



**BEBAN
SEASON 3**



TRAVILEGE

Travilege Investment Brief

B2B2C SaaS management software for travel offices, tour operators and organizers to manage and digitize daily operations and reservations

Opportunity Notice

This memorandum contains forward-looking statements that involve risks and uncertainties. We use words such as “anticipates,” “believes,” “plans,” “expects,” “future,” “intends,” “seeks,” and similar expressions to identify such forward-looking statements.

These forward-looking statements have been based on current expectations and projections about future results, which, although the Founders believe them to be reasonable, are not a guarantee of future performance. You should not place undue reliance on these forward-looking statements.

The Investment’s actual results could differ materially from those anticipated in these forward-looking statements for many reasons, including but not limited to the risks described in this section.

You should not rely on this Memorandum for investment, legal, or accounting advice. You should consult your own professional advisors before entering into an Investment Agreement.

Every effort has been made to ensure the accuracy of the information contained in this Investment Memorandum. However, Beban W.L.L and Hope Ventures Holding B.S.C do not warrant, guarantee or give any confirmation whatsoever in respect of the accuracy of the information, whether express or implied, and hence no prospective investor will have any claim against Beban W.L.L and Hope Ventures Holding B.S.C due to any information contained herein.

Prospective investors should be aware that:

- The value of equity shares will fluctuate, and Investors may not receive back the full amount originally invested
- Changes in legislation may restrict or adversely affect the ability of the Opportunity to meet its objectives as set out in this Investment Memorandum
- There can be no assurance the Opportunity can meet its objectives as set out in this Investment Memorandum

Investment in private equity is subject to certain risks, and you should not invest in private equity if you cannot afford to lose the principal amount or if you need liquidity. There is no guarantee of a return on or of your investment.

Overview of the Opportunity

Legal Structure:

Individual Establishment

Jurisdiction

Bahrain

Establishment Year:

2021

Business Registration Number:

64576-3

About the Business

Industry: Technology, SaaS, Tourism Systems Solutions Provider, ERP

Business Description:

Travilege is a B2B2C ERP SaaS Management Software for travel offices, tour operators and tourism activities organizers to manage and digitize day-to-day operations and reservations process. An e-Hub connecting member companies in the automation of booking and client servicing with the aim of enhancing operational efficiencies and profit maximization.

Clients: Bahrain (29) | Saudi (7) | Oman (2)

Solutions Systems:

Major Clients

1. Al Raya Travel and Tourism
2. Bahrain Holidays
3. Discovery Travel and Tourism
4. Saja Travel and Tourism
5. Spring Travel and Tourism
6. Aldairy Travel and Tourism
7. Almobtaker Travel

1. Tour Management System
2. Attractions Reservations System
3. Accommodations Management
4. Transportations Management
5. B2C Reservations Portal.

About the Founder



Salman Al Marzooq

Founder

Current: Full-Time

- **Education:** BSc in Computer Science from the University of Bahrain
- 8+ years in Microsoft as a Premier Field Engineer and Service Delivery Manager
- 9+ years in the travel and tourism industry

Investment Opportunity

Investment Ask

USD 50,000

Equity Interest

6.67%

Valuation

USD 750,000

Use of Funds

Hiring (USD 17,500)

Hiring of two senior developers for the integration with IATA* agents

Expansion to Oman (USD17,500) Office setup and hiring of a senior sales manager.

SABRE Fees (USD 7,500)

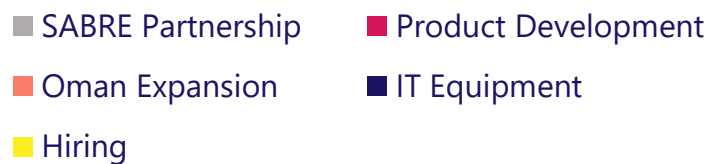
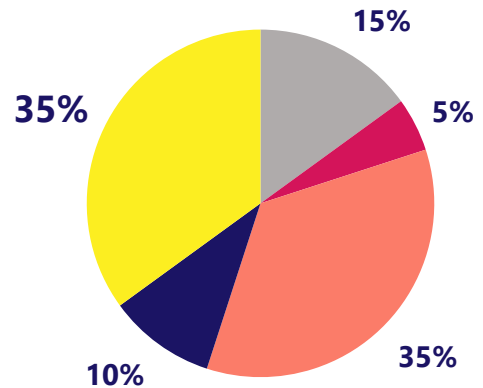
Partnership fees with SABRE** and its integration on the portal

Equipment (USD 5,000)

Purchase of IT equipment including computers and printers

Product Development (USD 2,500)

Development of a learning portal for travel agencies



* IATA (International Air Transport Association) is a global trade association that represents and serves airlines

** SABRE is a leading technology company and one of the world's top three Global Distribution Systems (GDS), providing innovative solutions for the travel industry

Cap Table

Investor	Investor Type	Pre-investment	Post-investment
Salman Al Marzooq	Founder	100%	86.66%
TV show investor	Investor	-	6.67%
Incoming Investor	Investor	-	6.67%

Income Statement

The figures presented below are in **USD**:

Summarized Income Statement*

	27 th October 2021 – December 31 st 2022	2023
Revenue	90,595	85,446
Cost of Goods Sold	(54,135)	(50,048)
Gross Profit	36,460	35,398
Other income	-	22,745
	34,460	58,143
Expenses		
Operating Expenses	(1,357)	(46,332)
Net Profit/Loss	35,103	11,811

* Numbers are extracted from Company's management accounts.

Forecast

	2024	2025	2026
Revenue	451,358	814,541	1,018,177
Cost of Goods Sold	(54,859)	(70,113)	(84,270)
Gross Profit	396,499	744,428	933,907
Operating Expenses	(264,420)	(486,197)	(631,182)
Net Profit/Loss	132,079	258,231	302,725

Statement of Financial Position

The figures presented below are in **USD**:

Summarized Statement of Financial Position*

	27 th October 2021 – December 31 st 2022
Current Assets	
Cash	159
Accounts Receivable	-
Total Current Assets	159
Total Assets	159
EQUITY AND LIABILITIES	
Equity	
Owner's account	(55,010)
Retained earnings	35,103
Total Equity	(19,907)
Current liabilities	
Trade and other payables	20,066
Total current liabilities	20,066
Total liabilities	20,066
Total equity and liabilities	159

* Numbers are extracted from Company's management accounts.

Growth Plan

1. White-Label Services (Q4 2023):

By Q4 2023, Travilege will introduce innovative white-label website and mobile application services. These offerings diversify our revenue streams and bolster our market position, making us the preferred choice for businesses seeking enhanced travel solutions in the Middle East.

2. Expansion to Oman (Jan 2024):

Travilege will establish a representative office in Oman to tap into its promising tourism potential. This strategic move positions us as a leading travel technology service provider in the region, fostering long-term success and market dominance.

3. Partnership with SABRE (Q1 2024)

Targeting Q1 2024, our strategic partnership with SABRE, a global travel technology leader, unlocks new avenues to attract IATA certified agents to our platform, significantly expanding our market reach and reinforcing our commitment to delivering top-notch travel solutions worldwide.

4. Strategic Partner for Saudi Arabia:

To seize abundant opportunities in Saudi Arabia's booming tourism sector, we are actively seeking a local strategic partner to expedite our market entry. With the Saudi Vision for 2030 aiming to attract 100 million visitors, a partnership will grant us a competitive edge.



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