

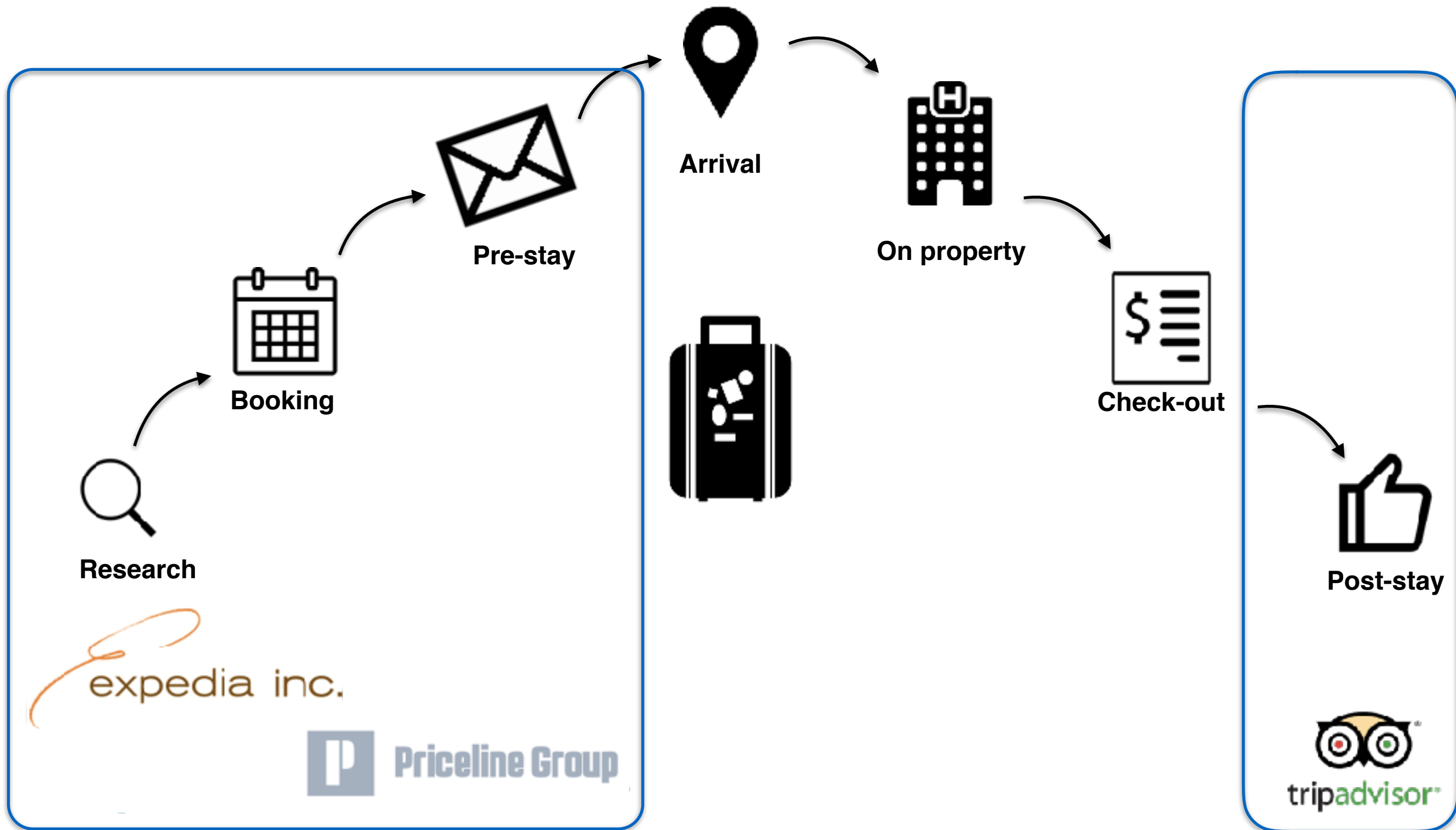


# Connect to your hotel guests like never before.

Fast. Simple. Effective.

Olcay Yildiz  
Co-founder & CSO

# Who Owns the Customer?



# Why does Customer Ownership Matter?

25%

# How to Get the Customer Ownership Back?

These companies **has owned the customers**  
by building **high customer engagement**  
through providing:

 **Expedia**  
**Booking.com**

 U B E R

**priceline.com**

 **airbnb**

**hotwire**  
hotels. deals. happiness.

**Hotels.com**

**KAYAK**

 **tripadvisor**



Convenience



Information



Value

**We believe hotels should do the same.**



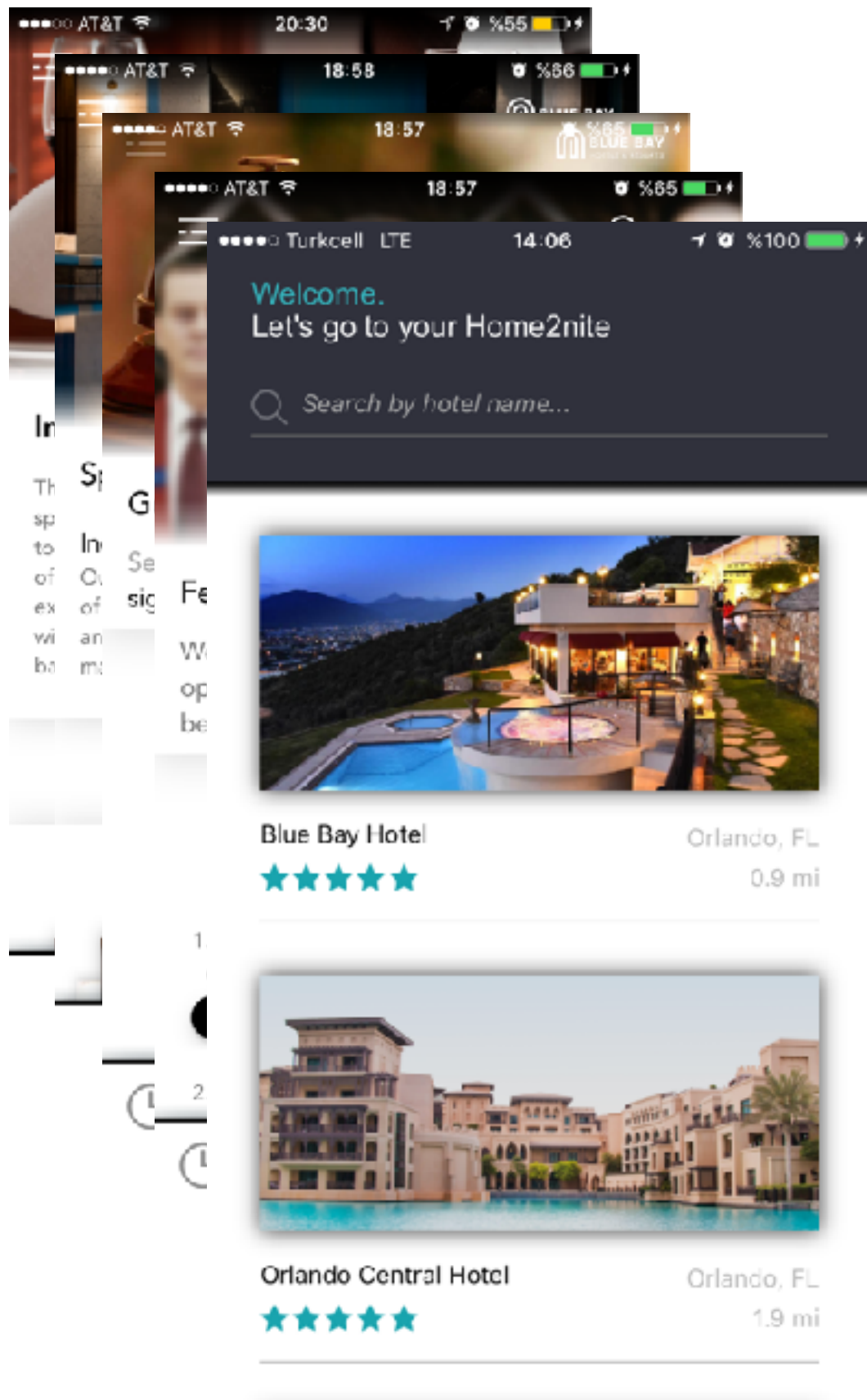
# We Provide the Best Engagement Channel

85%

of travellers travel  
with a smart mobile  
device



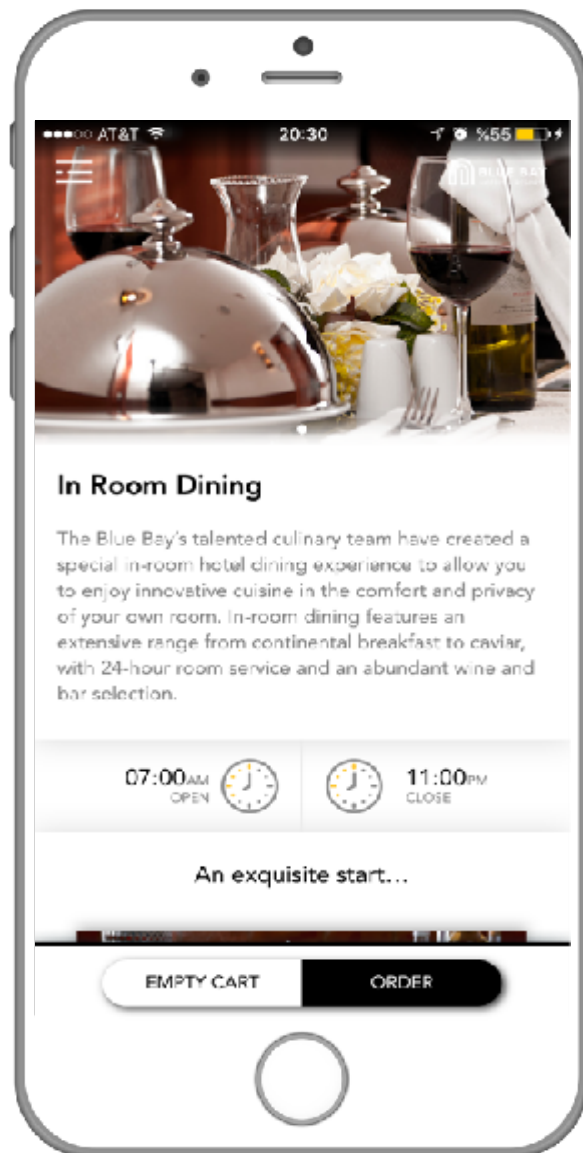
# Home2nite for Effective Guest Engagement



- ✓ Direct Reservation
- ✓ On-site Facility Reservations
- ✓ In-room Dining
- ✓ Guest Services
- ✓ Issue Reporting
- ✓ Push notification for personalised offers
- ✓ Context based surveys



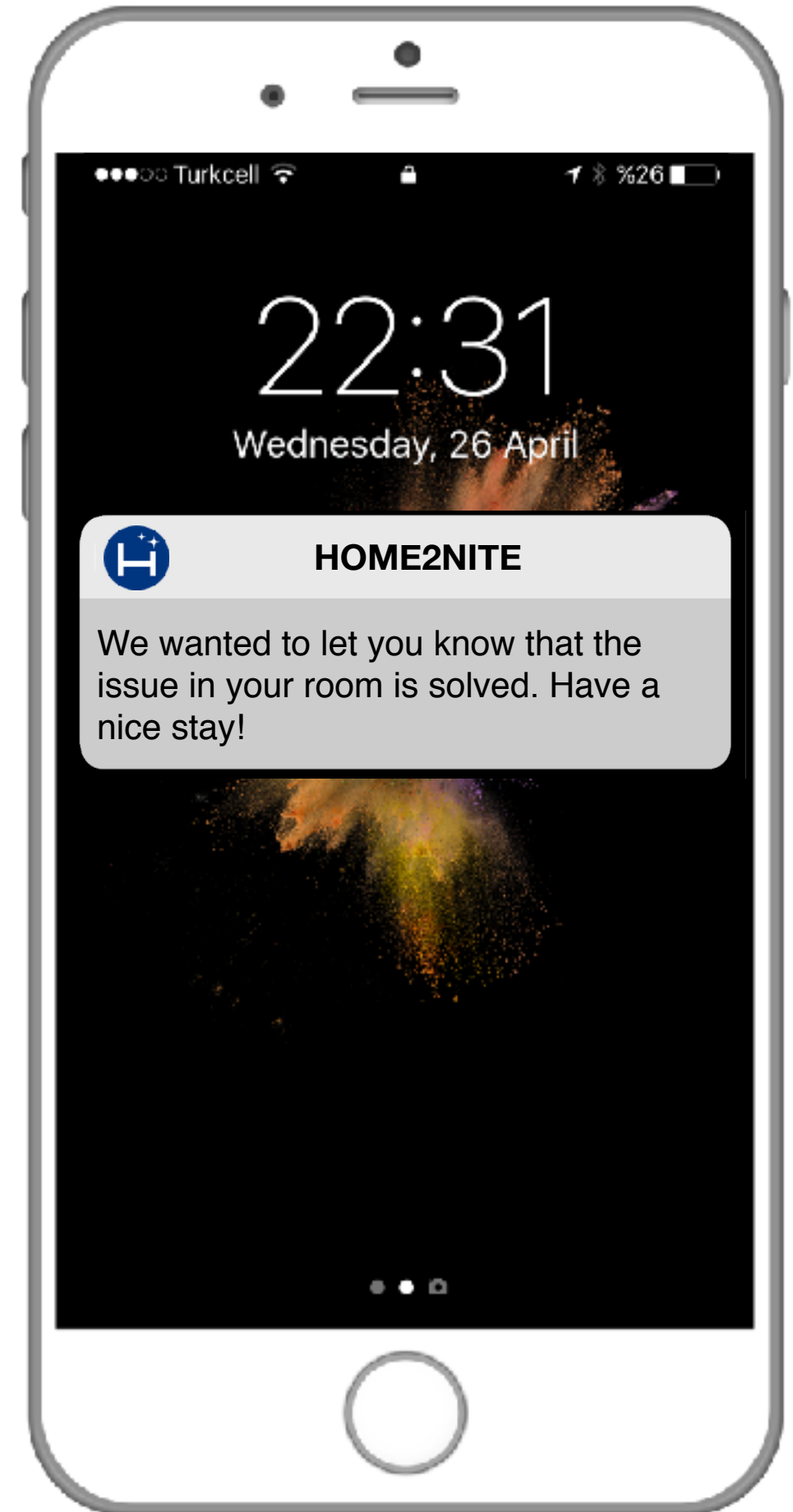
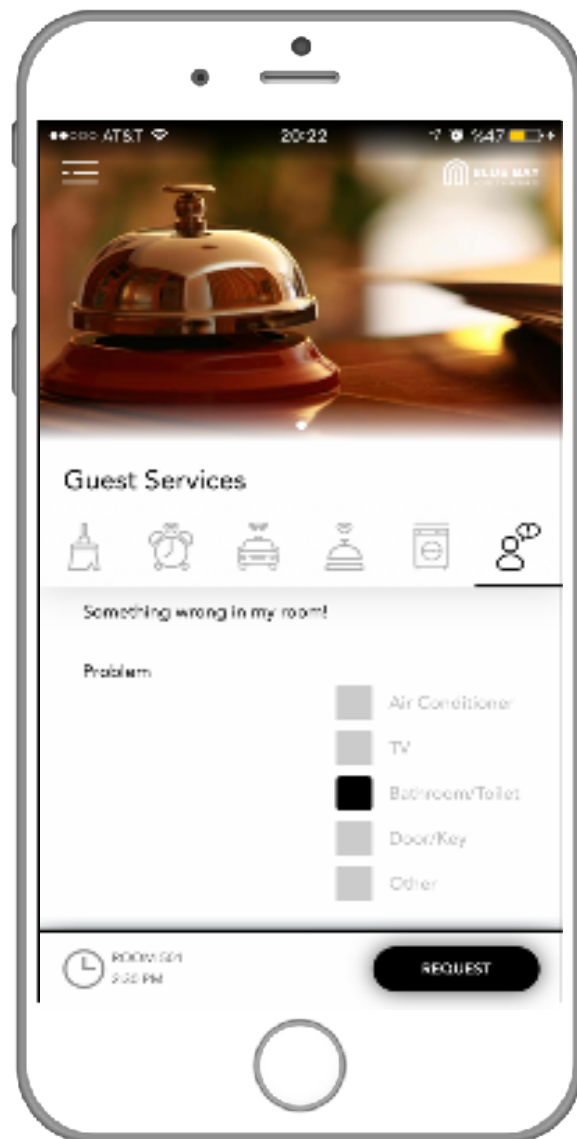
# In-Room Dining Order & Satisfaction Survey



30 min

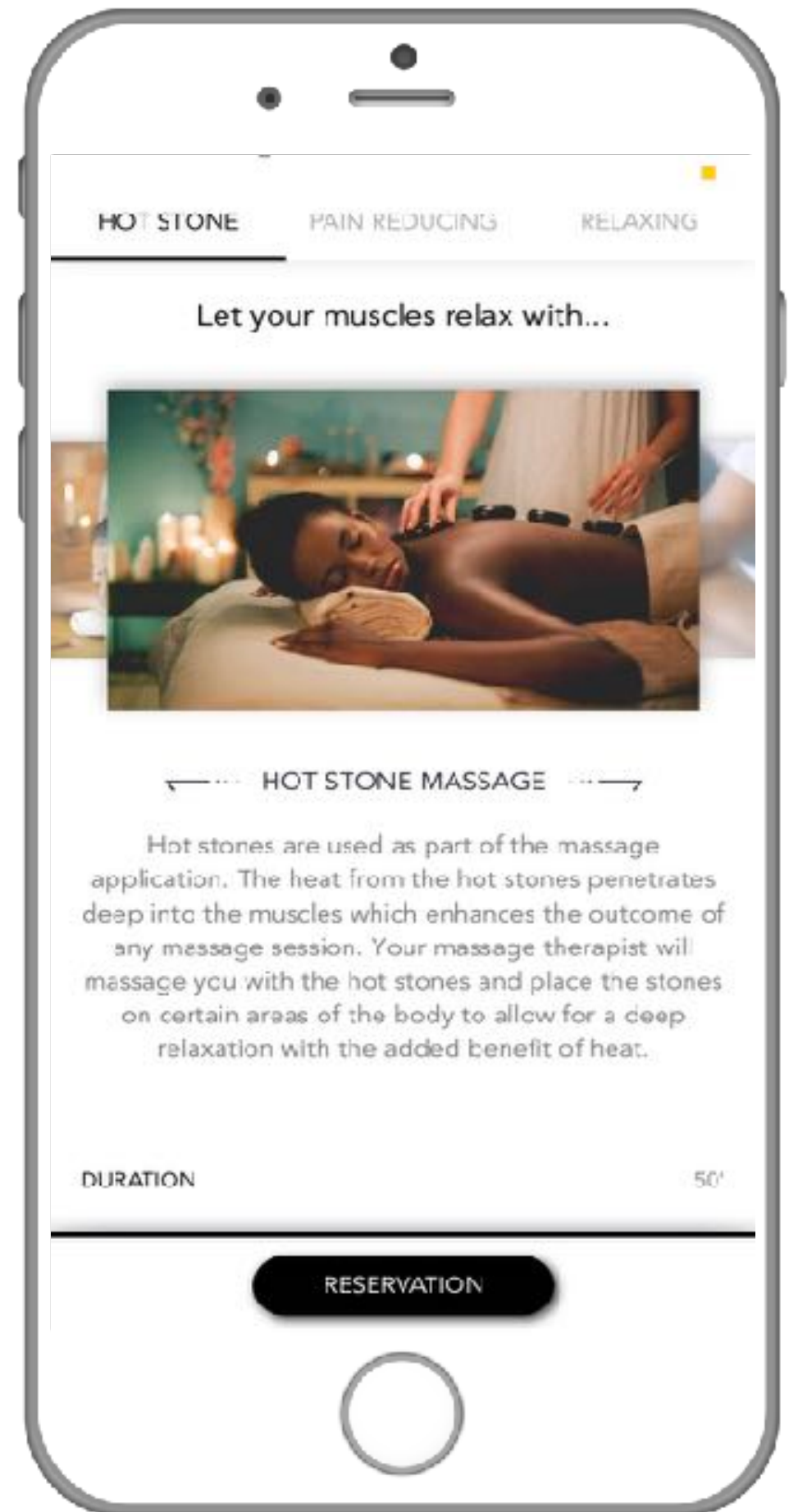
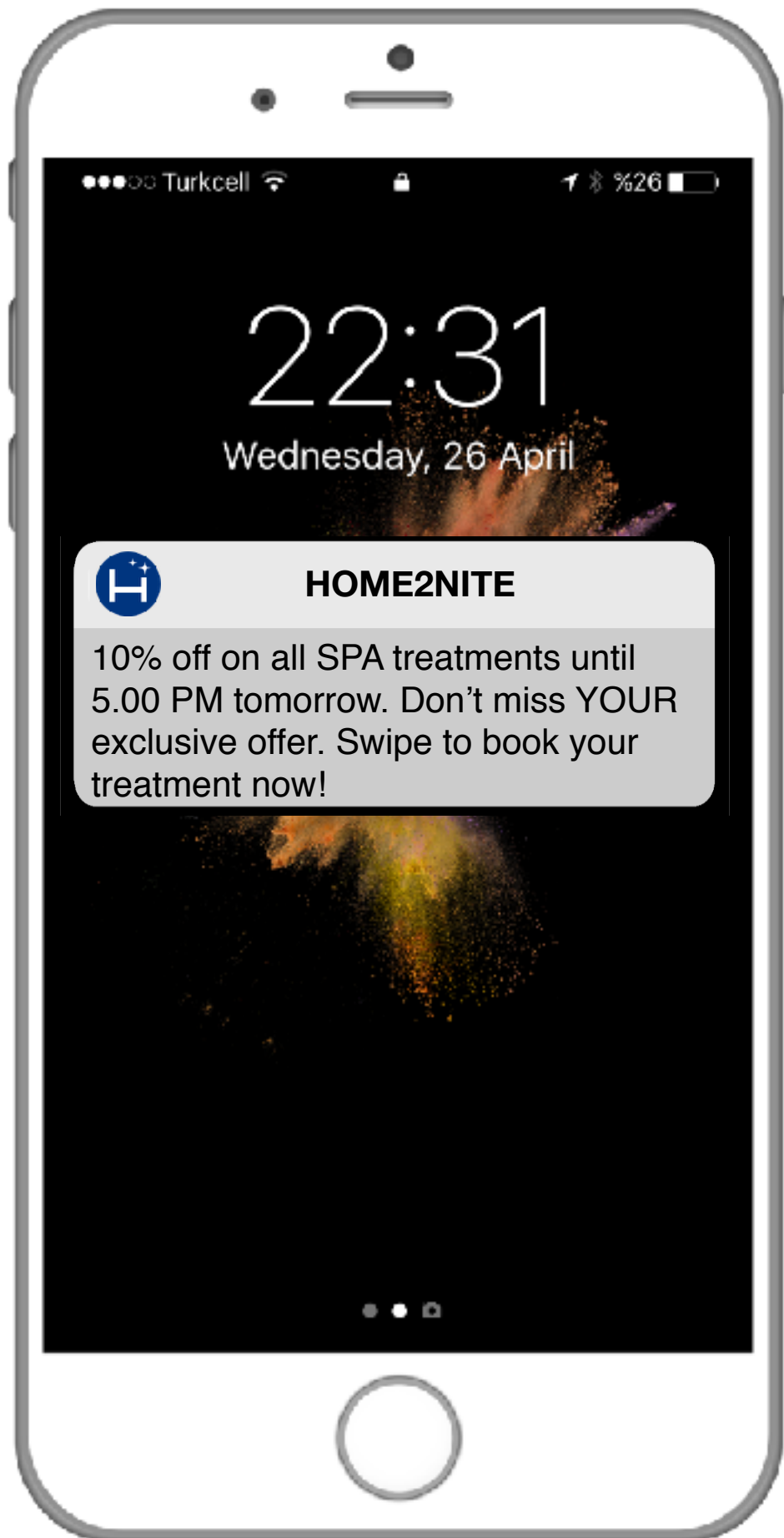


# There's a Problem in The Room





# Personalised Service Offer



# Independent Hotels in Europe

67%\*

of hotels in  
European Union

10%\*\*

has CRM or Revenue  
Management  
Systems

€35B\*

annual bookings

€180M

annual revenue  
potential for  
Home2nite

\*STR December 2016 Data

\*\*PhocusWright Research.



# What ELSE Can High Engagement Bring to Hotels?

Engaged hotel guests spend 21% more\*

More likely to become repeat guests\*\*

Engaged hotels get better reviews on TripAdvisor\*\*\*



\* Gallup - Hospitality Industry Study

\*\* Preferred Hotel Group

\*\*\* Atmosphere Research Group







# Entrepreneur Spirit with a Passion for GROWTH

## Executive Team



Founder / CEO



Founder / CSO



Founder / CFO



CTO

Education: Bogazici, ODTU and Yeditepe  
Work Experience: Oracle, HP, Teradata, Turk Telekom

## Advisory Board



Operations Dir.  
Sofitel



MD,  
REVO Capital

18

Years of  
experience in  
mobile  
industry

100+  
million

Mobile  
users

7

International  
markets

30

Awards



Yıldız Teknik University  
Technopark  
CI Blok No: 203  
İstanbul - Turkey

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