



HIKARU

Spaces that Shine

Find out why we are the
perfect corporate tenant.



Who is Stay Hikaru?

National corporate housing provider since 2019. We provide premier accommodations for our corporate clients. We manage over 200 units across the US in Austin, Dallas, Frisco, Detroit, Philadelphia, Des Moines, Orlando and Tampa.



Some of our clients include:





What's in it for our partners?



We provide guaranteed occupancy across any number of properties.

If you are in a lease-up phase, pre-lease-up phase, or need help reducing vacancy rates, we will sign multiple leases with you.

We help our partners increase NOI with less headache and risk.



What's our corporate tenancy process?



- 1) We sign multiple leases with you via master lease or your regular lease.
- 2) We pay you regular monthly rent secured against our company revenues.
- 3) We provide accommodations for our vetted corporate clients coming into town on a flexible term basis.
- 4) We take care of cleaning and light maintenance of your property, always aiming to preserve your property in as-new condition.
- 5) We renew year over year with you so you have guaranteed occupancy.



We are the **best** tenant you'll ever have.



Property, liability,
and valuables
insurance



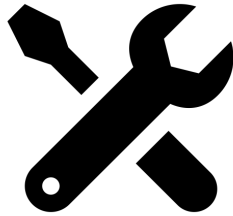
Property kept in
for-sale condition



100% of reservations are
screened, compliant with
Fair Credit Reporting Act.



We are the **easiest** tenant you'll ever have.



Light maintenance,
touch ups regular
issues resolved by us



Your property will
be cared for like it's
our own.



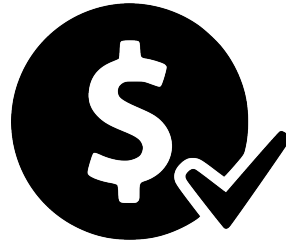
Hassle-free tenant,
contact limited to
emergencies



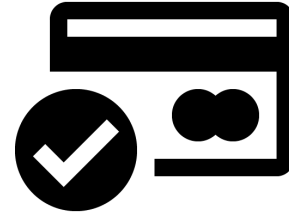
We are the **last** tenant you'll ever have.



We will rent your
home forever



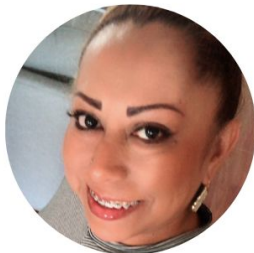
Rent secured
against \$4.4M of
annual revenue.



Excellent rental and
credit history



Our Team



Head Cleaner:
Maria Centeno

With over 10 years of experience in the cleaning industry and 1,000+ cleans overseen, Maria manages our 10 person professional cleaning team



CEO:
Derek Chung

Since starting Stay Hikaru LLC in 2019 after completing the prestigious Canfield Business Honors Program at UT Austin, Stay Hikaru has generated over \$15M in total bookings with thousands of stays



Property Manager:
Kevin Jimenez

With over 8 years of experience in renovations and handyman work, Kevin oversees our Portfolio Property Operations



Our Team



Head of Maintenance:
Uriel Jimenez

With 15 years of experience in maintenance at multi family and commercial properties, Uriel keeps our properties modern and up to date



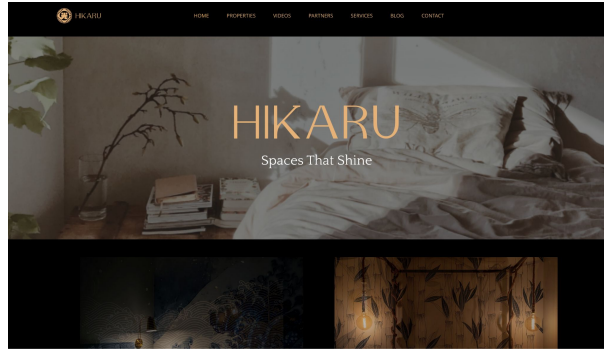
CFO:
David Greenspan

CPA, Neumann Klein



Customer Service:
Christine Santos

With over 7 years of experience in the Customer Service industry, Christine oversees our team of Customer Service Agents



Our Mission

We're on a mission to provide alternative housing for corporate professionals to stay at while travelling. Something that isn't cookie cutter, but extremely stylized.

Rather than having to stay at a boring hotel or corporate housing provider that doesn't care about the customer's experience, we aim to provide high-quality, unforgettable stays for professionals who are looking for a place without issues to rest at the end of a work day.

At every single one of our properties, we have everything tailored for busy professionals including high-speed wifi, a monitor, and a desk setup.



Our Story



Derek started as a Business Honors and Accounting student at the University of Austin at Texas. After his trip to Japan, he fell in love with interior design and sought to create a hospitality brand around an oriental aesthetic. “Hikaru” is the Kanji for light, and our portfolio’s aesthetics play around with the theme of an Asian lantern at a night market.

Starting bootstrapped, he took his design concept and secured leases for 2 units in South Lamar, Austin with Michelle. Stay Hikaru still leases those 2 units to this day 5 years later without a single lapse in rent payment.

Every single year, Derek strives to at a minimum 2x the business. Since 2019, he has grown the business without a single outside investment dollar to \$5m in revenue per year. This allows the business to maintain large free cash flows and reinvest heavily into growth and unique interior design.



Our Target Market

- We help young professionals working in the technology sector who have increased upward socioeconomic mobility, are far from home and have a nostalgia-driven desire for their culture to experience home and community wherever they go. Our solutions are designed and integrated with a home, childhood, community and style in mind.
- Working American professional millennial (18-35)
- Income level: \$50k+
- Education level: At least college
- upward mobility and increase purchasing power in comparison to previous generations: career choice vs. necessity; choose in style
- desire for childhood, culture, social life and aesthetics driven era of IG
- Most affluent millennial subgroup
- Focus on culturally-relevant entertainment
- Use entertainment and social media apps that originate from country of origin
- Problem: looking for a home/community while traveling or moving to a new city, not enough time