



casai

## What is Casai?

Casai is a hospitality concept designed for the nomadic generation. We curate beautiful apartments that merge the design and comforts of a boutique hotel with the technology of a Silicon Valley home and the local ambiance of a vacation rental.





casai

**Casai is for every type of stay.** But Casai is also...



### Your corporate sanctuary

Look forward to business travel. Our fully-equipped executive suites, located in Latin America's business hubs, are the perfect place to get work done by day and recharge at night.

**Casai Requirements:** Studios-1BR, located in business hubs



### Your urban retreat

Traveling like a local doesn't have to mean sacrificing the comforts of a 5-star hotel. Stay in curated apartments while receiving the guaranteed consistency and personalized service you deserve.

**Casai Requirements:** Eclectic neighborhoods, 1-2 bedrooms



### Your extended stay

Every Casai is custom designed and equipped to feel like home. With fully-equipped spaces and minimal paperwork, you can rest assured knowing everything's been taken care of.

**Casai Requirements:** Spacious 2-3 bedrooms, located in business hubs

## Why?

The global number of short-term apartment rentals is larger than the leading hotel chains combined, and it continues to grow.

### Comforts of home

Apartments often provide plenty of space, furnishings and amenities that travelers are used to enjoying at home.

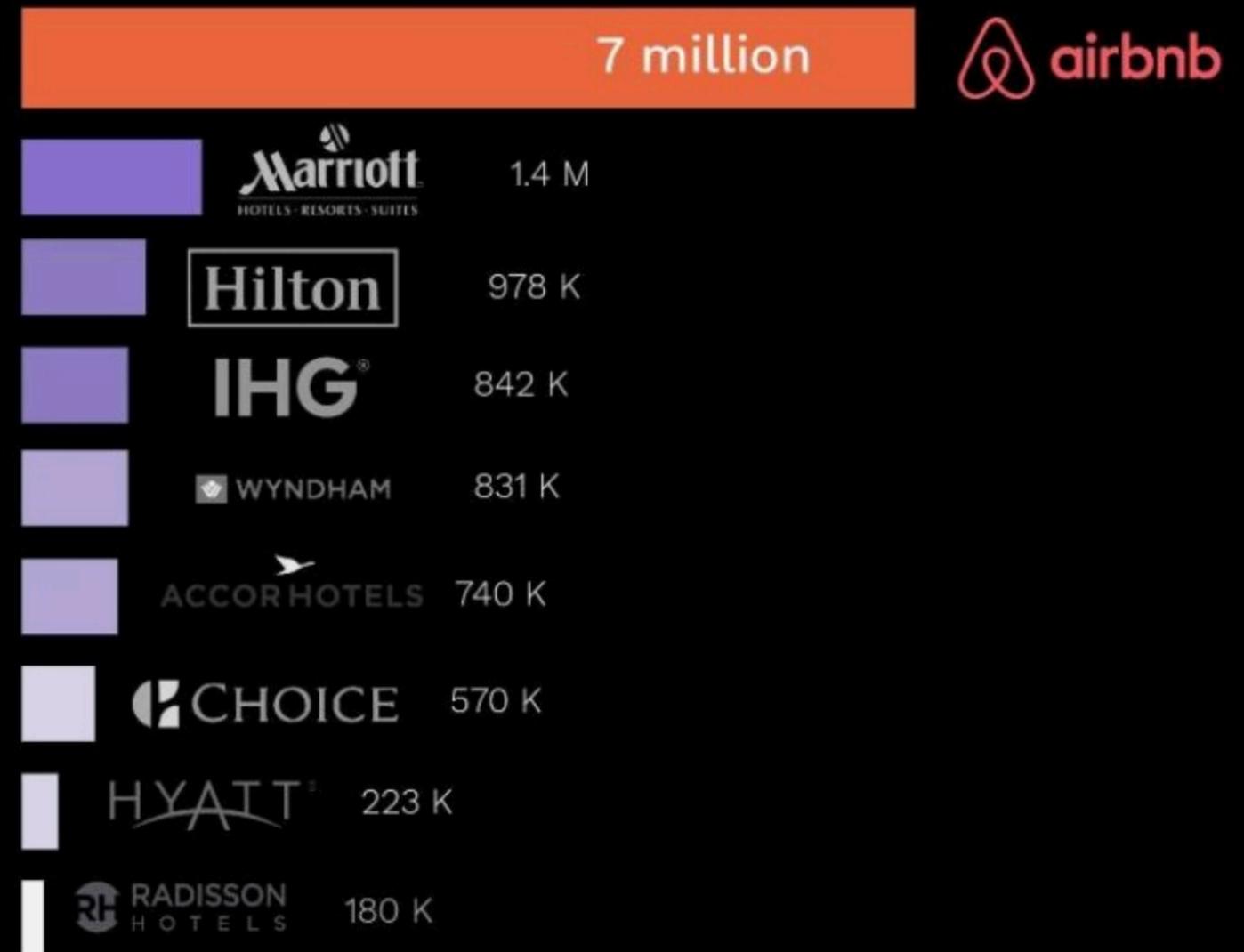
### Live like a local

Staying in a home-like environment allows travellers to live a more authentic travel experience than a hotel.

### Quality is key

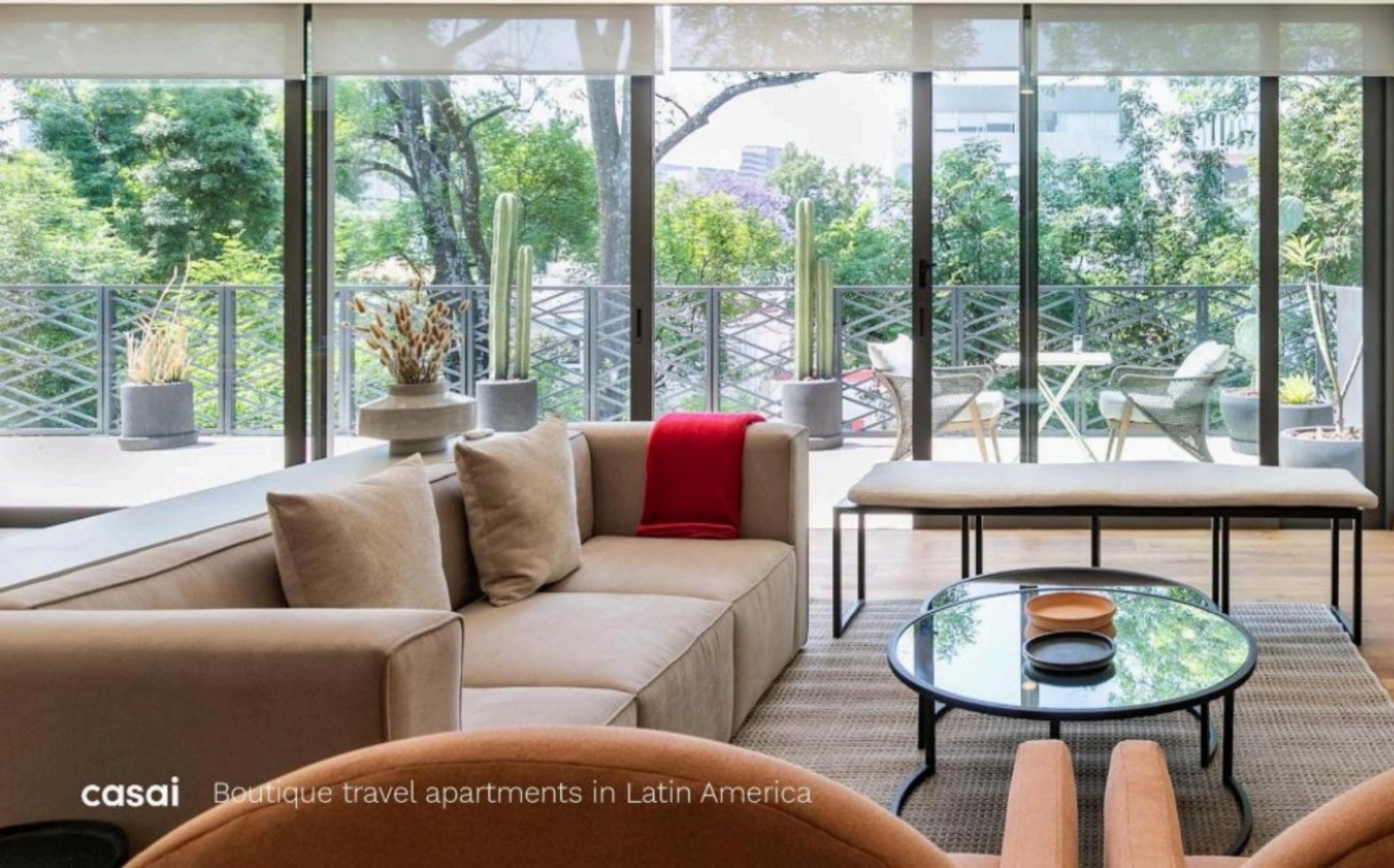
Travelers agree that apartments should meet at least the same standards as a hotel room: fast wifi, modern furnishings and cleanliness.

# of units



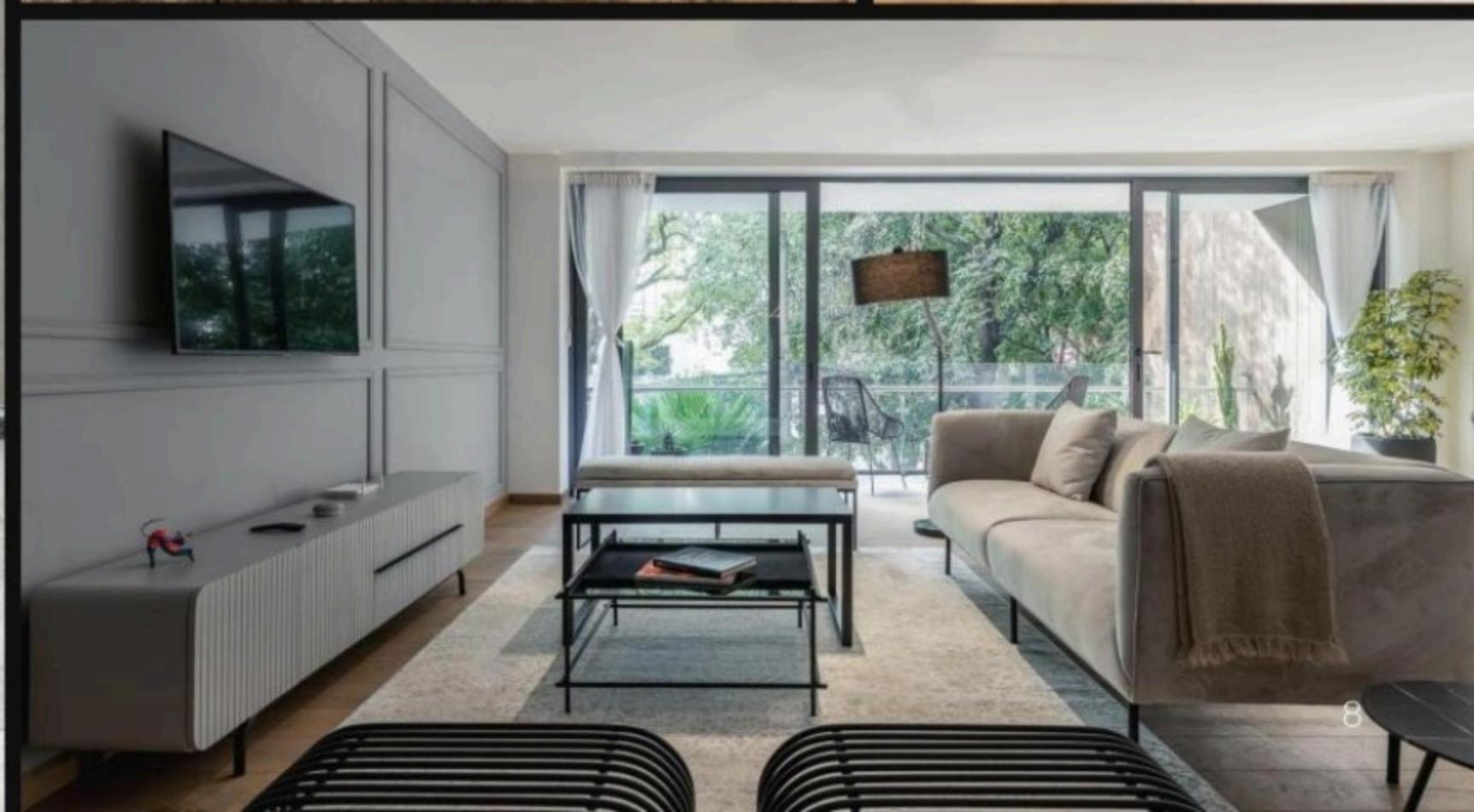
## The problem

The current short-term rental marketplace lacks consistency and personalized service.



## The solution

Casai pairs the best parts of local experiences with the consistency of luxury accommodation.



## The solution

Casai stands out as the best modern solution when compared to market alternatives.

	 Yes  Sometimes  No	<b>casai</b>	Hotel chains	Boutique Hotels	Airbnb	Apartment rentals
Fully furnished apartments						
Located in trendy neighborhoods						
Spaces suitable for work						
High-speed wifi guaranteed						
Smart home technology						
High cleaning standards						
Seamless booking process						
Tech platform or app						
24/7 local concierge						
Stunning interior design & amenities						
Sense of community						

## Our vision

To redefine the way the world travels



+



+



### The design & comforts of a boutique hotel

- In-house design team
- Locally-sourced art & furniture
- Artisanal amenities
- Housekeeping
- 24/7 Concierge

### The technology of a home In Silicon Valley

- Latest smart home technology & entertainment
- Keyless check-in
- Sophisticated travel app
- 24/7 live concierge chat
- Tech-enabled coworking hub

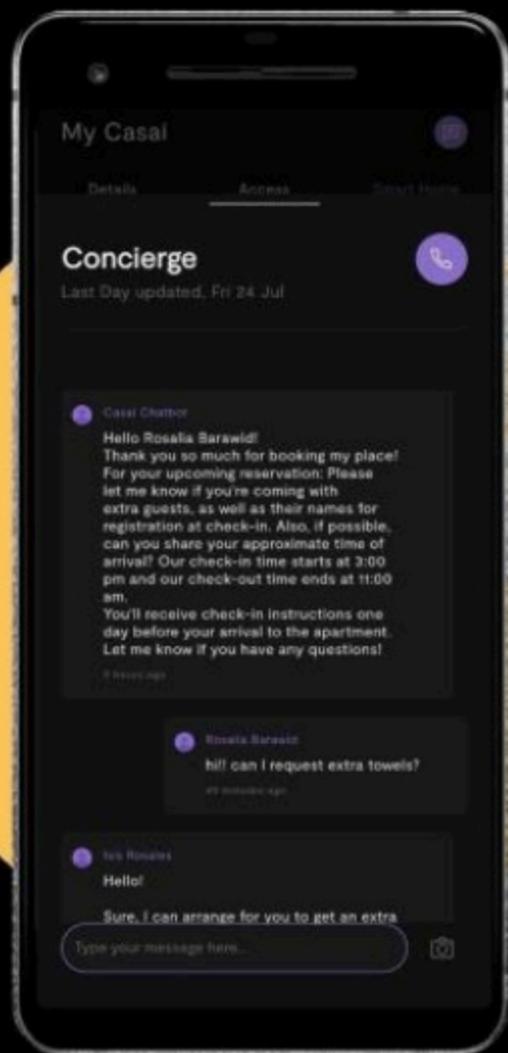
### The local ambiance of a local apartment

- Modern apartments in the trendiest neighborhoods in LatAm.
- Private, fully equipped & ready-to-live-in spaces
- City recommendations by a team of local ambassadors



## Trends & actions

There are new trends emerging from the COVID-19 crisis and Casai is in a good position to solve these new needs + wants.



### Behavioral shifts

#### “Work from anywhere”

Corporate policies adopt flexible work options.

**Safety & privacy** are a top priority

Increased **domestic travel**

**Longer** stays

### Our answer

Conveniently located apartments, **fully equipped** with the latest **smart home technology and strong wifi**

Professionally cleaned and **spacious** apartments, keyless check-in + **contactless service** with the Casai app

Local, **multilingual teams** + 24/7 concierge

**Flexible** long-term rental plans. Beautifully designed & fully equipped spaces that are **ready to live in.**

# Welcome to Casai



## The team

Our team brings together expertise from consumer technology & design, hospitality, real estate, and financial services.



**Nico Barawid**  
CEO & Co-Founder

Yale BCG UNIVERSITY OF OXFORD



**Maricarmen Herrerías**  
COO & Co-Founder

PRESIDENTE INTERCONTINENTAL IBERO

# +130 Casaiers



**Andrés Páez**  
Chief Technology Officer

amazon Google Stanford University



**Daniel Hermann**  
Chief Growth Officer

Selina citi Stanford University



**Regina López**  
Director of Finance

THOR/URBANA London Business School



**Ashmin Varma**  
Director of Product

McKinsey & Company Microsoft



**Alberto Ramos**  
Chief Revenue Officer

McKinsey & Company Stanford University



**Cristina Crespo**  
VP of Guest Experience

STARBUCKS COFFEE wework



**Luiz Mazetto**  
Director of Strategy

monashees+ Santander



**Andrea Hernández**  
Director of Legal

THE UNIVERSITY OF EDINBURGH THOR/URBANA

## Investment

**USD\$53M** total investment from the top tech investors in the world & region:

ANDREESSEN  
HOROWITZ



**One of the largest technology investors in Silicon Valley, with USD\$12b under management**



Other investments:



 monashees+



**Largest technology investor in Brazil**



Other investments:



Kaszek



**Largest technology investor in Latin America**



Other investments:

