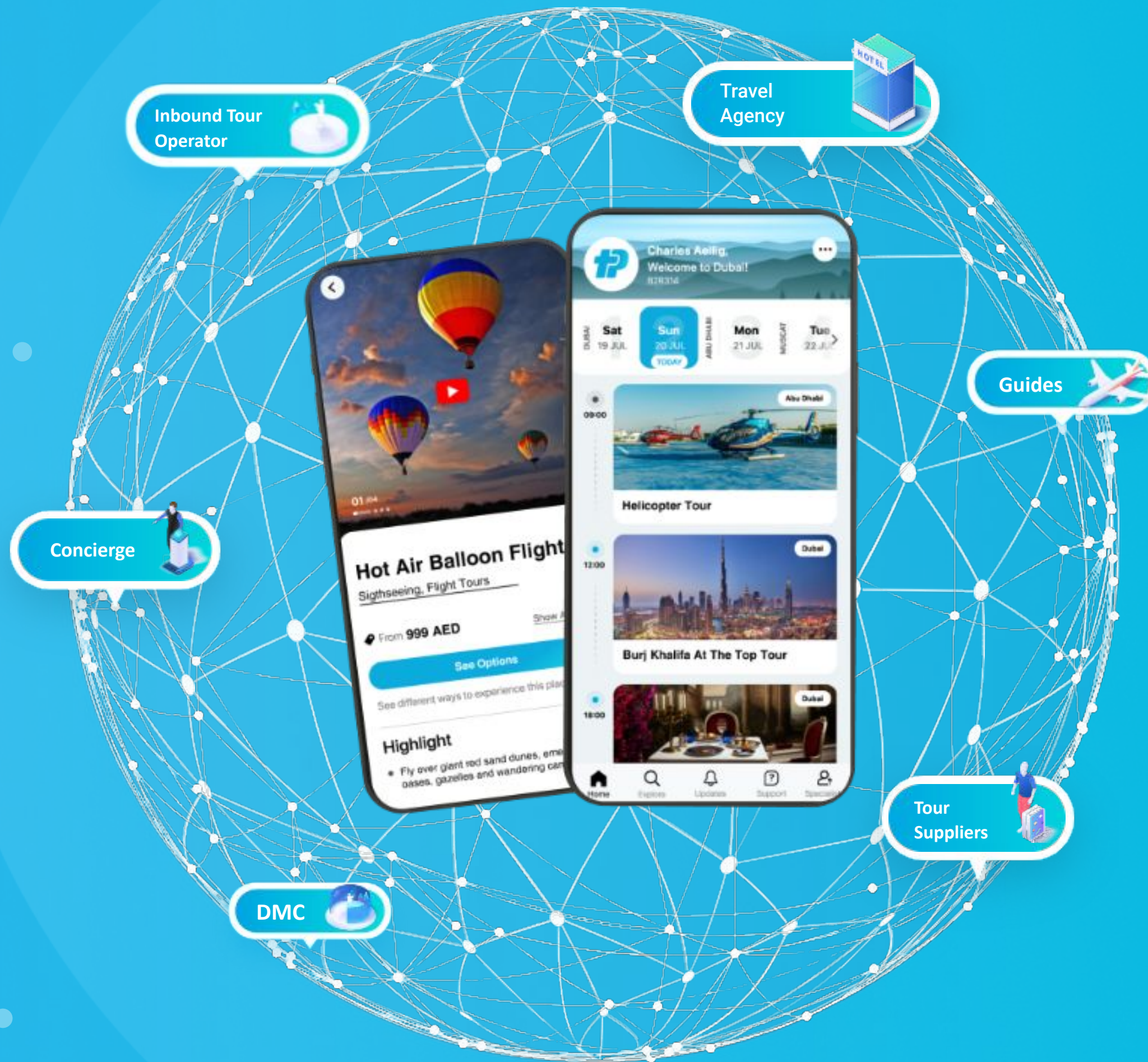




tP *turpal*

Enabling travel professionals
to sell experiences & activities

The Problem

Travel professionals struggle to sell in-destination services

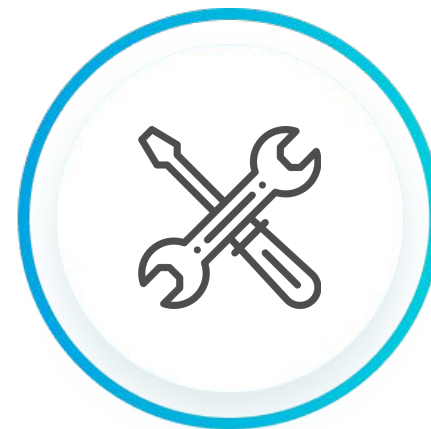
90%+ of travel professionals would like to sell in-destinations services to their customers, but struggle to do it ¹



Lack of know-how to sell services outside of their core products



Complexity of the in-destination product



Lack of technological tools to offer in-destination services

The Market

The tours, activities & attractions market is huge



\$265B¹



6.7%¹

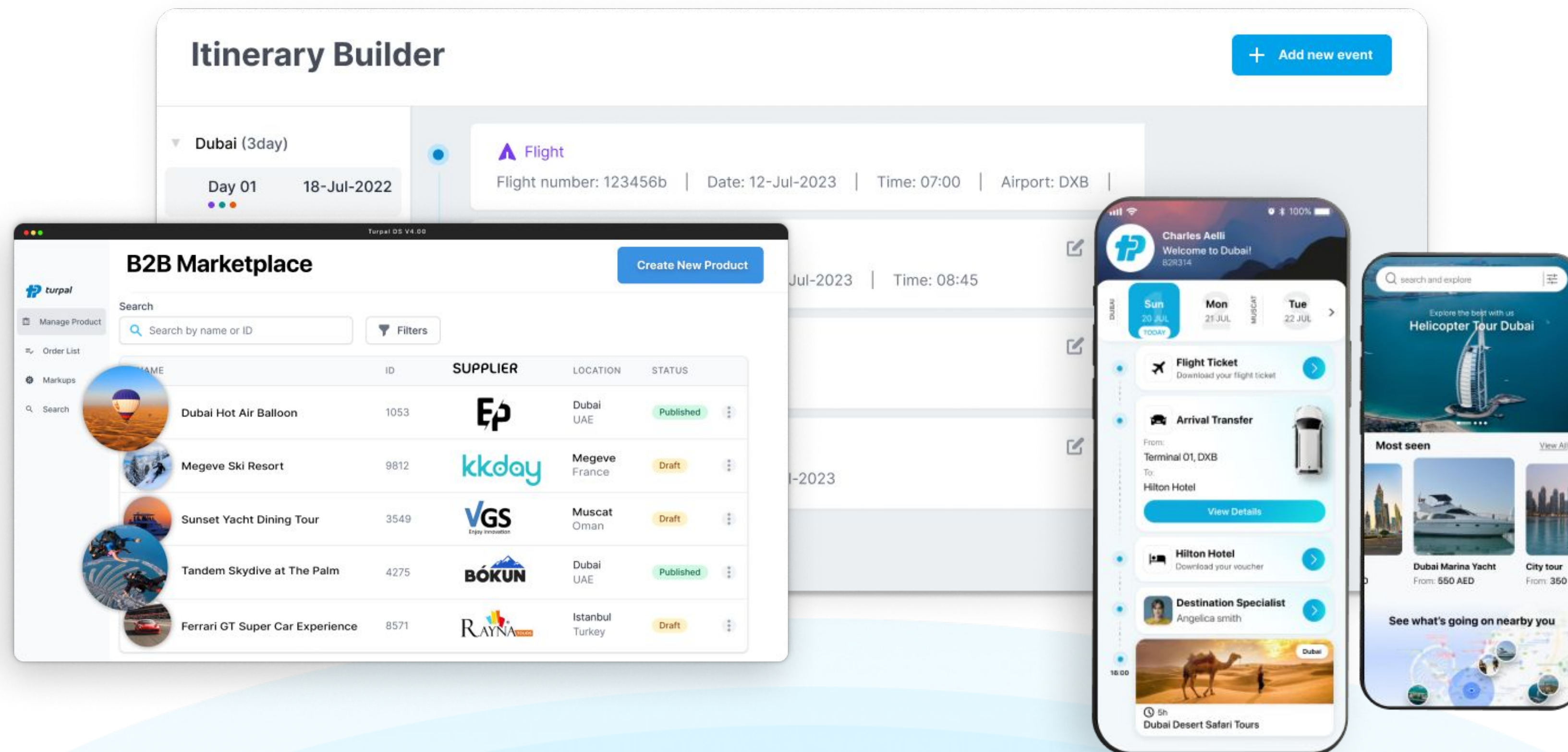
CAGR

Our Solution: Turpal

The in-destination Operating System for travel professionals



A data-driven platform where travel professionals can offer curated experiences to their travelers at the right moment and in the right way



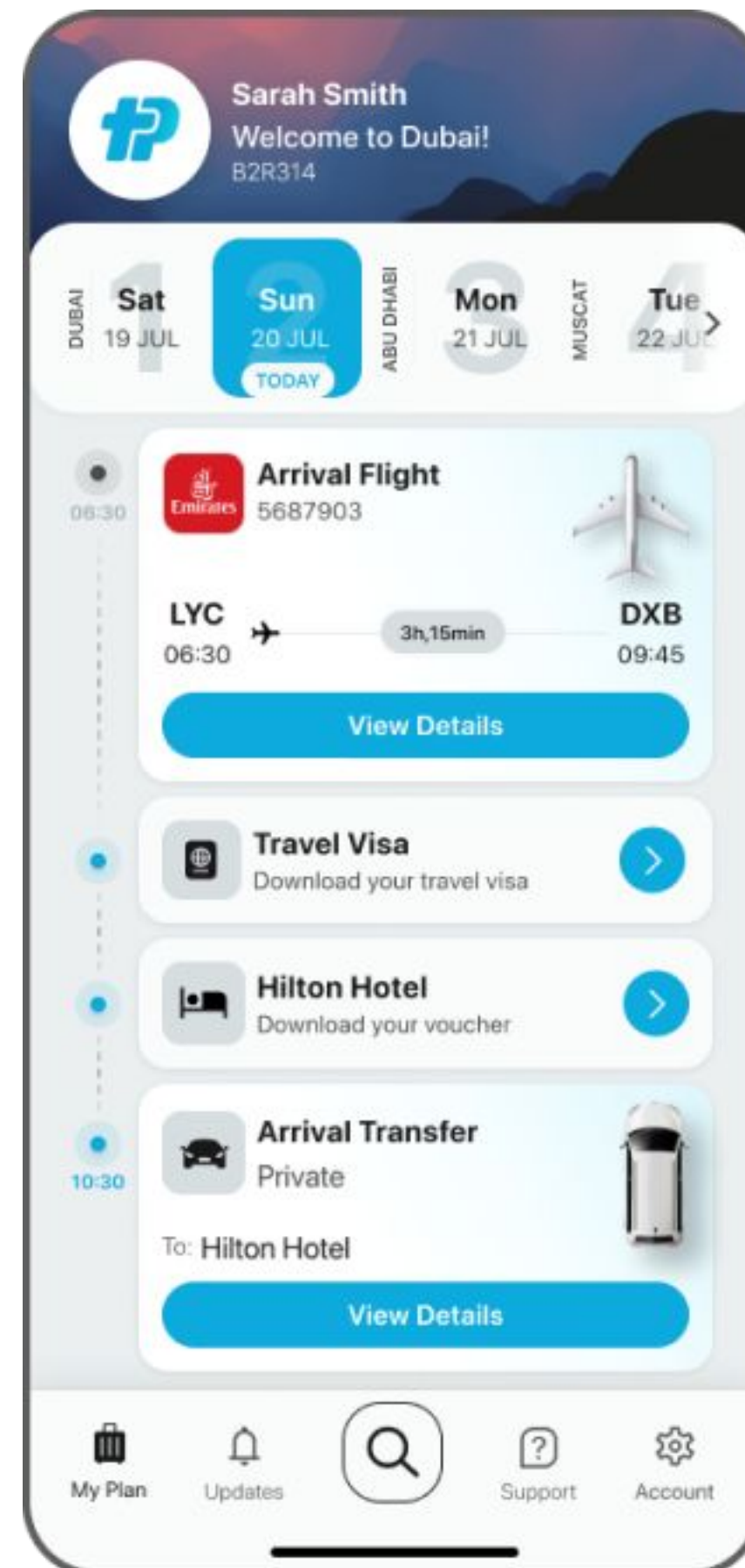
Our Product - how it works for travelers

A fun & effective way of planning your trips

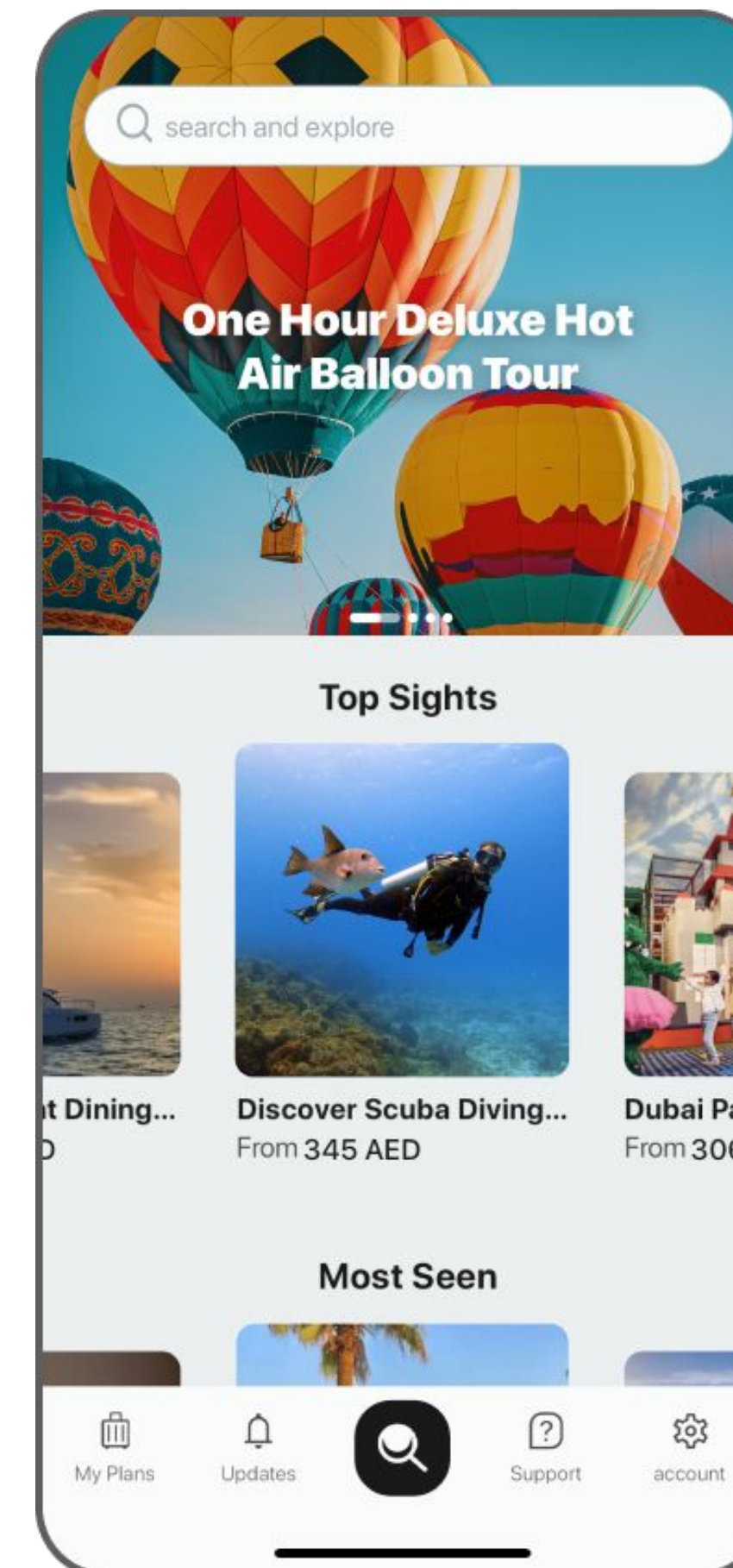
1 Travelers receive exclusive personalized links through various channels



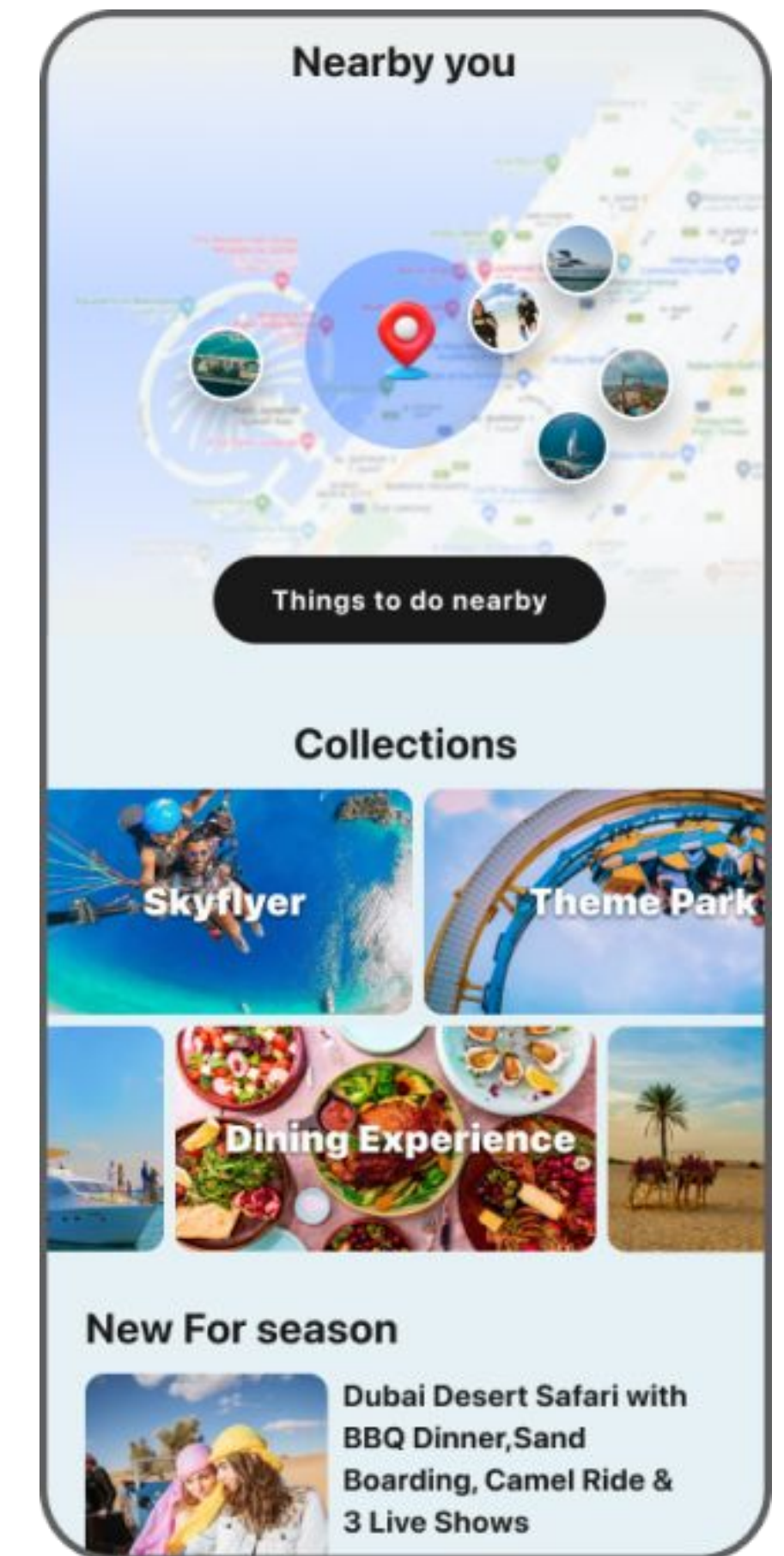
2 Access to the itinerary, flight tickets, hotel vouchers & more



3 Receive personalized recommendations



4 Delivered at the right time & right place

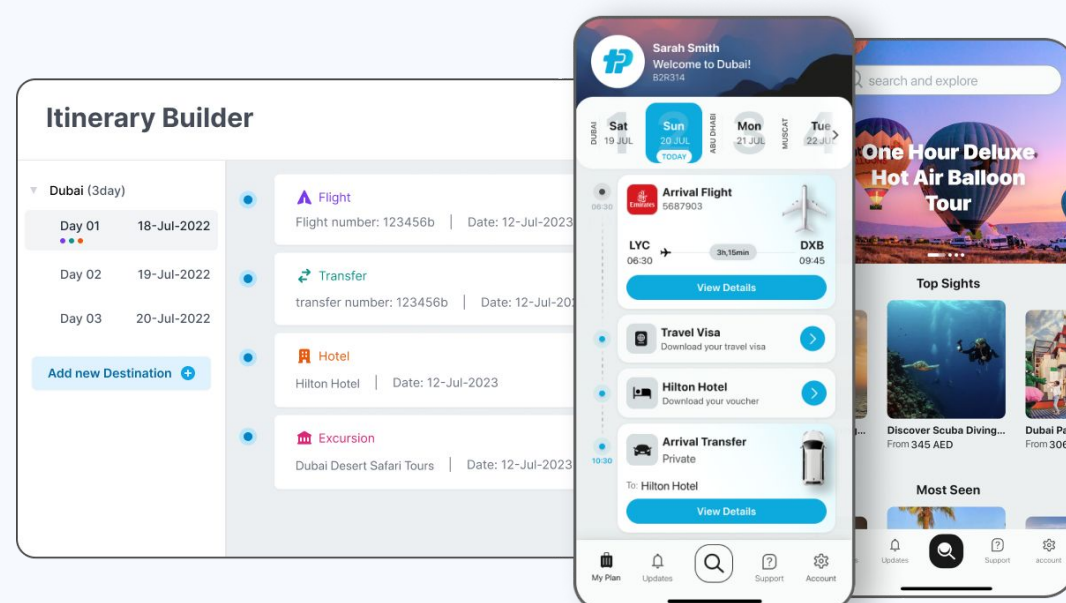


Our Product - several modules

A comprehensive suite for travel professionals & travelers

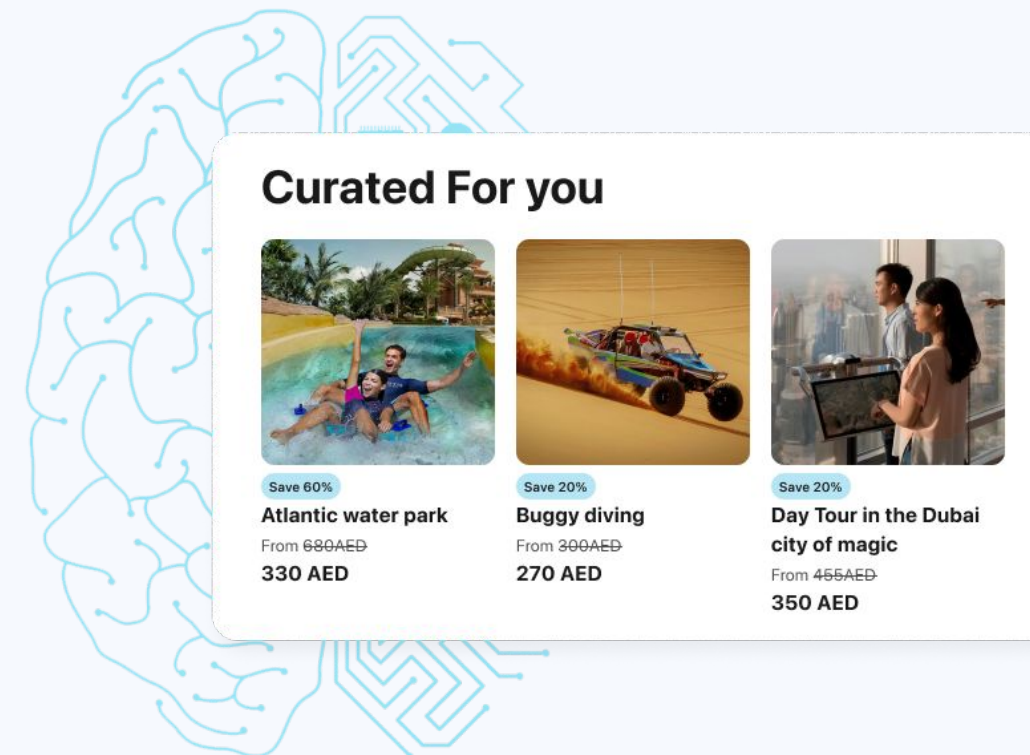


Itinerary Builder & Mobile Solution



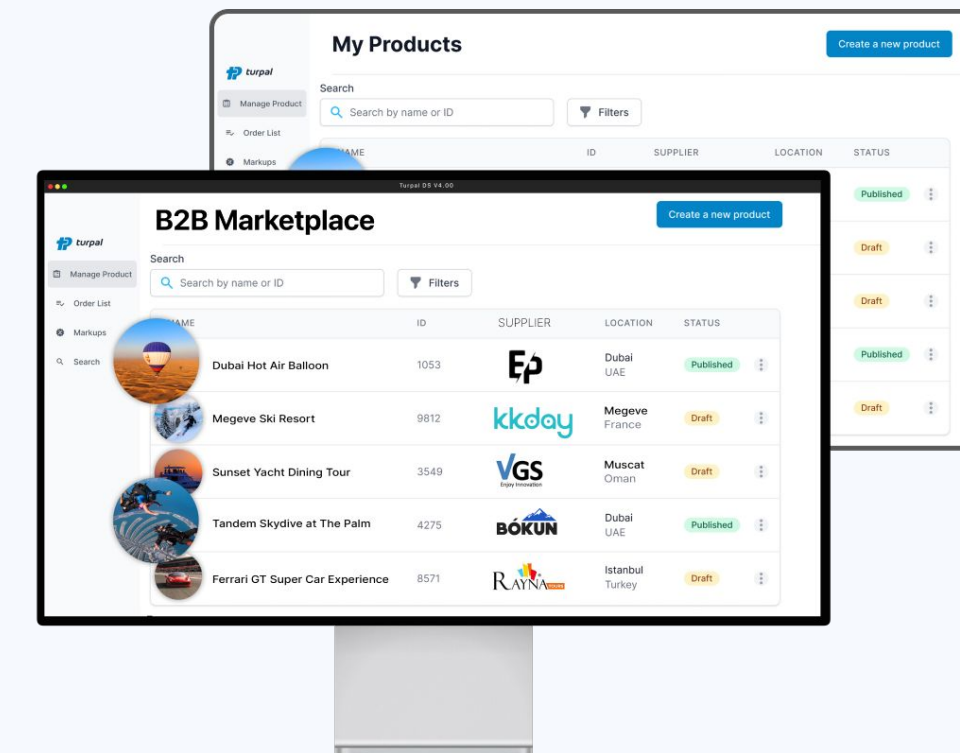
A fun-to-use mobile app for travelers to make the most of their in-destination experiences

AI-Based Smart Recommendations



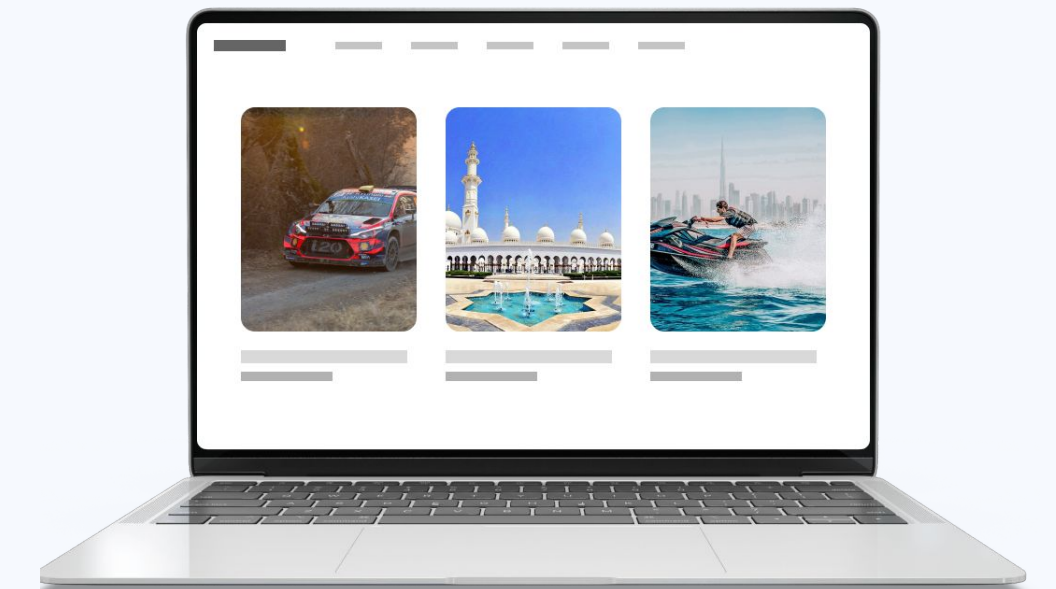
AI-based curated recommendations of tours, activities & attractions

Marketplace & Product Manager



A comprehensive platform for travel professionals to manage their in-destination product

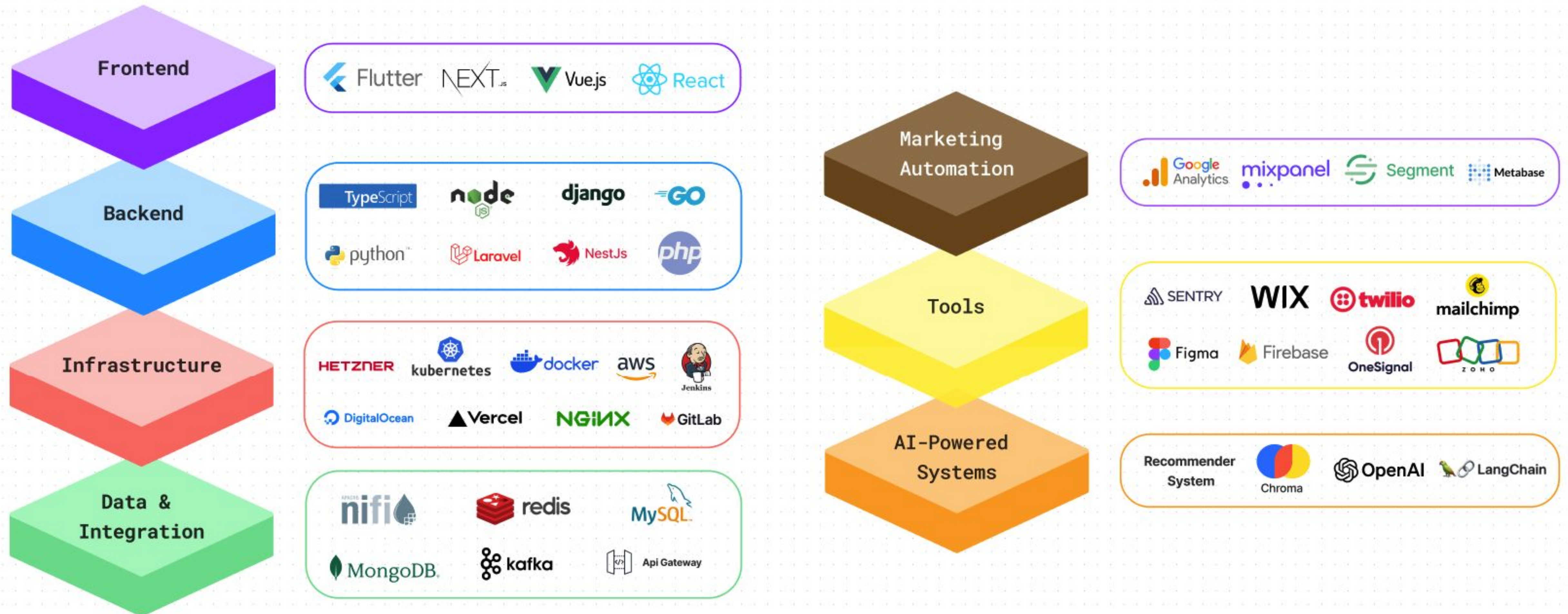
Web Builder



A plug and play solution to enable travel professionals to offer in-destination services

Tech stack

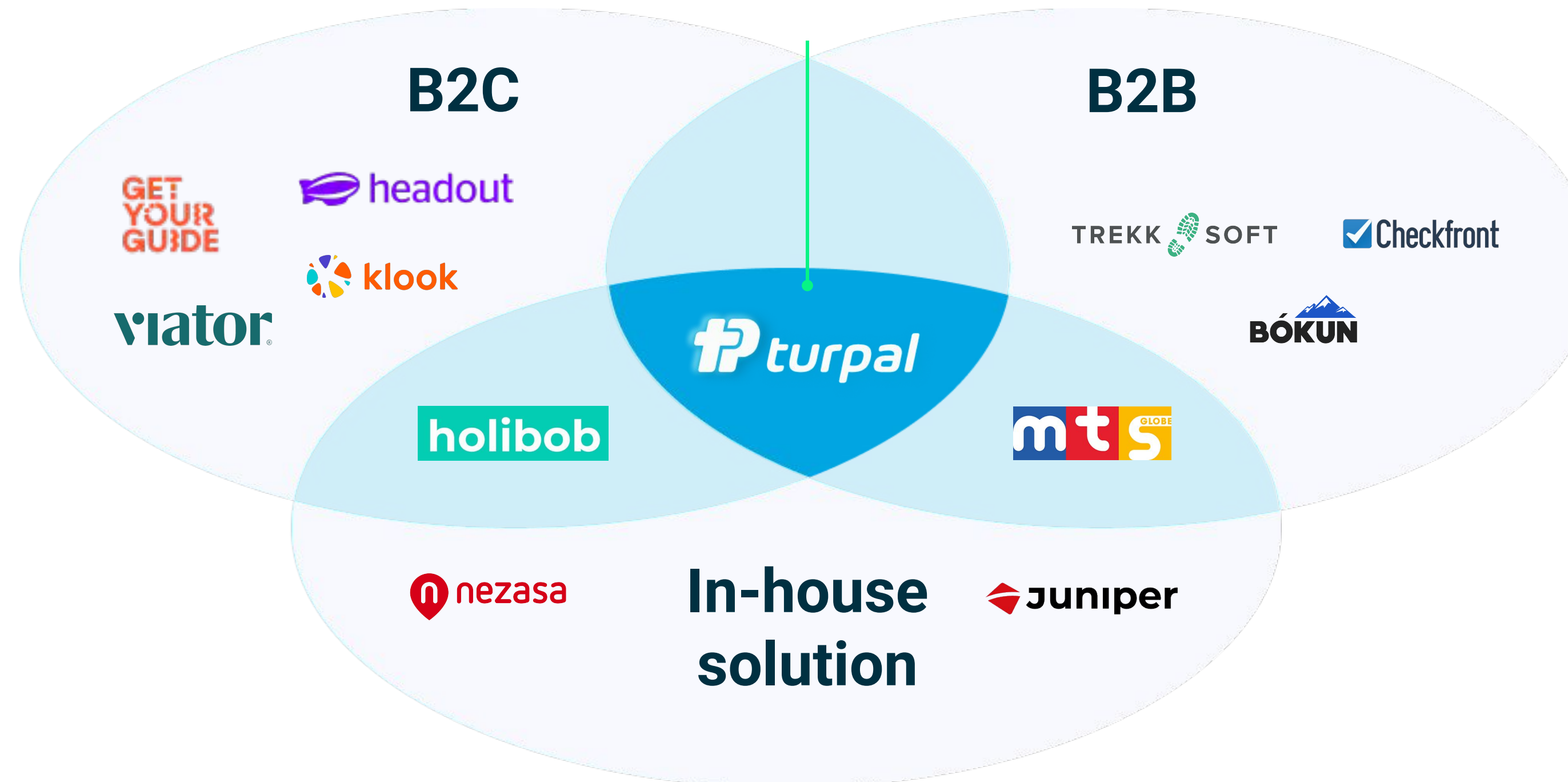
A modern approach to ensure scalability & robustness



Competitive landscape

A great opportunity for a product-led B2B player

- ✓ Low CAC¹
- ✓ Ease of implementation
- ✓ Smart recommendations (AI)
- ✓ Direct customer interactions



- ✗ High CAC¹ due to B2C model
- ✗ Limited data utilization
- ✗ Poor customer interactions

- ✗ Complex product offering
- ✗ No sales solution
- ✗ No analytics/AI

- ✗ Solution lead
- ✗ Heavy implementation
- ✗ No industry expertise

Revenue model

A robust model thanks to its multiple revenue streams



Monthly subscription

\$100-\$1,000
Tiered model



Sales commission

2-5%
of the sales



Supplier commission

0.5-5%
from the supplier



Platform fees

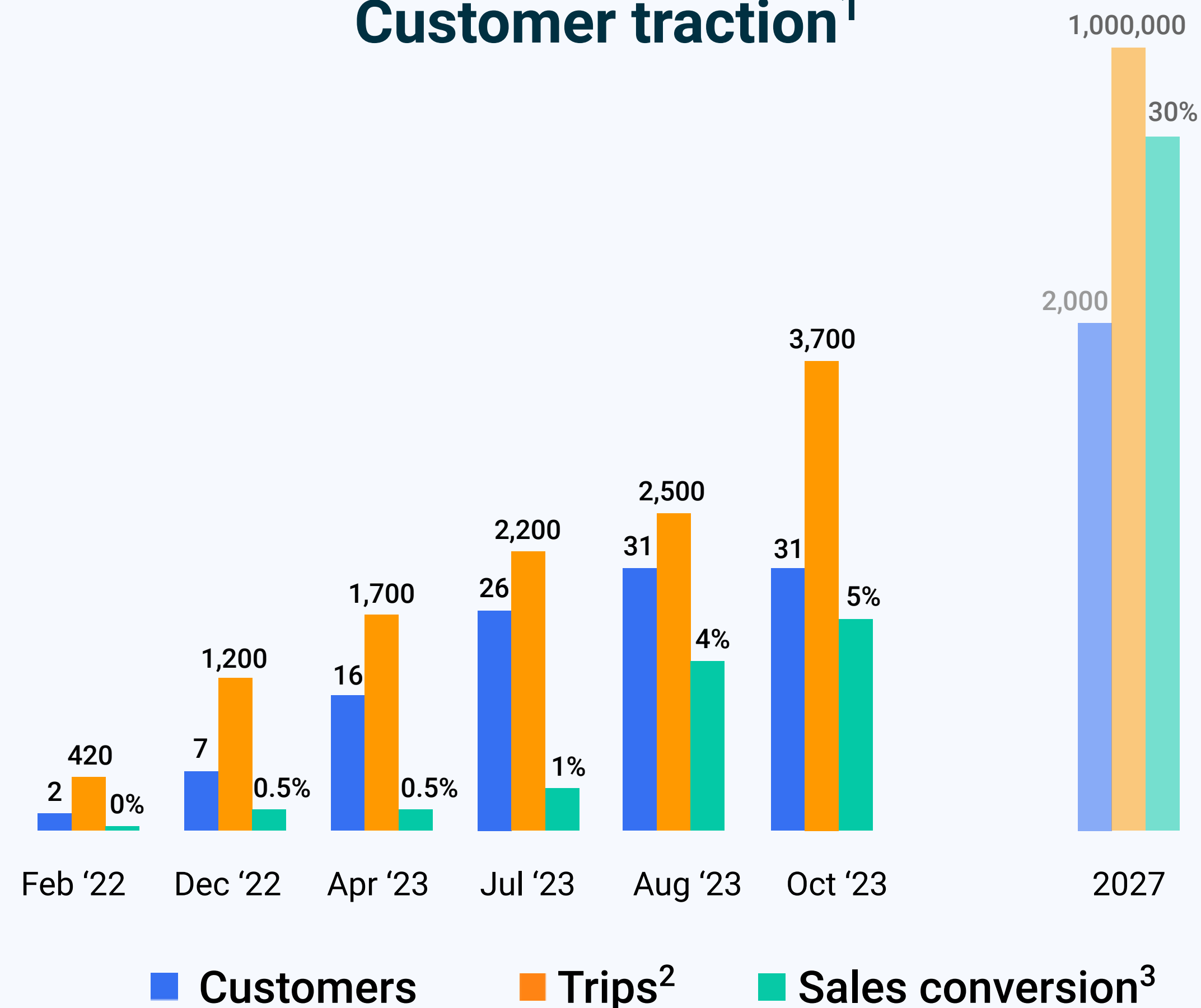
\$1,500-\$10,000
One-offs & add-ons¹

(1) Set up fees, custom integrations, etc.

Growth trajectory & projections

We have market validation. It is time to accelerate now

Customer traction¹



Financial Projections⁴



(1) Monthly figures

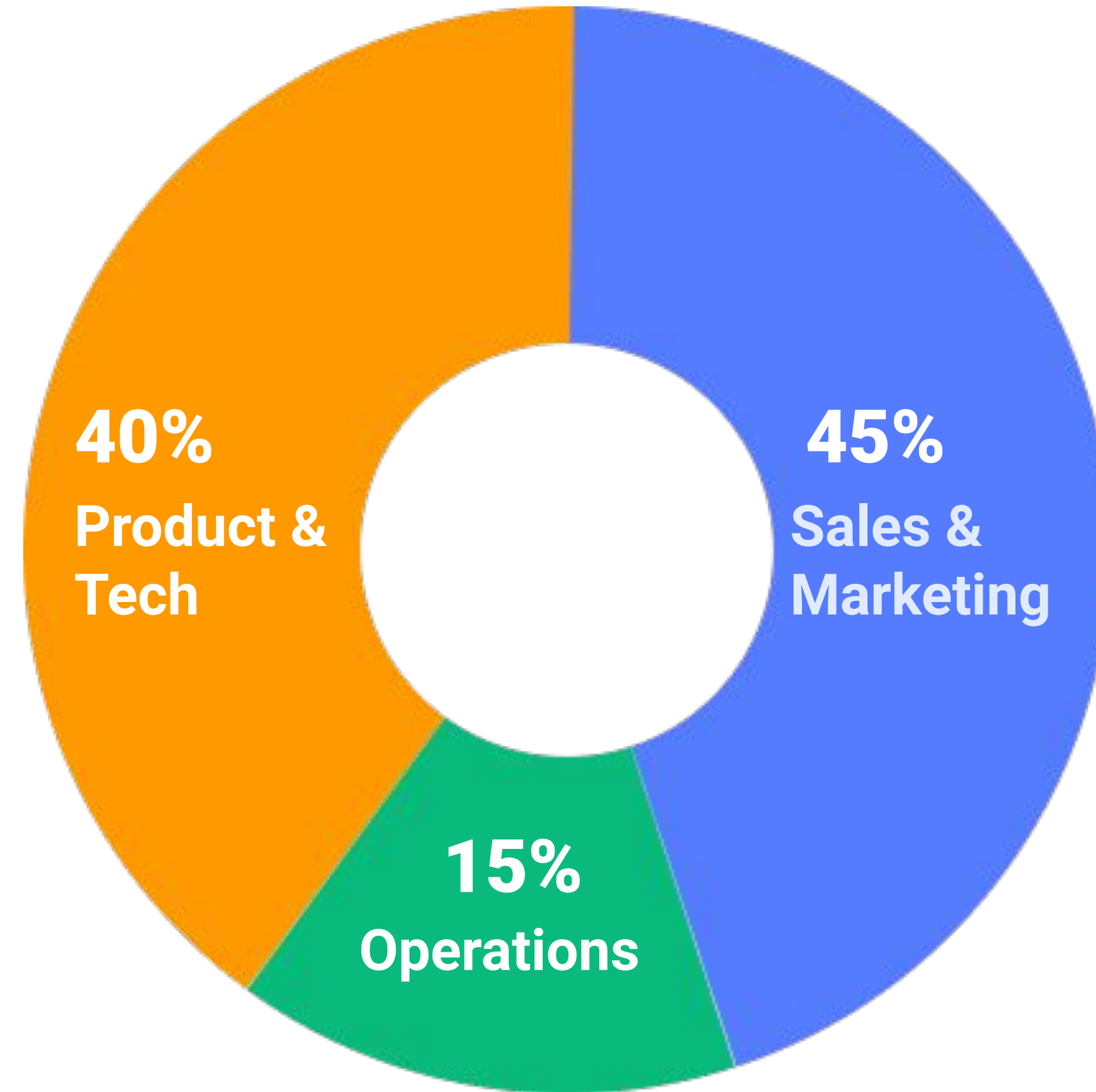
(2) Number of imported itineraries to Turpal's platform

(3) % of travelers that bought at least one experience

(4) November figures

Funding - seed round

\$2m to scale our sales & product expansion



2024:

- 160 active customers
- \$7.3M GMV¹
- \$1.5M ARR¹
- Operations in 7 countries

2025:

- 360 active customers
- \$41.5M GMV¹
- \$7.8M ARR¹
- Operations in 16 countries

The team

The right mix of industry expertise & startup experience

Executive Team



- 20 years experience in tourism
- Founder and ex-CEO of Dreamdays
- Expertise in supplier and travel professionals
- Passionate about travelling

Farshid Rahimkhani

Chief Executive Officer | Co-founder



- 10 years experience in B2B SaaS
- 5 years experience in Consulting
- Ex-VP Business Operations at 2 SaaS scale-ups
- Passionate about travelling

César Zurita

Chief Business Officer | Late co-founder

The Team



21 Employees

Tech (14), Sales (4), Ops (3)

Advisors



Poorya Montaseri

Business Advisor



David Loiseau

Industry Advisor



Thank you!

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