



**In-Airport, Contactless, Food & Retail Delivery:
For Travelers, Flight Crews and Airport Employees**

7.11.20

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Certain statements in this Document constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements that address expectations or projections about the future, including statements about market position, expected expenditures and financial results, are forward-looking statements.

Some of the forward-looking statements may be identified by words like “anticipates,” “approximately,” “assumes,” “believes,” “continues,” “estimates,” “expects,” “goal,” “objectives,” “intends,” “may,” “might,” “opportunity,” “plans,” “potential,” “near-term,” “long-term,” “projections,” “assumptions,” “plan,” “projects,” “guidance,” “forecasts,” “outlook,” “target,” “trends,” “unknown,” “should,” “could,” “would,” “will,” and similar expressions. Any statements contained in this Document that are not statements of historical fact may be deemed to be forward-looking statements. These statements are not guarantees of future performance and involve a number of risks, uncertainties and assumptions. Accordingly, actual results or performance of the Company may differ significantly, positively or negatively, from forward-looking statements made in this Document. Unanticipated events and circumstances are likely to occur. Factors that might cause such differences include, but are not limited to, those discussed under the heading “Risk Factors,” which Investors should carefully consider. The Company undertakes no obligation to update any forward-looking statements.

Although the Company believes the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations are reasonable or that they will be correct. Moreover, the financial results contained in this Document are not necessarily an indication of future prospects of the Company. Future results may differ materially.

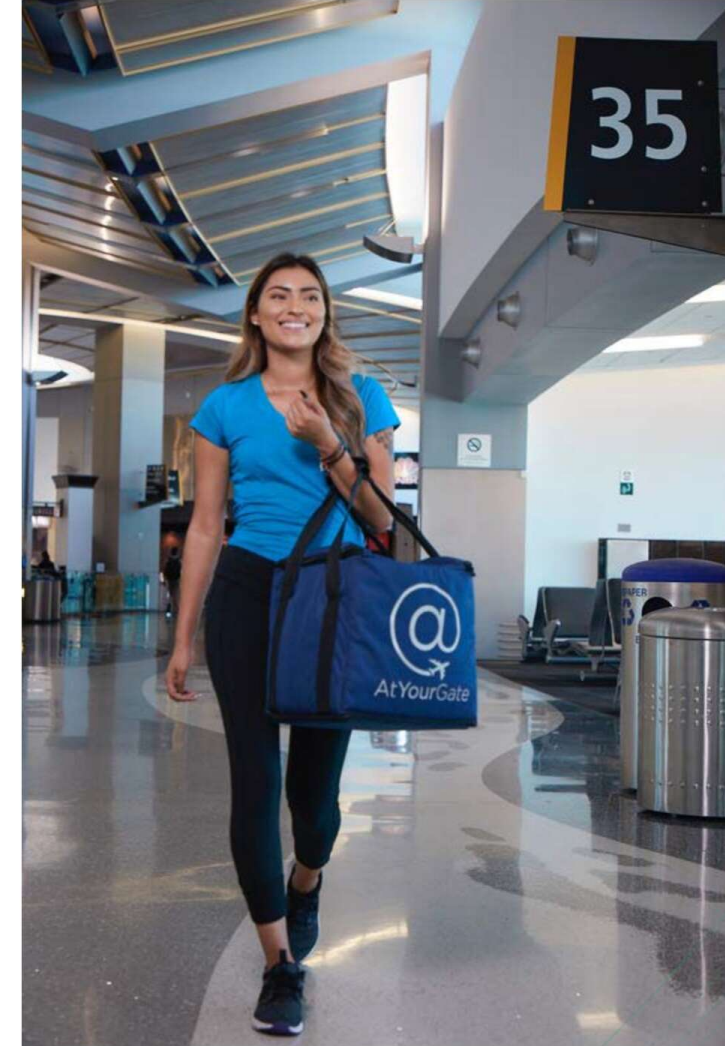
All subsequent written or verbal forward-looking statements attributable to the Company are expressly qualified in their entirety by the cautionary statements included in this Document. The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise. In light of these risks, uncertainties and assumptions, the forward-looking events discussed in this document might not occur.

Company Overview



Purpose: To make airport travel safer by empowering travelers to order food & retail on their personal device and receive contactless delivery anywhere in the airport. AtYourGate offers travelers more food options & convenience as well as airlines the ability to feed their employees and crews safely

Mission: To remain the industry leading in-airport mobile e-commerce and gate delivery service; delivering needed food and retail items directly to the traveler's gate, the flight crew's jet bridge, or the airport employee's break room



Company Overview



Founded: July 2015 as a California, LLC; incubated and launched in San Diego

Founders: PJ Mastracchio (CEO), David Henninger (President), Chris Hartman (CXO)

Currently operating in the following states:

California (SAN, SJC, ONT, BUR Airports)

New York (LGA, JFK Airports)

New Jersey (EWR Airport)

Massachusetts (BOS Airport)

Minnesota (MSP Airport)

Oregon (PDX Airport)

Problems in the Travel Industry



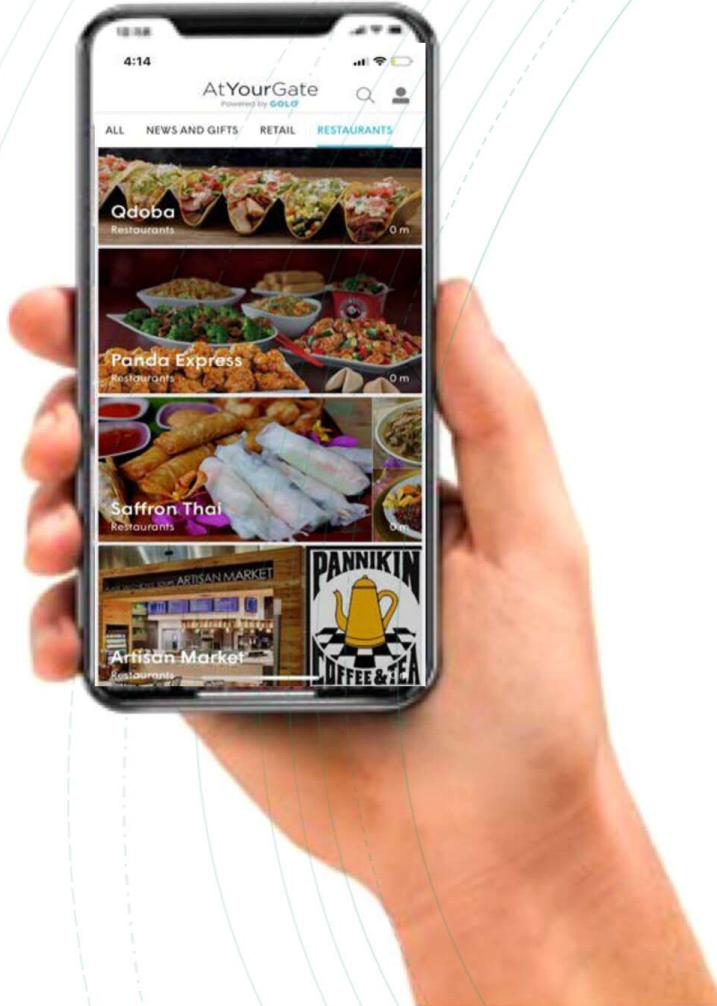
Travelers: Busy, time-crunched travelers are forced to make unhealthy choices from limited options as they rush to make their flight.

Flight Crews: Flight Crews often cannot get off of the planes to get needed items to remain productive. We can meet their needs by bringing needed items to the jet bridge or on to the plane

Airport Employees: The opportunity is about quality of work life. Leveraging AtYourGate allows the airport employees to enjoy their entire breaks during a busy work day.

***Post COVID-19,** AtYourGate is now even more essential for all constituents in order to maintain social distancing and employ safe travel/work behaviors. No need to get in long lines (now 6 times longer). No need to enter crowded food courts. No need to take unnecessary health risks roaming the airport terminals.

Products and Services



The **AtYourGate** Digital Experience:

Customers download the AtYourGate App (iTunes, Android)

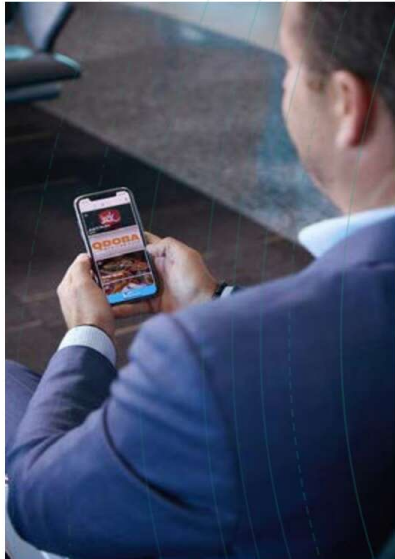
Place an order from a participating concession inside the airport

Choose a delivery location and time

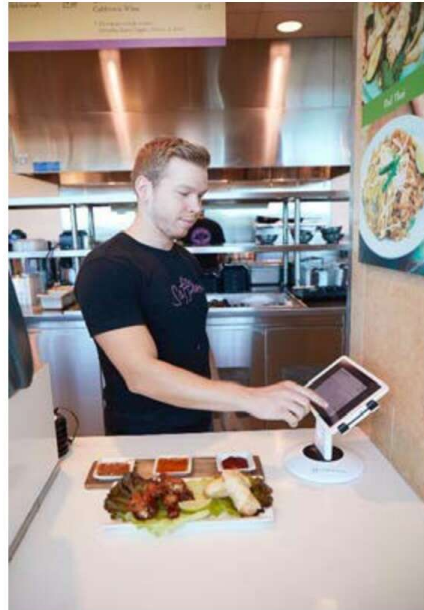
Delivery is performed at a departure gate, break room, ticket counter, etc.

Products and Services

Customer places
order in the
AtYourGate App



Concession operator
receives the order



AtYourGate Brand
Ambassador picks up
the order



AtYourGate Brand
Ambassador
delivers the order to
the customer



Products and Services

Concessions Partners



Business Strategy

Strategies:

Rapid horizontal growth with multi-year airport agreements

Deliver each AtYourGate order with great distinction

Establish profitability at each airport - cash flow positive after six to nine months

Build vertical partnerships with airlines, ride-share providers, rental car companies, and consumer packaged goods companies



Business Strategy

Business Model

Delivery Fees:

\$4.99 delivery Fee from Travelers

\$2.99 delivery Fee from Airport Employees/Flight Crews

Subscription model in development

Revenue Share:

Revenue share from concession operators

Other Revenue:

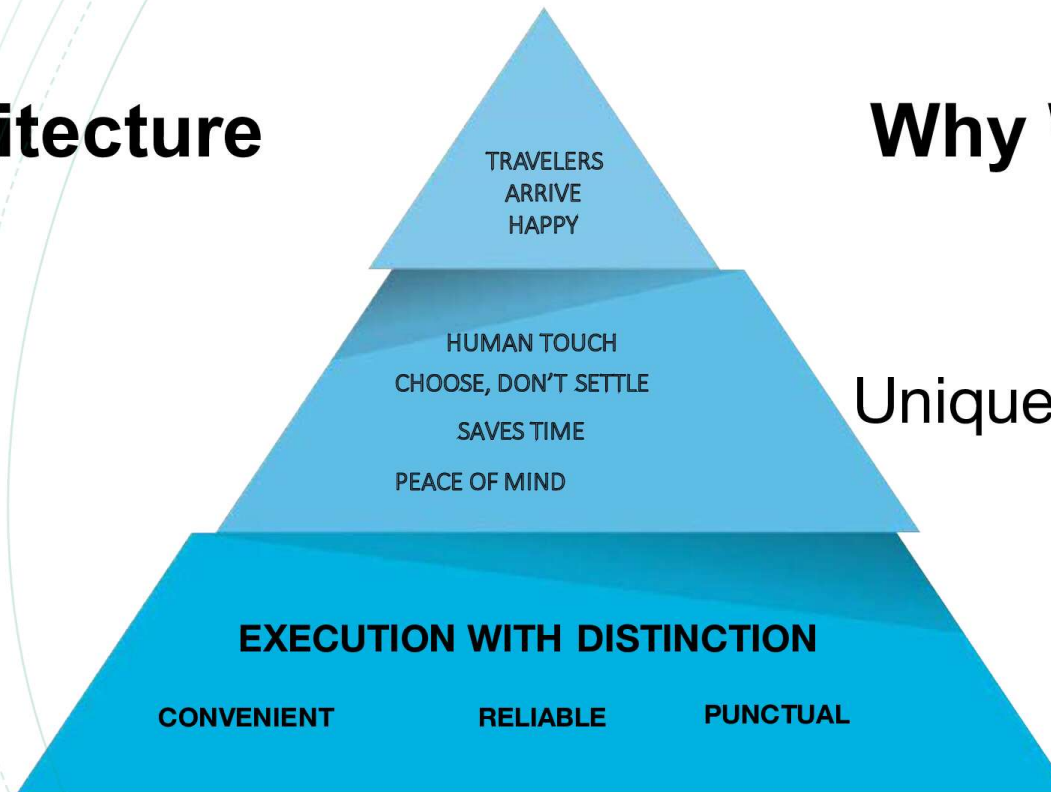
In-bag sampling sponsorship opportunities

Significant data opportunities



Marketing Plan

Brand Architecture



Why Will Passengers Use it?

Differentiation
Uniquely Enhanced Travel Experience

Foundational
Delivery Service

Marketing Plan

Target Markets across top 50 domestic airports

Departing Travelers – 625 Million annual occasions

Flight Crews – 25 Million annual occasions

Airport Employees – 75 Million annual occasions



Marketing Plan



Public Relations

Traditional Marketing

Promotional Calendar

Digital Marketing

Airport Network Effect

Partnership Marketing

Marketing Plan

Partnership Marketing





Grab Partnership - A “Game Changer”



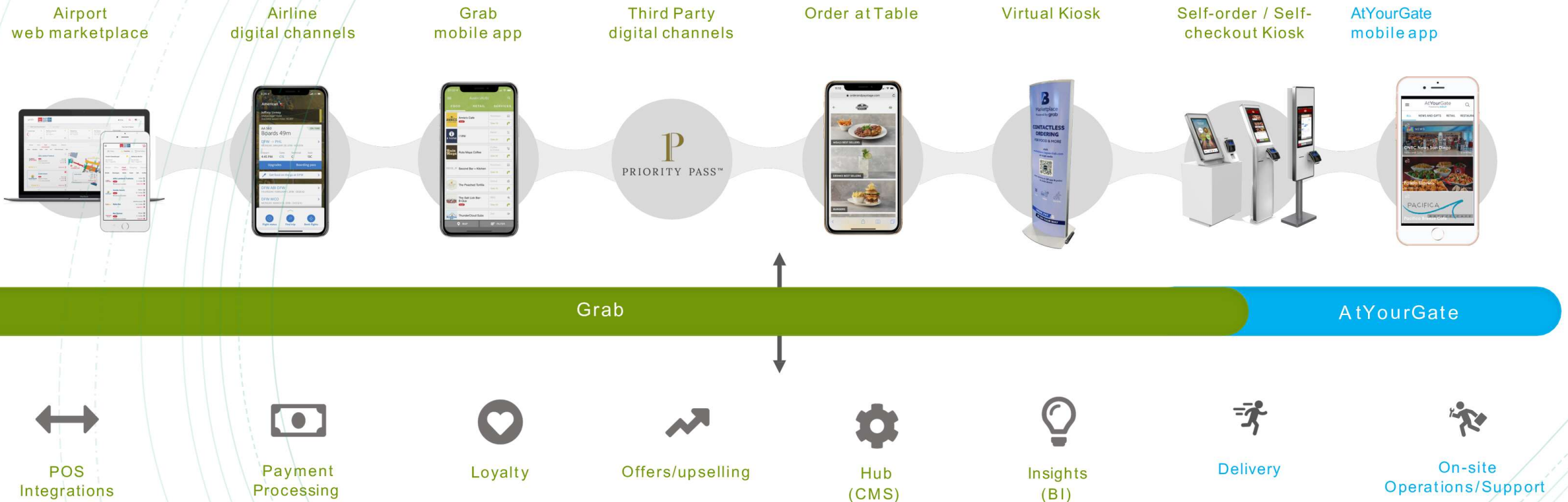
Grab is the largest e-commerce platform in airports worldwide, with omni-channel capabilities including a mobile marketplace, self-service kiosks and order at table technology provided to airports across the world. Grab was founded in 2014 and launched the mobile marketplace at Hartsfield-Jackson Atlanta International Airport in 2015.

Grab’s platform is available in over 50 airports in 4 countries, processed over 5 million contactless orders, and includes digital integration relationships with American, United, Delta, Air Canada, JetBlue and Alaska airlines.

[GetGrab.com](https://www.getgrab.com)

Grab Partnership - A “Game Changer”

Integrated Omni-channel Platform for Pick up & Delivery



Leadership Team

CEO, PJ Mastracchio

20-year Serial Entrepreneur/Airport Marketing Leadership; 2 successful exits

President/COO/CMO, David Henninger

30-years in Foodservice and Retail Marketing/Sales/Operations leadership

Chief Experience Officer, Chris Hartman

20-years in technology operations leadership

EVP Operations, Anthony Trincanello

20-years in restaurant and hotel operations leadership

EVP Business Development, Steve MacKelvie

20-years JCDecaux, Airport Advertising, Marketing & Sponsorship

EVP Revenue and Partnership Development, Vince Marconi

10-years in sales and business development leadership

General Counsel, Jay Bettinger

Partner at Holland and Knight

Chief Financial Officer

Position will be filled upon closing of this raise

Chief Technical Officer

Position will be filled upon closing of this raise

Chief Operating Officer

Position will be filled upon closing of this raise



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Board of Directors



Paul PJ Mastracchio
CEO, AtYourGate;
Former Board Member PSKW



David Henninger
President, AtYourGate;
Board Member Independence Fund



John Marconi
Founder & Chief Executive Officer
of Orange Coast Title;
Angel Investor



Travelers, You Are Welcome!

