



MYBOOKR.IO

# THE WHITE LABEL SOLUTION AND MARKETPLACE

FOR THE TRAVEL INDUSTRY:

**HOTELS, VILLA OWNERS, RETREAT & TOUR OPERATORS, AGENCIES, HOTEL MANAGEMENT GROUPS**

# THE WHY

## VILLAS/ B&BS

- Airbnb too expensive
- Only one major platform available
- Own booking engine too expensive to setup and maintain

## HOTELS & HOTEL MANAGEMENT GROUPS

- OTAs too expensive
- Own Systems difficult, expensive, time consuming and complicated to implement
- Lack of IT knowledge to develop own systems/ website

## RETREAT & TOUR OPERATORS

- OTAs too expensive
- Scattered market, many unuseful and expensive tools
- Lack of time/ IT knowledge to setup own systems/ websites

VILLAS/  
B&BS

HOTELS & HOTEL  
MANAGEMENT  
GROUPS

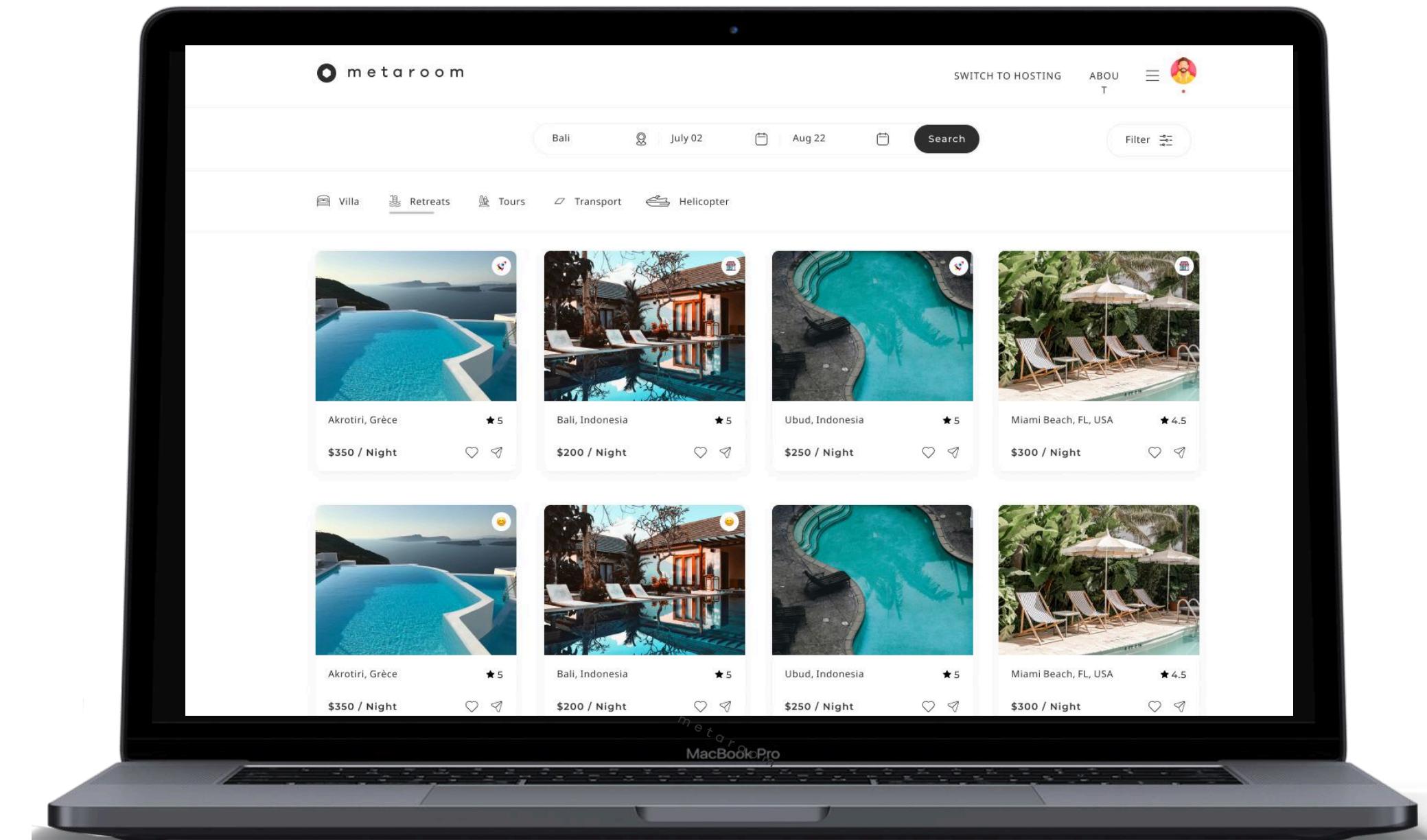
RETREAT &  
TOUR  
OPERATORS

- Low Commission on every booking
- Free Set-Up, Low Development Cost
- Easy to use White Label Solution for anyone to brand with their Designs
- Additional Marketplace to reach more customers
- Marketplace that offers trading/resells of nights
- No BS, no hidden cost

# WHAT IS MYBOOKR.IO?

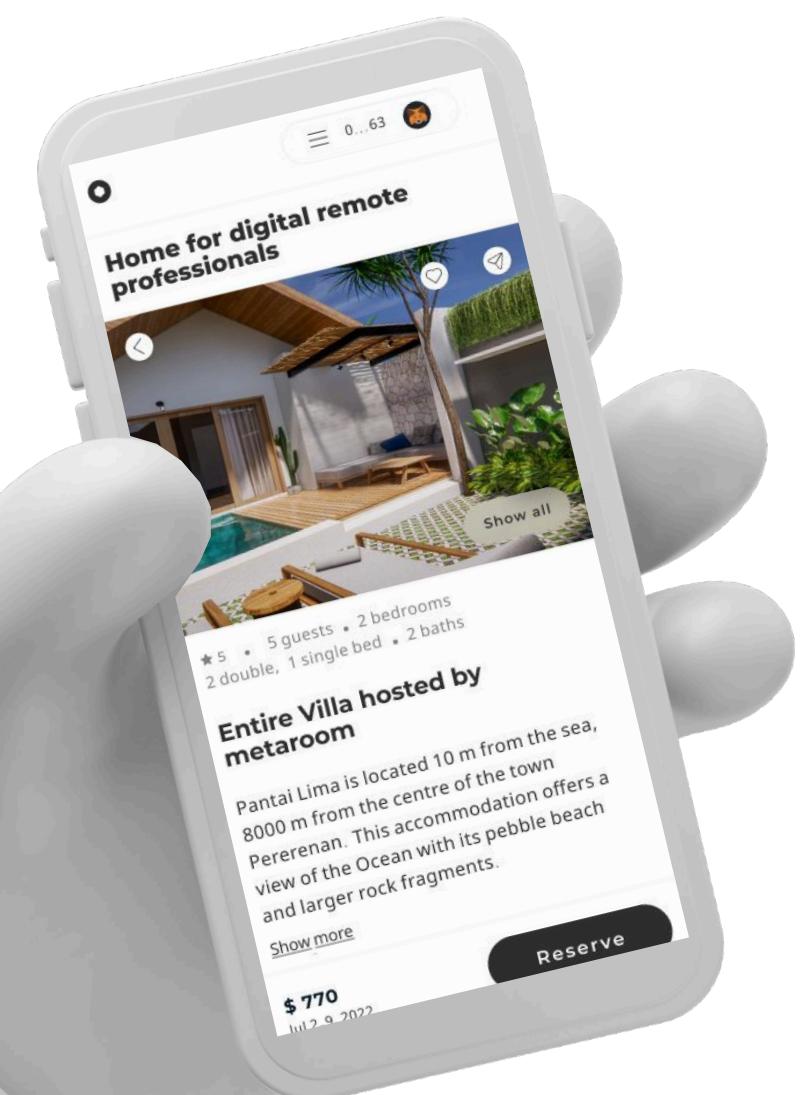


- Cheaper fees than any OTA
- No Set-Up Cost, Free Base Set-Up of own Domain
- Additional Exposure on mybookrs own Marketplace
- AI driven Online Marketing
- Connect with Channel Managers and Reservation System
- Fiat and Cryptocurrencies Payments
- Data Driven Analytics
- 100% transparency for Customers - No BS garuantee
- Book and change travel plans with unparalleled flexibility
- Trade nights on the marketplace if plans change



[LINK ->](#)

# OPERATOR BENEFITS



**LOW BOOKING FEES**



**NO/FREE SET-UP COST**



**FREE MARKETING**



**DIRECT PAYOUTS**



**ACCEPT FIAT AND  
CRYPTO PAYMENTS**



**FREE FIRST CHANNEL  
MANAGER**



**WHITE LABEL &  
MARKETPLACE  
PRESENCE**

# GUEST BENEFITS



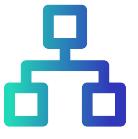
SEAMLESS UX  
& NO BS



NO REGISTRATION  
REQUIRED



UNSEEN SORTING  
AND FILTER LOGIC



RESELL INSTEAD  
OF CANCEL



ANY CREDIT CARD  
AND INSTALLMENTS



HIGHLY CURATED  
SELECTION



## Entire Villa hosted by metaroom

5 guests • 2 bedrooms • 2 double, 1 single bed • 2 baths

Pantai Lima is located 10 m from the sea, 8000 m from the centre of the town Pererenan. This accommodation offers a view of the Ocean with its pebble beach and larger rock fragments. Private accommodation Infinity is ideal for 4 persons and has 1 Master Double.

\$ 770 / 7 nights

CHECK-IN 02/07/2022

CHECK-OUT 09/07/2022

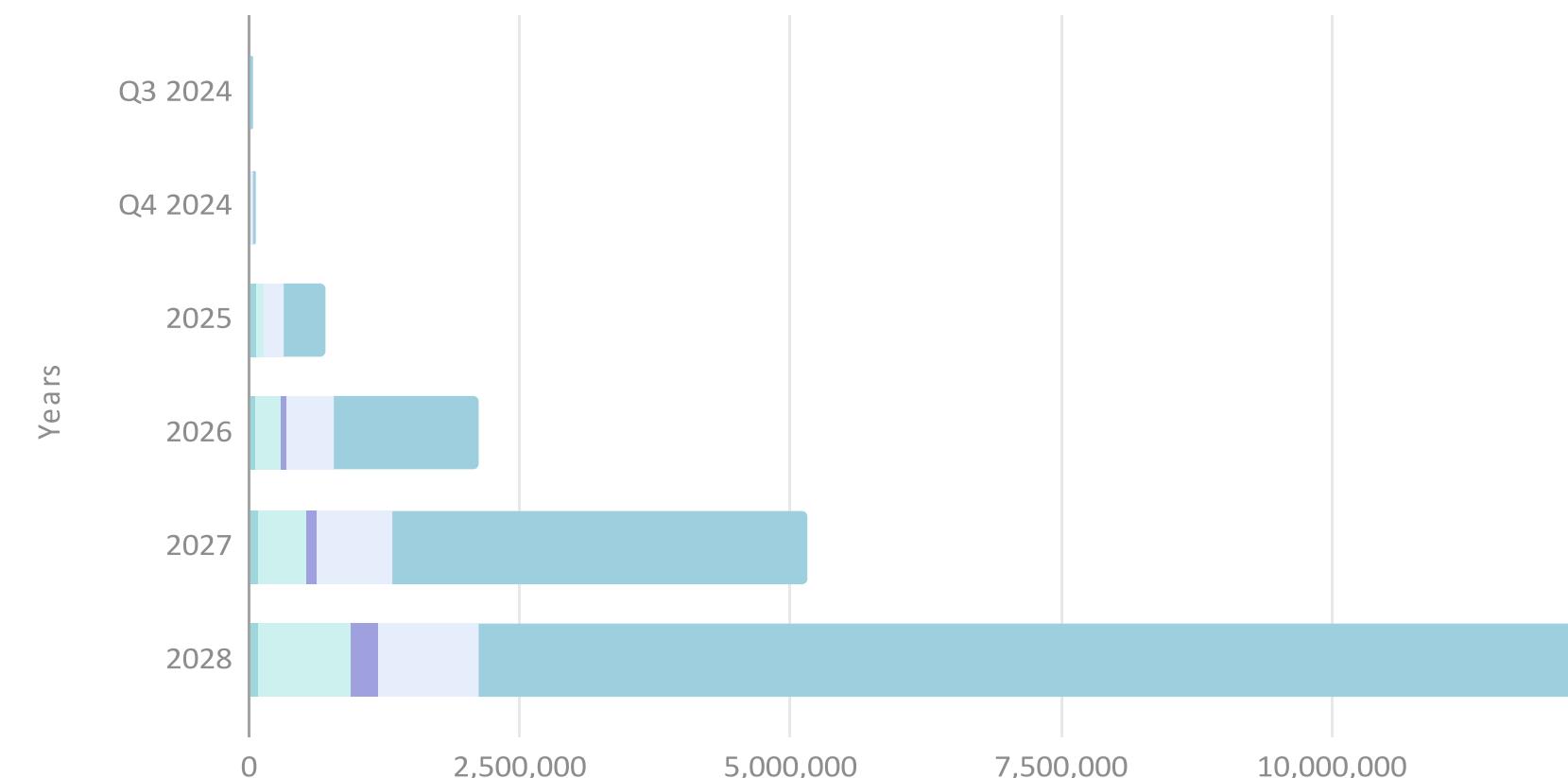
GUESTS

3 Guest

06

# TOTAL BOOKINGS PER CATEGORY

## Conservative Growth Approach



5 Year Out-Look

**6% Booking Commision 5-10% YR Direct Booking Growth**

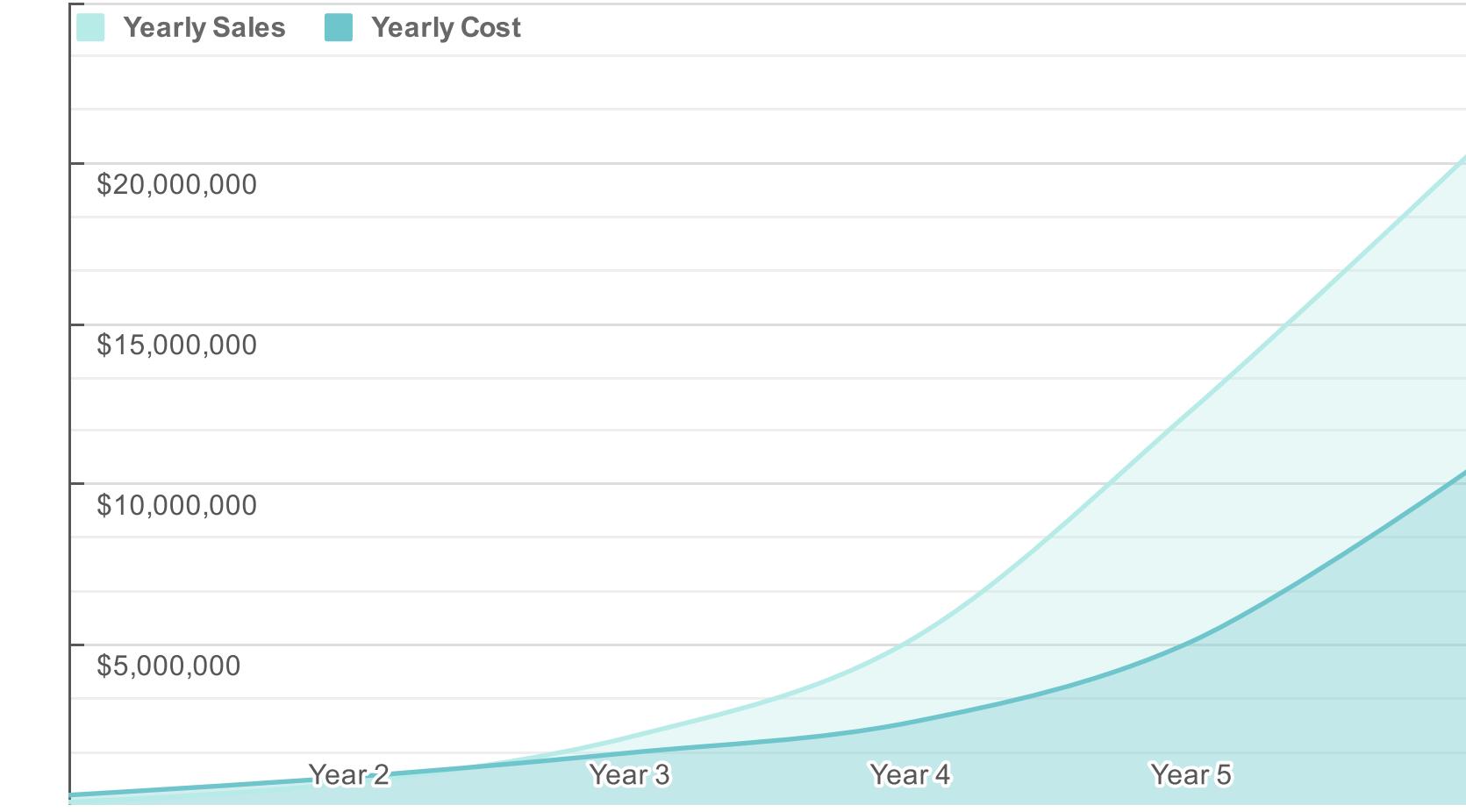
Category	Q3 24	Q4 24	2025	2026	2027	2028
Pramana Group	2,300	2,464	11,498	14,126	16,754	19,382
Total HMG (Rooms)	803	1,428	17,031	45,931	90,646	177,038
Total B&Bs	10	54	2,273	9,440	19,663	40,179
Total Retreats	66	77	427	453	453	453
Total Operators <u>mybookr.io</u>	629	779	6,038	14,906	31,459	68,162
<b>Total</b>	<b>3,807</b>	<b>4,802</b>	<b>37,267</b>	<b>84,856</b>	<b>158,975</b>	<b>305,213</b>

# REVENUE MODEL PLATFORM

## Super Conservative Approach

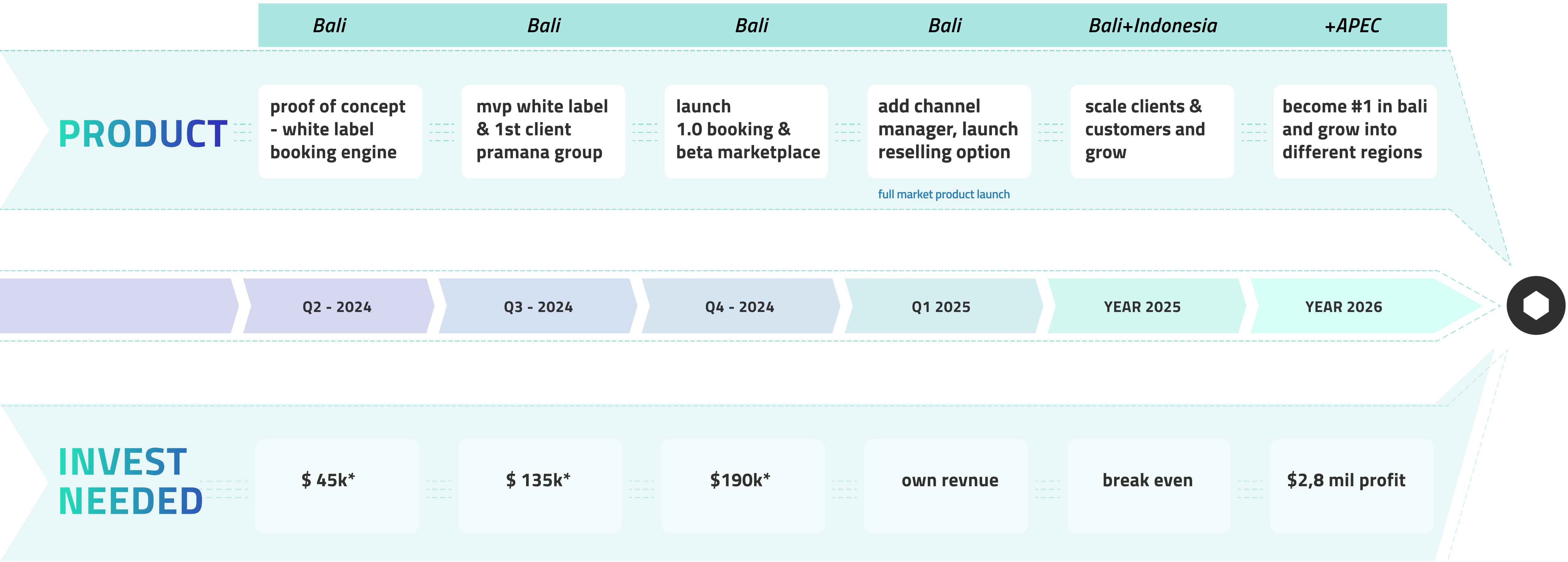
5 Year Out-Look

**\$20,7Mil Revenue \$9,9Mil EBITDA**



Category	Q3 24	Q4 24	2025	2026	2027	2028
Pramana Group	11,038	11,826	55,188	67,802	80,417	93,031
Total HMG (Rooms)	3,854	6,855	81,751	220,471	435,102	849,784
Total B&Bs	32	183	10,743	53,226	111,071	241,072
Total Retreats	7,056	14,433	184,685	437,610	693,618	949,627
Total Operators <a href="#">mybookr.io</a>	9,594	24,686	365,286	1,348,772	3,825,71	10,176,364
<b>Total</b>	<b>31,574</b>	<b>57,983</b>	<b>697,653</b>	<b>2,127,881</b>	<b>5,145,989</b>	<b>12,309,878</b>

# PRODUCT ROADMAP & CASH REQUIREMENT



*Only for  
accredited &  
strategic Investors*

# Convertible Loan (EQUITY INVESTMENT)

## FAMILY & FRIENDS

### BRIDGE FUNDING

**\$10k**  
for 1%

*ROUND CLOSES 10.05.2024*

- MIN \$ TICKET: **\$2,000**
- MAX INVESTORS: **5**
- 50% DISCOUNT
- RUNWAY 1.5 MONTHS

## FFF + NETWORK

### MVP FUNDING

**\$60k**  
for 4%

*ROUND CLOSES 31.05.2024*

- MIN \$ TICKET: **\$10,000**
- MAX INVESTORS: **6**
- 25% DISCOUNT
- RUNWAY 2.5 MONTHS

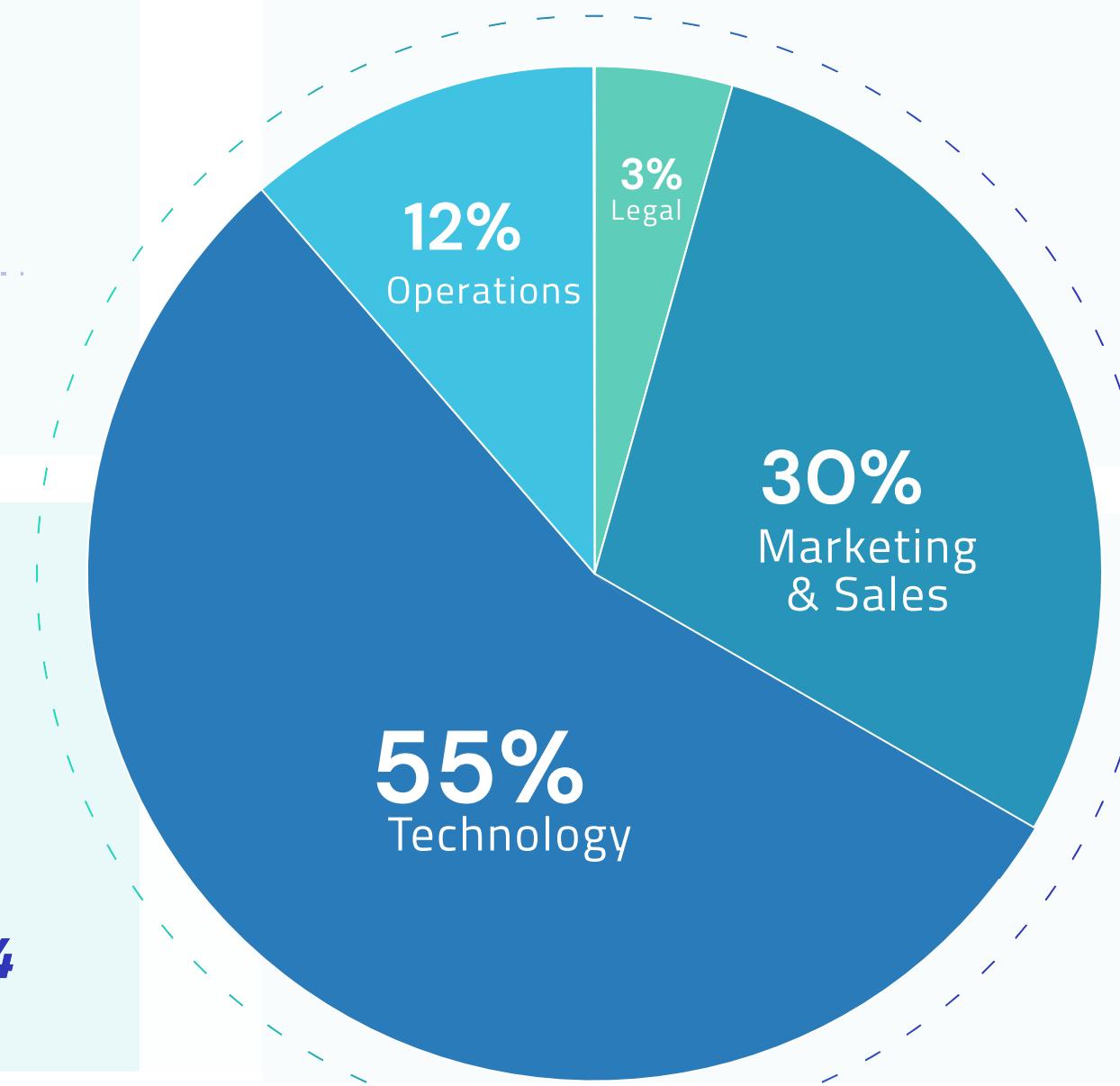
## STRATEGIC INVESTOR

### 1.0 FUNDING

**\$150k**  
for 5,8%

*ROUND CLOSES 31.07.2024*

- MIN \$ TICKET: **\$15,000**
- MAX INVESTORS: **10**
- 15% DISCOUNT
- RUNWAY 5 MONTHS



## USE OF FUNDS

*Company Valuation USD\$ 2.000.000*

# CORE TEAM



**Benedikt Rötsch** 

Co-Founder and CTO  
Full Stack Engineer and Architect in  
several Startups & Freelance World  
1 year in Bali  
12 years experience



**Sebastian Melz** 

Founder, Investor and CEO  
Business Development & Sales  
Serial Entrepreneur  
5 years living in Bali  
10 years experience in tech



**Mojtaba Zafaranloo** 

Co-Founder, Backend and Database Engineer  
Python and Django developer,  
Software developer, Database Designer  
17 years experience.



**Patrick Oberherr** 

Data and Platform Engineer  
Staff Data Engineer at Contentful, Delivery Hero  
and Several Startups  
19 years experience.



**Ottavio Braun** 

Co-Founder, Backend and DevOps Engineer  
API Connections, Database, Java and  
Legacy Code Expert  
20 years experience



*Investor*

**030labs, Company Builder** 

Company Builder responsible for the  
development of the MVP and the  
ongoing controlling & advisory.



**Francis Torres** 

Business Angel and Operative Advisor  
Mergers and Acquisitions Professional,  
Business Developer  
3.5 years living in Bali  
11 years experience



**Steuerfinanz** 

Business Angel  
Tax and Finance Advisor  
20+ Years experience



**Peter Rost** 

Business Angel, Change Advocate,  
Founder 13leaders, University Professor,  
Investor a.m.m  
35 years experience



*Business Angel*

**You Youson** 

Business Angel, FFF, Family Office, Fund,  
Investor, Advisor  
1000000 years experience



INTERESTED?  
GET STARTED!

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