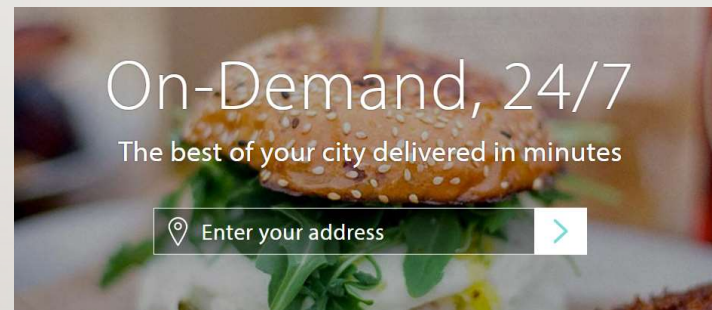


# Postmates



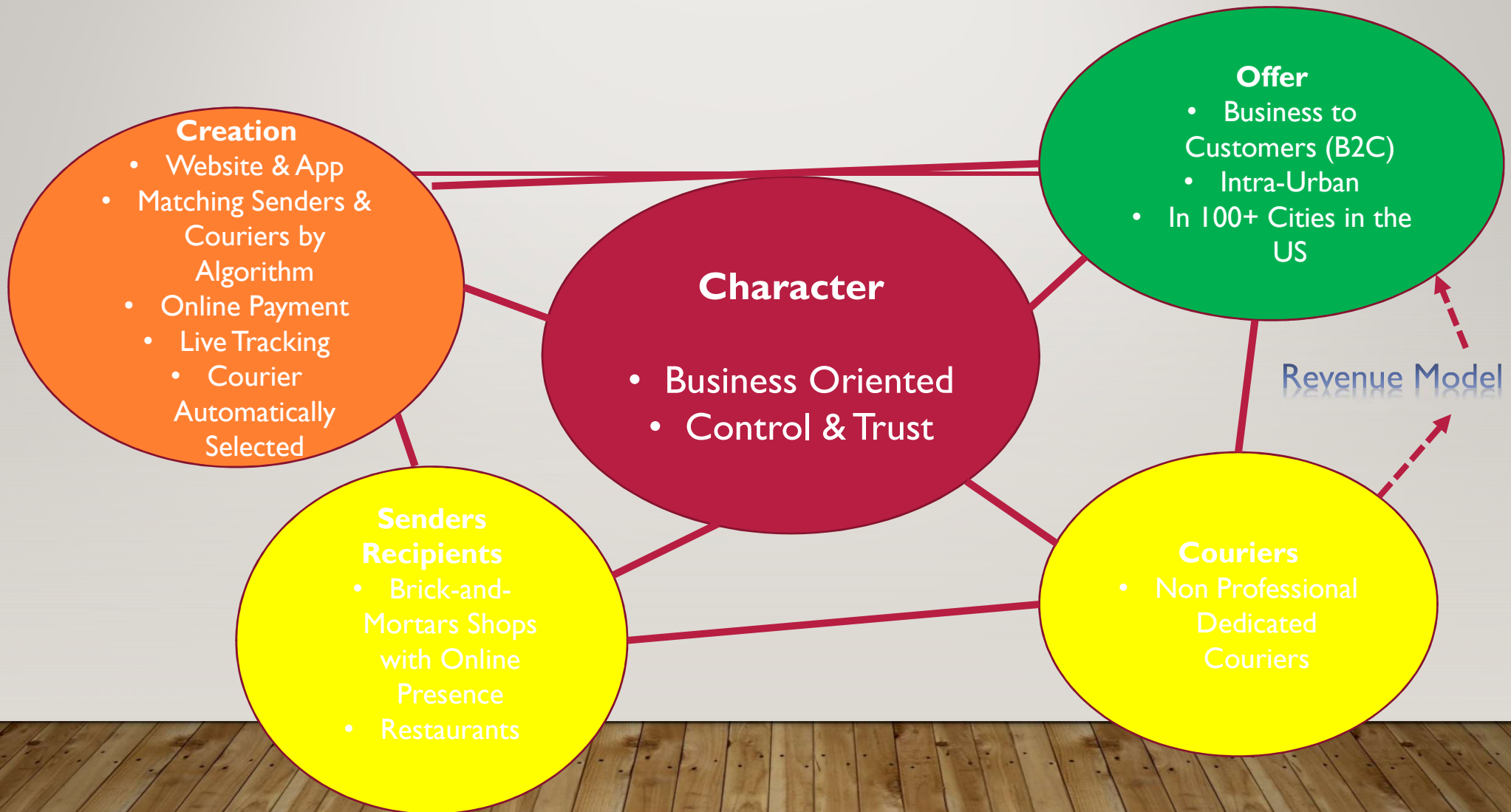
# WHAT IS POSTMATES?

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- Mission

“Postmates is transforming the way goods move around cities by enabling anyone to have anything delivered on-demand. Our revolutionary Urban Logistics platform connects customers with local couriers who can deliver anything from any store or restaurant in minutes. We empower communities to shop local with no waiting, and empower businesses through our API to offer delivery.”

# BUSINESS MODEL- POSTMATES



# REVENUE MODEL

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- Fixed Price Model (Prices varies by customer yype and distance)
- Variable Delivery Cost by distance plus 9% service fee is applied from goods purchase price
  - Starts at \$5
- Optional Membership Fee
  - \$9.99/month- Free unlimited delivery orders \$25+, No Service Fee
- Postmates Receives 20% of Delivery fee

# APPS & WEBSITE REVIEWED

## Shipper (Stakeholder #1)

- Store's info and menu are integrated in Postmates' App
- Stores automatically gets notified when new order comes in
- When order is ready courier picks it up without payment hassles

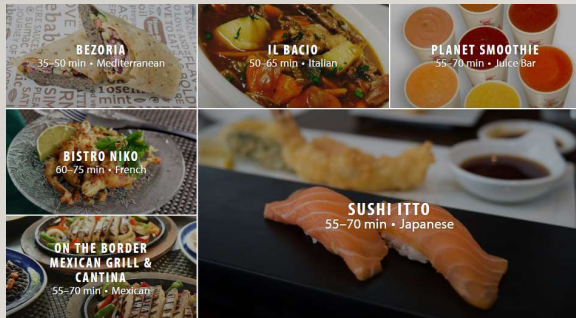


## Customer (Stakeholder #3)

- Every step of the process can be completed and viewed in the app or website
- All payments and tips can be completed within app/website, no cash needed

## Courier (Stakeholder #2)

- Notified when order is ready to be picked up
- Guided information for pickup and drop off
- Customer information available to courier



# APPS & WEBSITE SUPPORT

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- Business do not need to make big adjustments to include Postmates in their current set-up
- Postmates offers customers a wide variety of business to choose from in one app or website
- The convenience Postmates provides everyone wins, customers, business, couriers and Postmates

The Fastest Way to Deliver  
Anything in Your City

Integrate a world-class local delivery platform into your app using the Postmates API. Get started today.

# MARKET TRACTION & PERFORMANCE

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- Over the last 5+ years Postmates has been growing rapidly and gained the trust from both customers and business
- Postmates is one of the front runners in the restaurant delivery market
- Postmates is constantly growing in terms of restaurants, cities (100+), employees (200+) and many more couriers

