



VANATAN RENTALS

Vacation Rental Management Service
in the Mexican Caribbean



Who Are We:

Vanatan is a young company incorporated in 2008 originated in Hong Kong, formed by a group of investors with more than 20 years of experience in the tourism sector, specializing in the hotel, development, design and marketing sectors, with a presence in Asia and the Middle East.

We work for globally recognized 5-star hotels such as Intercontinental, Hilton, Marriot, Holiday Inn, among others.

The key to our success

Vacation rental model

In 2022 we reach the most popular tourist destination in Mexico, The Riviera Maya. We have invested in more than 45 properties that we rented, purchased, redesigned, and rebuilt with our in-house Vanatan team. We then managed and positioned each of these properties through digital platforms like Airbnb.



WHY VANATAN VACATION RENTALS?



Comprehensive management

Coverage and competitive prices, our management strategy involves re-investing every year in your property with an extensive marketing plan.

Our fee covers several services that other companies usually charge as additional fees, such as travel agency commissions, credit card commissions, light bulb changes and the provision of utilities.

If you are renting your property for the first time, we can help you manage the necessary permits and details to prepare your property.



A strong local presence

We have the great benefit of being an international company, yet our focus is entirely local.

Every owner is supported 24 hours a day, seven days a week. In each of our markets, we have a strong team of reservations, housekeeping, maintenance and other service providers. As our business grows, so does our commitment to reinvest in the attractive destinations that make our success possible. In addition to creating jobs for local residents, we promote partnerships with local businesses, support community events, and work with area organizations to promote economic development and tourism.



Innovative technology: more money in your pocket

Using our specialized rate analysis tools and algorithms - among the most advanced in the industry - we automatically optimize rates throughout the year, ensuring that your unit truly maximizes its potential.

If a property is not performing as well as desired, we perform an in-depth analysis to investigate the reasons and resolve the problem.



Exceptional cleaning staff

Exceptional housekeeping staff is the backbone of our company and a key ingredient in a positive guest experience.

We hire the best housekeeping team at each destination and retain them by offering them a living wage year-round and significant opportunities for advancement in an industry known for its seasonal fluctuations.



First class marketing

We invest in high quality advertising for your property with professional photography and featured posts on sites such as Airbnb, VRBO, HomeAway, FlipKey, TripAdvisor and VacationRentals.com. We also conduct search engine optimization campaigns on Google and other search engines. In addition, your home will be listed on Vacasa.com which boasts very dedicated visitors and competent conversion rates.



WHY VANATAN VACATION RENTALS?



No long-term contracts

As more than 3,800 satisfied owners can attest, we retain them by providing excellent service and excellent financial results, not by tying them to long-term contracts. If you are not satisfied with our performance, you can stop renting your property through us at any time. We only ask that you respect existing reservations in consideration of our guests.



Owners' Flexible Use

At Vanatan Rentals, we know that the reason you bought a vacation home was so you could enjoy it too. Unlike much of the competition, we don't impose strict limits on how long you can enjoy a vacation in your own home.



An amazing guarantee

If another company is managing your home, we guarantee that you will earn more income during your first year at Vanatan Rentals. If you are managing your home on your own, we guarantee that your income will be the same or higher with Vanatan Rentals, even after deducting our management fee. If not, we will refund the difference, up to the full amount of our management fee.



Industry leading reservations team

Our reservations team, located where we manage properties, is available daily from 4 a.m. to 11 p.m. and are the best in the industry. The extensive training process we provide trains our staff to convert inquiries into bookings, verify travelers and troubleshoot current guests, minimizing any unnecessary maintenance costs.



What does our administration fee include?

At Vanatan Rentals, we take care of your property as if it were our own. When you work with us, you hire a team of specialists dedicated to the maintenance, security and success of your property. We want to make sure you are aware of the services and extraordinary benefits included in our management fee.

From first-level tasks such as reservation services and guest services to property inspections and maintenance by our local teams, with VanaTan Rentals taking control of your vacation home becomes simpler than ever.

Below is a breakdown of what our administration fee does (and does not) cover

What we do for you:

Administration



No charge for preparing the property



No travel agent fees



No property visit charges



No credit card charges



No administration fees



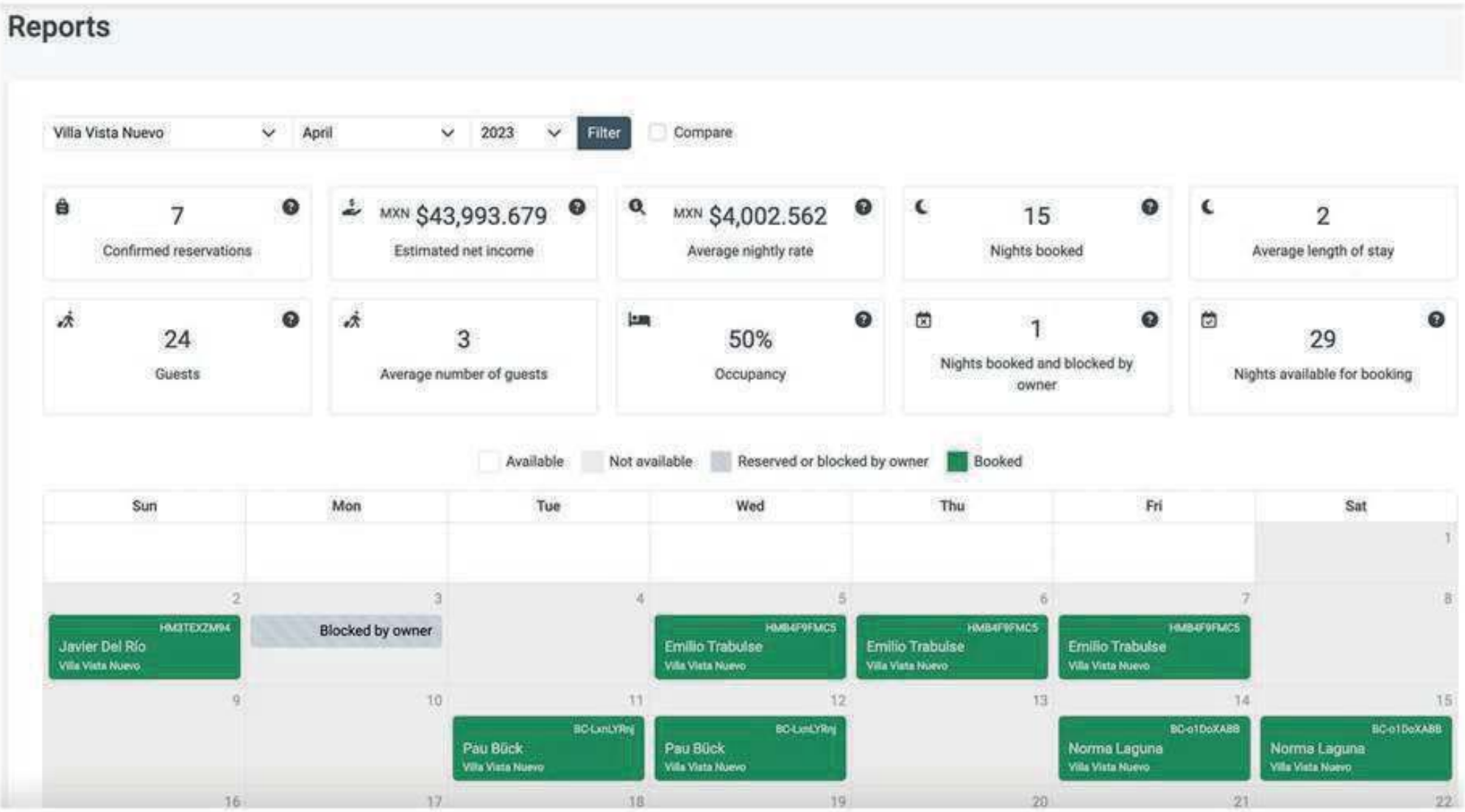
No additional advertising fee



Advanced Technology and Tools



Portal for Owners



- Estimated net income
- Confirmed reservations
- %Occupancy
- Average nightly rate
- No. of guests
- Monthly and annual comparatives
- Weekly Automated Reports



We provide tracking of reservations and precise dates for tranquility of each Owner.

What does our administration fee include?

Marketing Services

- ▶ Copywriting for search engine optimization
- ▶ Search Engine Marketing, marketing unique to each property
- ▶ Sophisticated rate optimization technology search engine optimization
- ▶ Strategic advertising targeting those most likely to who are most likely to make bookings Professional HDR photography and 3D virtual tours Rate analysts who constantly monitor your property's performance team that manages guest reviews

Outdoor maintenance

- ▶ Gas refills Cleaning and maintenance of the BBQ
- ▶ Driveway, sidewalk, patio and deck sweeping
- ▶ Exterior light bulb replacement
- ▶ Remote control battery replacement
- ▶ Keyless locks, clocks, etc.
- ▶ Jacuzzi service (routine cleaning, draining and filling in areas that do not require a certified technician.
- ▶ Does not include pool spas - in charge of pool maintenance).
- ▶ Installation of lockboxes and change of code Debris/trash collection

Indoor maintenance

- ▶ Deep cleaning after your stay
- ▶ Provision of items at the beginning of each reservation (hand soap, shampoo, conditioner, toilet paper, paper towels, laundry soap, detergent, dishwasher tablets, sponge, dishwasher. garbage bags)
- ▶ Laundry cleaning cloths
- ▶ Light bulb replacement
- ▶ Internet/cable troubleshooting
- ▶ Toilet seat adjustment
- ▶ Smoke detector, CO2 detector and fire extinguisher

What does our administration fee include?

Management services

- ▶ Preventive maintenance follow-up
- ▶ Property visits to provide simple solutions (turn a switch, fix electronics issues, bring supplies, etc.)
- ▶ Administrative time to coordinate repairs (communicating with owners, sourcing parts, updating, spare parts, update tickets, etc.)
- ▶ General diagnostic checks and inspections
Coordination of necessary or emergency repairs at owner's expense
- ▶ Initial and quarterly comprehensive inspections
- ▶ Key copies
- ▶ Lost and found management
- ▶ Online and telephone reservations and respond to guest inquiries
- ▶ 24/7 guest support Guest verification and fraud protection.

Owner's responsibilities

- ✔ Basic utilities (water, electricity, etc.)
- ✔ Cable/wireless internet service
- ✔ Garden maintenance
- ✔ Roof/sewer cleaning and maintenance

Our comprehensive management fee allows us to provide the best possible service to you and your guests. At Vanatan Rentals, we take the hassle out of managing a vacation rental while maximizing your income - guaranteed.



How and how much under our administration?

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Todos los valores son expresados en Dólares \$USD

Example of R.O.I.

under our management system in our exclusive developments.

Core objective:

We increase the profitability of each investor through an efficient and high quality management system.



VANATAN



RENTALS



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