



worldia

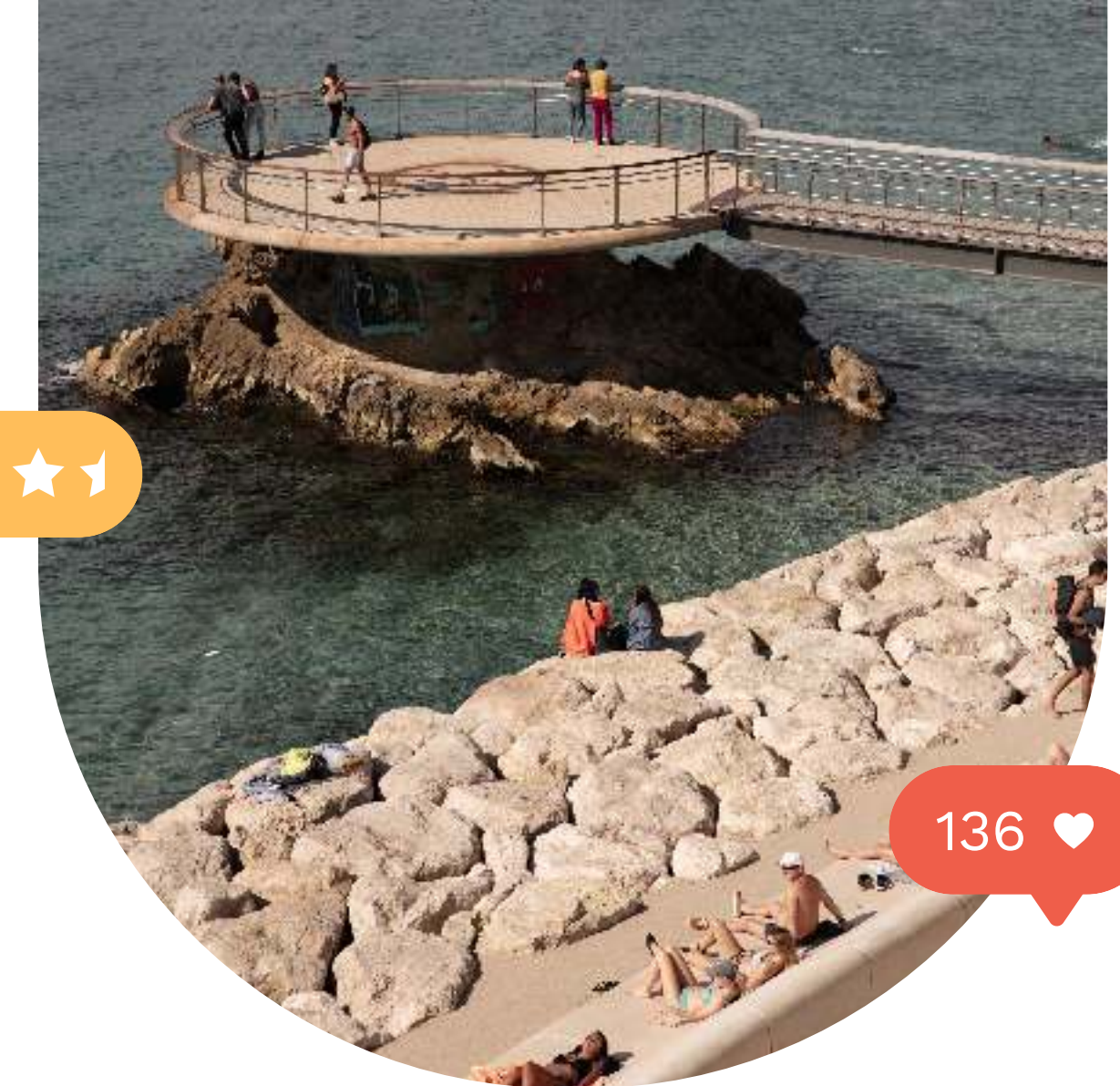
Dream, Create, Travel



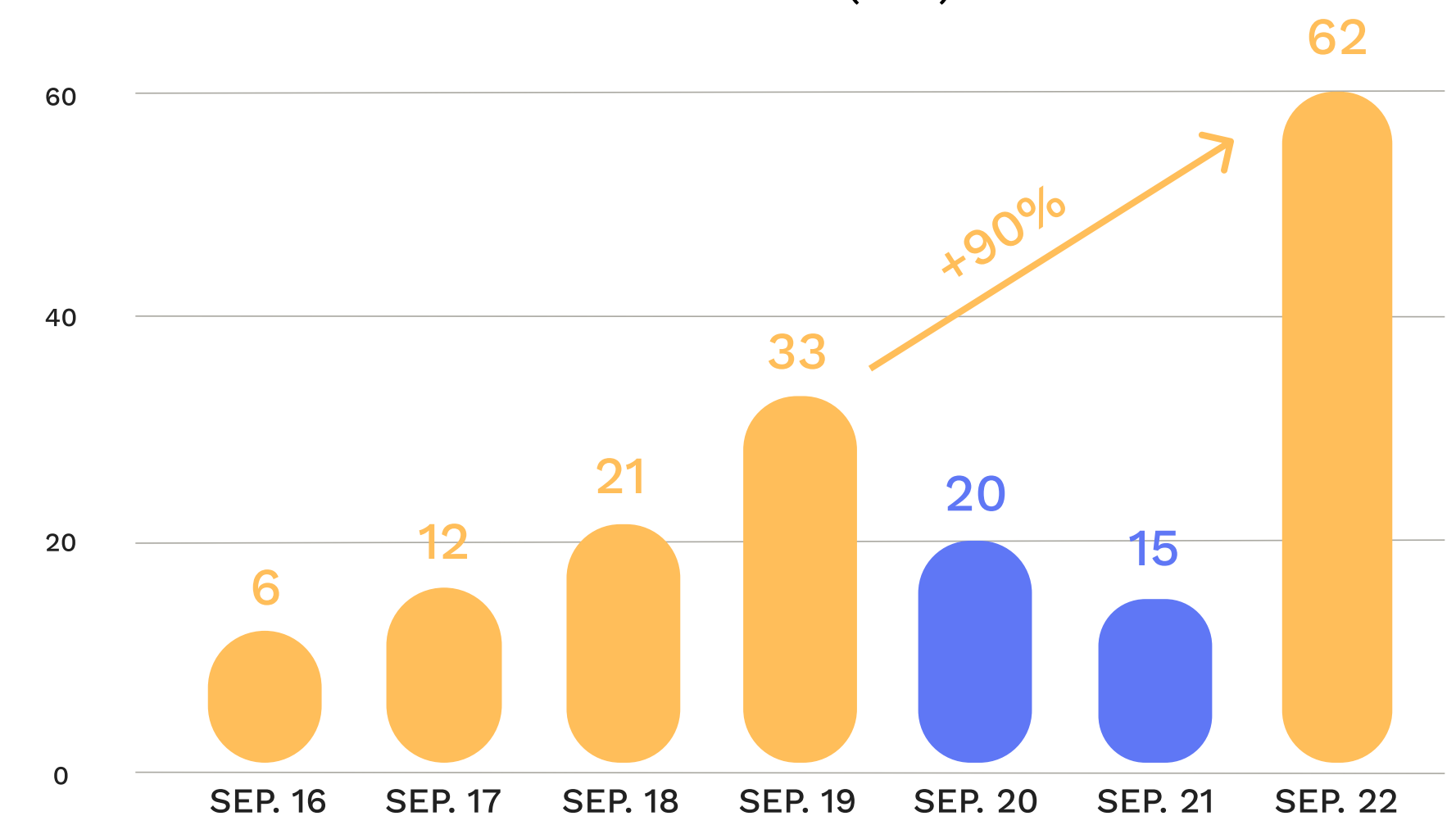
Worldia is building the next-gen connected-trip operator

1. **We are a B2B2C Travel Tech company** empowering any travel distributor to offer a seamless one-stop-shop experience
2. **We keep on growing fast & came out stronger from the Covid crisis**
+90% growth vs. pre-Covid levels
3. **We are now replicating our French success abroad**
7% of our GBV come from Germany & Belgium, 1st client in the US
4. **The market opportunity is huge**
€400Bn on Tour Operating & Travel Agencies only

- **€62M** GBV FY22
- **€12M** Revenue FY22
- **€100M** GBV run-rate EoY
- **3,300** PoS
- **€38,600** 4y LTV
- **0.8%** Churn



GROSS BOOKING VALUE (GBV) IN €M



Booking trips sucks, no matter the channel

43% | Of Americans don't enjoy booking travel

Do it yourself

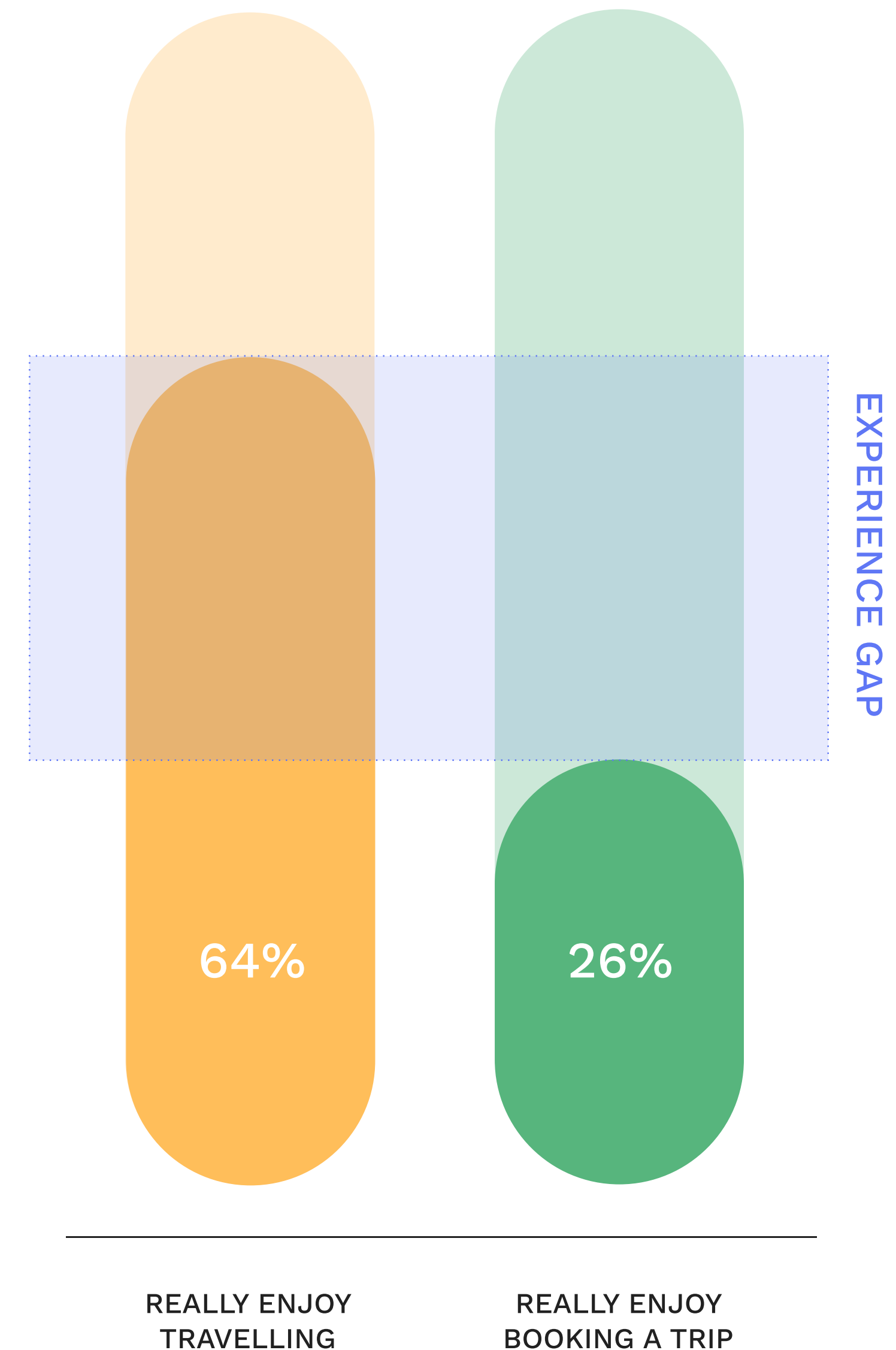
→ Multiple points of contact & overwhelming offer

Travel advisors

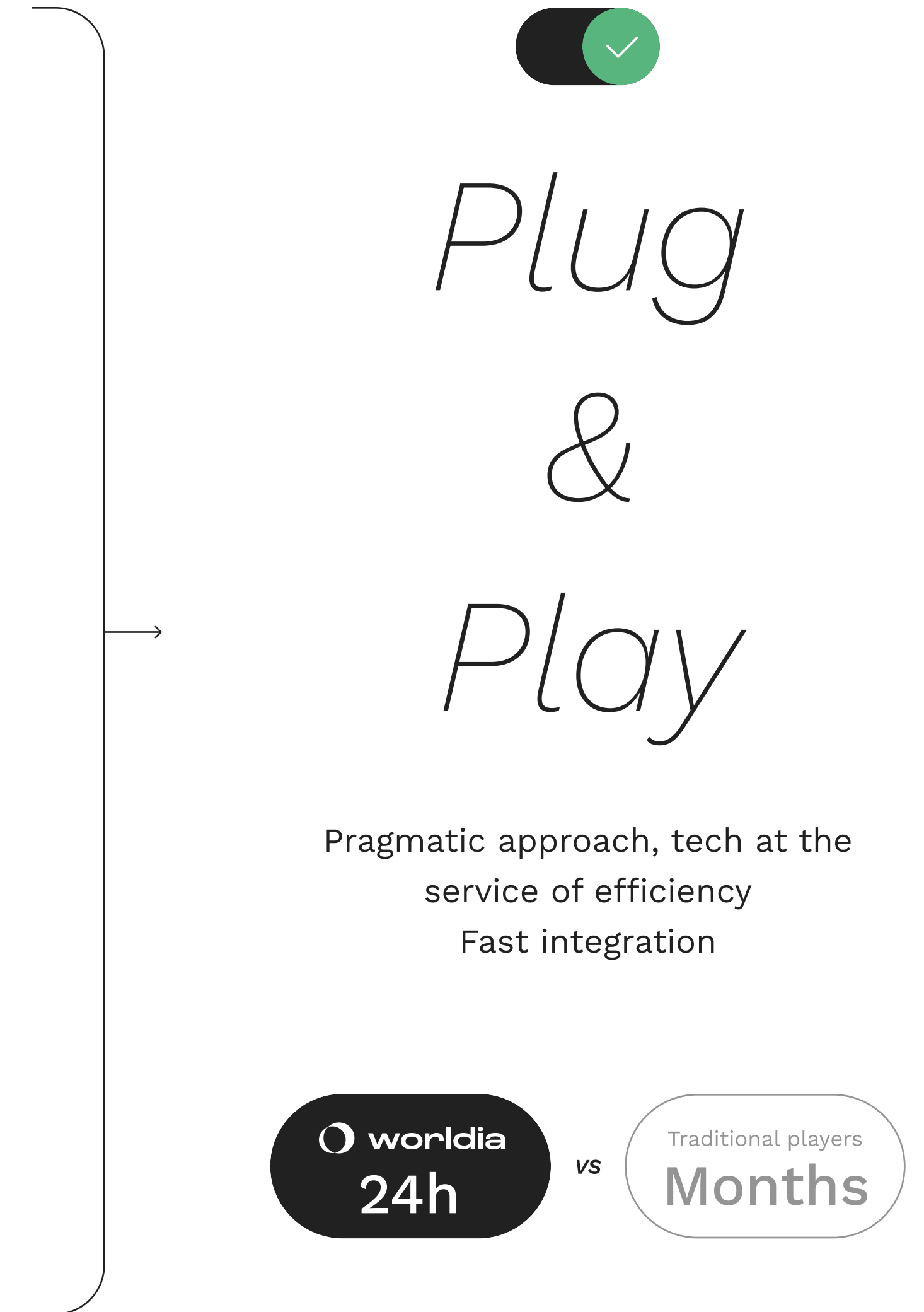
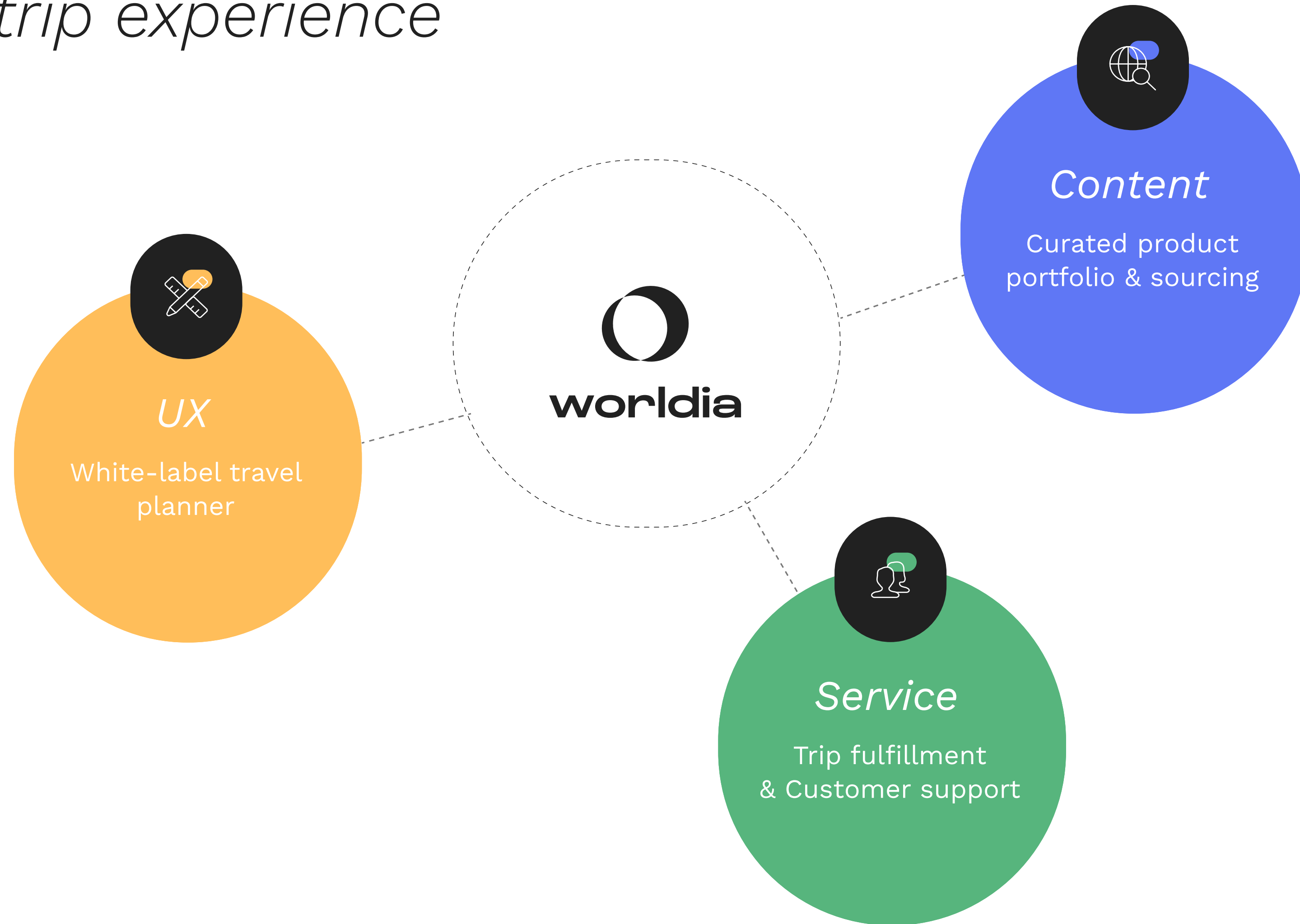
→ Lack of autonomy with permanent back-and-forths

Fixed packages

→ Standardized travel experience with no flexibility

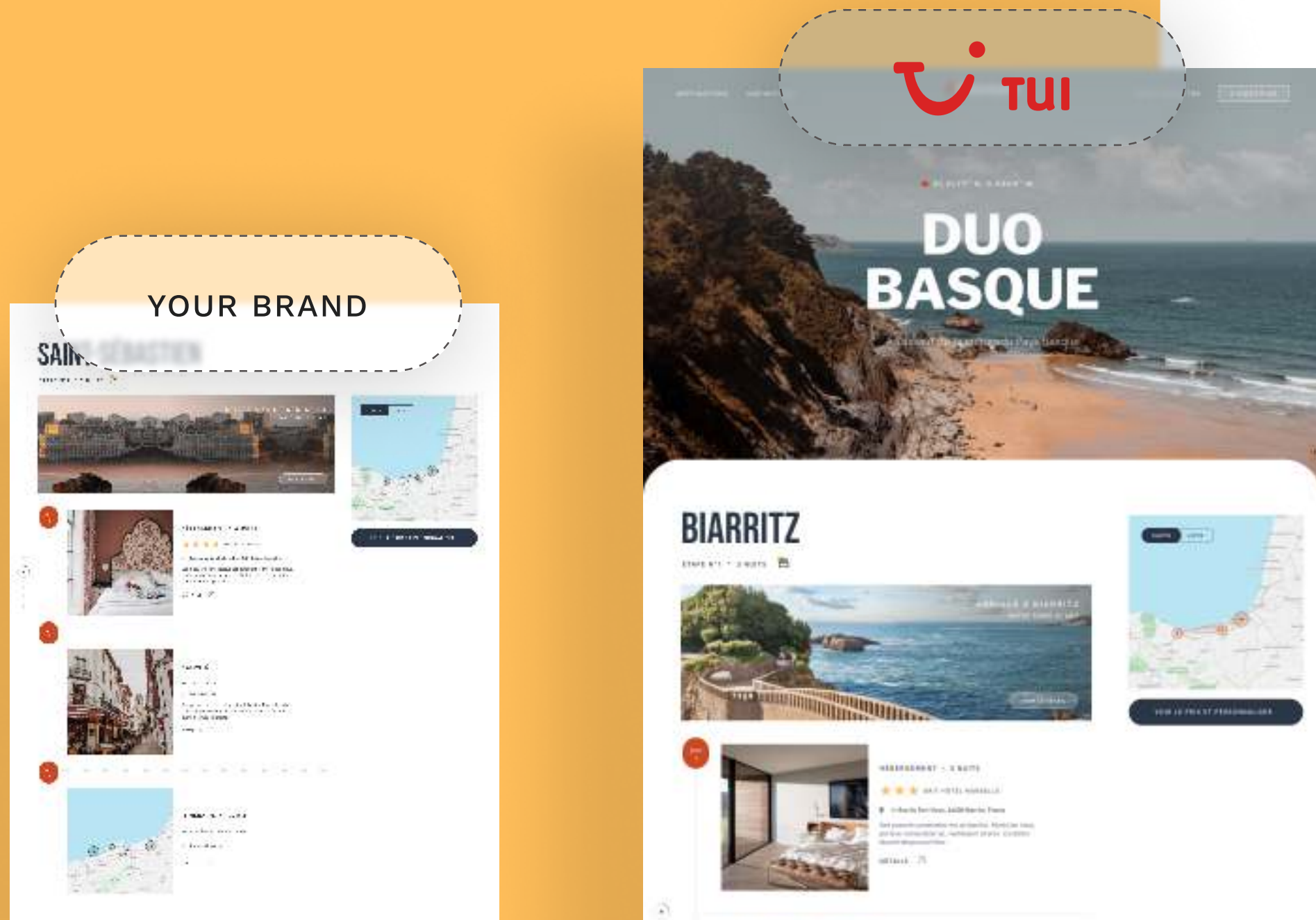


We enable a turnkey connected trip experience





White-label transactional travel planner, a **seamless** user experience



1. Multi-service & Transactional

One-stop-shop experience: single-page “planning & booking” for all services

Ready-to-book trips: always up-to-date thanks to real time prices & availabilities

2. Custom & flexible

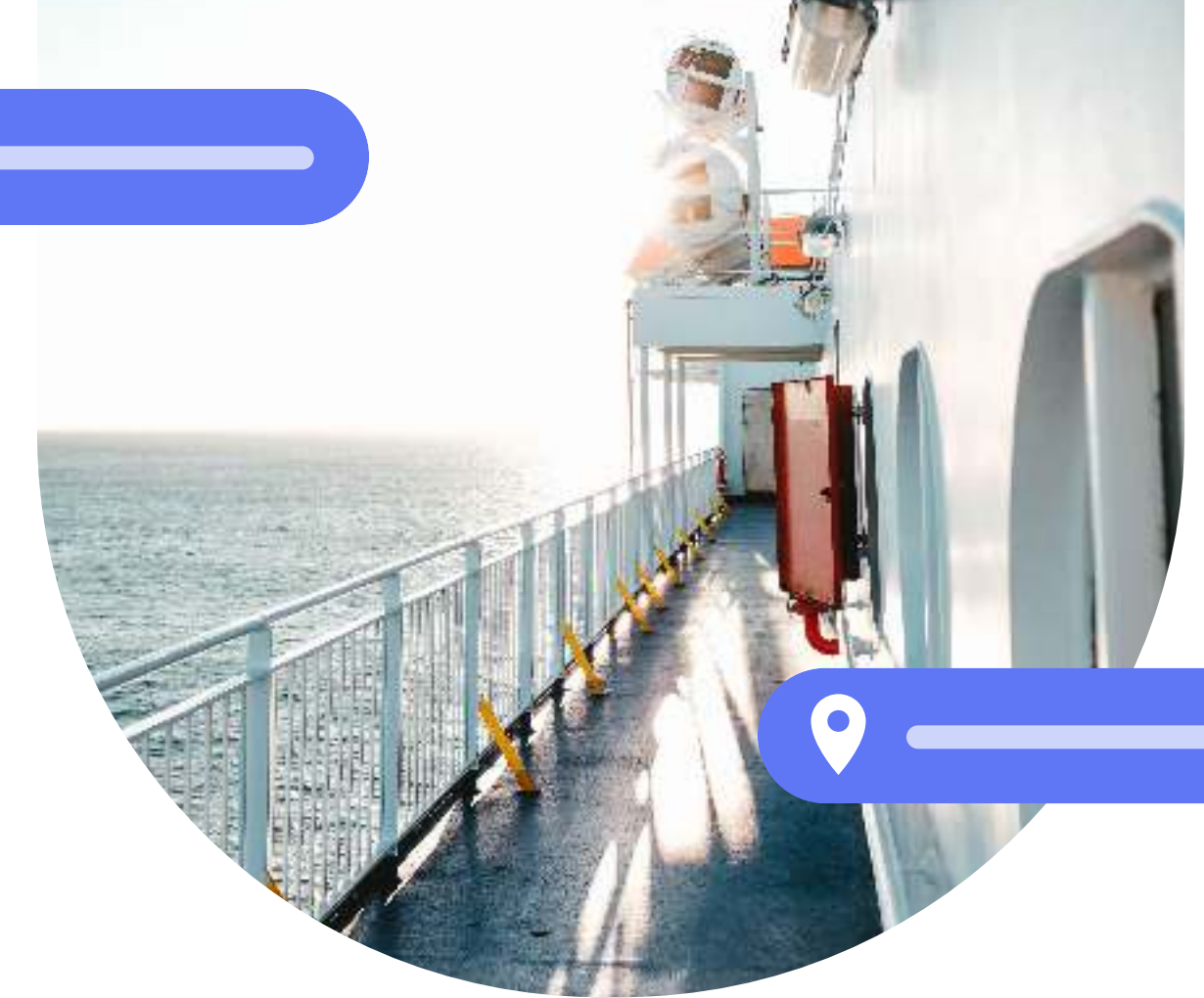
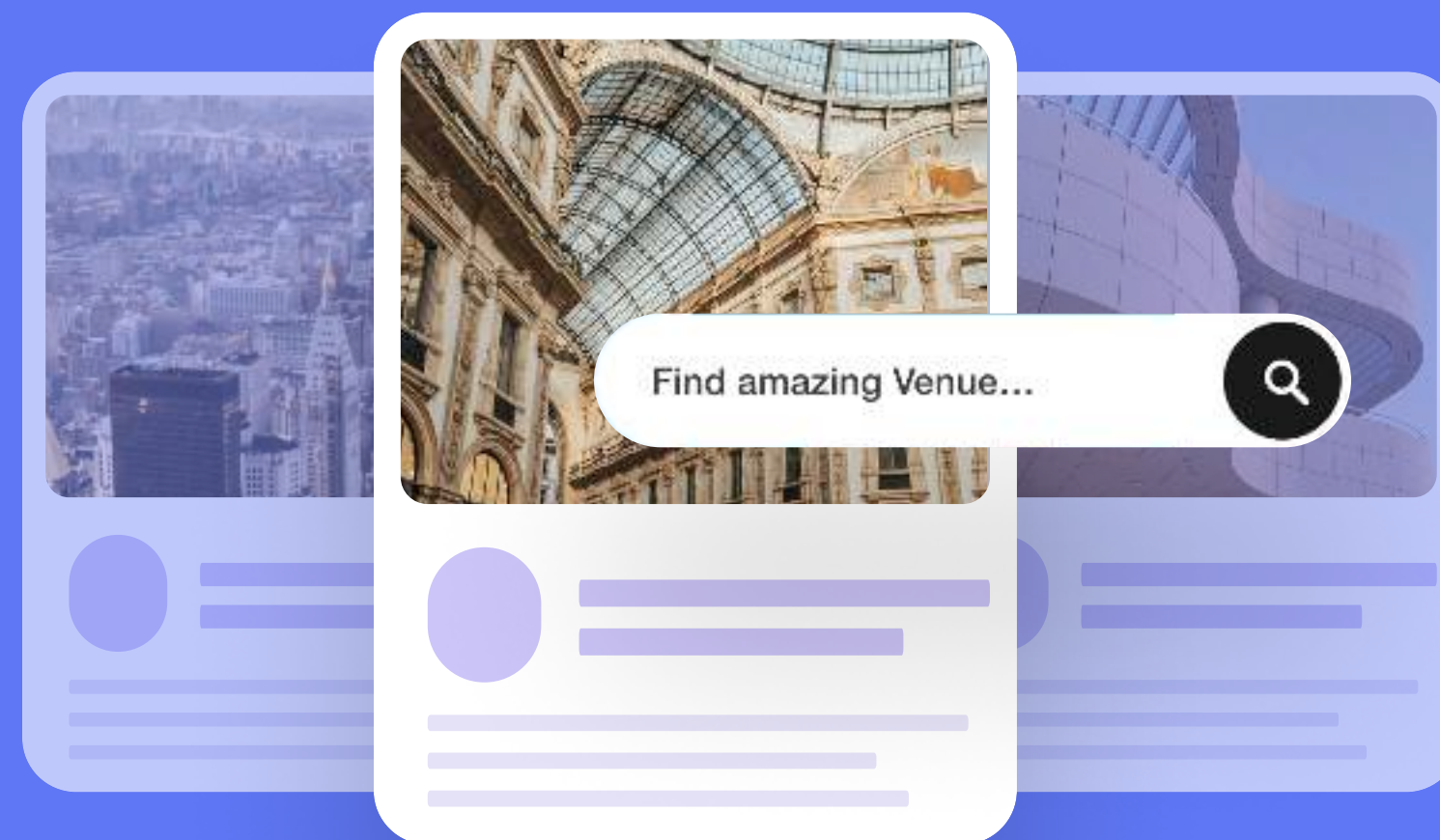
White-label channels: 30+ customizable features (design, pricing, currency, language, UX...)

Omni-channel approach: one-and-only interface for every stakeholder across all channels & devices



CONTENT

Curated & smart
product portfolio
with a highly
scalable content
strategy



1. Curated & Dynamic

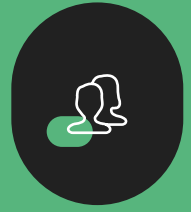
Strict quality selection: 16,000 hotels & 4,300 activities over 80+ destinations, amongst 800k+ available in our supply

Custom portfolio: adjusted offer by distribution channel amongst 40+ criteria, according to their travelers

2. Automated & Scalable

Dynamic content creation: 30+ instant sources available

Multilingual solution: instant-translation-like approach available in 5 languages



SERVICE

Qualitative services & on-demand support for distributors & travelers



1. Scalable & Responsible

End-to-end trip fulfillment: automated service bookings & instantly-available roadbooks

Tour-operator responsibility: merchant of record

2. On-demand & Specialized

Destination advisory: available experts for tips and travel counselling

24/7 on-site assistance: on-demand help at destination

We gathered an experienced & complementary management team



Grégoire Pasquet
CEO & Co founder

BETCLIC & LOV GROUP



Erwan Corre
CSO & Co founder

SMARTBOX & TUI



David Parlange
COO & Co founder

NVLS. FRONTIÈRES & CORSAIR



Christian Daguerre
CTO & Co founder

SELF TAUGHT EXPERT



Aja Godais
CMO

LE BHV MARAIS



Manuel Crouzet
VP Engineering

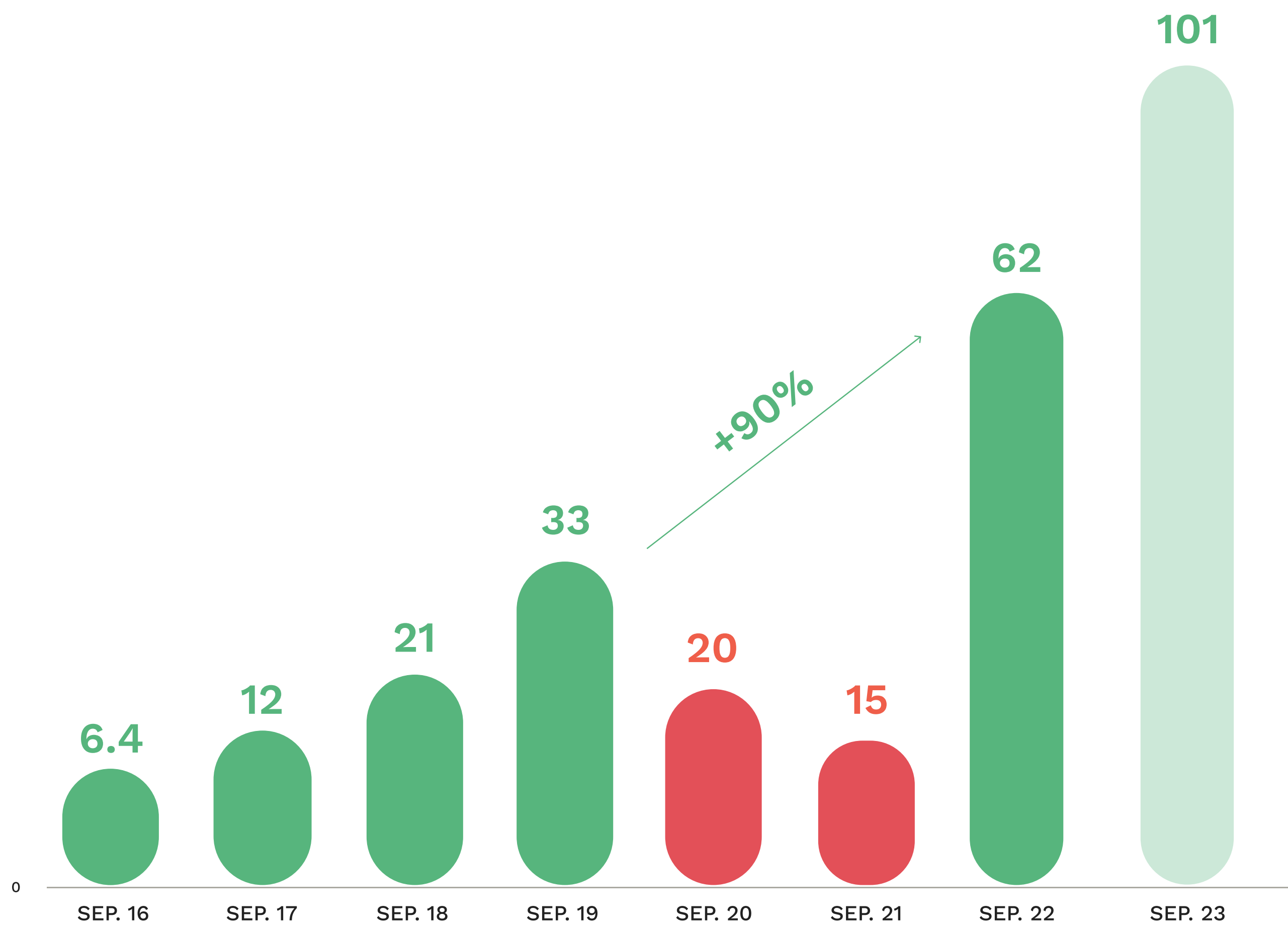
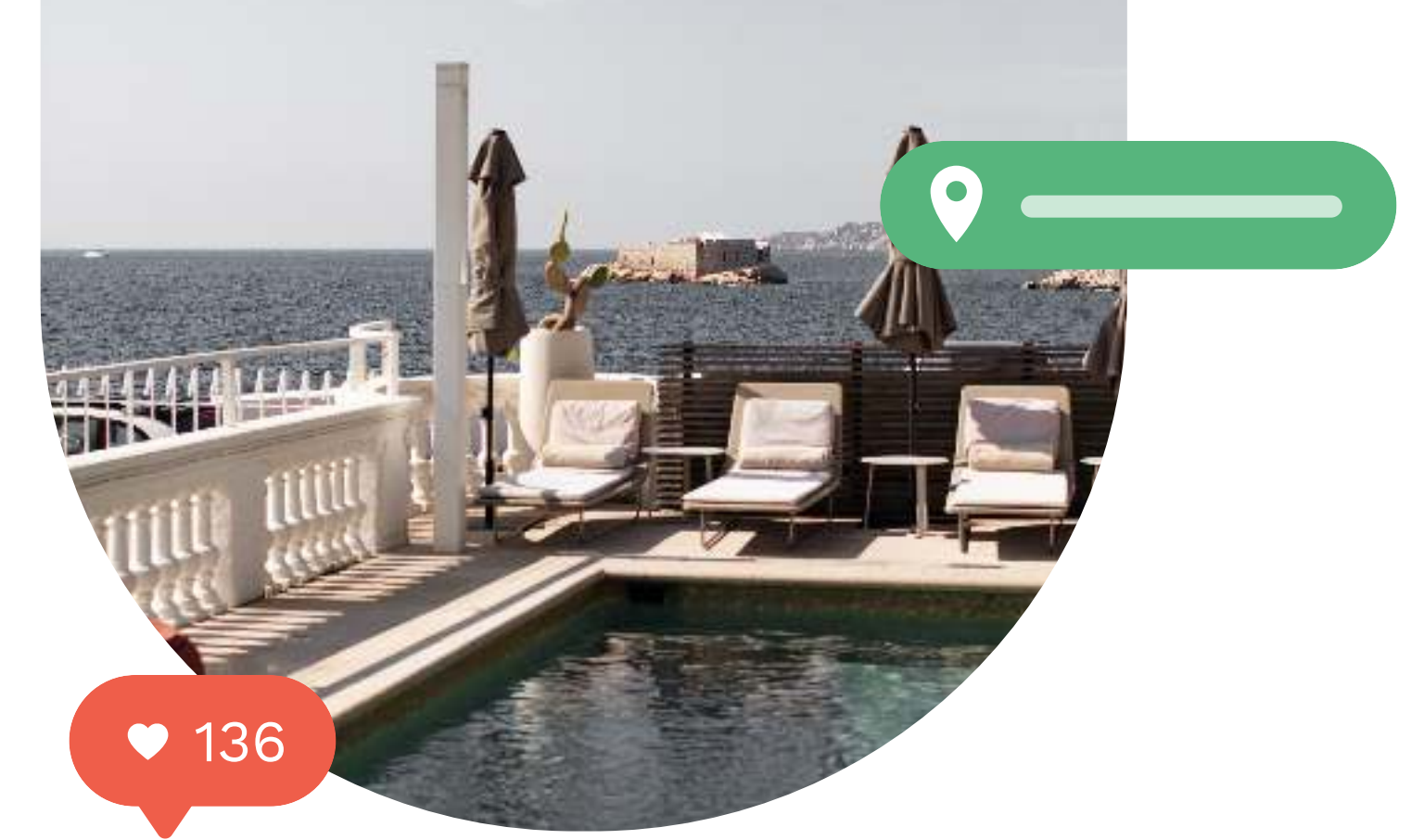
AMADEUS



Patricia Denis
VP People

MGEN

We keep experiencing hyper-growth despite the Covid crisis...



+76%

2015 - 2019 GBV CAGR

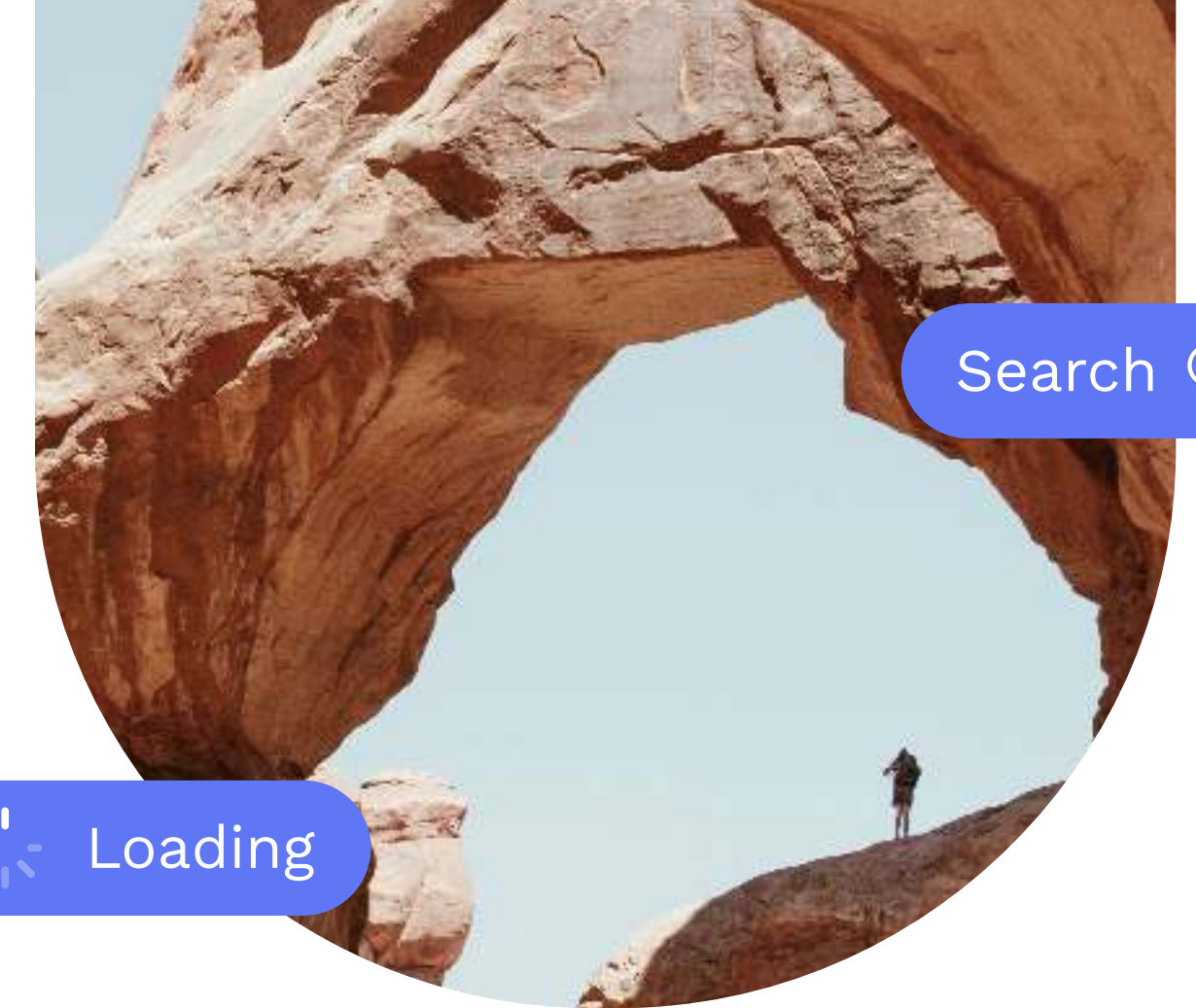
€62M

2021-22 current GBV. run-rate

+138%

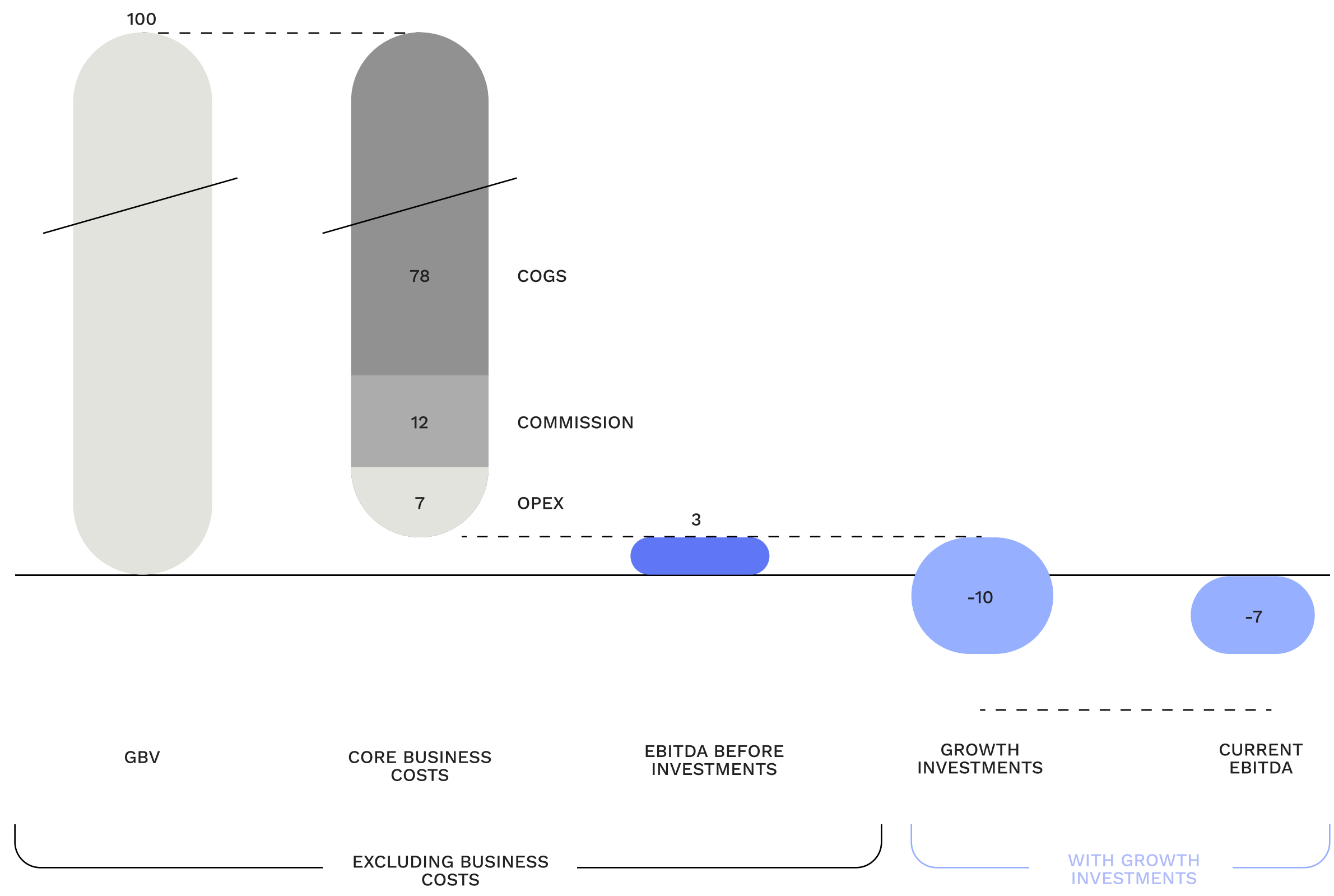
March - May growth vs. 2019

We are profitable, even before scaling, when excluding growth investments



Search 🔍

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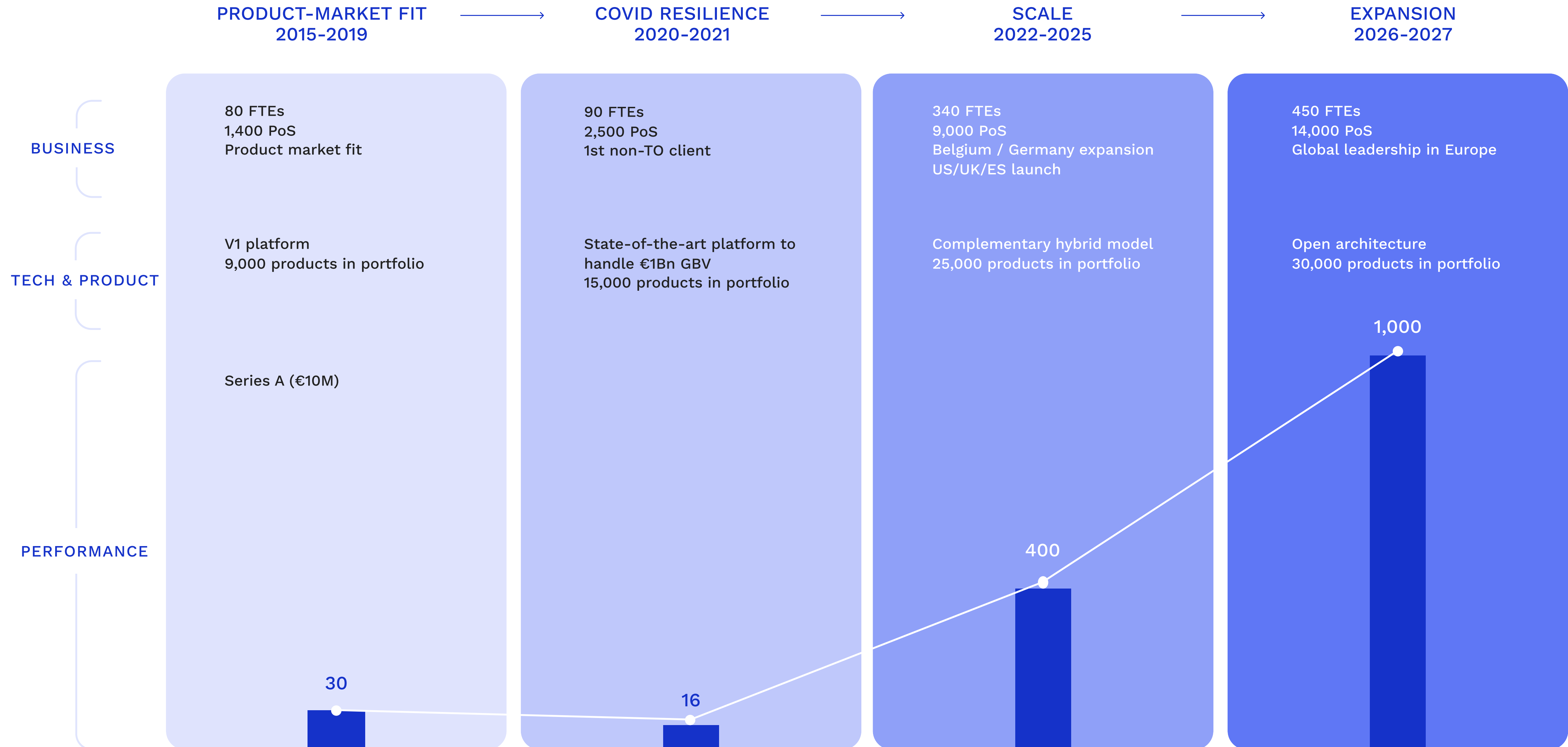


We already achieve positive EBITDA when isolating growth investments (R&D, international).



















Any additional business beyond this point is pure margin as we have very limited fixed costs.

At scale, we can achieve 25% EBITDA margin on Revenue.

We are ready for the next step of our journey



Which is hot on the subject

				
LAUNCH	2014	2007	2014	2015
COUNTRY				
POSITIONING	B2B/B2C	B2B	B2B/B2C	B2B/B2C
# OF EMPLOYEES	120+	8000+	80+	500+
FUNDING	Total: €12m Last round: €10m   	Total: \$633m Last round: \$175m    	Total: \$238m Last round: \$150m NORTHZONE Molten 	Total: \$408M Last round: \$275m GENERAL CATALYST GREYHOUND CAPITAL  Target Global 

We are building the next-gen connected-trip operator

Top-notch execution in a complicated post-covid context



€62M

GBV EoY 2022

+90%

2022 growth vs. 2019

€39k

4-year LTV
Stronger usage over time

Huge market with untapped potential



\$400Bn

Market size in 2022

CAGR 10%

Double-digit growth



A sector in full renaissance
post-covid

Multi-dimensional team ready to scale



**Experts from
3 worlds**

Tech, Travel & Retail

50+

Recruitments in 6 months

73%

Women

Forward looking statement

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