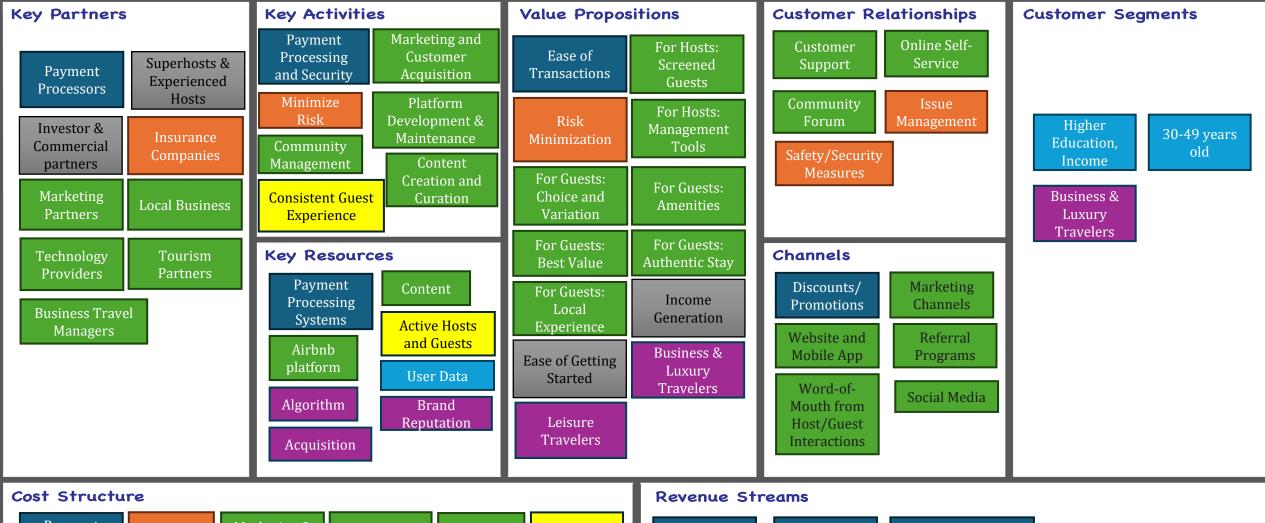


## **AIRBNB BUSINESS MODEL CANVAS**



Payment Processing Fees

Insurance

Marketing & Customer Acquisition

Research & development

Sales & Marketing

General and Admin Host Fees

Guest Fees

Commissions on Transaction Values

Premium
Listing

Experience
Fees