



HAVELOCK STUDENT
HOUSING

Havelock

Progress Report

Restaurant Progress Update





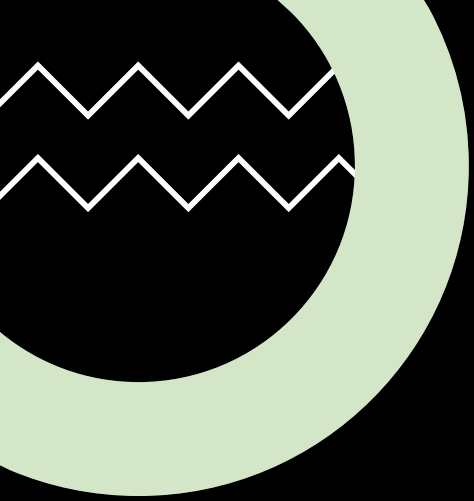
Restaurant CGI's



4th Floor Progress Phase 2

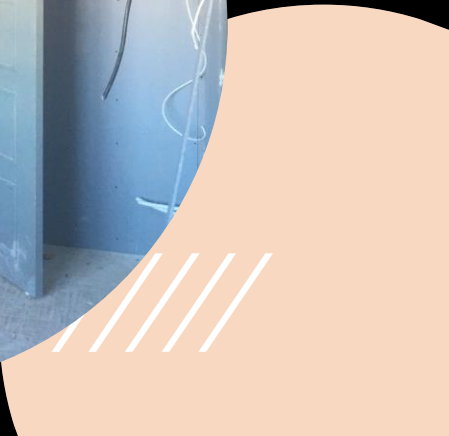
- Completion notice has been served on all bar 3 units on the 4th floor. The last units will be issued over the coming days.





6th Floor Progress Phase 2

- Works are ongoing on the 6th floor and completion expected to be served during September to the buyers.



Completion & Media Update

- The full site is looking to be completed and functional by late September/early October, including restaurant and Spa areas.
- There is a lot of media coverage work taking place as well:
- PR, we have the Observer Magazine coming on 17th August to do a wider review of Hastings and also Vive hotel.
- We also have press trip requests or articles from the following publications (all press trips in September/October onwards) -
- Muddy Stilettos
- Absolutely Sussex
- Sussex Life
- Coast Magazine
- Stylist Magazine
- Great British Life / Life & Living Magazine
- Corporates - We are currently setting up a corporate collaboration as the approved hotel for Vine & Country wine tours - <https://www.vineandcountrytours.co.uk>



Instagram @vivehotel_

Vive Website & Guest Reviews

<https://www.vivehotel.co.uk/>



Guest Reviews

"Just perfect. So friendly. I would be so happy to stay there again."

"The place was amazing and all the staff were very friendly and helpful. **Beautiful room with an amazing bathroom.** In a great area with lots to do and places to go, and a comfortable space to go back to and relax. **Would definitely stay here again.**"

"**I have been SO excited to write this review, this hotel is amazing and if I could score it higher than 5 stars I would.** It started with outstanding customer service. I had messaged about organising something special to be put in place in our room. Natalie was so friendly and helpful. The hotel is a short walk away from the train station and is obviously newly renovated and very sleek. The reception staff were very friendly and check in was smooth. We had studio 501 and when walking in it smelt lovely and wow, the decorations were exactly like something I'd have in my own home! The staff had put rose petals on the bed, heart shaped balloons, chocolates and even a card to my partner and I wishing us a happy anniversary! We were so touched by this gesture and so grateful. The bed was absolute heaven, soft pillows and nice smelling linen. My partners favourite part was the modern waterfall shower and had three showers in the space of 24 hours! We will be returning! Thank you Vive!"

"Had a lovely stay at Vive Hastings. The hotel is in an ideal location and has a friendly atmosphere with very helpful staff. Rooms are very sleek and well laid out and the overall design of the hotel is lovely. **Would definitely return!**"

January 2023 to July 2023

Type	Num of Studio Rooms	Rented	Maximun Days	Unsold Days	Total Sold Days	Total sold days non zero bookings	Total sold days zero rate bookings	Zero Rate Bookings	Guest days zero rate bookings	ADR	ADR - non zero	ADR per room	ADR per room - non zero	RevPar	RevPAR - non zero	Net Income
Deluxe Studios	6	6*	673	475	198	194	4	3	4	85.37	87.13	85.37	87.13	25.12	25.27	14139.12
Family Studios - DA	3	3*	381	184	197	197	0	0	0	59.57	59.57	59.57	59.57	30.8	30.8	9870.48
Standard Studios	40	39*	5699	2871	2828	2823	5	5	5	69.21	69.33	69.21	69.33	34.34	34.37	166778.1
Summary	98	48*	6753	3530	3223	3214	9	8	9	69.61	69.81	69.61	69.81	33.22	33.27	£190,787

January 2023 to December 2023 So Far

Type	Rented	Maximun Days	Unsold Days	Total Sold Days	Total sold days non zero bookings	Total sold days zero rate bookings	Zero Rate Bookings	Owner Occupied Days	Guest days zero rate bookings	ADR	ADR - non zero	ADR per room	ADR per room - non zero	RevPar	RevPAR - non zero	Net Income
Deluxe Studios	6*	1591	1385	206	202	4	3	0	4	88.16	89.91	88.16	89.91	11.41	11.45	15187.62
Family Studios - DA	3*	840	372	468	468	0	0	0	0	42.52	42.52	42.52	42.52	23.69	23.69	17274.38
Standard Studios	39*	11686	8246	3440	3433	7	6	2	5	65.79	65.89	65.79	65.89	19.37	19.37	192650.3
Summary	48*	14117	10003	4114	4103	11	9	2	9	64.26	64.4	64.26	64.4	18.73	18.73	£225,112

Figures

- Please see table which displays all bookings for the 2023 period
- Students are low as the university was not able to push the apartments as hoped due to it not being completed yet, they are still fully on board though to push once all is completed.
- We have also listed on Rightmove to assist in obtaining direct student bookings as well for Phase 1.
- There is a great demand for corporates though, which has been a real asset to phase 1, whilst the works on phase 2 have been carried out.
- We anticipate 2024 looking very different to 2023.

Vive Hotel Manager

- Marco Mason has recently taken over Vive as the hotel manager, he is looking forward to looking after you all on your post completion journey. He has been a valuable addition to the team and the running of the development as a whole. Not only running the day to day, but he also secures new business to generate revenue. Along with being on side to assist you with your questions!
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VIVE
