



FLY2U

Bring what you can, get what you want

What are we doing

A Platform
for
Fast and Cheap
Cross-regional Transportation
using
Available Space of Passengers' Luggage
in
the Digital Nomad Era

OUTLINE

- What are we doing
- Customer concerns and our solution
- Market size
- Product demo
- Business model

We noticed that:

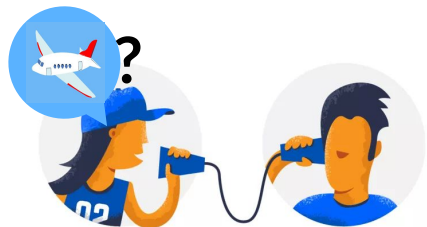
There are always some messages asking to get small things from other countries in different chatting groups.

Why are traditional courier companies not their first choice?

Existing Cross-regional Transportation Options



Facebook Groups



?



Is there a
middle ground?

Cost
Safety
Availability



?



The problem of existing options

- **Social networking app:**
 - The relationship between supply and demand is not clear.
- **Traditional Courier Companies:**
 - Too slow for cheap delivery plan, too expensive for fast delivery plan

How about...

Making use of travelers'
available luggage space



Value Proposition

- Connect people:
 - Needs
 - Service provider
- Efficient process.
- All the steps will be regulated.

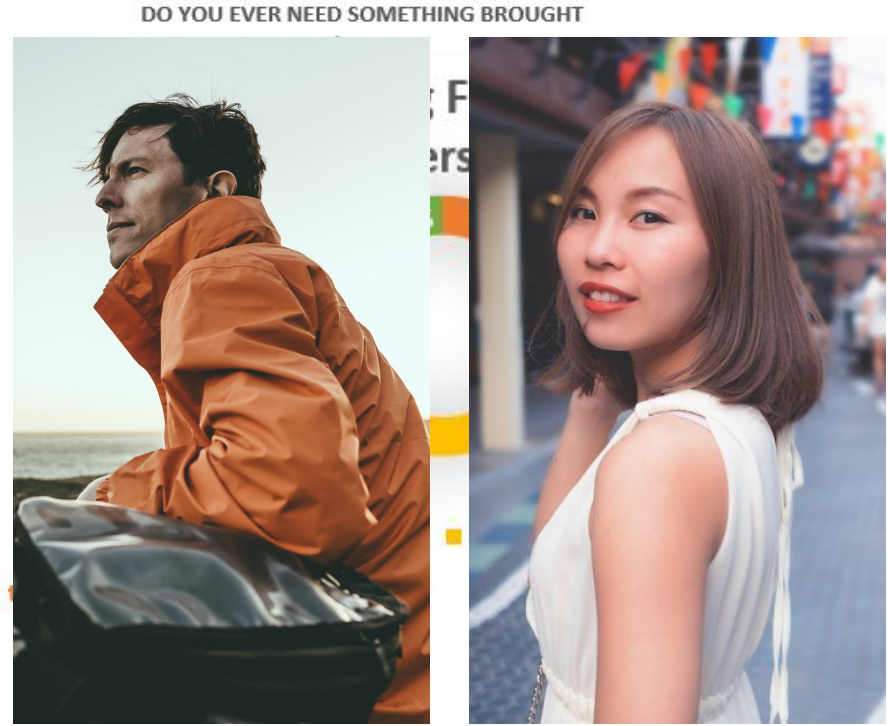


The best value, safe and available.

Situation Analysis

Target audience

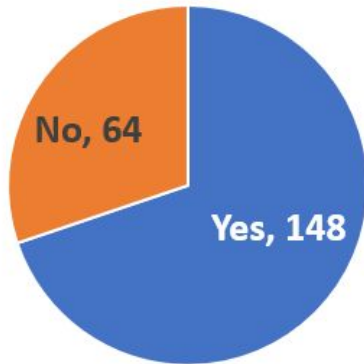
- Consumers:
 - Students Abroad (#1)
 - Workers Abroad
 - The curious
- Providers:
 - Frequent Travelers



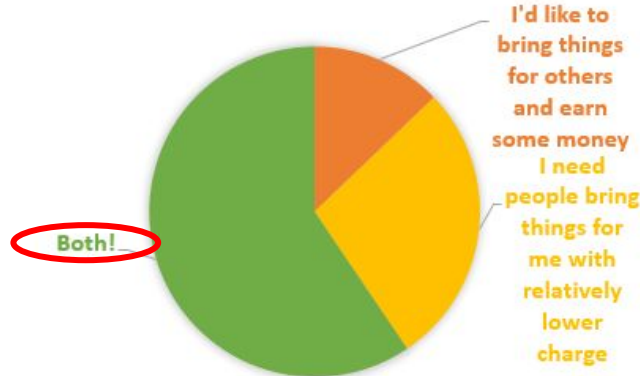
Out of 212 surveyed

Potential Customers Insights

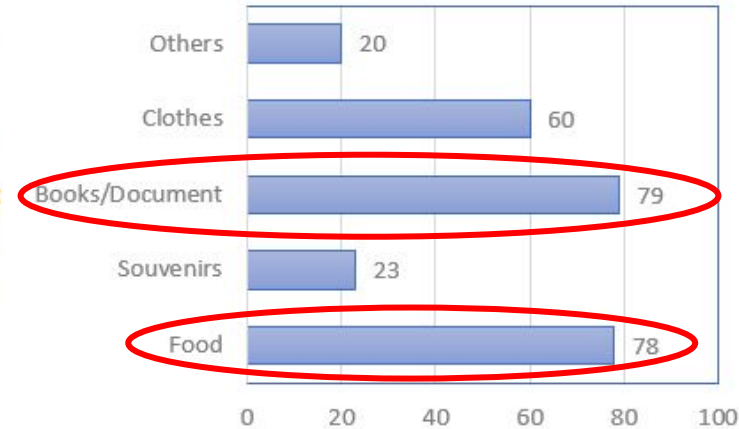
If there is a platform that tries to connect people who needs something from other countries and people who travel between countries with vacant luggage allowance. Would you like to use it(Either as a bringer or as a buyer)?



WHICH FUNCTION DO YOU PREFER TO TRY?



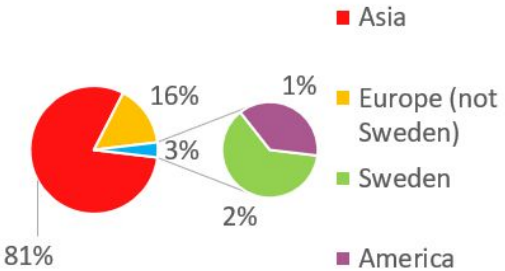
What kind of things do you usually need from abroad?



Problem Definition - Initial Market Definition



Nationality Distribution





Fly high, Get money, Make somebody happy!

Welcome to our **FLY2U** service!

FLY2U is premium low-cost transportation service using reliable airline.

People who want to share their empty baggage space, or who want to transit/receive what they want from/to abroad can use this platform!



Do you want somebody bring something for you?

Yes, I want to get something from somewhere else!



Are you willing to bring something while travelling?

Yes, I want to get money using my empty baggage!

Interface - Web Site

FLY2U

Buyer

Traveler

Chat



test@test.com

Log Out



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Interface - Web Site

FLY2U



Welcome to our **FLY2U** service

FLY2U is premium low-cost transportation service using...
People who want to share their empty baggage space, or who want to transit/receive what...



Do you want somebody bring something for you?

Yes, I want to get something from somewhere else!

Easily explore availability

Interface - Web Site

FLY2U

Buyer

Traveler

Chat



test@test.com








Log Out

Find out your best fit!

Time From To

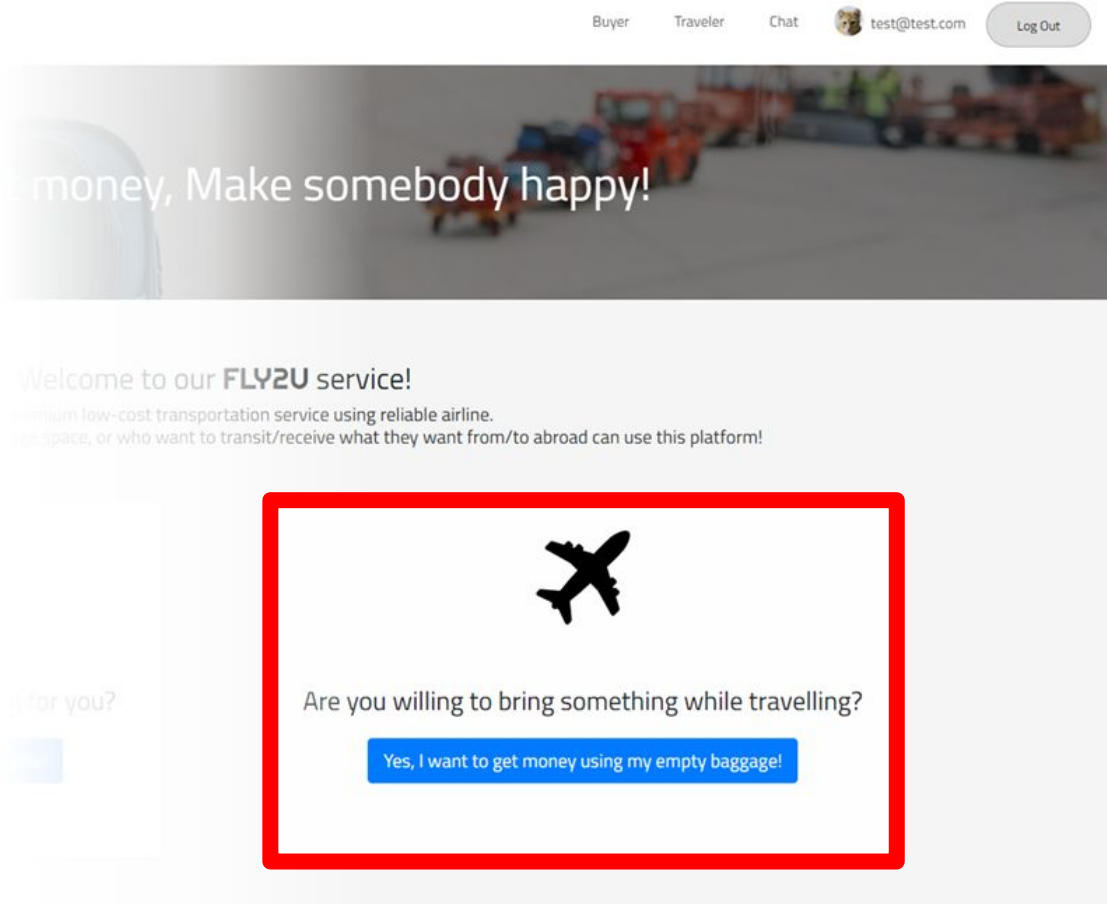
Departure Airport Departure to Arrival Airport Destination

Search Results

 test@test.com HFN → ICN 2019-05-09 - 2019-05-14 Max 22kg / 22 SEK/kg Your Post!	 test@test.com PEK → ARN 2019-06-06 - 2019-06-20 Max 22kg / 30 SEK/kg Your Post!	 dsfjlkfs@kg.com NYO → CTS 2019-06-06 - 2019-06-19 Max 22kg / 100 SEK/kg Bargaining with user	 test3@test.com ARN → HEL 2019-05-08 - 2019-05-11 Max 10kg / 100 SEK/kg Bargaining with user	 test@test.com ARN → CPH 2019-05-30 - 2019-05-31 Max 10kg / 100 SEK/kg Your Post!	 yaoyixuan521@gmail.com NYO → PEK 2019-05-29 - 2019-05-30 Max 2kg / 50 SEK/kg Contact Pay	 yaoyixuan521@gmail.com NYO → PEK 2019-05-29 - 2019-05-30 Max 2kg / 50 SEK/kg Bargaining with user
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Interface - Web Site

Quickly publish your itinerary



Interface - Web Site

FLY2U

Buyer

Traveler

Chat



test@test.com

Log Out

Traveler Page

Create a Post Here

History Posts

Departure	2019-05-09	HPN Hornafjörður	Arrival	2019-05-14	ICN Incheon Intl	Flight	EE2828	Status	Delivered	Details
Departure	2019-06-06	PEK Beijing Capital Intl	Arrival	2019-06-20	ARN Stockholm-Arlanda	Flight	AY7727	Status	Delivered	Details
Departure	2019-05-30	ARN Stockholm-Arlanda	Arrival	2019-05-31	CPH Copenhagen Kastrup	Flight	HH7727	Status	Posted	Details

We are waiting for new request from user!

Notice: There are four types of status

Posted: Your post can be seen in public - Buyer part

Bargaining: You get the new suggestion from user and you can accept or deny

Delivering: You accepted the offer and you should deliver the item according to your itinerary

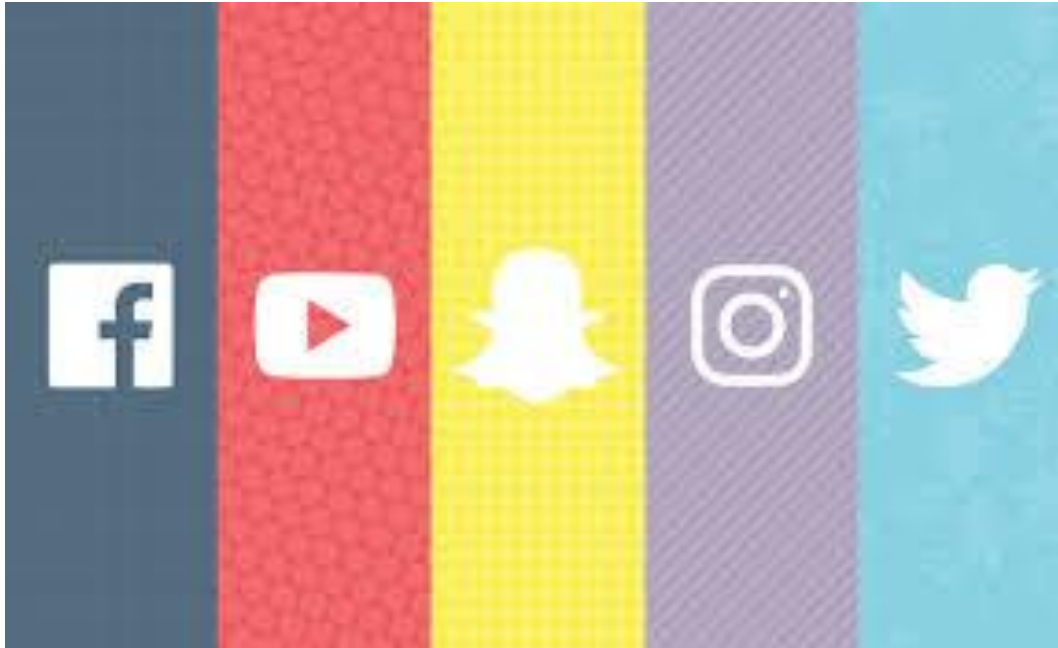
Delivered: Your customer received the item and confirmed the delivery. You will receive your earning!

Product Highlights

- **Intuitive service information display**
- **Secure payment system**
 - The service fee will be frozen until users receive their package
- **Transportation insurance**
 - In case of damage during parcel transportation
- **Self pick-up cabinet**
 - Place self-pick-up cabinets at the airport and regional center to facilitate the delivery of parcels

Attract customers

- Social Media



Revenue Streams

- Platform service fee
- Advertising fee
- Membership fee
- Investment income from the cash pool



Our Team



Vikash Lal Dondani



Victor Castillo



Amber Yao



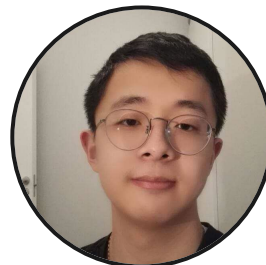
Ruoyen Meng



Xing An



Heeje Lee



Silong Lyu



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ANY QUESTIONS?