

# Piattaforma di esperienze di viaggio



**MERGERSCORP**

## Piattaforma di esperienze di viaggio

Un'azienda di viaggi leader e in rapida crescita, specializzata in esperienze di viaggio di gruppo curate e di alto livello per i millennial e la generazione Z. Il marchio mette in contatto i viaggiatori solitari con fughe indimenticabili di una settimana in destinazioni globali, offrendo comfort, cultura e comunità immediata. Il modello asset-light è scalabile, non ha inventari di proprietà e utilizza un playbook collaudato per garantire esperienze di alta qualità in tutti i continenti.

### Punti chiave

- 2.840 viaggiatori serviti
- Prenotazioni ripetute-17%
- Destinazioni globali
- 17.519 notti in camera prenotate in vita
- 130.000 follower su Instagram; 200.000 iscritti all'email
- Focus sul mercato statunitense (75% di clienti, età compresa tra 25 e 35 anni, reddito medio di 80-120.000 dollari)
- 4,7 punteggio Trustpilot; tasso di referral >10%

### Modello di business e ricavi

- Partenze di gruppo con date fisse e itinerari precostituiti: zero pianificazione per gli ospiti.
- Struttura asset-light; gli host e le partnership DMC locali gestiscono la fornitura operativa
- Valore medio dell'ordine: 2.879 dollari
- LTV del cliente: 2.701 dollari
- L'acquirente strategico può sbloccare un aumento del margine (dal 53% al 77%+) integrando l'inventario o le infrastrutture

### Vantaggi competitivi

- Pubblico sociale altamente coinvolto, motore di marketing virale
- Playbook codificati del "motore dell'esperienza" per lanci di destinazioni efficienti e scalabili
- Crescita organica attraverso la fedeltà e le segnalazioni; elevato net promoter score
- Pronto a scalare: plug-and-play per le aziende del settore alberghiero, dei viaggi o dei media che cercano una "domanda in scatola".

### TARGET PRICE

\$ 1,600,000

### GROSS REVENUE

\$ 3,000,000

### BUSINESS TYPE

Online Businesses

### COUNTRY

Regno Unito

### BUSINESS ID

L#20251022

*The information contained herein does not constitute an offer to sell or a solicitation of an offer or a recommendation to purchase securities under the securities laws of any jurisdiction, including the United States Securities Act of 1933, as amended, or any US state securities laws, or a solicitation to enter into any other transaction*

*The projected financial information contained in the Memorandum is based on judgmental estimates and assumptions made by the management of the target Company, about circumstances and events that have not yet taken place. Accordingly, there can be no assurance that the projected results will be attained. In particular, but without prejudice to the generality of the foregoing, no representation or warranty whatsoever is given in relation to the reasonableness or achievability of the projections contained in the Memorandum or in relation to the bases and assumptions underlying such projections and you must satisfy yourself in relation to the reasonableness, achievability and accuracy thereof.*

*By delivering this Memorandum, neither MergersUS Inc., nor its authorized agents are making any recommendations regarding the acquisition or strategies outlined herein. Interested parties shall exercise independent judgment in, and have sole responsibility for, determining whether an acquisition of the Company is suitable for them, and neither MergersUS Inc, nor its authorized agents have responsibility to, and will not, monitor the condition of interested parties to determine that an acquisition is or remains suitable for them. Among other things, suitability of an acquisition will depend upon an interested party's investment and business plans and financial situation.*

*This document is prepared for information purposes only. It is made available on the express understanding that it will be used for the sole purpose of assisting the recipients to decide whether they wish to proceed with a further investigation of the Proposed Transaction.*

*The recipients realize and agree that this document is not intended to form the basis of any investment decision or any other appraisal or decision regarding the Proposed Transaction, and does not constitute the basis for the contract which may be concluded in relation to the Proposed Transaction.*

*All information contained in this document may subsequently be updated and adjusted. MergersUS Inc. has not independently verified any of the information contained herein or on which this document is based. Neither the Company, nor its management or shareholders, nor MergersUS Inc. , nor any of their respective directors, partners, officers, employees or affiliates make any representation or warranty (express or implied) or accept or will accept any responsibility or liability regarding or in relation to the accuracy or completeness of the information contained in this document or any other written or oral information made available to any interested party or its advisers. Any liability in respect of any such information or any inaccuracy in or omission from the document is expressly disclaimed.*

## MERGERSCORP

© 2026 MergersCorp M&A International. All rights reserved.

© 2026 MergersCorp M&A International. MergersCorp™ M&A International is the collective brand name of independent affiliates of MergersCorp M&A International. For more details on the nature of our affiliation, please visit us on our website <https://www.mergerscorp.com/disclaimer>. MergersCorp M&A International is not a registered broker-dealer under the U.S. securities laws. MergersCorp M&A International does not offer or sell securities or provide investment advice or underwriting services. The articles or publications contained in this presentation are not intended to provide specific business or investment advice. The author or MergersCorp M&A International shall not be liable for any errors or omissions, or for any loss suffered by any person or organization acting or refraining from acting as a result of the content of this website. It is recommended that specific independent advice be sought before making any business or investment decision.

**MERGERSCORP**

[WWW.MERGERSCORP.COM](http://WWW.MERGERSCORP.COM)