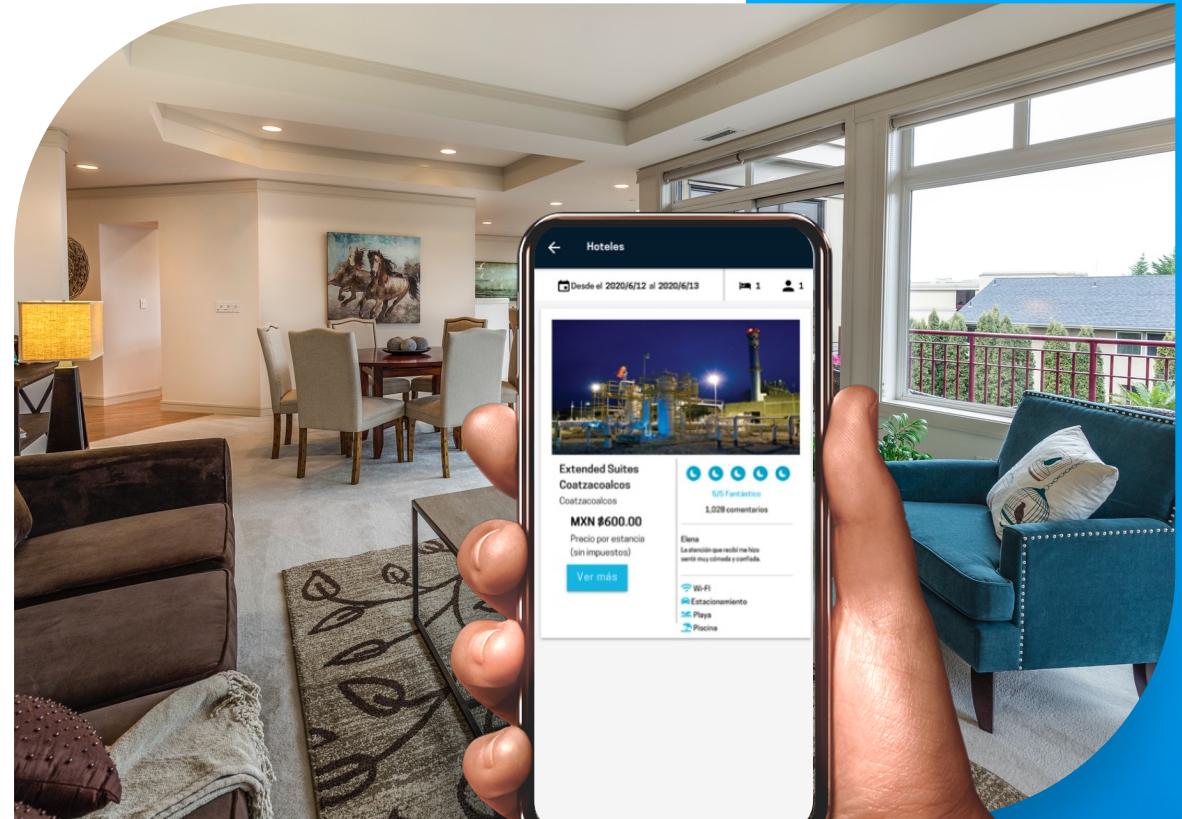




**Flat Price for
Travel Related
Services
All year Round**



First Institutional Financing Round

Traction

October 2020

launch

\$130k

Most recent
monthly revenue

\$380k

revenue
since launch

335+

paying
customers

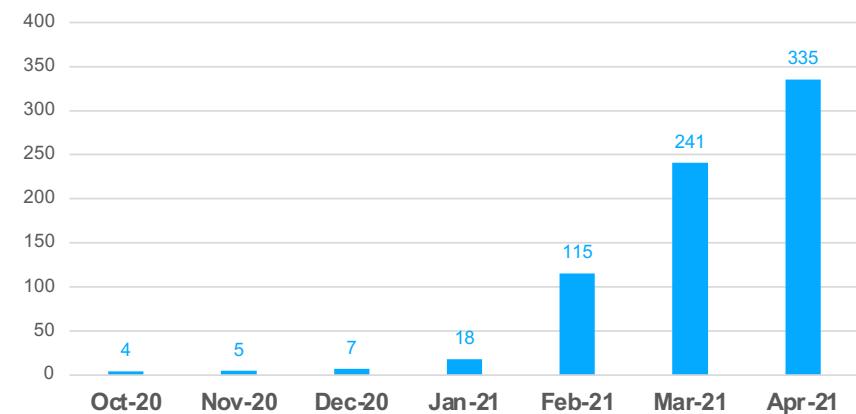
1200

Pipeline of
new clients

Monthly Revenue



Customers



Noktos Team

18+ years working together on 3 successful startups



Roberto Tame - Founder & CEO

- 20+ years as a serial entrepreneur, 4 previous exits
- Extended Suites (hospitality venture), 1.5+ million room nights sold, 300k+ customers.
- Financiera Alcanza (consumer finance), 60 branches, 450k+ loans
- Bajawines.com, DTC Wine from Mexico Distribution in the US
- Deautos.com, online car sales in Latam



Alejandro Domínguez - Technology

- 20+ years in Information Technology development, infrastructure and implementation
- Extended Suites, Financiera Alcanza, Santander, Verifone



Efrain López - Finance, BD, Strategy

- 20+ years in Investment Banking: M&A/DCM/ECM.
- Private Equity, COO, CFO & Business Development
- Extended Suites, Financiera Alcanza, NBCU, BBVA, Bank of America



Carlos Dorantes - Sales, Product

- 15+ years in the hospitality & tourism industries, sales
- Extended Suites, Cityexpress, Hyatt, La Quinta, Wyndham

Problem

Consumers for the most part pay more than they have to for travel related services.

Pricing is highly volatile and inefficient.



The majority of businesses have no control over lodging rates.



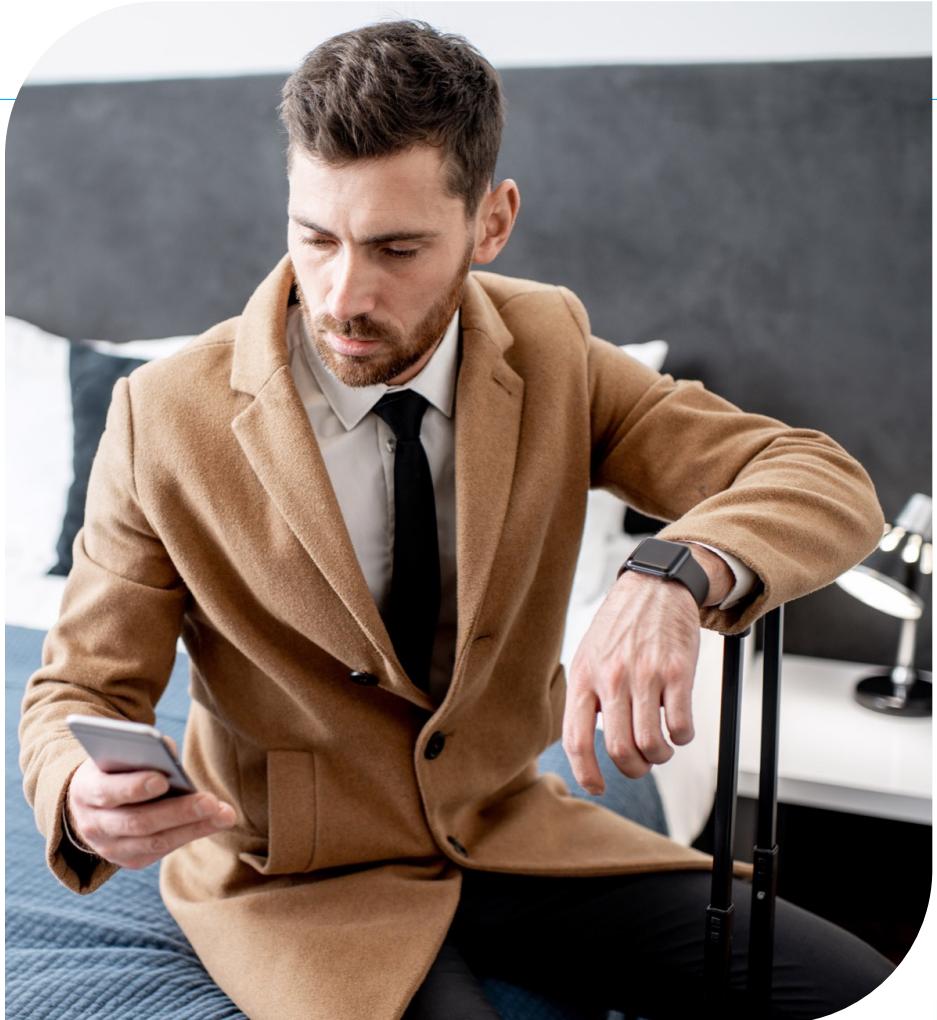
Billions in inflated hotel rates annually.



Lack of flexibility translates into higher costs



Prices charged are not correlated to supply-demand



The Solution



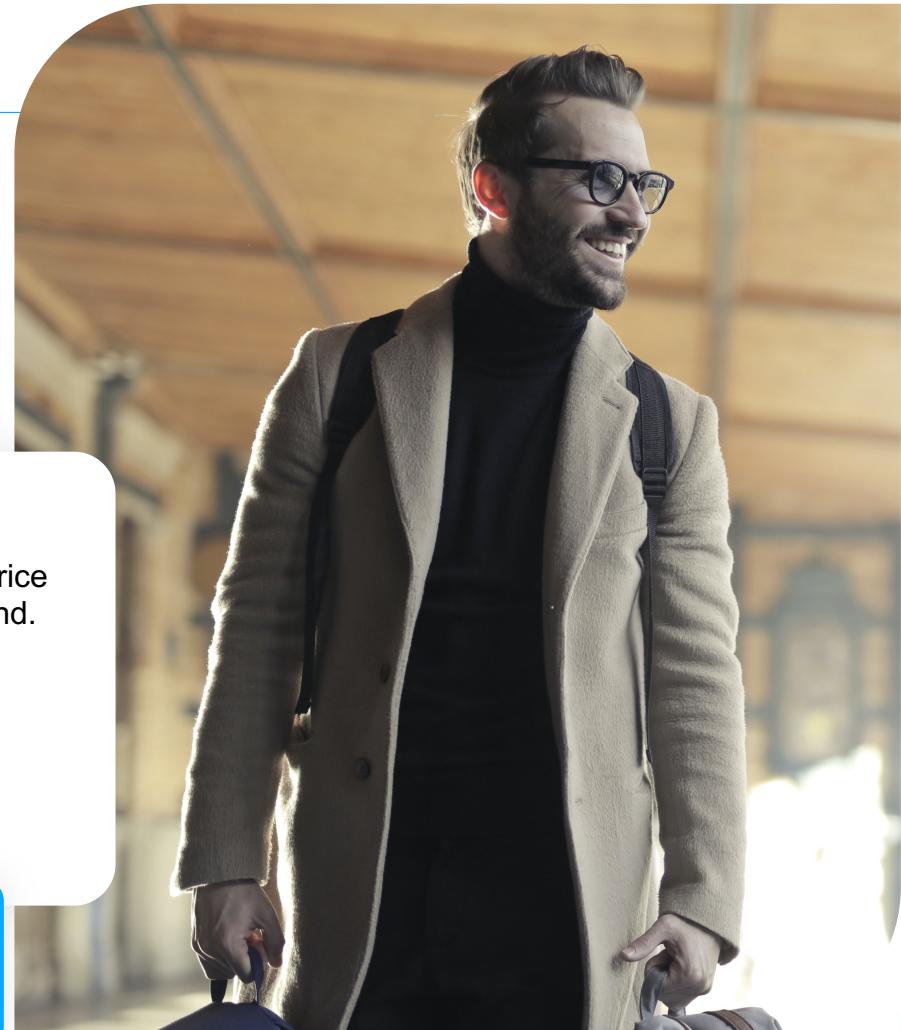
A **digital platform** where customers can have a fixed price guarantee for their travel related purchases all year round.



One-stop shop payment solution for multiple stays & destinations at predictable **guaranteed prices**



[Click here to
watch the video](#)



Case Study: Saint Gobain



Saint- Gobain (Designs, manufactures and distributes materials and solutions:

- Before Noktos**
- Different agreements/suppliers.
 - Constant variation in hotel room rates.
 - Multiple billing and invoicing
 - Deficient budgeting that may reduce cash flows

€38.1B
2020 sales

70
countries

167,000
employees

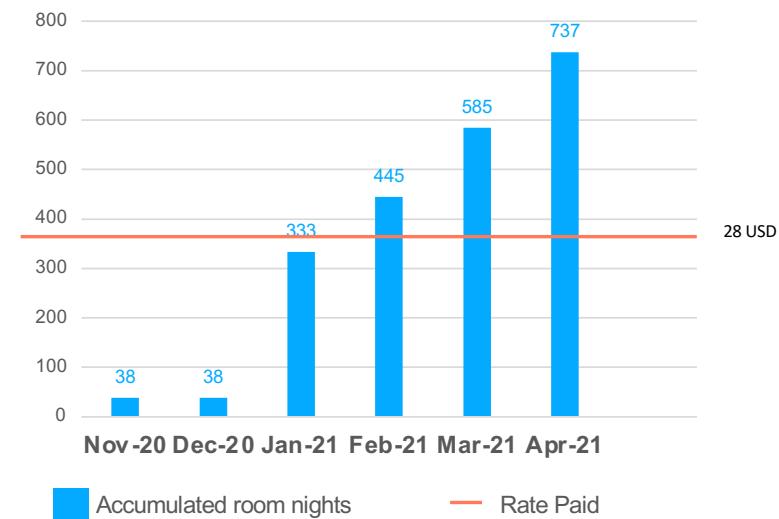
After Noktos

- One stop shop payment-travel solutions
- Predictable fixed prices
- A single centralized invoice.
- Certainty in budgeting of travel expenses

"Keeping track and control of what we needed was practically impossible, we could not reconcile bills and stays due to the delay of the hotels; in addition, the budget that we had set could not be met because of unpredictable and constant changing rates."

Antonio Garcia
Human Resources Coordinator **Saint Gobain**

Saint Gobain History with Noktos



Noktos' Secret Sauce



Proprietary algorithm

Based on rate analysis, real-time supply/demand dynamics, and market intelligence

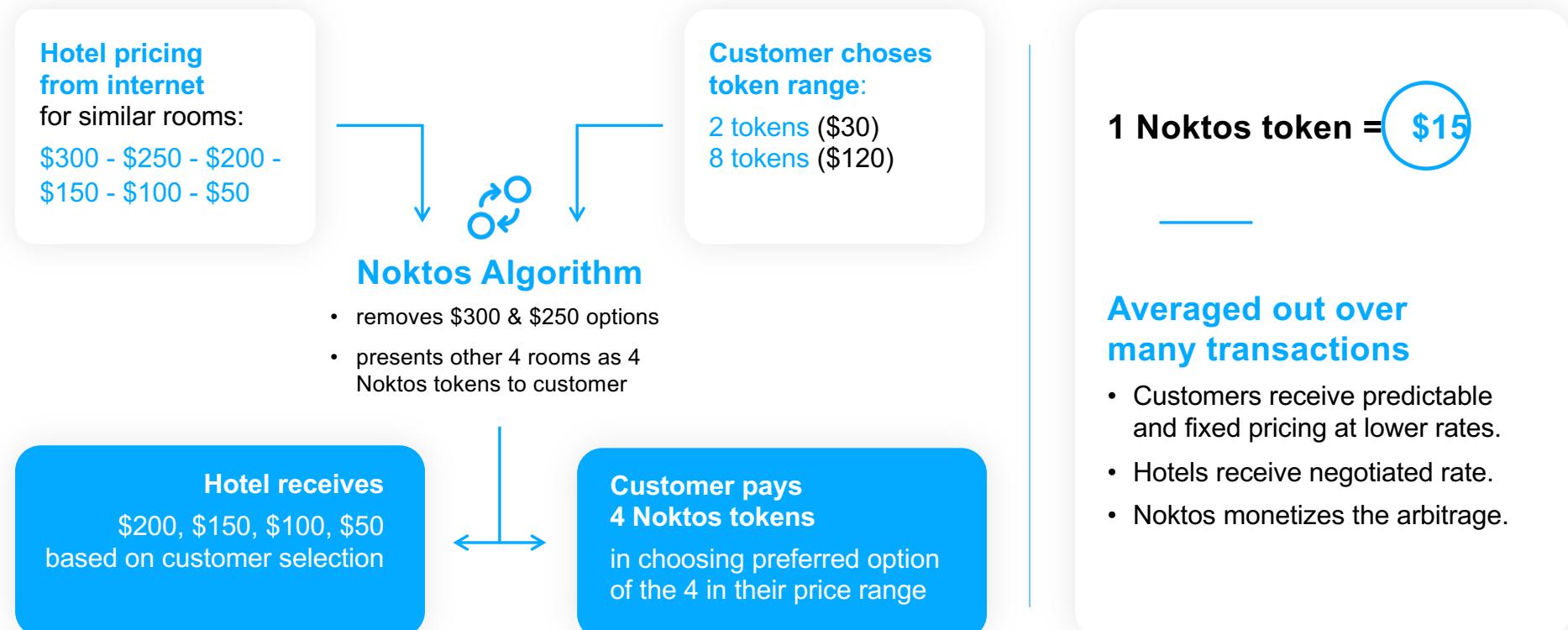


Token-based payment platform

Improving security and transparency as well as facilitating narrower price volatility



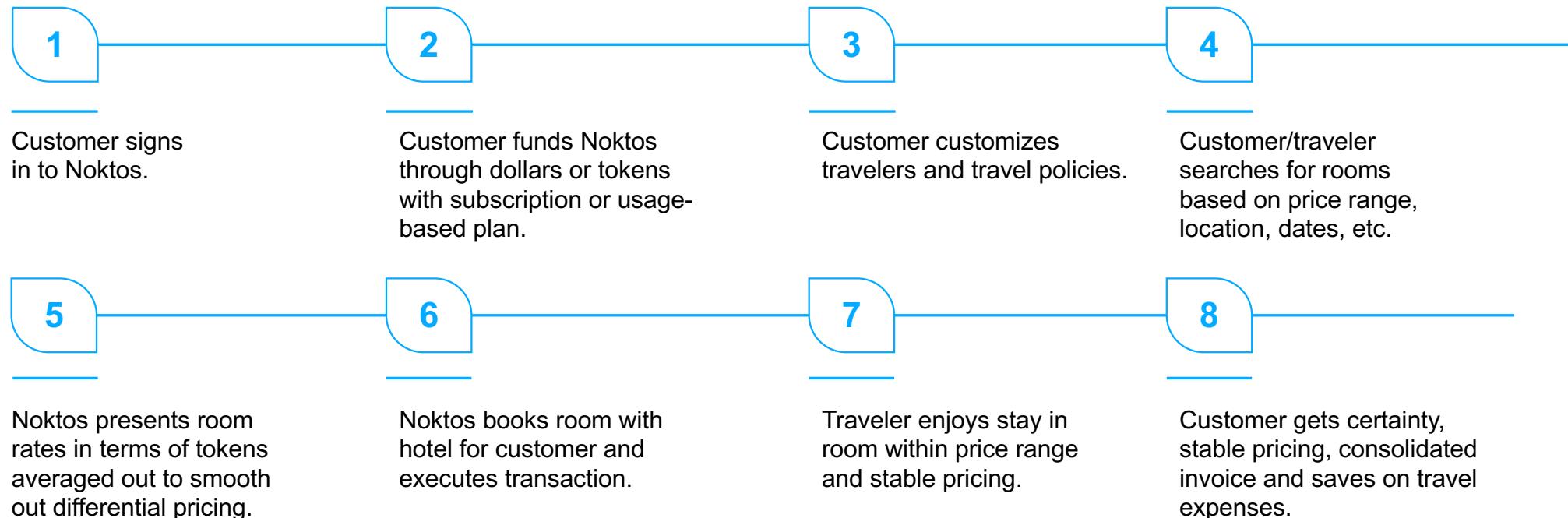
Noktos' System



How it works for Customers



Click here to
watch the video



Features & Benefits



Subscription pricing plus packaged (usage) purchases

Reduces overall price paid through bonus tokens.



Customize Travel Policies

Allows companies to match token usage to the traveler profile.



Token pricing

Removes focus on end price, making each employee's token budget the key input.



Upgrades, changes and cancellations

Accomplished without additional fees, each employee can pick their spend with tokens.



Price certainty

Results from algorithm pricing and token payments system.



Automated reporting and budgeting

One invoice, easy breakdowns, uniform pricing

Business Model



Agent Model

10% - 25%

Booking commission
on rooms sold



Merchant Mode

30%

Mark-up on
negotiated pricing

30%

Gross margin on average
across business models plus
stranded token income (like
unused gift cards)



Noktos collects the money up front
(prepayment) and pays the merchant the agreed
amount up to 90 days after completion of stay.

Go-to-Market

Go-to-Market Strategies

Initial Focus - Leveraging on our current and past business experience; Mexico, LATAM and the Americas

Supply side: Already have Access to over 750K hotel properties worldwide via GDS

Demand side - B2B:

- Strategic Partnerships: Hotels, tour operators, and travel agents, rev, share, yielding a low CAC since they are looking for additional revenue streams

Direct Sales:

- Directly contacting SMEs with heavy travel, leveraging our vast network of existing connections from our previous venture. Traveler-first approach - better experience works to benefit both the traveler and the client relationship, helping retain customers

Demand side - B2C:

- Partnership with hotels - offering Noktos on their sites as a "Travel as a Service" subscription for heavy travelers (rev share) Social media, digital marketing, SEO, etc. (future)

Expand product range



Airlines



Rental cars

Trends and Opportunities - Major Funding/M&A in Travel/Payments

Mar 24, 2021.

Hopper closes **\$170M** funding round, creates new B2B offering with Capital One as first partner.

Jan 13, 2021.

Business trip platform TravelPerk buys YC backed rival NexTravel

Jan 8, 2021.

Uplift raises **\$68M** to support growth in anticipation of 2021 travel industry rebound

Jan 20, 2021.

TripActions snags additional **\$155M**, valuation now **\$5B**

May 22, 2020.

Fly Now Pay Later Raises **\$42M** for Loans

Dec 1, 2020.

ConnexPay raised \$6.1M 6.

Trends and Opportunities - Payment Market

Trends: a great fit for the travel industry



Cashless

- Global virtual spend is expected to triple to \$STR by 2025, with B2B payments making up 80% of that spend. (Deloitte)
- “2021 is the year that alternative payments will surpass cash and cards for travel industry transactions” Bart Tompkins managing director of payments, Amadeus
- COVID-19 accelerated move to cashless and digital payments, visa saw 14M + customers in LATAM make first ever online transactions



Fraud Risk Mitigation

- Physical cards or shared physical card numbers floating around between employees posed a huge fraud risk and a lack of visibility



Alternative Payment Systems Growing in Popularity

- The real time payment system is gaining popularity among the customers due to its speed, accuracy, and security
- .B2B Payment System provides features like integrating digital payments, digitizing payment scheduling, invoicing, etc.

Trends and Opportunities - Business Travel Will Recover – Pricing Matters More



Touchless Travel Technology

- In light of the pandemic, 55.7% of corporate travel managers say contactless payments have become a higher priority for their travel program.
- 51% of corporate travelers believe that all business trip payments will be made via mobile devices
- In a recent survey conducted by Census wide, 4 in 5 travelers said technology would increase their confidence to travel in the next 12 months



Focus on Compliance and “Smart” Travel

- Travel managers are under increased pressure to ensure traveler safety and avoid risky bookings
- The chaos and confusion of COVID-19 has strengthened travel managers' resolve to significantly reduce, if not prohibit, unmanaged travel altogether.
- Organizations look to protect travel program spend and reduce fraud, while alleviating the financial burden on employees
- AI-driven policy will emerge as a way to make travel programs smarter as companies look to drive down costs without intense negotiations



Agency Consolidation

- In a saturated market, fewer players would lead to less brand confusion, better economies of scale and better leverage for supplier negotiations

Market Analysis - Business Travel in a Post COVID

World Coming Back Stronger Than Ever!

- The hospitality industry contributes **\$3.41TR** to the global economy every year
- The global hotel market has ~700,000 hotels and resorts composed of **16.4M** hotel rooms: worth over **\$570B**

The Global Online Travel Agent Market:

- Reached a value of nearly **\$744.7B** in 2019, growing at a CAGR of 7.9% since 2015
- The market declined from **\$744.7B** in 2019 to \$595.8B in 2020 at a rate of -20.0%
- Expected to grow at a CAGR of 14.8% from 2020 and reach **\$902.2B** in 2023

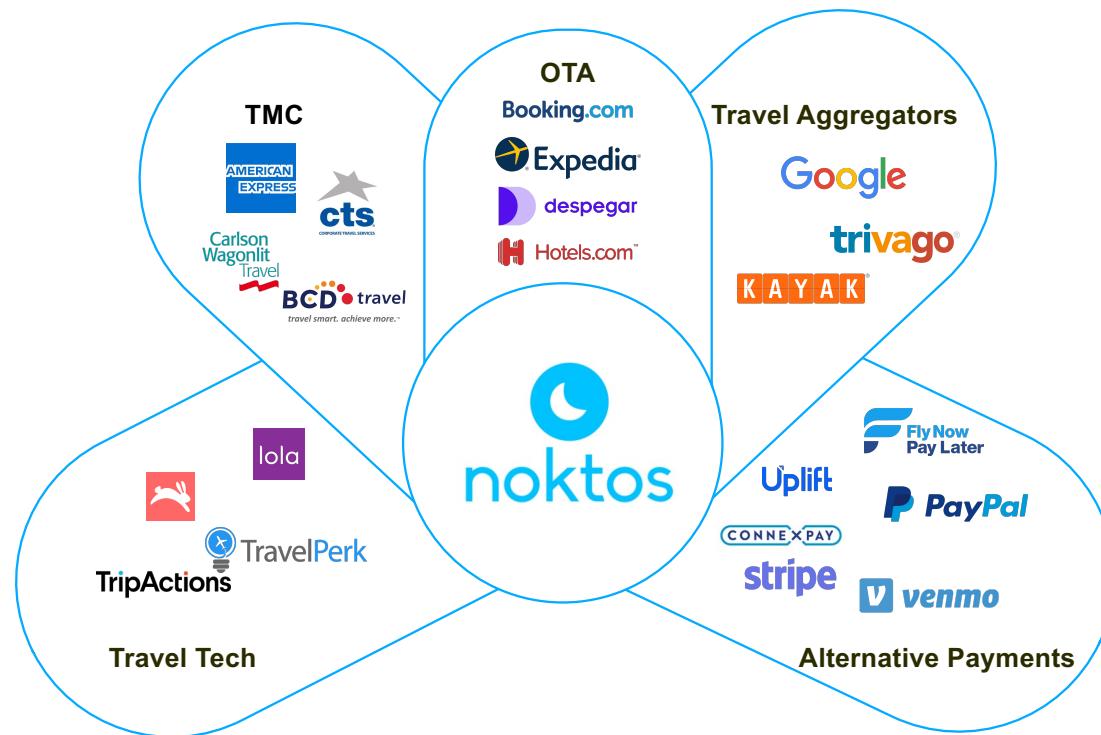
The Global Business Travel Market

GBTA research director Chris Ely said " *Business travel is a key component of the economy, so as businesses are looking to dig themselves out and pursue new clients, that's when business travel kicks in.*"

- During 2020, global business decreased to **\$694B**. However, global business travel spend is set to rise to **\$1.7TR** by 2025
- GBTA research projects **21%** growth in global business travel volumes in 2021, followed by -38% growth in 2022, catapulting global business travel spend back to **\$1.2TR**
- The average business travel budget consists of: Lodging (34%), airfare (27%), meals (20%), and car rentals (19%)
- **40%** of business travelers don't follow their companies' travel policies, making hotel reservations on their own

Competitive Landscape

Access to inventory of some, plus the service of others, together with the technological ease and innovation of the alternative payment method of others converge into **Noktos**.



Fundraising



Raising
\$2 million
to grow to **2,800 customers**
and **\$13 million** in revenue
over the next 15 months

Use of funds



15x Sales
8x Customers



Further development
of our proprietary
technology



Team expansion

Key Investment Merits

-  Travel industry still huge despite pandemic dip –
Business travel expected to resurge - budget matters more than ever
-  Noktos enables companies to improve control over business spend travel and beyond
-  Unique payment method enabling visibility and stability in pricing with higher security
-  Strong team with 4 exits and a proven track record in payments and hospitality
-  Massive growth - 95% CMGR since October 2020 launch
- huge pipeline in various phases of talks
-  Will complete many competitive solutions - not compete

