Qynvo

Own the Journey

The platform that keeps travel agencies with their travellers: before, during and after every trip.

Valencia, 2026

Qynvo.co

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THE PROBLEM

Not a nice-to-have. If the agency isn't on the traveller's phone, an OTA is.

~55%
of Booking Holdings' room nights now booked in its own app

1 in 4
travel dollars already go through OTAs: $408B in 2025

$16B+
OTA marketing in 2025, top two alone, to own that traveller

BY 2030, IF AGENCIES DON'T MOVE

~70%
of all travel booked online (61% in 2023, 65% in 2026). Mobile overtakes desktop and AI assistants become the first search: the next trip starts in an OTA app, not at the agency.

AND INSIDE THE AGENCY

~30% of ops time lost to manual coordination. Leads wait hours, when a reply within 1 hour makes them **7×** likelier to qualify.

qynvo.co · Sources: Booking Holdings Q2 2025 earnings call & 2025 filings · Expedia Group 2025 filings · Phocuswright Global Travel Market & Travel Forward 2026 · HBR · Qynvo estimate (Stupendos Viajes ops) · 2030 = Qynvo trend projection

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THE SOLUTION

Qynvo digitalizes all your operations in one place

And keeps every lead warm until it books, all inside the agency's own brand.

TIME

100 h

of manual coordination eliminated every month*. Frees ~30% of a two-person ops team: several times the subscription cost.

CONVERSION

Instant

Every lead captured by QR or magic link and answered in real time, inside the 1-hour window that makes it 7× likelier to qualify.

LOYALTY & GROWTH

Your customer

The agency's brand stays in every traveller's pocket, and travellers share its trips and catalogue: the loyalty OTAs spend $16B+ to buy.

CONNECTION Direct access to a growing network of vetted tour operators and DMCs, on the same platform.

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THE MARKET

A €270B market. ~380M travellers a year through small agencies.

THE MONEY · WHAT AGENCIES EARN

€270B
TAM · global travel agency market
IBISWorld, 2026

€44B
SAM · our launch markets
Spain €22.4B + India ~€22B; USA & LatAm next

€34–41M
SOM · our 2030 revenue target
Bottom-up: 8,500–10,000 agencies

THE TRAVELLERS · WHAT WE CHARGE €1 ON

~10.5B
travellers a year, worldwide
1.52B international + ~9B domestic

~1.3B
through travel agencies
~12% of travellers, across ~481k agencies

~380M
through small & medium agencies
400k agencies × ~950 · ~€380M a year at €1

Local or global, Qynvo is the right tool: from a weekend in the next town to three weeks in Asia.

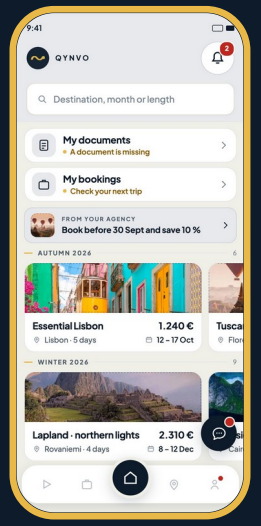
Sources: IBISWorld 2026 · UN Tourism 2026 & 2018 · SOM, agency share and travellers per agency are Qynvo estimates · 1 traveller = 1 person on 1 trip

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THE PRODUCT

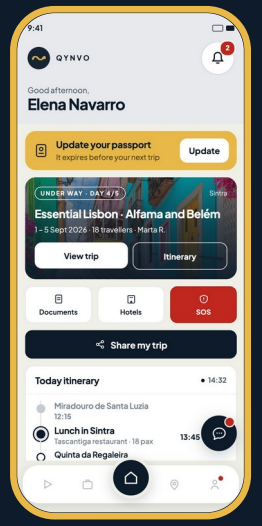
Your brand. Your app. The whole journey.

The operating system for SME travel agencies. A white-label, multi-tenant SaaS that captures the lead, runs the operations behind every trip, then keeps the agency's brand in the traveller's pocket for the next one: the operational backbone to scale their greatest asset, the human touch.



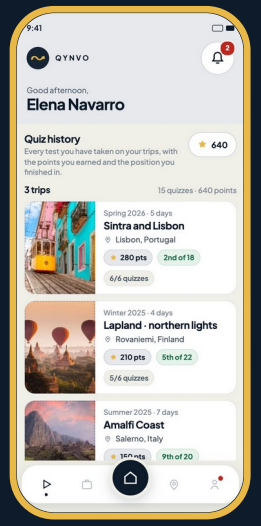
BEFORE

Win the lead and upsell



DURING

Travel side by side



AFTER

Loyalty + growth

FEATURES

Before	⊕ Lead capture	⊕ Meeting booking
	⊕ My Docs & sharing	⊕ Last-minute upsell
During	⊕ Live geolocation	⊕ Live map & itinerary
	⊕ Integrated chat	⊕ Supplier mgmt
After	⊕ Shareability	⊕ AI offers (2027)

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BUSINESS MODEL

Predictable subscription. Revenue that grows with every agency.

STARTER	PREMIUM	PROFESSIONAL	ENTERPRISE
€59	€89	€129	Custom
per month	per month	per month	tailored pricing

+1.5/ 2€ per confirmed traveller depending on the plan choosen. We become the result of the agency's growth, not a cost.

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TRACTION & PIPELINE

Pre-revenue by design. The pipeline is already building.

Partner	Market	Stage	Notes
Erco Travels	India	Soft pilot — live	Go-live Dec 2026
Saffron Travels Ltd	The Netherlands	Soft pilot — live	Go-live Dec 2026
Epilgrim	Palestine	Soft pilot — live	East Jerusalem · onboarding now
Stupendos Viajes	Spain	Reference pilot	Co-founder-linked, onboarding now
IATO network	India	Access secured	2,000+ operators, not yet activated. Q1 2027 goal.
ENISA	Spain	Certified startup	Empresa emergente (Startup Law), Sept 2026
Web Summit Lisbon	Portugal	Selected	València Innovation Capital Startup Island, Nov 2026
Start Up Grind Event	Silicon Valley	Selected	Top global 150 start ups born in 2026

First traveller-facing usage data arrives with the Erco and Saffron go-lives in December 2026.

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GO-TO-MARKET

Market share first. That is what AI can't copy.

LAUNCH SEQUENCE · ASSOCIATIONS OPEN THE DOOR

01 Spain

Home market · Stupendos pilot · CEAV

02 India

Erco pilot · IATO network

03 LatAm

COTAL + national associations

04 USA

ASTA · TAC27, Orlando, May 2027

The Founder badge

Every market launch opens a Founder window. The first agencies get the full Professional plan for €29/month + €1 per confirmed traveller for 12 months, and become our local references.

Associations bring them to the table; the badge is why they sign.

Any new market in under a week

Our AI-native, multi-tenant architecture opens a new market, in a new language, in under a week, with AI support from day one.

Speed wins the data: every agency trains our AI on real trips and travellers and grows our network. AI can copy features, not that.

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COMPETITION

Only Qynvo wins the lead before the trip is sold.

Platform	Traveller app	Pre-sale tool	White-label	Real-time	Shareability / traceability	AI assistant	SME pricing	Supplier / customer feedback
Excel, WhatsApp, phone	×	×	×	~	×	×	✓	×
Generic travel CRMs	×	~	×	×	~	~	~	×
WeTravel	~	~	~	×	~	~	~	×
mTrip	✓	×	✓	~	×	~	×	×
Travefy	~	~	×	×	×	~	✓	~
Vamoos	✓	×	✓	✓	×	~	×	×
Axus	~	×	~	×	×	×	×	×
Tern	~	~	×	×	×	✓	✓	×
Amadeus	✓	~	✓	✓	×	~	×	×
Qynvo	✓	✓	✓	✓	✓	✓*	✓	✓

✓ Full capability ✓* available in Jan 2027 ~ Partial / add-on × Not available · Pre-sale tool = QR/magic link that captures a lead into the database with full info and auto-follow-up. · Traveller app: ✓ native app in the agency's brand, ~ vendor-branded app or branded only as an add-on. · Most small agencies still run on spreadsheets, WhatsApp and phone calls. The founders' agency relationships are the moat.

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TEAM

40+ years building travel companies.



Ricardo Rios

CEO & Co-Founder

- From tour guide to General Manager and partner at Stupendos: he has lived every agency pain.
- Led global operations at Harri (hospitality SaaS), helping scale ARR from $24M to $48M.
- At CWT, grew enterprise clients from 297 to 794 in six months across EMEA, the Americas and APAC.
- Executive MBA · PMP · Spanish, English and French.



Salvador Cataluña

Co-Founder & CSO

- Founder & CEO of Stupendos Viajes since 2006: 52+ countries, €3M+ in annual sales.
- Serial entrepreneur since his twenties: built and sold three companies before Stupendos.
- 20+ years of relationships with Spanish agencies, guides and suppliers. AEVAV member.
- Speaks Spanish, English, French and Italian.

ENGINEERING TEAM

Anass El Moussaoui — Head of Engineering & AI, full-stack Flutter + Laravel, AI & RAG architecture

Victor San Blas — Flutter & Frontend Lead, application design

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CERTIFICADA COMO EMPRESA EMERGENTE
MINISTERIO DE INDUSTRIA Y TURISMO

THE ASK

€300k to reach €30k+ MRR by end of 2027.

NOW
Pilots running, polishing the platform

DEC 2026
Full launch · English & Spanish

END OF 2027
300 agencies · €32k MRR · Spain, India, USA, LatAm

2028
Seed round, backed by traction

PRE-SEED ROUND

€300k

Pre-seed equity for 10%

ROUND TERMS

€3M
post-money valuation

€175–200k
ENISA participative loan (target)

€475–500k
total runway funding

USE OF FUNDS · 2027 BUDGET · €383k

Team	52% · €200k
Sales & marketing	29% · €112k
Product & AI	11% · €42k
Tools, legal & 5% buffer	8% · €29k

~€32k/month average cost in 2027 · break-even Mar 2028 · ENISA loan extends the runway through 2028.

qynvo.co · Source: runway model v6.2, base case, Oct 2026 · Every agency priced as a founder; standard-price agencies (~2× revenue each) are upside, not included.

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FINANCES & EXIT

Where we can be in 5–7 years: a €50M+ exit.

2026 · PRE-SEED

€300k at €3M post-money · pilots live in 4 countries

END OF 2027

300 agencies · €30k+ MRR · Spain, India, USA, LatAm

2028 · SEED

Seed round on traction · break-even Mar 2028

2031–2033 · EXIT

Conservative case: 3,000+ agencies · €10M+ ARR

EXIT VALUE · CONSERVATIVE CASE

€50M+

≈ 5× €10M ARR, the public travel-SaaS multiple (travel-tech M&A median: 10×).

Conservative on purpose: a third of our 2030 SOM. The full SOM (€34–41M) at the same 5× = €170M+.

WHO BUYS

GDS & travel-tech platforms (Amadeus, Sabre, Travelport) · B2B travel marketplaces & bed banks (Hotelbeds, WebBeds) · CRM & vertical-SaaS consolidators buying the agency channel

RETURN FOR PRE-SEED INVESTORS

~11×

10% today ≈ 6.8% at exit after a Seed (15%) and Series A (20%) ≈ €3.4M on €300k

ricardo@qynvo.co · qynvo.co · Sources: Vista Point Advisors 2025 (public travel SaaS 5.1× EV/revenue; T&H tech M&A median 10×) · Qynvo projection at standard pricing (~€275/agency/month incl. traveller fees)