



**COCOTEL**  
**HOTELS & RESORTS**

**DEMO DAY COHORT 7**



# COCOTEL INTERNATIONAL

Asia Pacific's Best Technology Solution for  
Independent Hotels and Resorts

**PHILIPPINES | MALAYSIA | INDONESIA | AUSTRALIA**



# Did You Know?



**532,151**  
**Independent Hotels**



**Market**  
**Growth**



**\$171 Billion**  
**Market**

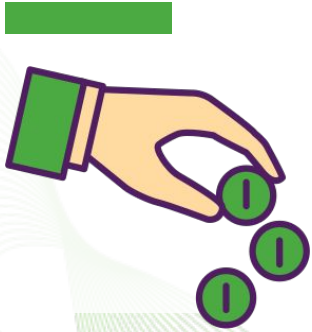
# Common Problems of Hotels and Resorts



**Lack of Revenue  
Optimization**



# Common Problems of Hotels and Resorts



**Lack of Revenue  
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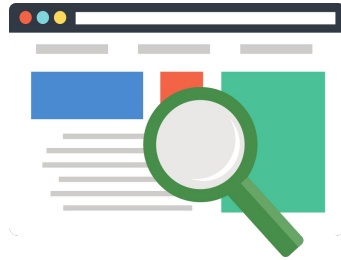


**Lack of Expertise in  
Online Marketing**

# Common Problems of Hotels and Resorts



**Lack of Revenue  
Optimization**



**Lack of Expertise in  
Online Marketing**



**Lack of  
Technology**

# Cocotel Solution



**Dynamic Pricing**



**Yield Management**

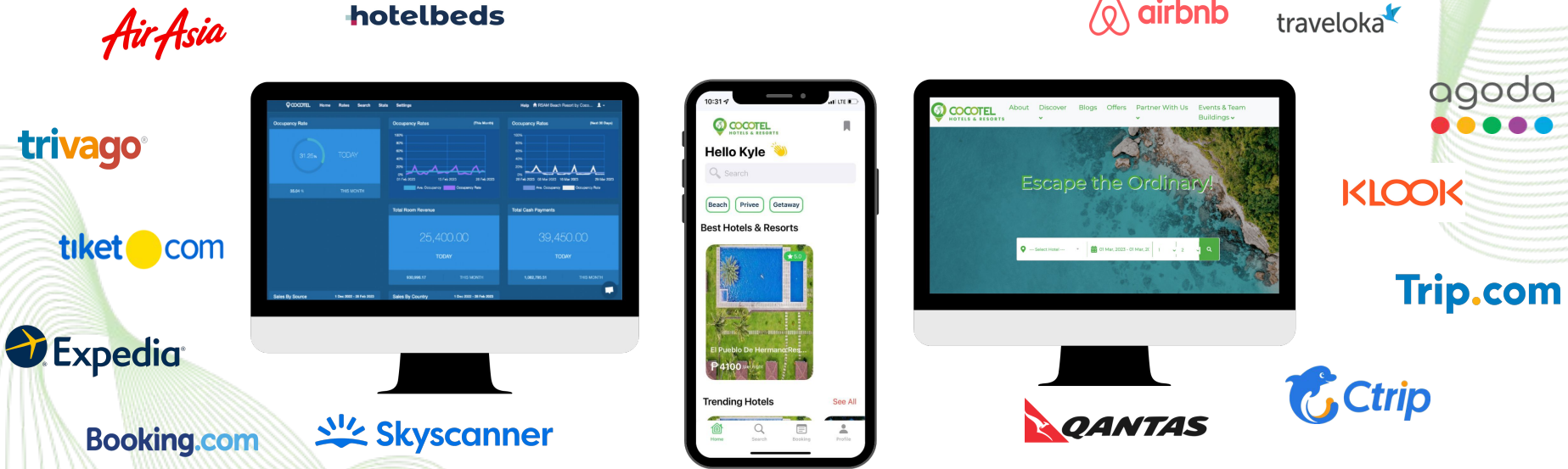


# Cocotel Solution

## Social Media Management & Search Engine Optimization



# Cocotel Solution



Connecting your business to more than 100+ Distribution Channels

# Cocotel Business Model

Distinctive and unique independent properties



15% online management fee



achieve additional 30%  
revenue





# Cocotel Traction

BOOKING REVENUE/GMV



**Only 2 months into 2023, and**  
We have reached...



**US\$ 800,000**  
Revenue



**10+**  
Hotels & Resorts

# 2019 - 2021

## Philippines







## 2022

Philippines, Australia



Philippines, Australia, Indonesia, Malaysia



## Future Pipeline



# EXECUTIVE TEAM



**Reginald Go, MPA/MBA**  
**Founder & Chairman**  
**Hospitality**

*13 Years experience in Hospitality in Qatar, UAE, Australia, Philippines*



**Rafael Jouwena, MBA/MCom**  
**CEO, Co-Founder**  
**Operation/ Finance**

*7 years in finance, investment, and operations*



**Jitendra Dadhiya**  
**Chief Technology Officer**  
**Technology**

*35 years in technology in India, Indonesia, and Estonia*



**Ferdie De Leon III, MBA**  
**Chief Operating Officer**

*Former Cluster Director of Sales from Marriott Sheraton, with over 20+ years in hotel industry.*



**We are raising**

**US\$ 1,000,000**

**This will be used to improve our**



**Business  
Development  
Expansion**



**Marketing**



**Technology**

# 2023 TARGET MILESTONES

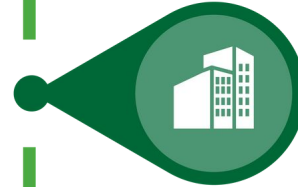


**USD 20M**

Annual Booking Revenue

**320**

Cocotel Hotels



**300,000**

COCOTEL Nights Spend



**COCOTEL**  
INTERNATIONAL

**THANK YOU FOR VIEWING!**

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