

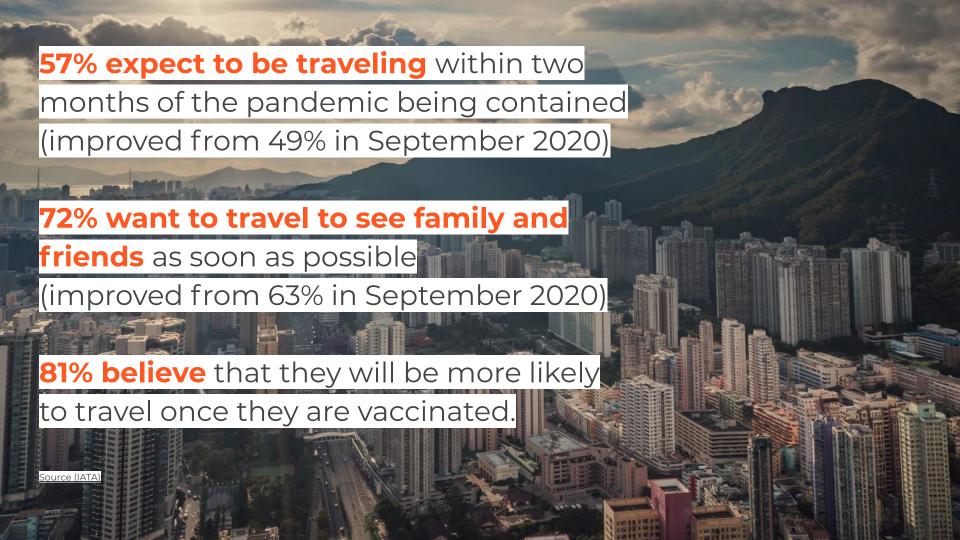
Gearing Up for a New Era of Travel

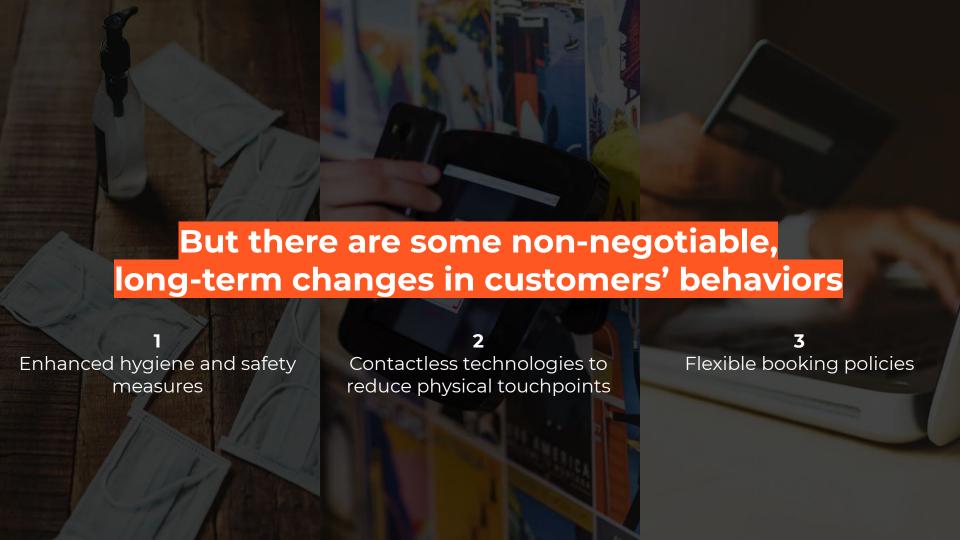
18 May 2021



Agenda for today

- I. Changing Travel Behaviours
- II. Seizing Opportunities in this New Era









Agenda for today

- Changing Travel Behaviours
- II. Seizing Opportunities in this New Era

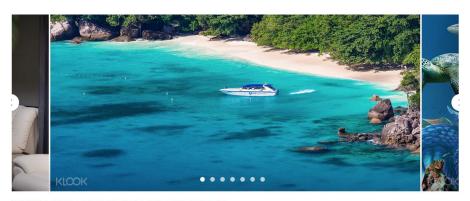
Travel for Longer

Trips over 2 weeks duration grew over **5x**

Almost **two-thirds** say the first vacation they take after the pandemic will be much longer than their typical vacation

KLOOK

Offer creative bundles experiences & cross-industry collaborations



(look Travel > Thailand > Phuket > Experiences > Tours > Cruises & island tour:

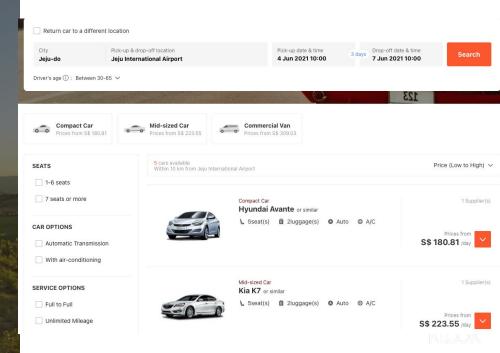
[Phuket] Similan Lover Special Set: Similan Islands Day Tour by Love Andaman + Aquaria Phuket & Trickeye Museum + Kan Eang @ Pier + Kim's Massage and Spa

Surge in private modes of transport

Car Rental interest has doubled from pre-COVID levels, reaching an all-time high in May 2021



Provide wider variety of options for private modes of transport



Acceleration of Digital Wallet Adoption

Digital wallets in APAC countries account for **58% of regional e-commerce** payments vs 24% in the US



Provide customers with more payment options

GREATER CHINA

支 支付宝[™] ☆ 微信支付 1.2B+ users

1.0B+ users



4.0M+ users



2.9M+ users



2M+ users



7M+ users

EAST ASIA

Day

32M+ users



20M+ users



95M+ users

kakao**bank**

10M+ users



S 14M+ users

SOUTH / EAST ASIA

Grab Pay

170M+ users

gopay

29M+ users

ovo

115M+ users



20M+ users



1M+ users



40M+ users



13M+ users



40M+ users



75M+ MAUs 60M+ MAUs



30M+ MAUs 120M+ users





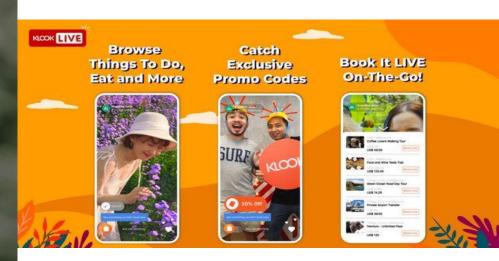
400M+ users*

Demand for instant engagement & online planning to discover and purchase products

Half a billion more social media users in the world today than last year

KLOOK

Adopt innovative ways to inspire customers & increase purchase intent







QR Code Enabled

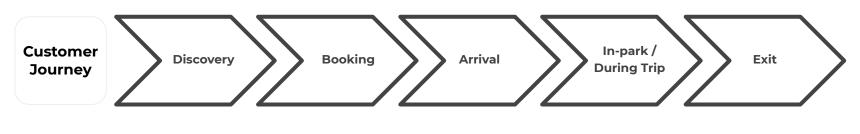


Real-Time Inventory



Mobile App

End-to-end solutions to adapt to changing consumer behaviors and generate more revenue



KLOOK

Digital Solutions

White-label to quickly set up e-store and social media pages

Channel manager to distribute through other resellers



Hardware Redemption **Solutions**

providing contactless OR code entry & customer self-service



Upsell **Capabilities**

to boost ancillary revenue -e.g F&B, express pass etc

Customer Relationship Management to keep in touch, e.g. contact tracing, user reviews









Welcoming New Verticals & Partners

Experiences

Mobility

Hotels

Travel Agents



Chuan Spa Experience at Cordis, Hong Kong



THANN Sanctuary Spa Experience * 4.6 86 reviews | 600+ Boo ...

HK\$ 945 * Book now for 19 May 2021



Feer-HKS 999 ----

CHANEL PRIVÉ Essential Facial and Massage...

* 4.8 59 reviews | 600+ Boo ... HK\$ 1,280 * Book now for 25 May 2021







The Peninsula Hong Kong Staycation Package

[5] Book now for 19 May 202



Stanford Staycation - Long... New Activity

HK\$ 6.160 From HK\$ 5.390 % Book now for tomorrow



Stanford Hotel Staycation -Long Stay Package

HK\$ 2,762 From HK\$ 2,485 4 Book now for tomorrow



Foodcation@Lamma Island (Private Food Tour)

From \$\$ 31.75 ******

S\$ 55.75 *****

② 最早可期訂日数:2021年6月22日 □ 2020年6期2日期





