

# AirBed&Breakfast

Book rooms with locals, rather than hotels.



**Price** is an 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



630,000

on temporary housing site  
couchsurfing.com

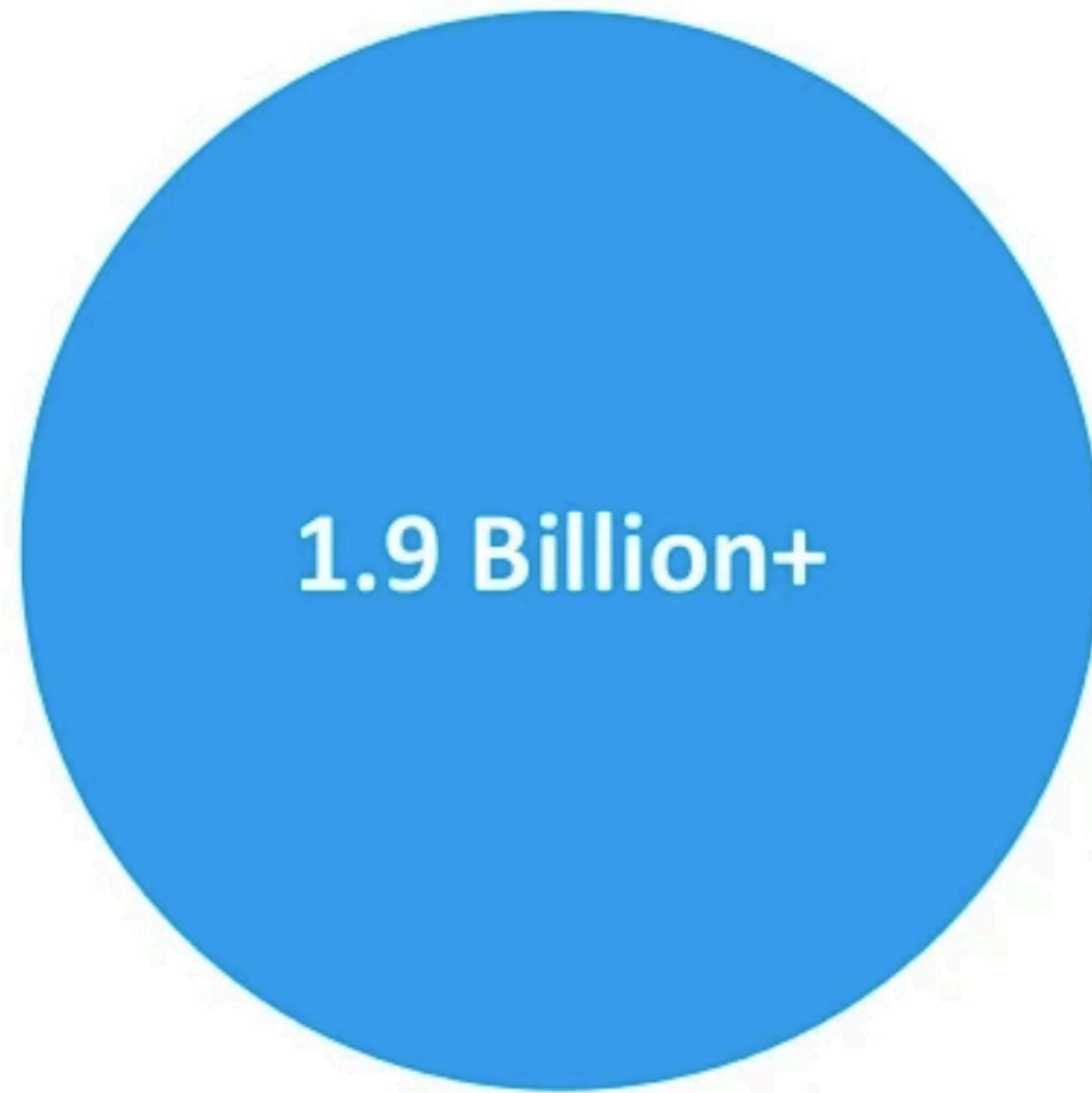
17,000

temporary housing listings on SF  
& NYC Craigslist from 07/09 – 07/16



# Market Size

5



1.9 Billion+

**TRIPS BOOKED (WORDLWIDE)**

Total Available Market



532M

**BUDGET & ONLINE TRIPS**

Serviceable Available Market



10.6M

**TRIPS W/AB&B**

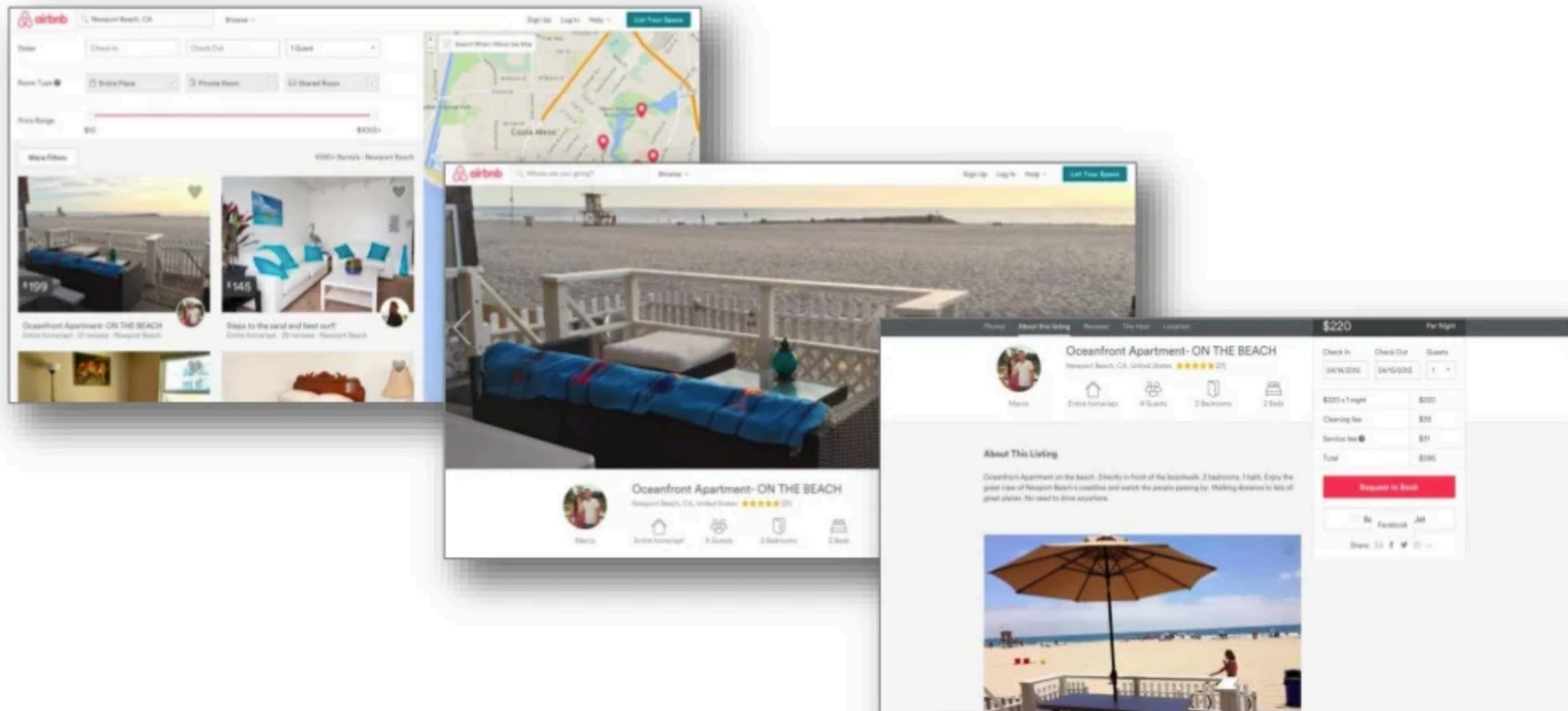
Market Share



# Product

6

SEARCH BY CITY → REVIEW LISTINGS → BOOK IT!





# Business Model

7

We take a 10% commission on each transaction.





# Market Adoption

8

## EVENTS

target events monthly

Octoberfest (6M)  
Cebit (700,000)  
Summerfest (1M)  
Eurocup(3M+)  
Mardi Gras (800,000)

with listing widget

Widget screenshot

## PARTNERSHIPS

cheap/alternative travel



## CRAIGSLIST

dual posting feature

AirBnB  
screenshot

Craigslist  
screenshot





# Competition

9





# Competitive Advantages

10

## 1<sup>st</sup> TO MARKET

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consectetur adipiscing elit.  
Integer nec odio. Praesent  
libero.

## HOST INCENTIVE

Lorem ipsum dolor sit amet,  
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Integer nec odio. Praesent  
libero.

## LIST ONCE

Lorem ipsum dolor sit amet,  
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Integer nec odio. Praesent  
libero.

## EASE OF USE

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Integer nec odio. Praesent  
libero.

## PROFILES

Lorem ipsum dolor sit amet,  
consectetur adipiscing elit.  
Integer nec odio. Praesent  
libero.

## DESIGN & BRAND

Lorem ipsum dolor sit amet,  
consectetur adipiscing elit.  
Integer nec odio. Praesent  
libero.