



DESPEGAR
GROUP

**#1 TRAVEL COMPANY
IN LATAM**

We craft journeys that make life richer

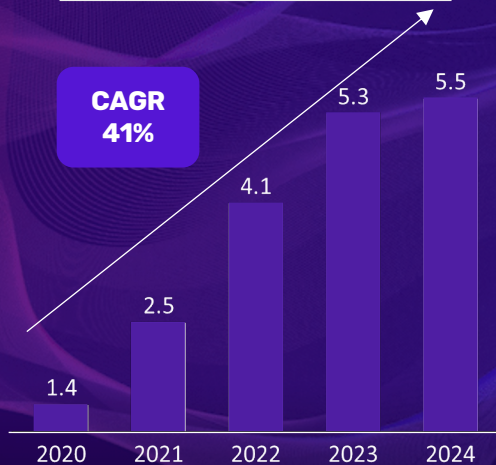
• DESPEGAR

A winning value proposition and scalable business model

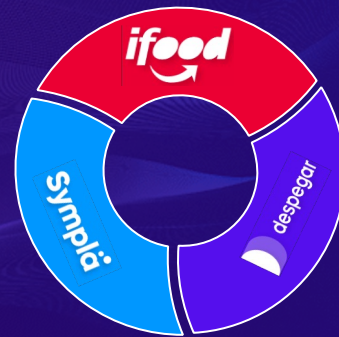


**UNDISPUTED
LATAM LEADER**
MULTI COUNTRY SUCCESS

GROSS BOOKING DESPEGAR (USD M)



PROFITABLE GROWTH



**ACCELERATED BY THE
ECOSYSTEM**

UNDISPUTED LEADER IN THE REGION



#1 TRAVEL

Company in LATAM



#9.7M

2024 Transactions



\$ 5.5B

2024 Gross Bookings



\$ 774M

2024 Revenue



\$ 175M

2024 aEBITDA



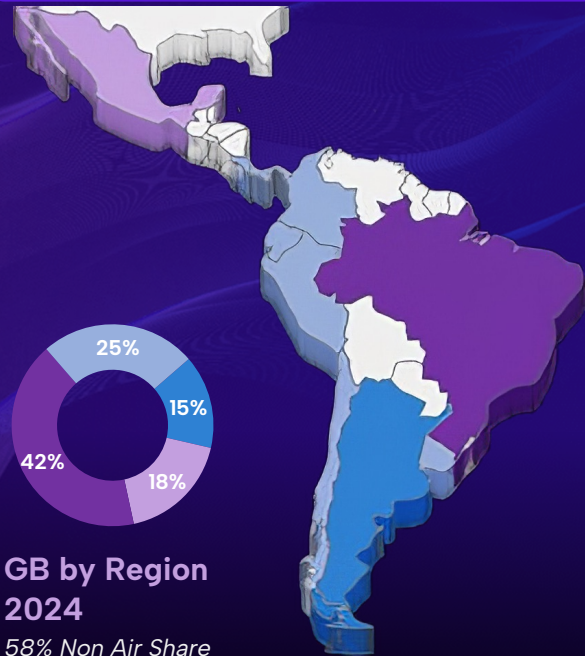
\$ 247M

2024 Cash

**DESPEGAR A CONSOLIDATOR IN THE
LATAM TRAVEL MARKET**

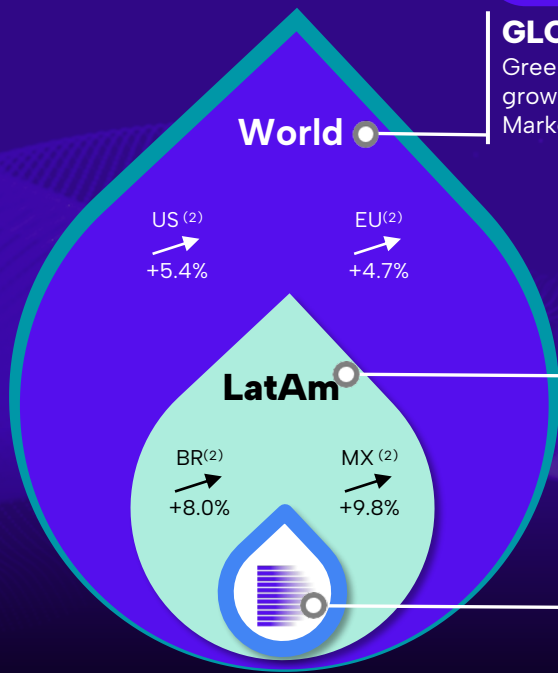


**DESPEGAR CONTINUOUSLY DRIVES
PROFITABLE DIVERSIFICATION**



THE LATAM TRAVEL MARKET IS SIZEABLE AND GROWING, CREATING OPPORTUNITIES IN B2B2C, B2B AND B2C FOR A SUSTAINABLE GROWTH TRAJECTORY

Significant Market Opportunities



\$2.4T (1)



GLOBAL MARKET

Greenfield opportunity to leverage our technology to grow B2B/B2B2C and Dynamic Packages in a Global Market expanding 7% CAGR² until 2029

\$170B (1)



CURRENT POTENTIAL MARKET

Highly fragmented market provides significant growth opportunities leveraging our scale, operational know-how and technology

\$5.5B (2024)



STRONG GROWTH

B2B/B2B2C delivering a 48% Revenues CAGR in 2022-2025 period



\$5.5B Despegar

B2C

81%

Generated across LatAm, with majority in Brazil and Mexico

B2B

10%

Connected ~15K offline Agencies

B2B2C

9%

~80 White Label partners across Banking/ Retail/ Travel space

(1) Source: Euromonitor.

(2) CAGR (2025-2029). Source: Euromonitor

LATAM'S MARKET COMPLEXITY IS DESPEGAR'S ADVANTAGE, WITH AI AND TECH, WE CAN UNLOCK IT



Latin-American Market

Multiple economies with diverse regulations, challenges and customer preferences

Fragmented supplier base¹

Top 10 Hotel chain capture 17% of share vs 74% in the US

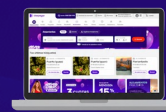
Under penetration of online despite sustained growth

49% online booking vs 80% US and 67% EU

Unbanked & Strong preference for installments

Single technology platform

Over 19M App's Installed base



Multiple Distribution Channels

Direct, Indirect and Multibrand



AI Assisted Interactions



Commercial Teams with deep local market expertise

Talented teams in +7 countries



In-house built Fintech with Fraud Prevention, Payment Processing, and Buy Now Pay Later (BNPL)

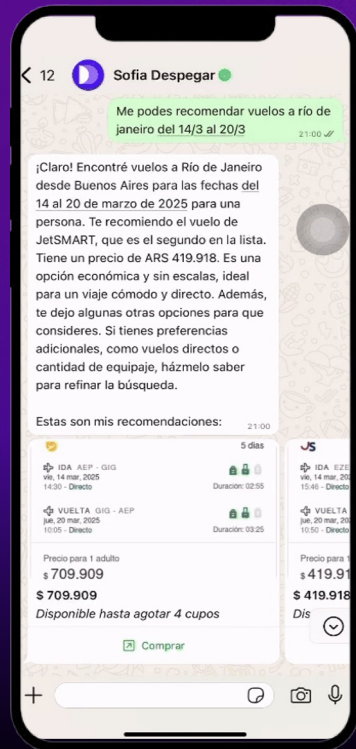


(1) Source: Euromonitor % of gross bookings.

• CAPTURING AI BIG OPPORTUNITIES IN DIFFERENT FRONTS



SOFIA for sales

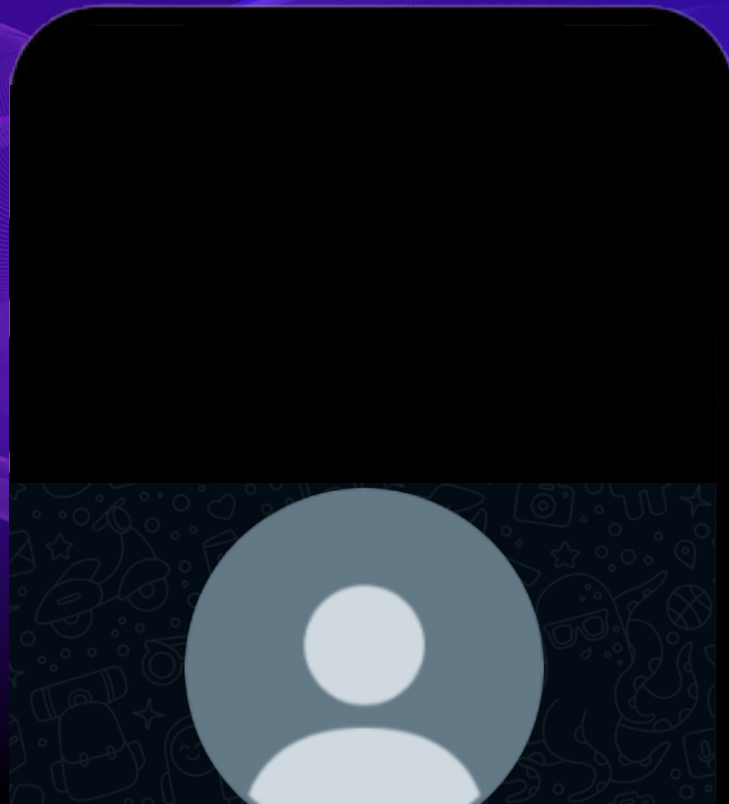


**Selling on WhatsApp,
Despegar App and Web**

**1% of total
Despegar B2C
Revenues**

**+25% MoM growth
during last quarter**

AI Assistant



**Leading live
customer
interactions and
supporting
quality control
and training of
human agents**

**-37%
contacts**

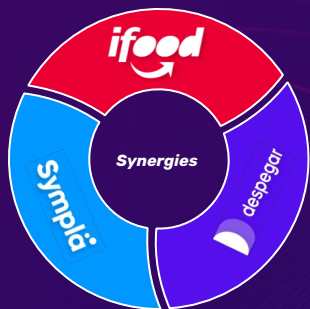
+10pp NPS

CREATING THE MOST EXCITING LIFESTYLE ECOSYSTEM IN THE REGION BY COMBINING THE MOST LOVED FOOD DELIVERY APP AND THE BEST OTA



Despegar powers Prosus' lifestyle ecosystem — from single-brand users to ecosystem members

ECOSYSTEM SYNERGIES



Planning to in-destination: book flights/hotels, order food, and secure event tickets using shared points and perks across the ecosystem.

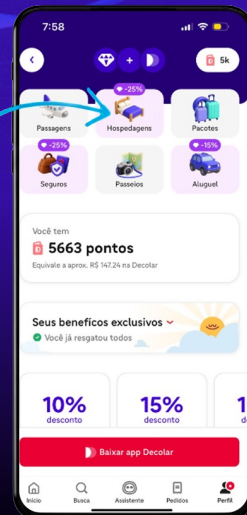
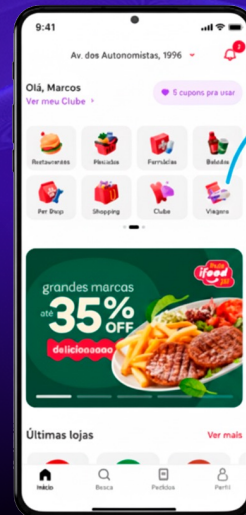
LatAm rules are more flexible on consented cross-brand data sharing compared to EU & USA.

KEY PRIORITIES AND FOCUS AREAS

- Expand lifestyle category
- Loyalty and monetization
- Enhance cross-sell

BIG OPPORTUNITIES AHEAD

- Lower customer acquisition cost (CAC)
- Connected Trip
- Global Ecosystem
- Buy Now Pay Later and Anti Fraud



INITIAL ECOSYSTEM TRIALS ARE SHOWING POSITIVE RESULTS

The ecosystem is performing: cashback lowers CAC and boosts repeat; moving from testing to disciplined scaling



prosus



CLIENT BASE OVERLAP

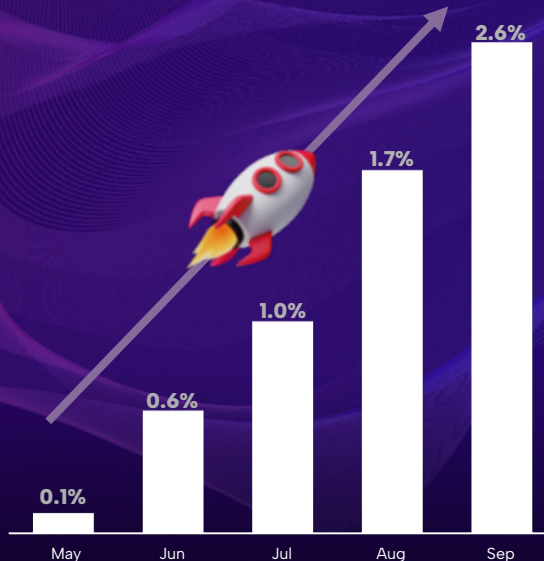
ifood + despegar

<5%

45%

PROMISING RESULTS

■ Synergy Revenues as % of Total B2C BR Revenues



Testing phase –
achieved 3%¹ of sales
in just 4 months, with
a proven formula
ready for scaling.

READY TO SCALE!

(1) Numbers reflect performance during the final week of September.

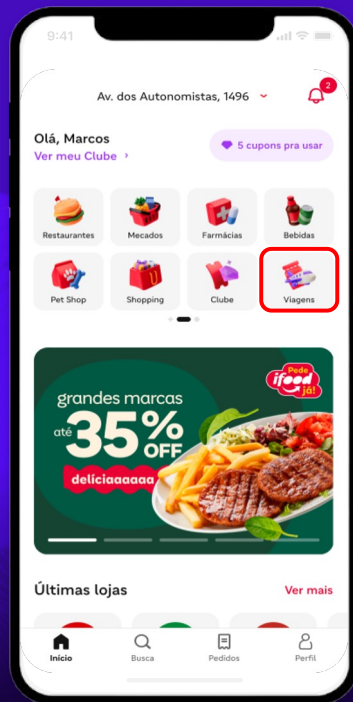
BUILDING THE LATAM ECOSYSTEM | CROSS TRAFFIC INITIATIVES



High quality traffic

iFood Home

(Viagens)

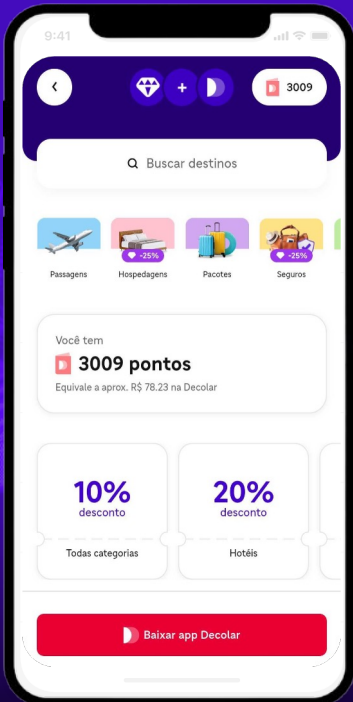


Significant customer base with low overlap and high potential – iFood traffic outperforms D! BAU: **2x CVR & 2x app install rate**

Efficient acquisition lever

Travel Category

(Viagens)

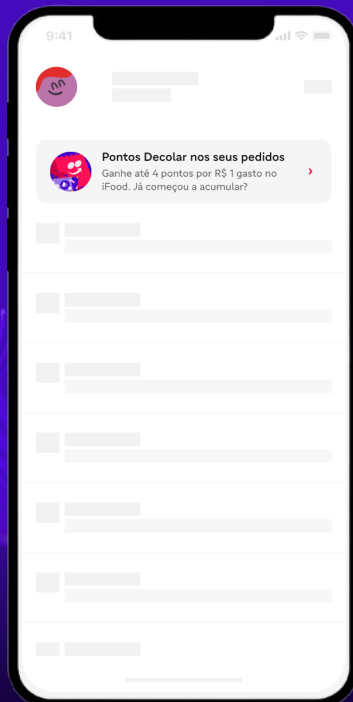


~2x purchase probability and ~45% CAC for new clients → higher LTV vs D! BAU

Ecosystem engagement

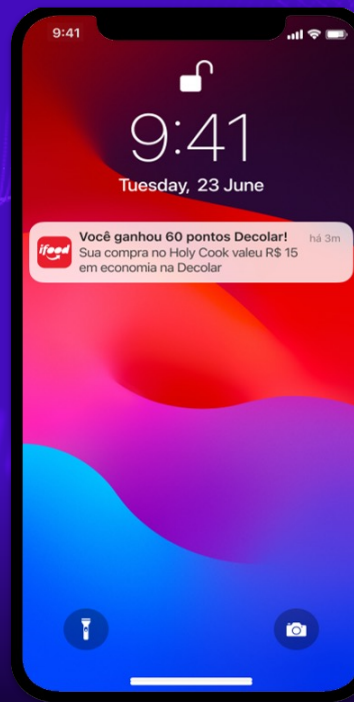
Cashback

(Post-order push)



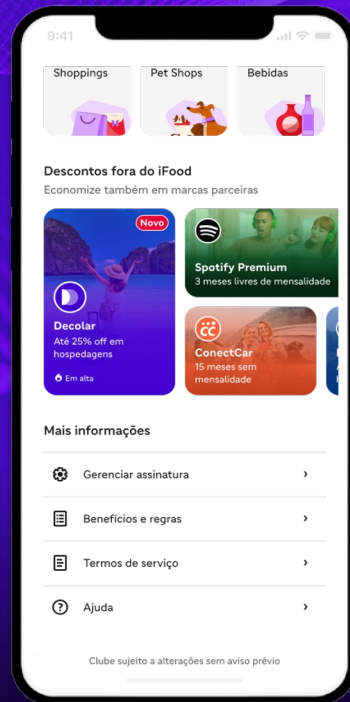
Cashback

(Post-order push)



Clube

(Profile)



+45% Travel Category CTR
+65% CB enrollment rate vs Non Clube