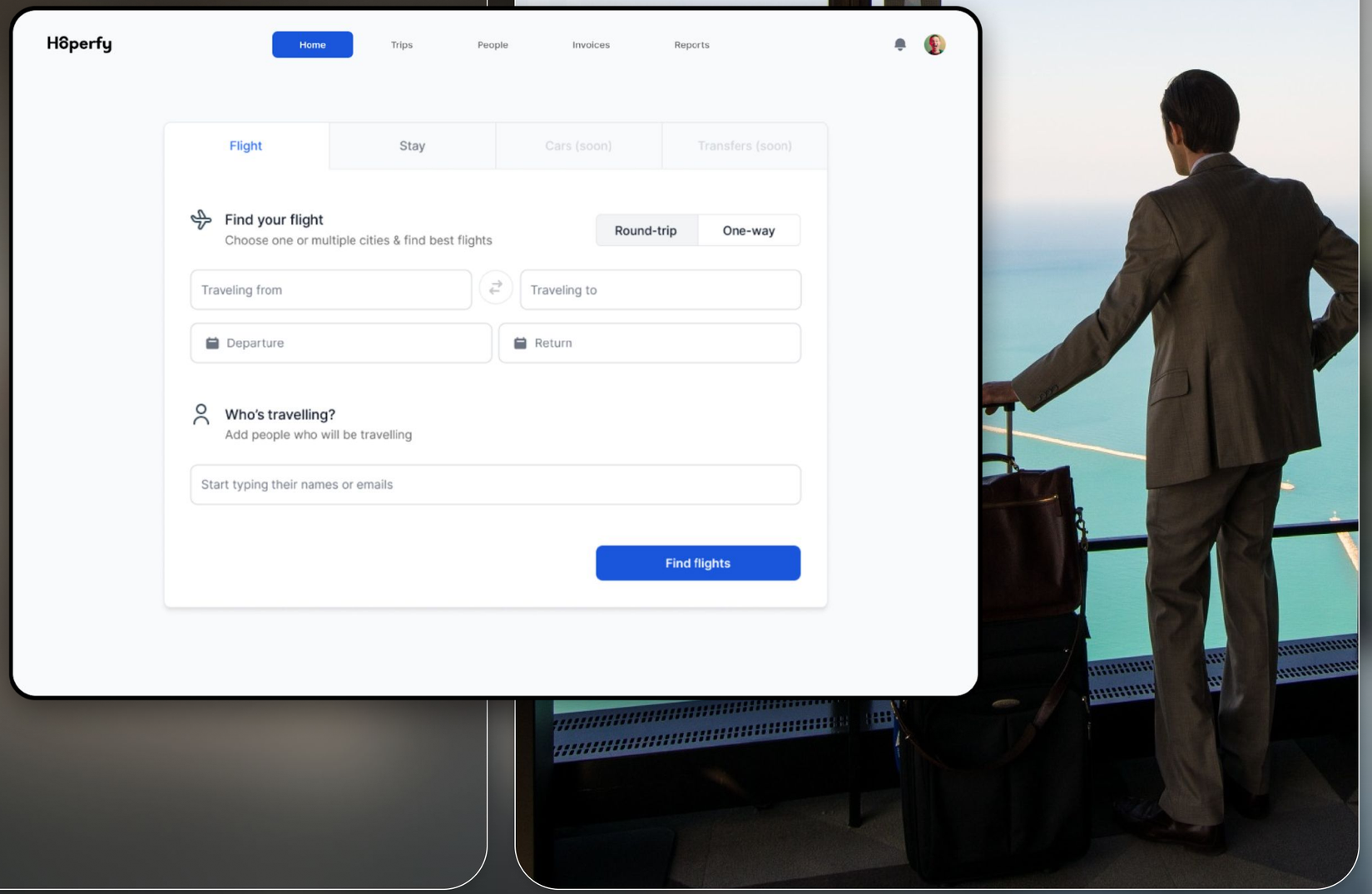
Hôperfy

# The important meetings are made in person




2023

Problem

# COMPANIES WITH 100+ PEOPLE HAVE 100+ MORE PROBLEMS, WHEN ORGANISING A BUSINESS TRIP

## Solution

# Seamlessly handles travel arrangements, complicated reporting, and accounting for a hassle-free business journey



Look and book everything on one page



AI picked events based on your industry/trip goals



Accounting has the receipts in one place.



Reporting can be done daily, weekly, quarterly, yearly



Help the planet offset the co2

Numbers

# Global market size and growth

2021

**689 billion**

2031

**2.1 trillion**

CAGR - **11+%**

Business travellers make up **12%** of an airline's passengers, but they represent **75%** of the profit. (Investopedia)

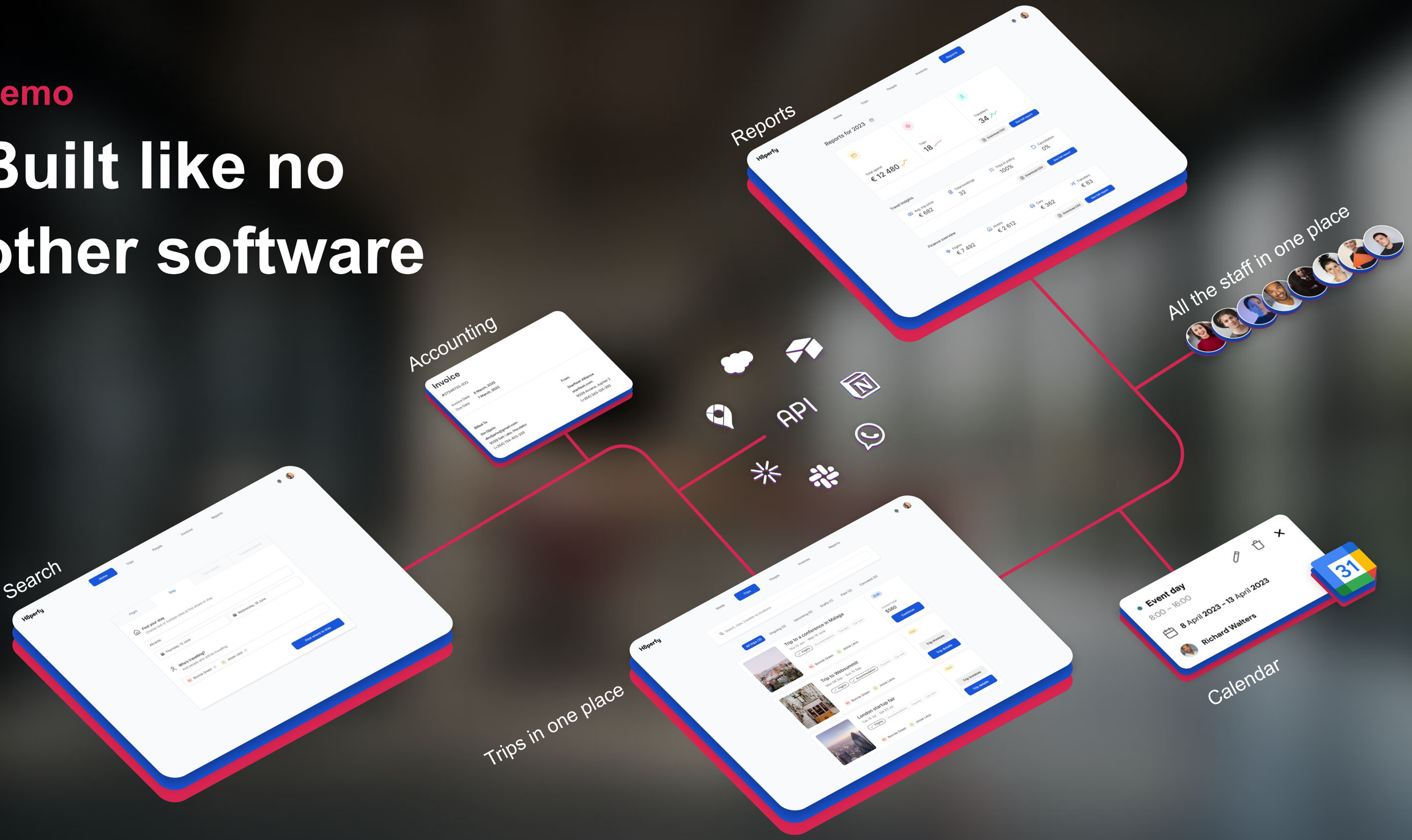
Companies get a **$2.90** increase in profit and a **$9.50** increase in revenue for every dollar spent on corporate travel. (Certify)

**67%** of modern travelers expect brands to help them make good travel decisions based on previous travel information. (Accenture)

A business travel report revealed that **79%** of business travel managers say that partnering with travel management companies can lead to more efficient processes and higher savings. (Egencia)

Demo

# Built like no other software



## Perks

Preset expos/summits/fairs by vertical

Full control of the system by anyone from the team

Clear understanding who is where (gmail calendar events, itineraries anytime in the systems)

Group discounts to events/expos/summits

Syncing with local accounting, crm and other software

24/7 support (before/during/after trip)

# Monetization

**FREE**

up to 5 employees

## Subscription fee

**49.99€**

monthly

## Service fee

**10.99€**

per person / per trip

## Markup

**10%**

per trip

# Traction to date

Some of our numbers and customers before the product launch

**620k+ €**

**Revenue to date 23/24 (16 months)**

**0**

**marketing costs**

**70+**

**companies in our customer list**

## Already in our portfolio

coingate

Unicorns Lithuania

Danish Business Angels

Invest Lithuania

TeleSoftas

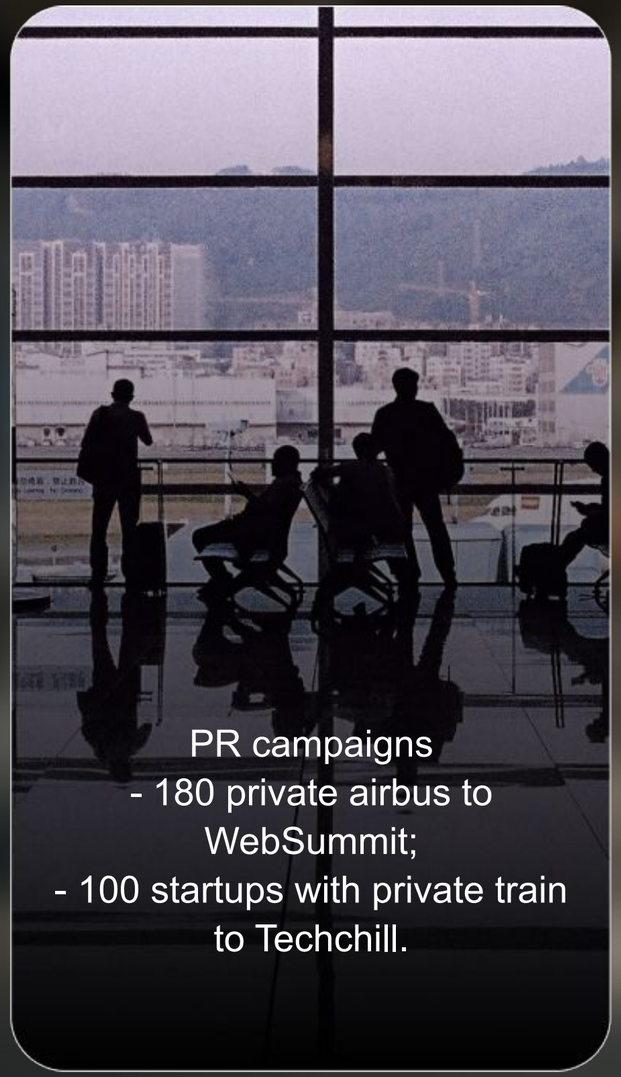
Lithuanian Business Angels Network

and **60+** more companies

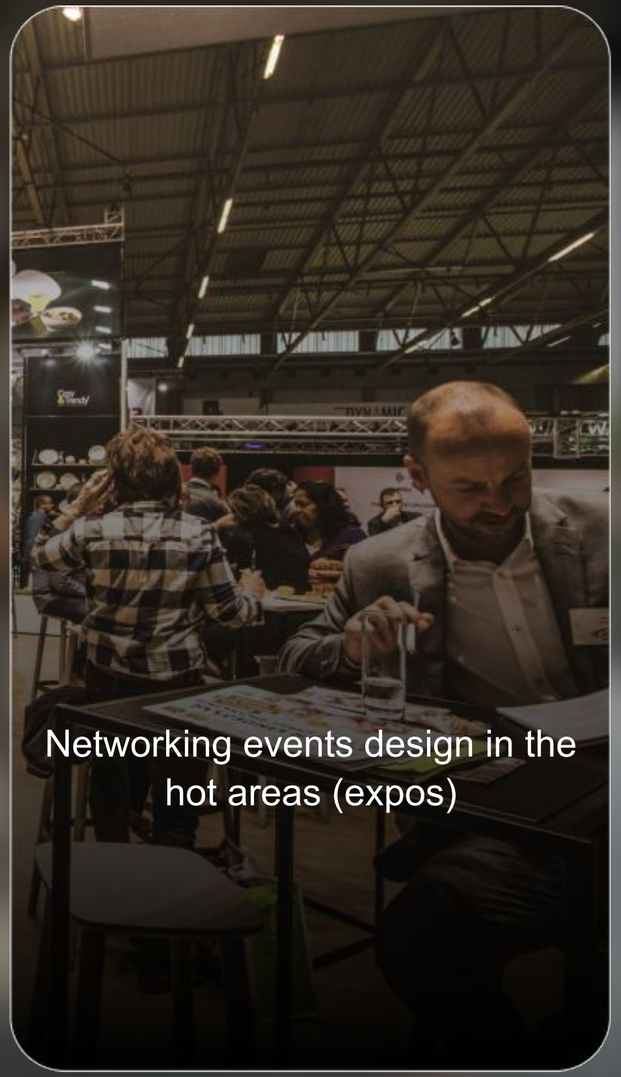
# Market adoption




7 recurring clients, have 10 companies with 24k employees total in the pipeline



PR campaigns
- 180 private airbus to WebSummit;
- 100 startups with private train to Techchill.



Networking events design in the hot areas (expos)



Workshops for office admins, how to save the company money and benefit personally from Hoperfy travel solution.

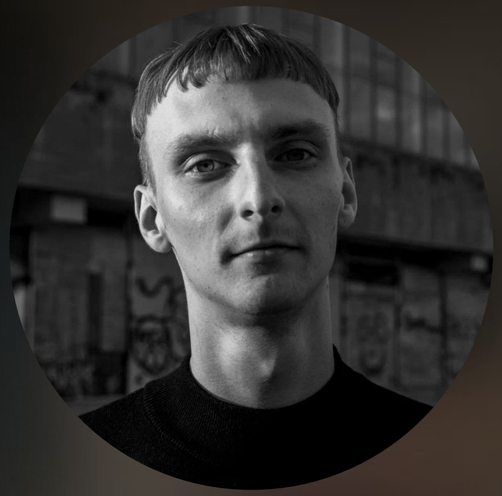
# Team




**Tadas Kertenis**

**CEO**

10 years as a online travel agency CEO



**Rytis Reventas**

**CTO**

Senior Software Engineer



**Gediminas Markevičius**

**COO**

Enterprise Solution Architect



**Algirdas Stonys**

**CBDO**

Business development and sales

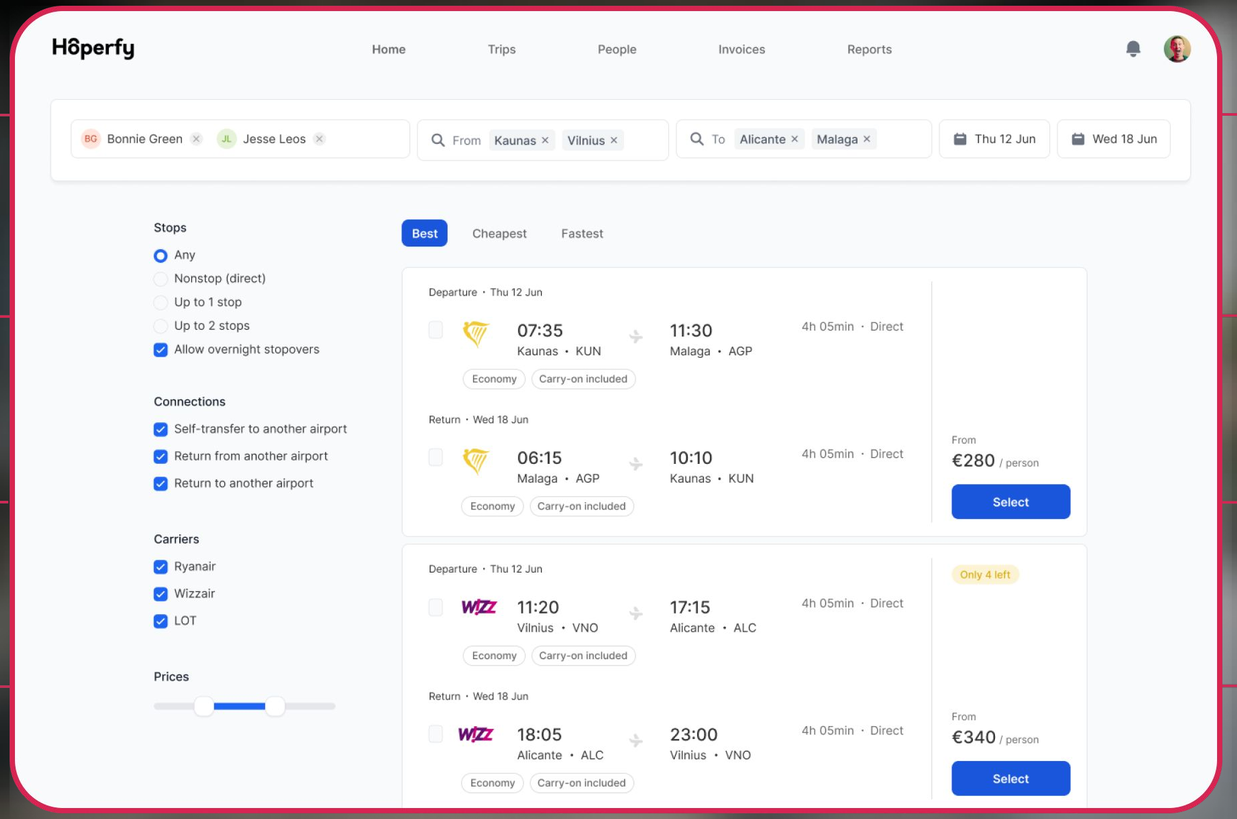
# Partner companies

Booking.com

omio

HOTELSTON.COM

Rate Hawk




Sabre

KIWI · COM

TRAVELPORT

amadeus

# Ask

## 500k€, 26% of the company

VC’s, Angels, Companies 250k 20%; Coinvest Cap 250k 6%

Soft commits to date 130k€

# Like to know more?

**Tadas Kertenis, CEO**

@tadas-kertenis

tadas@hoperfy.com

+37065622116

www.hoperfy.com

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