


TeamRunner

TEAMRUNNER

Your Event Community

TEAMS NEED TO TRAVEL.
TEAMRUNNER MAKES IT SIMPLE.



INDUSTRY FRUSTRATIONS

Antiquated manual processes

Very time consuming

Inefficient & ineffective communication between markets

- Teams - need a one stop shop for hotels and restaurants at a minimum
- Sports organizations - need assistance providing services for teams to increase participation and satisfaction while improving revenue streams
- Businesses - want visibility and communication modes for incoming teams

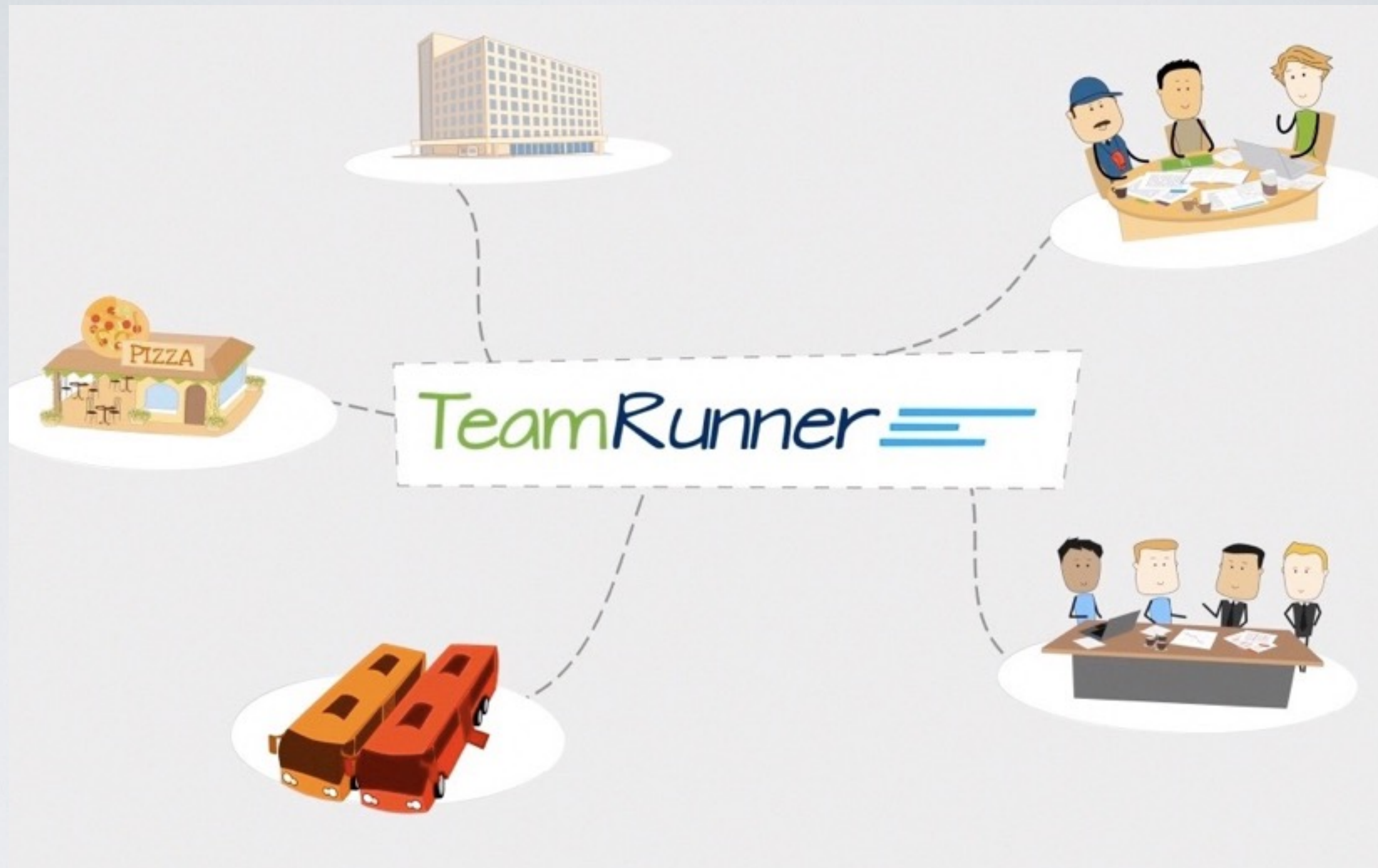
Time & Energy are Wasted. Revenue is Missed.



MARKET PLAYERS



TEAM TRAVEL TRANSFORMED



MARKET SIZE

The U.S. Sports Travel Industry is a \$182 billion dollar industry

TeamRunner's immediate addressable market is \$22.5 billion in the U.S. alone and growing

Youth Sports \$7.5 billion

High School/College (varsity+club) 15+ billion

- 27% of all travel is sports related
- 52 million youth participate in club sports
- 10-15 million youth play on traveling teams
- Teams annually consume:
 - 47 million hotel nights
 - 50 million airline tickets
 - 3.8 million shuttle bus days
 - 2.5 billion meals at restaurants
- They have a median household income of \$127,000 and spend approximately \$1,550 during a two day sporting event.



TRACTION & MARKET VALIDATION

2014 - 2015 Objectives Reached

Customer Validation

- Successfully completed beta testing with teams, sport orgs and hotels

Signed Associations, Events and Tournaments

- Cal South Soccer Association most influential soccer organization in the U.S. with over 204,000 members, 12,500 teams and 3,000 state team cups - largest tournament in the world
- Ohio North Soccer - 50,000 members - 3000 teams
- Over 40 sports tournaments in TeamRunner - current focus Southern CA
- 98% retention rate of 2014 events

Signed National Hotel and Restaurant Chains

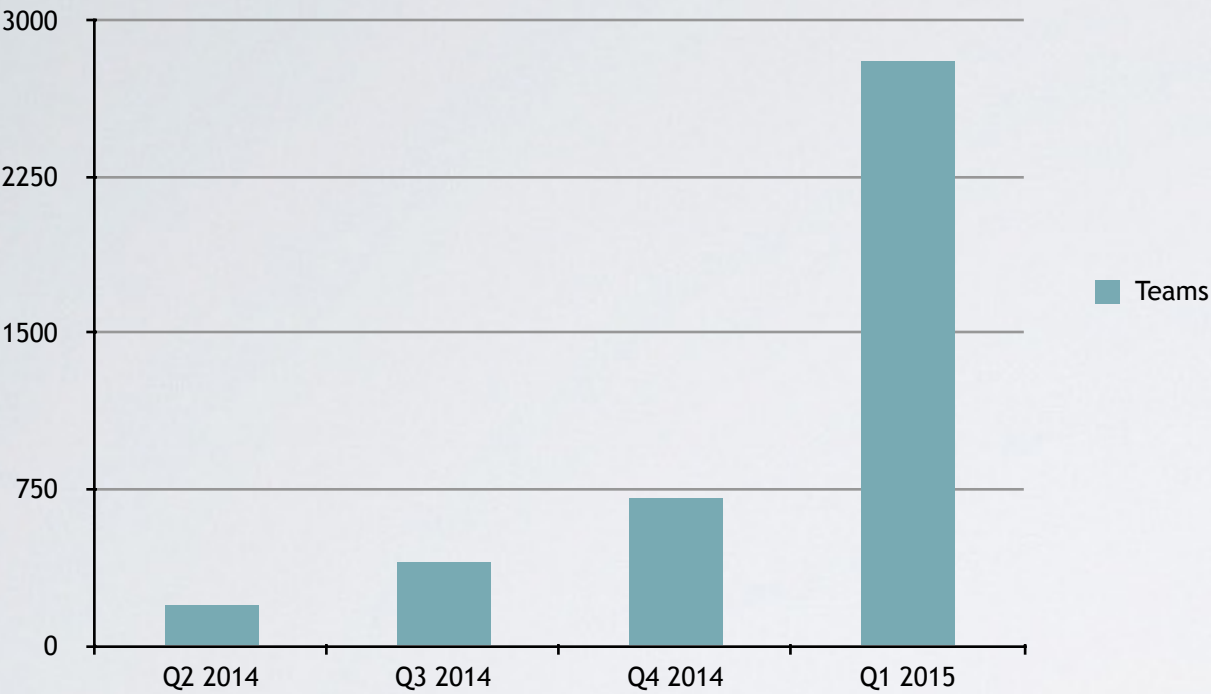
- Major Hotel Chains - Hilton, Marriott, Wyndham Sheraton etc.
- Franchise Restaurant Partners - Buca di Beppo, Jersey Mike's Subs and Amici's Pizzeria, Daphnes California Greek, Lucilles Smokehouse Bar.b.que, ToGo's

Featured in the following publications:

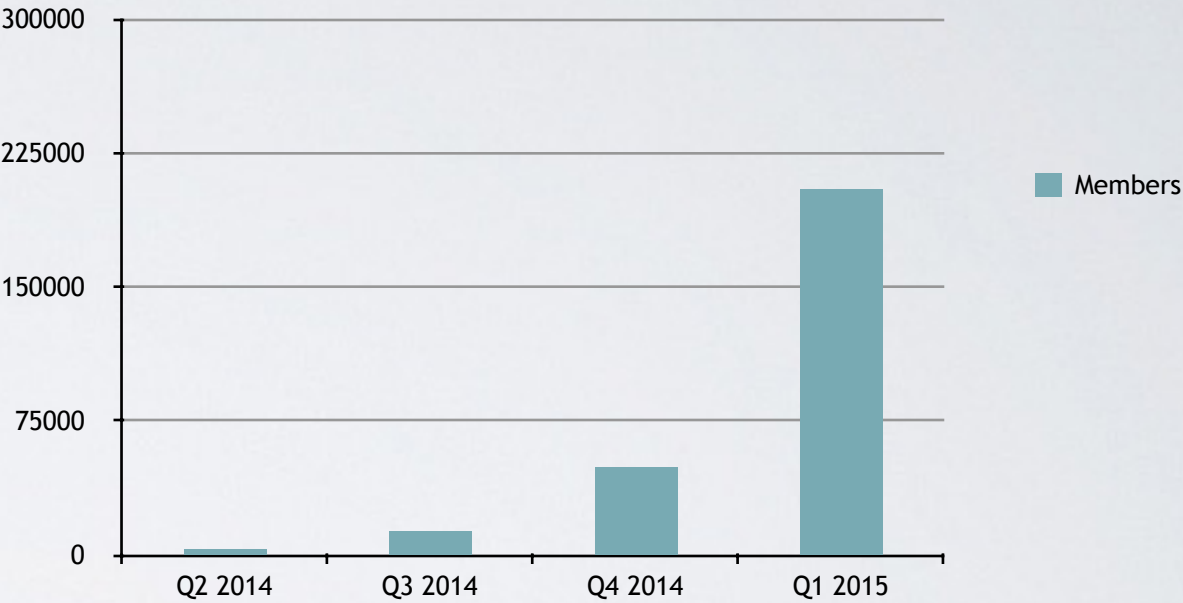


Addressable Events, Teams and Members Growth

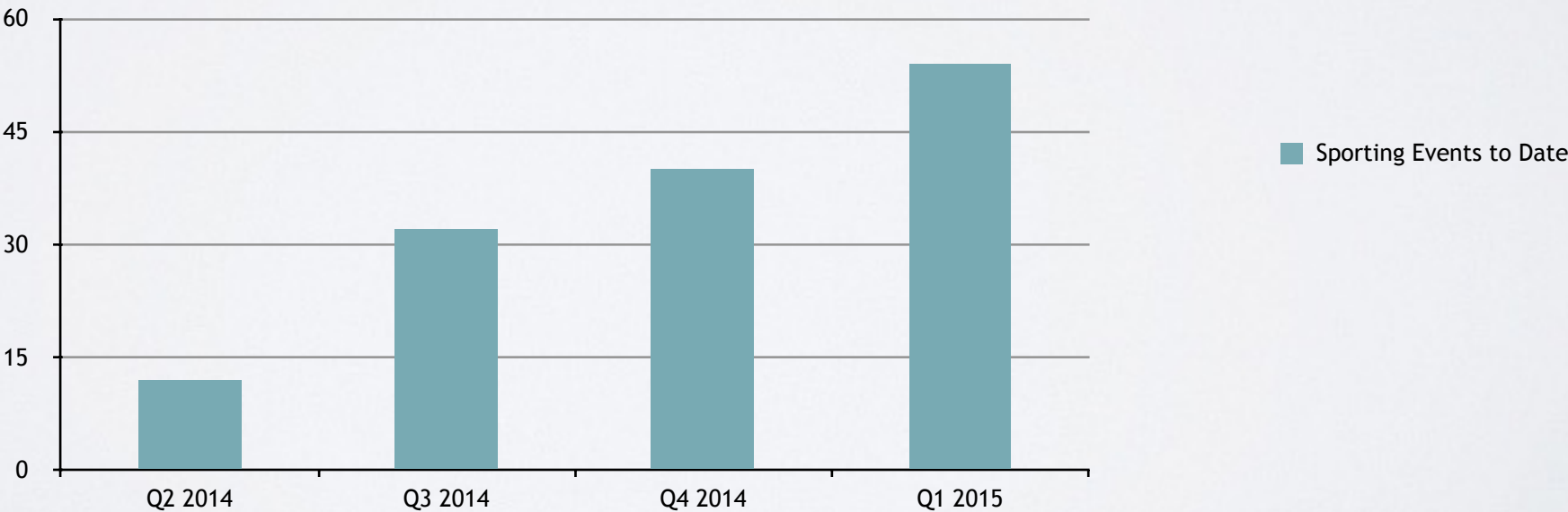
Teams by Quarters



Members by Quarters



Total Sporting Events to Date



REVENUE MODEL

Teams - Commission and Transaction Model

- Multiple revenue opportunities to fill team needs
 - Currently: hotel nights, restaurant reservations (dine-in and pick-up)
 - In development: merchandise, activities, ground transportation
 - Future: Vertical markets non sports groups

Businesses - Fee Based and Commission Model

- Advertising, premium placement, professional & premier levels

Sports Organizations - Fee Based and Commission Model

- Data mining
- Event promotion opportunities

TEAM

Management

- Ziad Tleimat CEO - software executive, soccer coach & restaurateur
- Colette Kuhnsman VP Marketing - founder Jocoto Advertising, sports team manager
- David Anderson VP Engineering - NASA, Oracle (15 yrs)
- Wael Chatila CTO - Nook
- Scott Leber Corporate Development - iSoccer CEO, former professional soccer player

Board of Advisors

- Taylor Twellman - Sr soccer analyst ESPN, Major League Soccer (MLS) MVP, US Soccer National Team
- Paul Miller - former director of CVBs
- Ed Komo - former VP Engineering hotwire.com
- Bill Glazier - President NorCal LAX, former venture partner Redwoods Venture

Support

Law Firm: - White, Summers, Caffee & James LLP - Mark White

Accounting Firm - Armanino LLP Certified Public Accountants

THANK YOU

TeamRunner 

ACCELERATING GROWTH

Increase the number of teams in TeamRunner and create more spending opportunities by continuing to build our:

- **Partnerships**
 - Access sports registration companies to expedite onboarding
 - Continue to add national hotel and restaurant chains
 - Build relationships with other event related service providers
- **Product Development:**
 - Continue to refine systems
 - Add new features and revenue for enhanced customer satisfaction
 - Add more revenue producing modules
- **Staffing:** Increasing influential industry sales staff

