

Building a network of homes, designed for remote workers



outsite.co Santa Cruz, CA   

LEAD INVESTOR



Nicolas Maciocia

In the last decade, many operators have tried to disrupt the fundamental principles of hospitality. Outsite started its journey a couple of years before the standardization of remote work allowing them to perfectly position their brand and operations standards to capture the requirements of digital nomads around the world. Outsite is now a strong global community of more than 3,600 members, using 50 spaces on 4 different continents! Every time I enter an Outsite, in whatever country, it feels familiar. Outsite has perfectly tackled the challenges of the remote worker market with strong operational standards and great brand positioning.

Invested \$50,000 this round

Highlights

- 1 4000 Members & 50 Spaces Worldwide
- 2 \$8.7M Annualized Revenue
- 3 Industry Leading NPS Score of 65
- 4 100% YoY revenue growth the last 2 Years
- 5 \$75M committed from Keys REIM and other EU/LatAm Real Estate Partners
- 6 \$8.3M raised from Montage Ventures, Spark Growth Ventures, Structure VC and real estate funds
- 7 Featured in Financial Times, WSJ, Forbes & The Times

Our Team



Emmanuel Guisset CEO & Founder

Serial entrepreneur with 10 years experience developing businesses in the U.S and Europe. Passionate about remote work and the positive impact it can bring.

We created Outsite from the simple seed of an idea to live and work in beautiful locations, surrounded by interesting people.



Liz Ribot COO & Co-Founder

Made the list of top COO in the leisure space in California. Manages 50 locations and more than 40 team members.



Stijn Beauprez CTO & Co-Founder

Big data and FinTech experience. Building Outsite as an 2.0 hospitality business through differentiated technology.



Jennifer Yuen Head of Guest Experience

Former Head of Brand at Airbnb Americas and Guest Experience at Holiday Inn. In charge of positioning Outsite brand.



Alexis Janoray Head of Expansion Europe



Former VP, Head of Development Africa for Accor. 15+ years of experience in finance and hospitality to expand Outside through the EU.



Todd Kimmel Board Member

Founder and Managing Partner of Montage Ventures, a venture capital firm actively investing in the financial services, consumers and healthcare sectors.



Hem Suri Board Member

50+ VC/PE and merger & acquisition transactions with \$2B+ capital over ~15 years. 2x VC founder, 20+ boards, 2x interim CEO and Wall Street + multiple Fortune 500 functional leadership experiences.



Brad Handler Board Member

Co-Founder of Inspirato and has served as its Executive Chairman of the Board of Directors since January 2010. Before co-founding Inspirato, he started his career at Apple, then later served as eBay's first attorney.



Claire Flurin Board Member

Co-founder of Co-Liv - Head of R&D at Keys Asset Management - Creator & Curator of CuriosityisKeys.com



Daniela Misleh Head of Design

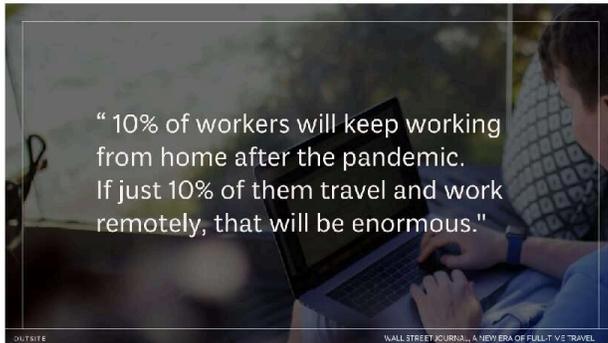
Creating a bespoke hospitality experience for the new generation of travelers. Experience working in luxury villas and contract projects like Intercontinental Hotel.



Rebecca Males Head of Marketing

Previous creating content for BuzzFeed and Skyscanner, now storytelling for Outside.

"Work from home" is now "work from anywhere".



The impact of the pandemic has meant that some of the largest companies in the world are now permanently remote, and it's here to stay. Not only has it changed the way we work, but it's changed how many of us spend our time outside of work, too.

Outside started from the simple seed of an idea, to live and work anywhere. We started in a small beach house in Santa Cruz, now we have 50 spaces around the world that our Members call home.

We're providing a medium/long term accommodation solution for remote workers who can work remotely, from anywhere. This is just the beginning.

Emmanuel Guisset, Outside CEO

BUILT FOR WORK FROM ANYWHERE LIFESTYLE

SPACES	COMMUNITY	BRAND
50 properties worldwide where remote professionals live and work	A global community of Outside Members	A brand trusted by digital nomads since 2016



A product designed for the next generation of travelers.

A BESPOKE HOSPITALITY EXPERIENCE

01. Comfortable private in suites, apts and studios

02. Well equipped kitchens

03. Dedicated community manager

04. Unique travel planner and booking platform

05. Shared workspaces high-speed wifi

06. Hospitality with sustainable credentials

OUTSITE PROPERTIES

Clusters of Villas	Commercial Building with Cowork Cafe
<p>Los Angeles, CA Example:</p> <ul style="list-style-type: none"> 5 Villas 26 Private Studios Large communal spaces to work and meet other Members 	<p>Lisbon, Portugal Example:</p> <ul style="list-style-type: none"> 1 Historic Building 25 Private Studios Cowork Cafe on the ground floor where locals and Members meet

How does Outsight acquire properties?

We started by leasing properties directly from landlords, but now we are gradually moving toward revenue share agreements with landlords and real estate investors.

What are the criteria for an Outsight property?

Our customers require lively, walkable surroundings, common social space, and quality finishes. We look for villas (6 keys minimum) and commercial spaces (25 bed minimum). The bed-bath ratio is always 1:1 or 2:1 in rare cases.

A UNIQUE MEMBERSHIP MODEL

4000

MEMBERS

Yearly Membership \$149

Lifetime Membership \$399

Access to:

- All properties worldwide
- Lifestyle perks
- Online community
- Offline and online events

BUILDING A STRONG COMMUNITY

65

NPS

Industry leader Airbnb has 55, Sojern has 54.

"The most unforgettable accommodation and community in my life. It's a gift of Outsight for creating a precious environment that will never forget in my life."

Chris Park

★★★★★

"Outsite has been a reliable remote working solution for me for many years."

David Roma

★★★★★

"Outsite gives me a soft landing for any destination. It's a great community of like-minded, globally active, co-workers to turn to upon arrival."

Peg Samuel

★★★★★

Who uses Outsight?

The Outsight Community is a diverse network of professionals from all over the

world. There are remote workers, entrepreneurs, freelancers, creatives, managers, artists, students, teachers and more.

There are 40 different nationalities represented within the community and the average age is around 35 years old with Members in their 20's and some in their 60's.



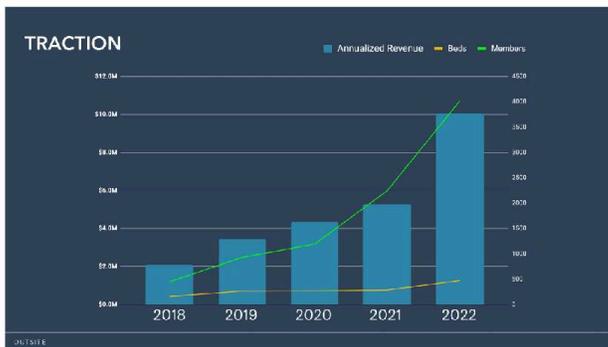
Revenue calculated from annualized revenue from December 2022 - forward looking projections are not guaranteed

Where will Outsite expand?

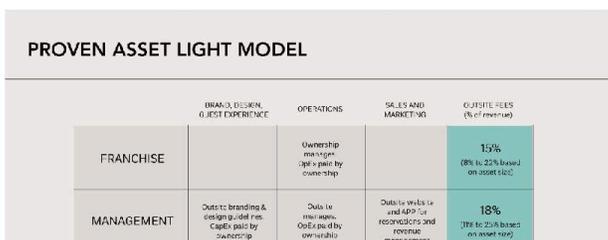
In 2023, our #1 priority is to consolidate the business by adding more properties and rooms where we already have infrastructure. That will allow us to have full time community managers everywhere so the guest experience will be much better. We will still launch a few new cities in Southern Europe, US and LATAM in the second semester.

In 2024, We plan to grow further within Europe and Latin America, specifically in France, Spain, Italy, Croatia, Greece, Colombia and Mexico.

Beyond 2025 and into 2027, we plan to expand in APAC and new countries in LATAM like Brazil and Argentina.



Forward-looking projections are not guaranteed.



LEASE	OUTSIDE MANAGED, OPERATED BY OWNERSHIP	30% (15% to 45% based on asset size, location)
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OUTSITE

DIRECTORS & KEY PARTNERS

Board Members



Todd Kimmel
Managing Partner of
Vantage Vents, LLC



Chad K. Flynn
Co-Founder of Co-Liv, Head of
R&D at Key Asset Management



Brad Handler
Former CEO of Prologis, from 2008 to 2015 as well as 2017 to 2018



Tom Sull
Former VP & Managing Partner at
Green Growth Ventures

Established Real Estate Developers/Funds



Investors



OUTSITE

EXPANDING MEMBERSHIP VALUE BY 2027

300 PROPERTIES

- Work/live/foxford
- Living & coworking
- Villas, apartments, hotels
- Cowork & cafes

Forward 2027

OUTSITE APP

- Travel planner & booking platform
- Online community of 50k+ Members
- QR to and on-line events
- Parks and playgrounds

SERVICES

- Tax, insurance, storage
- Visa & relocation
- Insurance



100K
MEMBERS

300
CORPORATE PARTNERS

OUTSITE

Forward-looking projections are not guaranteed.

THE GLOBAL LIVING PLATFORM FOR DIGITAL NOMADS

\$300M
REVENUE

300
PROPERTIES

100
CITIES

100k
MEMBERS

Forward-looking projections are not guaranteed.

How will this raise be used at Outsite?

We will be using the funds raised to further grow the company in terms of properties, and improving the member experience both on-site and online. We also want to create a business development team to partner with companies so they can offer Outsite to their workforce.

What will I get from Crowdfunding?

Your investment may convert into equity in a future of round of funding (usually led by an institutional investor) or when there is an exit (IPO, SPAC or acquisition). Depending on the amount you invest, you will also receive Outsite gift cards redeemable for memberships (pending approval) or/and stays at Outsite locations.





As seen in The Times, Le Monde, Financial Times, Forbes, Wall Street Journal, The Telegraph and Quartz.