RTO - Orlando
October 24th 2018

Evaneos is the European leading multi-day tour marketplace for tailor-made travel

Who we are

Since 2009, over 300,000 travellers have set off on a trip via Evaneos.

Today, Evaneos has a workforce of 195 employees and 1,300 local partner agents across 160 destinations, constituting the world's biggest network of local agents.

Evaneos connects travellers with professional local agents all around the world to create authentic, 100% tailor-made tours. Rather than being offered standardised packages, our travelers benefit from authentic, customised trip experiences, and this direct-to-local approach allows us to more evenly distribute the flow of tourists both physically and financially within the destination.

A more human-oriented experience
A 100% customized trip
For fair prices*

A pioneer for

9

years

1300

local agents in more than

160

destinations

*20 -30% cheaper than a traditional Tour Operator (Source : Xerfi)

EVANEOS connects travelers with local professionals to create customized trips

Traveler

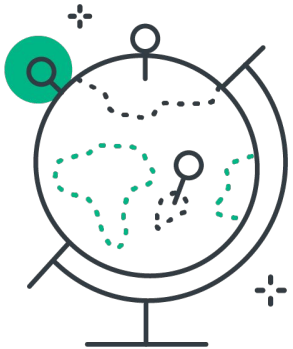
- Lower price
- Local expertise
- Tailor-made trips

evaneos

Agency
Outbound Tour operator

Local agent (Incoming / DMC)

- Higher Margin (B2C)
- Efficient professional platform tools
- Trainings to improve B2C sales techniques



Our travelers come from 11 markets...

France, Belgium, Switzerland, UK, USA, Canada, Italy, Spain, Germany, Austria, Netherlands, Denmark, Sweden.

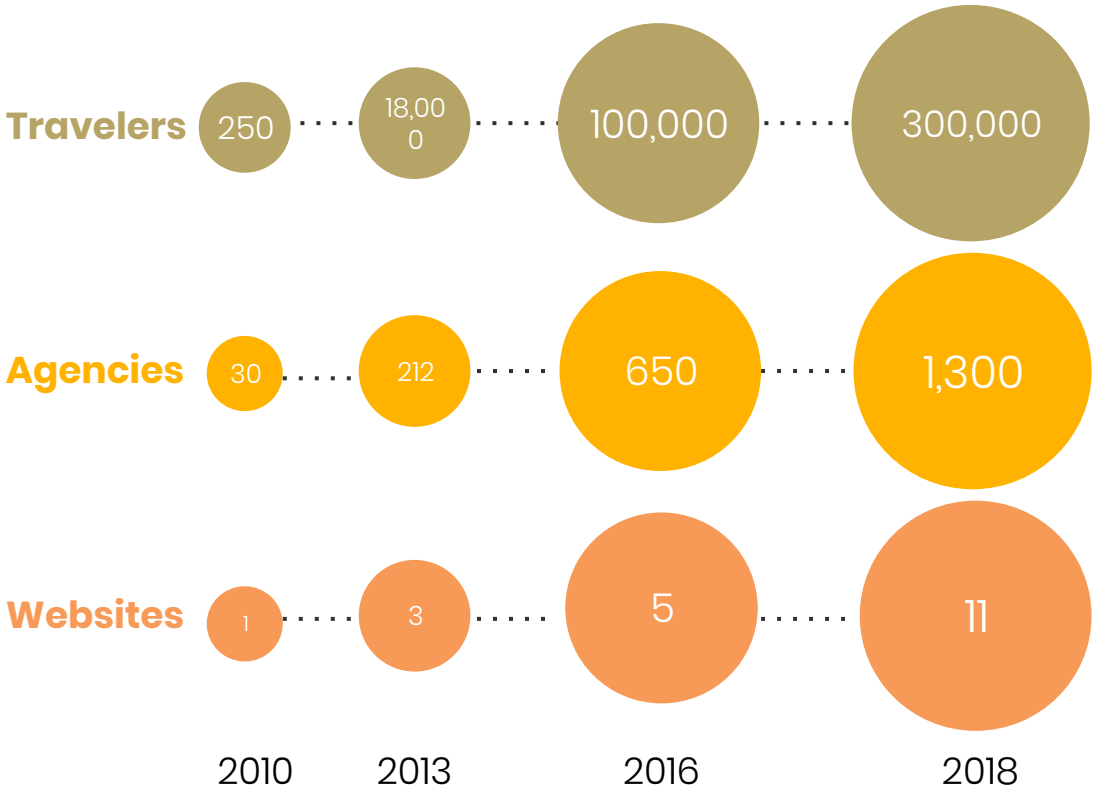
... and travel to 160 destinations around the world

11 markets,
11 websites.

evaneos

- .fr
- .es
- .it
- .se
- .ca
- .ch
- .uk
- .nl
- .de
- .net
- .dk

From a start-up to an **international business**



1M
Visits per month on our websites

800K
Members*

300K
Travelers so far...

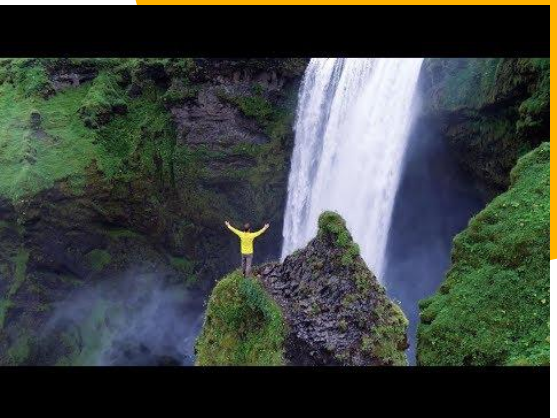
6K
Followers on Instagram

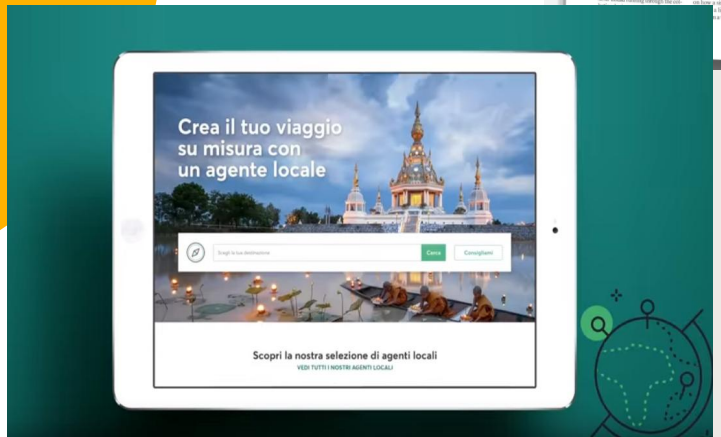
50K
Facebook fans

* who have already done a request on the website

Evaneos in the media..

TV & DOOH

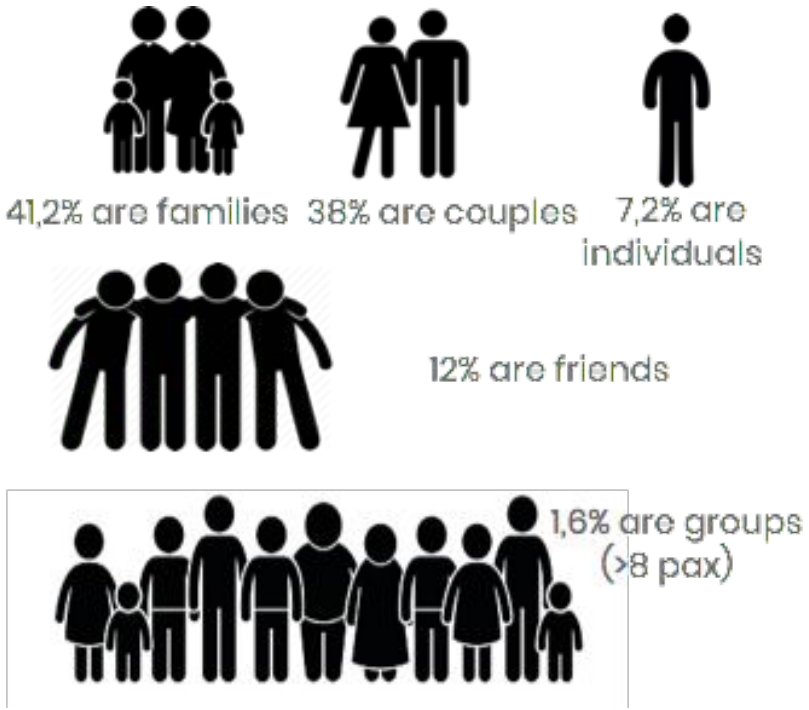




Print

USA as an Evaneos destination

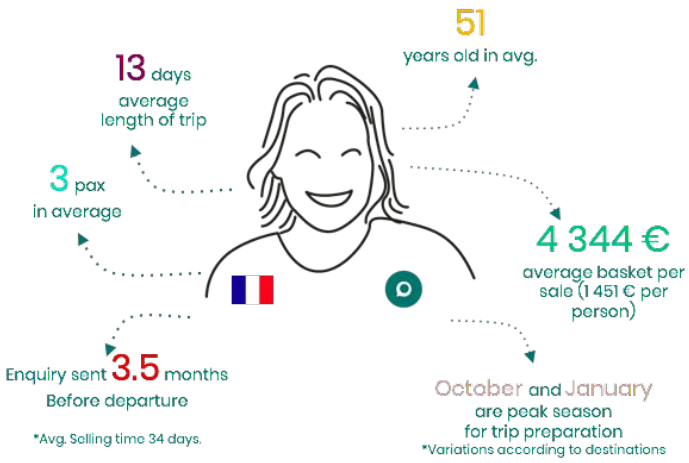
Evaneos' travellers profile



	Enquiries	Sales
Independent	76,4%	84,9%
With guide	9,3%	9,3%
With driver	3,8%	1,5%
Join a group	10,5%	4,3%

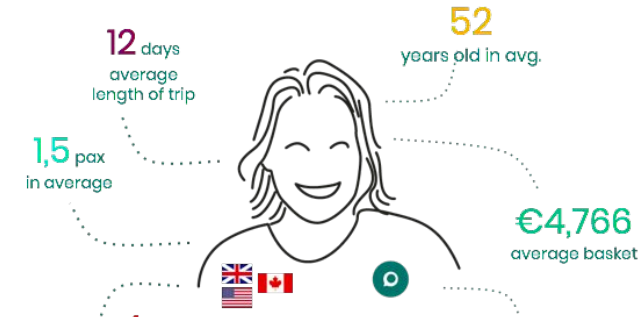
	Enquiries	Sales
Classic	65,8%	61,6%
Sport & Adventure	8,5%	7,6%
Off the beaten track	21,9%	27,4%
Charm & Luxury	3,8%	3,4%

Evaneos' travelers

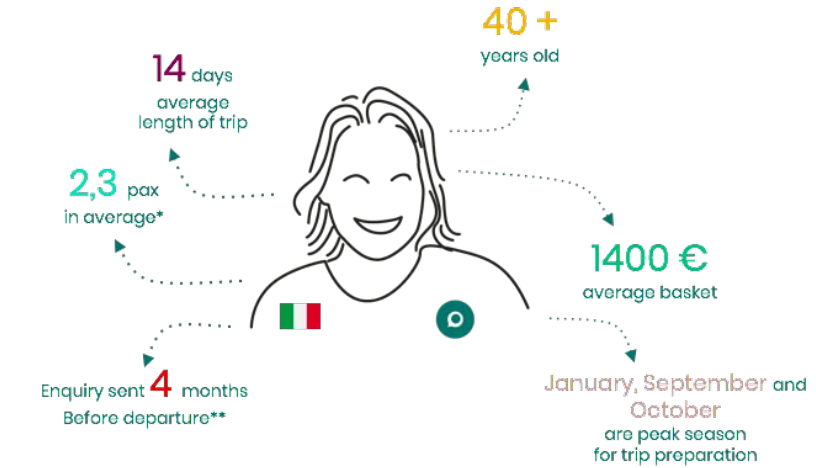


*Avg. Selling time 34 days.

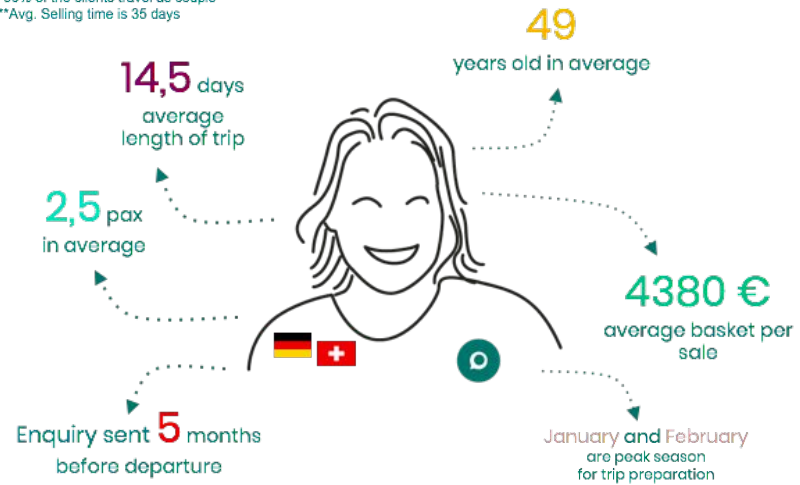
*Variations according to destinations



*Booking done 3 months before.
Avg. Selling time 28 days.



*50% of the clients travel as couple
**Avg. Selling time is 35 days

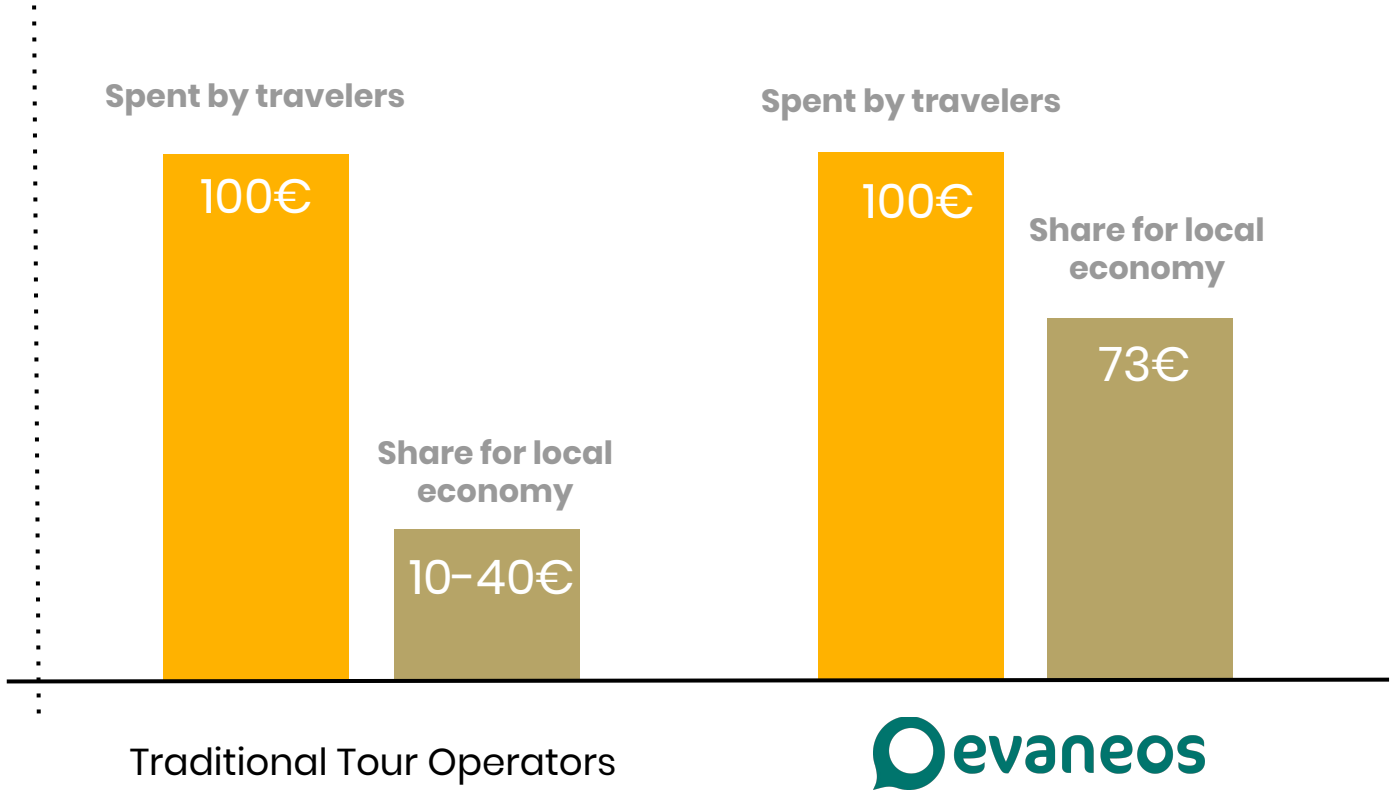


*Booking done 4 months before.

What are the opportunities?

- To receive qualified leads without marketing investment in exchange of a low commission
- To have access to Evaneos tools and training
- To promote destinations and attractions in a unique way directly to European travelers

Travelling more responsibly



Source: Cabinet ID-Tourism, 2015

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local-made trips
Thank you!
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