global rent market.

In just 10 years (2006-2016), the international student population grew by almost 50%.



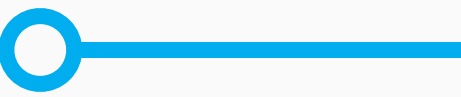
Source: Projections based on data from the UNESCO Institute for Statistics (UIS), January 2019 - expected to increase by 5,1% / year;

A photograph of three men lying on their stomachs on a beige carpeted floor. They are positioned in a row, each resting their head on a white pillow with a blue and yellow geometric pattern. The man on the left is wearing a grey button-down shirt and is smiling. The man in the middle 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. The text 'Ben, Mariano and Miguel, 2013.' is overlaid in the top left corner in a white, sans-serif font.

**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.



2013

Uniplaces was born

London and Lisbon Offices 2013.

2014

€2.8 million investment 2014

Uniplaces' third office in Europe opens.

2015

€24 million investment 2015

Series A

2016

New Lisbon Office Opens

Considered one of the world's coolest offices.

2017

6 million nights booked

2013 – 2017.

2018

More than €130 million in rent

Generated for our landlords.

2019

40th city

Strasbourg, France



Source: UIS, ICEF

In
2018.



160 million
University student
population.



5 million
International
students

By
2025.



263 million
University student
population.



8 million
International
students

Today, Uniplaces is the **largest online platform for mid to long-term** accommodation in Europe.

Today, Uniplaces is the **largest online platform for mid to long-term** accommodation in Europe.

And it's not only a platform for students, but also for **professionals, families and anyone** who wants to book a home.

Our service

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.

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

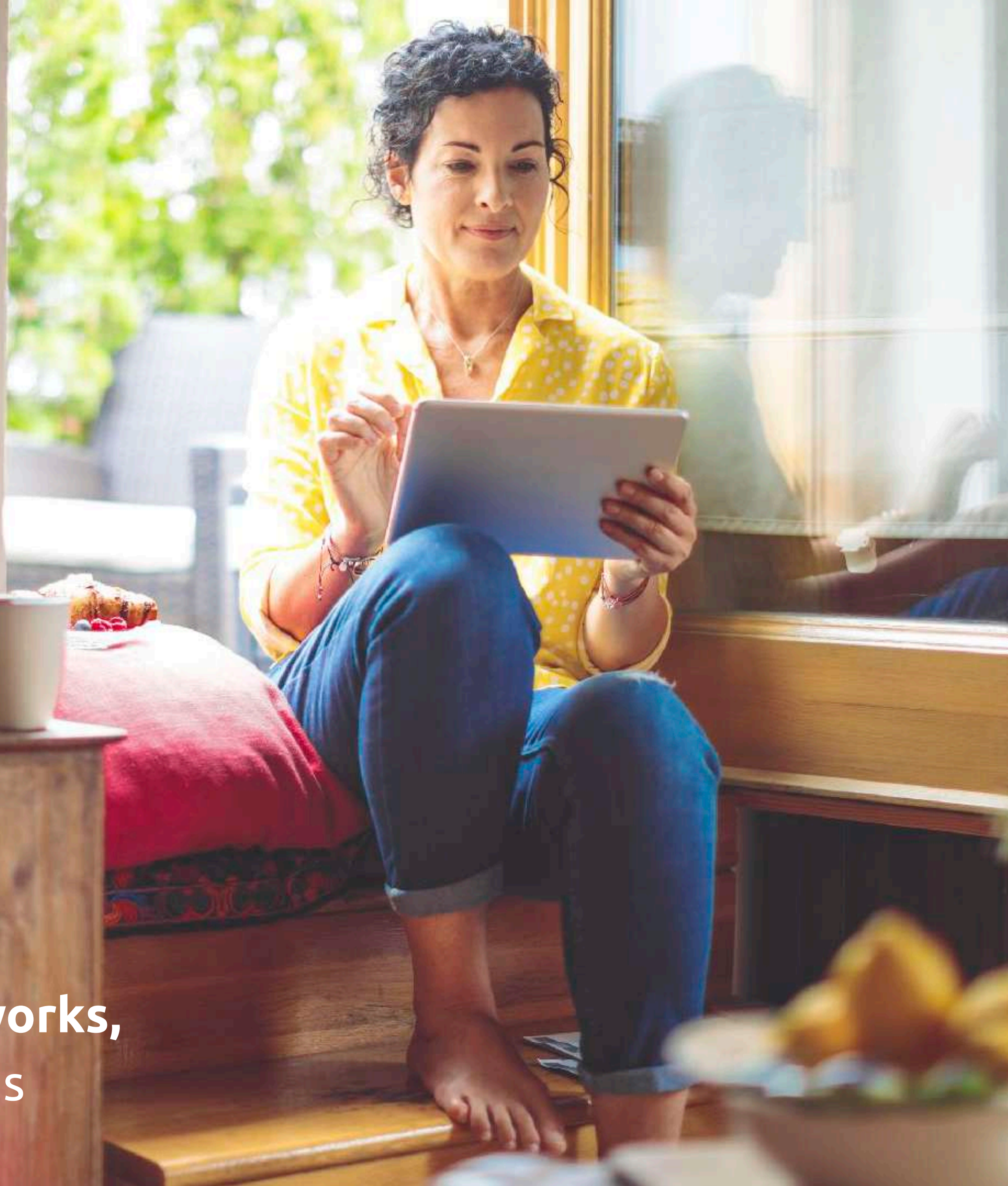
Customer Support in different languages.

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.



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

The logo for trivago, featuring the word "trivago" in a lowercase, sans-serif font. The "tri" is in blue and "vago" is in orange.The logo for ATOMICO, featuring a stylized black circle with a white dot inside, followed by the word "ATOMICO" in a black, uppercase, sans-serif font.The logo for SUPERCELL, featuring the word "SUPERCELL" in a bold, black, uppercase, sans-serif font, stacked in three lines: "SUP", "ERC", and "ELL".The logo for Zoopla, featuring the word "Zoopla" in a purple, lowercase, sans-serif font.The logo for King, featuring the word "King" in a stylized, orange, cursive font.The logo for octopusinvestments, featuring the word "octopus" in a black, lowercase, sans-serif font, followed by "investments" in a smaller, black, lowercase, sans-serif font.

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

ISCTE IUL
Instituto Universitário de Lisboa



B | Università
Bocconi
MILANO



LUISS Università
Guido Carli



**Imperial College
London**

NOVA
NOVA SCHOOL OF
BUSINESS & ECONOMICS



Uniplaces is **constantly growing** in every country.

Uniplaces is **constantly growing** in every country.

We operate in more than 40 cities **with a strong focus on...**



Lisbon,
Portugal



Porto,
Portugal



Coimbra,
Portugal



Madrid,
Spain



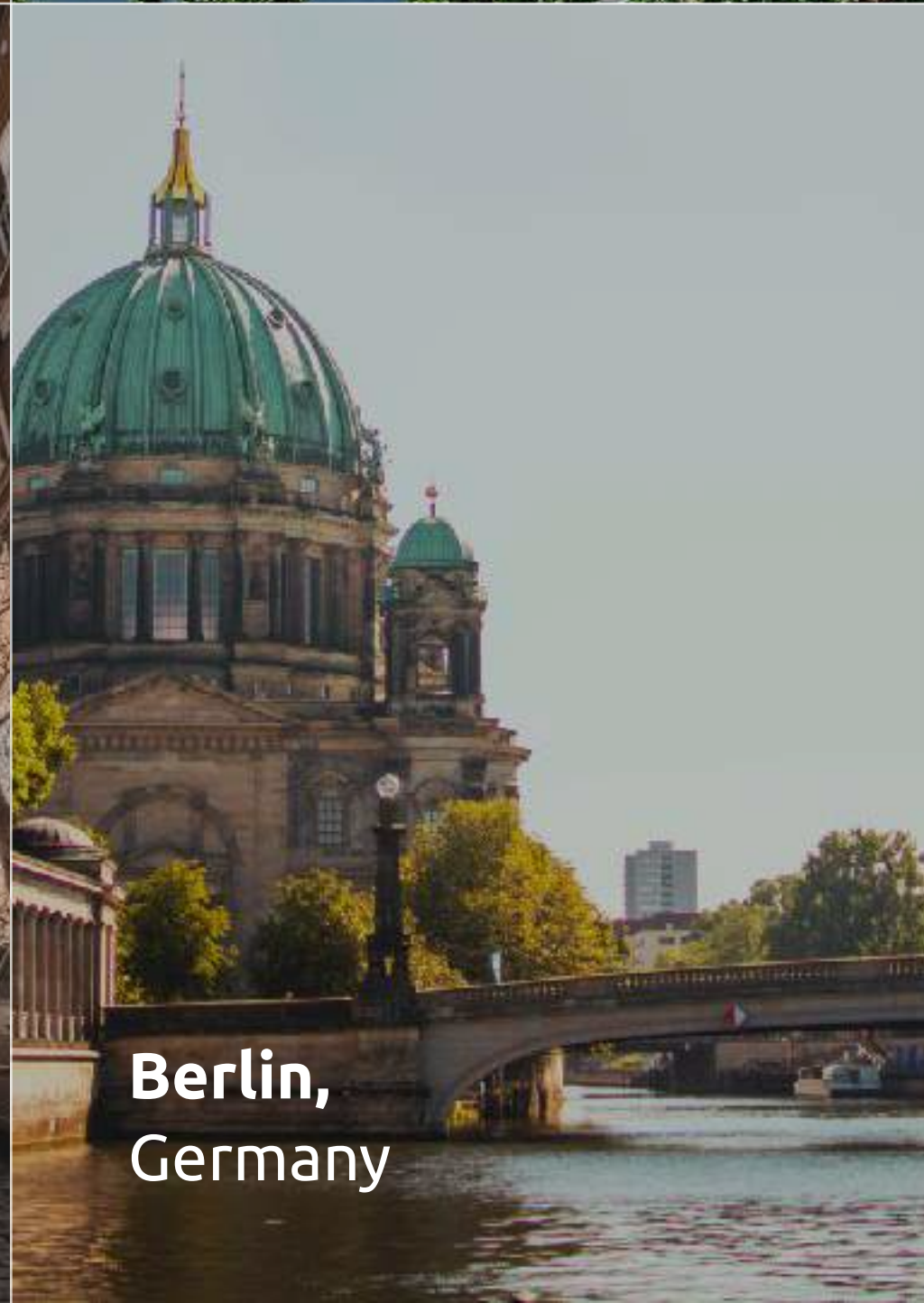
Barcelona,
Spain



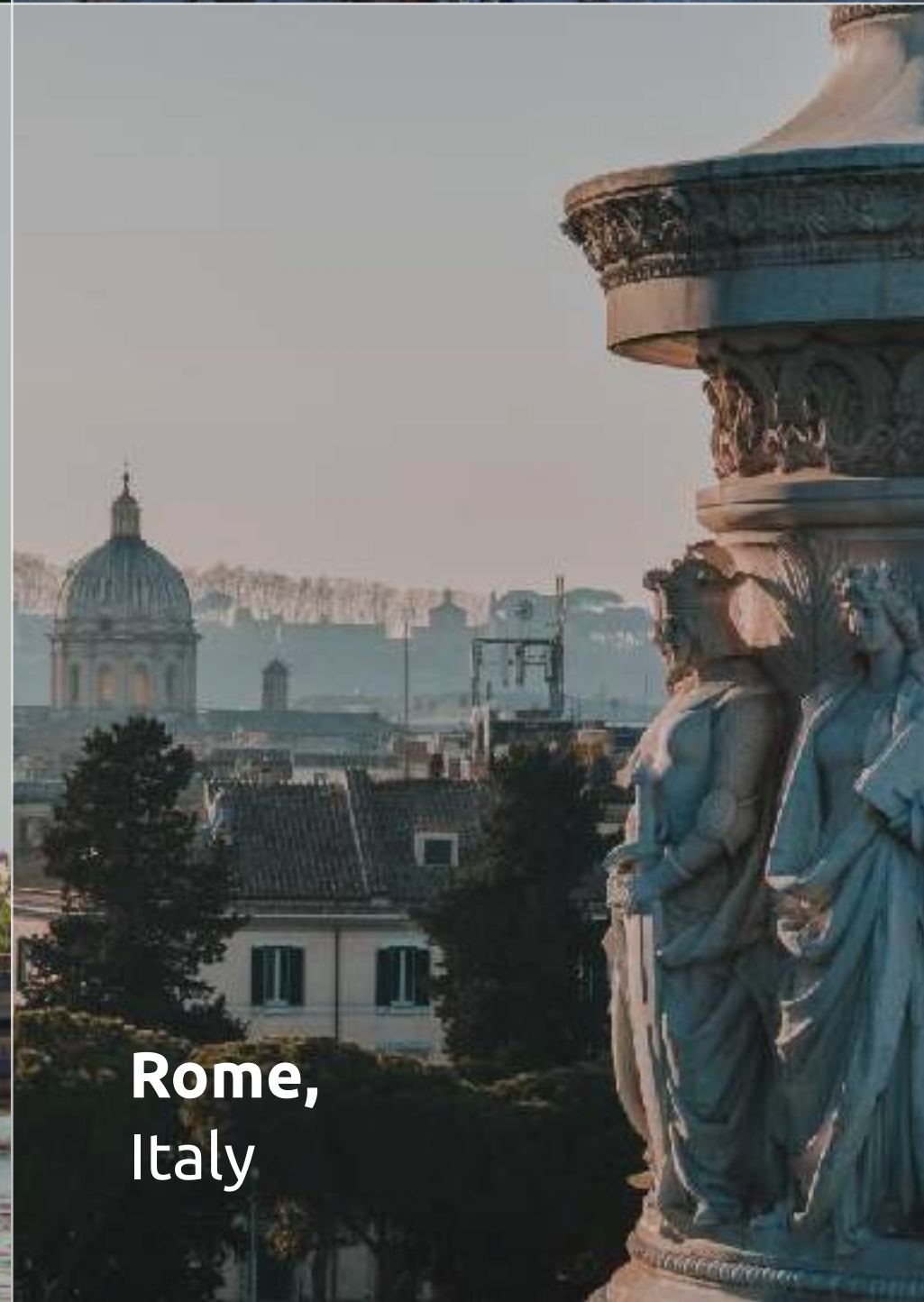
London,
UK



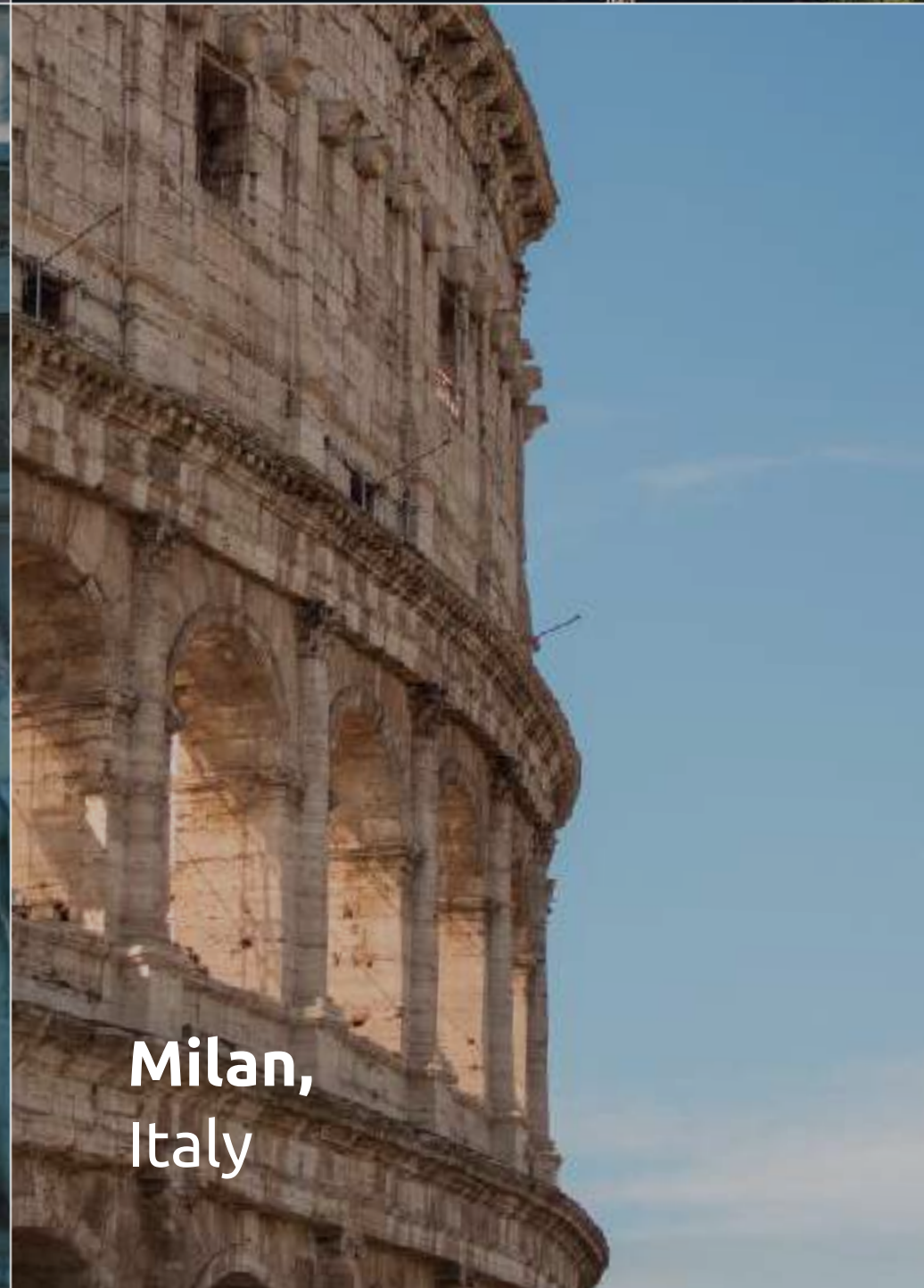
Paris,
France



Berlin,
Germany



Rome,
Italy

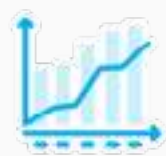


Milan,
Italy



Numbers

Portugal,
2018.



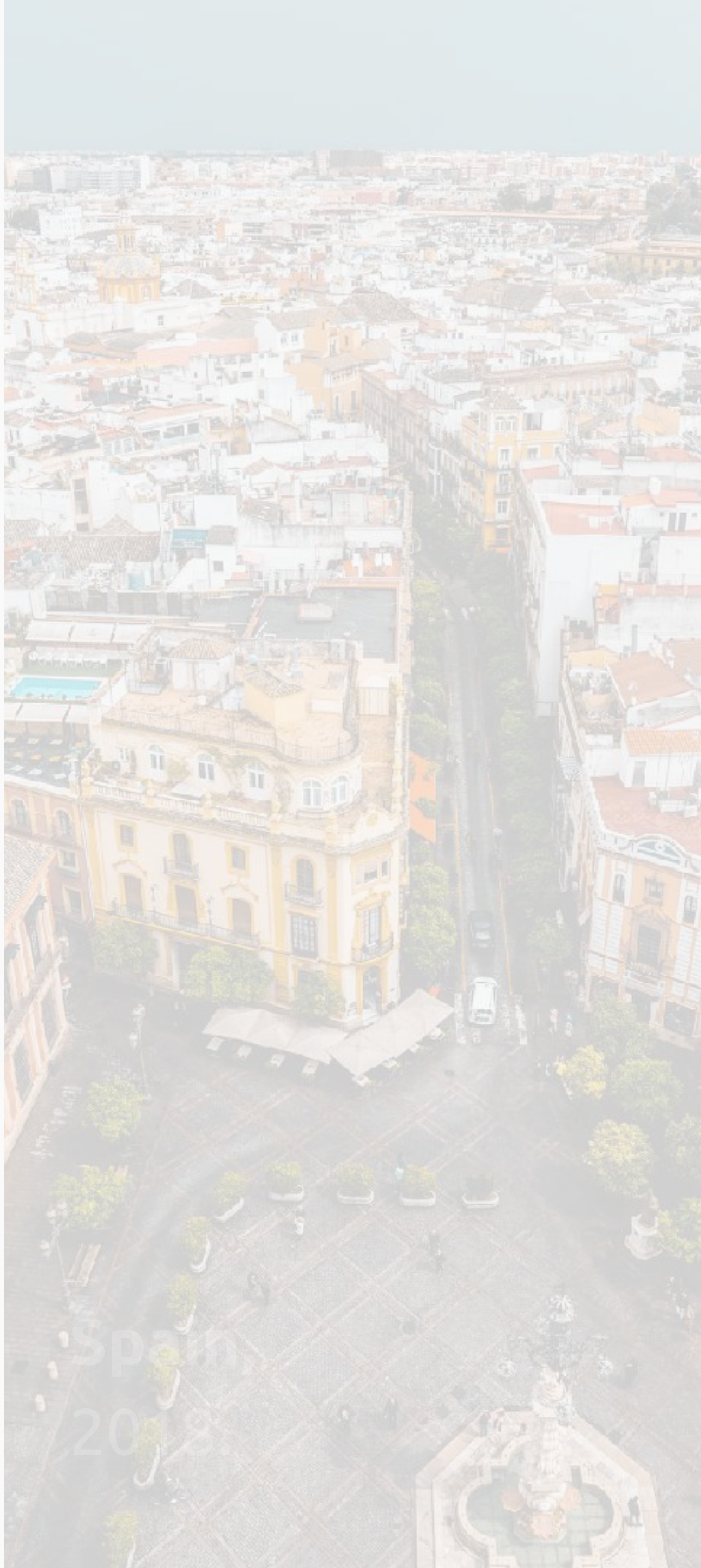
+10%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



Spain,
2018.



+11%
Growth in
bookings.



90%
International
students.

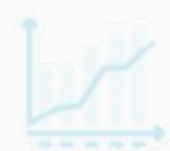


4,9 months
Avg. length
of stay.



Numbers

Portugal
2018



+10%
Growth in
bookings.



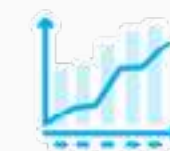
89%
International
students.



4,9 months
Avg. length
of stay.



**Spain,
2018.**



+11%
Growth in
bookings.



90%
International
students.



4,9 months
Avg. length
of stay.

Numbers

Germany,
2018.



+10%
Growth in
bookings.



89%
International
students.



4,9 months
Avg. length
of stay.



+63%
Growth in
bookings.



90%
International
students.



5,5 months
Avg. length
of stay.

Italy,
2018.

Numbers



Germany,
2018.



+10%
Growth in
bookings.



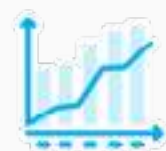
89%
International
students.



4,9 months
Avg. length
of stay.



Italy,
2018.



+63%
Growth in
bookings.



90%
International
students.



5,5 months
Avg. length
of stay.

Top Nationalities

- 🇧🇷 14% BR
- 🇮🇹 9% IT
- 🇪🇸 8% ES
- 🇵🇹 8% PT
- 🇫🇷 8% FR

Source. 2019.

Tenants



17.430
Tenants

Source. 2019.

Stays



5,2 months
average stay

Source. 2019.

Global



78%
International

Source. 2019.

Who books?

63,3% Students
29,0% Professionals
7,7% Others

Today.

Nights booked

More
than 13 million
nights booked

Today.

Rooms

More
than 150,000
rooms available

Today.

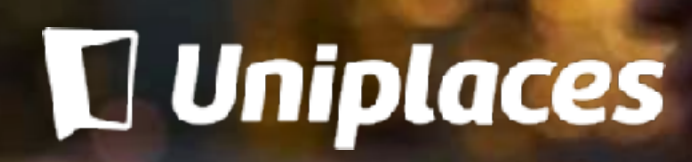
Landlords

More
than 20,000
landlords

Today.



More than 15 nationalities working together towards one single goal, to help people find a home and have the best experiences of their lives.



Thank you!