

# WALQINN

## EXECUTIVE SUMMARY



### SNAPSHOT

- Property management platform with unique design & build capabilities
- Founded in Q2-2018, 30+ employees
- 6 cities, 140 properties, 600+ in pipeline
- Developed proprietary tech backbone
- 2.4X QoQ growth pre COVID-19, 2019 Revenue €1.2m
- 2021 rebound expected following COVID-19, from 2020F Revenue €0.8m to 2021F Revenue €4.2m
- "Rejected 7-figure takeover offer in 2019 from global strategic, given forward growth potential"
- Finalist for the "Best Property Management Company EMEA 2020" by Altovita



### SERIES A ROUND

- Seek to raise €1.5m for:
- Pan-European expansion (Organic and JVs)
- Further investment into in-house proptech platform
- Achieve critical scale in multiple markets and enhance service benchmark
- Marketing and brand image investments
- CAPEX Optimization



### MANAGEMENT

- Dino Karic- Co-Founder / CEO- Experience in Hotel Management; B.A Real Estate Finance & Revenue Management, GIHE Switzerland
- Ethan Benillouche- Co-Founder / Chief of Construction & Renovation; 3+ years experience in hotels; B.A Real Estate Finance & Revenue Management, GIHE Switzerland
- Senior Management Team recruited: Director of Sales, COO, HR Director, Customer Care Manager, Technology Advisor



### CONTACT DETAILS

Thalassa Consulting and Governance GmbH  
 Poststrasse 14, 6300 Zug, Switzerland  
 +385 95 524 0795 / dino@thalassacg.com  
 walqinn.com

### VISION / ELEVATOR PITCH

We enable property owners to unlock the true value of their assets & maximize investment returns, by creating & managing timeless hospitality concepts to capture the new way to work, live & travel.

### PROBLEM

Whilst both real estate investors and travellers recognize the value of alternative accommodations, significant barriers remain omnipresent today.



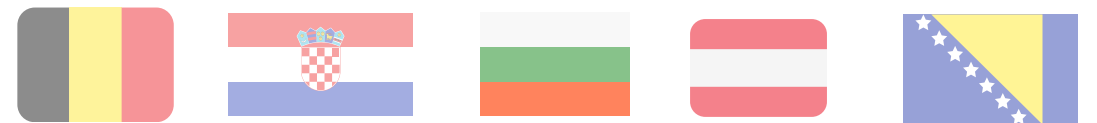
- Fast changing trends
- Lack of operational expertise
- Inconsistent demand
- Unrealized potential due to scale

- Seek more flexibility
- Inconsistent quality & support
- Seek easier access to community
- Lack of extra services & support

### SOLUTION & VALUE PROPOSITION

We offer a tech-first, end-to-end property management solution, underpinned by flexible fee and service arrangements to suit a wide range of property owners and investors. Tenants can easily access forward-thinking and unique living spaces, coupled with consistently high levels of quality, a community-first approach and value-added services tailored to their preferences

### TRACTION



We operate within the fragmented European market, with a significant existing toehold in the most significant markets within SEE; notably, this presents a time-critical opportunity with no material international competitors in the region yet

**SINGLE & MULTIUNIT PROPERTIES**

*LTV / CAC: 17.6*



€11,480 LTV

€650 CAC

**>30 UNIT BUILDINGS (NEW MARKETS)**

*Minimum LTV / CAC: 9.6*



€385,000 LTV

€40,000 CAC

**>30 UNIT BUILDINGS (SCALED MARKETS)**

*Minimum LTV / CAC: 19.3*



€385,000 LTV

€20,000 CAC