



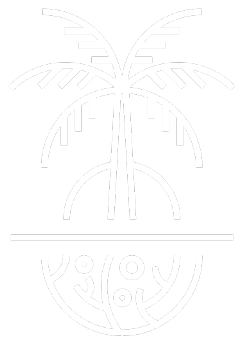
CORAL & COCO

vacation rentals of curacao



Coral&CoCo – Services for Investors

Update 2024/02/15



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Agenda

- Introduction Partnership
- Services Coral&CoCo
- Forecast
- Results
- Pricing
- Return
- Supporting Documents
 - Presentation
 - Forecast
 - Agreement
- Contact details and follow-up



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Introduction Coral&Coco

- Founded in 2017, focus on holiday rentals in Curaçao
- Coral&CoCo aims to generate the highest possible return on your investment with minimal effort you by taking care of all online and physical services.
- Wide range & experience in: Single Villas, Apartment(s) complexes, Boutique Hotels, Beach Resort.
- Active in: Blue Bay, Coral Estate, Jan Thiel, Punda, Pietermaai, Willemstad
 - <https://coralestateluxuryresort.com/>
 - <https://coralestateholidays.com/>
 - <https://coralandcoco.com/>
 - <https://thereefbluebay.com/>
- Offices: Hato (int. Airport), Pietermaai, Coral Estate, Jan Thiel.
- Owner operated

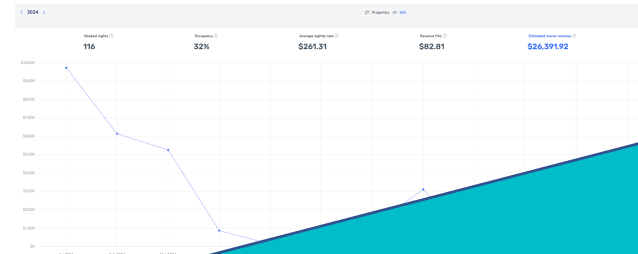


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Online Services Coral&CoCo

- Create high-quality content (for advertising – photos, copywriting, videos)
- Property Management System
- Channel distribution (Over 40 channels, Tour Operators, Metasearch and direct saleschannels)
- Indexing (Maximize ranking / findability on channels)
- Yield-management (price optimisation /pricingtools)
- Communication (ticketing, OTAs, reviews, questions)
- Collect payments (Guest: Bank Transfer, Credit Card, Ideal)
- Tax payment (Tourism taks)
- MyCoral&Coco (Owner portal- real time log in)
- Monthly payout



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Physical Services Coral&CoCo

- Housekeeping
 - Check-in, check-out, every 5th night full intermediate cleaning with linen and towel change, touch-up before arrival
- Linnen package (Hotel quality: King/queen/single sheets, pillowcases)
- Towel package (hotel quality, per guest per night: beach, bath, face towel and kitchen and tea towels)
- Consumables (Shampoo, Shower gel, BodyLotion, Toilet paper, dishwasher tablet, sponge, hand soap, garbage bags)
- Welcome package (beer, water, nuts, biscuits)
- Post arrival check of accomodation to enusre quality of stay
- Personal check-in
- Personal check-up
- Personal check-out
- Technical control accommodation
- Technical support (third parties)



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Forecast



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Substantiation results

- Distribution
- Indexing
- Yield
- Retention
- Distributing and synchronizing from PMS determines accommodation findability on a global scale
- Key Airlift Markets: Netherlands, USA, Canada, Germany, Belgium, Brazil, Local (caribbean).



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Substantiation results

- Ranking per platform determines how high you end up in the search results
- Ranking: (Content score + availability + price + reviews + number of bookings)
- Multi-listing
- Fully integrated and optimally converting website
- Boekingslength
- Early booking discounts and pick-up time.
- Own brand, advertising direct reservations
- Yield-management



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Costs

Service costs:

- Full Service: Commission 25% (26.5% incl. OB)
 - We charge guests a one-time service charge (about \$150 per stay).b for cleaning
 - Costs for use PMS, Channelmanager, transaction costs and platform costs will be charged in addition to the commission (Generating costs in forecast)
 - PMS & channelmanager – 3%
 - Transaction fees – 3%
 - Platform costs – depending on platform
 - If desired in consultation with GDS



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Let's stay in touch



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Bring in the experts



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