



FASTE

LIFESTYLE
CONCIERGE





ABOUT

In a world where service consumption is growing so fast,
the meeting of **supply and demand** is fragmented,
particularly with the wide range of **luxury services**.

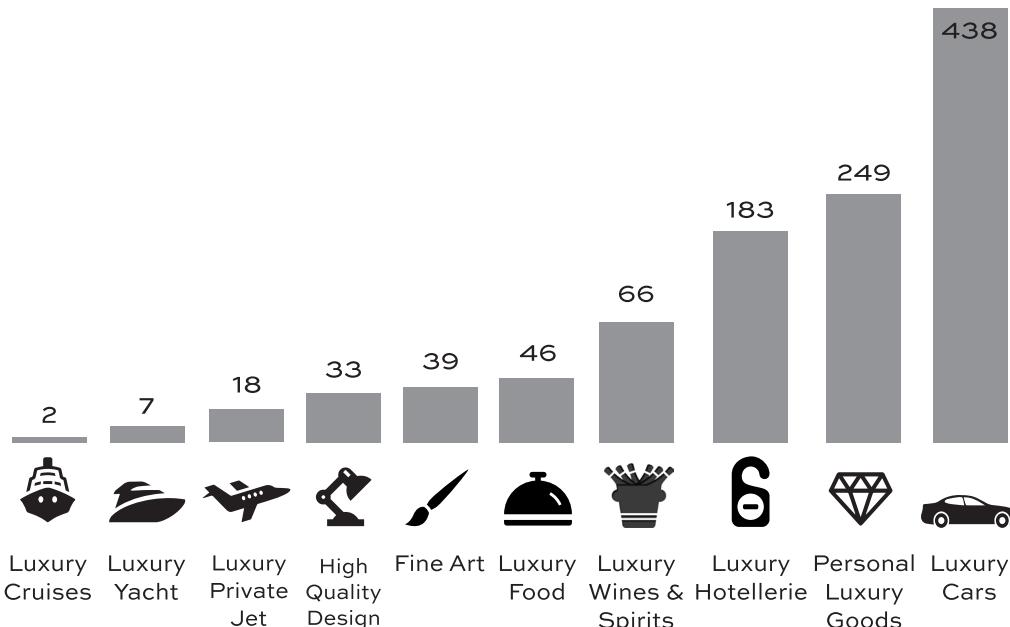
Concierges are supposed to fulfill any request,
the dreams and the least envy.

Thanks to **our experience and network**,
we have noticed **huge gaps** between
consumers and suppliers.

INSIGHTS

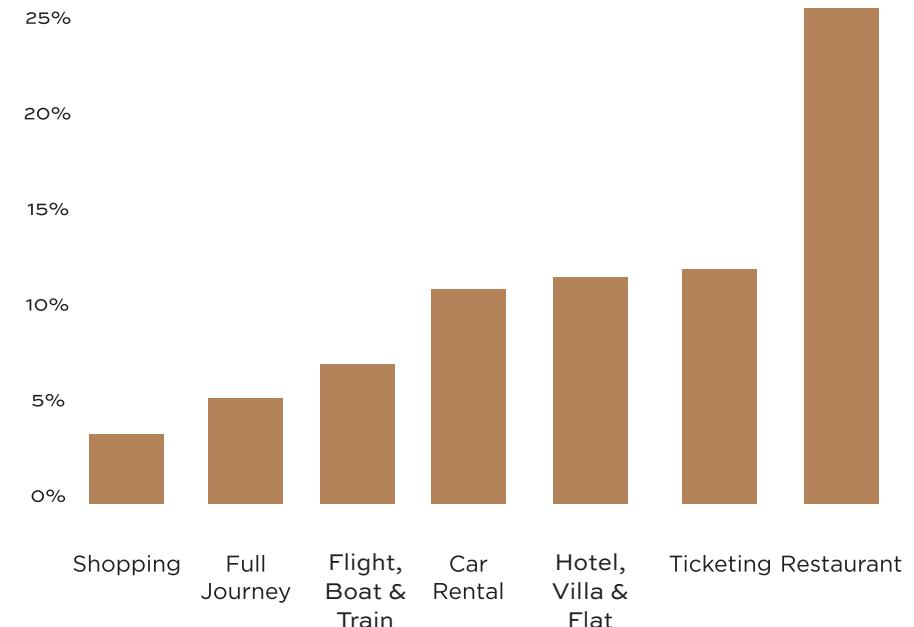
LUXURY SPENDING TRENDS

Global Luxury Consumptions growing 4% in 2016 to reach 1081 Billion €



Source : Bain & Company, Luxury Worldwide Market Study

CONCIERGES REQUESTS



Source : John Paul & Centre du Luxe et de la Création,
Un luxe d'expérience

LUXURY TRAVEL TRENDS

- Luxury Travelers book an average of 53 days in advance and before their trip they make as many as 18 purchases
 - 52% of Luxury Travelers will book a trip on a smartphone in 2017

Source : Expedia Media Solutions, comScore and Rocket Fuel

SUMMARY

FASTE

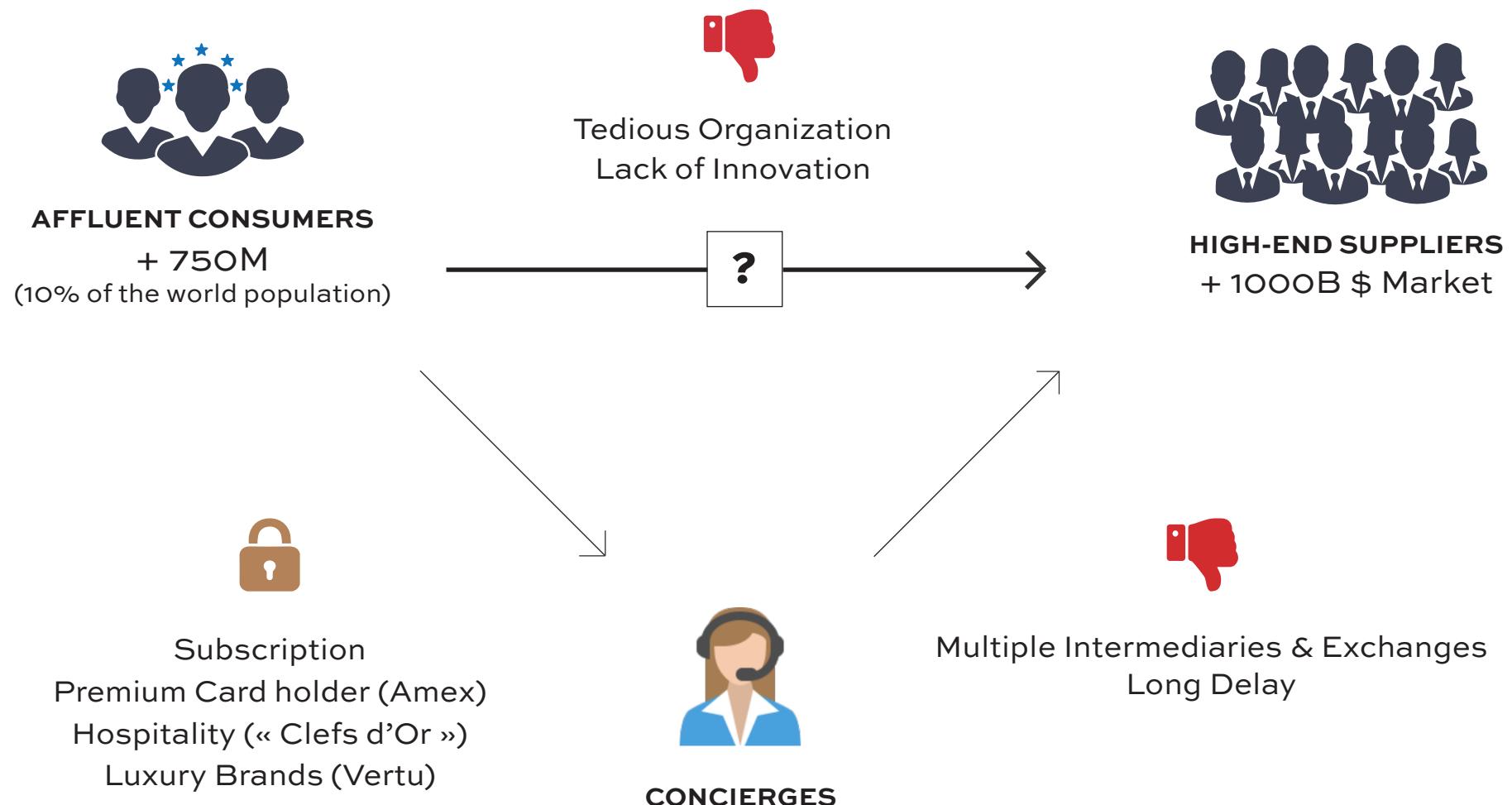
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THE PROBLEMS

How to Find, Select, Purchase
Services & Products easily with confidence ?



OUR SOLUTION

MEET FASTE, THE SMART LIFESTYLE CONCIERGE

24/7
Worldwide
Artificial Intelligence
Machine Learning
Smart Scheduling



CONSUMERS

- ASK GET
- Custom Suggestions
 - Instant Quotations
 - VIP Treatment
 - Rewards



HIGH-END SUPPLIERS

- MANAGE SELL



BUSINESS PROVIDERS
AMBASSADORS

- SPONSOR GAIN

Key People
Commissions & Benefits

FASTE PRO

- Portfolio
- Yield Management
- Calendar
- Marketplace

HOW IT WORKS ?

1

FASTE is able to centralize all activities and planning: bookings, requests, quotations, suggestions

2

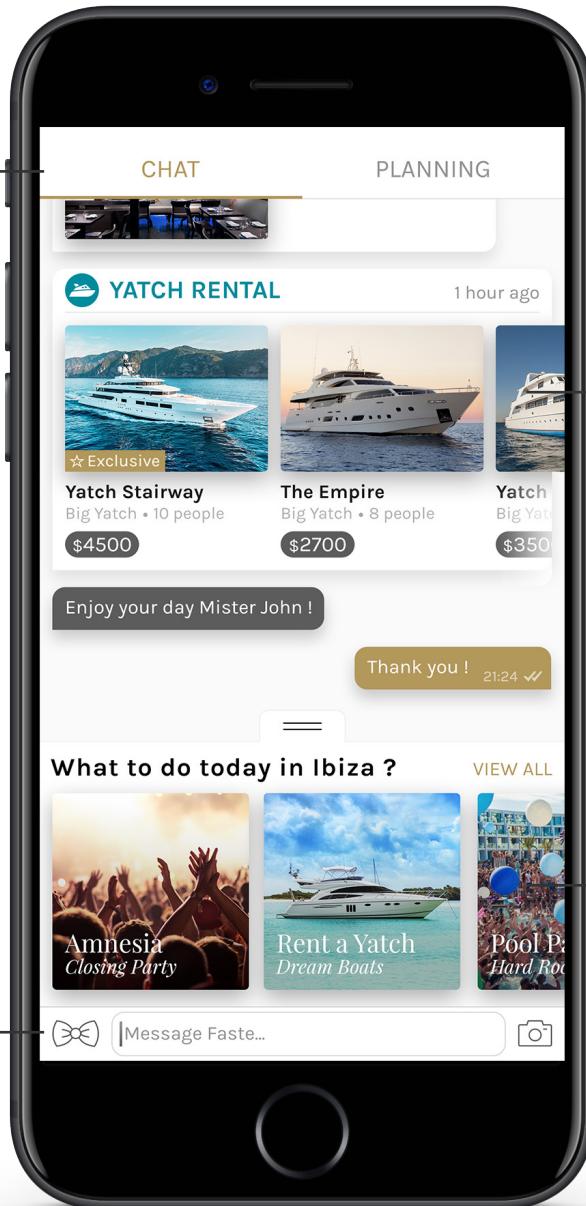
FASTE provides on-demand and automatic quotations

4

FASTE suggests activities and travels according to habits and preferences (Client Profiling)

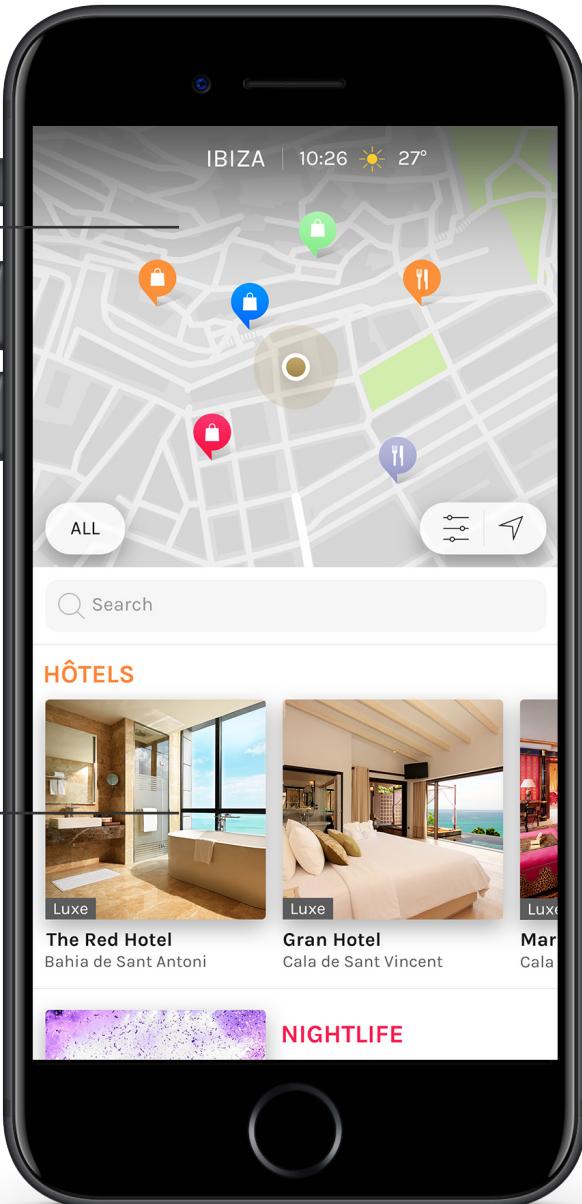
3

FASTE focuses on a powerful instant messaging and intelligent keyboard

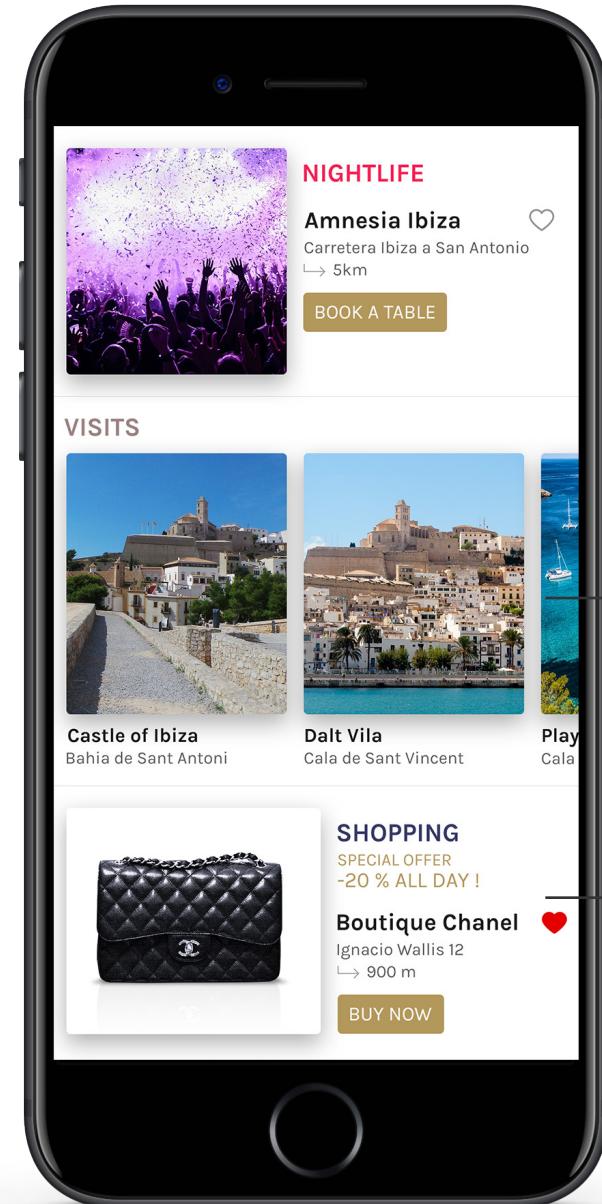


HOW IT WORKS ?

5
FASTE provides an interactive guide that connects to the best places around



6
FASTE allows to book for high-end venues at your fingertips



7
FASTE promotes activities, visits and cities

8
FASTE tracks the lifestyle and pushes instant private sales

OUR POSITIONING

LUXURY CONCIERGERIE

MESSAGING APP



FASTE



- These 7 Companies detained 75% of Conciergerie market
- Similar approach with subscription only
- Requests are processed manually
- Waiting period due to multiple exchanges ☎✉💬
- Organized with physical offices and independent franchises
- Send tedious presentations for custom travels

- These 4 Apps allow to book standard services
- Similar apps for general public
- Requests are processed manually or through basic APIs
- No supplier interface
- Human interactions, testing Artificial Intelligence
- Focused on US Market

BUSINESS MODEL



CUSTOMERS

- NON-BINDING OFFER



Service
Concierge



Overcharge



Tips

- PREMIUM SUBSCRIPTION



Annual Fees
Supply an Account



HIGH-END SUPPLIERS



Commissions



Marketing



Tailored
Development

**Global and Unlimited Portfolio of Luxury Services,
Goods and even Real Estate**



Credit Card
Authorization



Automatic
Billing



Direct
Debit Card



Prepaid
Deposit



Bank
Transfer

EACH TRANSACTION IS GENERALLY BETWEEN 500€ AND 20 000€

BUSINESS DEVELOPMENT

• ACQUISITION OF USERS

(MEMBERS, SUPPLIERS & BUSINESS PROVIDERS)

Social Network    

Word of Mouth 

Key Partners 

Press 

Cooptation 

• RETENTION OF USERS

Exclusive & VIP Offers 

Loyalty Program & Rewards 

Levels of Memberships & Partnerships 

FASTE Card 

• BTOB APPROACH

Selection of the best Partners Worldwide 

Provision of FASTE PRO free of charge 

NEW REQUEST

PROSPECTION

NEW PARTNERS

NEW USERS

THE TEAM



Jonathan BENMAOR
Chief Executive Officer



Raphaël HADDAD
Chief Operating Officer



Juliana COSSA
*Customer Experience
Marketing Specialist
Ex-Quintessentially*



Guillaume SARFATI
*Chief Technical Officer
Full-Stack Developer*



Philippe BOUAZIZ
*Business Angel
President of Board
Prodware SA*



Léo VERNISSE
Developer



Cyril TEMIM
*Sales Representative
Based in London*



Anastasia GALKOVA
*Account Manager
Russian speaking
Based in Miami*



OUR GOALS

Providing an innovative, futuristic and user-friendly platform



Developing advanced technologies of intermediation by connecting consumers to high-end professionals



Establishing a strong network around the globe



Becoming the global reference for consumers and suppliers regarding top-of-the-range services and products



Becoming a profitable Unicorn



HISTORY

2014

Market Study



Business Plan



Love Money



Seed Investment by the President of
the European leader in edition and
integration of management solutions

2015

Launch of our first pilot
Bottle Booking (BtoC)



Provision of Nightlife Concierge
services to Members



Business Development in Europe



Launch of our second pilot
eVenue Pro (BtoB)

2016

Provision of a Management Solution
to BottleBooking's Venues



Lifestyle Concierge services for
Members



Production of events in Cannes,
London & Paris



Business Development in USA and
Mexico



FASTE Business Plan



ROADMAP

2017

Fund Raising



Launch of FASTE in May
(best travel destinations :
France, UK, Greece, Spain)



Integration of Artificial Intelligence :
To suggest and to manage requests
smartly



Launch of the Ambassador Program

2018

FASTE PRO is extended to all core
of luxury businesses



Leading in all major cities



Launch of FASTE API
to allow integration on
other booking platforms
(white label)

FROM 2019

FASTE has become the Global
reference as Luxury marketplace
and Digital conciergerie



Most part of our Partner's revenues
come from FASTE



Getting proposals of Acquisition



OUR PILOTS

BOTTLE BOOKING

OUR FLAGSHIP PRODUCT

Bottle Service, also known as Table Service, is a premium service that is unaffordable for most, turned into an accessible reality for our members: we allow them to experience nightlife without any hassle.
Anywhere.



HOW IT WORKS ?

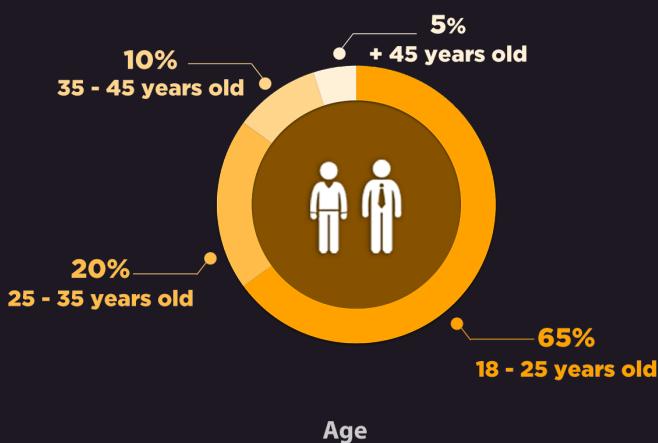
BOOK A TABLE IN SECONDS.

Only **5 steps** to drive the user over the booking flow.

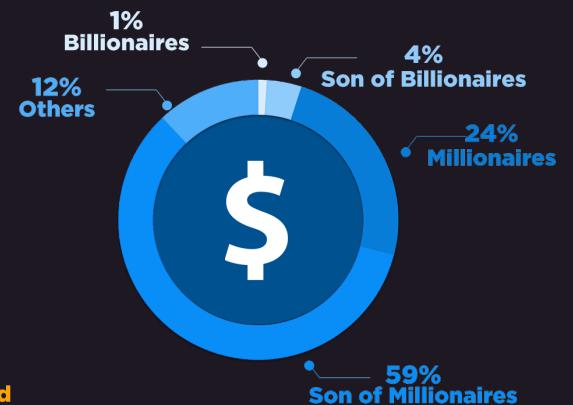
Less than **1 minute** to book the table.



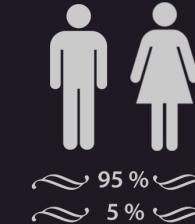
THE CLIENTELE



Age

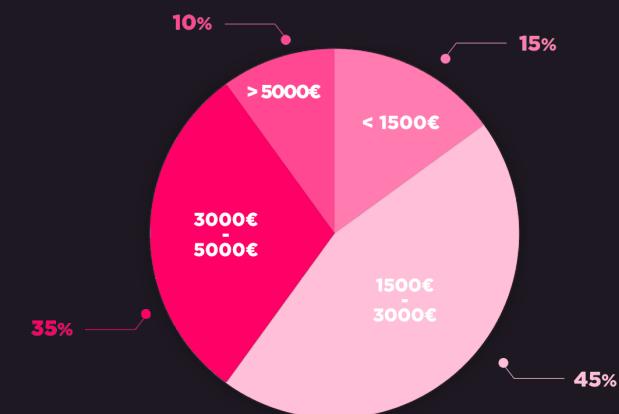


Level of Wealth



Client Profile :
High-Net-Worth
Individual, Financial
Background, New Rich,
Sportsmen, Celebrities,
VIPs, Travelers,
Business Owners,
"Golden" Youth

CURRENT MEMBER DISTRIBUTION (MIDDLE OF 2016)



Average expense per booking in euros

OTHER CITIES WITH CONNECTIONS**OPERATING IN + 50 TOP CITIES IN + 300 VENUES****● CURRENT OPERATIONAL CITIES**

Paris - Cannes - Saint Tropez - Monaco - London - Milan - Florence - Porto Cervo - Ibiza - Barcelona - Marbella - Madrid - Mykonos - Berlin - Munich - Copenhagen - Prague - New York - Los Angeles - Sao Paulo - Cancun - Dubai

● OTHER CITIES WITH CONNEXIONS

Marrakech - Geneva - Stockholm - Lisboa - Roma - Miami - Las Vegas
San Francisco - Boston - Chicago - Mexico - Rio de Janeiro - Moscow
Saint Pétersbourg - Beirut - Istanbul - Shanghai - Beijing - Hong Kong
Seoul - Tokyo - Kyoto - Singapore - Shenzhen - Guangzhou - Sydney

BOTTLE BOOKING

SOME OF OUR PARTNERS

VENUES



OPIUM



MARQUEE
NIGHTCLUB & DAYCLUB



L'ARC

Justcavalli

Charlie

LAVO

mandala

Lio

Cape Diam

mokai

PROJECT

THE BOX
THEATRE OF VARIETIES

amnesia IBIZA

ARMANI / PRIVE

Bagatelle Beach

Bar Rouge

billionaire
MANSION

Cafe Opera
NIGHTCLUB

cavalli club

concept since 1967

GRUPO
MANDALA

LIV

MATIGNON
PARIS

SUTTON
BARCELONA

QUEEN
NIGHTCLUB

Dovocateur

TAO

Tilly Twister

TWIGA

YUSHUAIA

FAMOUS CLUB
VIP ROOM

WALL

W

BUSINESS PROVIDERS

LOUIS FOURTEEN
UNLOCK THE EXTRAORDINARY



GLAM
ENTERTAINMENT

SABB

Dorchester
HOTEL & RESTAURANT

T•B
THE BENEFIT
Concierge Ibiza



Q QUINTESSENTIALLY
LIFESTYLE

JOHN PAUL

AND IT'S JUST THE BEGINNING...

OUR PRODUCED EVENTS

Every month, hundreds of events are covered by Bottle Booking worldwide. We have also produced and co-produced some Private Events, as well as an ephemeral beach venue from Ibiza during Cannes Film Festival.



IN A FEW FIGURES

Our capacity to penetrate niche high-end markets in developed countries rests on our worldwide network

BOTTLE BOOKING

70% in advance
30% last-minute



+2500
members whom 800
actives every month

+3000

People managing venues,
tables, bookings, hosts and
payments representing more
than 300 venues in World

✓ 500 bookings
250 lifestyle requests



+300
Members from the most
influential families



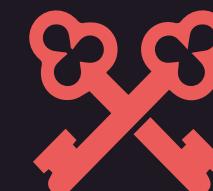
+1500
various Services Providers Worldwide



Spending average : 3 000 €
Best booking : 100 000 €



+10 000
FOLLOWERS
200 LIKES
/ DAY



+600
Private / Hotel
Concierges and
+150 Ambassadors
Worldwide



**EVENTS & STAFF MANAGEMENT APPLICATION
DESIGNED FOR NIGHTCLUBS & HOSPITALITY VENUES**

POWERFUL COLLABORATIVE WORK TOOL

eVenue is a real-time solution to manage efficiently a club, a restaurant, any venue from a private event to an international group, including exhibitions and shows.

Our baseline : 95% of nightclubs are still using paper lists to manage their events.

The impact : waste of time, waste of money, no client tracking and profiling, no design.

Key points :

- **real-time web application working on smartphones, tablets and computers**
- **no installation required**

To come FASTE PRO

tailored interfaces for various type of venues, concierges and services providers, add-ons, white-label and many other features.



CONTACT

LIFESTYLE CONNECT

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