the

squa.re serviced apartments

thesqua.re marketplace

Introducing **thesqua.re** marketplace

Approaching our tenth year, thesqua.re is a tech enabled global accommodations company that provides four star corporate and serviced apartments in gateway cities across the world.

In key locations, thesqua.re manages its own premium residences, with end to end service delivered by world class hospitality experts. Globally, thesqua. re curates premium and conveniently located residences near key transit hubs whilst providing world class hotel style services that are managed by the highest performing hosts.

342,000 unique users visited our global marketplace for premium extended stay and luxury accommodation in FY 2018. Becoming a supplier with thesqua. re will ensure that your properties are visible to our corporate and leisure clients via our enquiry platforms.

There are no fees to list your apartments with thesqua.re as we only charge commission on bookings placed.
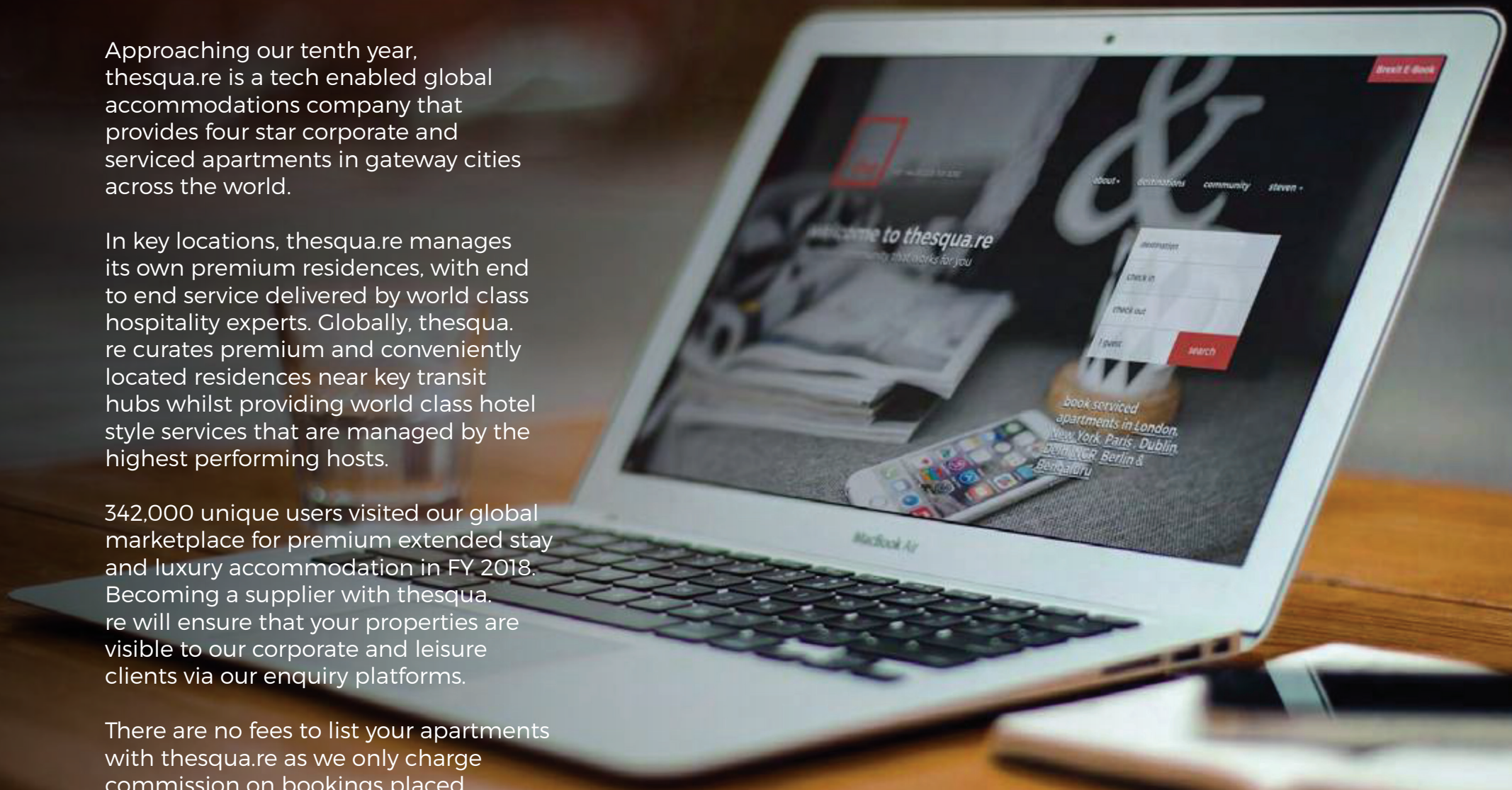
Why list with **thesqua.re**?

Over 900 suppliers have already signed up to thesqua.re

Our average booking length of stay 28 nights 95% of all bookings are corporate clients.

Our office is open 24 hours a day with two office locations and 120 + staff.

Our management team has over 100 years knowledge and experience in hospitality.

Reservation experts take care of price optimisation.

Our marketing team coordinates robust campaigns to generate leads for your property.

100+ years experience in technology, finance and hospitality.

Our **Network** Properties

With thesqua.re you are not just gaining access to a fine array of global apartments, but also our expertise and contacts. This means, with our pre-built network, thesqua.re is perfectly positioned to handle your company relocation needs.

Our global network (consisting of over 100,000 curated 4-star properties) allows us to find fitting accommodation quickly and effectively. We can secure your properties at a rate far lower due to our buying power within the market.

We will work on your behalf to negotiate the best deal, making sure that every apartment in our network meets our high standards.

New York

Paris

Singapore

Global **Locations**

If you are interested in utilising our network,
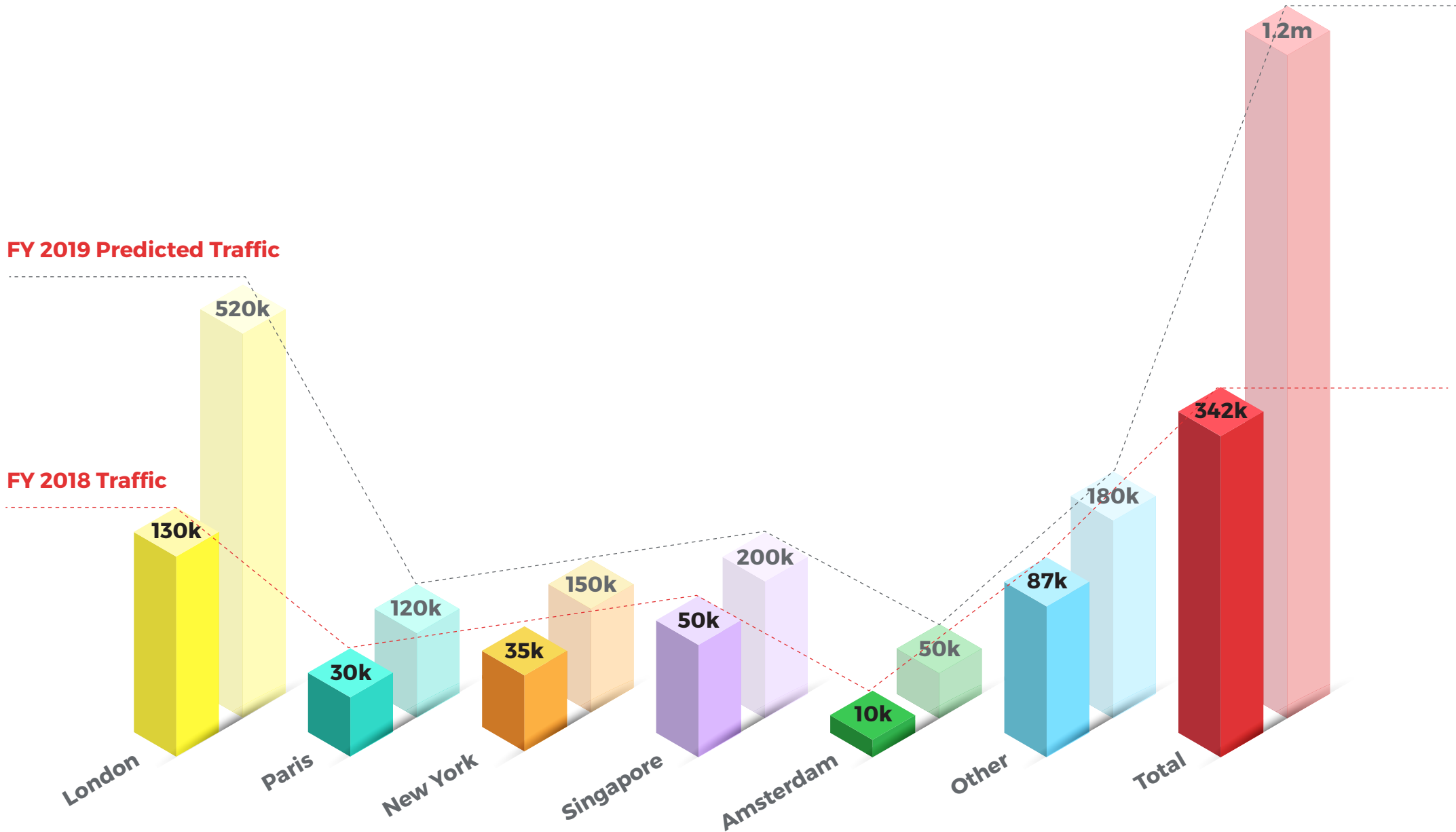here are our current global locations.

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**100,000 +
APARTMENTS**

UK & Ireland

Aberdeen, Basingstoke Berkshire, Birmingham,
Bournemouth, Brighton, Bristol, Buckingham,Cardiff,
Cambridgeshire, Dublin, Edinburgh, Farnborough,
Glasgow, Hampshire, Hertfordshire, Liverpool, London,
Luton, Manchester, Newcastle, Portsmouth and Sheffield.

Rest of World

1 Abu Dhabi	12 Mumbai	23 Washington DC	34 LA	45 Strasbourg
2 Barcelona	13 New York	24 Wrocław	35 New Jersey	46 Toulouse
3 Bengaluru	14 Paris	25 Zürich	36 Philadelphia	47 Hangzhou
4 Berlin	15 Raleigh	26 Cape Town	37 Brussels	48 Hong Kong
5 Boston	16 Rio de Janeiro	27 Durban	38 Munich	49 Kuala Lumpur
6 Delhi-NCR	17 Rome	28 Johannesburg	39 Kraków	50 Shanghai
7 Dubai	18 San Francisco	29 Pretoria	40 Lille	51 Suzhou
8 Düsseldorf	19 São Paulo	30 Lagos	41 Lyon	52 Wuxi
9 Lisbon	20 Singapore	31 Luanda	42 Marseille	53 Xian
10 Madrid	21 Sydney	32 Chicago	43 Frankfurt	54 Republic of Congo
11 Milan	22 Warsaw	33 Kansas	44 Montpellier	55 United Arab Emirates
				56 Ethiopia

Traffic - Unique Sessions

FY 2019 Predicted Traffic

FY 2018 Traffic

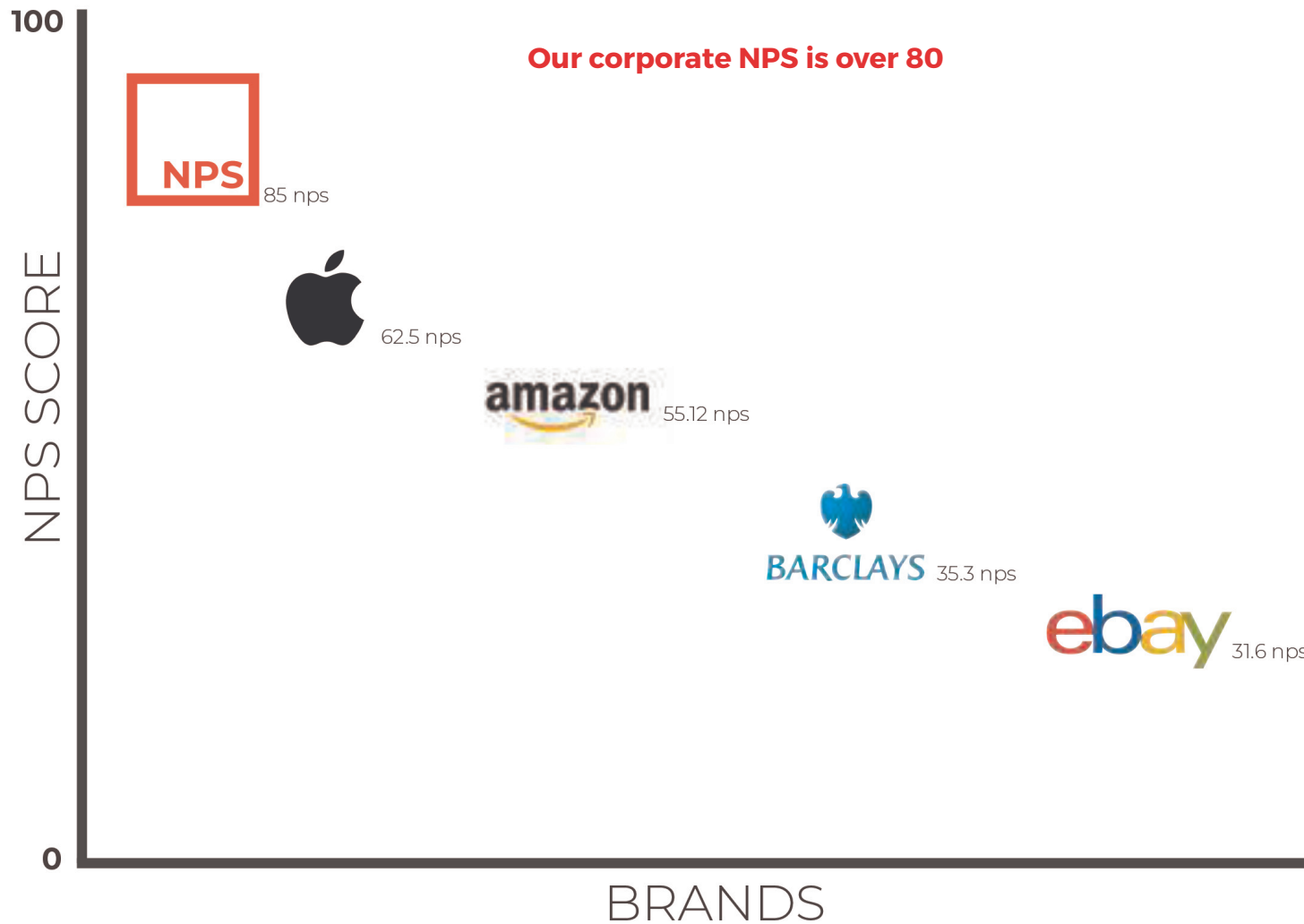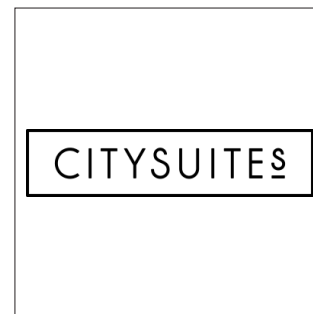| Location	FY 2018	FY 2019 Predicted
London	130k	520k
Paris	30k	120k
New York	35k	150k
Singapore	50k	200k
Amsterdam	10k	50k
Other	87k	180k
Total	342k	1.2m

NPS Daily Reports

We use NPS to rate our service, giving us greater insight into the experience of our guests whilst allowing us to constantly improve our services.

Our corporate NPS is over 80

100

NPS SCORE

NPS — 85 nps

62.5 nps

amazon 55.12 nps

BARCLAYS 35.3 nps

ebay 31.6 nps

0

BRANDS

Who we **work with**

the

CHEVAL RESIDENCES

SØNDER

house of fisher
Serviced apartments for city living

DERAG LIVINGHOTELS

Churchill Living | Furnished Apartments

Clarendon
SERVICED APARTMENTS

Sweet inn

saco | the serviced apartment company

GO native apartments

STAYBRIDGE SUITES

ASCOTT
THE RESIDENCE

THE HARRINGTON COLLECTION

Marlin APARTMENTS

CITYSUITES

Oakwood

Testimonials

ESA
Jo Scott,
Head of Client tions:

"The initial process of transferring our 300+ properties across 16 locations was smooth and straightforward; an expert team with a wealth of experience and knowledge were on hand to support us every step of the way. Relationships matter, and staff at thesqua.re are friendly, personable and efficient".

Taylor Made
Tobey Pino,
President of Taylor Made Furnished Apartments:

"I have worked with thequa.re since 2016. The clients they have placed with us at Taylor Made Furnished Apartments, have all been dream clients. All corporate travellers, courteous, friendly and responsible".

Korman Communities
Lauren Soho,
Manager of Operations:

" With Giles Walker's past experience in the industry, I know we are destined to have a successful partnership in the years to come."

Meet the **team**

Sid Narang
CEO & Founder

Before launching thesqua.re in 2009, Sid worked at Morgan Stanley in NYC, and later at Citigroup in London as a Vice President, trading structured credit securities. Sid is especially focused on customer experience, the brand, and ensuring we stay on the cutting edge of technology and real estate to help deliver exceptional value to our enterprise customers. Sid holds an MSc from the London Business School, and a BA in Computer Science from the College of Wooster, Ohio. He has been recently featured as 40 under 40 by Property Week and as one of 17 CEOs of the fastest growing companies in the UK at LSE's ELITE program in May 2017.

Dinesh Dhamija
Board Advisor

Dinesh founded Flightbookers in 1983, which grew to become the 10th largest leisure agent in the UK, employing 235 people. In 1999 the internet arm of the company was created, which grew sales from $23 million to $1 Billion in 2004. Dinesh holds an MA in law from Fitzwilliam College, Cambridge and is an active Angel VC, and property investor in the UK. He currently serves as the president of TIE, UK.

Dynshaw Italia
Director of Finance

Joining the team in 2017, Dynshaw Italia is the Financial Advisor of thesqua.re. With over 20 years experience in a variety of management and board roles, he's helped to develop a whole range of exceptional brands including eBookers, Cobra Beer and Lebara.

Meet the **team**

Nathan Lovegrove
Sales Director

Nathan's role is to manage, drive and direct the corporate sales team and find the best solutions for our clients. Nathan is focused on growing the business by inspiring the sales team and identifying new opportunities for business travellers.

Rachel White
Supply Chain Manager

Rachel manages our team of business travel consultants for our international destinations other than London, driving operational service with the aim of surpassing clients' expectations. Rachel also works on building and maintaining client and supplier relationships, strengthening and forging relationships with suppliers and assisting the sales team with the acquisition of new business.

Giles Walker
Director of Supply Chain and Network Sales

Giles works on building and maintaining client and supplier relationships, strengthening and forging relationships with suppliers and assisting the sales team with the acquisition of new business.

Ashish Bhakuni
Head of Digital

Ashish Heads the Digital Product Marketing function of thesqua.re business. He is responsible for the overall Online Marketing Strategy for Global expansion of Brand. He leads the - commerce product management tech-department & digital marketing team.

How to upload a property to **thesqua.re** platform

Why have we made the changes to our supplier dashboard

We know how valuable your time is - that is why we have made our supplier dashboard simpler to navigate and faster to use. Now, our suppliers can upload a property to our dashboard quicker than ever.

How have we made it easier?

We have reduced a number of elements to our supplier dashboard to ensure suppliers are able to quickly upload properties to thesqua.re platform:

Cloning apartment buildings: Simply enter the information about one apartment building. Then press clone and edit small details like addresses and number of bedrooms. The cloning feature will copy 65% of previous apartment you uploaded.

Save as draft: Sometimes things come up whilst you're uploading your property. Simply save as draft and return to exactly where you was later.

Reduced the time it takes to upload: We have reduced how long it takes to upload a property to our platform by 25%.

Now, it is possible for suppliers to navigate through the stages without losing any information.

STAGE ONE
Overview:

Add the title of your apartment, the apartment type and your rates.

STAGE TWO
Cancellation Policy:

Select the cancellation policy that you feel is most appropriate for your property.

STAGE THREE
Location:

Select the address, location and the closest transport station. The latitude and the longitude of your apartment will be automatically generated based off your postcode.

STAGE FOUR
Description:

Upload your apartment description and area guide. Then add the nearest airport, the nearest train station and the nearest coach station.

STAGE FIVE
Facilities:

Add every facility that your apartment has.

STAGE SIX
Images:

Simply upload the best images of your apartment.

IN DRAFT:

If you cannot complete uploading a property, your property will appear In Draft. Here, you can come back and complete uploading your property when you have time.

WAITING APPROVAL:

Once you have submitted your apartment, it will be sent to be approved by our team.

APPROVE UPDATE:

If you need to make changes to your apartment, head to the dashboard and make the changes. Once you have made the changes, your apartment will be sent for approval by our team.

LIVE:

Once your apartment has been made live, it will appear on the search page.

SUSPENDED:

If, for any reason, you want to take down your property, it will appear as suspended on your dashboard.

BIN:

If you make a mistake whilst uploading your property, you can put the property in the bin.

New Supplier grading system

We have introduced a new way of grading our suppliers. Suppliers will receive a bronze, silver or gold rating based on the credentials entered in the supplier sign up form. Things like commission and credit terms determine your supplier grade.

Your overall supplier rating will partly inform where you rank on our search page. Gold suppliers will rank higher, whilst bronze suppliers will rank lower.

Why do I have to upload so many facilities?

Quality and the number of facilities listed on your property will determine an overall apartment score. Apartments will receive a corporate, executive or deluxe rating based on the information entered on the property upload page.

The number of points your apartment scores will partly determine where your property will rank on our search page.

What is a rate card?

The rate card acts as a guide for client searches on our website. The rate card provides important information such as number of apartment types and their rates based on the number of nights. The rate card also indicates the maximum number of people per apartment.

Future developments

In the coming months, our dedicated development team will be working on providing suppliers with extensive MI reports, in addition to further improving the speed of supplier onboarding.

What do I need to do?

Simply login to our new portal with your credentials, update your supplier details then update your apartment details and start receiving enquiries on your apartments.

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get in contact

For further information, contact us during our office hours (9.00am – 5.30pm)

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London, EC3M 6BB

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203, Second Floor, Devika Tower,
Nehru Place, Delhi-110019

250k+ room nights booked

30k+ community members

ELITE London Stock Exchange

CERTIFICATE of EXCELLENCE
tripadvisor