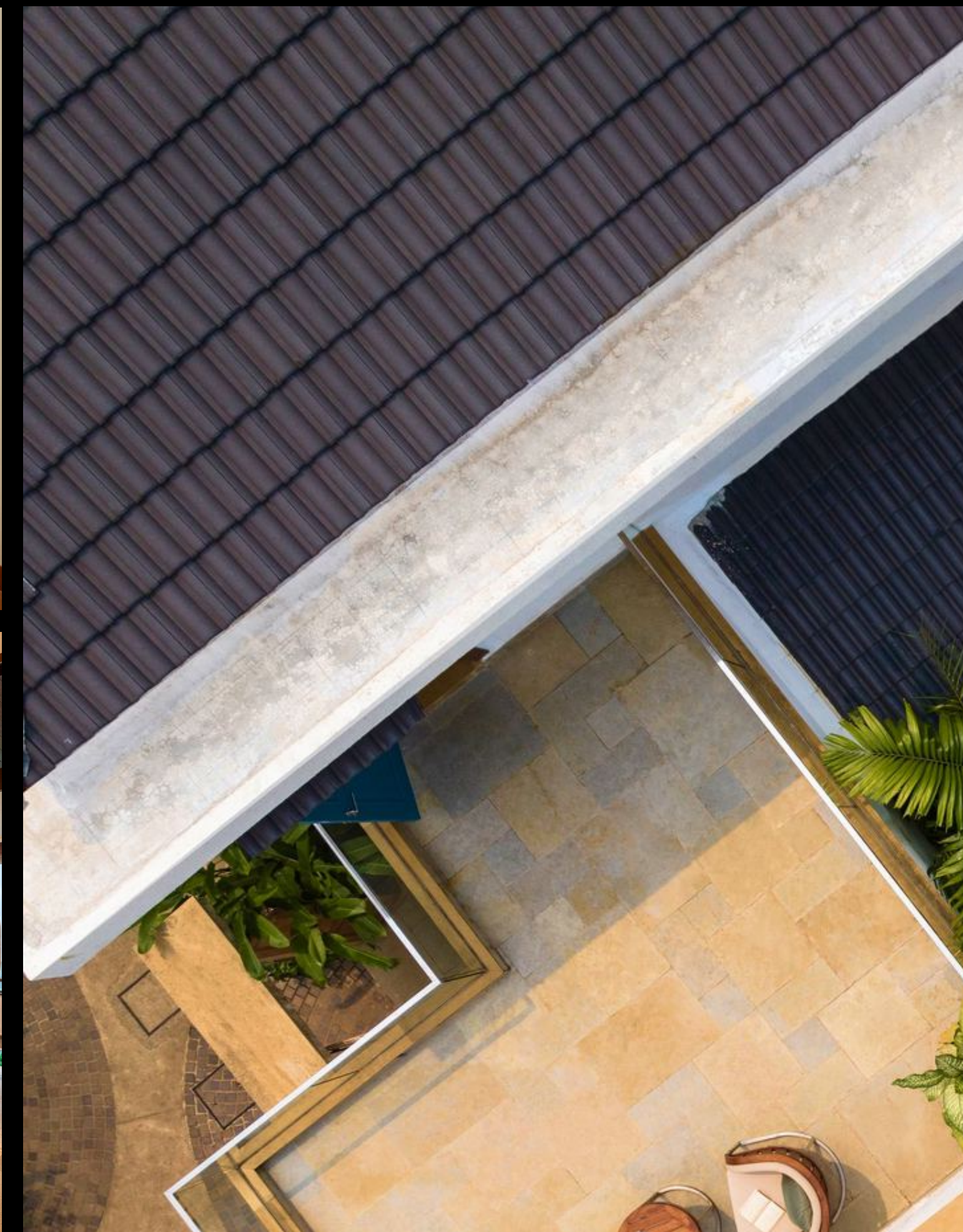
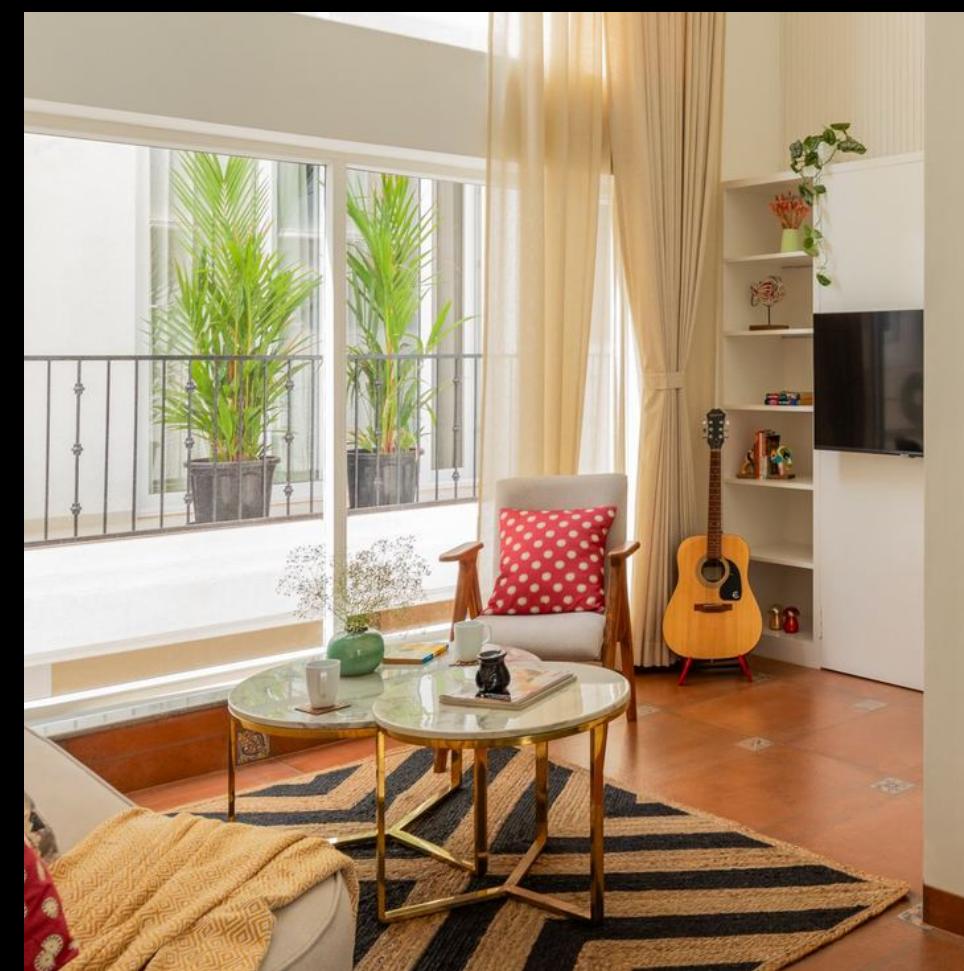
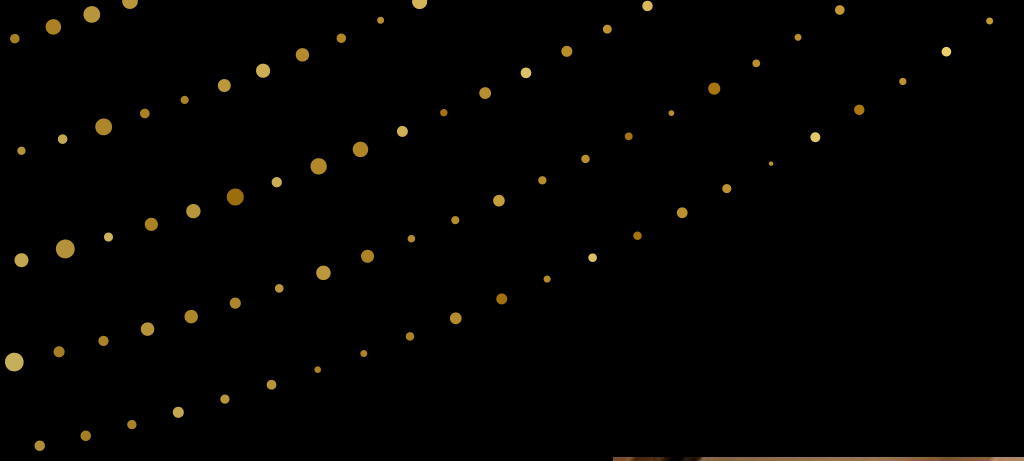


*Your villa
deserves a
holiday too.*



TBK VILLAS GOA

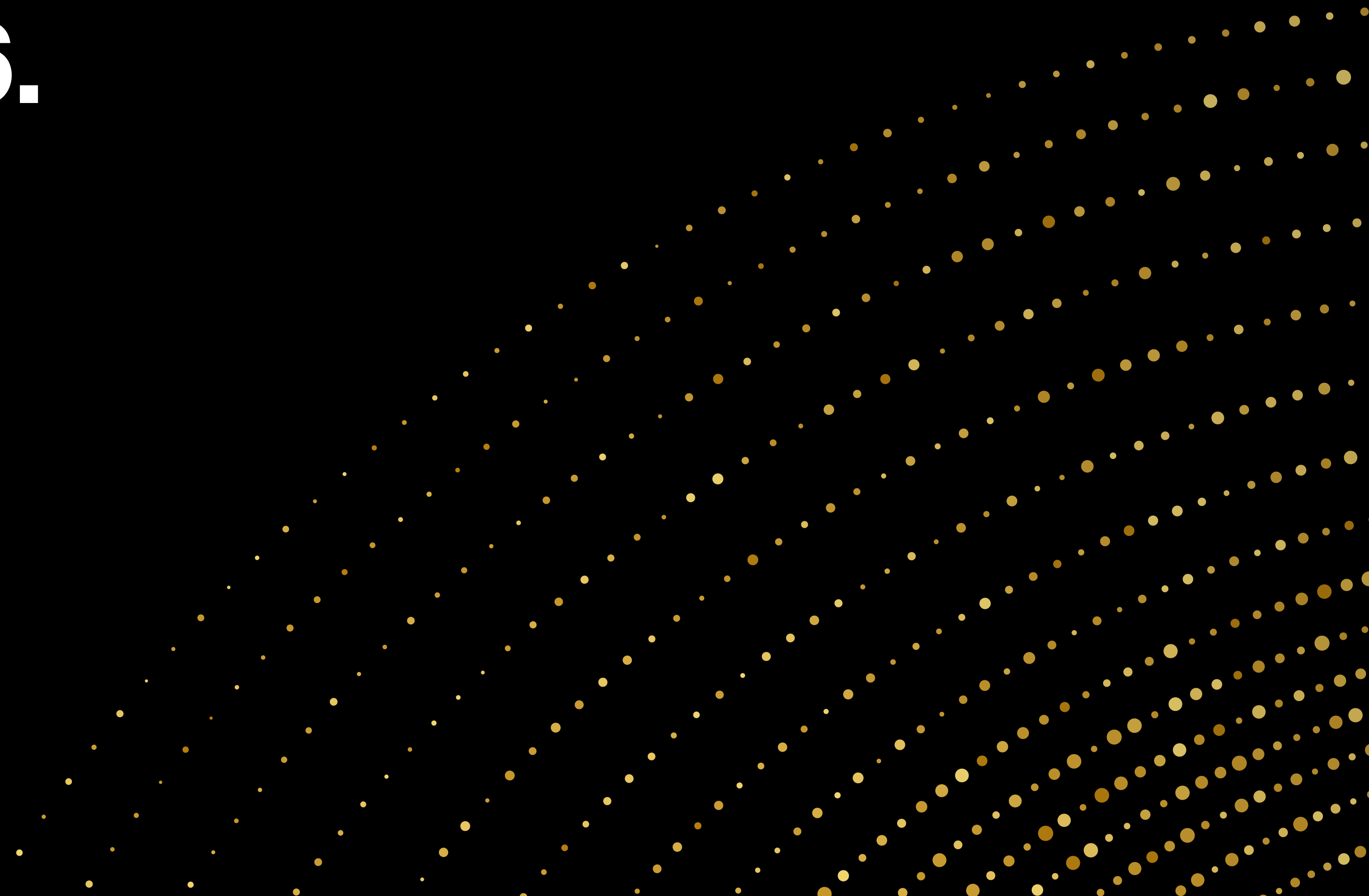






TBK Villas has been
pioneering **luxury hospitality**
in Goa since **2016.**

50,000+ HAPPY GUESTS

A decorative pattern of numerous small, golden-yellow dots arranged in several parallel diagonal lines, extending from the bottom right towards the center of the image.

OUR PURPOSE

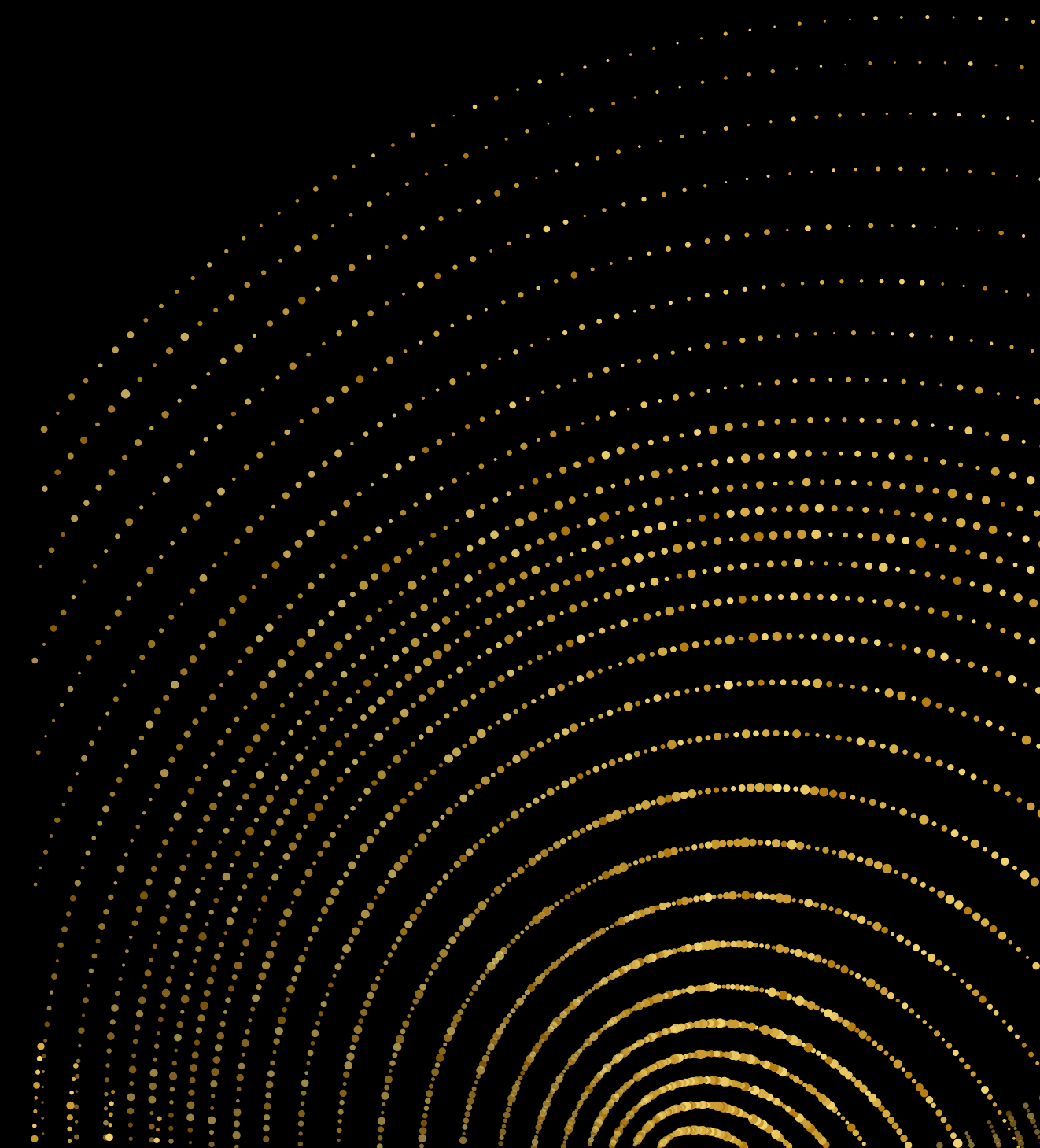
We aspire to provide our customers with a **captivating experience** by making investment simple.

We become allies for your **real estate** and let our **high returns** speak for our proficiency.

ABOUT TBK VILLAS



TBK Villas is a vacation rental and property management company epitomizing splendid stays. The brand embodies the values of solitude, serenity, and tranquility. TBK Villas strives for a luxurious atmosphere with traditional comforts, guaranteeing travelers the most exotic local arrangements without any hassle.





Jairaj Kamani



Rittika Kamani



Meet the **Founders**

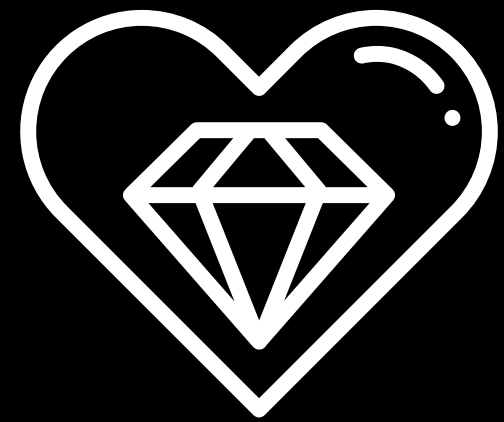
WHY RENT WITH US?



If you have a space, we can turn it into a profitable business for you—with no recurring cost.

Your luxurious property, well-maintained, will attract discerning clientele and ensure better ROI. All this while still calling it home! This is the only work we do, and we perform it with a clear, single-minded focus.

WHY TBK VILLAS?



- Over 20 years in luxury, hospitality, and consumer-facing businesses
- Integrated service platform offering complete management and rental solutions
- Flexible and suitable commercial arrangements
- A fundamentally different travel experience with boutique homes that tell a story
- Everything is done with a warm heart and authentic style

OPERATING PRINCIPLES



- **Security Protocols** – Robust systems for guest & owner peace of mind
- **Gratifying Experience** – Helping our guests bond with loved ones
- **Technology** – Streamlined processes with innovation
- **Profit-Driven Model** – Balancing profitability and convenience
- **Services** – Luxury blended with contemporary essentials
- **Response Time** – Optimized response management

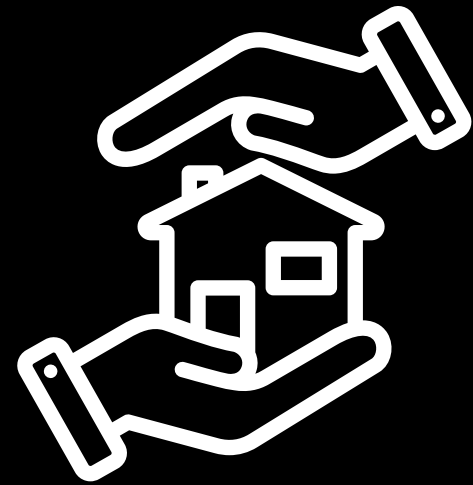


PROPERTY MANAGEMENT SERVICES

Managing a vacation rental isn't easy—but TBK Villas makes it seamless. We handle every hassle for you, from midnight guest calls to housekeeping, reservations, and marketing.

Our expertise ensures your property earns optimally while being well-cared for.

WHAT WE DO



As a full-service vacation rental management company, we:

- Market your home on top booking platforms
- Manage guest communications & requests
- Handle housekeeping & deep cleaning
- Provide reservation & revenue management
- Set dynamic pricing for maximum returns

OWNER HOME USE

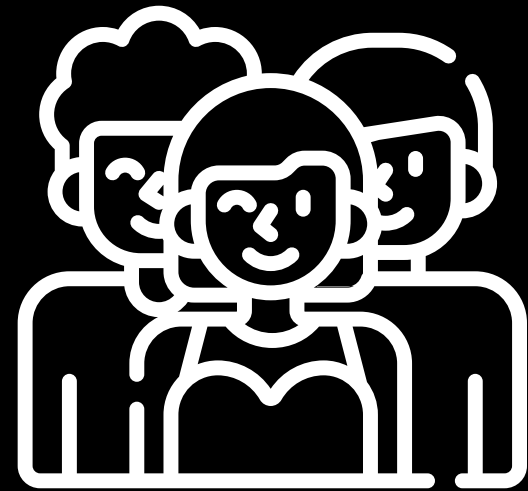


Your vacation home is always yours.

You can reserve your property for personal stays whenever you'd like, as long as existing guest bookings are honored.

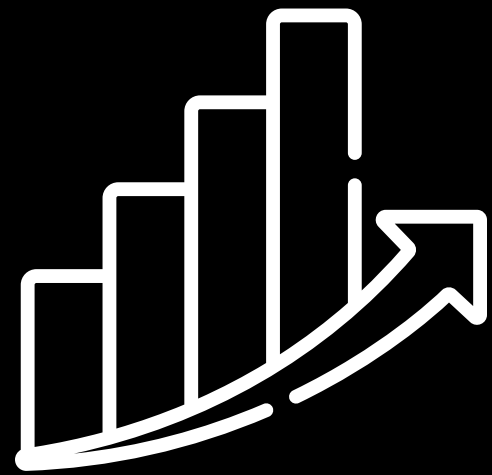
No restrictions on frequency or duration of your stays.

GUEST SERVICES



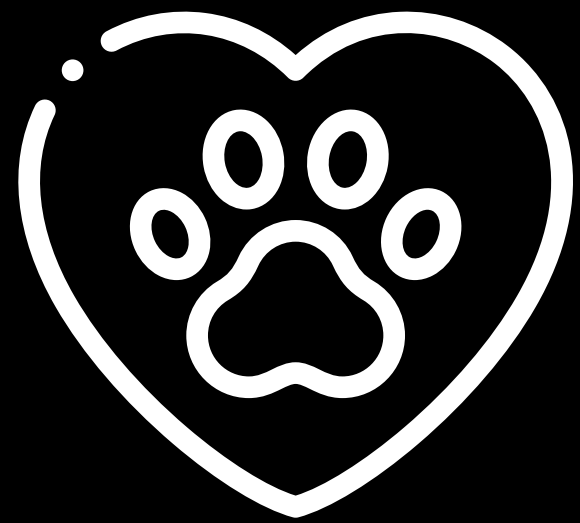
- Professional housekeeping & villa preparation before every stay
- Dedicated property manager for easy check-in
- Fresh linens, towels, toiletries, and guest manuals
- 24/7 support for any guest requirements
- Review management & guest feedback system

HOW DO WE MAXIMIZE YOUR RETURNS?



- **Dynamic Pricing** – Adjusted based on season, events, and demand
- **Advertising** – Listings on Airbnb, MakeMyTrip, and other global platforms
- **Marketing** – Targeted digital campaigns, email, and social media reach
- **TBK Villas Direct Channel** – Repeat guests and exclusive clientele

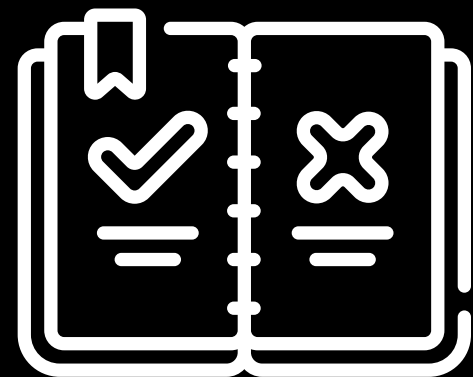
PET POLICY



We give owners flexibility on whether to allow pets.

Pet-friendly homes attract higher revenue, repeat guests, and more off-season bookings. Extra cleaning protocols and a small pet fee ensure homes remain spotless.

GENERAL HOUSE RULES



- 1. Extra Guests** – Limited per villa type for safety reasons
- 2. Music** – Allowed indoors; no outdoor loud music post 8 PM
- 3. Property Care** – Guests are responsible for damages
- 4. Pool Safety** – No glassware near pool; plasticware provided
- 5. Smoking** – Allowed outdoors only; hookah in designated areas
- 6. Respect** – Guests must respect property and neighbors

ADDITIONAL BENEFITS

We follow a **3M Model** for your property.

MAINTAIN

- Best-in-Class Property Care
- Inventory Management
- Regular Checks & Audits
- Home Automation

MONITOR

- Security & Surveillance
- Insights-Driven Reporting
- Tech-Enabled Tracking
- Comprehensive Visibility

MONETIZE

- Strategic Partnerships
- Omni-Channel Marketing
- Digital & Physical Ads

REVENUE - SHARE MODEL

60:40 MODEL

TBK Villas Covers

- Sales & Marketing (Corporate, Travel Agents, Digital, Influencers)
- Guest Experience (Concierge, Loyalty Program, Manager)
- Technology Support (App, Website)
- Staff Hiring, Training, Uniforms, Salaries
- Housekeeping, Utilities (Electricity, Gas, Water, Wi-Fi, OTT)
- Linen Laundry, Toiletries, Soaps, Cleaning Supplies, Jute Slippers
- Welcome Basket, Turndown Snacks, Tea/Coffee Amenities
- Guest Delight Expenses, Fragrance & Dispenser
- Deep Cleaning, Pest Control, Garbage Collection
- Maintenance (Pool, Garden, Diesel)

Owner Billed

- AMC (STP, AC, DG, Pool Pumps, Motors)
- Annual Linen Replenishment
- Common Area Maintenance
- Photoshoot & 3D Shoot (deducted)
- Major/Structural Repairs & Overhaul
- Standardization Cost (one-time)
- License Fees & Statutory Taxes
- Appliance Replacements

70:30 MODEL

TBK Villas Covers

- Sales & Marketing (Corporate, Travel Agents, Digital, Influencers)
- Guest Experience (Concierge, Loyalty Program, Manager)
- Technology Support (App, Website)
- Staff Hiring, Training, Uniforms
- Store Management, Procurement & Delivery
- Welcome Basket, Turndown Snacks
- Toiletries Kit, Jute Slippers
- Guest Delight Expenses

Owner Billed

- Fragrance & Dispenser, Deep Cleaning, Pest Control
- Utilities (Electricity, Gas, Water, Wi-Fi, OTT)
- Housekeeping, Linen Laundry, Toiletries, Cleaning Supplies
- Staff Salaries
- Tea/Coffee Amenities, Garbage Collection
- Maintenance (Pool, Garden, Diesel)
- AMC (STP, AC, DG, Pool Pumps, Motors)
- Annual Linen Replenishment
- Common Area Maintenance
- Photoshoot & 3D Shoot (deducted)
- Major/Structural Repairs & Overhaul
- Standardization Cost (one-time)
- License Fees & Statutory Taxes
- Appliance Replacements

LEASE MODEL

TBK Villas Covers

- Fixed Monthly Rent (paid to Owner)
- Sales & Marketing (Corporate Sales, Travel Agents, Revenue Manager, Digital, Influencers)
- Guest Experience (Concierge, Loyalty Program, Guest Experience Manager)
- Technology Support (Owner App, Website)
- Staff Hiring, Training, Salaries, Uniforms
- Housekeeping & Overheads (Meals, Logistics)
- Utilities (Electricity, Gas, Water, OTT, Wi-Fi)
- Fragrance & Dispenser, Deep Cleaning, Pest Control
- Linen Laundry, Soaps & Body Lotion, Toiletries Kit, Cleaning Supplies, Jute Slippers
- Store Management, Delivery & Procurement
- Guest Amenities (Welcome Basket, Turndown Snacks, Tea/Coffee Amenities, Guest Delight)
- Garbage Collection
- Maintenance (Pool, Garden, Diesel)

Owner Billed

- Appliance & Equipment AMC (STP, AC, Pool Pumps, DG, Motors)
- Annual Linen Replenishment (as needed)
- Common Area Maintenance (landscaping, pool, security, electricity, etc.)
- Photoshoot & 3D Shoot (deducted from payout)
- Major/Structural Repairs & Overhaul
- Standardization Cost (one-time)
- License Fees (tourism, etc.)
- Other Expenses (statutory taxes, appliance replacements, etc.)



INDICATIVE REVENUE PROJECTIONS

QTR.	NO. OF DAYS	NIGHTS	OCC %
APR - JUN	91	55	60%
JUL - SEP	92	51	55%
OCT - DEC	92	74	80%
JAN - MAR	90	68	75%
TOTAL	365	246	67%



CHANNEL PARTNERS



**80+ *B2B*
PARTNERSHIPS**



Booking.com

OUR MARKETING CHANNELS

facebook



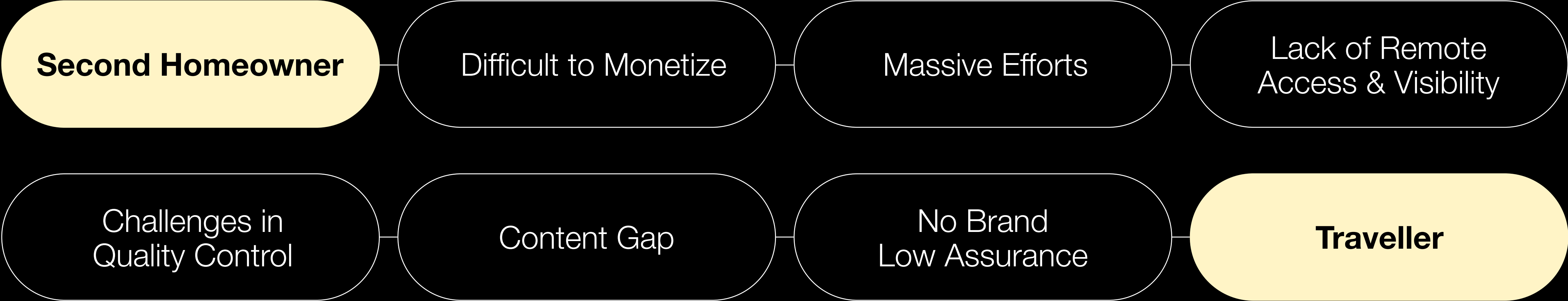
Influencer
Marketing



Google



CURRENT CHALLENGES



The TBK Villas Privilege

100% Hassle Free

Maximum Returns

100% Transparency

Partner with us to unlock the true potential of your property while ensuring guests experience the best of **Goa hospitality.**

Call **Jairaj** on **98300-43884**

OWNERS' DECK 2025

