

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!

The image displays a collage of the Airbnb user interface. At the top left, the search bar shows 'Newport Beach, CA' with filters for dates, room type (Entire Place, Private Room, Shared Room), and price range (\$10 to \$1000+). Below this is a grid of listing cards, including 'Oceanfront Apartment- ON THE BEACH' for \$199 and another for \$145. A map of Costa Mesa is shown in the upper middle. The main focus is a detailed listing page for 'Oceanfront Apartment- ON THE BEACH' in Newport Beach, CA, featuring a large photo of a beachfront balcony. The listing details include a price of \$220 per night, 4 guests, 2 bedrooms, and 2 beds. A table on the right shows the total cost breakdown: \$220 for the stay, \$35 for cleaning, and \$31 for service fees, totaling \$286. A 'Request to Book' button is visible at the bottom of the listing details.

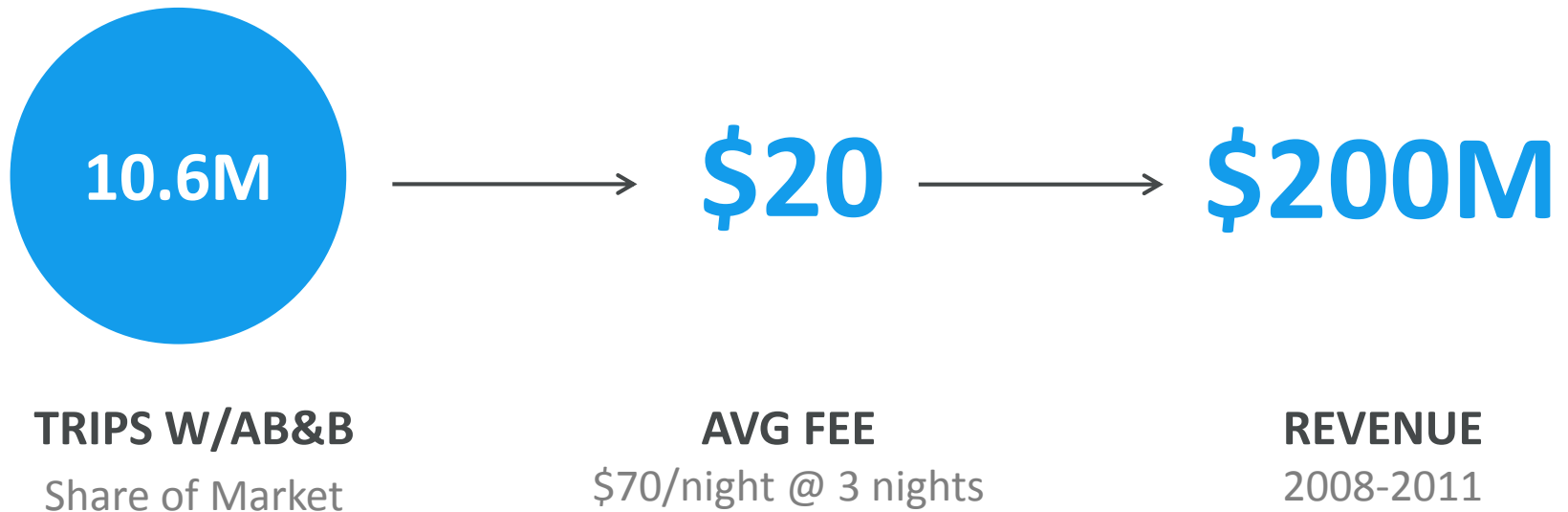
Check In	Check Out	Guests
04/14/2015	04/15/2015	1

	Per Night
\$220 x 1 night	\$220
Cleaning fee	\$35
Service fee	\$31
Total	\$286

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

AFFORDABLE



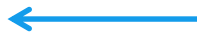
craigslist



AirBed&Breakfast



OFFLINE TRANSACTION



ONLINE TRANSACTION



EXPENSIVE

1st 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.

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“The Pitch Deck”

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