

Safora PITCH DECK

ALL-IN-ONE PLATFORM
FOR HOSPITALITY AND
TRAVEL SERVICES



saforatravel.com





Company Mission

We accelerate growth by making
hospitality and travel services
digital, convenient, and efficient.



Increase
Hotel Revenue



Simplify
the Guest Experience



Bring All Services
Together on One Platform



Improve Digital Management
and Operational Efficiency



Why Safora?



Hotel systems are disconnected

PMS, phone, booking, and other services work in isolation.



This negatively impacts the guest experience

Slow service, limited communication, and low satisfaction.



Many hotels lose revenue due to outdated systems

Resulting in lost revenue and inefficiency.



B2B improves efficiency. **B2C** enhances the guest experience.





Everything in One

Safora – the all-in-one platform that connects hotels with **all services in one place.**



Management

PMS, bookings, invoices & reports



Communication

Connect with guests quickly and easily



Services

Services, bookings and tours



Analytics

Revenue and operational performance overview



All operations in one system – **convenient** for guests, **efficient** for hotels.





MARKET SIZE

TOTAL

\$5B+

Global Hospitality
Technology Market



PMS



AI Concierge



Channel
Manager



Marketplace



Guest
Experience

SAM

\$500M+

Europe & Central Asia
Hotels, Hostels, Guest Houses
& Apart-Hotels



SOM

\$5M+

Initial Target Market
Tashkent → Uzbekistan →
Region Expansion



6 000+

Accommodation Properties
in Uzbekistan



FIRST GOAL

200

Hotels

4 000

Rooms

6

Months

WHY SAFORA

Our excellence – **all in one platform**

GLOBAL PLAYERS

ORACLE
OPERA Cloud

 Cloudbeds

 SiteMinder

MEWS

VS



SAFORA

AI + PMS + SUPER APP



FEATURES

OTHERS

SAFORA



PMS



Channel Manager



AI Concierge



Taxi



Restaurant



Market



Exchange



Local Experiences



ALL IN ONE PLATFORM

All services in one
integrated platform



ACCESS TO LOCAL MARKETS

Stronger presence in
local markets



POWERED BY AI

Smarter operations
with artificial
intelligence



INCREASE REVENUE & SAVE COSTS

Boost revenue and
reduce operational costs

FEATURES OVERVIEW

All services in one app



SAFORA AI

AI assistant available 24/7: answers, recommendations, and travel tips



ROOM & WEATHER

Room information and real-time weather



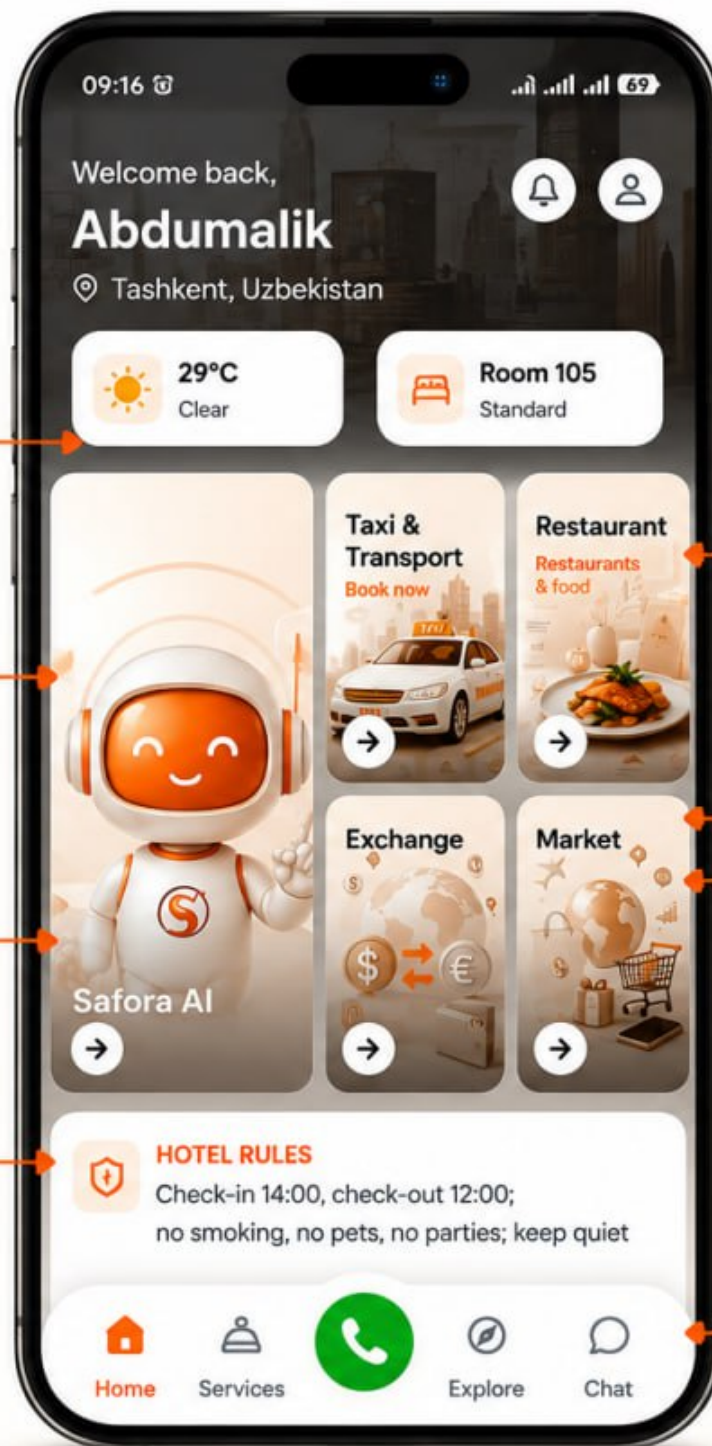
TAXI & TRANSPORT

Book taxis and explore transport options



EXCHANGE

Currency exchange made easy



RESTAURANT

Discover and order from restaurants and menus



MARKET

Order products and get them delivered



HOTEL RULES

Hotel policies and important information

NAVIGATION GUIDE

-  **Home** – Main page
-  **Services** – All services
-  **Call** – Quick call
-  **Explore** – Nearby places
-  **Chat** – Help & support



BUSINESS MODEL

PHASE 1: FREE FOR HOTELS



HOTELS JOIN SAFORA
FREE



GUESTS USE SAFORA
App & Services



SERVICE PROVIDERS
RECEIVE ORDERS



SAFORA EARNS
COMMISSIONS

OUR REVENUE: COMMISSIONS FROM SERVICE PROVIDERS

TOURS



10-15%

SOUVENIRS



5%

RESTAURANTS



5%

AI CONCIERGE



\$5-10

CHANNEL MANAGER



\$25 / \$50 / \$100+
(Monthly)



SAFORA



FREE
for Hotels



CONVENIENT
for Guests



COMMISSION-BASED
Revenue for Safora



MORE HOTELS



MORE GUESTS



MORE ORDERS



MORE REVENUE



WHY IS IT **USEFUL** FOR **HOTELS**?

Every taxi order brings direct income to hotels



Hotel earns
2,000 UZS
from each taxi order



Guest calls taxi
3 times
per day (average)

WIN FOR HOTELS

- ✓ Additional income without extra work
- ✓ No cost, 100% free to use
- ✓ More convenience for guests
- ✓ Higher guest satisfaction



CALCULATION FOR 30 ROOMS HOTEL

30 ROOMS



×

3 ORDERS
per day

×

2,000 UZS
per order

=

180,000 UZS
per day for hotel

5,400,000 UZS
per month for hotel



Safora earns only
5% commission



Hotel Earnings
5.4M UZS
per month

+



Safora Commission
5%
from each order

=

More Orders
More Income



JAMOA

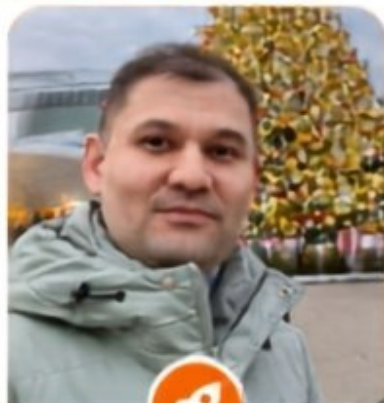
FOUNDER & LEADERSHIP



**Abdumalik
Nasriddinnov**

Founder & CEO

6+ yillik tajriba Turizm
& Mehmonxona



**Sarvar
Khaknazarov**

Co-Founder &
Angel Investor

Strategy & Operations



**Xayrullayev
Javohir**

Marketing
Specialist



**Akramkhonov
Mukhammadusufkhon**

SMM &
Mobilographer



**Ro'ziyev
Amirbek**

Hotels Relations
Agent



Shoxrux

Software
Engineer

CORE TEAM

MENTOR



STARTUP GARAGE

Startup Ecosystem Support

STRATEGIC MENTOR



Prof. Said Gulyamov

Professor • AI & Cyber Law Expert

Toshkent davlat yuridik universiteti
professori. Sun'iy intellekt, axborot
xavfsizligi va raqamli huquq yo'nalishlari
bo'yicha yetakchi ekspert.

OFFICIAL PARTNER

**TAXI
MILLENNIUM**



BUSINESS • TECHNOLOGY • MARKETING • HOSPITALITY



FINANCIALS

Real Results. Sustainable **Growth**.



TRACTION



May 2026

\$525

MRR



June 2026

\$1,200

MRR



129%

Month-over-Month Growth



2027 TARGETS



200+

Hotels



4,000+

Rooms



20,000+

Active Users



\$6.5M – \$9.1M

Annual Revenue Potential



BUSINESS MODEL



Free for Hotels

(Phase 1)



Commission from Service Providers

Taxi, Tours, Restaurants, Souvenirs & more



Marketplace & AI Platform

More services, more value



Scalable Marketplace Model

More users, more orders, more revenue



\$525

May 2026 MRR



\$1,200

June 2026 MRR

129%

Growth (MoM)



REAL TRACTION, NOT JUST PROJECTIONS



\$100,000

INVESTMENT

10%
EQUITY OFFER



Pre-Seed Investment

USE OF FUNDS



Product
Development

25%
\$25,000



Technology &
Infrastructure

20%
\$20,000



Marketing &
Sales

15%
\$15,000



Team
Expansion

20%
\$20,000



Operational
Expenses

10%
\$10,000



Reserve
Fund

10%
\$10,000

OUR GOALS IN 12 MONTHS



200+
HOTELS



4,000+
ROOMS



120 MILLION
UZS
MRR (MONTHLY)



1.44 BILLION
UZS
ARR (YEARLY)



PRE-SEED → SERIES A

WITHIN 12 MONTHS

