

# 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

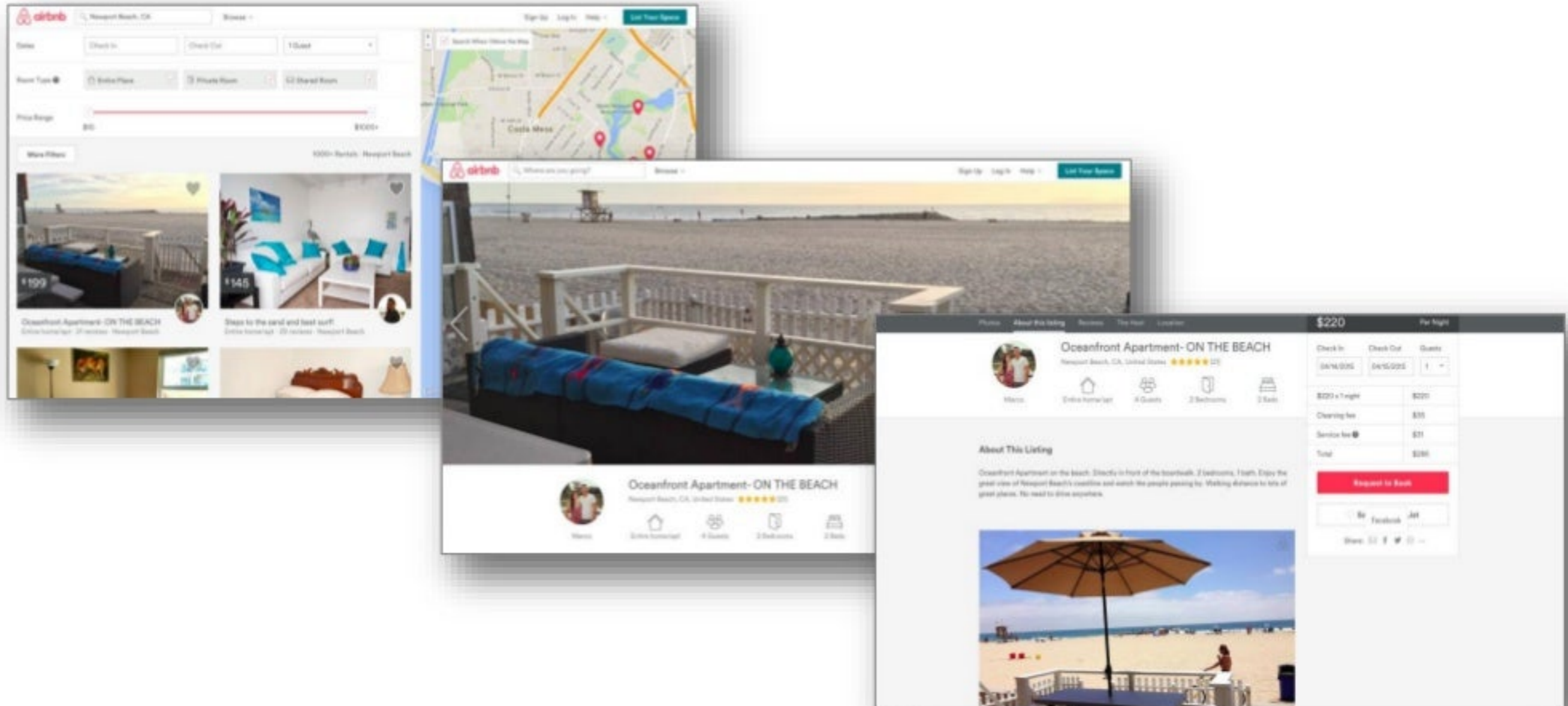


10.6M

**TRIPS W/AB&B**

Market Share

SEARCH BY CITY → REVIEW LISTINGS → BOOK IT!



# Business Model

7

We take a 10% commission on each transaction.



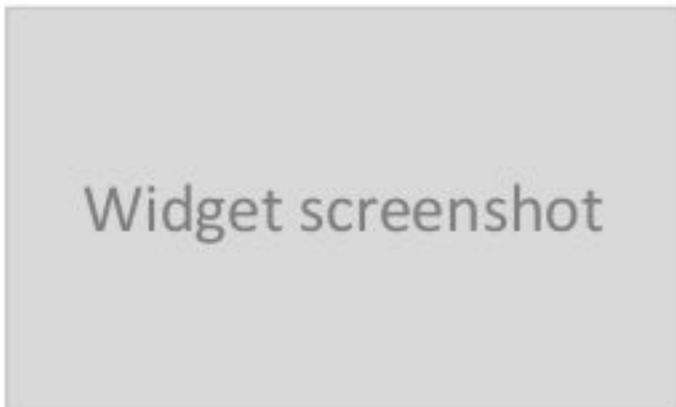
# Market Adoption

## EVENTS

target events monthly

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

with listing widget



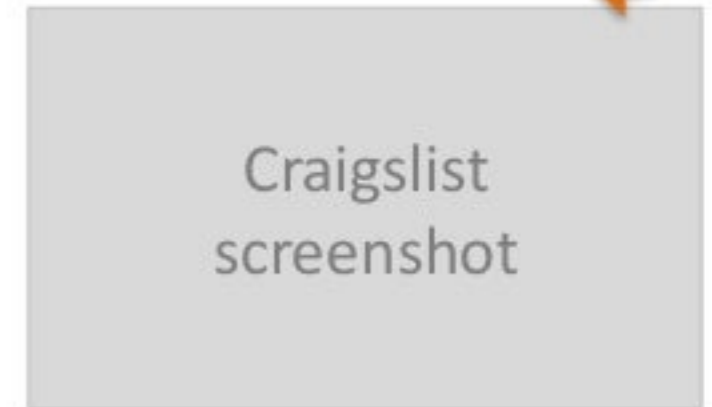
## PARTNERSHIPS

cheap/alternative travel



## CRAIGSLIST

dual posting feature





# Competition

9



craigslist



AFFORDABLE



AirBed&Breakfast



OFFLINE TRANSACTION



ONLINE TRANSACTION



EXPENSIVE



hotels.com

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

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

## HOST INCENTIVE

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

## LIST ONCE

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

## EASE OF USE

Lorem ipsum dolor sit amet, consectetur adipiscing elit. 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.

# PitchDeckCoach

If you liked this, you'll love our Pitch Deck Coach template. Click below.



<http://www.slideshare.net/PitchDeckCoach/the-ultimate-pitch-deck-template-by-pitchdeckcoach>

# PitchDeckCoach



**Did you enjoy this deck?**

Read my blog post on  
“The Pitch Deck”

<http://pitchdeckcoach.com/pitch-deck>