



# Press Kit



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## About Kiwi.com

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

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

Kiwi.com is one of the fastest growing technology companies in Central Europe, thanks to our unique algorithm, and the industry-leading Kiwi.com Guarantee.

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 billion in 2018.

Kiwi.com currently employs over 2,600 people worldwide.

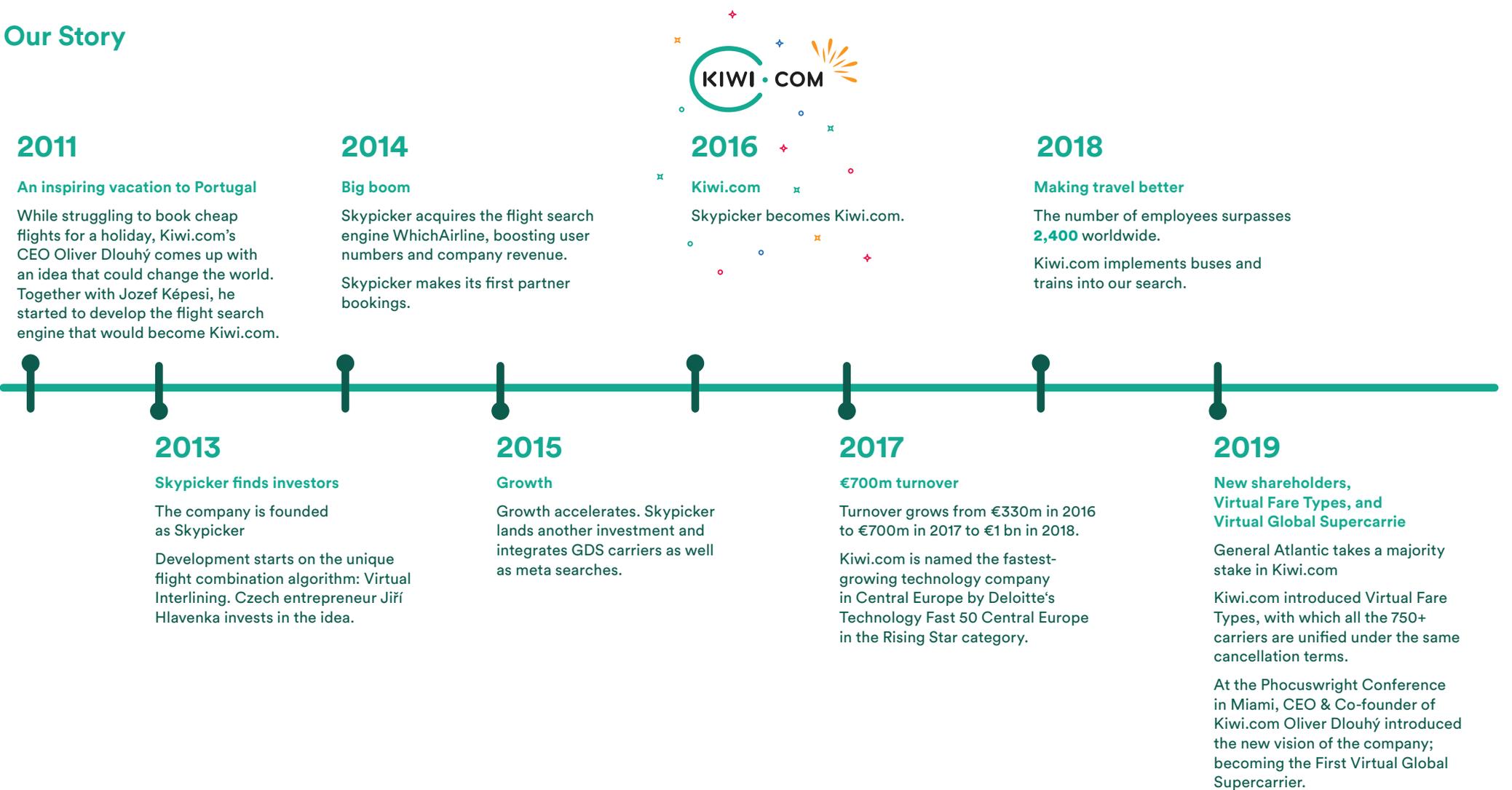
2018 brought about a number of innovative solutions. It saw the launch of Intermodal, a tool that combines both air and ground transportation; Nomad, a revolutionary new way to combine cheap flights; and Tequila, the new B2B platform for partners of all sizes.

What's more, Kiwi.com was 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 Forbes Czech Republic.

Following the innovative 2018, 2019 was a year of big changes in the company. Starting with General Atlantic taking a majority stake of our shares, continuing with the introduction of Virtual Fare Types, a feature which unifies all the carriers we cooperate with under the same terms of cancellations, and ending with Oliver Dlouhý announcing the change in company's vision toward becoming a Virtual Global Supercarrier at the Phocuswright Conference in Miami.



## Our Story





## Our vision statement

### Virtual Global Supercarrier

How is Kiwi.com becoming the first Virtual Global Supercarrier?

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—we want to provide an all-in-one solution for all travel-related needs.

And thanks to our Kiwi.com Guarantee, travellers can be sure they will 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.



## Our Founders



### **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 available and to make informed decisions.

### 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 cooperate with each other. Merging travel on 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 any A to any B.

### 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

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 many 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

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 create the most efficient and inexpensive itinerary possible.

"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

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, like 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".

providing those itineraries at the most competitive price," said Oliver Dlouhý, the co-founder and CEO of Kiwi.com.

"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 user's power."



## Our Products

### 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, combined with

our distribution network, Intermodal 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 connects the currently unconnected. Every day, we add new content to its already extensive network. Over the next few months, there will be more than 10,000 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," said Oliver Dlouhý, the co-founder and CEO of Kiwi.com.

### Virtual Fare Types

In 2019, Kiwi.com took another step to make travellers' lives more pleasant by introducing Virtual Fare Types, unifying the 750+ carriers we cooperate with under the same terms of cancellation for the customer.

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](http://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 your business better

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

Our 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

Our 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 partners. 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; like payment processing, fraud prevention, customer support, and more. 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. Following our previous success, Kiwi.com ranked fifth in the same program in 2018.

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.

In November 2019, at the Phocuswright Conference in Miami, Kiwi.com won the People's Choice Awards, which was followed by Oliver Dlouhý winning the "Person of the Year" award during the Křišťálová Lupa award ceremony in Prague, Czech Republic.



### Quick 2019 review

			
<b>€1bn</b>	<b>2.6k+</b>	<b>750+</b>	<b>33k+</b>
Gross sales in 2018 (Figures for 2019 will be available soon)	Employees across 20 locations	Carriers combined via <b>Virtual Interlining</b>	Seats per day



Thank  
you