

2026

INVESTOR PITCH

STRICTLY CONFIDENTIAL

VOYAGER AI

*Building an AI - native white - label SaaS platform for tour operators
and their premium individual customers — to scale the revenues by up to 7x.*

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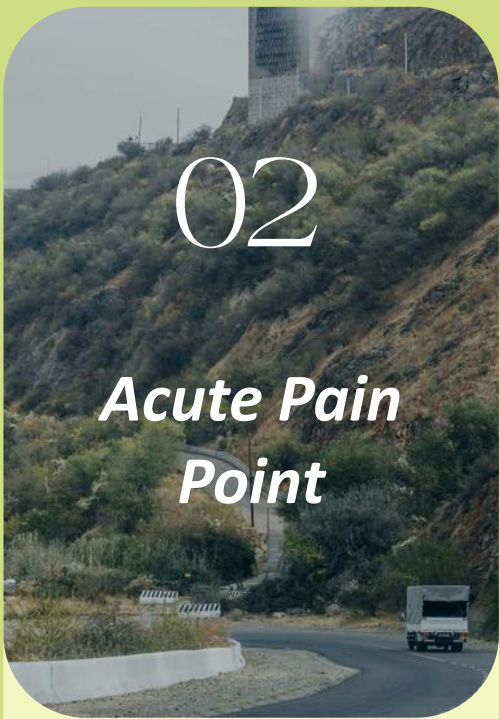
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00. INVESTMENT HIGHLIGHTS



*Massive,
Growing
Market*

1.75M addressable users globally. Custom & Luxury +81% YoY. AI travel adoption at an inflection point.



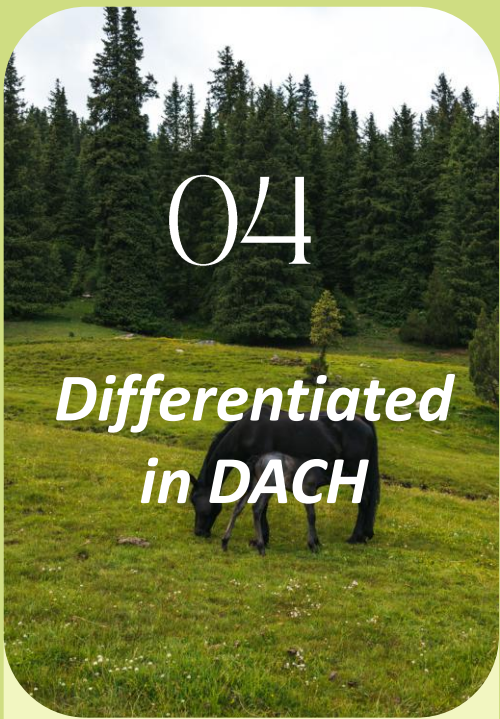
*Acute Pain
Point*

95% of European agencies without integrated software. 80% want a unified platform. Demand validated.



*End-to-End AI-
Native Platform*

Full value chain in one workflow: advisory, booking, in-trip support, whitelabel SaaS. Few competitors cover all four.



*Differentiated
in DACH*

AI-native and white-label, not legacy-digitised. Modular agent-by-agent activation lowers switching cost.



*Platform
Economics, Two
Revenue
Streams*

€49/named user/month recurring + booking commission (commission ≈93% of revenue at scale). ~88% EBITDA margin at scale (Y5). €30.9M revenue by Year 5.

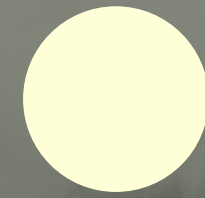


*Experienced
Founding Team*

Founding pair behind a WealthTech roll-up — public via reverse IPO, exited to a UK PE investor — plus deep Asia/travel expertise.

01. VISION

Voyager AI builds the AI-native software platform that transforms how premium travel is planned, booked, and experienced — and licenses it as White-Label SaaS to 80,000+ agencies in Europe.



What

AI-native end-to-end value chain platform — from discovery to booking



Where

Premium individual travel market, starting Europe, expanding globally



How

AI advisory + automated booking + White-Label SaaS for agencies



Why We Win

AI-native, end-to-end & white-label — while 95% of agencies run on disconnected legacy tools

02. THE PROBLEM

The travel industry is stuck between mass-market commoditisation and outdated technology.

73% COMMODITISED SUPPLY

want private, tailored trips and seek cultural immersion. Standard offerings deliver algorithmic uniformity. No personalisation at scale.

WeTravel, Twilio 2026

95% OUTDATED TECHNOLOGY

run without integrated software. 80%+ manage 4+ content sources without integration. 41% cite manual processes as a growth barrier.

Sabre, TripWorks 2026

4+ FRAGMENTED VALUE CHAIN

disconnected systems per agency. Discovery, booking and support across separate tools. 66% AI adoption — mostly without strategy.

Sabre, WeTravel 2026

03. OUR SOLUTION – AI-NATIVE. END-TO-END. WHITE-LABEL READY.

<i>AI Travel Advisory</i>	24/7 intelligent concierge: understands preferences, creates personalised travel plans in seconds
<i>Automated Booking</i>	Direct supplier connectivity, automated booking, real-time price optimisation — advisor-approved, not unsupervised AI booking
<i>AI In-Trip Support</i>	Real-time support during travel: rebooking, local recommendations, emergency assistance
<i>White-Label SaaS</i>	Travel agencies license the platform — fully branded under their own name. Recurring revenue.

03. OUR SOLUTION – THE PLATFORM.

WHAT IT IS

One operating system. Replaces every disconnected tool a travel agency runs today. Voyager AI is an AI-native SaaS platform — licensed as white-label software under the agency's own brand. Seven specialized AI agents, one workflow, covering every step from first contact to post-booking support. It helps to scale the business by up to 7× through fully automated processes.

HOW IT WORKS

1. Agency signs up — platform deploys under their brand in days, not months.
2. Agents go live one by one — no big-bang migration, no disruption.
3. Every booking feeds the shared data layer — the platform improves with every transaction.
4. Agency scales without adding headcount — agents handle volume the team never could.

95%

of DACH agencies have no integrated software today

7

AI agents — one per process, zero overlap

~0

marginal cost per additional SaaS client

03. OUR SOLUTION – THE AGENTS.

Seven specialists. One per process. End-to-end coverage of every agency workflow.

01 DISCOVERY

Live

Understand & qualify the request. Replaces the 2-hour consultation with a 12-min AI conversation.

02 ITINERARY

In Dev

Build the route & create the offer. Structured itinerary ready in 40 seconds.

03 SALES

Roadmap

Follow up, handle objections, close. Recovers the 30–40% conversion loss after the offer.

04 OPERATIONS

Live

Book, confirm, pre-trip comms. Vouchers, payments, documents — zero manual backoffice.

05 IN-TRIP

Q1 2027

Support the traveler. WhatsApp concierge with full trip context. Any language. 24/7

06 CONTENT

Live

Texts, social, SEO in the agency voice. Turns a 3-day content task into 10 minutes.

07 PRICING

2028

Calculate margins & adjust dynamically. Pricing uplift in comparable markets: 8– 14%.

● Live running today

● In development

● Roadmap

04. ARCHITECTURE – MODULAR. SCALABLE. WHITE-LABEL FROM DAY ONE.

• AGENCY INPUT	Customer enquiry via web form, email, or WhatsApp
• ORCHESTRATION LAYER	n8n (execution & triggers) + LangGraph (agent reasoning & state, Phase 2)
• AI AGENT LAYER — Claude API / Anthropic	Discovery · Itinerary · Sales · Operations · In-Trip · Content · Pricing
• SHARED DATA LAYER	PostgreSQL — Traveler profiles · Trip history · Pricing signals · Booking data

Modular by Design

Each agent is independent. Agencies activate one at a time — no forced migration, no risk. Start with Booking, add Pricing later.

Shared Data Layer

Every booking enriches one shared data layer. More transactions → better recommendations. Compounds over time.

White-Label Native

The platform is invisible — the agency's brand and its human advisor stay front and center. Travellers trust their agency, not a faceless AI; the advisor confirms each booking, so AI augments the trusted relationship instead of replacing it.

05. WHY NOW – THE AI-NATIVE WINDOW IN TRAVEL IS OPEN.

95% Of agencies run on disconnected systems — using 4+ disconnected platforms. Sabre/TripWorks 2026.

80% Want a unified platform — today. Demand exists. Supply doesn't.

+81% Custom & Luxury booking growth YoY. Premium segment exploding. WeTravel 2026.

60% Of Hot-25 travel startups are AI-native. Those who merely digitise legacy lose.

● **AI-Native DNA**
Built AI-first. Not digitising legacy.

● **Proprietary Data Asset**
Every booking enriches the shared data layer.

● **Dual Flywheel**
More data → better recommendations → more clients.

● **Differentiated in DACH**
AI-native, end-to-end, white-label.

09. GROWTH ROADMAP

Year 1

MVP & LAUNCH

- AI Advisory Engine
- First 3 destinations
- Beta clients acquired
- Marketing testing
- Team ~9 FTE

Year 2

SCALE PLATFORM

- 10 destinations live
- SaaS Beta Launch
- First 50 SaaS clients
- Channel partnerships
- Break-even reached
- Team ~9 FTE

Year 3

SAAS GROWTH

- 120 agency clients
- Pro & Enterprise tiers
- API Marketplace
- Profitable & scaling
- Team ~15 FTE

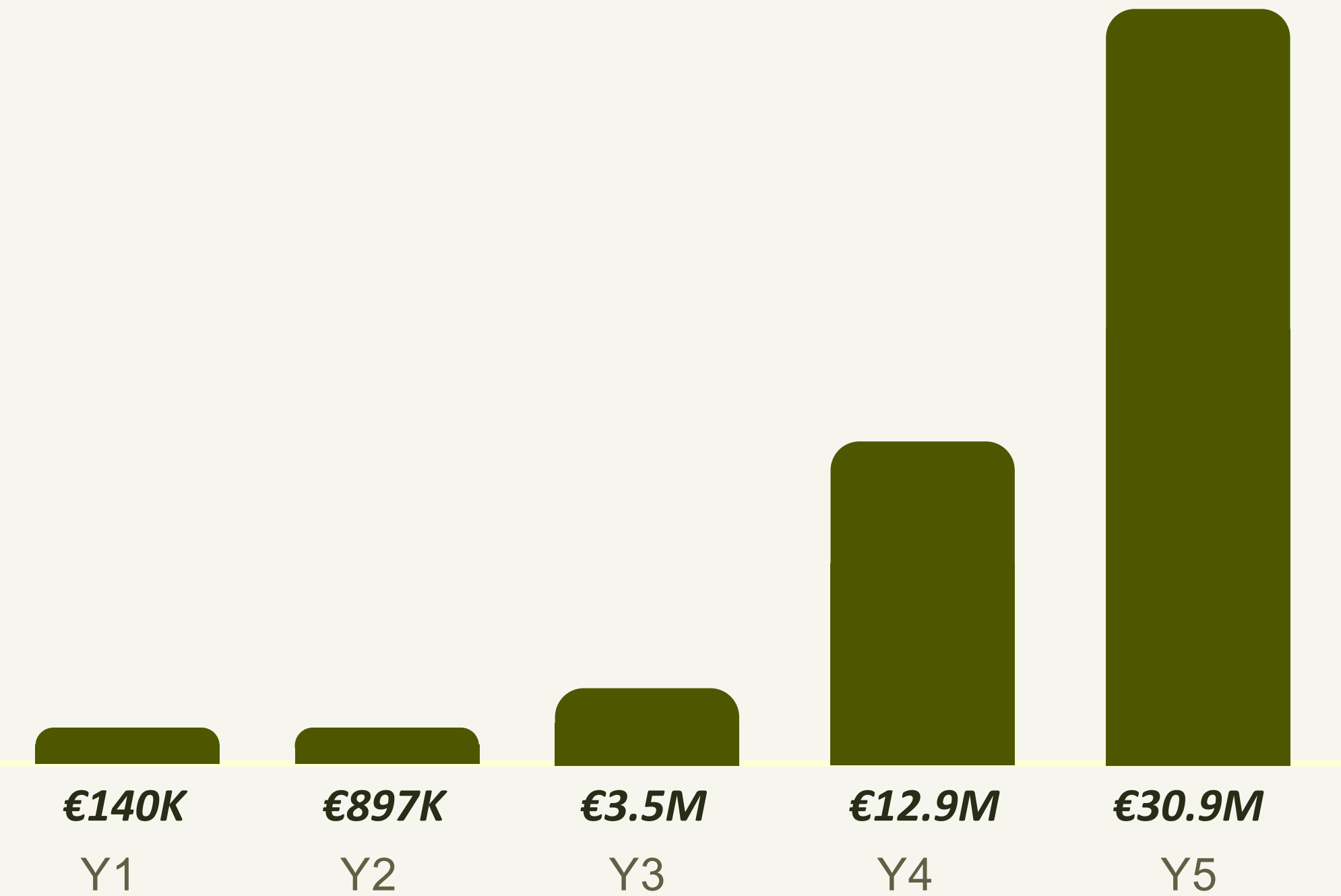
Year 4-5

MARKET LEADER

- 600+ agency clients
- EU expansion → Global
- Series A / Growth Round
- Exit readiness
- Team ~22 FTE

12. 5-YEAR FINANCIAL PLAN – SAAS + COMMISSION MODEL.

Total Revenue (Scenario B: €49/User/Month)



KEY METRICS

Revenue Year 5	€30.9M
EBITDA Year 5.	€27.2M
EBITDA Margin Y5.	88.0%
Agency Clients Y5	600
Named Users Y5	3,600
Break-Even	Year 2

VOYAGER AI

READY FOR THE FUTURE OF TRAVEL?

LET'S BUILD THE AI-NATIVE
TRAVEL PLATFORM TOGETHER.