

wanderjaunt | 'wändər, jônt/ |

noun

1. the first customer-obsessed decentralized hoteling brand that enables a seamless travel experience for both guests and homeowners
2. the best domain name the founders could find for \$12/year

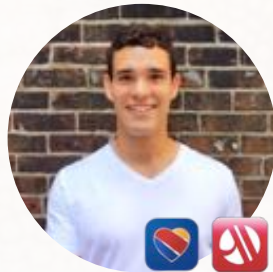
“we stayed at a wanderjaunt because we knew what we would get”

analogies: Opendoor for short-term rentals, Starwood/Hilton/Marriott for vacation rentals and serviced apartments

Our Team




Michael Chen
Co-Founder / CEO
Economics, WashU '11
 **Deloitte.**




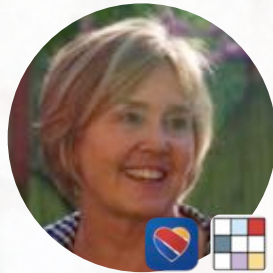
Andres Green
Co-Founder / COO
Economics, WashU '12
 **BAIN & COMPANY** 



Barrett Glasauer
Co-Founder / CTO
EECS, UC Berkeley '13
 **Palantir**



Thomas Peck
Head of Finance
Finance, SMU '12
 **KPMG**



Elizabeth Minchew
Interior Design Advisor
Interior Design, SCAD



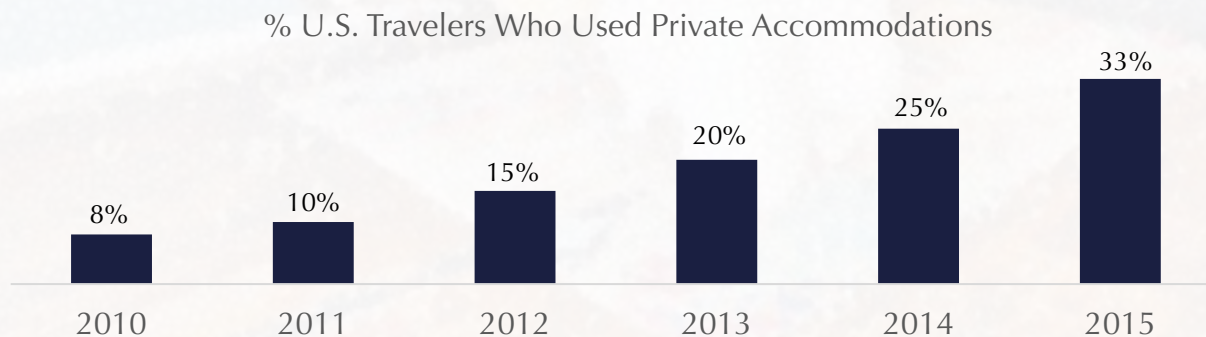
Cindy Thompson
Interior Design Advisor
Interior Design, ASU

Why Now? / Industry

1 Today, 70% of all US hotel accommodations are branded



2 The unbranded home sharing space is expected to grow to \$170B by 2019



The guest experience is plagued with uncertainty



Difficult to select "best" property

"Where should I stay?"



High variance in amenities

"What is included with my stay?"



Unknown service level from host

"Will the host meet my specific needs?"

The owner experience is operationally burdensome



Standing out on a map is hard

“How do I maximize my revenue?”



5-star amenities at a 3-star price

“What do I need to provide my guests?”



Handling special guest requests

“How do I ensure a 5-star experience?”



Ensuring cleanliness and quality

“How do I manage my cleaners?”

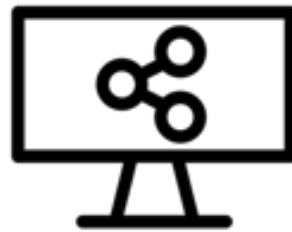
Solution

WanderJaunt delivers exceptional guest and owner experiences through centralized end-to-end management of our properties



Onboarding

- Data-driven Sourcing
- Branded Interior Design



Demand Generation

- Multi-channel Marketing
- Algorithmic Pricing



Operations

- 24/7 Guest Service
- Housekeeping
- On-site Maintenance



Traction

300+
Guests Hosted

77
NPS Score

\$50,000
Revenue

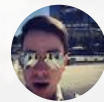
\$250,000
Annual Revenue Run Rate

35%
Gross Margin



"This was the easiest experience I have ever had [with home sharing]. Thank you so much for making it a truly great Scottsdale weekend."

Lee, Boston, March 2017



"Awesome property... with everything I could have needed for my 10 night stay. The beds were super comfortable... I'll be staying here the next time I head out to Scottsdale."

Peter, United Kingdom, February 2017



"I absolutely loved this place! The house was beautifully designed and comfortable. The beds were also super cozy! The hosts were great to work with and I will absolutely stay here again! A+"

Mindy, Scottsdale, January 2016



















"...I was very impressed with their choice of decoration and details of the home. Everything from the furnishing to the choice of coffee book on the table was themed to enhance all that Arizona is..."

Darlene, Miami, December 2016

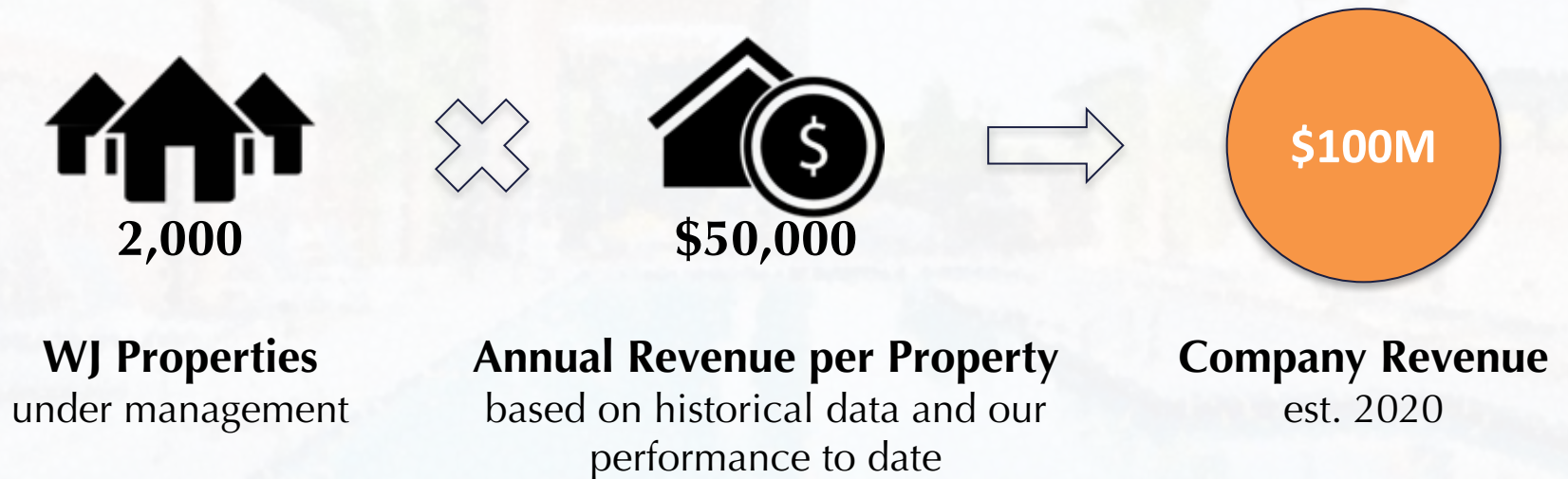


Competition

			<i>Home Sharing Platforms</i> 	<i>Legacy Hotel Chains</i> 
Established	Nov 2016	2012	2008	1927
Annual Revenue	\$250k	~\$30M	~\$2B	~\$15B
Reliability				
Affordability				
End to End Mgmt				
NPS Score	77	61	74	37
Founder DNA	Ops and Tech	College	Design and Tech	Ops
Competitive Advantage	Scale Know-how	First to Market	Established	Established
Technology Focus	Data and Analytics	Consumer	Consumer	Consumer

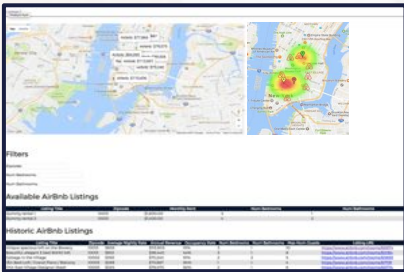
Business Model

We charge homeowners a commission on every booking or pay them an agreed upon monthly fee



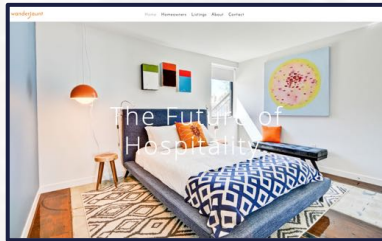
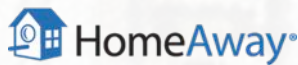
Grow Supply

Use proprietary software to target high-potential properties



Attract Demand

List properties across the major established platforms until we build our own booking tool



Build Partnerships

Build on our existing partnerships with leesa, brooklinen, and wayfair to include more brands customers will love



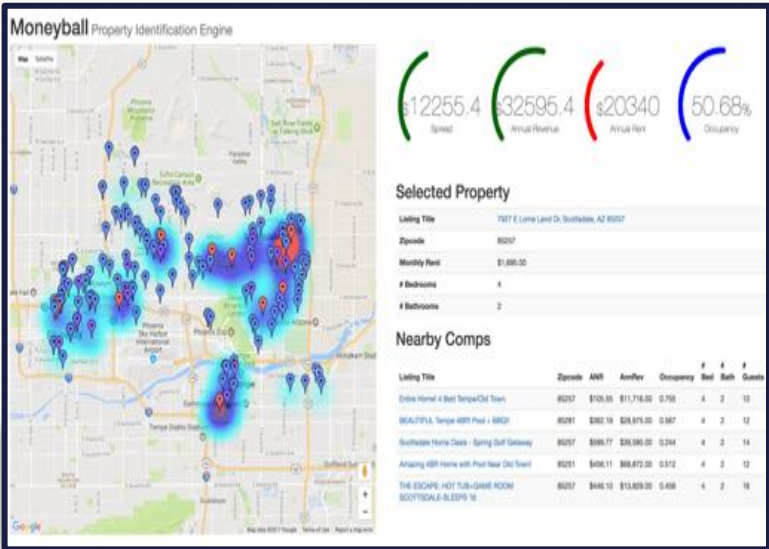
Scale Operations

Build technology to scale our decentralized hoteling operations. No solution currently exists anywhere in the world



Our Products

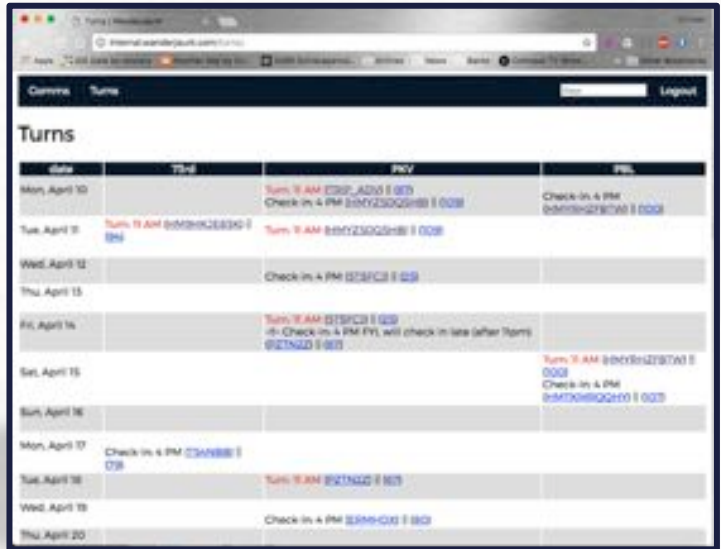
Moneyball™ Property Identification Engine



Demo

Identifies high-potential properties available on the rental market using data science and analytics

Alchemy™ Property Management System



Demo

Enables consistent level of quality while we scale by automating and managing the owner experience

Our Ask

Seed: \$2,000,000 for 12 months runway

For:

- Product team in SF (4)
- Ops team in PHX (2) and launch market (2)
- Growing Revenues 10X

Exit Goals:

- \$3M Annualized Revenue from 75 properties @ 25% margin
- Build v1 tools: sourcing tool, ops and support tools, consumer site
- Utilize Moneyball™ to source properties

Series A: \$10M for 18-24mo runway

Exit Goals:

- \$25M Annualized Revenue from 500 properties @ 30% margin
- Product / market fit in 4 diverse cities with lean local teams
- Build our own booking portal
- Prove customer retention

Series B: \$30M for 18-24mo runway

Exit Goals:

- \$100M Annualized Revenue from 2,000 properties @ 30% margin
- Product / market fit in an additional 6 cities with lean local teams
- Pathway to becoming cash flow positive
- Ready for international expansion

APPENDIX

Our Team



Michael Chen, Co-Founder / CEO

- Head of Merchant Operations, DoorDash (2014 – 2016)
- Strategy & Operations Consultant, Deloitte Consulting (2011– 2014)
- BSBA, Finance and Economics, Washington University in St. Louis (2011)

Michael started his career at Deloitte Consulting in Chicago where he advised multinational corporations on their market entry strategy. Not wanting to slow down his learning curve, he opted to forgo the traditional MBA route to join DoorDash, where he launched its earliest markets, managed Washington, D.C.'s eight-figure P&L, and set up the company's first back office operations in Phoenix.



Andrés Green, Co-Founder

- Associate General Manager - Boston, DoorDash (2014 – 2016)
- Associate Consultant, Bain & Company (2012– 2014)
- BSBA, Economics and Strategy, Washington University in St. Louis (2012)

Andres began his career at Bain in Houston where he consulted on projects ranging from growth strategy to procurement cost reduction. Eager to develop the skills required to run a business, he joined DoorDash where he scaled Boston as the company's first launch market into one of its largest, most profitable operations. In his free time, Andres enjoys skiing, traveling, and reading.



Barrett Glasauer, Co-Founder

- Business Operations Manager, DoorDash (2015 – 2016)
- Enterprise Lead, Palantir Technologies (2013 – 2015)
- BS, Electrical Engineering and Computer Science, University of California, Berkeley (2013)

Barrett began his career at Palantir where he led teams that built platforms for the detection and investigation of cybersecurity and fraud threats. Eager to take on a new set of challenges with a growing startup, he joined DoorDash where he's helped marry data-driven insights to execution strategy as the first hire for the Business Operations and Analytics team.

Our Team



Thomas Peck, Head of Finance

- Senior Accountant, DoorDash (2015 – 2017)
- Senior Associate – Alternative Investments, KPMG (2013 – 2015)
- M.S.A., Assurance and Advisory, Southern Methodist University (2013)
- B.B.A., Finance, Southern Methodist University (2012)

After obtaining his CPA, Thomas worked as a hedge fund auditor specializing in electricity transmission trading and private security valuations. He joined DoorDash as the third member of the finance team, assisting in fundraising, FP&A, ERP implementation, and building the accounting department.



Elizabeth Minchew, Interior Design Expert

- Director of Interior Design, Allen+Philp Architects & Interiors (2006 – 2012)
- Interior Designer, Phoenix AZ (Various firms) (1983 – 2006)
- ASU Adjunct Faculty (1998 – Present)
- MA, Historic Preservation, Savannah College of Art and Design (2016)

Liz has 30+ years of experience creating interior spaces to live, work, and play in. Her portfolio spans luxury hospitality, golf clubhouses, senior living, office, retail and residential projects across the U.S., Mexico and China.



Cindy Shaw Thompson, Interior Design Expert

- Principal and Owner, Cindy Shaw Thompson Design (1998 – Present)
- Interior Designer, DMJM Architecture and Engineering, HNTB Architecture and Engineering, DeRevere Partners, Randall Fonce Architects, AI Design, Cox James Interiors, Ramada Corporation (1978 – 1998)

Cindy has more than 30 years of experience managing and working with teams of designers and architects to create the perfect space for hospitality and corporate clients. Over the last 20 years her work has shifted to focus primarily on construction and renovation projects in the residential market.