

## What was your main motivation for installing TULU?

I decided to install TULU because it tackles a persistent issue that our students face. Space and financial constraints are common among students, but with TULU, they don't have to sacrifice access to necessary items. Instead, they can conveniently rent the products they need or desire for their daily lives without concerns about storage or high costs.

Simultaneously, as operators, we avoid the need to purchase, maintain, store, distribute, and collect rent for these products, while still offering this service to our tenants seamlessly.

Moreover, this service significantly enhances the living experience for our residents at The Urban Club, fostering community building and improving overall social well-being.

Why is TULU a relevant amenity for your residents/students?

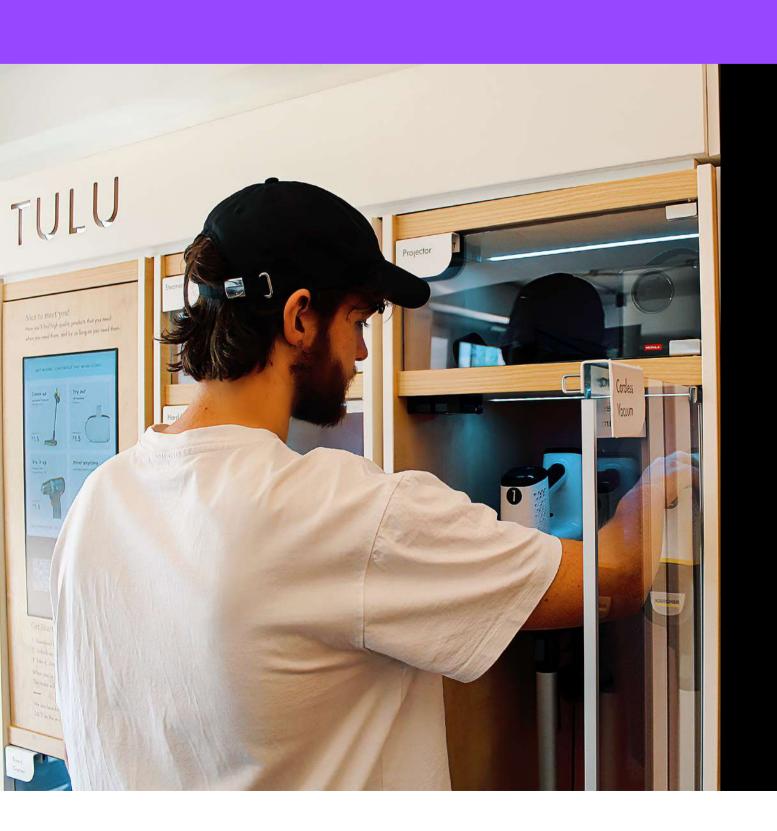
According to their motto,
'Own less, live more', TULU is the
ideal complement to our services,
encouraging residents to use or try
out products they might wish to
have but cannot afford to purchase.

With a diverse range of products available in the common area, it feels like opening a magic cupboard when gathering with friends to retrieve board games or VR headsets and enjoy a great time together.



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TULU provides everything that I need the most, I rented once the iron, used the printer, and am considering to try the hairdryer since it was a Dyson so I can't think of anything else



Finally, what do you expect from our partnership moving forward?

As we expand with more Urban Clubs in the future, I aim to extend the Tulu service to our upcoming tenants. This will include introducing new products and events for mutual benefit, enriching the living experience at The Urban Club.



Konstantin Eckardt
Operations Manager