



**Blockchain-based Travel Payments**

# A Flight is Delayed



Frustration

Anxiety

Stress

Anger

... Revenge!

# Problem for Airlines 1 - Money

- EU 261 Airlines Owe up to €600 per passenger
- Total Potential Liability > €5 Billion pa
- Actual Liability 2016 > € 200 million

Growing @ 10% per quarter

# Problem For Airlines 2 - Loyalty

- Airlines Resist Paying
- Passenger Frustration Turns to Fury
- Independent Agencies Stir the Pot
- Airlines Pay Eventually
- Agencies Keep up to 50%
- Passenger Loyalty Lost for Ever

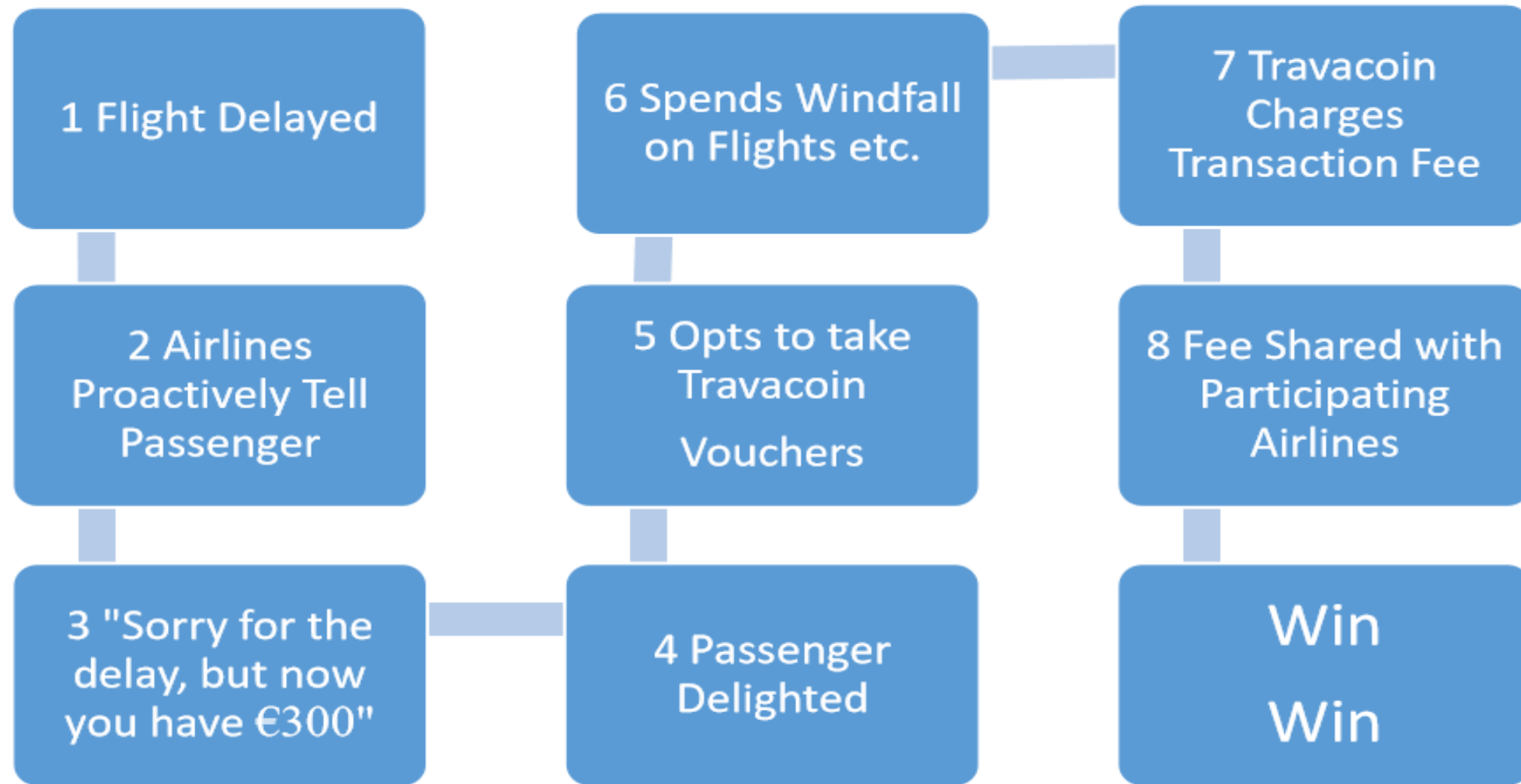
# Not Everyone's Angry ...



## Travacoin Customers' App

- Informs pax they were due compensation - proactively
- Offers Payment with Travacoin
- Shows a menu of options, inc. Flights, Upgrades, Duty Free, Hotel or Car Rental ... and access to Lounge
- **Passenger: "Heck yes ... of course we took the Travacoins!"**

# The Travacoin Solution



# Travacoin Plan

Feasibility Study – 4 Parts

Use Case/ MVP

Industry Launch – IATA WPS Barcelona Oct '17

Roll Out

# Study

## Economics

Will Tcoin save/make money for airlines?

Will Tcoin make money for everyone?

## Technology

Blockchain – Myth and Reality

Costed Options

## Passenger Experience

We know they want Tcoin, but how much?

What are their key drivers?

## Regulator

261 Non specific

“Mood Music” Good, Confirmation Needed





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