

Fact Sheet 3Q17

Closing Price*: US\$32.00
 Market Cap*: US\$2.2 B
 Shares Outstanding: 69.1 m
 52 Wk range*: US\$30.9- US\$32.2

As of Sep 29, 2017



NYSE: DESP

Despegar (NYSE: DESP) is the leading online travel company in Latin America, operating under two brands, Despegar, our global brand, and Decolar, our Brazilian brand. We operate across 20 markets and offer the broadest suite of travel products in the region, including airfare, hotel bookings, travel packages, and other travel products to over 16 million customers. With a mission to make travel possible to Latin American consumers, the Company's one-stop marketplace enables millions of users to find, compare, plan and easily purchase travel services and products.

Investment Highlights

- Significant market opportunity driven by multiple favorable secular trends
- Leading & comprehensive travel offering, with numerous payment methods
- Virtuous cycle underpinned by scale, brand and effective marketing
- Leading mobile offering & powerful data analytics
- Experienced management team combined with strong sponsorship
- Strong financial position with significant growth potential

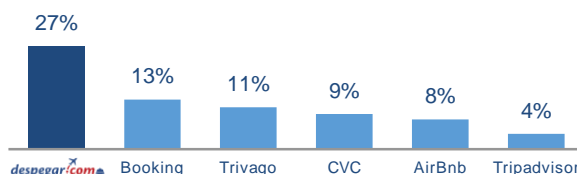
Seasoned Expertise in Complex Latin American Markets

- Different languages, local customs and travel preferences
- Over 20 different tax regimes across Despegar's markets
- Transitioning from cash to electronic payments and installments
- Highly fragmented market
- Proven experience in managing currency volatility
- Political & regulatory intricacies

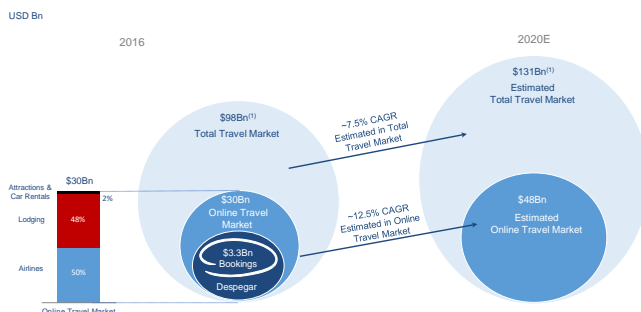
Leading OTA in Latin America

Local Knowledge and Industry Leadership Provide Unique Competitive Advantages

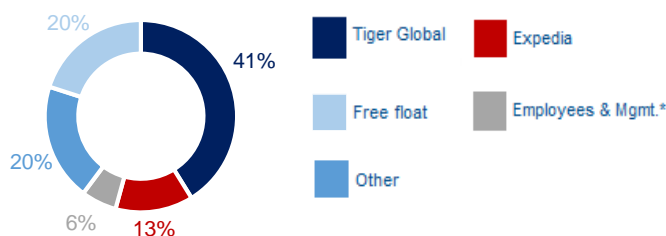
Leading Market Share & Strong Brand Recognition in LatAm³



Latin America Travel Market Size²



Ownership Structure*



* Includes vested and unvested employees options of 3.8 million @ \$26 per share plus ~0.2 million of vested restricted shares

3Q17 Highlights⁴

+25%
Y/Y TRANSACTION GROWTH

+32%
Y/Y GROSS BOOKINGS GROWTH

+24%
Y/Y REVENUES GROWTH






55%
REVENUE MIX NON-AIR

+55%
Y/Y MOBILE TRANSACTIONS GROWTH

(1) Online travel market from Euromonitor including airlines, lodging, attractions and car rentals. Air segment includes all Latin American countries and outbound globally; US\$ ticket values includes round trip for intra-country, single trip for intra-region and single trip for outbound trips; Online Air includes direct and intermediaries sales; Offline Air covers all transactions not booked or paid over the internet.
 (2) Despegar market share in terms of online travel market in Latin America by gross bookings.
 (3) Google's Share of Voice report based on Google's Trend data as of September 30th 2017. Graph shows relative number of searches of the Brand related keywords. Desktop & Web Responsive.
 (4) Reflects YoY change.



Full Service Offering & Flexible Financing with Significant Cross Sell Opportunity

-  **250+** Airlines
-  **900+** Car Rentals
-  **200+** Bus Carriers
-  **300K+** Hotels (Incl. Vacation Rentals)
-  **250+** Destination Service Suppliers
- 6** Cruise Lines & **7,000+** Activities
-  Flexible Payments through Financing Arrangements with Banking Partners (no collection risk for Despegar)



Priorities Driving Growth

Grow customer engagement	➔	Drive repeat purchase rate
Expand reach in the region	➔	Address new customers
Enhance offering & cross-sell	➔	Accelerate & diversify revenue streams
Deepen supplier relationships	➔	Increase & optimize inventory
Further investment in mobile	➔	Improve customer experience
Investment in IT & data	➔	Drive efficiency & margin growth
Pursue strategic acquisition	➔	Broaden platform & market share

FINANCIAL & OPERATING HIGHLIGHTS

FINANCIAL RESULTS (\$ in millions, except EPS)	FY15	FY16	9M16	9M17	%Chg	KEY OPERATING METRICS	FY15	FY16	9M16	9M17	% Chg
Revenue	\$422.0	\$411.2	\$300.0	\$379.9	27%	Number of transactions	7.7	7.2	5.2	6.6	28%
Cost of revenue	154.2	126.7	93.4	104.1	11%	Air	4.4	4.2	3.0	3.9	30%
Gross profit	267.5	284.5	206.6	275.8	34%	Packages, Hotels & Other Travel Products	3.3	3.0	2.2	2.7	23%
Operating Expenses	321.9	249.4	179.0	224.7	26%	Gross bookings (US\$ Bn)	\$3.6	\$3.3	\$2.3	\$3.2	41%
- Selling and marketing	170.1	121.5	89.1	119.9	35%	Revenue mix (% of total revenues)					
- General and administrative	78.2	64.7	42.7	52.8	24%	Air	52%	50%	49%	46%	-300 bps
- Technology & product development	73.5	63.3	47.2	52.0	10%	Packages, Hotels & Other Travel Products	48%	50%	51%	54%	300 bps
Operating income	(54.4)	35.1	27.6	51.1	85%	Revenue per transaction (US\$)					
Net financial income (expense)	(12.9)	(6.8)	(4.9)	(10.6)	118%	Air	\$50	\$48	\$49	\$45	-7%
Net income before income taxes	(67.3)	28.3	22.7	40.5	78%	Packages, Hotels & Other Travel Products	\$61	\$69	\$71	\$75	5%
Income tax expense	18.0	10.5	8.9	10.5	18%						
Net income	(85.3)	17.8	13.8	30.0	117%						
Diluted EPS (in US\$)	(1.49)	0.30	0.24	0.51	18%						
Adjusted EBITDA ¹	(39.1)	48.6	37.4	64.2	72%						
Adjusted EBITDA excl. one-time items ^{1,2}	(39.1)	50.4	32.9	62.2	89%						

¹ Excludes one-time tax recovery gains in 3Q16 and 3Q17.

² Refer to Company IR website for Adjusted EBITDA reconciliation to Net Income.

Disclaimer

This fact sheet may include forward-looking statements. These forward-looking statements are based largely on our current beliefs, expectations and projections about future events and financial trends affecting our business and our market. Many important factors could cause our actual results to differ substantially from those anticipated in our forward-looking statements. Forward-looking statements are not guarantees of future performance. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update publicly or to revise any forward-looking statements.

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