

FIVE MINUTES WITH... EDECL

# AMSTERDAM



### YOTEL MISSION STATEMENT

#### Who is YOTEL?

"We are social to the core, refreshingly inclusive and actively create a sense of community for work and play. We disrupt the world of hospitality through technology, design and our people. We deliver extraordinary value in sought after places"

"We innovate and others follow"

### YOTEL STORY



First prototype cabin was designed and built to demonstrate it was possible to achieve a luxury feel in a compact space through smart and clever design

## 2007/8

YOTEL opens its first hotels in London Gatwick, London Heathrow and Amsterdam Schiphol airports

#### 2011

YOTEL opens its first city hotel in NYC

#### 2018

YOTEL launches new long stay brand YOTEL PAD with six projects



#### 2017

YOTEL announces a \$250m strategic partnership with STARWOOD CAPITAL GROUP



#### 2014

•••••

YOTEL owners, **IFA** take an active role in expansion strategy with new CEO and management team appointments



YOTEL opens 8 new hotels including its first 5 city centre hotels in Europe



33 HOTELS BY 2021 60 HOTELS BY 2023



## WHY YOTEL?

(\$)	Extraordinary value	Our compact cabins (YOTEL-speak for bedrooms) have been cleverly designed to maximise space and save you money
	Sought-after global locations	You'll find YOTEL in major world cities and international airports – smart, convenient locations that save you on travelling times
	Innovative flexible design	YOTEL focuses on everything you need and nothing you don't to deliver a seamless journey from booking to departure
in him	Sense of community	Inspiring public spaces where guests can eat and drink, work, rest and play
	Smart technology	Airline-style check-in kiosks, our unique SmartBed™ and fast-free WiFi place the guest at the heart of YOTEL



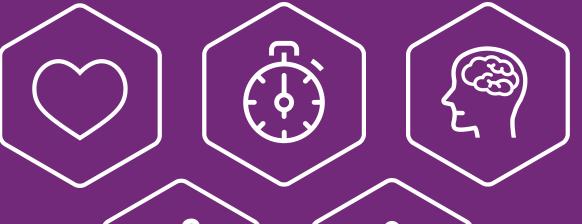
## YOTEL VALUES

#### **EFFICIENT**

Doing what's needed and nothing that isn't constantly improving with purpose. No compromise

#### INTUITIVE

Seeking to understand other people's needs, thoughtful and intuitive



#### **SMART**

Resourceful and clever decisions, smart design

#### **HONEST**

True to who we are, delivering what we say.

No nonsense





**INSPIRING** 

Through creativity and innovation, everywhere

## YOTEL BRANDS

TRAVEL SMARTER



Airport and transit hub terminals 4 TO 24 HRS

STAY SMARTER



City centre / urban locations 1 TO 3 DAYS LIVE SMARTER



Sought after locations 1 DAY TO 1 YEAR

#### MUST HAVE

Mission Control, shower cabins, vending machine

OPTIONAL Mini KOMYUNITI, gym

#### MUST HAVE

Mission Control, KOMYUNITI, gym

#### **OPTIONAL**

F&B outlets, retail, parking, terrace and pool

#### MUST HAVE

Mission Control, lounge / coworking space, meeting room, gym, storage, laundry room

#### OPTIONAL

Retail, F&B outlets, pool, parking

## YOTEL MAP



## YOTEL GROUP

#### LANDED

	Location	Cabins
YOTELAIR	London Gatwick (landside)	46
YOTELAIR	London Heathrow (landside)	32
YOTELAIR	Amsterdam Schiphol (airside)	57
YOTELAIR	Paris Charles de Gaulle (airside)	80
YOTEL	New York	713
YOTEL	Boston	326
YOTEL	Singapore	610
YOTEL	San Francisco	203
Affiliate	Washington DC	343
YOTELAIR	Istanbul Airport (airside)	174
YOTEL	Istanbul Airport (landside)	277
YOTELAIR	Singapore Changi Airport (landside)	130
YOTEL	Edinburgh	277
	13 HOTELS	3,268

YOTELAIR hotels have smaller cabins and limited services Hotels by 2021 = 31

#### TAKING OFF

YOTEL	Amsterdam	202	Q4 2019
YOTEL	Porto	160	Q4 2019
YOTEL	Glasgow	256	Q1 2020
YOTEL	London Clerkenwell	212	Q1 2020
YOTEL	Washington DC	343	Q1 2020
YOTEL/YOTELPAD	Dubai Business Bay	582	Q2 2020
YOTELPAD	Park City	144	Q3 2020
YOTELPAD	Geneva Plans les Ouates	118	Q3 2020
YOTEL	Long Island City	178	Q3 2020
YOTEL	Geneva Founex	241	Q3 2020
YOTELPAD	Etoy	204	Q4 2020
YOTELPAD	Geneva Pregny	104	Q2 2021
YOTEL/YOTELPAD	Miami	464	Q2 2021
YOTEL	Jakarta	240	Q2 2021
YOTEL	Dubai Palm Jumeirah	300	Q3 2021
YOTELPAD	Mammoth	177	Q4 2021
YOTEL / PAD	Atlanta	234	Q4 2022
YOTEL	Melbourne	244	Q4 2022
	18 HOTELS	4,403	

## YOTEL TARGET AUDIENCE

An independent, empowered and confident explorer

Switching from work to play seamlessly

A digital natural

Expects intuitive service and reward

A social networker and uses 'word of mouth' to make informed decisions

Values efficiency and convenience

Time sensitive



## YOTEL PROFILE

BY AGE GROUP



**BY GENDER** 





TOP CORPORATE ACCOUNTS

Google









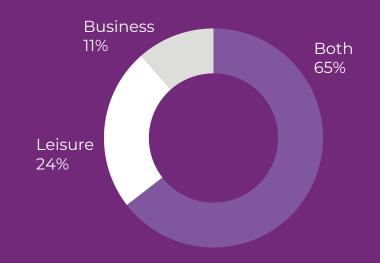


Lufthansa





#### **PURPOSE OF STAY (YOTEL)**



#### PURPOSE OF STAY (YOTELAIR)





## TECHNOLOGY AT THE HEART OF THE BRAND

#### **ENABLING A SEAMLESS EXPERIENCE**

Super-fast WiFi

Fully responsive website for mobile and app

Mobile self check-in / out and keyless entry

Bring Your Own Device to connect and cast to the TV

Bespoke booking engine and flexible check-in / out times

Partnership with accelerator start up 'Plug and Play' to be at the forefront of innovation







## INNOVATION

We embrace future-forward technology that appeals to today's digitally savvy travellers, creating a seamless experience.

Swift response from smart robots

Convenient amenity delivery

Lending a helping hand to our crew!





## YOTEL AMSTERDAM

#### **AMENITIES**

Adjustable queen size SmartBed™ with Serta cool action gel memory foam mattress

Superfast free WiFi and HD Smart TV with Chromecast

Work desk, electronic laptopsize safe, hairdryer, iron and ironing board

Rain shower

Urban Skincare shampoo, conditioner, body wash and lotion

Unique outdoor cinema with large terrace

#### FACTS

Opens September 2019

202 cabins

1.3km to nearest Metro station

1.8km from Central Station

18km from Amsterdam Schiphol Airport

2.8km from Dam Square

6.5km to RAI convention centre





## YOTEL AMSTERDAM

HOTEL SMARTER

The first city YOTEL to land in the Netherlands after the YOTELAIR at Schiphol International Airport, YOTEL Amsterdam opens its doors in September 2019 on the Asterweg in up-and-coming Amsterdam Noord. Complete with an outdoor cinema and a range of social and eating spaces, YOTEL Amsterdam will make its mark on the city!

With self-service check-in kiosks to save you time and ergonomically designed "cabins" (YOTEL speak for rooms) to maximise available space, YOTEL breaks with hotel conventions. Central locations, affordable prices, super-fast WiFi and relaxed public areas offer everything you need and nothing you don't

**GUEST SERVICES** 

Free super-fast WiFi

Self-service kiosk or app check-in / out

24/7 fully equipped gym

24/7 Mission Control

KOMYUNITI social space to eat, drink, work, rest and recharge

## MISSION CONTROL

Airline style self-service check-in and out

Your 24/7 go-to place for anything you might need from our expert Crew

Other services from Mission Control include:

- Bike rental
- Concierge services
- Airport transfers
- Luggage store



## KOMYUNITI

Large, open-plan, multi-purpose social space on the ground floor of YOTEL Amsterdam, plus landscaped outdoor terrace with canal-side docking

Open to everyone: hotel guests, neighbours, and passers-by

- All-day menu of classic comfort food, sandwiches, salads and sweets, including vegetarian, vegan, and healthy options
- Fully stocked bar
- Free super-fast WiFi

- Breakfast Coffee bar Bar & lounge Restaurant 6.30am – 10:30am 6.30am –5pm 4pm – 1am 11:30am – 1am





## OUTDOOR CINEMA

Unique outdoor 'screening room' catering for up to 25 guests

Available for daytime or evening private hire

#### Ideal for:

- Private social screenings
- Corporate events
- Sporting events
- Product launches



## **EVENTS**

The restaurant, bar area and adjacent outdoor terrace with boat dock at YOTEL Amsterdam are well suited for an array of events: presentations, product launches, corporate entertaining and events and social gatherings for up to 200 guests.

Additionally, the private dining area in the restaurant can be hired exclusively, with a typical set up for up to 15 people.



## FULLY EQUIPPED GYM - 24/7

Stretching and yoga mats

Elliptical cross-trainers

Weightlifting bench

Rowing machines

Upright bikes

Dumbbells

Treadmills



## **CABINS**

Cabin Types	Size (sqm)	Size (sqf)	Number of Cabins	Number of Guests
Premium Queen	14	150	170	2
Premium Queen with Bunk	14	150	22	3
First Class King City View	29	312	8	2
VIP King Suite City View	44	473	1	2
Premium Queen Accessible	29	312	1	2

- Queen size SmartBed™
- Serta cool action gel memory foam mattress
- Smart TV with Chromecast
- Rain shower
- Electronic laptop size personal safe
- Iron & ironing board
- Desk with multiple sockets











## CONNECT WITH US







@YOTEL









