



CREATE, SHARE, TRAVEL



# IDEA

A platform that, through advanced AI and a tailored management system, enables community managers to **ORGANIZE** and **SELL** trips specifically designed for their community.

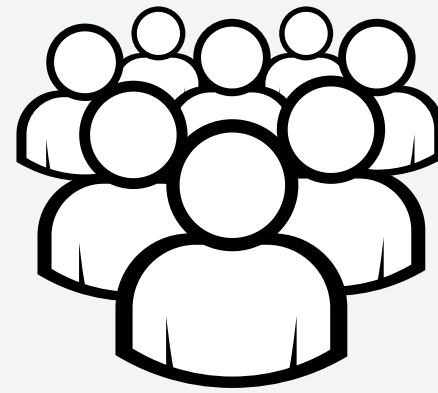


# PROBLEM/SOLUTION FOR THE COMMUNITY



## AUTONOMOUS JOURNEY

- Standard for everyone
- It requires time.
- Total cost
- Solitary voyager
- Standard assistance
- No designated contact person on site.



COMMUNITY



COMMUNITY MANAGER



## TRAVEL WITH LIKE THIS TRAVEL

- Tailored for the community
- Turnkey solution
- Reduced prices
- Enthusiast collective
- Committed customer support
- Accompanying individual present

# PROBLEM/SOLUTION FOR THE COMMUNITY MANAGER



## AUTONOMOUS JOURNEY

- Members journey beyond the community.
- The necessity for a customized journey remains unarticulated.
- The community continues to exist in a virtual format.
- Challenges in overseeing the experience



## TRAVEL WITH LIKE THIS TRAVEL

- Enhanced margins
- High-impact physical confrontations
- Loyalty and Retention Strategies
- Tour Operator Criteria
- Bespoke E-commerce
- AI Travel Consultant
- Specialized client support

# MARKET PERSPECTIVE

Experiential Tourism: Projected **growth of 5–10% annually** (2025–2030)

Skyscanner reports that **47% of Italians** have planned a holiday specifically to experience a local restaurant or cuisine.

According to Booking.com, **64% of global travelers** currently regard environmental sustainability as essential when organizing their trips.

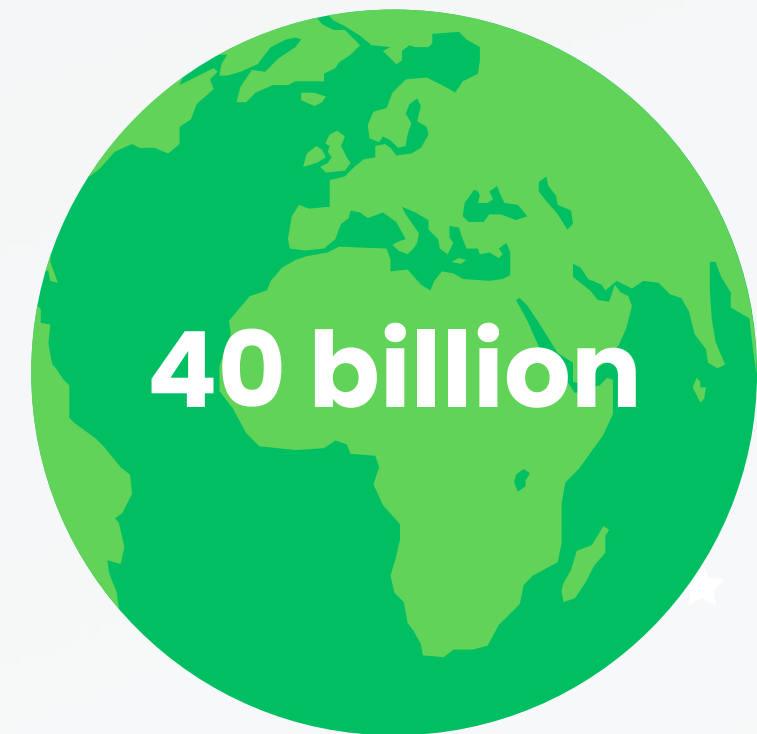
# MARKET SIZE TRAVEL



Value of the Italian  
tourism sector



Online reservations



Autonomous  
reservations

SOURCES:

Istat Polytechnic University of L

# MARKET TICKETING ITALY

THOSE WHO ISSUE TICKETS ARE UNAWARE THAT THEIR VALUE ACCOUNTS FOR MERELY 25% OF THE REVENUE GENERATED.



**value of the ticketing  
market in Italy for 2024**



**Estimated value of the ticketing  
and travel package market**

# BUSINESS FRAMEWORK

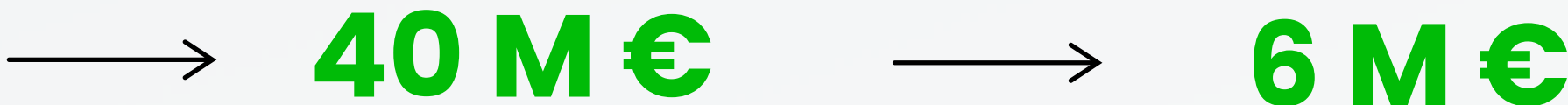


## PHASE 1: Mean commission revenue on transactions



Autonomous reservations

average commission revenue per transaction: 15%



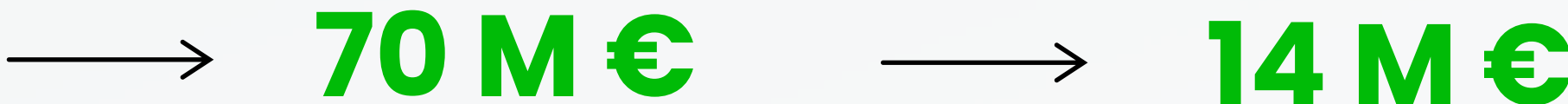
1% of reservations generated  
by Like This Travel

Annual revenues



estimated value of the ticketing and  
travel package market

average commission revenue per transaction: 20%



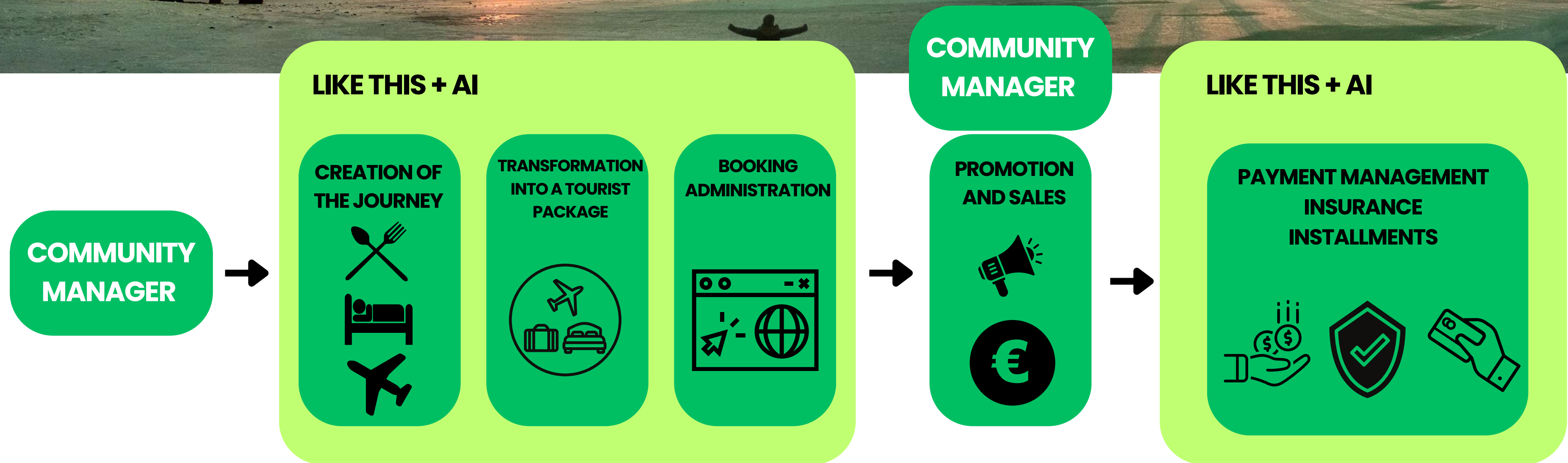
1% of reservations generated  
by Like This Travel

Annual  
revenues



## PHASE 2 – 2027: Software as a Service and Artificial Intelligence: Platform Leasing and Subscriptions

# PRODUCT



# VALUE PROPOSITIONS



**Solutions refined  
through two  
decades of  
experience**



**Already  
established:  
agency  
licenses  
validation**



- **Sustainability:**
- **Deseasonalization**
- **Overtourism**



**Network of  
collaborators  
and vendors**



**Integrated  
Artificial  
Intelligence**



# TARGET CLIENTS: B2B



**COMPANIES**



**SPORTS  
CLUB**



**INFLUENCER**



**CULTURAL  
ORGANIZATIONS**



**FAN  
ASSOCIATION**



**TRAVEL  
INFLUENCER**



**COMMUNITY  
MANAGER**



**COACH**

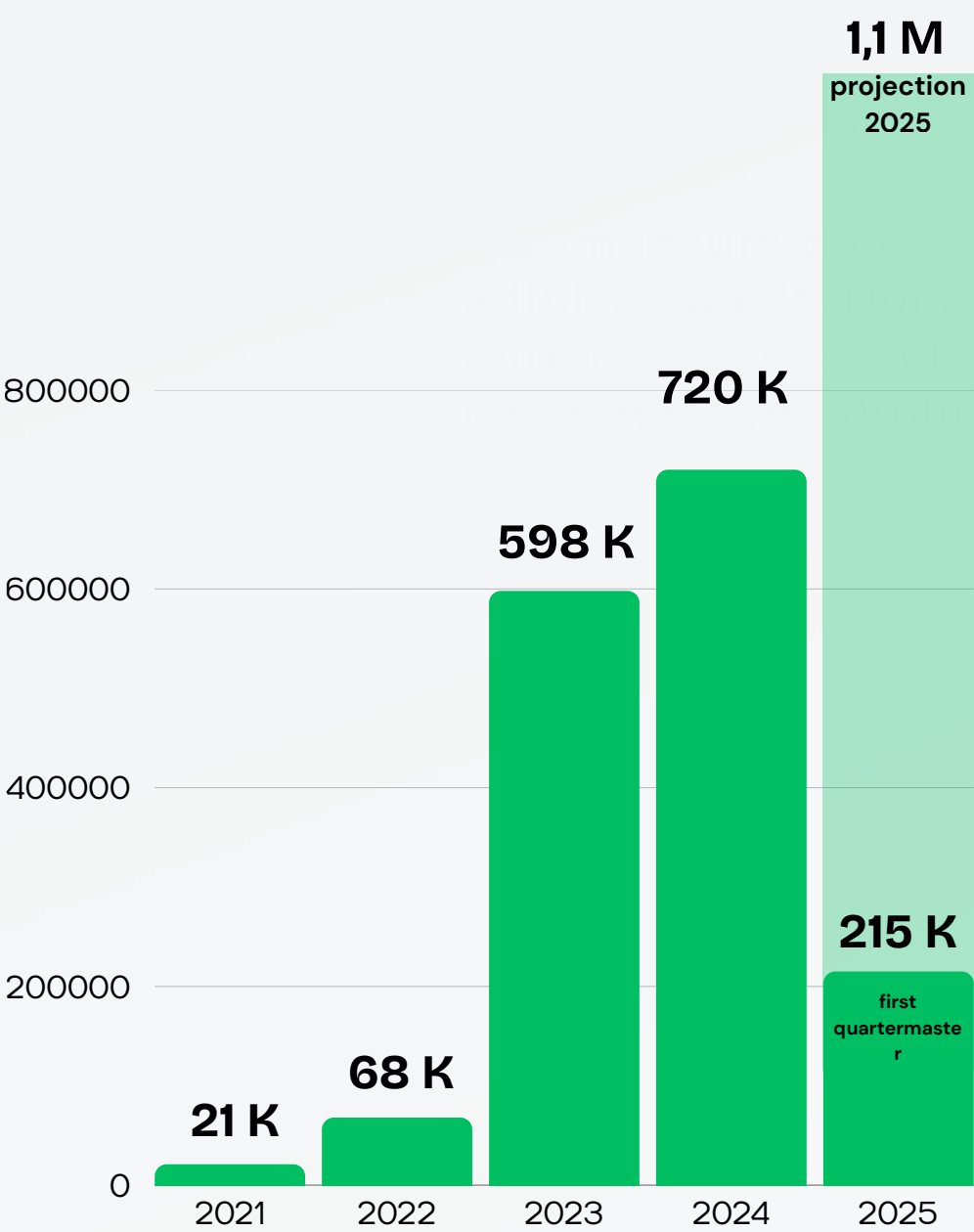


**EVENT  
COORDINATOR**

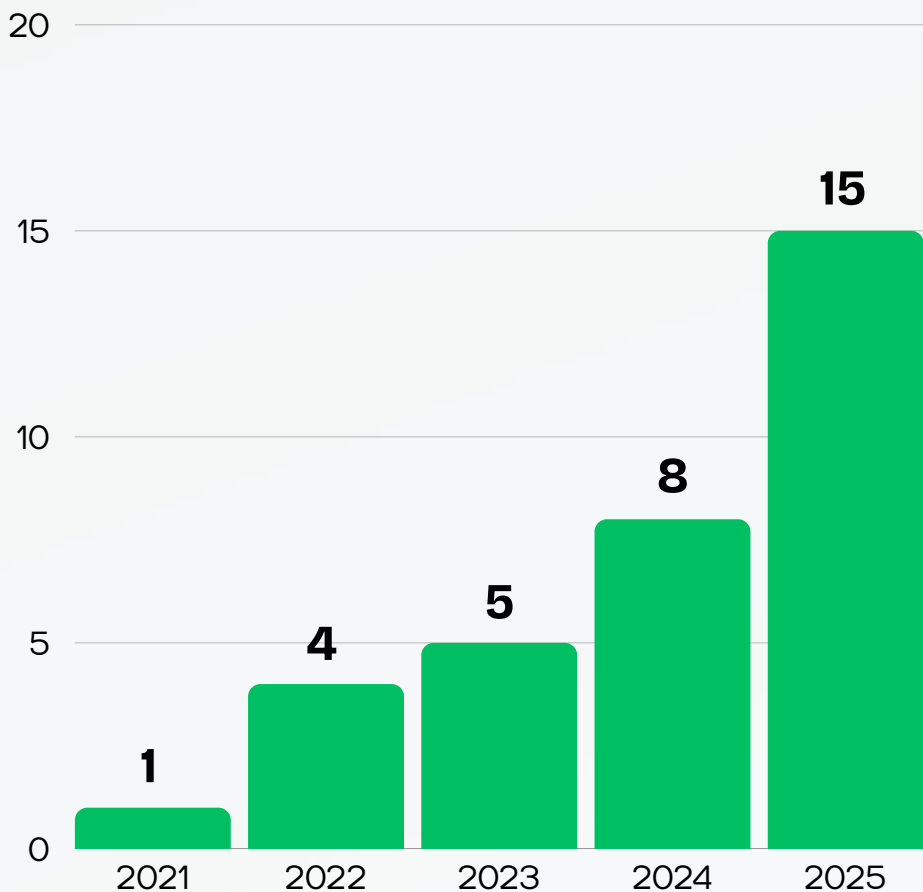
# COMPARABLE

|                    | CREAZIONE VIAGGIO CON<br>AI | CONCESSIONE REQUISITI<br>TECNICI PER LA VENDITA | VENDITA VIAGGIO<br>PERSONALIZZATO | E-COMMERCE<br>PERSONALIZZATO PER IL<br>TOUR LEADER | SOSTENIBILITA' |
|--------------------|-----------------------------|-------------------------------------------------|-----------------------------------|----------------------------------------------------|----------------|
| LIKE THIS TRAVEL   | ✓                           | ✓                                               | ✓                                 | ✓                                                  | ✓              |
| TOUR RADAR         | ✗                           | ✗                                               | ✗                                 | ✗                                                  | ✗              |
| EVANEOS            | ✗                           | ✗                                               | ✗                                 | ✗                                                  | ✓              |
| CARTORANGE         | ✗                           | ✗                                               | ✓                                 | ✗                                                  | ✗              |
| FUORI LUOGO VIAGGI | ✗                           | ✗                                               | ✓                                 | ✗                                                  | ✗              |
| TRAVEL LOCAL       | ✗                           | ✗                                               | ✓                                 | ✗                                                  | ✓              |
| TOUR LANE          | ✗                           | ✗                                               | ✓                                 | ✗                                                  | ✗              |

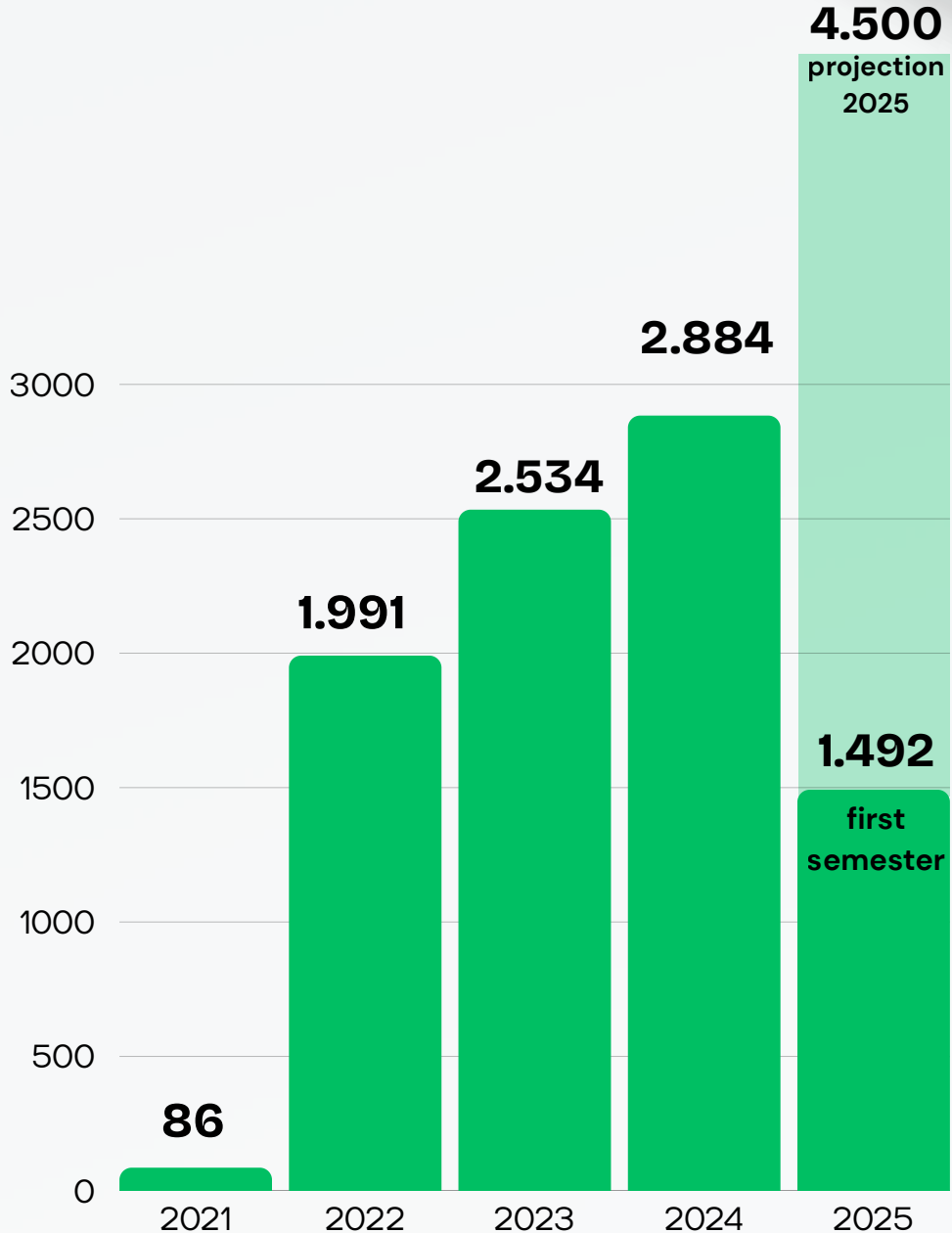
# METRICS



SALES



COORDINATED GROUP EXCURSIONS



DEPARTURES

# PARTNER



**Tourism financial  
analyst**



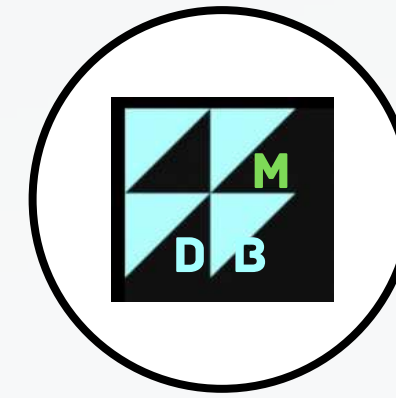
**Software  
Development  
Company**



**Operational  
headquarters**



**Travel  
Insurance  
Specialist**



**Labor  
advisor**



**Postponed  
payments**

# TEAM



**ROBERTO  
MALOSSİ**  
Founder



**GUIDO  
DONNARUMMA**  
Founder



**ANDREA BOSCO**  
Project Coordinator



**JESSICA DE LUCA**  
Account Executive



**ANDREA MARIANI**  
Digital Marketing Specialist

# CONTACTS



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