



HOSPITALITY  
BALI

HOSPITALITY BALI  
VILLA & PROPERTY MANAGEMENT

## COMPANY PROFILE

# Effortless Villa Ownership, Fully Managed in Bali

*Kepemilikan villa tanpa repot — dikelola sepenuhnya oleh tim lokal kami di Bali.*

EST. 2013 · BALI, INDONESIA

WWW.HOSPITALITY-BALI.COM · @HOSPITALITY.BALI

## COMPANY PROFILE

# About Hospitality Bali

*Tentang Hospitality Bali*

Founded in 2013 in Canggu, Hospitality Bali began as a small guest-house operation and has since grown into a full-service villa and property management company trusted by owners across the island. Today we manage **16 properties** — from private pool villas and boutique guest houses to apartments and a river-side lodge — spread across Canggu, Tabanan, Mengwi and Buduk.

**ID** *Didirikan pada tahun 2013 di Canggu, Hospitality Bali memulai perjalanannya sebagai pengelola guest house berskala kecil dan kini telah berkembang menjadi perusahaan manajemen villa & properti yang dipercaya oleh para pemilik di seluruh Bali. Saat ini kami mengelola **16 properti** — mulai dari private pool villa dan guest house butik hingga apartemen serta river lodge — yang tersebar di Canggu, Tabanan, Mengwi, dan Buduk.*

Behind every listing is a real, local team: a director, dedicated sales & marketing staff, an in-house accountant, and property-based housekeeping crews who look after each home every single day. We manage the details so owners can enjoy the returns.

**ID** *Di balik setiap listing, ada tim lokal yang nyata: seorang direktur, staf sales & marketing, akuntan internal, serta tim housekeeping di setiap properti yang bekerja setiap hari. Kami mengurus detailnya, agar pemilik villa dapat menikmati hasilnya.*

2013

ESTABLISHED  
*Berdiri Sejak*

16

PROPERTIES  
*Properti*

98+

ROOMS & VILLAS  
*Kamar & Villa*

25+

TEAM MEMBERS  
*Anggota Tim*



“ One team, every property, no exceptions.

*Satu tim, untuk setiap properti, tanpa terkecuali.*

## OUR DIFFERENCE

# Why Owners Trust Us

*Mengapa Pemilik Villa Mempercayai Kami*

We believe villa management is about more than bookings — it's about solving problems before they become your problem. Our advantage is service: to every owner, and to every guest, we offer real solutions, not excuses.

**ID** *Bagi kami, manajemen villa bukan hanya soal reservasi — melainkan menyelesaikan setiap masalah sebelum menjadi beban Anda. Keunggulan kami terletak pada pelayanan: kepada setiap owner maupun tamu, kami menawarkan solusi nyata, bukan alasan.*

01

### Owner-First Partnership

*Kemitraan yang Mengutamakan Owner*

Every owner has a direct line to our team. Issues are resolved quickly and honestly, with clear communication at every step.

*Setiap owner memiliki akses langsung ke tim kami. Masalah diselesaikan dengan cepat dan jujur, dengan komunikasi yang jelas di setiap tahap.*

02

### A Full Local Team

*Tim Lokal yang Lengkap*

A director, sales & marketing, finance, and property-based housekeeping teams — 25+ people working daily to protect your investment.

*Direktur, tim sales & marketing, keuangan, hingga tim housekeeping di setiap properti — 25+ orang bekerja setiap hari menjaga investasi Anda.*

03

### Proven Performance

*Kinerja yang Terbukti*

Our Sari Uma Canggu portfolio recorded 94.6%–95.9% occupancy from May–July 2026 — a real benchmark of disciplined management.

*Portofolio Sari Uma Canggu kami mencatat okupansi 94,6%–95,9% pada Mei–Juli 2026 — bukti nyata hasil manajemen yang disiplin.*

04

### Wide Distribution

*Distribusi yang Luas*

Actively listed and managed on Airbnb, Booking.com, Traveloka and Agoda to maximize visibility and bookings.

*Terdaftar dan dikelola secara aktif di Airbnb, Booking.com, Traveloka, dan Agoda untuk memaksimalkan visibilitas dan reservasi.*

### Case Study — Sari Uma Canggu

Average occupancy recorded in our internal PMS, May–July 2026. Illustrative of the results a fully-managed, well-marketed property can achieve with us.

*Rata-rata okupansi tercatat pada sistem PMS internal kami, Mei–Juli 2026. Ilustrasi hasil yang dapat dicapai properti yang dikelola dan dipasarkan secara optimal bersama kami.*

94.6%



MAY

95.2%



JUN

95.9%



JUL

# Our Services

Layanan Kami

01

## Marketing & Distribution

*Pemasaran & Distribusi*

Professional listing management and pricing strategy across major OTAs — Airbnb, Booking.com, Traveloka and Agoda — to keep every property visible and competitively priced.

*Pengelolaan listing dan strategi harga yang profesional di seluruh OTA utama — Airbnb, Booking.com, Traveloka, dan Agoda — agar setiap properti tetap terlihat dan bersaing.*

02

## Guest Relations & Reservations

*Hubungan Tamu & Reservasi*

Our dedicated sales & marketing team handles every inquiry, booking and guest communication from first message to check-out.

*Tim sales & marketing kami menangani setiap pertanyaan, reservasi, dan komunikasi tamu mulai dari pesan pertama hingga check-out.*

03

## Housekeeping & Property Care

*Housekeeping & Perawatan Properti*

Property-based housekeeping teams — 19 staff in total — deliver daily cleaning, pool & garden upkeep, and proactive maintenance across every cluster we manage.

*Tim housekeeping di setiap properti — total 19 staf — memastikan kebersihan harian, perawatan kolam & taman, serta pemeliharaan proaktif di setiap klaster properti.*

04

## Financial Reporting & Transparency

*Laporan Keuangan & Transparansi*

An in-house accountant keeps revenue reporting clear and honest, so owners always know exactly where their income stands.

*Akuntan internal kami menjaga laporan pendapatan tetap jelas dan jujur, sehingga owner selalu mengetahui posisi pendapatan mereka secara pasti.*

“ From first inquiry to check-out — and everything in between.

*Dari pertanyaan pertama hingga check-out — dan semua hal di antaranya.*

## OUR PORTFOLIO

# Properties Under Management

*Properti yang Kami Kelola*

| PROPERTY / PROPERTI                     | UNITS / UNIT |
|-----------------------------------------|--------------|
| Tegal Wangi Canggu                      | 23           |
| Sari Uma Canggu                         | 17           |
| Mag Canggu                              | 13           |
| River Lodge                             | 9            |
| Nudel Room                              | 6            |
| Tegal Wangi Penebel                     | 5            |
| Narasea Apartment                       | 4            |
| Sari Uma Villa 3                        | 3            |
| Villa Vana                              | 3            |
| Villa Panoramic                         | 3            |
| Villa Wisata                            | 3            |
| Villa Sari Uma 1                        | 2            |
| Villa Sari Uma 2                        | 2            |
| Villa Arda                              | 2            |
| Villa Gajah                             | 2            |
| Villa Anuraga                           | 1            |
| <b>Total — 16 Properties / Properti</b> | <b>98</b>    |



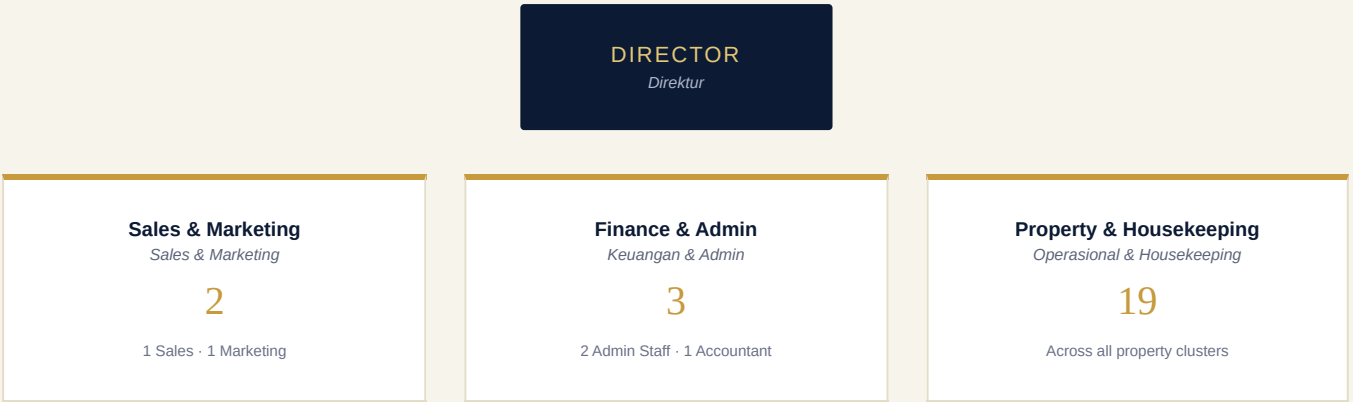
OUR PEOPLE

# A Dedicated Local Team

Tim Lokal yang Berdedikasi

A lean, accountable structure — every property has a real person responsible for it, backed by centralized sales, marketing and finance.

**ID** Struktur yang ramping dan bertanggung jawab — setiap properti memiliki penanggung jawab yang nyata, didukung oleh tim sales, marketing, dan keuangan terpusat.



| HOUSEKEEPING BY CLUSTER · HOUSEKEEPING PER KLASTER                                  |         |
|-------------------------------------------------------------------------------------|---------|
| Mag Cangu                                                                           | 5 staff |
| Sari Uma Cangu                                                                      | 4 staff |
| Tegal Wangi Cangu                                                                   | 4 staff |
| Villa Arda, Villa Gajah, Villa Anuraga, River Lodge, Nudel Room & Narasea Apartment | 4 staff |
| Tegal Wangi Penebel                                                                 | 2 staff |

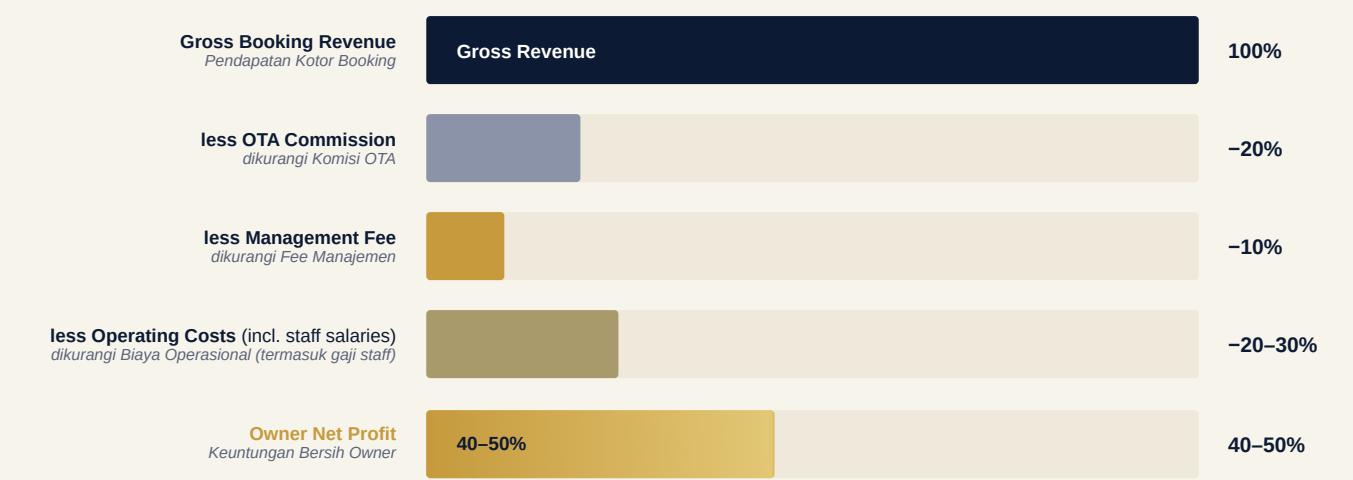
“ Every property has a name, and someone who answers for it.  
Setiap properti punya nama, dan seseorang yang bertanggung jawab atasnya.

# A Transparent Partnership Model

Model Kemitraan yang Transparan

We keep our structure simple, so owners always know exactly where their revenue goes — from gross booking value down to net profit in your pocket.

**ID** Struktur kami dibuat sederhana, sehingga owner selalu tahu ke mana pendapatan mereka mengalir — mulai dari nilai booking kotor hingga keuntungan bersih di tangan Anda.



From every booking, 20% goes to OTA commission and 10% is our management fee. The remaining balance covers operating costs — including staff salaries — of roughly 20–30%, depending on the property. What's left, typically 40–50% of gross revenue, is the owner's net profit. Figures above are an illustrative breakdown of our standard structure and are confirmed individually with each owner.

Dari setiap booking, 20% dialokasikan untuk komisi OTA dan 10% adalah fee manajemen kami. Sisanya digunakan untuk biaya operasional — termasuk gaji staff — sekitar 20–30%, tergantung properti. Sisa akhir, biasanya 40–50% dari pendapatan kotor, menjadi keuntungan bersih owner. Angka di atas merupakan ilustrasi struktur standar kami dan akan dikonfirmasi secara individual bersama setiap owner.

“ No hidden costs. No surprises. Just clear numbers.  
Tanpa biaya tersembunyi. Tanpa kejutan. Hanya angka yang jelas.

## REACH

# Where Your Villa Gets Seen

*Di Mana Villa Anda Terlihat*

Every property we manage is listed and actively optimized across the region's leading booking platforms, alongside our own direct channels — maximizing visibility to the widest possible pool of guests.

**ID** *Setiap properti yang kami kelola terdaftar dan dioptimalkan secara aktif di platform pemesanan terkemuka, serta melalui kanal langsung kami sendiri — memaksimalkan visibilitas ke calon tamu seluas mungkin.*

**Airbnb**

OTA PARTNER

**Booking.com**

OTA PARTNER

**Traveloka**

OTA PARTNER

**Agoda**

OTA PARTNER

### DIRECT & SOCIAL CHANNELS · KANAL LANGSUNG & SOSIAL

[www.hospitality-bali.com](http://www.hospitality-bali.com) — our own booking & brand website

[@hospitality.bali](https://www.instagram.com/hospitality.bali) — Instagram & Facebook, for direct guest engagement and brand visibility

[www.hospitality-bali.com](http://www.hospitality-bali.com) — situs pemesanan & brand kami sendiri

[@hospitality.bali](https://www.instagram.com/hospitality.bali) — Instagram & Facebook, untuk keterlibatan tamu secara langsung dan visibilitas brand

“

*Wherever guests search, they'll find you.*

*Di mana pun tamu mencari, mereka akan menemukan Anda.*

GET IN TOUCH

# Let's Talk About Your Villa's Potential

*Mari kita bicarakan potensi villa Anda bersama kami.*

## SALES

+62 819-4332-3727

## WEBSITE

[www.hospitality-bali.com](http://www.hospitality-bali.com)

## OFFICE · KANTOR

Jl. Raya Canggu No. 77, Br. Kayu Tulang, Canggu, Kuta Utara, Badung, Bali

*Est. 2013 — 16 properties, 98+ rooms & villas under management*

## MARKETING

+62 851-9009-7590

## INSTAGRAM & FACEBOOK

@hospitality.bali