

● POST-CANCELLATION REVENUE ENGINE

We turn cancellations into net margin for bedbanks

Recover hidden EBITDA from cancelled non-refundable bookings before release.

Every cancelled NR booking is live inventory between the cancellation and the **release**. tripResale resells it within that window — **no risk**, **without the hotel stepping in**.



// CURRENT_MARGIN 6–8% Bedbank's current margin on a standard booking	// POTENTIAL_MARGIN 100%+ Potential margin on each resold stay	// TO_EBITDA 100% Of resale revenue drops straight to EBITDA	// RISK 0€ Risk or incremental cost for the bedbank
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[01] THE ECONOMIC LEAP

// THE_EXAMPLE_IN_EUROS

A 1.000€ booking. Same room, same hotel, same dates.

● TODAY, WITHOUT TRIPRESALE

Booking value	1.000 €
Bedbank margin (6–8%)	~80 €
The bedbank keeps	80 €

● RESOLD WITH TRIPRESALE

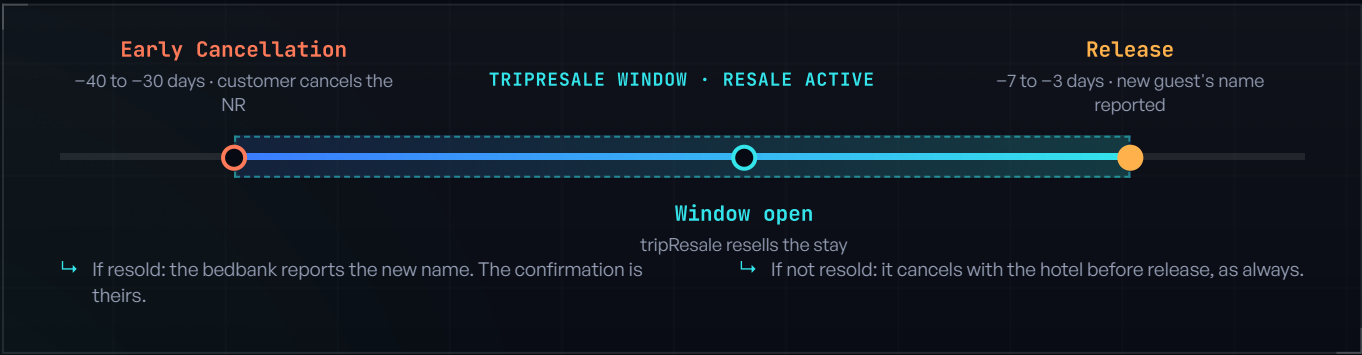
Resold again for	1.000 €
tripResale fee	-300 €
The bedbank keeps	700 €

+700 €

from a single booking, almost entirely **straight to EBITDA** — revenue that would otherwise be lost.

[02] THE RESALE WINDOW · THE OPPORTUNITY

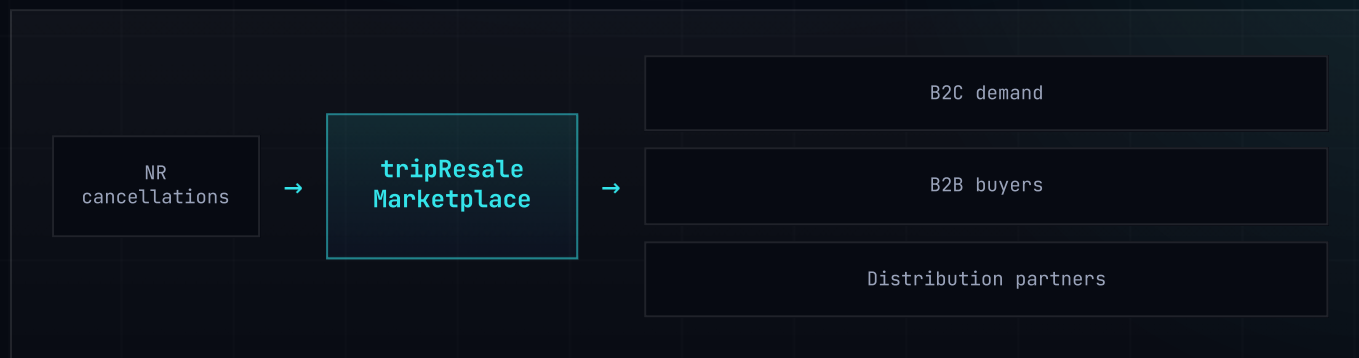
Opportunity window, thrown away today



// OUR RESALE MARKETPLACE

We don't just route demand. We operate our own resale marketplace.

The tripResale marketplace is the central channel: it aggregates **curated B2C demand, B2B buyers and connected distribution partners** into a single liquidity layer on top of cancelled NR inventory. The more supply flows in, the more demand it attracts — and the more price each bedbank recovers.



OWN MARKETPLACE

SHARED PRICING DATA

DEMAND LIQUIDITY

AGGREGATED SUPPLY

[03] OUR TECHNOLOGY • THE RESALE MACHINE

01 • EXPERTISE

Hotel resale experts

Pioneers in Spain at turning non-refundable bookings into resellable ones. Stay resale is our **core from day one**.

02 • CONNECTIVITY

Native integrations

Industry engines + **hotel & content mapping**. We plug into the bedbank's cancellation feed via API and read each hotel's release date in real time.

03 • PRICING

Release-window pricing intelligence

Resale probability scoring, days-to-release optimization, destination liquidity and markdown strategy to sell at the right price.

04 • ROUTING

Channel matching & demand routing

Every stay routed to the **channel and demand with the highest conversion probability** — own marketplace, B2C, B2B and partners.

05 • AI

Continuous optimization AI

Models that learn from every closed window and **refine scoring, pricing and routing in real time**, adjusting by destination, season and days remaining to maximize recovery.

A post-cancellation revenue engine, built for bedbanks

[tripResale × Bedbanks →](#)

BOOK • RESELL • EARN