Brand new apartments and penthouses in Nueva Andalucía from 235.000 euros

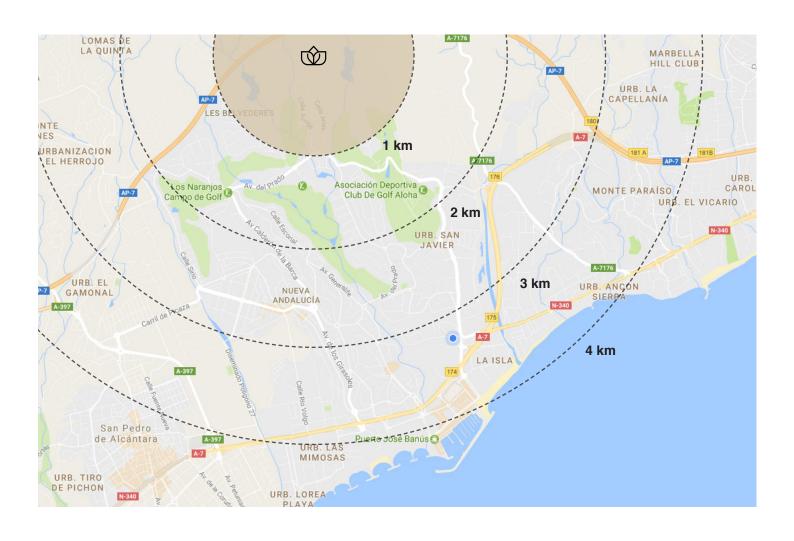


A secure, gated development with two outdoor pools, indoor parking & children's play area.



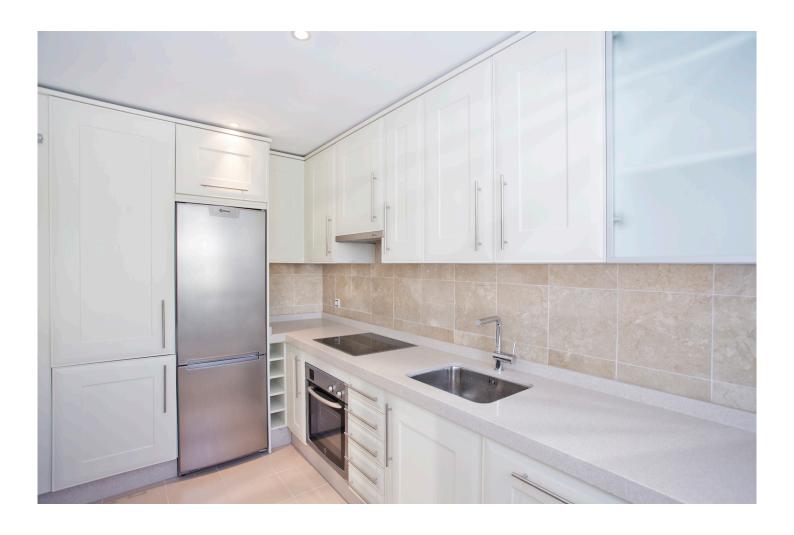
A community in the heart of golf valley just a few minutes drive to Puerto Banús.

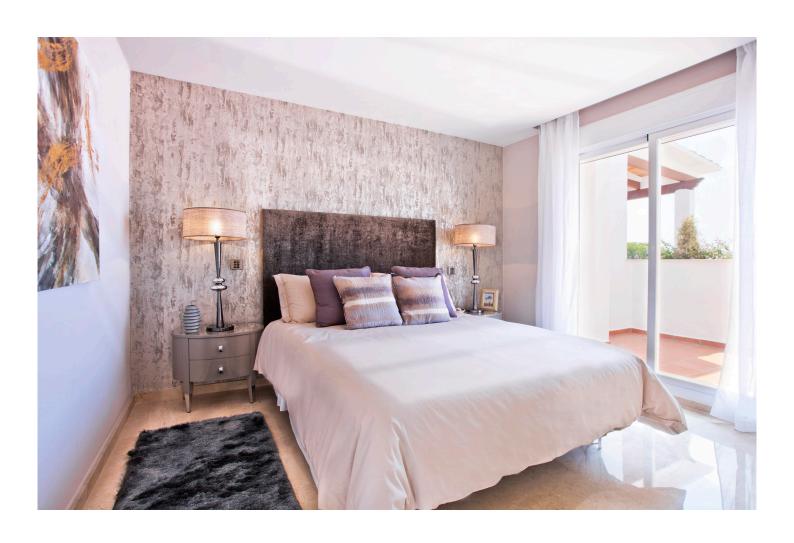




High quality finishes including marble floors, fire places, built in wardrobes and domotics.



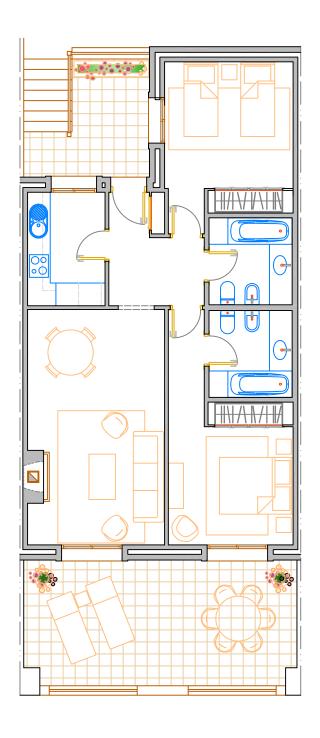








Type One
Standard 2 bedroom apartment,
90m² built plus 13m² terrace.

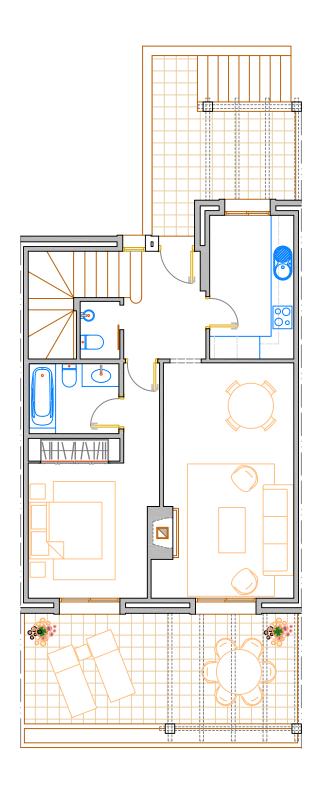




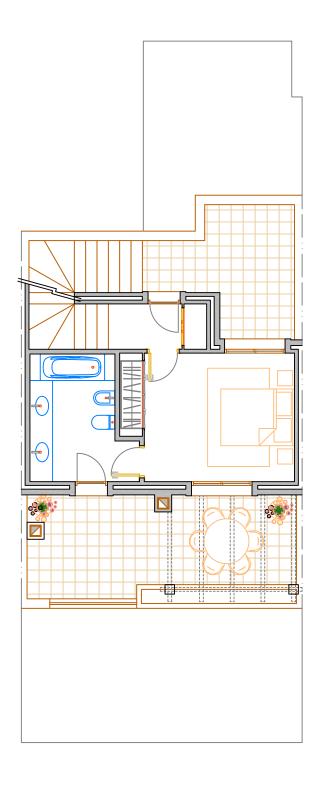
Type Two

Triplex 2 bedroom penthouse,

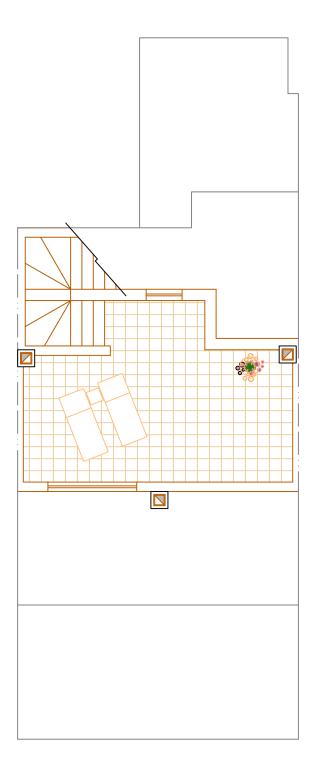
105m² built plus 24m² terrace.









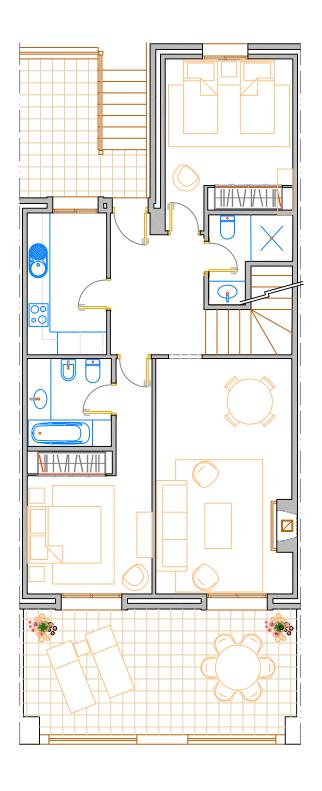


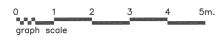


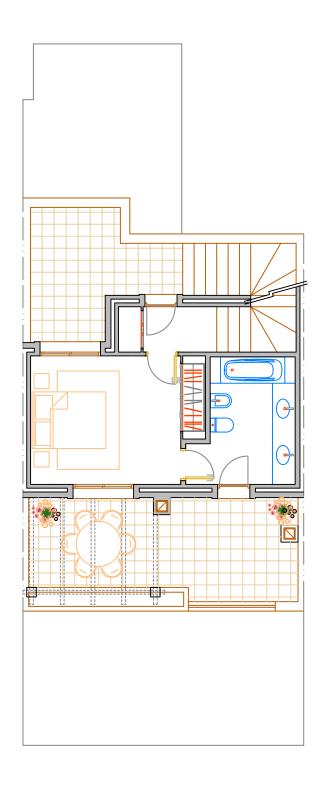
Type Three

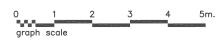
Duplex 3 bedroom penthouse,

110m² built plus 60m² terrace.













## THIS DOCUMENT IS ADDRESSED TO THE OWNER AT ALOHA ROYAL

I would like to introduce our company **'Vanderlis Hospitality Management' (VHM)** to you. It is part of the Avantum Group, a company dedicated to Hotel and Tourist Apartment management and development.





### **MANAGEMENT**

In Vanderlis HM, we would like to show our sincere interest in managing your apartment/s located in the Aloha Royal gated urbanization. Our Management service includes every service that derives from the management and utilisation of Apartments for their use as short-term accommodation.

Our financial proposal consists in offering the owners the maximum profitability achievable from the rental of their apartments. In order to accomplish this, only the specific costs of commercialisation, management and use, together with the relevant VAT (10%) will be deducted from the price paid by the clients, crediting the owner with the remaining amount as rent. This would result in payment percentages that are as optimised as possible.





In order to make your apartment profitable, we offer a FIXED income of **15.000** € (**EUROS**) per annual basis paid in 12 monthly equal instalments of 1.250 €\* (EUROS) for a 2 Bedroom Apartment, **18.000** € (**EUROS**) per annual basis paid in 12 monthly equal instalments of 1.500 €\* (EUROS) for a 2 Bedroom Duplex Apartment and **18.000** € (**EUROS**) per annual basis paid in 12 monthly equal instalments of 1.500 €\* (EUROS) for a 3 Bedroom Apartment.

Consumption, community, garbage and property tax (IBI) charges will be the responsibility of the property owners.

\*Yearly amount based on a 365 days disponibility of the apartment for the Managament company.





We seek to optimise your apartment/s' economic performance with our 'Aloha Royal Suites' project and through our 'Revenue Management' active system. We also look after the property proactively and with particular care, in order that property damage derived from tourist use is minimal. We pay great attention to consumption in the units that we manage, since we know that it can have a significant negative impact on the property's economic performance. After EVERY guest's departure, we carry out a property check, composed of two phases:





**Phase 1:** Housekeeping goes in for a general property check, they turn off any electronic devices in use and they carry out the relevant cleaning tasks before the next guest's arrival.

**Phase 2:** The maintenance team goes in for a detailed property check, in order to detect any damage, lack of equipment or required repair before the next guest's arrival. We are aware that this is an exhausting task, but through the years we have learnt that it is necessary and incredibly important to perform this task in the management of apartments.





### **TARGET GUEST**

In Vanderlis HM, families, single-parent families, DINK (Double Income No Kids) and MICE (Meetings, Incentives, Conventions and Events) are our target guests. We do not actively look for party and leaving dos groups. In fact, this is a type of client on whom we impose different restrictions through our online purchasing channels, in order to avoid their stay in our establishments. We do not allow pets in our accommodation units, nor do we allow smoking in them for allergenic reasons. We hold a very strict penalty policy in place for those clients who do not comply with these norms.





### **PAX PER APARTMENT**

Our management system does NOT allow the established number of people per apartment to be exceeded, therefore, we do not use extra beds (we do use extra cots) in the properties under our management.

Example: There is a legal limit of 4 PAX for a two-bedroom apartment and no extra beds can be added to that unit.





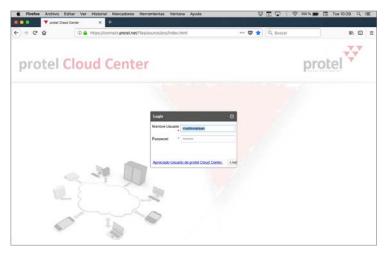
# PROPERTY MANAGEMENT SYSTEM (PMS)

In order to be as transparent as possible, every owner has access to the PMS system relevant to the project building which they belong to. This way, every owner has constantly updated and permanent virtual control over his/her apartment and knows at all times whether the apartment is occupied or not and how much the current guest has paid for their stay.

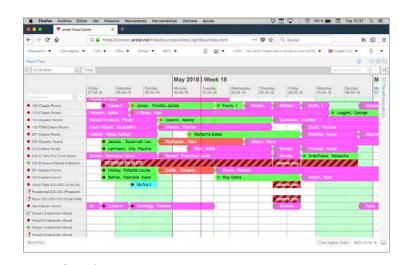
Our relationship with the owner is based on transparency, since mutual trust is a component that is essential for our activity. Please see following descriptive images of how one of PMS works for owners:



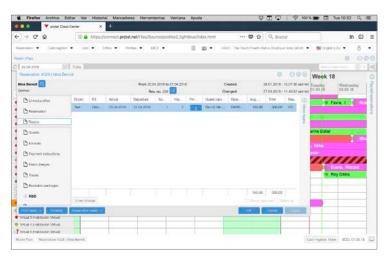




**PMS Log In**Where the owner log in to the PMS



**PMS Planning**Where the owner see the reservations planning



### **PMS Reservation Detail**

Where the owner view the details of each unique reservation *When applicable* 





### **BILLING**

We allow the billing process for managed properties to be simplified through access to our PMS. The owner himself/herself can monitor the amount generated by each stay in its unit at the end of each month, so they can send us its detailed billing, including the relevant VAT or PIT (Personal Income Tax). This billing must be paid monthly -between the 5th and the 10th- in arrears.





#### **MAINTENANCE**

Should we need to carry out any repairs or equipment replacements in the apartment, we will get in touch with the owner to let him/her know. We will document the state of the property pre and post-repair, and we will send the owner the relevant detailed billing. Said billing can be balanced out by the following billings sent out by the owner, this way, each owner has a "credit line" for the proactive maintenance of his/her apartment.

In Vanderlis HM we do NOT charge the owner any extra costs for repairs or replacements, as we consider them a necessary cost for the common business to be successful for both parts.





### **PROPERTY OWN-USE**

Each owner has the right to use their apartment whenever he/she wants to do so.

Through access to the PMS, he/she can monitor the unit's availability and ask Vanderlis HM to block those dates during which he/she wants to use the apartment. Apointed usage by owner will be deducted in the monthly payment according to the published rate per day during the period of usage.

