

UNLOCK YOUR BUILDING'S TRUE POTENTIAL

BUILDING THE BEST HOUSING EXPERIENCE, ANYWHERE



HABYT:

CO-LIVING THE ASSET CLASS OF THE FUTURE

Our mission at **Habyt** is to **build the housing experience of the future: simple, beautiful, and community-focused.**

Join us in changing the way young professionals are experiencing a co-living lifestyle with its flexibility and convenience.

With a high degree of digitalization, our developed tech platform becomes one of our greatest assists in providing tenants a seamless experience, and operating buildings in a more efficient way, maximizing revenues.

Help us create **strong, dynamic, and inspiring communities** among our houses.

And through the co-living concept, get **better returns** for your assets.

HABYT:

30.000
UNITS
IN 2023

14
GLOBAL
MARKETS

50+
LIVE CITIES

95%
OCCUPANCY



WE'RE THE GLOBAL LEADER IN CO-LIVING

The most experienced intercontinental operator

10+ YEARS OF
EXPERIENCE

~300 EMPLOYEES

~16K SIGNED ROOMS
IN PIPELINE

LARGEST CO-LIVING BUILDING IN EUROPE

Habyt is operating over 400 rooms on one site

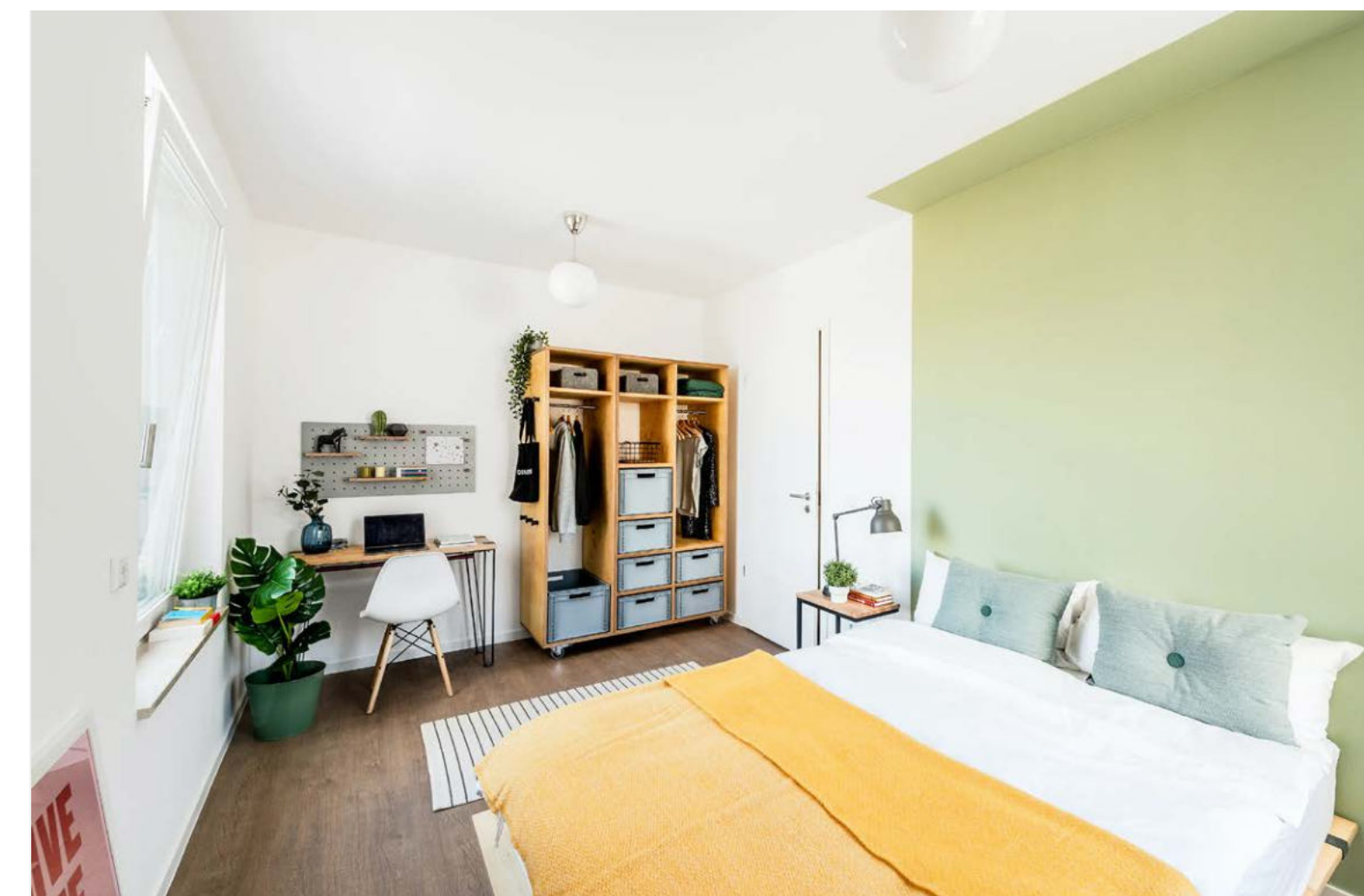
 Klara-Franke-Straße, **Berlin**

413 ROOMS

129 APARTMENTS

10.132 TOTAL AREA (SQM)

- Property was launched in Q3 2019 and is fully booked
- Large community areas on the top floor with kitchen and lounges
- Habyt organizes community events for all tenants
- Well located in Berlin Mitte, just nearby the main station



DIFFERENT RENTAL POSSIBILITIES

Two core products to
address full rental cycle
of young professionals

PRODUCT

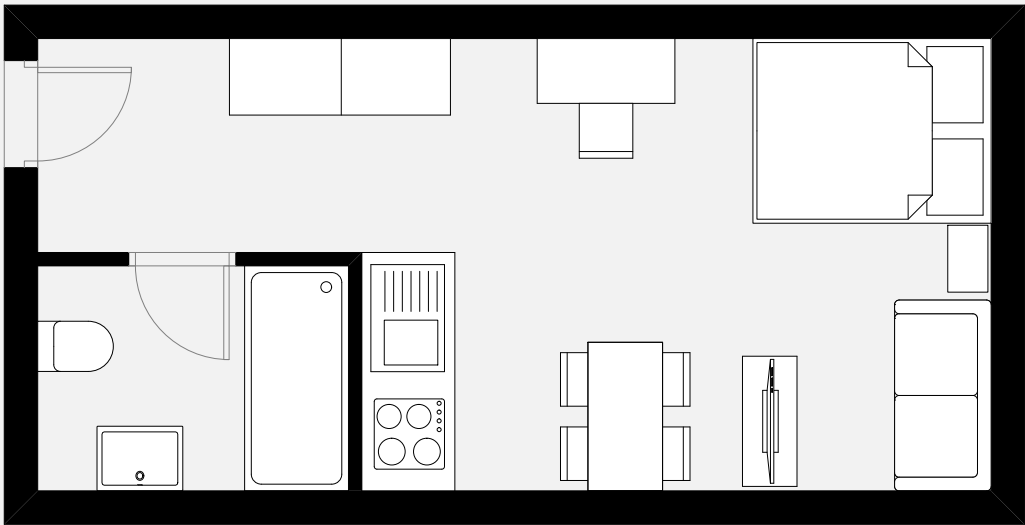
FEATURES

PROPERTY TYPE

ASSET TYPE

RENTAL PERIOD

CONTRACT TYPE



STUDIOS

Private studio with ensuite bathroom

Fully furnished & fully equipped kitchenette

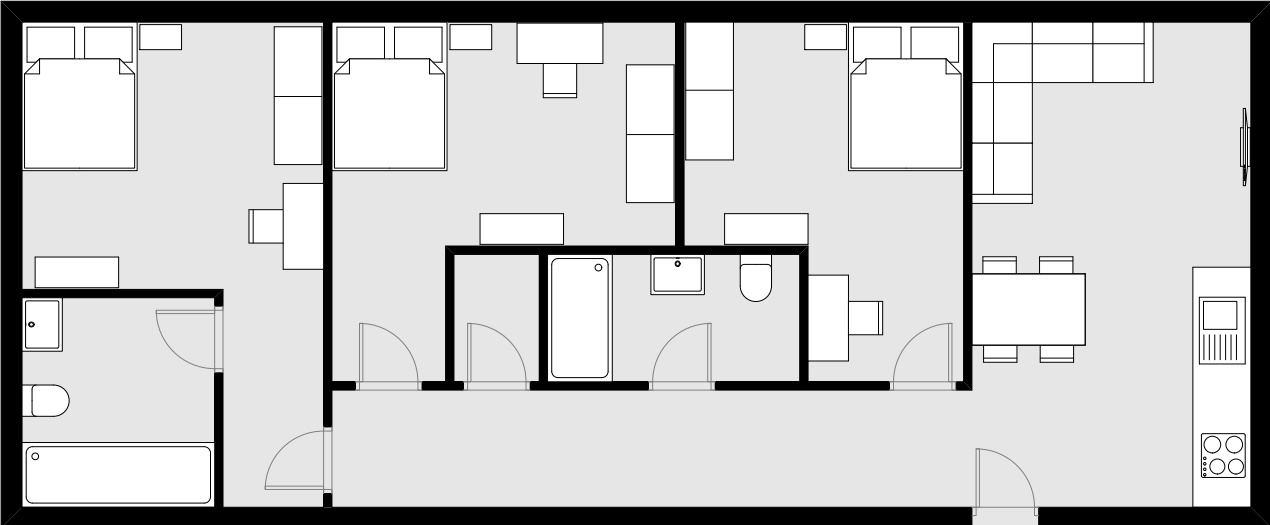
Full buildings, hotel/office redevelopment

Commercial

Short & medium term

Management agreement or lease contract

HABYT:



CO-LIVING

Room in shared flat with shared bathroom

Fully furnished & fully equipped kitchen

Full buildings, apartment portfolios

Residential

Medium term

Management agreement or lease contract

BENEFITS TO THE OWNER

Building a long-lasting business

HIGHER RETURN

Our unique tech product enables us to leverage the innovative business model both maximizing revenues and minimizing costs

PROFESSIONAL COUNTERPART

We provide operational excellence in the maintenance and management of the building, and transparent account management with landlords and tenants

...AND MUCH MORE

- We ensure a positive environmental impact (ESG) on the planet with our operations and practices
- Our internal design team supports the landlord in optimizing the space, based on our deep experience and data

PARTNERSHIP STRUCTURE

A simple and efficient process
to partner with Habyt

OPERATING AGREEMENT STRUCTURE

▶ Contract type

▶ Contract duration

▶ Asset size / number of beds

▶ Locations

▶ Asset type

▶ Free rent

▶ Security

▶ FFGE

TERMS

- ▶ Management agreement to maximize the return of the asset
- ▶ Lease agreement to ensure a stable and guaranteed cash flow

▶ 10 years + option

▶ 2.500 m2 - 12.500 m2 / 100 – 500 beds

▶ Major global cities

▶ Commercial or residential

▶ Subject to deal evaluation

▶ 3 months net rent deposit

▶ Initial landlord contribution allows us to offer attractive rent levels above market

HOW WE DO IT

Our goal is to maximize revenues generated per sqm while providing a seamless experience to our tenants

HABYT:

INNOVATIVE BUSINESS MODEL

Our co-living business model allows us to improve space density, generating more revenues per sqm than any other solutions

TECHNOLOGY & AUTOMATION

Our technology allows customers to enjoy a seamless & fully digitalized experience

CENTRALIZED OPERATIONS

Our Sales, Member Service and Tech teams are all centralized, allowing us to ensure efficiency and best-in-class processes

COMMUNITY-FOCUSED BRAND

Our brand is becoming more and more relevant to our customer base, allowing us to build an ecosystem around the housing product

A BEAUTIFUL PRODUCT

To meet the needs of all young professionals

HABYT:



BUT THERE IS MORE TO COME

The currently signed pipeline of 16.000+ units will allow Habyt to diversify its portfolio and become the biggest living platform in the world



BERLIN

UNITS: 236
LIVE: Q2 2023
PRODUCT: CO-LIVING, STUDIOS



GRAZ

UNITS: 218
LIVE: Q2 2023
PRODUCT: CO-LIVING, STUDIOS

MADRID

UNITS: 128
LIVE: Q3 2023
PRODUCT: CO-LIVING



BARCELONA

UNITS: 846
LIVE: Q2 2025
PRODUCT: CO-LIVING, STUDIOS



WE WORK WITH STRONG PARTNERS

Track record of institutional real estate landlords,
who have been working and trusting us for years



MOST SUCCESSFUL M&A STRATEGY IN THE INDUSTRY

Unparalleled operating expertise and stability driven by the acquisition of the best former-best in class local operator

GOLIVING

Markets: Germany
Closing: Q2 2020
M&A rationale: Expansion of the Berlin market

HABYT:



Markets: Spain
Closing: Q4 2020
M&A rationale: Market leadership in Spain



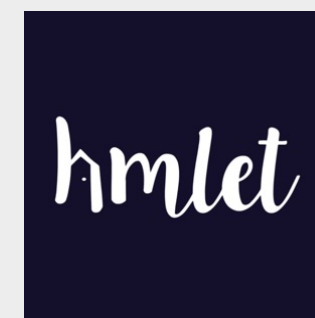
Markets: Germany & Netherlands
Closing: Q2 2021
M&A rationale: Market leadership in Germany & Netherlands



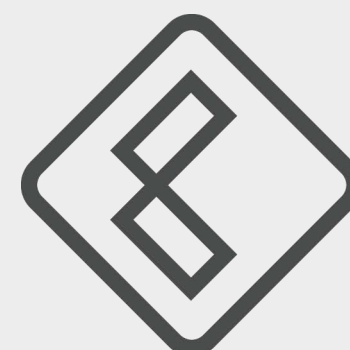
Markets: Germany & Switzerland
Closing: Q3 2021
M&A rationale: Consolidation of the German market.



Markets: Italy
Closing: Q1 2022
M&A rationale: Co-living market leadership in Italy



Markets: Singapore, HKG & Japan
Closing: Q1 2022
M&A rationale: Market entry in Asia



Markets: North America
Closing: Q1 2023
M&A rationale: Market entry in North America



HABYT:

**WE ARE BACKED
BY THE MOST
PROMINENT
INVESTORS IN
EUROPE & ASIA**

SEQUOIA 

 **MITSUBISHI ESTATE**

**BurdaPrincipal
Investments**



**VORWERK
VENTURES**

P1CUS CAPITAL



NORWEST | **VENTURE
PARTNERS**

WHERE WE'VE BEEN FEATURED

Forbes

TE

THE
WALL STREET
JOURNAL.

FORTUNE

Expansión

Il Sole
24 ORE

EjePrime
CINCO AÑOS

THE BUSINESS TIMES

TD THOMAS
DAILY



HABYT'S EMEA EXPANSION TEAM

Meet the team responsible for the
EMEA expansion of Habyt



Lasse Haarstark
Global Expansion |
Managing Director Germany &
Netherlands



Javier Fernández-Couto
Country Manager
Spain



Dani Garcia Fraga
Expansion Associate
Spain



Guilherme Lopes Da Costa
Country Manager
Portugal



Linus Voigtländer
Team Lead Expansion
Germany



Philipp von Stein
Senior Expansion Manager
Germany



Julian Hoffmann
Expansion Associate
Germany



Jan-Willem Buissant
Senior Expansion Manager
Benelux



Yannick Mastenbroek
Expansion Associate
Benelux



Alessandro Urbani
Expansion Manager
Italy



Filippo Ronfa
Expansion Manager
Italy



Vanessa Dianu
Expansion Associate
Italy



Lucabrandio Sanfillippo
Expansion Manager
New Markets



Alexis Rame
Expansion Manager
France

REACH OUT TO US!
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