



**SONDER** Series D Deck

Building the future of hospitality

The Smart Traveler Has One Secret...

**5%** annual growth

Fastest growing segment of the global economy

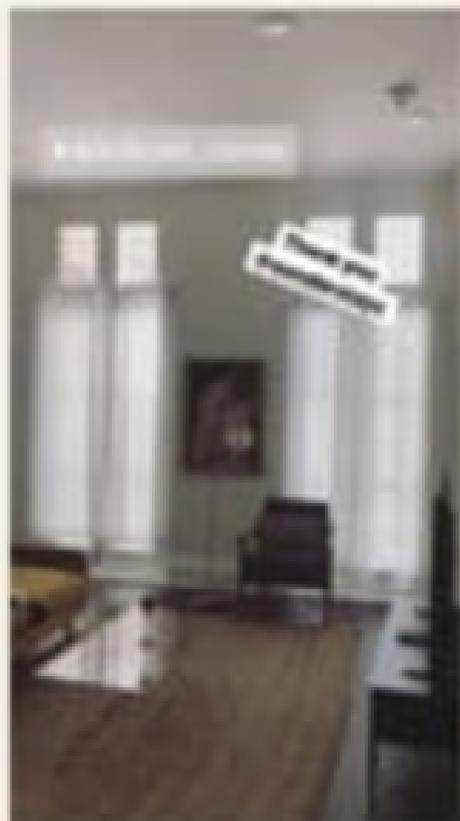
**35** days per year

Millennials spend travelling

**50%** of travellers

will be millennials





...and needs are changing

Authentic experience

Digital natives

Social media friendly

Can't be \$400 a night.

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Travelers are forced to choose between two flawed options.



## Hotels

- Soulless
- Only downtown
- Cramed rooms
- Antiquated service
- Slow internet



## Individual Hosts

- Unreliable and inconsistent
- Not always clean
- Not always comfortable
- Spotty responsiveness
- Safety concerns

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SAN DIEGO



13 units - North Park

\$189  
a night



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*New Orleans*



117 sqm + CBQ

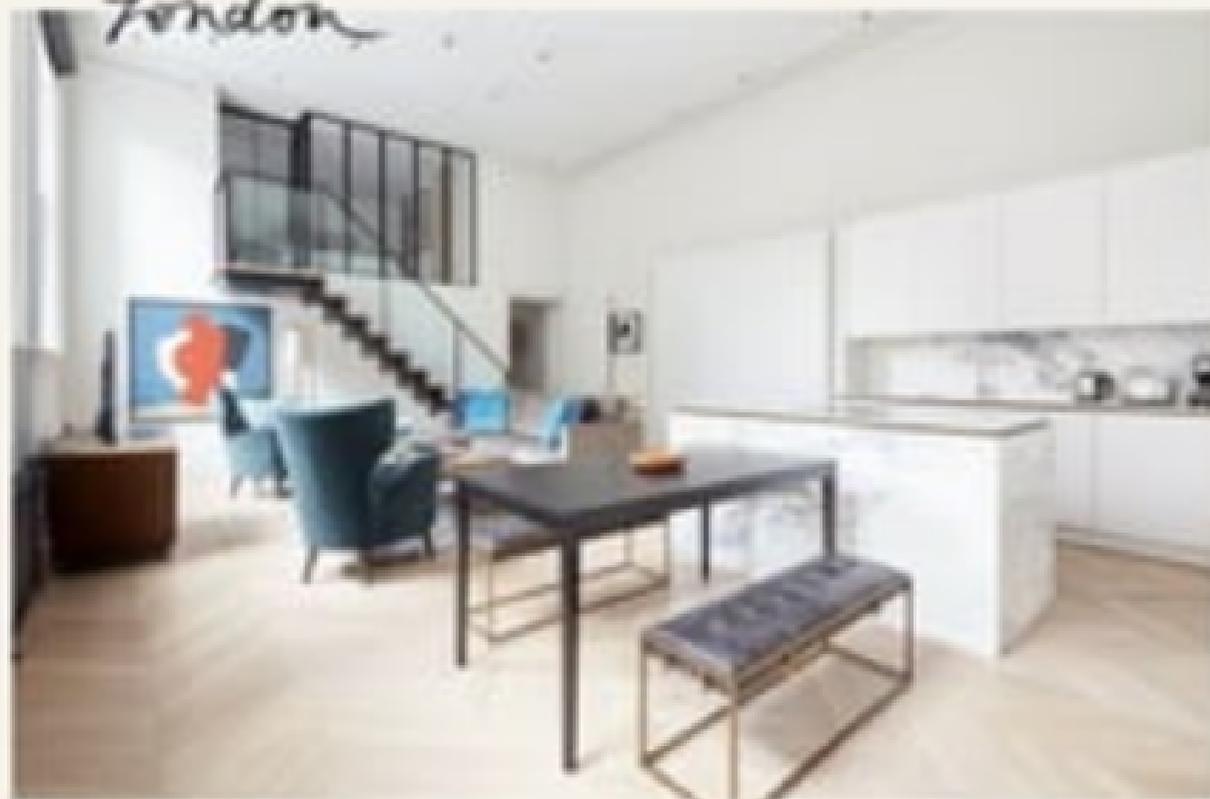
55K  
+ 1 night



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London



14 units - Covent Garden

£781 per  
month



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*New York*

100 units - NYC

\$229  
a night



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We're the market leader in  
tech-enabled hospitality.

**\$2.3b+**

Assets under management

**700+**

Hotels

**28**

Markets

**6,500+**

Users

**\$200m**

Total Financing

**300,000+**

Smart Rooms

**71**

NPV (Industry avg 37)

**100%**

Regulatory compliance

**\$313M**

Expected NPV Revenue





## Outstanding Spaces

Exceptional style

Designed for living

Accommodating groups



...making all of our markets with over 100 live units profitable.

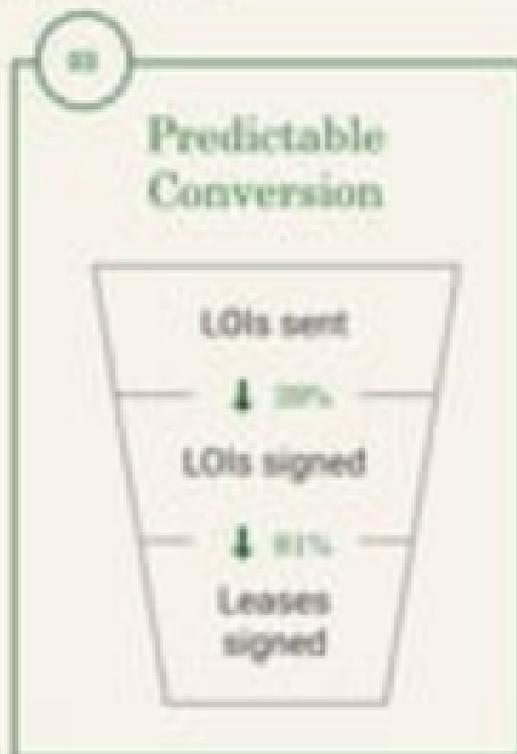
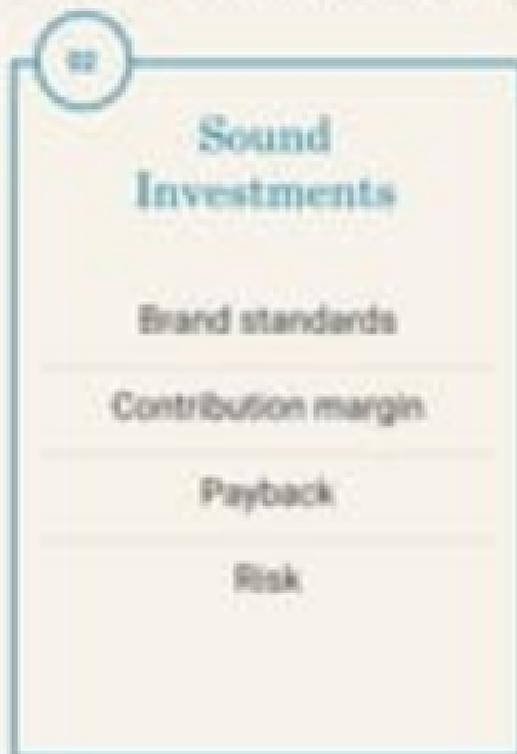
Contribution margin by market



EBITDA margin by market



We built a growth machine that delivers high quality and volume...

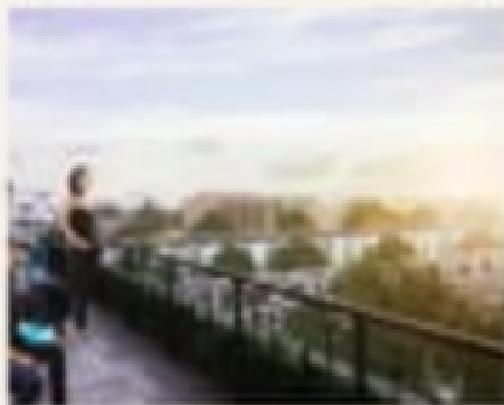


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*Washington, D.C.*



9 units - March 2019



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*montreal*



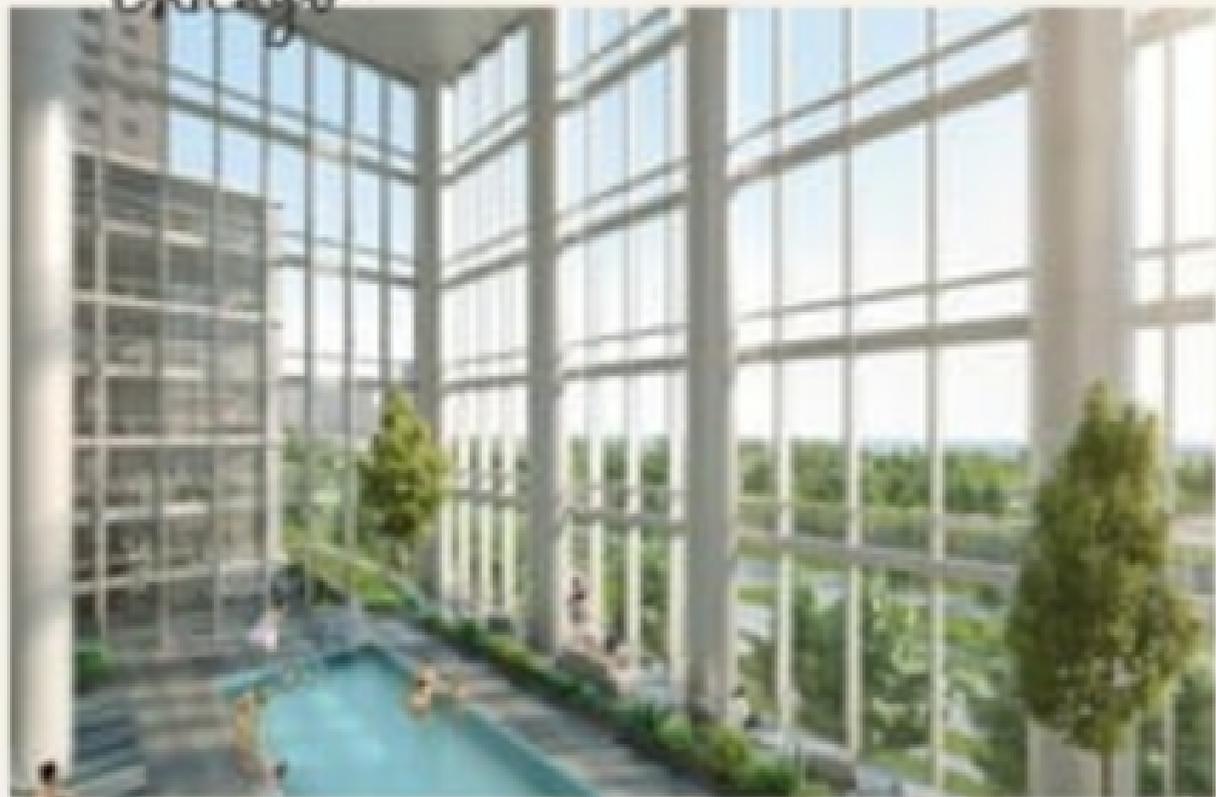
46 units - October 2019



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SONDER  
*Chicago*

11 until July 2014



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SONDER  
*Philadelphia*



16 units - July 2019



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In 2019 we will finally lay the foundations for what will become an iconic consumer brand.

