



"We host while you sleep."

Guest communication is breaking hospitality operations

Booking an Airbnb or a hotel room and not getting a quick reply is frustrating for guests and for the host or reception manager fielding those questions 24/7 across 50+ units, it's unsustainable.



Time-Consuming Communication

Repetitive questions and late-night inquiries eat up hours of guest-facing time every single day.



Inefficient Check-in / Check-out

Manual processes create friction that frustrates both guests and hosts at the moments that matter most.



Rising Operational Costs

Growth often leads to higher expenses and heavier workloads instead of smoother, cheaper scaling.

HostyAI: an AI teammate for every guest conversation

HostyAI turns the same 24/7 flood of messages that overwhelms hosts into an automated, on-brand guest experience.



24/7 Instant, Human-like Responses

AI-powered guest communication that never sleeps and never leaves a question unanswered.



Seamless Check-in / Check-out

AI-powered instructions guide guests through a smooth, self-serve arrival and departure.



Effortless Business Scaling

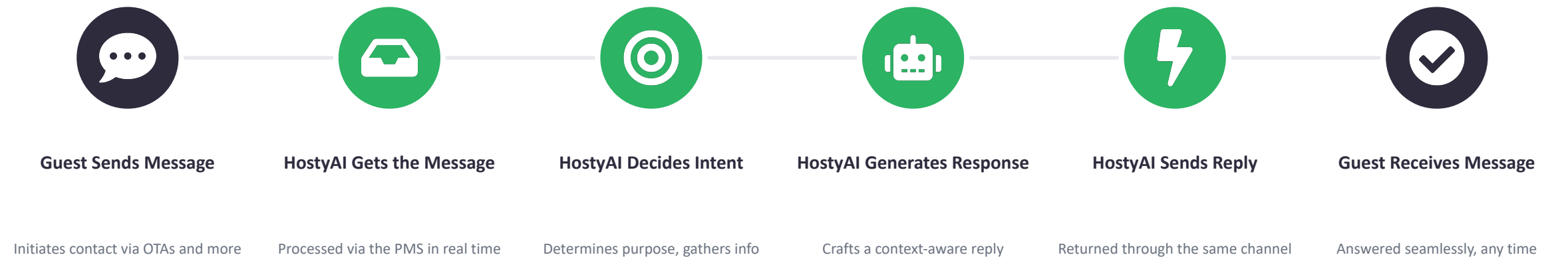
Less admin work, happier guests, and lower operating cost per unit as the portfolio grows.

Unified Inbox



+ PMS integrations: Guesty · Hostify · Avantio · Octorate · Hostaway · Lodgify

High-Level Flow — Messaging Journey



A large, fast-growing market — and a focused entry point

TAM

\$138B

Global Short-Term Rental Market

2025 · 11% CAGR → \$344B by 2034

Precedence Research / Grand View Research, 2025

SAM

\$230M

AI Guest Communication Software for
STR & Hotels

2025 · 57% CAGR → \$2.28B by 2030

The Business Research Company, 2025

SOM

€1.52M

5% of 506K properties across 5 PMS
platforms

Year 1 target · €5 / property / month

Guesty, Hostaway, Avantio, Octorate, Hostify

The path to €1.52M: five PMS partnerships, 506K+ listings

Modeled at 5% adoption and €5 per listing per month across partner PMS ecosystems.

Platform	Listings / Properties	Projected Listings (5%)	Monthly Revenue	Annual Revenue
Guesty	250,000+	12,500	€62,500	€750,000
Hostify	33,000+	1,650	€8,250	€99,000
Avantio	~90,000	4,500	€22,500	€270,000
Octorate	~33,760	1,688	€8,440	€101,280
Hostaway	100,000+	5,000	€25,000	€300,000
Total	506,760+	25,338	€126,690	€1,520,280



Simple, scalable SaaS pricing

A monthly subscription fee per property managed — pricing that scales with portfolio size.

Base

€8 /property/mo

1–25 properties

Perfect for small hosts.

MOST POPULAR

Scale

€6 /property/mo

26–100 properties

Growing property managers.

Enterprise

Let's Talk

100+ properties

Large operators & chains.

Real customers. Real revenue.

First Guesty customer onboarded Sept 2024 · First Hostify customer onboarded Dec 2024.



4

Active Paid Customers



150

Live Properties



€1,200

Revenue / Monthly



6

Pipeline Customers

296 properties · €2,368



30

Early-Stage Pilots



How we get customers

01

LinkedIn Outreach

Target: PM companies with 20–200 listings

02

Word of Mouth

6 pipeline customers came via referrals

03

Local Events (Portugal & EU)

Porto, Lisbon, Algarve — then expand EU

Recognized on stage by leading accelerators and VCs



startUP23 (S23 Accelerator) - Finalist

Selected for the Investment Stage and pitched as a Top 5 startup at Investment Day.



FutureTravel Summit — Finalist

Chosen as 1 of 10 finalists from 220+ global applicants and pitched on stage in Barcelona.



Unicorn Pitches Lisbon — 2nd Place

Took 2nd place in the AI-Powered Innovation edition at Fintech House.



Net Me Up — 3rd Place

Secured 3rd place at the Alcochete tourism-focused pitch & networking event.



Road to START Summit — Selected Startup

Invited to pitch in front of a jury of top VCs and operators.



Rocket Booster — Selected Startup

Invited to 2 month program, Piloting our first Hotel Customer

A founding team built for scale

FOUNDING & PRODUCT TEAM

Bismillah Shinwari

Co-Founder & PM

5 years across multiple startups · Product workflows & delivery · Based in Peshawar, KPK

Joao Botelho

Co-Founder & CPO

20 years real estate management & IT · Founder, LD
Ninja Stays · 32 markets across EU/Asia/US

Omar Anzur

Co-Founder & CEO

20 years banking & startups · \$7B+ global M&A and IPOs
· Columbia MBA

TECH LEADERSHIP

Pedro — CTO

Digital architecture & cloud engineering; platform infrastructure and SRE.

Nas — AI/ML Engineer

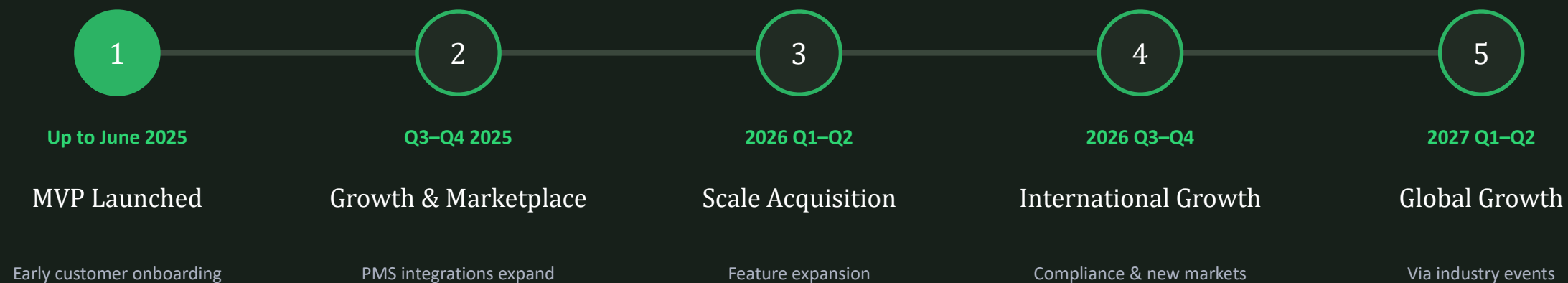
LLM optimization & multi-agent pipelines; builds the core HostyAI engine.

Sudais — Backend / DevOps

API architecture, message routing, DevOps; system stability and uptime.

+ 5 engineers · 2 designers across product delivery, QA, and design.

A clear path from early traction to global scale



We are actively engaged with eight key customers as early adopters across this roadmap.

We're raising EUR 250,000 to bring HostyAI to every host who's still answering messages at 2am

€250K

Raise Target

18 mo

Runway

10%

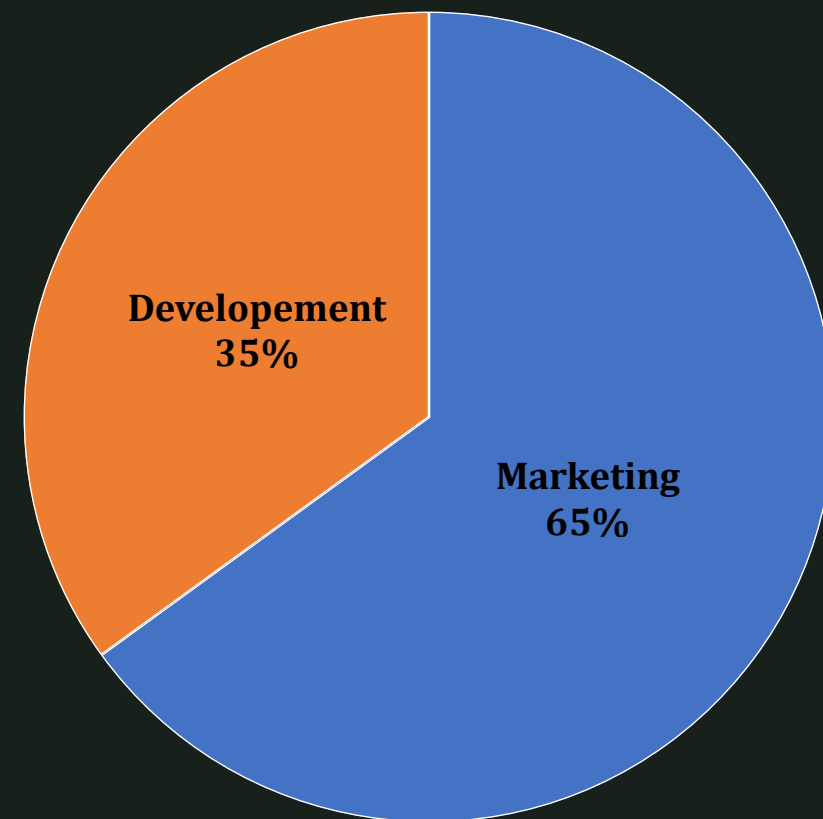
Equity

MVP live with paying customers generating revenue today

85% gross margin with strong unit economics

Multi-award recognized at global competitions

PMS partnerships unlocking 500K+ addressable properties



Use of Investment



Let's Build the Future of Guest Experience

Ready to invest? We'd love to show you the product.



Email

Bis@hostyai.com



Web

hostyai.com



LinkedIn

in/bismillahkhan

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