

point.me

Better flights. Fewer points.

A staggering number of points go **unredeemed** every year

48
BILLION USD

POINTS & MILES ISSUED
EVERY YEAR

16
BILLION USD

POINTS & MILES
UNREDEEMED EVERY YEAR

165
BILLION USD

VALUE OF ESTIMATED 10
TRILLION POINTS & MILES IN
CIRCULATION

“ **Frequent flyer miles are likely the second largest currency in the world. Larger than Bitcoin.** ”

— The Economist

Booking flights with points and miles is **hard**

We're bridging a **market gap**

POINT.ME is bringing ease and technology to rewards points, which makes them accessible to a wider market.

Historical complexity limited consumer understanding of points and stymied desire for earning them. At present, it's just too hard.

Consumers want instant gratification and point.me provides just that, growing the overall market.

The 'rules' are overwhelming

You have to be a 'points nerds' with total fluency in multiple airline and credit card loyalty programs to successfully redeem points.



Jason Meyer @jmeyer88

is it just me or do airlines intentionally make the language about **redeeming miles** extra-confusing on purpose so you just don't redeem?

It can feel like a waste of time

Booking award flights today requires countless hours online and on the phone to hunt down award availability, transfer points, and hopefully get to a confirmed itinerary.



Jan Banks @dallkeith

Am trying to upgrade on Singapore Airlines with United miles. Have tried Star Alliance website every day for 5 weeks. Am I **wasting my time**?

Nobody is on your side

There are many tempting traps – luring points holders into wasting their points.



Mr. Q @MataeQ

@AsiaMiles @cathaypacific I used iRedeem and purchased **gift cards** from Amazon, Walmart, and JD last week, the **gift cards** were supposed to be sent to me via Email, but I have not received anything... Worried I **wasted my miles** as it is impossible to ever get anyone **on** the CS line.

Today, booking reward flights is an onerous, fragmented & confusing experience

Search | Find award inventory

Requires creating logins and searching on several sites
Re-run award search as award inventory changes rapidly

Transfer | Move points from card to airline program

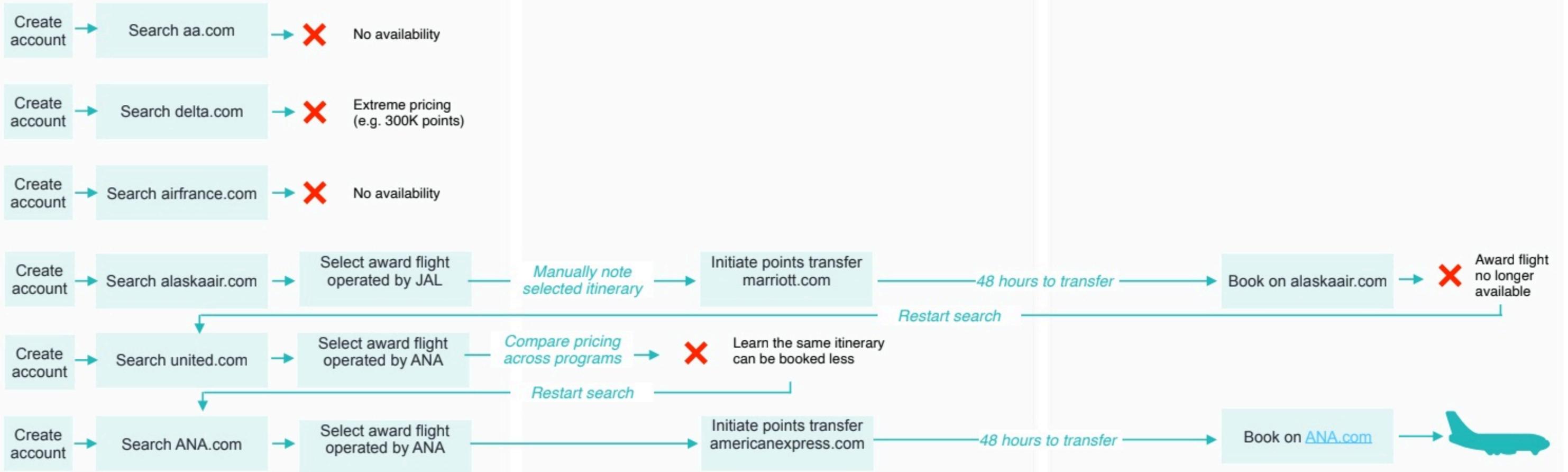
Card to Airline transfers are challenging to execute
Transfer times can range from instant to weeks

Book | Issue a ticket for award itinerary

Challenging to determine which program will charge the least points and fees/taxes
Often requires contacting a call center

Typical flight search experience

New York to Tokyo, r/t



Introducing point.me

point.me is the first-of-its-kind online platform that makes finding and booking flights with points as easy as booking with cash.

OUR PROMISE

- + Get 6-12x the value for your rewards points.
- + Save time and money with self-search and concierge.
- + Travel better, travel more. Make rewards points easier.

A better way to book with points

Redeem your airline and credit card rewards for better flights for fewer points.

See sample flight pricing by entering a city pair below:

One Way ▾ 2 passengers ▾ Business & First ▾

From *
Washington (IAD)



To *
Paris (CDG)

Depart
7/5/2022

Preview 🔍

* Support for searching across all airports in metropolitan area across all programs is coming soon! For now, entering specific airports will get you the best results.

Your points are worth **more** than you think

point.me delivers massive aspirational value



This site is so good, it feels like you're hacking the system. It will unearth valuable ways to redeem your points you might never have thought of.

- KTLA Los Angeles

Illustrative Example

Imagine booking your dream trip from NYC to the Maldives.

Cathay Pacific, business

 JFK → MLE
09:00am 09:30pm

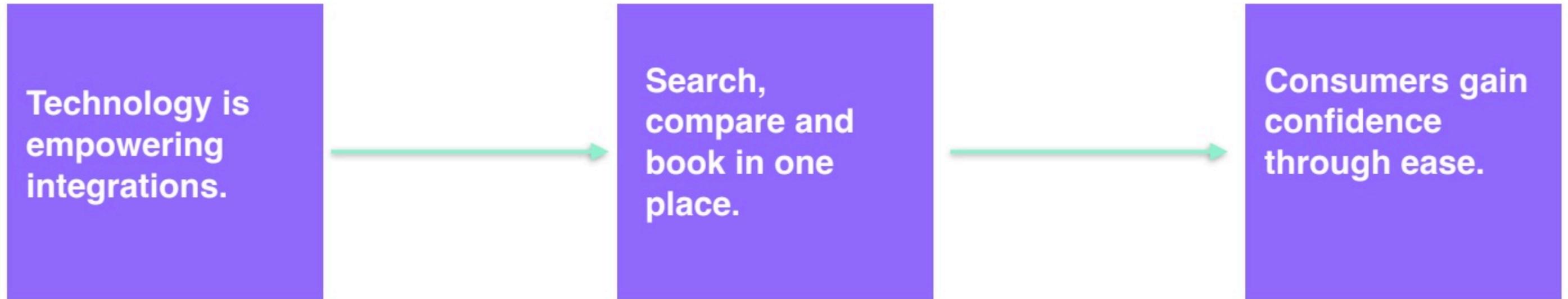
493,080 points or \$4,930.80
Credit card portals such as Amex Travel

→

70,000 points
Price found on point.me

point.me saves over 423,000 points or ~\$5000

frictionless rewards

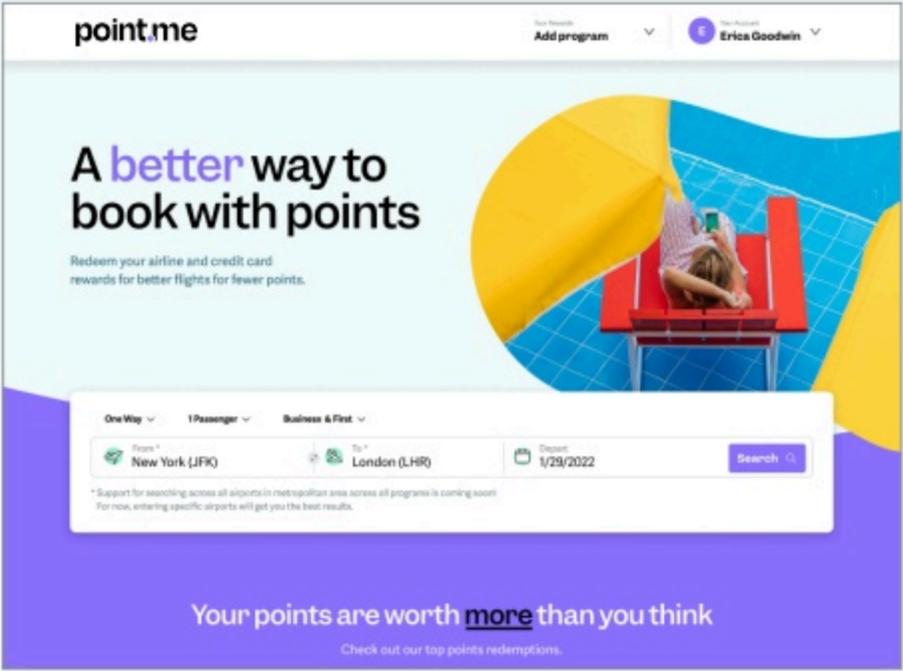


point.me

point.me radically simplifies the reward booking experience

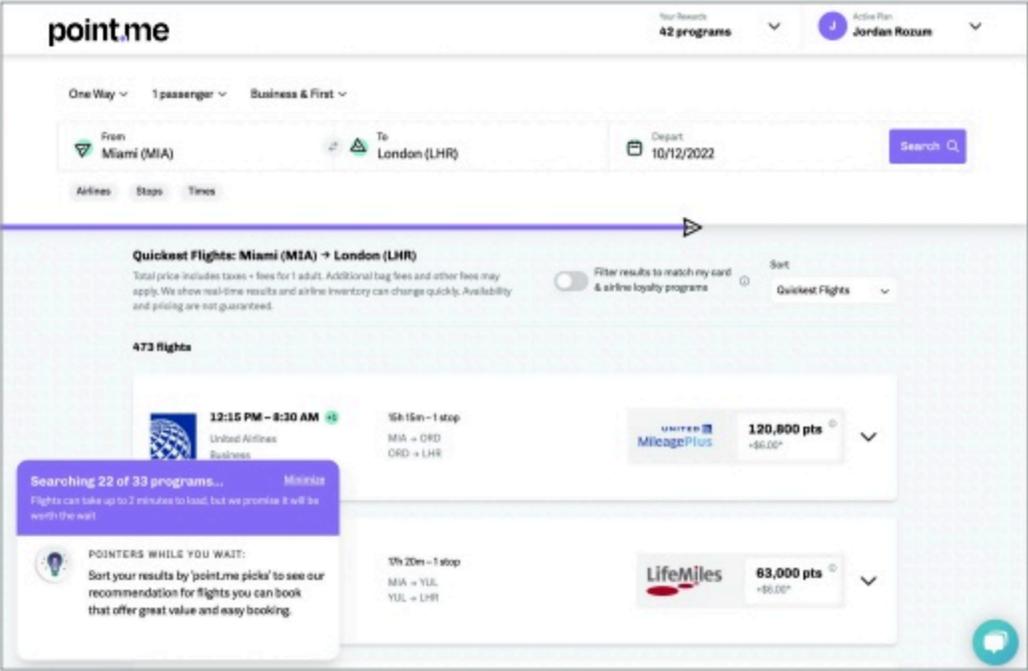
01

Search for flights across 30+ credit card and airline reward programs



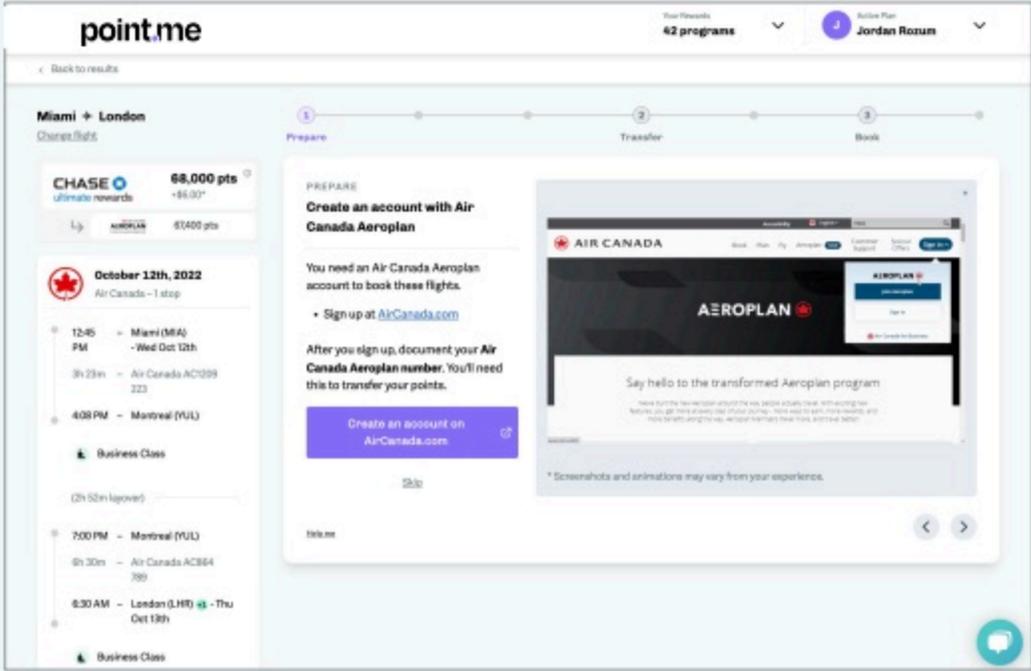
02

Aggregated search makes it easy to compare deals and make informed redemptions



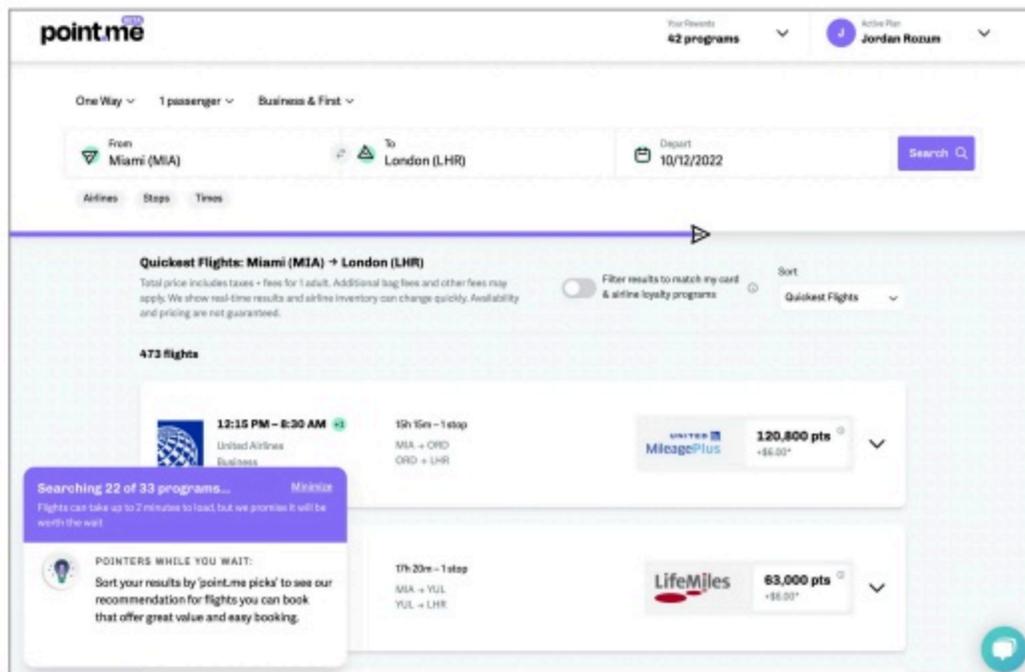
03

Step-by-step guidance throughout the redemption process with options for white glove service



parallel services to meet needs across the consumer spectrum

Self-Serve

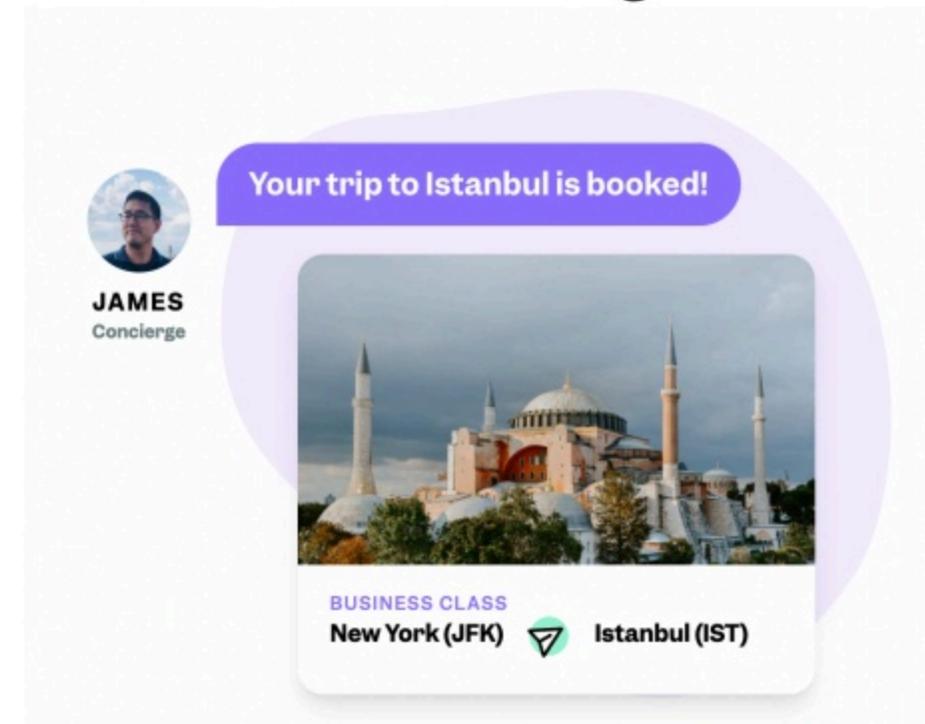


Search for flights across 30+ credit card and airline reward programs

Easily compare deals and make informed redemptions

Step-by-step guidance to book

Concierge



55+ points savvy experts that work one-on-one with clients

High-touch and personalized experience

accurate, real-time results that anyone can use

point.me Your Rewards 10 programs Active Plan Adam Morvitz

Quickest Flights: New York (JFK) → London (LHR)

Total price includes taxes + fees for 1 adult. Additional bag fees and other fees may apply. We show real-time results and airline inventory can change quickly. Availability and pricing are not guaranteed.

Filter results to match my card & airline loyalty programs Sort: Quickest Flights

45 flights

 6:45 PM – 6:45 AM +1 Virgin Atlantic Business 7h 0m – Nonstop JFK → LHR	 46,000 pts +\$203.00*  56,500 pts Special offer: 25% Transfer Bonus + 5 add'l options
 8:00 PM – 8:05 AM +1 Delta Business 7h 5m – Nonstop JFK → LHR	 375,000 pts +\$6.00*  375,000 pts + 1 add'l option
 10:30 PM – 10:50 AM +1 American Airlines Business 7h 20m – Nonstop JFK → LHR	 169,000 pts +\$6.00*

New York → London

1 Review your flight details

June 9th, 2022
atlantic Virgin Atlantic – Nonstop

- 6:45 PM – New York (JFK) - Thu Jun 9th
- 7h 0m – Virgin Atlantic VS46 Airbus 350-1000
- 6:45 AM – London (LHR) +1 - Fri Jun 10th

 Business Class

2 Select a way to book

We'll help you transfer your points to an airline program and then book directly with them. We'll guide you through this process step-by-step.

Total price includes taxes + fees for 1 adult. Additional bag fees and other fees may apply.

point.me pick:

		46,000 pts +\$203.00*	Select Deal
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Transfer points from a credit card:

		57,000 pts +\$203.00*	Select Deal
		57,000 pts +\$203.00*	Select Deal
		56,500 pts +\$203.00*	Select Deal
		57,000 pts +\$203.00*	Select Deal

See additional options to book this trip

	6:45 PM – 6:45 AM ^{*1} Virgin Atlantic · Delta, KLM	7 hr JFK–LHR	Nonstop	2,161 kg CO ₂ -7% emissions ⓘ	\$9,130
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we have early traction, bold ambitions, and **real revenue**

Consumer services

First of its kind tool searches routes on more than 150 airlines across 30 loyalty and credit card reward programs. Allowing anyone who earns any form of points and miles to travel better, more often, and for fewer points. With no marketing, **we've signed up over 26,000 subscribers and dramatically increased concierge traffic - accounting for \$2M in revenue and a 4.3% churn.** Paid marketing kicks off in 2023 - anyone with any form of loyalty can do better!

White label & Integrations

We recently partnered with a major card issuer to offer a co-brand experience to ~1M targeted card members. The 6-month offer was a staggering success. The partnership outperformed management expectations on all levels and had both the highest engagement, conversion, and NPS scores of any partnership in the last five years! **We have recently signed a new co-brand partnership deal.**

B2B

We are partnering with one of the largest consultancies to provide colleagues with discounted subscription and concierge pricing.

We are working with two US tech companies to provide employee travel booking services. **Employees are now able to travel in Business or First Class and the corporation is realizing major travel budget savings by booking with points and miles.**

Affiliate

Since our point.me launch, there has been tremendous interest from the travel agency community in partnering with us for concierge services. So much so that we are limiting partnerships to the best US agencies - firms with 200+ advisors. **We are onboarding new partners each week as well as additional concierge team members.** Concierge revenue is rising above pre-pandemic highs.

“

Not only will point.me show you the available awards and how much they cost with each program, but they will also show you how to get those points, where they can be transferred from, and walk you through the entire process transfer to booking.

- Forbes

“

It feels like having an “inside person” in the booking department. I was able to find a roundtrip flight for my next business trip for 18,000 points and less than \$20. I didn’t even know that particular credit card worked with this airline.

- USA Today

“

The interface is simple and makes it easy to pinpoint the cheapest redemptions. The point.me tool scours more airline and credit card programs for redemption values than any other tool, making it the best place to comparison shop when using hard-earned miles.

- Bloomberg

“

When I say that we couldn’t be happier, we literally couldn’t. With just flights, we have booked a \$20,000+ honeymoon for under \$500 in taxes and fees. Thank you to whoever has made this!

- Amex Cardholder

We’ve been featured in

The New York Times

Forbes

Bloomberg

THE WALL STREET JOURNAL

Condé Nast
Traveler

Skift.

abc
GOOD MORNING AMERICATC
TechCrunch

USA TODAY.

BUSINESS INSIDER

The Washington Post

Tripadvisor.

TODAY

NEW YORK

“

This is a true unicorn, game changer. Must Try the “Google Flights” of booking with points.

- God Save the Points

“

This is the single biggest revolution in searching for value airline awards. Whoever the person behind this is they have immediately jumped to the #1 spot in the list of people I want to have lunch with.

- J5 Travel

“

The site is so good, it feels like you’re hacking the system. It will unearth valuable ways to redeem your points you might have never thought of.

- KTLA

“

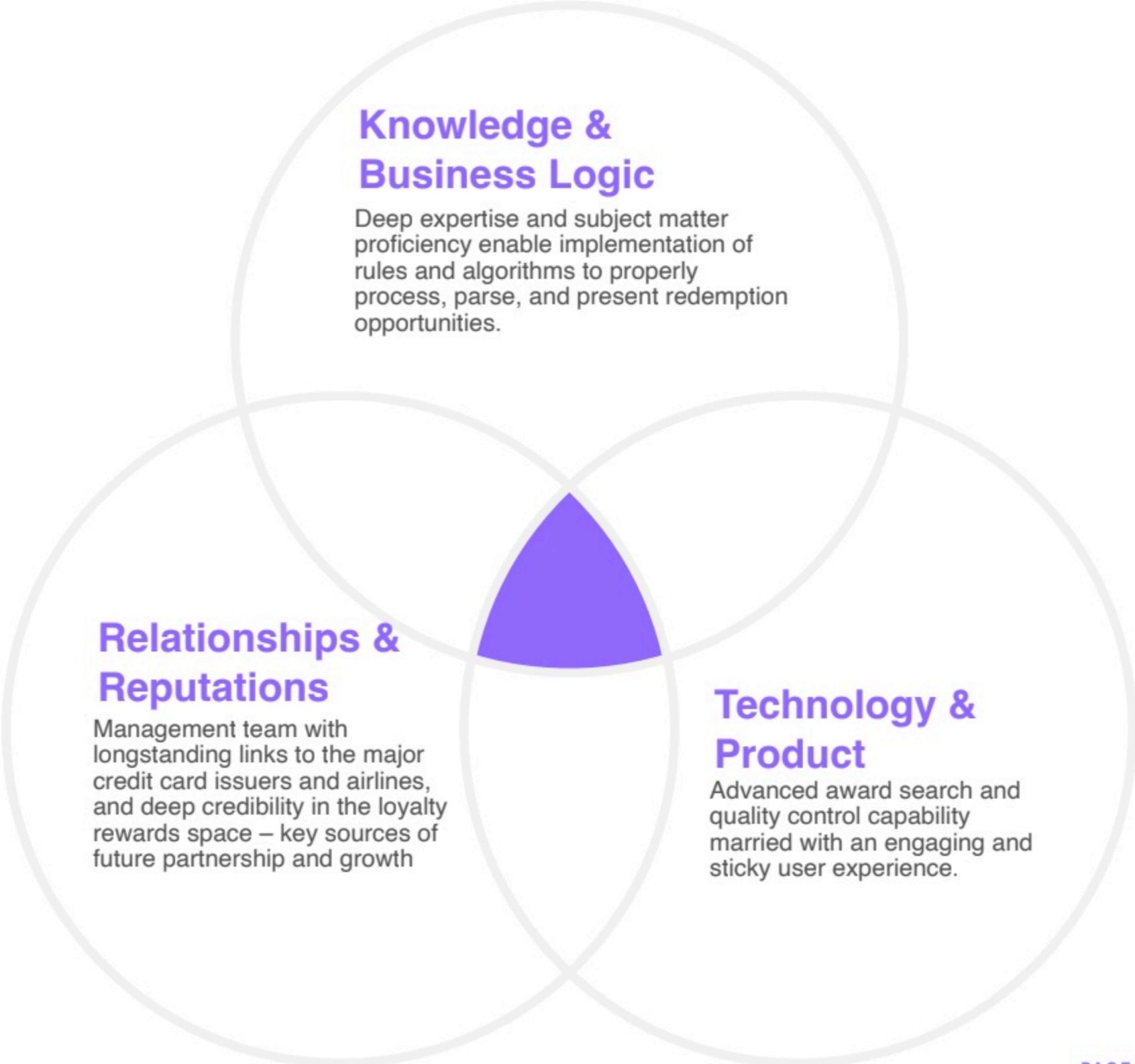
As someone who has spent way too much time, this site can reduce a lot of the hassles of comparing options and introduce you to opportunities you didn’t even know existed.

- Business Insider

Our unfair advantages

We have an unmatched combination of expertise and assets.

Nobody else can build this



We've assembled the right team to build and lead the future of **point.me**

A powerful combination of points and miles expertise, senior product development experience, and entrepreneurial spirit



Adam Morvitz
CEO & FOUNDER



Tiffany Funk
PRESIDENT & CO-FOUNDER



Sanjay Sharma
HEAD OF PRODUCT



Lewis Hall
HEAD OF ENGINEERING



Jordan Rozum
DIRECTOR, PRODUCT DEVELOPMENT



Gilbert Ott
LEAD, STRATEGIC PARTNERSHIPS



Ngozi Nkwoji
DIRECTOR, GROWTH



Jimmy Yoon
DIRECTOR, CLIENT SERVICES

Don't take our word for it.

point.me is supported by a \$2M seed

PAR Capital

Google Flights / ITA Software Founders

WndrCo / Jeffrey Katzenberg / Sujay Jaswa

Gaingels

Chantal Noble Haldorsen of Certares

Ron Levin - Yard Ventures / Alumni Ventures



Google Flights



FLYR

LANDLINE



Flycoin



Brex

FLYR

selfbook LANDLINE

TravelPerk

Getaway Freebird