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Intelligent flights disruption management
COVID-19 Impact on airlines industry

US$61 Bil Cash Burn 1stQ

50% fall in passenger demand in 2020 compared to 2019

but......

Market will restart soon and the airlines need to improve processes and cut costs to increase revenue
Airline traffic will increase again
The increase of traffic cause every day

1,000 Flights cancelled

20,000 Flights delayed
Miss connecting flight

Wait hours at airport
**PASSENGER NEEDS**

- A hotel until the next flight
- Meals during the stay
- Airport Transfer

**AIRLINE NEEDS**

- Real time inventory
- Payment for short-term accommodation
- Speed up booking process
Save time during the booking process

Simplify F&B payment management

Increase Revenue

Increase corporate partners
How big is the **problem**?

**US$20 Billion**
Total available Market

**US$5 Billion**
Serviceable available Market

**US$500 Million**
Market Share
Bakuun Airline Solution
Our solution for **Hotel** and **Transfer** bookings

A web-based platform that combines hotel availability and transfers while processing up to **100 bookings in less than 2 minutes**
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**Dynamic** hourly rates

**5 Slot** of sales

**Specific** pre-set meals

**Meals Vouchers**

**Compare and Merge**

**Airport Transfer**

**STANDARD TRAVEL AGENCY**

Daily rates

1 time x day

No real-time info

No subsistence rules

Hotels provide **room inventory**

Suppliers provide **transfer inventory**
Why we are different

- Save up to 35% with Hourly Rates
- 1 person required
- Delivery of automatic vouchers
- Room at full day rates
- Multiple people required
- Long waiting time for passengers

Bakuun.com — Up to 100 Rooms and Transfer in less than 2 mins

3 hour delay

200 Passengers will miss their connecting flights

Airlines need Rooms + Transfers

Standard process

Call every hotel
Setup every transfer

Why we are different
The key role of **digital voucher post COVID 19**

Adapting Process

- Check-in
- Boarding
- Onboard OPS
- Disembark

Nobody thinks about the processes and impact of COVID measures during the OPS for flight disruption...
Pre- COVID-19

Waiting time to collect hotels and transfer voucher was already long

Post- COVID-19

- Waiting time increase up to 500%
- Customers retention decrease
- High impact on revenue
Our solution

- No distance issue
- Speed up the process
- Customers happiness
- Increase revenue
Hotels next to the airport

- High room rates
- Few available rooms
- High demand

There are many hotels empty, with lower rates and willing to work with the airlines but...

Hard to find the right stakeholder in the airlines’ industry

The deal can a take long time to agree
Business Matching Platform

Connects hotel and airline stakeholders, creating commercial and economic benefits while increasing revenue and saving time

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Mutual Benefits

Establishing new partnerships

Standard online agreement

- Enlarge the distribution channels
- Custom rates for specific airlines
- Priority in the booking process
- Hotels always available
- Save money with custom rates
- Choose preferred partners
Competition

- Airline vertical
- Dynamic data
- Manual data collection
- Offline Booking

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TRAVEL AGENCY
Our goal is to share our tech.

Our competitor becomes our customer.
How does it works?

Check and select the best room rates among all the available rates plan.

Rate Plan by hours

Create

Merge

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Airline solution

Shared daily plan

Hotels and can collaborate online to load rates

Connected

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Travel Agency
Win-Win Solution

- Enlarge distribution
- Save time and money
- Automate process
- Offline → Online

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- 100% of bookings
- Increase Revenue
- Fast market entry

- 100% best rates guaranteed
- More hotels inventory
- More suppliers decrease room price
Revenue Model

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Av. 15% Commission

5% Commission

US$ 200 Monthly

SaaS Model
Our Achievements

1. Mar 18’ - New concept started
2. Jun 19’ - 150,000 Hotels worldwide
3. Oct 19’ - Raised $500,000
4. Apr 19’ - Pilot with
5. May 20’ - Pilot with

Supported By

- K-StartUp Grand Challenge 2018
- Singapore Tourism Board
- Poland Prize
- Discoveries
- Turismo de Portugal
- NexFloor Accelerator for Tourism
Our Revenue projection

- **2020**: Turnover 11 Mil USD, EBIDTA $180K, Revenue $1 Mil
- **2021**: Turnover 52 Mil USD, EBIDTA $450K, Revenue $2.5 Mil
- **2022**: Turnover 255 Mil USD, EBIDTA $2.5 Mil, Revenue $12 Mil
Team

Marco Bacchilega
Founder CEO
1 exit and 20 years exp in business management and online travel market

Santosh Kumar
CTO
MBA Engineer with past exp in travel company

Nadiem Alawar
CCO
BSBA 20 years exp in Managing Sales Team

Bhagwat Panchal
Head of Product
MBA Engineer and full stack developer

Nikhil Patil
Head of QA
10 years exp. in testing for Banking products

Anupama Ghadge
Head of connectivity
MBA Engineer and full stack developer

Hazal Üstün Asrav
Customer Success
10 years exp in customer Support for tourism company

Anna De Simone
BD Italy and Spain
Experienced Hotel Manager working in the leisure, travel & tourism industry

Maria Clara Aguiar
BD Latam
BSC in Sales and management
Thank you