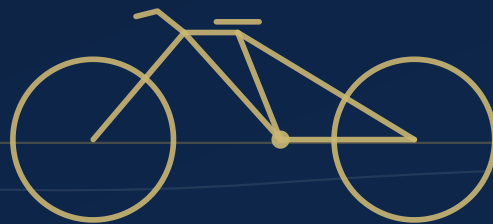


PREMIUM BICYCLE SERVICE FOR HOTELS

Bicycles at your hotel. *Zero investment.*

A 100% self-service, turnkey bike rental service for the leading hotels of Marbella and the Costa del Sol. You provide the reception; we handle everything else.



Your guests *want to explore.*

Marbella is best discovered at 15 km/h: the seafront promenade at sunrise, the old town, Puerto Banús, the eastern coves. Every guest chooses where to go — and a bicycle waiting at reception is the most elegant way to do it.

BikeStay turns a corner of your hotel into an experience guests remember and recommend. With no investment, no inventory and no work for your team.

We don't pick the route. *We give them the bike* — and the whole Costa del Sol ahead.

Your guests decide where to go and at what pace. On our blog we share routes and ideas to inspire them — never to oblige them.

WHY HERE, WHY NOW

2,300 km

of bike lanes along the Costa del Sol, linking beach, city and mountain.

+320

days of sunshine a year. Cycling season never really ends.

15 km/h

the pace at which Marbella is best lived: unhurried, car-free, no parking.

Simple for the guest. *Invisible to your team.*

01

WE INSTALL IT

We arrive and set up

We place a discreet QR code in each room and the bicycles in the area you indicate. No construction work: everything is left ready to use.

02

THE GUEST SCANS

Scan and book

Scan the QR and book on the spot from the phone — or from the BikeStay app (iOS and Android). No account creation, no sign-up.

03

BOOK AND RIDE

Pay, unlock and enjoy

Book online in seconds, unlock the bike with a PIN, and return it before 10 PM. Fully self-service: no queues, no keys, no need to stop by reception.

04

YOU EARN

Your commission, automatic

Transparent monthly settlement, with no cash handling and no payment management on your side. The security deposit is handled separately and refunded in full to the guest.

Two bicycles. *A thousand routes.*

Self-service, with smart lock, GPS and maintenance included. We bring them and we look after them – your team doesn't touch a thing.

ELECTRIC



Electric City Bike

Electric city bike. Pedal assistance to take on the promenade and the hills effortlessly.

€ 45 / day

URBAN



City Bike

A comfortable urban bike to explore Marbella and the Costa del Sol at your own pace.

€ 25 / day

INCLUDED WITH EVERY BICYCLE



Smart lock

PIN unlock



GPS tracking

Real-time location



Maintenance

Service and cleaning



24/7 booking

No reception needed

A digital experience, *impeccable.*

Booking a bike should be as easy as asking for a towel. That is exactly what your guests experience — no mandatory downloads, no sign-ups, no need to stop by reception.



No sign-up

Book and unlock the bike with no account creation and no registration. No forms.



iOS and Android app

From the app or straight from the QR. The guest doesn't need to install anything obligatory.



English and Spanish

The whole experience in the guest's language, from booking to return.



Payment in seconds

Automatic online booking and payment. Your hotel never handles cash.



Total freedom

They choose where to go, at their own pace. On our blog we share routes that inspire them — never to oblige.



No reception

The whole process happens on the guest's phone. Your team doesn't add a single task.

The guest enjoys impeccable service; your reception adds no extra work. **That's the promise.**

You provide the reception. *We handle everything else.*

BIKESTAY PROVIDES

Turnkey

- The bicycles and the smart locks
- The technology: bookings, payments, PIN and GPS
- Maintenance and replacement of the bicycles
- Installation and QR codes in the rooms

YOUR HOTEL PROVIDES

Just two things

- A corner to park the bicycles
- Allow the QR code in the rooms

No investment, no inventory, no dedicated staff. If at any point it doesn't fit, we remove it at no cost.

THE OFFER, IN ONE LINE

| | | | | |
|------------|---------------|--------------------|---------|--------------|
| Zero | Zero | 10% | No | Included |
| INVESTMENT | CASH HANDLING | COMMISSION FOR YOU | LOCK-IN | INSTALLATION |

Passive income. *Happier guests.*

You receive 10% of every guest rental, with no cash handling. An illustrative example, depending on occupancy and season:

| SCENARIO | ESTIMATED MONTHLY ACTIVITY | FOR YOUR HOTEL |
|------------------------------|---|---------------------|
| Quiet Low season | 10 rentals per week · average ticket € 35 | ~€ 140 PER MONTH |
| Peak Spring–summer | 40 rentals per week · average ticket € 35 | ~€ 560 PER MONTH |

AND WHAT DOESN'T SHOW UP IN EUROS



Memorable experience

An amenity guests remember and tell their friends about back home.



Differentiation

A service that few hotels offer well — and you, effortlessly.



Better reviews

One more reason for a five-star rating and a recommendation.

Illustrative figures: actual revenue depends on your occupancy and season. The commission is 10% of the rental amount; the security deposit is handled separately and refunded in full to the guest.

SHALL WE TALK?

Let your hotel earn with *every ride.*

We prepare a tailored proposal and a no-commitment pilot, adapted to your hotel and your season.

Zero investment

10% commission

No-commitment pilot

1

A 15-minute chat

You tell us about your hotel and we answer your questions, with no commitment.

2

Visit and proposal

We see the space and prepare a tailored proposal for you.

3

We start the pilot

We install, brief your team and launch the pilot with no commitment.

