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bTd Travel & Jets Expands to Spain and the GCC After Seed-2 Funding, Launches AI Concierge with Google AI, and Operates Neymar Jr.'s Homecoming Flight

Lisbon, Portugal — November 11, 2025 —

bTd Travel & Jets, the global AI-powered concierge travel company, announced a new phase of expansion and innovation at **Web Summit Lisbon 2025**, revealing its entry into **Spain, Mexico** and the **GCC region** after completing its Seed-2 funding round and achieving record-breaking growth this year.

Following strong traction in the **U.S., Brazil and Portugal**, bTd will begin operations in **Dubai and Abu Dhabi** this December, expanding to **Doha and Riyadh** by Q1 2026, in sync with **Web Summit Qatar**. This move secures bTd's **first-mover advantage** as the only travel-tech company in the region integrating **air, land, sea, and accommodations** into one platform — combining **AI automation** with **human concierge excellence** in multiple languages.

2025 Key Highlights & Milestones

Global Expansion

- Headquartered in the U.S., bTd officially entered **Spain and Mexico** in Q3 2025, strengthening its European and Latin American footprint after debuting in **Portugal and Brazil** in 2023.
- Launching in **Dubai and Abu Dhabi (Dec 2025)** through a local joint venture and expanding to **Doha and Riyadh (Q1 2026)** aligned with Web Summit Qatar.

AI Concierge Powered by Google AI

- Began new development of **AI-driven personal travel agents** in partnership with **Google AI**, capable of managing bookings, fare tracking for corporate travel,

CO₂ offsetting, and traveler analytics — enhancing user experience and cost optimization beyond App or web portal.

- Introduced a breakthrough “**Empty Seat Upgrade Program**”, connecting business-class travelers with available **private jet seats**, bridging commercial and private aviation within the bTd members global ecosystem.

ESG & IMPACT Recognition

- Recognized as an **IMPACT Startup** at **Web Summit Rio** and **Lisbon** for its measurable sustainability results.
- **Offset over 90 metric tons of CO₂** by optimizing **20 private jet empty legs**, equivalent to **10 Lisbon–Miami charters**, addressing aviation’s 40% empty-flight inefficiency.

Financial & Operational Performance (YTD August 2025)

- **Revenue +42% vs. 2024**, reaching **USD \$2.5M** by August; projected to close **2025 at \$3.2M (+35% vs. plan)** with solid margins.
- **On track for breakeven by January 2026**, completing a two-year turnaround after a \$1M R&D loss in 2023 during Seed-1.
- **Portfolio**: 9,000+ clients across
 - **B2C**: 1,700+ HNWI members
 - **B2B**: corporate accounts such as *SteelCorp*, *Itaú*
 - **B2B2C**: co-branded programs with *AMEX Centurion* and others
- **NPS 70+**, backed by 24/7 multilingual concierge teams in five countries.

Landmark Jet Operations

In January 2025, bTd operated **Neymar Jr.’s homecoming flight** from Saudi Arabia to Brazil — one of the most tracked flights in history via Flight Radar.

The complex operation — involving **three jets and four helicopters** — showcased bTd’s global logistics precision, discretion, and excellence in serving high-profile clients and ultra-HNW travelers.

Strategic B2B2C Partnerships

Expanded partnerships with **XP Private Bank**, **JHSF ID Membership**, **Bradesco Visa Infinite**, **AMEX Centurion**, **Banco do Brasil Private**, and **C6 Bank/JP Morgan**, offering integrated luxury travel benefits — from **private jets to premium hotels, villas, sport cars and yachts** — through white-label and co-branded programs.

Series A Preparation

After raising **USD \$2.2M** to date, bTd is preparing for **Series A in 2027**, targeting a **\$30M valuation**. Discussions are ongoing with **VCs, family offices, and institutional investors** across Europe, the U.S., and Qatar.

Statement from the Founder & CEO

“We began our journey by pivoting our business model as an Alpha startup at Web Summit Lisbon in 2021 — and just four years later, we’ve evolved into a truly global company with measurable scale, impact, and a diverse world-class team,” said **Manoel Suhet**, Founder & CEO of **bTd Travel & Jets**, a former international executive at **LATAM Airlines, Trafigura, and Shell**, with advanced business and technology studies from **MIT, Wharton, and Kellogg**.

“From flying Neymar Jr. home to expanding into six markets with global corporate clients and launching our AI Concierge with Google, we’re proving that innovation, personalization, and sustainability can redefine the future of luxury travel.”

About bTd Travel & Jets

Founded in **2017**, **bTd Travel & Jets** is a global **AI-driven concierge travel platform** integrating **private jets, commercial flights, hotels, villas, yachts, and ground transport** in one ecosystem with concierge services.

Operating in the **U.S., Brazil, Portugal, Spain, and Mexico** — with **GCC expansion in 2026** — bTd delivers high-touch, multilingual service to **corporate clients** and **high-net-worth travelers**, combining **personalization, technology, and ESG impact**.

With **over 90 MT CO₂ offset, \$3.2M projected 2025 revenue**, and partnerships with **Google AI, AMEX, XP, and JHSF**, bTd stands among the few global travel startups merging **AI innovation, sustainability, and luxury service** — addressing inefficiencies in a **\$1.2 trillion global travel market**.

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