



Now arriving: New opportunities to help accelerate growth for your travel business.



The travel industry is ready for takeoff – and the possibilities are endless. Learn how payments can go beyond checkout to help you connect with your customers and drive growth across channels, markets and buying stages.



Boost Your Reach

Venmo

→ Reach a younger, more affluent demographic with Venmo.¹



PayPal Pay Later²

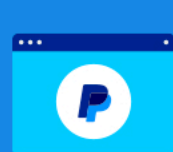
→ Let your customers pay over time so they can travel when they need to – and want to.

Global payments

- Access 426+ million active PayPal accounts.
- Expand to 200 markets and unlock 130 currencies.



Over **7 million** consumers have transacted more than 20 million times using PayPal's Buy Now, Pay Later offering.³



8% increase in new customer conversion on travel websites when using PayPal vs. other methods.⁴



Help Increase Your Sales

Presentment

→ Present PayPal, Venmo and Pay Later offers earlier in the buying experience to help boost sales.

QR codes⁵

→ Enable in-person contactless payments at hotel shops and restaurants and in-flight.

Partnerships

→ Leverage secure data-sharing technology to easily offer ancillary products at checkout.

44.5%

increase in PayPal conversion rates for one merchant after optimizing PayPal presentment.⁶



Travel is a top industry that is adopting PayPal QR codes.⁷



Encourage Customer Loyalty

Saved payments

→ Securely store shoppers' payment details so they can check out quickly and seamlessly in the future.

Loyalty programs

→ Guests paying with PayPal can earn points into your loyalty program and also earn PayPal rewards.

Brand trust

→ Delight your customers again and again with our trusted, frictionless checkouts.

86%

of senior-level marketers ranked loyalty and rewards programs as important in the last six months.⁸



13% increase in repeat purchases from the same merchant when using PayPal.⁹



Put the world of PayPal to work for you

Visit paypal.com/us/webapps/mpp/enterprise/travel-business-payment-solutions

¹ Focus Vision, Commissioned by PayPal, October 2020. The Venmo Behavior Study explores valuable insights for merchants to consider to reach a broader audience including 2,217 Venmo customers' financial habits, purchasing behaviors and perceptions of Venmo as a payments tool.

² <https://www.paypal.com/us/enterprise/pay-later>

³ PayPal Q2 Earnings-2021.

⁴ Nielsen, Commissioned by PayPal, July 2020 to September 2020 of 15,144 US consumers to understand and measure the impact that PayPal has for US-based LE merchants across different verticals.

⁵ Merchant and consumer need PayPal or Venmo app to use PayPal QR Codes.

⁶ PayPal Anonymized Case Study 2020. The results in the case study are not necessarily representative of results for all businesses, 2020.

⁷ PayPal Q2 Earnings-2021.

⁸ WBR Insights, Commissioned by Honey. In Q4 of 2020, WBR Insights surveyed 150 Heads of Retail, eCommerce, and similar from across medium sized businesses to global brands in the APAC, EMEA, and North American regions to find out what types of marketing strategies and tactics they are using to engage with and convert their consumers.

⁹ Nielsen, Commissioned by PayPal, July 2020 to September 2020 of 15,144 US consumers to understand and measure the impact that PayPal has for US-based LE merchants across different verticals.

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