

From: Marc ITALIA marc@airstayz.co 
Subject: AIRSTAYZ.COM™ : Update #9; Tech Build (incl MVP); Engagement \$1.5MM; NASDAQ; Binance and or top 10 exchange listing roadmaps; Pinya
Date: 27 December 2019 at 10:05 pm
To: Marc ITALIA marc@airstayz.co
Cc: Marco Soriano marco.soriano@airstayz.co
Bcc:



Dear One and All... Seasons 's Greeting.
Trust the festive period is treating all well, and ahead of a Happy NYE, welcoming 2020.

Been a busy, mad rush to prepare and hit 2020 running, summary below.

Timely update, rounding out 2019
[Update #9](#)

Tech build (MVP) well underway

- see [HERE](#) snapshots of the look and feel
- cool lines, simple yet efficient, reaffirming our vision of the one-stop-shop
- ...Mike and the tech team doing wonders, nailed it !!

- be in APP stores (Apple and Android) shortly, will advise all when ready for download
- integrations with hotels to commence in Jan2020
- desktop version through Feb2020

Exchange listing

- April / May (well underway with Binance, several others in progress also)
- is to include an IEO (initial exchange offering) which should see us raise the balance of our ICO hardcap (c.\$23m USD)
- key milestone is having a functional APP with utility of STAY

NASDAQ 24m roadmap also underway

- nb: the ASX will be adding a new TECH Index from 21st February 2020, placing a much needed and timely focus on Australian technology investment.

Melià Hotels International

- formal engagement (amongst a number of other hotels)

Pinya acquisition (customer travel "fungagement")

- www.pinya.com.au
- been a pretty straight forward change over, with great support
- see [HERE](#) for the vision and outlined integration

Suite of docs

- The Deck
- Investor Briefing Paper (IBF)
- ...access via Update #9

- below is an outline of , in conjunction with the signing of our mandate letter to secure \$1.5m
- undertaken in tiers, some funds raised and expect to close out the 1st tranche early into the NY

Please do contact me if wish to support the current raise.

- aiming to secure c.\$100k AUD asap to see us through Jan/Feb and the commencement of hotel integrations

Thank you for your ongoing support, and Happy festivities to all.

Rgds.

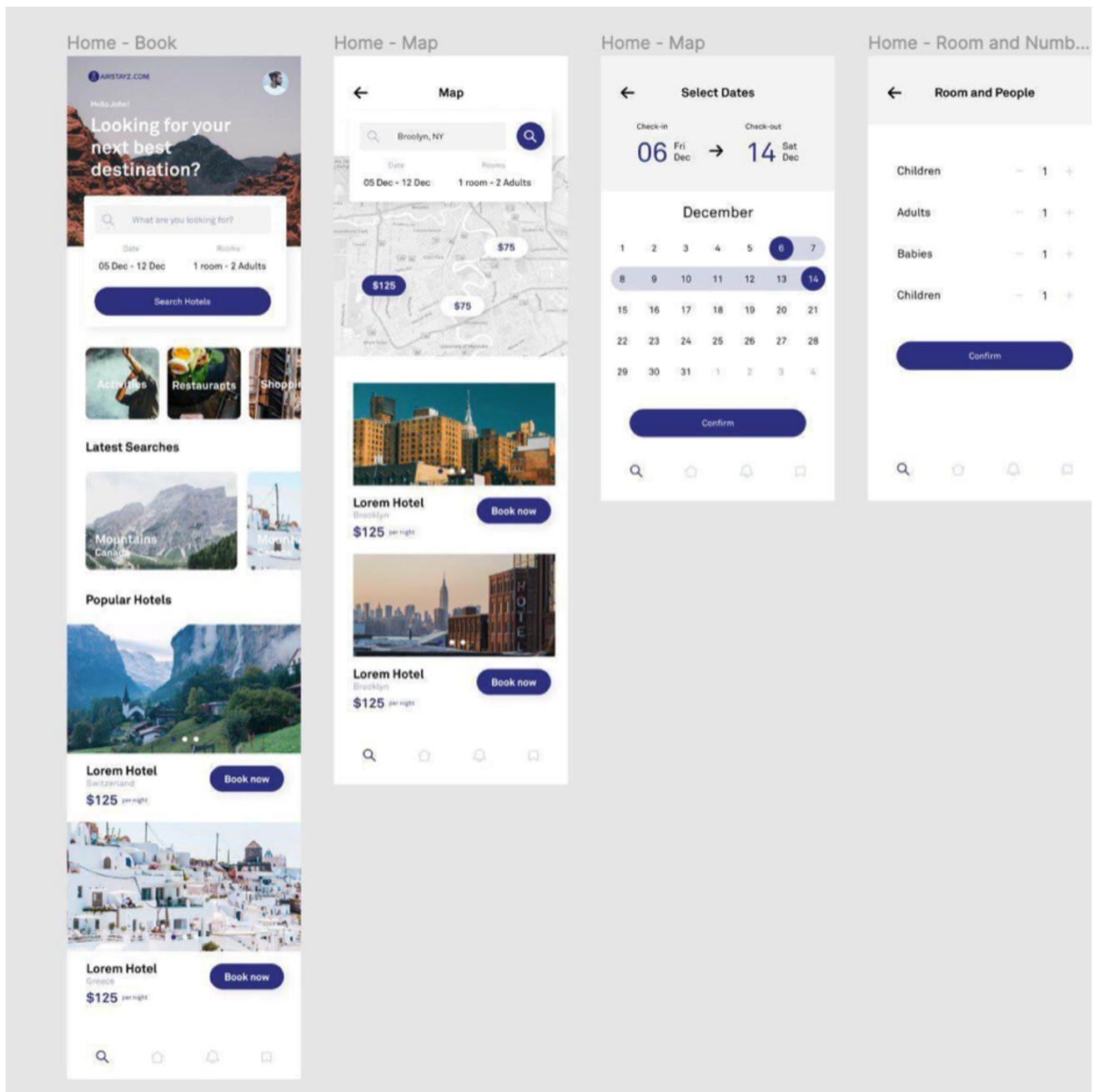
Marc

AIRSTAYZ™

- a multi-vertical travel tech platform (one-stop-shop)
- with a range of touch & data points, IP (incl patents) and strategic supply chain partners
- incl blockchain, STAY the currency of travel and STAYbl

100 days to launch

- finishing off MVP, integrations / UI, redesign and UX



15 second elevator pitch... "we are ahead of the curve"

- AIRSTAYZ™ a new travel tech platform within the TRILLION \$ travel ecosystem
- With multiple verticals from booking to concierge, to wallet, payments, PMS and CRM in attracting accommodation providers (trojans to secure inventory, the supply-side)
- Unique, proprietary customer engagement initiatives to bring travellers to airstayz.com and App booking sites (the demand side).
- Introducing STAY (launched June 2018) and STAYbl, AIRSTAYZs' utility crypto and stablecoin to facilitate a modern rewards program (**STAY Rewarded™**) and incentivising a traveler's experience, combined with patented digital key (**skip reception™**) booking process, and the gamification ("fungagement") of travel through recently acquired Piñya, www.pinya.com.au.
- World class team and a range of strategic supply chain partners already in place
- backend fintech, established, tested, proven

-
- recently signed an engagement letter with Sydney based firm (ICS) to secure \$1.5MM / \$2MM
 - formally engaged with NASDAQ (our preferred liquidity event is via IPO on a major tech exchange, and NASDAQ is global). they are very keen to support see Update #9
 - engagement letters received from key hoteliers, inc co-Founders Family, Melià Hotels International
 - additional patents underway
 - restructured tech team
 - recent Piñya acquisition now completed and secured their IP and tech, www.pinya.com.au
 - Binance being our preferred crypto exchange, now also underway
 - exclusive JV to enter China
 - various strategic supply chain agreements in hand
 - finish off tech within 100 days, launch and start generating cash
 - onboarding 1.6m hotels
 - our roadmap solidified

Listing on the NASDAQ within c.24m is the roadmap, sufficient time to create enough value plus our growth by acquisition goals with the already target companies.

A listing will give investors a line of sight to a liquidity event but also for AIRSTAYZ to access capital markets within the USA and globally.

Meets and conference calls, been ongoing since our visit there in 2018, and increased in recent weeks, since the formal engagement.

See [HERE](#) our NASDAQ interview, and [HERE](#) for recent Update #9

Thus, undertaking a series of planned capital raises between now, through 2020 and 2021/2022.

Cap raise underway now

1. \$1.5M/\$2MM (capped)

2. \$4MM

- ongoing runway into 2020

3. then...upto \$30MM

- a larger round, ongoing runway + growth by acquisition (targets identified), IPO steps

- this may all be brought forward if secure like minded funding partner (ie cornerstone) in sharing the vision

2020 to 2021

to far out to be definitive

- mainly US based funds, + shareholders if wish to top up, may even create a pre-IPO liquidity event via a sell down if shareholders wished to and we'd ensure this was able (subject to the incoming funders mandates)

NASDAQ (incl support for pre-IPO funds and IPO funding)

- ongoing tech and marketing etc

- acquisitions identified as per documents (unless occurs prior to IPO)

In the documents gives most metrics to the multi-trillion \$ sector (and growing, let alone China) with an increasing technology savvy travellers.

Booking.com market cap \$80B USD and Expedia.com market cap \$20B USD.

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[Telegram](#) ~ [Piñya](#)

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* desktop booking site currently being updated ready for launch and integrations ** corporate site being updated and refreshed

*** whitepaper being amended to reflect status, timeline

om | Monday 16 December 2019

ASX creates the Aussie Nasdaq index

Exclusive

Paul Smith
Technology editor

Australian investors will be able to track and back the ASX's booming tech stocks with greater clarity from next year, with the launch of a new S&P technology index that will highlight the winners and losers in a sector that is growing rapidly with IPOs of companies from around the world.

The new index, which will officially launch on February 21, will be known as the S&P All Technology Index or the S&P AllTech for short, and will be a smaller version of the US's Nasdaq composite index. While the Nasdaq attracts tech companies with a valuation of \$1 billion-plus, the local version will typically attract IPOs in the tens of millions to hundreds of millions range.

Investors and other market watchers will be able to keep an eye on how the

of most of the so-called WAAAX stocks (WiseTech, Appen, Afterpay, Altium, Xero) and is a further crystallisation of a longstanding push by the ASX to become an international venue for technology stocks; offering companies an alternative to later-stage venture capital if they are too small for the Nasdaq.

The executive general manager of listings and issuer services at the ASX, Max Cunningham, said it had been working with S&P for much of the year on company classifications, as the index will be based on its GICS (Global Industry Classification Standard) criteria, which currently incorporates about 210 ASX stocks.

He said the index would give investors an increased opportunity to tap into the growth of the tech sector, even if it was outside their typical area of expertise, while offering smaller tech companies the opportunity to emerge from the shadows of the WAAAX stocks and raise their profile among a

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et snapshot

S&P 200 Index (points)



Close
6739.68

Change
YTD
+19.4%

12:00 2:00 4:00

S&P 200 stocks Friday

	Close (\$)	Change (%)
s	1.94	+11.82
s	.945	+9.88
s	2.58	+8.86
p	8.92	+8.12
olution	5.36	+8.06
ke Res.	1.135	-9.20
n Min	3.53	-7.83
ad Res.	1.125	-7.02
s	4.12	-6.79
n Star	9.65	-6.13

	Close (points)	Change
	6739.7	+30.9
	24023.10	+598.29
ing (pm)	27687.76	+693.62
al A	3109.70	+54.50
cy		
	59.7	+0.1
	69.19	+0.39
	75.84	+1.12
	0.6181	-0.0011
	0.5158	-0.0008
te		
	0.75	steady
bills	0.843	-0.021
nds	1.161	-0.116
odities		
	Close (\$US)	Change
pot)	1475.56	-9.50
	94.63	+0.61
	60.07	+0.89

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fastest-growing segment of the market is performing, without having to individually analyse numerous relatively small-cap stocks.

The launch will be attended by CEOs

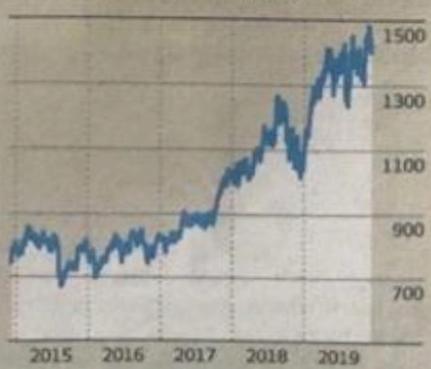
broader spread of potential investors.

"I think it will raise the profile of those companies, and by doing so it should raise the underlying liquidity,"

Continued p16

Steady as she goes

S&P/ASX 200 IT Index (pts)



S&P/ASX IT constituents

Company	Share price (\$)	Market cap (\$b)
Xero	79.34	11.22
Computershare	17.28	9.35
WiseTech Global	24.00	7.64
Afterpay	28.70	7.48
Altium	34.64	4.54
Link Administration	5.87	3.13
Technology One	8.81	2.80
Appen	22.37	2.71
IRESS	13.38	2.34
NEXTDC	6.71	2.32
EML Payments	4.31	1.40
Bravura Solutions	5.36	1.31
Nearmap	2.63	1.19

SOURCE: BLOOMBERG