

SOSTRAVEL APP

SOSTRAVEL APP

sosttravel

APP YOUR TRIP

The only app designed to meet all of your travel needs

COMPANY HIGHLIGHTS

SOSTRAVEL APP

SOSTRAVEL APP

1M+

Verified
Users

935K

Trips
Completed

2.5M

App
Download

\$18M

Revenues

41%

Revenues
Growth YoY

0.1%

EBTIDA
Margin

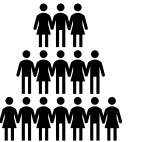
SNAPSHOT



Sostravel.com S.p.A. is a digital travel company operating the [sostravel](#) and [flio](#) apps, and [www.sostravel.com](#) & [www.amareitalia.com](#) platforms.



It develops proprietary digital travel solutions, such as the Lost Luggage Concierge for luggage protection and recovery, and Dr. Travel, a telehealth service designed for travelers.



Over 1 million users worldwide used [Sostravel.com](#) as a digital travel companion, to find deals on their trips and get information to make their journeys more enjoyable.



[Sostravel.com](#) offers investors a unique opportunity to gain exposure to the growth of global travel and digital travel services, both sectors with a high CAGR.

TIMELINE

SOSTRAVEL 2027

BIRTHDAY
as a spin-off
of Safe Bag

Dec 2017

Aug 2018

IPO listing
on Borsa
Italiana,
EGM
segment

SOS APP
online on
Apple and
Google
stores

Dec. 2018

COVID-19

May 2022

MERGER
with Digital
Destination
Company

RELEASE of
Combined
entity
business
plan to 2027

Jan 2023

BUSINESS

TEAM



Rudolph Gentile
Chairman & IR

Experienced founder in the travel and entertainment businesses. Expert in IPOs and corporate finance, Chairman and CEO of TRAWELL CO. SPA (TWL - TRWAF)



Carmine Colella
CEO

Former Founder & CEO of Digital Destination Company. 15+ experience in various roles across the travel industry.



Massimo Crippa
COO

30+ years of experience in the airline industry, developing business and leisure traffic in several countries throughout all sales channels.



Edoardo Zarghetta
IR Advisor

20 years of Debt Capital Markets experience in Swiss, Japanese, and European banks. IR Advisor at TRAWELL CO. SPA (TWL - TRWAF)

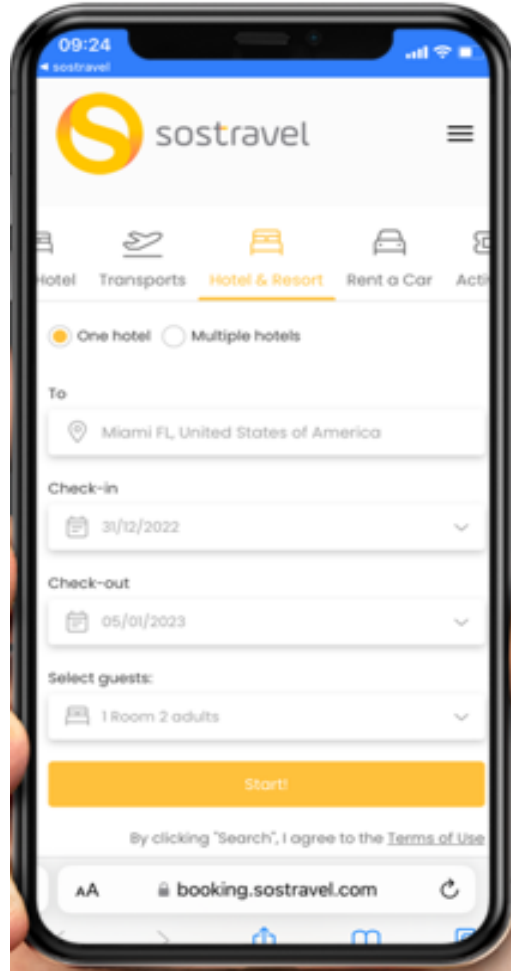
REVENUE STREAMS

SOSTRAVEL 2027

1



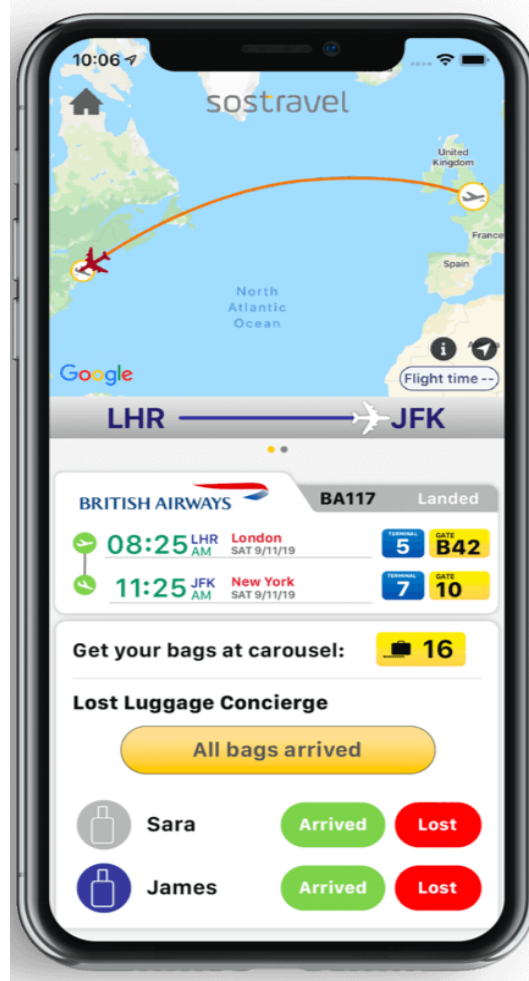
BOOKING



2



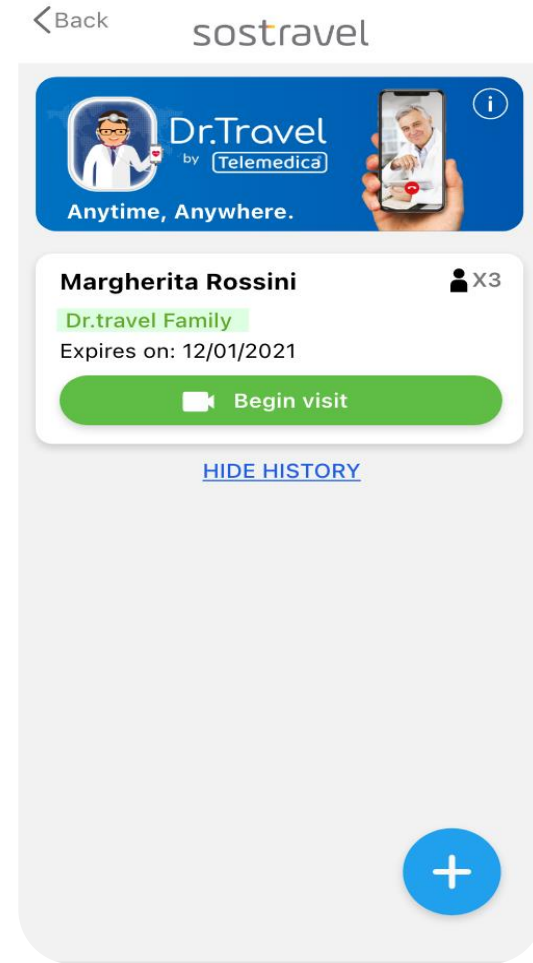
LOST LUGGAGE CONCIERGE



3



DR. TRAVEL



BUSINESS PLAN

BOOKING

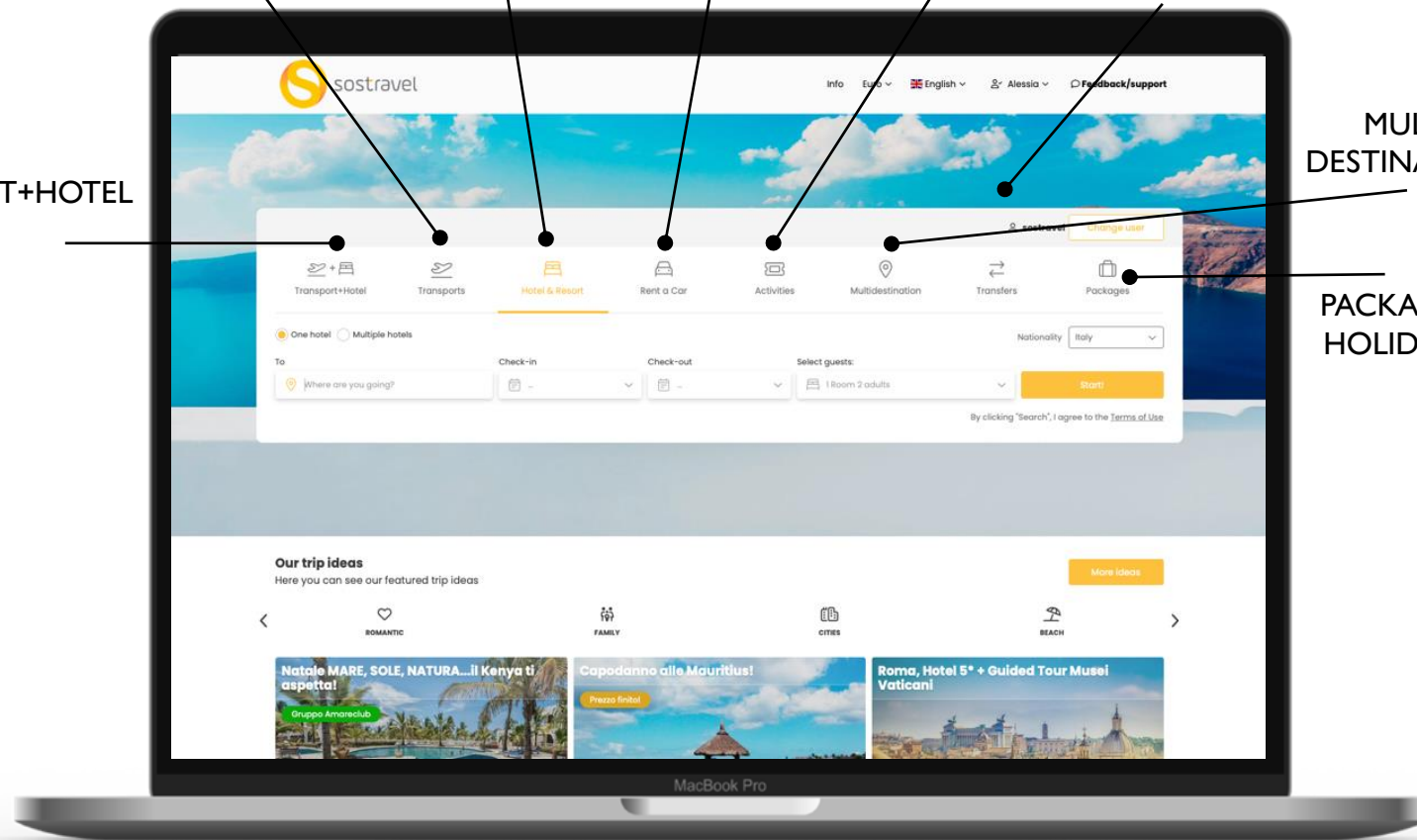
FLIGHT+HOTEL

SOSTRAVEL 2027

TRASPORTS HOTEL RENT A CAR ACTIVITIES TRANSFERS

MULTI DESTINATION

PACKAGE HOLIDAY



+ 99% of users on the online booking portal

(May-Dec 2022)

PRIVATE LABEL



20+ years of local knowledge.
Long-term management agreements with higher margins.
80% of the business is directed to these destinations. Sold through other platforms including:



lastminute.com Booking.com

BUSINESS PLAN

OTHER BRANDS

Flights, accommodation, car rental, transfers, tours, and activities aggregated from 50 partnering platforms.

HIGH-MARGIN PRIVATE LABEL

1

SUMMER



Secret Village® formula:
up to 50% discount and
resort is assigned 48h
before the check-in.



2

ALL-YEAR



Connection to databases
to build highly customized
itineraries with
competitive pricing.



3

WINTER



Worldwide sales
exclusivity for three
years.



LOST LUGGAGE CONCIERGE

PROBLEM

Loss & delayed luggage

- ✓ Over **24M bags** are mishandled every year
- ✓ 1 week average return time
- ✓ Lack of personal belongings
- ✓ Stress
- ✓ Financial loss



LOST LUGGAGE

24/7 concierge



SOLUTION

Designed for travellers

- ✓ **6 languages**
- ✓ **Tracking with SITA**
- ✓ Up to **100€** per day from 49th hour in case of delayed delivery (max **1,000€**)
- ✓ Up to **4,000€** in case of loss

DR. TRAVEL

PROBLEM

Minor complications

- ✓ Over **35%** of travellers* gets sick
- ✓ No immediate medical assistance
- ✓ Time consuming
- ✓ Expensive
- ✓ Risk of contagion
- ✓ Language barriers



DR. TRAVEL

24/7 one-click telehealth



SOLUTION

Designed for travellers

- ✓ **Worldwide coverage**
- ✓ **English, Spanish and Italian**
- ✓ **Unlimited** usage
- ✓ **Up to \$300** coverage for in-person visit
- ✓ **7 or 14 days**
- ✓ **Individual pack**
- ✓ **Family pack up to 4** family members.

*Source: CDC – Center for Disease Control and Prevention

RECENT HIGHLIGHTS

Date	Corporate event
DEC 22	Sostravel.com: starts trading in New York on the OTCQB Market, under the ticker SOSAF.
NOV 22	A research report from Arrowhead is published with TP between 2 and 2.5 Euros.
OCT 22	As part of the merger, a new board and CEO are nominated.
SEP 22	Half year results are published ESSENTIALLY IN BREAK-EVEN BEFORE CONSIDERING SYNERGIES with the Digital Destination Company
MAY 22	The Board of Directors approved the merger by incorporation of Digital Destination Company S.r.l. into SosTravel.com S.p.A. in order to extend its digital offer to travel booking.

STRATEGIES AND GOALS



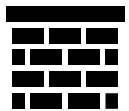
A travel tech company with high-margin, travel-technology services like telehealth, and luggage concierge.



Provide investors with exposure to the growth of global travel and digital travel services.



Comprehensive platform with deep customer engagement and diverse revenue streams.



Robust financial profile with a strong track record of profitability and operating cash flow generation.



Flexible cost structure; preserving cash and balancing cost controls with investments, with break-even in 2022 and positive cash flow from 2023.

FINANCIALS TO 2027

SOSTRAVEL APP

SOSTRAVEL APP

\$35M

Revenues
+90% from '22

13.6%

Revenues CAGR
From '22

\$4M

EBITDA
173x '22

11.8%

EBITDA margin
Vs. 0.1% in '22

5.2M

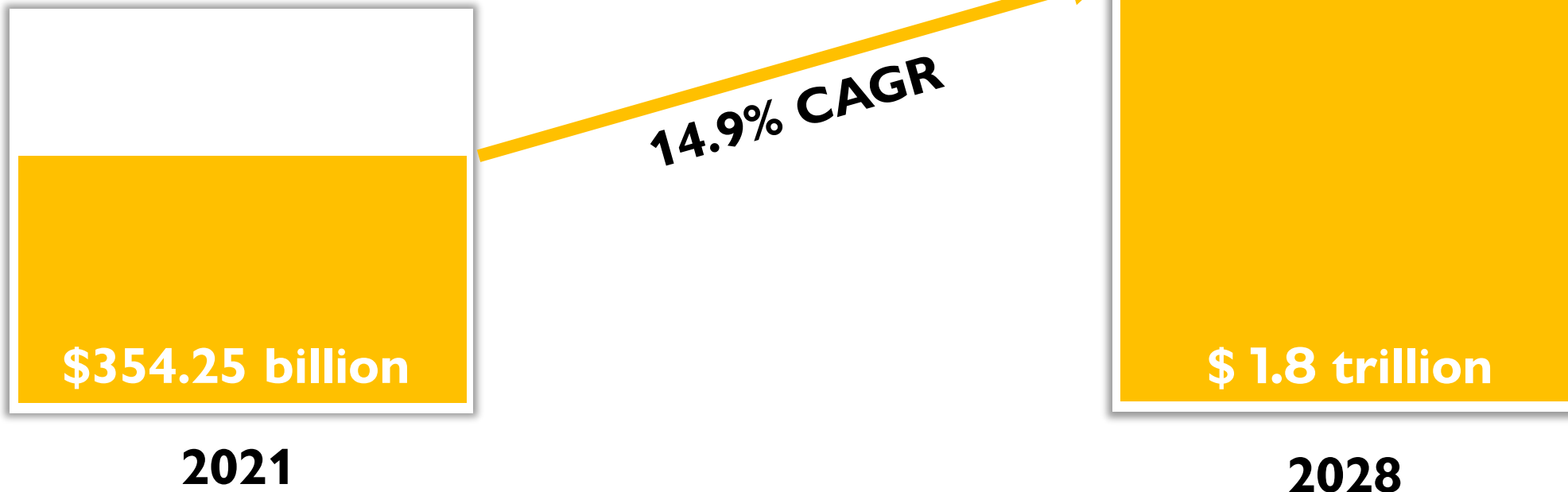
PFN
Vs. 870k in '22

DIGITAL TRAVEL

SosTravel.com offers investors a unique opportunity to gain exposure to the growth of the Global Online Travel Market and Digital Travel Services.

SOSTRAVEL 2027

BUSINESS PLAN



Source: [Facts & Factors Report, September 2022](#)

ASSUMPTIONS

- 1 New management: conservative growth based on 2021 and 2022 results.**
- 2 Dr. Travel's launch in Q1 2023, with numbers not included in the plan yet.**
- 3 Decreasing acquisition costs due to loyal, repeat customers.**

FINANCIALS

SOSTRAVEL 2027

BUSINESS PLAN

KPIs \$'000	2021A SOS	2021A DDC	2021 PF	2022P	2023E	2024E	2025E	2026E	2027E
Sales	1,437	11,652	13,066	18,529	19,495	22,672	27,081	31,340	35,101
Growth YoY %	n.a.	n.a.	n.a.	41,8%	5,2%	16,3%	19,4%	15,7%	12,0%
EBITDA	(381)	352	(29)	23,76	491	1,395	2,353	3,407	4,138
EBITDA margin %	(26,9%)	3,0%	(0,2%)	0,1%	2,5%	6,2%	8,7%	10,9%	11,8%
NFP	1,320	494	1,814	869	815	1,703	2,826	4,869	5,284

A=ACTUAL
 PF= PRO-FORMA
 P=PREVISIONAL
 E=ESTIMATE

INVESTMENT HIGHLIGHTS

S O S T R A V E L . A P P

S O S T R A V E L . A P P

IR

New IR Team
since Nov 2022

OTC

Started trading
on Dec 2022

\$18M

Enterprise Value
December 2022

\$2.7

TP Arrowhead
December 2022

DRT

Dr. Travel launch
in Q1 2023

AIR

Strong air-travel
recovery

INVESTOR RELATIONS

New IR team

The company has hired a full-time IR to re-engage with European investors and grow the investor base in the U.S. targeting a larger investor base than previously and will provide broader and more in-depth financial communication.

Positive research estimates

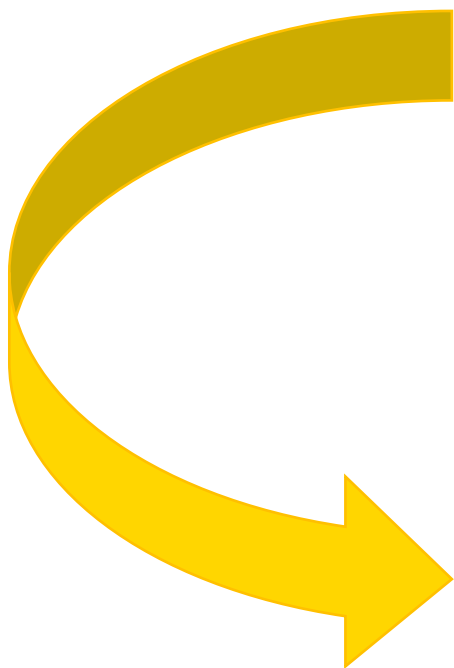
Research	Recommendation	Indication	Date	Share Px EUR
Banca Finnat	Buy	Target Price	24/10/2022	1.09
Arrowhead	-	Fair Value Bracket	15/11/2022	2.0 to 2.5

**Update due
in Q1 2023**



MULTIPLE ANALYSIS

SOSTRAVEL 2027



Ticker	Company	EV 22	REV 21	EBITDA	FCF	EV / REV	EV / EBITDA	EV/ FCF
SOS	Sostravel.com SpA	12	17	(1)	3	0,7	(12,4)	4,0
TRIP	Tripadvisor.com	2900	902	(87)	120	3,2	(33,3)	24,2
LMN	Lastminute.com NV	250	143	(13)	18	1,7	(19,1)	13,9
EDR	eDreams ODIGEO SA	545	107	(72)	100	5,1	(7,6)	5,5
				Median		3,2	(19,1)	13,9

Period	Revenues	Share Price at current EV/REV 1	Share Price at industry median EV/REV 3,2
2022	17.157.000	1,10	3,52
2023	18.051.000	1,17	3,74
2024	20.993.000	1,36	4,35
2025	25.075.000	1,62	5,19
2026	29.019.000	1,88	6,01
2027	32.501.000	2,10	6,73

Comparable analysis suggests higher multiples for SOS from 0,7 to 3,2 of the peer group.

This would suggest a positive dynamic for the share price.

BUSINESS PLAN

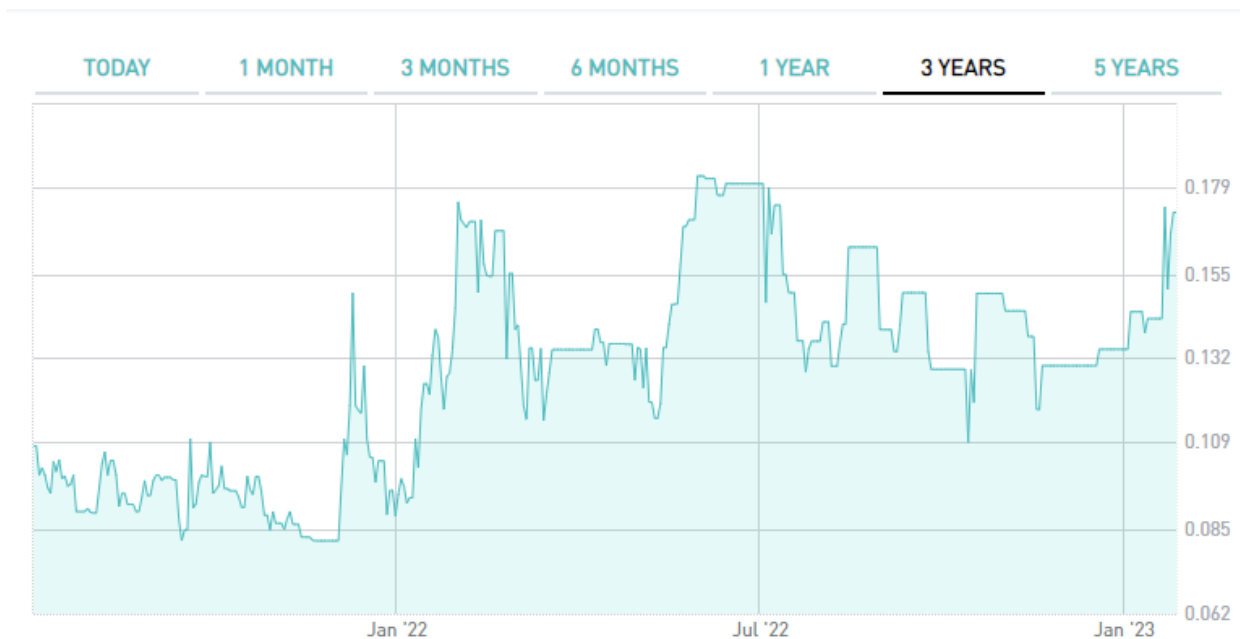
WARRANT

Warr Sostravel.Com 2021-2024

0.165 Euros

Code		WSOS24
Market		Euronext Growth Milan
Expiry date		13/12/2024
Strike price	Eur	1,2
Last Price	Eur	0,165
Current share price	Eur	1.10
Outstanding Securities	M Eur	21,8

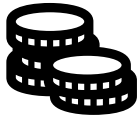
The warrant represents an excellent opportunity for a potential capital increase, which could be triggered for acquisitions and expediting growth.



WHY INVESTING NOW



Significant increment of revenue scale and long-term growth potential.



Robust liquidity profile with a strong track record of cash flow generation.



The launch of Dr. Travel has significant growth and margin potential.



The attractive historical base of revenue and EBITDA from the PRIVATE LABEL portfolio.

SHARE PRICE

SosTravel.com SpA

€1.11 ↑ 2.78% +0.030 1Y

Jan 30, 5:55:00 PM UTC+1 · EUR · BIT · Disclaimer

1D 5D 1M 6M YTD 1Y 5Y MAX



SosTravel.com SpA	€1.11	+€0.03	↑ 2.78%	
Tripadvisor Inc Co...	\$23.30	-\$3.85	↓ 14.18%	×
Lastminute.com NV	CHF 24.95	-CHF 15.05	↓ 37.63%	×
eDreams Odigeo SA	€5.30	-€2.47	↓ 31.79%	×

sosttravel

Euronext Growth Milan

BIT:SOS

OTCQB New York

SOSAF

IR Team:

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<https://www.sostravel.com/en/investor-relators-eng/>