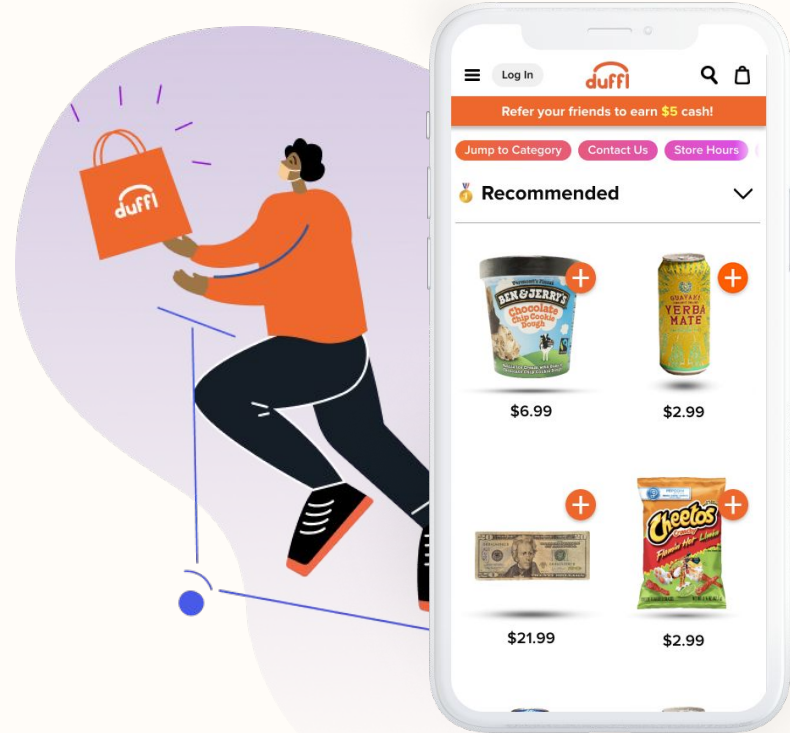




Partnership Intro

We sell
high demand
convenience store
products on
college campuses

And deliver them in
10 minutes.



How it works (video)

1

Customer orders via web or iOS app

2

Order is packed in dark stores near campus

3

Order is delivered by students in 10 min



We've launched at...

Fall '22 Launches



USC



UCSB



TEXAS
STATE

Categories & SKUs

Categories

1. Drinks
2. Energy Drinks
3. Candy
4. Chips
5. Ice Cream
6. Vapes
7. Sweets
8. Ready-to-eat



Top SKUs



Glacier Frost is consistently the #1 selling Gatorade flavor



Much more popular in CA than AZ



Duffi's UCLA partnership w/ Victor's Fruit



#1 chip product (beating all potato chips)



#2 chip product



#3 chip (and top potato chip)



#1 water SKU



Top ice cream and top Ben & Jerry's flavor



#1 soft drink



#1 candy product (vast majority of best sellers are sour)



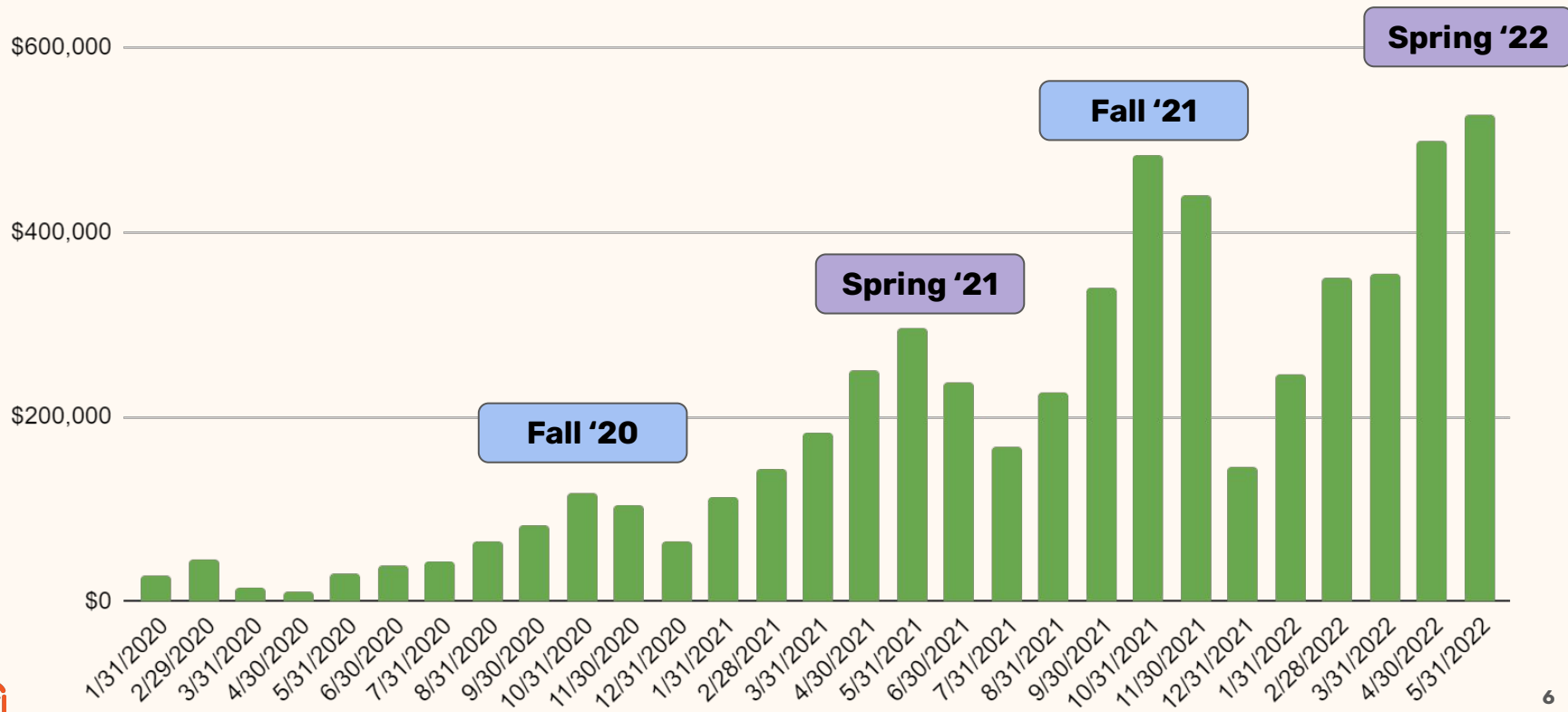
#2 candy product



#1 Ready-to-eat

50K Monthly Orders & 80% YoY Growth

Targeting 75K+ Monthly Orders by EOY



Beloved and Trusted Brand

NPS: 88



kacy
@kacyrhianna_

I need to stop using duffl so much. It's getting embarrassing 🙄

9:13 PM · Apr 24, 2022 from Berkeley, CA · Twitter for iPhone



sean mignonette thermopolis ren...
@seaanathan

telling my duffl racer "i love you" after dropping off my 7th coffee of the day to spark some summer romance 🔥💖

7:54PM · Jun 22, 2021 · Twitter for iPhone



alexandra
@alexandraruiz_

I love explaining duffl to people who don't go to UCLA

11:06 PM · Oct 13, 2021 · Twitter for iPhone



celina 🌿🌱
@celinat0r

duffl makes me forget that im still allowed to just go to stores to buy things

5:02PM · May 27, 2021 · Twitter for iPhone



m badged Gilly
@Gilly_805

It took me 5 minutes being home to miss duffl </3

4:10 PM · Mar 23, 2022 from Selma, CA · Twitter for iPhone



emma
@emmmasher

why do I actually kinda wanna be a duffl racer

1:27 PM · May 11, 2021 · Twitter for iPhone

Top Customers: **Skye Mitchell**

Customer Profile:

- Customer Rank: **#1**
- Lifetime: **26 months**
- #Of Orders: **983**
- Avg. Delivery Time: **9.98 minutes**
- Favorite SKUs: **Magnum Sea Salt
Caramel, Celsius, Yerba**



Top Customers: **Doug Wright**

Customer Profile:

- Customer Rank: **#13**
- Lifetime: **25 months**
- #Of Orders: **377**
- Avg. Delivery Time: **9.06 minutes**
- Favorite SKUs: **Sea Salt and Vinegar
Kettle Chips, California Pizza
Kitchen BBQ Chicken Pizza**



Top Customers:

Mary Dover

Customer Profile:

- Customer Rank: **#43**
- Lifetime: **25 months**
- #Of Orders: **284**
- Avg. Delivery Time: **10.96 minutes**
- Favorite SKUs: **Nerd Ropes, Coke, Ramen**



Leadership Team



Harshal Modi

Chief of Staff

- UC Berkeley
- Wells Fargo, DoorDash



David Lin

Founder, CEO

- Founded Duffl as a Sophomore at UCLA



Han He

Finance

- Harvard
- DE Shaw, Oaktree, Ruggable



Nishant Shukla

Engineering

- UVA, UCLA (PhD)
- Wellth, dm.ai



Pat Coats

Growth

- Harvard, HBS (MBA)
- Bridgewater Associates



Cezar Rachieru

Operations

- UIC, U of Houston (MBA)
- CMR Transco, Sony



RUGGABLE

DE Shaw & Co

SONY



duffi