

OTC Markets

Joining today is Edoardo Zarghetta the IR advisor for SoSTravel that trades on our OTCQB Venture Market under the ticker SOSAF. SoSTravel is a digital operator offering booking services digital itineraries. Including flight and airport information car rental proprietary experiences and services including the lost luggage concierge through the SoSTravel and Philo apps. Edoardo thanks so much for joining us today.

Edoardo Zarghetta

Thank you for having on me Cecilia.

OTC Markets

Thank you so to start, as an IR advisor and director tell us a little about your professional background and how you got involved with so travel.

Edoardo Zarghetta

So I started in ah, institutional banking. Um I did twenty years of debt capital markets and the main part of the business in the end was to connect with investors. So that's the kind of experience that I bring into s o s. ah they investor work they're taking care of informing people and you know all the disclosures making sure that we are compliant with the markets and the requirement and at the same time take you know take the story out and you know showcase all the good things that we can do for for investors and that's what i'm. What I'm doing here at there so I travel and I um I really really enjoy it I think it's um, a company that provides um a very unique exposure to the digital travel industry which is um, you know a new phenomena where people do a book and manage their trips completely online.

Edoardo Zarghetta

And and that's where we are right in the middle of it with swi travel talk about the general services you provide and elaborate on that as you mentioned and your target market of consumers and regions. Yeah, so our ah, we work this way and we. We do some booking services via different platforms the website the app the f flowo and the and the SoS apps and we have a specialized um websites that target specific ah region and specific ah target customers. For instance, we have a website called. Amaritalia.com that is very used by people who come inbound into italy and want to organize a holiday in Sardinia for instance and so that's very popular with some with certain countries and we have the support in their language and we and accept people inbound into italy. Or we take italian french german and american people to discover Africa in in countries like Kenya or ah

Podcast

for the more um, relaxing like resort holiday in in in Egypt. These are our main areas. So in these areas we manage properties and we bring people in and then once the. Once the customers have ah booked their holiday and they are offered a digital itinerary inside which they find this value-aded services that we have around the litgage is a luggage protection service that makes sure that in case, your likegage is um, ah delayed or or lost.

Edoardo Zarghetta

We take care of finding it. We connect with the airline we track the the language via deida ah network which is the network that all the airlines have ah to track the languages. So basically we put in all that annoying work that you would have to do running after the airlines the different desks. And we take care of that twenty four seven and that's one of our proprietary service. The other proprietary service that we launch in q 1 2023. It's ah, an app called um dot or travel.

Edoardo Zarghetta

Is a telehealth application ah designed for travelers so you buy it for yourself or your family for 2 1 or 2 wo weeks and then and I'm I'm not sure if you're ah familiar with this procedure but 35% of the people who travel get sick. And normally yeah because you're get in contact with the germs. You're sleep-deprived you change your food you change your ah habits or or the way you you live your life and this ex exposed you to getting sick and normally when you get sick like ninety percent is not. Urgent is not something that will require you to get accepted into a hospital. So if you are on your own and that you just want to you know some? ah some advice on what to do is much better to have a doctor in your own language through video call. It can take care of that non urgent ah case which is the majority of the case that happened when you travel and um. And that's when we come in and you know we yeah we provide this service and we help people having a better holiday.

OTC Markets

So did you devise this venture and to telemedicine because of covid or was this something you developed before covid.

Edoardo Zarghetta

Ah, covid has actually stopped us this was in the making since ah, two thousand and sixteen seventeen this has been at the core of our idea for our s os travel from ah the real beginning and with covid I think he's only expanded the scope of what we can do and what people want. But yeah, he was none it was in our head before.

OTC Markets

So okay, so Move on with so many other tech-based travel service companies. What is your competitive advantage in this space?

Edoardo Zarghetta

I think we are the only ones who have this um approach where we offer the the package alladays and then once the people are in our ecosystem we sell them the yeah value added services. Um, so if you if you look at the companies like ah that are either focus on the booking or they're focusing on some small services and they kind of struggle to get them out there to a large number of ah of travelers. So what we do. We have this? Um, um. Integrated approach where we connect with clients when they're home choosing their holiday. We connect with clients when they are at the airport because through um, we have a network of ah in 12 countries and 35 airports where we sell our value-added services and and and so we we bring many more people. To the S O travel experience then a normal digital tech startup. And in fact, we have over 1000000 active users on our apps and and precovid and we were doing some sensational numbers and now. Ah. We need to to know we need to start again after covid to connect with a lot of our clients.

OTC Markets

What's on the horizon for SoSTravel and 2023.

Edoardo Zarghetta

Well first of all next year we're going to publish our business plan. Finally so we we. Conclude an ah um, an acquisition of another startup called digital destination company last this year ah we conclude we finalized the deal in November so at beginning of next year we're going to do two things. We're going to come out with ah a business plan that details. What is our our journey for the next five years and also to get people more familiar with the economics of a bigger company after the after the merger and there would be the results for the year the full where you will see the full picture of 2022 which is really really good and so that for us is an important milestone to show. Ah higher revenue. As we finish with the cash burning and we are in a very good position and and those are the 2 milestones that are we looking forward to for beginning of next year

OTC Markets

SoSTravel recently began trading on the OTCQB. Why was it important for the company and your investors to upgrade to a premier marketeer in the US?

Edoardo Zarghetta

Ah, first of all OTC for us is the best place to trade international stocks and I think is a very international platform. But the reason we came here is mainly to connect with the Us investors and this is because 50% of our numbers are made here in the United States 1 of our strong strongholds is ah um, you know the United States not America we operate in the Miami we're operating in Toronto and so.

Edoardo Zarghetta

Yeah, we wanted to be close to ah to our clients here. We think they they appreciate being investors and being part of our journey as well.

OTC Markets

Well Edoardo, it's been a pleasure to speak with you. Thank you so much for joining with us in our offices in New York

Edoardo Zarghetta

thank you very much it's a pleasure to be here

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SoSTravel trades under the symbol SOSAF on our OTCQB Venture Market.

**This is an autogenerated transcript and may contain typos.*