

SERIES A INVESTMENT OPPORTUNITY — 2026

O-BRAIN

The AI Operating System for Hospitality

\$13M

Capital Invested

300

Live Rooms Today

\$58M+

Revenue at Scale

RAISING

\$10M

at a \$300M pre-money valuation

Hotels are flying blind.

\$600B in annual hotel revenue managed with outdated systems, gut instinct, and fragmented data.

01

REVENUE LEAKAGE

Unoptimized Operations

Hotel operators make pricing and operational decisions with siloed, delayed data — leaving significant NOI on the table every night.

02

NO INTELLIGENCE LAYER

Disconnected Systems

PMS, POS, channel managers, and finance tools don't communicate. There is no single brain interpreting and acting on live hotel data.

03

REACTIVE MANAGEMENT

Speed-to-Insight Gap

By the time reports are generated, opportunities have passed. Hotels need AI that acts — not software that merely reports.

One intelligent platform. Every room. Every decision.

O-Brain is the AI operating system above all hotel systems — sensing, learning, and optimizing in real time.

Intelligence Layer

Real-time AI decision engine across all hotel operations

Proprietary

Integration Layer

Connects to all OTA's

Plug & Play

Revenue Optimization

Dynamic pricing, demand forecasting, yield management

+20% NOI

Operator Dashboard

Single command center for the entire portfolio

Real-Time

300

Live rooms deployed today

+20%

Average NOI uplift

\$13M

Invested to build this system

Aligned incentives. Compounding revenue.

Two revenue streams per room — a low-friction SaaS base plus performance participation that scales with hotel success.

SAAS LAYER

\$18 / room / mo

Predictable recurring subscription. Low barrier to adoption. Scales linearly with rooms under management. \$216 per room annually.

PERFORMANCE LAYER

20% of NOI uplift

Otonomus earns 20% of the NOI improvement it generates. At \$10K NOI per room with 20% uplift, that's \$400 per room annually.

Combined revenue per 1,000 rooms

SaaS \$216K + Performance \$400K

~\$616K

per 1,000 rooms / year

Built. Deployed. Proven.

This is not a prototype. Otonomus is live — running in real hotel environments today.

\$13M

Total capital invested to build, test, and deploy the full platform

Full-stack platform built

No concept-stage risk

300

Live rooms operating under Otonomus intelligence right now

Real environments

Real data

+20%

NOI improvement in live deployments

Verified performance

Replicable model

Scaling rooms under intelligence.

Our primary KPI is simple: rooms under management. This is how we reach 100,000.

PHASE	ROOMS ADDED	TOTAL ROOMS	STRATEGY	ANNUAL REVENUE
Today	—	300	Proof of concept	Live
Year 1	+3,700	4,000	8–10 hotels, proof + references	\$2.3M
Year 2	+6,000	10,000	Multi-property operators	\$5.8M
Year 3	+15,000	25,000	Portfolio deals, regional ops	\$14.5M
Year 4	+25,000	50,000	Enterprise + partnerships	\$29M
Year 5	+50,000	100,000	Category dominance	\$58M+

Why \$300M today is the right number.

Valuation built on replacement cost, de-risking premium, and market positioning.

\$15–25M

Replacement floor

\$13M already invested

2–3×

De-risking premium

built & deployed product

10×

Market positioning

AI OS, not a SaaS tool

Live

Traction signal

300 rooms, real results

\$20M

Base floor

× 3

De-risk + market

+ 10×

AI OS premium

\$300M

Pre-money valuation

\$10M deployed with precision.

Every dollar allocated to accelerate rooms under management and build compounding platform advantage.

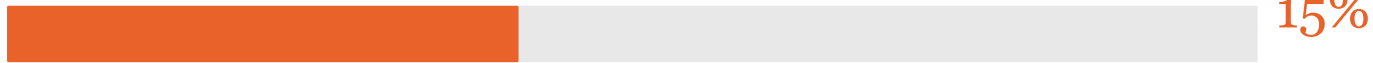
Sales & Market Expansion



Product & Engineering



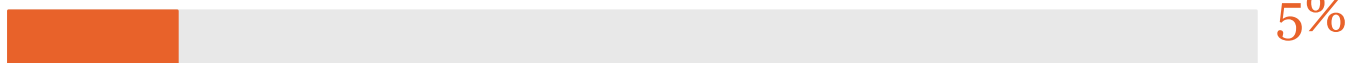
Hotel Onboarding & CS



Operations & Infrastructure



Reserve



TARGET YEAR 1

4,000

Rooms

RUNWAY

24+

Months

Every other system improves efficiency. **O-Brain** compounds intelligence.

Competitors solve isolated problems. Otonomus is the first platform with one collective brain that optimizes the entire ecosystem — continuously.

PLATFORM	CATEGORY	AI-NATIVE	FULL ECOSYSTEM	COMPOUNDS OVER TIME	PERFORMANCE-ALIGNED	REAL-TIME ACTION
Opera / Cloudbeds	Legacy PMS	×	×	×	×	×
IDEaS / Duetto	Revenue Mgmt	●	×	×	×	●
Apaleo / Mews	Modern PMS	●	×	×	×	×
Medallia / ALICE	Guest Experience	●	×	×	×	×
M3 / Aptech	Accounting	×	×	×	×	×
O-Brain	AI Operating System	✓	✓	✓	✓	✓

The O-Brain difference: Competitors optimize in silos. Otonomus operates as one collective intelligence across the entire property. Every data point trains the model. Every room added compounds the advantage.

THE OPPORTUNITY

We are not selling software. We are scaling *rooms under intelligence.*

\$13M invested. A fully operational AI platform. 300 live rooms. Proven results.

The infrastructure is built — we need capital to scale.

\$10M

RAISE

\$300M

VALUATION

\$58M+

REVENUE AT SCALE

100K

ROOMS — YEAR 5

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