



Company presentation

About us

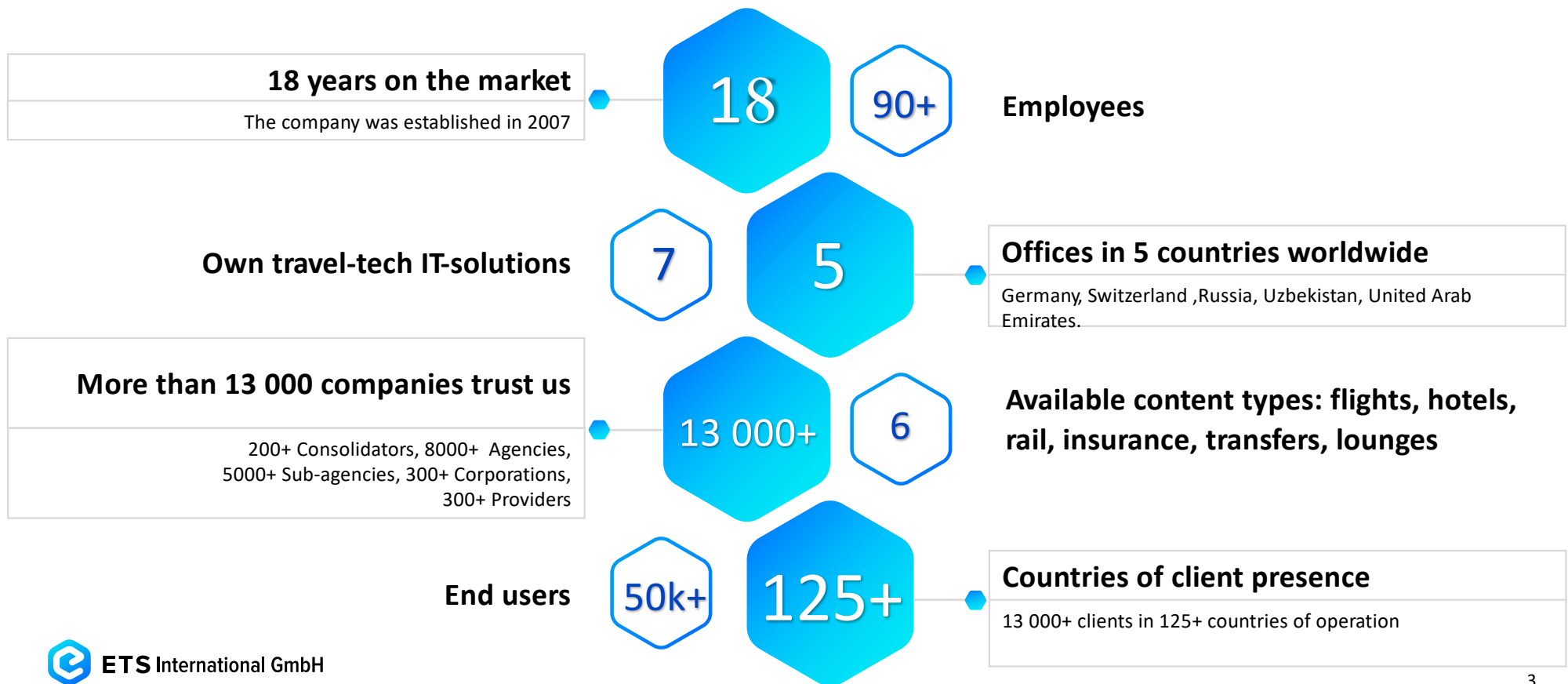
ETS is an independent technology driven group, which delivers innovative travel solutions designed to boost and optimize your daily business



Our intelligent products are intended for various travel industry players, including

- travel agencies
- tour operators
- corporations
- aggregators
- content providers

ETS Group in numbers



ETS basic working models

ETS Commerce

Gain your commerce to the next level with ETS Smart Contracts. As a fundamental market leader, we achieved to get unique commercial deals with major travel players. Our «get and share» commercial model will grant you payouts just because you are our customer. So simple and so profitable.

1

ETS IT Products

ETS product eco-system for B2B, B2C, B2B2C, corporate clients

2

ETS Massive Content

Empower and manage your non-GDS content sales in one place under one single contract with ETS. Hotels, Flights, Rails and Cars multi-source content from numerous suppliers is consolidated and perfectly matched for the best commercial and user experience.

3



rahmat

Business



Corporate




Online



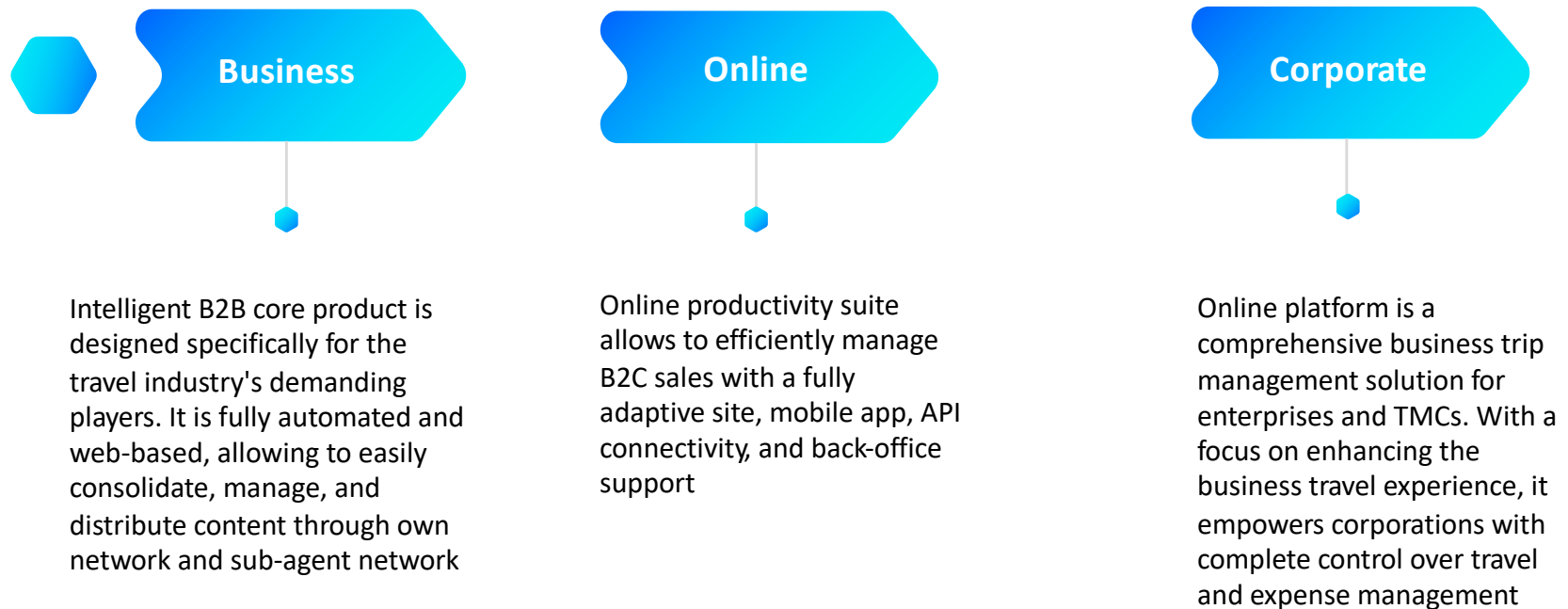
MOS



A photograph of a modern workspace. In the foreground, a silver laptop is open on a dark desk, displaying a code editor with colorful syntax-highlighted code on a dark background. To the left of the laptop is a white mug and a pair of headphones. Behind the laptop, a larger monitor shows a webpage. To the right of the laptop is a tall, clear, cylindrical speaker with multiple drivers visible inside. The background is a bright, out-of-focus office environment with a window.

ETS IT Products eco-system

ETS IT products eco-system



Main ETS Business product features

1

User Management

Roles
Authentication, IP
Control, PCI DSS, Data
Encryption

2

Business Rules

Search, Ticketing,
Exchange, Refund,
Ancillary Services, Fare
Management

3

Credit Hub

Tool for Credit control.
Balances check by
content provider and
form of payment
(cash/CC)

4

Order Management

Search, Search Results,
Changes before/after
ticketing

5

Quotations

Tool for sending flight
offers to customer

6

Sales target

Set sales targets to
agency or subagent
targets

7

QS Control

Quality monitoring of
PNRs before and after
ticketing

8

Ticket Robot

The tool is designed for
issuing manual created PNRs

9

Queue Management

Business Rules Checking,
Credit Limit, Email
Notification, BackOffice

10

After-sales Services

Refund, Exchange, Split,
Ancillary Services, EMD

11

Reports

General, Sales, Analytical,
Graphical, Air Files,
Unused Coupons

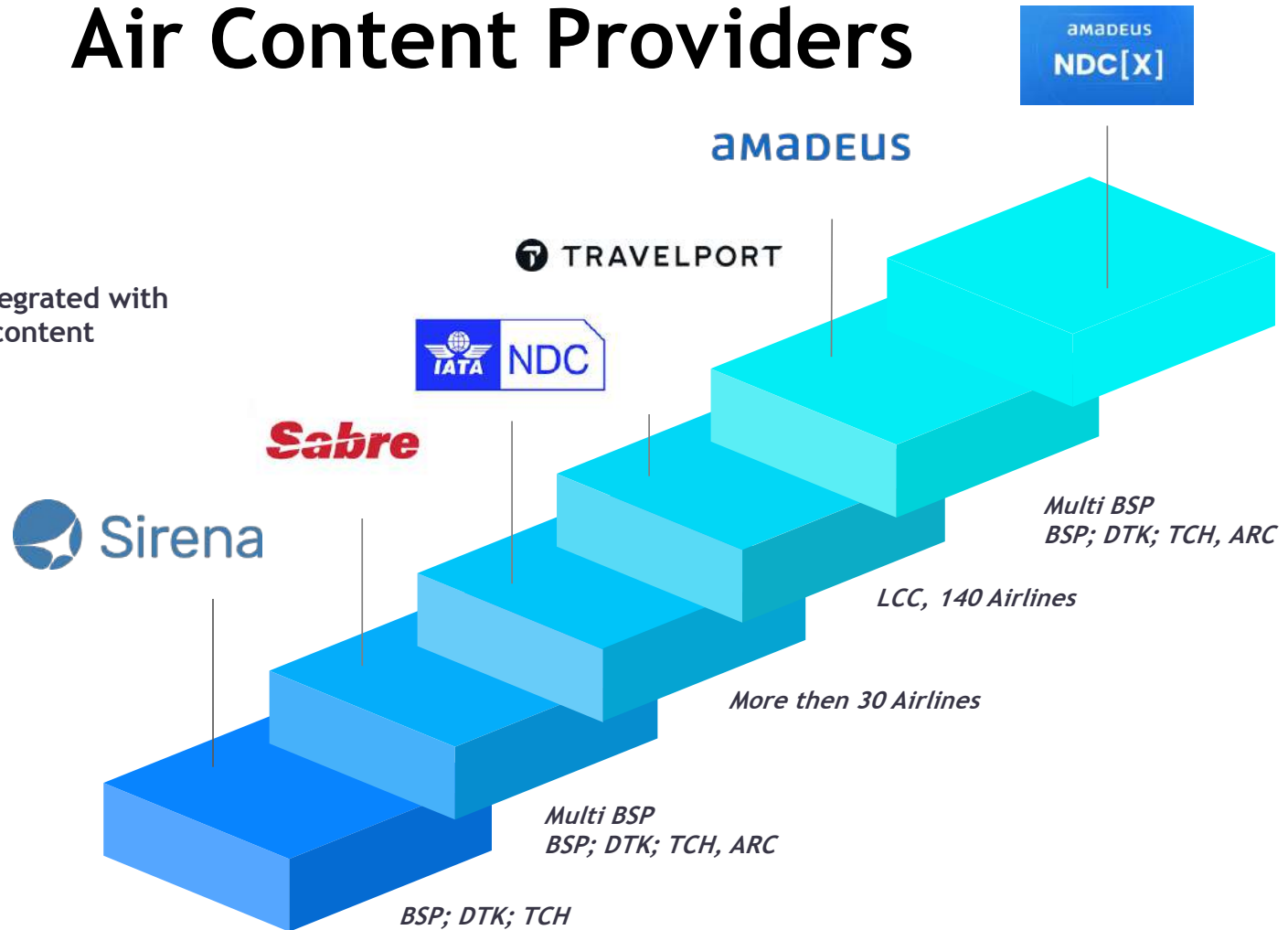
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Payment

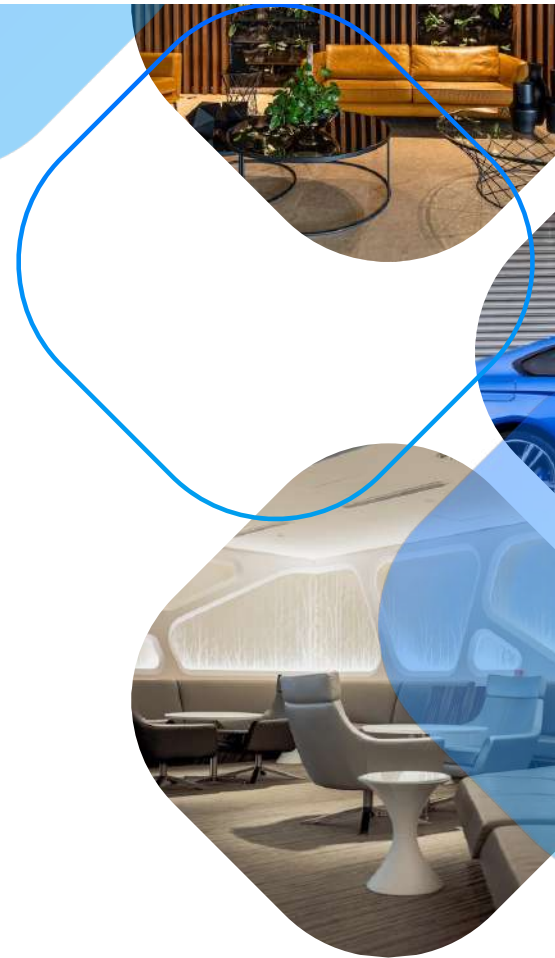
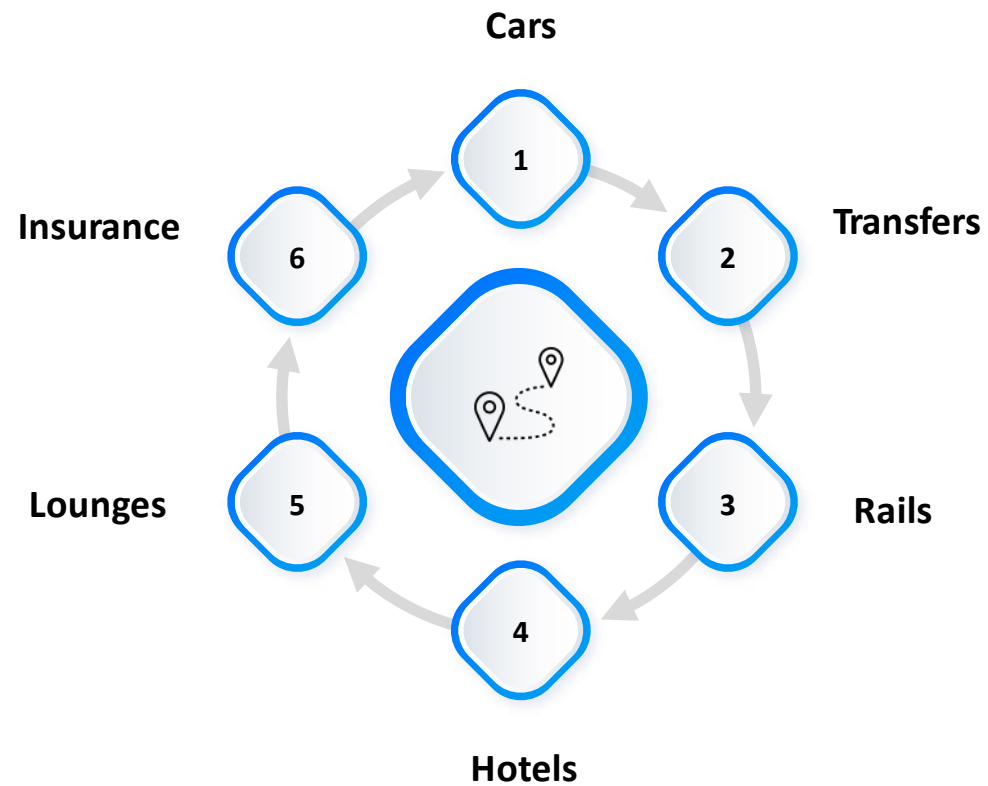
Payment Solutions:
Adyen, UATP,
PSPs&Banks (more than
20 integrations, B2B
Wallet, Installments)

Air Content Providers

ETM System is integrated with the following air content providers



Non Air Content





ETS Massive Conten

ETS Massive Content

- ✓ Direct & aggregated worldwide & local content
- ✓ Available through one single contract with ETS
- ✓ Under deposit line or instant credit card payments
- ✓ In local currency, with no risks on exchange rates volatility
- ✓ With build-in mark-up engine for generating your revenues
- ✓ Advanced reporting system
- ✓ Multilanguage interface
- ✓ Fully integrated into intelligent ETS IT PRODUCT line



ETS Commerce

ETS Commerce

- ✔ ETS Smart Contracts is a state-of-the-art commercial solution that provides businesses with a hassle-free and profitable experience. As a leading market player, we have worked diligently to secure unique commercial deals with major players in the travel industry. Our innovative "get and share" commercial model is designed to reward our customers with payouts simply by doing business with us.
- ✔ Transparency and security for transactions, hassle-free payouts, and no hidden fees.



ETS
International GmbH

SAMO
soft

Тур с перелетом Только проживание

Все туры от всех туроператоров в 2025-2026 году

Откуда Ташкент Куда Египет Даты вылета 10 май 25 - 11 май 25 Ночей от 6 до 9 Туристов 2 взрослых

Найти

Фильтры

РЕЙТИНГ ОТЕЛЯ

6+ 7+ 8+ 9+

ПЛЯЖНАЯ ЛИНИЯ

1-я 2-я 3-я
200 м < 1 км < 2 км

ПИТАНИЕ

- ☐ Все включено
- ☐ Трехразовое питание
- ☐ Двухразовое питание
- ☐ Только завтраки
- ☐ Без питания

КАТЕГОРИЯ ОТЕЛЯ

5★ 4★ 3★ 2★
1★ Без★ Другие

СТОИМОСТЬ ТУРА, СУМ

10-15.2 15.2-20 20-25

от до

ТИП ОТДЫХА

- ☐ Для спокойного отдыха
82 отелей от 13 229 335 сум

Найдено 106 отелей

По популярности



Египет, Набк Бей

5★ Rehana Royal Beach Resort Aquapark & Spa

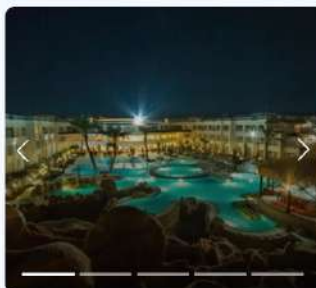
8.6 373 оценки

1 линия песок 9км

С 10 мая
на 7 ночей

Об отеле

от 24 015 840 сум



Египет, Хадаба

4★ Sharming Inn Hotel

8.2 229 оценок

2 линия песок 20км

С 10 мая
на 7 ночей

Об отеле

от 17 910 780 сум



Египет, Набк Бей

5★ Parrotel Lagoon Resort

8.7 321 оценка

3 линия в номере песок 8км

С 10 мая
на 7 ночей

Об отеле

от 20 872 000 сум

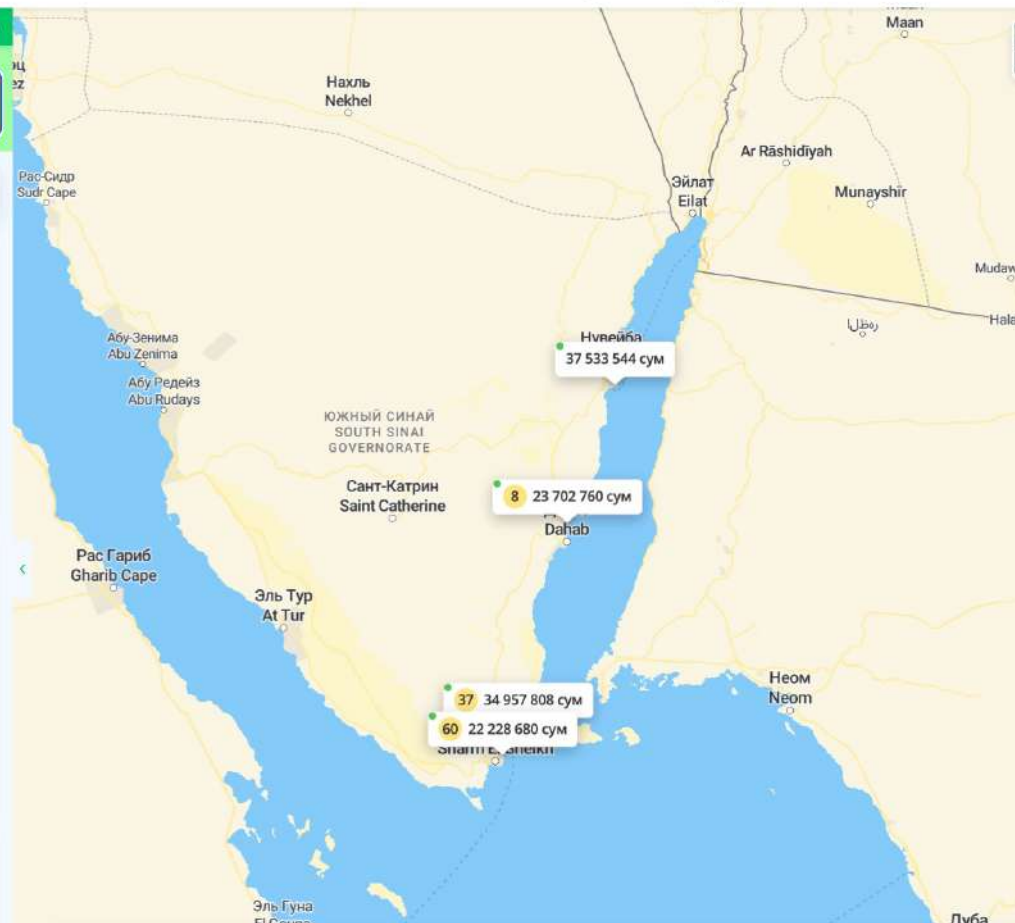


График низких цен на туры в Египет для 2 взрослых с вылетом из Ташкента на 6 ночей

Нет данных
8 Июня 2025, вс





easy to travel

DUBAI



B2B SOLUTION

ancillaries distribution
platform for any type of
online&offline businesses



B2C PROJECT

www.easyto.travel
iOS & Android app

2023
FOUNDED

PRIVATELY
OWNED

REGIONS WITH ACTIVE SALES



EU



SA



TR



UZ



KZ



KG



TJ



VISION

improve travel experience and
bring the world of travel comfort
forward to travellers in digital
sales channels

CONTENT

120

COUNTRIES

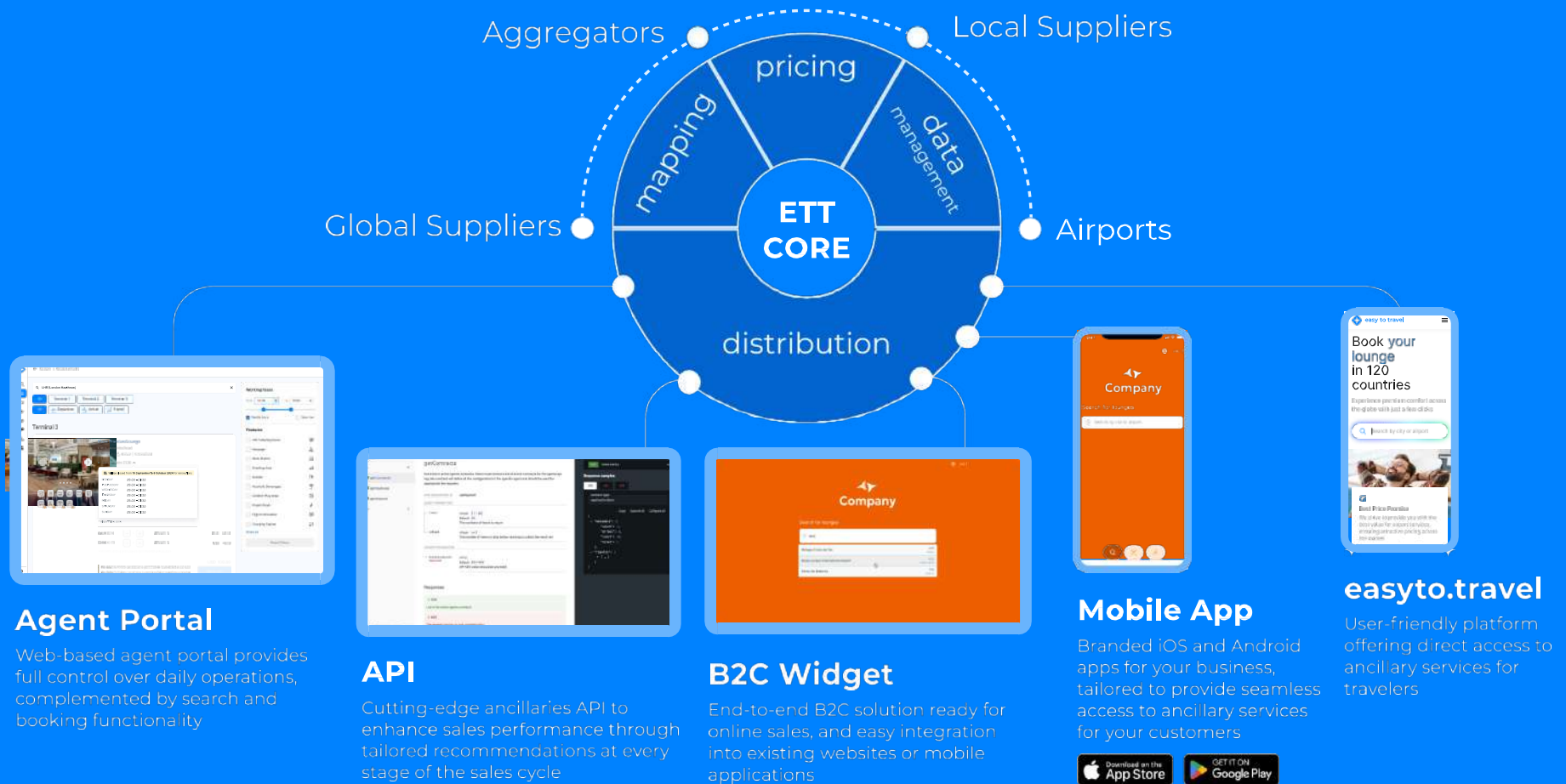
500+

AIRPORTS

1000+

LOUNGES

Products Portfolio



Delay Care

free lounge access for delayed flights

HOW IT WORKS?



we automatically calculate
insurance fee for each
flight/connection



in case of flight delay lounge
access will be delivered to
passenger automatically



passenger can
benefit free
lounge access

covers 500
airports
worldwide

no need to
register flights
in advance

works from the
first minute
after delay
announced

only relevant
recommendations

available along
all sales cycle
(sale, cross-sale,
up-sale)

On the Horizon



Suits Every Business Needs

WHAT WE OFFER TO OUR PARTNERS

CRS	Seamless integration into core systems, enabling airlines to offer services out of the box	Banks	Integrating ancillary services into existing apps or launching branded mobile apps
GDS	Delivering content to GDS users globally	Airports	Deploying solutions to efficiently manage airport service distribution
OTAs	API solution for seamless sale, cross-sell, and up-sell functionality	Distribution Platforms	Open technology designed for tech companies and consolidators
Travel Agencies	Developing a direct offline B2B sales network	Fintech	Enabling technology and content for super-app ecosystems
Tour Operators	Integrating ancillary services as part of tour packages for travellers	Payment Providers	Supplying content for VISA and Mastercard and other local platforms
Airlines	Providing ancillary content through tailored IT solutions	Marketplaces	Expanding presence through affiliate-based business models



www.vbi.travel

Virtual Baggage Interline

Revolutionary Innovations in Aviation

Presentation
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INTERLINING

Different models of interlining

Here are some alternatives to traditional interlining

	Traditional interlining	Virtual interlining	Self-connecting flight
Agreements	Numerous (MITA, ICH and multiple bilateral agreements)	No agreements	No agreements
Tickets	single ticket	2 or more tickets	2 or more tickets
Integration	Cumbersome, via EDIFACT protocol	Smooth, via API	No integration
Provider	YES	YES	NO
Check in	only once, at the starting point	twice	twice
Price	Traditional	Cheaper	Cheaper
Routes	limited	no restrictions	no restrictions
Through check in and baggage transfer	YES	NO	NO

Traditional partnerships to connect flights

There are different types of partnership (inc. alliances), enabling carriers to bring better services while gaining the opportunity to sell itineraries impossible to handle alone and reach new markets and routes.

Traditional interlining

Interlining is the most basic agreement between airlines that ensures a smooth experience for passengers whose itinerary contains more than one flight on more than one plane.



Key challenges of a legacy interlining framework

- Administrative and financial burden
- Lack of commercial control
- Technological obstacles



Virtual interlining (VI)

The VI model was introduced in 2012 by the Czech startup Kiwi.com. It filled the gap between extremes of traditional interlining and the self-connecting approach for carriers without an interlining agreement.



The key reason why passengers choose this ways to connect flights

More and more passengers are self-connecting, travelling on two (or more) separate tickets to save money or to benefit from more schedule choice

SELF-CONNECTING FLIGHTS & VIRTUAL INTERLINING

«Self connecting passengers»

... are those passengers who are travelling on two or more connecting flights which were booked separately to each other and have independent tickets. This does not include passengers who book through one source and are placed on a partner carrier for a second leg of the journey.

One of the strategies that air travelers employ to save money is self-connectivity, i.e. travelling with a combination of tickets where the airline/s involved do not handle the transfer themselves (carriers without an interlining agreement.)



Why do this?

- ✓ Cheaper itineraries
- ✓ More flexible dates
- ✓ Better routes

Disadvantages

- ✗ You're solely responsible for checking in twice, transferring your checked bags manually, and making your way to the onward flight within the designated connection time.
- ✗ High possibility of missing flight
- ✗ Stress & anxiety
- ✗ Visa issues

PROBLEM. BUSINESS OPPORTUNITY

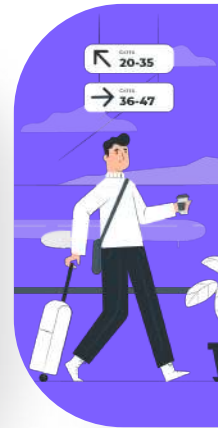


For self-connecting flights, passengers must exit the transit area (at transit airport), receive and re-check in their baggage, and go through all registration and security procedures again. This increases the time for transit and adds stress



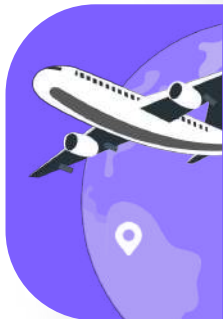
AIRPORTS

- Airports are experiencing a high burden on their infrastructure: baggage processing, check-in areas, passport control and screening
- There is little time for shopping at the airport and less income.
- More baggage transfer mishandling



PASSENGERS

- This often leads to stress, anxiety and uncertainty, especially with short time intervals between flights
- The risk of missing your flight
- Less time for lunch and shopping



AIRLINES

- Airlines lose customers in inconvenient and difficult transfers, which affects loyalty and income



ONLINE TRAVEL AGENCIES

- OTAs are also limited in their ability to offer more convenient solutions and services, losing their competitive advantages

PASSENGER JOURNEY

CURRENT MODEL & PROCESSES

A DEPARTING AIRPORT

DEPARTURE FROM
POINT A TO POINT B
(transit airport)

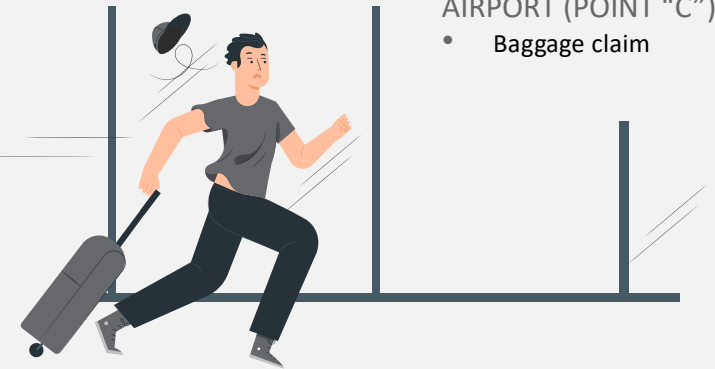
- Check-in for flight A-B
- Baggage check-in for flight A-B

B TRANSIT AIRPORT

STAY AT POINT B (TRANSIT AIRPORT)

- passport control on arrival.
- baggage receiving.
- leaving the transit area.
- exit to the Departure area.
- check-in for flight B-C.
- check-in baggage for flight B-C (including customs baggage inspection).
- passport control on departure.
- pre-flight inspection on departure.
- boarding flight B-C.

✈ Departures →



C ARRIVING AIRPORT

ARRIVAL AT THE FINAL
AIRPORT (POINT "C")

- Baggage claim

MODEL WITH VBI SERVICE

A DEPARTING AIRPORT

DEPARTURE FROM
POINT A TO POINT B
(transit airport)

- Check-in for flight A-B and B-C
- Baggage check-in for flight A-B-C through VBI

B TRANSIT AIRPORT

STAY AT POINT B (TRANSIT AIRPORT)

- transfer to the Departure Area
- automatic baggage transfer (like Baggage "Through Check" service) to flight B-C (including customs baggage inspection) without passenger participation
- boarding on flight B-C

✈ Departures →



C ARRIVING AIRPORT

ARRIVAL AT THE FINAL
AIRPORT (POINT "C")

- Baggage claim

VBI - SOLUTION

Our baggage automation system eliminates the need for passengers to retrieve and recheck their luggage during layovers.

VBI integrates with airport and airline IT infrastructure, providing a unified experience for passengers.

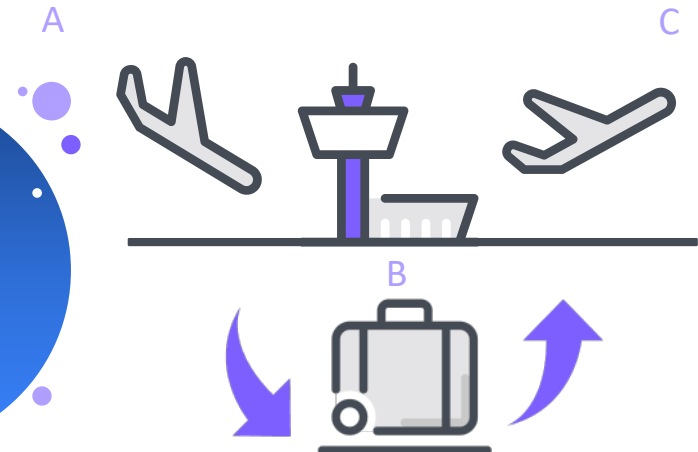
BUYING VBI SERVICE FOR €20 DUE TO BOOKING A TICKETS



- OTA
- **VBI Kiosk**
- **CUSS Kiosk**
- Airlines web-sites
- Airports web-sites
- Metasearch
- VBI web-site
- Other 3-d parties



AUTOMATIC BAGGAGE TRANSFER



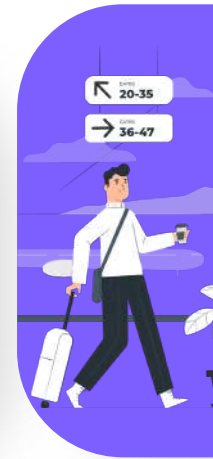
VALUE PROPOSITION

What is the benefit for the participants?



AIRPORTS benefit directly from increased passenger traffic and the time that passengers spend in terminals:

- Increase revenue from fees and taxes by optimizing business processes
- The growth of consumption of services and retail. Increasing the income of the airport's commercial and service infrastructure (convenient purchases without bulky suitcases)
- Reducing the burden on the airport infrastructure
- Optimization of logistics
- New services



PASSENGERS are the main beneficiaries of the implementation of this system:

- Saving time
- Stress reduction
- Guaranteed automatic baggage transfer (like Baggage “Through Check” service) delivery to final point
- Convenience and comfort



AIRLINES benefit by improving passenger convenience and expanding their services:

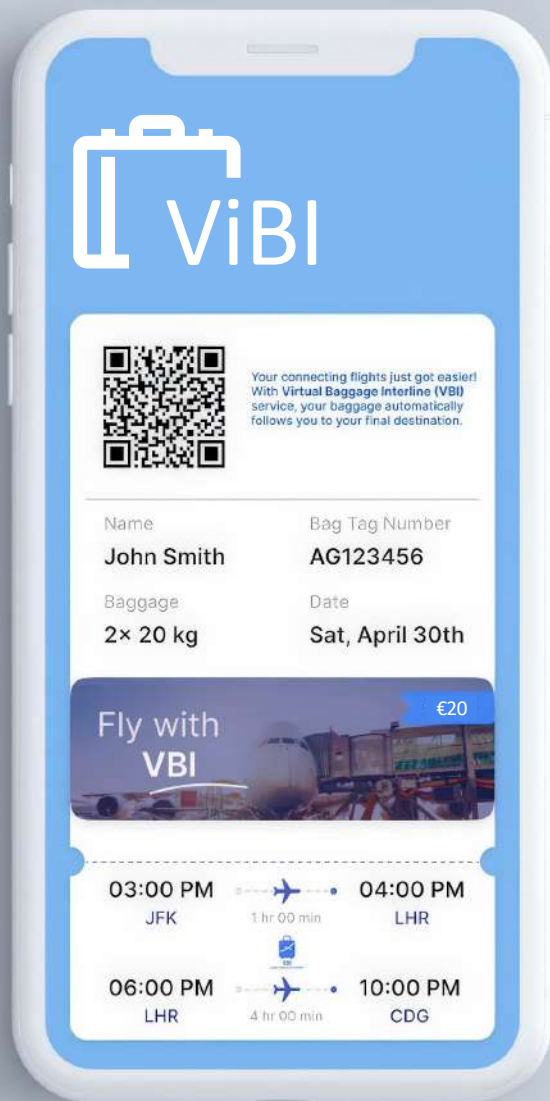
- Sales of new additional and in-demand services
- Encourages the use of other airline services due to more free time and solving the problem with luggage
- Attracting new passengers from third-party airlines due to the convenience of the VBI solution
- Increase loyalty



ONLINE TRAVEL AGENCIES

also benefit significantly:

- Increase in sales and service offers
- Receiving additional commissions
- A new channel of income



PRODUCT INTERFACE



The “VBI Check-In” service will be available during ticket booking through OTAs, airline websites, and aggregators.



The service fee will be **20 euros**, allowing passengers to avoid the inconvenience of self-connecting flights.



A user-friendly interface enables tracking baggage status at each stage of the transfer.



Passengers can track the movement of their luggage in real time through their personal account on our website.



24/7 customer service

VBI KIOSK. HOW DOES IT WORK?



VBI CUSS KIOSK - these are self-service terminals allowing passengers to perform various tasks such as:

- **Check-in:** passengers can check in for their flights independently.
- **Baggage Tagging:** travelers can print and attach their baggage tags.
- **Seat Selection:** kiosks enable passengers to choose or change seats.
- **Flight Status Updates:** passengers can check the status of their flights.
- **Payment for Services:** kiosks allow passengers to pay for additional services like extra baggage or seat upgrades.

* CUSS - common use self service

1. Touch screen 32 + mini PC
2. Barcode reader 1D/2D
3. ATB boarding pass printer
4. BTP baggage pass printer

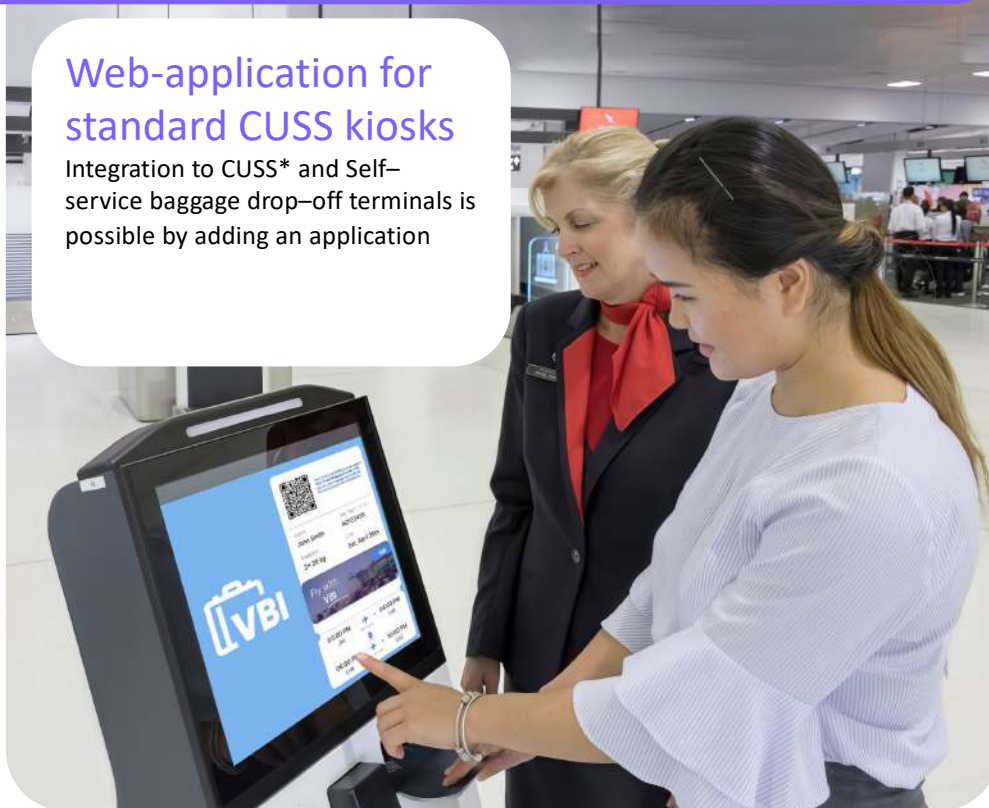
5. OCR/MRZ reader
6. Scales



OTHER OPTIONS FOR INTEGRATING THE SOLUTION

Web-application for standard CUSS kiosks

Integration to CUSS* and Self-service baggage drop-off terminals is possible by adding an application



VBI DCS Workstation module

It is possible to add a VBI DCS application module on the agent's workstation within a single peripheral



* CUSS - Common-use self-service terminals at the airport

VBI WORKSTATION WITH VSCI MODULE «DROP OFF»

About VSCI module and procedure

VBI Self Check-In – VSCI module. This is a module that can be installed at the check-in counter. For airlines using **auto check-in** for passengers, there is an auto check-in baggage function, whereby a passenger with a VBI voucher only needs to scan the voucher's QR code upon arrival at the airport, receive a baggage tag and check in the baggage using any of the above methods.

- ✓ At the airport, the passenger approaches a dedicated counter.
- ✓ Scans a QR code.
- ✓ Places the luggage on the scale.
- ✓ Prints and sticks the luggage tag on his own or with the help of an agent.



1. VBI Self Check-In – VSCI module

2. Scales

3. BTP baggage pass tag printer

GLOBAL MARKET SIZE

Industry Statistics Fact Sheet

The global low cost carrier market size was valued at USD 270.42 billion in 2023 and is projected to grow from USD 316.97 billion in 2024 to USD 1054.19 billion by 2032, exhibiting a CAGR of 16.2% over the forecast period.



USD 270 billion

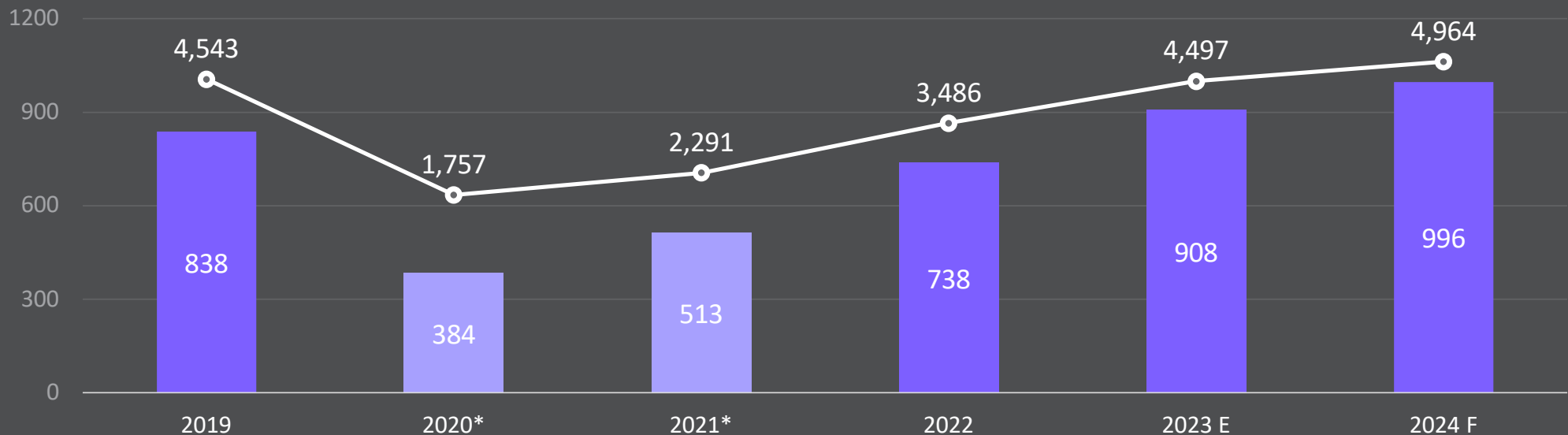
The global low cost carrier market size



USD 52 billion

Estimated value of traditional interline segments annually

■ Revenues, USD Billion ○ Passenger numbers, millions people

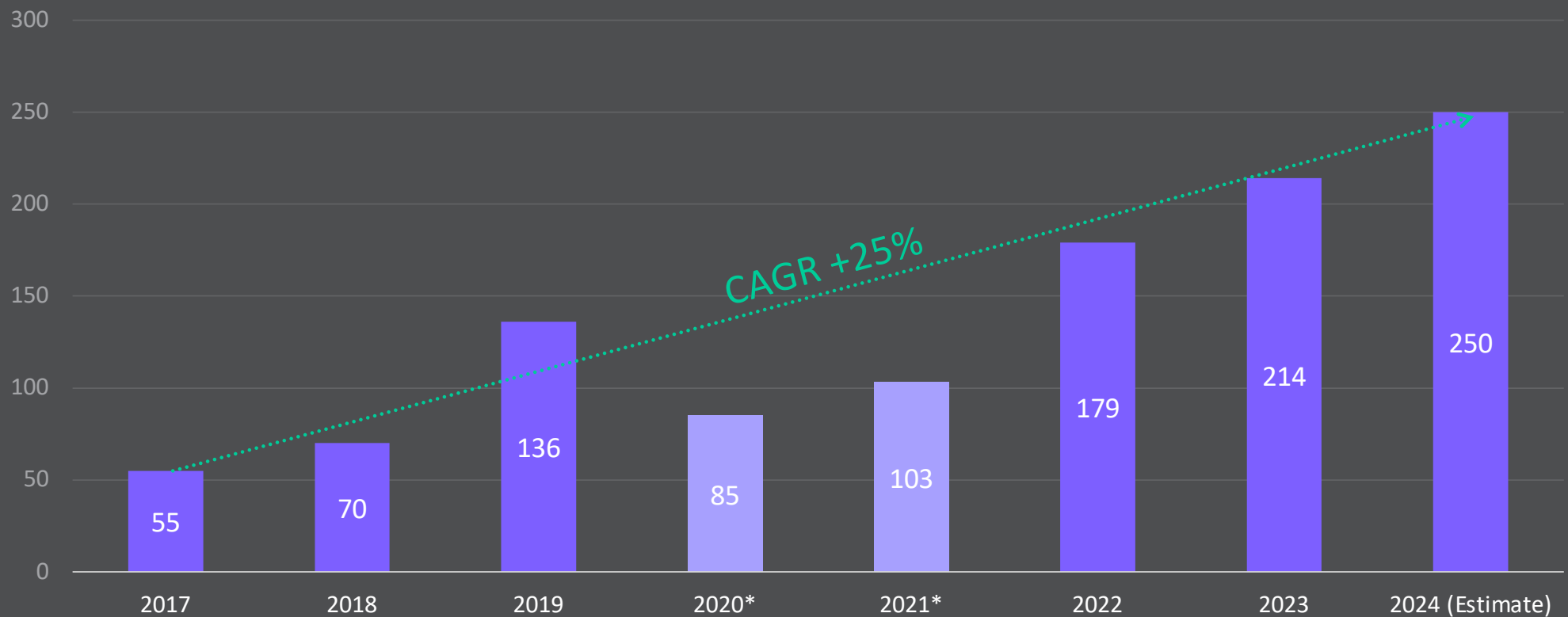


* pandemic impact

Source: OAG Analysis, Fortunebusinessinsights, IATA

MARKET SIZE

The growing alternative interlining market in million of self-connecting passengers globally



* pandemic impact

Source: OAG Analysis, PhocusWire, ICF Next, Amadeus

MARKET SIZE

Comparison

Self-connecting & Virtual Interlining Share of Global Airline Passengers in 2023*

Conservative
Estimate

6%



Self connecting
& VI Share

Optimistic
Estimate

15%**

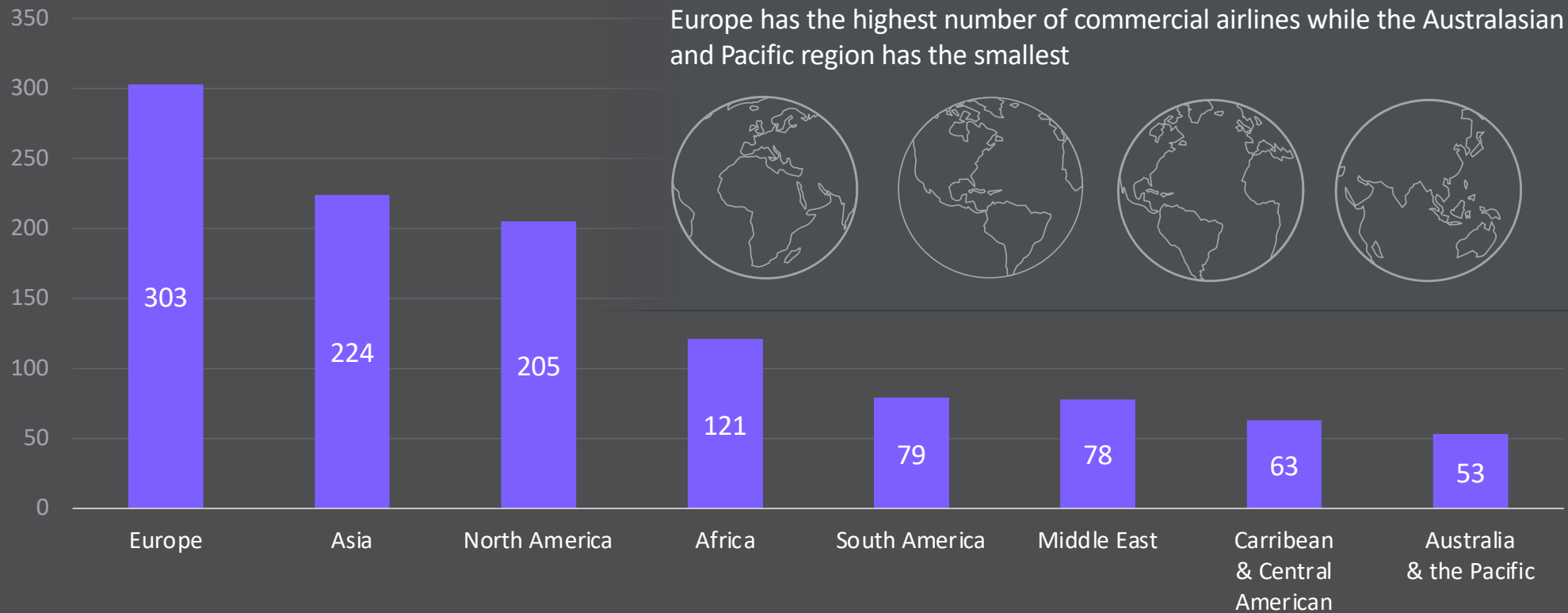


*OAG Analysis. TRAVEL TECH REPORT

** Research by the University of Edinburgh Business School and Linköping University

TARGET & FOCUS

The IATA and ICAO, leading groups in aviation and the airline industry, has assigned airline codes to over 5,000 airlines that offer local, regional, and international airlines. The actual number of commercial airlines total 1,126. Europe has the highest number of commercial airlines while the Australasian and Pacific region has the smallest



Source: IATA, ICAO

Thank you!



ETS
International GmbH

