

STARTING UP



Vacation Rental Management at Scale

Adriano Accardo, Co-Founder & COO

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A winning global team



Stephan Osmont

Founder & CEO



- Experienced Founder, CEO, CTO of Internet Software businesses (inc. Netscape)
- 15+ yrs in Tech Start ups, sold Intweetiv to Postplanner.



Adriano Accardo

Co-Founder & COO



- Google Executive, experience in evangelizing digital platform at scale
- 12+ yrs in Tech Sales and Marketing Management cross industries (inc. Leisure, Travel)



Cedric Raundin

Front-end Guru



- Engineer with expertise in multiple front-end technologies
- 5+ yrs in Vacation Rental Industry



Dean Kelly

Advisor



- Experienced Founder, Advisor, GM of Tech businesses (Founded Zanui, HeyLets)
- 5+ yrs in management consulting with Booz&Company.
- Sold jet.com to Walmart



Duncan Lorcan

Advisor



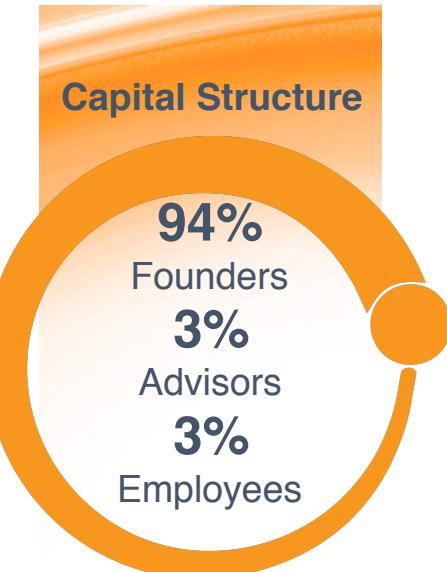
- Experienced Founder and CEO in Tech Businesses (CEO of Rocketspace)
- 20+ yrs in tech businesses
- Raised \$350M to grow Rocketspace



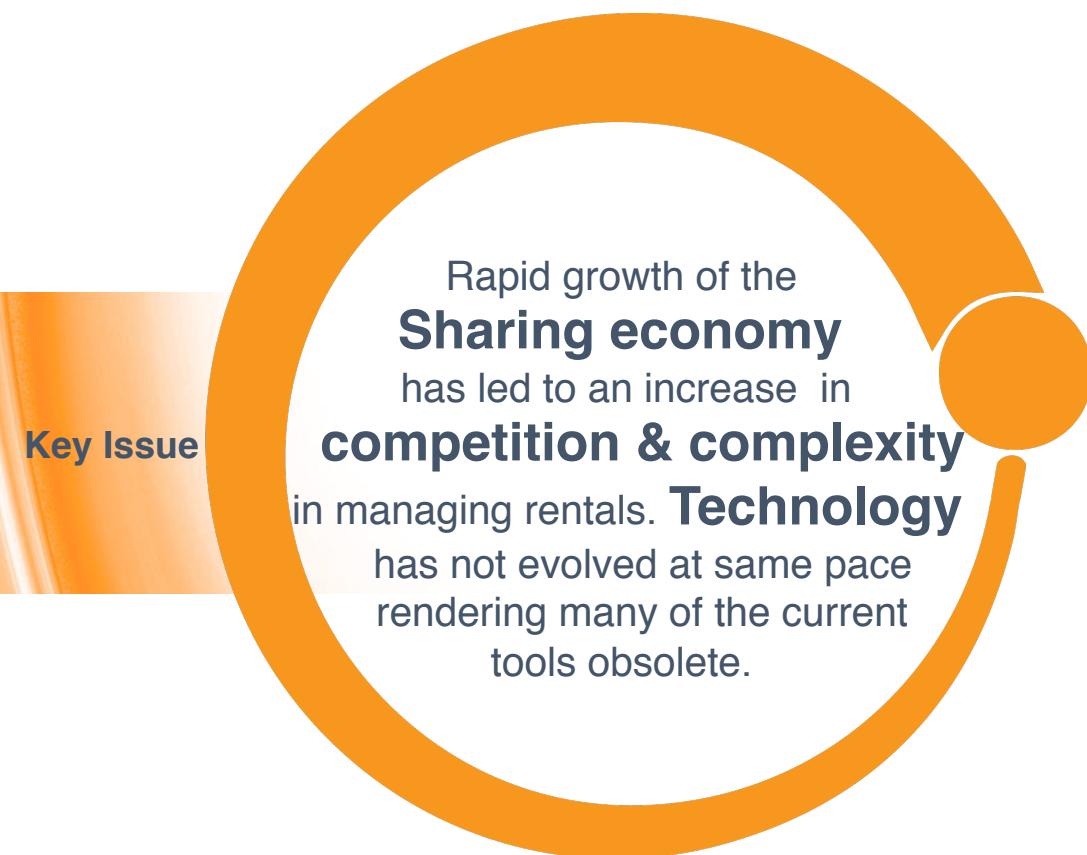
Paris for Rent

Advisor

- Vacation Rental Veterans
- Large Vacation rental agency
- Funded the MVP



Global Vacation Rental Market to be Worth \$190bn by 2021 With 7% CAGR



- Current solutions does not allow for scale and automation generating \$ millions in missed opportunities
- OTAs dominate representing 71% EU and 52%US of online sales²



Note 1: Source Technavio, **Note 2:** Phocuswright, \$ USD

You wouldn't...

- be able to grow your business with obsolete technology
- want your employee to do repetitive and manual tasks when you can automate
- want to take time away from your acquiring new properties and focus on customer experience

VISION



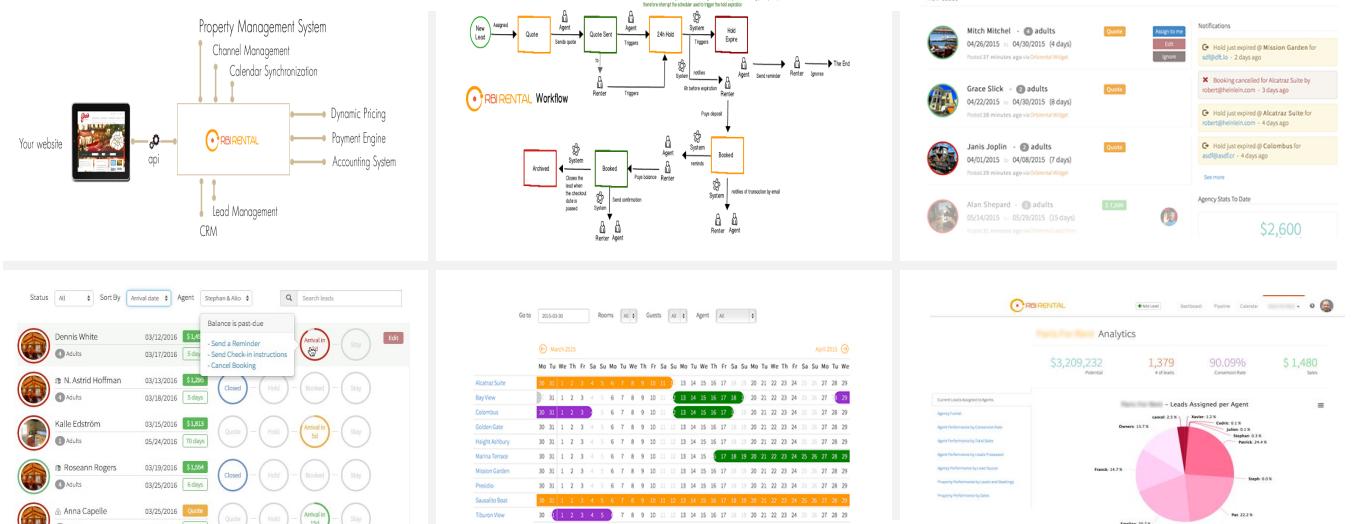
**Be the leading SaaS solution in the vacation
rental industry**

Our solution



Is a SaaS Technology platform that enables vacation rental management companies³ to streamline and scale their business through automation and integration (Open API)

- innovative workflow manager that reduces customer acquisition costs and increases conversion rates
- automation engine allowing VRMCs to put a large portion of their activity in auto-pilot
- integrations with best-of-breed services such as dynamic pricing, channel management, home automation, payment processing or accounting...
- user experience of the end-to-end booking cycle, customisable to adapt to the agency's business processes



Our traction

Selected client examples:



- Previously with Escapia Orbirental allowed to accommodate specific use cases.
- Reduced costs by 50% adopting Orbirental
- Increased efficiency with a customised workflow
- Orbirental Open API allowed complex setups with their third party agents. (maximise?)



- Previously with Streamline were able to achieve flexibility for accounting.
- Increased revenue by 50% via scaling their business internationally
- Maximized existing revenue by increasing their sales velocity and conversion rate



- Previously with Kigo achieved scale and improved Brand positioning
- Achieved efficiency via integration with their preferred channel manager (Cubilis) and accounting system
 - Maximised their international
- Operational with Orbirental team management settings which allow to assign property to different property managers in different regions



Other clients:



Our Partners

25+ Tech partners - Integrated with best-breed of technology partners that are now referring Orbirental

Selected partners examples



Multiple choices for yield management at property level



Flexibility in virtual payments



Improving customer experience:
Local guide books,,Smart digital
lockS and 3D property visual.

57 Channels and growing



Maximise revenues and achieve scale by using our integrated channel managers



Direct channel integration reaching 80% of the market

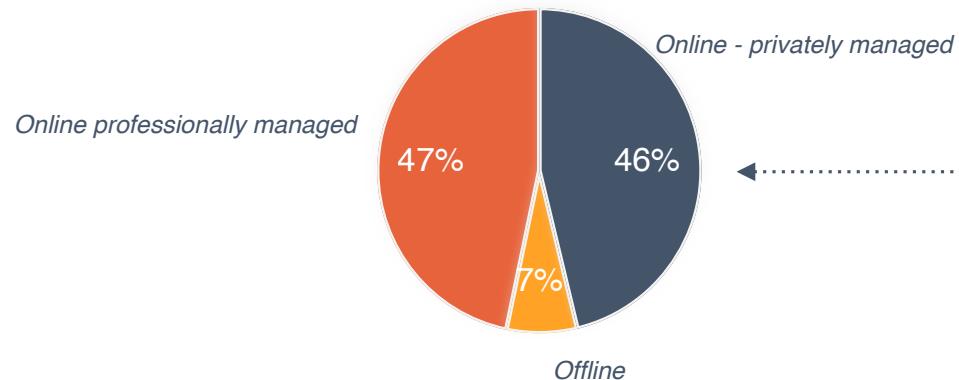


Affiliated to Industry bodies



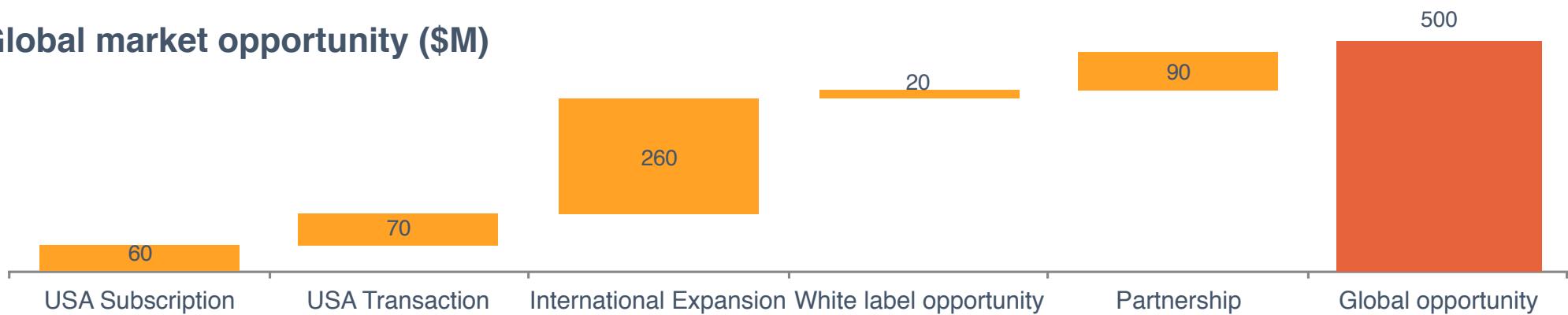
A \$500 million opportunity

20 Million Vacation Homes – US and Europe*



Potential Property Management company target USA is 93,000 (1%)

Global market opportunity (\$M)



(*) Source: Phocuswright and VRMA

*Assuming 500,000 properties on Orbirental, \$250 average nightly booking, 26 weeks per year occupancy, with 50% of bookings made through Orbirental

** Example: RentalCafe or TopSelectVisit licensing revenue

*** Essentially payment processors rev share, channels rev share and insurance rev share

Vendor Landscape



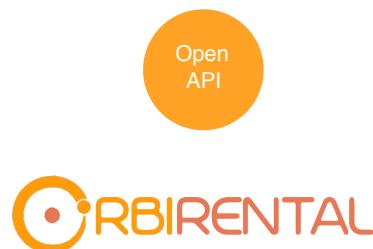
Go to Market strategy



Future roadmap opportunities



Core Platform



25 Tech Integrations

Done

Mobile app/ Channel Manager



Doing

Partnership/Integration



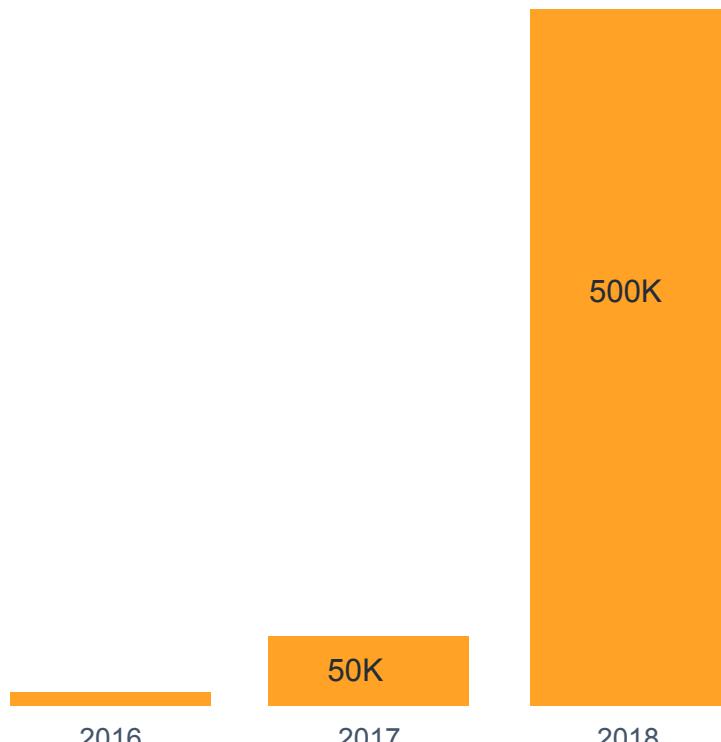
Future



Key SaaS metrics and forecast

	2016	2017 forecast	2018 forecast
Investments to date	\$50K	n/a	n/a
MRR	\$11K	\$50K	\$500K
Gross Margin	95%	95%	95%
No of customers	60	217	1421
Client Retention	N/A	94%	94%
Average Sales Value (p.m)	\$252	\$499	\$499
CAC	\$780	\$671	\$331

Monthly Recurring Revenue Forecast



Why we are here



We are raising
\$700K of capital
so that we
can...

...continue to build the next generation of vacation rental software and fuel our international expansion to add **1650** additional customers to our existing **60** and **\$500K to our MRR.**

Our customers and partners love us!



Daniel NG: Director of
Technology
Solid platform for efficiency.

**"World's Largest Vacation Rental
Search Engine Announces New
Partnership With Listing
Management Software Company"**



**"Orbirental automates and
analyses processes to simplify
vacation rental industry"**



inmanNEWS



Stefan Raffeiner
Engineer Lead
Amazing API integrations!