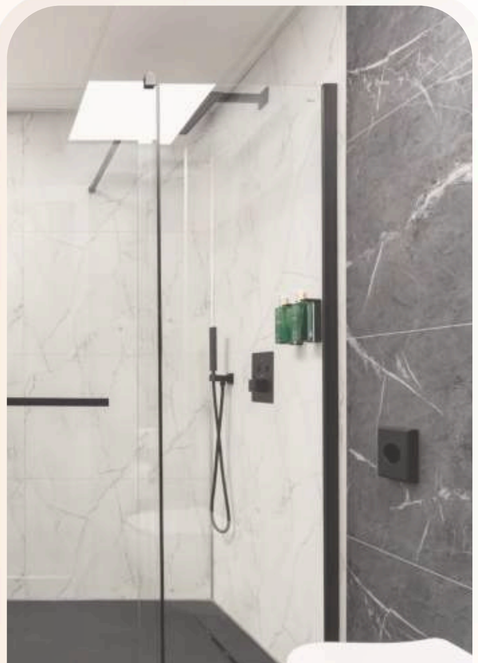
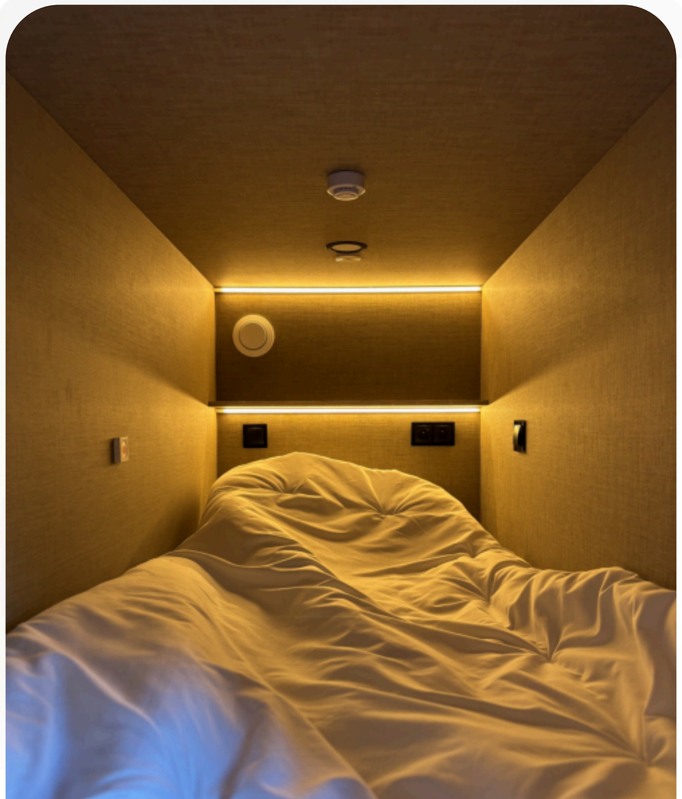
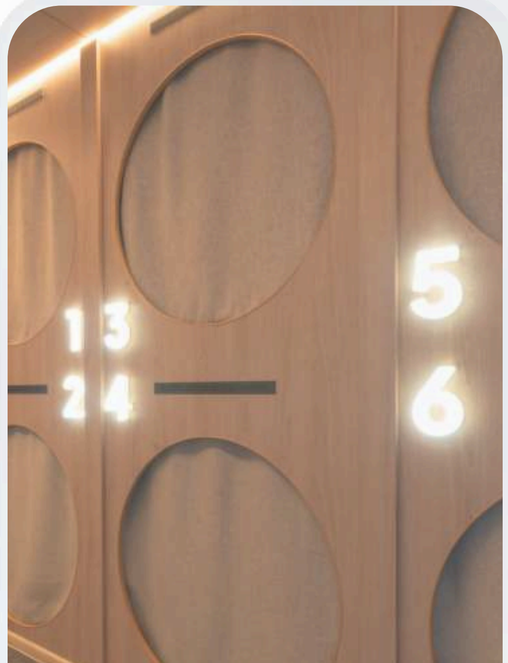
capsbook

The Future of Sleep

Modular capsule hotels







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We are creating the future of affordable, flexible accommodation –

smart modular capsule hotels in premium standard operating autonomously and ready to be deployed in any location within 1 month.

Challenges in the hospitality industry

Limited accommodation infrastructure for transit travelers

According to the Responsible Trucking Survey 2024 (CSR Europe), many drivers in Europe still sleep in their vehicles due to the shortage of secure and hygienic rest facilities — highlighting a major gap in the mobility accommodation sector.

Legal restrictions on short-term rentals

Platforms like Airbnb or Booking.com are increasingly limited by upcoming regulations and housing communities, leading to a shrinking supply of such stays. Barcelona has already announced it will phase out all tourist apartment licenses by 2028.

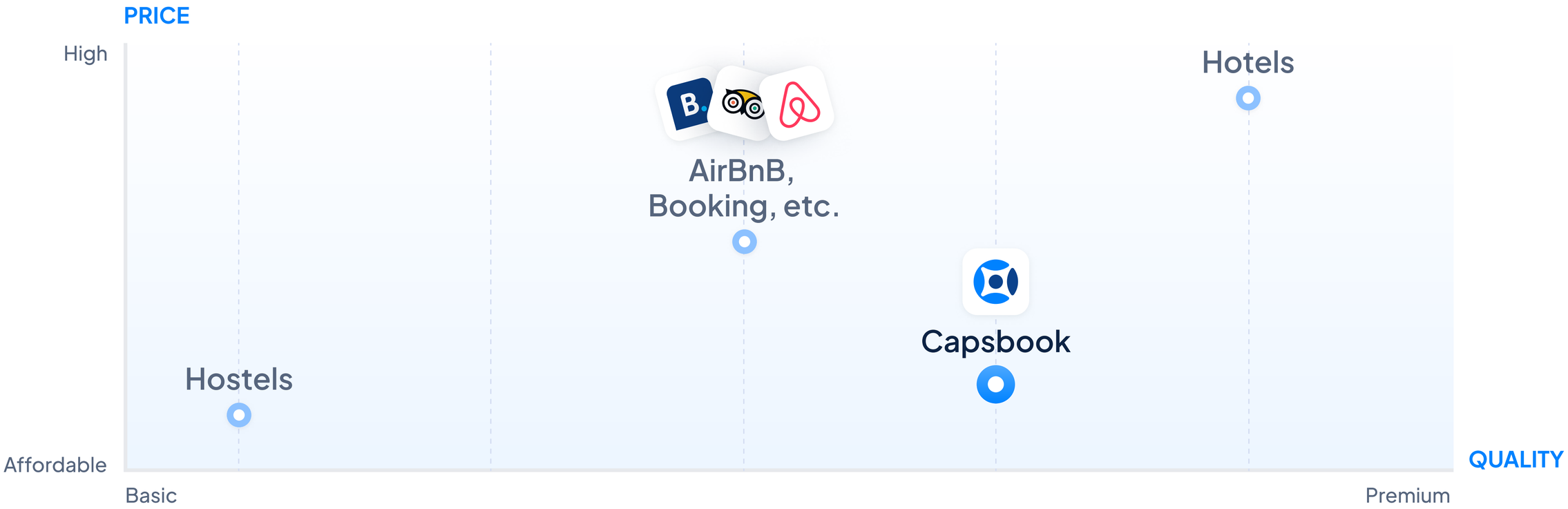
Lack of flexible and quality economy accommodation

Hostels are low-quality and non-private . Hotels generate high costs for both individual and corporate travelers. At the same time, the market lacks convenient, short-stay solutions — “right now” (in transit, between meetings, or on business trips).

Mismatch with modern traveler needs

Traditional properties rely on reception and rigid check-in/check-out hours, while customers now expect flexibility, full automation and 24/7 online service. 73% of travelers want to use their mobile device to manage their hotel experience, including checking in and out, paying, ordering food, and more.

Accommodation market overview



Capsbook combines hotel-level comfort with hostel-level affordability — filling the gap between economy and premium hospitality.

Our solution

Premium standard at an affordable price

One hotel module consists of 8 private sleep capsules and 2 bathrooms meeting high standards of lighting, ventilation, insulation and safety.

Full automation and mobile service

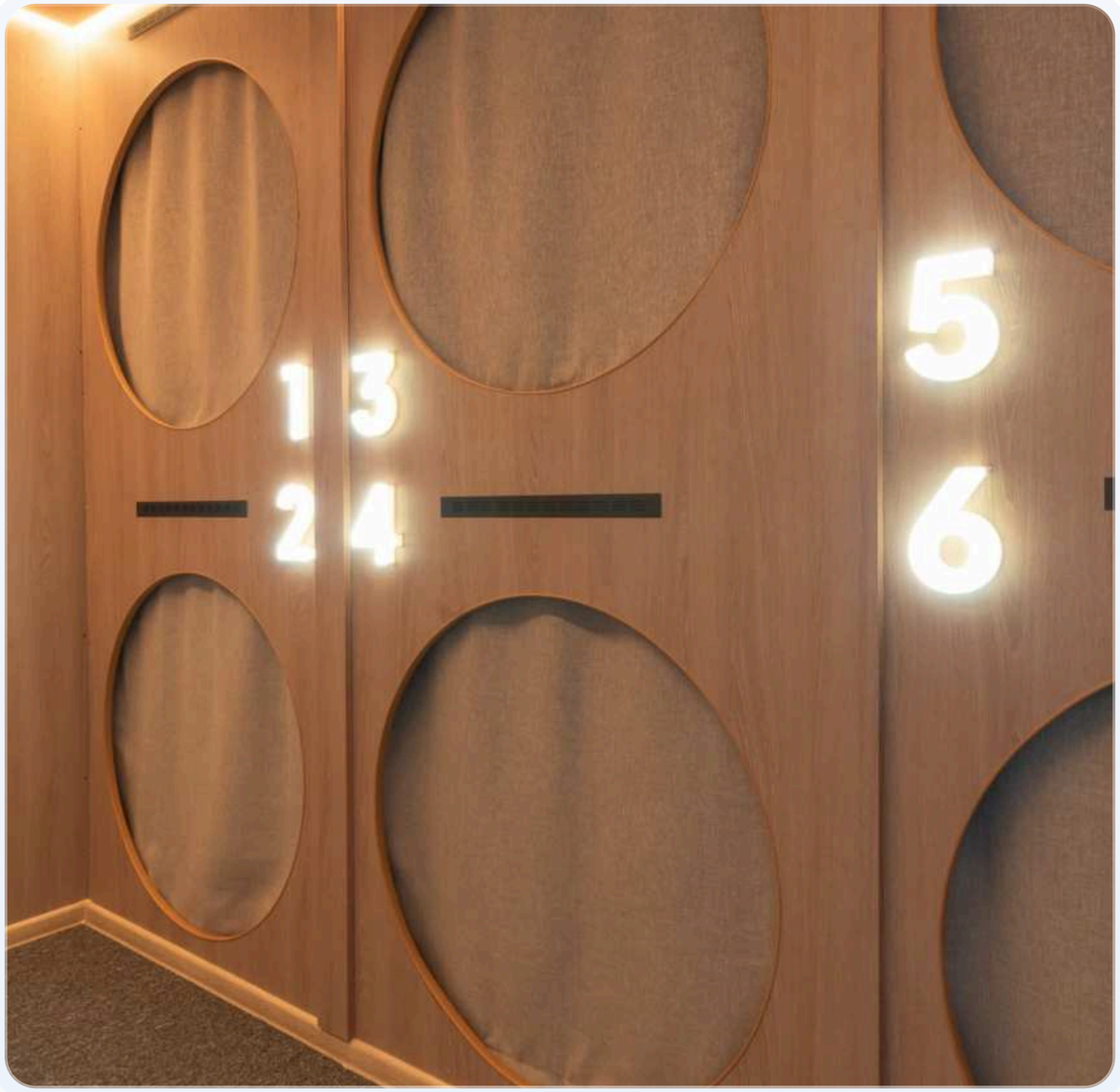
Booking, payment and check-in via app. 24/7 access without reception – code, PIN or NFC.

Flexible booking model

Option to stay for a full day or half-day (micro-day), adjusted to every traveler's needs.

Mobility and quick installation

Modules ready to launch in 1 month in any location: city centers, airports, along highways, at festivals, concerts or large business and sports events.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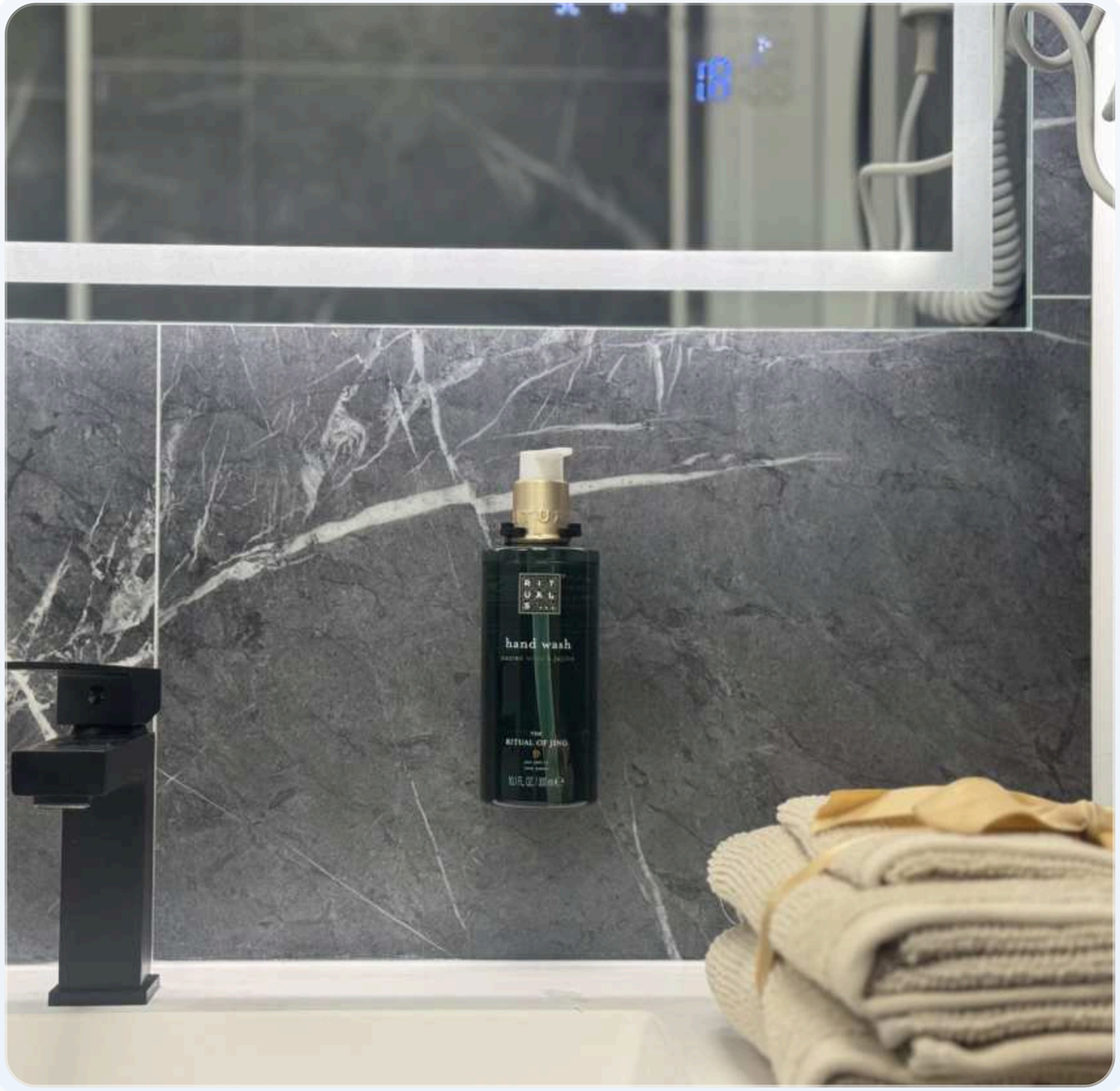
Warmtec
TERMOFOL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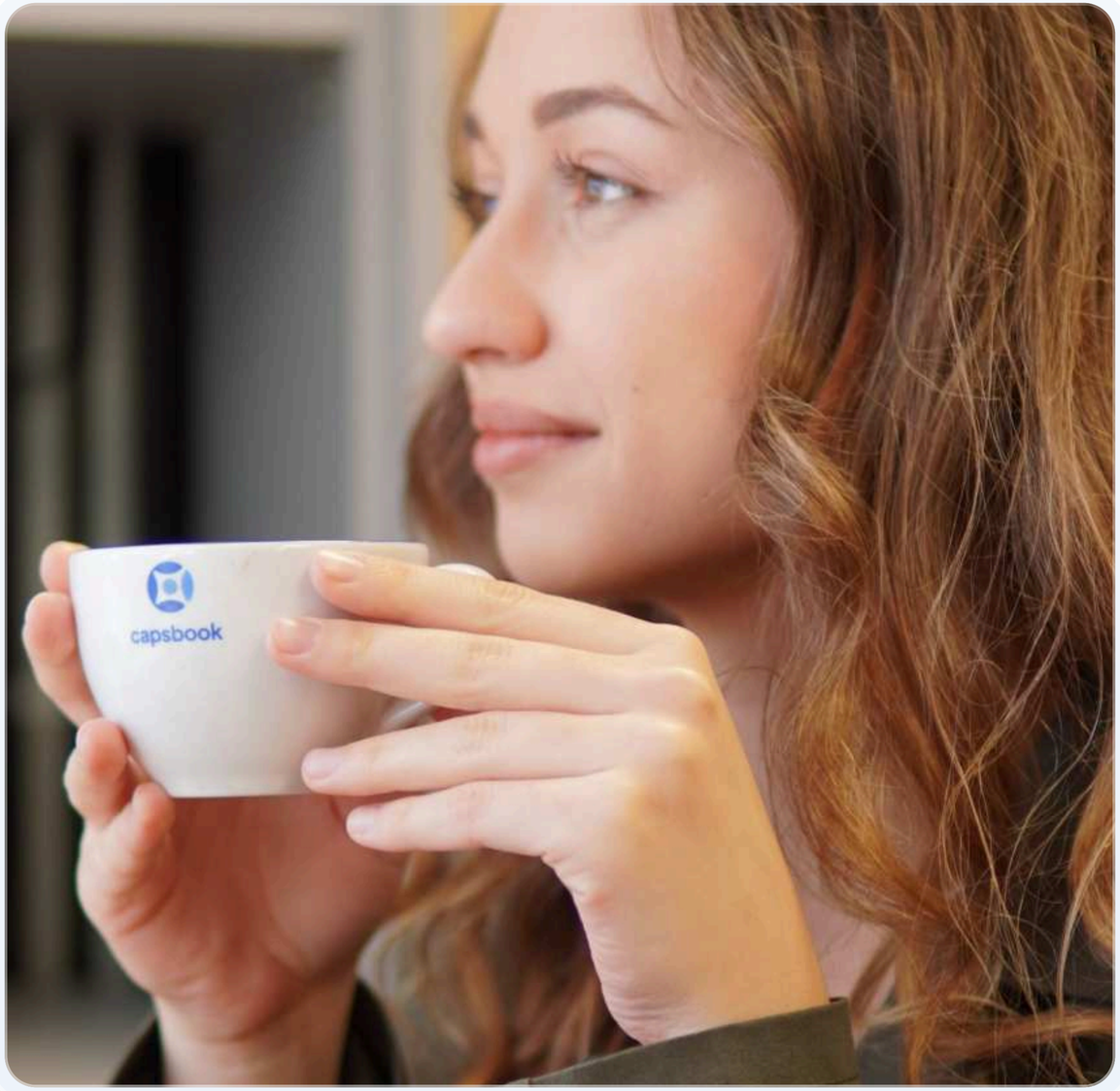

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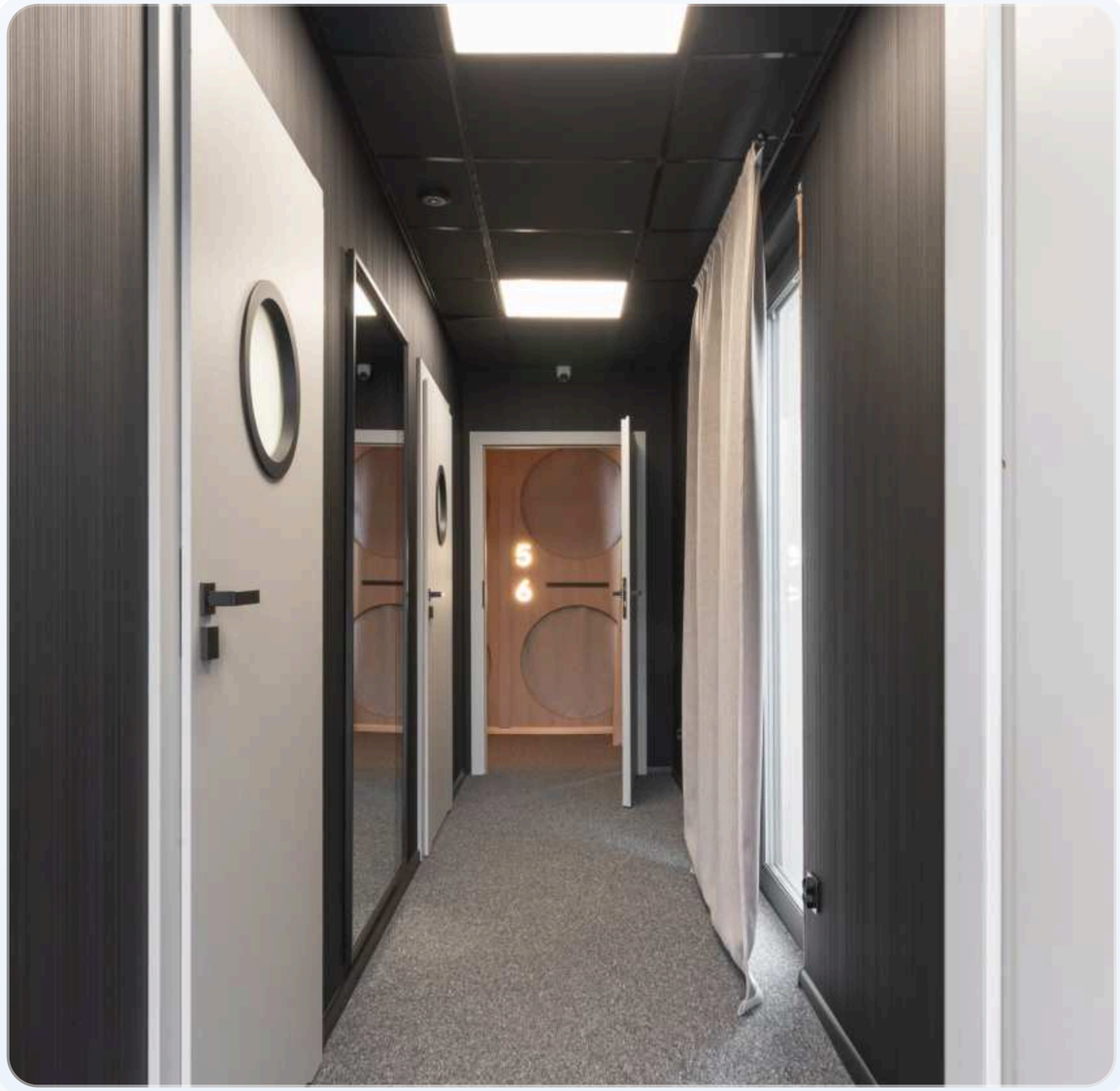

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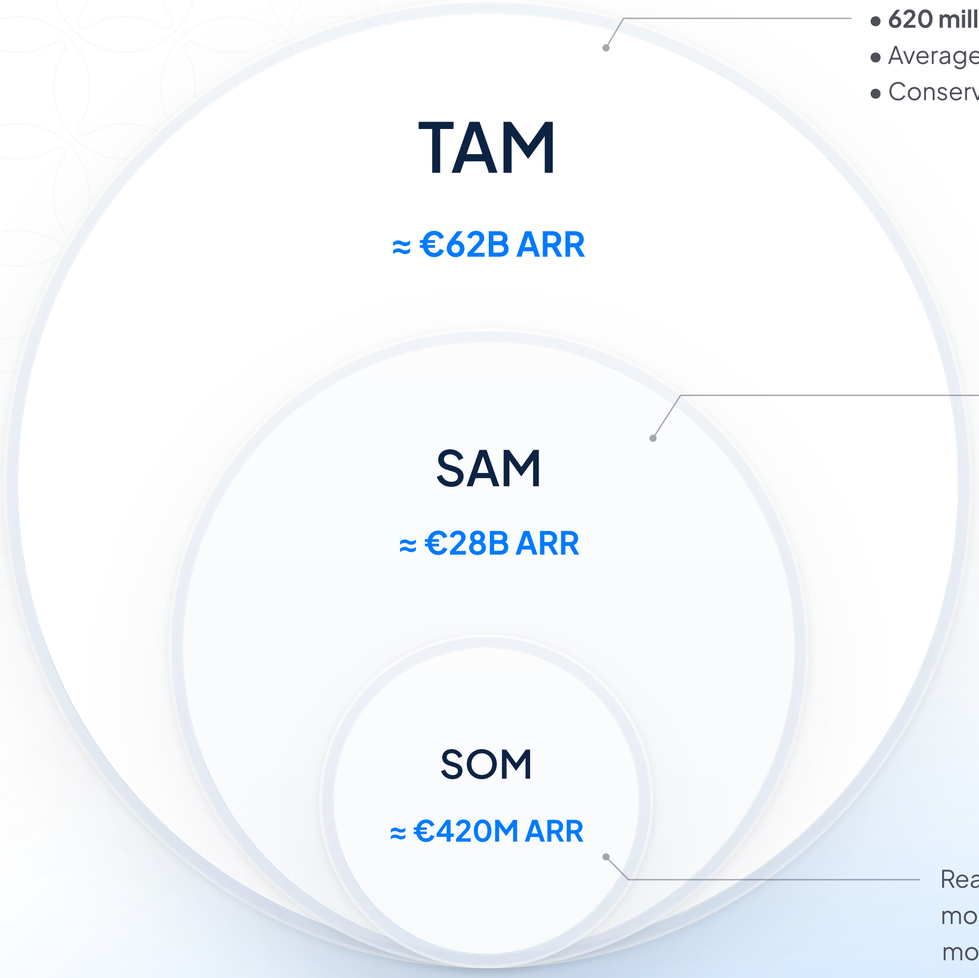
capsbook
THE FUTURE
of Sleep

Market size

Capsbook targets short-stay budget accommodation currently served by:

- budget hotels
- hostels
- short-term rentals



- **620 million short trips** per year in the EU
- Average short-stay length: **~2 nights**
- Conservative economy ADR: **€50 per night**

Capsbook-compatible short-stay use cases include: solo and business travellers, transit and airport stays, city breaks, event or pop-up demand.

Together, these segments account for approximately **45–50% of total short-stay demand**.

Realistic 5–7 year penetration via modular deployment + franchise model. **Assuming 1–2% of SAM.**

Our competitive edge

Capsbook combines the advantages of hotels, hostels and modular infrastructure — while eliminating their biggest limitations.

Premium comfort at affordable price

- ✓ Private sleeping space
- ✓ Premium standard
- ✓ Consistent guest experience
- ✓ Accessible pricing
- ✓ Optimized space utilization
- ✓ Designed for short stays and modern travellers' needs

Operational efficiency

- ✓ Lower CAPEX
- ✓ Lower OPEX
- ✓ Modular deployment
- ✓ No reception required
- ✓ Fully app-operated
- ✓ Faster payback than traditional hotels

Fast & flexible infrastructure

- ✓ Rapid installation
- ✓ Relocatable modules
- ✓ Faster market testing
- ✓ Lower location risk
- ✓ Ability to move modules to higher-demand locations

Build to scale

- ✓ Standardized operations
- ✓ Repeatable unit economics
- ✓ Franchise model
- ✓ Booking commisions
- ✓ Technology fees
- ✓ Operate where hotels can't (airports, highways, events, transit hubs)

EU trends

The dominance of microtravel, scale of business trips, dynamic growth of event tourism and record-breaking air traffic mean huge, growing demand for new accommodation formats – flexible, safe and cost-adequate.

2.5B+

airport passengers in 2024

56.5%

of all trips last a maximum of 3 nights

110M+

business trips take place annually

Sources: Eurostat, ACI Europe, Fortune Business Insights

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Capsbook stands at the intersection of huge demand and limited supply

– making scalability not just possible,
but **inevitable**.

Business model

Growth engines

Owned hotels

- Accomodation revenue
- High-margin operating profit
- Proof of concept for new markets

Franchise & Partner locations

- Franchise fees
- Operational support services
- Module sales
- Booking commissions

Cost structure

- Logistics and expansion
- Marketing and partnerships
- Central team and IT systems
- Operations and maintenance
- Module production and setup

Scaling path

1. → Build and optimize owned locations
2. → Replicate the model through franchise partners
3. → Expand across Europe and power capsule hotel operators globally through our software platform

Traction – first MVP hotel

The hotel operates fully autonomously,
with no reception and minimal on-site operations.

Our performance metrics for the first 3 months after launch:

600+	€14,500+	81%	9/10	6
nights sold	booking value generated	average occupancy in June	rating on Booking.com	sleeping units only

Metric	Value
Capsules per module	8
Occupancy assumption	65%
ADR per capsule-night	€29
Monthly revenue	€4,600
Annual revenue	€55,200
Fixed OPEX / month	€1,440
Commisions & payment fees	12%
Monthly EBITDA	€2,610
Annual EBITDA	€31,300
EBITDA margin	56.8%
CAPEX per module	€81,400
Payback period	2.6 years

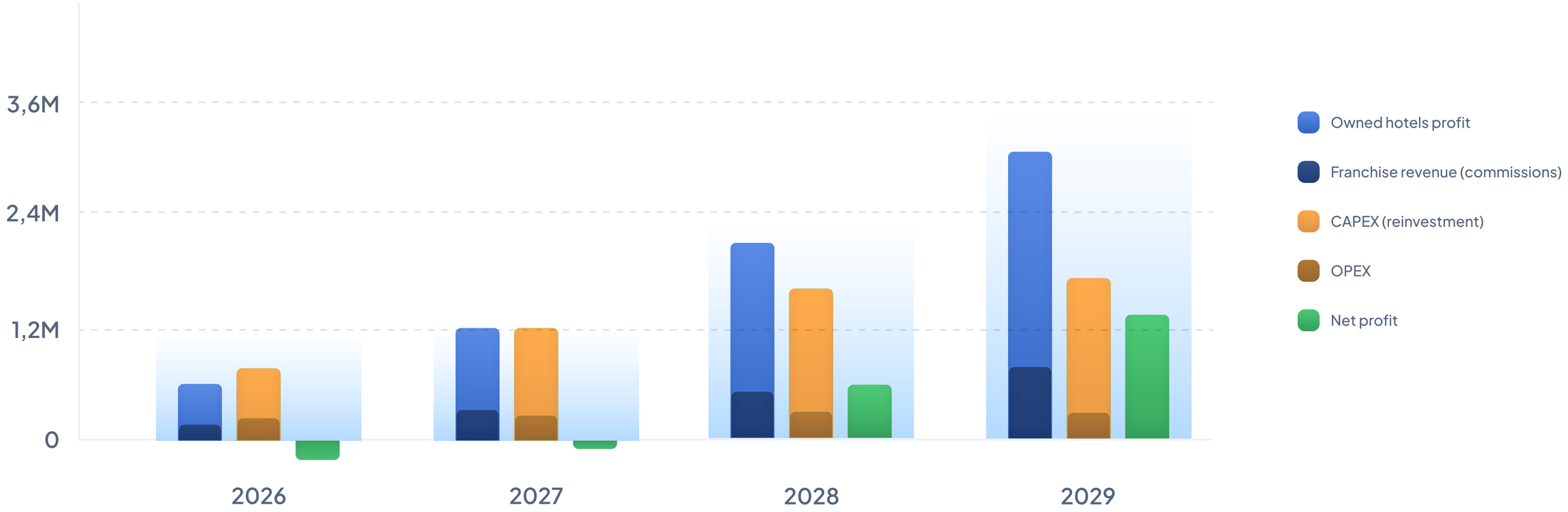
Unit economics of target module

A single Capsbook module is designed as a repeatable, high-margin hospitality asset.

Financial forecasts

See full financial projections here

MID scenario, €



Funding needs

Seed round: € 1.2M

Two investment models

Company shares (equity) or modular units (1 hotel = 1 investment).

Goal

Scaling MVP and launching first 10 hotels.

Effect

Preparing the ground for franchise and B2B investor model.

Risks and mitigation

	Risk	Mitigation
Market	**Adoption risk:** a new accomodation category (capsule hotels) may require time for broad market acceptance among travelers and B2B clients.	Pilot launches in major cities combined with strong brand communication and B2B partnerships (drivers, corporate clients, event organizers).
Operational	**Quality consistency:** maintaining hygiene, service, and automation standards during rapid expansion (owned+franchise).	Unified quality system for all modules - automation, audits, and standardized operations for both owned and franchise hotels.
Legal	**Uncertain classification or local approvals:** local authorities may interpret “temporary hotel facilities” differently.	Official legal, fire-safety, and sanitary opinions confirm compliance with ZL V classification → full permit.
Supply Chain	**Manufacturing or logistics delays:** rising material costs or component shortages could impact module delivery timelines.	In-house production at KONSTA facilities ensures supply control, flexible scaling, and quick module relocaiton if needed.
Demand	**Occupancy fluctuation:** seasonal or location-specific demand variations.	“Micro-day” booking model and modular mobility allow quick adaptation and relocation to high-demand zones.

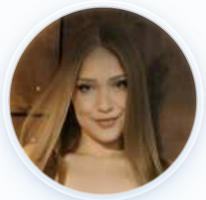
Team

Tomasz Wesołowski

Co-founder & CEO

Entrepreneur with 18 years of experience in the industrial and technical sector. Founder and owner of KONSTA, executing advanced engineering projects for demanding Western European clients (incl. Airbus and autonomous catamaran manufacturers). Specializes in production management, focusing on strategy, process optimization and implementation of innovative solutions.

His experience in building a company from zero to from zero to multimillion annual revenues is now applied to creating and growing Capsbook, providing technological, production and operational foundation.



Lizaveta Hancharenka

Co-founder & CPO

Master's in management and business communication (Poznań University of Economics, Adam Mickiewicz University in Poznań).

Specializes in digital marketing and product development, with experience in real estate, fintech and startups. Experienced in equity crowdfunding campaigns, B2B marketing strategy execution, and the development of communication tools for early-stage companies.

At Capsbook, she oversees product strategy, user experience and brand positioning, ensuring alignment between business goals and customer needs.

KONSTA sp. z o.o.

Strategic partner

Company responsible for producing Capsbook modules. The project uses its own technological facilities and experience from international projects – ensuring cost control, minimizing risks and enabling faster scaling.

Local partners

Additional support

Our local partners (runners and operators) provide on-site operational support and management. They bring expertise in software, logistics, and maintenance, ensuring a smooth user experience and consistent service quality across all Capsbook locations.

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We are laying the foundation for the largest chain of autonomous capsule hotels in Poland and Europe.

To achieve this vision, we invite investors and business partners who want to build the future of the accommodation market together with us.

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