Connecting every journey, seamlessly

Gonzalo Estebarena
CEO

Renan Pinto
Finance

decolar despegar BestDay viajes Falabella viajanet HotelDO stays

Agenda

We are the #1 travel tech company in Latam
operating leading brands in the region

#1 TRAVEL
Company in LATAM

#12.2M
FY26 Transactions

$ 6.8B
FY26 Gross Bookings

$ 846M
FY26 Revenue

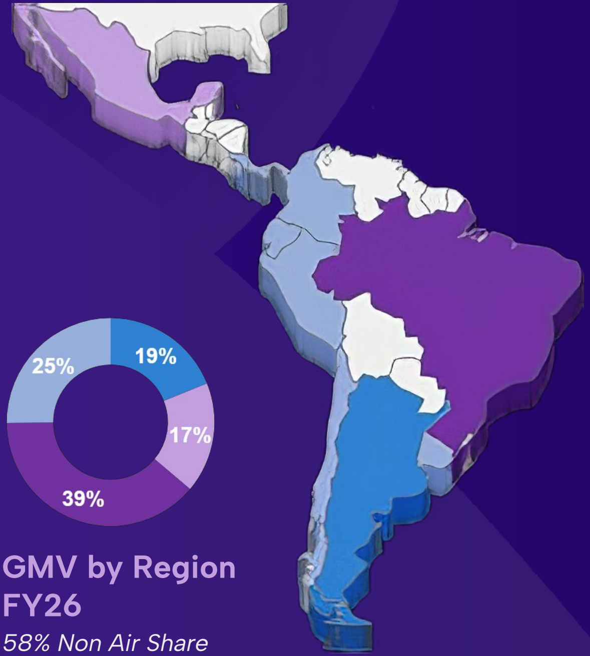
$ 129M
FY26 EBITDA

$ 152M
FY26 Free cash flow

DESPEGAR ACTS AS A CONSOLIDATOR IN THE LATAM TRAVEL MARKET

decolar | despegar | BestDay | viajes Falabella | viajanet | HotelDO | stays

DESPEGAR CONTINUOUSLY DRIVES PROFITABLE DIVERSIFICATION



GMV by Region FY26
58% Non Air Share

(1) Financials presented are pro-forma figures covering FY26. Excludes Koin and hyperinflation adjustment.

Our right to win

Local depth + tech scale that global OTAs cannot replicate

What we own that others don't

- **Deep local relationships:** 9,000+ agency partners, on-the-ground commercial teams in 7+ countries , and supplier trust built over 25 years.
- **Payment infrastructure:** connect to every relevant payment method in LatAm; 51% of sales with installments. Global OTAs cannot handle LatAm payment complexity.
- **Single technology platform:** One stack powering B2C, B2B, and B2B2C, with an install base of 22M+ apps .
- **Merchant of record:** we handle post-sales, fulfillment, and customer support across borders, currencies, and regulatory regimes.

Why the moat widens, not narrows

- **Fragmented supplier base:** Top 10 hotel chains hold only of 17% LatAm share versus 74% in the US. Our aggregation role is structurally more valuable
- **Under-penetration:** 51% online booking in LatAm versus 80% in the US. The market's digital growth channels directly into our infrastructure.
- **AI trained on proprietary local data:** 45% of customer interactions and 7% of B2C sales now through **SOFIA**, our AI assistant.

We create seamless journeys across the value chain… from end customers to other travel businesses

5.6 million customer in the L12M

B2C *(78% gross bookings)*

1.3 million listed properties

60 partner airlines

Core B2B *(11% gross bookings)*
We partner with 9k agencies around the world

Whitelabel *(11% gross bookings)*
best solution that enables non-travel companies

Latam's complexity is our advantage and AI unlocks it further

The market challenge

Multiple economies with diverse regulations, challenges and customer preferences

Fragmented supplier base [1]
Top 10 hotel chain capture 17% of share vs 74% in the US

Under penetration of online despite sustained growth
51% online booking vs 80% US and 69% EU

Unbanked & strong preference for installments

Single technology platform
Over 22M app's installed base

Multiple distribution channels
Direct, indirect and multibrand

AI with presence along entire travel cycle
45% interaction and 7% of total B2C sales

SOFIA

Commercial teams with deep local market expertise
Talented teams in +7 countries

Diverse payment offering
Connected with every relevant payment method in latin america, with 51% of sales with installments

Global OTAs can list LatAm hotels.

We can process an installment payment in local currency, handle post-sale in portuguese, and recommend a package based on local travel patterns.

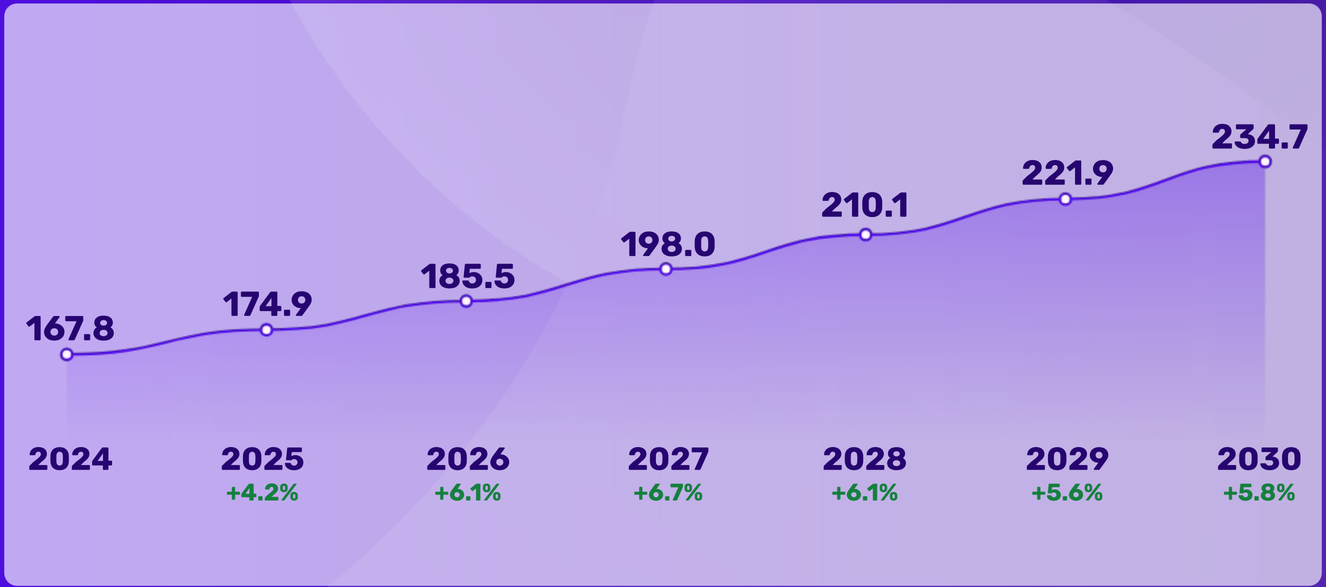
(1) Source: Euromonitor % of gross bookings.

A large, fast-growing market

LatAm travel expanding 6.1% CAGR to 2030

All in US$ billion

LatAm market evolution [1]



CAGR 2026-2030

Latam

+6.1%

+6.4%	+5.7%

Main regions

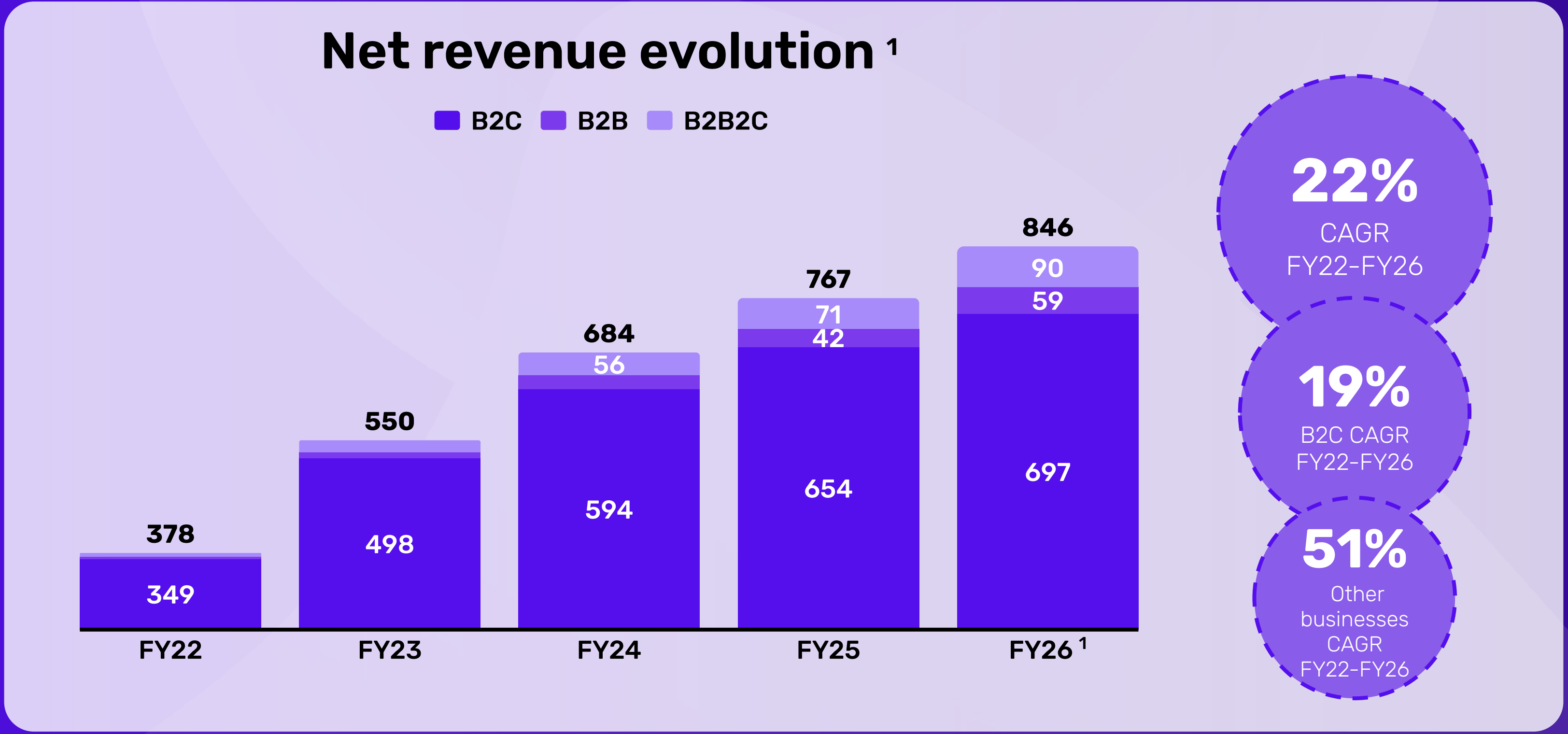
+5.4%	+5.2%

(1) Source Euromonitor

Scaling fast and diversifying

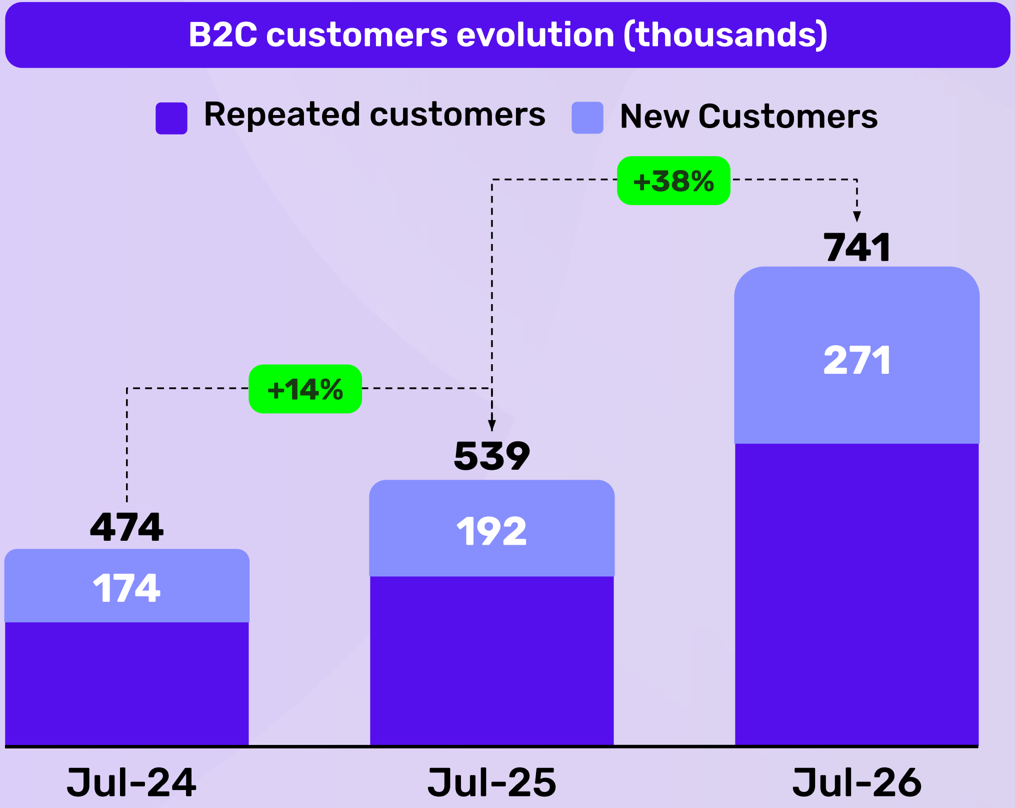
22% revenue CAGR across three segments

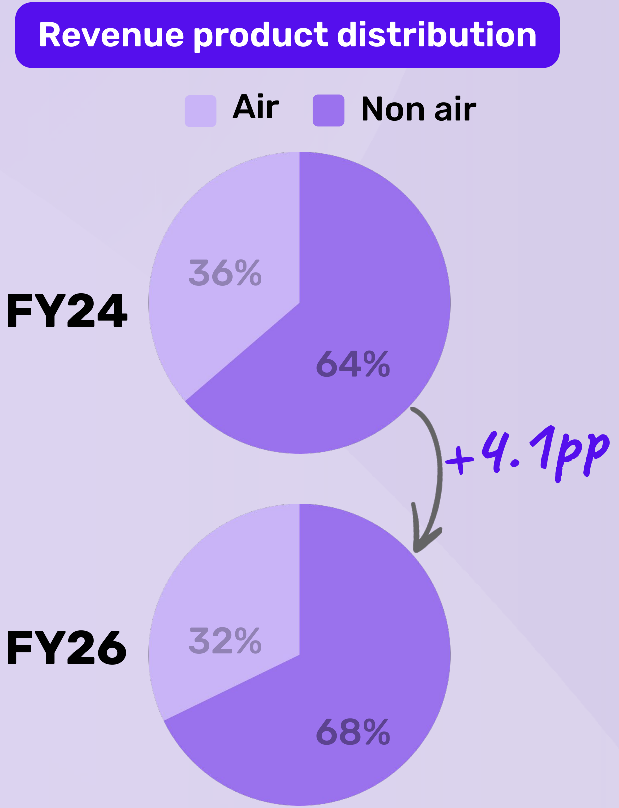
All in US$ million



(1) Excludes discontinuous business (DMC), Koin and hyperinflation adjustment Pro-forma figures covering FY26.

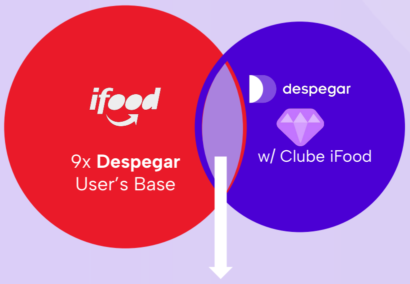
B2C growth is accelerating
and we are growing more profitable products faster





The iFood partnership is a growth engine
26% of Brazil's B2C revenue comes from the ecosystem

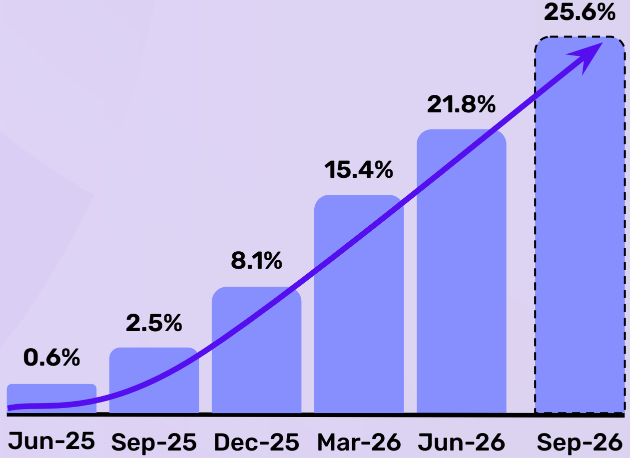
prosus



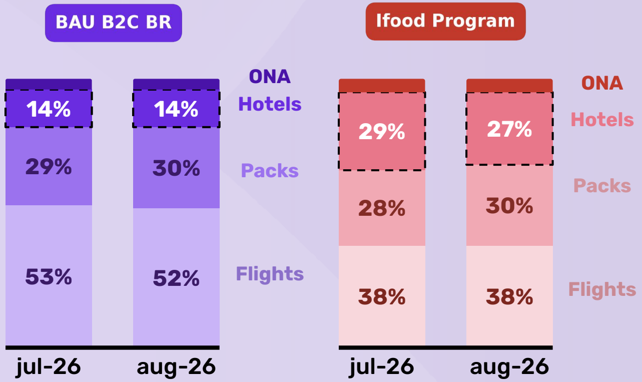
CLIENT BASE OVERLAP

ifood + despegar

Synergies ***as % of Brazil B2C net revenue***



Program customers purchase wider and more profitable mix



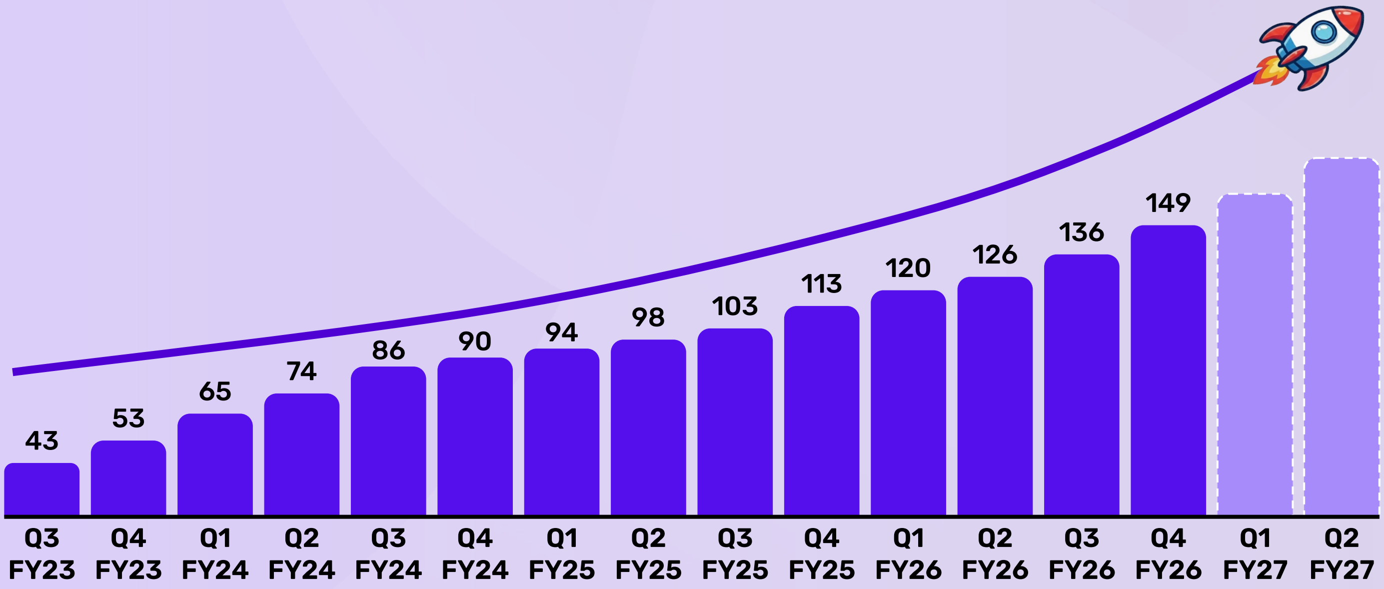
And retain better…

39.5%	24.1%
Ifood Program	BAU B2C BR

B2B: 4X revenue in 4 years [1]
enabling +9,000 agencies and the most exciting brands

All in US$ million

B2B trailing twelve months net revenues



Net revenue

+41%

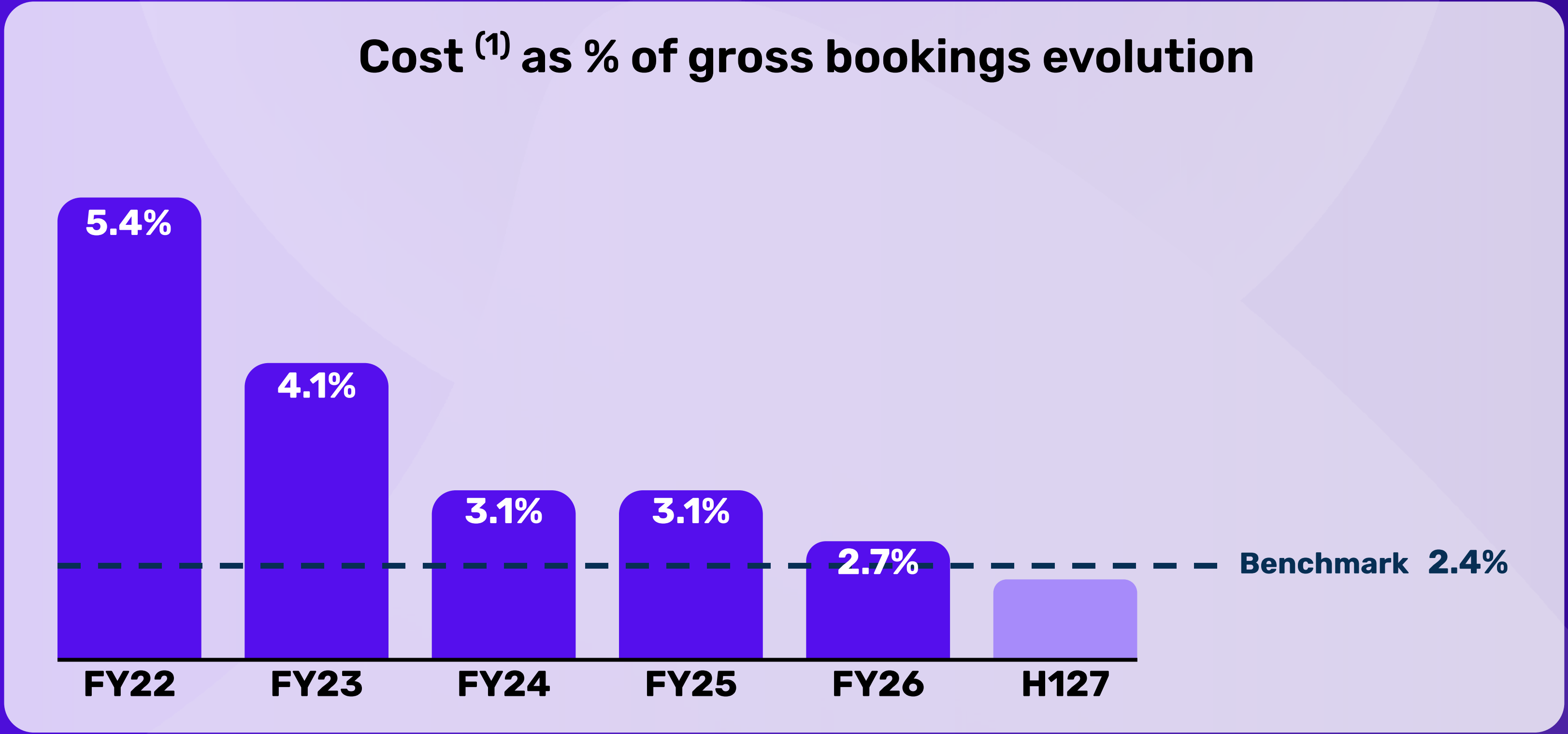
CAGR FY23-FY26

Partnering with top companies

LATAM
itaú
BBVA
nu
livelo
Santander

(1) B2B revenue growth from Q2 FY22 to Q2 FY27

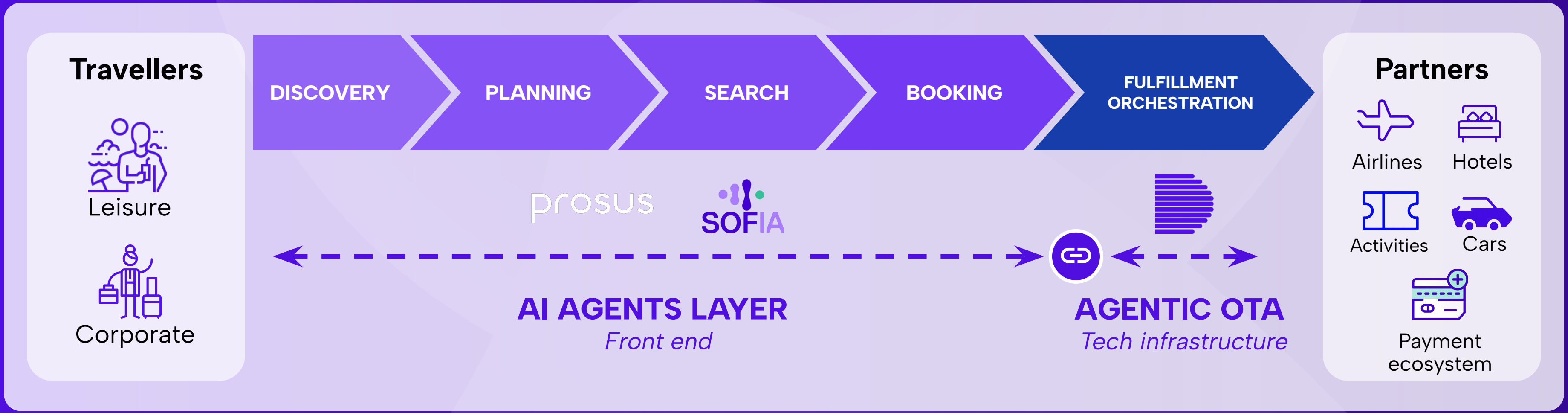
Best-in-class cost control
below the 2.4% industry benchmark



(1) Costs = Technology and content + General and administrative (excluding extraordinary impacts)

Despegar the core orchestration engine for AI agents

Specialized agents own interface & booking while Despegar connects fragmented supply at scale



Why agents will need Despegar agentic orchestration behind?

Local payments
Regional payment methods & client preferences

Complex supply
Airlines, hotels & multi-inventory API

Post-sales
Customer support with and merchant of record

A clear three-pillar strategy to continue building

Develop scale

1 Grow the core business

- The default choice in B2C Travel in Latam
- Global B2B player
- Empower every Latam business to offer travel (B2B2C and brand alliances)

2 Expand product offering

- Corporate travel
- Ads monetization
- Partner financing
- Exploratory initiatives

3 Build agentic assets

Agentic Sales Assistant

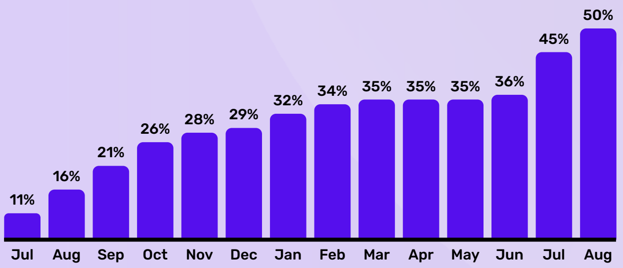
SOFIA agentic sale assistant

Agentic infrastructure for partners

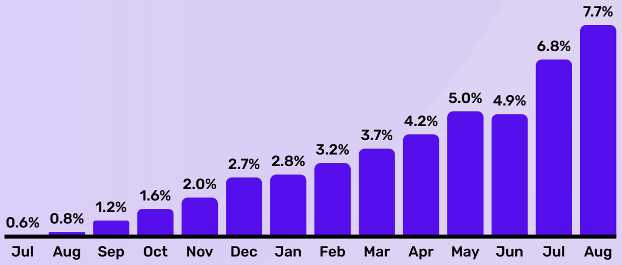
Tech supplier for partners

45% of interactions, 7.7% of B2C sales
Outperforming all physical stores combined

% Trip interactions with SOFIA



% GB SOFIA / GMV B2C D!



Key outlook & strategy

Growth target

- SOFIA: achieved targets of 45% interaction and 7% sales for Sep'26

Full cycle presence

- Active in: inspiration, planning, booking, after-sales & travel

Next steps

- Testing new capabilities: eg. check-in, seat-selection

SOFIA CLAW

We built an Agentic Operating System for hotels. Results are changing their business and they are loving it

Up to +50% Revenues & 3-10% Cost savings

What it does?

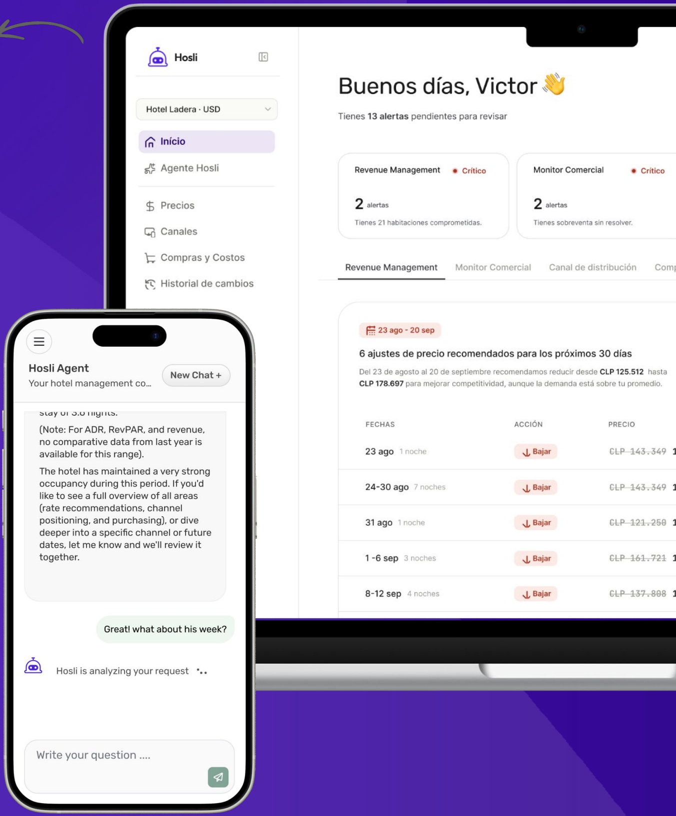
Tracks real-time market pricing, demand & competitors rates.

Recommends optimal pricing and inventory strategy.

Executes automated rate update across all channels

24/7 autonomous operation, fully managed from a hotel's phone

Ultra-fast integration live in minutes not weeks



Together with Prosus we are accelerating
growing profitably and developing agentic capabilities

Record breaking net revenue

~20% organic growth year over year, and Brazil growing at ~30% organic

Scaling with profitability

Growing the business without sacrificing margins

Growing free cash flow

Sustaining profitable growth throughout the year

7.5x ecosystem revenue growth

Unlocking new acquisition and conversion levers

Artificial intelligence

Advancing in AI for customers, suppliers and internal efficiency

Connecting every journey, seamlessly

Growing fast in areas with higher profitability

Using AI as a fuel - agentic infrastructure not desintermediation

Benefitting from Prosus ecosystem - iFood, OLX and beyond