

# TrekkSoft Group - 30% drop in revenue in corona year 2020 and slightly positive EBITDA

**TrekkSoft Group, headquartered in Matten b. Interlaken, achieves a revenue of CHF 6.4M and a slightly positive EBITDA in 2020 at group level. The group entities dependent on international tourism recorded sales declines of up to two thirds.**

With an online external sales volume of CHF 170M, the Group achieved revenues of CHF 6.4M and a slightly positive EBITDA - a good result under the circumstances. In particular, the group companies DigiTickets Ltd, based in Exeter, which specializes in booking solutions for theme parks and attractions in England and Ireland, as well as Waldhart Software GmbH, which is the market leader in the field of ski school software, achieved strong results in view of the challenging environment for tourism.

"Our customers with a dependence on local guests (i.e. domestic tourism) were able to achieve good to acceptable results despite a shortened peak season" says Philippe Willi, CEO and co-founder of TrekkSoft Group. On the other hand, the businesses focused on international guests suffered heavily with large reductions in sales. For many, sales volumes decreased by up to 90% compared to the previous year.

"We hope that international tourism will come back at least partially in 2021 and then recover to the level of 2019 in 2022." Philippe Willi continues.

In terms of the booking behavior of tourists, we have seen a clear increase in the percentage of online bookings. This is due, among other things, to capacity restrictions. The volume processed via channel management dropped significantly from 31M in 2019 to 6.4M in 2020. With channel management, bookings are processed via various distribution channels such as GetYourGuide, TripAdvisor and Expedia by tourism service providers.

## **Company Profile:**

### **Brief description of TrekkSoft Group**

The TrekkSoft Group sees itself as a technology partner for leisure and tourism providers. Through its subsidiaries DigiTickets Ltd, Waldhart Software GmbH and MyObis Booking Systems GmbH, the group offers a wide range of services for tourism providers. Among other things, the group offers booking solutions for the direct sales channel, channel management solutions, and marketplace solutions for payment processing in the tourism industry. The Group currently employs around 80 people at its locations in Matten b. Interlaken, Barcelona, Exeter, Minsk and Telfs.

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