



PROPERTY & REVENUE CONSULTANCY

**MANAGING YOUR
PROPERTY'S
RETURN ON
INVESTMENT**

**PEOPLE AND
COMPANIES
ARE MOVING
TOWARDS
A DATA-DRIVEN
DECISION-MAKING
WORLD.**



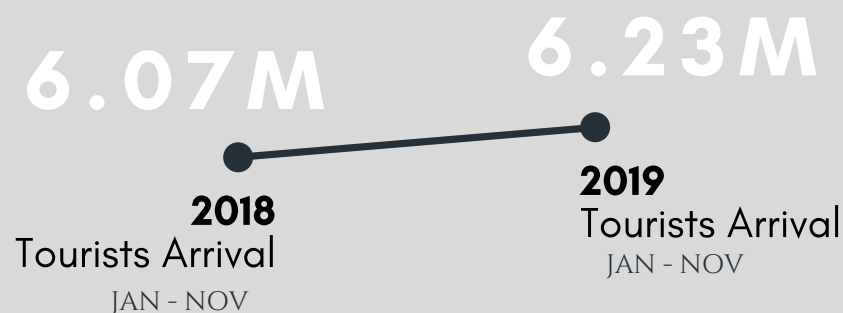
TOURISM DATA 1

TOURIST ARRIVAL 2018 VS 2019

DATA SOURCE :
BALI PROVINCIAL
TOURISM OFFICE



REFERENCE LINK:
<https://disparda.baliprov.go.id/rilis-data-statistik-sementara-nopember-2019/>



IN 11 MONTHS, BALI SAW AN ADDITIONAL

▲162,638

TOURISTS ARRIVE - A 2.65% INCREASE

HOW THESE NUMBERS IMPACT US?

HOW MUCH ADDITIONAL ACCOMMODATION IS REQUIRED
TO CATER FOR THIS DEMAND?

▲ **162,638** (ACROSS
11 MONTHS)

AVG.
TOURISTS
PER MONTH
13,425

AVG.
TOURISTS
PER DAY
433

AVG.
BOOKINGS
PER DAY
144

(ASSUMING AVERAGE
TRAVEL SIZE IS 3)



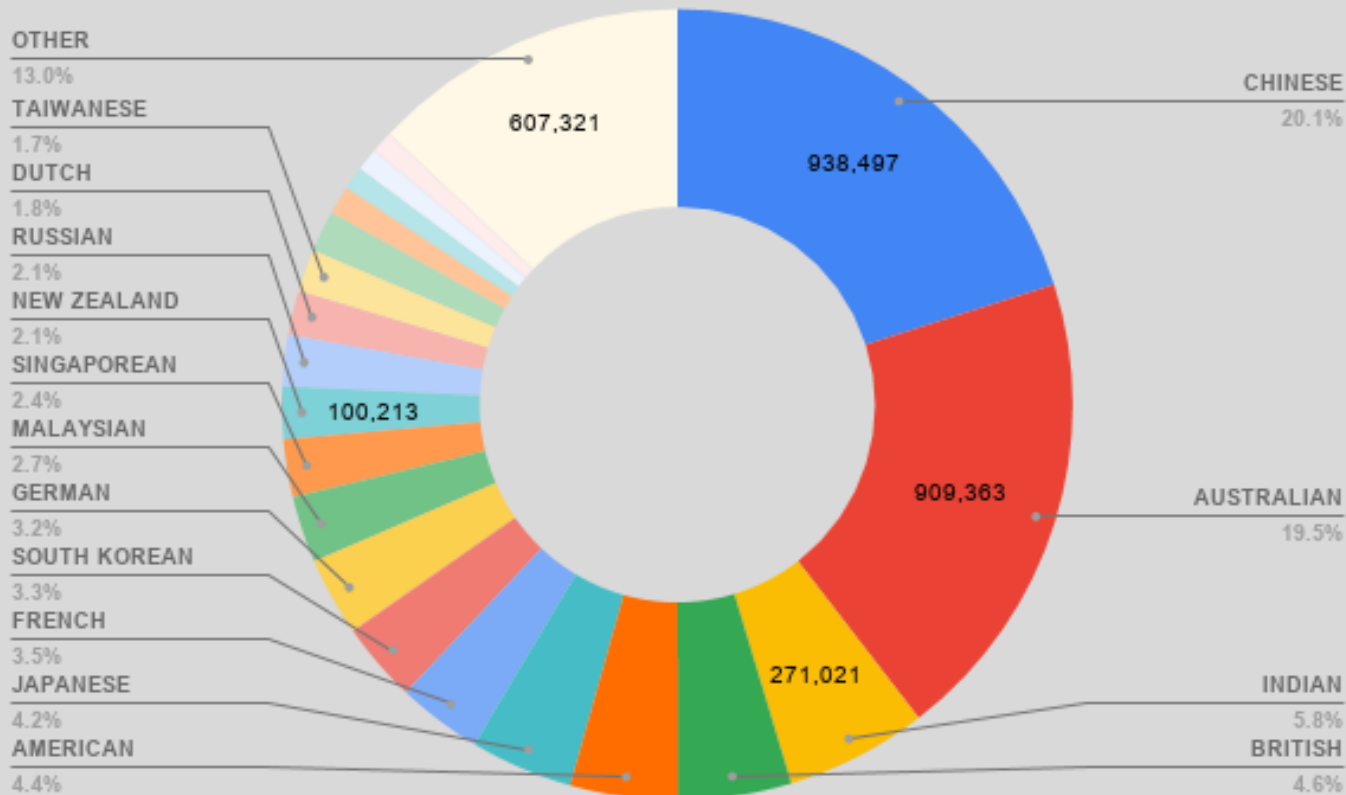
x **48**
3-BR
VILLAS



x **14**
10-BR
GUESTHOUSE

TOURISM DATA 2

WHERE IS THE BIGGEST GROWTH?



- Although China makes up a large chunk of the Bali's arrival, other sizeable markets include...
- Netherlands, US, Russia and S.Korea are equally important markets as they show double-digit growth.

TOURISM DATA 3

TRAVEL IS BECOMING LESS "SEASONAL" & LESS PREDICTABLE

**BUSINESSES NEED TO SHIFT, TO STAY
RELEVANT TO TRAVEL TRENDS**

THE SAME PRINCIPLE APPLIES TO YOUR PROPERTY.



VILLA FACILITIES

What villa
features are in
demand?



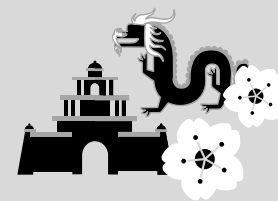
BRAND REPUTATION

Reviews are your
capital in the online
world



GLOBAL AUDIENCE = GLOBAL STANDARDS

Rising service standards -
Accuracy, Efficiency and Value



QUALITY SERVICE

Consistent
service delivery
despite language
barriers

**BUSINESS DECISIONS
REQUIRE DATA,
TECHNOLOGY &
MARKET INTELLIGENCE**

SERVICES FOR EVERY STEP OF THE WAY

PROPERTY RESEARCH



AIRBNB MANAGEMENT TEAM

- Account & listing setup to manage page one ranking
- Photography
- Copywriting
- Free Channel Manager to manage bookings

ENQUIRE



ONLINE CUSTOMER SUPPORT

- Answer pre-booking enquiries
- Understand guest needs to increase enquiry to booking conversion

BOOK



REVENUE MANAGEMENT

- Set Monthly Revenue Targets
- Monitor weekly price and booking
- Price adjustments to achieve high Occupancy Rate

PRE-ARRIVAL



HOSTING SERVICES

- Setup Whatsapp chat with Guests & Villa Ops team
- Manage special requests - airport transfer, scooter rental, etc.

CHECK-IN



HOSTING SERVICES

- On/Offline Guest Check-in (Working Hours: 10-6pm)
- Supervise on-site team to prepare for check-in.
- Extended Guest support from 8AM to 2AM

IN-VILLA



SERVICE QUALITY ADVISORY

- Communication for on-site requests - extension of stay, faulty aircon, etc.

CHECK-OUT

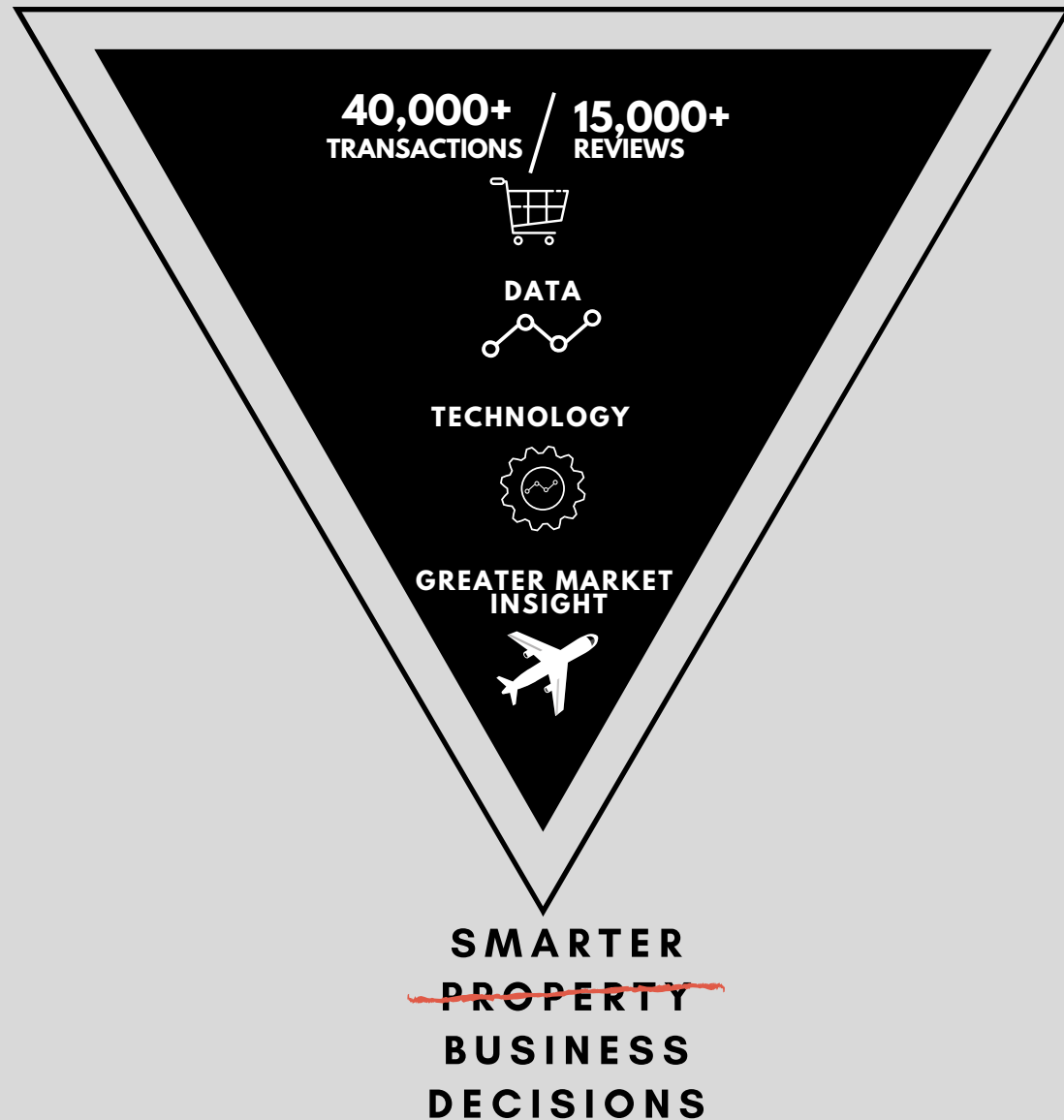


BUILDING REPUTATION

- Ask guests for reviews and feedback
- Send feedback to Owner for service quality assurance
- Facilitate damages caused by guests

HOW BV WORKS

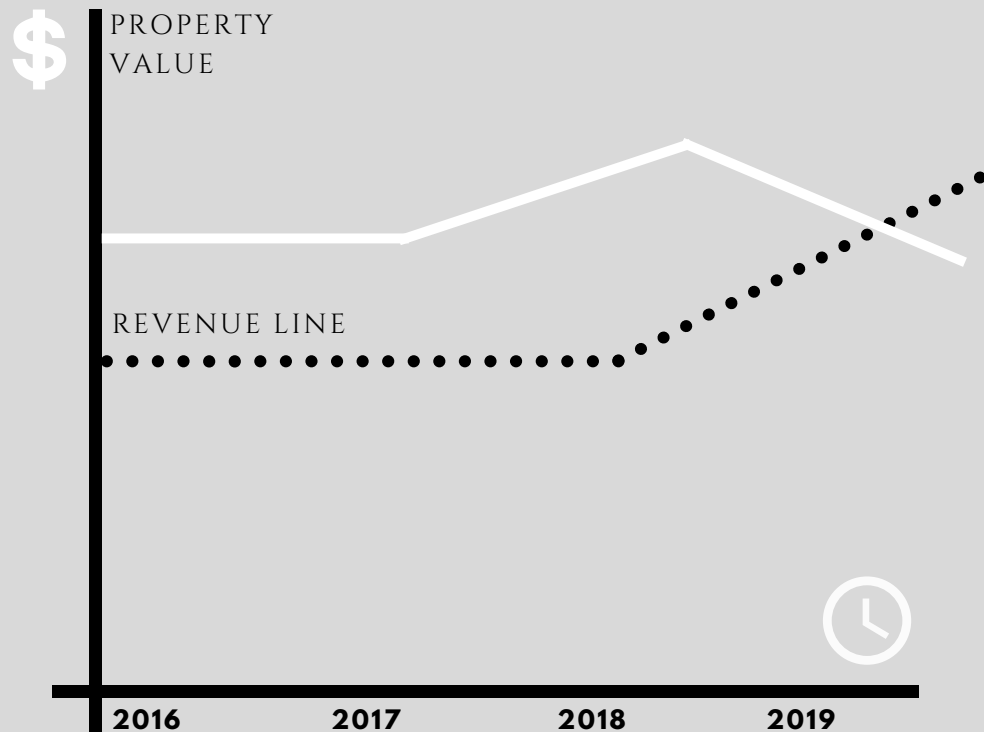
IN SUMMARY, WE USE
OUR OWN DATA TO
MONITOR THE FUTURE
MARKET, SO WE CAN
MAKE BETTER
PRICING PREDICTIONS
TO INCREASE
BOOKINGS AND
REVENUE.



INVESTMENT, TIME & ROI

WHY YOU SHOULD SIGN UP WITH US?

- A property is a long term investment but the future is difficult to predict.
- Speeding up your ROI is a critical step against the backdrop of:
 - Rising interest
 - Relaxed relaxed regulations around land ownership
 - Focus & development on other islands (e.g.: 10 New Balis, Motor GP in Lombok in 2021)
 - New airport development in the North by 2023



BV COMMISSIONS ARE BASED ON PERFORMANCE

**BUKIT VISTA AIMS TO BE THE MOST INNOVATIVE HOSPITALITY COMPANY
BV ONLY TAKES A COMMISSION WHEN WE SECURE A BOOKING FOR YOUR PROPERTY.**

IN THE WORLD. TO DO SO, WE FOCUS ON PERFORMANCE.

**20%
REVENUE
MANAGEMENT**


**(OF TOTAL
REVENUE FROM
BOOKINGS)**

- LIST & MANAGE LISTING
 - CONTENT MARKETING
 - CALENDAR SYSTEM
 - FINANCE REPORTS
 - GUEST SERVICES
 - REVENUE MANAGEMENT
 - BOOKING MANAGEMENT
-

BV AIRBNB PROFILES

PROFESSIONAL HOST = PAGE-1 RANKING

BY SIGNING UP WITH A PROFESSIONAL HOST YOUR PROPERTY IS UNDER A TRUSTED BRAND WITH REVIEWS - A STAMP OF QUALITY SERVICE DELIVERY.



36 reviews
Verified

Jing, Wayana + Bukit Vista Hosts provided

- Government ID
- Selfie
- Email address
- Phone number

Hi, I'm Jing, Wayana + Bukit Vista Hosts

Joined in 2012

“

Jing, Wayana and the Bukit Vista team want to make your trip to Bali awesome. We have a collection of some of the most iconic accommodation options in Bali. Tree Houses, Beach Villas, Cliff Lodges,... [Learn more](#)


📍 Lives in Denpasar, Indonesia

🗣️ Speaks Bahasa Indonesia, English, Español, Português, 中文, 日本語


🏠 Work: Bukit Vista founder, Airbnb alum, Aman Resorts

🔗 Connected account

Jing, Wayana + Bukit Vista Hosts's listings




ENTIRE HOME · 2 BEDS
Chic, Boho Tropical Villa Near to Bingin Beach
★★★★ 18



ENTIRE HOME · 3 BEDS
Amazing Villa w/ Ocean View & Chef by Bukit Vista
★★★★★ 116

[View all 86 listings](#)

<https://www.airbnb.com/users/show/4266227>



1611 reviews
Verified

Kris & Wayana provided

- Government ID
- Email address
- Phone number

Hi, I'm Kris & Wayana

Joined in 2015

“

We work together with the Bukit Vista hospitality community to inspire delight for our guests, property partners and local neighborhood.


Wayana:
Balinese super mom and professional host. I love... [Learn more](#)

📍 Lives in Bali, Indonesia


🗣️ Speaks Bahasa Indonesia, Bahasa Malaysia, English, Français, Português, 中文, 日本語

🏠 Work: Bukit Vista

Kris & Wayana's listings



PRIVATE ROOM · 1 BED
Tropical Holiday Room by Uluwatu Beach #D5
★★★★ 161



PRIVATE ROOM · 1 BED
Lighthouse Lodge on Uluwatu's chalky beaches
★★★★ 18

[View all 60 listings](#)

<https://www.airbnb.com/users/show/40756665>