



# MONAKER

NASDAQ: MKGI

✦ MAUPINTOUR

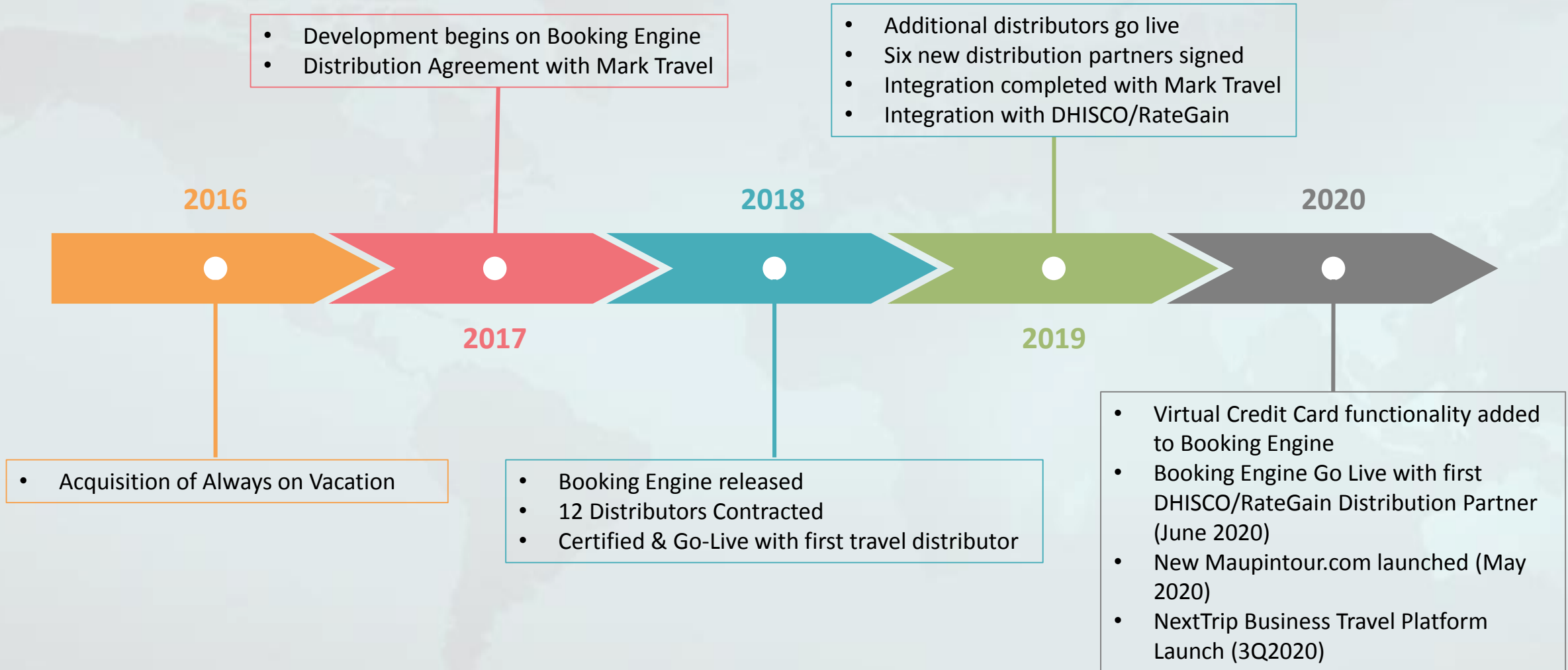
next**trip**

# Important Cautions Regarding Forward-Looking Statements

This presentation may include “forward-looking statements” which are subject to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements give our current expectations, opinions, belief or forecasts of future events and performance. A statement identified by the use of forward-looking words including “will,” “may,” “expects,” “projects,” “anticipates,” “plans,” “believes,” “estimate,” “should,” and certain of the other foregoing statements may be deemed forward-looking statements. Although Monaker believes that the expectations reflected in such forward-looking statements are reasonable, these statements involve risks and uncertainties that may cause actual future activities and results to be materially different from those suggested or described in this presentation. All forward-looking statements are expressly qualified in their entirety by the “Risk Factors” and other cautionary statements included in Monaker’s annual, quarterly and current reports, proxy statements and other public filings with the Securities and Exchange Commission (“SEC”), including, but not limited to, the company’s Annual Report on Form 10-K for the period ended February 28, 2019 and the company's subsequently filed Quarterly Reports on Form 10-Q, which have been filed with the SEC and are available at [www.sec.gov](http://www.sec.gov). Investors are cautioned that any forward-looking statements are not guarantees of future performance and actual results or developments may differ materially from those projected. The forward-looking statements in this presentation are made as of the date hereof. The company takes no obligation to update or correct its own forward-looking statements, except as required by law, or those prepared by third parties that are not paid for by the company.

# Company History

Monaker aims to be the industry leader in instantly-bookable (confirmed) Alternative Lodging Rentals by leveraging our proprietary technology in a multi-brand portfolio that penetrates each segment of the travel marketplace





Monaker's proprietary technology bridge, provides access to the largest number of instantly-confirmed ALR properties



## Total Travel Management

Small-to-medium sized business travel management solutions with access to **ALR accommodations**



## Luxury Tours, Travel and ALR Inventory

Luxury concierge service travel that is focused on tour/adventure travel with **Luxury & Ultra-Luxury ALR accommodations**

Monaker is Consolidating & Delivering **Instantly-Bookable Vacation/Alternative Lodging Rental Properties** into Mainstream Travel Channels & Websites

## Vacation/ALR Rentals

Property Managers



- Homes
- Apartments
- Villas
- Castles
- Resort Residences

In prime locations around the world

## Our Technology Bridge



## Global Travel Distributors

Travel Websites



- Tour Companies
- Airlines
- Online Travel Agencies (OTAs)
- Aggregators
- Consolidators
- Travel Agencies & Agents

...and ultimately the travel consumer.

# Sample of Monaker Vacation Rental Properties

MONAKER  
NASDAQ: MKGI

Homes, Villas and Castle in Algarve, Portugal, Tuscany & Portofino, Italy and Monaco



Resort Residences: Four Seasons multi-bedroom in Whistler B.C. and Wyndham Grand Resort Residence in Clearwater, Florida



FOUR-BEDROOM AND DEN RESORT RESIDENCE



THREE-BEDROOM AND DEN RESORT RESIDENCE



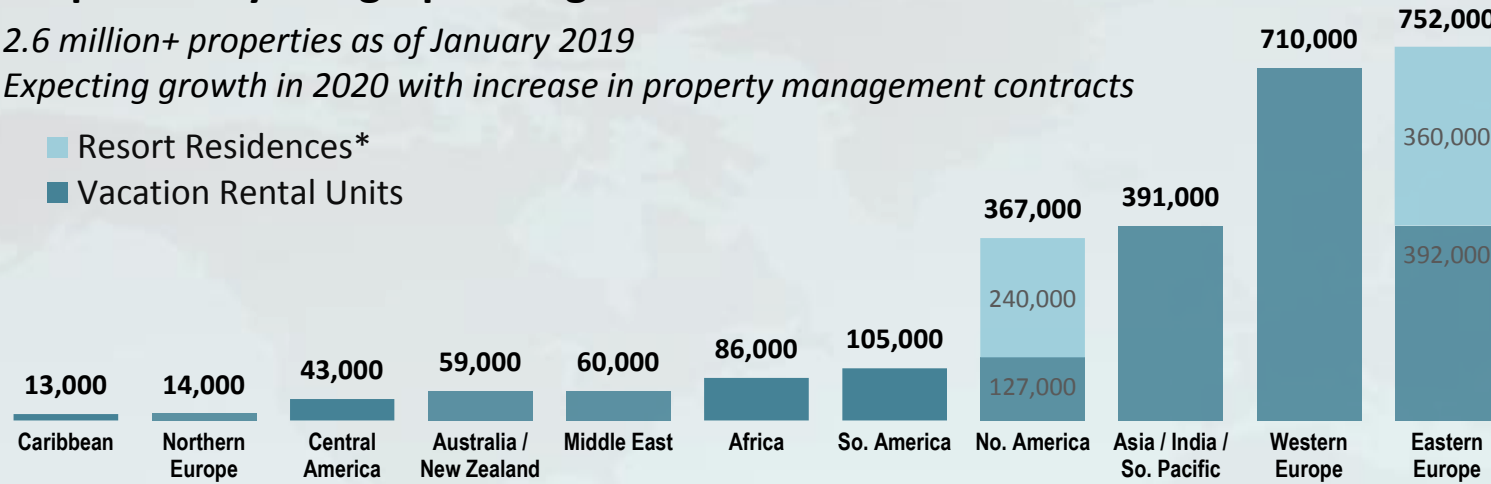
# Our Instantly Bookable Properties by Geographic Region

## Properties by Geographic Region

2.6 million+ properties as of January 2019

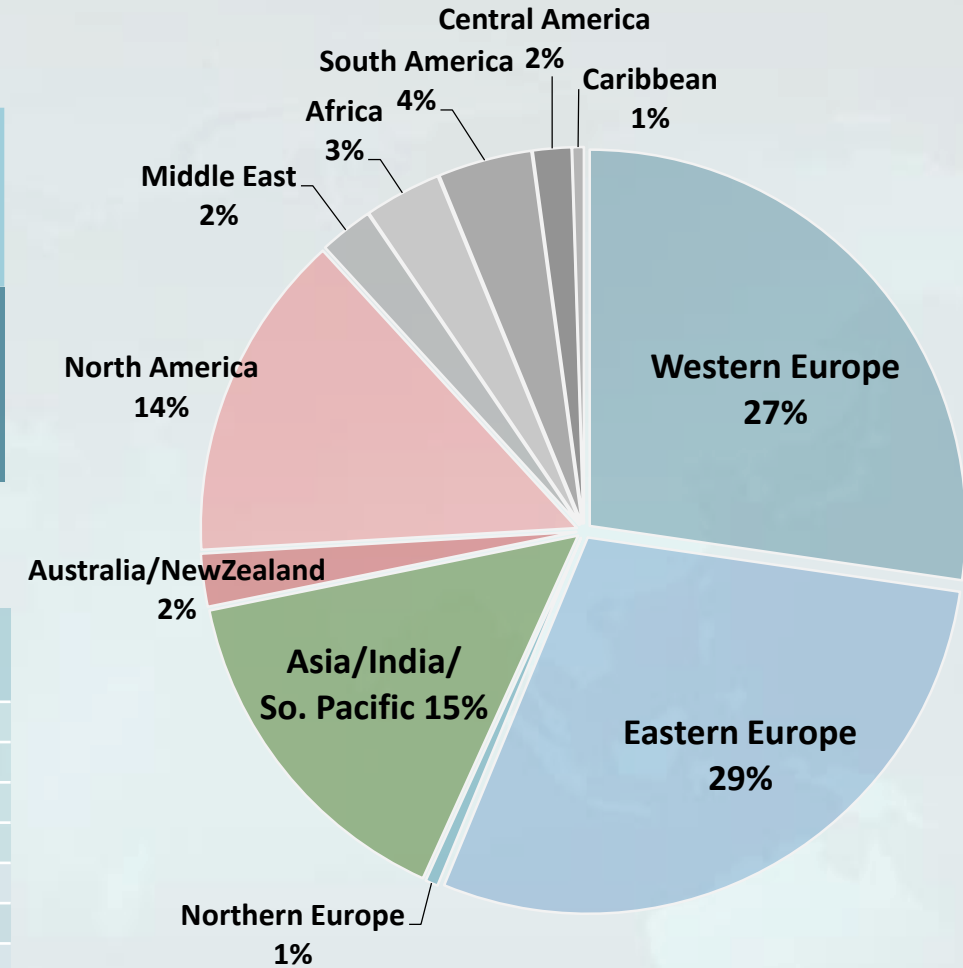
Expecting growth in 2020 with increase in property management contracts

- Resort Residences\*
- Vacation Rental Units



\* Wyndham and RCI multi bedroom/kitchen/living room residences within their resorts.

World Region	Vacation Rental Units	Resort Residences*	Property Total	Property Allocation
Eastern Europe	392,000	360,000	752,000	29%
Western Europe	710,000	-	710,000	27%
Asia/India/S Pacific	391,000	-	391,000	15%
North America	127,000	240,000	367,000	14%
South America	105,000	-	105,000	4%
Africa	86,000	-	86,000	3%
Middle East	60,000	-	60,000	2%
Australia/New Zealand	59,000	-	59,000	2%
Central America	43,000	-	43,000	2%
Northern Europe	14,000	-	14,000	1%
Caribbean	13,000	-	13,000	1%
<b>Total</b>	<b>2,000,000</b>	<b>600,000</b>	<b>2,600,000</b>	<b>100%</b>



- “Price all inclusive” - no hidden fees added
- Properties are professionally managed through property managers (most licensed & bonded).

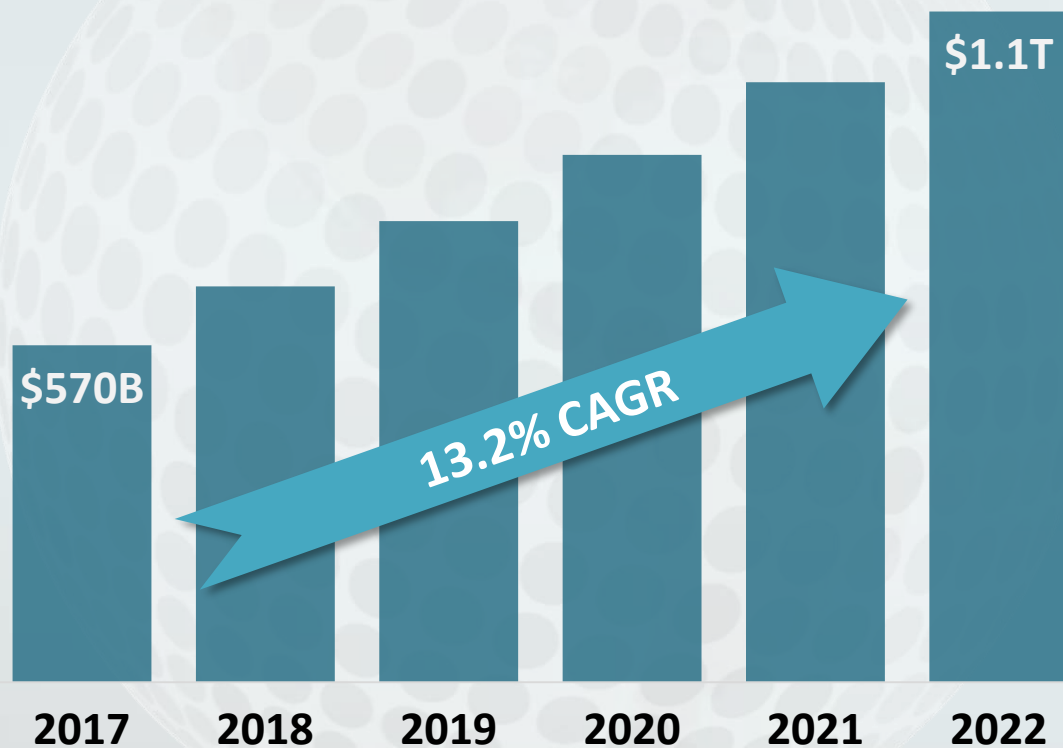
# Why the Travel & Alternative Lodging Rental (ALR) space?

# Digital Travel & Vacation Rentals

Historically two of the Fastest-Growing Global Industries

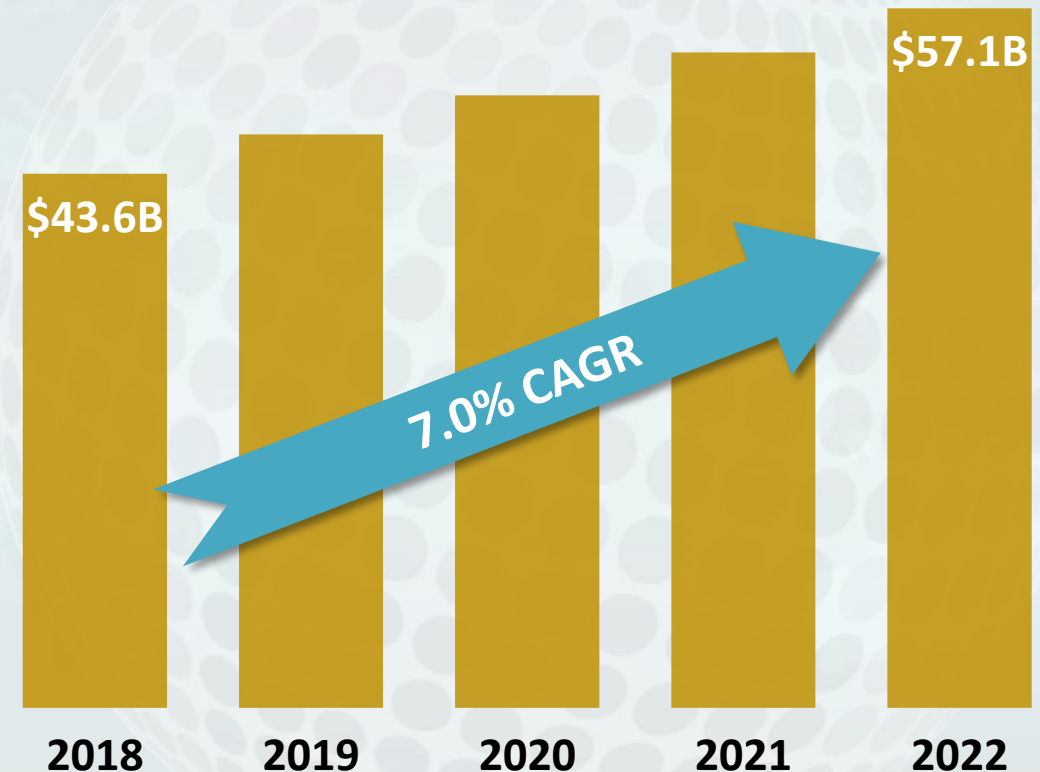
***Major Opportunity to Channel ALR/Vacation Rental Products into the Multi-Billion Dollar Online Travel Agency Sector***

**Online Travel Agency (OTA) Market,  
Digital Travel Sales Worldwide**



Source: [Market Research Future](#) March 2019

**Global Vacation Rental Market**



Source: [Technavio](#), June 2018

# Strong Market Drivers for Vacation/Alternative Lodging Rentals

- Vacation/ALR market is the fastest growing travel sector, yet still in its infancy at only 10% of U.S. market.
- Growth driven by numerous factors, including increase in vacation rental users, especially by Millennials and Gen Zs<sup>1</sup>

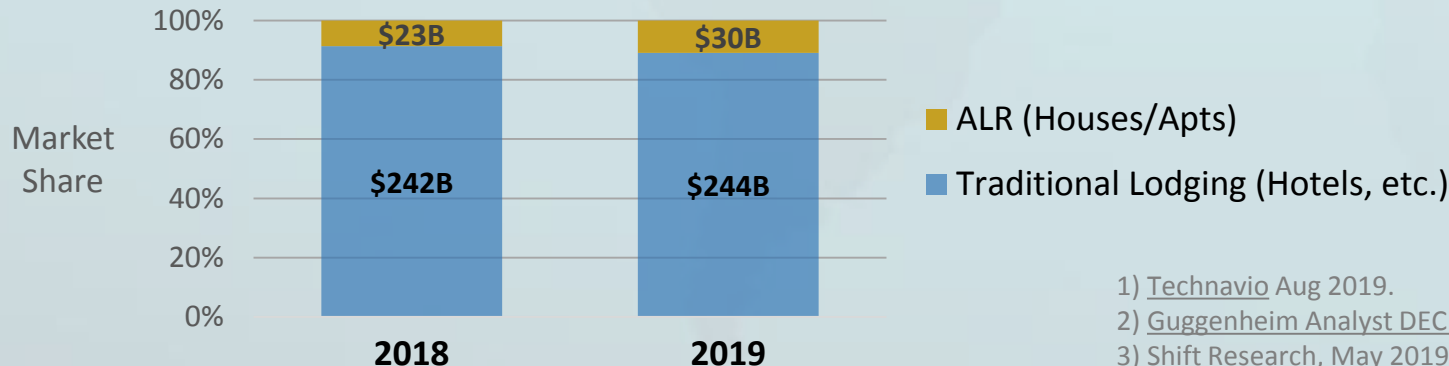
## Vacation/ALR Bookings Growing @ 32% CAGR

vs.

Online hotel room bookings @ only 10% CAGR<sup>2</sup>

## Strong Forecast for Vacation/ALR Market Share Growth in U.S.

Expanding from 8.6% to 10%, 2018 – 2019; Sales up **30%** to **\$30 Billion**<sup>3</sup>

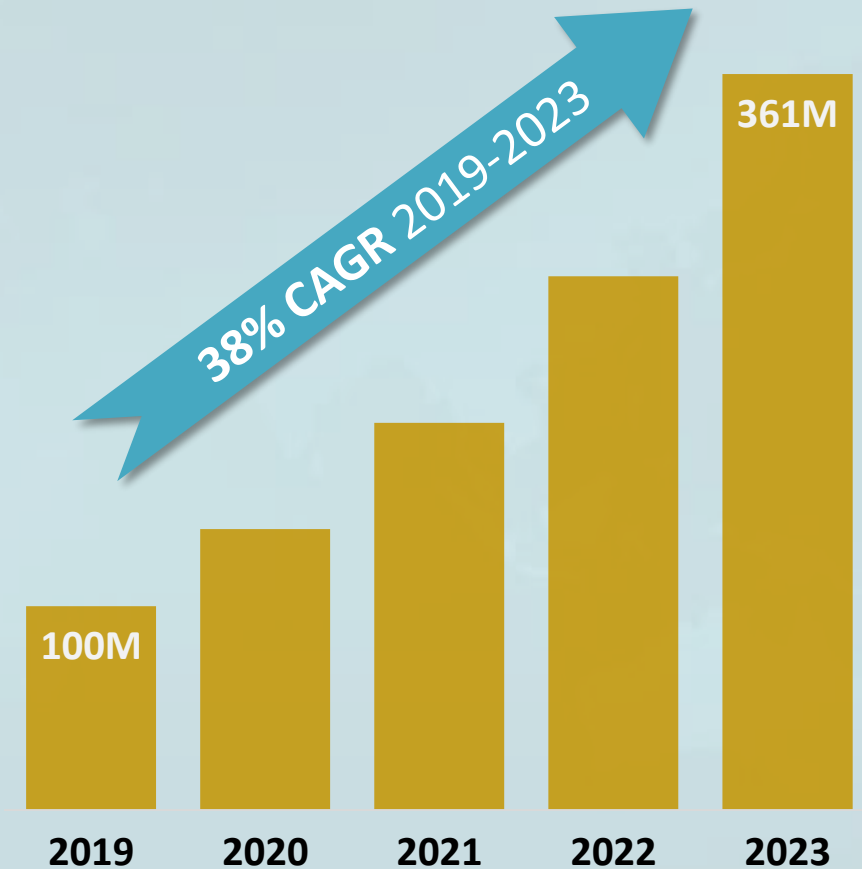


1) Technavio Aug 2019.

2) Guggenheim Analyst DEC 2018;

3) Shift Research, May 2019

## Rapid Growth in Vacation Rental Users Worldwide



Source: PhocusWire, Sept. 2019

# Industry Landscape for Alternative Lodging Rentals



## 2.6 Million Vacation Rentals

- 100+ countries
- Homes, apartments, villas, castles & resort residences
- **100% Instantly Bookable**
- Booking Engine/API provides customizable, Plug & Play capabilities for OTAs
- Raised \$18 million in 2016-19  
(+50% funded by directors/insiders)
- First-to-market as white label B2B solution with over 2.6 million instantly-bookable ALR properties
- **\$15 million market valuation**



## 4 Million+ Vacation Rentals

- 190 countries
- ~50% of properties are bedrooms in a guest house
- **Some instant booking**
- Trying to convert >2 million homeowners to achieve an instant-booking solution.
- No B2B model developed
- Raised \$5 billion
- Grew at over 135% in 2016
- Made multiple acquisitions
- **>\$18 billion premarket valuation<sup>1</sup>**



## 2 Million+ Vacation Rentals

- 190 countries
- Homes, apartments and villas
- Completed 22 acquisitions
- **Some instant booking**
- Trying to convert >1 million homeowners to achieve instant booking by forcing renewal memberships to give up calendar/pricing control.
- Limited B2B Model
- Grew >35% in 2015 – forecast to be #1 growth area for Expedia<sup>2</sup>
- **Bought by Expedia for \$3.9 billion (12-2015)**

- *Over past decade, Airbnb & HomeAway/VRBO have seen rapid adoption of their Direct-to-Consumer inventory platforms*
- *These firms have been taking lodging market share away from the larger traditional channels and booking sites who do not have practical access to an ALR reservations and none that are instantly bookable.*

# The Monaker Business Model

# Property Manager ALR Inventory Flows Through MBE to OTAs & Travel Distribution Points

## Monaker ALR/Vacation Rental Inventory



2.0M+ Homes, Apartments,  
Villas, Castles



100+ Property Managers

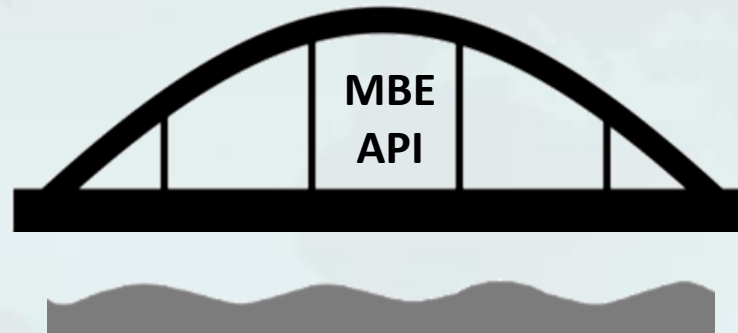


600K Resort Residences



**MONAKER**  
Booking Engine

## Our Technology Bridge



B2B & B2C



**Global Travel  
Distributors**  
Travel Websites

## Strategic Partnerships



**Trisept/Solutions**  
Propelling Travel Technology

**RateGain**



**30+ Direct Connect  
Partnerships**

Airlines, Tour Companies, Agencies,  
OTAs, Consolidators.

**&travelCompositor** **hometogo**

## Monaker Websites

**nexttrip.biz** **MAUPINTOUR**

*Foundation for Global Distribution via Consumer & Large, Established Travel Distribution Channels*

# Growth Drivers & Financial Modeling

# Our B2B Platform Strategy

- Monaker Booking Engine (MBE) designed to meet the growing demand of today's Online Travel Agents (OTAs) for ALR
- Deliver Alternative Lodging in an industry standard format, so OTAs can essentially “plug & play”
- MBE positions Monaker for rapid scale up via:
  - Large OTAs partner adoption
  - Airlines, car rental companies, and others looking to offer complete travel packages with ALR
  - First to offer access and commissionable solution for Travel Agents

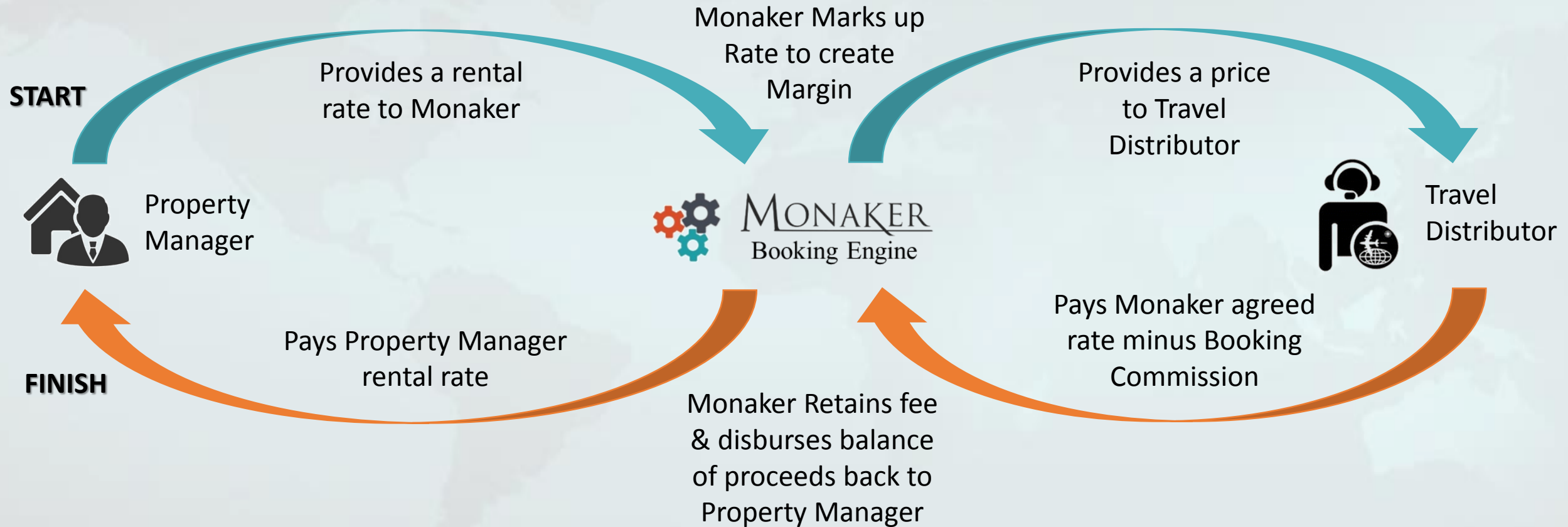


**Monaker Booking Engine (MBE)** provides OTAs multiple options:

- Millions of instantly bookable vacation rental properties
- 600,000+ resort residences
- Supplier inventory management solution
- User fees
- Set commission rates
- Set taxes
- Custom black out products & regions

# Revenue Generation Model: Booking Engine

## Flow of funds through MBE in sample booking transaction



# MBE – Powering our brands



- 'White Label' business travel solution
- Password-protected access to transparent **discounted** Air, Hotel, Car, ALR and other travel services
- Targets small-to-medium sized businesses (SMBs)
- Industry convention trip planning opportunities
- Recruiter.com marketing partnership (pre-paid) to target 1 million SMBs and c-level decision makers
- Points branding program (tailored for customer loyalty and/or employee bonus or benefit)
- In-house branded solution for savings, planning, tracking and booking
- Business can save on corporate travel for bottom line or share/pass savings on to customers and employees

nexttrip.biz



Recruiter

NextTrip.biz commercial  
launch targeted Q3 2020



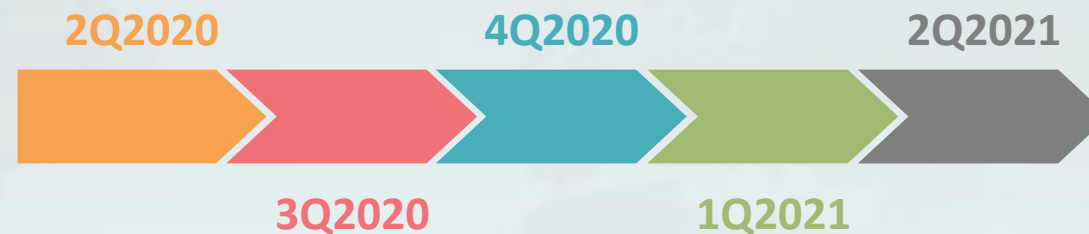
## Key Features

Provide small to medium-sized businesses with a complete Travel Management Solution that allows the company to access discounted airfare, hotels, car rentals, and alternative lodging.

Provides an integrated travel budgeting & reporting tool

Allows for expense management and reporting (Expense Reports)

## Product Development Pipeline



### NextTrip.biz Launch

- Ability to book air, hotel, car, alternative lodging
- Travel cost reporting

### Budgeting & Reporting Module

- Ability to set travel budgets & monitor spend

### Expense Management

## Revenue Model

- Annual software subscription cost based on number of licenses



- Commissions for all air, car & lodging bookings



- Difference in Net Rate received from supplier and Rate presented to traveler



## History

70-year old company started by Tom Maupin in Lawrence, Kansas providing unique vacation experiences for clients.

In 1965, Maupintour was the first company to send tourists into the Soviet Union after World War II

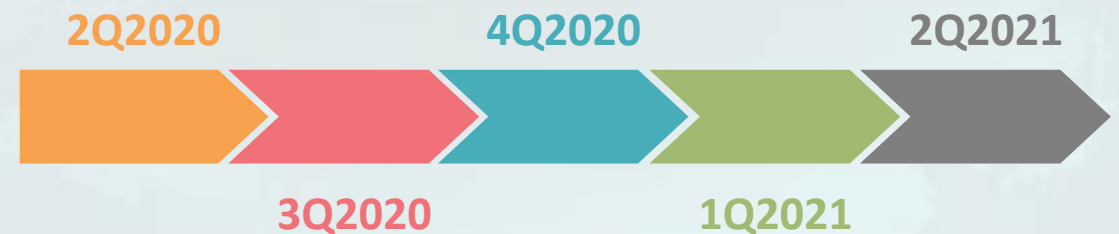
Maupintour continues to lead the tour industry in the creation of outstanding, unique itineraries that result in some of the highest repeat customer rates in the industry.

## Growth

Build on Maupintour's legacy of luxury travel by expanding the brand offering to include:

- Customized individual luxury tour packages (offered today)
- Luxury & Ultra-Luxury Vacation Home Rentals (Future)
- High-touch luxury travel services: private air, vacation home rentals, activities (Future)

## Product Development Pipeline



**Maupintour.com Website Refresh (May 2020)**

**Maupintour.com ALR marketplace**

- Ability to book luxury & ultra-luxury vacation homes online
- Self-Service Portal for management of Maupintour bookings

**Maupintour.com Travel Agent Portal**

**Launch of Luxury Travel Services**



**Enhanced Maupintour.com with ALR**



**First Distributors Go Live Through RateGain/DHISCO**



**Commercial Enterprise Launch**



**First Distributors Go Live Trisept/MarkTravel**

# Revenue Model: B2B White-Label ALR leverage with Travel Agents Only

- Model based upon the pipeline of travel agents contracted to use Monaker's booking engine for booking Alternative Lodging Rentals (ALRs).
- Based upon existing contracts, **>250,000 Travel Agents** should have access to use MBE and Monaker's vacation rental inventory for commissionable bookings.
- Single transaction assumes \$1,500 average ALR booking.

## Leverage in the Model

MONAKER	Single Transaction Assumptions	Impact of 250,000 Travel Agents Booking 1 Vacation Rental per year Within the currently contracted distribution pipeline and in integration or certification phase		
		25%	50%	100%
% of Travel Agents Booking 1 property per yr	-	25%	50%	100%
Rentals per Year	1	62.5K	125K	250K
Gross Bookings (\$1,500 per transaction)	\$1,500	\$93.75M	\$187.5M	\$375M
Net Rev to Monaker	\$120	\$7.5M	\$15M	\$30M
G&A Expense*	-	\$3.6M	\$3.6M	\$3.6M
EBITDA	\$120	\$3.9M	\$11.4M	\$26.4M
EBITDA per share**	-	\$0.31	\$0.91	\$2.11

\*Assumes average monthly G&A expense of \$300k

\*\*Based on 12.5 million shares issued and outstanding.

K = Thousands and M = Millions

# Revenue Model: Multi-Billion Dollar B2B White-Label ALR leverage with Contracted Distributors

## Assumptions

- Model based upon contracted distributor partners with estimated \$20 billion+ in combined lodging bookings annually. These numbers in addition to previous Travel Agent model (different revenue streams).
- On-going discussions at various stages with several large established OTAs to contract for Monaker's ALR Inventory, Booking Engine and API.
- At only a 3% pipeline conversion of general lodgings to alternative lodgings (vacation rental), which would be far lower than the current industry average 20%+, Monaker EBITDA per share would total \$2.11.

## 30 Contracted Distribution Partners

Annual Lodging Bookings est. @\$20+ billion Total Combined

MONAKER	Single Transaction	0.5% Pipeline conversion	1% pipeline conversion	3% pipeline conversion	5% pipeline conversion
<b>Average Rental per week</b> (Gross Booking)	\$1,500	\$100M	\$200M	\$600M	\$1B
<b>Net Rev to Monaker</b>	\$75	\$5M	\$10M	\$30M	\$50M
<b>G&amp;A Expense*</b>	-	\$3.6M	\$3.6M	\$3.6M	\$3.6M
<b>EBITDA</b>	\$75	1.4M	\$6.4M	\$26.4M	\$46.4M
<b>EBITDA per share**</b>	-	\$0.11	\$0.51	\$2.11	\$3.71

\* Assumes average monthly G&A expense of \$300k

\*\*Based on 12.5 million shares issued and outstanding.


K = Thousands and M = Millions

# Combined Model - ALR Market Opportunity (Travel Agents & White-Label Channels)

## Leverage in the Model

Model based on combination of:

- 250,000+ travel agents booking one property per year.
- \$20 billion+ white-Label distribution pipeline with % lodging booking/conversions.

	Single Transaction Assumptions	Impact of Travel Agents & White-Label Channels Combined Within the currently contracted distribution pipeline and in integration or certification phase			
% Travel Agents Booking Once per Year B2B % Conversions	-	25% TAs and 0.5% B2B Conversions	50% TAs and 1% B2B Conversions	100% TAs and 3% Conversions	100% TAs and 5% Conversions
Gross Bookings (\$1,500 per transaction)	\$1,500	\$193.75M	\$387.5M	\$975M	\$1.37B
Net Rev to Monaker	\$120	\$12.5M	\$25M	\$60M	\$80M
G&A Expense*	-	\$3.6M	\$3.6M	\$3.6M	\$3.6M
EBITDA	\$120	\$8.9M	\$21.4M	\$56.4M	\$76.4
EBITDA per share**	-	\$0.71	\$1.71	\$4.51	\$6.11

\* Assumes average monthly G&A expense of \$300,000

\*\* Based on 12.5 million shares issued and outstanding.

M = in millions; B = in billions

# Monaker Group Leadership

MONAKER

NASDAQ: MKGI



**Don Monaco**

*Executive Chairman*

28+ years as an International information technology and business management consultant.

18 years as a Partner and Senior Executive with Accenture.

Commissioner on the Metropolitan Airports Commission in Minneapolis - St. Paul (Minnesota Governor Appointee).

Commissioner and VP of the Duluth Economic Development Authority (Duluth Mayor Appointee).

Northwestern University.

Master of Science, Computer Science Engineering.



**Bill Kerby**

*Vice Chairman & CEO*

20+ years of experience in the Travel & Media Industries and 10 years of experience in financial industry.

Founder of TravelByUs (1990s), a NASDAQ company that completed 21 acquisitions in the travel sector.

Founder of Leisure Canada with 210 Agencies, International tour operations in Great Britain, France, South Africa, and the South Pacific, Travel Magazines and a Cuban Hotel Development.

Owned and operated Master Franchise for Thrifty Car Rental – B.C., Canada.

Bachelor's in Business/Managerial Economics, York University.



**Tim Sikora**

*Chief Information Officer, COO*

23+ years of experience in information technology and travel industry.

Earlier, served as sales director, North America Sales at The Boeing Company.

Managed and lead the expansion of IT services for two Information Technology services companies: Peak 10, a cloud services provider; and Ciber, an IT infrastructure services provider.

Former director of IT End User Services at US Airways.

Earlier, served as VP of Airline Operations & CIO at Caribbean Sun Airlines Holdings, and at DHL Airways and Midwest Express Airlines.

BA Aviation Management and MA Organizational Leadership (GPA 4.0) from Embry-Riddle Aeronautical University



**Kent Taepakdee**

*VP Finance, Acting CFO*

25 years of Accounting and Finance experience. Prior to joining Monaker, Mr. Taepakdee served as the Controller of INCEPTRA LLC and JTH Holdings LLC. From September 2007 to December 2011, Mr. Taepakdee served as a Senior Accountant for Office Depot's international headquarters located in Florida. Mr. Taepakdee served as a Senior Accountant – Financial Reporting and Analysis, with Vanguard Car Rental USA Inc. (Alamo and National Car Rental). Mr. Taepakdee also served as the Chief Financial Officer at the Bangkok Naval Base from 1986 to 1996. Mr. Taepakdee received an MBA (with a specialization in Finance), from Ramkhamhaeng University, in Bangkok, Thailand and a BBA in Accounting (First Class Honors / Valedictorian), from Krirk University, in Bangkok, Thailand.



**Randy Laser**

*VP of Product and Revenue Management*

Randy Laser has over 20 years of commercial experience in Travel including airline start-ups, mergers, and acquisitions.

His commercial expertise includes Marketing, Sales, E-Commerce, Scheduling, Planning, Pricing, Airline Tariff Publishing Company (ATPCO), Revenue Management and General Distribution Systems (GDSs) with Sabre, Amadeus and Travelport including system cutovers at airlines and hotels which included Virgin America, American Airlines, Hilton, Aloha Airlines, Spirit Airlines, Reno Air, Midway Airlines and Silver Airways.

Laser built teams to optimize and enhance revenue with airlines and hotels exceeding \$1 billion in revenue at Virgin America, American Airlines and Hilton and \$490 million in revenue at Aloha Airlines. He also implemented the first or upgraded an existing Pricing and Revenue Management System at each airline to industry leading systems and platforms.



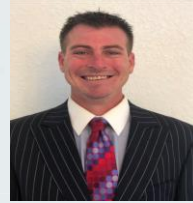
**Connie Jimenez**

*VP, Product Development  
Monaker Booking Engine*

Connie Jimenez is a goal-driven business development professional with more than 20 years of experience in the fields of IT Staffing, Technology Sales and Hospitality.

Ms. Jimenez is responsible for identifying and qualifying equitable supply and demand partners; coordinating business generation activities; and building business relationships with existing clients.

In this role, Ms. Jimenez leads the collaboration of cross-functional global teams to drive the sales cycle between supply partners, channel management organizations and distribution partners.



**Brandon Tipsword**

*VP, Product Development  
Maupintour*

Brandon Tipsword is a seasoned Hospitality Sales & Marketing professional with more than 12 years of experience. He has embraced the lifecycles in the industry from both the client/agency side. Currently, Mr. Tipsword oversees the entire product, sales & marketing for Maupintour. Brandon began his hospitality career with Vantage Hospitality Group, where he was responsible for managing hotel operations of 110+ individually owned & operated Americas Best Value Inn hotels in the Southeast/Gulfport Region. Later, Mr. Tipsword was hired as a key sales account manager for GCommerce Solutions in Park City, UT. There managed the company's most successful client portfolio providing top-level Account Management, SEO, SEM, Social, Analytics & eMarketing. Mr. Tipsword was approached and hired by Wyndham Destinations, and quickly became a leading industry sales professional breaking records.



**Lori Hamilton**

*VP, Product Development  
NextTrip*

20+ years of executive sales and business development experience in travel, hospitality, real estate and non-profit industries.

Instrumental in growing sales for ANZ Travel to be a leader for South Pacific destination travel.

Executive Recruiter for Fortune 500 companies at Wetherby Partners.

Director of development for non-profit organizations in Vancouver and Victoria, BC where she raised funds that tripled endowments to over \$1.1 million.

Earlier at Air Canada and Fairmont Group – Banff Springs Hotel.



**Richard Marshall**

*Director of Corporate Development*

25 years of senior executive experience generating growth and developing relationships for global corporations.

Previously, chief development officer at an online education company. Led Group for acquisition of mobile education company and helped secure strategic investment from Chinese Education Group.

Former VP of IR and VP corporate development at NYSE-traded natural resources company, part of senior management team securing \$600 million in financings during his 18-year tenure. Part of company's team that won historic WorldBank ICSID \$1.4 Billion Award against Venezuelan Government.

Earlier, serviced as an investment banker and manager for Cohig & Associates, Corporate Securities Group, and JW Gant & Associates.

B.A. Economics, University of Georgia.

# Independent Board of Directors

MONAKER

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**Simon Orange**  
*Director*

Extensive experience in the investment industry, from corporate finance/M&As to building global growth companies.

Co-founded CorpAcq, and is responsible for identifying and negotiating acquisitions, and overseeing development and funding.

Following a “buy and build” approach, CorpAcq maintains long-term investments in a diverse portfolio of businesses

Involved in funding and managing the growth of numerous business ventures, some acquired by NASDAQ and London Stock Exchange listed companies.

Founding member of Cicero Consulting Group, based in New York City.



**Pat LaVecchia**  
*Director*

20+ years' experience in investment banking & capital markets.

Currently managing partner of LaVecchia Group, a merchant bank, and Managing Partner of Sapphire Capital Management.

Previously Group Head of Global Private Corporate Equity Placements, Credit Suisse First Boston

Managing director/head of Private Equity Placement Group, Bear Stearns & Company.

Has led \$15B in transactions in public offerings, strategic & financial private equity transactions, M&A

Member of NYSE Amex Listed Company Council

BS Economics, Clark University. MBA from The Wharton School, Univ. of Pennsylvania.



**Doug Checkeris**  
*Director*

Senior Media and Advertising Executive with three decades of hands-on management in all facets of interactive media.

Currently, partner at GNR8R, a leading strategic marketing firm, and partner at DCAC/Dauntless Hospitality Group. Harbour Media Partners

Previously 14 years at Mediacom, rising through the ranks to become CEO for Mediacom North America.

Mediacom provided and specialized in business-building media solutions for the world's largest advertisers with close to \$18 billion in global billings, 4,600 employees, and 116 offices in 89 countries.

B.A. Economics, McMaster University.



**Jamie Mendola**  
*Director*

Head of strategy and M&A for the family office, Mercer Park. Founder & chief investment officer of Pacific Grove Capital, named best new hedge fund by Hedge Funds Review, 2015. Monaker investor since 2017.

Recognized by Institutional Investor as a Hedge Fund Rising Star. Named ‘Tomorrow’s Titan’ by Hedge Fund Journal.

Former partner at \$7B hedge fund, Scout Capital; senior member of investment & risk committees.

Earlier, principal of Watershed Asset Mgmt; equity analyst at JLL Partners; investment analyst at J.P. Morgan Chase.

B.S. in Management, summa cum laude, 4-year letter winner in baseball, Binghamton Univ.; MBA, Stanford Graduate School of Business.



**Rupert Duchesne**  
*Director*

Founding chief executive and director of Aimia Inc (TSX:AIM), retired. Over 15 years, made it global leader in loyalty marketing and data-analytics, with operations in 20 countries. Currently director of Mattamy Homes.

Previously, VP of marketing, SVP of International, and lastly chief integration officer of Air Canada, overseeing merger with Canadian Airlines.

At Air Canada, pioneered its frequent flyer program from a company division into the spinout, Aimia.

Member of the Order of Canada. MBA from University of Manchester and B.Sc. (Hons) in Pharmacology from University of Leeds (UK).



**Alexandra Charters Zubko**  
*Director*

14 years’ travel industry experience, delivering digital innovation to the hotel industry.

Co-founded and served as chief customer officer & GM of Americas, Triptease, a SaaS-based hotel booking platform.

Former VP & head of global strategy, InterContinental Hotels Group, and engagement manager at McKinsey & Co.

Founded online social travel platform, TripTips. Earlier, manager of corporate development, NBC Universal, and began career as financial analyst, Goldman, Sachs & Co.

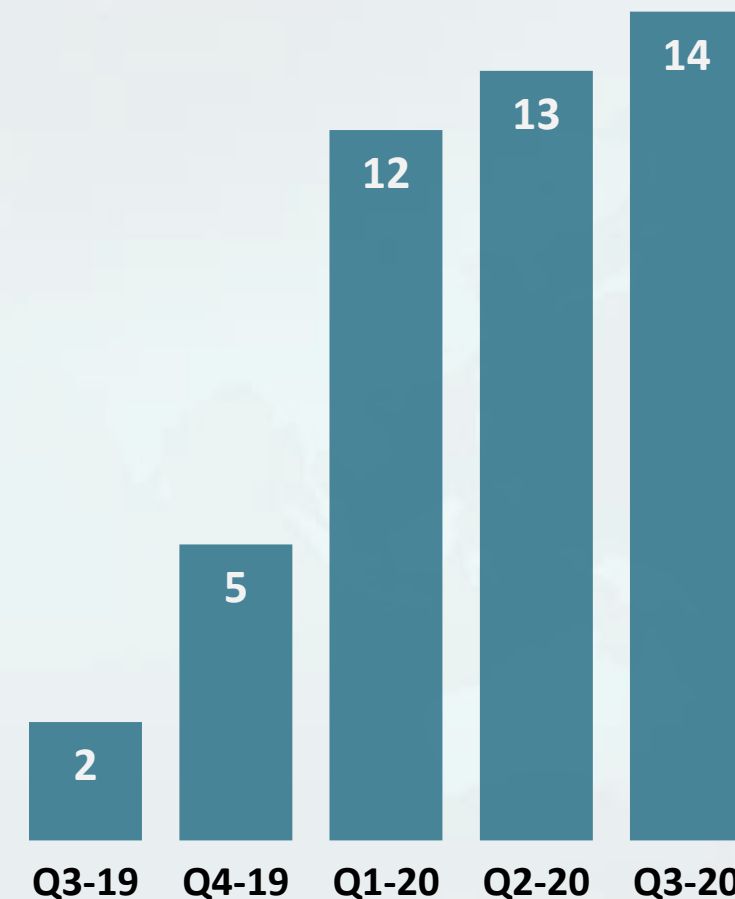
IHIF Young Person Leader Award. Six Sigma certification, GE’s Crotonville Leadership campus. BA Economics, Columbia Univ.; MBA, Stanford University Graduate School of Business.

# Key Stats (Nasdaq: MKGI)

Stock Price (5/1/2020)	\$1.14	Total Revenue <i>ttm</i>	\$0.5M
52 Week Low-High	\$0.61 - \$3.71	Cash <sup>2</sup>	\$0.1M
Avg. Vol. (3 month)	22,587	Total Debt	\$2.7M
Shares Outstanding	13.1M	Total Assets	\$10.2M
Free Float Shares (est.)	57%	Total Liabilities	\$4.1M
Insider & BOD Holdings (est.)	44%		
Institutional Holdings (est.)	6%		
Market Capitalization	\$15M		
Formation <sup>1</sup>	2015		
Fiscal Year End	Feb. 28		



## Major Travel Distributors Integrations



Per fiscal year ending Feb. 28.

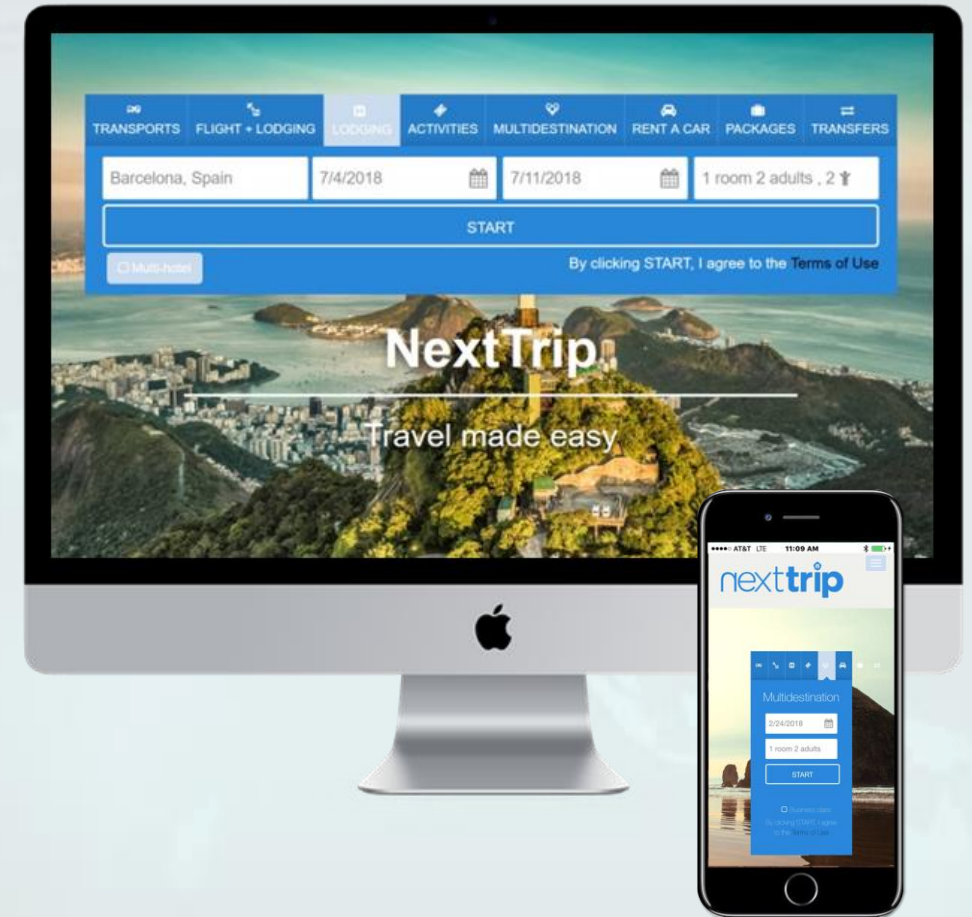
1) Year company transitioned to focus on Alternative Lodging & Travel Technology

2) All balance sheet items per February, 29, 2020 10K SEC filing

ttm = trailing 12 months at end of the fiscal year ending February 29, 2020

# Key Takeaways

- **Industry-first:** B2B platform for customizable, instantly-bookable ALR for OTAs
- **Set to scale** with 'white-label' ALR solution for the underserved B2B market
- **Business Travel Solution** with transparent wholesale pricing (air, car, lodging) and leveraging MBEs instantly bookable ALR inventory
- **Solid corporate structure**, with travel, technology and M&A-experienced management and invested Board of Directors
- **Key travel brands, major partnerships** and resumption of strong **industry tailwinds** in 2021 position Monaker for accelerated growth



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# APPENDIX

**Booking Engine** – A booking engine is a technology platform that allows consumers and travel agents to book flights, hotels, holiday packages, insurance and other services online.

**API** – In computer programming, an application programming interface (API) is a set of subroutine definitions, communication protocols, and tools for building software. In general terms, it is a set of clearly defined methods of communication among various components allowing different systems to communicate and interface.

**Vacation Rental** – A vacation rental is the renting out of a furnished house, apartment, villa, condo, or castle on a temporary basis to tourists as an alternative to a hotel. The term vacation rental is mainly used in the US and is also commonly referred to as an Alternative Lodging.

**Alternative Lodging** – An Alternative Lodging is the renting out of a furnished house, apartment, villa, condo, or castle on a temporary basis to tourists as an alternative to a hotel. The term Alternative Lodging (AL or ALR) is also commonly referred to as a vacation rental.

**Consolidator** – A company which groups together orders from different companies into one offering i.e. groups together bookings made by various travel agents or agencies so as to get cheaper group fares on normal scheduled flights.

**Aggregator** – An aggregator is a website that searches for travel products and deals across multiple websites and shows you the results in one place. For example, if you wanted to find a cheap flight from New York City to London, you could sit down and check American Airlines and then British Airways and then Iceland Air and then... or you could just head to an aggregator website, which will check hundreds of airlines (or travel products) at once and show you which one is the cheapest.

**OTA** – OTA stands for: Online Travel Agency. OTAs are online companies whose websites allow consumers to book various travel related services directly via Internet. They are 3rd party agents reselling trips, hotels, cars, flights, vacation packages etc. provided / organized by others.