

Marketing  
campaign will drive  
11k users to Stash,  
**driving profitability  
by early 2020.**



### **Online**

Social Media  
Google Adwords  
Referrals



### **Offline**

Remnant Ads  
Public Transit  
Direct Mail



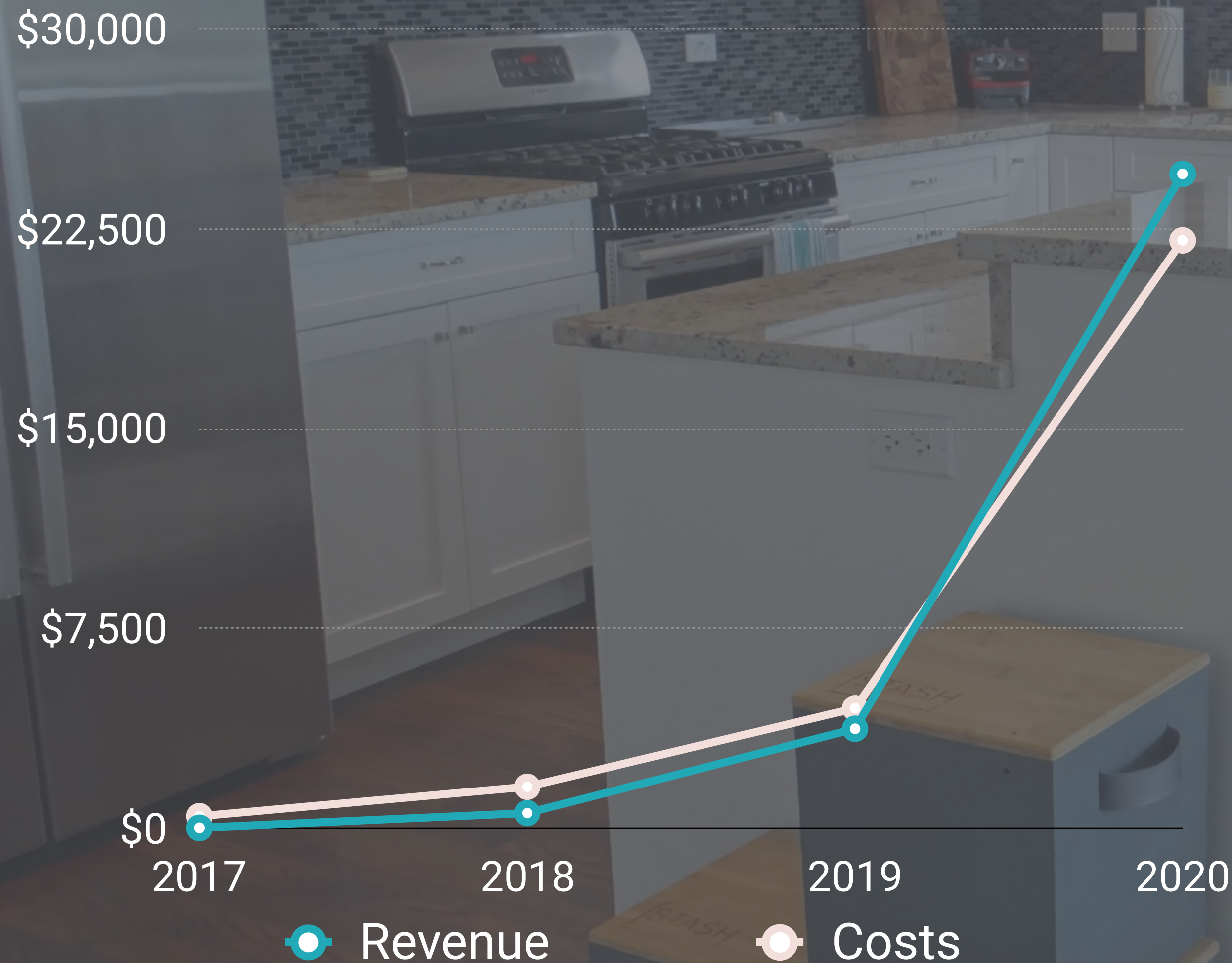
### **Partnerships**

Uber Rush  
Public Storage



# Recurring Revenue, Strong Margins

(in thousands)



Gross Margins of 21%

Net Margin of 13% after profitability

Recurring revenue makes our customer's lifetime value \$200+ on an \$18 customer acquisition cost

High potential for cost-optimization as we scale for box production, storage partnerships