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Student



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We are Nido Student

Nido Student is Europe's leading developer and operator of PBSA.

Headquartered in London, Nido has a current pipeline to operate 34 assets [10,000+ beds] across 5 European countries, with scalable systems and technology in place to facilitate future growth.

Nido Student's Leadership Team has extensive experience in all stages of the investment, development & management cycle within Purpose Built Student Accommodation [PBSA].

"Nido Student is an institutional-grade and award-winning PBSA provider. Investors choose Nido for our successful track record, extensive network and ethical approach."

- Brian Welsh, CEO



Our Story

- 2007 Nido Student Living established
- 2008
- 2009
- 2010
- 2011 Launch of 3 residences in London's prime locations: King's Cross, Notting Hill and Spitalfields.
- 2012
- 2013
- 2014
- 2015 Launch of residence in West Hampstead
Exit of initial 3 residences
- 2016
- 2017 Brian Welsh appointed as CEO
Portfolio expands to 1,909 beds with 9 new UK residences
- 2018 Rebranded to Nido Student
Nido Student win Property Week's 'Operator of the Year'
- 2019 UK expansion with new residences in Glasgow & Birmingham.
European expansion with new residences launching in Germany, the Netherlands & Ireland

Our Vision

To be the leading global development advisor & operator of residential accommodation. Nido delivers the best customer experience by creating & maintaining tech-enabled, sustainable communities.

With technology at the heart of everything we do, our systems, operations, management & reporting ensure we maintain our market leading position. With expansion in the UK, Ireland, the Netherlands, Portugal, Germany and beyond, we are continuing to deliver our key objectives.

KEY OBJECTIVES

Be a recognisable global brand with consistently high performance

Ensure our business and our residences are wholly tech-enabled

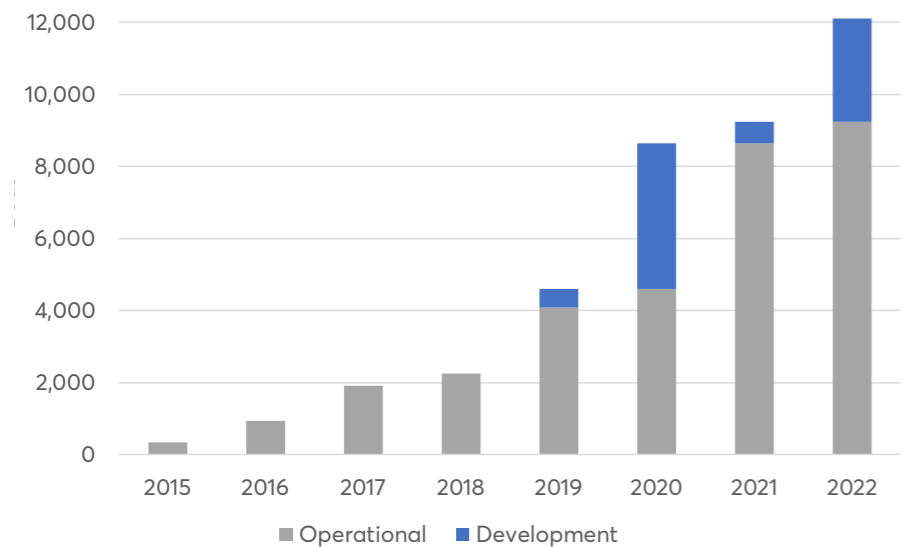
Redefine industry standards for residents & investors

Drive investment value through NOI growth and accretive cap-ex

Locations



Pipeline unit growth from 2015 - 2022





Brian Welsh
CEO

Brian assumed the role of CEO of Nido in October 2017. Within this time, he has overseen the expansion of the portfolio from 2,000 to 8,273 beds. Prior to joining Nido, Brian was the COO of Threesixty Developments and The Student Housing Company, where he oversaw the acquisition and delivery of over 17,100 beds across Europe, breaking into new PRS markets which have since become established, in particular Ireland and Spain.



John Kenny
COO

John joined Nido in September 2019 having previously worked at Grainger plc, the UK's largest listed residential landlord, as COO from 2017. Prior to Grainger, John was COO and director at Liberty Living, where he led the growth of the platform to 26,000 beds over a 10 year period. John has significant experience in operations across a number of real estate asset classes including serviced offices, student accommodation and the private rented sector.



Robin Bond
CFO

Robin joined Nido in November 2018. He has over 14 years' experience in real estate having held executive roles in quoted and private companies investing in multiple asset classes such as resident accommodation, PRS, shopping centres, offices, industrial, distribution warehouses and primary care properties. His most recent experience was at Threesixty Developments and The Student Housing Company as Finance Director during their expansion into Europe, inclusive of Ireland.



Suraiya Comunello
CMO

Suraiya joined Nido in May 2018. She has over 10 years experience in the University sector and PBSA. Prior to joining, she was Marketing Director at Hines where she established their resident brand aparto in Ireland and the UK. Before this she managed the marketing team at The Student Housing Company, successfully launching the platform in Ireland, Spain and the UAE whilst maintaining the brand in the UK.



Andrew Jamieson
Acquisitions Director

Andrew has over 20 years' property experience specialising in the acquisition and development of PBSA. Andrew has held various Senior Acquisition and Development roles and overseen the development & acquisition of over 15,000 beds globally. Andrew's experience spans Unite (developed and acquired 4,500 beds), Mansion (acquired 4,000 beds), Crosslane (created first pan-European student fund), Threesixty Developments (developed 1,500 beds) and Nido (actively acquiring and mobilising 5,000 beds across Europe). Andrew holds a BSc (Hons) in Real Estate and is a member of the RICS.



Tony Allen
Operations Director

Tony has over 27 years' experience in the PBSA sector having mobilised and operated portfolios of up to 25,000 beds worldwide. Prior to Nido, Tony was Operations Director at GSA where he oversaw global operations for existing and new markets across several territories and brands including Uninest Student Residences in Ireland, and The Student Housing Company in the UK, Germany and the UAE.



David Saunders
Development Director

David has over 15 years' experience in the property industry and specialises in the development of PBSA. David has overseen multiple PBSA developments across Europe; specifically in the UK (1,800 Beds), Ireland (1,200 Beds), Spain (1,000 Beds), and Italy (1,400 Beds). A qualified Architect with an MSc in Real Estate, prior to joining Nido, David was Director of Development at Hines UK and Senior Development Manager at Threesixty Developments.



Stephanie Geelen
Marketing Director

Stephanie heads up the Marketing Department at Nido having joined the company in 2011. Since joining the PBSA sector she has marketed over 5,000 beds in multiple territories, overseen the recent Nido rebrand, and ensures brand quality and consistency across all markets. Steph speaks 4 European languages.

Nido's highly experienced management team have built a brand with an international mindset. Their combined experience includes the successful delivery and management of over 150k PBSA beds globally.

Our Values

Today's students know what they want and need. They're digital natives, socially and politically conscious and are more aware of their mental health and wellbeing than any generation before them. We want to hear and be guided by their focuses and needs and so we aspire to be a brand shaped by what our customers want.

Every Nido is different, but our ambition to create thoughtful, sophisticated and adaptable spaces remains consistent throughout. Our eyes are on the future. Not of our business, but of the planet and its people. We know that those who live with us will shape tomorrow. They're going to make the world kinder, more sustainable, healthier, smarter and we are here to play our part.



COMMUNITY

- Resident Life programme
- Breakfast Clubs
- Cultural and Welcome parties
- Bring a dish dinners
- House Manager Hour
- 4BYSIX Homeless emergency blankets charity handout



SUSTAINABILITY

- Nido Energy Blackout
- Water refill stations in reception
- Push bike pump stands
- Biodegradable cups & reusable straws
- Chilly bottle handouts



WELLBEING

- Wellbeing Week - 25 events across 5 days
- Yoga/meditation classes
- Inspiring speaker series
- Pop up plant shops
- PT/fitness classes
- Smoothie Cycle
- Nutrition and cooking classes



DESIGN & TECHNOLOGY

- VR tours for students to get a real feel for their new home
- Tech Talks
- Nido Student App
- Go Pro photo booths
- Smart lighting
- Integrated & automated systems

Our Services

Our experienced team have a wide range of services & skills to compliment our clients' bespoke requirements. These services span the entire lifecycle of a residential building, from the design & pre-construction phase through to stabilisation & exit strategies.

We are growing with our existing client base of investors, whilst also establishing new relationships as a third party operator. With our extensive network within the market, we are constantly monitoring & appraising new opportunities.

Investment Management

- Transaction origination & analysis
- Competitor & market research
- Lending analysis
- Acquisition oversight
- Due diligence instigation & delivery
- Expansion strategy

Development Management

- Technical due diligence
- Professional team origination
- Initial design development
- Development procurement
- Project execution & delivery
- Project management
- Handover & delivery management

Asset Management

- Investor reporting
- Strategic relationship management
- Operational oversight
- Investment monitoring
- Financial reporting & admin
- Asset management initiatives
- Business plan & budget preparation
- Capex strategy & delivery
- Project management oversight
- Disposal strategy & execution

Mobilisation Management

- Initial branding onsite & online
- Delivery of 12-month marketing strategy
- Rate & rent setting
- Show flat delivery & dressing
- Recruitment & appointment of staff
- Technology systems set up
- Health & safety systems set up
- Building systems training
- Contractor handover

Property Management

- Day-to-day onsite management
- 24-hour security
- Facility management oversight
- Proprietary website with user portal
- Finance & reporting
- Health & safety audits



Our Residents

It begins in Nido. Our residents tell us what's important and we make it happen. Our actions as a business are guided by their hope and vision. We make clear that our decisions come from the ground up, rather than the top down. We do this by analysing quarterly surveys, focus groups and comparing best practices in the hospitality sector.

We listen, we combine the best and keep innovating. Each Nido is created with this philosophy in mind.



Testimonials

THERESA EDER

[St James](#)
Glasgow Caledonian University

I'm staying in Nido St. James for my third year now and I love it here. The management team are great, the location is amazing as it is very central, there are always fun events on and it feels very homely.

ALICIA MOULD

[Stepney Yard](#)
Newcastle University

I'm currently in my second year of staying at Nido Stepney Yard. Couldn't think of a better way to have spent my time at uni so far. Staff are amazing and always so so helpful! Great location, facilities and pricing :)

POPPY TORRINGTON

[HAYMARKET](#)
University of Edinburgh

When moving into Nido I was warmly welcomed by the team, who are always there for a chat. The rooms are cosy and well laid out, with any maintenance issues seen to immediately. The location is perfect with supermarkets around the corner and princes street a 10 minute walk away. There are also fun events throughout the year that you can get involved in, which means that you can get to know your neighbours!

HALEIGH JORGESON

[Castle Hill](#)
Anglia Ruskin University

I stayed at Nido Castle Hill in Cambridge for my first year of university and have decided to come back for my last year as I liked it so much. The facilities are great, especially the new gym, and the whole place is very peaceful. The best part about it however is Donna and the student ambassadors who are all incredibly friendly, welcoming and helpful. I look forward to the rest of my stay here and highly recommend it to any students coming to Cambridge!

Get in touch

Talk to us about your
accommodation requirements

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**STUDENT
ACCOMMODATION**

CONFERENCE & AWARDS

2018 WINNER