



2 T 2 ON TABAK

APARTHOTEL MANAGED SHORT-TERM RENTALS

By Totalstay™

CREATING A BETTER WAY TO STAY

As your trusted hospitality partner and operator, Totalstay™ handle both 24hr front desk on behalf the Body Corporate and an Aparthotel management service for owners wishing to do short-term rentals.

Totalstay™ is set to enhance the guest experience by providing accommodation at 2 on Tabak that combines the comfort and services of a hotel with the flexibility of DIY travel.



THE TOTALSTAY EXPERIENCE

All of our products feature the following amenities for an effortless stay



24 HOUR FRONT DESK



FREE WI-FI



FREE PARKING
**On select units*



COMPLIMENTARY WELCOME PACKS



DAILY HOUSEKEEPING



HOTEL GRADE AMENITIES



LUXURY LINEN AND TOWELS



FULLY EQUIPPED KITCHEN



SATELLITE & STREAMING



24 HOUR SECURITY

MANAGEMENT SERVICES

As your trusted hospitality partner and operator, we handle both 24hr front desk on behalf the Body Corporate and an aparthotel management service for owners wishing to do short-term rentals. Residents, tenants and guests can enjoy a seamless living experience with hospitality trained staff at the front desk, whilst also having peace of mind that the guest check-in process is run smoothly from entry to exit.

SAFE AND SECURE

We work closely with the Trustees/Body Corporate to ensure the highest levels of security, administration and trust are adhered to at all times, by implementing our unique set of SOPs and values. We also work closely with the appointed management company and security/off-site monitoring service, to keep the building safe at all hours.

CLEAN AND MAINTAINED

Our maintenance and cleaning staff will ensure that your common areas remain looking and working fabulously. Regular inspections and preventative repairs will be made to avoid any unwanted surprises for the residents, tenants and guests, but should something go wrong, our teams are available around the clock.

EXPERTS IN THE FIELD

With our experience at the forefront of the Aparthotel sector in South Africa since 2015, we're able to offer an unrivaled management service to owners who wish to rent their units out on a short-term basis. Our portfolio currently spans across 3 cities, with over 200+ keys, backed by 100+ full time employees.





PRICING SERVICES

BODY CORPORATE

- Front Desk Concierge:
Monday - Sunday / 24hrs
- Housekeeping:
Weekdays / 8:00am - 15:00pm
- 24h Monitored Security

———— Levied*

APARTHOTEL

- Sales & Marketing
- Central Reservations
- Revenue Management
- Intelligent Pricing
- Guest Relations & Concierge
- Property Management
- Systems & Software Management
- Maintenance Management
- Housekeeping
- Linen & Stock Control
- Financial Reporting
- Access to Neuro (BI dashboard)

———— 12% excl. VAT

5 YEAR FORECAST

ESTIMATED NET REVENUE PER MONTH

APARTMENT TYPE	YEAR ONE	YEAR TWO	YEAR THREE	YEAR FOUR	YEAR FIVE
STUDIO APARTMENT	R11 761.82	R14 043.97	R15 773.78	R16 503.72	R17 006.18
1 BEDROOM APARTMENT	R15 728.98	R18 660.32	R20 936.83	R21 967.44	R22 724.48
2 BEDROOM APARTMENT	R20 256.82	R24 123.71	R27 072.66	R28 379.79	R29 322.39

*All figures are excl. VAT.

**Estimates are based on 82 units participating in the aparthotel pool.

Contact sales agent for a full breakdown

DISCLAIMER

No estimated or projected revenues & expenditures can be appropriately presented without the possibility that they may be misleading or misinterpreted. The figures presented must be seen in this light.

Full details of the project and the nature and extent of the facilities that the accommodation establishment is to provide, have yet to be confirmed and these may be varied.

Foreign arrivals to South Africa and domestic travel are affected by a host of factors which will vary depending on a number of external factors.

FURNITURE PACKS

OPTION 1: CALM



SOFA



COFFEE TABLE



RUG



TV UNIT



SIDE TABLES



OCCASIONAL CHAIR



LAMP



ART



DINING TABLE



DINING CHAIR



HEADBOARD



BED



LAMPS



PEDESTALS



PLANT



ART



ART



RUG



MIRROR

THE PERFECT FIT

STUDIO apartments

R120,700 INCL. VAT

1 BEDROOM apartments

R158,350 INCL. VAT

2 BEDROOM apartments

R203,870 INCL. VAT

FURNITURE PACKS

OPTION 2: ECLECTIC



SOFA



COFFEE TABLE



RUG



TV UNIT



SIDE TABLES



OCCASIONAL CHAIR



LAMP



ART



DINING TABLE



DINING CHAIR



HEADBOARD



BED



LAMPS



PEDESTALS



PLANT



ART



ART



RUG



MIRROR

We believe that creating a consistent product is part of the secret sauce and that's why we partner with the best in class.

Our interior design partners, **ACRE STUDIO** provide a full FF&E service that is tailored to hospitality and makes for the perfect fit to run a successful and sustainable aparthotel operation

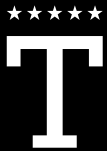
INTERIOR
CURATION

ACRE
STUDIO

INTERIOR
CURATION

All pack prices are inclusive of design, procurement, installation and delivery fees. Full inventory/scope available from **ACRE STUDIO** directly. A full furniture pack is required to participate in the Aparthotel.

SUBJECT TO CHANGE



TOTALSTAY

CONTACT US

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THE FINE PRINT

Body Corporate costs are levied to all owners in the scheme, for the benefit of the building and to replace standard security guards and external property managers, with a 24h concierge and armed response. This figure may fluctuate based on overtime and Sunday pay or any material change required and agreed with the BC and is subject to an annual increase of min. CPI+1%.

By partnering with Totalstay, the BC will be able to offer its members a turn-key rental solution, wherein revenue and rates are controlled and protected, a competitive brand is created and marketed and operations are streamlined. Furthermore, it makes only one operator accountable in all aspects of short-term rentals, minimizing any risks or exposure. Owners not wishing to join the Aparthotel, will manage their units accordingly, however they will still contribute and benefit from common area operations ie. front desk and housekeeping. All figures are excl. VAT.

Please note, owner is subject to 14 days beneficial use, and will be discounted 30% thereafter.