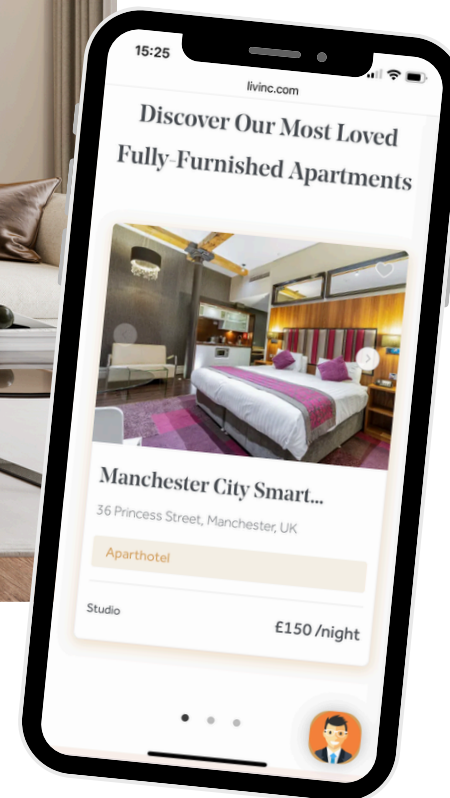




THE HEART OF FLEXIBLE LIVING



ZAKEE AHMED
FOUNDER & CEO



Urban Living MEA
12 November 2024
Rove Hotel, Dubai

Changemaker
Case Study, New
Urban Living
Investment
Models

Introduction

My background

Livinc

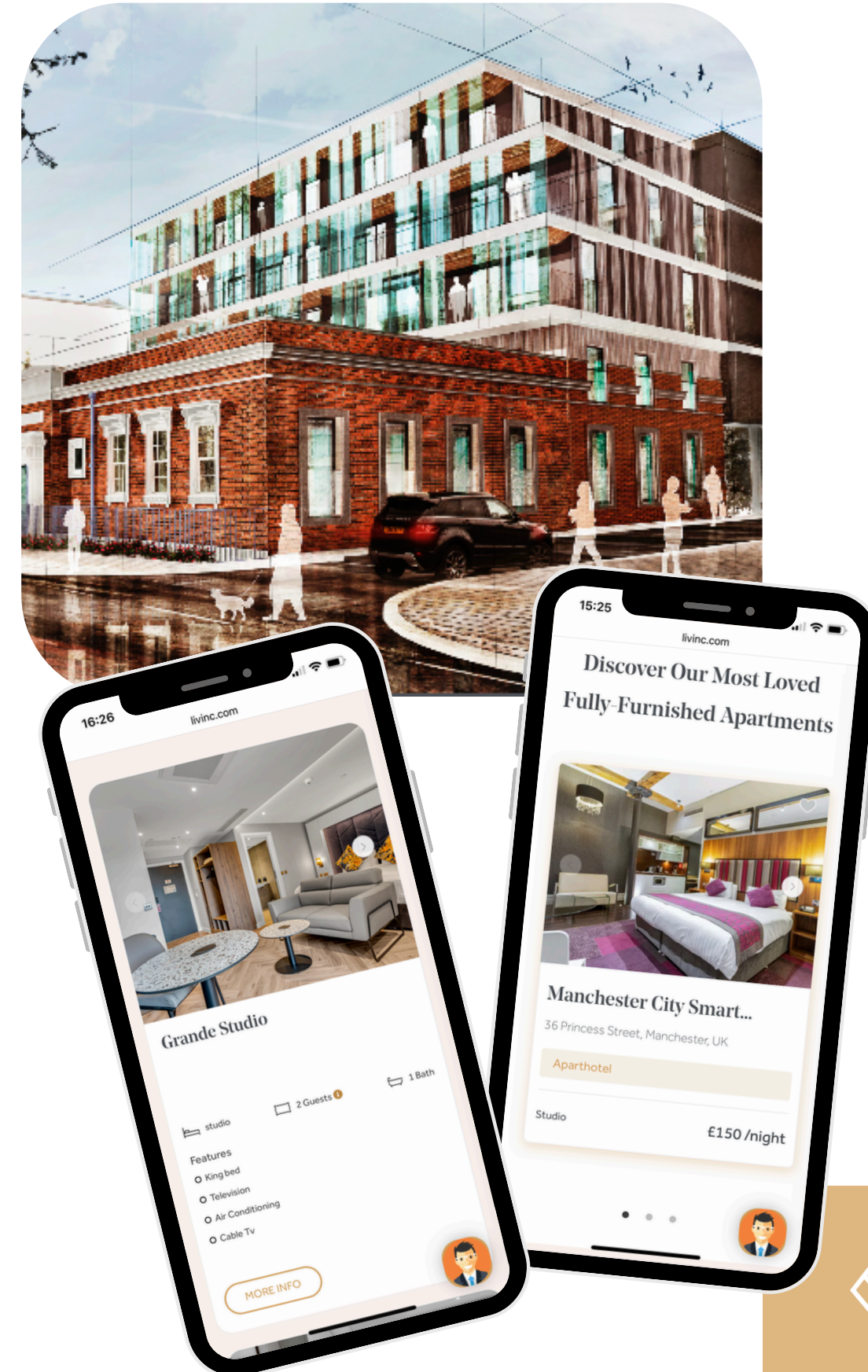
1. Coliving (Housing-as-a-service) developer and operator
2. Building the preferred rental platform for monthly, flexible stays

Our Mission: to create and connect living spaces globally

- Flexibility
- Community
- 5* Quality

Today

1. Our business model
2. Coliving as a rapidly emerging asset class in the Middle East

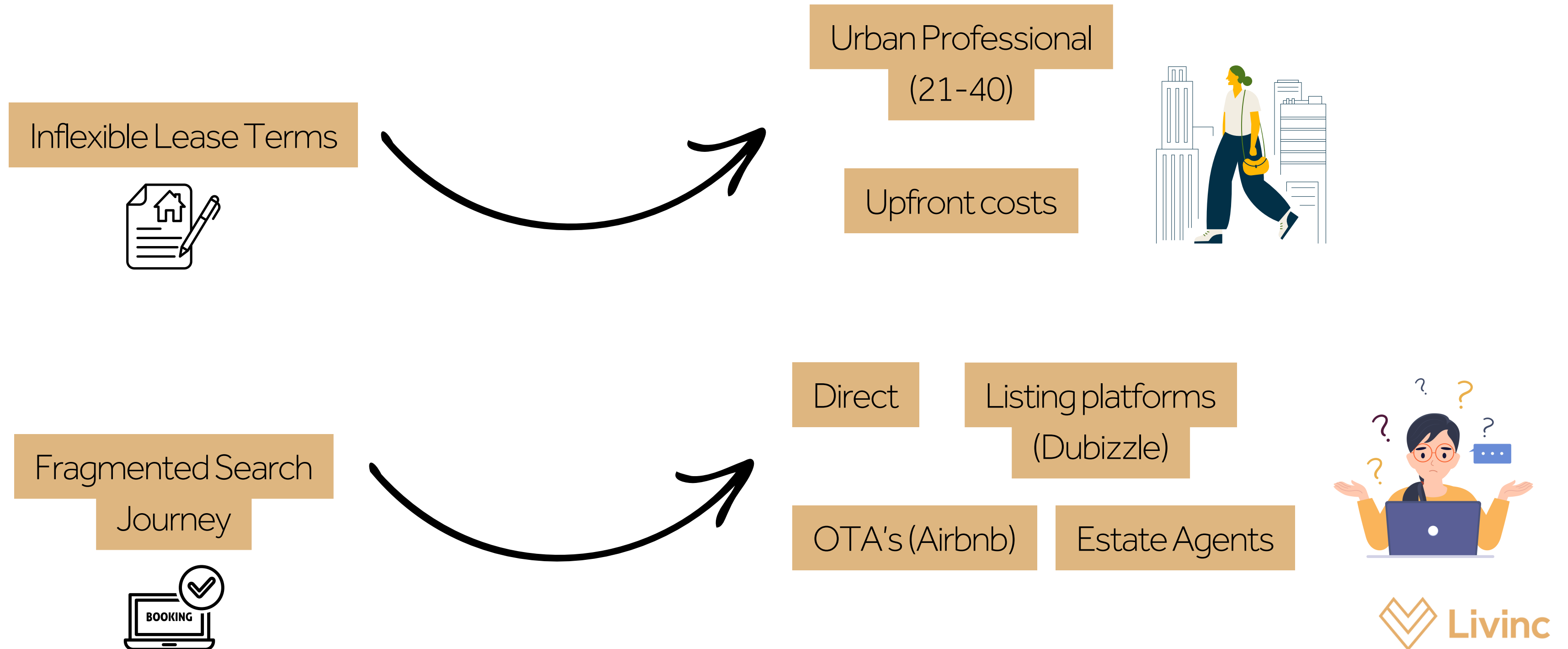


Livinc is powered by the Parklane Group

OUR BRANDS



The problem for renters



Livinc: Live or Work, Anywhere

Flexible rental
terms

No extra bills

Move-in ready

Livinc concierge

5* facilities

Landlords & Operators

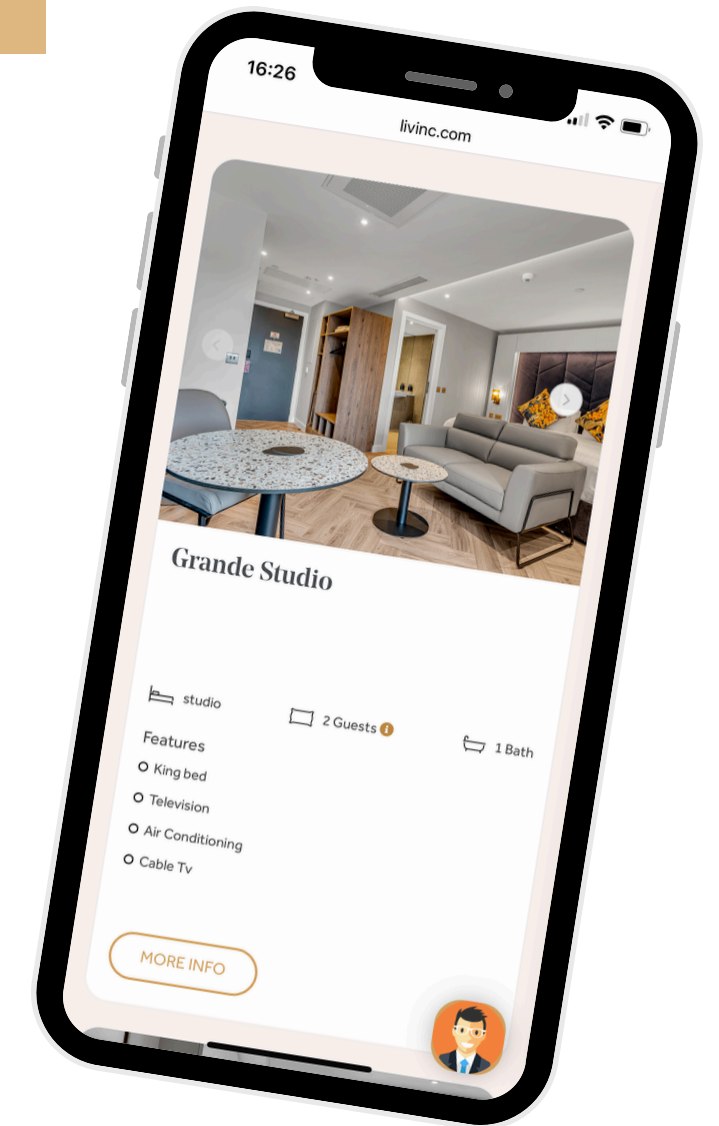
2

Livinc & Coliving

1

Booking Platform

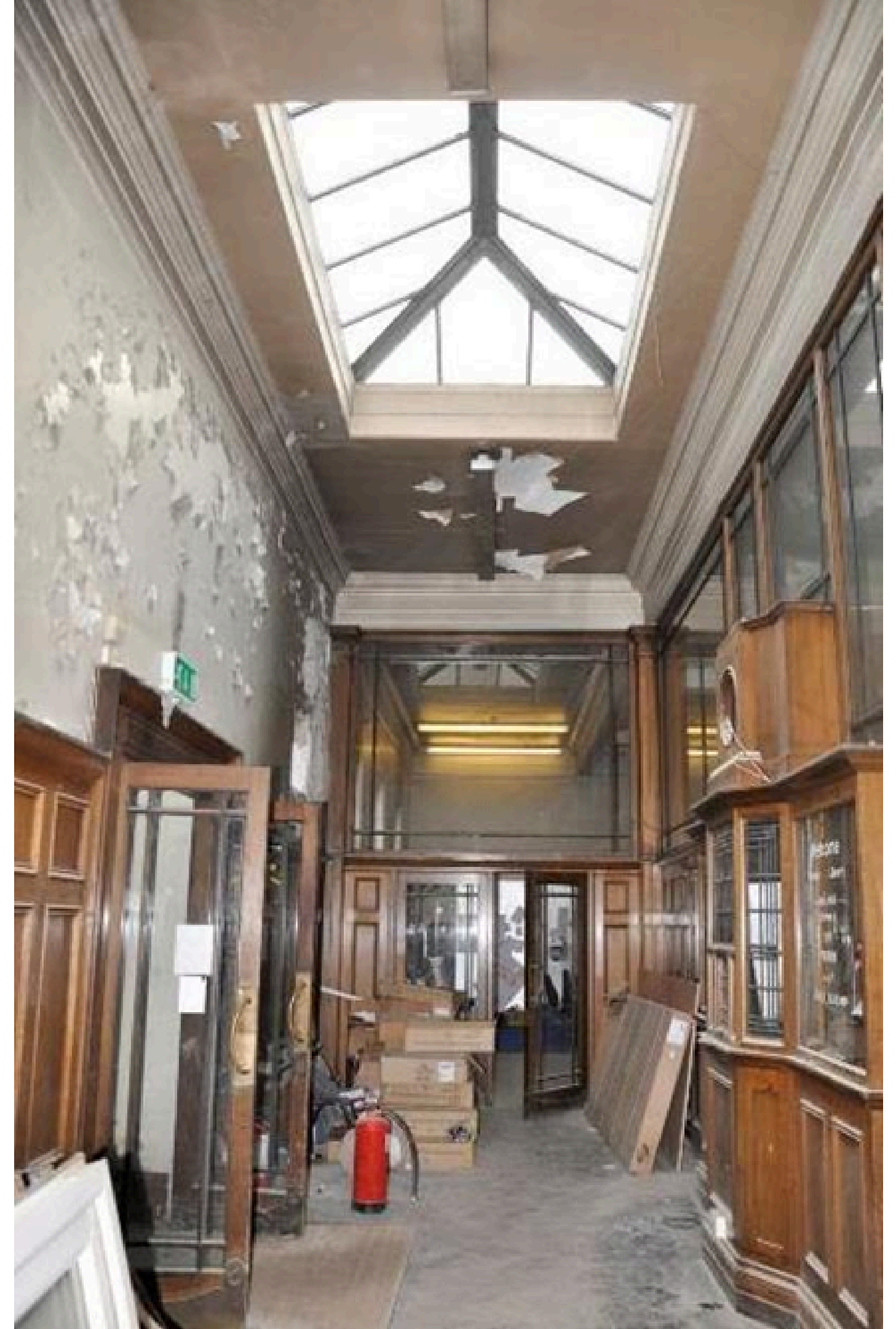
Residents (D2C) Corporates (B2B)



Livinc: The Library

We are currently redeveloping a grade II listed former library to the first coliving site in the city

We plan on turning this...



Into this...



Livinc: Live or Work, Anywhere

Remote
workers

Business
Travellers

Digital
Nomads

Relocators

Expatriates

5* Facilities

Flexible rental terms

No extra bills

Move-in ready

Livinc concierge

Market Overview

To appreciate the potential for coliving, we need to review the demographic and economic makeup of the region.

Young professionals, expats, and remote workers
80% expats | 25-40 years

65% of young adults (18-34) in the region feel isolated.

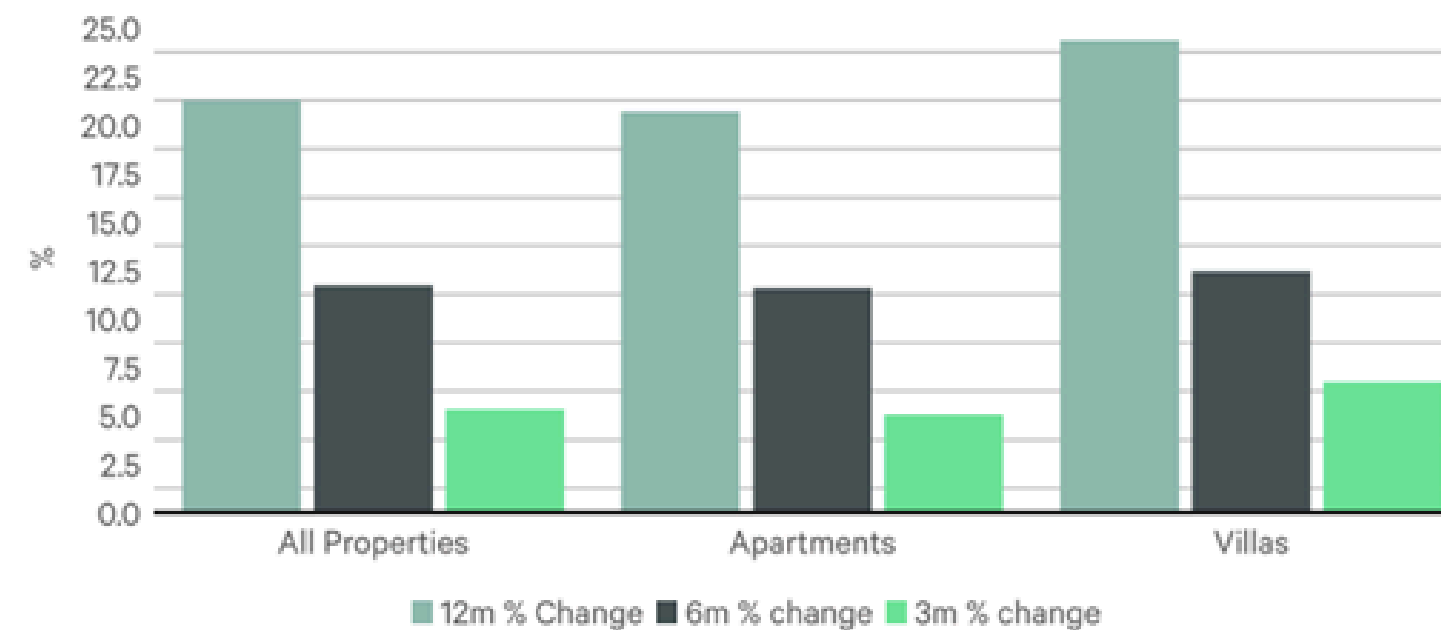
Growing influx of new millionaires and other HNWIs into the Emirates and domestic real estate market

Rental prices are rising in Dubai

In the first six months of this year, average residential rents grew by 21.1%

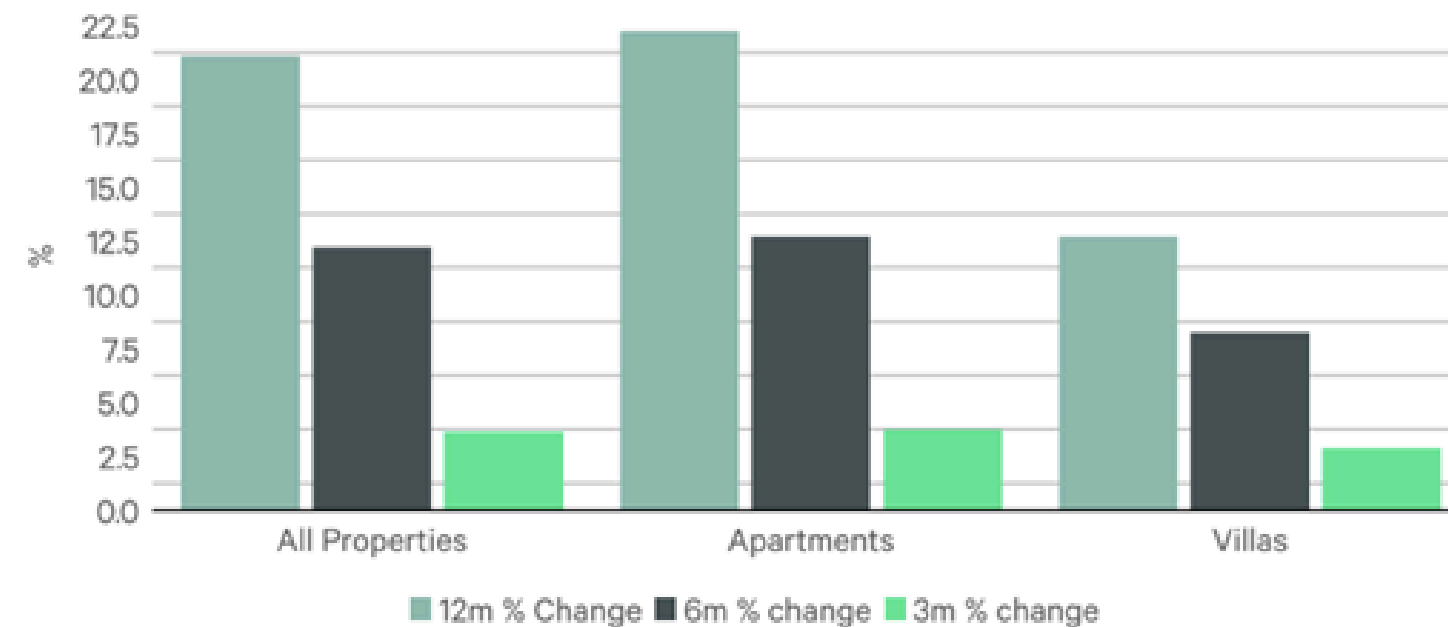
Almost 300,000 rental controls registered, up over 50% from 2019 and almost 6% from 2023

FIGURE 10: Dubai, Residential Price Performance, % Change to June 2024



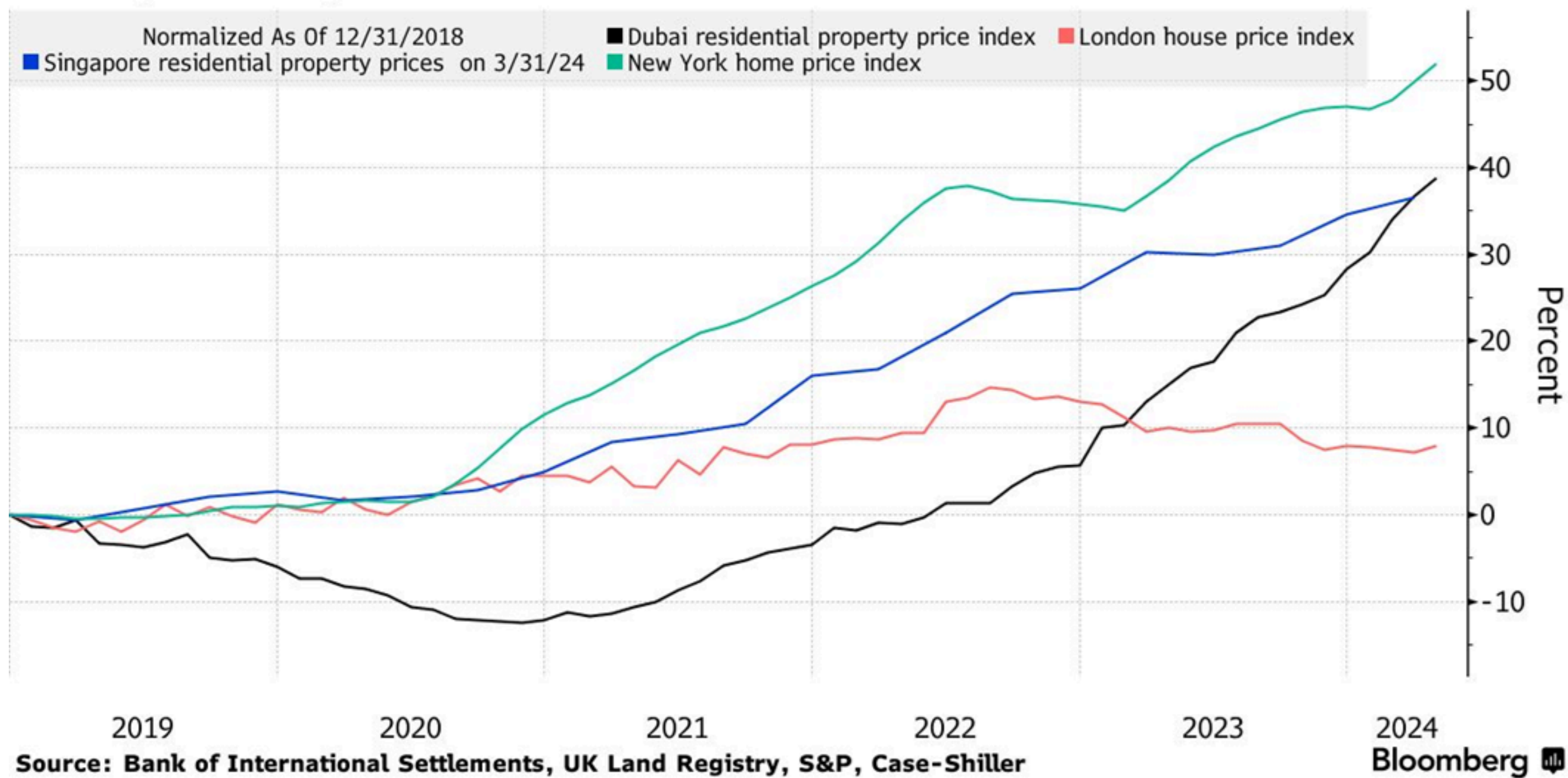
Source: CBRE Research/ REIDIN

FIGURE 11: Dubai, Residential Rents Performance, % Change to June 2024



Source: CBRE Research/ REIDIN

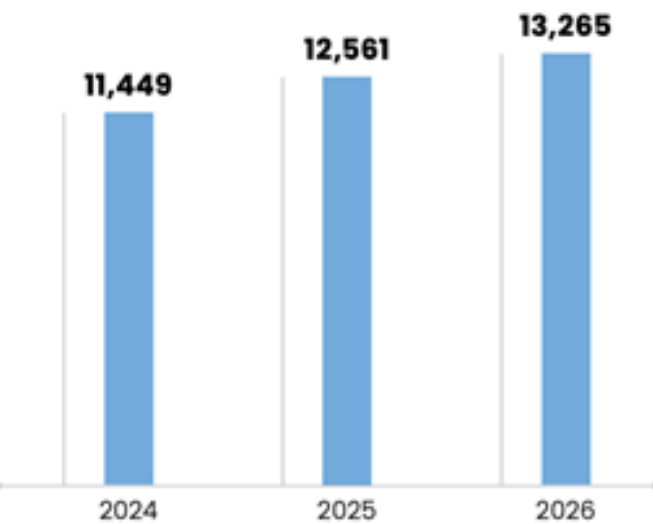
Dubai's property prices are rising



Off-Plan sales are dominating

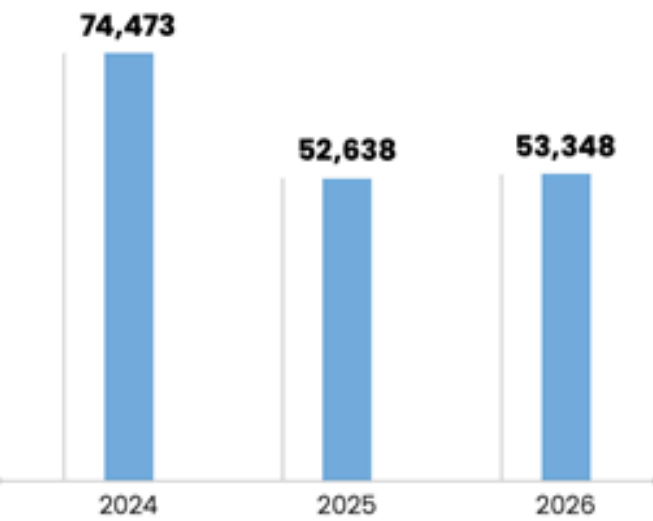
Future residential supply by year (2024 – 2026)

Abu Dhabi Residential Market (units)

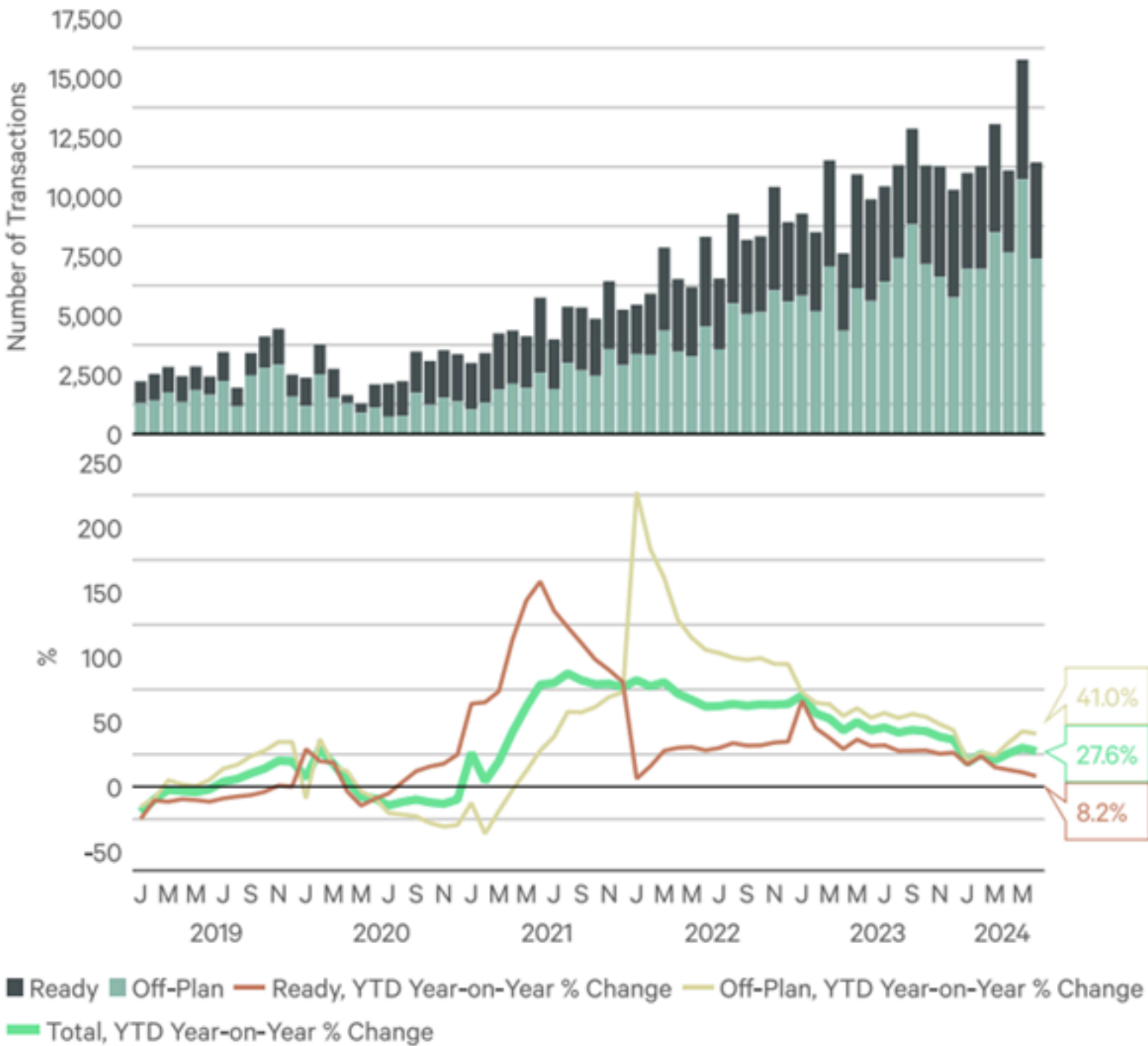


Source: Aldar research

Dubai Residential Market (units)



Source: CBRE

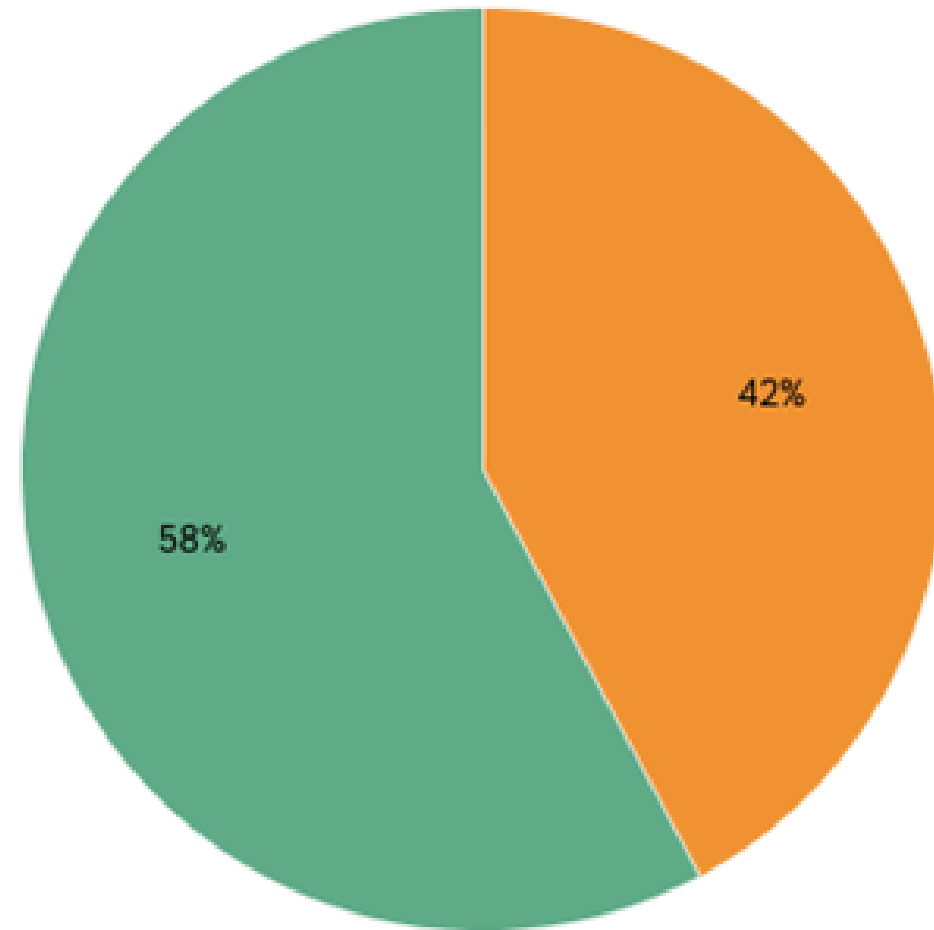


Resi Off-Plan
Abu Dhabi
AED 36 Billion
(+200% 2022)

Resi Off-Plan Dubai
AED 203 Billion
(+50% 2023)

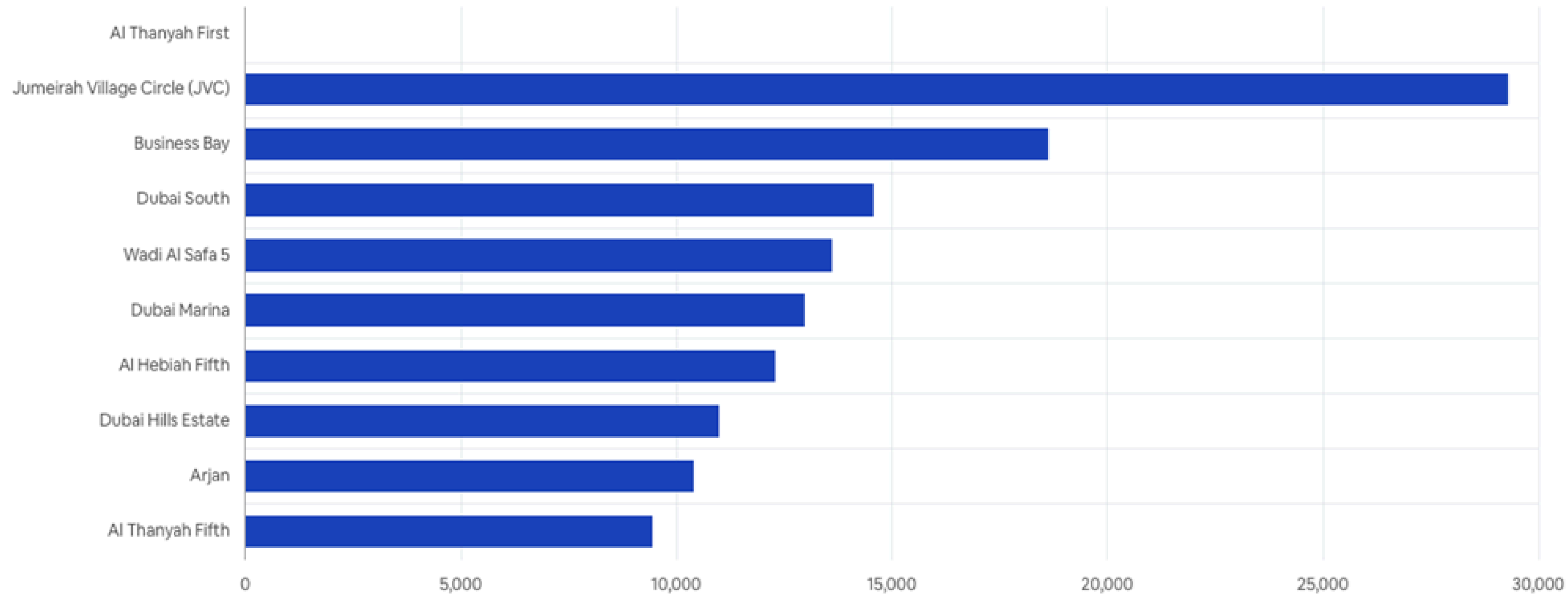
But, almost 50% are overdue

Overdue Delivered



Developers are targeting single-family zones

Future property supply in Dubai by area



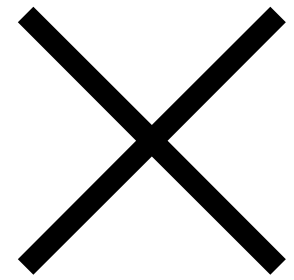
But, with Buy-To-Sell schemes



High quality finish

Trusted developers

Area-specific supply



Limited community

Limited flexible leases

Doesn't tackle loneliness

No social interaction/isolated living

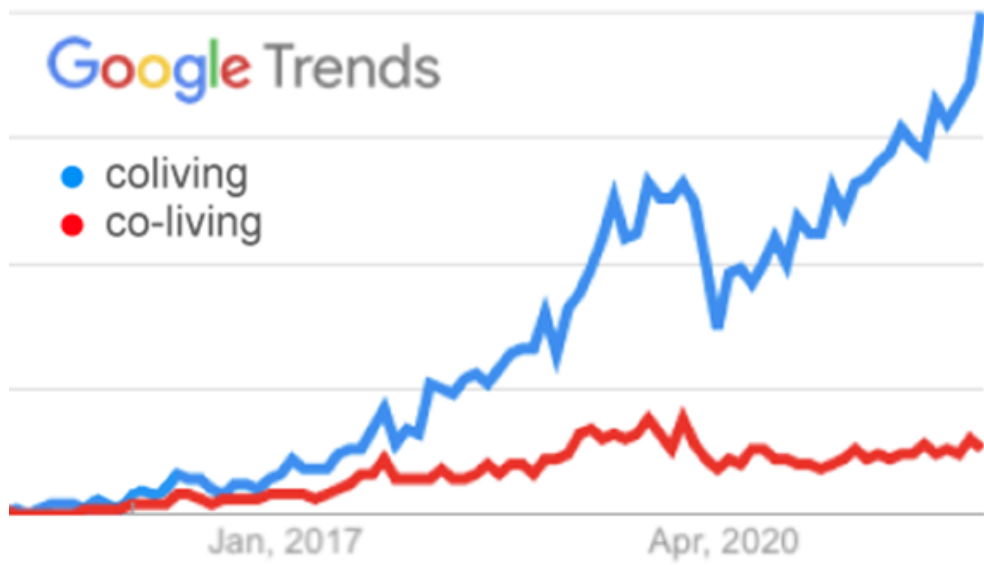


COLIVING...

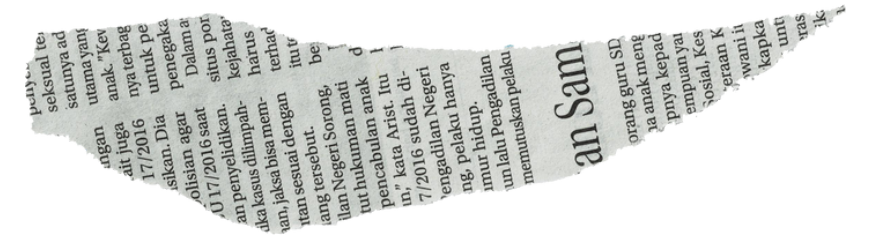


What is coliving?

Feature	Housing as a Service (HaaS)	Traditional Housing
Flexibility	Short-term leases, often month-to-month	Long-term leases, typically 6-12 months
Furnishing & Amenities	Fully furnished, with utilities, Wi-Fi, cleaning, and amenities included	Typically unfurnished, tenants set up utilities
Move-In Ready	Immediate move-in with everything provided	Requires time to furnish and set up
Community Focus	Emphasis on social spaces, events, and shared experiences	Primarily focuses on individual units
Management	All-inclusive service with property management, maintenance, and support	Landlords may offer limited support
Target Audience	Digital nomads, young professionals, expatriates	Families, long-term residents



Coliving rips up the rule book



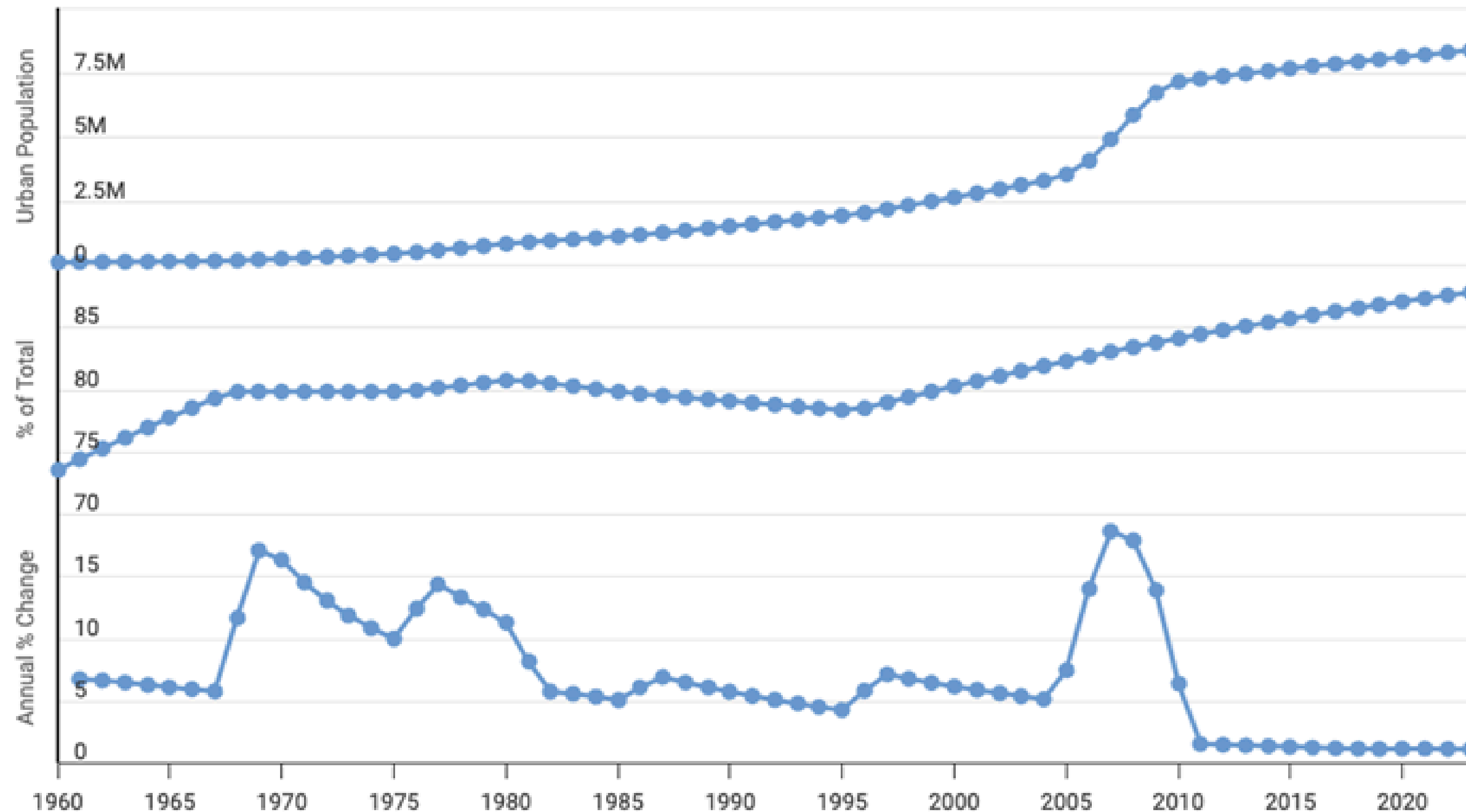
Lease-up period of 1 to 3 months to achieve stabilised occupancy levels of 95-99.9% (UK)

High resident satisfaction

Resilience asset with a diversified tenant mix

Coliving Market Size in Dubai

Growing urban population



Coliving market size in Dubai is around 400,000 people

Coliving in the Middle East

UAE

- 3500 units (live and pipeline)

Saudi Arabia

- 70% of the population is under 35

Qatar

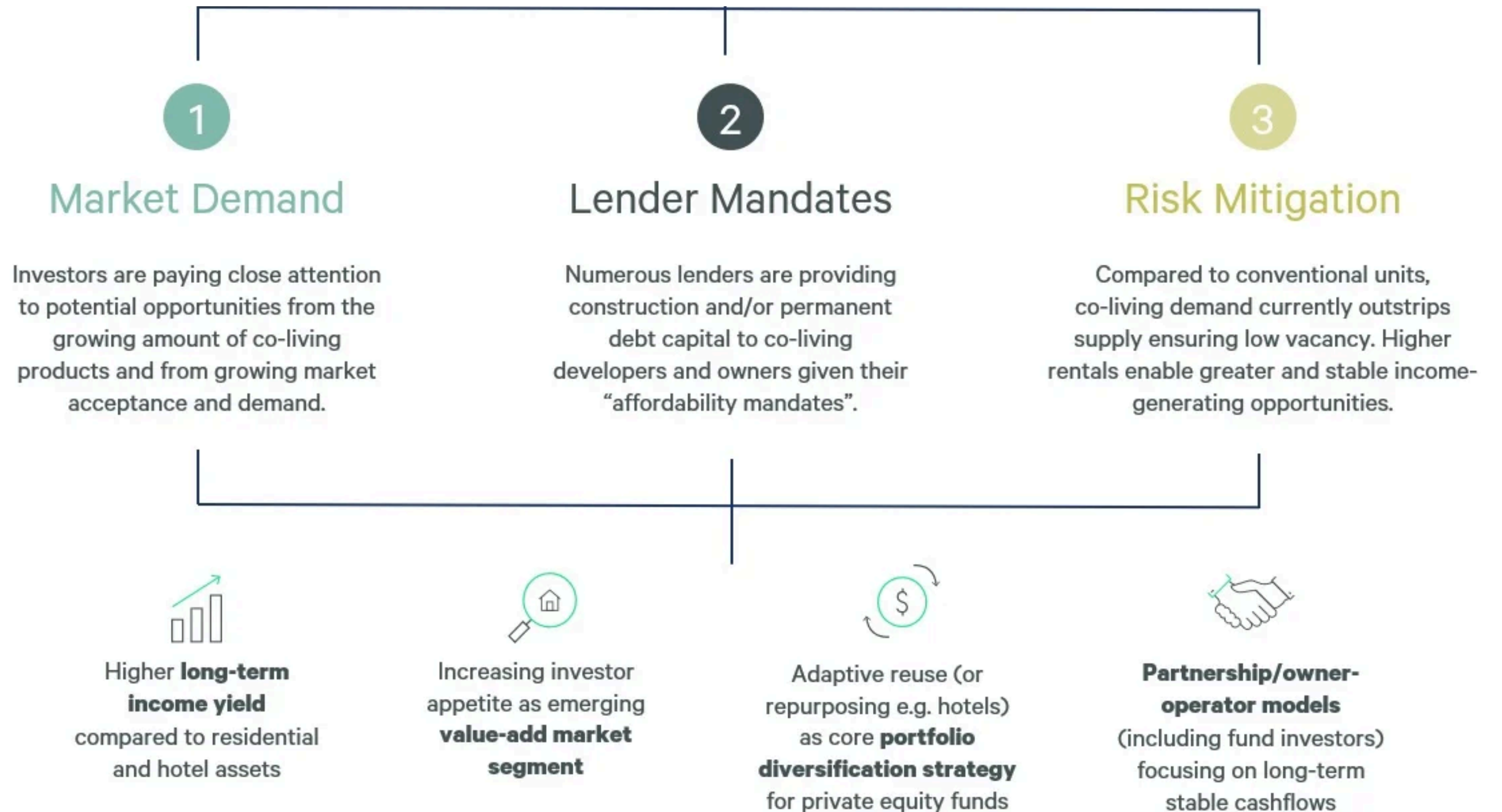
- Newer concept
- Younger product



Coliving for investors

Wide resident mix with above-market occupancy levels (20% of coliving spaces are leased by remote employees on extended stays)

Next-generation solution



Coliving: Potential for growth

Coliving is still an early opportunity

(36,000 units worldwide, across over 1,650 properties, in 65 countries)

An undersupplied product

(growing 15-20% annually to \$13 billion by next year)

Challenge 1: Cultural Resistance to New Housing Models

Models that emphasise family and private space dominate the market

Developers must ensure design of shared living spaces respects local customs, whilst fulfilling coliving promises

Challenge 2: Regulatory and Legal

Zoning laws, and land use regulations, need to be conducive to coliving schemes

Legal frameworks may be a challenge for foreign investors to navigate the local landscape

Dubai Municipality introduced regulations for "shared housing" in 2021, allowing landlords and operators to create spaces that cater to multiple tenants under one roof

Challenge 3: Economics

High development costs can be high, due to amenities and pressure to be above-market

Securing resident demand is pivotal

The future for coliving in the Middle East

1. Rapid Urbanisation and Expat Influx
2. Government Support & Economic Diversification
3. Repurposing Office Space
4. Creating a new tech-driven coliving product as a premium, community-driven housing solution

Double-digit annual growth rates over the next 5 years, especially in Dubai and Riyadh.



Thank you



Livinc

www.livinc.com

zakee@livinc.com