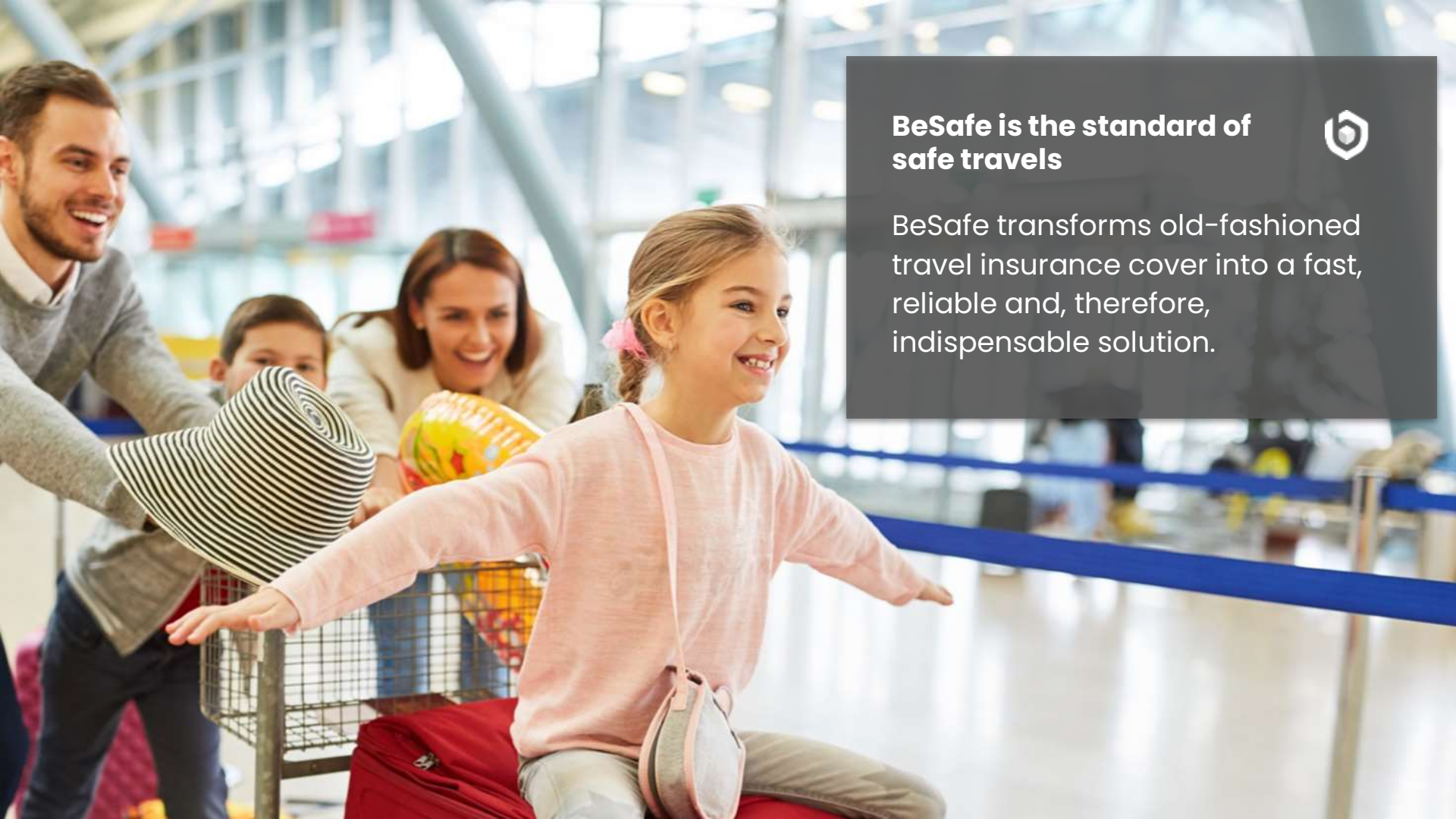




BeSafe
Rate



**BeSafe is the standard of
safe travels**



BeSafe transforms old-fashioned
travel insurance cover into a fast,
reliable and, therefore,
indispensable solution.

BeSafe Rate acts as an insurtech bridge

INSURANCE PARTNER

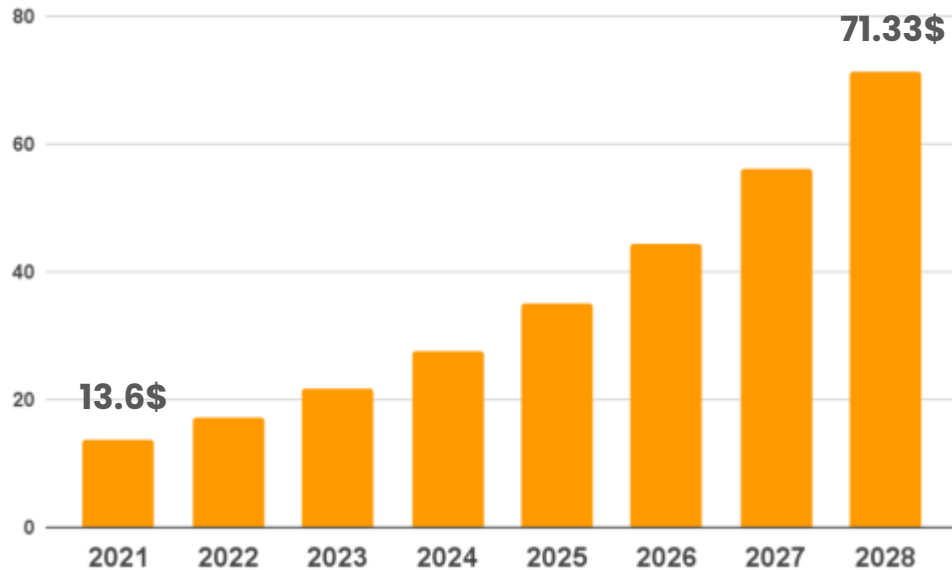


HOTELS



Our platform connects insurance companies with hotels

More travellers are looking to buy insurance



In 2021, the global travel insurance market amounted to US\$ 13.6Bn.

It is estimated that in 2028 it will reach US\$ 71.33Bn.

A 5-fold growth.

The biggest OTAs have understood it

Offering insurance while booking a room grants the traveller to shorten the customer journey and have a better experience

Booking.com

Expedia

airbnb

Visit Amsterdam



Guest house **Navona 49 Luxury Suites&Apartment**

Piazza Navona 49, Navona, 00186 Rome, Italy

Excellent location – 9.9

 9.9 Superb – 871 reviews Free Wi-Fi  Airport shuttle**Your booking details**

Check-in

Mon 6 Nov 2023

14:00 – 20:00

Check-out

Fri 10 Nov 2023

07:00 – 11:00

Total length of stay:

4 nights**Your price summary**

Original price € 2,821

Limited-time Deal - € 1,292.50

You're getting a discount because, for a limited time, this property is offering reduced rates on some rooms that match your search.

Booking.com pays - € 115.62

Total~~€ 2,821~~
€ 1,223.08

Includes taxes and charges

Three-Bedroom Apartment with View - Penthouse✓ **Free cancellation before 3 November 2023**  **Guests:** 1 adult, 1 child (5 years old)  No smoking

Full guest name

John Doe

Add Travel Insurance

Protect your whole trip, from the day you leave home to the day you get back.

Coverage highlights €2,500 of cancellation cover €500 of cover per lost, stolen or damaged item (phones, valuables, sports equipment, etc.) Covers accommodation, travel and excursions, whether booked through Booking.com or not

Excludes pre-existing medical conditions and anyone over 65.

Period of insurance

8 Nov 2023 - 10 Nov 2023

Country of residence of all insured persons

Italy

[Policy Documents](#) • [Insurance Product Information Document](#) • [DP Query](#)

Total insurance price for 2 guests (including tax)

€68.01[Add insurance](#)

By clicking "Add insurance" I confirm that all insured persons are 65 or under and are residents of Italy, and I am in Italy

If hotels don't follow the trend...



Travellers will rather choose to book the hotel directly from the OTA website because of its 1-click experience



Hotels will lost on direct sales and paying up to **20% commission** for the intermediation

Today, insurance is a **must have**.

The hotel **cannot miss** this opportunity.

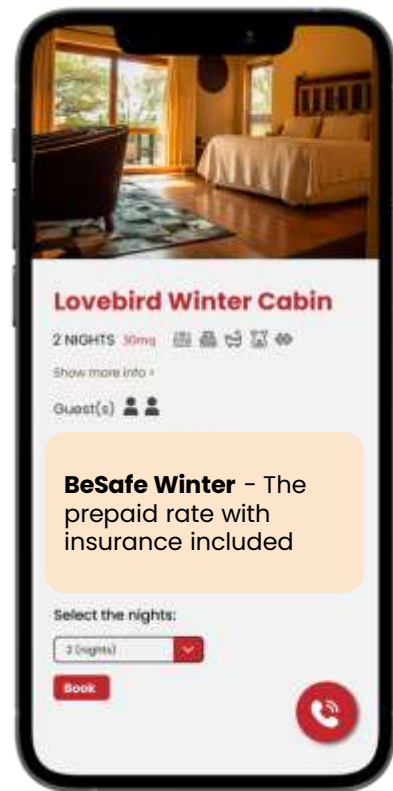
We have the solution!

BeSafe Rate is the prepaid rate with insurance included **integrated into the hotel website** to compete with OTA.

+28% Direct sales

+57% Prepaid bookings

Optimize Revenue and Cashflow



*on an average of 1500 BeSafe Rate's hotel partners

Covers that go beyond the expectations!



Booking.com



Cancellation for any documented reason



Refund in 7 days with a dedicate Customer Care



Custom offer based on the type of accommodation



We are laser focused on the customer experience and we strive to ensure every booking is a stress-free journey for any traveller.

Custom products for any accommodation



BeSafe Winter Plus

*Third-party cover for
ski slopes for hotels
operating during
winter*



BeSafe Summer Plus

*Third-party for outdoor
activities for beach
resorts*



BeSafe Pet

*Medical covers for pets
fo pet-friendly hotels*



BeSafe Business

*Events cancellation for
business hotels*

How does it work?

1

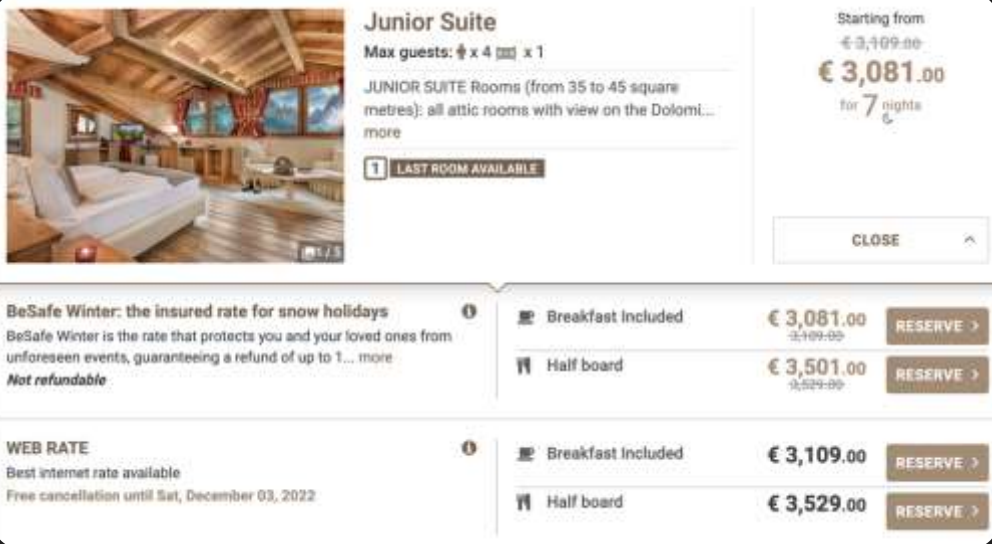
set up an insured offer based on your sales strategy

2

offer BeSafe Rate on your website

3

if guests cancel the booking, the hotel keeps the revenue – and we take care of the refund!



The screenshot shows a hotel booking page for a 'Junior Suite'. On the left is a photo of a room with a large bed and wooden beams. To the right of the photo, the text reads: 'Junior Suite', 'Max guests: 4 x 1', and 'JUNIOR SUITE Rooms (from 35 to 45 square metres): all attic rooms with view on the Dolomi... more'. Below this is a button that says '1 LAST ROOM AVAILABLE'. On the far right, the price is shown as 'Starting from €3,109.00' and '€3,081.00 for 7 nights'. Below the price is a 'CLOSE' button. At the bottom, there are two sections: 'BeSafe Winter: the insured rate for snow holidays' and 'WEB RATE'. Each section has a table of options with 'RESERVE' buttons.

| Option | Price | Action |
|--------------------|------------|-----------|
| Breakfast Included | € 3,081.00 | RESERVE > |
| Half board | € 3,501.00 | RESERVE > |
| Breakfast Included | € 3,109.00 | RESERVE > |
| Half board | € 3,529.00 | RESERVE > |

OK, but how it work exactly?



WITHOUT BESAFERATE

Standard rate
free cancellation

€100

Book now

Non refundable rate
non refundable

€85

Book now



WITH BESAFERATE

Standard rate
free cancellation

€100

Book now

Prepaid rate
insurance included

€90

Book now

The revenue is unaffected and the cashflow remains secure. No more wasting hours on the phone with customers trying to convince the hotel to cancel their booking.

This enriches the hotel's offer and increases its brand reputation.

A Reserved Area for guests

Guests can access to useful information about the insurance policy and Customer Care through a dedicated area, secured with a PIN code.



Insurance Coverage

Dear Guest,

The accommodation structure chosen by you for your next stay has your happiness at heart. For this reason, they've offered you BeSafe Rate, which will guarantee your peace of mind from the moment of booking to the check-out.

Your reserved area

BeSafe Rate puts at your disposal the reserved area for travelers that contains all the information about your booking and insurance coverage.

Attention: it is necessary to fill in all the additional reservation guests within 72 hours of the booking. Otherwise the coverages included applies only to the booker.

To access you must enter your traveler pin which you find below

594145

Extend coverage to all travellers

The travel insurance is automatically included in your reservation at no extra charge. BeSafe Rate covers up to 100% refund of your stay in case the reservation is cancelled due to unexpected and documentable events, such as in case of illness, injury, hospitalization or redundancy. Furthermore, from the day of check-in to the day of



Welcome Marco Mancini

verify and manage all the information of your BeSafe Rate reservation

Your trip beginning 27 December 2021

Stay dates:

dal 27 December 2021 al 30 December 2021

Protected traveller(s):

1

Customer support

Hotel care contacts

Protect your loved ones, extend coverage for free

To ensure the proper application of insurance coverages to all trip participants, extend coverage to all components free of charge via the "Add Travellers" button.



List of insured traveller(s)

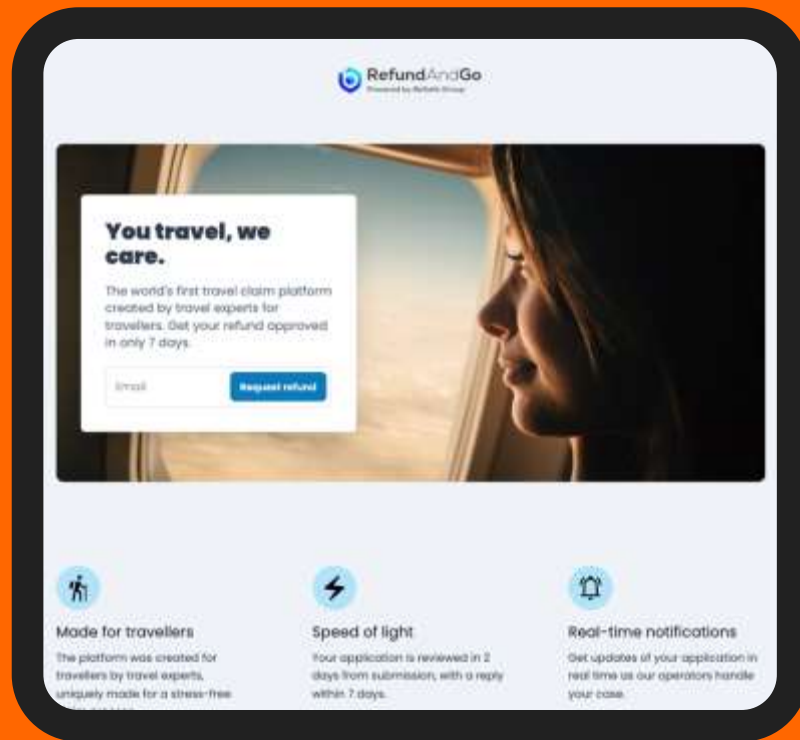
all guests listed below enjoy the active protections

High-speed refunds for insured travellers

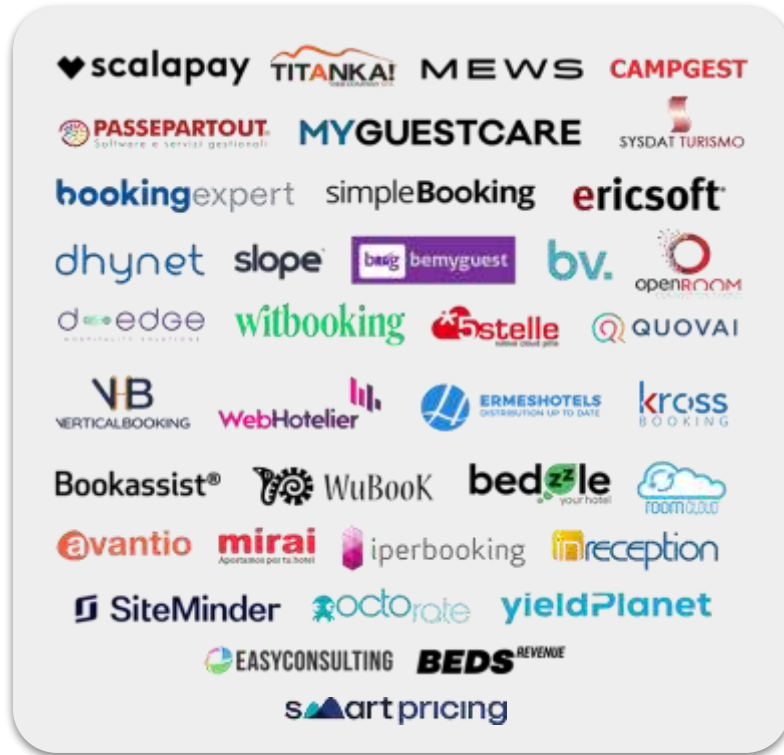
In case of cancellation, guests can easily file a claim directly from the Reserved Area by logging into **Refund and Go**.

The platform revolutionise the way travel insurance are conceived.

Refund and Go reimburses travellers in just 7 days thanks to a smart algorithm that drastically reduces operating times.



A fully integrated platform



Over **200,000** potential **hotel, tour operator and travel agency** leads worldwide thanks to **60** **software integrations**.

A wide network of partners and travellers

To date, more than **2.000 hotels and tour operators** are working with us and more than **400,000 travellers** from all over the world have decided to insure their trips with BeSafe.



Our presence in the world

BeSafe Rate is currently active in more than 20 countries, including:

- Italy
- Spain
- Portugal
- United Kingdom
- France, French Antilles and French Polynesia
- Greece
- Cyprus
- Czech Republic
- Chile
- Venezuela
- Mexico
- Dominican Republic

Furthermore, our current international coverage allows BeSafe Rate to be activated by our client hotel chains wherever they are in the world. Many have already done so.



In a nutshell

Incorporating BeSafe Rate into your revenue strategy brings numerous benefits, which doesn't limit to a revenue increase but also extends to an improved customer experience for your guests.



Benefits for the hotel

- Increase in prepaid sales and the booking window
- Increase in offers and disintermediation
- BeSafe is in charge of handling claims

Benefits for the guests

- Dedicated customer support during all phases
- Reserved Area where consult the insurance policy and add travel companions
- Refund in 7 days of the prepaid amount

ZERO fixed costs and 1-click activation

You can activate the service in just a few minutes. You will receive support from our team to set up the best rate.

1

No activation costs

2

No software management costs

3

No contractual obligation



A commission-based model, calculated on the amount paid by the insured customer



BeSafe Rate

The new standard of safe travel