Illustration: concept rendering of a SMART-STOP 24/7 module at a truck stop on the A3 (Regensburg)

KOHIHOT · SMART-STOP 24/7

Presentation for Financial Investors and Operating Companies

Mobile service and hospitality network built from micro-modules

Pilot region: Bavaria — Regensburg, A3 / A9 / A93, Rosenheim

2026 pilot phase in Bavaria — site partners and investors wanted
Partnership-based asset management model
Investment thesis · three financial scenarios · pilot roadmap
Contact: kohihot.com · info@kohihot.com

Market Problem

- Overnight-stay crisis along German trunk roads: an acute shortage of affordable accommodation for travelers, families and professional drivers.
- Regulatory pressure (EU Mobility Package): the regular weekly rest period of 45 hours may not be spent in the vehicle cab; the BALM enforces compliance with driving and rest-time rules through targeted inspections.[1]
- Infrastructure gap on major construction sites: bridge, motorway and logistics projects spend significant sums on housing engineers and workers.

Solution

A network of autonomous 7.25 × 3.00 × 2.80 m modules on axles (relocatable at up to 10 km/h within the network). Modules are manufactured industrially and, once the required approvals are in place and connections are prepared, installed on the prepared site within 1–2 days.

Investment Thesis

You are financing a mobile, serially manufactured accommodation asset with centralized digital management. Downside risk is limited by the ability to redeploy the asset between network sites (subject to transport permits). Upside comes from high room density per m², low staffing requirements, and multiple independent demand channels.

Three Independent Demand Channels

Channel	Characteristics	Time-to-Market
Commercial truck stops / service areas	High transit traffic, existing networks, cross-selling with shop/café/fuel station	Fast pilot
B2B: construction sites and logistics clusters	Contracts over 1.5–3 years, billed via developer/general contractor, predictable occupancy	Medium term
Public / PPP infrastructure (rest-area toilets)	Institutional opportunity via the federal motorway company; Germany has 442 staffed and 878 unstaffed rest areas with toilets[2], long approval cycle	Long-term track

Regulatory Protection in Germany

- Modules are classified under state building codes (e.g. BayBO in Bavaria) as temporary structures — the approval process is standardized, not experimental.
- The accommodation establishment ordinance (BStättV) only applies from 30 guest beds: the standard KOHIHOT cluster (up to 14 beds) is well below this threshold, simplifying fire-safety requirements.
- Premium wall insulation (150 mm basalt insulation) exceeds the U-value requirements of the Buildings Energy Act (GEG §104) for small buildings without additional technical measures.

A Single Manufacturing Platform

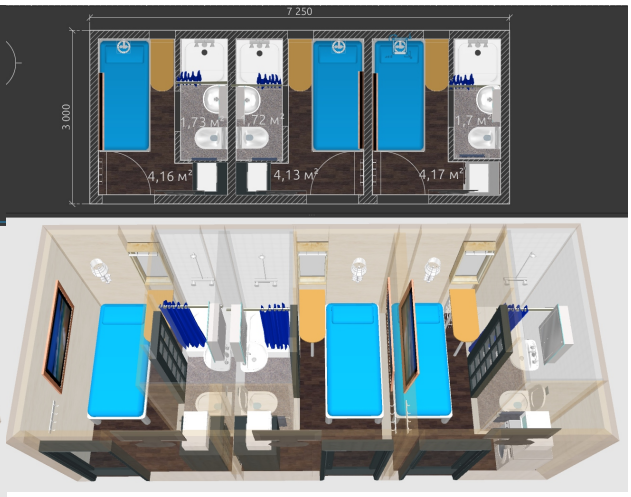
One uniform format and chassis — 7.25 × 3.00 × 2.80 m, production cost €30,000–40,000, 100% interchangeability of components. Only the interior fit-out is adapted to the specific site task.

Module	Target group	Comment
Dual Comfort (2+1)	Families, tourists	2 rooms, each designed for 2 adults + 1 child (or 2 adults + luggage/equipment)
Single-3	Professional drivers, 45-hour rest period (BALM)	3 individual rooms, privacy, shower, smart lock, invoice processing
B2B Crew	Construction-site staff	Reinforced fit-out, long-term rental
Office & Living (50/50)	Engineers / site managers	50% office / 50% room, work and live 24/7

Every module is offered in two fit-out tiers — Standard and Premium — with identical format and floor plan:

Tier	Twin-2	Single-3
Standard	€30,000	€33,000
Premium	€35,000	€38,000

Dual Comfort (2+1) — floor plan and 3D cutaway



Single-3 — floor plan and 3D cutaway

Technical Base and Autonomy Options

Modules are manufactured at certified partner facilities in the EU to a single technical standard — KOHIHOT acts as the supplier and brand owner of the product, without being tied to a single production site.

- Load-bearing frame — reinforced welded steel frame (RAL 7016), designed for repeated crane loading and relocation.
- Premium wall (210–220 mm, 150 mm basalt mineral wool) exceeds the GEG §104 energy-efficiency requirements for "small buildings."
- Greywater heat recovery cuts hot-water costs by 30–45% with no pumps or electronics.
- Integrated washer-dryer unit in every room — guest self-sufficiency without external laundry infrastructure.

Optional autonomy packages allow modules to be deployed even at sites with incomplete utility connections:

Package	Contents	Effect
A · Mobility	Fresh/greywater tanks (500–1,000 l)	Deployment without a water connection
B · Power	1.8–2.8 kW solar panels + LiFePO4 battery	Power reserve for automation and lighting
C · Maximum	Water recovery (orbital/flow loop)	Cuts water consumption by up to 80%
D · Connectivity	Satellite internet (Starlink)	Runs PMS and smart lock without a landline connection

Service Hub as an Additional Revenue Lever

Beyond pure overnight stays, every module cluster can be extended with service elements that increase length of stay, guest satisfaction and ancillary revenue — without additional on-site staff.

Element	Benefit
Laundry	Washer-dryer unit in the cluster — self-sufficiency for truckers and installation crews on longer tours.
Vending	Vending-machine catering right at the cluster — additional revenue stream with no staffing need.
Starlink / Wi-Fi hub	Stable internet connectivity for guests and the site — even at locations with incomplete network coverage.
Lockers	Secure storage for equipment and luggage — relevant for installation crews and drivers.
Coffee / catering partner	Local tie-in with the site partner's café or shop — more footfall for both sides.
Cleaning / service storage	Dedicated storage space for cleaning staff and technical maintenance within the cluster.

Service-hub elements are switched on per site on a modular basis and increase revenue per cluster without changing the core economics of the accommodation modules.

Financial Model: Three Scenarios

Calculation for 1 Dual Comfort module. CAPEX: production and fit-out €35,000 + delivery and connection €3,000 = ~€38,000. Three scenarios instead of a single ROI figure show the model's sensitivity to occupancy, ADR and OPEX.

Scenario	Occupancy	ADR	Revenue/module /month	NOI/month	Payback
Conservative	50%	€75	€2,250	€900–1,100	34–42 months
Base	60–65%	€85–95	€3,100–3,800	€1,600–2,200	17–24 months
Upside	65–75%	€95–110	€3,800–4,800	€2,300–3,000	13–17 months

Cross-check: €38,000 / €2,600 ≈ 14.6 months — consistent with the stated upside scenario (14–16 months).

Revenue Distribution Model (Revenue Waterfall)

The management fee is strictly withheld only after operating costs are covered — on a "net-profit-only" basis. The two-part structure protects both sides: the investor never overpays, and the operator is not left unpaid in low-occupancy months.

Step	Contents
1. Gross Accommodation Revenue	Accommodation revenue excluding VAT, tourist tax, refunds and chargebacks
2. Direct operating costs	Cleaning, laundry, utilities, software/PMS, payment fees, OTA commissions, insurance, maintenance reserve, site lease
3. Net Operating Income (NOI)	Amount remaining after deducting OPEX
4. Investor share	80–90% of NOI until capital payback or the agreed preferred return is reached
5. Management fee	7–10% of Net Accommodation Revenue (management fee) + 10–15% of NOI (performance fee)

Summary for the investor: the investor receives 85–90% of NOI after OPEX is covered, while the operating company keeps a lean, profitability-linked operating fee.

Pilot Roadmap (Regensburg)

- Phase 1 — Internal proof of concept. 2 modules on an internal technical site; validation of occupancy, ADR, cleaning process, PMS, access and vandalism resistance.
- Phase 2 — New-build investor product. Serial production of new chassis, Standard/Premium product lines, bank-ready financial passport for the asset.
- Phase 3 — Site network. 3–5 sites in Bavaria, 12–20 modules, long-term site contracts, regular NOI reporting, securing a financial partner to scale to 200+ modules.

Economies of Scale: Volume Discounts

Calculation for a reference cluster (4 modules / 10 rooms, a mix of Standard and Premium) at 70% occupancy and an average ADR per room of €45–55 — different reference figures than in the scenarios above for a single Dual Comfort module.

Procurement volume	Module discount	Cluster CAPEX*	Payback at 70%
Single order (1 cluster)	0%	~€160,650	~29–30 months
From 10 modules	5.0%	~€153,510	~28 months
From 50 modules	7.5%	~€149,940	~27.5 months
From 100 modules	10.0%	~€146,370	~26.8 months

*Includes chassis (4 units), logistics, commissioning and a 5% reserve. The saving on a single starter cluster exceeds €14,000 when moving to a network contract (100+ modules).

Sources

1. EU Mobility Package I — Driving & rest times, European Commission
2. German Bundestag — government briefing on rest-area toilet facilities
3. Tobacco Control Laws — Germany, Sales Restrictions