

EDEN: REVOLUTIONIZING SOLO TRAVEL

Can EDEN disrupt the solo travelers' experience and become the new "Uber" or "Airbnb" of the travel tech?

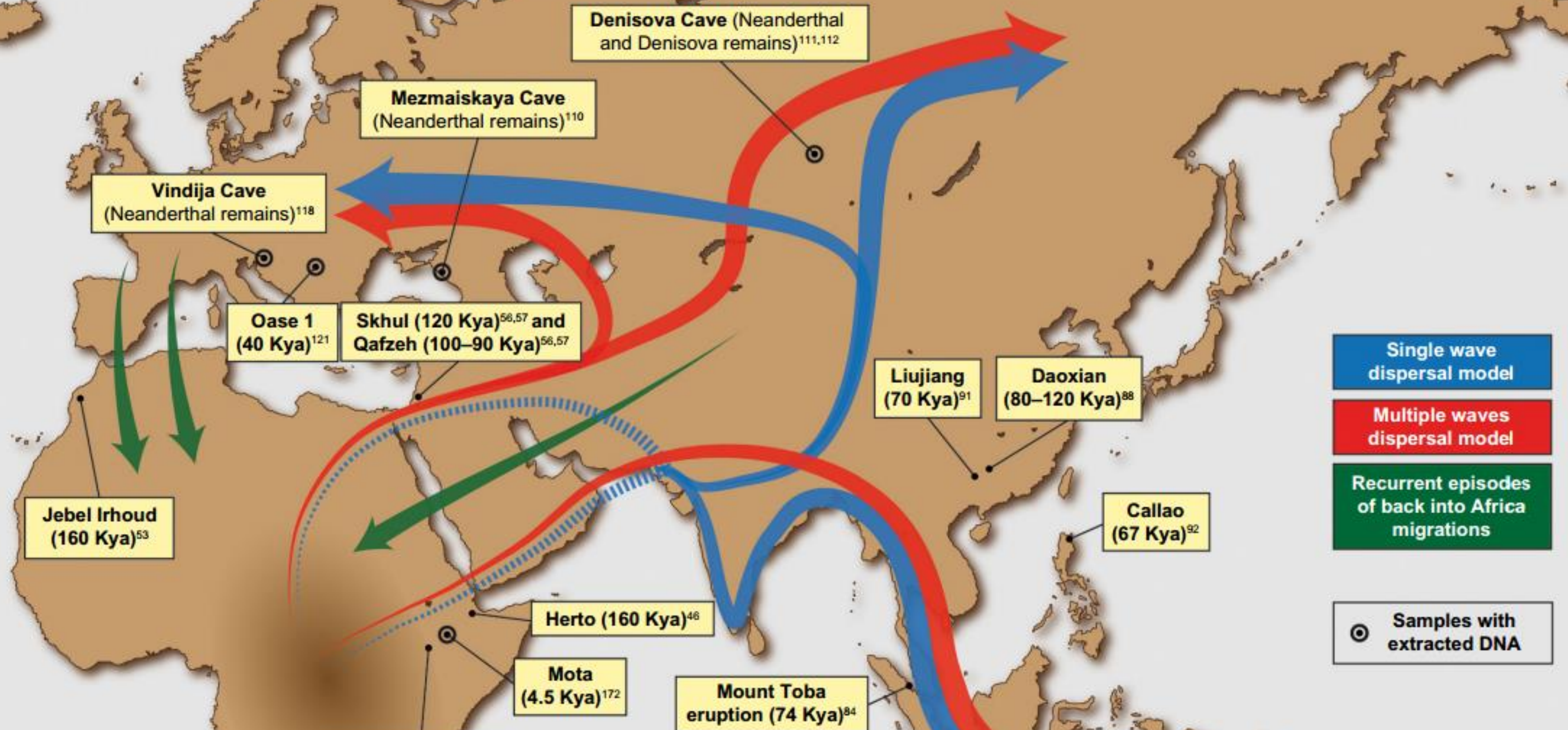
Our Solution

EDEN, a mobile platform that enhances the solo travel experience through social networking, personalized services, and partnerships.

Riyadh, 2024



Travel in the ancient times



How it started

Inspired by the unmet needs of solo travelers for connection and shared experience

2014

Personal pain of a
intense solo travel
experience

2023

Market research
and feedback
from travelers

2024

Initiated PoC
negotiation with
Riyadh Air and
Qatar Airways



EDN
E' EDEN



Problem 1

**Travelers' SOCIAL
ISOLATION**



HAVE A
SAFE JOURNEY

Problem 2

DIGITAL TOUCHPOINTS



PHYSICAL TOUCHPOINTS

Marketing

MANAGED TOUCHPOINTS

Problem 3

LACK OF TOUCHPOINTS



B2C Solution

EDEN, a mobile platform that enhances the solo travel experience through:



- SECURE SOCIAL NETWORKING
- PERSONALIZED SERVICES



B2B Solution

EDEN, a mobile platform that enhances the solo travel experience through:



INNOVATIVE MARKETING CHANNEL

TARGET *Market KSA*

TAM

26.4 MILLION

SAM

13 MILLION

SOM

130 000

1%

50%

30%



Why now?

30% SOLO TRAVELERS

Saudi Vision 2030 - Tourism

GCC is Booming

**Generative AI and 93% of mobile
Internet user penetration rate in
Saudi Arabia**

COMPETITIVE *Analysis*

B2C

COMPARISON

EDEN versus SoloTraveller, Backpackr, and Tripr

B2C

ADVANTAGES

AI personalization, safety features, and shared experiences for solo travelers

B2B

COMPARISON

EDEN versus traditional data service providers like Guestlogix or Routehappy

B2B

UNIQUE OFFERING

Integration with airlines, for enriched passenger experiences through personalized social opportunities and exclusive travel deals

Value

Value Attributes	EDEN	Guestlogix	Routehappy
Customer Acquisition and Engagement	★★★★★	★★★	★★★★
Booking and Itinerary Planning	★★★★★	★★	★★★
In-Flight Experience	★★★★	★★★	★★★
Post-Travel Engagement	★★★★★	★★	★★★
Feedback and Data Analysis	★★★★★	★★★	★★★★

Business Model

VALUE PROPOSITION

1. AI-driven matchmaking connects travelers to each other for sharing adventures and insights, enhancing the solo travel experience with safety and privacy
2. EDEN offers travel aggregators and providers a platform to directly reach and serve solo travelers with targeted offers

VALUE ARCHITECTURE

1. AI and machine learning for customized itineraries, robust security for data protection, and a user-centric interface
2. Data to enhance airline partnerships, create integrated service offerings, and facilitate actionable insights

PROFIT EQUATION

- Diversified revenue streams include:
1. Subscription fees 5%
 2. Advertising \$5.5 Mln
 3. Data analytics \$0.5 Mln
 4. Partnerships \$2 Mln
 5. Commission \$20/user

GO TO MARKET

PHASE 1: Airlines
PHASE 2: Global events



**RIYADH
SEASON**

Big Time!



RIYADH
KINGDOM OF SAUDI ARABIA
EXPO 2030



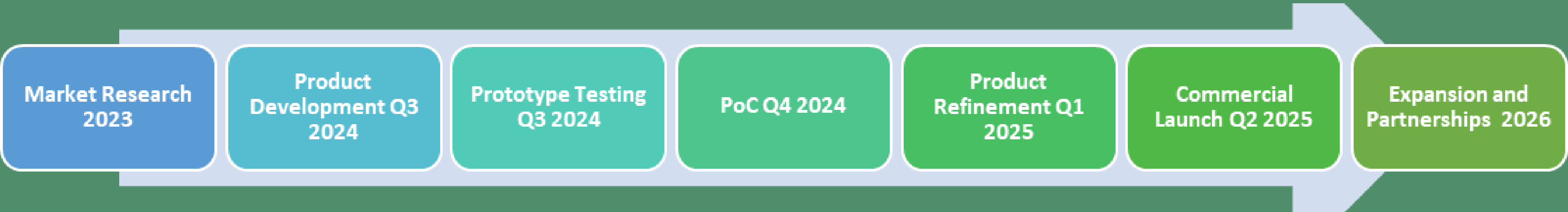
السعودية 2034
SAUDI 2034



RIYADH AIR
طيران الرياض

QATAR
القطرية
AIRWAYS

Project Phases and Timeline



2024
Revenue: \$100,000
Net Loss: \$1,000,000
EBITDA: -\$950,000

2025
Revenue: \$500,000 to \$1,000,000
Net Loss: \$300,000 to \$500,000
EBITDA: -\$400,000

2026
Revenue: \$2,000,000 to \$3,000,000
Net Profit: \$200,000 to \$500,000
EBITDA: \$250,000

2027
Revenue: \$5,000,000 to \$7,000,000
Net Profit: \$1,000,000 to \$1,500,000
EBITDA: \$1,200,000

2028
Revenue: \$10,000,000
Net Profit: \$2,000,000 to \$3,000,000
EBITDA: \$2,500,000

HOW WE SPEND \$1 MLN

Product Development	25%
Marketing and Sales	35%
Infrastructure and Operations	15%
Expansion and Growth Initiatives	25%



Meet Our Team



ANTON GALATUNOV
Founder and GM



NICOLAE ESANU
Co-Founder and COO



BASHEER A. ALARMI
Chief Executive Officer

TOP RISKS AND MITIGATION STRATEGIES



Market Adoption	1
Competitive Risk	2
Technological Risk	3
Regulatory Risk	4

The World is Waiting for EDEN

www.EDENtravel.online

Good morning all ! I just wanted to introduce myself, I'm Abood, living in The Netherlands, I'm solo traveler and will be in Moldova 29th may till 3rd June, I would love to meet and connect with locals and travelers along the trip.



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Get in touch!

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