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Flight Combination Engine

Problem

Cheapest flights remain hidden

❯ Travel sites sell the same flights with similar prices

❯ Many travel sites are owned by the same corporation

## Travelers like to visit more destinations at same/lower price

❯ No flight search engine offers this

❯ Combining flights manually is time-taking with sub-optimal results

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Solution

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A flight combination engine that finds free multi-day stopovers and unique cheap airfare.

If you are flying from San Francisco to Paris, the standard fare is $1180. AirWander is able to add 2 extra destinations to that trip. You can visit not only Paris but also Barcelona and London while saving $200

London – 3 days

San Francisco

Paris – 7 days

Barcelona – 3 days
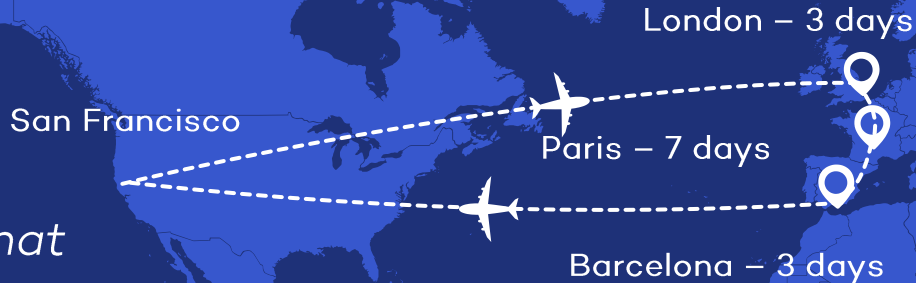
$968
+ 2 extra destinations
vs
$1180

Travel more. Pay less

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Market

92%*

Travelers would like to add an extra destination to their trip if it was for the same or lower price as direct flight

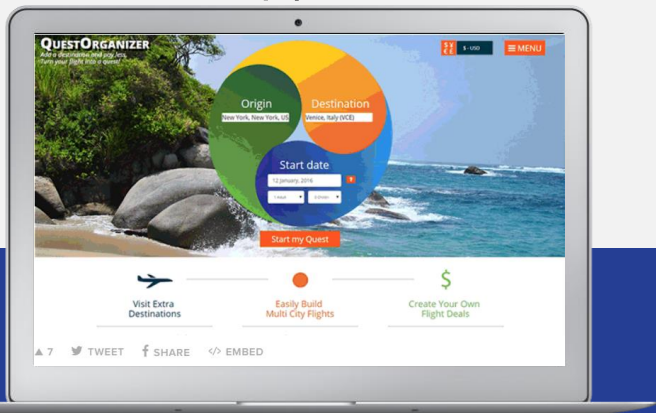**572**
Million

international tourists travel by air

6 Million

Travelers each year use a stop-over or self-connecting flight

* Source: http://www.oag.com/blog/airline-passengers-embrace-self-connection

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Traction

QuestOrganizer
Limited funcionality but fundamentally proved the idea

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Full funcionality, advanced machine learning and improved UI & UX

100,000
users on Questorganizer

83%
added stopovers to their flights

45%
cost saving using flight combination

28%
monthly traffic growth

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Marketing Strategy

- Retargeting
- Email marketing to users
- Paid marketing
- Gorilla marketing
- Organic press

" AirWander can unlock a new way to fly [1]

TechCrunch

" It's an excellent option for multi-stop itineraries [2]

Travel+Leisure

* Source: 1 - https://techcrunch.com/2016/12/05/airwander/
2 - http://www.travelandleisure.com/airlines-airports/free-stopovers-airwander

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Competition

cleverlayover

SKYPICKER

tripdelta

KAYAK

skiplagged

skyscanner

AirWander remains a pioneer as it is the only one to **offer extra destination**

Proprietary self-learning algorithm

Our key differentiator is the calculation of optimal stopovers* and predicted cost of adding that stopover to user's trip. The stopover suggestions are customized for every user based on their travel plans.

Search all possible routes

	Google Flights Orbitz Expedia etc….	air wander
Standard fares	✈	✈
Selection of Stopovers	⊘	✈
Non-Partnered Airlines	⊘	✈
Flight combinations	⊘	✈
Unique Cheap Airfare	⊘	✈

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Partners

We plan to to acquire more partners, incuding Airlines and Online Travel Agencies (OTA).

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Team

Damian Mazur

Founder

Manon Gruaz

Brand & UI Designer

Elzbieta Bader

Marketing specialist & Founder

Leon Kananovic

Senior RoR & MySQL Developer & Founder

Douglas Deming

Business Development & Founder

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Revenue model / Financials

Our Revenue is generated from flat-rate commissions for each flight sold.

Since we combine flights, we earn multiple times the commision

Financial Projection

Based on current performance of our web application we estimate a monthly revenue of $130,000 in October 2017. In 2019 we expect to have a yearly revenue of $4.6 million

2019

OCTOBER
2017

$4.6 million
Yearly

$130,000
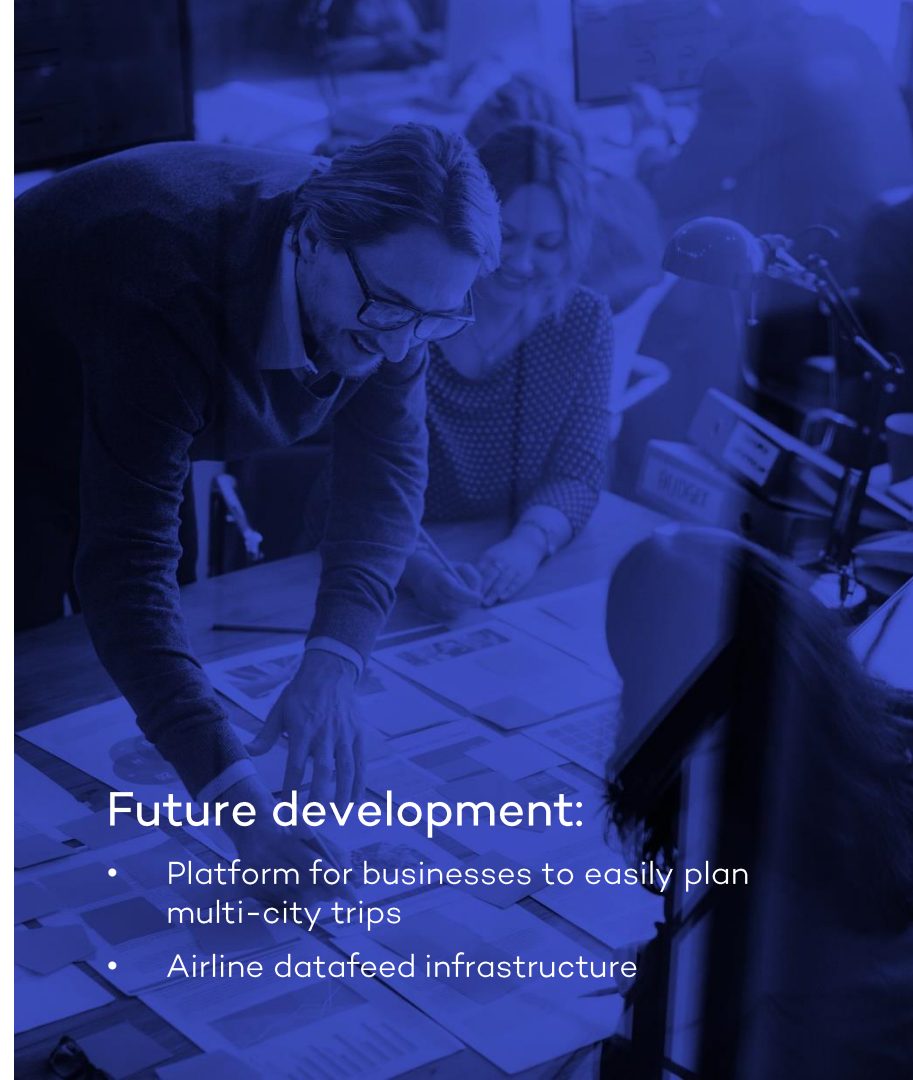Monthly

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Post Investment Strategy

Employing more developers to improve the algorithm and implement the partnerships,

Hiring partnership specialist - this person would add partners for flight bookings , like airlines and OTA's

Hiring marketing specialist - to promote the website to larger group of travelers

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Future development:

- Platform for businesses to easily plan multi-city trips

- Airline datafeed infrastructure

Return

Travel industry is known for many acquisitions. That's why investing in AirWander has a huge potential.

Acquisitions of Flight Search Engines:

KAYAK	skyscanner
$2.1 billion	**$1.7 Billion**
ita Software — Matrix Airfare Search	SideStep® The traveler's search engine
$700 million	**$200 million**

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