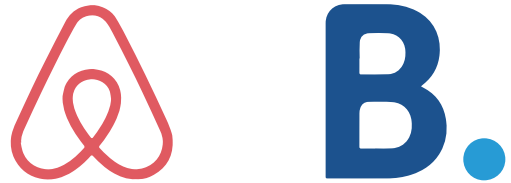


VR B2B Platform

Connect the entire vacation rentals
offer with travel professionals operators

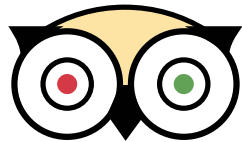
First Problem: Market Saturation for Property Suppliers



80%
BOOKINGS



HIGH
competition



LOW
prices

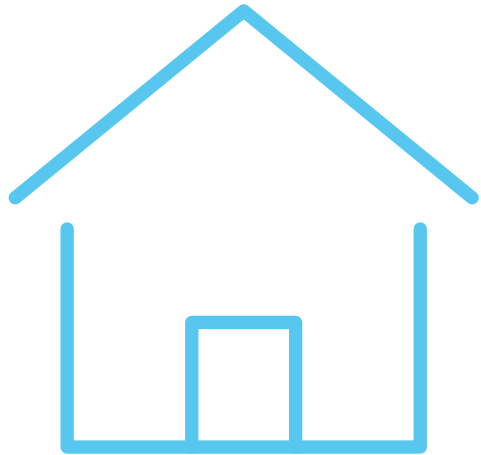
Second Problem: Travel Professionals out of the Distribution

	HOTEL BOOKINGS	VR BOOKINGS
DIRECT	  	  
OTAs	  	  
B2B	  	

Solution



Market Size



940
MILLIONS

**VR
Bookings**

TOTAL MARKET



94
MILLIONS

**B2B VR
Bookings**

TOTAL AVAILABLE MARKET



1
MILLION

**B2Book VR
Bookings**

MARKET SHARE

Forecast 2022

Product: Website

B2BOOK.NET BUYER AREA

Search Bookings Account

Roma, Italia

May 2019 1 guest

176 properties available

Min commission 5%

Order by Price (asc)

Roma (Apt. 718783)
Rome, Italy
58m² • 5 guests • 2 rooms
No reviews ⚡
€124 NIGHT
View details

Roma - Garbatella (Apt. 10...)
Rome, Italy
69m² • 4 guests • 2 rooms
No reviews ⚡
€125 NIGHT
View details

Roma - Trastevere (Apt. 10...)
Rome, Italy
3 guests • 1 rooms
No reviews ⚡
€126 NIGHT
View details

Roma (Apt. 704995)
Rome, Italy

Roma - Vaticano/S.Pietro ...
Rome, Italy

Roma - San Giovanni (Apt....)
Rome, Italy

Map showing property prices in Rome:

- €126
- €133
- €60
- €123
- €112
- €107
- €128
- €137
- €137
- €126
- €120
- €135
- €104
- €108
- €129
- €125

Product: Website

B2BOOK.NET BUYER AREA
Search Bookings Account ▾

Roma, Italia

15 May 2019 → 18 May 2019

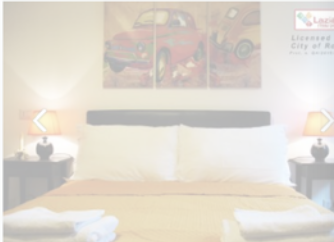
1 guest ▾

🔍

⚙️ Filters

176 properties available

Order by Price (asc) ▾




Roma (Apt. 718783)
Rome, Italy

58m² • 5 guests • 2 rooms
No reviews ⚡

€124
NIGHT

View details




Roma - Garbatella (Apt. 704995)
Rome, Italy

69m² • 4 guests • 2 rooms
No reviews ⚡

€125
NIGHT

View details




Roma - Trastevere (Apt. 10...)
Italy

5 guests • 1 rooms
No reviews ⚡

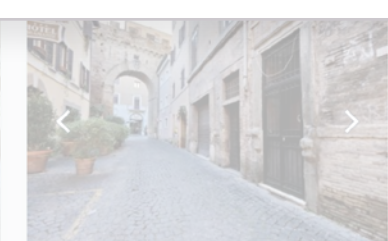
€126
NIGHT

View details




Roma (Apt. 704995)
Rome, Italy

PROPERTY MANAGER



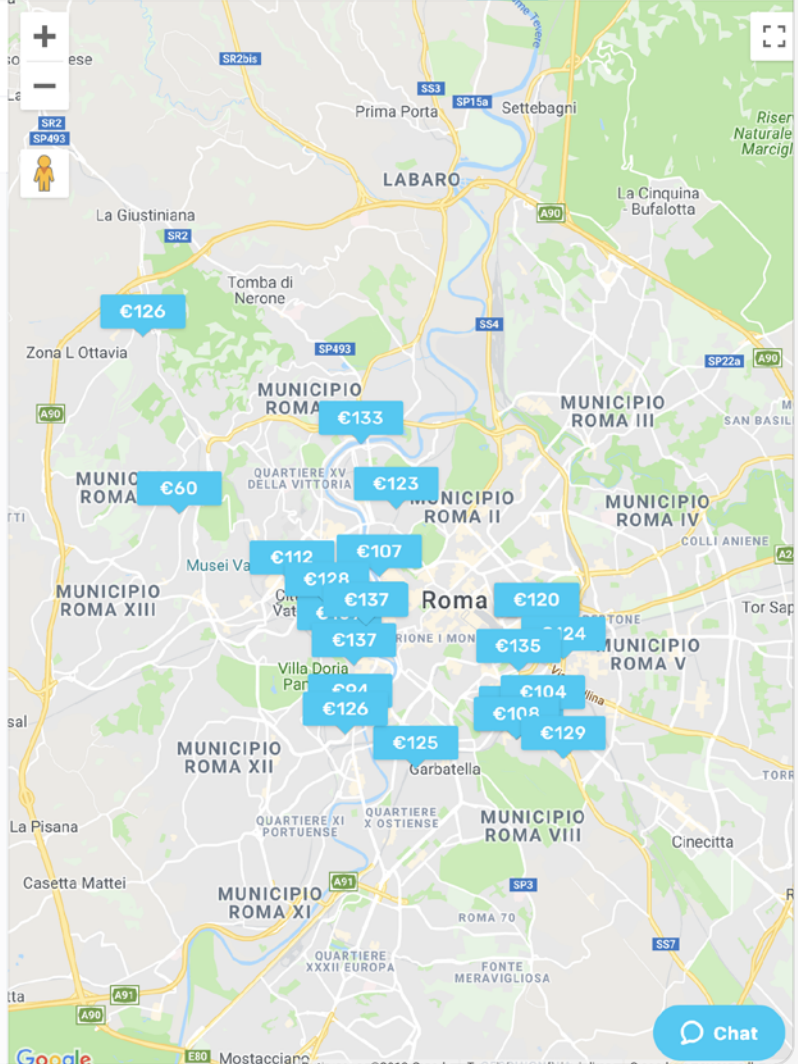
Roma - Vaticano/S.Pietro ...
Rome, Italy

PROPERTY MANAGER



Roma - San Giovanni (Apt. ...)
Rome, Italy

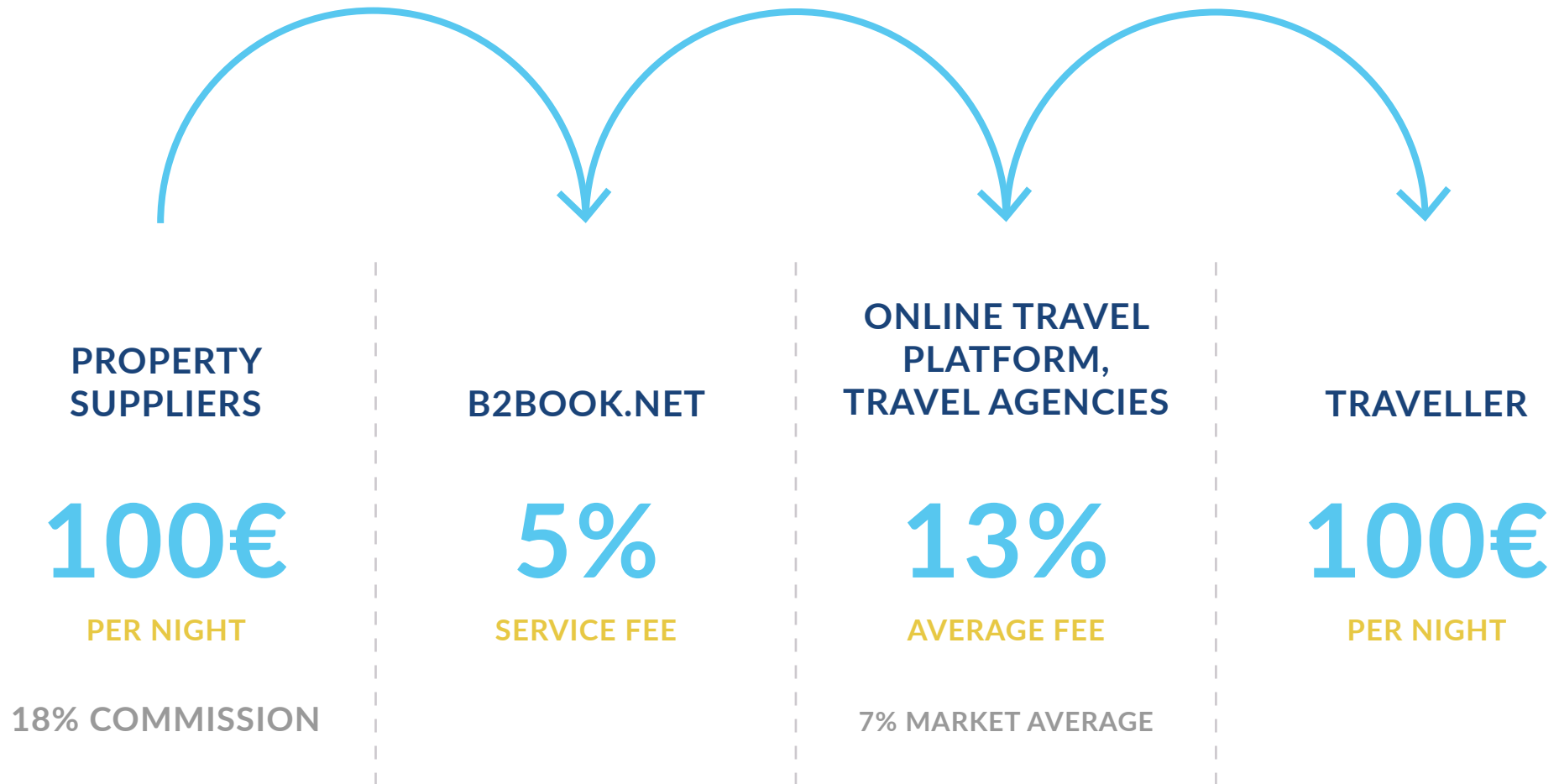
PROPERTY MANAGER



You pay: **€111**

You earn (11.5%): **€14**

How it works



Business Model

1 M
VR RESERVATIONS
with B2Book

15 €
AVERAGE FEE
100 € / night x 3 nights

15 M
REVENUE
+ 6M ancillaries services

5% service fee on each transaction

Forecast 2022

Go to Market

TRAVEL PROFESSIONALS

Trade fairs, Trade tours, Network agreements

ADVERTISING

Online/Print trade, SEM, Email/Social media marketing

PARTNERSHIP



SELLERS

BUYERS

Competitive advantages



Online travel platforms



ACCESS VR OFFER
HIGH COMMISSION



Travel agents



Property owners



NEW B2B TARGET



Property managers



Competitors

HIGH
OFFER

Booking.com

B2BOOK·NET



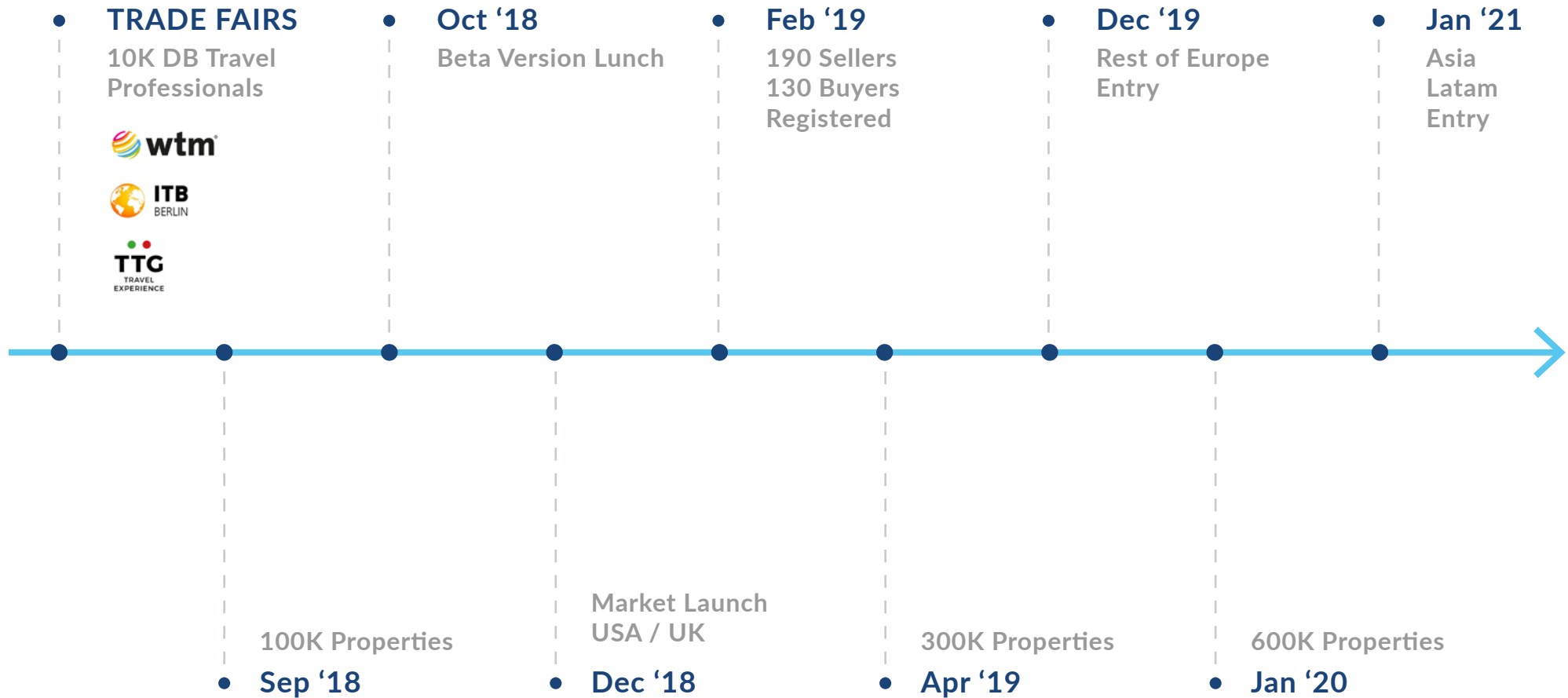
LOW
COMMISSION

HIGH
COMMISSION

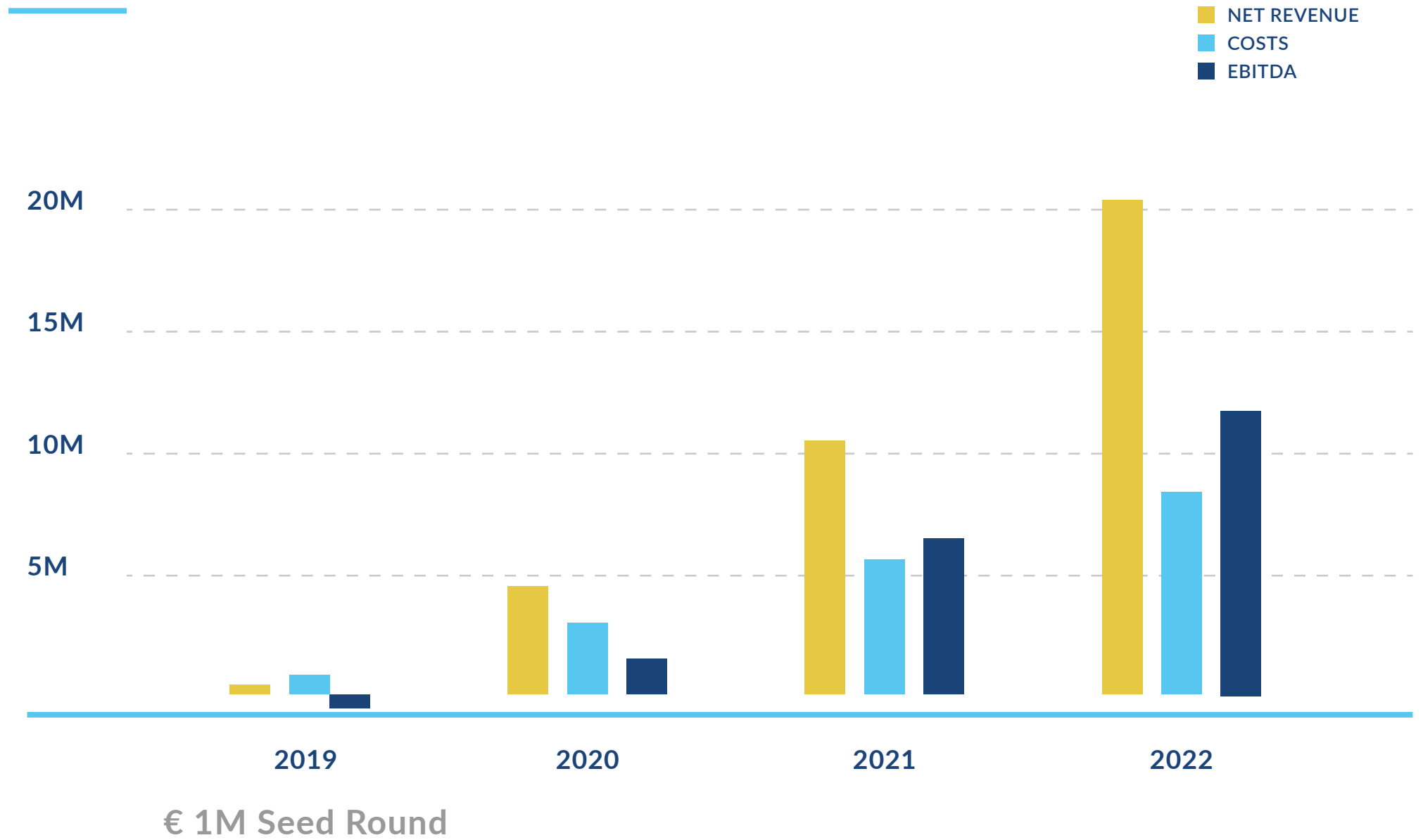


LOW
OFFER

Roadmap



Financials



Team



CEO

Marco Scipinotti

Vacation Rental Entrepreneur



CTO

Fabrizio Bianchi

Web Developer



CCO

Fabio Angeli Bufalini

Startupper and Digital Marketer



Massimo Mingolla

Back-End Developer



Marco Chierchia

Front-End Developer

THANK
you

B2BOOK·NET

info@b2book.net