Fact Sheet 1Q18

Closing Price*: US$27.31
Market Cap*: US$1.89 B
Shares Outstanding: 69.1 m
52 Wk range*: US$22.73 – US$36.56

As of May 9, 2018

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 17 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

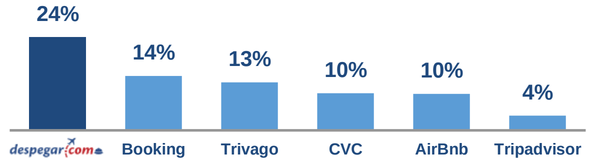
Seasoned Expertise in Complex Latin American Markets

- 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

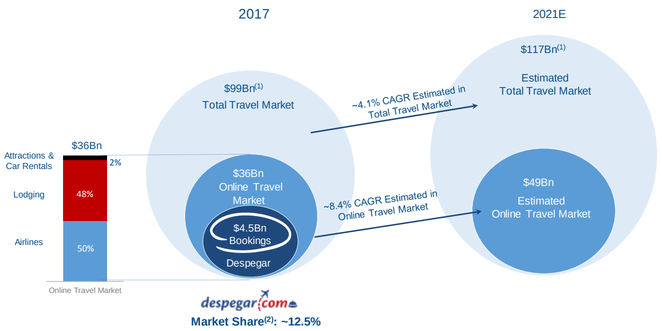
Leading OTA in Latin America

Local Knowledge and Industry Leadership Provide Unique Competitive Advantages

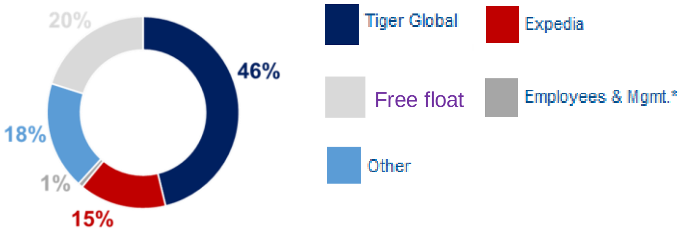
Leading Market Share & Strong Brand Recognition in LatAm[3]



Latin America Travel Market Size[2]



Ownership Structure*



* Includes common stocks, options and RSUs that will vest within 60 days of March 31, 2018.

1Q18 Highlights[4]

+18%	**+21%**	**+22%**	**59%**	**+37%**
Y/Y TRANSACTION GROWTH	**Y/Y GROSS BOOKINGS GROWTH**	**Y/Y REVENUES GROWTH (5)**	**REVENUE MIX NON-AIR**	**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 December 31st 2017. Graph shows relative number of searches of the Brand related keywords. Desktop & Web Responsive.
(4) Reflects YoY change
(5) Represents comparison against pro-forma 1Q17 figure adjusted for revenue recognition change effective since January 2018

Path to Further Growth

2016 - 2018

Call Centers

2017 NYSE IPO

Launched **bus business and local concierge products as part of destination services**

2016 Reached **~50% mobile traffic** & **33M app downloads**

Successfully Established and Grew Our Strategic Platform

2008 - 2015

2015 **Strategic Alliance** with **Expedia**

Reached **10 million mobile app downloads**

Migrated call center sales to online

2014 Launched **travel affiliated program and travel insurance**

2013 Launched **destination services and vacation rentals offering**

Reached 1 million mobile app downloads

2012 Launched **packages, rental cars and cruise products**

Launched **mobile app**

General Atlantic

2009 **Launched** Hotel products

Expanded to Bolivia, Costa Rica, Dominican Republic, Ecuador, Guatemala, Nicaragua, Panama, Paraguay and Puerto Rico

Start-Up

1999 - 2007

2007 **Tiger Global Management**

Expanded to USA, Peru & Venezuela

2000 Expanded to Brazil, Chile, Colombia, Mexico & Uruguay

1999 Launched site in Argentina

Full Service Offering & Flexible Financing with Significant Cross Sell Opportunity

300+ Airlines

1,000+ Car Rentals

280+ Bus Carriers

450K+ Hotels (Incl. Vacation Rentals)

240+ Destination Service Suppliers

7 Cruise Lines & **7,700+** 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)	FY17[3]	3M17[3]	3M18	% Chg
Revenue	**529.4**	**121.7**	**148.6**	**22%**
Cost of revenue	142.5	31.1	43.6	40%
Gross profit	**387.0**	**90.5**	**104.9**	**16%**
Operating expenses				
Selling and marketing	166.3	35.5	46.4	31%
General and administrative	72.6	18.9	15.9	(16%)
Technology and product development	71.3	15.4	19.2	25%
Total operating expenses	**310.2**	**69.8**	**81.5**	**17%**
Operating income	**76.7**	**20.7**	**23.4**	**13%**
Net financial income (expense)	(16.9)	(6.2)	(2.8)	(54%)
Net income before income taxes	**59.9**	**14.6**	**20.6**	**41%**
Income tax expense	13.7	2.4	4.2	75%
Net income	**46.2**	**12.1**	**16.4**	**35%**
Diluted EPS	0.75	0.21	0.24	14%
Adjusted EBITDA[2]	94.9	24.8	27.3	10%
Adjusted EBITDA excl. one-time Items[1,2]	92.1			

1. Excludes one-time tax recovery gains in 3Q17 and 4Q17.

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

3. For comparisson purposes figures were adjusted to reflect the new revenue recognition standards adopted since the start of 2018.

KEY OPERATING METRICS	FY17[1]	3M17[1]	3M18	% Chg
Number of transactions	**9.1**	**2.1**	**2.5**	**18.1%**
Air	5.3	1.2	1.4	9.3%
Packages, Hotels & Other Travel Products	3.8	0.9	1.2	30.4%
Gross bookings (US$ Bn)	**4.5**	**1.0**	**1.2**	**20.8%**
Revenue Mix (% of total revenues)				
Air	46%	47%	41%	(570) bps
Packages, Hotels & Other Travel Products	54%	53%	59%	+570 bps
Revenue per transaction (US$)				
Air	45.7	45.6	44.7	(1.9%)
Packages, Hotels & Other Travel Products	76.3	73.5	76.2	3.6%

1. For comparisson purposes, revenue mix and revenues per transaction were adjusted to reflect the new revenue recognition standards adopted since the start of 2018.

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