



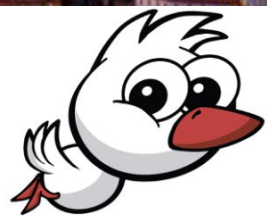
How data helped us to differentiate

Martin Ratolístka

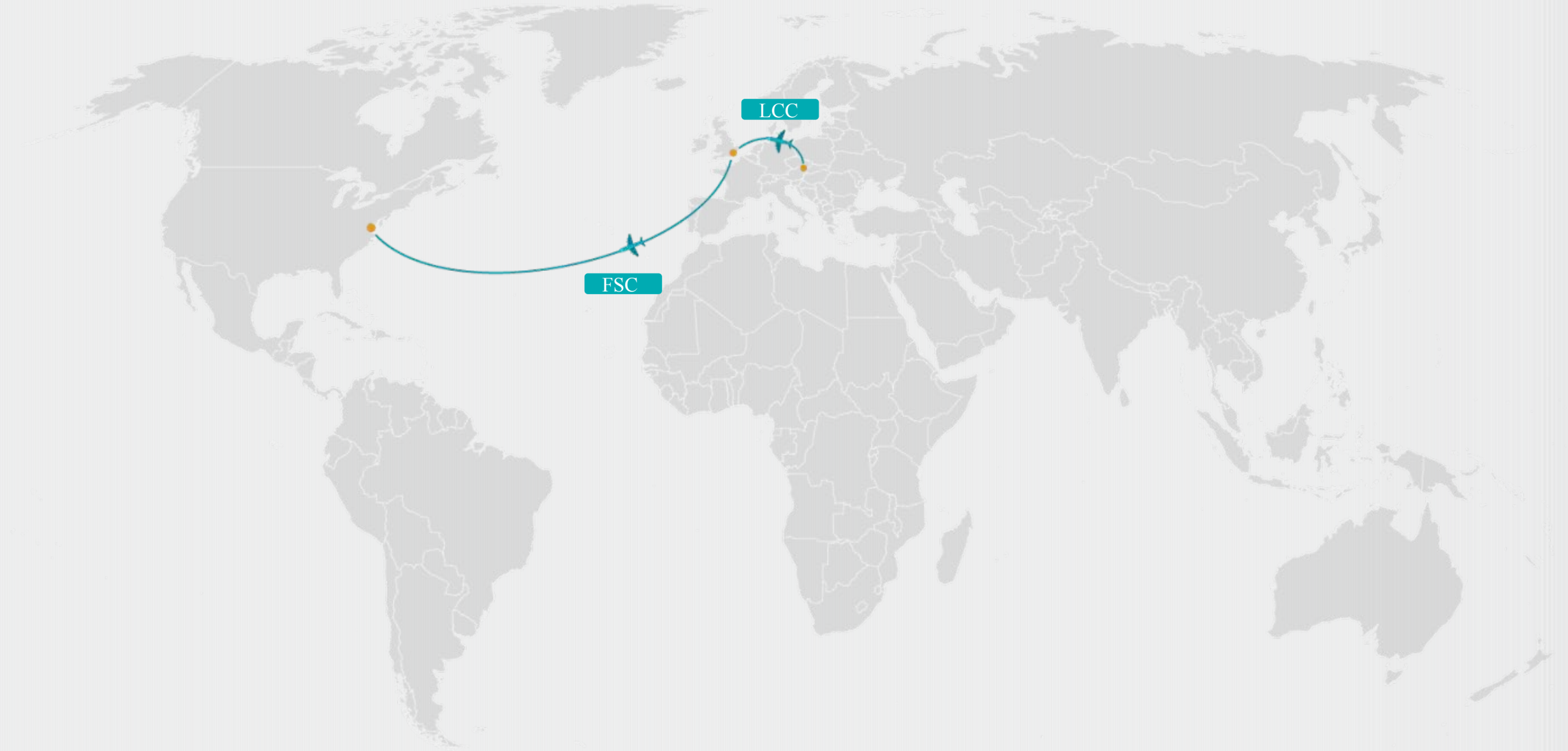
Chief Data & Automation Officer

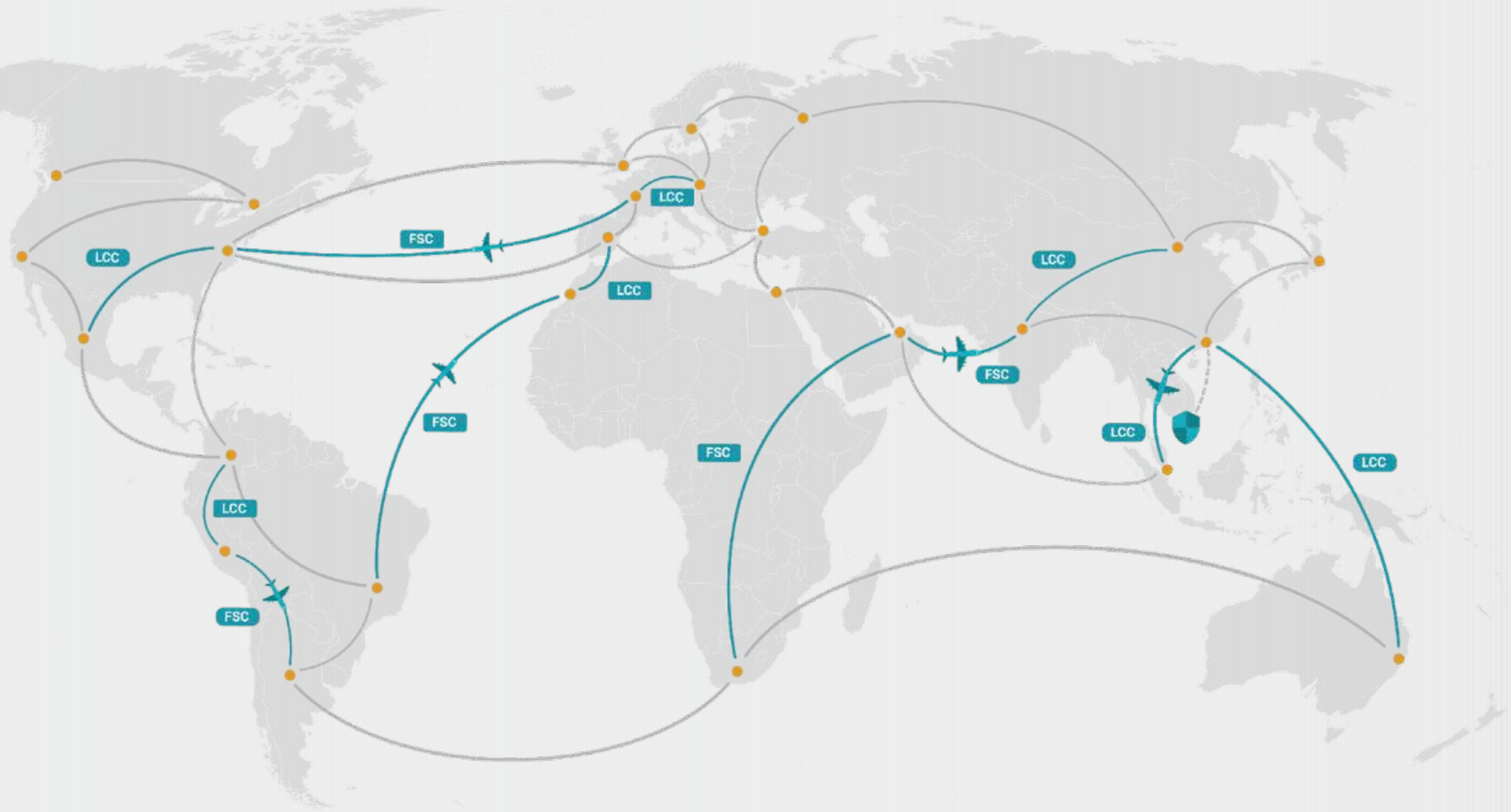


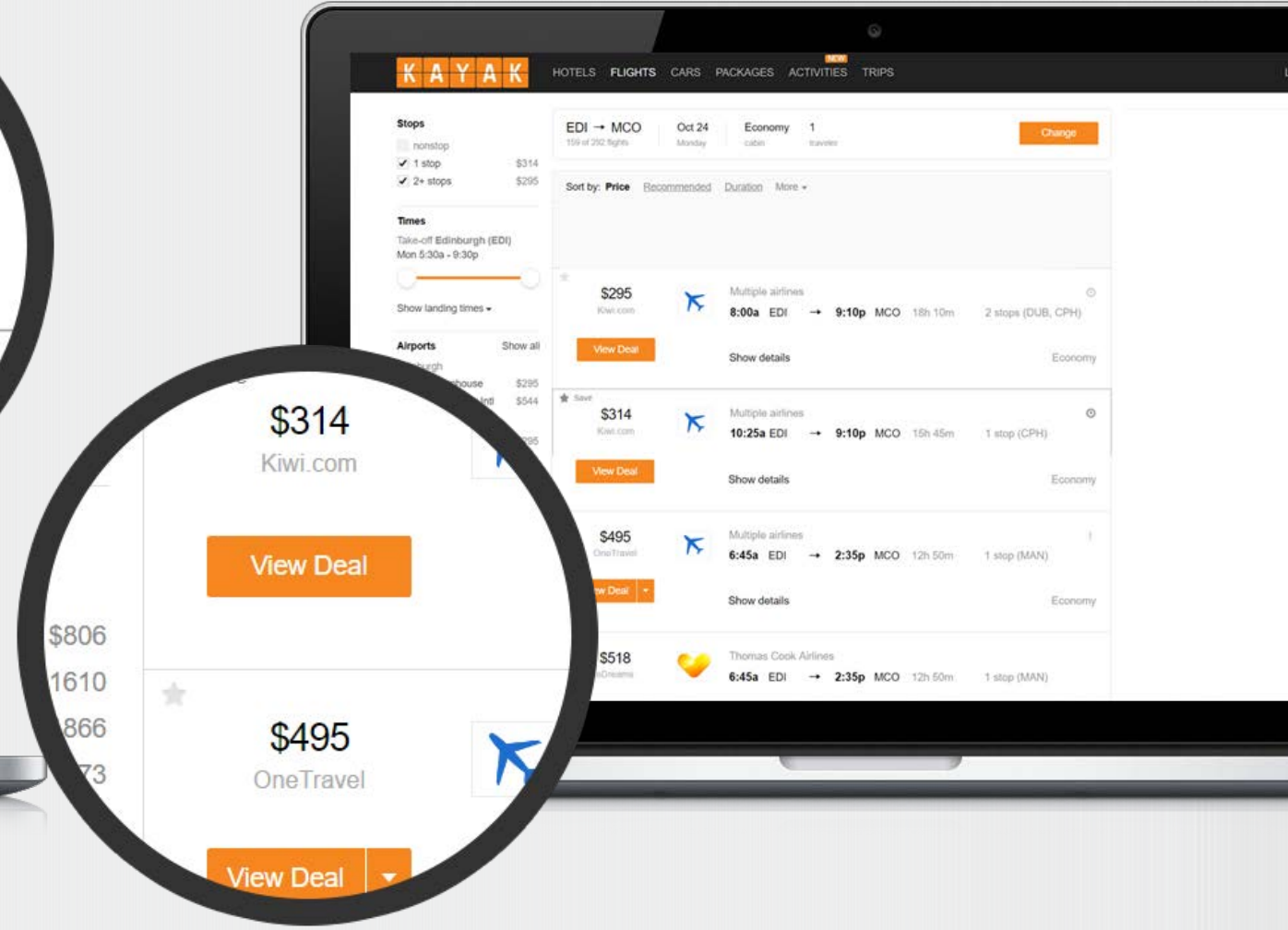
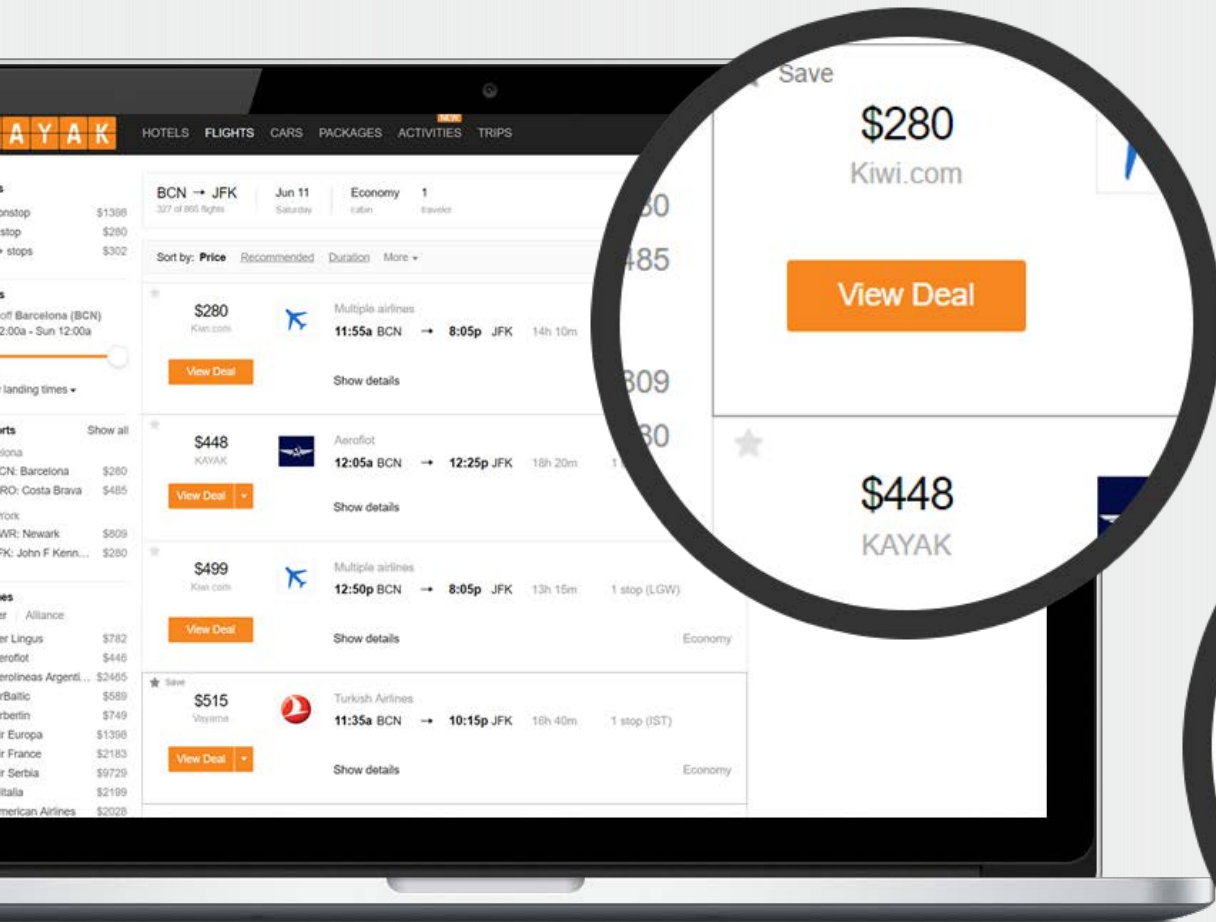




SKYPICKER



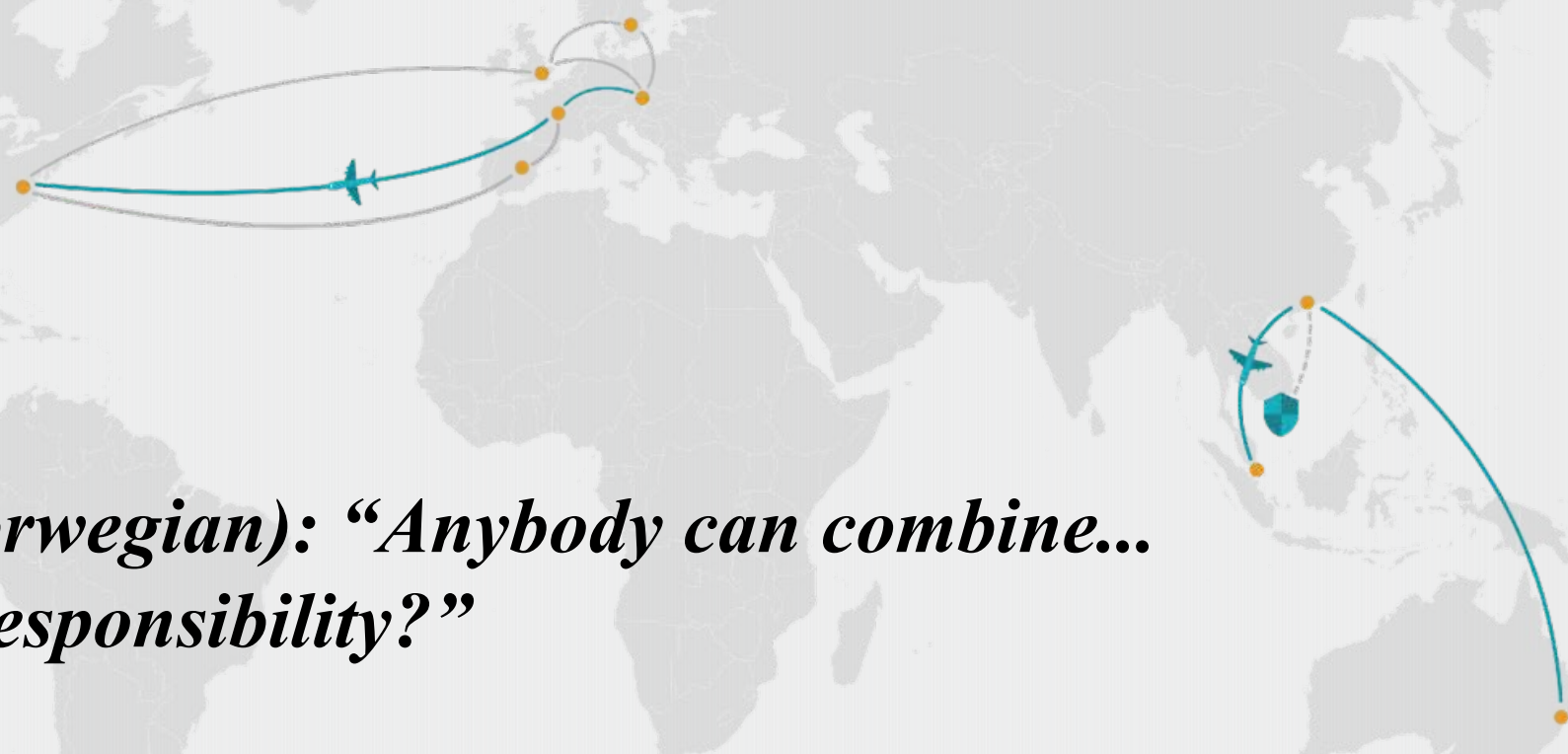




D  O  H  O  P
Anywhere. Simple.



Lars Sande (Norwegian): “Anybody can combine... but who takes responsibility?”



- > *schedule change*
- > *delay*
- > *cancellation*



KIWI COM GUARANTEE



airport transfer



meal&beverage



overnight hotel



KIWI.COM IN NUMBERS

2014

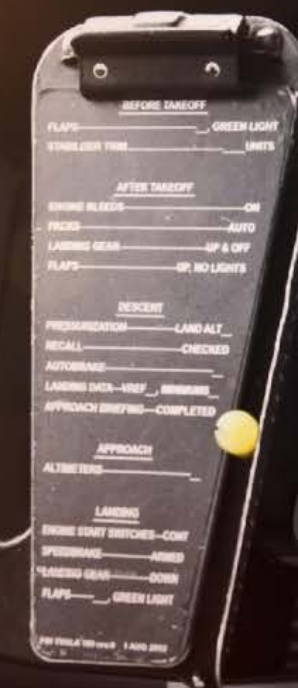
Turnover: 10M EUR
Headcount: **40**
Content: 80 LCCs

2015

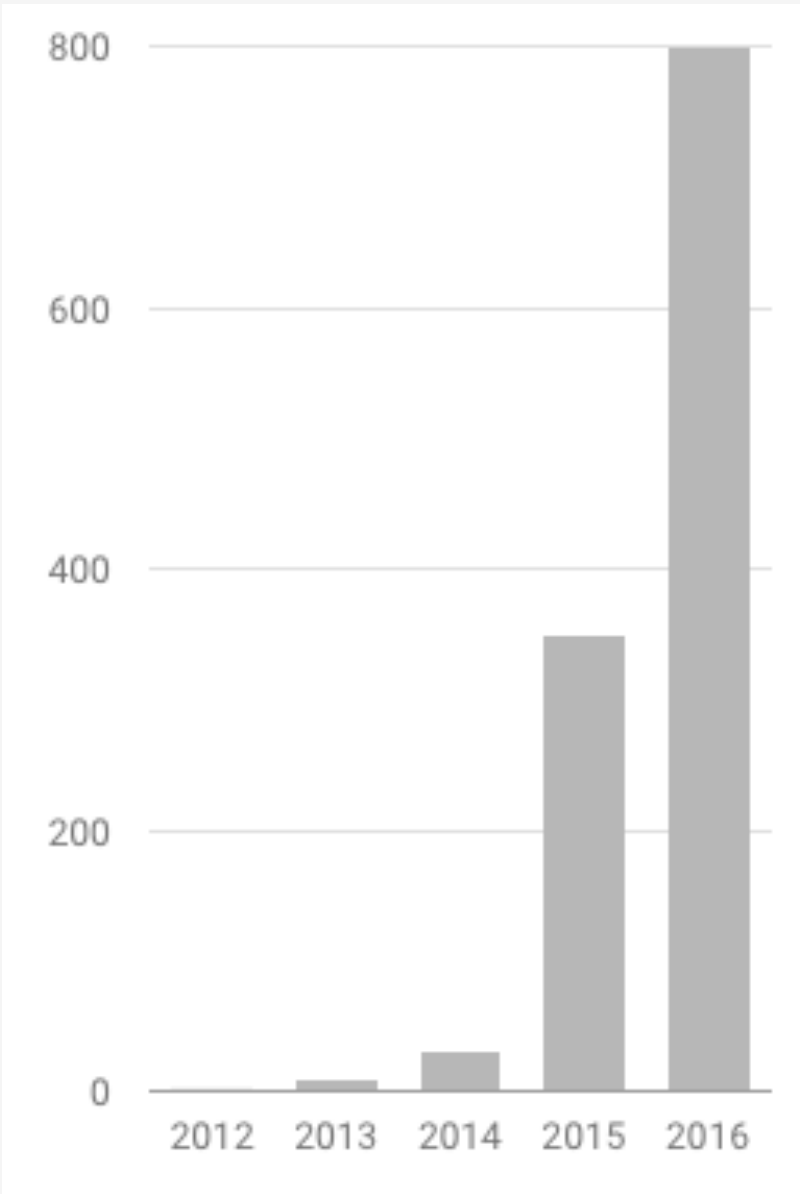
Turnover: 100M EUR
Headcount: **350**
Content: 200 LCCs + some GDS content

2016

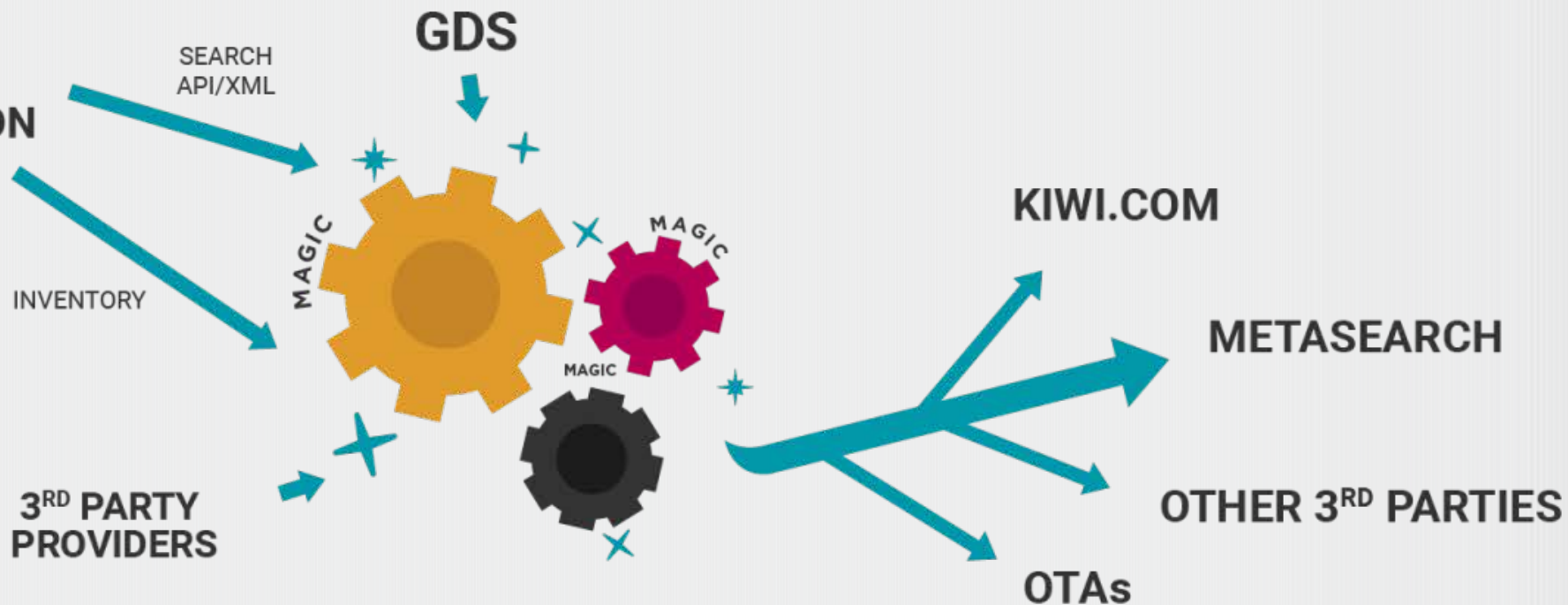
Turnover: 400M+ EUR
Headcount: **800**
Content: nearly all carriers



KIWI.COM IN NUMBERS



DIRECT AIRLINE COOPERATION



KIWI.COM IN NUMBERS

P

PERFORMANCE

50M daily searches

1.5M EUR daily revenue

20% month to month growth

C

CONTENT

65000000000 combinations

average search response: 0.3 sec

99+% data accuracy



T

GLOBAL REACH

65 supported languages

60 currencies

24/7 customer service



KIWI.COM IN NUMBERS



monthly consumption: **540 kg**

VS



monthly consumption: **600 kg**



ONE-WAY RETURN MULTI-CITY

1 passenger

From: Amsterdam To: 42.94, 5.8 (250 km)

Departure: Anytime Return: 2 - 5 nights

Stops Price



from 65 €

Marseille France



from 65 €

Nice France



from 98 €

Beziers France



from 113 €

Montpellier France



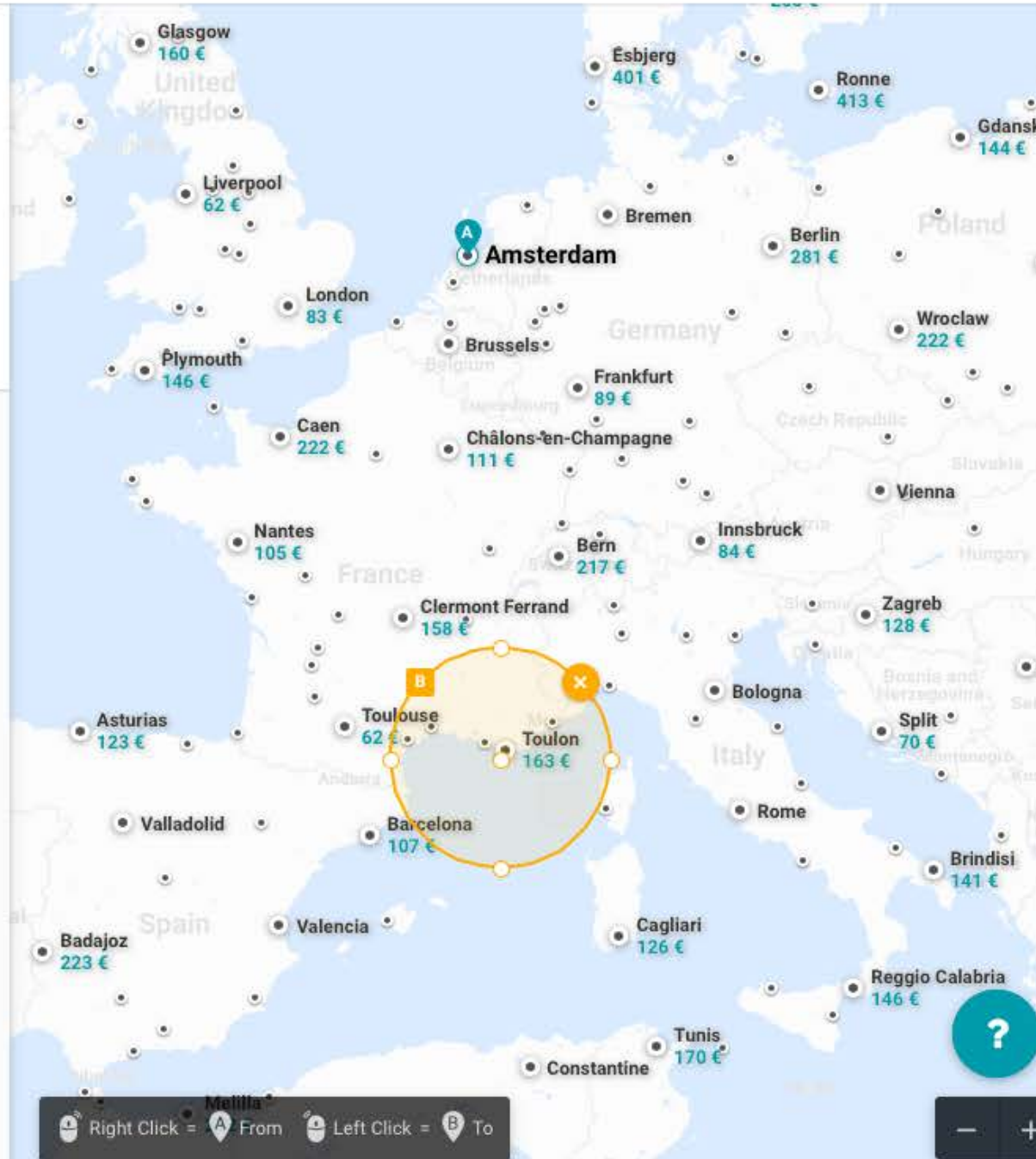
from 115 €

Perpignan France



from 122 €

Nimes France



Right Click = A From Left Click = B To



150 million people are interested in this route.

ONE WAY



From: **United States** ×



To: **Anywhere** ×



Departure: Wed 9 Nov



Return: *No return*

✈ Return flight Amsterdam (Netherlands) - Los Angeles (United States), Departure: Anytime, Return: 7 - 10 nights [Edit](#)

	SAS, NorwegL...	11:10 - 18:15 Fri 3 Feb	16h 5min Amsterdam (AMS) → Los Angeles (LAX)
456 €		10 nights in Los Angeles	
	Norwegian, S...	18:00 - 18:25 Mon 13 Feb	15h 25min Los Angeles (LAX) → Amsterdam (AMS)

Departure 16h 05m

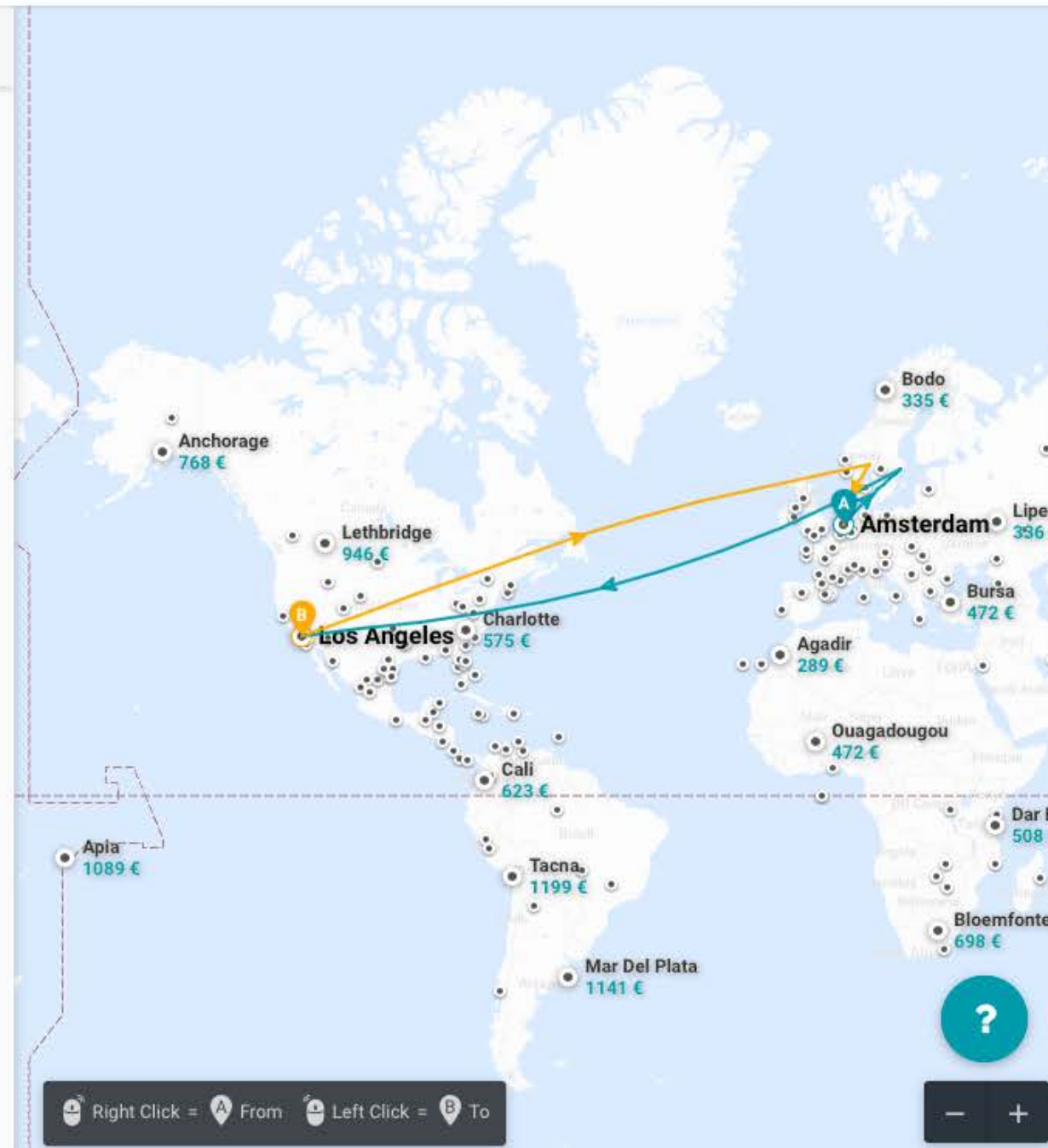
	11:10 Fri 3 Feb	Amsterdam AMS
	2h 00m	Show detail
	13:10 Fri 3 Feb	Stockholm ARN
	⌚ Layover in Stockholm for 3h 05m. 🧳 Collect and recheck your baggage. Kiwi.com Guarantee	
	16:15 Fri 3 Feb	Stockholm ARN
	11h 00m	Show detail
	18:15 Fri 3 Feb	Los Angeles LAX

Return 15h 25m

	18:00 Mon 13 Feb	Los Angeles LAX
	10h 15m	Show detail
	13:15 Tue 14 Feb	Oslo OSL
	⌚ Layover in Oslo for 3h 15m. 🧳 Collect and recheck your baggage. Kiwi.com Guarantee	
	16:30 Tue 14 Feb	Oslo OSL
	1h 55m	Show detail
	18:25 Tue 14 Feb	Amsterdam AMS

Kiwi.com Guarantee

Worried about missing a connecting flight? Don't panic, Kiwi.com has you covered! [More info](#)



Kiwi.com data challenge

Soutěž s velkými leteckými daty o letenky za 2 000 EUR

Kiwi.com | Fakulta informatiky Masarykovy univerzity





#	Country	Domestic Flights		International Flights		Average cost/100 km
		Low Cost cost/100 km	Full-service cost/100 km	Low Cost cost/100 km	Full-service cost/100 km	
1	India	€2.04	€2.40	€3.18	€4.05	€2.92
2	Malaysia	€2.09	€5.22	€1.90	€4.39	€3.40
3	Russia	€6.31	€5.68	€2.86	€6.30	€5.29
4	Portugal	€3.63	€13.09	€2.52	€4.86	€6.03
5	Indonesia	€3.90	€5.10	€5.55	€10.01	€6.14
6	Azerbaijan	€5.42	€10.50	€2.62	€6.38	€6.23
7	South Africa	€5.11	€8.93	€5.69	€6.61	€6.59
8	Algeria	€8.23	€9.37	€4.65	€5.32	€6.89
9	Philippines	€4.70	€7.42	€3.53	€12.22	€6.97
10	Sweden	€8.06	€13.60	€2.53	€4.79	€7.25

GET IN _____
TOUCH

MARTIN RATOLÍSTKA
Chief Data & Automation Officer

Tel: +420 728 828 050

Mail: martin.ratolistka@kiwi.com

Skype: martin.ratolistka

Kiwi.com, Brno, Czech Republic

