



YES CONSULTING 

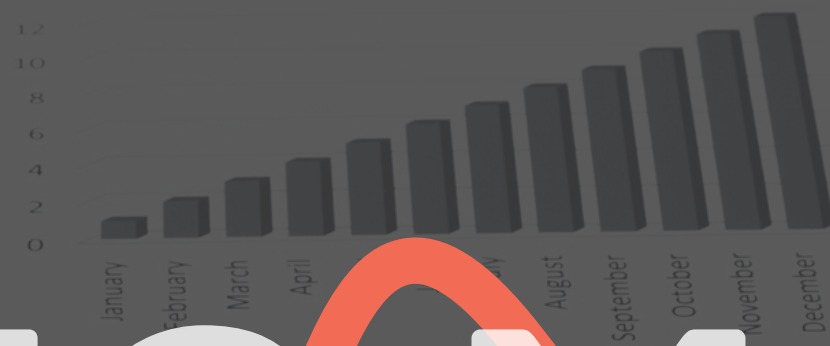
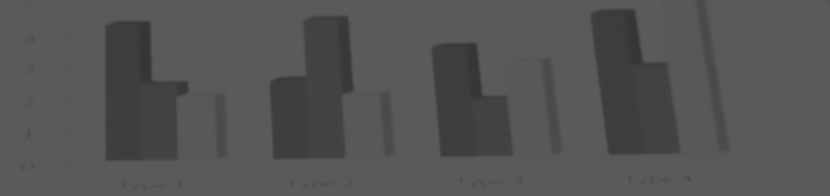


MAKING MONEY

INDUSTRY METRICS



| Fund | Unit Price | NAV | Prem/(disc) | Dividend Yield |
|-------|------------|--------|-------------|----------------|
| BKKCP | 9.90 | 12.20 | 81.13% | 6.48% |
| SKWLD | 12.20 | 15.15 | 64% | 5.54% |
| IWLKS | 53.45 | 68.15 | 45.54% | 7.84% |
| SKWOS | 62.15 | 78.15 | 78.15% | 8.14% |
| TSKLS | 14.15 | 30.48% | 30.48% | 1.41% |
| AKSDK | 33.45 | 40.14 | 51.14% | 4.88% |
| PKDKJ | 85.15 | 70.44 | 65.45% | 6.44% |
| KSFKW | 77.15 | 60.45 | 56.41% | 5.55% |
| ISKLS | 15.15 | 20.44 | 35.48% | 1.41% |
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Product 1 Product 2 Product 3 Product 4

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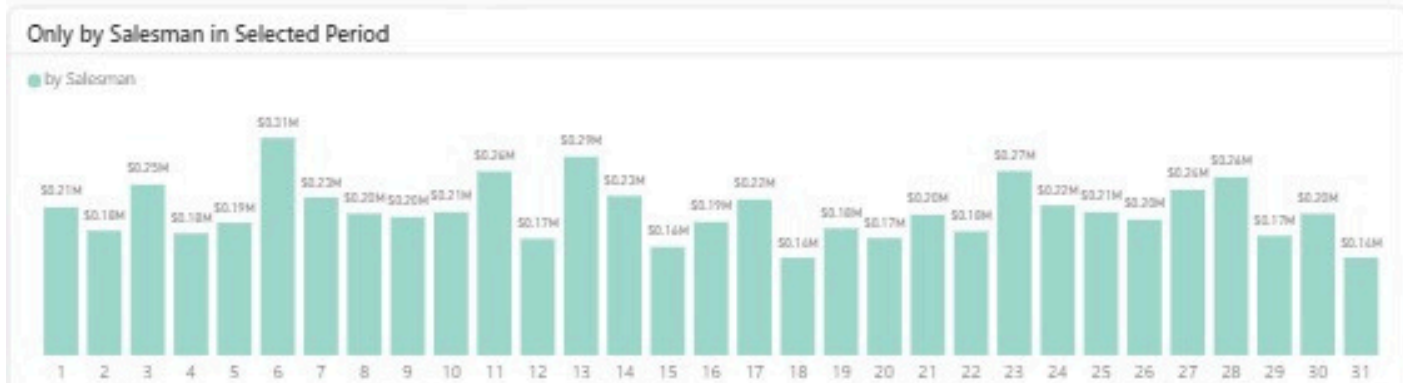
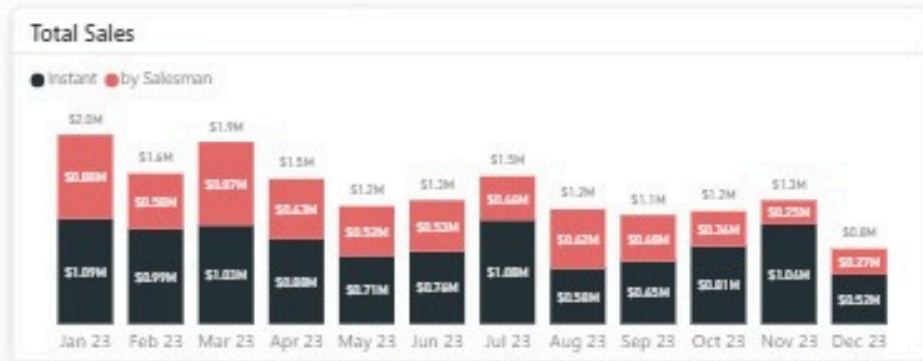
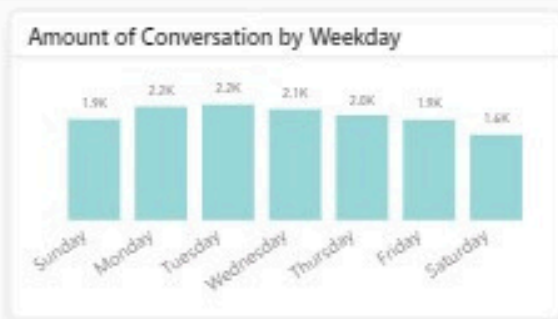
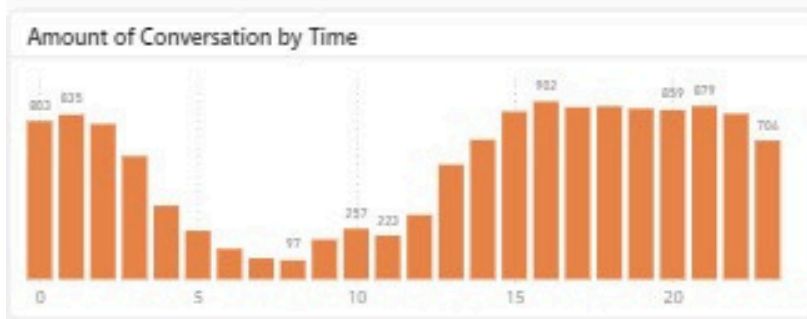
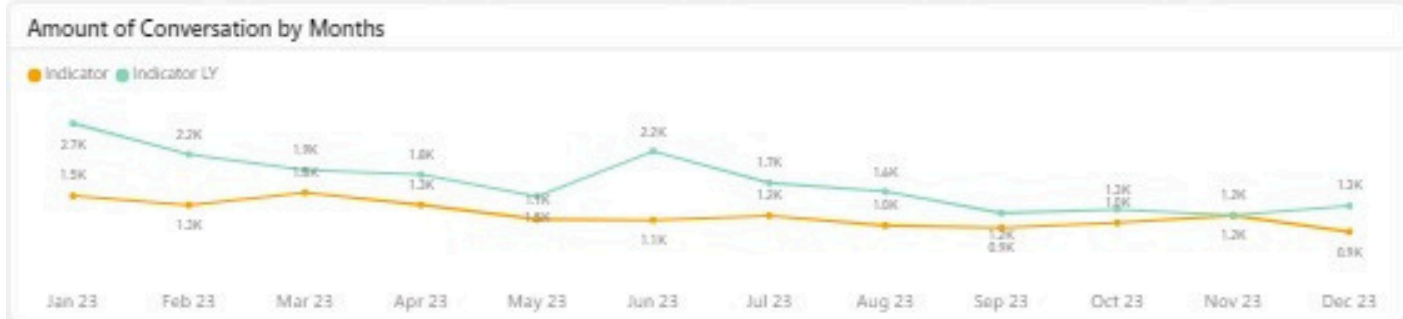
| Fund |
|-------|
| BKKCP |
| SKWLD |
| IWLKS |
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LIFE-STYLE OR PROFESSIONAL?

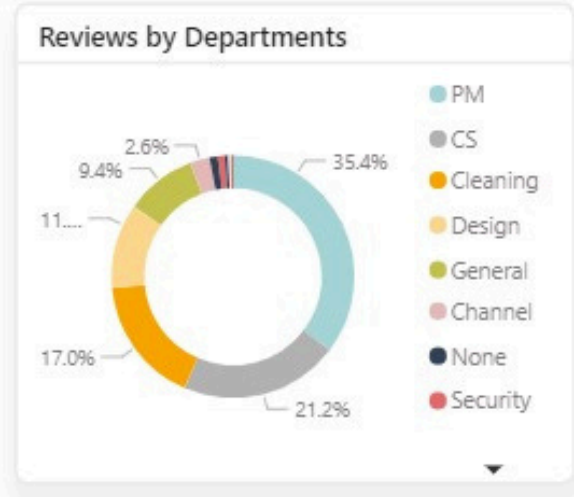
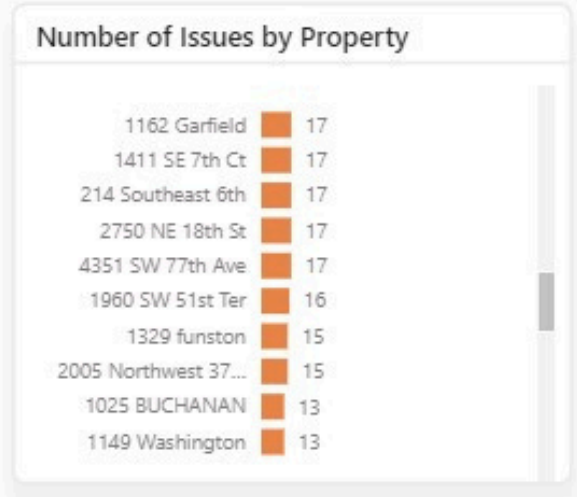
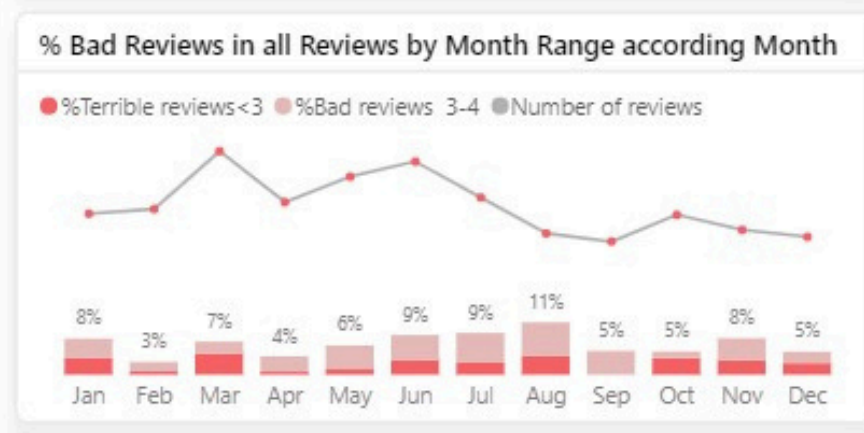


- Amount of Conversation: **13,982**
- Amount of Tickets: **40,928**
- Median (Min) Response Time: **3.00**
- Conversation Rate: **26.5%**
- Total Sales: **\$16.6M**
- Top Seller: **Jerric Bryan Al...**



YOUR DAILY DASHBOARD

- Overall**: NPS Score **72**
- Accuracy**: Review Rate **34.2%**
- Communication**: Review Score **4.68**
- Value**: Reviews Score Trend **0.2%**
- Cleaning**: Excellent Review **78.5%**
- Checkin**: Bad Reviews Trend **-5%**
- Location**: Review Replied **123 (61.5%)**



SUCCESSFUL CO'S MAKE MONEY!



25%

NET PROFIT - IT'S HARD

Major overheads: Staff, operations, marketing, technology & properties/owners

300+ PLAYERS

HAVE SCALE

Allows amortisation of costs, especially in an “agency only” model

+5-10% MARGIN

WELL MANAGED

Focus on business management to ensure efficiency and focus. Add value through extended fees and business. Good companies add margin.

DIVISION OF COSTS – “AIR-QUAD”

GUEST FACING

Acquisition and management, booking and brand marketing, most technology costs + staff.



OPEX

All that you need to do to make your business operate, report, remain compliant, pay bills, cost of money, transport etc

OWNERS & PROPERTIES

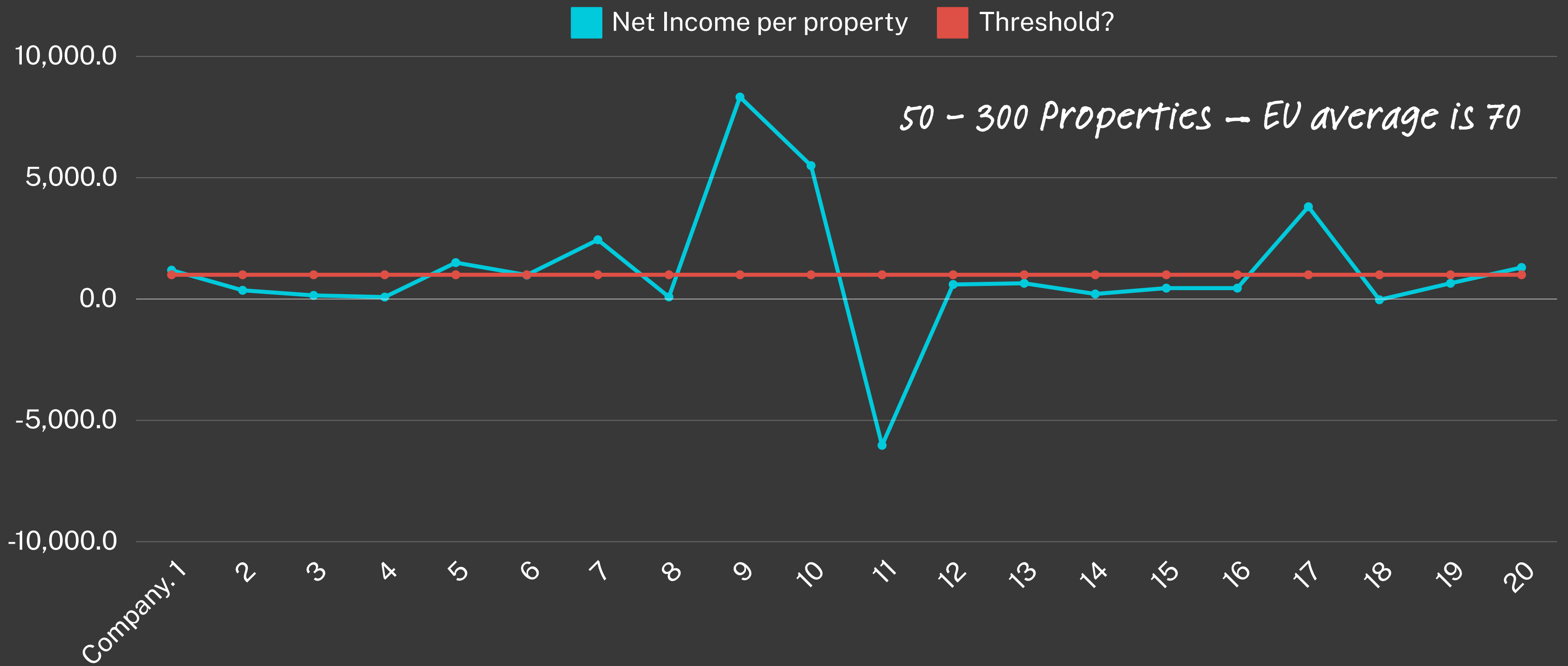
Acquisition, QC, account management, fire fighting, networking, onboarding, advisory services, etc.



PROFIT

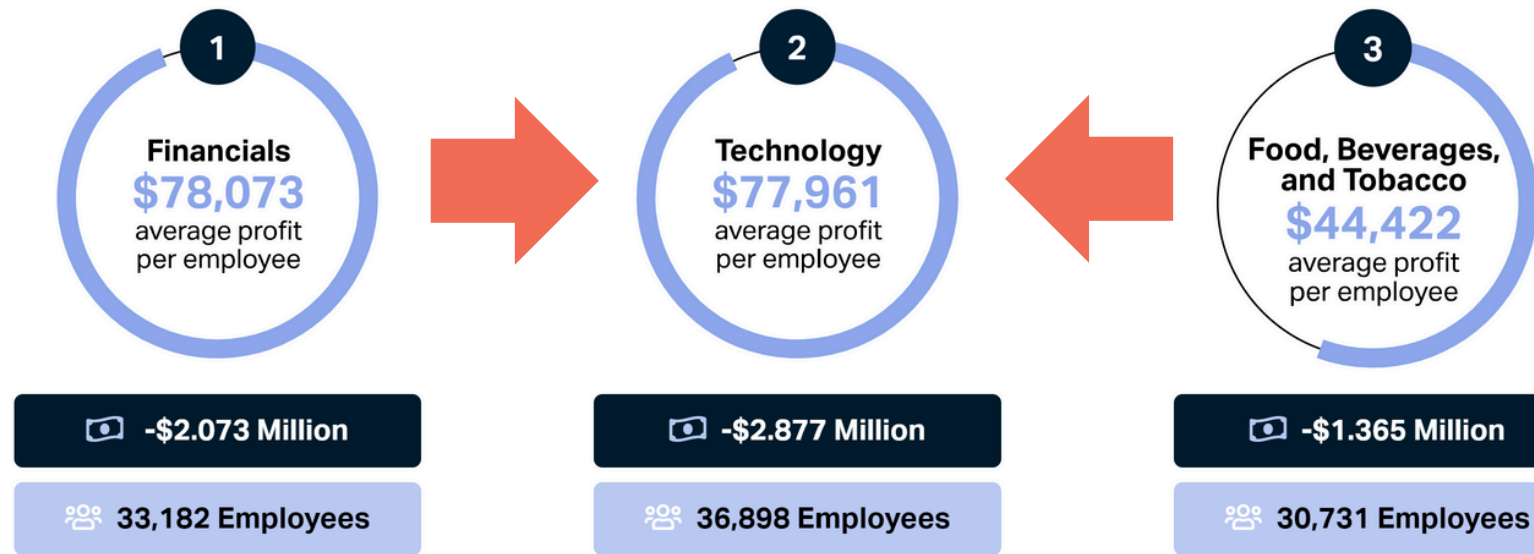
The net margin for re-investment for growth, brand development, beer & cars etc

EXAMPLES OF NET INCOME PER PROPERTY



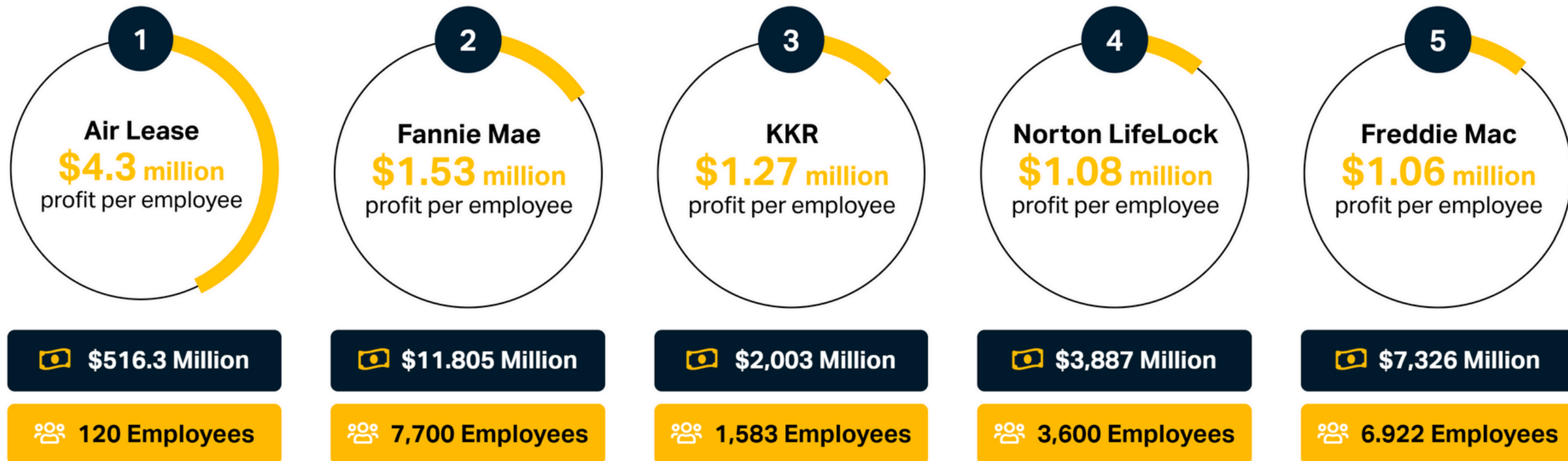
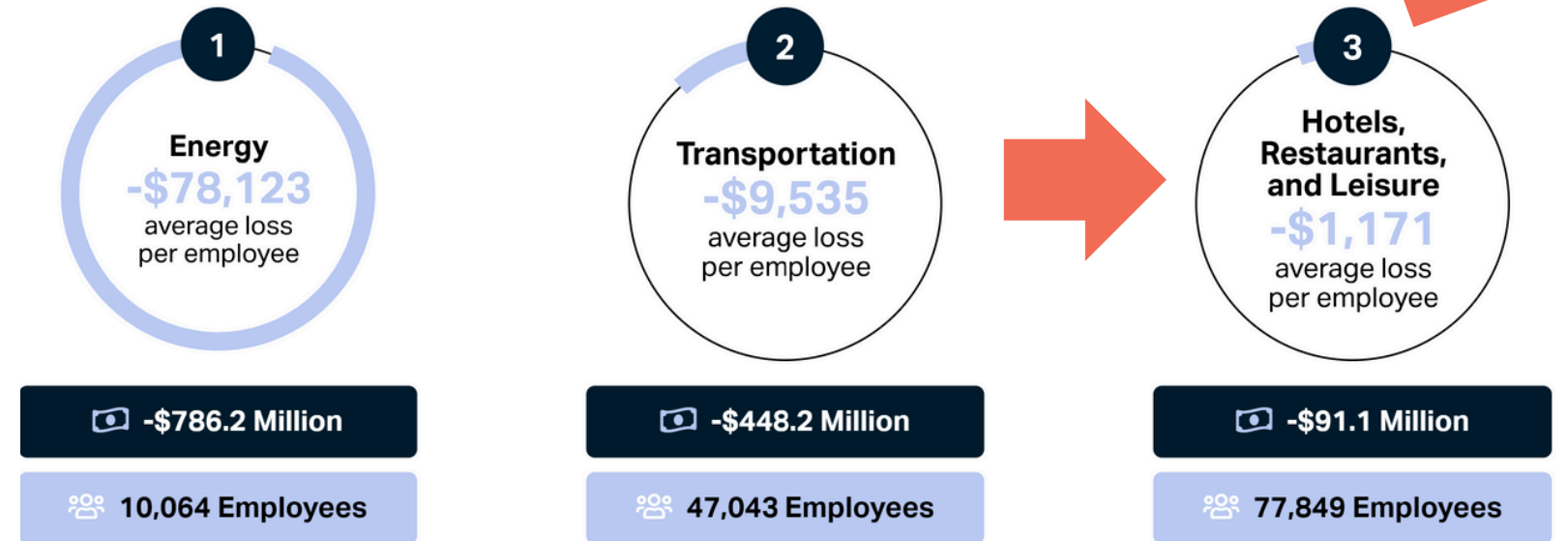
Top 3 Sectors with the Highest Profits per Employee

KEY 📄 Average Company Profit 👤 Average Number of Employees

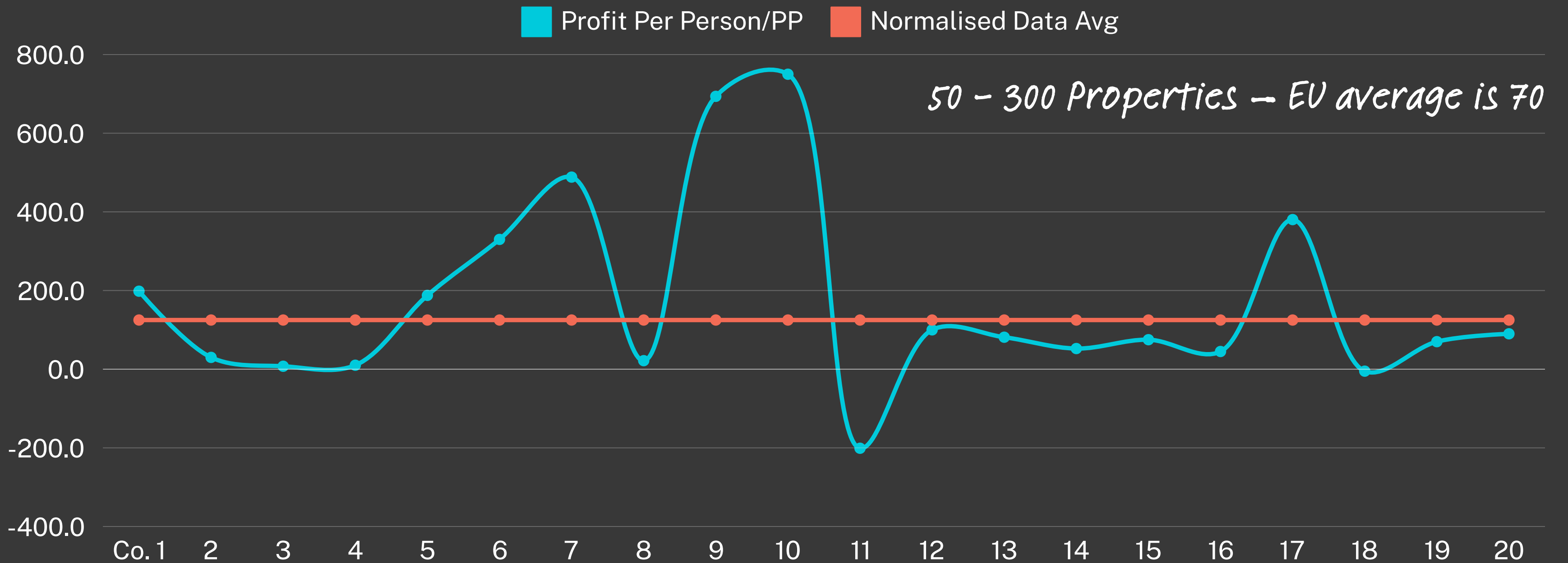


Top 3 Sectors with the Biggest Losses per Employee

KEY 📄 Average Company Losses 👤 Average Number of Employees

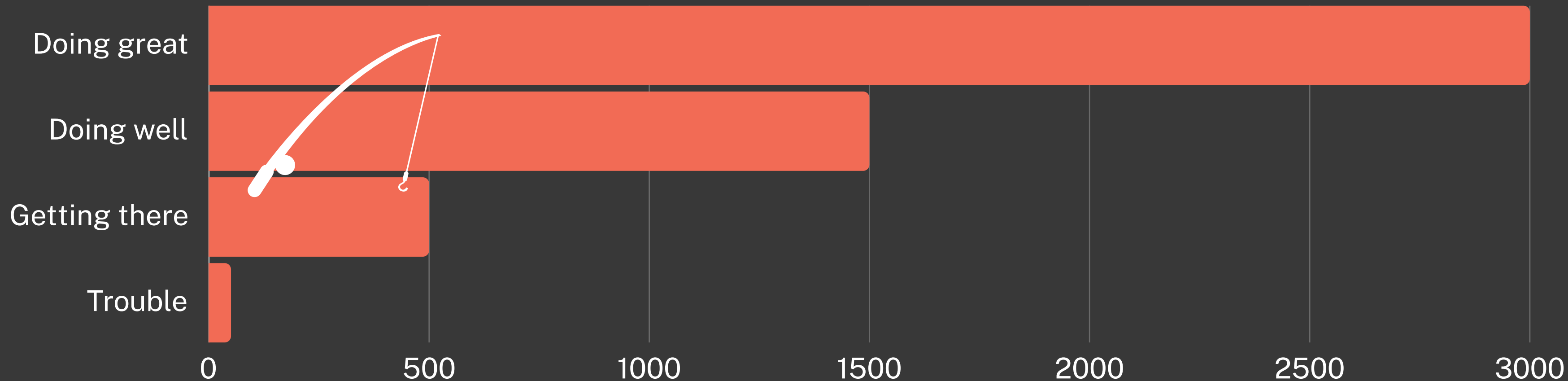


PROFIT PER PROP/PER PERSON EMPLOYED



SIZE COUNTS

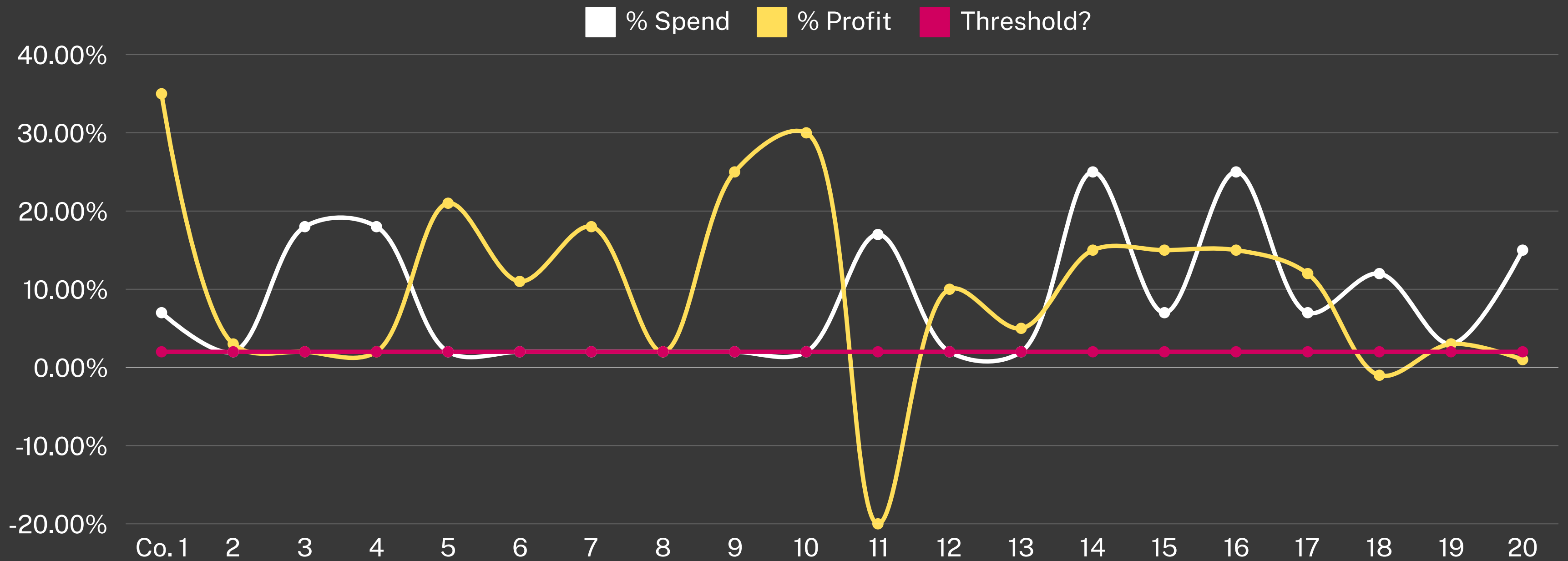
■ No. Props vs Profit Per Person



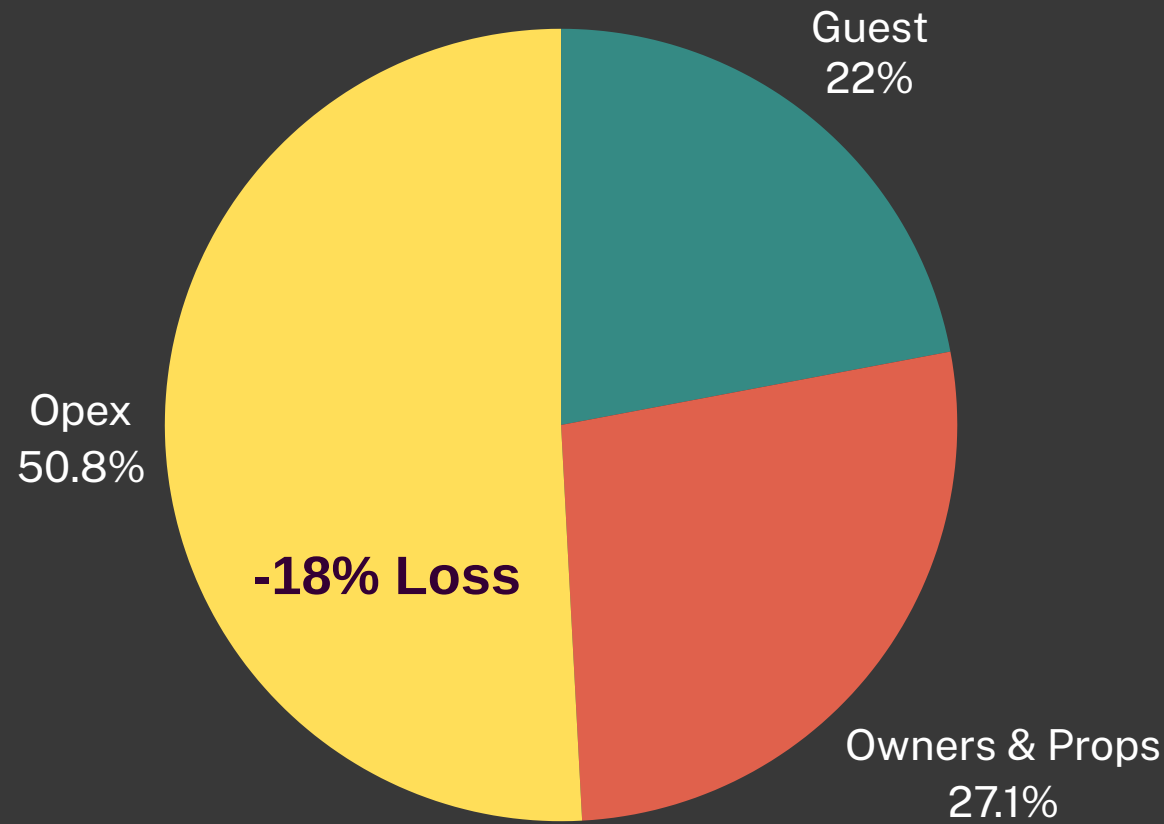
TECHNOLOGY SPEND AS A % OF GROSS INCOME

All models. excl devs but incl admin

50 - 300 Properties - EU average is 70



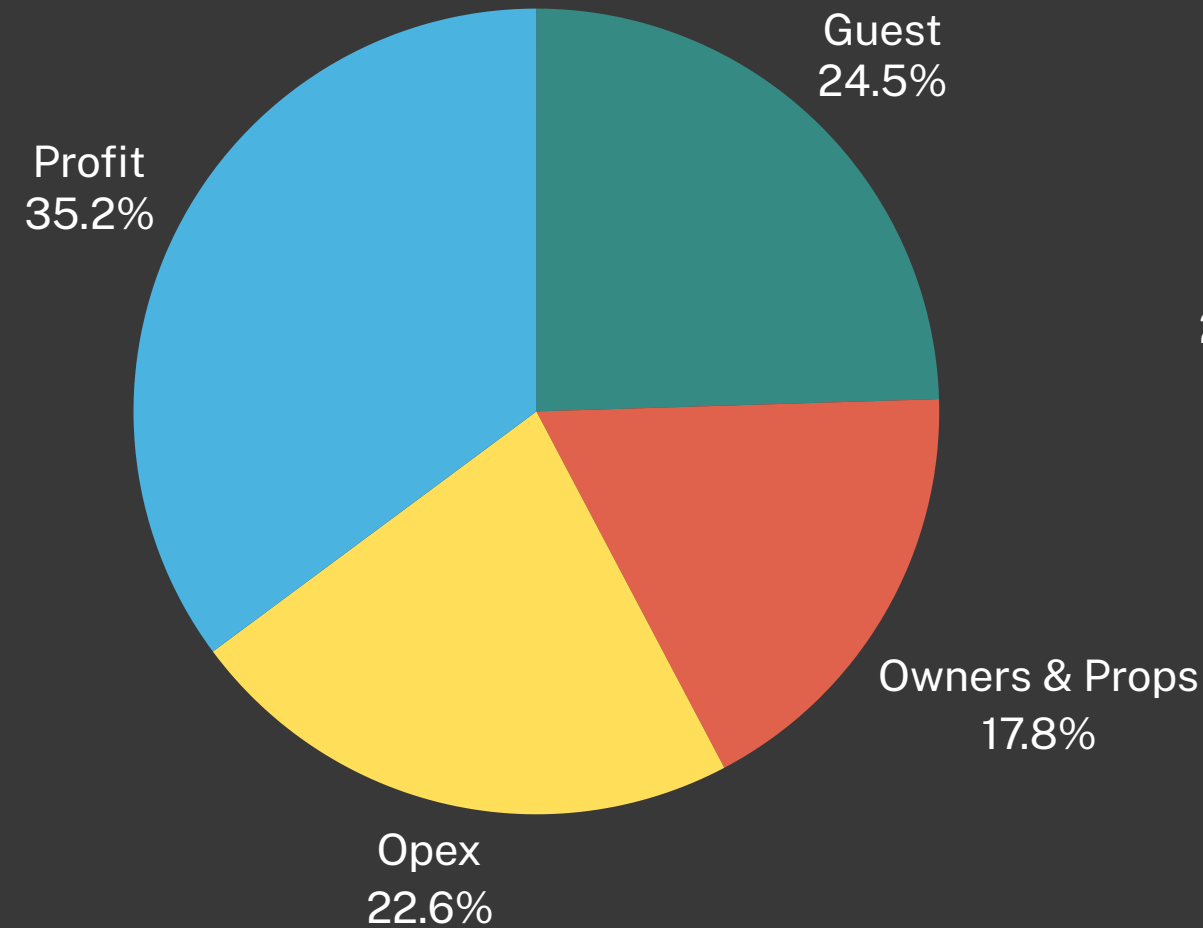
IN TROUBLE



URBAN DESTINATION

- 280 Properties
- Hybrid Cleaning & Comms
- 20% Direct Bookings
- Static growth
- Market restrictions

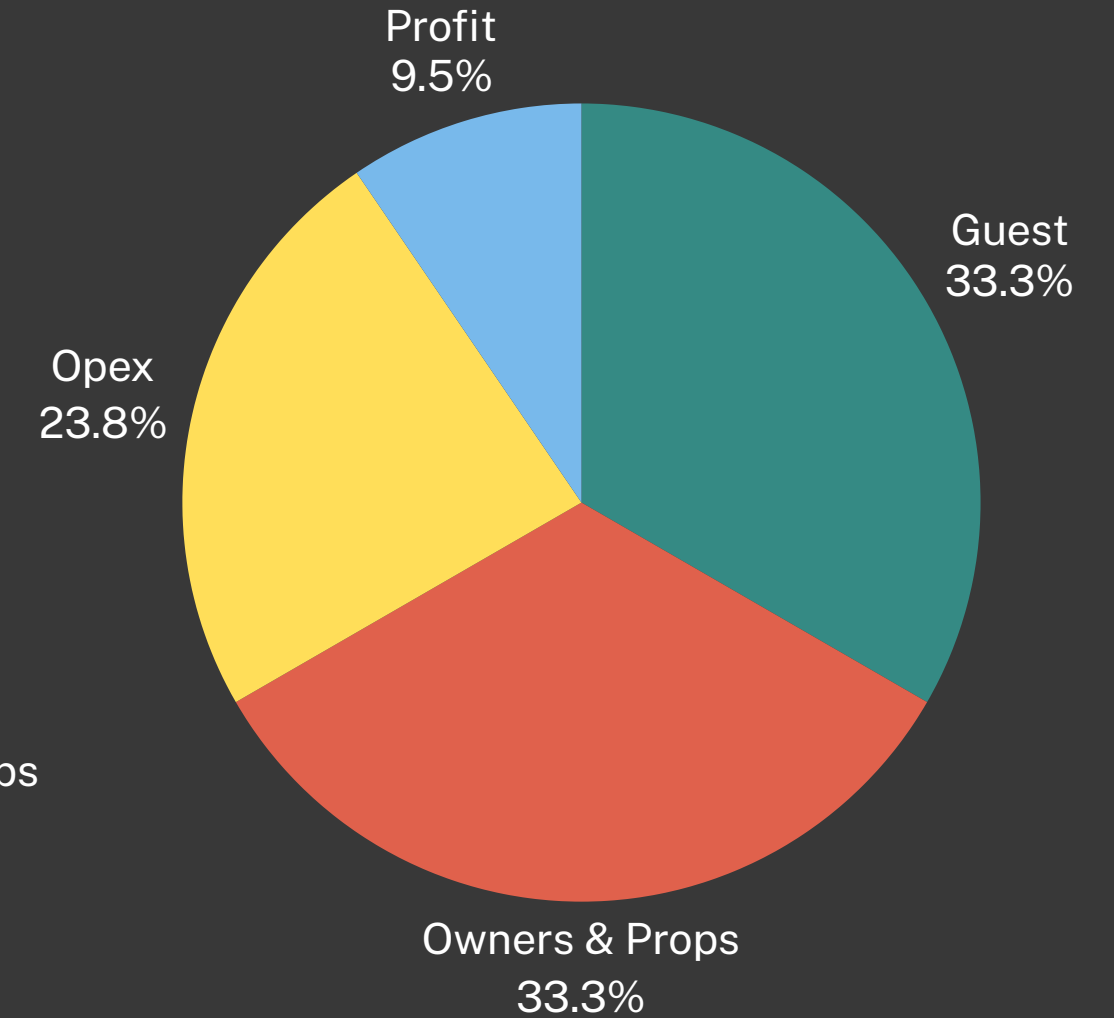
SOLD



LEISURE

- 150 Properties
- Subcontract cleaning
- 35% direct bookings
- Static growth
- Open market

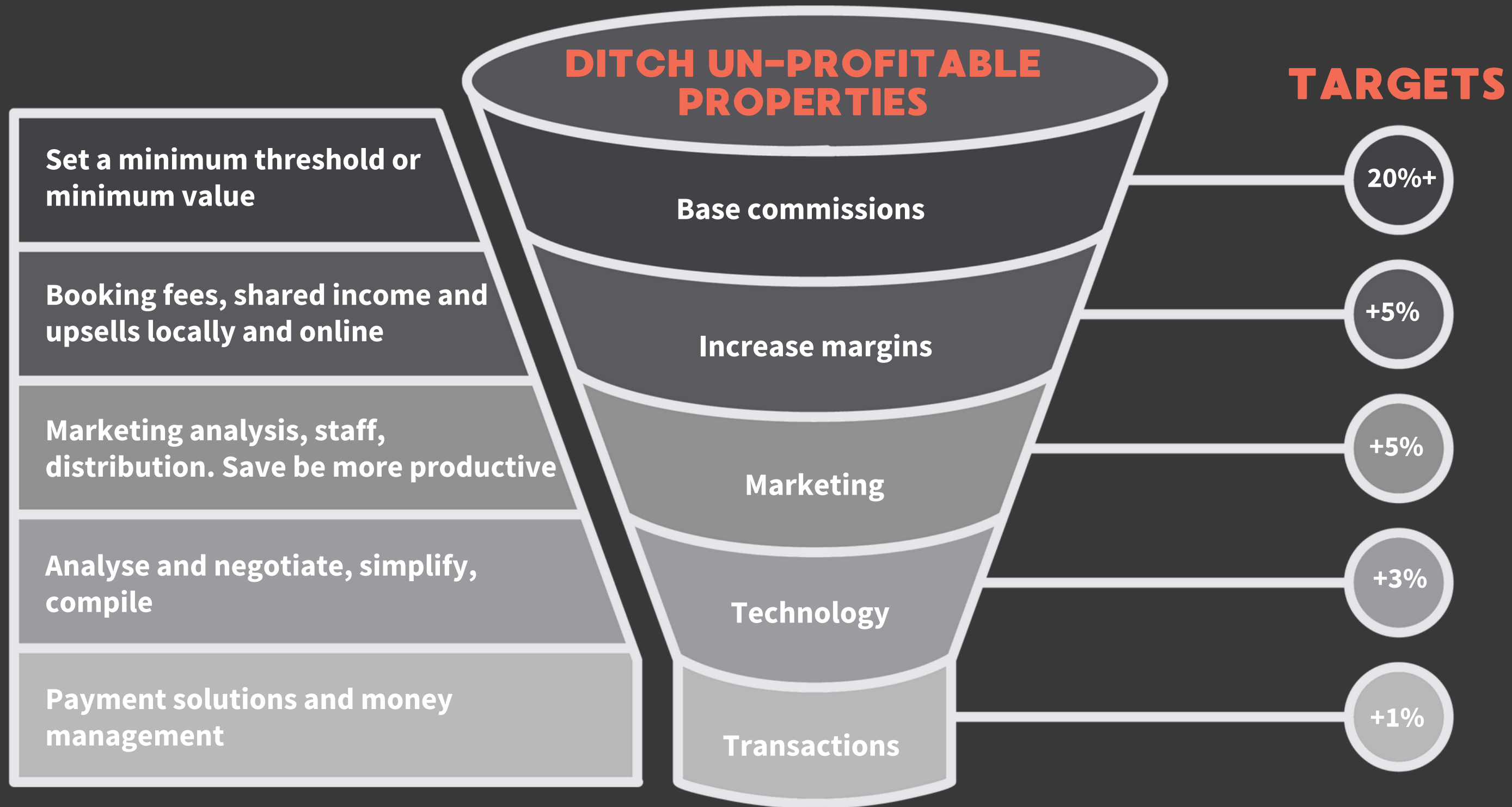
HIGH DIRECT BOOKINGS



LEISURE

- 85 Quality
- Commission only
- OTA uplift on fees
- 80% direct bookings
- Prop Growth 5% PY
- **20 Y/O Business**

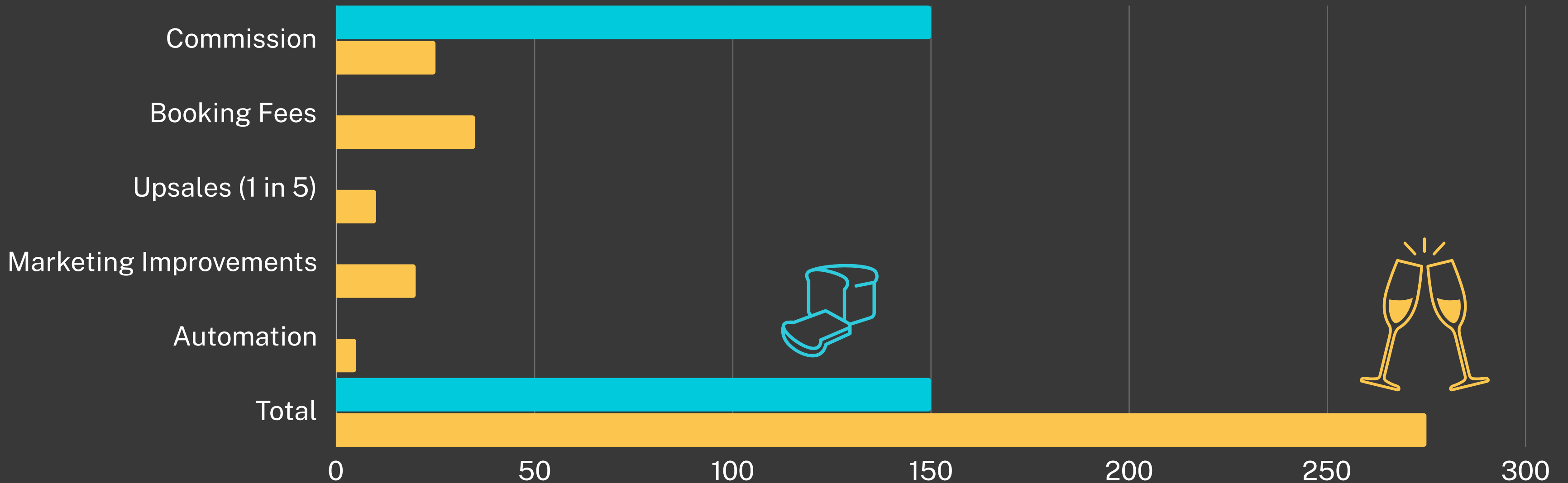
MARGINS MAKE MONEY



MARGINS – SAVE & SQUEEZE

Based on a 1000 Bookings

2024 2025



SUCCESSFUL COMPANIES



**LEAN STAFF
NUMBERS**



KNOW THEIR METRICS



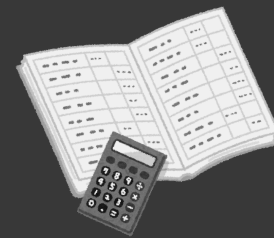
**SMALL THINGS CAN MAKE
A BIG DIFFERENCE**



**ADD INCREMENTAL
MARGIN**



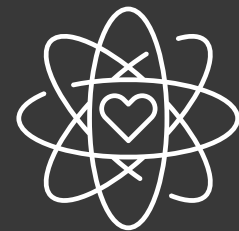
**HISTORY & A DEVELOPED
BRAND**



**ACCOUNT SEPARATELY
OPS & AGENCY**



**HIGHER QUALITY PROPERTIES
& COMPLIANT OWNERS**



CULTURAL VALUES



USE TECHNOLOGY WISELY





Share your data and see a much bigger picture!

THANKS FOR LISTENING



<https://yes.consulting/VRWS>

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