











all in one search

<u>vivanoda.fr</u> <u>vivanoda.it</u> <u>vivanoda.com</u> <u>vivanoda.pt</u> <u>vivanoda.co.uk</u>

Problem



Vivanoda arose from a simple fact:

most people are not aware of ways of transportation that would get them to a destination

and this kind of search on the Internet often turns out very tedious:

- "How to go to Bonn from Niort?"
- "What train companies operate between Alicante and Marseille?"
- "Where to book my ticket online?"
- etc...

Market Size



Everyday, millions of people are travelling throughout Europe:

- 918 millions air passengers in the EU in 2015
- 9bn rail passengers in the EU in 2015
- 7 millions bus passengers in France in 2016
- 20 million rides for Blablacar
- 395 millions passengers in the European ports.

...and thousands of companies are operating everywhere in Europe the competition between carriers has never been that important and neither is the complementarity between the modes of transport...

Therefore, travellers are facing a very large offer in term of transport and are expecting a seamless travel and multimodal transport system where they'll be able to find their flight, train or bus ticket in a much easier way.

This is particularly true when travelling between two small or medium cities that are not served by a hub airport or high-speed-train stations or when travelling abroad where carriers and their network are often unknown.

Solution



 Vivanoda allows travellers to compare and combine air, bus, rail, ferries and carsharing all in one search to travel between two cites.

In this regard, Vivanoda aims at giving travellers a better access to mobility and a better interconnected transport information by aggregating transport data and find optimal multimodal paths that combines modes of transport and carriers if needed

Vivanoda also wants to

act as a link between operators and travellers
and gives european transport operators a better visibility
by including their offers and lines in multi-step trips (one leg by bus+one leg by train+one leg by airplane), get more customers and thus boost the entire transport sector and its actors.

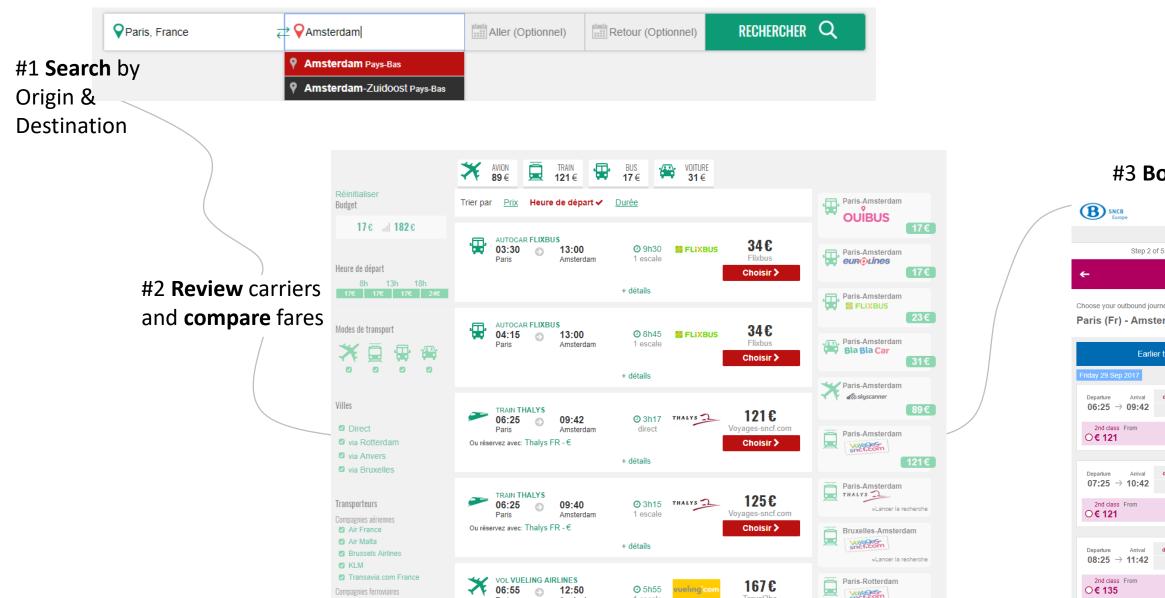
Product



Voyages-

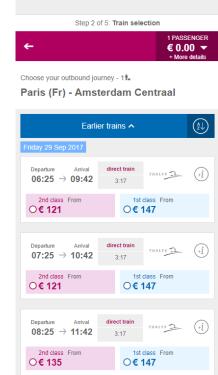
Travel2be

1 escale



#3 **Book** trip

(+32 70 79 79 79 (€0.30/min)



Business Model



Free for users

Commissions paid by partners when a user book a trip

 Sponsored routes: ability for a carrier to display their offer at the top of the results and boost their visibility

On-site advertisements

Key Figures

Vivanoda

- Over 2 millions visits in 2016
- Operating in **4 countries**: France, Portugal, UK, Italy + a global version (.com)

60,000 air routes and 500 airlines

More than **62,000** intercity coach connections in Europe

More than 300,000

train connections
in France, in EUROPE
and beyond

3,000 sea routes serving 700 ports worldwide

Team and advisors





Nicolas **Pellier** Founder and CEO

Master in Yield Management Expert in Transportation and Mobility Experienced in Computer Science

Frédéric **Dessert**

Finance and Accountancy Advisor

Orex Ile de France

Benjamin **Bourgeois**

Business Lawyer

Clément Racineux

UX and Design Advisor

KALAOstudio.com

Prizes and Press



Vivanoda is an award winner of the « European Transport Innovation Challenge 2017 » organized by the European Commission



Vivanoda won the

« Groupama – Créateurs de
Confiance 2017 » Prize
rewarding innovative solutions in
'Transport and Mobility' category



Reviews from nationwide French medias:

Le Figaro

"a rather innovative, simple and visually worked interface"

Le Parisien

"no need to browse transport sites for hours anymore"

Ecommerce Mag

"the 7 most emblematic startups that are challenging the transport market"

France Bleu Radio

"Very convenient site to choose swiftly the mode of transport that suits you best"

What's next?



Develop the audience and retain the users

 Partner with carriers and travel services providers, in particular in the rail industry

Enlarge global coverage

Make the company grow by recruiting and financing



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