



THINK DIGITAL, TRAVEL NOW
FRANKFURT ITALIAN EQUITY CONFERENCE

16 April 2026 | 2nd Edition sponsored by CFO Sim and Value Track Sim



DECEMBER 2017

Foundation of the company

Sostravel was born as a spin-off of Safe Bag to seize the significant opportunities offered by the technology in the global travel market.

NOVEMBER 2022

Merger DDC

Merger with Digital Destination Company



TODAY

New Sostravel

With the new management team in place



SOSTRAVEL

SOSTRAVEL



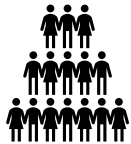
SNAPSHOT



Sostravel.com S.p.A. is a digital travel company that manages the sostravel and flio apps and the www.sostravel.com & www.amare.travel platforms



The company develops proprietary digital travel solutions, such as the **Lost Luggage Concierge** for the protection and recovery of luggage and **Dr.Travel**, a telemedicine service designed for travelers that can be used via app or by calling customer service.



Over 1 million users worldwide have used Sostravel.com as a digital travel companion, to find deals on their trips and get information to make their travels more enjoyable.



Sostravel.com offers investors a unique opportunity to gain exposure to the growth of global travel and digital travel services, both of which are characterised by **high CAGR**.

BUSINESS LINES

SOSTRAVEL

1



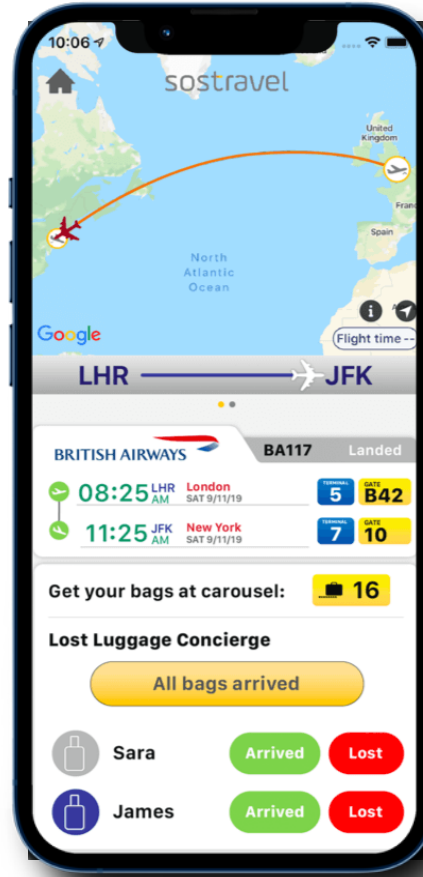
TRAVEL BOOKING



2



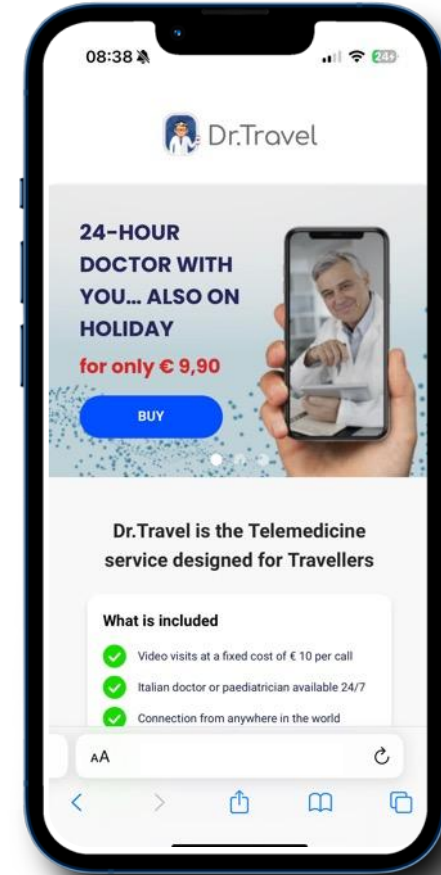
LOST LUGGAGE CONCIERGE



3



DR. TRAVEL

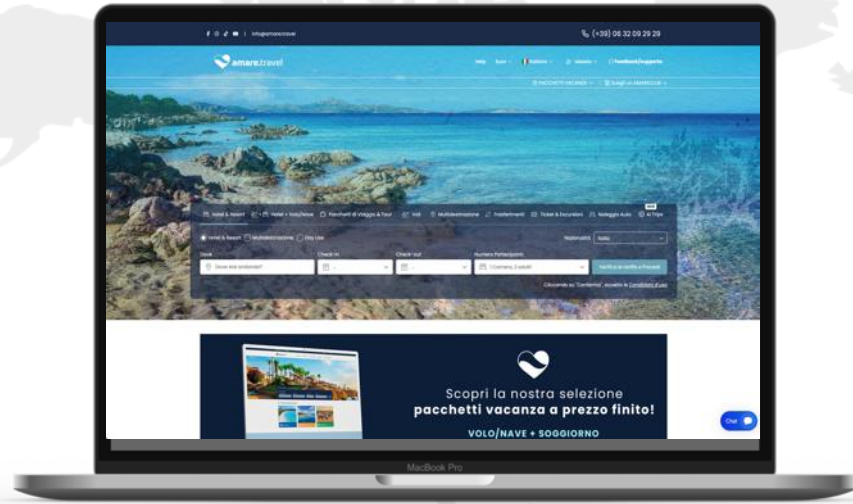


SOSTRAVEL

2026 - Amare.travel platform: a Dynamic portal and package portal

SOSTRAVEL

SOSTRAVEL

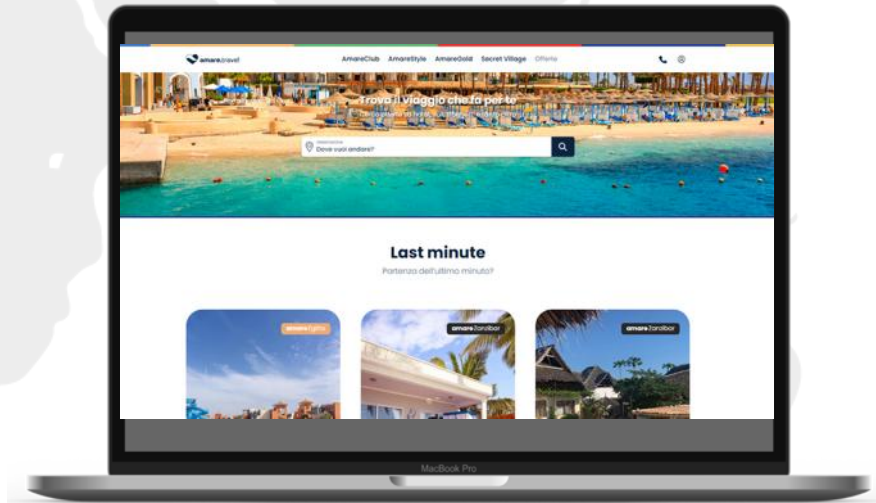


Amare.travel

A dynamic portal with 8 search engines, enabling users to create a tailor-made journey or book a single service.

Vacanze.amare.travel

Portal of holiday packages offering fixed departures and prices including transport, transfers and hotel accommodation.



Travel booking

Online Travel Creation and Distribution

PRIVATE LABELS



- Over 20 years of local knowledge.
- Long-term Management agreements
- 80% of the business is directed towards these destinations.
- Also offered through other platforms, including:



OTHER BRANDS

Flights, accommodation, car rentals, transfers, tours and activities aggregated from 50 partner platforms.



**Thanks to our technology, customers will be updated in real time
on news and travel proposals**



Innovative services for travelers

Our innovative digital services are designed to simplify and enhance every stage of the travel experience, supporting travellers and their luggage, while addressing potential critical moments along the journey.



Lost Luggage Concierge

Lost Luggage Concierge: This is the service dedicated to tracking and delivering lost luggage within 48 hours.

- ✓ Dedicated 24-hour support via chat/phone/social media.
- ✓ Reimbursement of up to 4,000 € in case of permanent luggage loss.
- ✓ The service can be purchased before the flight departs.
- ✓ Further information at <https://shop.sostravel.com/it/LLC-detail>



Dr . Travel

Dr.Travel: Telemedicine service for travelers. It enables users to book a video consultation anytime, anywhere, with access to an Italian-speaking doctor and/or paediatrician.

- ✓ More information about the service at <https://dr-travel.eu>



FINANCIAL DATA



FY22-24 Historical Financial Data

Key Financials	2022	2023	2024
Sales revenue	€ 17.29 Mln	€ 19.53 Mln	€ 22.44 Mln
EBITDA (Gross Operating Margin)	€ 23 thousand	€ 461 thousand	€ 686 thousand
EBITDA Adjusted	€ 23 thousand	€ 541 thousand	€ 764 thousand
PFN Adjusted (+ debt / - cash)	€ (29) thousand	€ (27) thousand	€ (161) thousand

After years of growth, Sostravel has decided to make a change of strategy to transform the business model with the aim of structurally raising the margins of the travel division and reducing risk.

2025 – The Year of the Strategic Turning Point

A New Strategy for Value Creation

- To build **stronger and more sustainable growth**, we have implemented **radically renewed operating pillars**:
- **Risk Optimization**: Progressive reduction of "empty for full" commitments, with a stronger focus on the sale of hotels and resorts under zero- or limited-risk structures.
- **Operational Resilience**: Expansion of the portfolio of **destinations under contract** and diversification of suppliers. In this context, **Kenya** delivered an outstanding performance, confirming its role as a **key destination** and making a significant contribution to sales during the period.

Innovation in Services: Lost Luggage Concierge

- In parallel with the travel division, we are strengthening our technological offering. The **Lost Luggage Concierge** service is working closely with leading Tour Operators to integrate its assistance directly into organised travel packages. This "**native**" **integration** allows Tour Operators to improve their offering with an additional level of protection and peace of mind for the customer, with no extra inconvenience for travellers, who benefit from **automatic and seamless protection**.



sostravel.com continued with investments in innovation and development with the aim of expanding and further consolidating its leadership in the sector.

2025: The Year of Transformation: Analysis of 2025 Financial Results

The year's results were affected by the change in strategy and reflect this necessary transition phase:

Key Financials	31/12/2025	31/12/2024	Change
Sales revenue	€ 17.78 Mln	€ 22.44 Mln	(20.7)%
EBITDA (Gross Operating Margin)	€ 105 thousand	€ 686 thousand	(84.6)%
EBITDA Adjusted	€ 145 thousand	€ 764 thousand	(81.0)%
Risultato Netto	€ (412) thousand	€ 68 thousand	n.m.

- The **adjusted Net Financial Position** as of 31 December 2025 amounted to € 1,204 thousand, showing an increase in debt compared to the net cash position of € 161 thousand recorded in 2024. This trend is mainly attributable to the decrease in revenue, a direct reflection of the strategic decision to abandon risky business volumes in order to preserve the quality of the portfolio and future solvency. The reduction in empty/full revenues led to a reduction in advances from B2B partners, and the increase in risk-free agreements in multiple regions led to an increase in outgoing advances (both dynamics had an effect on the NFP). Despite the reduction in turnover, EBITDA remained in positive territory, demonstrating the resilience of the operating structure and the effectiveness of cost containment actions.
- **The current financial structure is to be considered transitional:** the **solidity of industrial margins confirms the company's ability to sustain the current repositioning phase**, waiting for the full implementation of the new revenue lines to bring cash flow back to historical levels, rebalancing the financial position over the next few years.

Financial Roadmap

The 2026–2028 business plan is currently under approval by the Board of Directors and is based on the following assumptions:

Year	Strategic Phase	Financial Focus	Main Objective
2025	Consolidation	Budget Cleanup	Operational Efficiency
2026	Execution	First effects of the new strategy	Trend Reversal
2027	Expansion	↑ Turnover & Cash Flow	Return to Profit/Growth
2028+	Leadership	↑↑ EBITDA & PFN	Global Scalability

Driving the growth

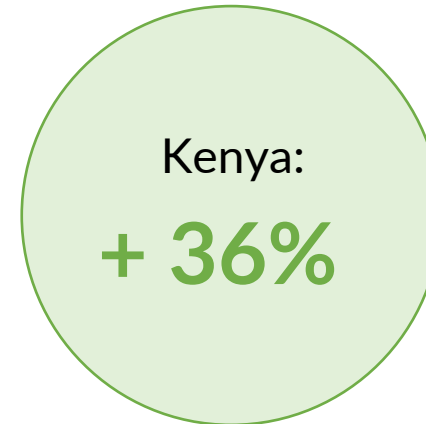
Looking to the Future with Awareness

- In a young company, **changing to constantly improve is an essential value**. While this may lead to temporary slowdowns, we believe these are steps towards stronger, healthier growth that generates real value for all our stakeholders over the long term.
- **Sostravel is evolving to become a more agile and profitable player.**



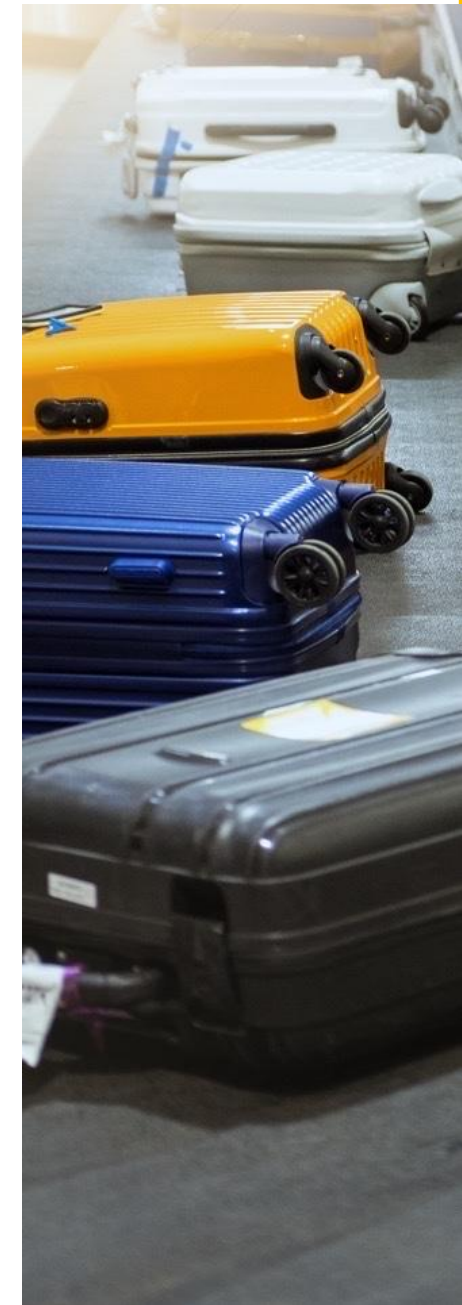
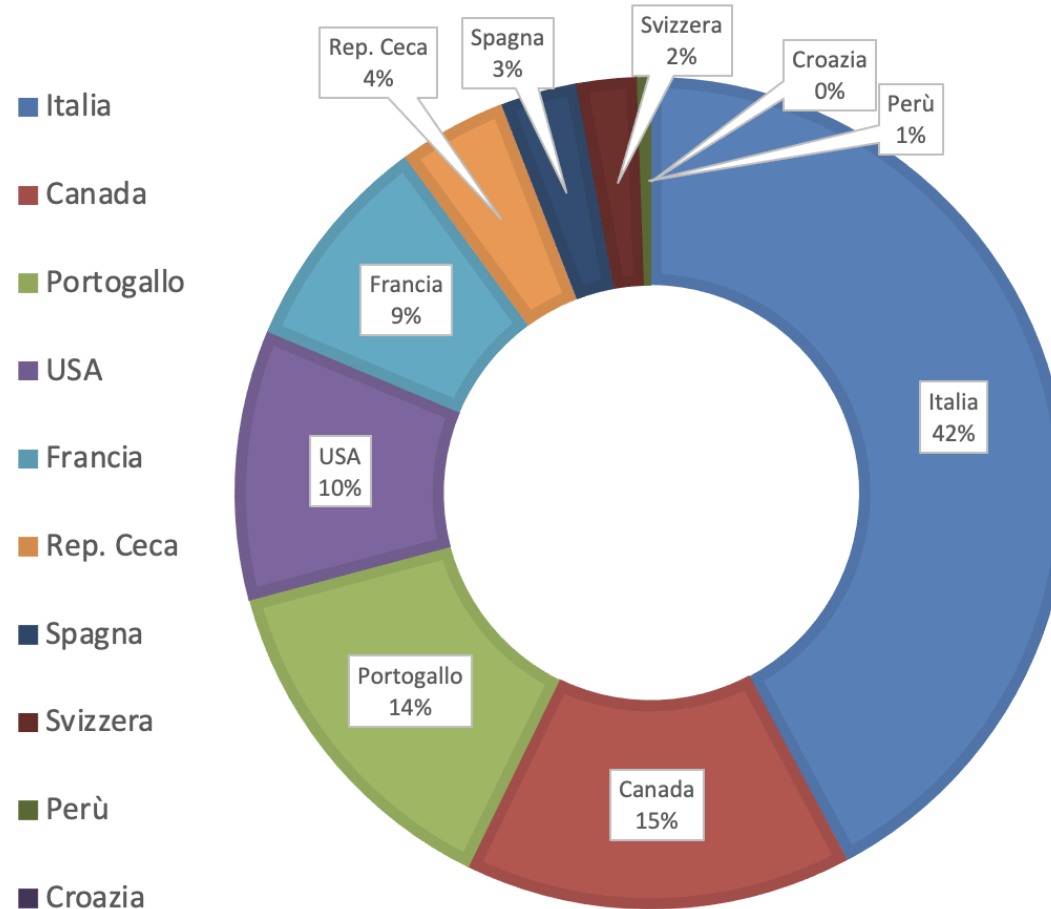
Acquisition and Distribution of hotel capacity through over 500 xml connections

- Increased sales boost through xml connections. **The first 5 connections with a 140% increase in transactions.**
- Within the general reduction in turnover compared to 2024, **the two products that achieved the best performance in terms of turnover and margins in 2025 are:**



LLC Service in the WORLD

The chart below shows the countries in which the LLC service is sold:



Main results of the sostravel and FLIO websites and apps:

Data relating to the growth of the App and Web assets, relevant for the purpose of an overall assessment of the Sostravel.com's business:

SOSTRAVEL

WEB PLATFORMS



Resort Attendance 2025

> **208,488**



TOTAL WEB USERS 2025

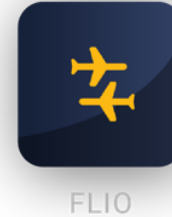
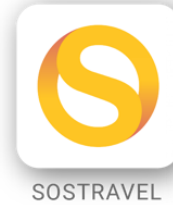
> **811,000**

(788,252 al 31.12.2024)

PAESE	UTENTI ATTIVI
Italy	782K
United States	5,3K
France	3,4K
Spain	2,6K
Germany	2,5K
Switzerland	2,4K
India	1,3K

SOSTRAVEL

Sostravel and Flio platforms



SOSTRAVEL

SOSTRAVEL

Download APP
comprehensive

> **2,737,440** +3.4%
2,647,123 at 31.12.2024

New profiled users
2025

> **90,317** +83.1%
49,322 at 31.12.2024

The App community is made up of **1,148,123** customers

TOP 5 departure airports 2025 of flights entered in the apps:

1. Lisbon
2. Port
3. Frankfurt
4. Madrid
5. Istanbul

These figures confirm the success of the Multi-Channel strategy and the effectiveness of the integration of the company's own product, drivers of constant growth in digital indicators: with **over 2.7 million downloads** (+3.4%), an **83% increase in new profiled users** and a growth of +2.89% in Web Users, **Sostravel is further strengthening its positioning as a TravelTech company**. This digital push is the pillar of the company's future: moreover, the new model of direct management of the facilities and related portals will create a circular ecosystem capable of constantly expanding the community.

2026: The Trend Reversal

Significant Events Post-End of the Year (Q1 2026)

The start of 2026 confirms the acceleration of the new strategy, with a number of key operational milestones:

- **Strategic Renewals:** A contract renewal has been signed with Veratour, which now provides custom solutions specifically tailored to their operational needs. The partnership with Welcome Travel Group was also finalized, with the creation of dedicated landing pages to optimize the digital conversion of the group's 2600 agencies.
- **Corporate Structure:** The birth of Amare Gestioni s.r.l., a company dedicated to a specialized and targeted management of the business units of competence, ensuring greater operational focus, has been made official.
- **Technological Evolution:** The migration to the SiteMinder Channel Manager has been successfully completed, now guaranteeing superior connectivity with OTAs and dynamic and responsive pricing and availability management.
- **LLC Expansion:** New strategic partnerships for the LLC service are being defined, aimed at intercepting an increasingly demanding market demand through high-profile partnerships.

Future Vision

- Change is an essential value. Although 2025 was a year of "preparatory slowdown", the foundations laid and the successes of the first months of 2026 clearly indicate that Sostravel is evolving towards a more solid, technological and profitable identity.



sostravel

Thank you

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The presentation can be downloaded from the website
www.sostravel.com from the Investor Relations page,
company presentations section