



The AI powered

# **TRAVELING PLATFORM**

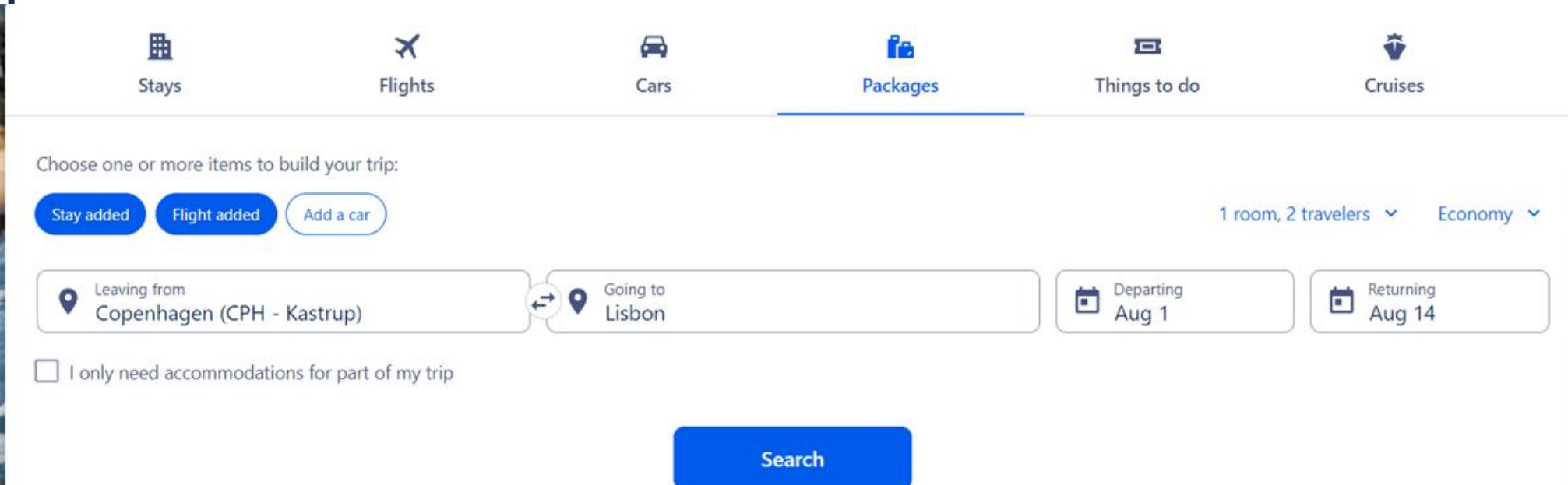
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INVESTOR DECK SEED  
DENMARK JULY 2021

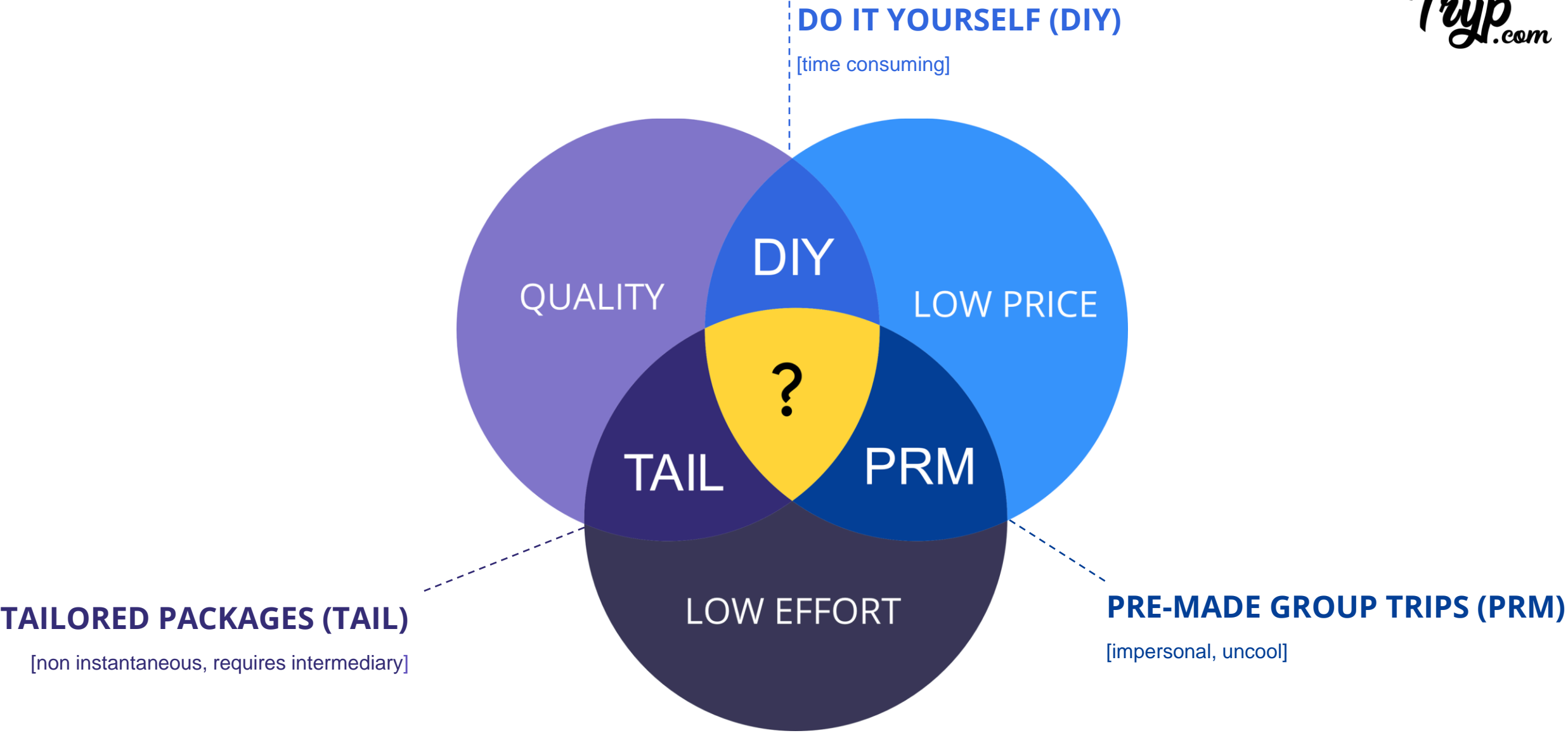
# Current industry model

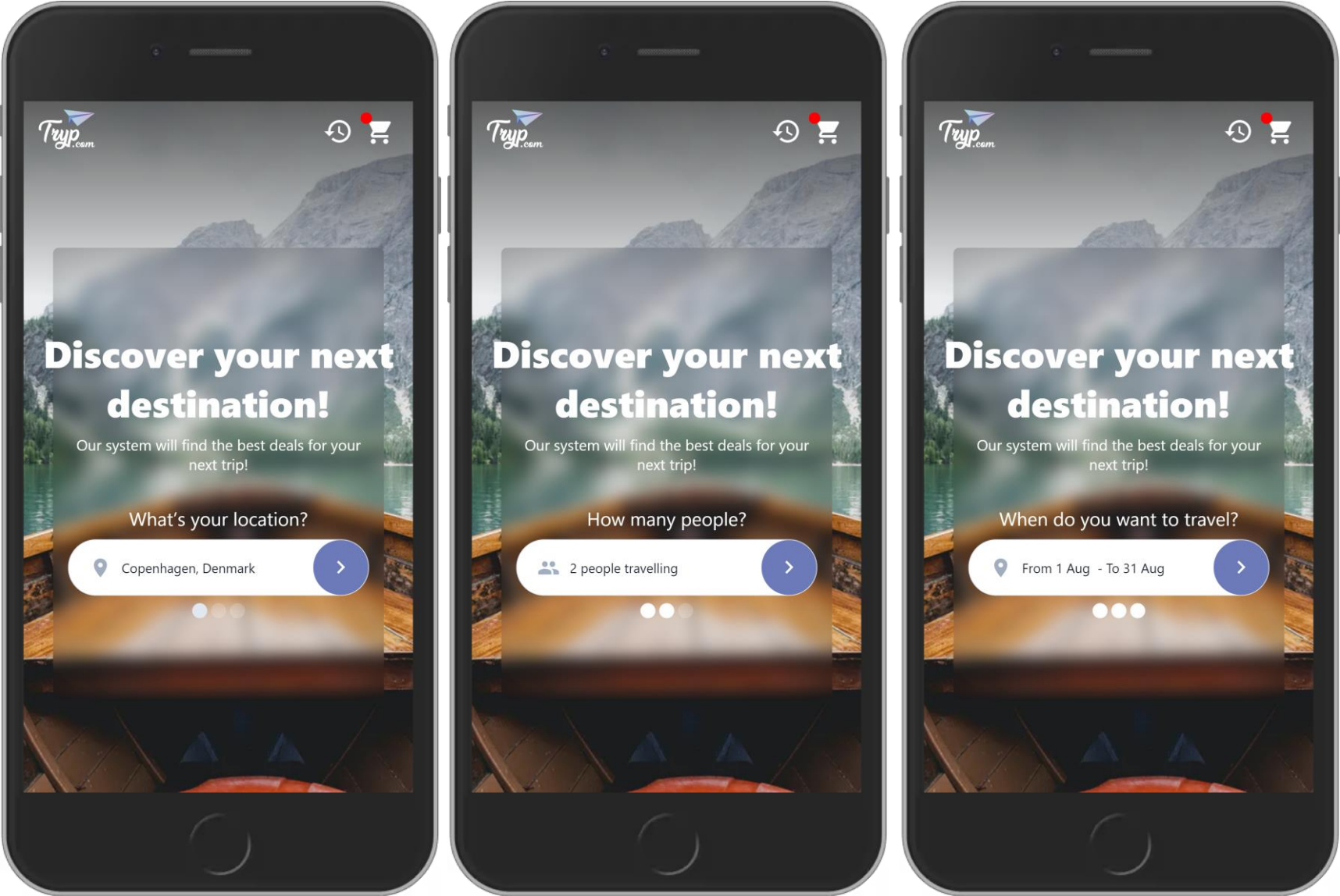
Traveling platforms ask you “where to go” and “when”

This requires specific searching and leads the user to **miss travel deals**.



The screenshot shows the Tryp.com website's travel booking interface. At the top, there are six navigation tabs: Stays, Flights, Cars, Packages (which is highlighted with a blue underline), Things to do, and Cruises. Below the tabs, a section titled "Choose one or more items to build your trip:" contains three buttons: "Stay added" (solid blue), "Flight added" (solid blue), and "Add a car" (outlined blue). To the right of these buttons, the text "1 room, 2 travelers" and "Economy" are displayed with dropdown arrows. Below this, there are four input fields: "Leaving from" with the value "Copenhagen (CPH - Kastrup)", "Going to" with the value "Lisbon", "Departing" with the value "Aug 1", and "Returning" with the value "Aug 14". A checkbox labeled "I only need accommodations for part of my trip" is located below the "Leaving from" and "Going to" fields. At the bottom center, there is a large blue "Search" button.





**Departure**

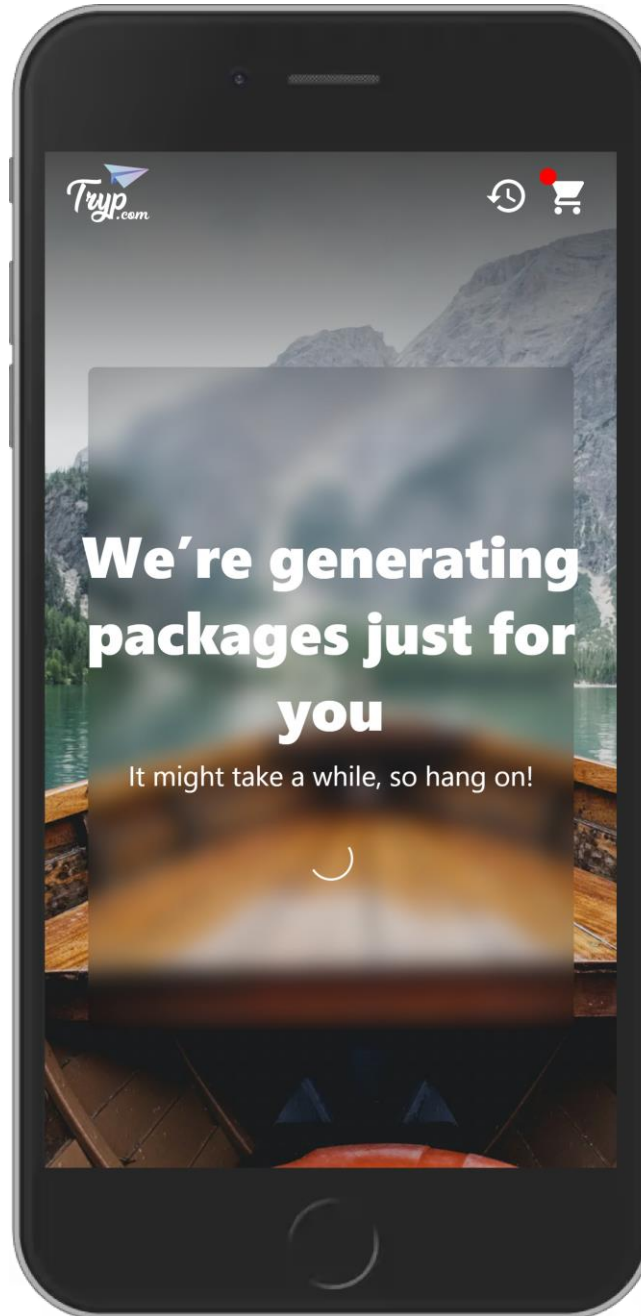
[Where are you?]

**Travelers**

[How many people?]

**Search range**

[When are you free?]



## Package creation

We scan thousands of flights and hotels, combine them, making thousands of trips.

Each trip is assigned a **trip score** and the best combinations are brought to the users.

All this in less than 10 seconds, using AI (machine learning and optimization techniques)



## THE BEST PACKAGE DEALS ARE BROUGHT TO THE FRONT END BASED ON:

### 1) Locations

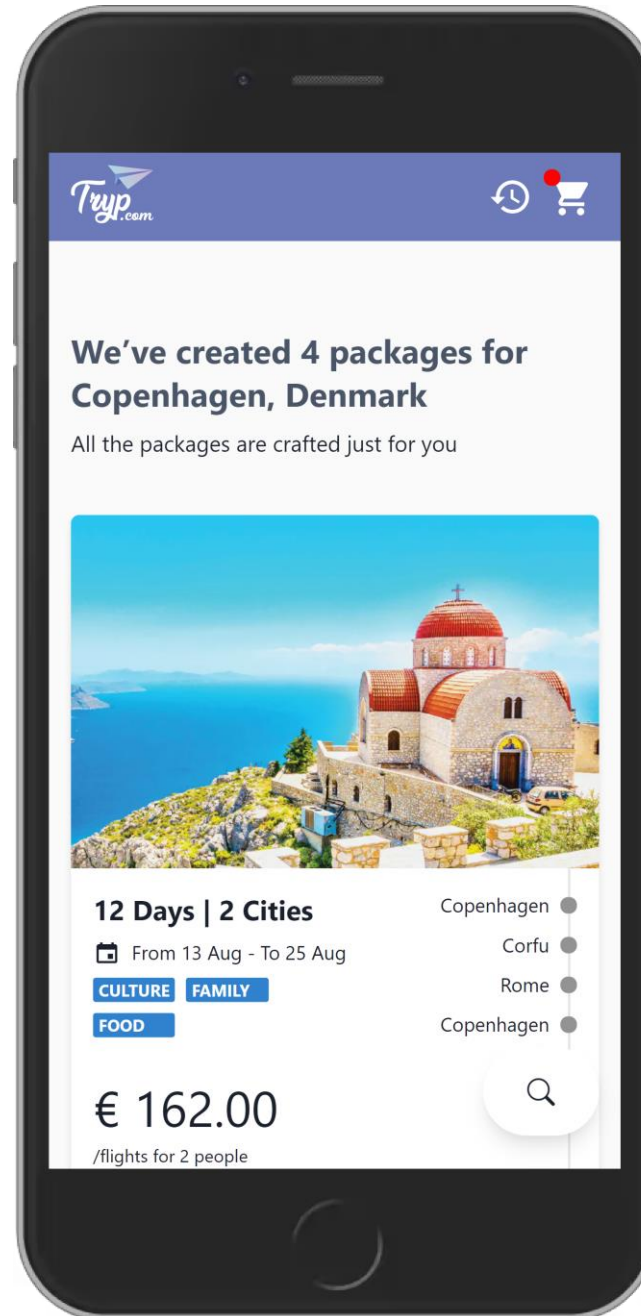
With more than 1700 cities mapped, and more than 28k datapoints, Tryp's AI knows everything about the next destination to suggest.

### 2) Real time pricing

Connected to multiple APIs from OTAs and GDSs we can know the price for any flight, train, or bus.

### 3) Schedule

Tryp's own schedule rating algorithm evaluates trip schedules, making sure making sure customers maximize their time



## Visual recommendations

Our library of destinations has + 7000 customized pictures, so that no matter the suggestion there is visual, appealing material to inspire the travelers.

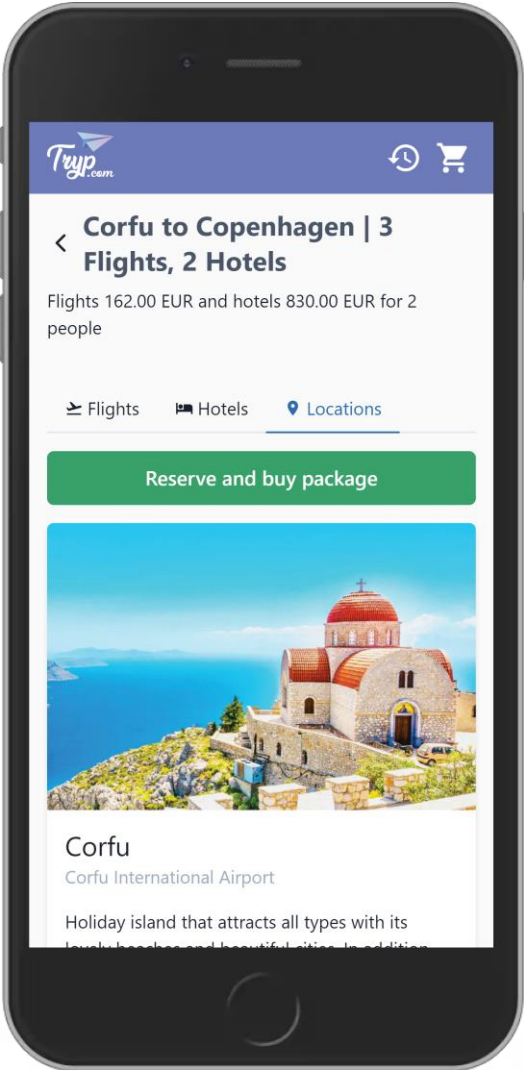
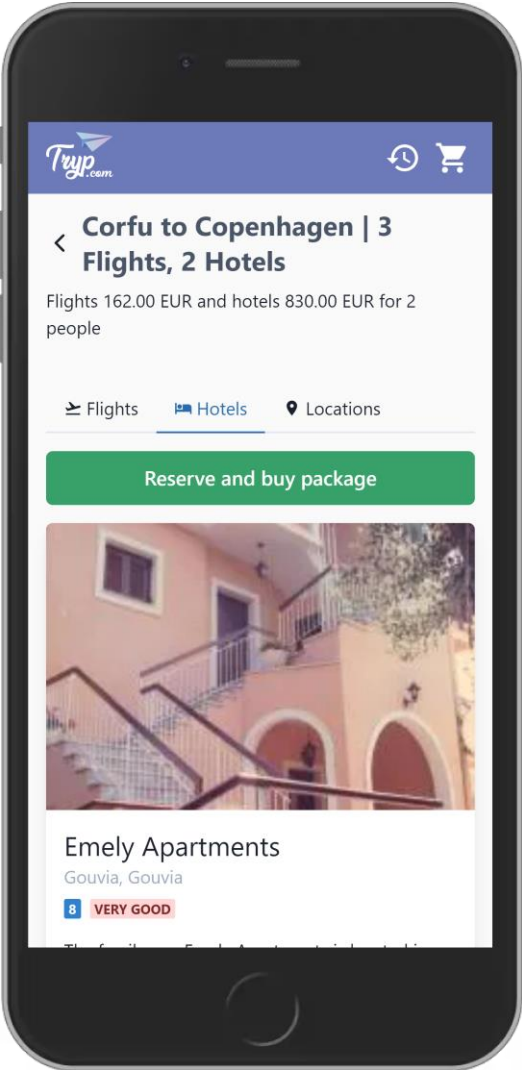
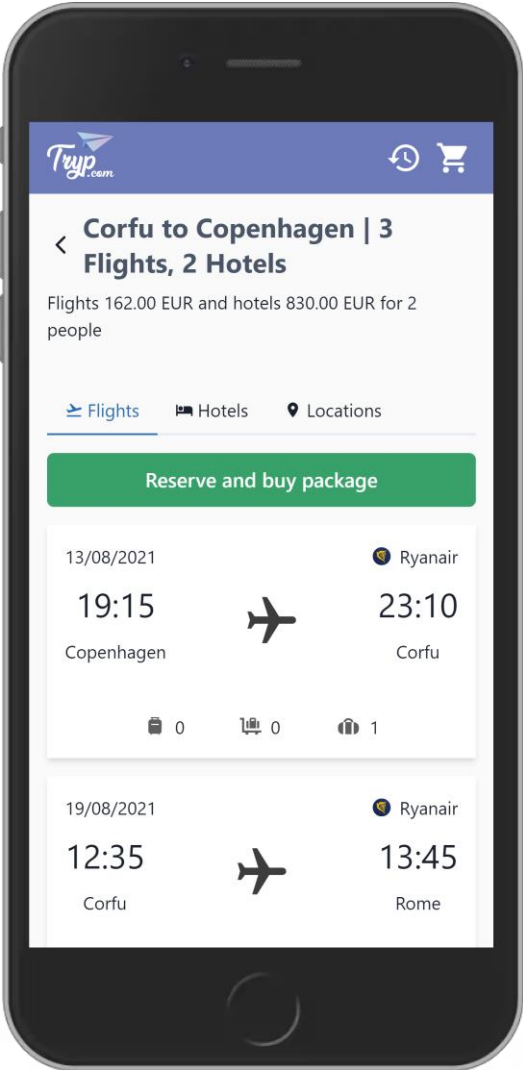
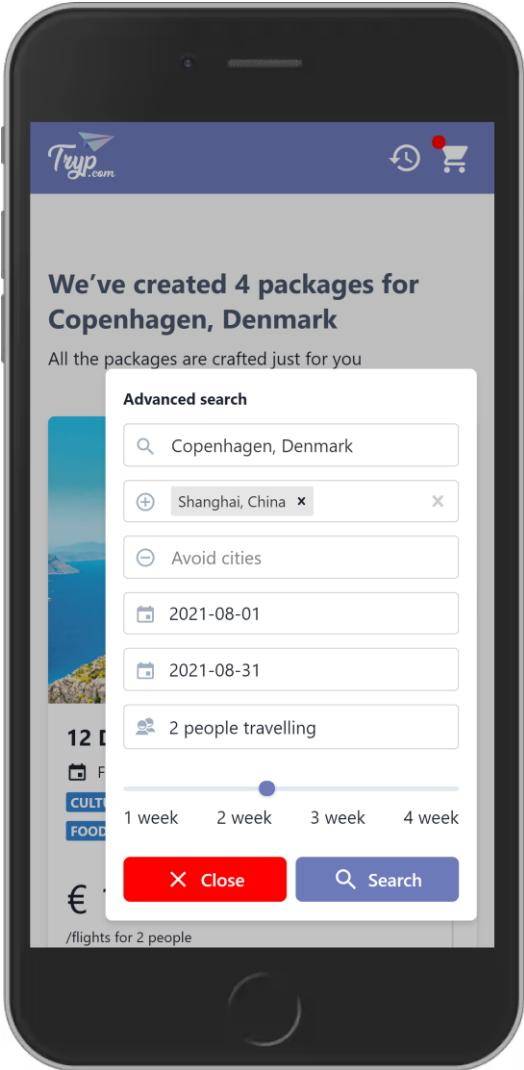
## User Experience

Easy to use, Tryp retains users through minimal interactions to reach appealing trip packages.

## Scalable & Adaptable

Build in a serverless architecture, Tryp can answer requests from users anytime, no matter their quantity or location and learn from the users' interactions









# Conscious traveler

Discerning about the journeys they go on,  
able to be away from home for longer (thanks to remote working),  
more appreciative of their surroundings and local people,  
and less reckless in their spending.

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Travels are **eager to explore** the world, after 2 years in confinement.























Covid is making prices in traveling much more expensive in places where it has restarted. Travel restrictions can also be confusing, and many travel websites don't guide travelers to open travel destinations. The industry is going to be different when the world starts again, as people seek individualized packages.



The travel industry is weakened, and all the major players had to cut costs and will be slower to innovate due to reduced development teams.



				
<b>TAILORED TRIPS</b> SUGGESTIONS DEPEND ON USER PROFILE				
<b>MULTIPLE DESTINATIONS</b> W/ NO DEPARTURE DATE/ DESTINATION				
<b>AI RECOMMENDATION</b> BASED ON DESTINATION SCORE/SCHEDULE				
<b>VISUAL PACKAGES</b> PHOTOS / INFO ABOUT DESTINATION				

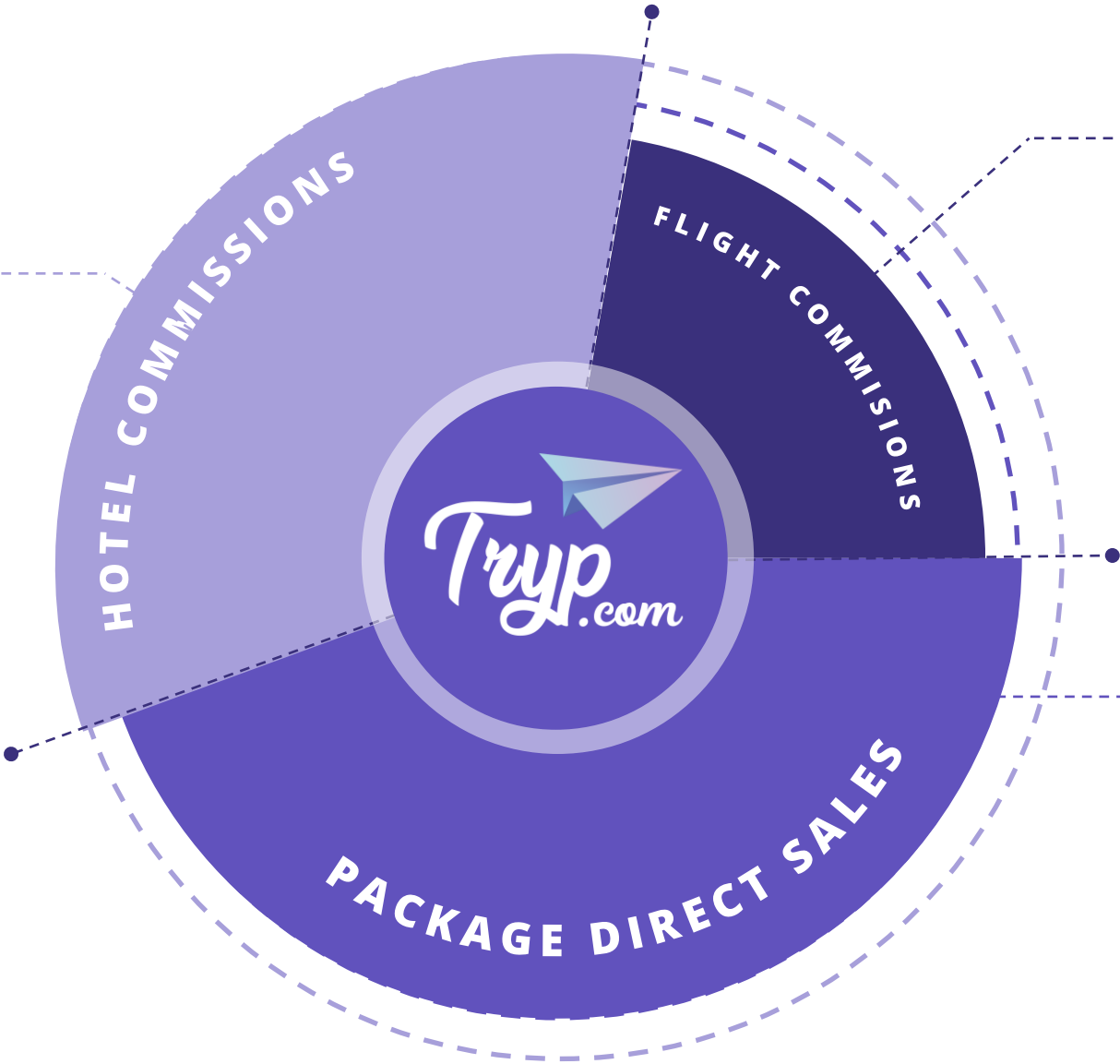
While competing platforms can recommend single flights or even multi-destination trips they lack **technology** that enables them to display **the best combination of flights and hotels.**



**≈ 7-10€**

[OVER AVERAGE SINGLE BOOKING]

- 7% - 10% commission
- Tryp engine selects hotels based on location / rating and price



**≈ 0.02-1€** [PER FLIGHT LINK CLICK]

- 2+ flights are recommended per package

**≈ 97.5€**

[OVER AVERAGE PACKAGE TOTAL]

- Direct commission on packages sold of 15%
- To implement in Q1 2022



[André Sousa](#)

**CEO**

Andre is a Product Development and Innovation engineer, with 5 years of experience in multidisciplinary team's management in aerospace and racing. He is an eager traveler and passionate about technology, design, and user experience.



[Hélio Domingos](#)

**CTO**

Hélio is a Msc, in Computer Science with professional experience in AI, optimization and back end.



[Sebastian Nørgaard](#)

**Head of Front End**

Sebastian is a software engineer with professional experience in front end and UI. Msc in Software engineering.



[Inês Jorge](#)

**Databases**

Inês is a computer engineer with experience in back-end development and data management.



[Victor Thomsen](#)

**Back end**

Victor is a software engineer with professional experience in back end.



[Tiago Martins](#)

**Algorithm**

Tiago is a computer engineer with experience in back-end development and AI.



[Jai Sharma](#)

**Front end**

Jai is a frontend Specialist - Next.js & React.

## Micro-influencers

We will partner with couples with 1k-100k followers in SoM and offer them travel packages (<1000 euros) in exchange for videos about their trips generated with Tryp.com.

## News media

We will brand as the “post-corona” way of travel and aim for a strong presence in news channels as the Danish startup that is using AI to get you travel deals.

## Targeted packages

Packages that yield high scores on the back end will be automatically published in Facebook ads that will be pushed to target consumers in the departure location. Conversion will be monitored to optimize package generation and regions of focus.





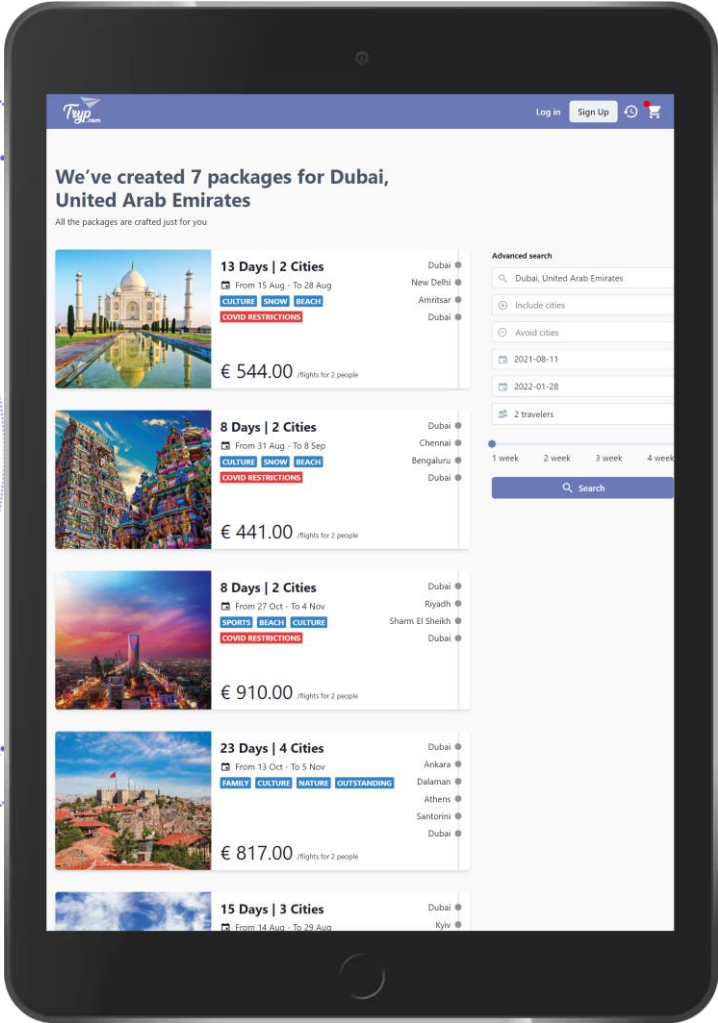


VISITS IN THE LAST 3 WEEKS

11K

Current bookings  
>400 EUR

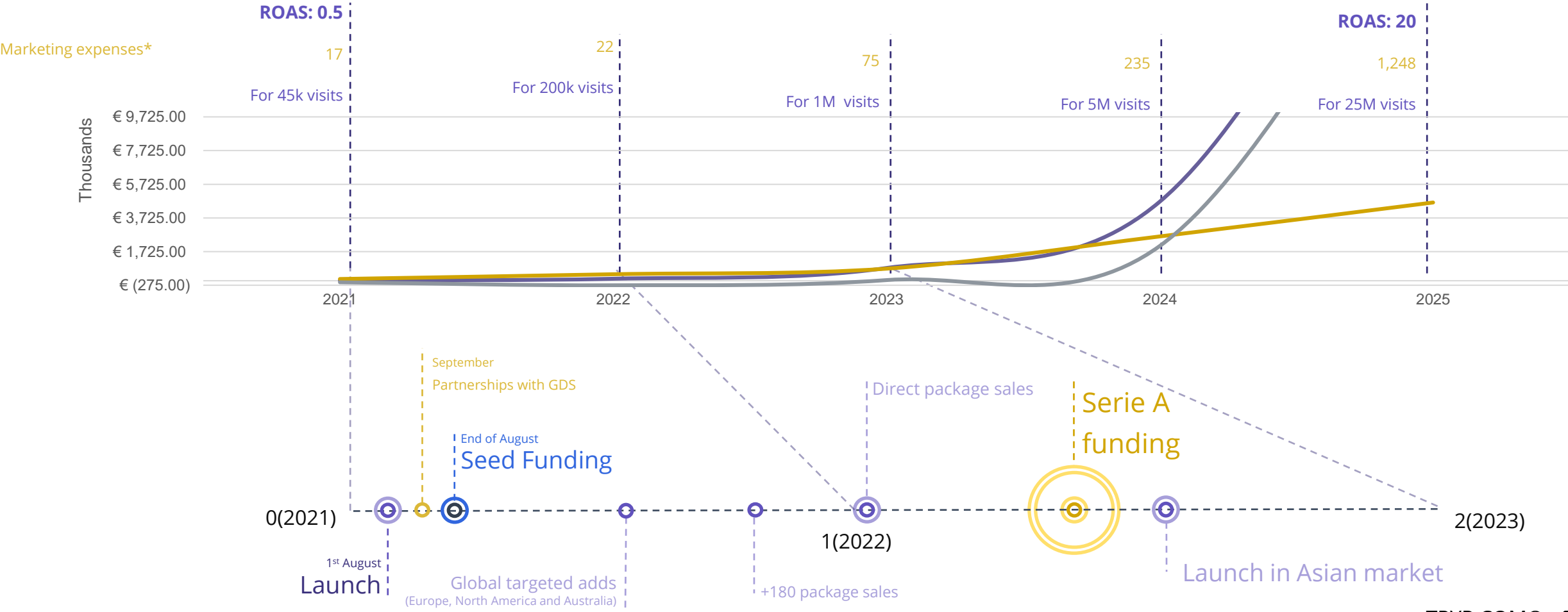
AVERAGE ENGAGEMENT TIME  
**5 minutes**  
FROM 54 DIFFERENT COUNTRIES



*\*Google analytics data*



Commission Revenue	8	112	750	4,700	28,140
Operating expenses	106	388	717	2,630	4,642
Net EBITDA	(97)	(275)	32,560	2,060	23,497



## Q2 2021 €200k SEED ROUND

### 2020

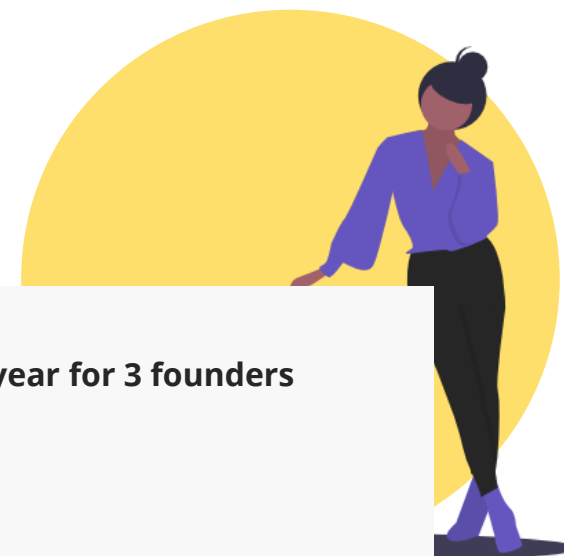
- MVP
- Trips to Europe
- 1k Euros soft funding - Mikrolegat
- 1k dollars in Amazon AWS

### 2021

- Funds for scale up team
- Moved to tryp.com
  - 25k dollars Amazon funding
  - Global trips
  - Influencer marketing

### Covering:

- ✓ Salaries for 1 year for 3 founders
- ✓ Marketing
- ✓ Accounting



### Previous funds



### Current partners



LET'S STAY CONNECTED!

**Visit us at [tryp.com](https://tryp.com)!**

André Rangel, CEO

**Want to know more? Schedule a time at:**

<https://calendly.com/andre-rangel-sousa/tryp>

**TRYP.COM ApS**

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