



 **bitemojo**[®]
TASTE THE UNIVERSE



OUR SOLUTION

we have done all the way from aggregating recommendations to providing state of the art solution with the potential to change the way people travel

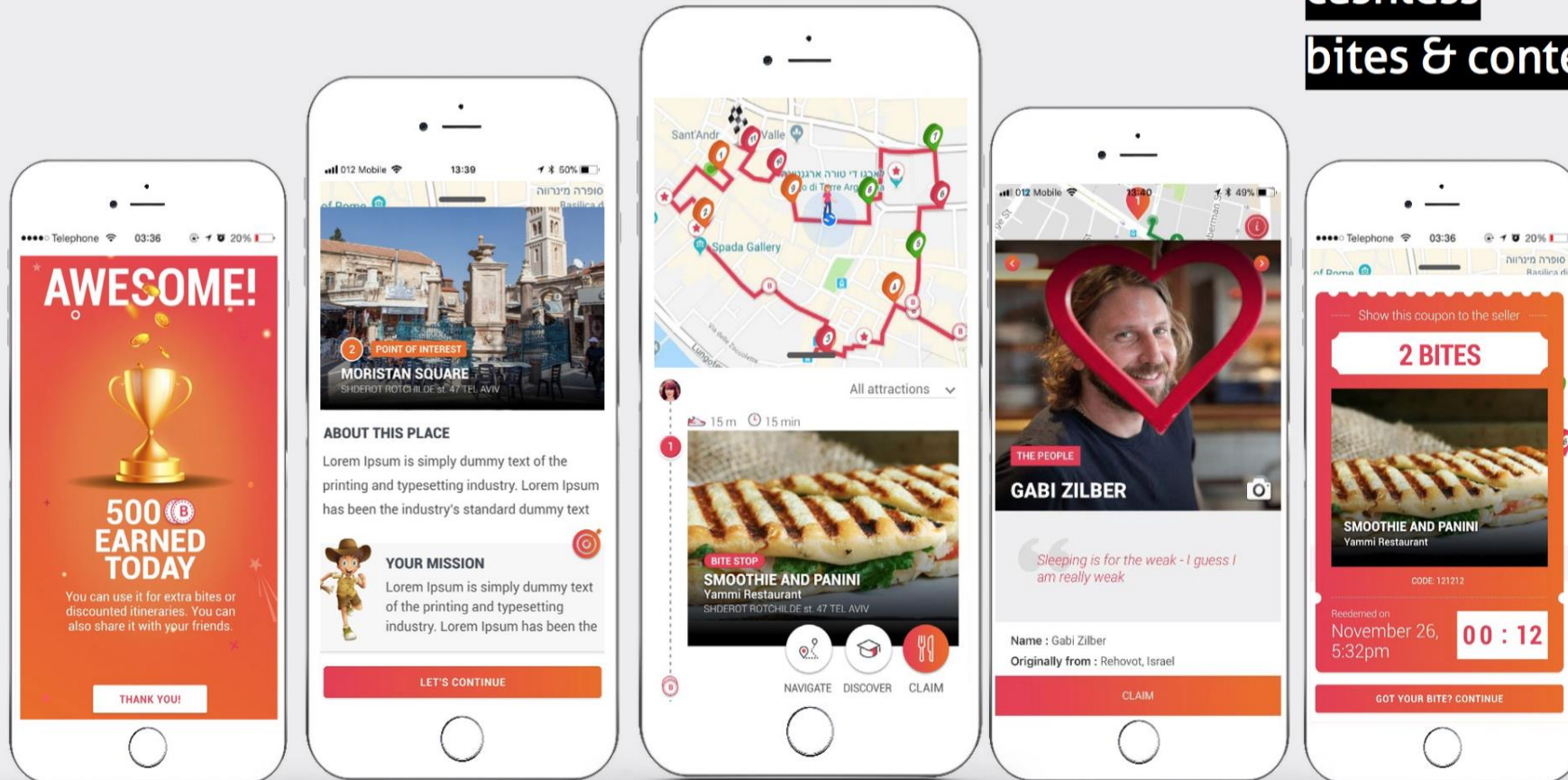
affordable

self-guided

sharable

cashless

bites & content included



WORLD OF BITES.



Caponata & House Wine



Savory Veggie Specialties



Zitronengugelhupf & Café Crema



Vegetarian Panini



Mini Tarte



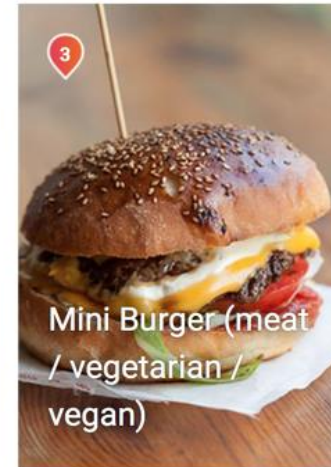
Craft Beer & Soup



Popsicle



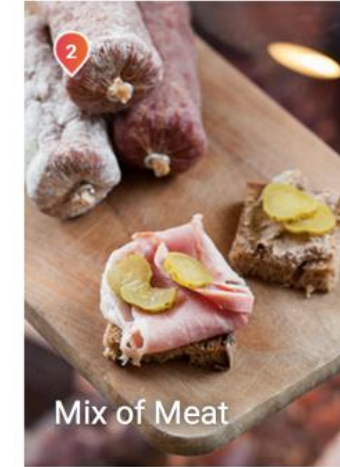
Half a Panini



Mini Burger (meat / vegetarian / vegan)



Greek Pita & Red Wine



Mix of Meat



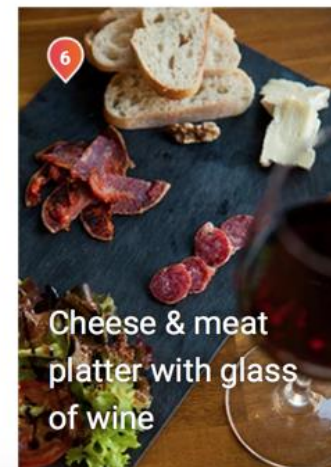
Traditional Polish dish



Espresso and a little biscuit



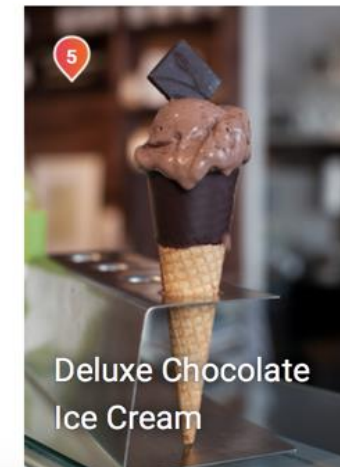
Vegetarian dips or lamb, Turkish bread and black



Cheese & meat platter with glass of wine



Vietnamese Baguette



Deluxe Chocolate Ice Cream



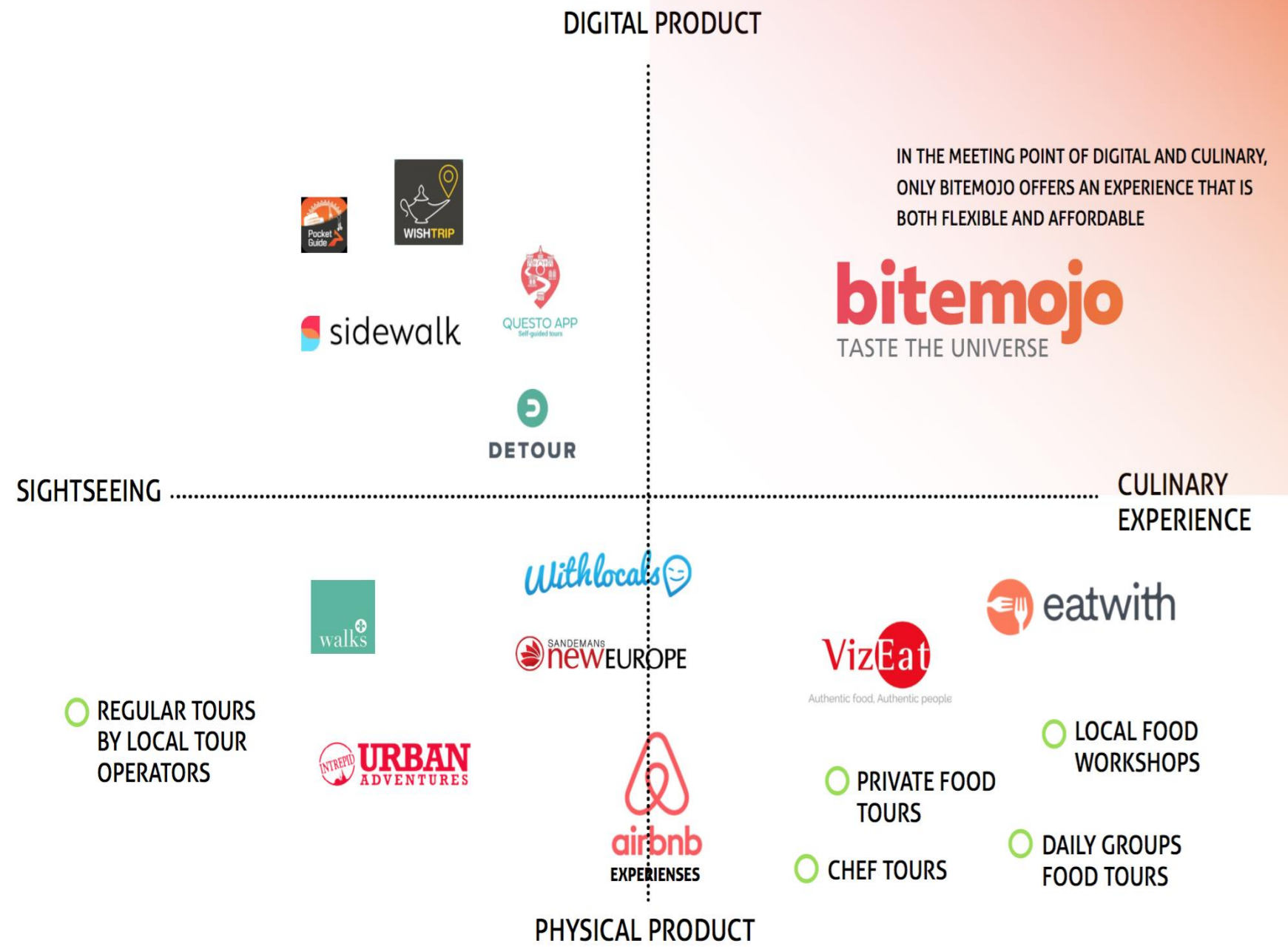
Tasting of beer

BUSINESS MODEL



40% GROSS MARGIN

Additional revenue streams from "in-store transactions"



GO TO MARKET

B2B2C FIRST

REVENUE

CONSUMER MARKETING	ongoing growth through social awareness, community building, etc. paid media ab testing			full implementation of strategy of user acquisition through paid media			
SIGNED TOUR OPERATORS							
ONBOARD ONLINE AGENCIES							
NO. OF DESTINATIONS	18	23	32	45	60	<p>bitemojo coins economy convert b2b2c users to b2c consumers growth of destinations increase return users grow brand and social awareness grow community of mojo'ers</p>	
FINANCING EVENTS	\$3M			\$10M			
	2019	2020	2021	2022	2023	2024	2025
B2B2C	95%	93%	85%	75%	60%	40%	20%
B2C	5%	7%	15%	25%	40%	60%	80%

2017 2018^{+60%}

4.8 stars rating experience



winners



TRAVEL
LAUNCH BY



480

signed contracts
with local sellers



50,000+

  downloads



80,000

sold bites



1000+

pax a day

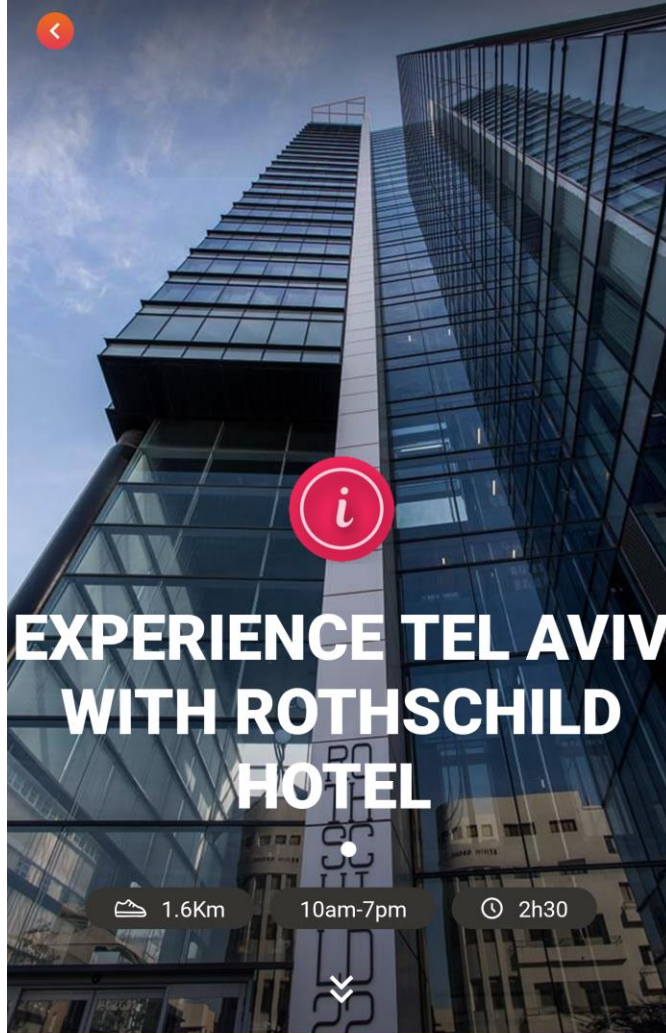


B2B

Fattal ♥



08:52 97% [signal icons]




**EXPERIENCE TEL AVIV
WITH ROTHSCHILD
HOTEL**

1.6Km 10am-7pm 2h30

START TOUR

08:05 95% [signal icons]

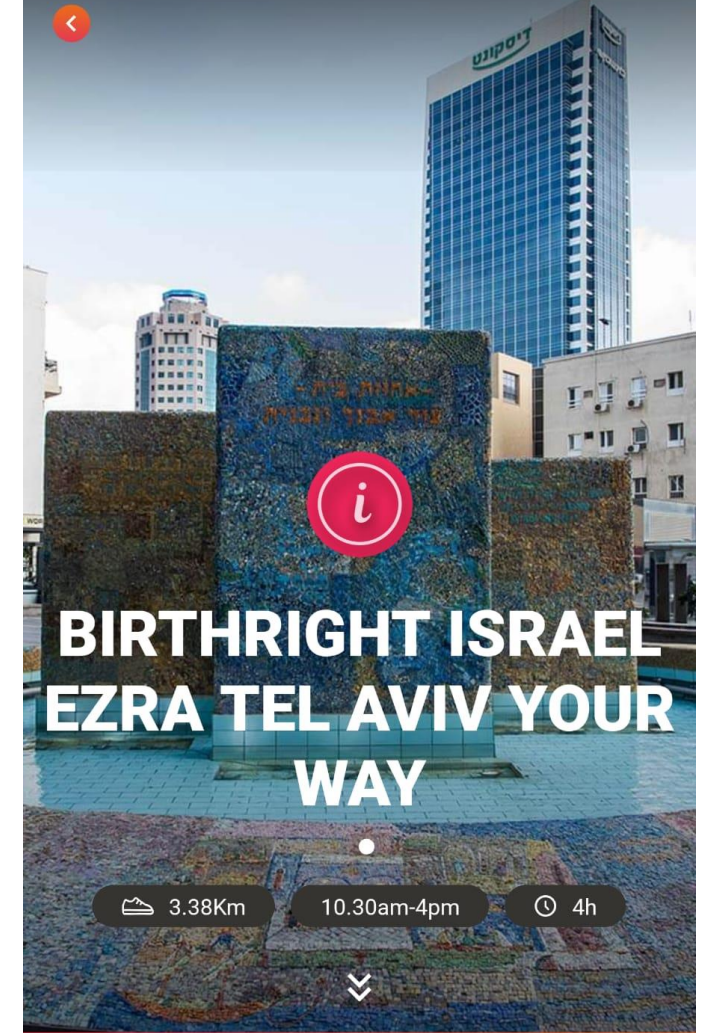


**NESPRESSO ON ICE
SUMMER IN TEL AVIV**

2.61Km 12am-9pm 2h

START TOUR

08:13 93% [signal icons]



**BIRTHRIGHT ISRAEL
EZRA TEL AVIV YOUR
WAY**

3.38Km 10.30am-4pm 4h

START TOUR



Awards and Prizes



Lisbon@bitemojo.com

