

SOSTRAVEL APP

sosttravel

APP YOUR TRIP

The only app designed to meet all of your travel needs

SOSTRAVEL APP

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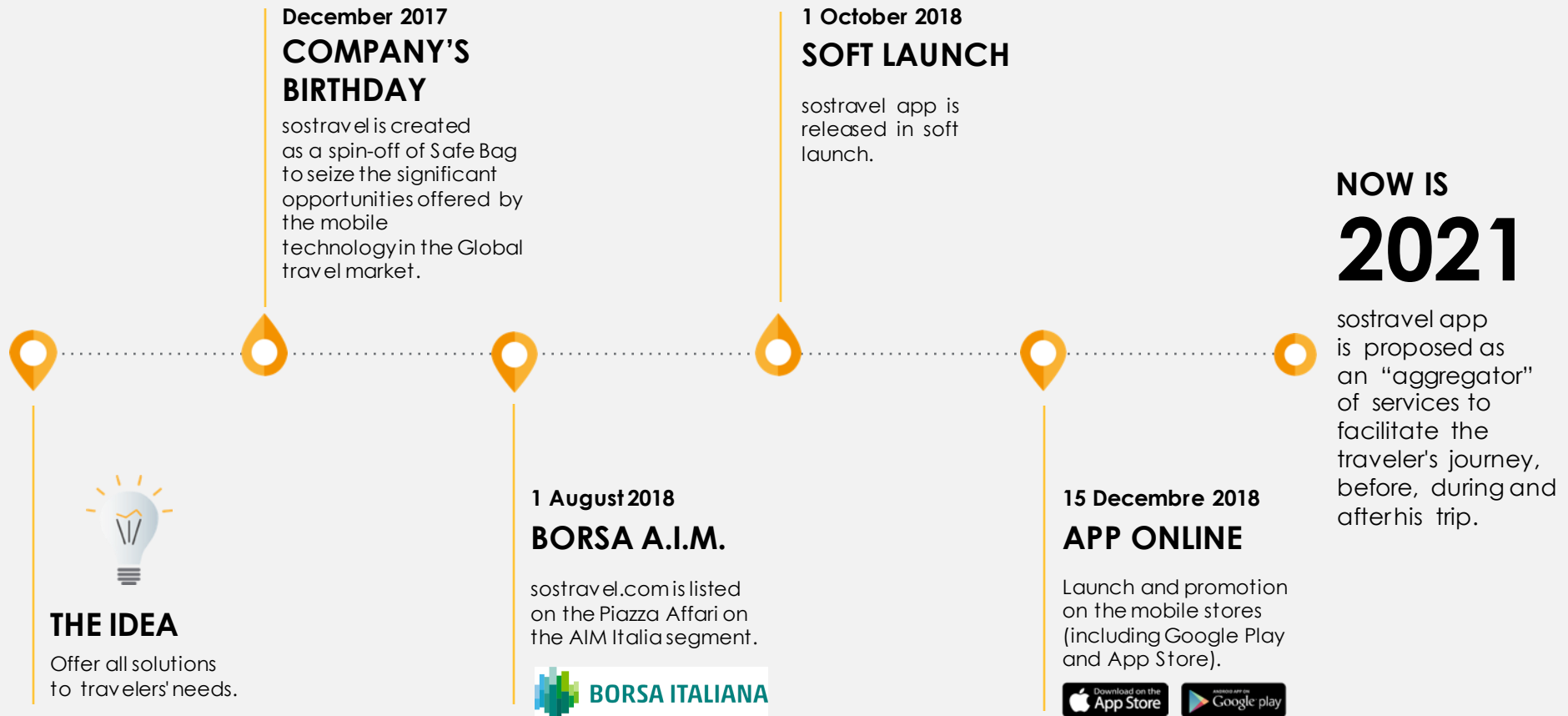
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About sostravel

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Company overview



Rudolph Gentile
Chairman & CEO

- Degree in Sociology at La Sapienza University of Rome
- President and founder of Safe Bag S.p.A. (since 1997)
- Founder & CEO of Moviemax S.p.A, a production and distribution company listed on the stock exchange (2004)
- Founder of M2 Pictures S.r.l. (2010)
- Member of the Board of Air Italy (2010-2012)



Nicola De Biase
Non-Executive Director
Investor relator

- Degree in Economics of Financial Markets at Bocconi University
- Relevant experience in PE sector (Meridie Investimenti S.p.A, Cape Natixis SGR and Convergenza S.C.A.)
- Partner of Italglobal
- Member and director of AMF S.p.A., Ideal S.r.l. and Gimel S.r.l.
- Business Partner, IR & Head of Corporate Finance at Safe Bag S.p.A

Market-Activity-Clients



MARKET

Sostravel operates in the **integrated assistance services market for air passengers**, by providing services to passengers through digital platforms and mobile devices.



ACTIVITY

Sostravel was founded in **2017**, as a spin-off from **Safe Bag SpA**, with the aim to take the significant opportunities currently offered by **mobile technology in the global air travel market**.

The company's goal is to overcome the highly fragmented air passenger services market by offering a single integrated digital platform, able to assist the traveler throughout his entire journey (assistance with multiple services before, during and after his journey).

Sostravel works basically as an **“aggregator” of services**, signing up ad-hoc contracts with multiple providers (partners) in order to become **the main reference point** for the final customers.

sostravel provides passengers helpful information, service purchases, travel insurance and other assistance services in a **clear, simple and complete** way for a pleasant journey.



CLIENTS

Passengers (**B2C**), Airport/Handler operators (**B2B**).

Financials

Key Financials (K/€)	2017 Pro-forma ⁽¹⁾	2018	2019	2020
Value of production	1,861	2,481	3,174	916
EBITDA	915	473	-126	-855 ⁽²⁾
EBIT	786	-97	-1,206	-1,957 ⁽³⁾
NFP (cash)	44	3,267	1,222	456
Users database (mln)	0.13	0.43	1	1.1

⁽¹⁾ 2017 is represented in a pro-forma format because the Company was founded in Dec 2017

⁽²⁾ This was due to the Covid-19 pandemic despite the strong cost containment which was implemented, for example, through the use of social safety nets (the cost of personnel was reduced by 40.2% compared to 2019).

⁽³⁾ Due to amortization/depreciation, write-downs and provisions totaling 1,102 thousand Euro

Strategy

sostravel's aim for the next years is to increase the customer database and, consequently, the revenues.

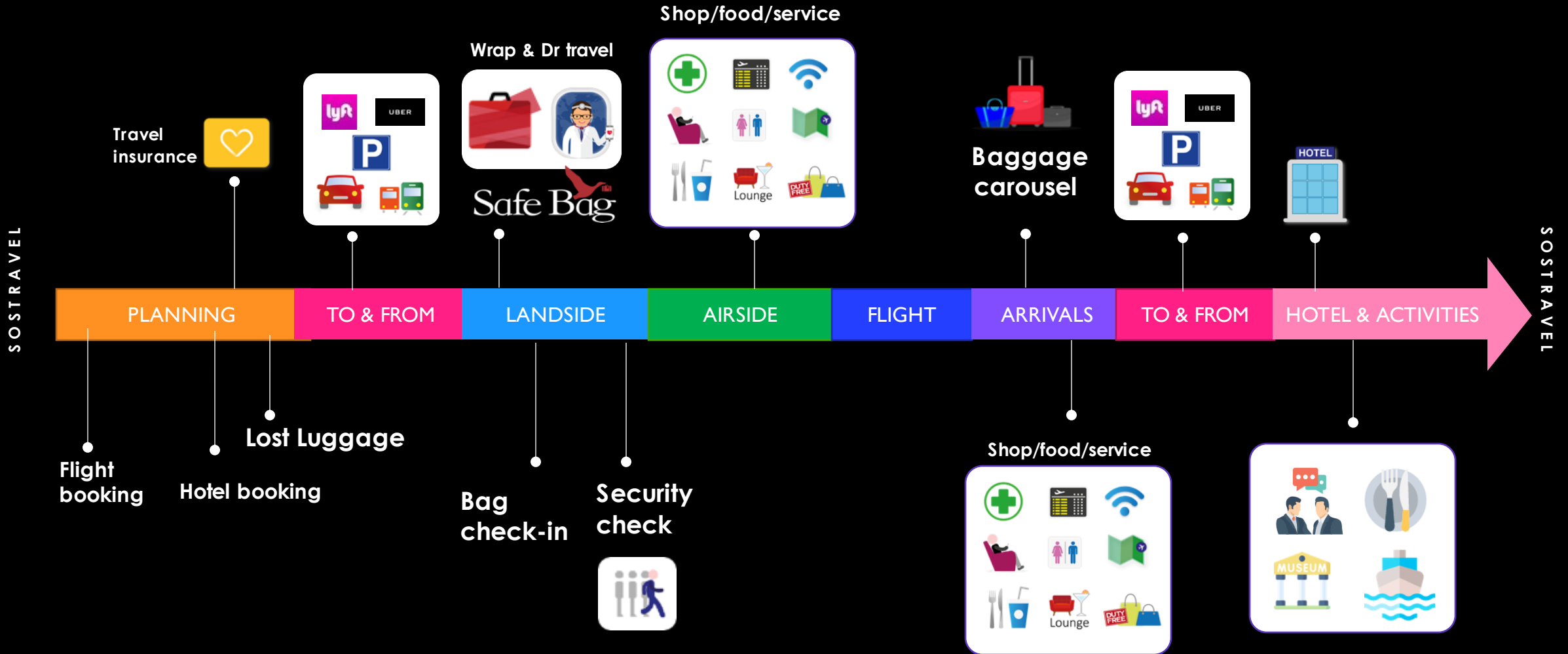
The company's strategy is focused on:

- 1) eCommerce** – In 2022, the UX of sostravel App and website will be completely renewed with a focus on online sales
- 2) Commercial Partnerships** – We will make deals with travel agencies and OTA to expand our customer base and sell our services on different channels
- 3) Targeted Advertising** – A focus on digital advertising, targeted towards US, will be the key to reach a widespread audience with a great potential



Ideal travel Journey

Summary of travel moments



The Problems.



TOO MANY APPS AND WEBSITES

There is **an app** for **every single travel** query or you need to surf on the **web** for any **question** you may have.



DIFFERENT INFO

The same information can be communicated differently, in different parts of the world. Airlines services and policies are not the same and vary by air company.



MOBILITY

It's hard to get your bearings in a new place, at the airport (getting to/from...)



ACCESS TO SERVICE

Where the traveler can access the services he needs?
When?
How?



STRESS

Long waiting times, unforeseen events, schedule changes, illness, etc.

MISSION AND VALUES

Easy Complete Functional



SOSTRAVEL FOCUS

The company mission is to overcome the highly fragmented air passenger services market by offering a single **integrated digital platform** able to assist the traveler throughout his entire journey, providing assistance with **multiple services before, during** and **after** his trip.

sostravel app provides passengers with access to **helpful information**, purchase of services, travel insurance and assistance in a clear, simple and complete way for a pleasant journey.



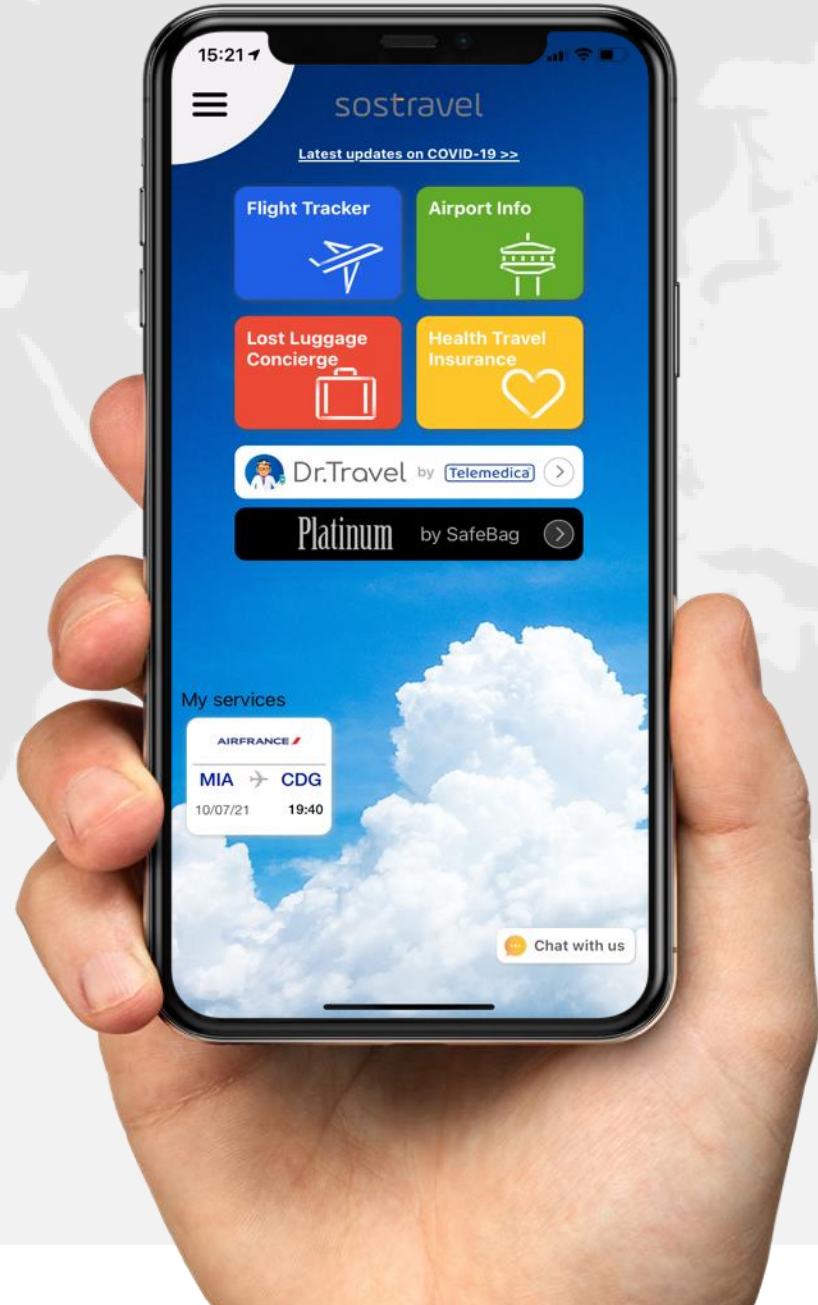
App your trip

Enjoy your journey stress-free

The only app designed to meet all of travel needs



Partnership with
Huawei AppGallery



Flight Tracker

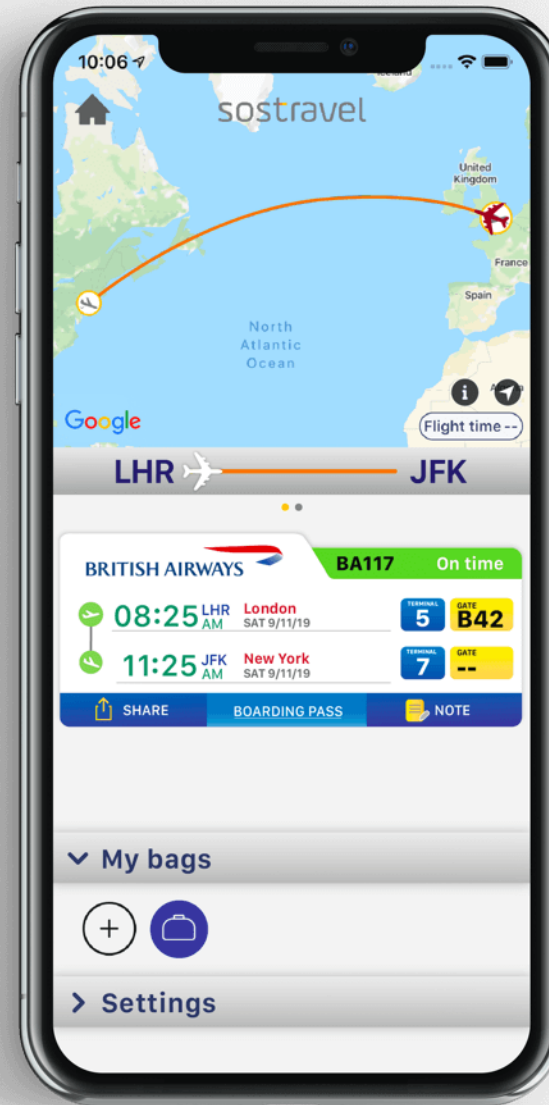
follow your flight in real time

UPDATE IN REAL TIME

Updates in real time on: **delays**, cancellations, **gate** changes and **travel information**.

SHARE ITINERARY

Keep **friends and family** updated in **real time** on your trip. You can share your itinerary in **different languages**.



BOARDING PASS

Access your **boarding passes** and **digital passes**.



Digital Concierge



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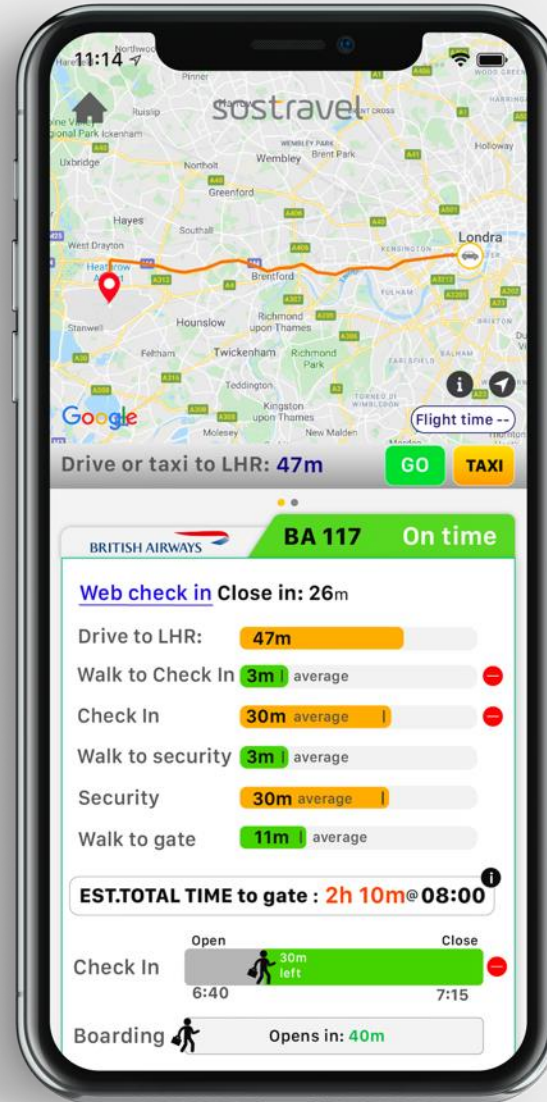
DRIVE OR GET A TAXI

Integrated **navigator** with GPS programmed to reach your Terminal. Or you can book at **any time** a **private car!**



TIME

Digital Concierge informs you of **Check-in opening** and **closing times** as well as **Boarding starting** and ending times.



INCOMING FLIGHT

Follow your incoming flight in **realtime**

Where's My Plane? [Follow on the map](#)
En route from New York (JFK)

	JFK 07:15 PM	New York FRI 8/11/19	BA 178
	LHR 07:43 AM	London SAT 9/11/19	BA 117

AIRPLANE MODEL

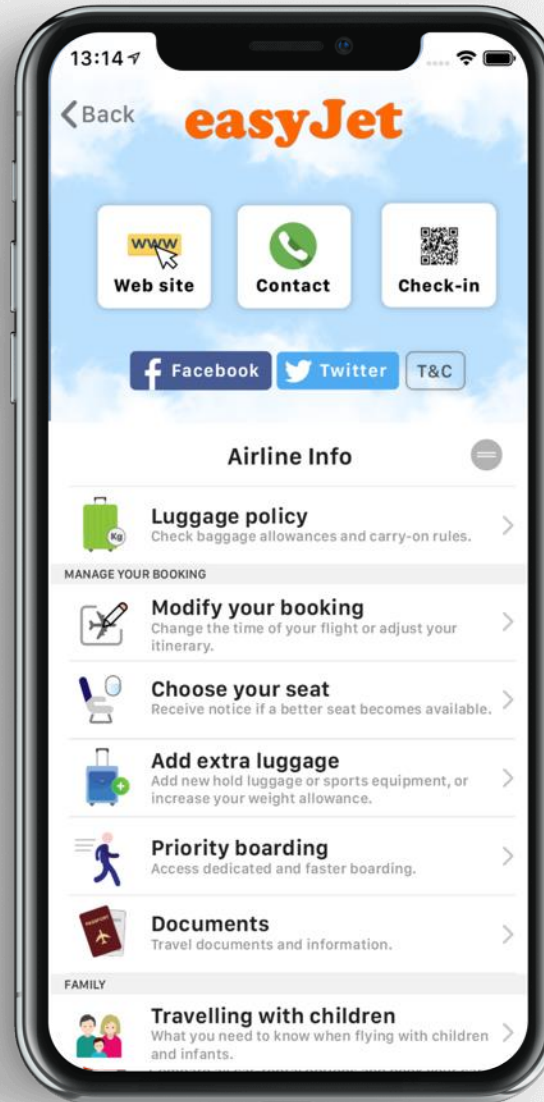
Boeing 747-400 Passenger Tail Number G-BYGA

552 mph **5,995 mi** **18 Years**
Cruising Speed Range Age

Airline Info

Access **information** from **all the airlines** in the world with a single tap

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- Children travelling alone**
Info and services available for children flying alone.
- Expectant mothers**
Information and advices for a safe travel.
- Special Assistance**
Services available for special needs and assistance.
- Book your meal**
Pre-book your flight meal.
- Duty free shopping**
Discover boutiques and exclusive offers.
- Routes**
Discover all available destinations.
- Group Booking**
Benefit of Group Booking offers.
- Promos**
Discover the promotions in progress.
- Business miles/points**
Keeps track of your reward programs for you.
- Information on Lounges**
Find out more about our lounges.
- Entertainment**
On-board experience.
- Wi-Fi**
Info on Wi-Fi availability on our flights.

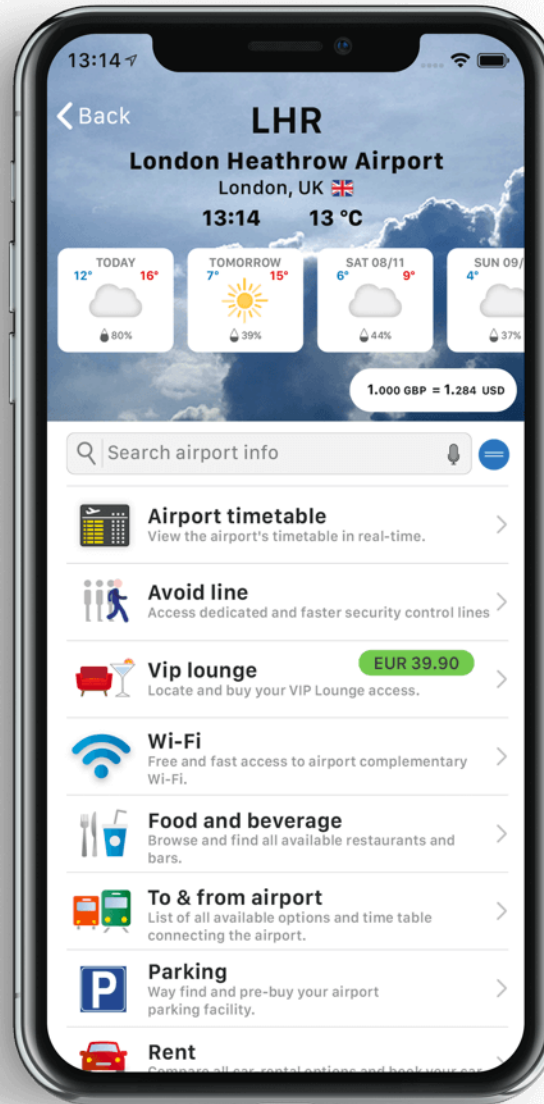


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Airport Info

Find all the information you need at the airport: Arrival and departure times, gate locations, food options, the best shops, transportation, terminal maps ... we got you covered!



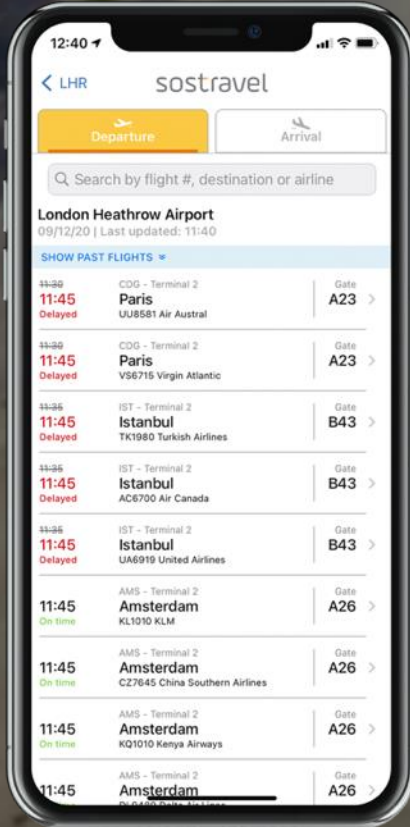
- Maps**
Locate anything you need in the airport
- Pharmacy**
Locate all pharmacies & fast care available in the airport
- Shop**
Discover here the available shops and how to reach them
- Atm**
Find the nearest ATM
- Tax refund**
Find the nearest office to apply for a VAT refund
- Airport change**
Do you want to change currency and you can't find the counter? Look it up here.
- Wrap your bag**
Wrap and protect your suitcases
- Toilette**
Search for toilets near you
- Beauty & fitness**
Discover the available beauty and fitness centres
- Business services**
Meeting rooms available for events and business meetings
- Charging station**
Find where to recharge your electronic devices

- Family entertainment**
Entertainment for you and your children also at the airport
- Hotel**
Find Hotels near the airport
- Info point**
Information points open to the public
- Lost & found office**
Points dedicated to the discovery of lost items and suitcases
- Luggage storage**
Find luggage storage points
- Massage / spa**
Massage / Spa centres
- Other**
Other
- Prayer area**
Space dedicated to meditation and prayer
- Public service office**
Public service office
- Smoking area**
Smoking area only
- Special assistance**
Find special assistance points

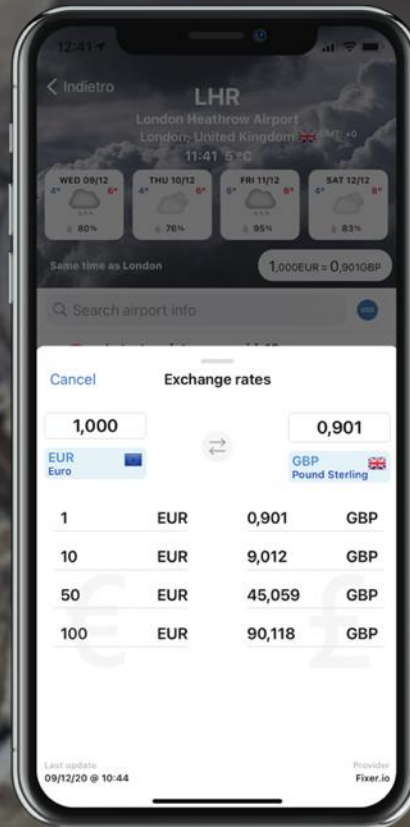
Airport Info



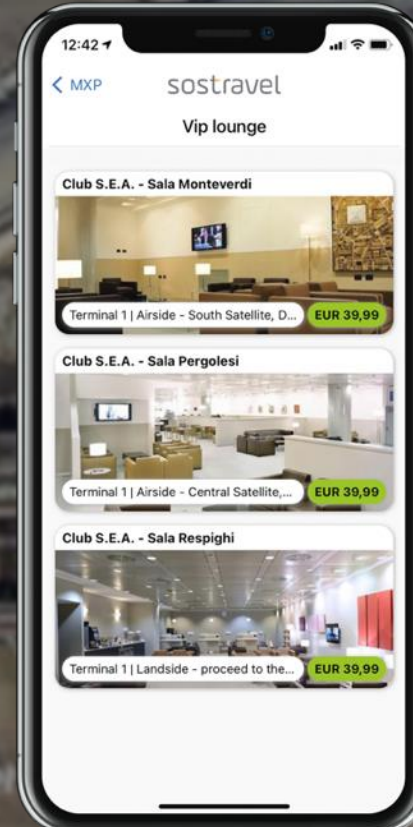
AIRPORT TIMETABLE



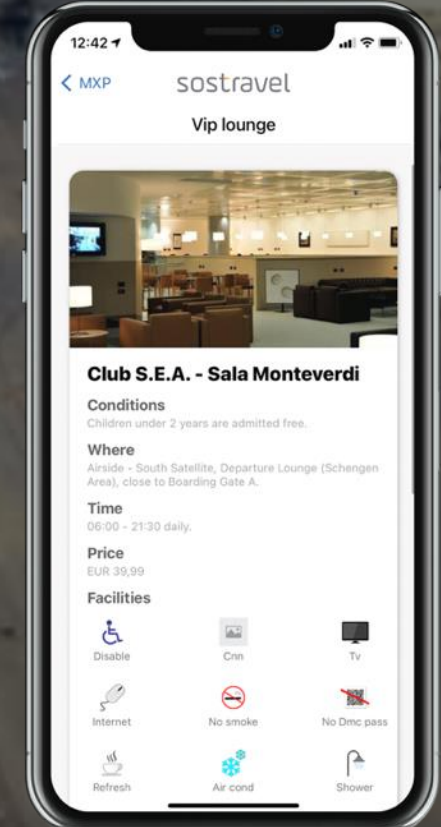
EXCHANGE RATE



VIP LOUNGE LIST



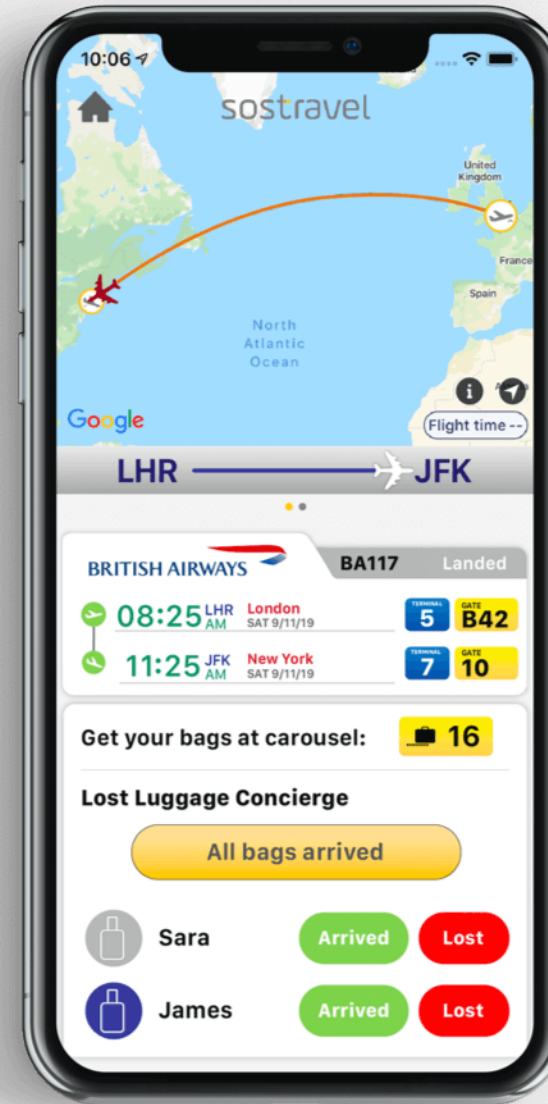
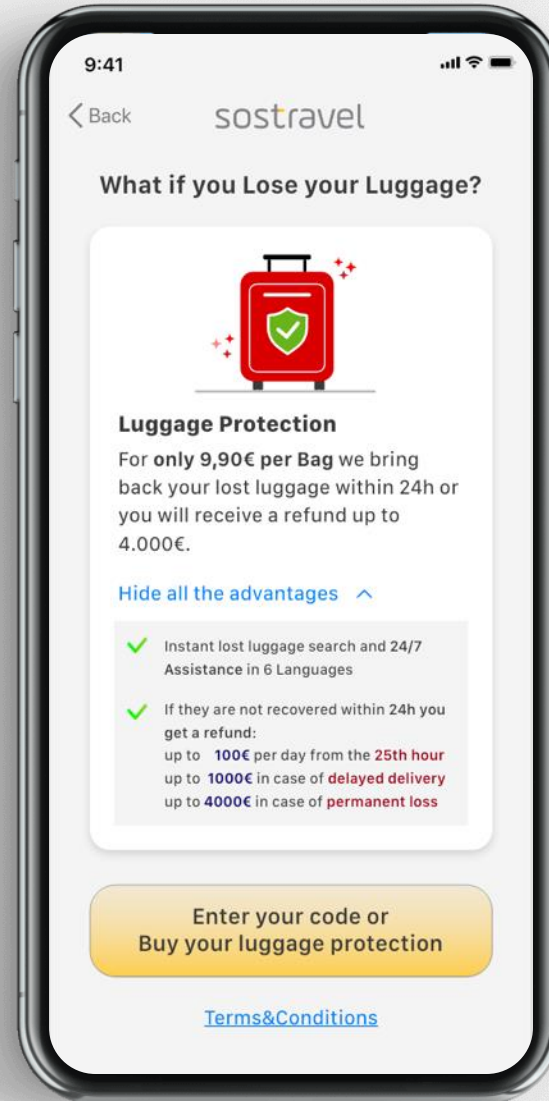
BOOK VIP LOUNGE PASS



Lost Luggage Concierge

Lost Luggage Concierge is a service that provides **assistance** and a **reimbursement** to travelers in case of mishandled bags.

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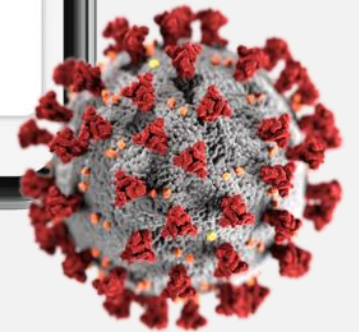
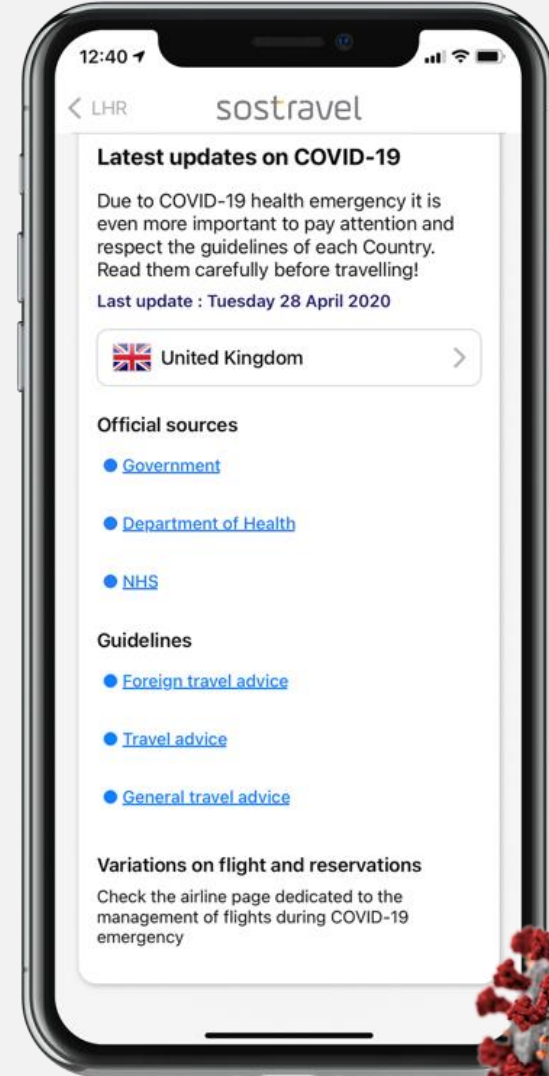
Last update on COVID-19

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WE CARE

Informed of the **latest updates** regarding Covid 19 in the country of **departure and destination.**

COVID-19 INFO



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Dr.Travel

by **Telemedica**[®]

24/7 telehealth access for 14 days

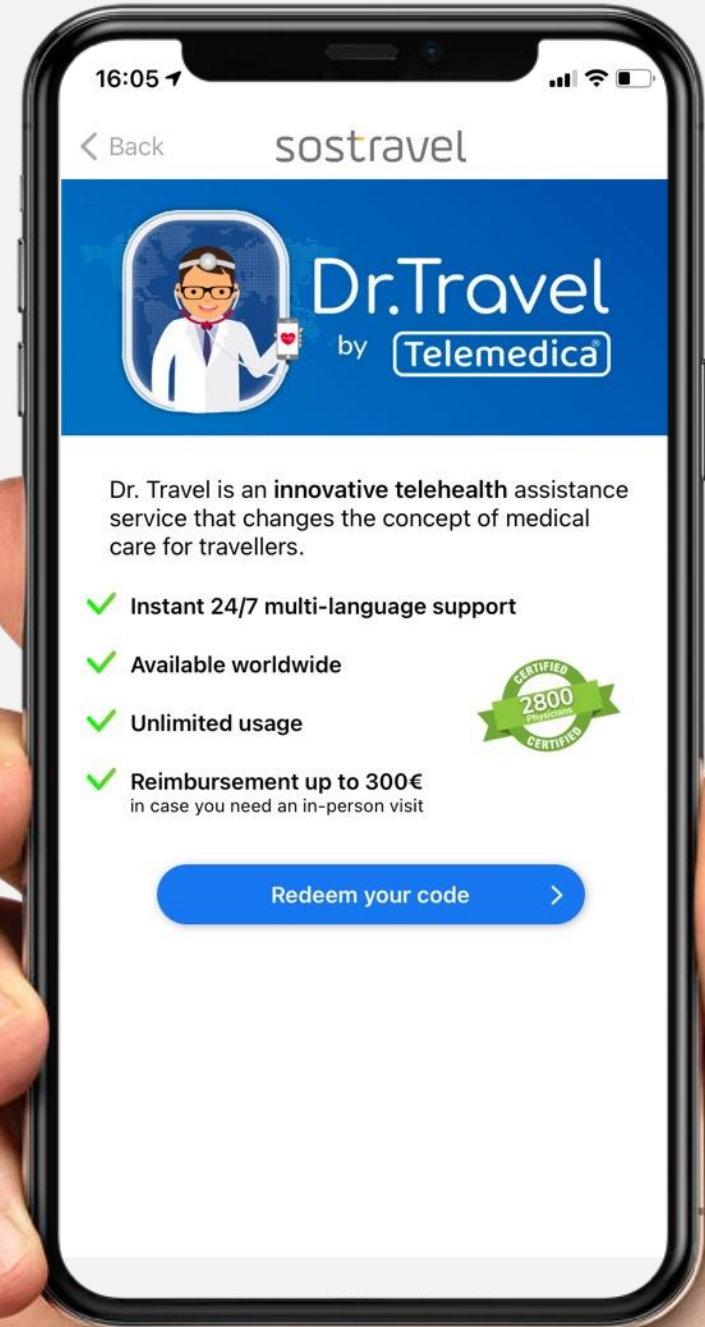
AN INNOVATIVE TELEHEALTH ASSISTANCE SERVICE THAT CAN CHANGE THE CONCEPT OF MEDICAL CARE FOR TRAVELLERS.



**INDIVIDUAL
PACK**



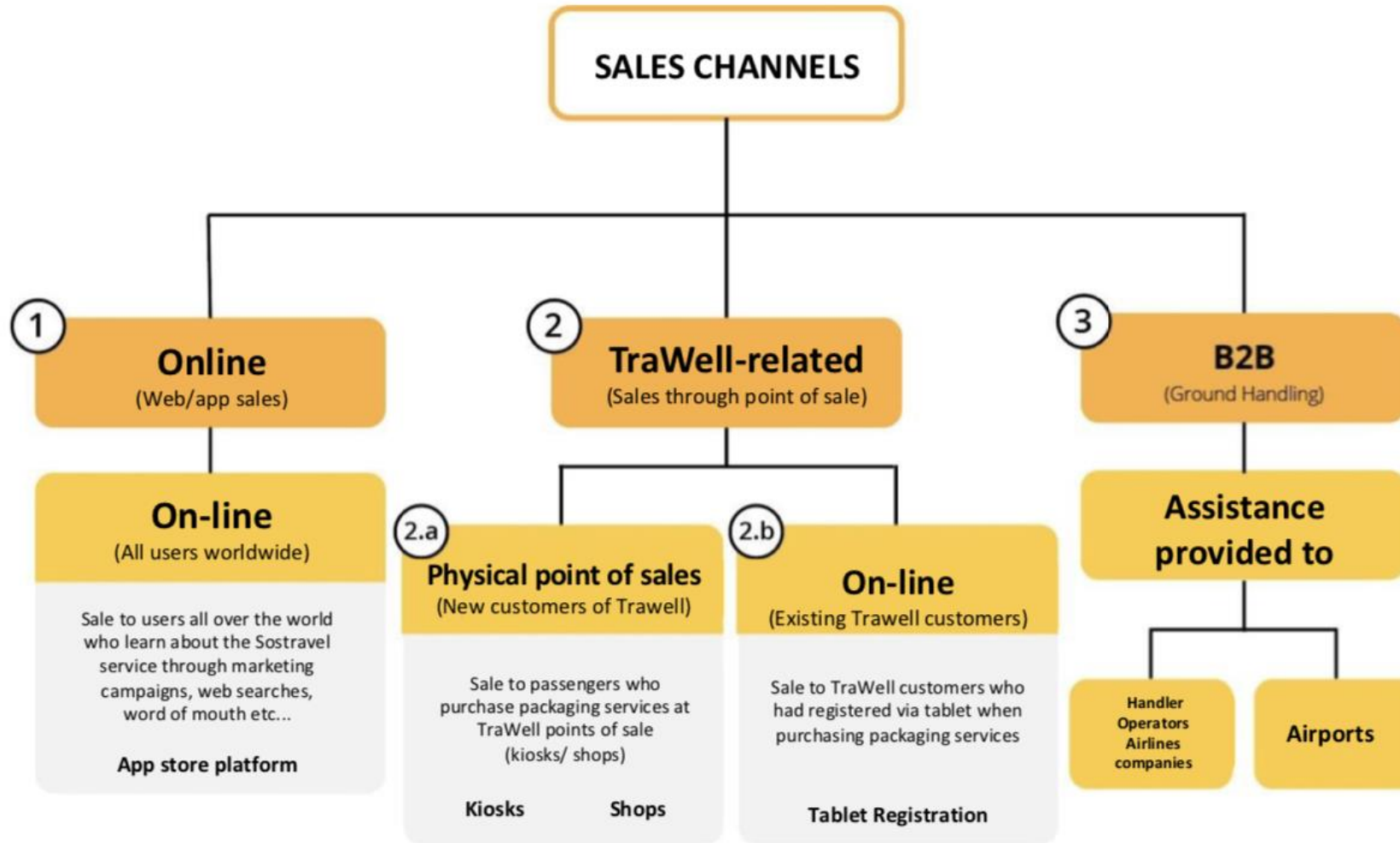
**FAMILY PACK
Up to 4 dependents**



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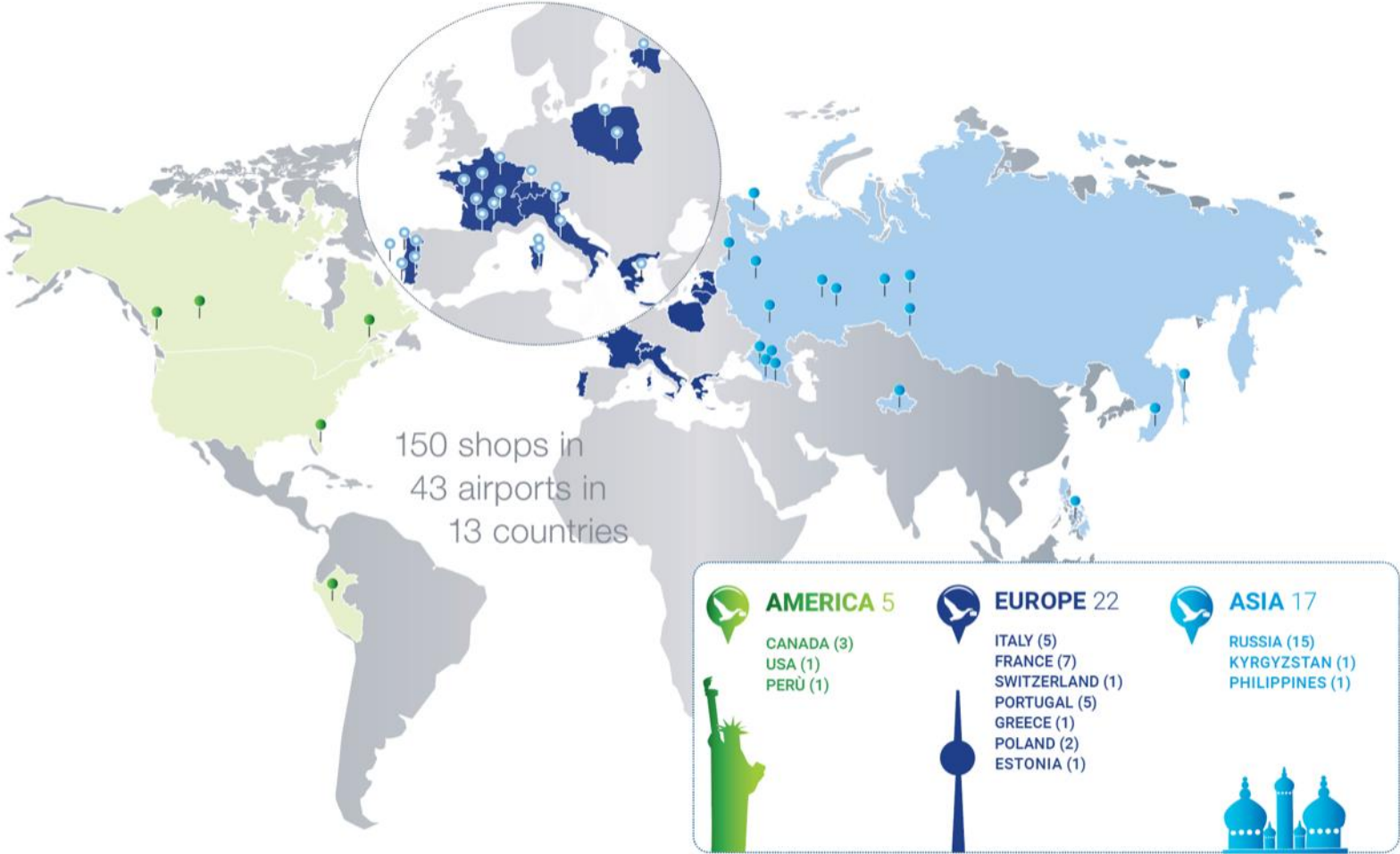
Sales Channel



Potential customer Network

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Critical Success Factors

Distinctive Value Proposition

Sostravel offers an **integrated solution** to meet the key needs of air passengers, currently **not completely covered** by other service providers and which makes it **unique** in the field of service APPs to travellers.

The APP

The App has been developed in **8 languages**. The technology used makes it possible to integrate/update the App with other services to meet the needs of the traveler.

Commercial Partnerships

SOS Travel has already signed **commercial agreements** for the sale of the **App services** and provision of support to **Ground Handling** companies, which include the following:
SOS Travel App: Flightstats (Flight Info), Collinson Group (Lounge Pass), Rentalcars.com (Car rental), IMA (Travel Insurance)
Ground Handling: Aviation Services SITA World Tracer
Travel Concierge: Servizi informatici

Synergies with mother company

The **synergistic relationship** with TraWell Co allows sos Travel to leverage on: Safe Bag's customer portfolio
Experience gained in the airport services sector
Safe Bag's international presence and brand reputation

Scalability of the business

- **Limited** fixed costs/overheads
- **Low capital intensity:** capital is strictly intangible (software) and linked to digital marketing investments necessary for online development.

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sosttravel. Thank you.

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