




Introvert

SMART HOTELS

Contactless.
Crowdless.
Cashless.





Contactless. Cashless. Crowdless.

Smart, peaceful hotels for guests who seek privacy and fully automated tech-enabled experience.



INTROVERT SMART HOTELS



CITY TRAVEL IS BOOMING

- COVID restrictions are gone.
People are eager to travel, especially to big cities where last-two-years restrictions were most strict.
- City bookings are topping 2019 levels.
Europe and US are reaching 20% income growth, compared to 2019.
- There is a strong demand towards fast and contactless lodging experience.
Especially with Millennials and Gen Z travelers, who are the biggest travel group in the world.
- Millennials spent \$200 billion on travel in 2018.
33% plan a spending budget of \$5000+ on their vacations.
- 76% of millennials book their trip using a smartphone.
84% use smartphone to research their trips.





SMALL HOTELS ARE STRUGGLING

- **Labor shortage.**
The biggest labor crisis that hospitality industry has ever suffered.
- **Rising overhead costs.**
Energy costs are reaching unprecedented heights
- **Out-of-date service.**
Classic hotel infrastructure demanding full line of hotel staff and high labor costs.
- **Poor online reputation.**
Lack of resources and professional expertise, resulting in low accommodation rates.
- **Overpowering OTA dependence.**
Resulting in high commission costs and low profitability.
- **Rejected by hotel chains due to small size**
There are 3.5 independent hotels for every chain property in Europe.





OUR APPROACH



- **Minimize the need of human interaction.**
Provide tech-enabled experience and minimize labor costs.
- **Eliminate unnecessary infrastructure.**
Turn lobby, reception and restaurant into coworking and leisure areas.
- **Provide cost-efficient solutions.**
Smart building technology minimizes overhead energy costs.

OUR APPROACH

TECH DEVELOPMENT

PHASE 1: Integrate existing on the market solutions

- Booking engine and PMS from Travelline
- Access control and building management from Adria / Inovativa
- Partial online check-in

PHASE 2: Develop end-to-end solution

- Web-based – accessible from anywhere on any device
- Cloud hosted – secure with little infrastructure maintenance
- Scalable – open for integration via API's, to allow adoption on various markets
- SaaS ready – cloud be easily implemented by any franchisee

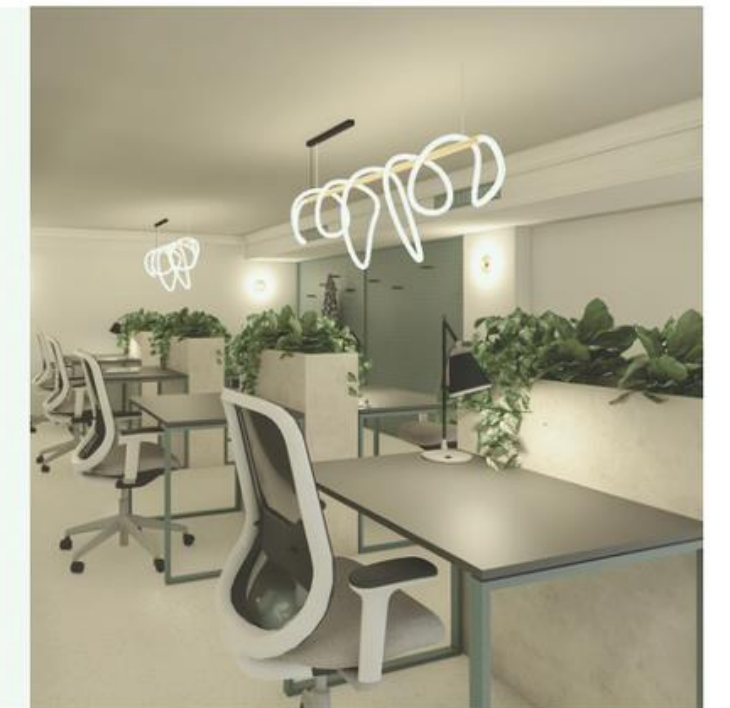
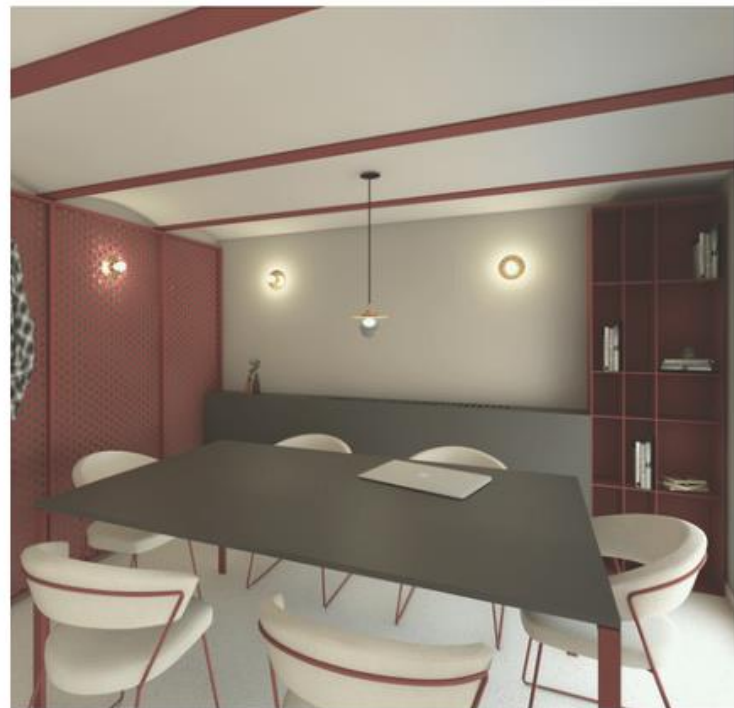
**There isn't a complete software solution on the market that integrates all steps: from booking through reservation management, online check-in, payment and online check-out.
Most of the existing solutions purely focus on traditional hotel service that rely on human presence.**



THE DIFFERENTIATOR

SMART, PEACEFUL HOTELS FOR GUESTS WHO SEEK PRIVACY

- Contactless. Cashless. Crowdless.
Fully automated tech-enabled experience.
- Peaceful environment and personal space
No outsiders. No hustle.
- Private co-working and leisure areas
For guest use only.
- 24/7 customer support
Via App messaging.



DESIGN



DESIGN



DESIGN



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