

legego

inspire the motion!

Legego turns overlooked places into measurable travel commerce

Creator-led self-guided travel, regional destination density and direct customer economics

TARGET ROUND
UP TO €400K

€150K–€400K
STRATEGIC
OPTIONS

Commercial launch targeted within 4–5 months

legego.com

Investor pitch



ZARASAI
LITHUANIA



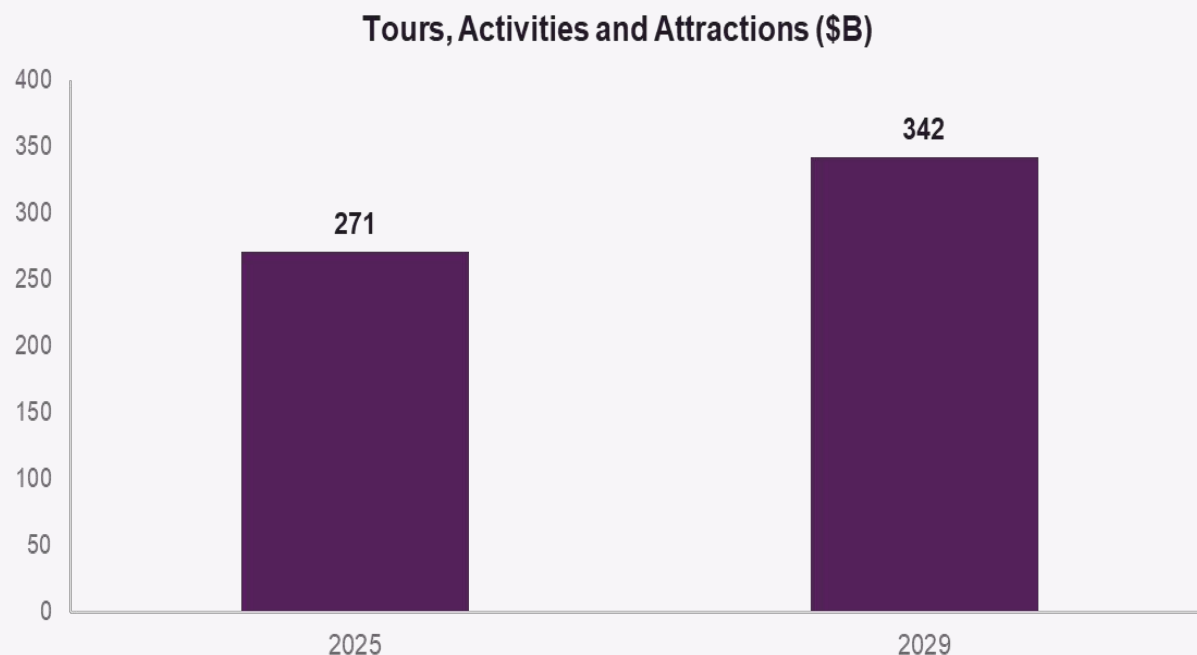
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A \$271B market is moving online faster than travel overall

Tours, activities and attractions: \$271B in 2025, projected at \$342B in 2029



8% 2023-2029 category CAGR
vs 5% travel overall

1.4B international arrivals in
2024

33% experience GBV
booked online

~40% operators without a
booking system

22% operators rating
marketing very
effective

[1] <https://arival.travel/article/experiences-surging-towards-342-billion/>

[3] https://pb.untourism.int/assets/docs/A26_4a_Current_trends_international_tourism_En.pdf

[2] <https://arival.travel/article/getting-the-most-from-your-booking-tech/>

[4] <https://arival.travel/research/travel-experiences-2026-market-highlights-report/>

Competitors solve individual parts of the journey

Legego solves many of them

Market gap - only main problems	Legego response
SHALLOW REGIONAL COVERAGE Large catalogs often miss trusted local depth	DENSE VERIFIED LOCAL SUPPLY Creator-led destination clusters build trusted regional depth
FRAGMENTED JOURNEYS + LOST SIGNAL Travelers cannot combine creators; operators cannot trace repeat demand	ONE CONNECTED TRIP + CLOSED-LOOP Travelers combine tours from multiple creators into one route. Legego tracks: source → booking → refund → repeat booking → payout. Higher conversion and order value, measurable client acquisition cost and lifetime value
QUALITY REVIEWED, NOT MEASURED Weak content is often found only after complaints	OUTCOME-BASED QUALITY CONTROL Skipped sections, ratings and refunds reveal what travelers value - helping identify weak content, improve it continuously and rank stronger tours higher

[1] <https://arival.travel/article/seven-big-challenges-in-travel-experiences/>

[3] <https://arival.travel/article/the-operators-marketing-playbook/>

[2] <https://octo.travel/>

[4] <https://supplier.viator.com/accelerate>

Solution – all in one marketplace with AI features for individual travelers

Inspire the motion!

Key point 1

Inspiration to share

LOCAL CREATORS & BUSINESSES

To create & monetise travel knowledge

- Creator tools and authoring
- AI-assisted content creation
- Multimedia tools: photo, video, audio
- SEO & social media algorithms

Key point 2

Inspiration to discover

TRAVELERS

To discover authentic places AI-powered marketplace

- Personalised recommendations
- Search, sorting & filtering
- Interactive map and routes
- Broader destination discovery

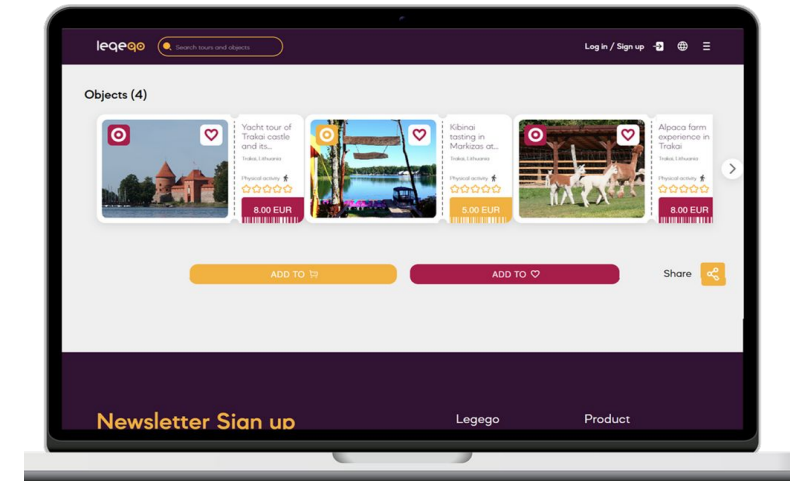
Key point 3

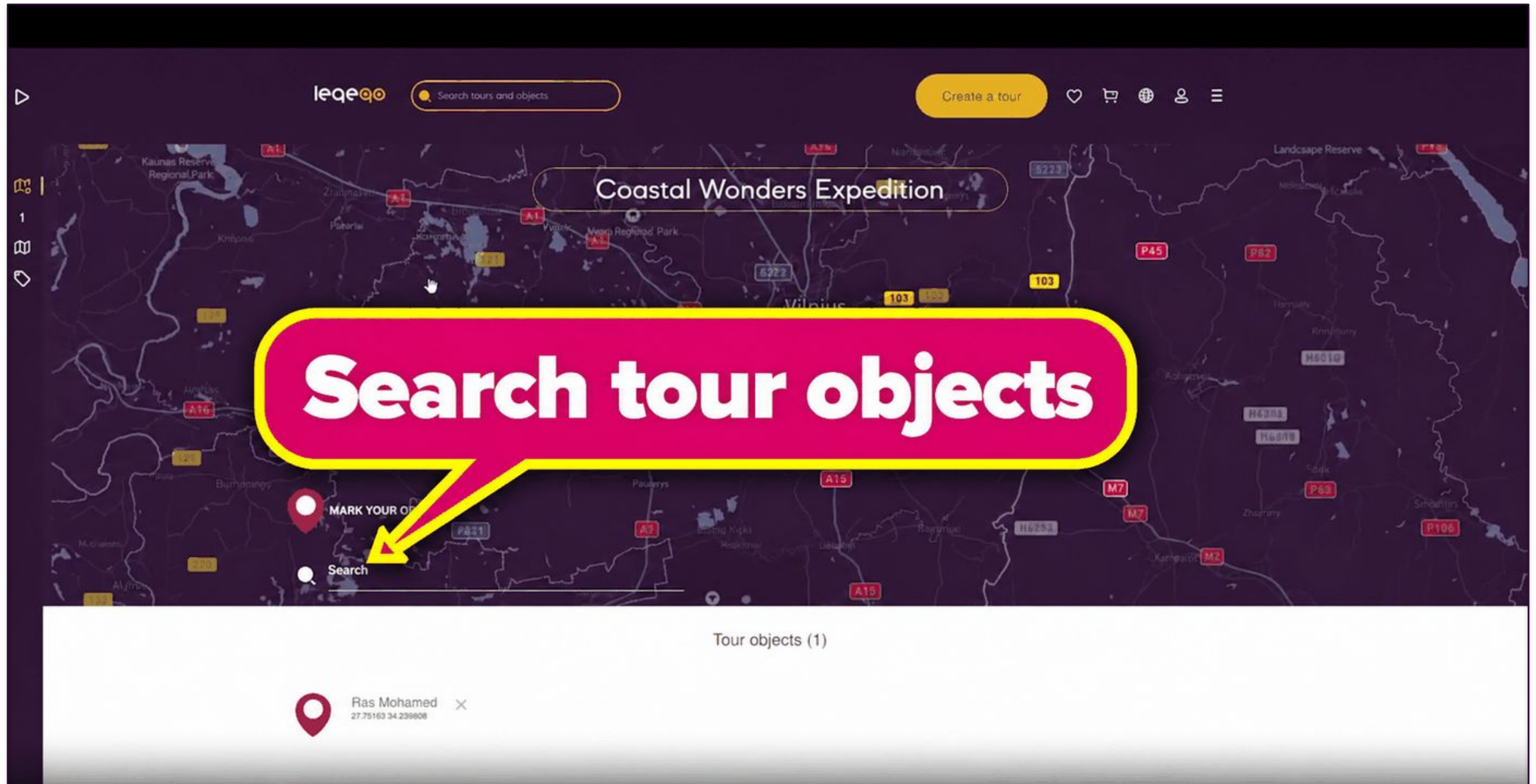
Inspiration to travel

REAL TRIPS

To plan, book & experience From inspiration to booking

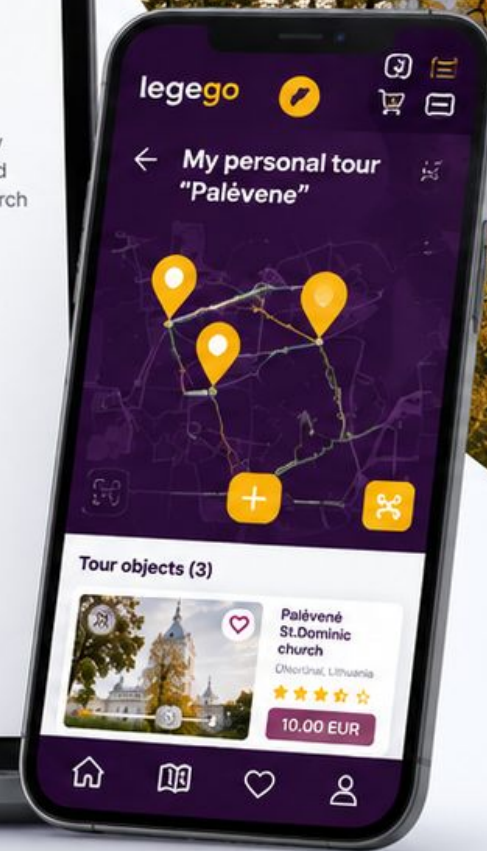
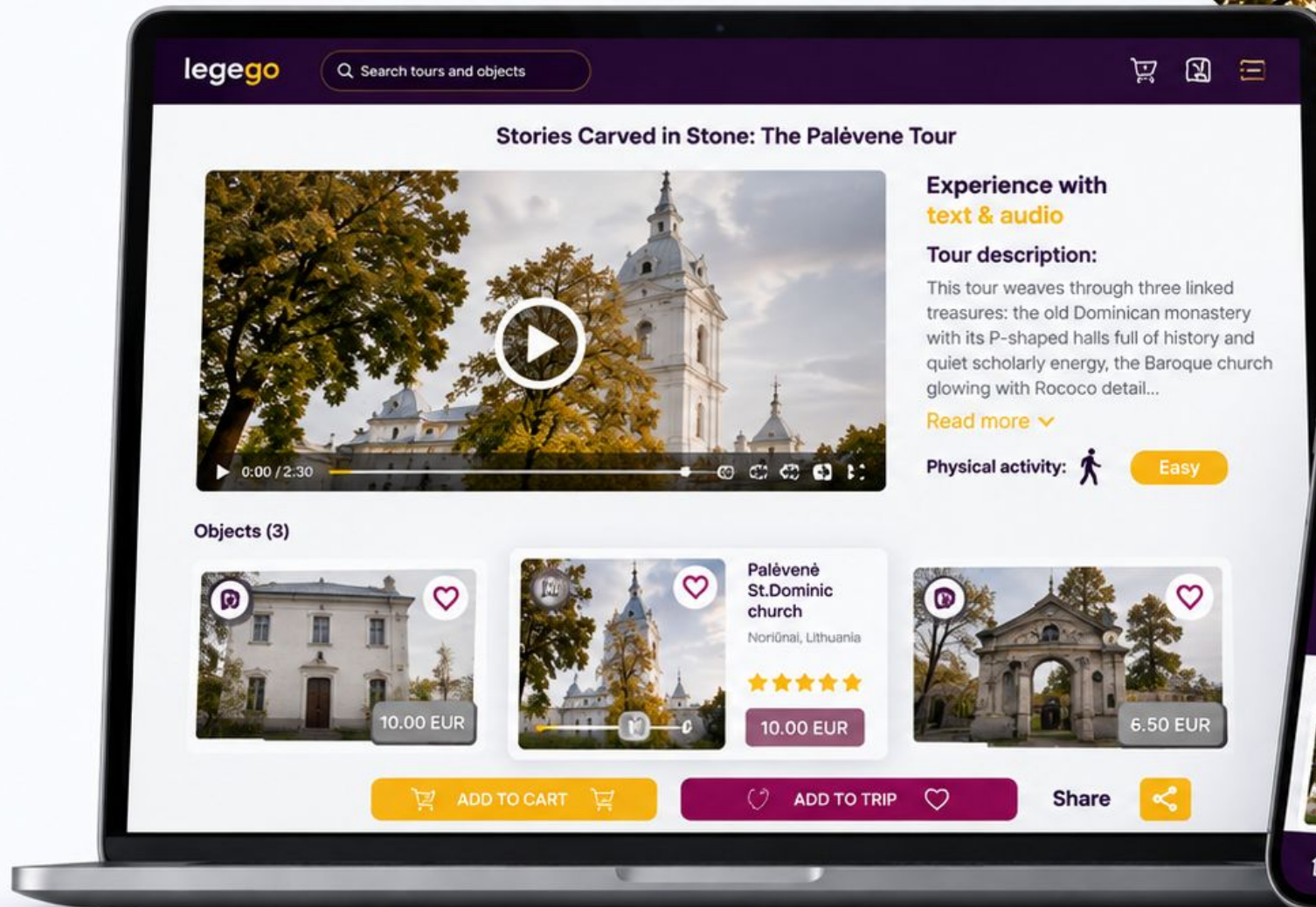
- Trip planner + map + storytelling
- Multilingual ecosystem
- Reservations
- Campaigns, affiliate & partner offers





The Palėvene Tour

📍 PALĖVENĖ,
LITHUANIA



What is proven, what is internal, what comes next

A live creator workflow and marketplace, with early usage that must not be confused with paid conversion

PROVEN

- Live creator workflow: map, media, price, publish
- Public tours and teaser/paywall flow
- AI-assisted transcription and translation described

INTERNAL

- **8,700** active users*
- **40,000+** views*
- **from 91** countries

NEXT

- Remove conversion friction
- Build paid catalog density
- Run controlled acquisition and measure CAC

[1] <https://leqego.com/>

[2] <https://leqego.com/tutorial/tools>

[3] <https://leqego.com/terms>

[4] <https://sc.bns.lt/view/item/lietuvos-startuolio-globali-kelioniu-platforma-leqego-savo-starta-pazymejo-prestiziniame-renginyje-paryziuje-sulaukta-didelio-susidomejimo-481369>

Beachhead demand and partner access overlap

Museums, heritage sites and destination partners can cluster supply and distribute it through trusted local channels



1 in 6 Lithuanian domestic travelers lacked planned routes or maps

36% US attraction visitors used mobile/self-guided guides

29% European attraction visitors used them

Pipeline is management-reported and subject to data-room verification

[1] <https://lithuania.travel/en/media/nauijiena/a-ticket-for-summer-travel-new-routes-across-lithuanian-regions>

[3] <https://ec.europa.eu/eurostat/news/events-webinars/2024/tourism-statistics>

[4] <https://leqego.com/tour/storiescarved-in-stone-the-palevene-tour-dominicans-history-palevene-monastery-church-1767959339>

Familiar entry price, measured expansion revenue

Tours open the relationship

FIT services and channel attribution determine contribution LTV

Product	Price / economics	Role
Core tour	EUR 14.99	market-standard anchor
Premium / bundle	EUR 19.99-34.99	higher perceived value
Route export	EUR 4.99-7.99	high-margin utility
Partner add-ons	commission	mobility, stays, activities

TARGET MARKETPLACE POLICY

60% creator
25% platform
15% growth fund

SOURCE ID > CHECKOUT > REFUND > REPEAT > CONTRIBUTION

**CAC target: no more than 50% of
measured 3-year contribution LTV**

**Scale after segment
payback is visible**

**Reallocate weekly from
weak channels**

[1] <https://docs.voicemap.me/tour-publishers/get-the-basics-right/>

[2] <https://docs.voicemap.me/tour-publishers/maintaining-a-published-tour/>

[3] <https://questoapp.com/self-guided-walking-tours>

[4] <https://leqego.com/terms>

We are instrumenting the work behind the marketplace

Live internal work measurement plus a related pre-launch service layer

<https://a2b.tel/ai/>

Work reports

analytics · SotrOC · autopinger · VOC · chatGPT · crm · data through 2026-09-13 10:47

5d 2h 0m
operator estimate

581
included jobs/prompts

380
live steering messages

11
mid-turn redirects

34d 2h 29m
windows open

13m
typical job (Mid-level)

1d 2h 54m
provisional, not yet sampled

30
active days

198
commits

196
screenshots

7.48B
tokens billed

€3,609.82
API list price

€3,904.02
operator salary

Some work is being left out by the current rules. The figures on this page still include it until the reports are next generated; the day and job lists are already correct.

Months

Month	Active days	Jobs	Live steering	Redirects	Operator est.
2026-09	12	308	146	1	2d 6h 29m
2026-08	18	273	234	10	2d 19h 31m

AI model and effort

Model	Effort	Jobs	Requests	Screenshots	Operator est.	Tokens	Output	API est.
opus-5	HIGH	353	11528	92	2d 11h 56m	5.69B	11.0M	€3,284.10

A2B: public pre-launch. DAO engine: planned.

A2B.tel

Platform Infrastructure Pricing Early access Preliminary GDPR LT Join waitlist

A2B.tel

Inbox Agents Campaigns

NEW INBOUND REQUEST

Export lead from WhatsApp

Routed to verified agent

AI NOTE

Intent: pricing and delivery

MARKETPLACE BETA VERSION PREPARATION IN PROGRESS

CHANNEL HEALTH

SMS 98%

Voice 96%

Social 99%

A2B.tel

A compliance-first communication workspace for

581 jobs / prompts measured

198 commits recorded

196 screenshots recorded

5d 2h operator estimate

[1] <https://a2b.tel/>

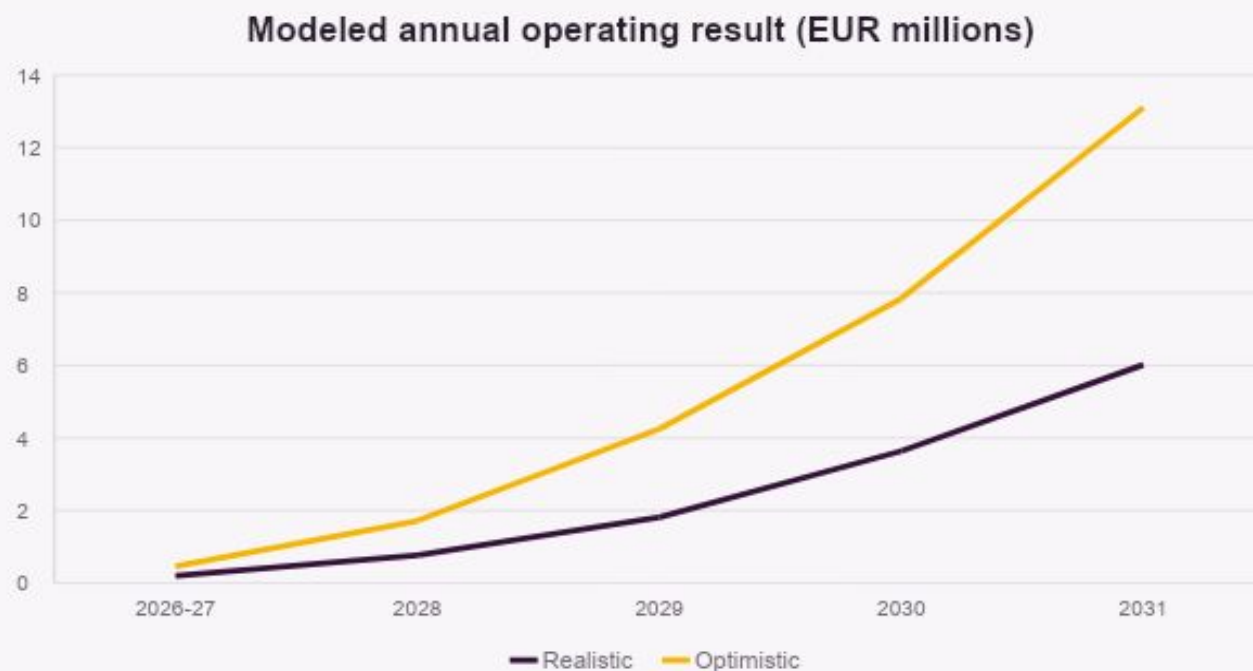
[2] <https://dora.dev/guides/dora-metrics/>

[3] <https://metr.org/blog/2025-07-10-early-2025-ai-experienced-os-dev-study/>

[note] VOC evidence: internal management dashboard snapshot dated 2026-09-13; access credential excluded. Interface: <https://a2b.tel/ai/>

One rule shows the path from EUR 400k to an 11-24x year-five outcome

Indicative equity value in each year = modeled operating result x 8



Year	Realistic exit value / MOIC	Optimistic exit value / MOIC
2026-27	EUR 0.15M / 0.4x	EUR 0.33M / 0.8x
2028	EUR 0.56M / 1.4x	EUR 1.25M / 3.1x
2029	EUR 1.32M / 3.3x	EUR 3.09M / 7.7x
2030	EUR 2.65M / 6.6x	EUR 5.71M / 14.3x
2031	EUR 4.38M / 10.9x	EUR 9.53M / 23.8x

2031 investor stake value: EUR 4.38M realistic. EUR 9.53M optimistic.

8x is a valuation multiple, not yearly growth; 2031 income equals about 0.0033% (1/30000) of the parent category.. Values assume an exit in that year; exclude net debt/cash, dilution, taxes and liquidity discount.

Investment Up to	Target Equity Entry investment	Investment 1% cost	Investor Profile
€40K	~0.5%	€80k	Private / Entry Investor
€100K	~1.5%	€67k	Growth Investor
€150K	~2,5%	€60k	Strategic Investor
€250K	~5%	€50k	Strategic / Lead Investor
€400K	~10%	€40k	Lead / Institutional Investor

CURRENT DEAL SIGNAL

EUR 125kInvestor transaction in
progress this week

DOWNLOAD PITCH

