



ReGQuest S.p.A.

INVESTOR RELATIONS

September 2025

Michael Mitterhofer, CEO ReGQuest S.p.A.,
Merano (I)

RE : GUEST

Company



Who we are

ReGuest S.p.A, headquartered in Merano (South Tyrol, Italy), is a publicly listed SaaS company (Vienna MTF direct market plus, REGU.VI).

We help hotels work more efficiently in sales, provide guests with a better and more emotional experience, and increase the hotel's revenue.



Portfolio

GUEST COMMUNICATION

Drive more direct bookings through intelligent guest communication
Omnichannel with Messenger and WhatsApp
Unified Inbox

KI, CHATBOT AND AGENTS

CR:IS

Virtual Staff
Virtual Agents

HOTEL CRM

SALES & MARKETING

Sales Cycle:

- automatic emotional and personalized offers
- upselling of additional services
- marketing cycle
- conversational newsletter

Our market

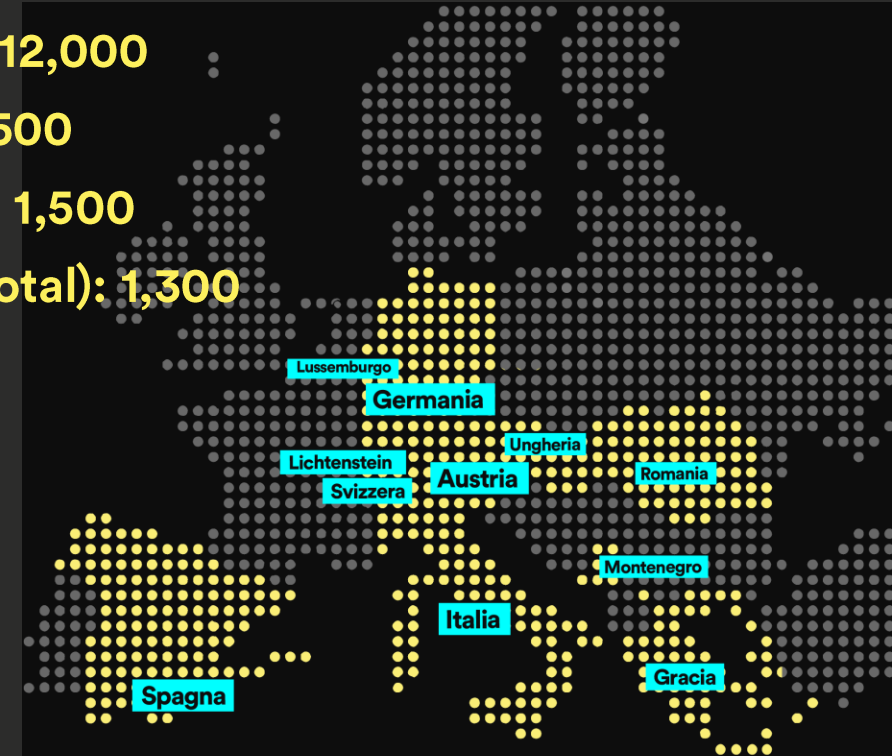
Hotels around the world are potential customers.

Potential accommodation businesses (3–5 stars) in the core market:

- *DE 15.000*
- **AT 9.000**
- **CH 2.500**
- **IT 30.000**

New Markets:

- **Benelux: 5,000**
- **England: 12,000**
- **Wales: 1,500**
- **Scotland: 1,500**
- **Ireland (total): 1,300**

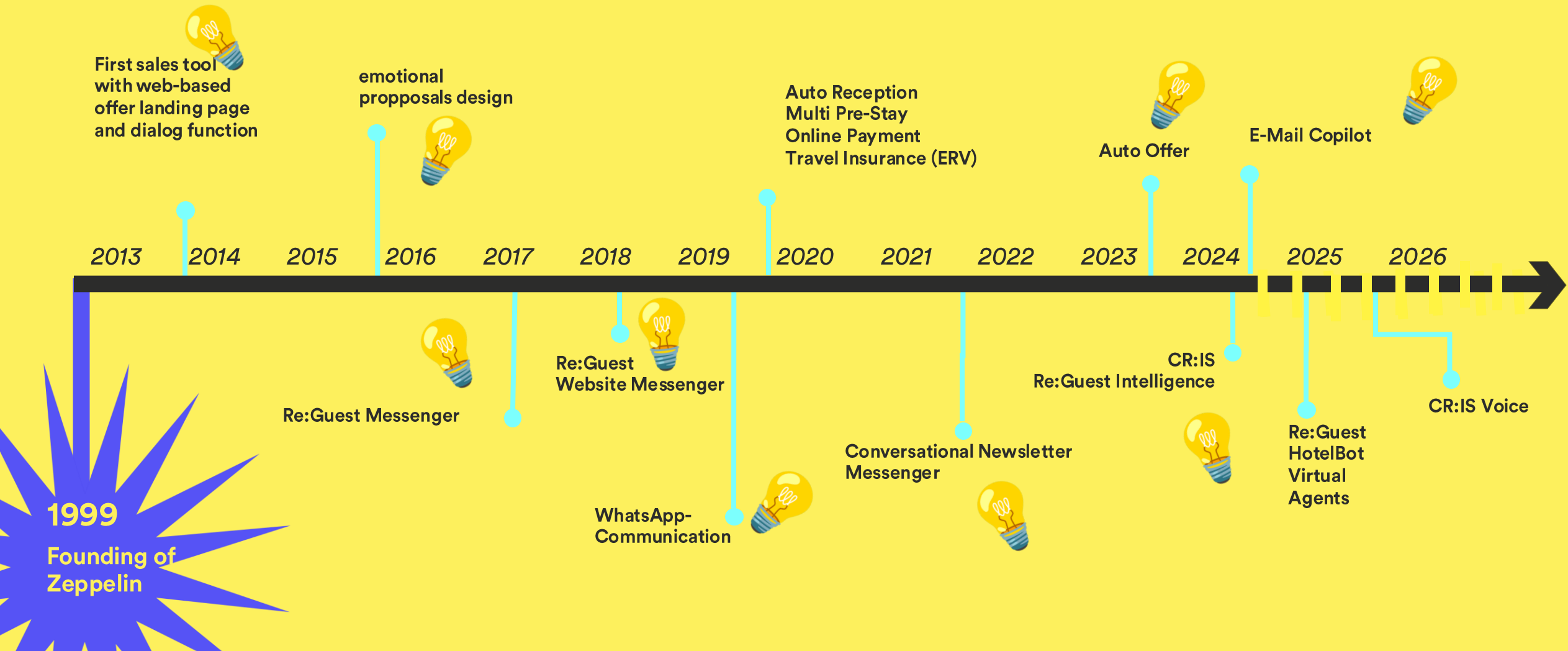


International:

- **United Arab Emirates (GCC): 800**
- **Saudi Arabia: 2,000**
- **Oman: 300**
- **USA: 20,000**

HISTORY OF REQUEST

Inventions in guest communication for hotels



Clients

Hotels all over the world are our potential Target.

Over 3.000 hotels across the GASI region rely on ReGuest or software from partner companies to optimize their guest communication and increase direct bookings.

Portfolio

Company	Hotels	Clients
Request S.p.A.	1.250	1.000
Zeppelin Hotel Tech GmbH	650	650
Orderando GmbH	100	100
Opensmjle GmbH	900	300
Indicate data GmbH	100	100



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**Business
Model**



SaaS Model

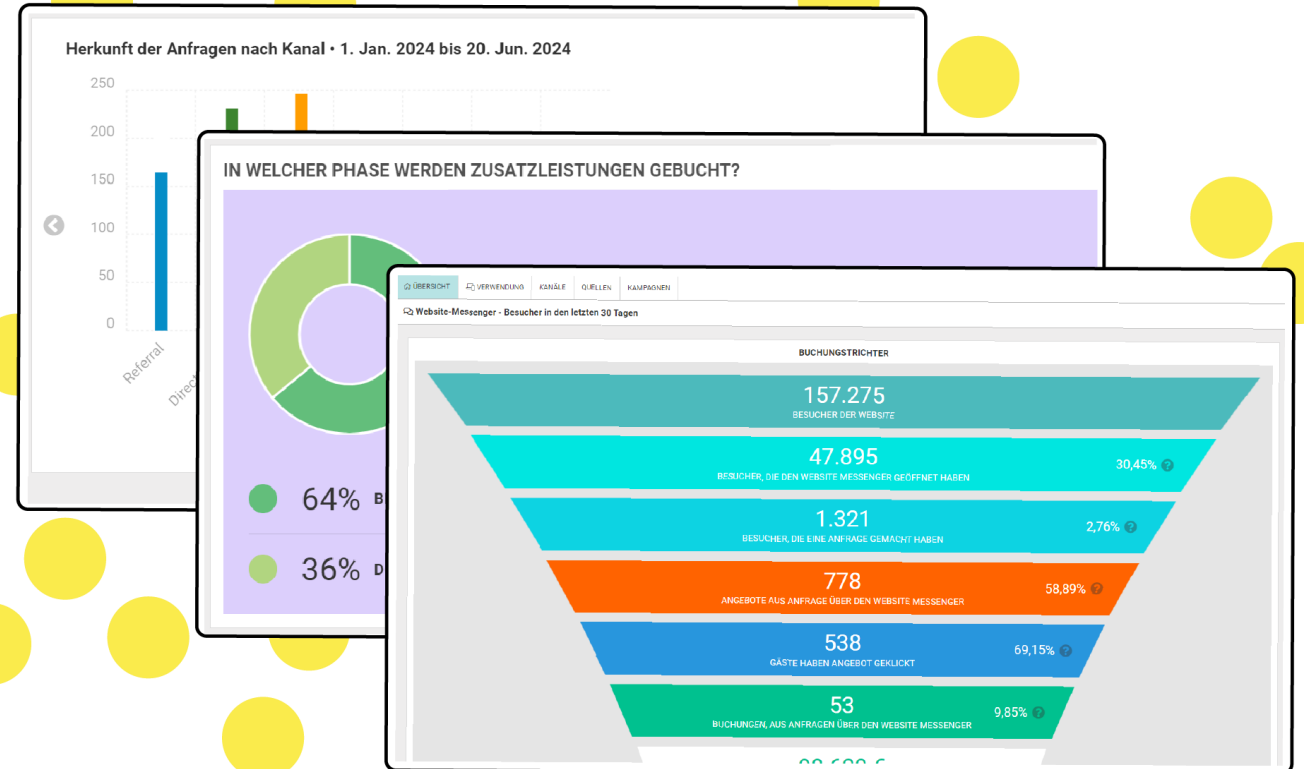
Cloud-based software model that delivers the application to the end user via an internet browser.

SaaS is a licensing and distribution model in which software applications are offered over the internet.

Licensing is billed:

monthly (MRR – Monthly Recurring Revenue)

annually (ARR – Annual Recurring Revenue)



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**Corporate
Facts**





Founder



CEO&CFO, Co-Founder

Michael Mitterhofer since 2014
CEO, M&A Strategy und Product



CSO and Co-Founder

Denis Pellegrini since 2014 CSO und
Product



CTO and Co-Founder

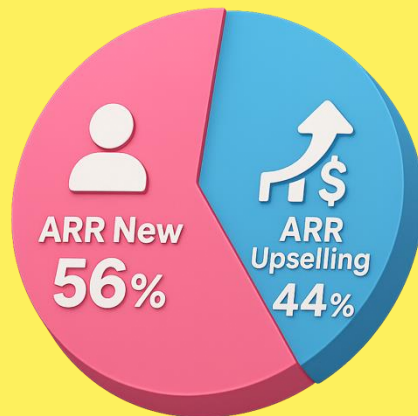
Stefan Plattner sind 2014 CTO und
Product

Shareholders

PMP Ventures S.S 98,6%
Free float 1,4%

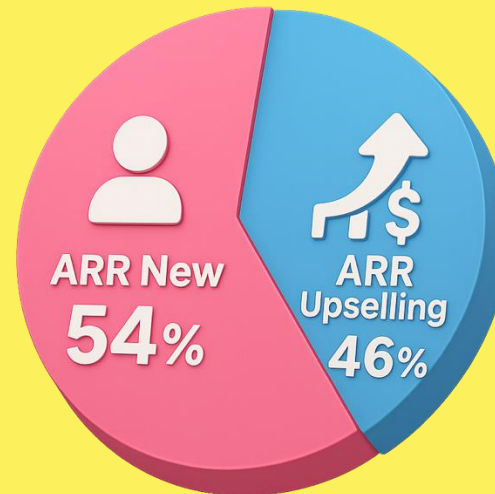
PMP Ventures S.S. 100%
by Michael Mitterhofer, Denis
Pellegrini, Stefan Plattner

Order Volume 2023-2025



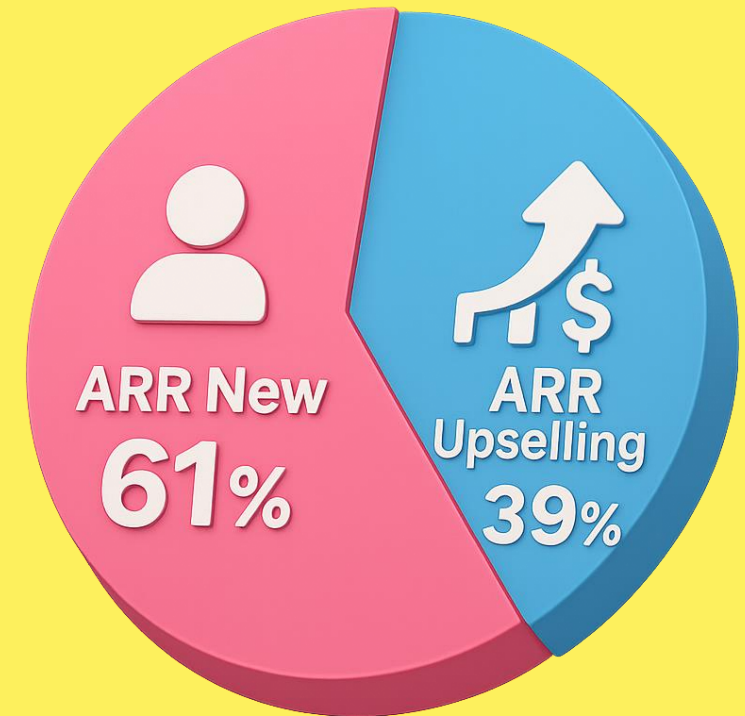
1.350k
Order Volume Total
2023

+21,2%



1.637k
Order Volume Total
2024

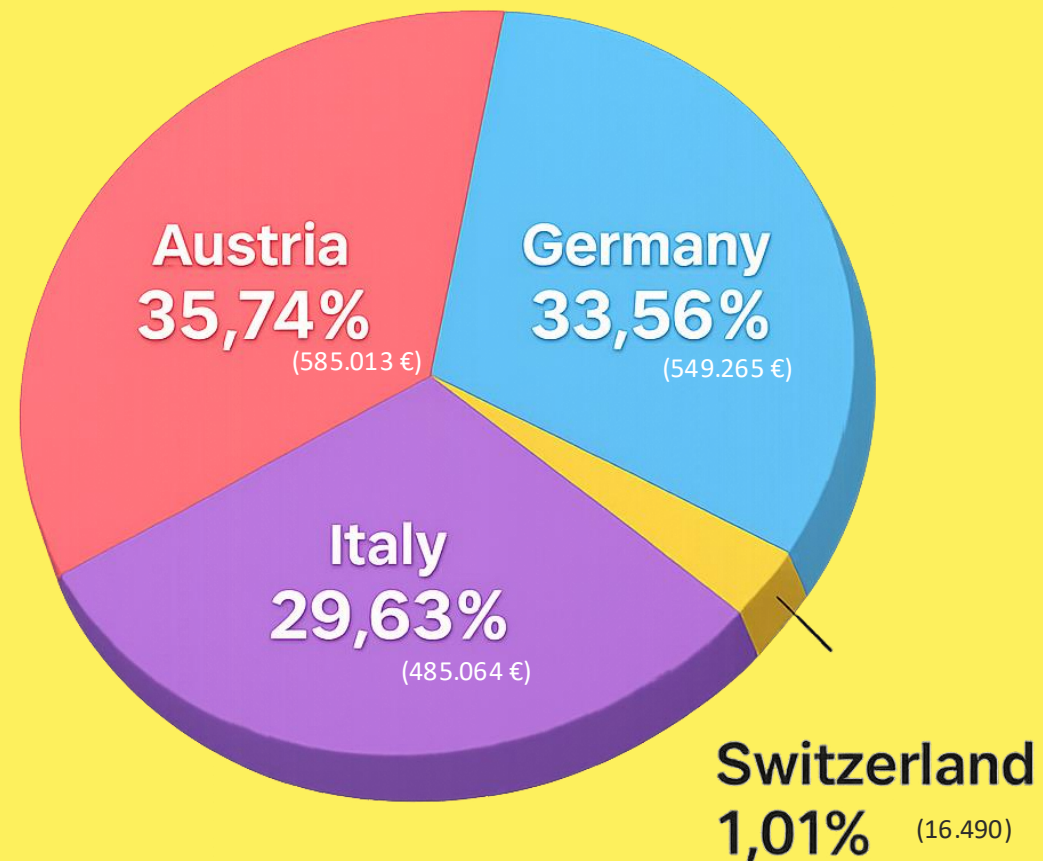
+59,8%



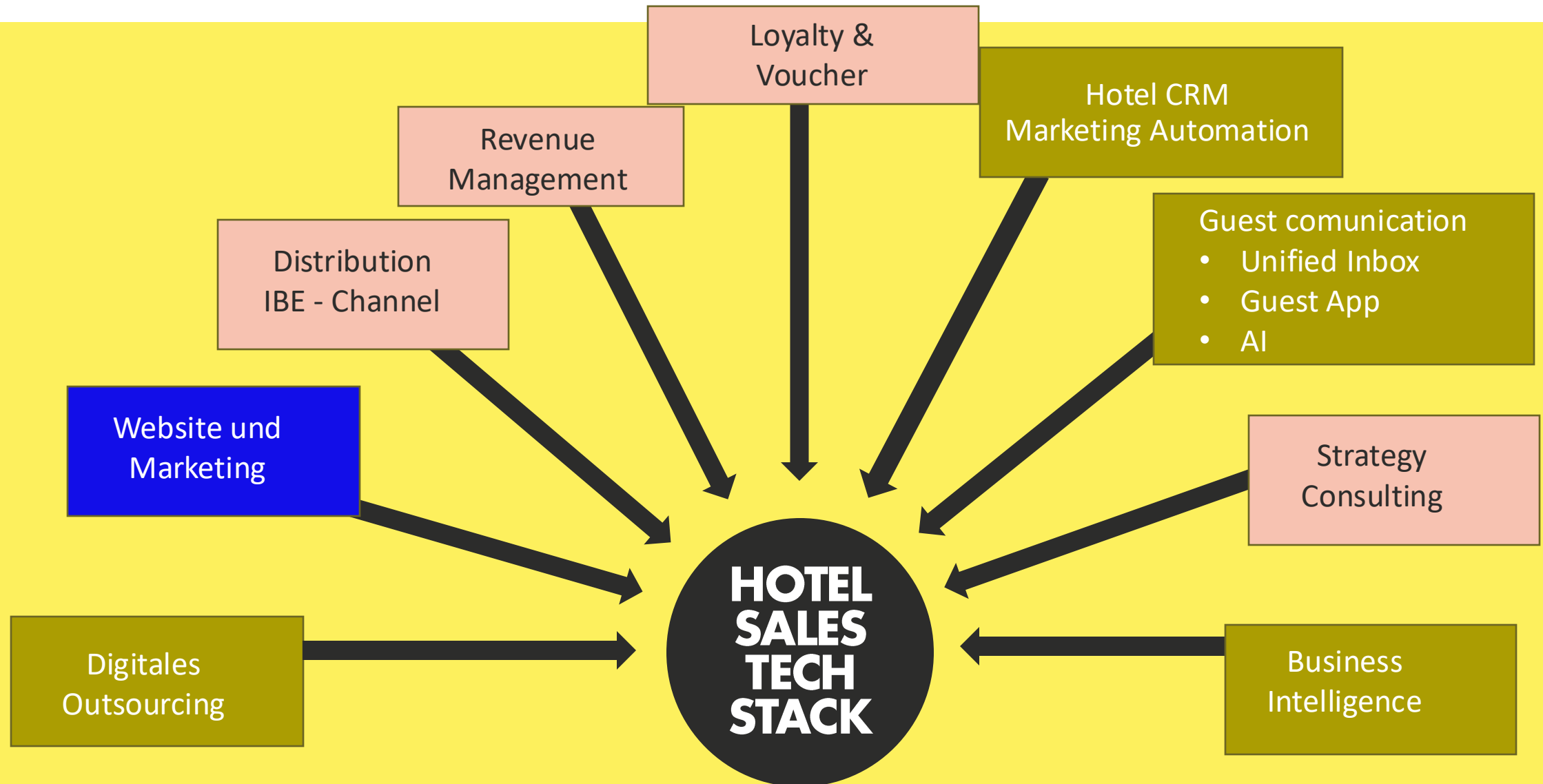
Est. 2.450k
Est. Order Volume Total
2025



Order Volume by Region

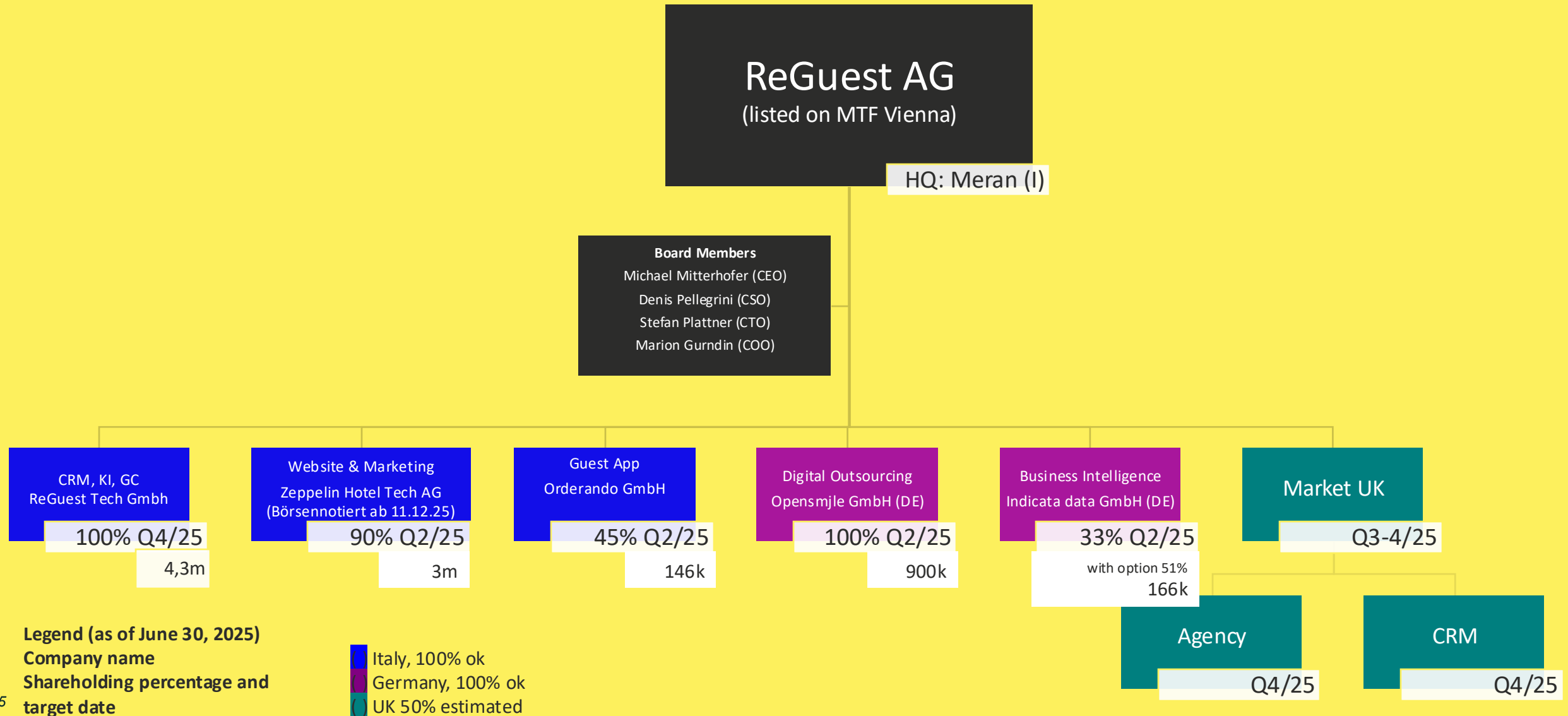


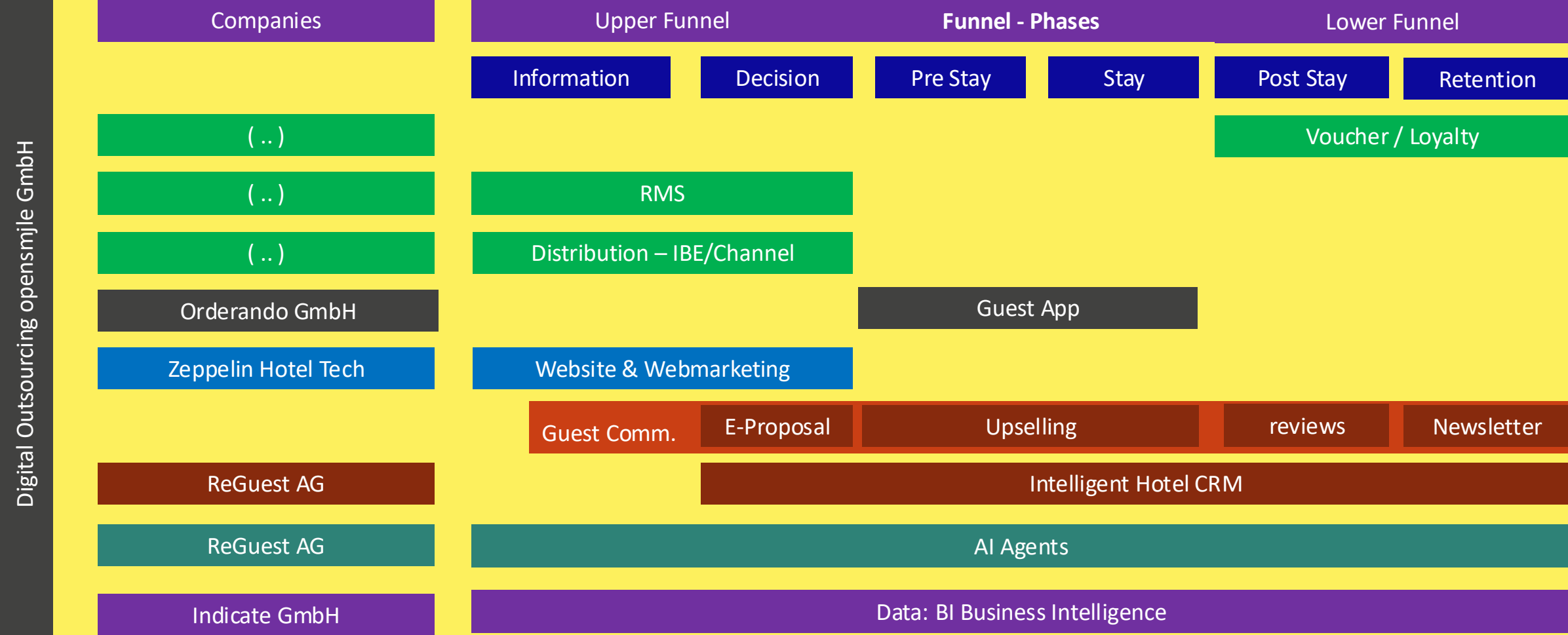
● Vision: Success Hotel Sales Tech Stack RE: GUEST



ReGuest Corporate Group 2025

RE : GUEST





Key Financials ReGuest S.p.A (excluding equity stakes): Plan 2022-2029

	2022	2023	2024	2025	2026	2027	2028	2029
Revenue	2.535.436 €	3.481.849 €	4.564.897 €	6.427.028 €	9.562.474 €	14.032.570 €	20.453.188 €	29.168.346 €
YoY Growth Rate	64,0%	37,3%	31,1%	40,8%	48,8%	46,7%	45,8%	42,6%
EBITDA	825.090 €	1.313.935 €	1.942.204 €	2.535.054 €	4.171.082 €	6.769.598 €	11.806.854 €	18.802.871 €
EBITDA margin	32,54%	37,74%	42,55%	39,44%	43,62%	48,24%	57,73%	64,46%
EBIT	506.616 €	801.808 €	1.226.368 €	1.647.014 €	3.229.294 €	5.754.652 €	10.606.662 €	17.803.381 €
EBIT margin	19,98%	23,03%	26,87%	25,63%	33,77%	41,01%	51,86%	61,04%
net income	318.326 €	543.225 €	769.234 €	1.027.920 €	2.166.537 €	3.946.138 €	7.480.467 €	12.770.696 €
net income margine	12,56%	15,60%	16,85%	15,99%	22,66%	28,12%	36,57%	43,78%
Rule 40 Score	96,5%	75,1%	73,7%	80,2%	92,4%	95,0%	103,5%	107,1%

Key Financials ReGuest (excluding equity stakes): 2024 results

		2023	2024	2024 real	Soll/Ist 24	2024 korr. Kosten Börse	2024 real	Soll/Ist 24
Revenue		3.481.849 €	4.564.897 €	4.298.593 €	-5,83%		4.298.593 €	-5,83%
YoY Growth Rate		37,3%	31,1%	23,5%			23,5%	
EBITDA		1.313.935 €	1.942.204 €	1.481.074 €	-23,74%	494.120 €	1.975.194 €	1,70%
EBITDA margin		37,74%	42,55%	34,45%			45,95%	
EBIT		801.808 €	1.226.368 €	660.745 €	-46,12%		1.154.865 €	-5,83%
EBIT margin		23,03%	26,87%	15,37%			26,87%	
net income		543.225 €	769.234 €	437.347 €	-43,15%			
net income margine		15,60%	16,85%	10,17%				
Rule 40 Score		75,1%	73,7%	57,9%			69,4%	

ReGuest S.p.A. – Stock Exchange Vienna Wien – direct market plus

ReGuest S.p.A.

Preisdaten & News · ISIN: IT0005618803 · Kürzel: REGU

RE : GUEST

Hinzufügen

Preis
↑ **10,3000**

Diff.% 1T
+3,00 %

Diff. abs.
+0,3000

Datum, Zeit
27.08.2025, 13:30:26

Status
P

Preisdaten & News Unternehmensprofil Orderbuch Tickdaten Historische Daten

1T 5T 1M 6M YTD 1J 3J Max

Einstellungen

Download



Referenzpreis ⁴	10,3000
Bid/Ask	-/-
Bid Volumen/Ask Volumen	-/-
Anzahl der Trades	1
Letztgehandelter Stückumsatz ¹	800
Geldumsatz ¹	8.240
Marktkapitalisierung	154,5 Mio.

The background features a grid of yellow circles. Several decorative elements are scattered throughout: a large multi-pointed starburst on the left, a gear-like shape, a four-pointed star, and a stylized wavy line on the right.

Thanks.

September 2025

Michael Mitterhofer, CEO ReGuest S.p.A, Merano (I)

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