

**BLOCK
HOTEL**



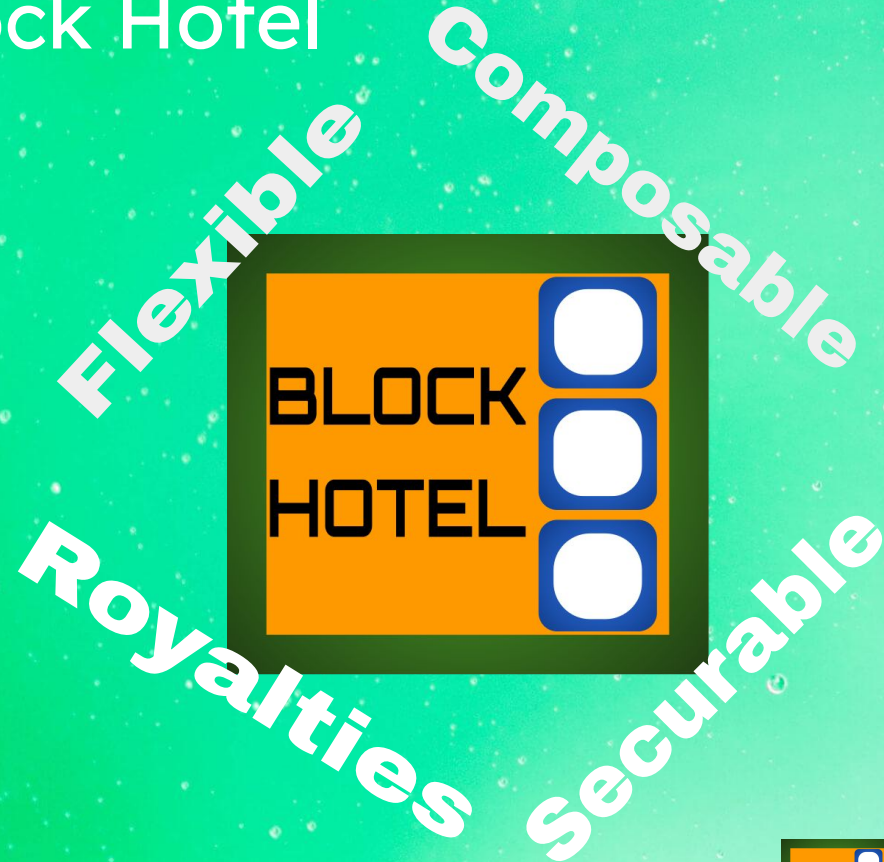
Hotels Decentralized

INTRODUCTION

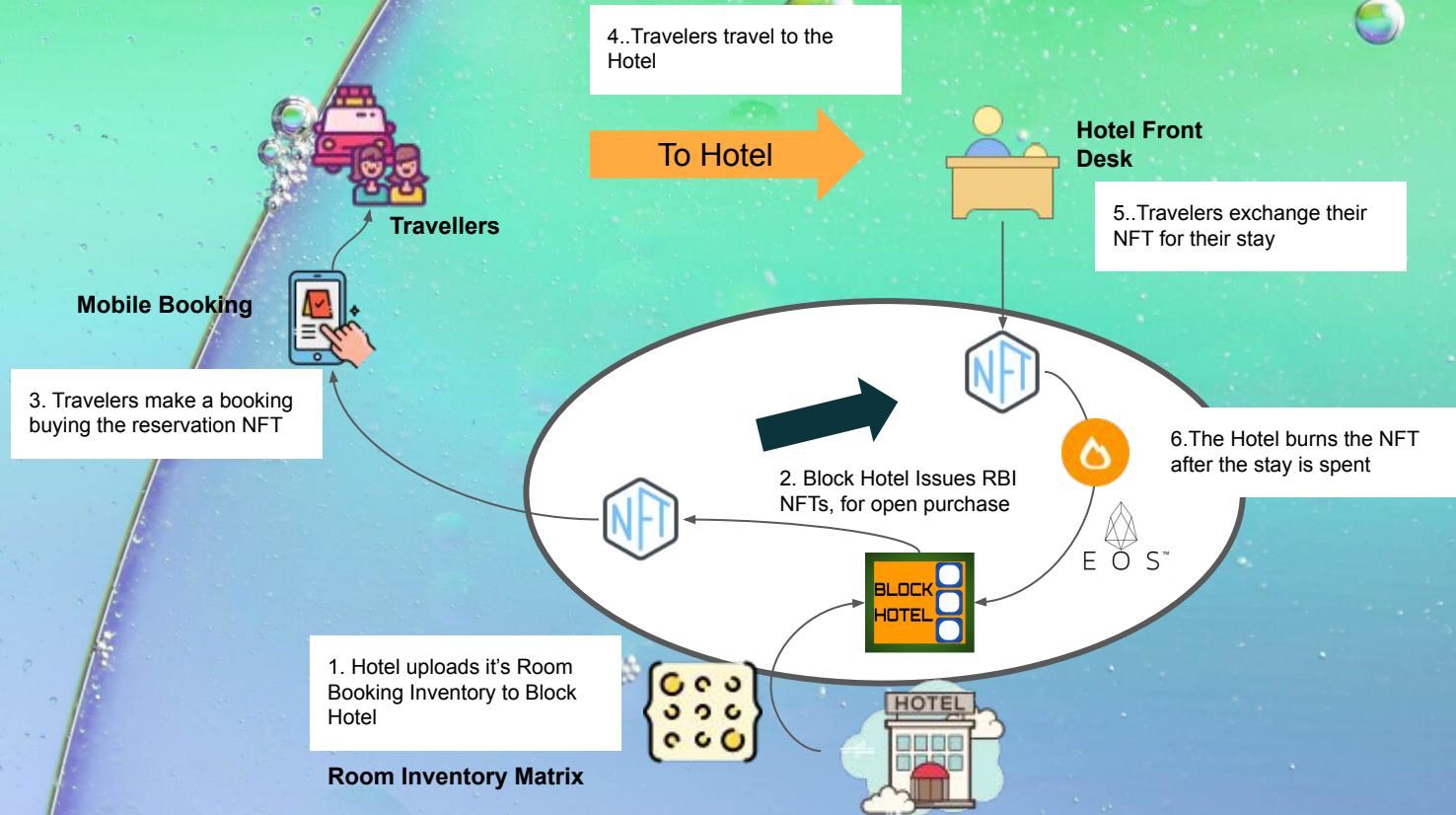
Hotels are the mainstay of the travel industry. With recent global events however hotels have been buffeted by some of the most tumultuous times in modern history. In turn Travelers have become more demanding of flexibility in making reservations in a bid to cope with modern unpredictability. It is with this in mind that we have created Block Hotel a representation of hotel inventory on the EOS blockchain

What is Block Hotel

Block Hotel is a new decentralized platform to be built on the EOS blockchain that has been created to enable travelers to acquire more travel options as a result of the power of the blockchain. The platform has been designed to enable Hotels to express their Room Booking Inventory (RBI) as Non-fungible tokens on the Blockchain.



Block Hotel - NFT LifeCycle



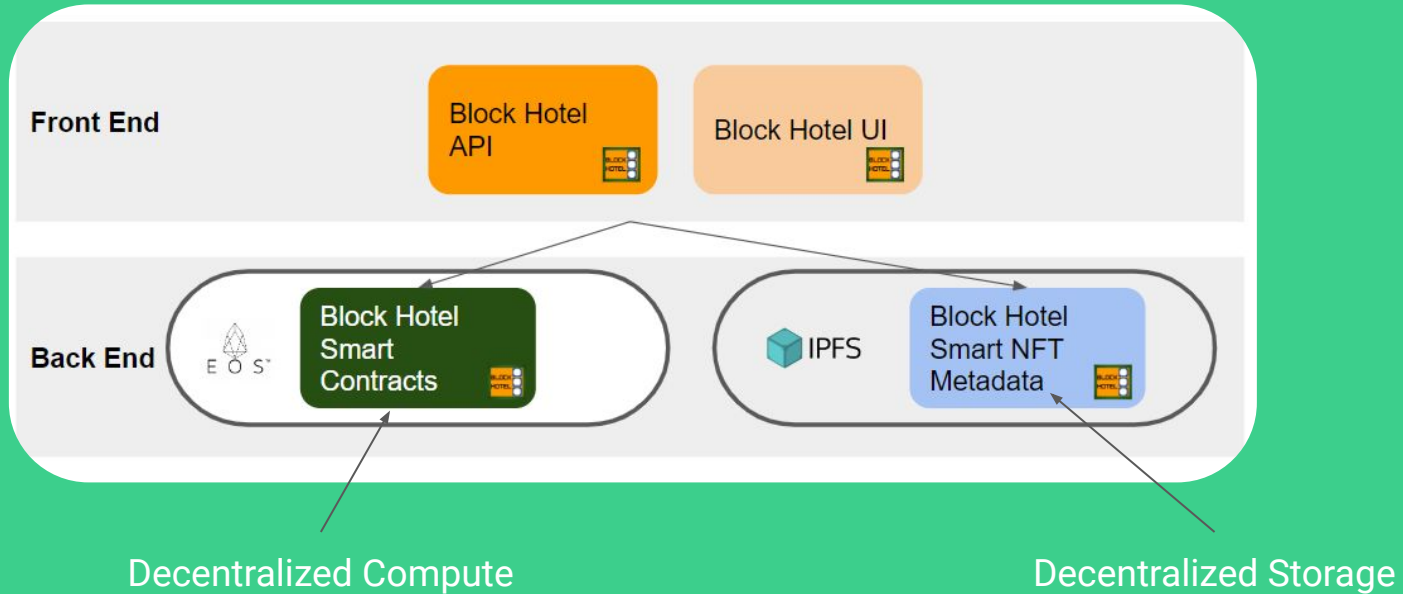
PROBLEM

Today travelers face the growing problem of rising travel costs and increasingly inflexible travel options. Even with digital technology providing a plethora of high speed solutions, for the cash strapped traveler, booking a non-refundable excursion can prove disastrous in the face of sudden changes

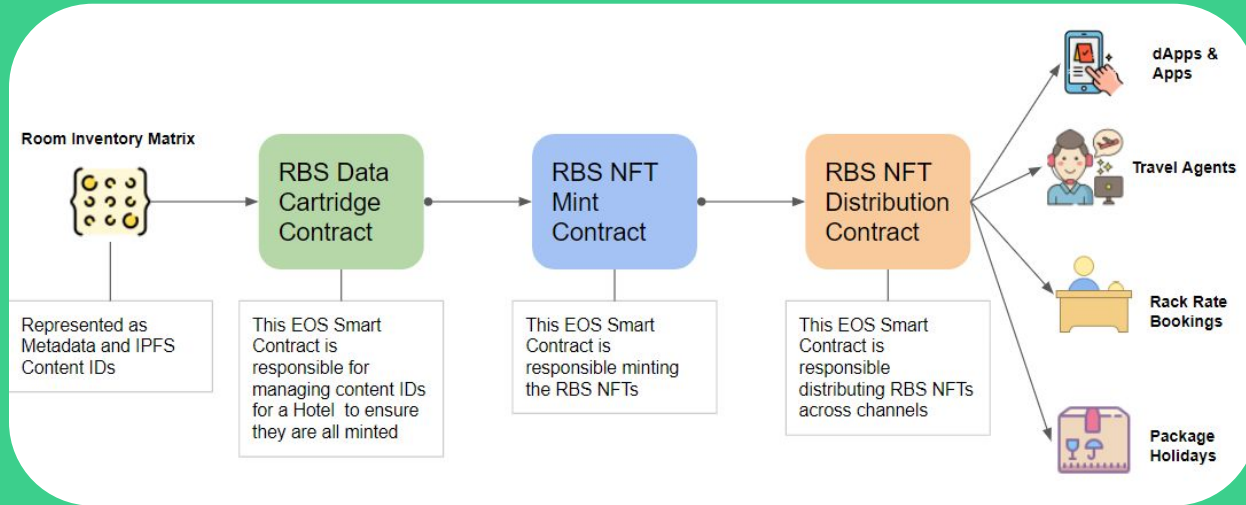
Block Hotel offers a solution that enables hotels and travelers to exit the above quandary by utilizing blockchain technology to intermediate concerns by enabling both travelers and hotels to minimize their risks in the face of sudden changes. The solution also creates the basis of a new DeFi primitive that can be leveraged by travelers to enable them to flexible ways of balancing their travel plans against their regular day to day activities.

SOLUTION

BLOCK HOTEL - ARCHITECTURE



BLOCK HOTEL - SMART CONTRACT ARCHITECTURE



BLOCK HOTEL KEY FEATURES

FLEXIBLE

Block Hotel NFTs enable flexible travel on restrictive covenants



COMPOSABLE

Block Hotel NFTs can be composed as part of NFT and Non NFT Travel Packages



COLLATERALIZABLE

Block Hotel NFTs can be used as DeFi Collateral



OWNABLE

Block Hotel NFTs can be owned by the Holder



BUSINESS MODEL

NFT ISSUANCE

The core of Block Hotel's business is hotel NFTs



TRANSFERS

Block Hotel will gain revenue from hotel NFT transfers



MINTING

Block Hotel will gain revenue from minting hotel NFTs



DEFI

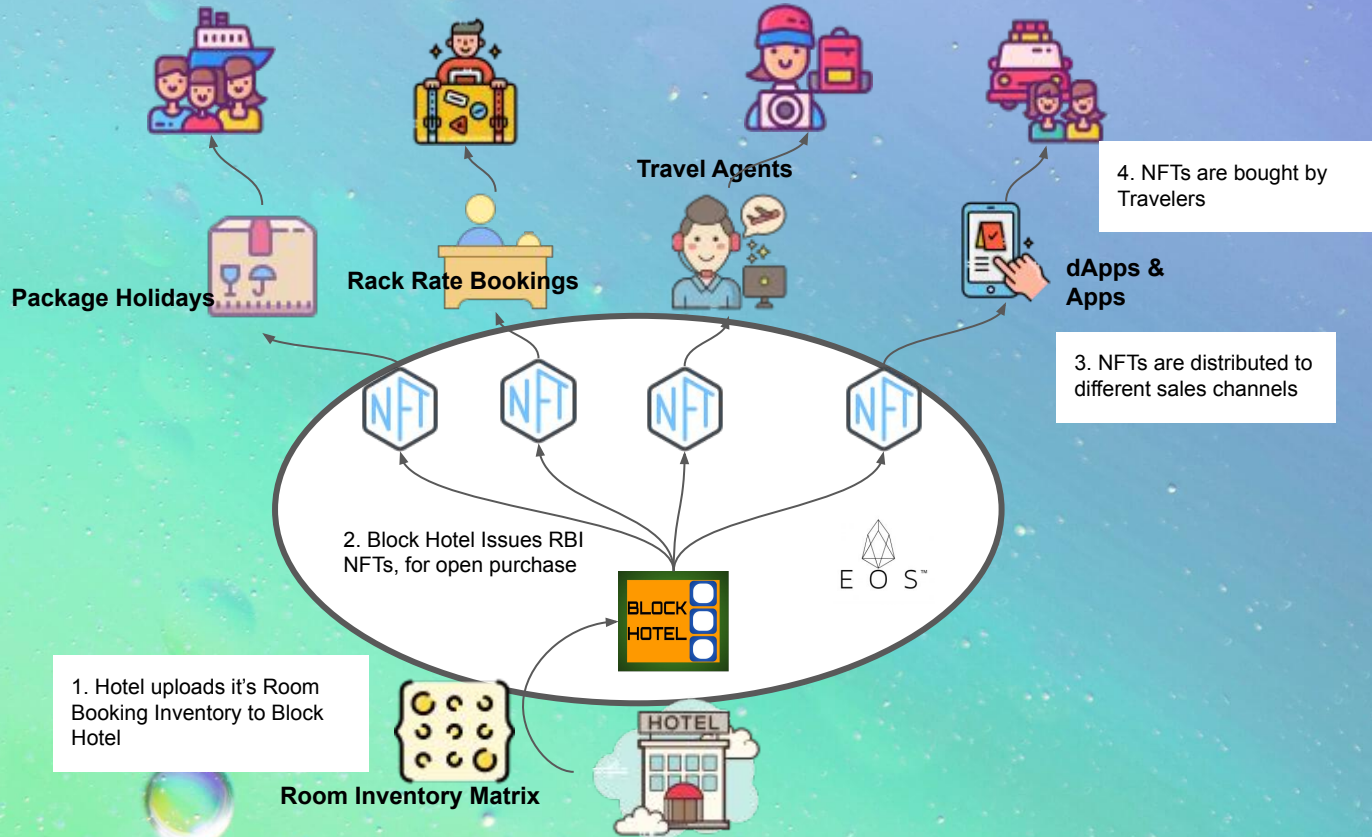
Block Hotel will gain revenue from DeFi pools for hotel NFTs



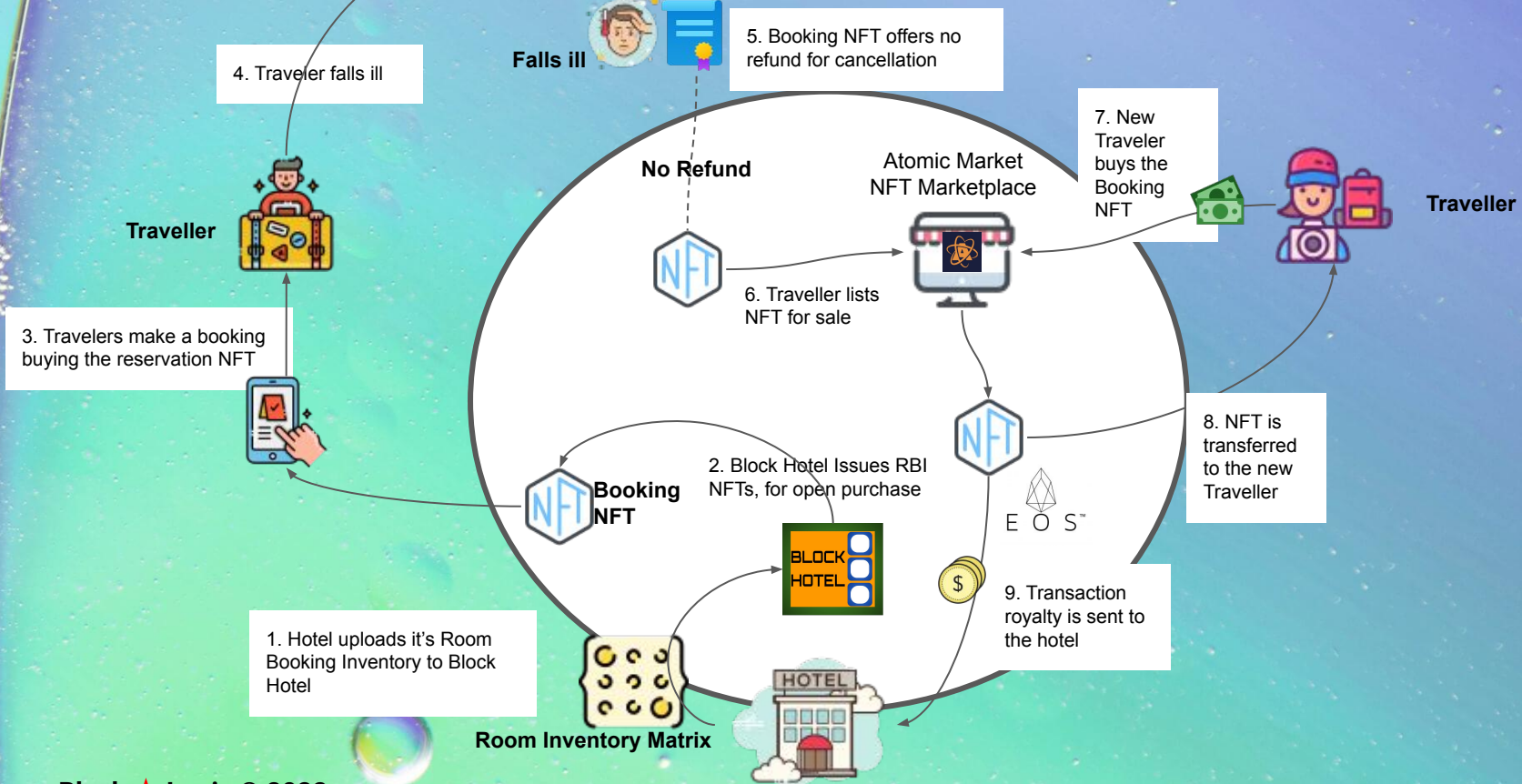
PARTNERSHIPS

Block Hotel will gain revenue from brand partnerships

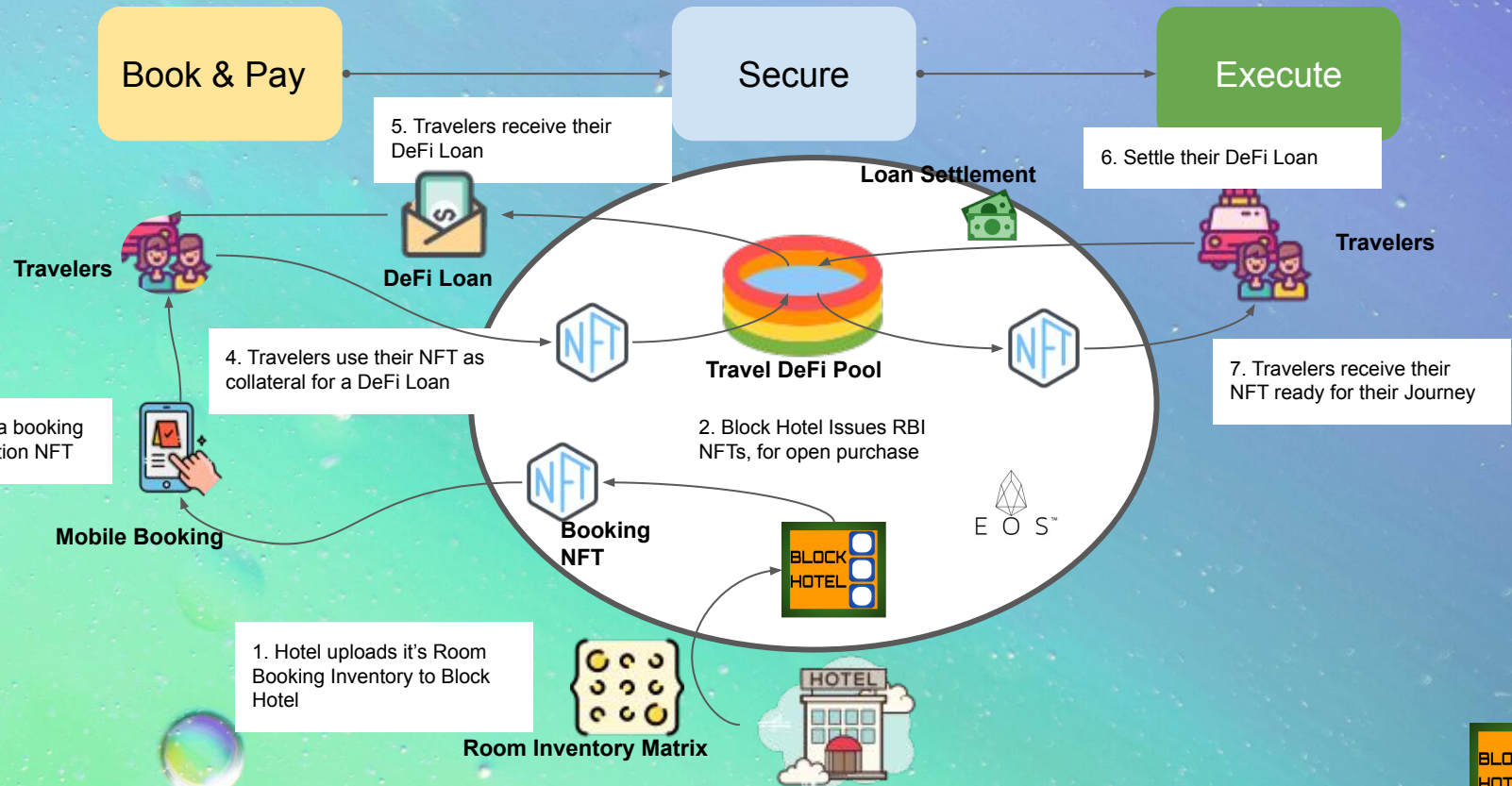
Inventory As NFTs



DEALING WITH PLAN CHANGES



DEFI IN BOOKING



COMPETITORS



Site Minder

Industry leader in
hotel management

Alice

No. 2 ranked
competitor in the
space



RMS Property
Management

Fully integrated
hotel and amenities
platform

Little Hotelier

Oriented toward
smaller hotels with
a focus on self
service



BLOCK HOTEL vs COMPETITION

THEM

Current hotel Management Systems provide Extensive Integrated Services to keep the operation in line with inventory consumption

Block Hotel liberates hotels from inventory management concerns reducing the technical and operational overhead needed to run the hotel

US

BLOCK HOTEL - MARKET SIZE



United Kingdom Hotel Market
Stats

£16.2
Billion

This is the total
market revenue
from UK Hotels

70%
Occupancy

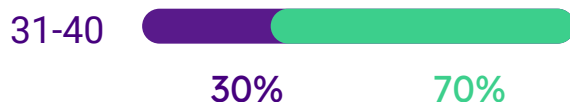
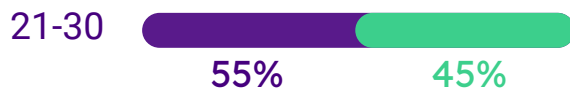
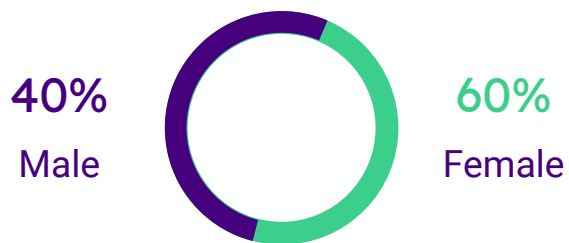
This is the
average UK
hotel
occupancy rate

£6.8
Opportunity

This is the size
of the Block
Hotel Market

TARGET AUDIENCE

TRAVELER PROFILE



HOTEL PROFILE

\$120

Average Room Rate

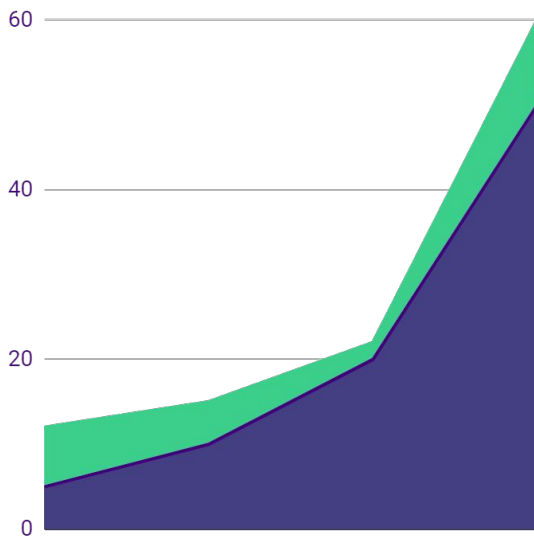
70%

Occupancy Rate

300

Bookable Rooms

PREDICTED GROWTH



67

Paying
Hotels

\$12.7M

Expected
income

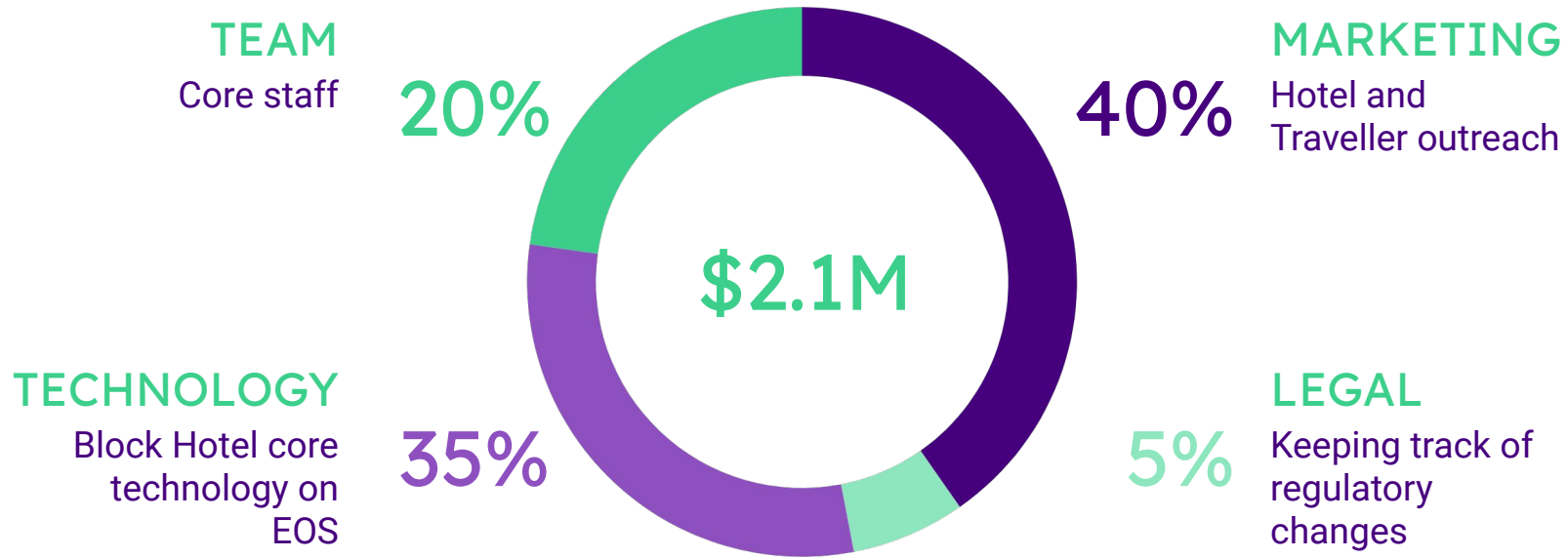
90%

EBIT
Margin

20

Total
employees

BLOCK HOTEL - INVESTMENT SPLIT



OUR TEAM

Tony Ushe is the Founder and creator of **Block Hotel**. Tony began his career in technology with **Lastminute.com** going on to serve with accommodation giant **GTA Travel** now a part of the Hotel Beds Group, and **Expedia** now a part of the Liberty Group. Tony has also served with the likes of **Royal Bank of Scotland** and **Lloyds Banking Group** as well as time at **Heathrow Airport**, giving him a well rounded understanding of Hotels, finance and travel industries.



TONY USHE
Founder

HOTEL BLOCK - TIMING

Partnerships Outreach

Proof Of Concept Build

MVP Hotel Enrollment

Business Development Drive

JAN

FEB

MAR

APR

MAY

JUN

Do you have any questions?

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THANKS

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Appendix - Technical Considerations - Operations

Below are some of the operations technical considerations that need to be borne in mind when implementing Block Hotel on EOS:

Operations

- EOS latency at scale - the view is that Block Hotel would aim to secure 1 or 2 major hotel chains as partners each with thousands of rooms, for a duration of 12 months. Hence the latency that is incurred when the blockchain is being used heavily as an operational system needs to be considered
- Error management - error handling options available on EOS would have to be considered as users are known to find outlier cases and unlike with Web2 redeployment of code that may have tokens flowing through it is a non-trivial task.
- Blockchain monitoring Tools - Apart from standard EOS monitoring tools being employed additional tools specific to Block Hotel will need to be developed.

Appendix - Technical Considerations - Finance

Below are some of the finance technical considerations that need to be borne in mind when implementing Block Hotel on EOS:

Finance

The following are some of the technical financial considerations that need to be borne in mind for the Block Hotel implementation:

- EOS staking requirements will need to be considered with respect to onboarding hotels and determining their service consumption lockups.
- Additionally the fiat onramp/offramp support for EOS for travelers and hotels will need to be considered as this may necessitate the establishment of banking relationships in operational jurisdictions.

Appendix - Technical Considerations - Tech

Below are some of the technology technical considerations that need to be borne in mind when implementing Block Hotel on EOS:

Tech

The following are some of the technology considerations that need to be borne in mind for the Block hotel implementation:

- Provision of APIs to interact with the EOS blockchain will need to be considered for those hotels and partners that opt not to integrate directly with the blockchain
- Security on the EOS blockchain is a big consideration as the targeted volume of transactions and capital even at the pilot is significant.
- Scalability testing to meet the transaction throughput anticipated in the first year will need to be done extensively on the EOS testnet