



eelway

LUGGAGE-FREE MOBILITY PLATFORM

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OUR MISSION

Create the LUGGAGE-FREE experience

OUR VISION

A luggage transfer network for smart cities
and enhanced travellers mobility



LUGGAGE PROBLEMS



CANNOT WASTE TIME

Have to go to the hotel to collect or drop his bag before meetings



CANNOT STORE LUGGAGE ANYMORE

Forbid access to hosts with luggage for safety reasons

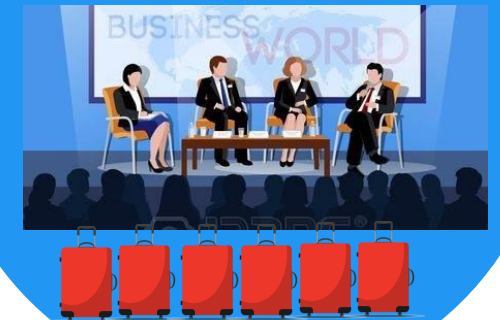
CANNOT VISIT

Have to find and go to a storage place



CANNOT MOVE EASILY

Too many or too heavy luggage



EVERYBODY IS NOW CONCERNED



1 Billion
travellers/year
in top 10 European cities

PARIS
150 million
travellers/year

** source SNCF & ADP

20% cannot take public
transportations because of their
luggage*

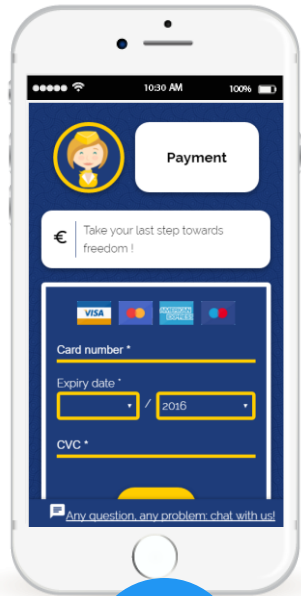
* DGAC study 2016

VIGIPIRATE : you cannot store
your luggage anymore

Congress centers, stadiums, airports, museums



OUR SOLUTION



1

You book
whenever you
need



2

We collect your
luggage where and
when you want



3

You make the
most of your day
luggage-free



4

We deliver your bags
where and when you
REALLY need



WE CAN BE ANYWHERE



Our drivers

Collect and deliver luggage



- Small companies
- Quality control with clients feedback



Our concierges

Handle luggage
at airports and stations



- Auto-entrepreneurs
- English speaking
- Advise the travellers for a greater service quality

COMFORT, TIME SAVING, STRESS FREE



“ Such a nice way to **unburden ourselves** ”



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“ Be free of our cases to **enjoy our last hours** ”



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“ Eelway is undercharging for the **convenience and peace of mind** that they offer ”



[Show more](#)



WE ARE THE ONLY ABLE TO

DO SAME-DAY
BOOKING



BE AFFORDABLE



BE AVAILABLE
AT AIRPORTS



BE AVAILABLE
AT STATIONS



Airportr

Only available in London
Raised £3m in 2015



Voyages-sncf

France-wide Door-to-Door service
250K bags delivered in 2016

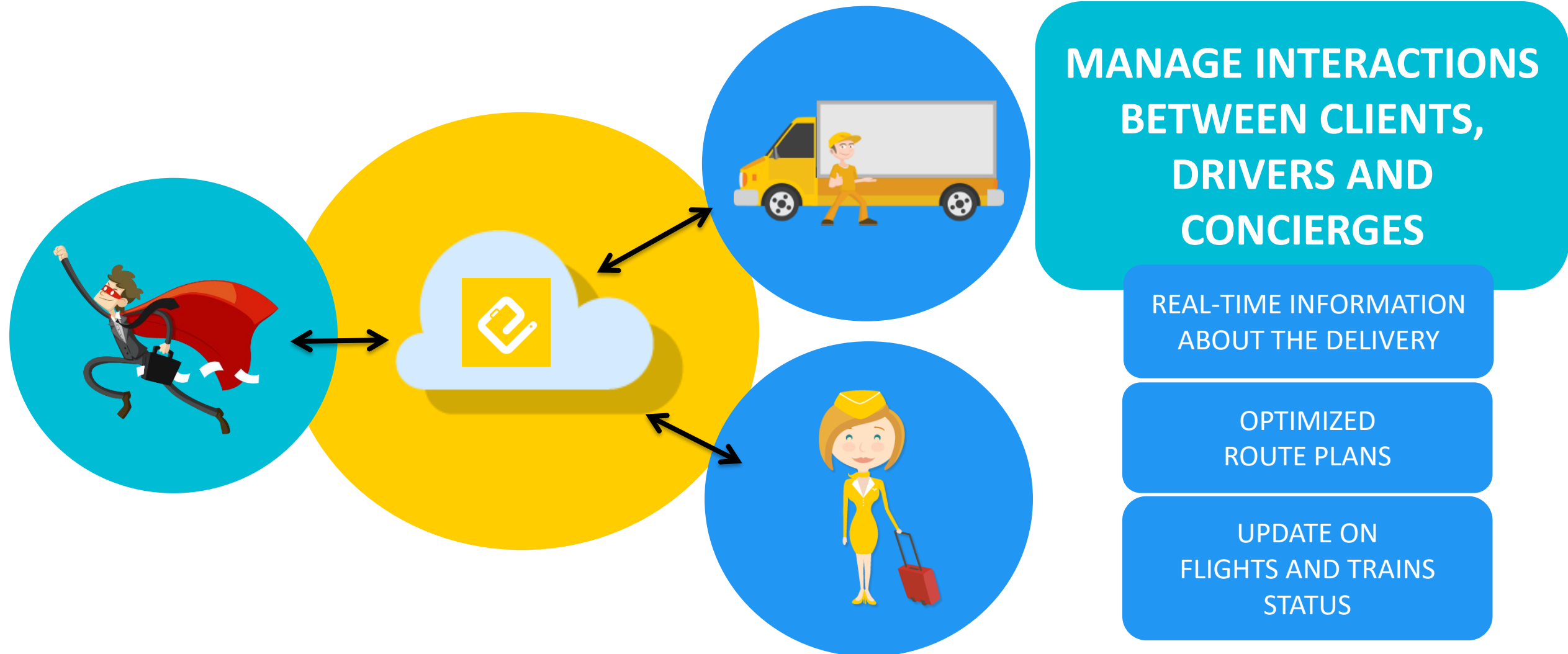


Bagages du Monde

Luggage storage at CDG airport only



OUR IN-HOUSE PLATFORM





HOW THEY USE EELWAY



SINCE APRIL 2016

5000 bags



AVERAGE
SPENDING PER
BOOKING

43,50€



BOOKING in the
last 24h

51%

CLIENTS FROM



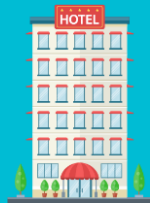
29%



26%



10%



HOTELS CLIENTS

26%



RENTALS CLIENTS

36,5%



FROM/TO
STATIONS

29%



FROM/TO
AIRPORTS

69%



FOUNDERS

Fabien COEUR-UNI, 33, CEO

Math-IT Engineer ENSIMAG

Optimization modeling
at VALIDUS Reinsurance



Julien ALARY, 33, CTO

Math-IT Engineer ENSIMAG

Full Stack Lead Developer
at PEARLTREES

INCUBATED BY



200K€ SEED INVESTMENTS in July 2016

BOARD :

M. Leidelinger, CEO, FFT Paris, Business Travel Agency
L. Ascani, Serial Entrepreneur, Investor

300K€

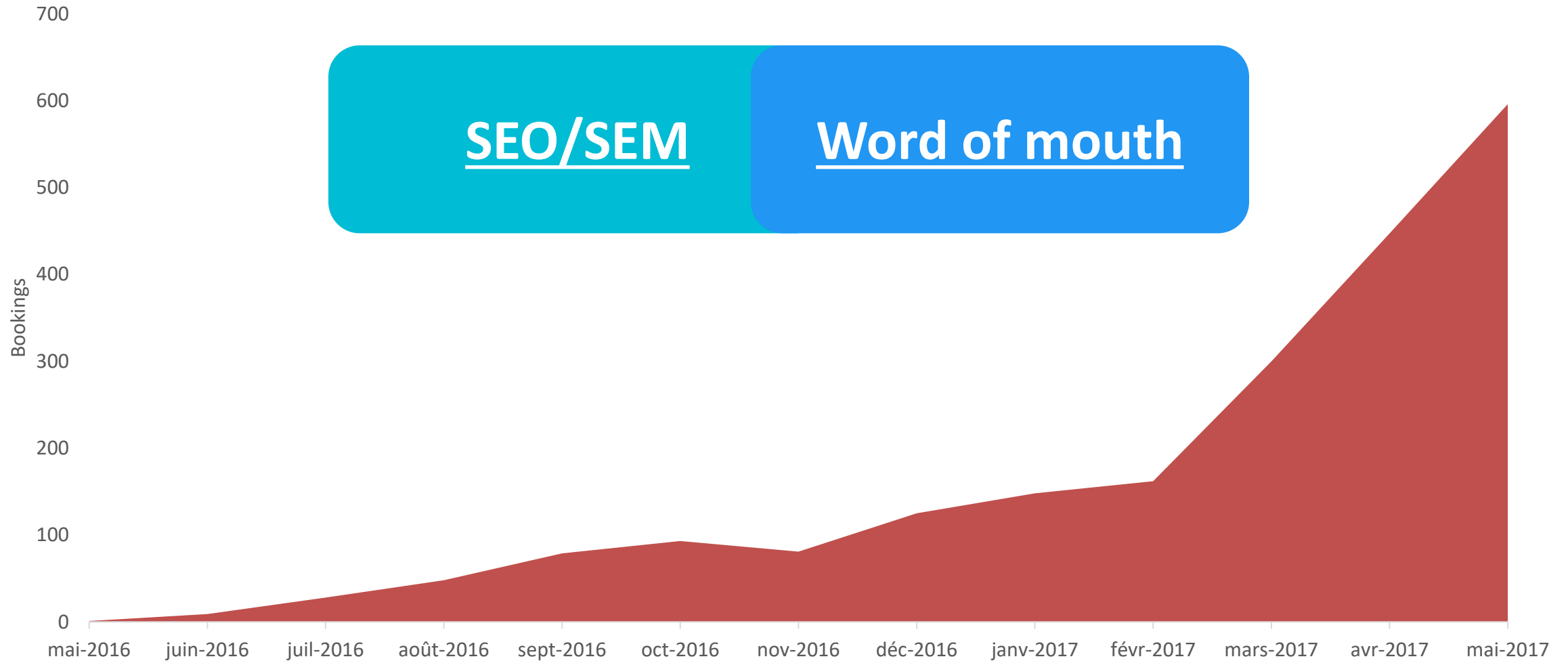


TEAM:





PURE ORGANIC GROWTH





CORPORATE TRACTION

Need to improve travellers journey and airports/stations security



Need of an alternative to luggage storage



They need an innovative solution



Need of innovative services like home luggage check-in



Cannot store luggage anymore during their events

B2B2C STRATEGY



Marketplace and Direct sales at information desks at Orly Airport

60k travellers/day

June 2017



Integrated to RAILEUROPE B2B platform

800k travellers/year

June 2017



Integrated to ACCORLOCAL project

John Paul and Club Accor clients

July 2017



Luggage storage management for « Salon de la Lingerie »

18k guests

July 8-9-10th 2017



ROADMAP

KEY DEVELOPMENTS

Platform evolution for « multi-city »,
Recruit city-managers

OPEN NEW CITIES

Focus on cities where our **B2B2C partners** are settled
Lyon (with VINCI Airport)

WORK WITH THE EVENT INDUSTRY

Focus on cities where **tradeshows** are important
Nice/Cannes, Berlin

FUNDRAISING 1,5M€



TECH TEAM

Data Scientists

Logistic Optimization experts

Front and Back End Developers

CUSTOMER CARE

GROWTH

Business dev
Growthhackers

OPERATIONS

Logistic cities managers
Custom support



MILESTONES





WHAT'S NEXT

**HOME LUGGAGE
CHECK-IN**

**CAROUSEL
COLLECTION**

**OUR PLATFORM USED
BY SIMILAR SERVICES
AROUND THE WORLD**



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