



# Kiwi.com intro

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ONE-WAY RETURN MULTICITY

1 passenger

From: San Francisco, Sa...

To: United Kingd...

Departure: Mon Apr 24 - Wed May 24

Return: No return

Stops Price



from \$ 245.16

London United Kingdom



from \$ 247.34

Edinburgh United Kingdom



from \$ 265.86

Manchester United Kingdom



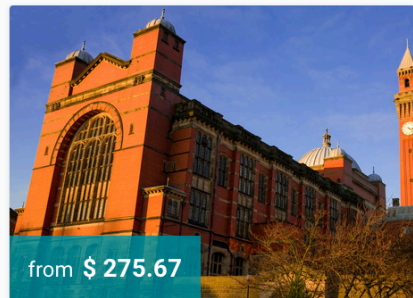
from \$ 266.95

Glasgow United Kingdom



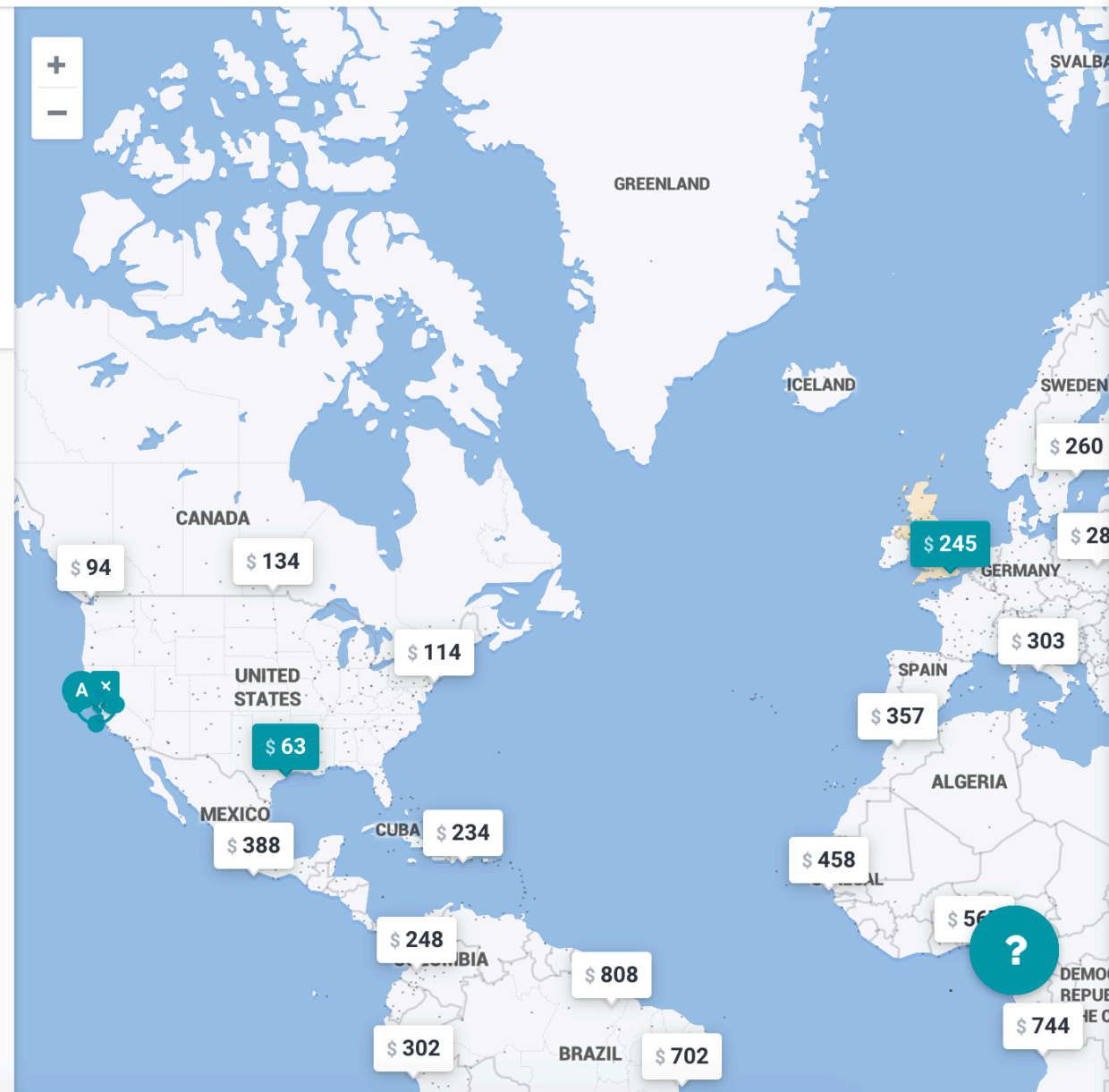
from \$ 269.13

Newcastle United Kingdom



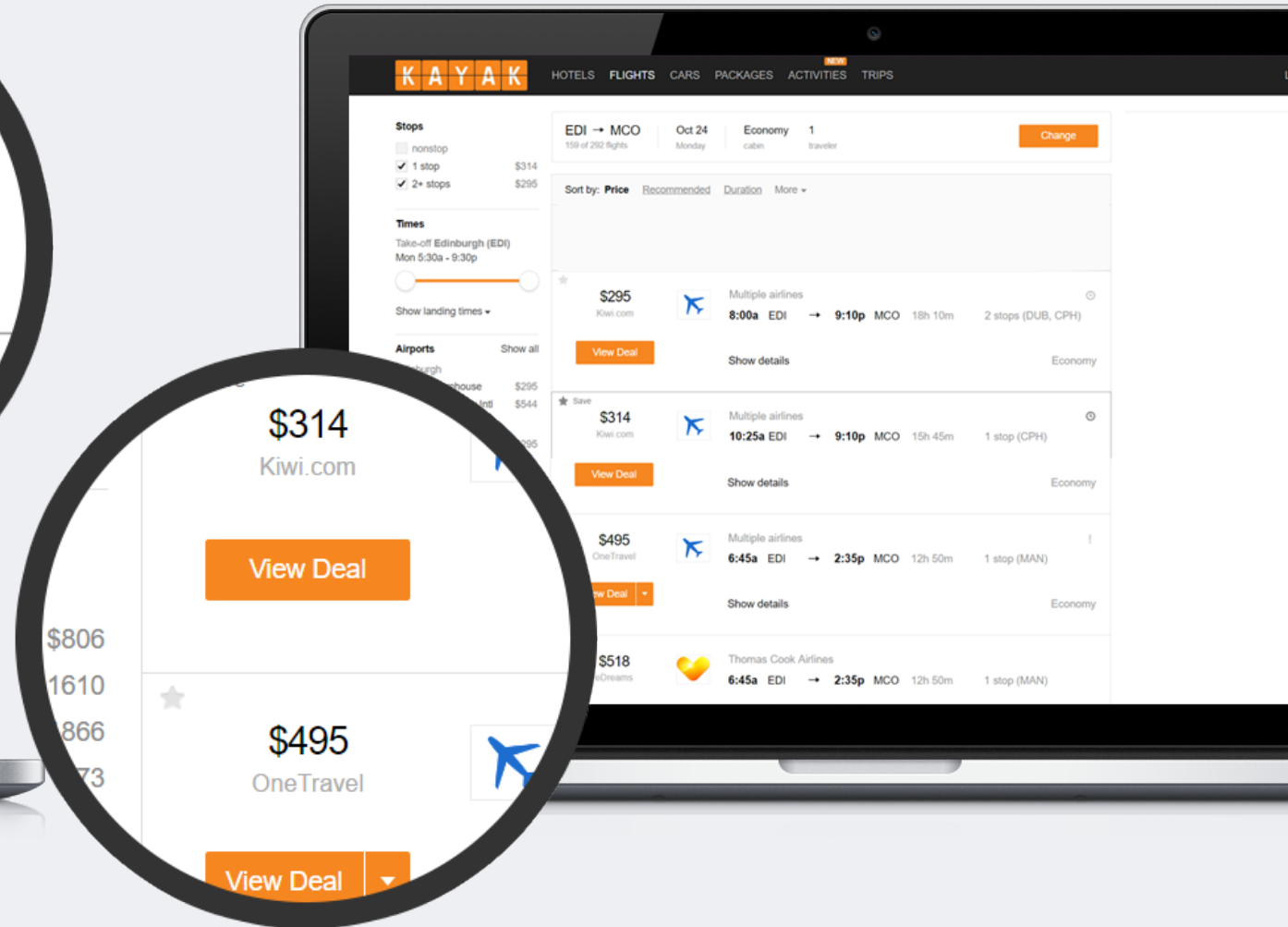
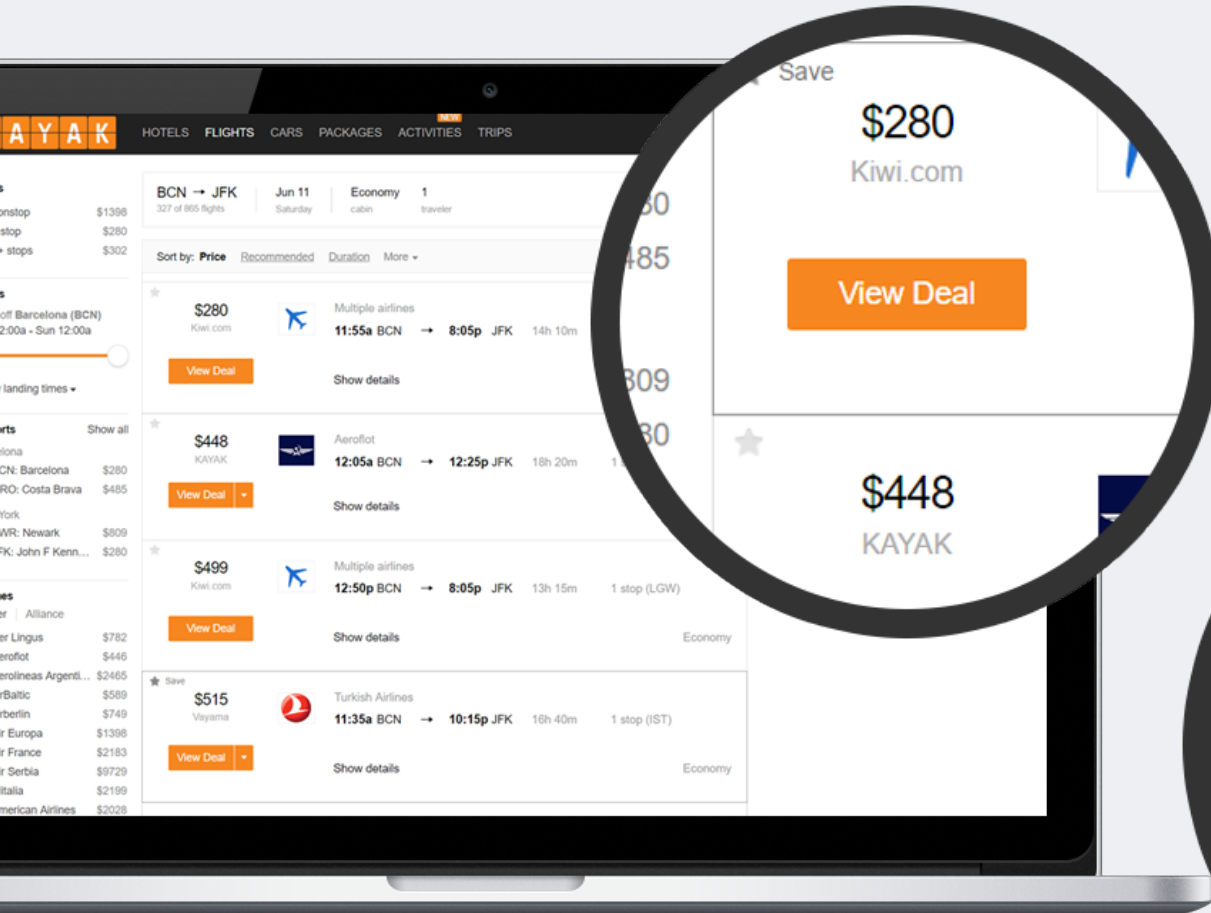
from \$ 275.67

Birmingham United Kingdom



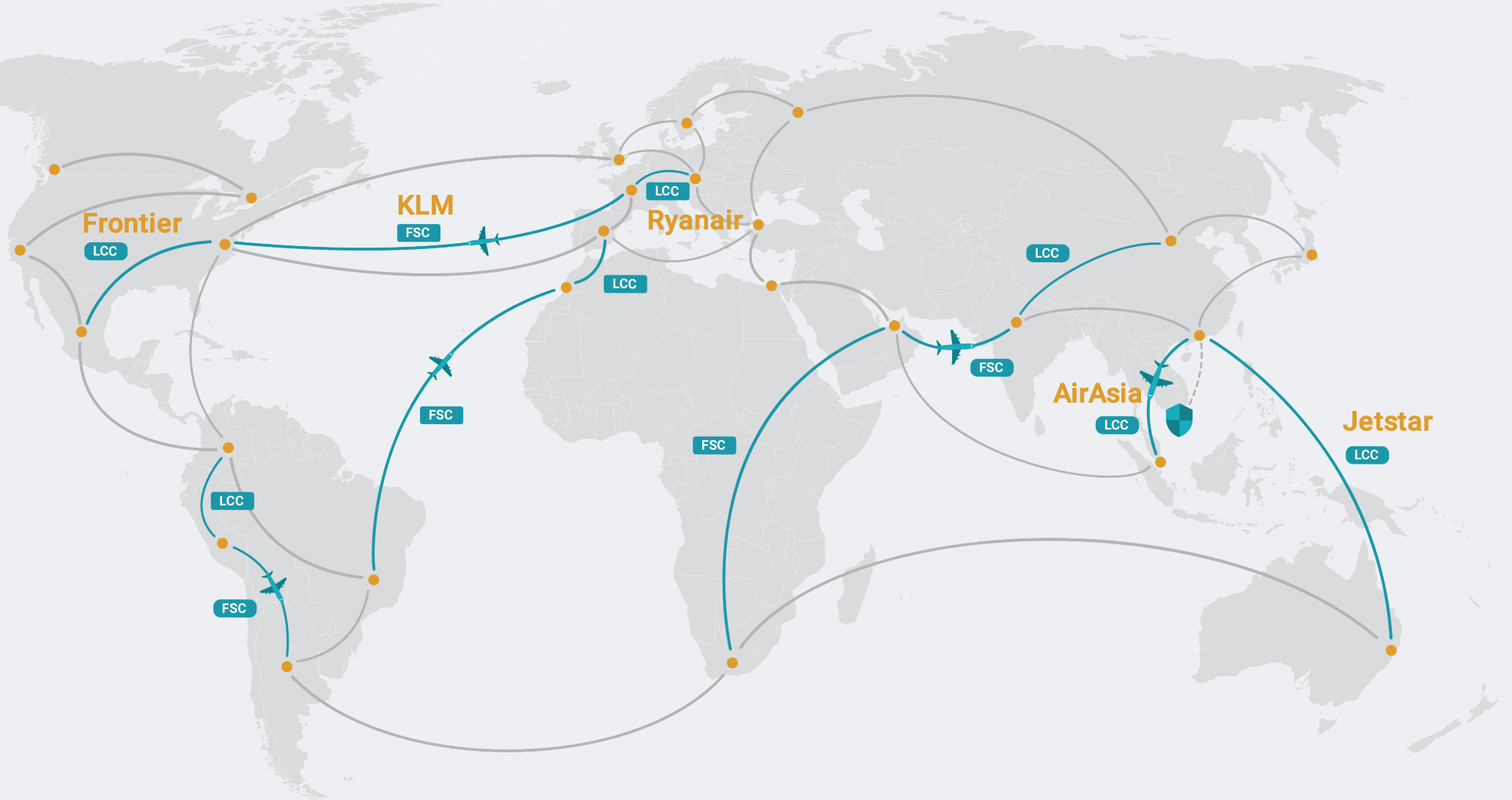


# Kiwi.com in US





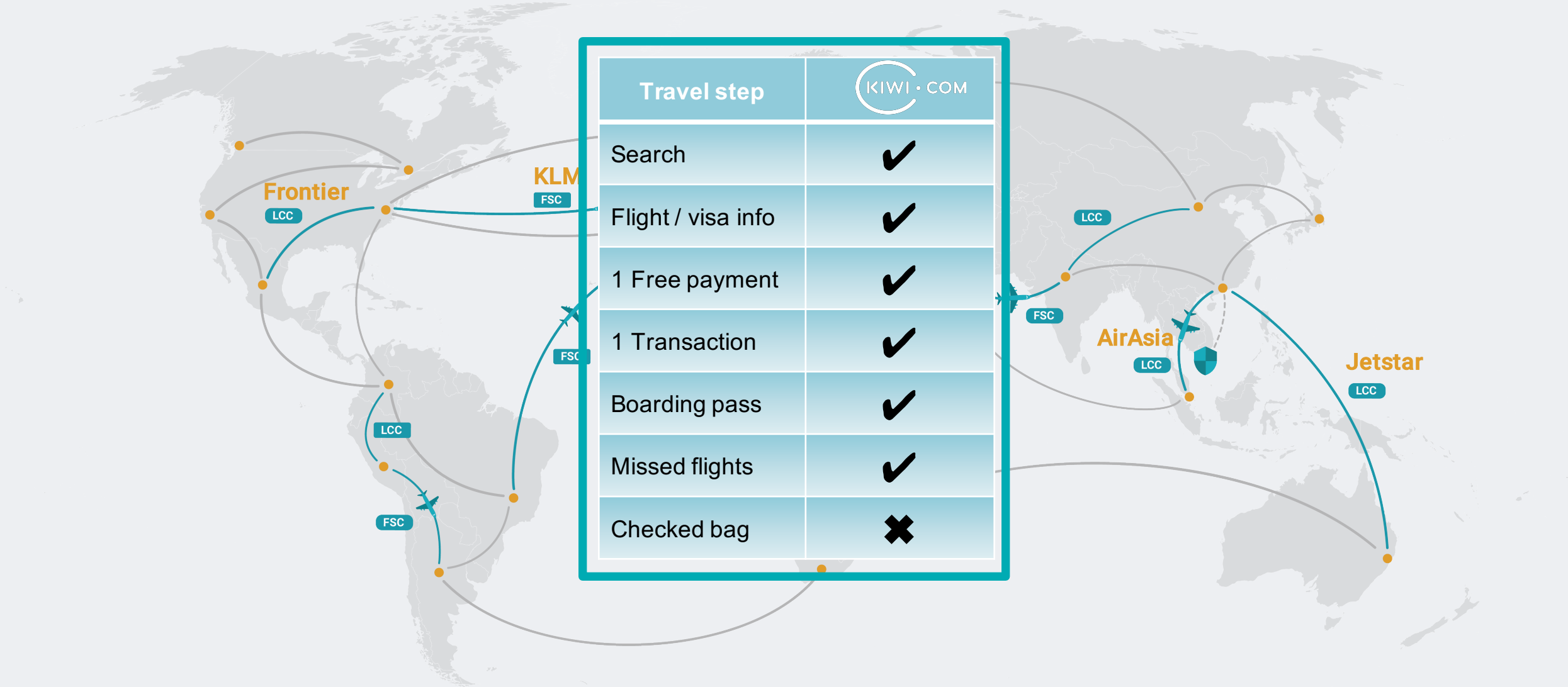
# Virtual Interlining / Self-Connect





# Virtual Interlining / Self-Connect

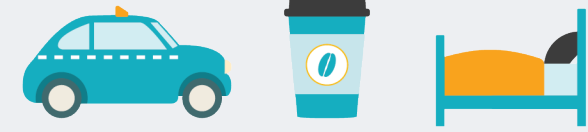
Travel step	KIWI.COM
Search	✓
Flight / visa info	✓
1 Free payment	✓
1 Transaction	✓
Boarding pass	✓
Missed flights	✓
Checked bag	✗





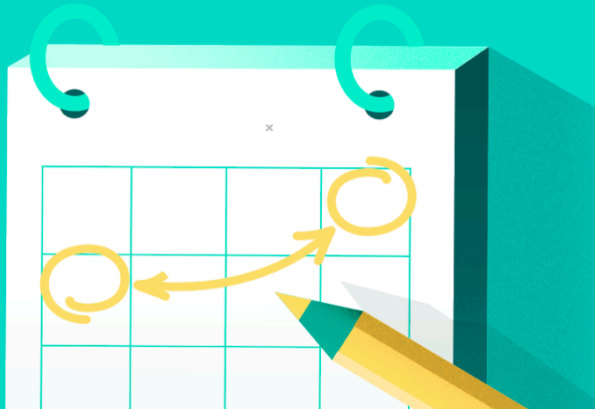
Travelling can be painful.  
We will not leave you stuck  
at the airport.





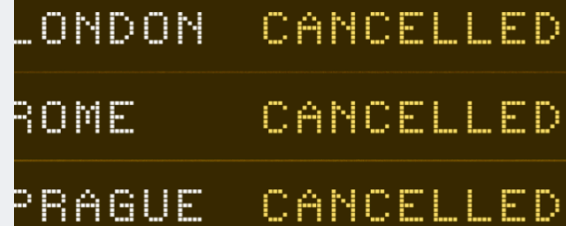
### Schedule changes

The airline can reschedule your flight which may affect your itinerary.



### Flight cancellations

Your flight can be cancelled unexpectedly.



LONDON	CANCELLED
ROME	CANCELLED
PRAGUE	CANCELLED

### Flight delays

Travelling with connections? You could miss a flight because of a previous delay.



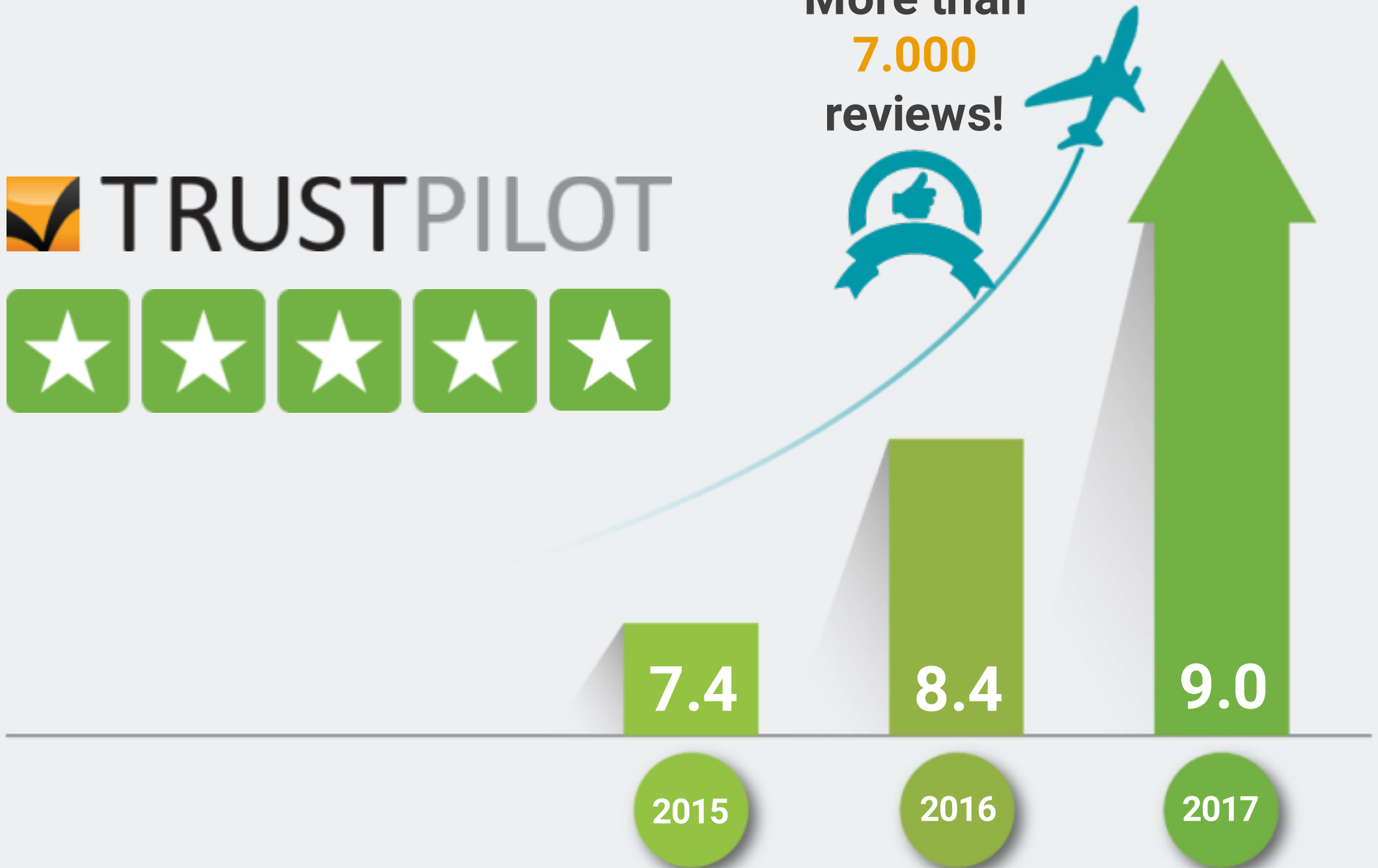
***Larse Sande, Norwegian: "Anybody can combine but who takes responsibility?"***



 TRUSTPILOT



More than  
**7.000**  
reviews!







# Global Reach

1bn USD  
Turnover in 2017

20 000+  
Sold seats/day

1.100  
Employees

7 office  
locations

24/7  
Operations

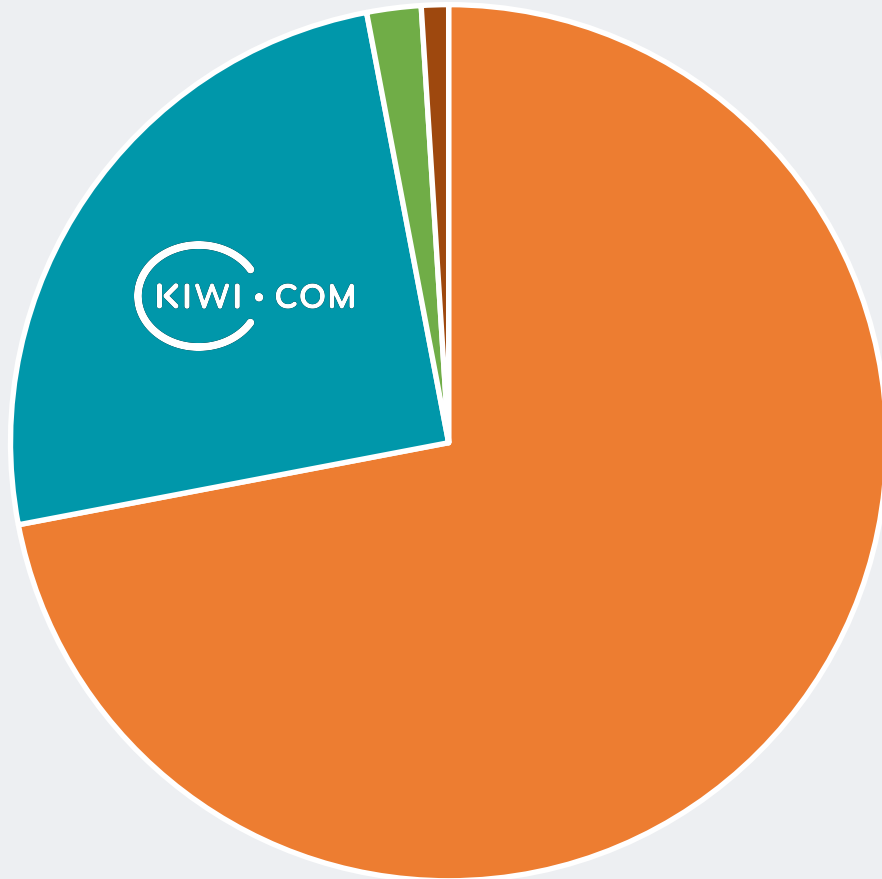
65+  
Localisations



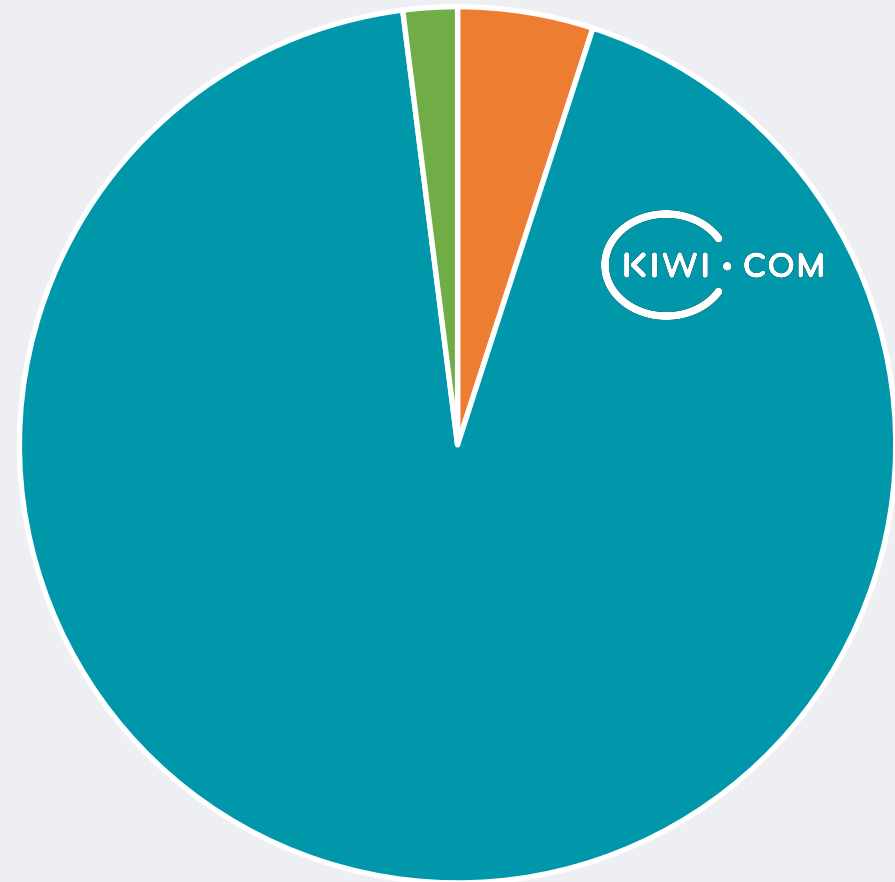


# Traffic vs. Bookings

How customers get to Kiwi.com



Where the booking happens



Metasearch Direct B2B2C OTA

Facilitated booking Kiwi.com B2B2C



# Booking growth MoM 2017

**30%**  
Kiwi.com apps

**25%**  
Kiwi.com Direct

**20%**  
Metasearch



## Direct vs. metasearch customers

Average basket

**+15%**

Number of searches

**6.5x**



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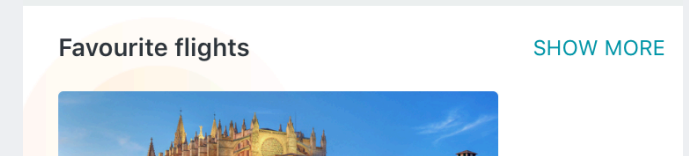
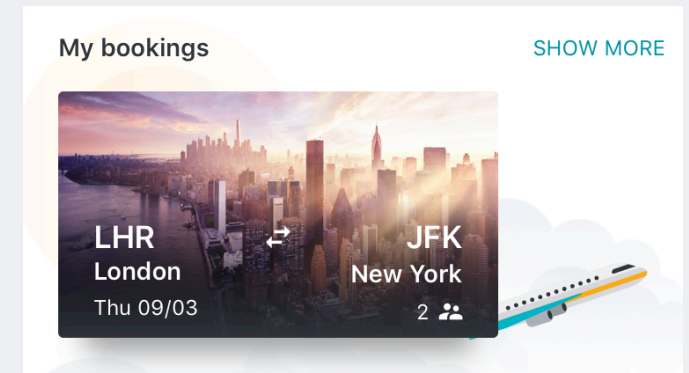
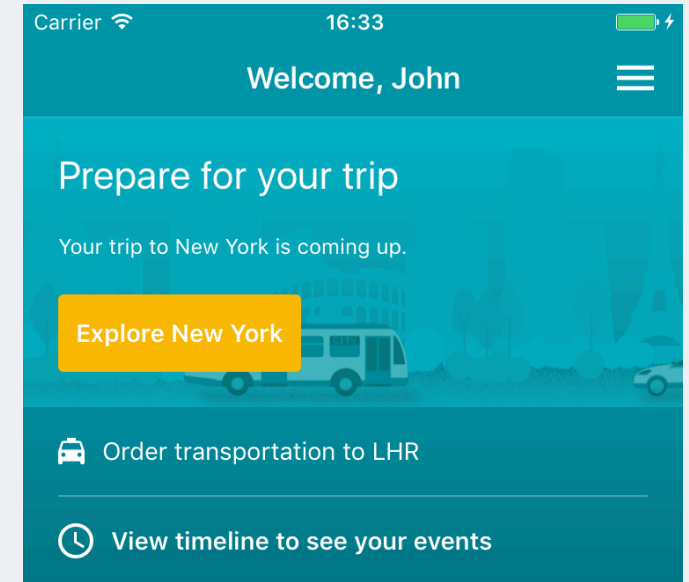
Net profit per customer

**+18%**



# Product focus

- Richer & Inspirational content
- Mobile first & Special services (D2D)
- Going Multi-modal
- Self-Connect at airports







# Thank you & Get in touch

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