

# Q: How will your partnerships change in other cities?

A: Self-Storage companies and courier services are in every city in the country, especially populated cities. As Stash grows, these partnerships will change very little. Once Stash reaches significant scale, Stash *could* invest in warehouses and trucks to lower the price for the user and also to better service less-populated areas.



# Q: Why are you launching in Chicago first?

**A: In Chicago, we can provide 60-minute service to 350k consumers in our target market.**

- 25-35 years old
- \$85,000+ household income
- Likely to be familiar and comfortable with smartphone-based convenience services
- MakeSpace is only competitor in Chicago Market

Public Storage Locations and 2-Mile Coverage

