UNLOCKING NOI GROWTH

WITH DEFIGO

SIMPLER, SMARTER, SAFER: THE KEY TO MAXIMIZING PROPERTY PROFITABILITY

Smart access solutions transform property management by enhancing tenant experiences, reducing operational overhead, and boosting profitability. Defigo’s platform streamlines operations with mobile access, remote management, and secure entry, helping properties command higher rents, retain tenants, and cut costs —ultimately driving sustained NOI growth.

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Executive Summary

Growing the NOI of a property isn't just about cutting costs or raising rent—it's about creating the kind of community residents don't want to leave. For too long, access control has been an operational afterthought: clunky hardware, forgotten PIN codes, and endless key replacements. Defigo is changing that. Our platform combines mobile-first access with a security-first design, giving property managers the tools to deliver convenience, safety, and a seamless tenant experience—all while positively impacting the bottom line.

This whitepaper explores how Defigo's access solutions drive NOI by elevating resident experiences, lowering turnover, and reducing operating costs. With every new feature and streamlined process, your property becomes easier to manage and more profitable.

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Balancing Revenue Growth and Operational Efficiency

Net Operating Income (NOI) is a key metric in real estate that measures the profitability of a property, excluding financing costs and taxes. Simply put, it's the difference between a property's total income and its operating expenses.

NOI=Total Revenue-Operating Expenses

Net Operating Income (NOI) offers a clear measure of a property's operational health, guiding owners and investors in assessing its value and performance. There are two primary ways to increase NOI:

Increase Revenue: Raise rents; Maintain high occupancy; Introduce value-added services and amenities

Reduce Operating Expenses: Streamline operations; Lower staffing hours; Minimize maintenance costs

Why is NOI so crucial? Because it directly impacts a property's valuation. Investors use the capitalization rate* to determine property value. For example, a $50,000 increase in annual NOI, with a 5% cap rate, enhances a property's value by $1 million. Maximizing NOI isn't just about improving short-term profitability—it's about building long-term value and financial stability for the future. That's why leveraging smart technologies to increase NOI offers a more sustainable approach than cost-cutting. By enhancing the tenant experience with these investments, you position your property to attract and retain premium tenants with long-term contracts—tenants who expect and value a high standard of living.

*https://www.investopedia.com/terms/c/capitalizationrate.asp

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Rethinking Access Control

Managing a multifamily property isn't just about keeping the lights on. It's about staying ahead of resident expectations and market shifts. For properties still relying on outdated intercom systems, the missed opportunities add up quickly, leading to higher vacancy rates, costly security issues, and increasing labor costs.

Smart access solutions transform these challenges into opportunities. With cloud-based tools and real-time control, property managers can unlock new revenue streams while streamlining operations, ultimately increasing NOI.

How Defigo Boosts Revenue and Retention

Attract Premium Renters with Smart Amenities

Today's renters want more than just a place to live—they're after convenience, control, and peace of mind. With mobile-based access and remote management, properties equipped with Defigo appeal to modern-day tenants willing to pay extra for modern amenities.

Reduce Resident Turnover with Seamless Living Experiences

Turnover is a silent NOI killer. The costs of filling a vacant unit—marketing, cleaning, repairs and refurbishing—can quickly erode profits. Smart access solutions, such as Defigo, helps retain tenants by enhancing their experience through effortless mobile access, intuitive visitor management, and proactive security.

The Facts*

Renters are willing to pay

$20-$50/MONTH

more for apartments with smart technology.

A 100-unit building raising rent by $30 per month generates an additional

$36,000/YEAR

Reducing turnover by 10% in a 200-unit property saves

$40,000/YEAR

in vacancy and turnover costs.

*https://www.multifamilyexecutive.com/property-management/apartment-trends/most-renters-would-agree-to-rent-increase-for-smart-home-features_o

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Cutting Operational Costs

Eliminate the Costs of Physical Key Management

Traditional access methods require rekeying locks and replacing lost keys—an expensive and time-consuming process. With Defigo's mobile access, these headaches become a thing of the past.

Cost Reduction

$ 5,000

Eliminating 50 annual rekeys at $100 per instance saves $5,000 annually.

Operational Efficiency

$ 3,060

Saving 10 hours of labor per month results in $3,060 in annual savings (based on $25.50/hour wages).

Optimize Staff Productivity with Remote Management

On-site staff often spend hours managing visitor access, issuing keys, or troubleshooting outdated intercoms. Defigo's remote management capabilities allow property managers to handle these tasks from anywhere, freeing staff to focus on more high valuable activities that drive NOI growth.

"Defigo is what we have been looking for all along. It is a dream to use, and simple enough to administrate ourselves, even though we have over 100 individuals that need access to different zones in the property."

Nikolai Bauer CEO, Askeladden & Co.

Example Scenario

Scenario: A 200-unit property upgrades to Defigo's access solution.

New Revenue

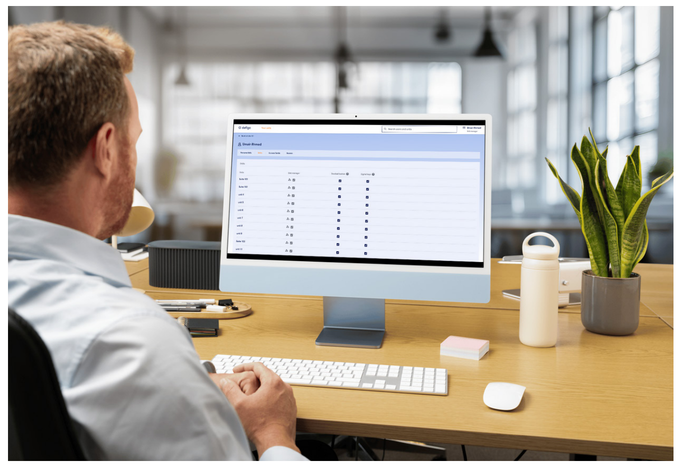
- $30/month rent increase across 200 units = $72,000/year
- $15/month amenity fee from 50 residents = $9,000/year

Cost Savings

- Eliminating rekeying costs = $10,000/year
- Labor savings from remote management = $5,000/year
- Reduced tenant turnover = $15,000/year

Total Annual NOI Impact

- New revenue: $81,000/year
- Cost savings: $30,000/year
- Total increase: $111,000/year



With a 5% cap rate, the property's value increases by:

$2.2 MILLION

Elevate Resident Experiences with Defigo

Convenience and security aren't just nice-to-haves—they're non-negotiables. Residents expect seamless control over who enters their building, how they manage access, and the ability to monitor it all in real time. Defigo delivers exactly that, transforming everyday interactions with property access into a smooth, intuitive experience.

With Defigo's sleek mobile app, residents can unlock doors remotely, issue digital guest passes, and grant access to delivery personnel—all with a few taps on their phone. Whether they're at home or away, tenants remain in control, making forgotten keys or unexpected guests a thing of the past.

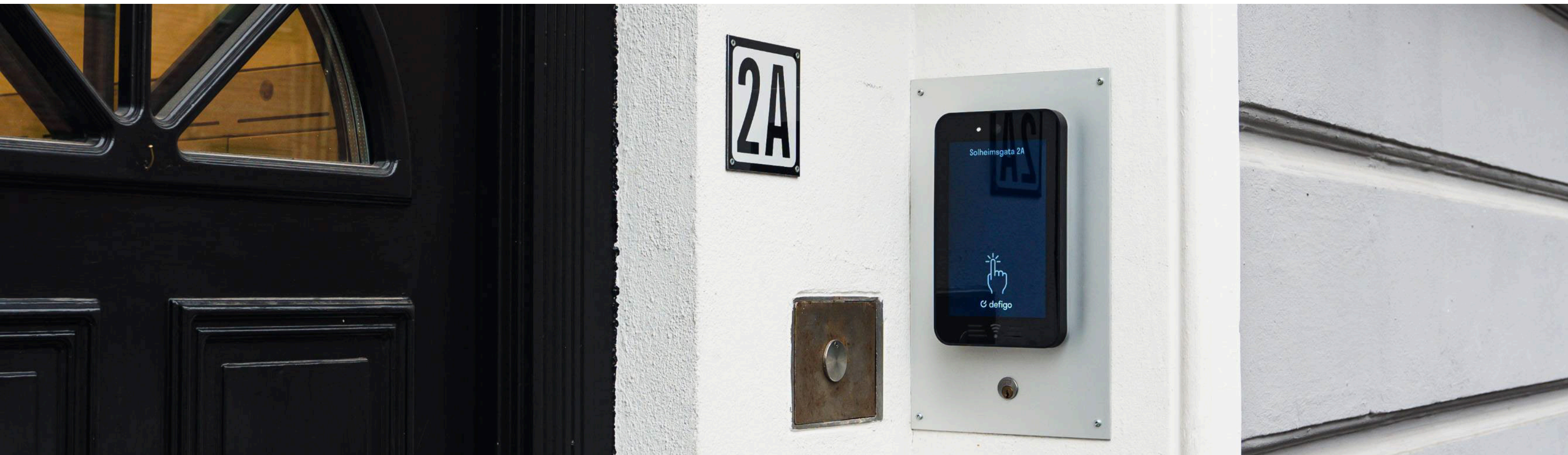
The integrated video intercom feature enhances both security and convenience, enabling residents to see and speak with visitors before granting entry. Real-time notifications keep them informed about any access events, providing peace of mind that their home is always safe and accessible.

For property managers, the benefits extend beyond resident satisfaction. Remote access management reduces operational burdens, eliminates the need for physical keys, and minimizes security risks.

With Defigo, multifamily buildings become more than just places to live—they become modern, connected communities designed to meet the expectations of today's modern-day residents.

Our access solutions empower property owners to maximize NOI by reducing costs, increasing revenue, and enhancing the resident experience.

Defigo is the future of access control. Let us help you unlock the full potential of your property.



Explore how Defigo can transform your property today. Contact us for a demo and see how we can help you unlock higher NOI with smarter access control.

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