

# Welcome

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# AirBed&Breakfast™

Book rooms with locals, rather than hotels.

**Price** is a important concern for customers booking travel online.

**Hotels** leave you disconnected from the city and its culture.

**No easy way exists** to book a room with a local or become a host.

**A web platform** where users can rent out their space to host travelers to:

**SAVE  
MONEY**

when traveling

**MAKE  
MONEY**

when hosting

**SHARE  
CULTURE**

local connection to the city

Couchsurfing.com

660,000

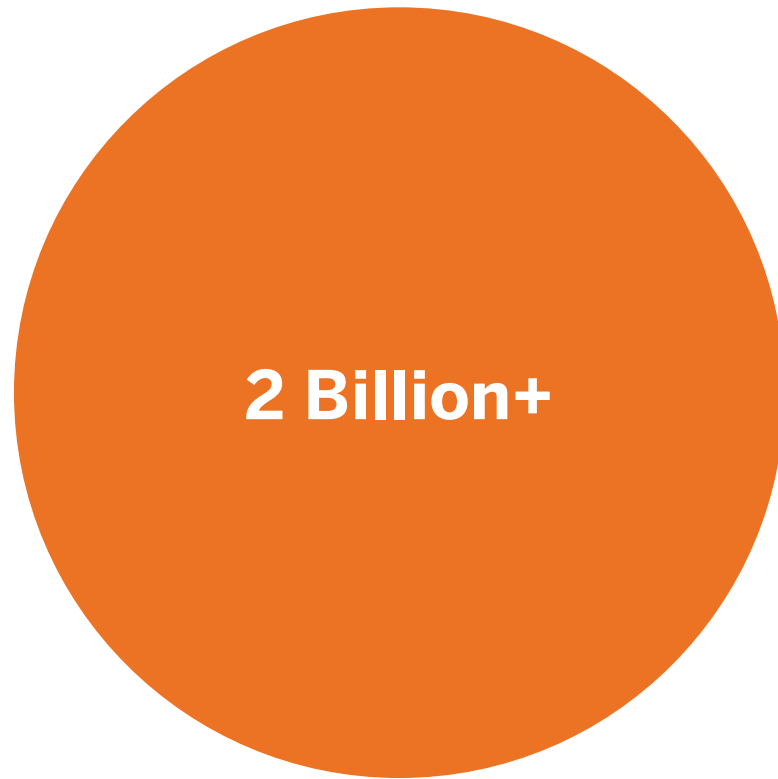
total users<sup>2</sup>

Craigslist.com

50,000

temporary housing listings per  
week in the US. 07/09 – 07/16<sup>2</sup>

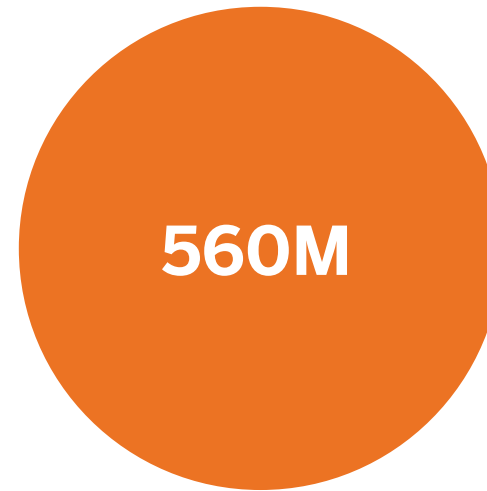
(1) [www.couchsurfing.com](http://www.couchsurfing.com)  
(2) [www.craigslist.org](http://www.craigslist.org)



## TRIPS BOOKED (WORLDWIDE)

Total Available Market

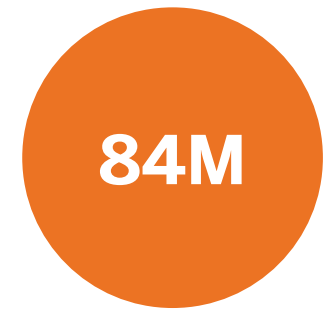
source: Travel Industry Association of America &  
World Tourism Organization



## BUDGET&ONLINE

Serviceable Available Market

source: comScore



## TRIPS W/AB&B

Share of Market

15% of Available Market

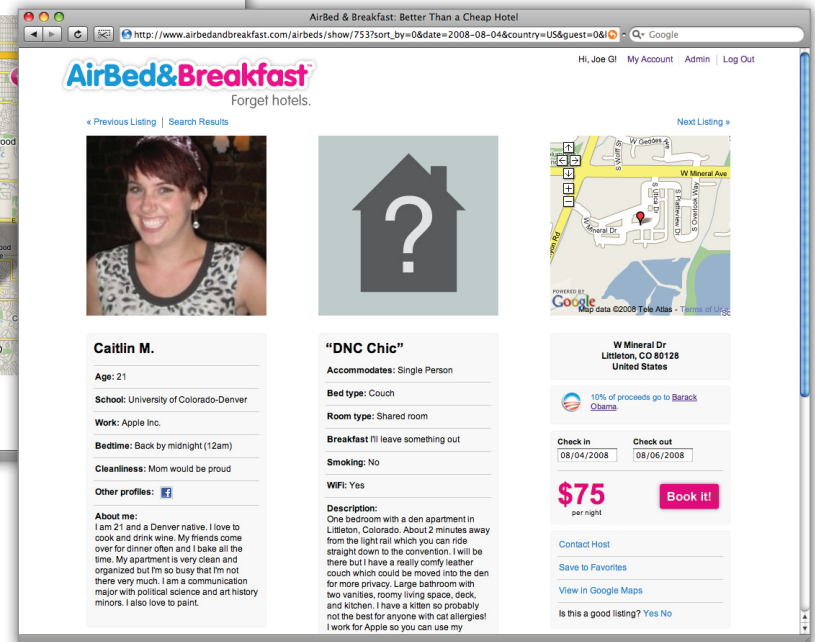
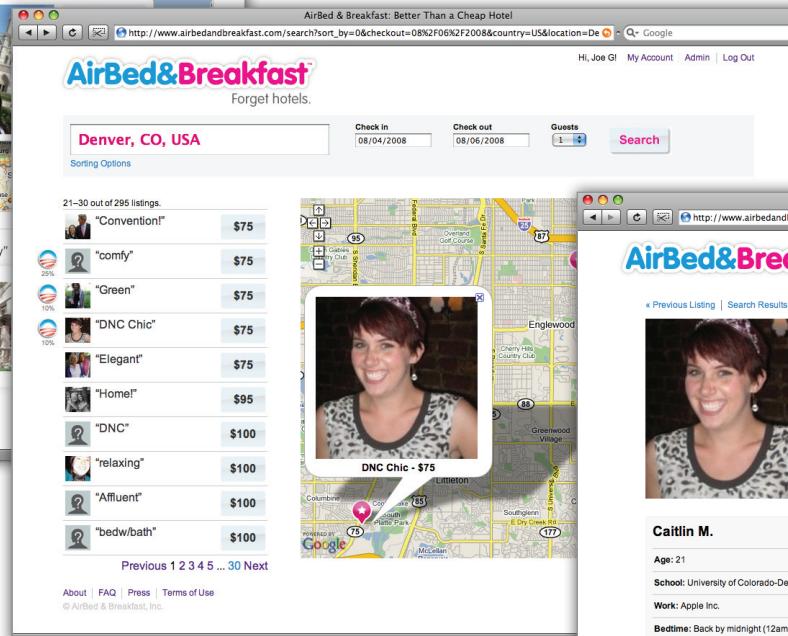
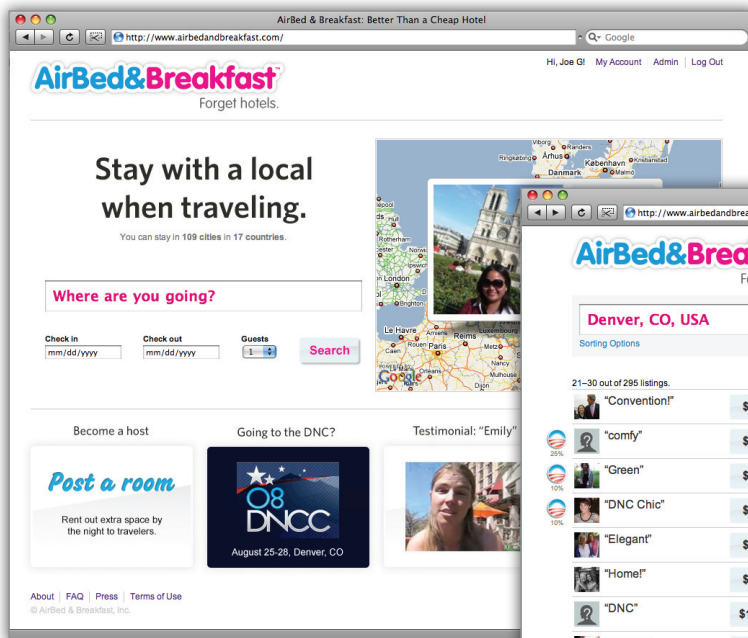
SEARCH BY CITY



REVIEW LISTINGS



BOOK IT!



# Business Model

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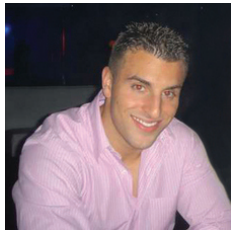
We take a 10% commission on each transaction.





## **Joe Gebbia**, User Interface & PR

Entrepreneur and designer. Holds a patent for his product, CritBuns®. A graduate of the Rhode Island School of Design (RISD), has dual BFA's in graphic design and industrial design.



## **Brian Chesky**, Business Development & Brand

Founder of Brian Chesky, Inc, industrial design consultant. A graduate of the Rhode Island School of Design (RISD), has a BFA in industrial design.



## **Nathan Blecharcyk**, Developer

Created Facebook Apps "Your neighbors" (75,000 users) and "Rolodextrous", recently launched "Identified Hits". A graduate of computer science Harvard, Nate has worked at Microsoft, OPNET Technologies, and Batiq.

### **Michael Seibel**, Advisor

Michael is the CEO and co-founder of [www.justin.tv](http://www.justin.tv), a San Francisco based venture funded start up that delivers live video to the internet.