



LOTUS BELLE

The Business Case for Professional Glamping Rental

For hotels, campsites, retreats and other nature-based hospitality businesses

THE OPPORTUNITY

Nature-based stays now command hotel-level prices

- 1 Guests increasingly seek unique, comfortable overnight experiences close to nature — and are willing to pay premium nightly rates for them.
- 2 Glamping tents add high-margin, high-comfort room inventory without the capital cost or build time of permanent structures.
- 3 For hotels, campsites and retreats alike, a cluster of well-run glamping tents can become a distinct, bookable product in its own right.



YOUR NORDIC PARTNER

Lotus Belle Nordic



Jonas & Jørgen Peter, Lotus Belle Nordic

- **Official Nordic distributor**

The exclusive distributor of Lotus Belle tents across Denmark, Norway and Sweden.

- **A family business**

Run day-to-day by Jonas and Jørgen Peter, working in glamping since 2017 — you deal directly with the owners.

- **Based in Svendborg, Denmark**

Nordic warehouse and office in South Denmark.

- **Designed by a glamping pioneer**

Lotus Belle's patented tent design comes from designer Hari Seddon, one of the early pioneers of the glamping movement.

MORE THAN A SUPPLIER

A partner from idea to operation

Marketing support

We offer free images to start promoting your new glampsite today.
Co-marketing through Lotus Belle Nordic's social channels, website and newsletter.

Direct sparring with the owners

Jonas and Jørgen Peter — working with glamping since 2017 — advise on guest experience, concept, pricing and operations.

Help to get started

For larger projects, we offer to send an expert to help you pitch your first tents and teach your crew everything needed to handle the tents correctly (on a split-travel costs basis).





Why choose Lotus Belle?

- Beautiful tents with a high-end aesthetic
- Unique and patented design
- High quality and long-lasting tents
- Heavy-duty 360 g/m² cotton canvas
- Extremely spacious, with full standing height (180 cm) all the way to the edge. The extra volume makes it possible to furnish the tents with standard-sized furniture
- Stargaze at the stars from our Stargazer models
- Attract new types of customers
- Our experience is that you will have happy customers who are willing to pay a reasonable price
- Investing in Lotus Belle tents for rental purposes offers excellent potential for a quick return on investment
- A strong second-hand market for Lotus Belle tents means good resale value

Built to outlast a typical glamping tent

	Lotus Belle	Other glamping tents
Canvas weight	380 g/m² heavy poly-cotton	Often thinner, lighter-weight fabric
Standing height	180 cm to the edge, more volume	Sloped walls lose headroom, less volume
Wind resistance	Officially tested to ~21 m/s	Usually no official wind test
Fire safety	Tested to ISO 5912:2020	Rarely documented
Ropes	Heavy duty ropes	Thin ropes that break easily
Poles	Solid poles in wood, steel and aluminum.	Poles in thin material.

ROI

Built for rental operations — not just camping trips

Every Lotus Belle tent is designed to be turned into a profitable overnight unit, tent by tent — with the durability, comfort and support a rental business depends on.

~20 days

typical payback time for
the tent itself*

180 cm

standing height all the
way to the tent's edge

**Resale
market**

a strong secondhand
market lowers real
depreciation

**For the tent alone — platform, interior and beds are typically earned back separately.*



THE BUSINESS CASE

How fast does the investment pay back?

~20 days

Typical payback time for the tent itself, based on Lotus Belle Nordic's experience across its Nordic customer base.

1 season

Is often enough to earn back the full setup — tent, platform, interior and beds — according to Lotus Belle Nordic's operator experience.

WHAT DRIVES YOUR PAYBACK TIME

Investment size

+

Rental days per season

+

Occupancy rate

+

Nightly rate



Proven across the Nordics – Client examples

Each site below runs Lotus Belle tents as a real, bookable part of their business — visit their own pages to see how they present it to guests.



Gränna Strandhotell

Glamping by Lake Ören, Sweden

grannastrandhotell.se/en/glamping



Borås Djurpark — Wildlife Camp

Glamping above the African savanna exhibit, Sweden

www.borasdjurpark.se/wildlife-camp/



Österlen Glamping

Premium tents with spa access, Skåne, Sweden

www.osterlenglamping.com/



Camp Kangiusaq

Glamping deep in the Nuuk fjord, Greenland

watertaxi.gl/en/side/camp-kangiusaq



Kongeparken — Brumlecamp

Glamping inside the amusement park, Norway

www.kongeparken.no/brumlecamp

Customer satisfaction

What our customers say

★★★★★

"We had a complex project with a tight schedule, and Jonas and his team at Lotus Belle Nordic really put in the effort for us. Good service and a professional attitude made this a dream project and yes, we met our deadline and the final product is fantastic."

Sara Lake, CEO at Quality Hotel the Weaver, Gothenburg (Sweden)

★★★★★

"We at Tofta Retreat can highly recommend these fantastic tents, which we have had since the summer of 2022. They have allowed more guests to stay overnight at our retreat centre. They are absolutely perfect in all kinds of weather, all year round. Thanks to the insulation included with the tents and a small heater, we have had happy guests this winter despite temperatures approaching -10°C."

Mats Neuendorf, Tofta Retreat (Sweden)

★★★★★

"Great service. In May 2023, I will be starting my 6th season with Lotus Belle tents — we have 6 of them at Teglværkspladsen, and we have always been completely satisfied with both the quality and the service."

Thea de Margos, Ærø Sup og Kajak (Denmark)

★★★★★

"Superb service and help with every question. The tents are absolutely top quality and impress everyone who stays in them. I can highly recommend Lotus Belle Nordic."

Inger Marie Scavenius, Camp Møns Klint / Klintholm Gods (Denmark)

★★★★★

"We have had them for almost 4 years, and they work perfectly. Highly recommended."

Siavash Winther, Rösjöbaden Camping och Stugby (Sweden)

★★★★★

"We are so happy that we chose a Lotus Belle Stargazer tent for our retreats and ceremonies. Great quality and thoughtfully designed down to the smallest detail. We have now had it standing for almost two seasons — summer and winter — and it has held up perfectly. With a wood-burning stove installed, it heats up very well. We have always received all the help and guidance we needed from Jonas. Highly recommended."

Heidi Søre, Keltisk Svedehytte (Denmark)

THE PRODUCT RANGE

A size and style for every site



Polycotton-canvas tents

7–28 m² (4m, 5m and 6m diameter models), in heavy 360 g/m² poly-cotton canvas.



Stargazer models

The same tents with a patented panorama roof window for stargazing — a guest favorite.



Inflatable tents

AirBud and AirBelle models for fast, pole-free set-up where speed matters.



Event tents

Mela (38 m²) and Mahal (65 m²) for conferences, weddings, dining and larger groups.



Full standing height throughout the tent means space for real furniture — not just a mattress on the floor.



THE GUEST FAVORITE

The Stargazer advantage

- Full 180 cm standing height all the way to the tent's edge means real furniture fits comfortably — closer to a hotel room in nature than a classic tent.
- The patented Stargazer™ panorama roof window turns the night sky and morning sun into part of the stay —one of guests' favorite features.
- That extra comfort and view supports higher nightly rates than a standard glamping tent can typically command.

MORE RENTAL DAYS

Extend the season, increase the revenue

Insulation

We offer a quilted polyester layer that creates an insulating barrier against cold weather.

Portable stoves

A wood-burning stove or an electric heater can be fitted inside the tent to keep guests warm on cool nights.

More rental days

Together, they let tents operate well beyond the core summer months — more nights sold, higher season-long profitability.

Note: insulation is typically a made-to-order item — plan ahead and order with lead time in mind.





PROTECTING YOUR INVESTMENT

A lower total cost of ownership

- **Roof covers to decrease maintenance**

Add a pro thick roof cover to protect your tent from the elements. Lessens the need for cleaning and waterproofing and extends the lifetime of your tent.

- **3-piece construction**

The base, wall and roof are separate, replaceable parts — renew only what's worn instead of the whole tent.

- **Shine up a tired tent**

Used tents that are starting to look tired can be cleaned and shined up with our beautiful cocoon lining to keep it in a rentable condition for longer.

What does a tent you can't trust really cost?

It's rarely the purchase price that decides whether a glamping tent was a good investment — it's what happens the night it blows 18 m/s in high season, fully booked with guest.

THE COST OF A WEAK TENT

- Out of service during the most profitable weeks of the season
- Rushed, overpriced replacement — with long lead times, right when everyone else is busy too
- Unhappy guests who need to be relocated or refunded mid-stay

HOW LOTUS BELLE IS BUILT FOR IT

- ✓ Heavy 380 g/m² canvas — not thin synthetic fabric
- ✓ Strong ropes rated for harsh weather, and solid steel, wood and aluminium poles
- ✓ Aerodynamic shape, officially wind-tested to around 21 m/s



Coir matting



Wide arch porch



Pro thick roof cover

Accessories

Rope holders

Fasten you tent to your platform with our rop holders and save space needed for the tent. You can save about 2m in totalrequired pitching diameter. No loose pegs in the ground!



Diversify revenue with our event tents



Mela — 38 m²

An elegant, covered pavilion — ideal for smaller gatherings, lounges or an outdoor bar.



Mahal — 65 m²

A full floor-and-walls event tent for conferences, weddings, dining or larger overnight groups.

Conferences · Weddings · Yoga & retreats · Restaurant or bar · Concerts · Larger overnight groups

Ready to run the numbers on your own site?

Book a no-obligation conversation with Lotus Belle Nordic about tents, set-up and your expected payback time.

www.lotusbelle.dk





Other products in our range

- Teepees up to Ø11m
- Sailcloth telte
- Stretchtent in all sizes incl. custom fitted
- Guest beds
- Premium sofa beds

