

Marketplace
of ground transportation
with unique proposition

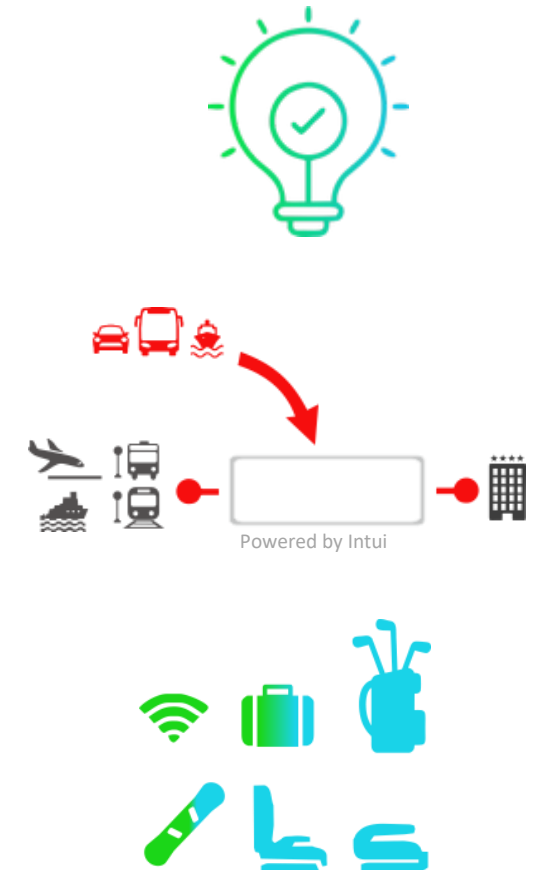
Marketplace travel transfer service from airport or any point.

- Seller - ground Transport companies
- Buyers – travel business, end consumers (travelers)

Intui offered solutions allow Transport companies to sell their transfer services with their **unique selling proposition** over the globe

The Clients of Intui

- can choose & book & re-sell from the numerous unique Transfer services offers
- can **select** the transfer service **relevant** to their needs among the offers presented
e.g. class of vehicles, Meet & greet, transfer for big group, with child & pets 😊
- GDS Intui for getting a Travel & Business transfers from the point of arrival to the place of staying



2020 International tourism was blocked.

Intui **alive**. Saved the team.

Saved the Suppliers

Increased numbers **+681** B2B Clients now is **+5500**

Upgraded the core product as **Marketplace**

Launched new **SmartWay** solution & **PriceWizard**

At **2021** Intui recovered the sales

Now the **growth of sales** **+36%** monthly

COVERING by offers



175 COUNTRIES

+322 000 CITIES

CLIENTS



OTAs, Tour Operators, Travel Agencies

IT-travel providers

+5 500

SUPPLIERS



+5 000

PROFESSIONAL COMPANIES OF GROUND
TRANSPORTATION

+65 000

VEHICLES IN MANAGEMENT

The global problems



Supply

Transport Suppliers

Business **variety** standards

Complex terms & rules

Price per km , Price per zone

Night / Day rates , High /Low season rates

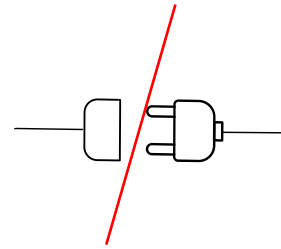
Narrow assortment / Mono type vehicles

Manual workflow, Overbooking

Time delay response

No APIs

Local destinations



Requirements



Online Travel Clients

- **Uniform** Terms & Conditions,
- Transparent Cancellation policy
- Price per ride
- **Best** rates
- Access to **wide** assortment
- **Instant** booking, Standardised format booking compatible with IATA standards
- Easy & **fast API** Integration .
- **1 point access to World** covering

The data standards at local suppliers **is not compatible** with **requirements** Online travel clients

The product of local suppliers **is not cover** all need Online travel clients

The consumers of Local services are from all world



Transport companies

Domestic transfer –
this is local service



Can't promote & sell to
overseas customers
worldwide

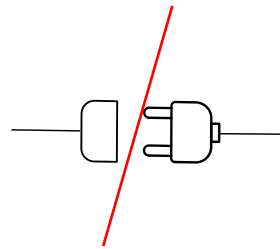


Travelers Customers

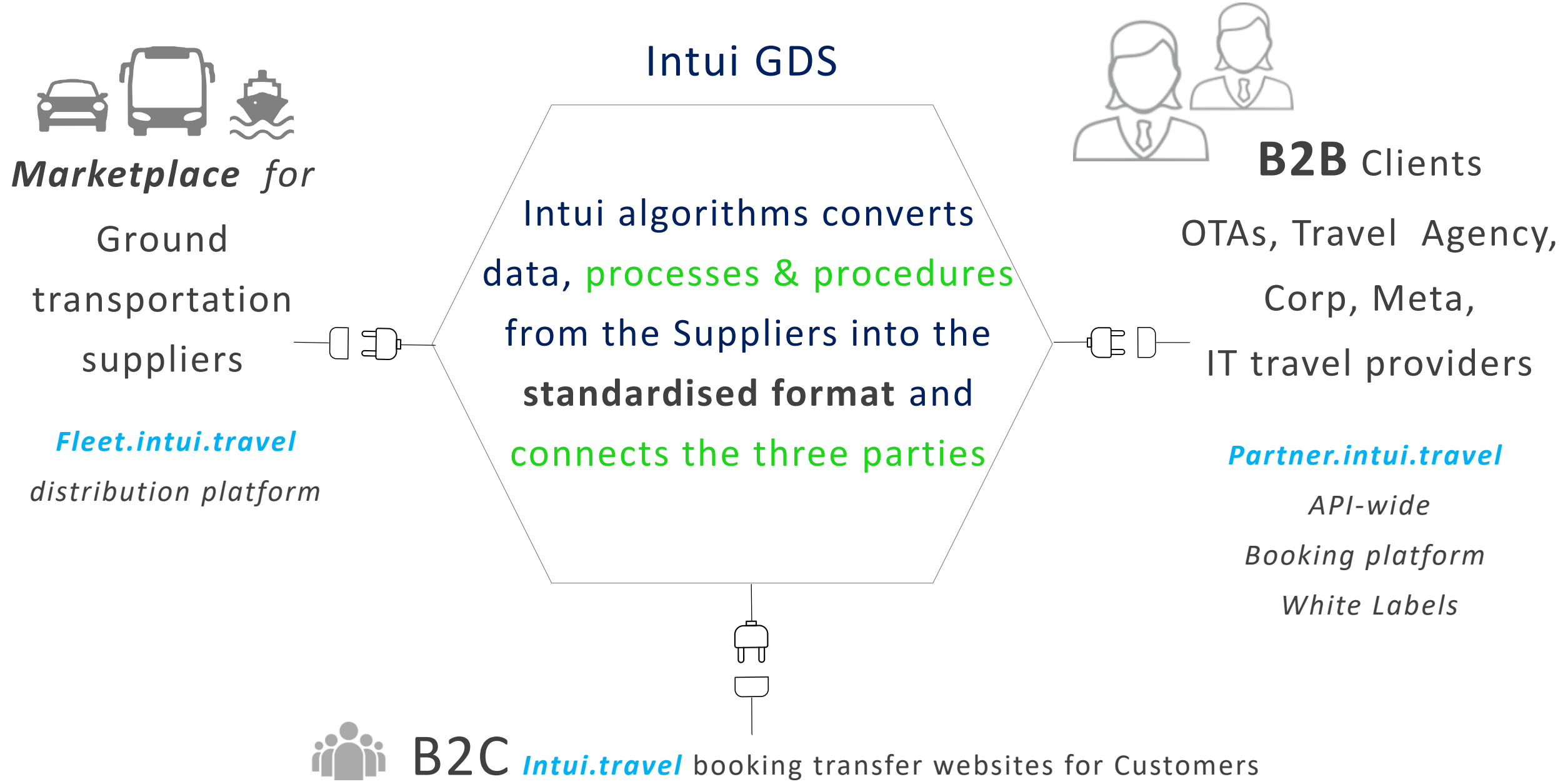


Travellers are making a
trip to any part of the
world

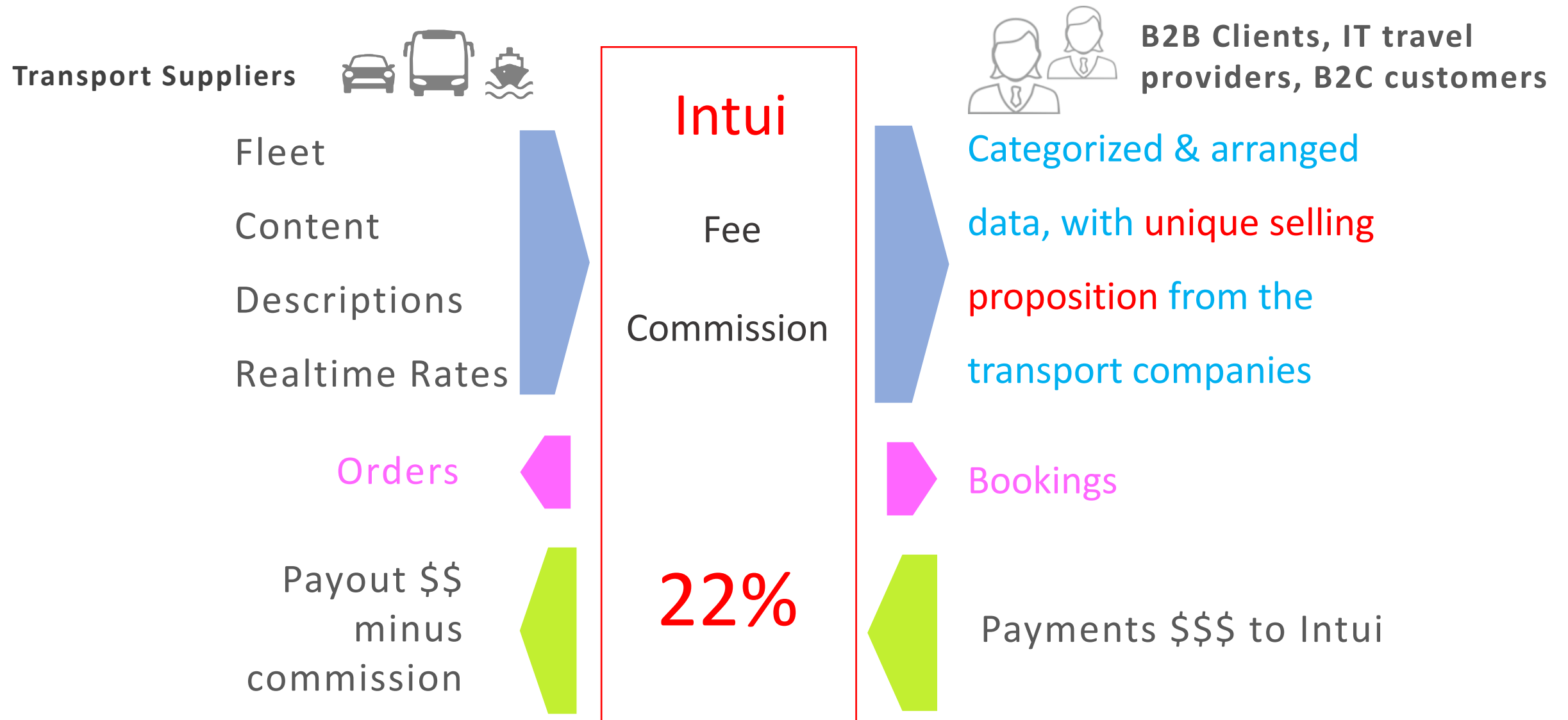
Want find & book easy
service of the local
companies



How Intui resolve the problem



Business model



What is the secret sauce

The marketplace is not a new idea. But the new idea is how it's made and what is the result

Intui provides unique values for
Transport companies



- **Low operation cost** to start to sell **globally**
- The unique **advantages & values** of the service Transport companies are deliver as is to the Customers. The customers can choose & buy a relevant product service on their needs
- **Set up the own flexible sales rules**
- To Predict the **price losses & increase the profitability**
- To get a **Standardized & high detailed orders**
- Quality service monitoring & control



We do that others can not do this

Intui provides **unique values** for Clients, Buyers, Customers

1 API with access to world of Ground Transportation

Fast API integration - **2 weeks**

Compatible Data for the integration the Transfers into the sales chain & as ancillary product

Rich content & **Flexi** business rules

Plug & play solution for distribution Transfers via Travel Agencies

Huge number of Offers from Selected Professional Suppliers at Intui Marketplace



Potential available market

Forecast

2025 year

TAM (Total Addressable Market)

International tourist **arrivals**, M

1 714

SAM (Served/Serviceable Available Market)

International tourist arrivals, M

1 371

Turnover, M EUR

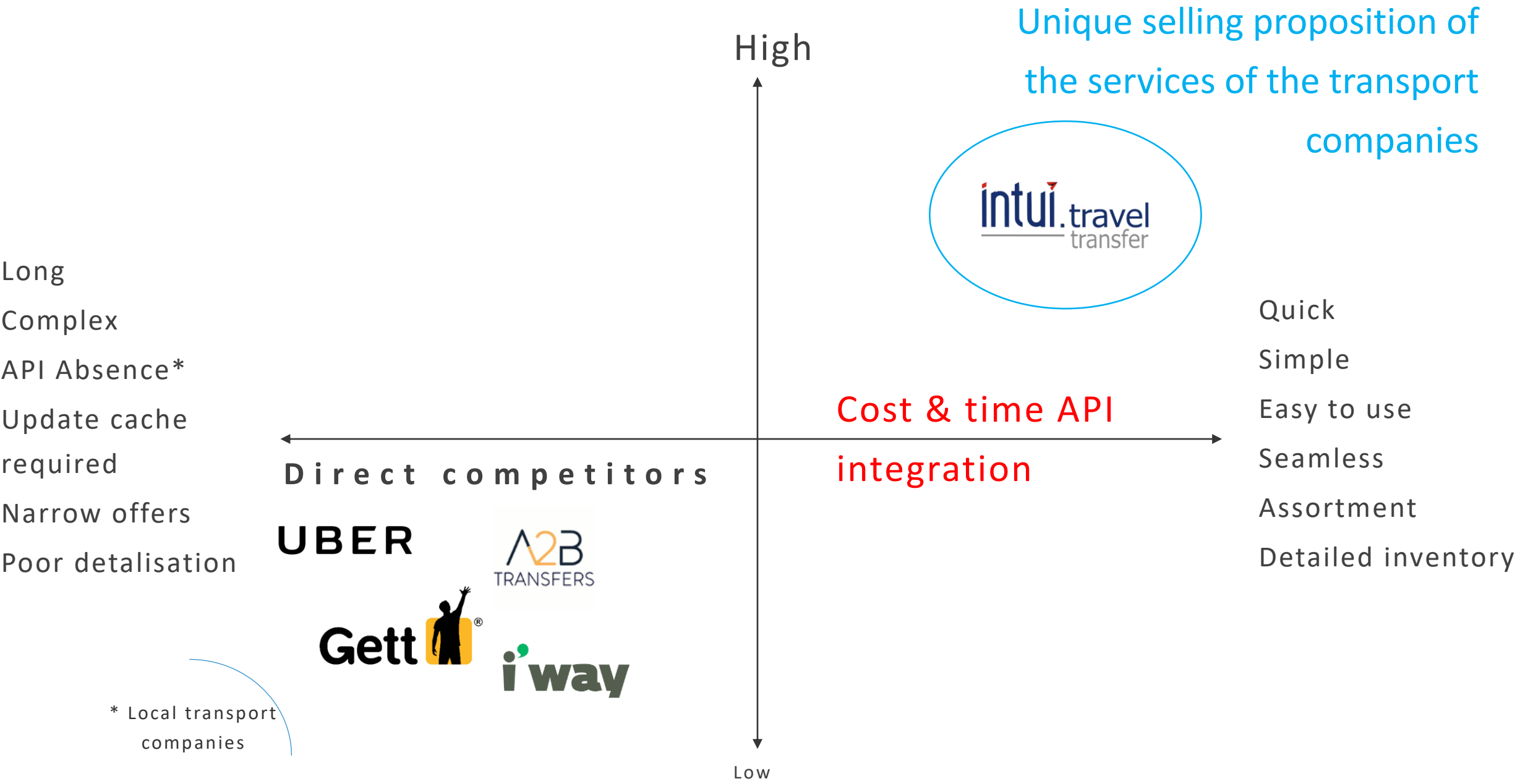
43 263

SOM (Serviceable & Obtainable Market)

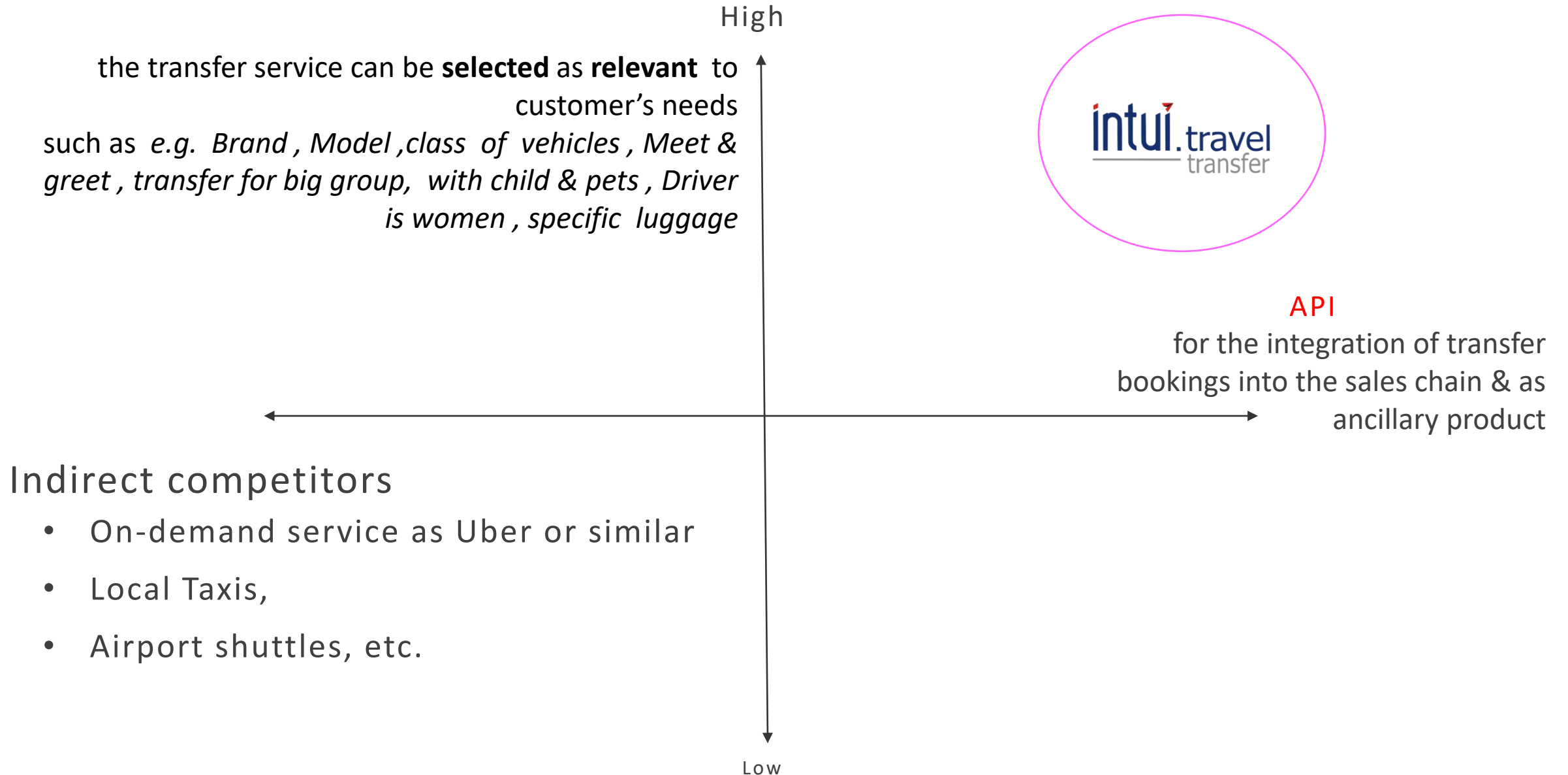
Turnover, M EUR

432

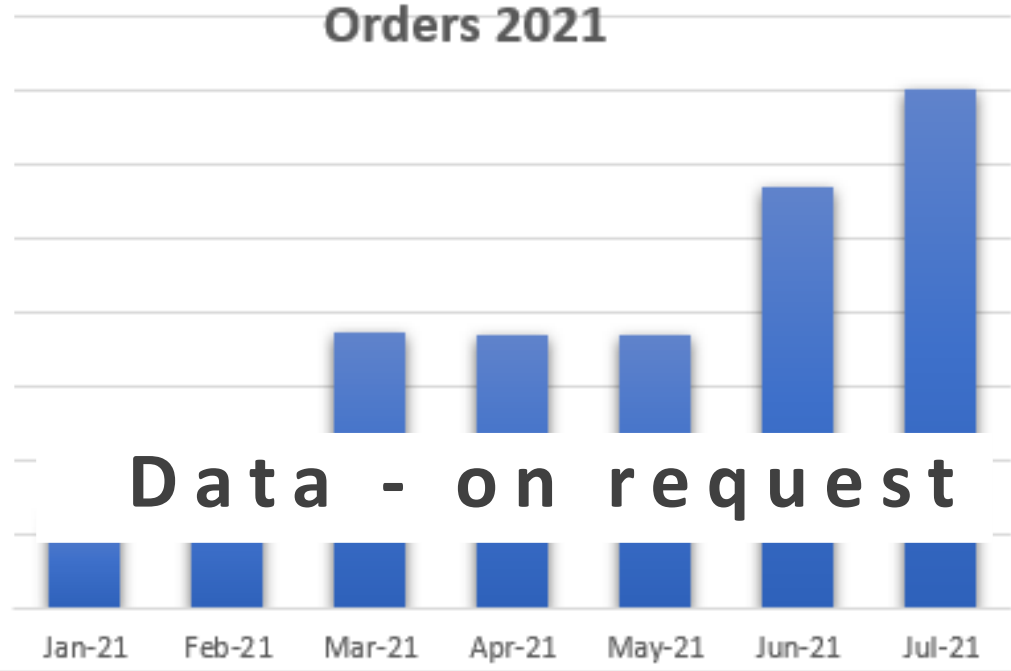
Competition analysis



Competition analysis

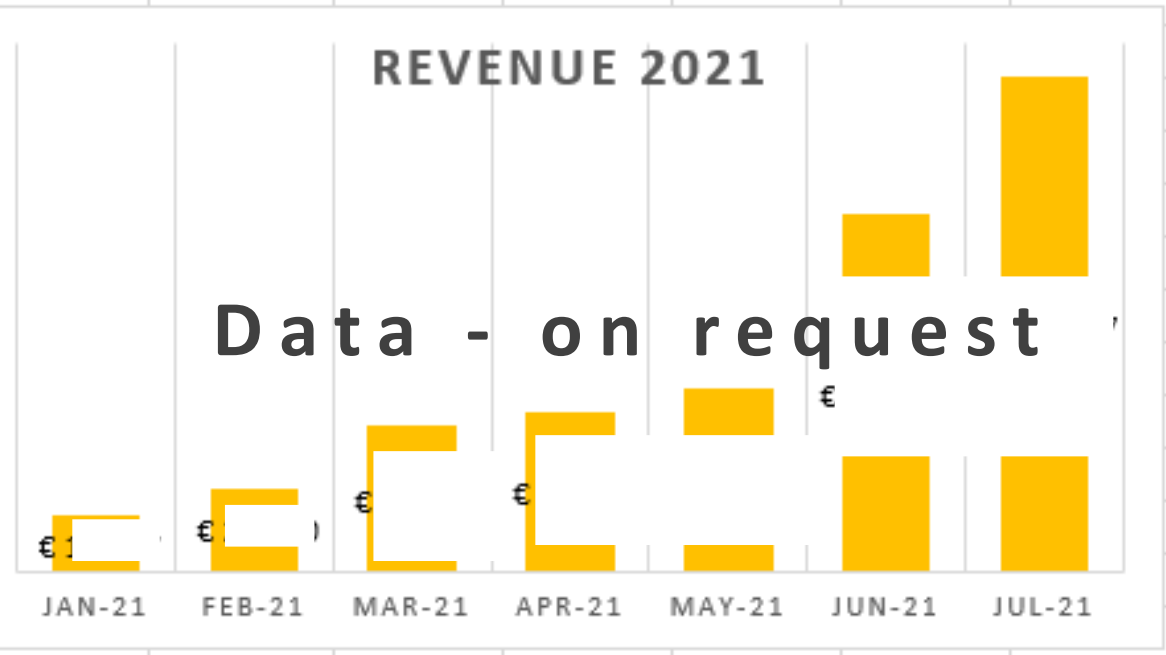


Orders 2021

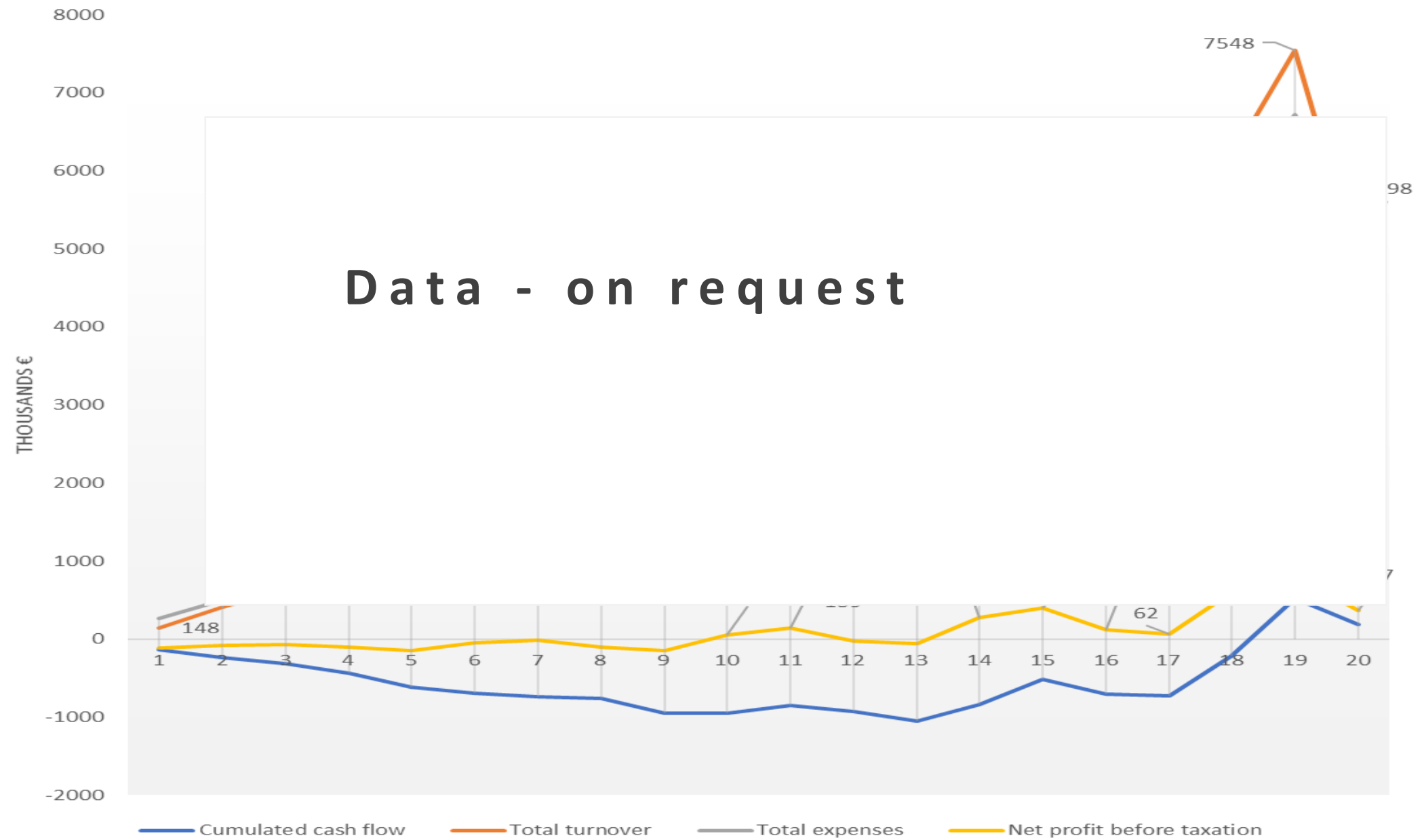


Data - on request

REVENUE 2021



Data - on request





CFO

ALENA BALAKHNICHEVA

25 years of experience in
Finance, Marketing ,HR



CEO

ILYA BALAKHNICHEV

25 years of experience in **IT-Tech,**
Marketing , eCommerce,
B2B eTravel



**Mariia
Maslakova**

Head of Affiliate network

5 years of experience in **e-travel**



ELENA BELYAEVA

Chief of Customer relation

15 years of experience of
Management

international tourism
Tina

Smirnova

Key Source manager

7 years of experience in
international relation



**Sum of Technology
Ltd**

IT Dev team

15 years of experience in IT
development & SEO

Assigned 3person with Intui
project



SondoraMarketing
Switzerland

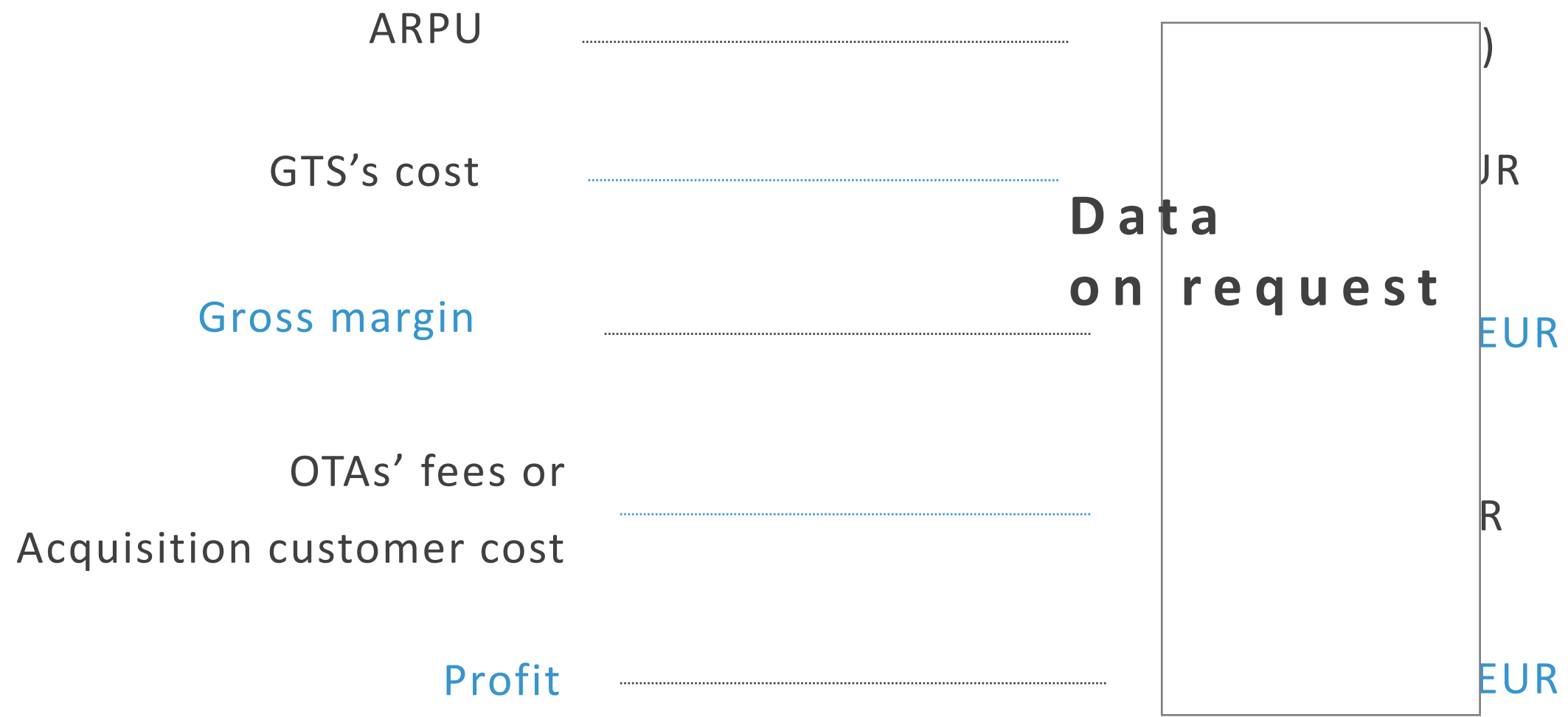
SEO team

10 years of experience in
UX & SEO

Assigned 5 person with
Intui project



Top management with 77 year of experience



Capital requirement

Intui.travel is currently seeking **5M€** - funding to finance this strategy

50%

funding

WHAT

Enhanced relations with B2B Buyers

Grow Affiliate Network Sales & Profit

HOW

Development product continuous Improvement

Marketing

40%

WHAT

Grow B2C sales

Increase the Revenue from Suppliers (Merchants)

HOW

Development product,

Continuous improvement Marketing

10%

WHAT

Raise the next round of investing or exit

HOW

Advisory. Marketing



intui Marketplace of ground transportation

We are looking for investments
so that the business grows quickly,
get big profit
what to make a successful exit!

If you are interested
contact with ceo@intui.travel