

TRAVELGATE X

Network, Innovation, Partnership

The Global Marketplace for the Travel Trade

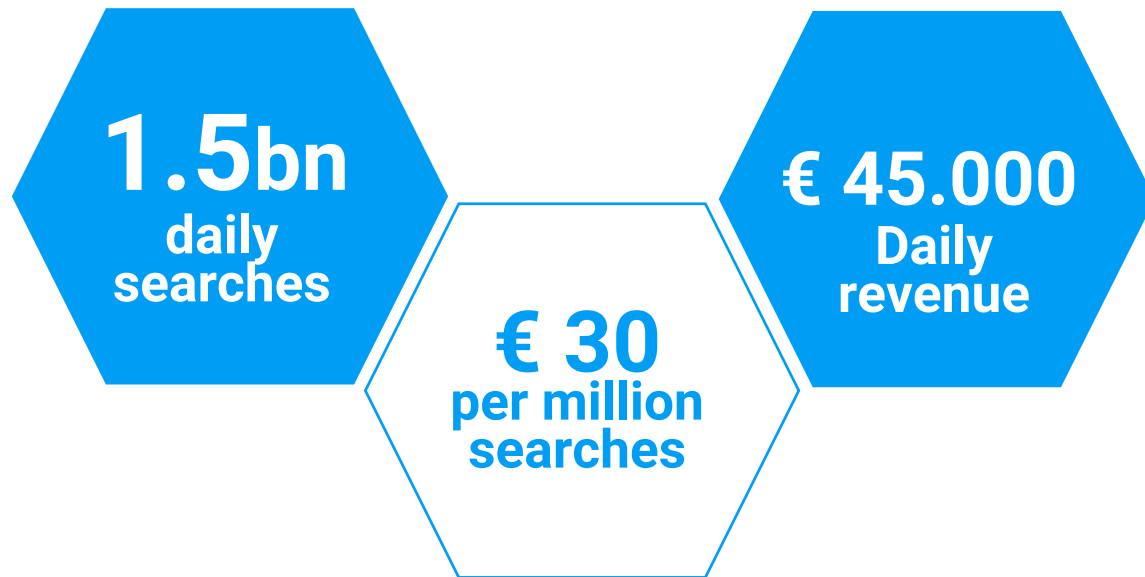


Potential Impact

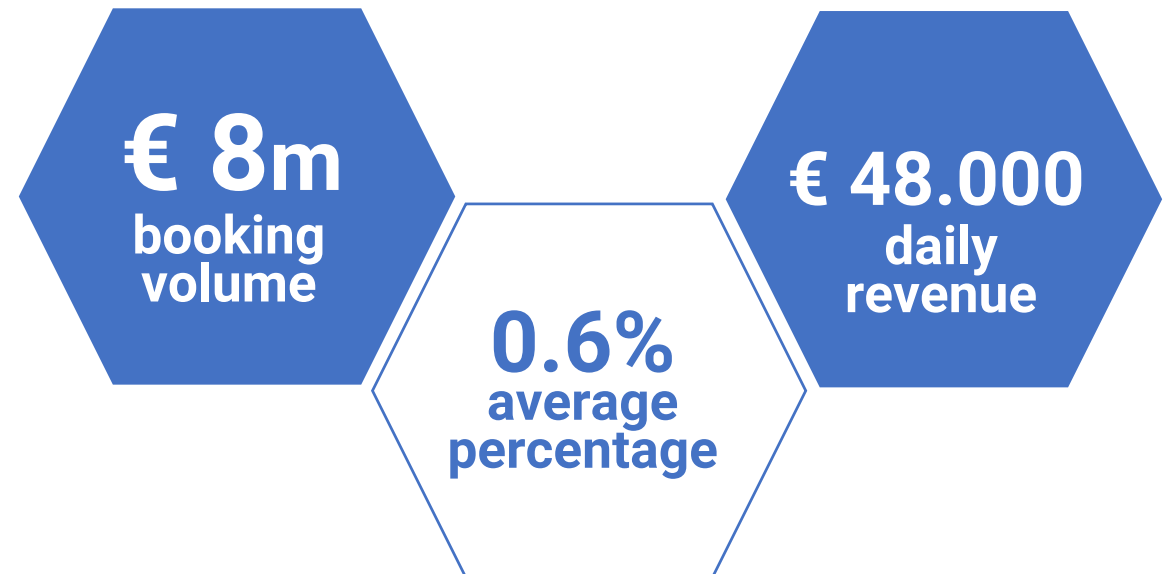
TravelgateX is building
the world's first truly global
travel B2B marketplace



Business Model



We take a
fee per booking or per search



> Currently experiencing Network Effect

The Team



Pedro Camara Founder & CEO

Developer by training, entrepreneur at core, helped to build a job marketplace.



Oscar Pérez CTO

Seasoned techie with extensive experience in the travel industry having worked in Spain's biggest travel companies.



José Díaz CCO

Extensive background in travel with expertise in sales, planning and profit delivery in high growth environments.

- Self funded in **2012**
- **80+ developers**
- **NDC IATA Certified**
- Certified by **Hotelbeds, Ctrip, Expedia, Rakuten**
- Distribution agreements with **Derbysoft, Siteminder and TravelClick**
- Reseller/Affiliate programs for **tech platforms**

Solution uniqueness and feasibility



- Focus on **Developer Experience**: Stripe for Travel
- Unique business **relationships** matching: Tinder for Travel
- Marketplace for travel **technology** solutions: Amazon for Travel
- Travel trade **connectivity** marketplace is unclaimed, much like airline distribution pre-GDS
- Uses data to optimize **conversions**
- Open **community** with 250+ members
- **Apps eco-system**. Developers can make money on the platform

Scalability and Sustainability



- 1 reservation every **8 seconds**
- **3.000+** online connections
- Currently just at **5%** of total capacity
- **20.000+** reservations per day
- **1.5+** billion searches per day
- **3.2+** billion Euros per year in business volume
- Partners in every continent and **30+** countries
- Success Story: fully powers a bedbank that grew **from € 0 to € 300m in 2 years**