



# Welcome

The Best Way to Discover a Destination

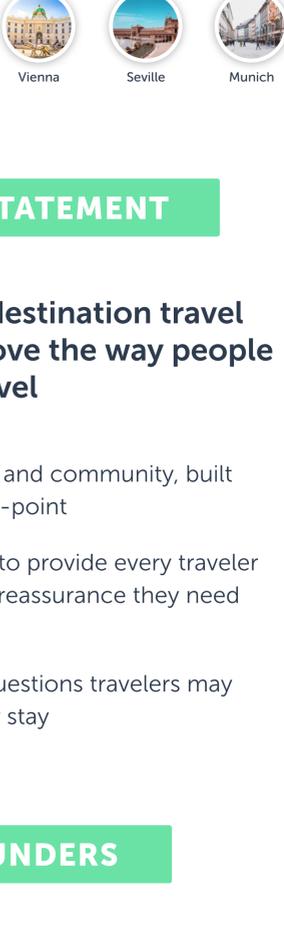


## 2018 OVERVIEW

400K TRAVELERS

90 NPS SCORE

### 30 DESTINATIONS



## MISSION STATEMENT

### Redefine the in-destination travel experience & improve the way people travel

- ✓ Create a global brand and community, built around a single touch-point
- ✓ Leverage technology to provide every traveler with the assistance & reassurance they need throughout their trip
- ✓ Be available for any questions travelers may have throughout their stay

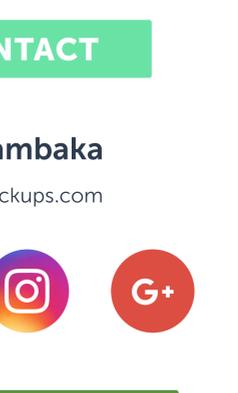
## CO-FOUNDERS



**Alex Trimis**

Chief Executive Officer

STANFORD UNIVERSITY



**Savvas Georgiou**

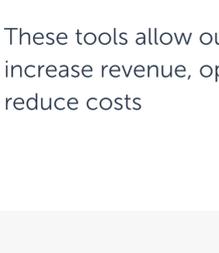
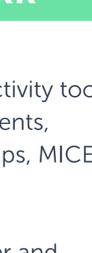
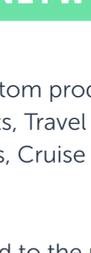
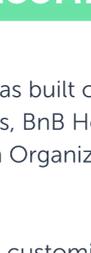
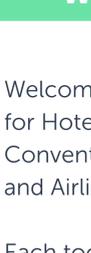
Technical Product Director

ATHENS TECHNICAL UNIVERSITY

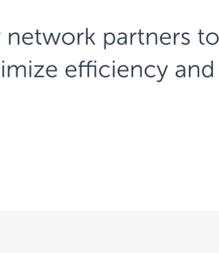
## PRESS CONTACT

**Ethel Dilouambaka**

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DOWNLOAD ASSETS



SEE GUEST REVIEWS



## WELCOME NETWORK

- ✓ Welcome has built custom productivity tools for Hoteliers, BnB Hosts, Travel Agents, Convention Organizers, Cruise Ships, MICE and Airlines
- ✓ Each tool is customized to the user and provides rich traveler data, arrival monitoring and live tracking of transfer services
- ✓ These tools allow our network partners to increase revenue, optimize efficiency and reduce costs

## 2018 TRAVEL STATISTICS



69% of travelers are more loyal to a travel company that personalizes their experiences online and offline

38% of tour and activity bookings are happening on the same day or up to two days before the activity. Many bookings take place in-destination, while consumers are already traveling.

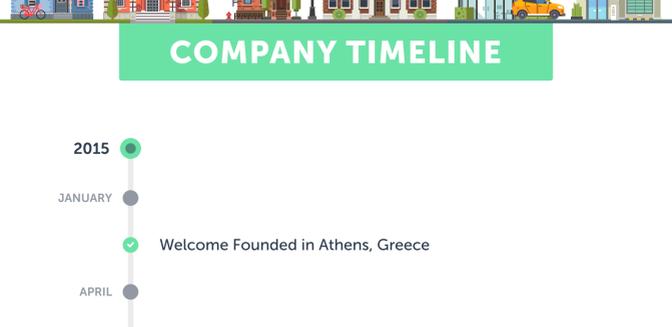


80% of millennials say the best way to learn about a place is to live like a local

[Think With Google](#)

[Phocuswright](#)

[Airbnb Millennial Report](#)



## COMPANY TIMELINE

- 2015**
  - JANUARY: Welcome Founded in Athens, Greece
  - APRIL: First round of funding from Openfund & Galata Business Angels for 150K euros
  - YEAR IN REVIEW: First 2 employees hired; Operational in Athens & Santorini; 13,000 travelers welcomed
- 2016**
  - JANUARY: Second round of funding from Venture Friends, Openfund & Melih Odemis for 445K euros
  - APRIL: Partnership with Web Hotelier; Gold Award - Best New Solution in Tourism from Greece Tourism Awards; Silver Award - Customer Service from Greece Tourism Awards
  - NOVEMBER: Third round of funding from Venture Friends, Openfund & Melih Odemis for 630K euros
  - YEAR IN REVIEW: 8 employees globally; Added Thessaloniki, Rome, Barcelona & Madrid; 55,000 travelers welcomed
- 2017**
  - JUNE: Top 10 finalist for Hellenic Entrepreneurship Award; Partnership with CloudBeds; Dashboard management system for Airbnb hosts
  - SEPTEMBER: Funding from VentureFriends, Openfund and Melih Odemis for 1.65M euros
  - OCTOBER: Dashboard management system for Travel Agents; Barcelona office opened
  - NOVEMBER: Moved official Business Address to London, UK; Moved Athens HQ offices to Acropolis Neighborhood
  - DECEMBER: First destination launch outside Europe in Hong Kong
  - YEAR IN REVIEW: 30 employees globally; 250 network partners; Added Rome, Paris, Crete, Cyprus, Milan, Amsterdam, Vienna & Hong Kong; 13 destinations; 180,000 travelers welcomed
- 2018**
  - JANUARY: Budapest and Prague as new destinations
  - MAY: Second office in Athens
  - FEBRUARY: Tel Aviv and Berlin as new destinations
  - NOVEMBER: Launched 200+ private sightseeing rides and day trip experiences
  - YEAR IN REVIEW: 50+ employees globally; Added new destinations such as Berlin, Ibiza, Lisbon, Budapest and Prague; 30 destinations; 400,000 travelers welcomed; 450 Partner Hotels in Greece, Spain, Italy and France
- 2019**
  - JANUARY: Funding round from VentureFriends, MarketOne, HOWZAT, Jabbar, and Openfund for 1M euros
  - FEBRUARY: Launched Seville and Nice as new destinations
  - APRIL: Partnership with FerryHopper

## IN THE NEWS

Fortune Greece, 40 Under 40 2017



"In just 2 years, Welcome's capable team has achieved exponential growth and managed to expand to 7 countries. We strongly believe that Welcome will cope with their next challenge to operate in 40 destinations by the end of 2018; creating a strong, global travel brand."

Apostolos Apostolakis, Partner, VentureFriends

