



A WORLD OF  
OPPORTUNITY

APPLICATION  
PROGRAMMING  
INTERFACE



## — Overview

Turna is a Turkish-based B2C online travel agency focused on innovation and expanding its technological portfolio.

## — Turna API

Seeking global partnerships for market access, both in Turkey and internationally.

## — Opportunities

Collaboration in content exchange, technology exchange, and joint ventures.





# Turna's Journey and Key Milestones

2014

Foundation



Founded in 2014 by the Biletbank Group (Now AERTICKET)

All technology completely inhouse developed and managed

- Payment gateway developed with all major TR banks included
- Campaign and pricing management tool
- Large selection of Air and Non Air competitive content provider portfolio
- KPI measurement system in house developed
- Launch and development of Turna mobile application

Very customer centric focused concept

- Smart Flight & Smart Trip
- Unconditional Ticket Cancellation
- Credit Card Points Wallet

2020

Pandemic period



2022

"Awarded with fastest growing OTA in Turkey Certificate"



2024

A year of change, growth and ambition for turna



- In January 2024 Turna's ownership changed to Manivela Ventures, and embarked on a ambitious redesign and growth strategy
- Turna currently employs 80+ people of close to ½ are working in IT and Data analysis.



## Turna's Products



**FLIGHT**



**HOTEL**



**BUS**



**CAR RENTAL**



**FERRY**

Upcoming



**TRANSFER  
OPTIONS**



**DYNAMIC  
PACKAGING**



**RAIL SERVICES**  
Under Development



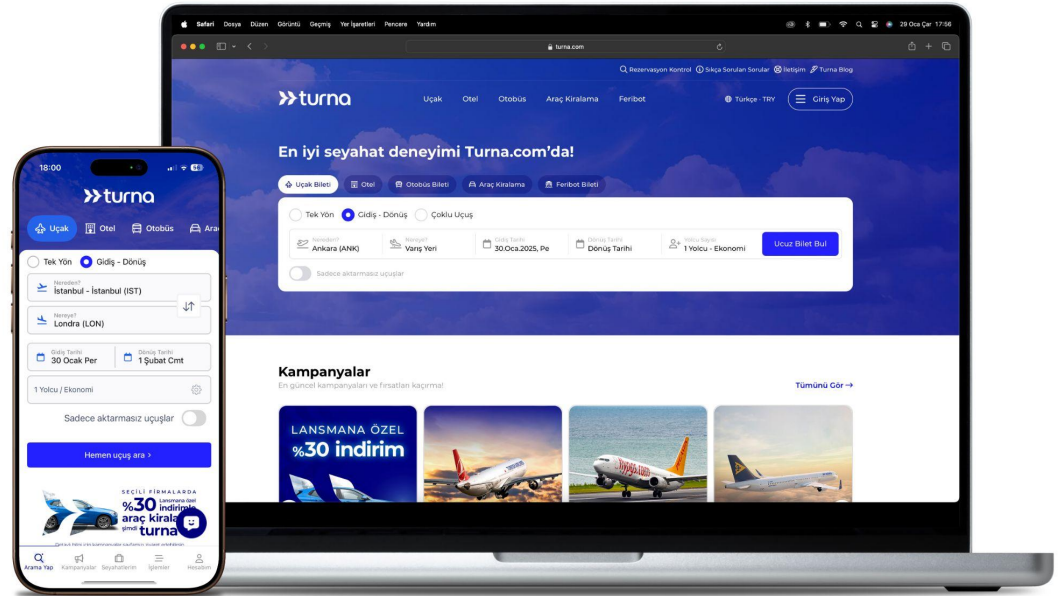
# Sales Channels

## Web Platform

Comprehensive booking and service management online.

## Mobile Application

User-friendly app for booking on-the-go.  
**(1M+ app download)**





# Turna's Features



## Unconditional Ticket Cancellation

Turna offers flexible, customer-friendly cancellation options, allowing travelers to cancel their bookings without penalties. Unconditional ticket cancellation is available for flights and buses, providing peace of mind for travelers with changing plans.

### Online Cancellation & Reissue

Cancellation, refund, and change requests can be made easily through the website, mobile site, or app, offering a seamless process for managing travel changes from any platform.



## Loyalty System

### Earn Points from Travel

Customers earn points with every journey - whether by air, bus, or ferry. These points can be redeemed for future bookings, making travel more affordable for frequent travelers.

### Convert Credit Card Points into Travel Points

Customers can easily convert their credit card points into travel points, reducing costs and maximizing rewards across multiple platforms.



# Turna's Features



## Smart Algorithms

### Smart Flight

Connects non-partner airlines to create affordable connecting routes, offering cost-effective alternatives for travelers, especially when no direct flights are available.

### Smart Trip

Provides alternative bus routes for areas without direct services, ensuring customers can reach even remote destinations conveniently and affordably.



## Live Support

Our customer support team is available around the clock to assist with any travel-related needs, ensuring timely help whenever required.



# Vision and Strategy



## End-to-End Travel Solutions

Comprehensive services from booking to post-travel support.



## Customer Centric Focused

Prioritizing seamless interactions and satisfaction.



## Data-Driven Decision Making

Using analytics for informed strategies.



## Collaborative Culture

Building the best team and work environment.



## Innovative Offerings

Continuously introducing new products and services.



## Stakeholder Communication

Engaging with partners proactively.





# Technology & Innovation

All technology is developed and managed in-house.

## Key Technologies

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- Virtual interlining capability (Flight & Bus)
- KPI measurement system
- Campaign and pricing management tool
- Online Cancellation & Reissue
- Cancellation Guarantee
- Turna.com mobile app
- Loyalty System (Turna Wallet):
- Convert credit card points into travel points.





## Future Growth and Expansion



### Expansion

Plans to diversify into corporate travel and dynamic packaging.



### Technology Investments

Ongoing development of in-house technologies and expansion into new regions.



## The Smart Way to Integrate Travel Services

Turna API is an advanced travel technology solution that enables businesses to integrate flight ticketing, bus reservations, and car rental services into their platforms. Travel companies, OTAs, and businesses in related industries can provide customers with a seamless booking experience.





**Turna API empowers businesses with a comprehensive, data-driven, and efficient travel booking infrastructure, creating a competitive edge.**

- Provides separate API solutions for flight tickets, bus tickets, and car rentals.
- Offers real-time availability and pricing across all travel categories.
- Leverages innovative technology to optimize travel planning and enhance user experience.
- Designed for easy integration and customization, making it suitable for businesses of all sizes.
- Leverages innovative technology to optimize travel planning and enhance user experience.
- Ensures a fast, reliable, and hassle-free booking process.



# Global Cooperation Opportunities

## **Content & Technology Exchange**

Access to relevant Flight, Bus, Car, content via API.

## **Pricing**

Competitive pricing through direct access to local and global travel content.

## **Serviceability**

Search, book, and ticketing capabilities with localized payment options.

## **White-Label Template**

Available for localized B2C setups.

## **Joint Ventures**

Opportunities where regulations allow.





# Turkish Market Cooperation

## **API Integration**

Access to domestic Air and Non-Air content.

## **Pricing**

Competitive rates through 1A Office ID.

## **Serviceability**

Search, book, and ticketing with localized payment gateways.







## Flight Services

### **500+ Airlines**

Connecting global destinations with competitive pricing.

### **Smart Flight**

Connects non-partner airlines to offer more affordable connecting routes.

### **Unconditional Ticket Cancellation**

Allows cancellation without restrictions, offering greater flexibility.

### **Comprehensive Flight Network**

Providing both domestic and international flight options.

### **Earn Points as You Travel**

Loyalty program where customers earn points for every flight they take.





## Flight Services Provider List (Direct Connect)

amadeus



travelfusion



and others

Direct integration with LCC, NDC/FSC, and charter flights from regions like Russia and the Middle East.





## Flight API

- Integrates with 500+ airlines worldwide, providing access to a wide range of flight options at competitive fares.
- Smart Flight technology connects airlines that do not usually collaborate, creating cost-effective and alternative routes for travelers.
- Facilitates a fast and seamless flight reservation process, streamlining ticket issuance.
- Utilizes dynamic pricing, ensuring up-to-date fare adjustments for the best available rates.



Flight **api**



## Bus Services

### 400+ Bus Companies

Offering extensive coverage across Turkey, connecting cities, towns, and rural areas.

### Unconditional Ticket Cancellation

Allows cancellation without conditions, offering flexibility for travelers.

### Smart Trip

Provides alternative bus routes for destinations without direct service.

### Earn Points as You Travel

Loyalty program enabling customers to accumulate points with each trip.





## Bus API

- Connects with 400+ domestic and international bus operators, offering extensive route coverage.
- Allows passengers to select their preferred seats during the booking process.
- Smart Trip technology provides optimized transfer routes for destinations without direct connections, ensuring a smooth travel experience.
- Enables a fast and reliable ticketing process, with immediate reservation confirmation.



Bus **api**



## Bus Services Provider List



and others



# Car Rental - Nationwide

## 100+ Car Rental Providers in Turkey

Extensive network offering rental services in Turkey.

## Exclusive Deals for Turna Members

Special offers available for Turna members.

## Flexible Rental Durations

Options for short-term and long-term rentals to meet different travel needs.





## Car Rental Provider List

**SIXT**

greenmotion<sup>®</sup>  
car rental

**Garenta**

**Rent Go**

WindyCar<sup>Rental</sup>

**easyGO**  
CAR RENTAL

**NOVACAR**

**ZF Ziraat FiLO**

and others



## Car Rental API

- Integrates with 100+ providers, offering a diverse selection of rental vehicles nationwide.
- Provides real-time availability and location-based pricing, ensuring up-to-date vehicle options.
- Allows users to choose from various vehicle categories, including economy, mid-range, SUVs, and luxury cars.
- Supports flexible pick-up and drop-off locations, enhancing convenience and accessibility.



Car Rental **api**





# Hotel Booking Services (Soon)

## Comprehensive Hotel Offerings

Access to a wide variety of domestic and international hotels.

## Special Offers

Exclusive deals and the ability to accumulate points for members.

## Wide Selection

From boutique hotels to luxury resorts, catering to diverse traveler preferences.

## Flexible Cancellation

Options to cancel bookings under flexible terms.







## Hotel Booking Services Provider List

**paximum**  
Global Travel Marketplace

**otelz**

 **Expedia**

**hotelbeds**  
Part of HBX Group

**nuitée**

**and others**



# Ferry Services (Soon)

**Domestic & International Ferry Routes:** Connecting popular destinations with reliable ferry services.

## Top Routes:

- Ayvalık - Lesbos (Midilli)
- Çeşme - Chios (Sakız Adası)
- Kuşadası - Samos
- Taşucu - Girne





## Ferry Services Provider List



and others

# Thank you



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