

## Investment Teaser

### Licensed Travel & Tourism Platforms (Sri Lanka)



#### Business Overview

This divestment opportunity involves two dormant but well-established travel companies based in Colombo, Sri Lanka. Both entities are fully licensed and were formerly active in high-volume outbound ticketing, inbound leisure, and visa/travel services. The platform offers an ideal strategic entry for investors or operators seeking a regulatory-cleared launchpad in Sri Lanka's fast-recovering travel and tourism market.

#### Platform Summary

- ❑ **Company A:** IATA-accredited travel agency with over 37 years of operating history, engaged in ticketing, travel insurance, and visa assistance. License renewed through 2026. Former member of IATA Agents Association of Sri Lanka, TAASL, and the Ceylon Chamber of Commerce.
- ❑ **Company B:** Licensed inbound and outbound travel operator with SLTDA accreditation. Previously active in international leisure packages and local tourism.

#### Regulatory & Legacy Strength

- ❑ Clean corporate structures offered on a debt-free, liability-free basis
- ❑ Existing IATA and Sri Lanka Tourism Development Authority (SLTDA) licenses
- ❑ Proven operating history with trusted brand recognition in the Sri Lankan travel ecosystem
- ❑ Potential to revive relationships with airlines, embassies, B2B agents, and GDS providers

#### Market Opportunity

- ❑ Sri Lanka's tourism sector has rebounded strongly post-pandemic, with 2024 tourist arrivals reaching over 2 M — a 38% increase over 2023. In 2025, the country surpassed its all-time record, welcoming 2,33M tourists and exceeding the previous high set in 2018.
- ❑ Air ticketing demand projected to rise alongside resurgent outbound business and leisure travel from Sri Lanka
- ❑ IATA-accredited agencies are highly limited in number and expensive to newly license
- ❑ Global OTAs and DMCs expanding regionally seek local regulatory footprint and inbound capabilities

#### Use Cases for Investors

- ❑ Quick market entry for global DMCs, OTAs, or regional consolidators
- ❑ Build travel-tech or AI-based itinerary/visa solutions atop a licensed entity
- ❑ Leverage legacy IATA and SLTDA registrations to revive or pivot travel operations

#### The Offer

- ❑ 100% share divestment in both entities
- ❑ Available immediately as clean, regulatory-cleared travel companies
- ❑ Offered with full documentation, license status, and no contingent liabilities

#### Exit Strategy

- ❑ Medium-term growth via tourism rebound, B2B aggregation, or OTA integration
- ❑ Option to scale into broader travel fintech, insurance, or cross-border hospitality services

