

A young man and woman are seen from behind, standing on a rocky cliff overlooking a vibrant turquoise sea. The man is shirtless, wearing a red bandana and dark shorts, with a small tattoo on his upper back. The woman has long blonde hair and is wearing a white sleeveless top with a compass rose graphic and denim shorts. Her hand is resting on the man's arm. In the distance, a white sailboat is visible on the water, and hazy mountains rise on the horizon under a clear sky. The word 'hopwave' is overlaid in a white, lowercase, rounded font across the upper middle of the image.

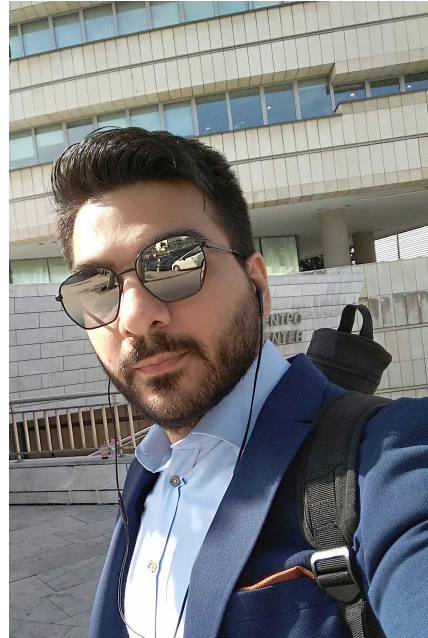
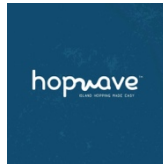
hopwave



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# hello world

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## George Pilpilidis

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Entrepreneur  
Software Developer  
Business Sniper  
Marketing Kamikaze  
Sales Hustler  
Passionate Traveler



George Pilpilidis  
[gp@hopwave.com](mailto:gp@hopwave.com)

## Founders



George Pilpilidis  
Business & Sales



George Siatras  
Development & Design

## Advisors



Faye Orfanou  
Social Entrepreneur in  
Tourism - Aelia

Chara Dalekou  
Marketing Manager  
at Aegean Airlines



## Team



Operations



Marketing



Development



A couple is seen from behind, standing on a rocky cliff overlooking a vibrant turquoise sea. The man is shirtless, wearing a red bandana and dark shorts, while the woman has blonde hair and wears a white sleeveless top with a compass rose design and denim shorts. A small sailboat is visible on the water in the distance under a clear sky.

# hopwave

Travel Tech Solutions for Tourism Operations





hopwave

Travelers

Tour  
Operators

Nights Spent  
3.2B

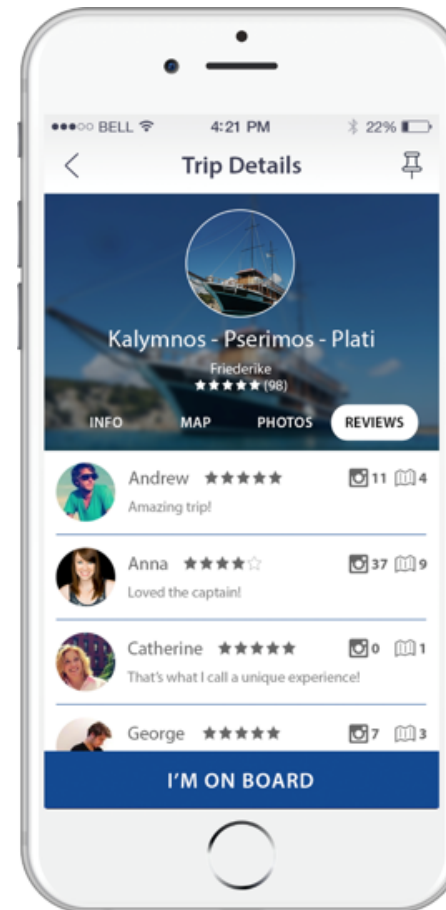
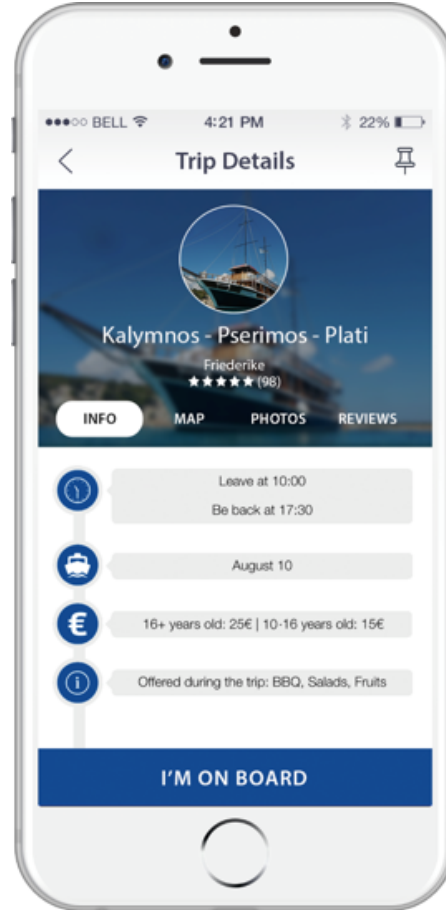
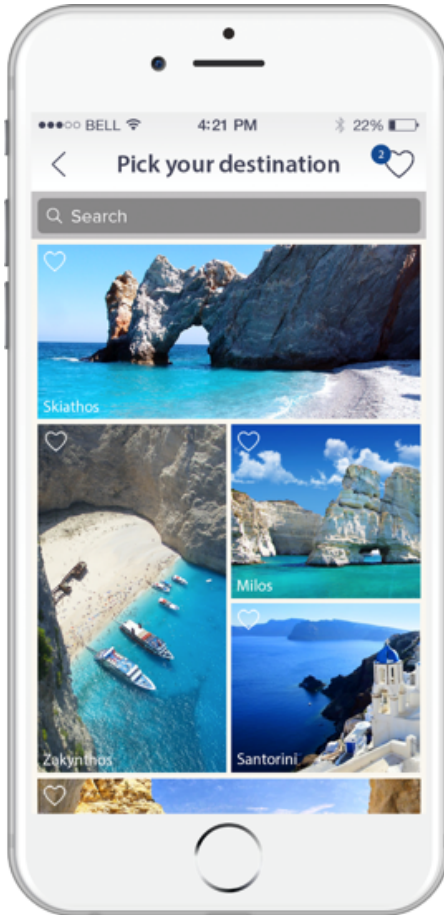
Turnover  
162B

Market Size

Europe



## How it all begun: Web and Mobile Marketplace for Travelers



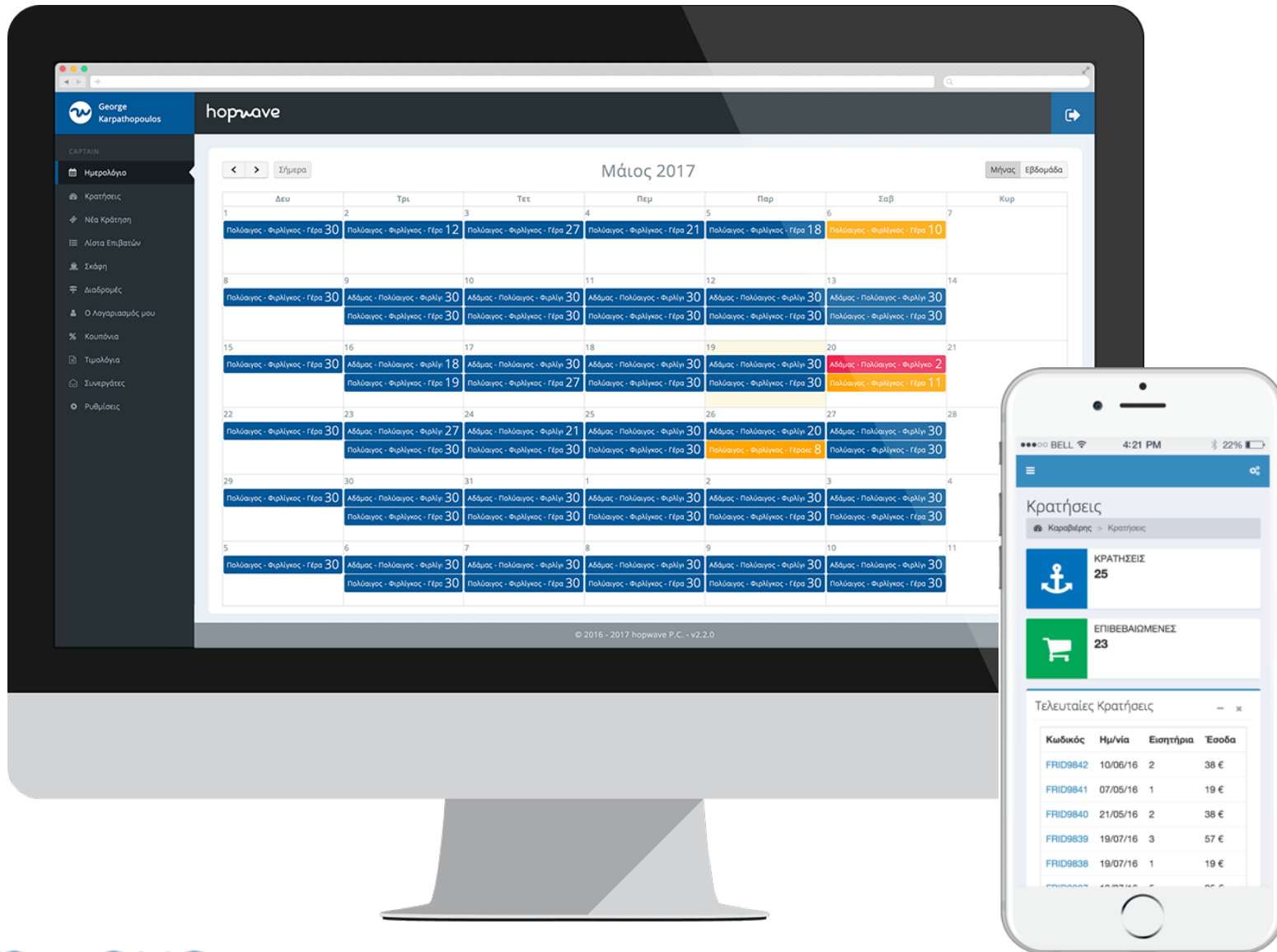
Daily Boat Cruises  
Live Availability  
Direct Online Booking

Variety of Activities  
Rich Content





# How it evolved since 2016: Tour Operator Needs



**Booking**  
On Website (Widget)  
Hopwave Network  
Offline Desk (POS)

**Administration**  
Resources  
Partners  
Channels

**Communication**  
Marketing Management  
Customer Success  
B2B Deal Management



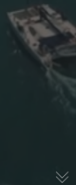
# New hopwavePRO experience for SME tour operators & outdoor activity providers

## hopwavePRO - Booking Optimisation for Tours and Activities!

Turn **meraki** into expertise.

Learn More

GET FREE DEMO



### Services

Snacks

Drinks

Family Friendly

Translation

Transportation

Fishing Equipment

### Duration

8 hours

### Drop Off Points

1: Ios Port - Ιός, Ελλάδα



Tu	We	Th
03	04	05
Skopelos	(50) Skopelos	(50) Skopelos
paros-panteronissi	(5) paros-panteronissi	(5) paros-panteronissi
10	11	12
Skopelos	(50) Skopelos	(5) Ios
paros-panteronissi	(5) paros-panteronissi	(50) Skopelos
		(5) paros-panteronissi
17	18	19
(50) Skopelos	(50) Skopelos	(50) Skopelos
(5) paros-panteronissi	(5) paros-panteronissi	(5) paros-panteronissi
24	25	26
(10) Ios	(3) Ios	(10) Ios
(50) Skopelos	(50) Skopelos	(50) Skopelos
(5) paros-panteronissi	(5) paros-panteronissi	(5) paros-panteronissi
31	01	02
(50) Skopelos		
(5) paros-panteronissi		
06	07	08

Get Your Business Ready: 100% Completed



67737-ios-mini-cruises  
Ios Mini Cruises

10

✓

From: 60 €

Ios, Cyclades

- Ios Port (Start)  
Port: 08:00
- Mylopotas Beach  
Mylopotas: 12:00
- Chora  
Chora: 14:00
- Pikri Nero  
Pikri Nero: 16:00
- Ios Port (Finish)  
Port: 18:00

BOOK NOW

Twitter, Google+, Pinterest



3

Pending

	Tickets	Total	Source
07/2018	4	0 €	Manual - Default
07/2018	2	100 €	Subdomain - hopwavePRO
07/2018	1	50 €	Subdomain - hopwavePRO
10/07/2018	3	150 €	Subdomain - hopwavePRO
25/07/2018	5	0 €	Manual - Default
12/07/2018	5	0 €	Manual - Default
13/07/2018	2	90 €	Subdomain - hopwavePRO
03/07/2018	3	180 €	Manual - Default

## Booking Channels

Manage the ways you get bookings, either online or offline.



Manual - Default (Manual / Offline)



Subdomain - hopwavePRO (Website)

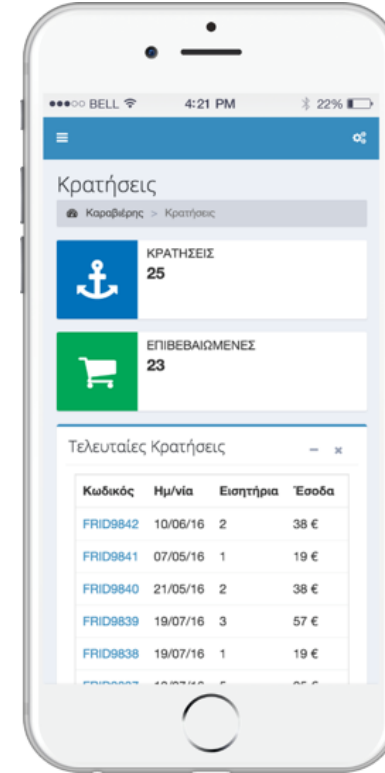
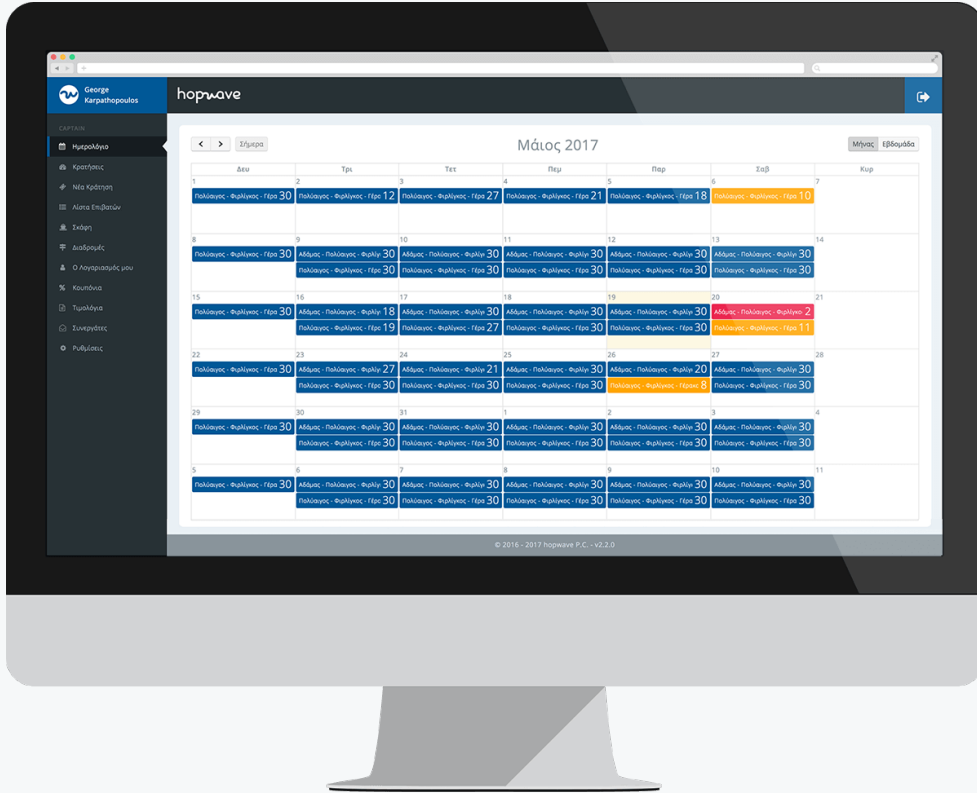


Athens Travel Agency (Travel Agency)

Name (English): Athens Travel Agency



# Revenue Streams



hopwave Bookings

15% of Ticket Price

Website Bookings

5% of Ticket Price

Partner Bookings

1% of Ticket Price

Subscription Plans

0€/€30/€100 per month

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Road so far

**30+**

Islands

**75+**

Vendors

**100+**

Destinations

**130+**

Experiences



hopwavePRO Now

**8+**  
New Activity  
Types

**200+**  
Vendors





Funding needs



Target Market:

Freelancers  
& SMEs

in

Leisure, Creative, Activity  
and Cultural Tourism

€200K



Projected  
**€133K MRR** in **27** months





# the cluster



TRAVEL  
STARTUPS  
GREECE

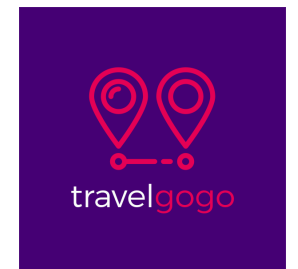




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# a travel startups family

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# COMPANIES ATTRIBUTES



- ▶ Provide Complimentary Hospitality Services
- ▶ Cover Alternative, Wellness, Educational, Cultural, Experiential & Creative Tourism
- ▶ Target more Sophisticated and Demanding Travellers
- ▶ Serve with tools for Current Businesses in Tourism
- ▶ Provide Unique and Innovative Tools and Services



# PERSONALISED SERVICES

ON SCALE





SHOW YOUR HOSPITALITY

AND



WELCOME THEM

TO THE FUTURE OF TRAVEL & TOURISM



# hopwave



Meraki Into Expertise

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George Pilpilidis  
gp@hopwave.com



/ hopwave



hopwavepro.com  
hopwave.com