

DUFFLE

AIRPORT SHOPPING MEANS



**EXTREME
TIME
PRESSURE**



**LARGE
WALKING
DISTANCES**



**HEAVY
WEIGHT &
BULKINESS**



**HIGH
TRAVEL
STRESS**

DIGITAL COMMERCE HAS EVOLVED CONSUMER SHOPPING BEHAVIOR AND EXPECTATIONS

	TRADITIONAL RETAIL	E-COMMERCE	Q-COMMERCE	C-COMMERCE
Time	Self Service	Delivery 2-3 days	Delivery within the hour	Delivery within minutes
Products	All Products available	Main Products available	Small Selection available	Relevant & Unique Products Dynamic Product selection
Delivery	Privately owned car	Home Delivery Delivery Trucks	Any City Point Two-Wheeled Vehicles	Any Location Point (Micro-)Mobility
Store	Super Store	Mega Warehouses	Local Store or Warehouse	Dark Stores (Micro-Warehouse)
Value	Discount Matters	Discount Matters	Speed Matters	Speed & Convenience Matters

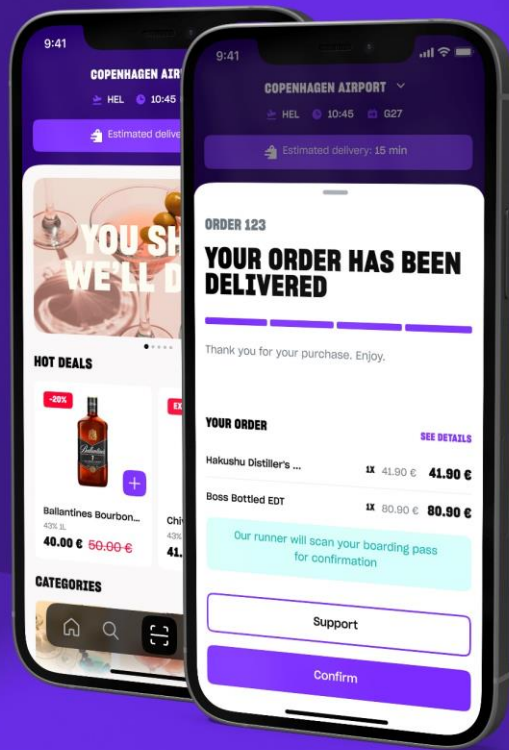
**GROWTH
OPPORTUNITIES?**

**SEAMLESS DIGITAL
EXPERIENCE?**

**YOUNGER
AUDIENCES?**

**PASSENGER
CENTRIC?**

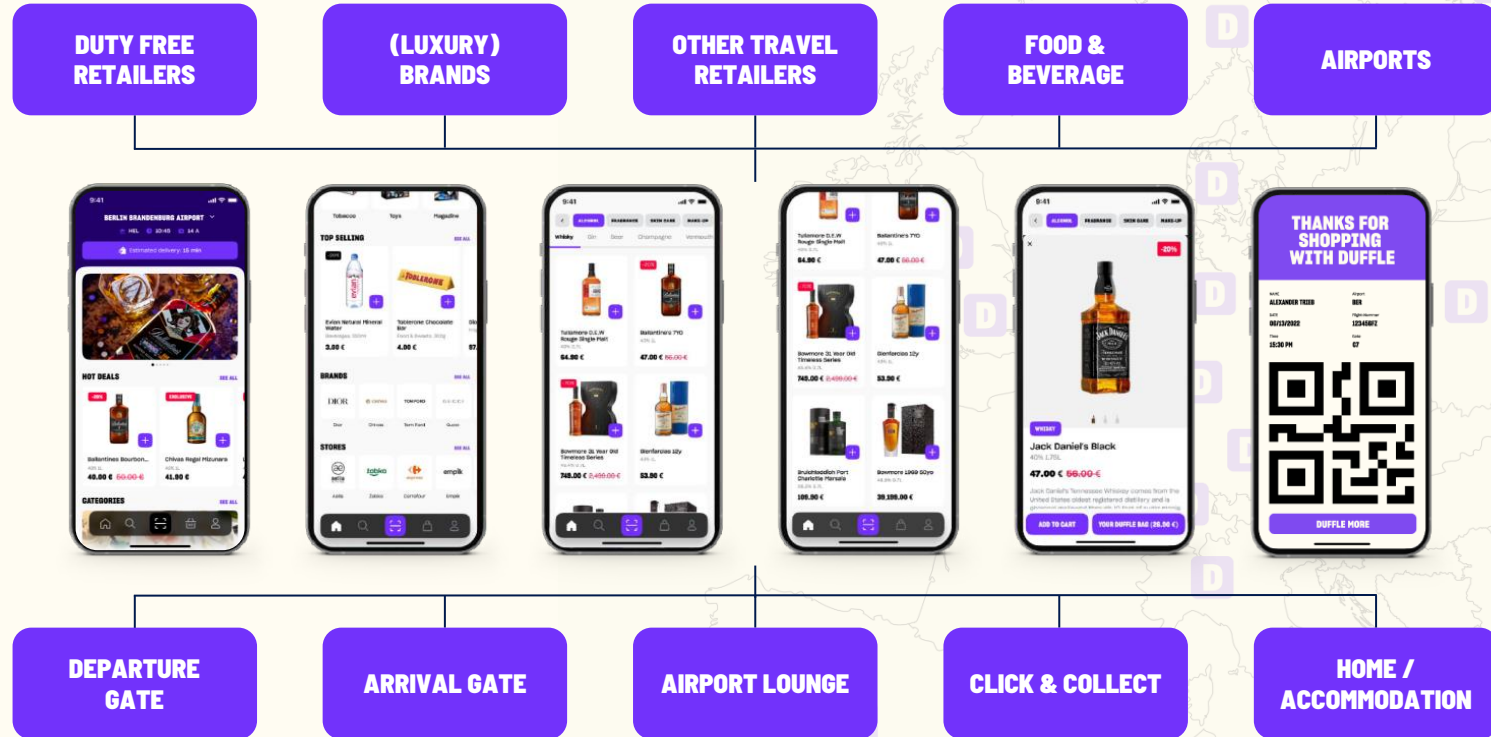
ALL SHOPS. ONE APP.



DUFFLE

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DUFFLE: THE TRAVEL RETAIL DIGITAL COMMERCE PLATFORM



Available everywhere, delivered anywhere throughout the entire traveler journey.

DUFFLE BENEFITS AND VALUE PROPOSITION



TRAVELERS

- Product Discoverability
- Multi-Merchant Ordering
- Frictionless Online Payment
- Simple Flight Selection
- Reliable Delivery (Instant, Boarding, Lounge)
- Convenient Arrival Shopping

Simple and seamless customer experience to purchase any product and get it conveniently delivered in minutes

DUFFLE BENEFITS AND VALUE PROPOSITION

AIRPORTS

- Unique Passenger Experience
- New Growth Channel for the Retail Business
- Airport Service Cross-Selling Opportunities
- Virtual Retailing (Darkstores)
- No upfront investments
- No development or operational costs



Generate incremental revenues with new growth opportunities to increase spend per passenger

DUFFLE BENEFITS AND VALUE PROPOSITION



RETAILERS / BRANDS

- New Customer Segments
- Cross-Sell / Bundling / Promotion Opportunities
- Direct to Consumer Marketing
- Merchant Portal & Picker Web App
- POS Optimized Process
- Flexible Integration Options

Digital growth opportunity driving additional sales and higher AOV to large underserved customer segments

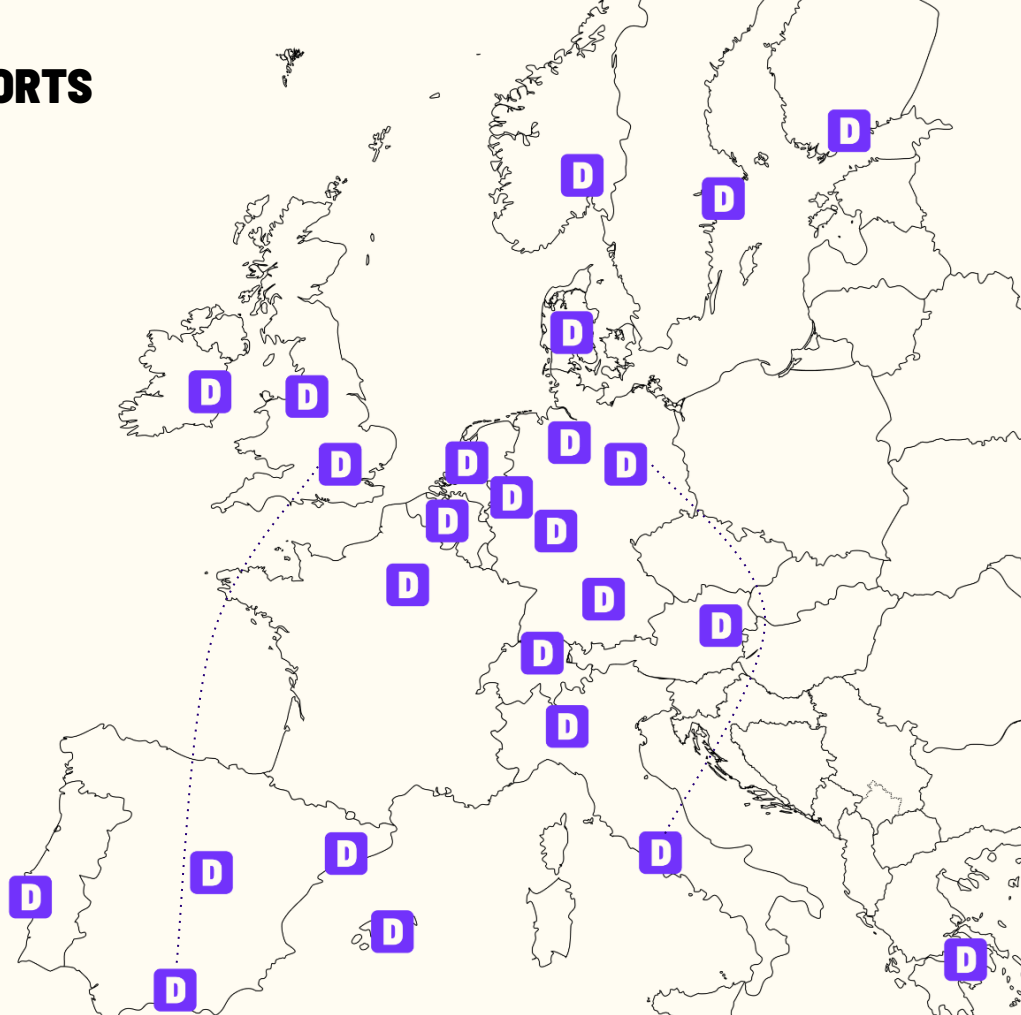
NETWORK EFFECTS ACROSS +30 AIRPORTS REACHING +1BIO PAX

Available in every relevant
European metropolis and at
every Airport with more than 15
Mio. PAX

= >30 AIRPORTS

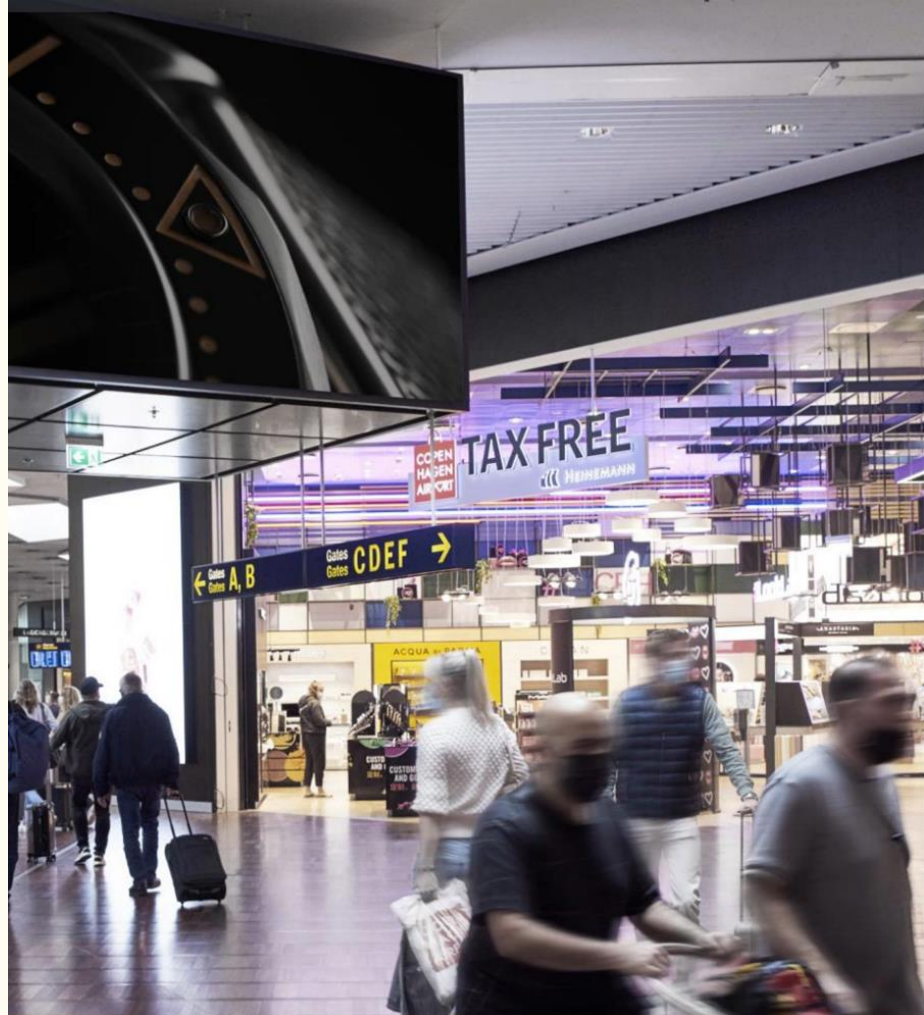
Available for all Travel Retailers
across all Airports to cover min.
80% of all brands, products and
services per Airport

= 1.000's RETAILERS



FIRST LAUNCH AIRPORT

(OCT. 2022)



**PLEASE STAY SEATED,
WE'LL DELIVER.**



DUFFLE



**THANK
YOU**

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DUFFLE