



Dunya

MISSION

Transforming Experiences by Empowering Real Estate Ownership

VISION

We believe motivated entrepreneurs, an innovative ecosystem, and superior real estate will continue to revolutionize the hospitality industry in the sharing economy

MOVEMENT

Our entrepreneur **hosts** are **motivated** by profit sharing, free rent and **real estate ownership**

The **result** is the **best customer experience** and the **best opportunity** in the hospitality industry

TWO PROBLEMS WE TACKLE

OWNING REAL ESTATE IS DIFFICULT

97%

Of Generation Z hope to own a home in the future

- Unprecedented levels of debt
- Stagnating wages combined with inflating costs of living
- Hospitality makes up over 10% of the world's workforce and over 10% of the world's GDP.
- Savings for a down payment will be unrealistic for generation z workers in the hospitality and retail space.

MODERN TRAVELERS' NEEDS ARE CHANGING

20%

Of Lodging Demand in the US is AirBnB

- Alternative lodging comprises over 6M listings worldwide.
- The largest Short-Term Rental management companies usually have below average user ratings.
- Stay-cations, business trips extended with leisure, and alternative modes of travel
- Growing desire to travel in all group segments. Events, families, friends, couples, and small businesses.

A COLLECTIVE SOLUTION

Innovative Ecosystem

Next-generation platform and tools bring everything together

Entrepreneurial Hosts

Highly motivated to create wealth and an exceptional guest experience

Superior Real Estate

Designed with sustainability and curated for versatile space utilization



Happy Guests

Experience lodging with smart technologies, curated spaces, and standardized amenities.

Dunyhas are excellent for leisure and business, for both individual and group accommodations.

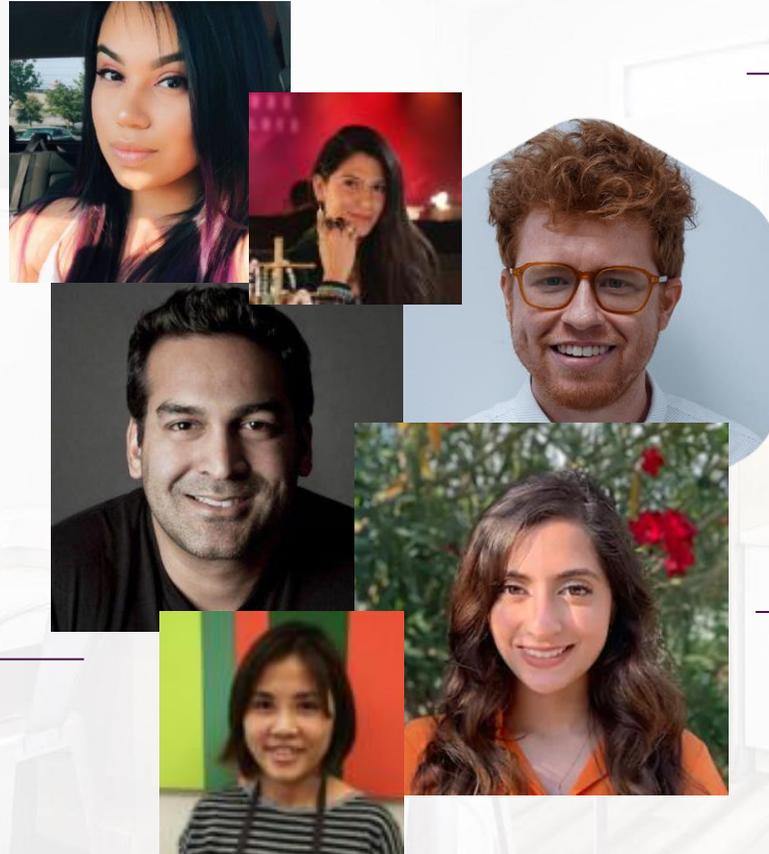
ENTREPRENEUR HOSTS

HEART & SOUL OF DUNYHA'S MODEL

Large Pool of Talent

The Hotel and Lodging industry attracts higher interest from Gen Z and young millennials than industries such as construction, finance, and insurance.

AHLA Foundation



Who are we recruiting?

Talented individuals with a business acumen, a passion for hospitality, and the true entrepreneurial spirit

WOW The Customer

Motivated Entrepreneurs vs Low Wage employees. The hospitality industry holds an extremely high turnover rate of 73.8%. 52% of employee replacement costs often comes down to productivity.

JDI Research, 2020

Operate to Own

It is a realistic goal to fully own a real estate asset worth over **\$1M** in **10-15 years** through our profit sharing and free rent living.

OPERATE TO OWN

\$25 per hour

Average Hospitality Industry Compensation in US

\$1,000 per month

Average Airbnb host income in US

DunyaHa compensation model

No Operating Expenses

DunyaHa covers all operating expenses and makes 15% on all guest spend

Live Rent Free

Small studio room to live in rent free or stipend of \$500-\$1000

Savings for down payment

Share of 15-30% of net operating income goes to operator's escrow savings

Real Estate Ownership



Goal: Save 100k-200K and make first Real Estate DunyaHa investment in 3-5 years

Ex: Average host operating 3 properties part time (15 hrs. / week) can put \$30,000 / year to escrow savings with \$150,000 of NOI

DUNYHA TECHNOLOGY

O2O Financial Journey

Motivating operators by linking their financial journey to performance. Helping them to build equity, reduce debt and own real estate.

By Enabling

- Digital advisor linked with profit sharing
- Gamification of reaching KPIs and achieving personal goals
- Community knowledge sharing leading to entrepreneurship growth

Space Utilization

To maximize the utilization of dynamic, customizable spaces to achieve superior yields.

By Enabling

- Group Travel Experiences
- Modular Space Booking
- Alternative Usage During Non-Peak Periods

Frictionless Experience

To provide Dunya guests with a frictionless high-touch experience and inspire loyalty, upsell, and network effects.

By Enabling

- Personalized concierge services not common in STR
- Unique experiences and products such as local artist gallery
- End to end digital experience integrated with smart technologies and social media

WHY NOW

Travel Resurgence

Big bounce back in travel industry forecasted in 2022
Creating new tech driven small businesses in local economies is more important than ever.

Sustainable Investment

Dunyhas are next generation real estate assets with profitability per sq. ft. outperforming traditional real estate dwellings. Building with sustainability, efficiency, and product market fit for the future.

Now is a perfect time to build a Dunyha

Reshaping Financial Future

We provide a viable solution to achieve home and business ownership for those who would otherwise be priced out of the market.

Rise of Sharing Economy

Our platform provides qualified resident hosts the opportunity to live free of housing costs and save. Our ecosystem brings travelers and communities together. Operate to Own is the next movement!

MARKET OPPORTUNITY

TRAVEL INDUSTRY

The travel industry accounts for **10.2% of global GDP**. Recovery to pre-COVID-19 levels could take until 2023—or later. Business and leisure travel will return at different paces, as will domestic and international travel.

McKinsey & Company, 2020

MILLENNIALS

Millennial turnover costs the US economy **\$30.5 billion** per year, they make up **75%** of the workforce. Hospitality brands should prioritize the continued learning of their staff. Long term development plans vs turnover.

Hospitality Net, 2021

GENERATION Z

Gen Z is the largest generation in the U.S. with **over 61 million** individuals. The most racially diverse age group, 20% of Gen Z is bilingual. Over **50%** of Gen Z is interested in pursuing a career in hospitality.

AHLA Foundation, 2018

Dunya empowers Millennials and Generation Z to own real estate specifically built to serve their own generation.

COMPETITORS



Founded: 2017
Stage: Series D
Total Funding: \$417.5M

Valuation: \$2.5B

Enables renters to become owners by fractionalizing ownership so customers earn equity while they rent.

Dunyha buyers create home equity and generate financial wealth



IPO Valuation: \$4.5B

Founded: 2009
Stage: Public
Total Funding: \$634.5M

Largest full-Service vacation rental company that provides revenue for homeowners and great experiences for guests

Dunyha is focused on empowering others with our technology and ecosystem, not building a property management company



Non-Luxury Hotels

More than 99% of the 700,000 Hotels worldwide are non-luxury.

These are a collection of Budget & Value Hotels, Inns & B&Bs, Mid Range Business Hotels, and Resorts.

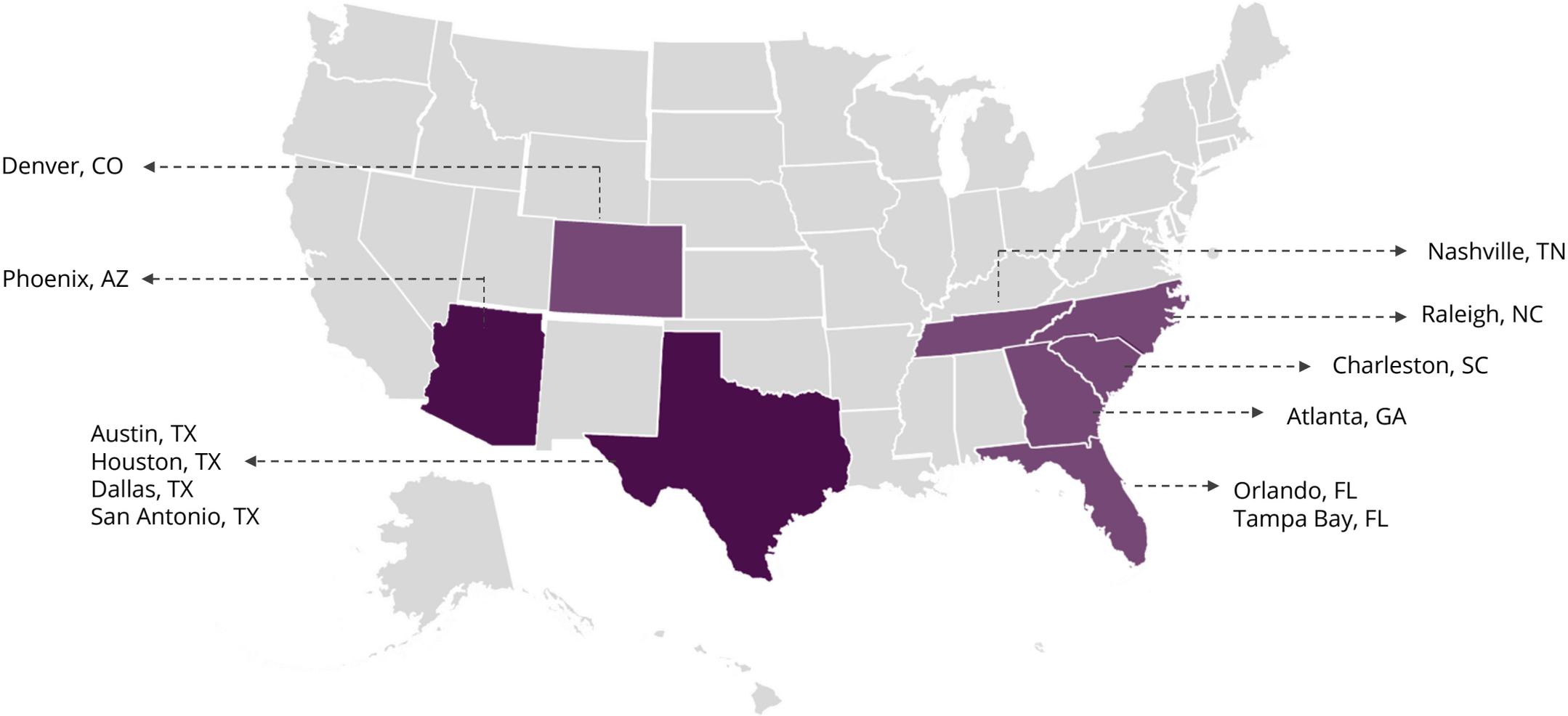
Dunyha is focused on the next generation of travelers who embrace alternative lodging

200 PROPERTIES BY 2024

Dunyha will initially focus on markets with similar land acquisition, cost of construction, and travel growth

PHASE 1 CITIES

PHASE 2 CITIES



SERVING MODERN TRAVELERS



Travelers' Area

Curated Space

Value & Convenience

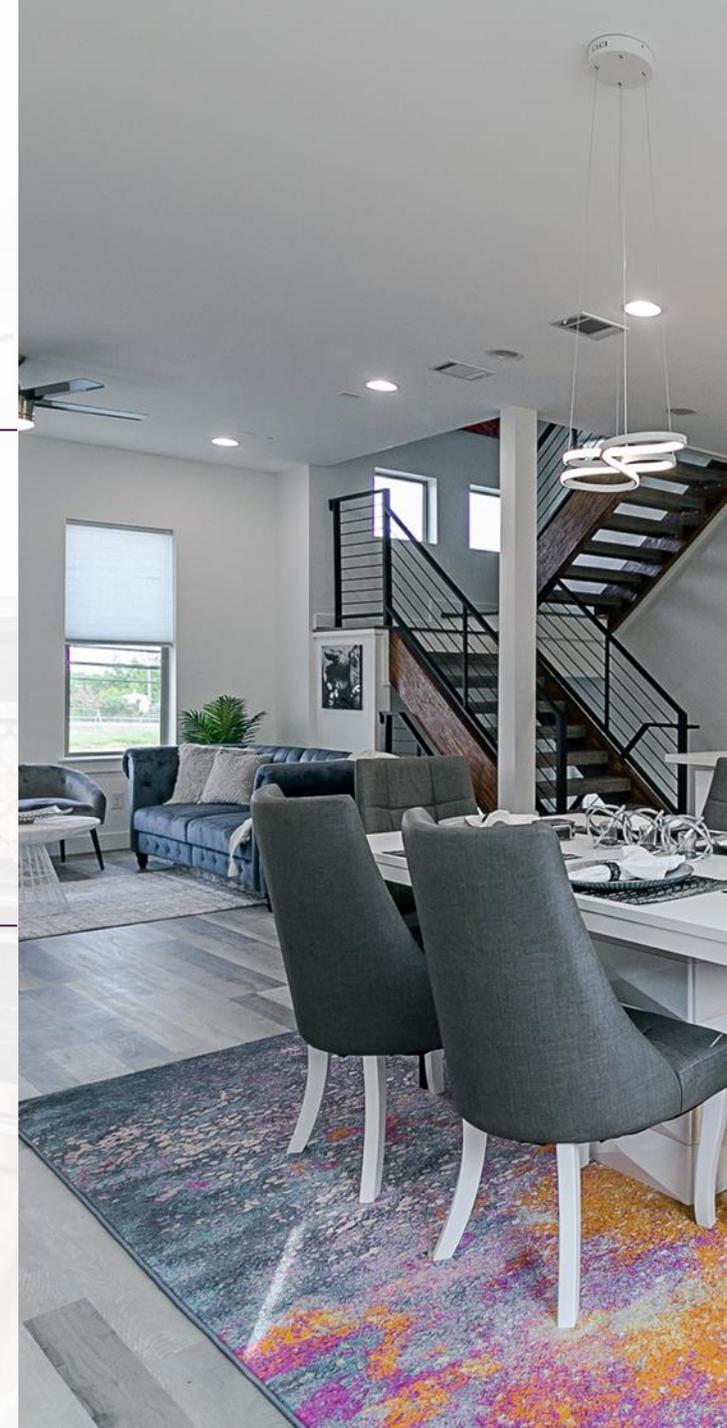
Designed for space utilization; in-suite bathrooms, workspaces, and flexibility of use

More competitive pricing to equivalent hotel and STR products

Technology-Driven

Platform offering seamless end-to-end digital experience for guests

Comprehensive tools to support operators in providing the best guest experience



SERVING MODERN TRAVELERS

Social Connection

Social-media integration from trip-planning through duration of the stay

Engaged resident host on-site with curated events and experiences

Unique Travel Needs

Office away-from-office and home-away-from-home features built-in.

Memorable home gallery with local artwork



More Rooms Per Sq. Ft.



DUNYHA TEAM



Tanvir Aman
Founder CEO

Founded and lead multiple startups. Most recently Instafuel (no. 240 Inc. 500 fastest growing)



John Chu
Co-Founder, CIO

20 years of IT Leadership, most recently as VP at (NYSE:EPAM)



Anan Qaddumi
Co-Founder, Chief Development Officer

Overseen well over 500 commercial and residential projects



Vladimir Domnich, PhD
Software Architect

Over 12 years of experience in developing scalable, high-performance IT solutions



Michael Zajas
President of Dunya Real Estate

Over 10 years of experience in real estate development, project financing, and private placements



Mikhail Mordvinkin
Software Architect

Over 9 years of bringing tech. magic for Fortune 500 customers

ADVISORY BOARD



Genisha Saverimuthu
Global Search Partnerships at Google

Former director of international expansion at WeWork



Dave Franke
Principal at Franke & Company

Board Director & Member for different software companies, airlines, and university foundations.

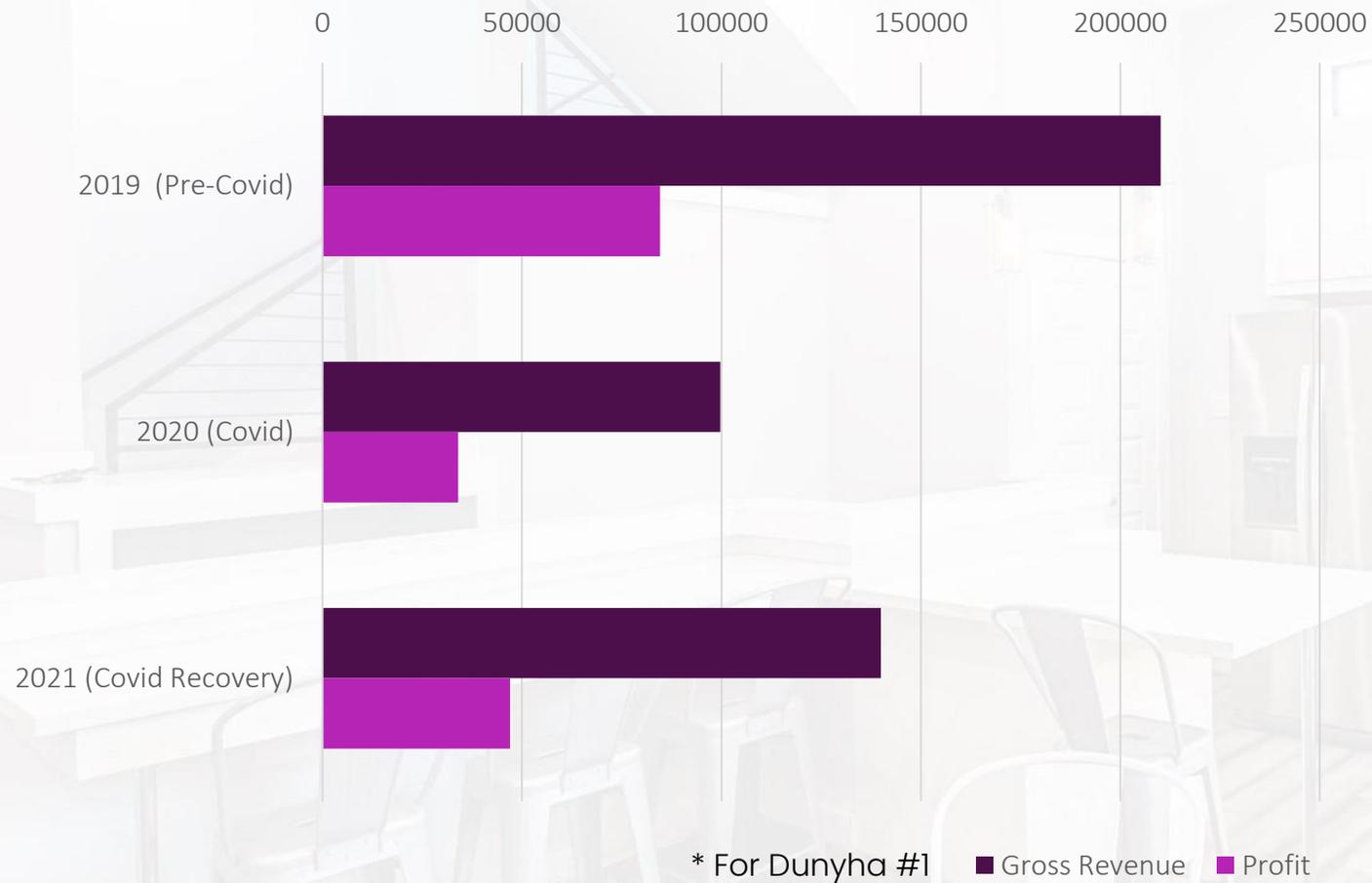


Daniel Dubois
Co-founder at Key

30 under 30 | G20 Delegate
Former Airbnb executive

TRACTION IN NUMBERS

(at property level)



- During COVID, all **5** properties remained profitable, serving over **5,000** guests who spent over **\$1M** staying in Houston.
- New Dunya properties are operating and **opening in Texas and Arizona**: Houston, Austin, Dallas, San Antonio, and Phoenix
- Group Search non-provisional **patent pending**
- **\$150 M** credit facility in place to built next to **500** units.

LONG-TERM VISION

- Operate to own model with fractionalized ownership in more dense cities
- Reward ownership shares to operators for their performance over time in existing hotel dwellings
- Modify existing hotels to make them feel like a Dunya property (full size kitchens and living rooms)
- Group travel technology* and brand integrates easy when controlling the real estate

Ex: In Phoenix you will have individual hosts that have the opportunity to secure financing for our custom-built properties. In Toronto you may have 4 operators earning ownership shares in a modified 80 room hotel.

* Patent Pending

5 YEAR FORECAST

Year	1	2	3	4	5
# of properties	50	100	200	400	750
Fees from Property Sales	\$ 1.5M	\$ 4.6M	\$ 9.5M	\$ 19.7M	\$ 36.5M
Total Guest Income	\$ 7.5M	\$ 15.5M	\$ 32M	\$ 66M	\$ 127.5M
Net Income	-\$ 1.8M	-\$ 642K	\$ 3.7M	\$ 19.7M	48.7M

EXIT STRATEGY

Acquisition

4-5 year path

- Travel Tech



- Hotel Chains



- Real Estate Companies



Longevity

7-10 year path

- **New Movement and Profitable Company**
- Initial Public Offering (**IPO**)
- Special Purpose Acquisition Company (**SPAC**)

FINANCIALS

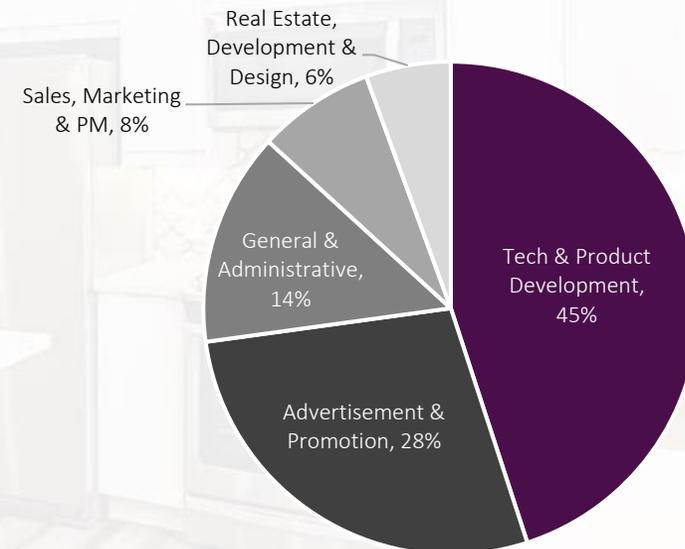
We are raising \$10M in Preferred Equity

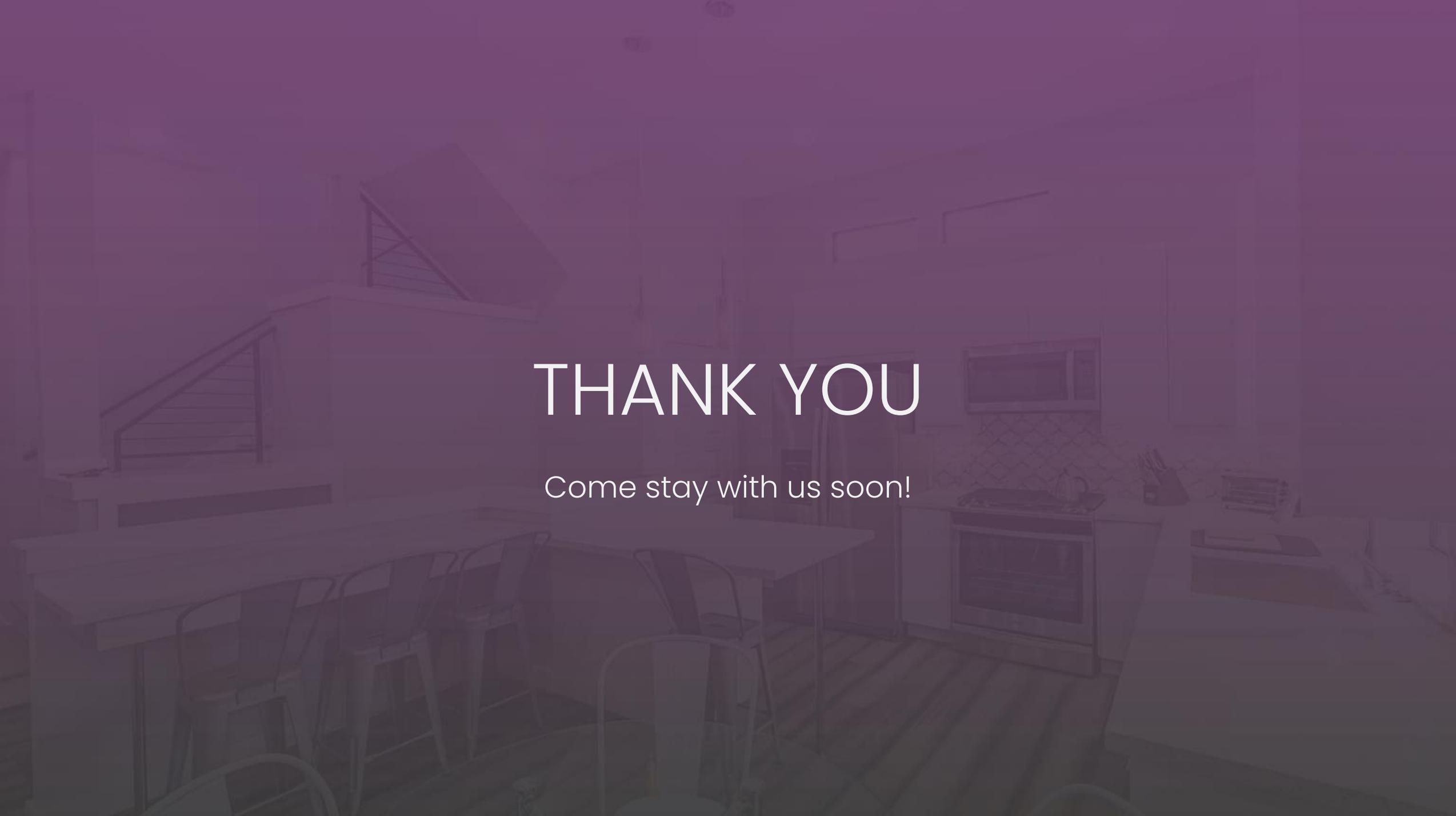
Fundraise used for next 24 months

Sources	\$	%
Equity (incl. convertibles)	10,000,000	31%
Grant	-	0%
Debt	-	0%
Revenues (i.e. gross margin)	22,432,749	69%
Total Sources	32,432,749	100%

Uses	\$	%
Tech & Product Development	12,125,203	45%
Advertisement & Promotion	7,498,560	28%
General & Administrative	3,771,721	14%
Sales, Marketing & PM	2,057,159	8%
Real Estate, Development & Design	1,496,616	6%
Total Uses	26,949,259	100%

USE OF FUNDS





THANK YOU

Come stay with us soon!