



## Say Goodbye to Online Travel Agents!

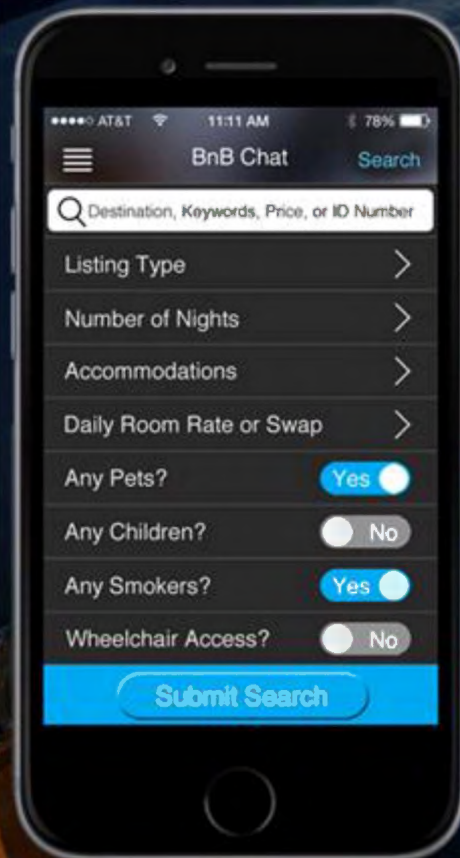


**BnB Chat is the only  
“Neutral” Vacation Rental  
Platform in the World  
whereby Hosts & Hotels can  
receive Direct Room Rental  
Payments of Visa, M/C, AMEX  
and Discover Card from  
Travelers without any  
Traveler Fees!**





# The Problem

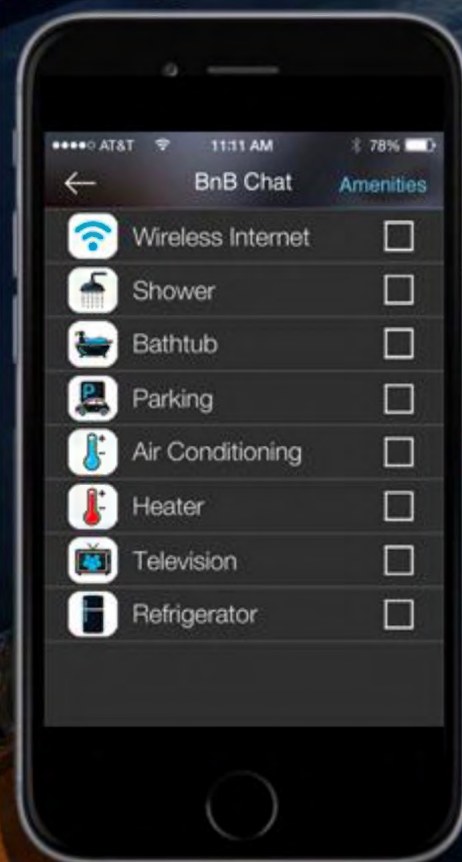


- Online Travel Agents Do Not Allow Direct Bookings.
- Online Travel Agents Use Insta-Book to Control Room Rental Prices.
- Online Travel Agents Do Not Allow Travelers to “Bid” on a Room.
- Online Travel Agents Collect Host and Traveler Data.
- Online Travel Agents Do Not Allow Unfiltered Communications Between Hosts and Travelers.
- Online Travel Agents Charge Fees to List Vacation Rental Properties.
- Online Travel Agents Do Not Allow Hosts to “Brand” their Vacation Rentals.





## The Solution

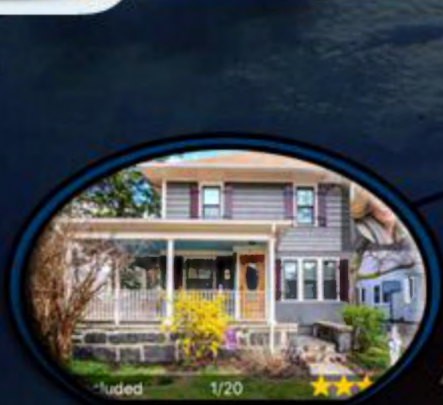


- **BnB Chat Allows Direct Bookings Between Travelers and Hosts.**
- **BnB Chat Does Not Use Insta-Book to Control Room Rental Prices.**
- **BnB Chat Allows Travelers to “Bid” on a Room Prior to Any Booking Commitment.**
- **BnB Chat Does Not Collect Any Host or Traveler Data.**
- **BnB Chat Allows Unfiltered Communications Between Hosts and Travelers.**
- **BnB Chat Does Not Charge Any Fees to List Vacation Rental Properties.**
- **BnB Chat Allows Hosts to “Brand” Each Vacation Rental Property.**





# Market Validation



Houses



Bed & Breakfasts



Mansions/Estates



Condos



Yachts



Boutique Hotels

We're in the Process  
of Uploading over  
20,000 Vacation  
Rental Properties  
to BnB Chat!





# Reservation System

Our Reservation System is a "Bid/Offer" System whereby the Traveler can change the Room Rental Price to Fit their Budget!

The Traveler Fills In the Reservation Form and Clicks On the Submit Button.

The Host is Emailed this Room Rental Offer for their Acceptance or Decline.

When an Offer is Accepted by a Host, the Traveler will receive a PayPal Credit Card Form and Pay the Host Directly with Visa, MC, AMEX or Discover.

Reservation ID 123456

First Name: Robert

Last Name: Smith

Email Address: robsmith@gmail.com

Check In: 12 24 18

Check Out: 12 26 18

Suggested Room Rate: \$ 149

Total: \$ 398

**Submit Rental Offer**

Note: You may offer a lower room rate to a Lister if you're feeling lucky. Please allow several minutes for guest services to check their calendar for availability.

Room Reservation ID 123456

Listing Name: Sunset House

First Name: Robert

Last Name: Smith

Email Address: robsmith@gmail.com

Check In: 12 24 18

Check Out: 12 26 18

Daily Room Rate: \$ 149

Total: \$ 398

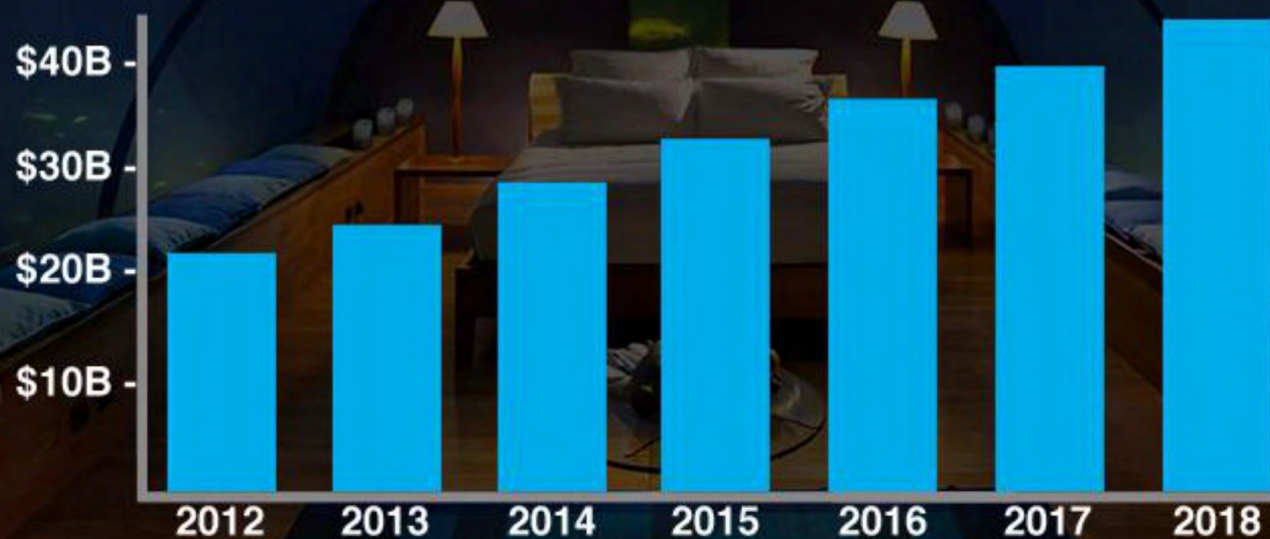
**Accept** **Decline**

Note: Your guest will receive an email confirmation of your decision.



## U.S. Market Size

**U.S. Vacation Rental Segment  
to Reach \$44.3 Billion by 2019**  
with over 200 Million Users



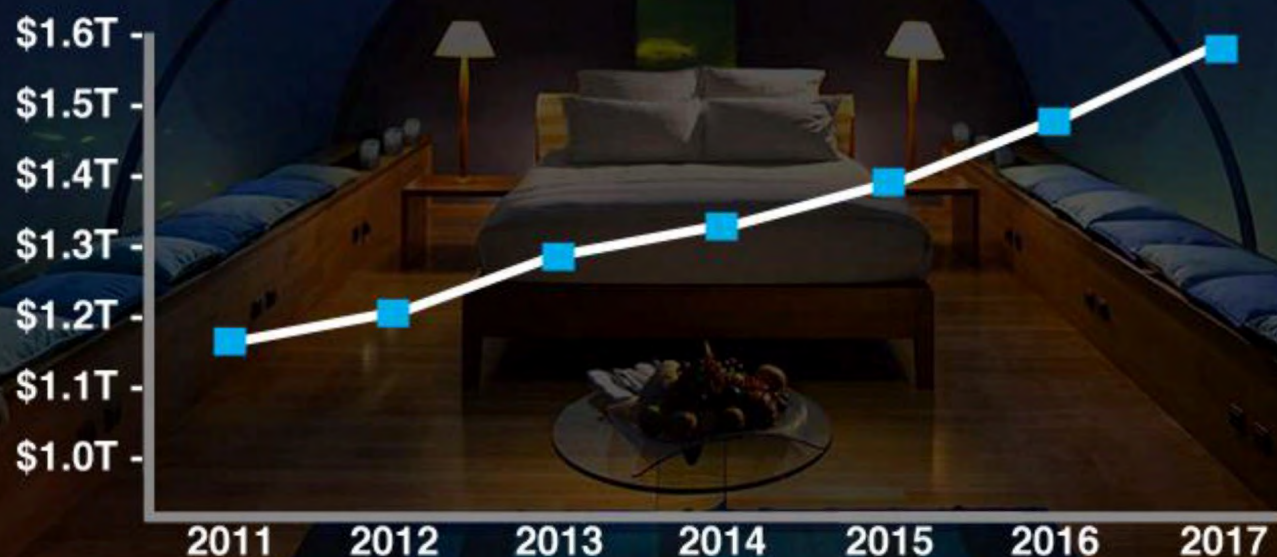
Data Provided by Statista Ltd.





## Global Market Size

**Global Travel Gross Bookings Reached \$1.6 Trillion in 2017 making it one of the fastest growing sectors in the world.**



Deloitte & Touche LLP





# Business Model

BnB Chat is not a Merchant Model Platform.

We receive a 2% Service Fee on each transaction.

We allow each Host to use their own PayPal Account to accept direct room rental payments of Visa, MasterCard, AXEX and Discover Card without any third-party interference.

## 5 Year Revenue Projection

<u>Listings</u>	<u>Ave Fee</u>	<u>Bookings</u>	<u>Revenue</u>
<b>10K</b> Year 1	<b>&gt; \$9</b>	<b>&gt; 100</b>	<b>&gt; 9M</b>
<b>20K</b> Year 2	<b>&gt; \$9</b>	<b>&gt; 100</b>	<b>&gt; 18M</b>
<b>40K</b> Year 3	<b>&gt; \$9</b>	<b>&gt; 100</b>	<b>&gt; 36M</b>
<b>80K</b> Year 4	<b>&gt; \$9</b>	<b>&gt; 100</b>	<b>&gt; 72M</b>
<b>160K</b> Year 5	<b>&gt; \$9</b>	<b>&gt; 100</b>	<b>&gt; 144M</b>

( Average Fee is based on a 3 night stay @ \$150 per night. )

**PayPal** Secure Payments







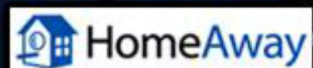
# Competition



13% to 20%  
Traveler Fees!



Do Not Allow  
Direct Bookings!



Collect User Data!



Do Not Allow  
Travelers to Bid  
on a Room!



Do Not Allow  
Hosts to Brand  
their Properties!







## Competitive Advantage 🤔

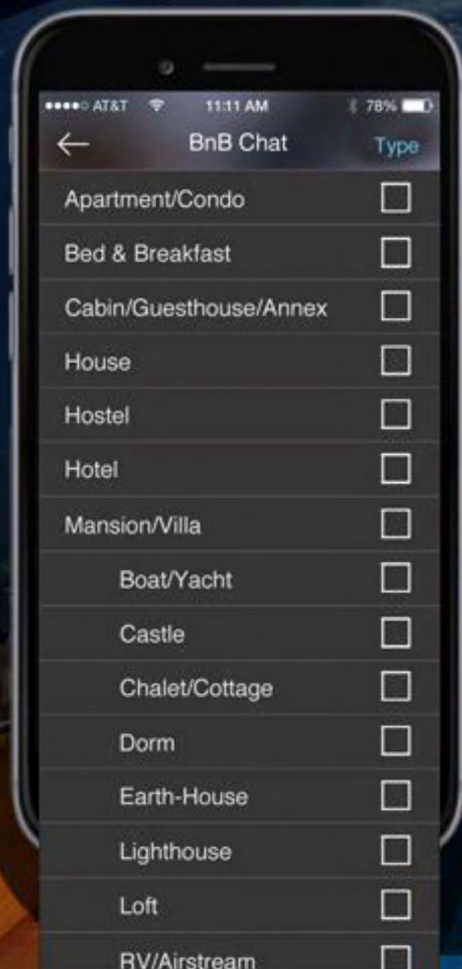
BnB Chat is not a “Merchant Model” Platform!

- We do not use our own Corporate Merchant Credit Card Account to Process any Room Rental Bookings.
- Thus, we are never responsible for Collecting or Remitting any Transient Occupancy Taxes (TOT), Value Added Taxes (VAT), or User Data to any City, State, or Country Tax Authority.
- Expedia, which owns HomeAway and VRBO, recently disclosed that they are the subject of 80 lawsuits concerning years of unpaid TOT and VAT.
- The State of Hawaii recently filed a lawsuit against Airbnb for 10-years of back-TOT-taxes and Host & Traveler Data.
- Airbnb, HomeAway, VRBO, and Flipkey have all been conducting business in 34,000 cities and 200 countries over the past 10 years without paying their fair share of TOT and VAT.





# Go-To-Market Strategy



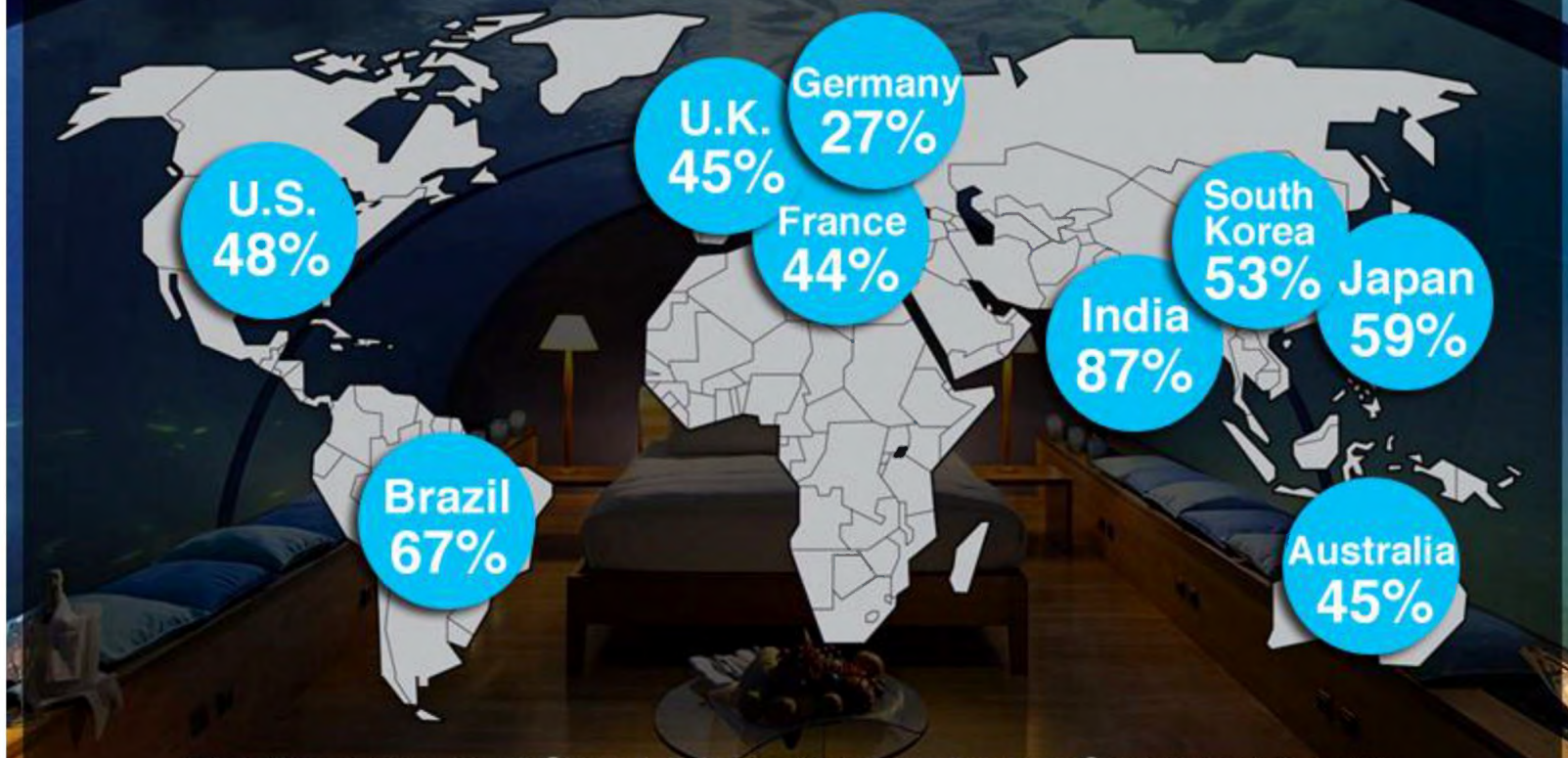
Over the past 10 years, Airbnb, HomeAway, VRBO, and Flipkey have spent billions of dollars educating, training, and organizing the vacation rental market that has grown to more than 5 Million properties worldwide, which we consider “Low Hanging Fruit!”

Every Professional Property Manager, Real Estate Agent, Homeowner, and Innkeeper we’ve spoken with has been interested in adding their vacation rental inventory to BnB Chat as an alternative to high-priced platforms like Airbnb, HomeAway, VRBO, and Flipkey.





## Travel Smart-Phone Usage

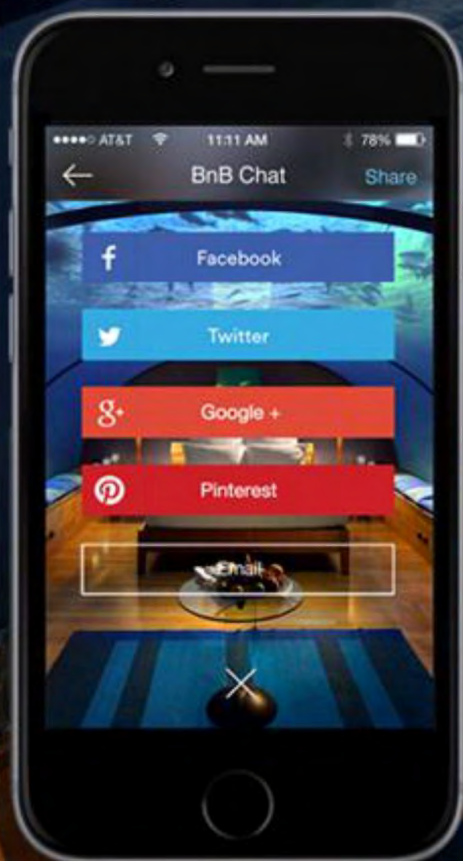


The Percentage of Smart-Phone Users who are Comfortable with Booking their Travel Plans is Rapidly Growing Across the Globe, which presents a Big Opportunity for Mobile Platforms like BnB Chat.





# About The CEO



**Daniel Hall**  
**Founder/CEO**

- Over 30 years experience in database programming, graphic design, and development for iOS, Android, and internet applications.
- Over 40 years experience in advertising & direct response marketing via television, radio, print, social media, and internet.
- *B.S. Business Management  
Pepperdine University  
Malibu, California*





## Use of Funds

We are looking for **12 months financing** to upload **20,000** vacation rental **properties** from across to globe onto BnB Chat.



**\$200K**

Initial  
Investment  
Opportunity

**120K**

Bookings  
Ave Fee \$9

**\$1M**

Revenue  
Over 12  
Months