

Press kit



Table of contents

About Kiwi.com

Our story

Our mission statement

Our founders

Our products

Making travel better

Making the travel business better

Our achievements

2018 in review

About Kiwi.com

Kiwi.com was founded in 2012 by Oliver Dlouhý and Jozef Képesi. It was created for travellers, by travellers.

Kiwi.com is powered by its proprietary algorithm that allows users to combine flights and ground transportation from over 750 carriers, including many that do not normally cooperate. This groundbreaking technology is called Virtual Interlining.

Thanks to this unique algorithm, and the industry-leading Kiwi.com Guarantee, the travel technology company is one of the fastest growing technology companies in Central Europe.

Currently, Kiwi.com has more than 100 million flight searches every day.

In 2017, Kiwi.com generated a turnover of €700 million, which grew to €1.1 billion in 2018.

Now, it employs over 2,600 people worldwide.

2018 brought about a number of innovative solutions. It saw the launch of Intermodal, a tool that combines both air and ground transportation; NOMAD, a revolutionary new way to combine cheap flights; and Tequila, the new B2B platform for partners of all sizes.

What's more, Kiwi.com ranked seventh in the 2017 Deloitte Technology Fast 500 EMEA list, becoming the highest-ever rated Czech company. In June 2018, for the second consecutive year, Kiwi.com was named the best start-up in the Czech Republic by the Czech Forbes Magazine.

Our story



2011

An inspiring vacation to Portugal

While struggling to book cheap flights for a holiday, Kiwi.com's CEO Oliver Dlouhý comes up with an idea that could change the world. Together with Jozef Képesi, he starts developing their own flight search engine

2012

Skypicker finds investors

The company is founded as Skypicker

Development starts on the unique flight combination algorithm – Virtual Interlining. Czech entrepreneur Jiří Hlavenka invests in the idea



2014

Big boom

Skypicker acquires the search flight engine WhichAirline boosting user numbers and company revenue

Skypicker makes its first partner bookings

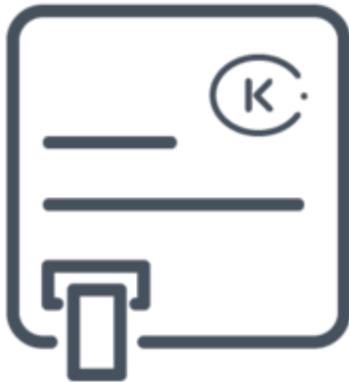




2015

Growth

Growth accelerates. Skypicker lands another investment and integrates GDS carriers as well as metasearches



2016

Kiwi.com

Skypicker becomes Kiwi.com



2017

€700m turnover

Turnover grows from €330m in 2016 to €700m in 2017

Kiwi.com is named the fastest-growing technology company in Central Europe by Deloitte Technology [Fast 50 Central Europe in the Rising Star category](#)



2018

Making travel better

Number of employees surpasses **2,600** worldwide

Kiwi.com implements buses and trains into the search



2019

New shareholders

General Atlantic take a stake in Kiwi.com

Our mission statement

Making travel better

How is Kiwi.com making travel better?

Kiwi.com aims to offer door-to-door transportation, allowing travellers to reach almost anywhere in the world.

By aggregating different global carriers — air, ground, sea, and city micro-mobility — Kiwi.com wants to provide an all-in-one solution for all travel-related needs.

And thanks to the Kiwi.com Guarantee travellers have a seamless and enjoyable travel experience.

Our founders

Oliver Dlouhý – Co-Founder and CEO of Kiwi.com



In 2012, Oliver founded Skypicker, which later became Kiwi.com. Leveraging the local tech talent pool in Brno, Czech Republic, he began developing the unique flight combination algorithm – Virtual Interlining. This has powered the company’s immense revenue growth.

Oliver appeared in the Financial Times’ [New Europe 100 list](#) of Central and Eastern Europe’s brightest and best people in 2016. He was also named one of the Forbes [30 under 30 Europe in 2018](#).

Jozef Képesi – Co-Founder and CTO of Kiwi.com

Jozef is responsible for the technological success of Kiwi.com. He created the first functional version of the search engine and contributed to creating the unique algorithm for finding cheap flights.

Currently, Jozef leads the company's IT team and technological development.



Our products

Kiwi.com is the first global company to offer a comprehensive online bookable inventory, including flights and onward connections.

More than a discovery tool, Kiwi.com indicates exactly what any chosen trip, routing and transport will cost and suggests alternatives. Through transparency and by giving the power back to the traveller, Kiwi.com allows users to be inspired by the choices on offer and to make an informed decision.

Virtual Interlining

Kiwi.com invented a flight search algorithm which allows users to combine flights and ground transport automatically from more than 750 carriers. Most of these carriers do not normally collaborate with each other. The technology of merging the legs of uncooperating carriers into a single itinerary is called Virtual Interlining.

Virtual Interlining allows for significant cost savings for the traveller by combining flights from different carriers in order to travel from A to B via C.

With the growth of air passenger numbers and the ever increasing demand for self-connecting flights, Kiwi.com's Virtual Interlining fills a gap in the market. Both passengers and partners at various airports and airlines use Virtual Interlining because it's unlike any other existing product.

The core benefit for customers is the [Kiwi.com Guarantee](#). This protects the traveller from missed connections that might arise because of schedule changes, flight cancellations, or delays that affect connecting legs operated by different carriers.

In these cases, customers can reach Kiwi.com's Customer Support 24/7 by phone and email. Kiwi.com covers the costs related to the missed connection, such as accommodation, meals and rebooking onto another flight.

According to Kiwi.com's CEO, Oliver Dlouhý, the Guarantee is a "very real proposition which adds huge value to the consumer, giving added protection and reassurance".

NOMAD

NOMAD is an enhancement to Kiwi.com's MultiCity feature. It enables users to fully automate the routing of their trip to multiple destinations and find the largest savings.

The goal of NOMAD is to provide users with a better experience when planning trips with two or more stops. When a user plans a complex trip, Kiwi.com will provide them with the option to stop over at multiple destinations along the way. Instead of requiring the customer to choose

the order of those destinations, Kiwi.com will shuffle these stops to arrive at the most efficient and inexpensive itinerary possible.

Oliver Dlouhý, the co-founder and CEO of Kiwi.com, said: "At Kiwi.com we are always looking to eliminate the pain of planning MultiCity itineraries for users who are travelling alone, on business or with groups, while providing those itineraries at the most competitive price."

"Imagine being able to book a roundtrip flight from Prague to London, with stops in Paris, Rome, and Stockholm for the very low price of €131. By using NOMAD that is now within the power of the user."

Intermodal

Intermodal enables travellers to visit cities that can't currently be reached by flights.

It provides bookable itineraries with various means of transportation, specific times and prices. By giving travellers the ability to find and book the optimum route from start to finish, it is much more than just a general route information provider.

With over 100 million searches on Kiwi.com every day and our distribution network, it provides a one-stop solution for travellers. It showcases the optimal transport combinations based on time, routing, distance or cost, but mostly, according to the customer's preferences.

Kiwi.com is connecting the currently unconnected. Every day, it adds new content to its already extensive network. Over the next few months, there will be another 10,000 and more city pairings added to it.

The new Intermodal approach gives the traveller maximum control over their plans, even linking up cities without airports. What's more, if the traveller wants to keep their trip spontaneous, they can book segments too.

"Today's travellers are increasingly savvy, and this additional insight and control enables them to plan and book complex itineraries using trains, rental cars, taxis, ride-hailing, ferries, buses, and hotels," Oliver Dlouhý, the co-founder and CEO of Kiwi.com, said.

Making travel better

Through the highly innovative technology of Virtual Interlining, Kiwi.com allows customers to find the best flight combinations. These are competitively priced and, most importantly, protected by our Kiwi.com Guarantee.

Last year, we introduced a new way to search. Now, customers can use our NOMAD and Intermodal products to make your travel experience better. We launched Tequila – a B2B portal where any person or company that wants to build and sell a travel product based on our technology, and gain access to our offers, can register and do so easily.

A dedicated team creates inspirational content for [Kiwi.com Stories](#). Every day, this content reaches tens of thousands of readers around the world.

Kiwi.com is also very active in organising events for the engineering community through [code.kiwi.com](#). This puts it in a position to maintain a high level of innovation.

If you want to find out more about Kiwi.com, visit the company's pages on [Facebook](#), [LinkedIn](#), [Twitter](#), [Instagram](#) or [YouTube](#).

The Kiwi.com app is free to download on [Google Play for Android](#) or in the [Apple App Store](#).

Making the travel business better

Kiwi.com focuses on other players in the travel industry as well.

The [Partners](#) site publishes the latest news about Kiwi.com's business. Similarly, the new portal for business partners of all sizes – [Tequila](#) – provides information on possible partnership opportunities. Now anyone can access all of Kiwi.com's content and services for free.

Lastly, at the end of 2018, we partnered with PhocusWire to write a [white paper](#) and shoot a [webinar](#) describing what's behind the innovative core product, Virtual Interlining.

Tequila

Tequila travel solutions were unveiled at the [Phocuswright Conference 2018](#) in Los Angeles. The conference is the biggest gathering of the travel industry's influential leaders, pioneering executives and innovative startups.

Tequila is a major innovation for companies around the world. Anyone looking to broaden their range of travel products can benefit from access to our deals and routes through both technology and content.

The Tequila platform grants full access to all of Kiwi.com's products to partners who sign up to the system. These can then be packaged as white label offerings for its clients. It provides any company that wants to enter the travel industry with a wide range of tools and opportunities that are easy to implement.

It is not only about content, but also other functions such as payment processing, fraud prevention, customer support and so on. The entire package allows start-ups and non-traditional travel companies to enter the market safely with the protection and knowledge of an established industry leader.

Tequila allows travel and transport providers to leverage Kiwi.com's technology to sell a broader range of travel offerings. Likewise, these providers can enter new verticals without the time and expense of building their own systems. They will have access to millions of flight combinations and Intermodal transport offerings at the click of a mouse.

Kiwi.com will arrange revenue-sharing models with its partners as they look to broaden their revenue streams. These offerings can be scaled according to needs and requirements.

Our achievements

Awards

In 2017, Kiwi.com was ranked seventh among the fastest growing companies in Europe and the Middle East in the Deloitte Technology [Fast 500 EMEA 2017](#).

The same year, the [Travolution Awards](#) awarded Kiwi.com the Best Meta Search Website, as well as 2017 Rising Brand of the Year.

Oliver Dlouhý appeared in the Financial Times' [New Europe 100 list](#) of Central and Eastern Europe's brightest and best people in 2016. More recently, he was named one of the Forbes [30 under 30 Europe 2018](#).

Quick 2018 review

| | | | |
|---|---|---|---|
|  |  |  |  |
| €1.1bn Gross transaction value in 2018 | 2.4k+ Kiwi.com employees around the world | 750+ Airlines and ground transport providers combined via Virtual Interlining | 30k+ Seats sold per day |