

A web platform where users can rent out their space to host travelers to:

**SAVE
MONEY**

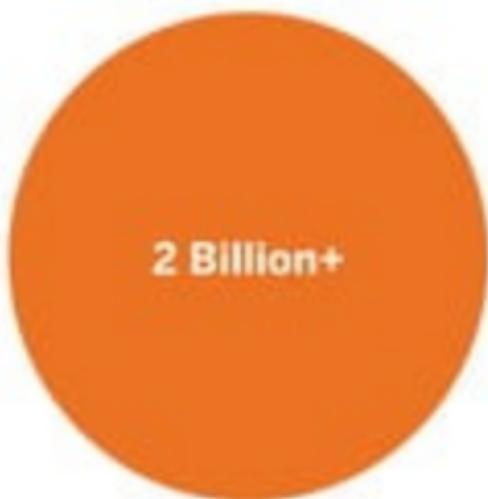
when traveling

**MAKE
MONEY**

when hosting

**SHARE
CULTURE**

local connection to the city



TRIPS BOOKED (WORLDWIDE)

Total Available Market

Source: Transportation Association of America &
World Travel Organization



BUDGET&ONLINE

Serviceable Available Market

Source: Expedia



TRIPS W/AB&B

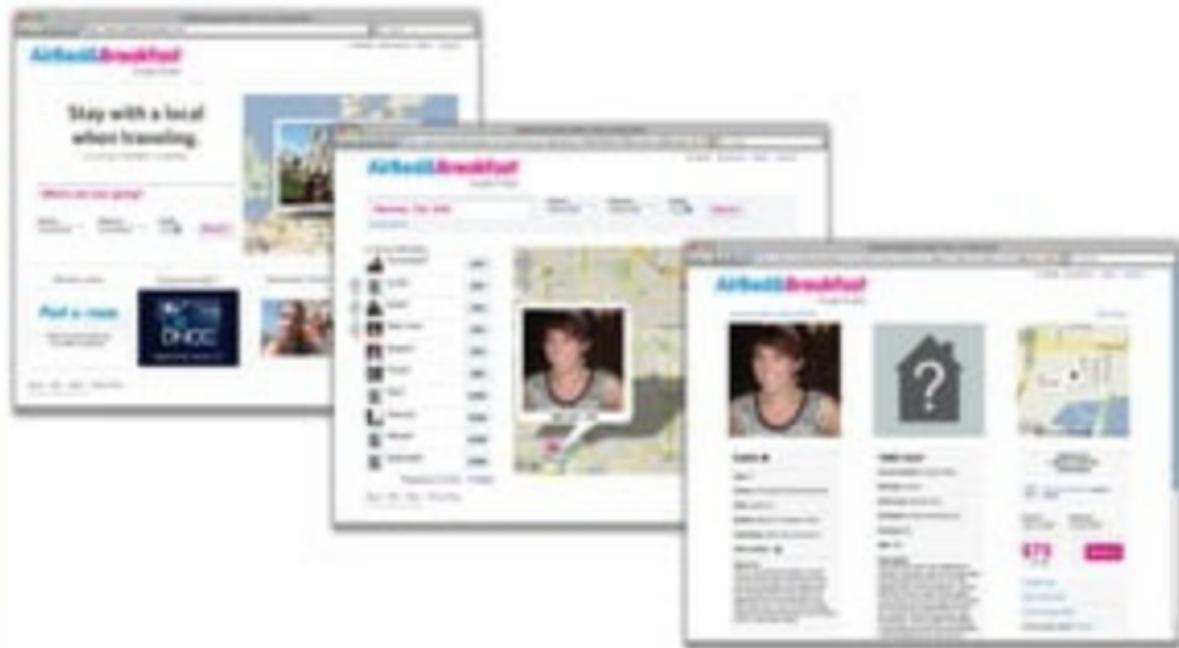
Share of Market

Source: Expedia

SEARCH BY CITY

REVIEW LISTINGS

BOOK IT!



We take a 10% commission on each transaction.



EVENTS

target events monthly

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

with listing widget



PARTNERSHIPS

cheap / alternative travel



CRAIGSLIST

dual posting feature





1st TO MARKET

for transaction-based temporary housing site

HOST INCENTIVE

they can make money over couchsurfing.com

LIST ONCE

hosts post one time with us vs. daily on craigslist

EASE OF USE

search by price, location & check-in/check-out dates

PROFILES

browse host profiles, and book in 3 clicks

DESIGN & BRAND

memorable name will launch at testopic (INC) to gain share of mind



Joe Gebbia, User Interface & PR

Entrepreneur and designer. Holds a patent for his product, CritBuns®. A graduate of the Rhode Island School of Design (RISD), has dual BFA's in graphic design and industrial design.



Brian Chesky, Business Development & Brand

Founder of Brian Chesky, Inc, industrial design consultant. A graduate of the Rhode Island School of Design (RISD), has a BFA in industrial design.



Nathan Blecharcyk, Developer

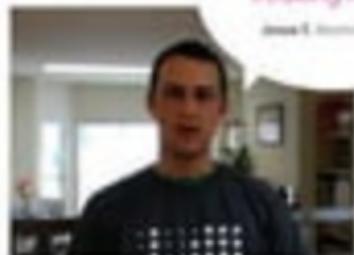
Created Facebook Apps "Your neighbors" (75,000 users) and "Rolodextrous", recently launched "Identified Hits". A graduate of computer science Harvard. Nate has worked at Microsoft, OPNET Technologies, and Batiq.

Michael Seibel, Advisor

Michael is the CEO and co-founder of www.yipit.com, a San Francisco based venture funded start up that delivers live video to the internet.

"AirBed5Breakfast
looking rocks!"

James G. Armstrong, 33



"I found something in
my price range, and that's
what really enabled me
to come to the conference."

James R. Brown, 34



"A complete success,
it is easy to use and it
made me money."

Emily W. Davis, 35



"It's about the ideas,
the interactions, the
people. You don't get
that in a hotel room."

Bob A. Johnson, 36



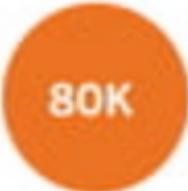
We are looking for 12 months financing to reach 80,000 transactions on AirBed&Breakfast.



\$500K

ANGEL ROUND

initial investment opportunity



80K

TRIPS W/AB&B

avg \$25 fee



\$2M

REVENUE

over 12 months

AirBed&Breakfast™

Book rooms with locals, rather than hotels.

Price is a 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.

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Couchsurfing.com

660,000

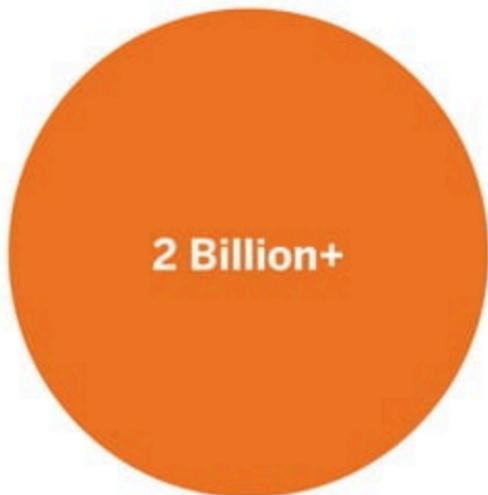
total users⁽¹⁾

Craigslist.com

50,000

temporary housing listings per week in the US. 07/09 – 07/16⁽²⁾

(1) www.couchsurfing.com
(2) www.craigslist.org



TRIPS BOOKED (WORLDWIDE)

Total Available Market

source: Travel Industry Association of America &
World Tourism Organization



BUDGET&ONLINE

Serviceable Available Market

source: comScore



TRIPS W/AB&B

Share of Market

15% of Available Market

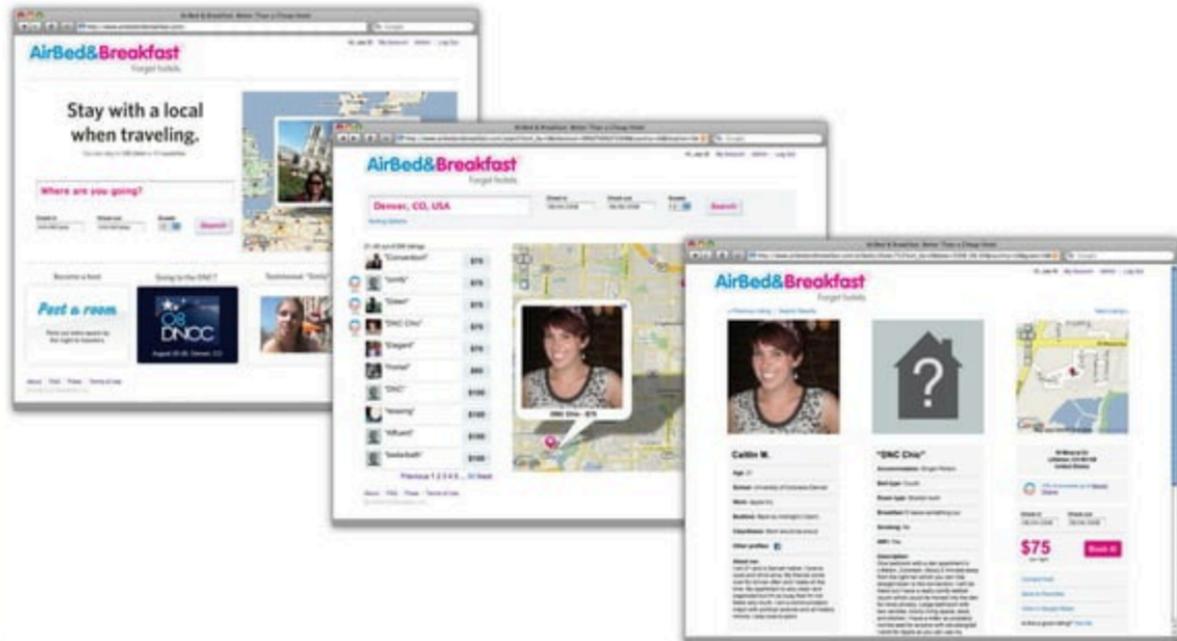
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Image	Listing Name	Price
	"DNC Chic"	\$75
	"Elegant"	\$75
	"Home"	\$95
	"DNC"	\$100
	"Relaxing"	\$100

see all for "Oktoberfest"

PARTNERSHIPS

cheap / alternative travel



CRAIGSLIST

dual posting feature



Competition

9

AFFORDABLE



craigslist



AirBed&Breakfast

Hostels.com
Every Hostel, Everywhere!

OFFLINE TRANSACTION



ONLINE TRANSACTION



rentobi.com
short term housing & vacation rentals



EXPENSIVE



rentahome
OLSON TRAVEL & TOURS INC. A TRAVEL COMPANY

ORBITZ

hotels.com

Competitive Advantages

10

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for transaction-based temporary housing site

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"AirBed & Breakfast is a fun approach to couch surfing."

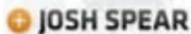
"Think of it as Craigslist meets Hotels.com, but a lot less creepy."

"A cool alternative to a boring evening in a hotel room."

"AirBed's fee-based service could help alleviate concerns about quality of accommodations."



www.webware.com



www.joshspear.com



www.mashable.com



www.springwise.com

"AirBed&Breakfast
freaking rocks!"

Josue F, Washington, DC



"I found something in
my price-range, and that's
what really enabled me
to come to the conference."

Jason R, Atlanta, GA



"A complete success.
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Emily M, Austin, TX



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