



hotelinking

The new platform for hotels to acquire, engage and retain more guests.

Daniel Alzina



The Middleman

1. Most guests book their holidays using commission-based channels such as OTAs and TT00s.



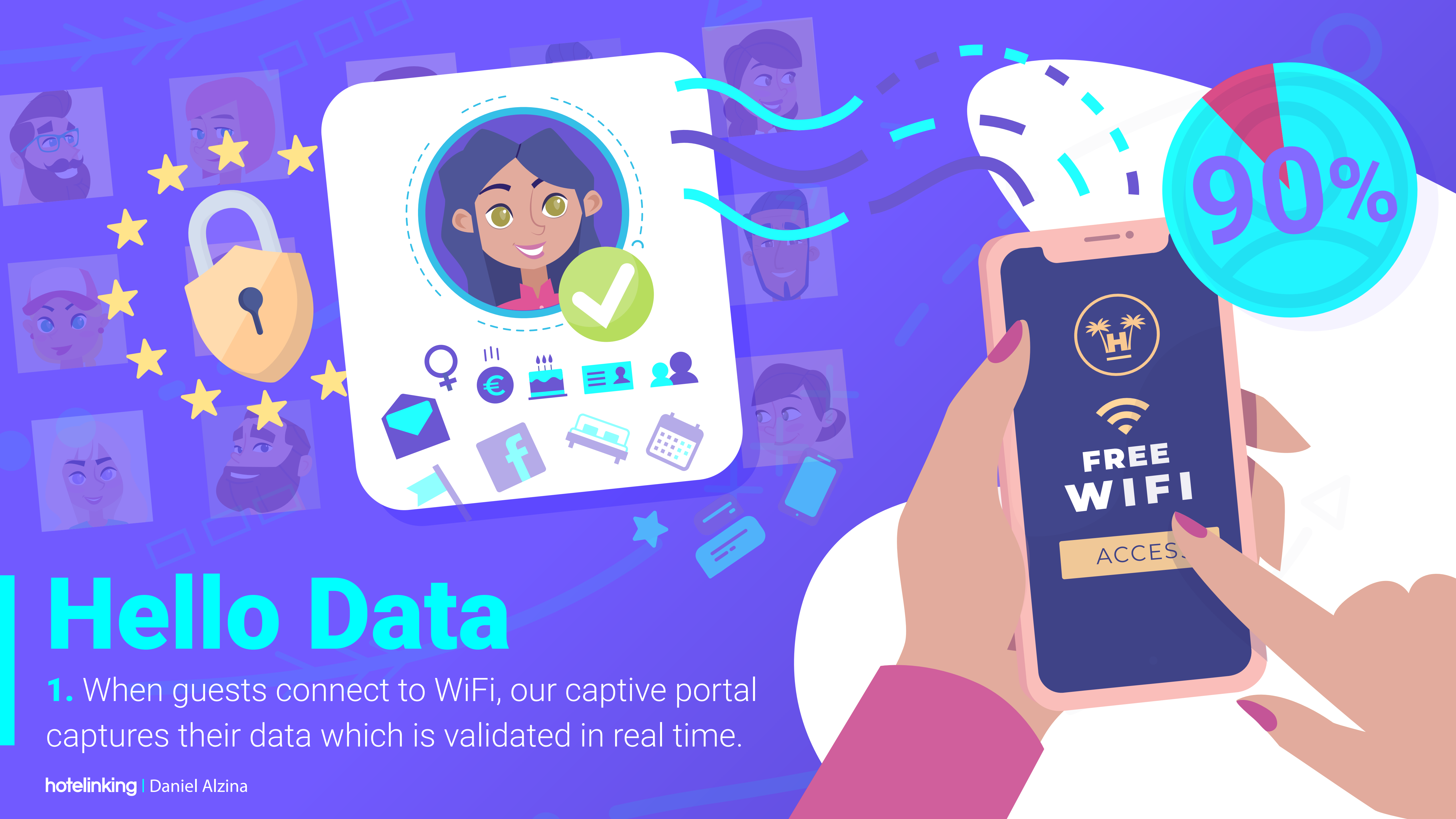
Data Trap

2. Guests information commission-based channels share with hoteliers is very limited.



Link Missing

3. The implemented solutions to gather this data are not effective enough: the power of guest knowledge is out of hoteliers' hands.



Hello Data

1. When guests connect to WiFi, our captive portal captures their data which is validated in real time.

Data Matching

2. The data will be consolidated together with the PMS and available to prepare customized loyalty campaigns.





Engagement Boost

3. Now, hoteliers can draw a complete profile of their customers and create personalized marketing campaigns.



350k

%
SUPER PROMO

Book

BOOK NOW

https://www.yourhotelweb.com

ROI

With Hotelinking a chain of 12 hotels saves an average of 350K EUR in commissions within the first year.



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HOTELS

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ALUA
HOTELS & RESORTS


Best Hotels

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CM
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Hotels
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 **SENATOR**
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uep! **ZAFIRO**
HOTELS

+1.000 hotels love us

Traction

2019 - 1.2M-1.3M EUR ARR.

Achieved break-even point in Q4 of 2018.

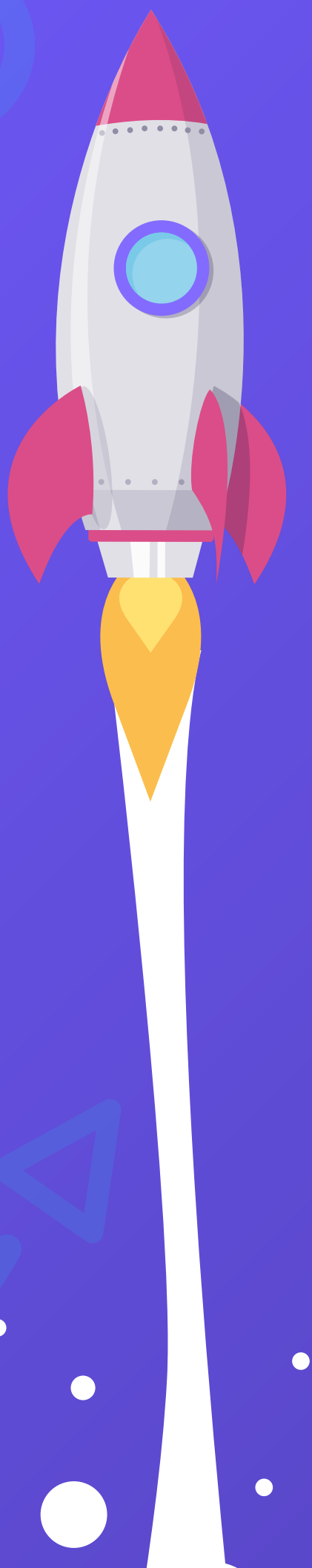
60% brand penetration in Spanish hotel chains.

Ongoing negotiations with 2 top-tier hotel chains.

Team of +35 talents.

Partnerships with key companies from France, Mexico, and 3 international firms.

Over 120 active integrations with several PMS and CRM.



Investors



Lluís Rullán

Former General Deputy Director of Caixabank,
Former President of Port Aventura



Jordi Ber

CEO Habitissimo



Paco Gimena

Founder of Mola.com,
Former Managing Director
Oasis Hotels (Globalia)



Alex Rodríguez

Reus Capital Partners



Carlos Moncho

CEO Pushtech



Jaume Alzina

CEO Winhotel



About Us

Working closely with hotels is in our DNA.

EXECUTIVE TEAM

Daniel Alzina
CEO

Xisco Lladó
CTO

Carlos Moncho
Executive Board Member

GLOBAL SALES

Juan Miguel Alomar
Sales Manager

Ana de Bedoya
Sales Manager

Esther Gomila
Sales Consultant

Dany Lehmann
Sales Consultant

Yesenia Figueroa
Sales Consultant

Óscar Escobar
Sales Consultant

Pierre Baros
Sales Manager France

Alejandro Reyes
Sales Manager

David Fernández
Sales Manager

David Guerra
Country Manager México

DEVELOPMENT TEAM

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Carmen Rosa Useros
Project Manager

Antonio Fernández
Senior Full Stack Developer

Jonathan Matesanz
Backend Lead

Ignasi Coll
Full Stack Developer

Carlos Fanti
Full Stack Developer

Toni Ramón
Full Stack Developer

Javier Viñas
Full Stack Developer

MARKETING

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Javier Arroyo
Graphic Design Manager

Esther Company
Graphic Design

María Dolores Abujas
Motion Designer

Marga Escandell
Content Manager

Laura Vecina
Admin & Finance

Carlos Otín
Senior Network Engineer

Leopoldo Arteaga
Operations Engineer

Daniel Dziura
Operations Engineer

Ángel Socias
Junior Ops Developer

CUSTOMER SUCCESS

Elena Díaz
COO

Elena de la Fuente
Key Account Manager

Adrián Martorell
Key Account Consultant

Daniela Galeano
Key Account Consultant

Marina López
Key Account Consultant

Paula Navarro
Key Account Consultant

Joaquín de Loureiro
Key Account Consultant

SALES FRANCE

SALES LATAM

ADMIN & FINANCE

INTEGRATIONS



Past Round & Target

Seed Round: € 1.2M.

2020 plans: Americas + Europe + South East Asia expansion.

Target: 10.000 hotels by 2022 and €18M ARR.

Series A round planned by March 2020.





Business KPIs

hotelinking | Daniel Alzina

	2019	2020
Hotels	+1.000	2.500
Guests	5M	12M
Commissions savings	8M €	17M €



hotelinking

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**The world's first guest journey automation platform,
helping hotel brands accelerate growth.**

www.hotelinking.com