BUSINESS TRAVEL SHOW AMERICA 2026

INNOVATION FACEOFF

SPONSORED BY

MESH



EGOR KARPOVICH

CEO,
Travel Code

TRAVEL CODE

PRESENTED BY

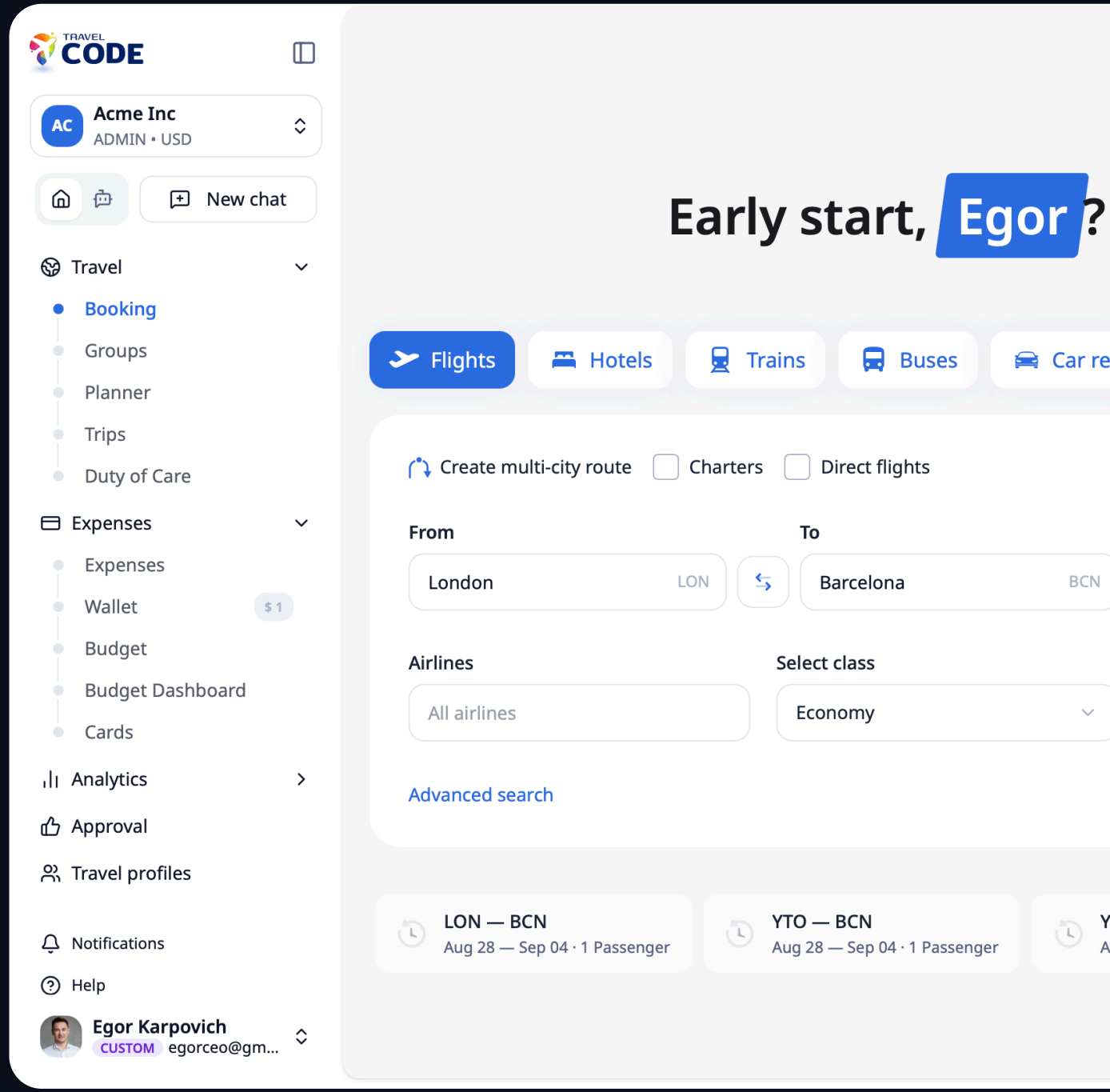
BTNGROUP BY NORTHSTAR

TRAVEL CODE

AI-native travel & expense for the mid-market

Business travel runs on software from 2005. We rebuilt it around AI agents.

Egor Karpovich — Co-Founder & CEO



Trusted by 200+ international teams



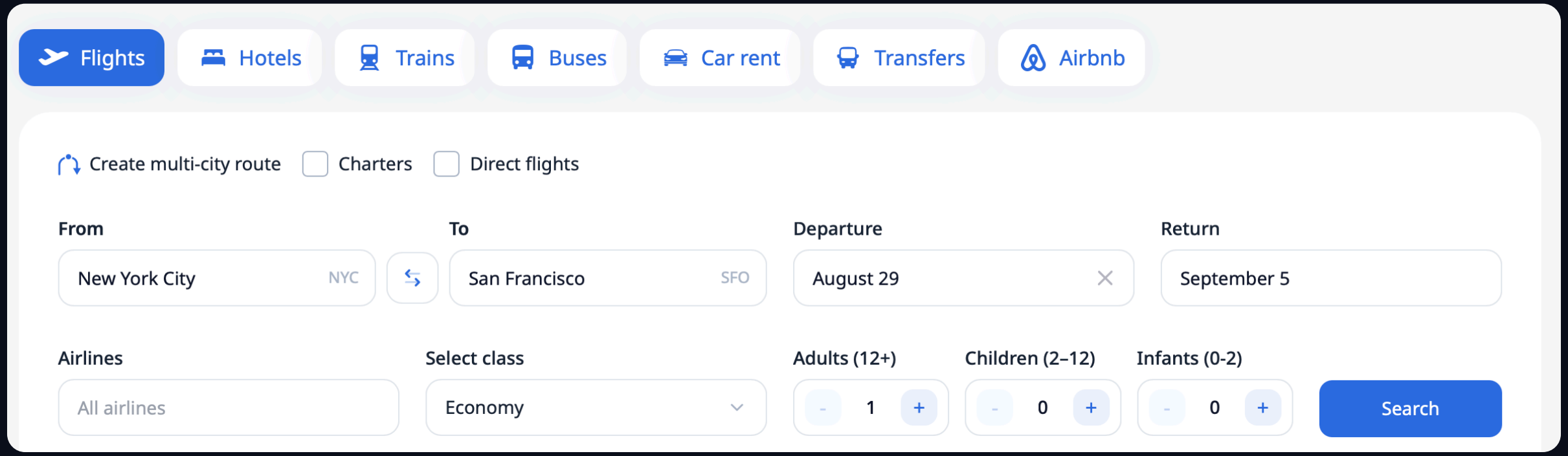
"We replaced three vendors with Travel Code — TMC, expense, and a card program."

Terry C. — CEO, RAM International Shipping

SOC 2 · GDPR · IATA / ARC

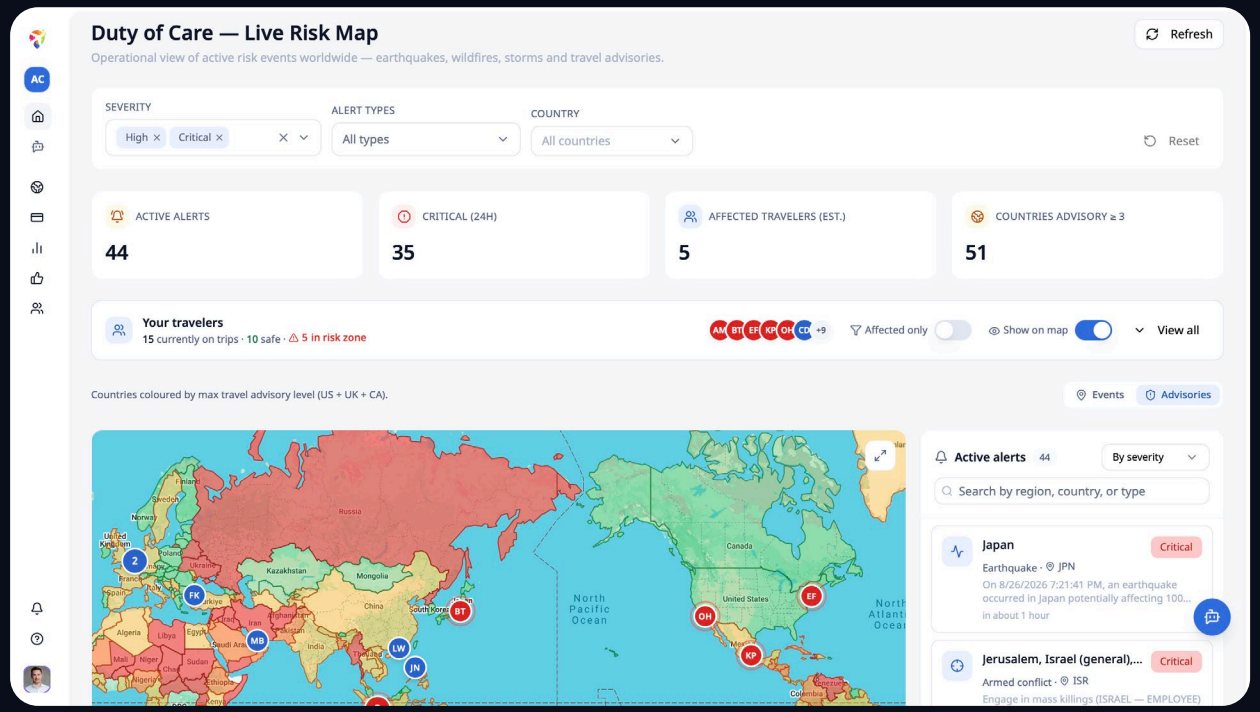
One platform. Every trip.

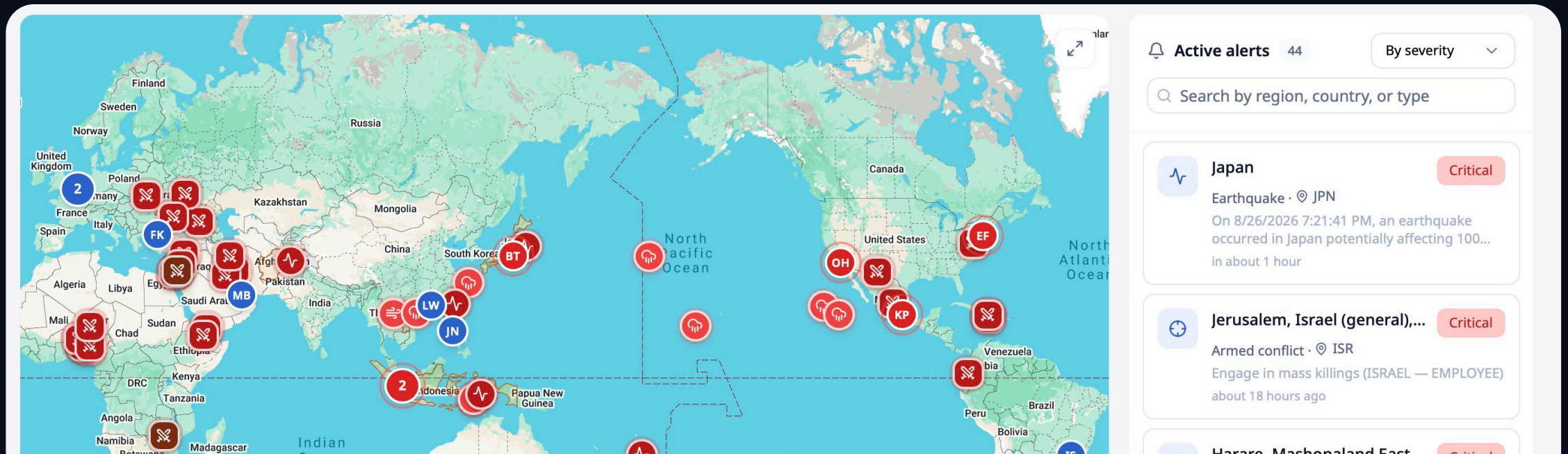
Flights · hotels · rail · buses · cars · transfers · eSIM · groups — via Amadeus GDS + NDC, 190 countries



Every traveler on the map. Live.

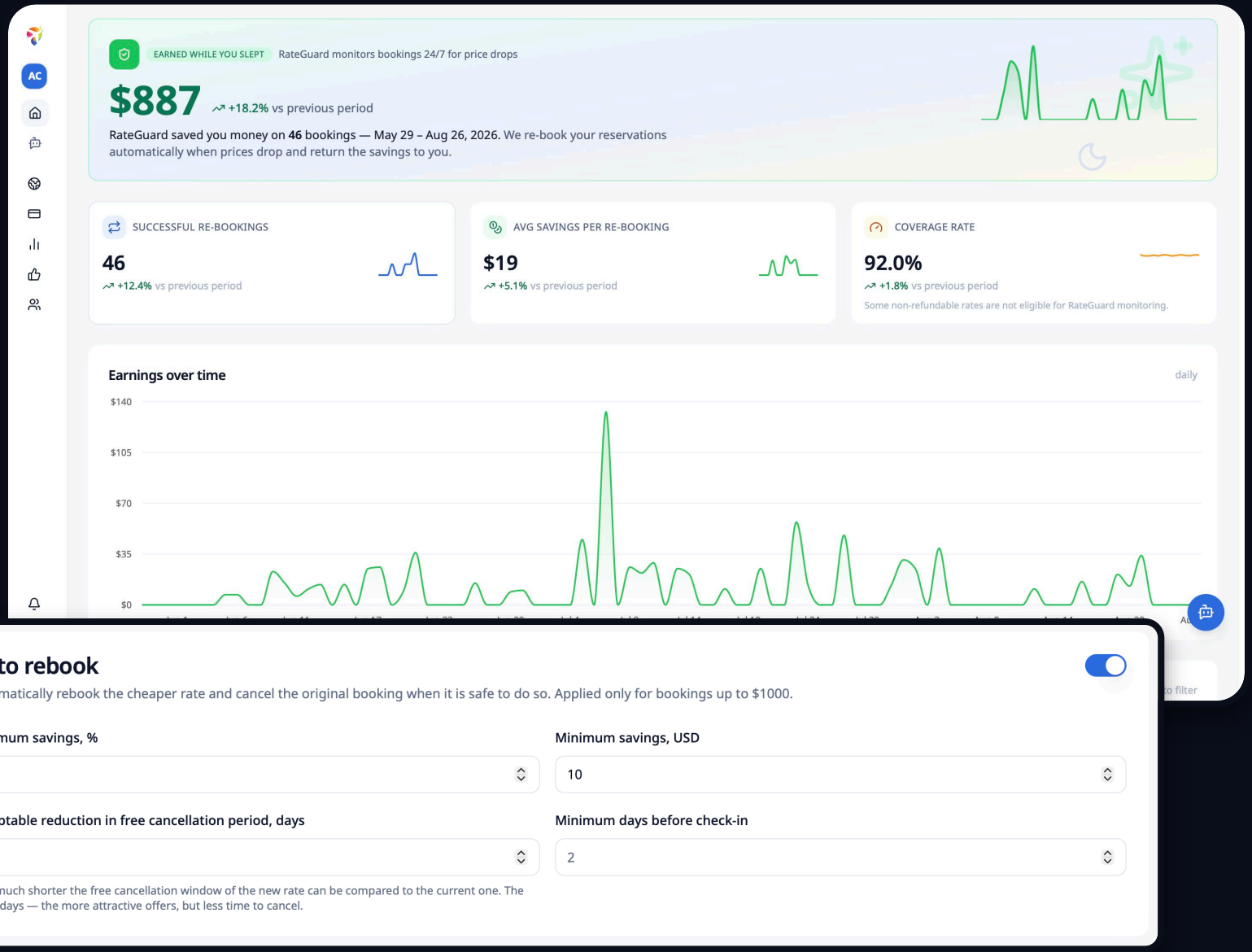
Incident to alert in about four minutes.





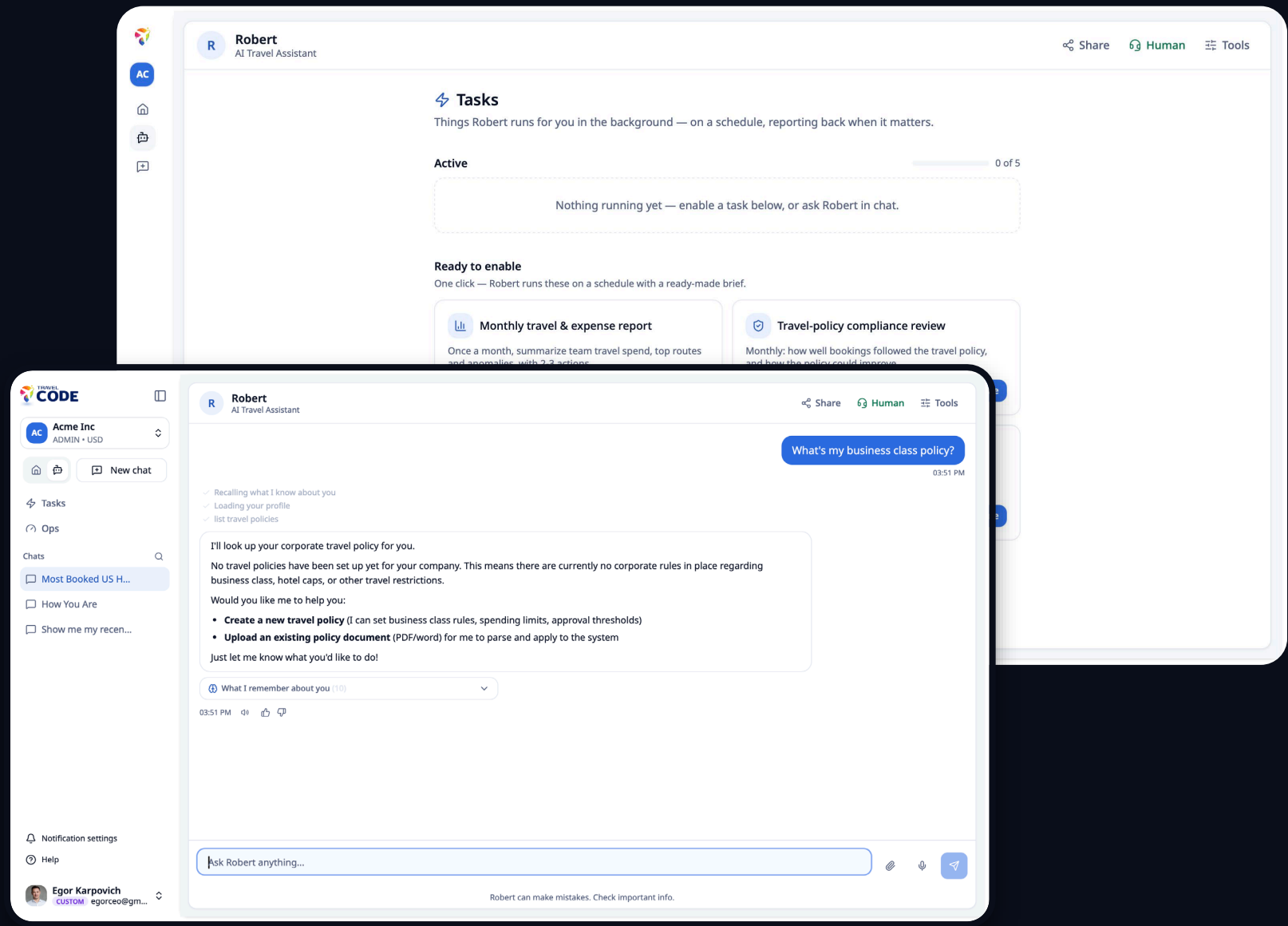
Savings on autopilot with RateGuard.

Prices drop — we rebook. ~12% average savings, shared with you.



Robert. Ops on call, 24/7.

Chat — or schedule jobs that run themselves.



Let’s speak about real money.

Cancelled bookings and idle loyalty points are budget — here’s how we recover both.

Trip cancelled. Money gone.

1. **No refund owed**
   Non-refundable rate.

2. **No one to reuse it**
   Wrong dates, wrong city.

3. **Written off**
   No reason. No line item.

Truss Hotel Times Square

Oct 13–16 · 3 nights · 1 room · Yahor K.

CANCELLED NON-REFUNDABLE

Paid up front	**$726.00**
Refund	**$0.00**

Write-off −$726 · Reason: N/A

Every cancellation, every program — a write-off nobody puts on a slide.

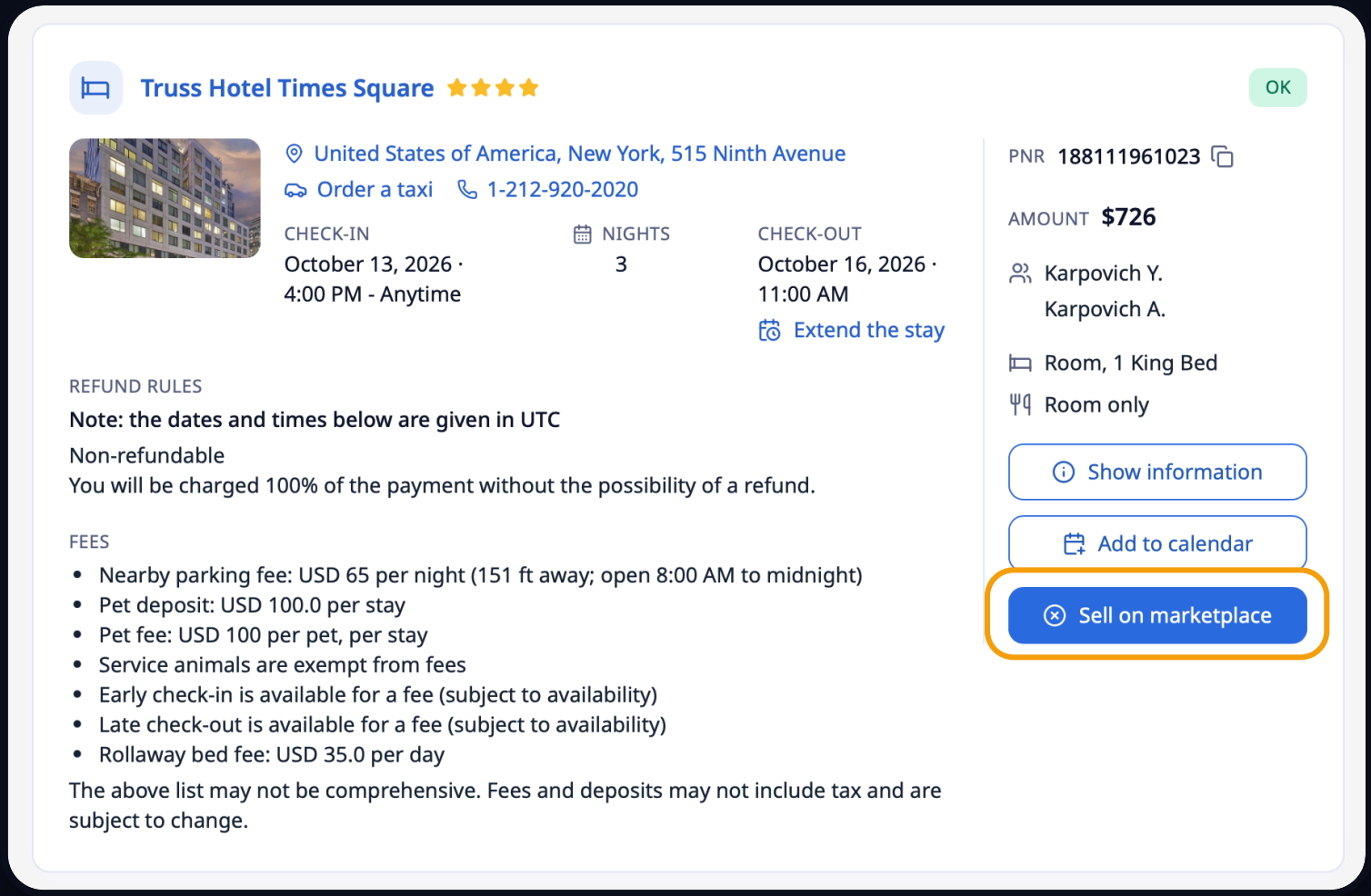
The fix: one click — Sell on marketplace.

Refund not owed? No one to reassign to?

Set the minimum you'll accept and sell the booking to Travel Code network.

We're the buyer.
You never negotiate with a stranger.

Payout to TC Cash · Patent pending



Company N searches New York — and finds it.

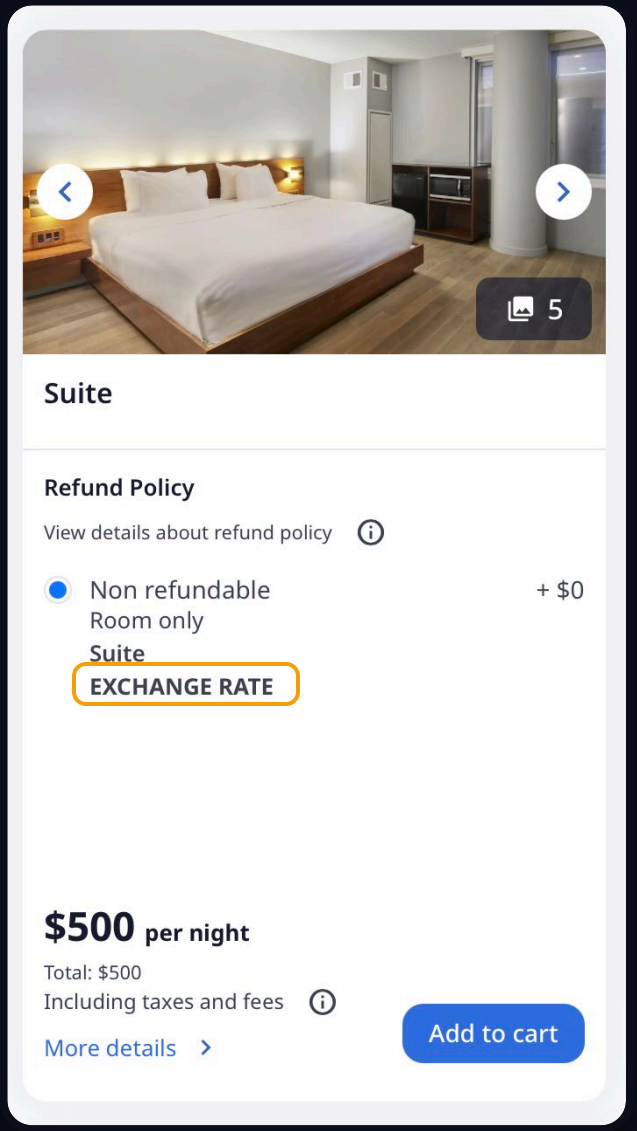
Same hotel, same dates — an ordinary line in their search results. No seller name, no “pre-owned”.

EXCHANGE RATE
Shows as a rate type, like “flexible” or “non-refundable”.

IN POLICY
Passes Company N’s travel policy like any other rate.

ONE CLICK
Add to cart. Company A gets paid the moment Company N books.

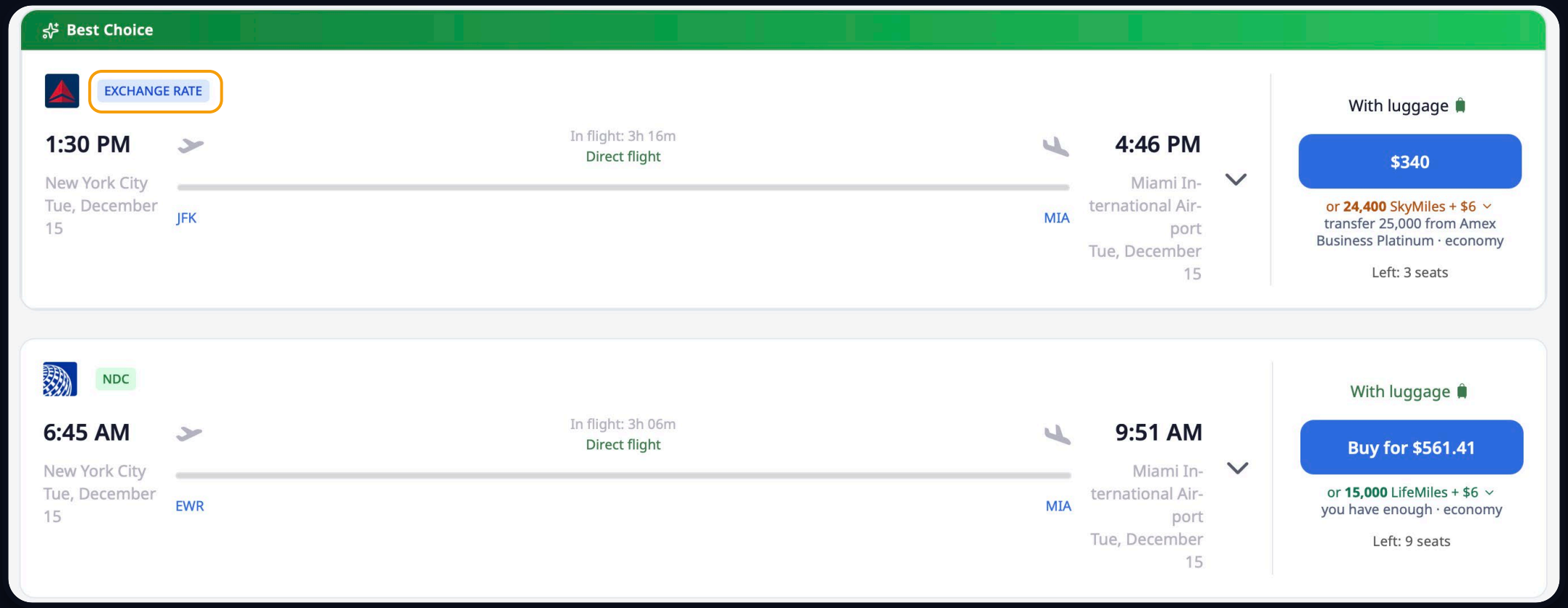
Company N pays less. Company A gets paid.
Travel Code is the counterparty to both.



Phase 2: the same for flights.

PHASE 2

Exchange fares appear next to regular fares in search — same policy check, same one-click booking.



A write-off becomes a recovery line.

Booked on Travel Code → cancelled → sold to Travel Code → bought by another member company

Up to 80%

back in cash

of a non-refundable booking recovered through resale — instead of a 100% write-off.

0

fraud risk

Every booking was made on Travel Code or through our official partners. We verified it before it ever went on sale.

Faster

with every member

The bigger the network, the sooner your booking finds a buyer. Join the pilot.

Free pilot for US corporate programs this quarter — hotels first, flights in phase 2.

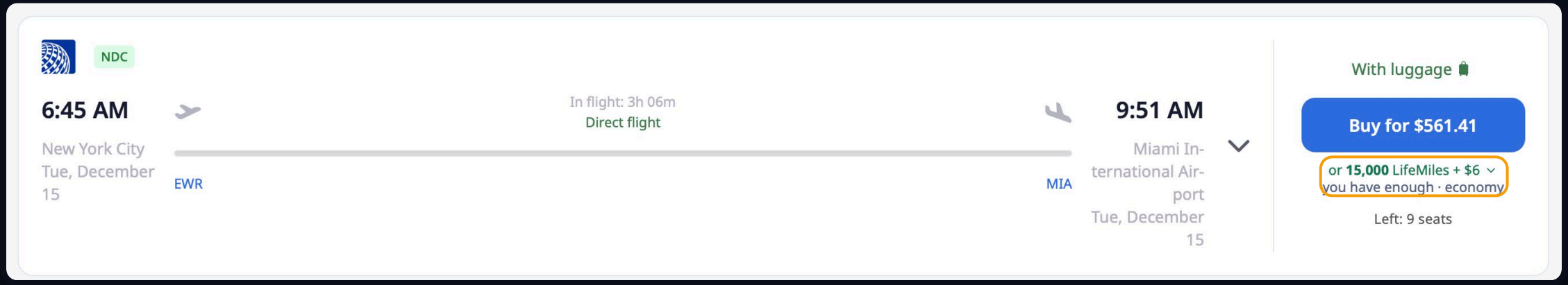
Travel Code acts as principal · closed network of verified companies · patent pending

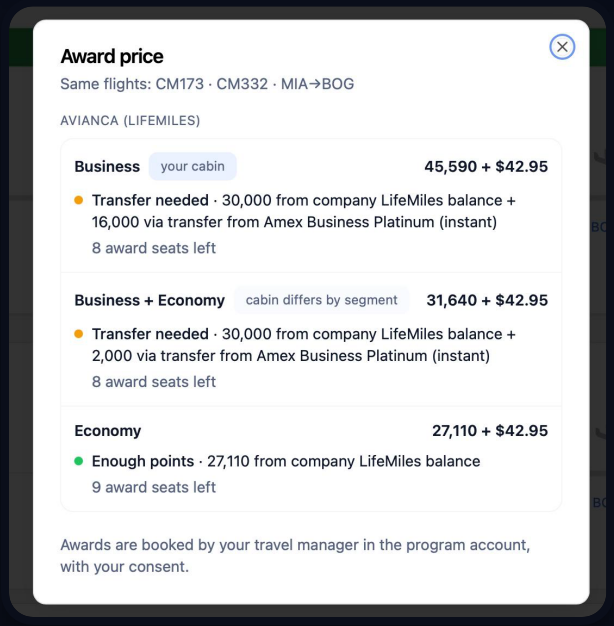
Next — the money you've already earned.

Miles & points: corporate programs sit on millions of them and almost never spend them on business travel.

Save the budget. Spend the corporate points.

Same seat, same policy: $561 in cash — or 15,000 LifeMiles your program already holds.





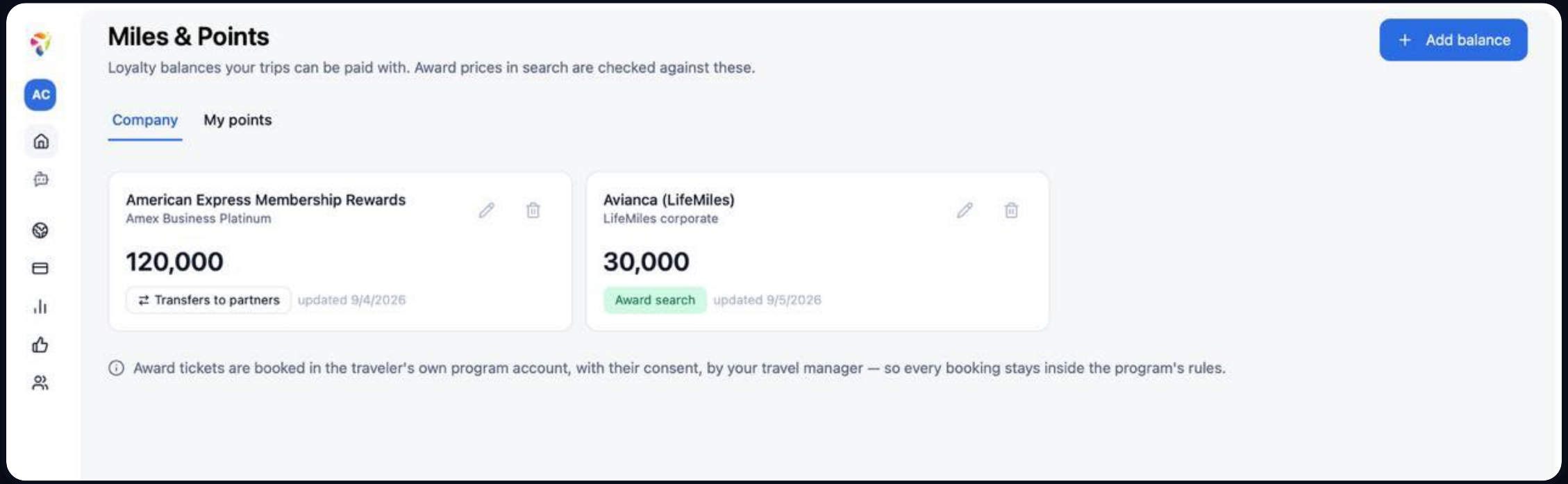
YOUR REAL PRICE
Award cost for your account and status, by cabin — checked live.

IN POLICY
Award options pass the same travel-policy check as cash fares.

YOU STAY IN CONTROL
Travel Code shows the math; travel manager books the award in the account.

Every balance your program holds — in one place.

We pull the balances in automatically and price them against every search — so nothing sits unused.



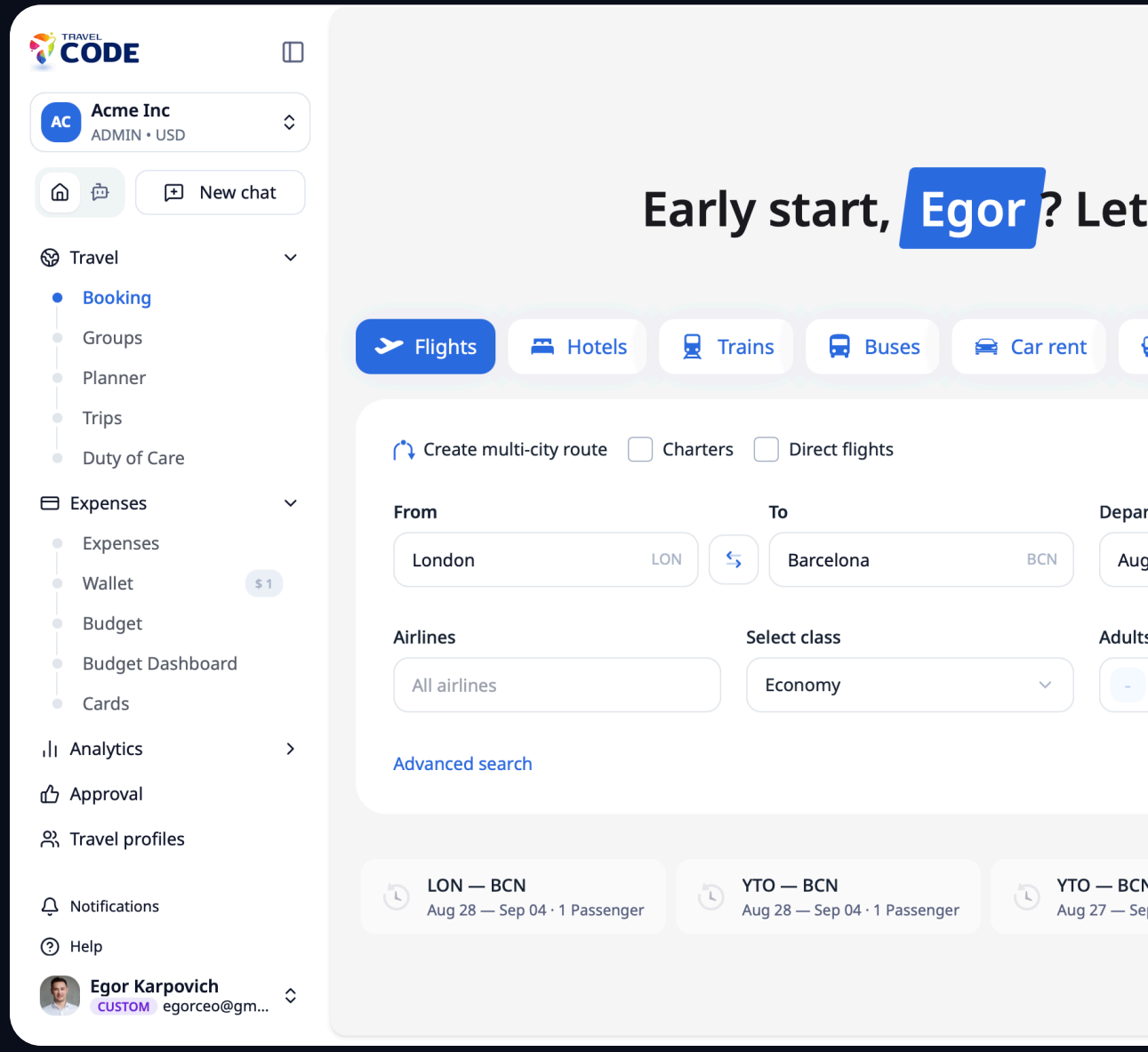
COMPANY CARD POINTS
Amex Business, Chase Ink — the MR and UR your spend earns.

COMPANY AIRLINE MILES
Balances the company earned on its own flying.

Flights now, hotels next · **Free pilot for US corporate programs this quarter.**

TRAVEL CODE

The new metric isn’t cost-per-trip. It’s hours-not-spent-on-it.



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