

LOFTS STUDIOS UNIVERSITY

WORLD

The best investments
are simple
investments



The background of the slide is a photograph of a university hallway. On the right, a young man and woman are walking towards the camera, smiling. The man is wearing a denim shirt over a white t-shirt and carrying a backpack and books. The woman is wearing a light-colored blouse. The hallway has high ceilings with arched windows and columns. The image is partially covered by a dark blue diagonal overlay on the left and a yellow diagonal overlay on the right.

Spain is one of
the most popular
destinations for
international
students

“

Spain is an appealing country for international students for several reasons, including the wide range of internationally renowned bachelor's and master's degrees, the quality of life and the strong tourism appeal. Furthermore, every year more and more students choose to enrol in a university located in a province other than their family's place of residence. A total of 574,338 young people required housing during the 2023-2024 academic year.

Study published by JLL (Jones Lang LaSalle),
December 2023

The private sector has responded to this high demand by creating student housing that meets the needs of its future users.

However, this was not enough to offset the current imbalance, and

a large proportion of students in Spain do not currently have access to a place in student housing.



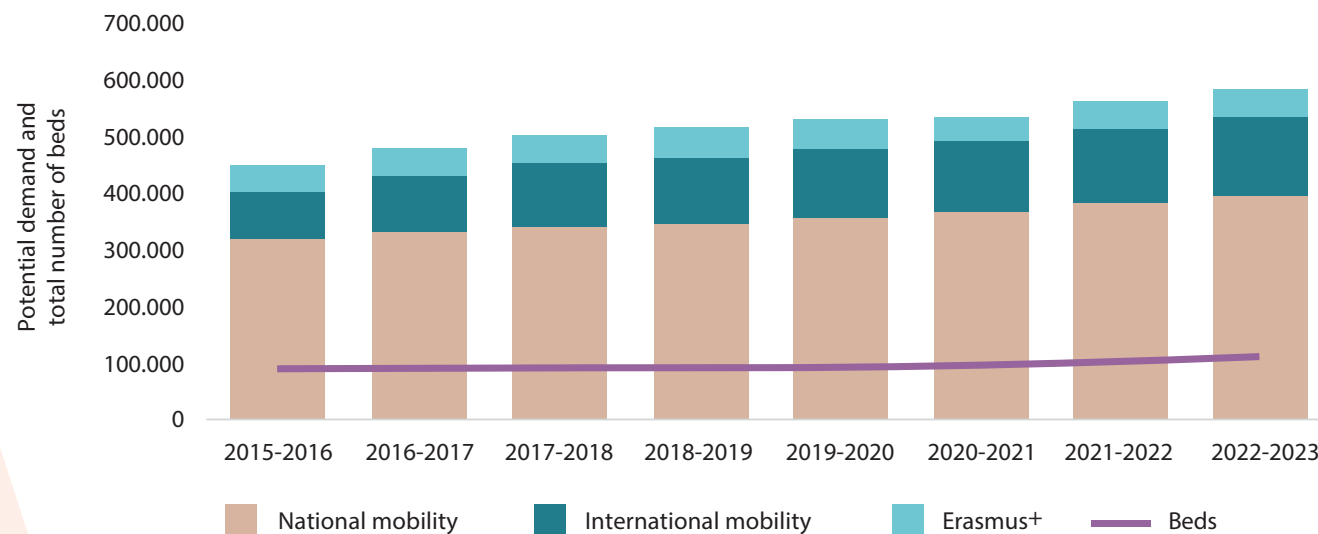
THE GAP BETWEEN
EXISTING
HOUSING
AND ACTUAL
DEMAND IS

482.887
PLACES
UNSATISFIED

Supply-demand mismatch

Despite the increase in the supply of housing in recent years, it is still not enough to cover the potential demand among university students.

Evolution of supply and potential demand



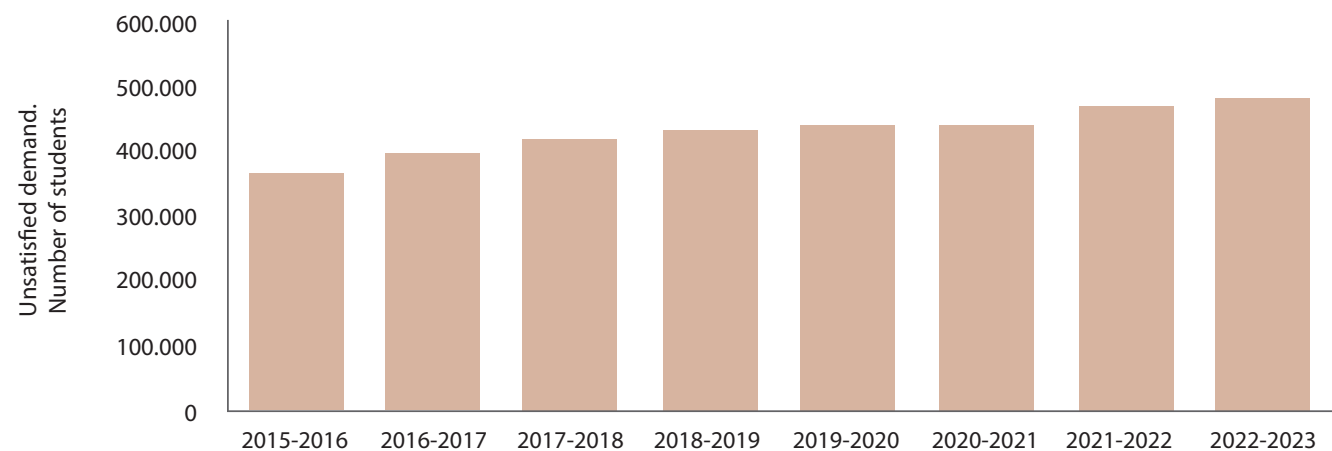
Source: JLL Research, DBK, Ministry of Universities, Erasmus+

Note: JLL estimate for Erasmus+, 2020-2021, 2021-2022 and 2022-2023 academic years.

JLL estimate for students from the same province and national mobility, 2022-2023 academic year.

As a result, unsatisfied demand has increased in recent years.

Unsatisfied demand



Source: JLL estimates based on data from the Ministry of Universities, European Commission and DBK



The private rental market is one of the main housing options for students.

This is mainly for users that don't require the same level of service, security and sense of community offered by student housing and university accommodation. Moreover, the scarce supply of places in student housing means that university students have to find other accommodation options.

Alternative platforms now offer a wide variety of accommodation, offering the possibility to rent beds, rooms or entire apartments.



IN THE CITIES WITH MORE STUDENTS, RENTAL PRICES HAVE BEEN INCREASING RAPIDLY.

In cities with more students, rental prices have increased dramatically over the past two years. In cities such as Madrid and Barcelona, rent has increased by 10% compared to previous years. As a result, rent for a loft apartment or studio has risen to 1100 euros per month in the centre of Madrid and 1180 euros in neighbourhoods such as l'Eixample in Barcelona, according to data from Idealista. On the other hand, alternative platforms offer a wide variety of accommodation, with the possibility of renting beds, rooms or entire apartments for the academic year, and having previously verified

their existence and the validity of the conditions, thus offering tenants greater security. These platforms are very popular among international students (87.5%, according to Uniplaces), as it enables them to book accommodation from their country or city of origin, in their language, easily and without having to visit the apartment beforehand. In addition, they have a system of guarantees and coverage that the direct rental market does not offer and that provides greater security to both owners and students.

LOFTS STUDIOS

An investment opportunity. A simple, easy-to-understand product with high turnover and proven liquidity.

With an optimised real estate product and prices around €145,000, the investment risk is minimised, allowing investors to

obtain a return of around 7% per year for each one of them with.



SMALL APARTMENTS,
WITH PREDETERMINED
CONSTRUCTION
COSTS, CLEAR AND
FUNCTIONAL DESIGN AND
END-USER ORIENTED.

7%
ANNUAL
TURNOVER

RESUMEN OFERTA Y DEMANDA SECTOR

Demand

3,5 M

2023

7,4% of the total

Population 18-24 years old
in Spain

4,1 M

2030

8,2% of the total

Population forecast for
18-24 year-olds in Spain

+1,4%

annual

2022-2023

Variation of university students
course

+8,2%

annual

2022-2023

Variation of foreign students
course

+0,7%

annual

2022-2023

Variation in national students
course

1.431.147

total number of
students in

universities
in person

574.338

total number of
students in

mobility

Offer

111.420

2022

Number of seats
in stock

22.965

4T 2023-2026

Number of places
in the pipeline

482.887

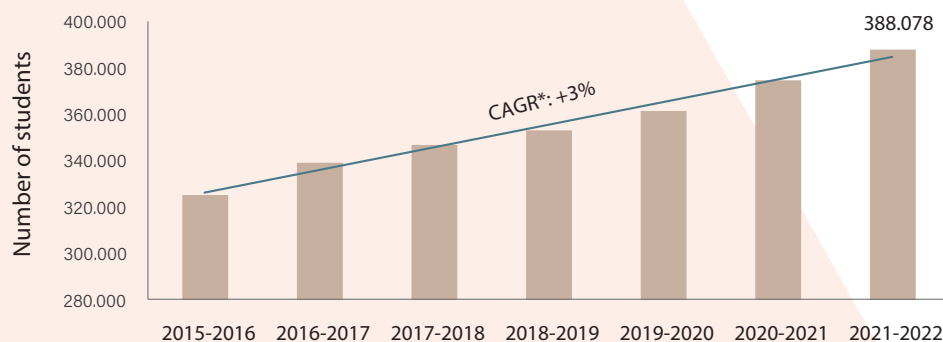
2022-2023

Unmet demand course

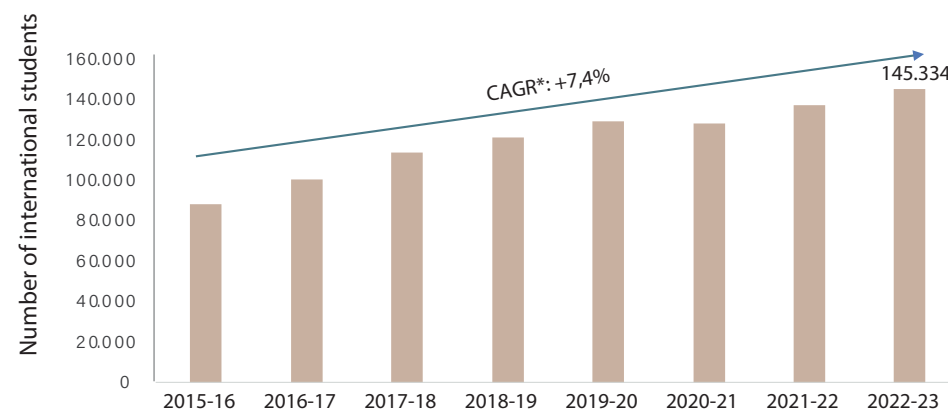
Fountain: JLL RESEARCH

EVOLUTION OF THE MOBILITY OF THE STUDENTS

Evolution of national mobility



Evolution of international mobility



Source: Ministry of Universities. Data on students enrolled in Bachelor's Degree and Master's Degree studies

Source: Ministry of Universities. Data on students enrolled in Bachelor's Degree and Master's Degree and PhD studies

* CAGR: compound annual growth rate

* CAGR: compound annual growth rate

PROFITABILITIES

PRIME

REAL ESTATE SECTOR

Sector	Prime Profitability Q3 2023	Quarterly Variation	Annual Variation
Shopping centers	6,00%	15 bp	60 bp
Regional parks	5,80%	20 bp	35 bp
Healthcare and Later Living	5,35%	10 bp	70 bp
Student residences	5,00%	25 bp	50 bp
Logistics	5,00%	15 bp	75 bp
Offices	4,50%	35 bp	75bp
Residential rentals/Multifamily	4,00%	15 bp	75 bp
High street	3,90%	5 bp	45 bp

Fountain: JLL RESEARCH

WHY INVEST?

SECURITY

This is almost a zero-risk product. The biggest risk for the investor is that the asset may not be leased. There is a real demand for 482,887 housing units linked to university needs in large cities and housing near universities.

SIMPLICITY

Long-term property rental (semi-annual and annual periods). Service rental and maintenance can also be managed.

SIMPLICITY

Purchase of a small, low-maintenance studio apartment near the university in major cities.

LIQUIDITY

Clear monthly and annual liquid returns.

SCALABILITY

You can choose to invest in a single loft studio, or in several of them, depending on the amount of capital you have available. The profitability is scalable and customisable, obtaining the profitability indicated for each asset acquired.

EASE OF DIVESTMENT

By selling or transferring the property, at a contained price.



AN INTERNATIONAL PROJECT

Our goal is to export a successful model such as that of Pizarro 36, developed in Alicante, to other cities in Spain and abroad with similar characteristics and similar real estate market situations.

UNIVERSITY CITIES such as GRANADA, SEVILLE, VALENCIA, MURCIA, LISBON, PORTO, MILAN... a business model that knows no boundaries.

