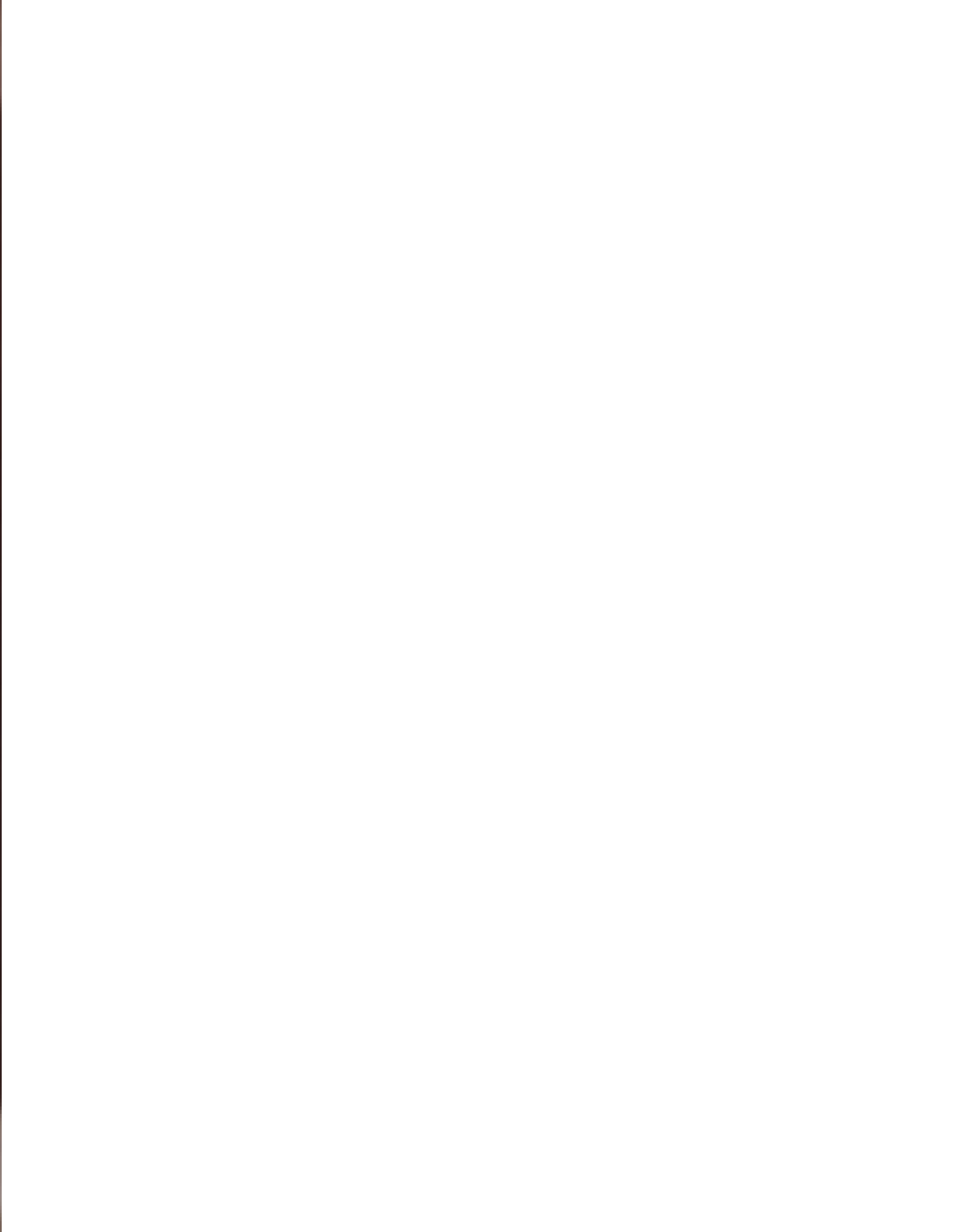




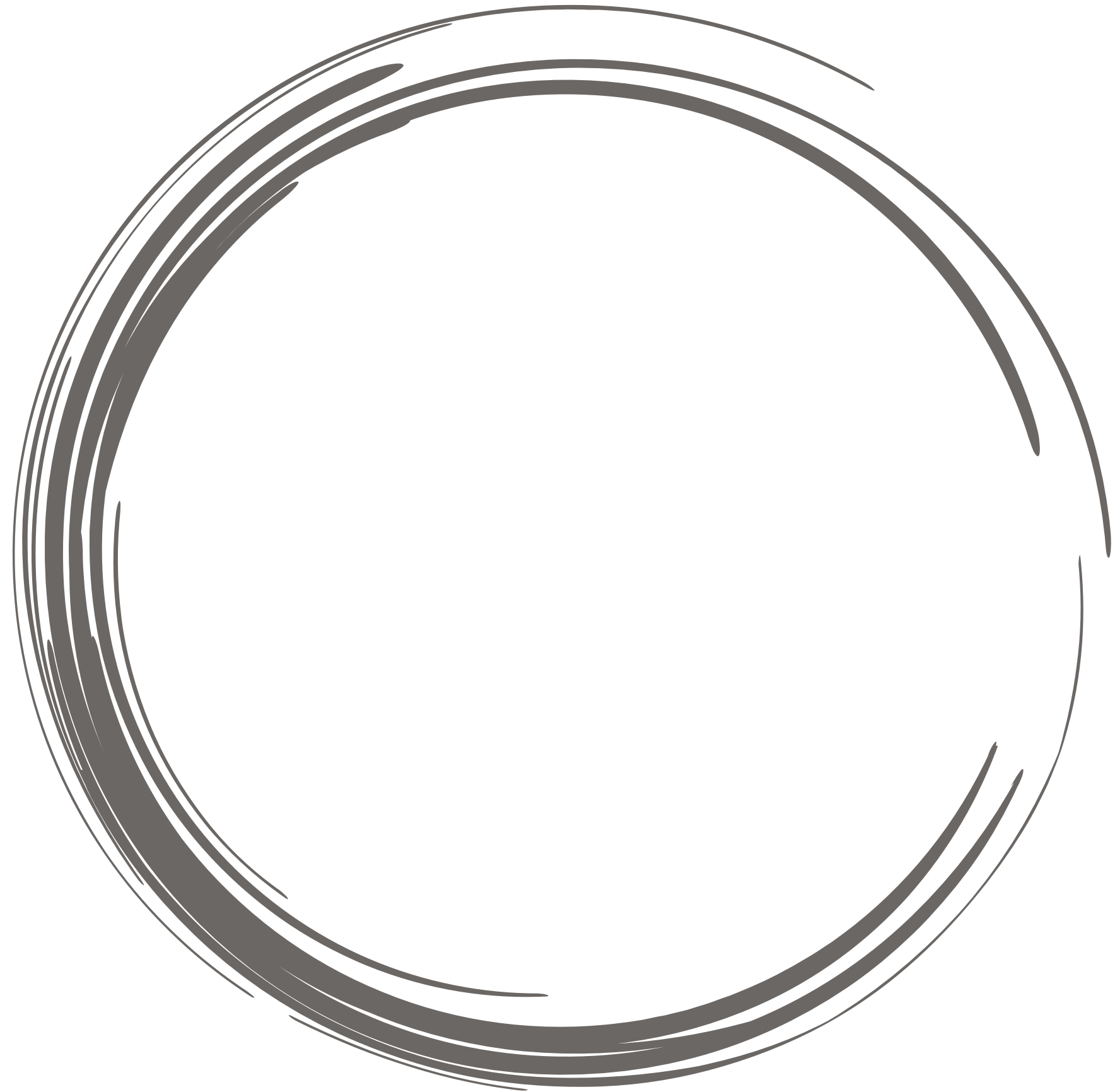
**sivwego**<sup>®</sup>  
SMART **ECO** TRANSPORT

**MARCELLO FAVALLI**  
**CEO & CO-FOUNDER**





**We Have a Problem**





**The  
Spare  
Space**

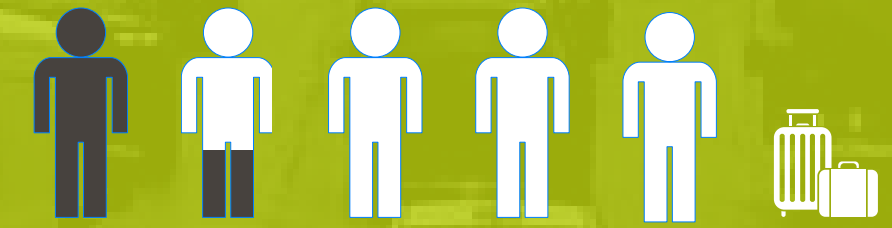
# BUSINESS PROBLEM

In Europe  
**25%**  
transport vehicles  
travel empty



# CONSUMER PROBLEM

270M cars  
in Europe



1,33 People per car



**> €70 BILLION WORTH  
OF WASTED FUEL**

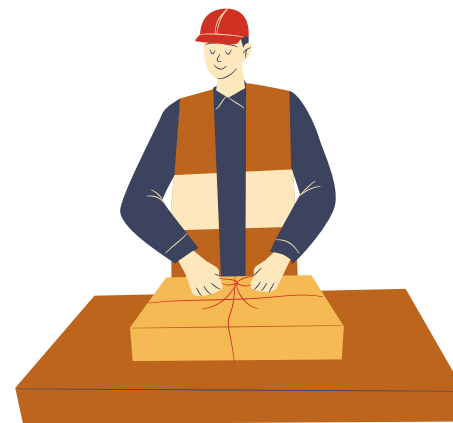


**SOLUTION**

# Our Value Proposition

We create value through helpful connections

SiWeGO connects people who want to send a package with people who want to deliver goods if they are already on the same route



**PACKAGE SENDER**  
Who wants to deliver a package



**PACKAGE CARRIER**  
Who can deliver the package

**Inspired  
by**

**"The  
BlaBlaCar  
for packages"**



The world's largest landlord,  
does not even own a hotel



The world's largest taxi driver,  
does not even own a car

...WE AIM TO BE



The world's largest transporter,  
does not even own a vehicle

the way to **SCALABILITY**

# TRL 9 TECH OWNER

INVENTION PATENT APPLICATION  
ON 17 MAY 2022 - N. 102022000010169



**AUTOMATIC MATCHING IN REAL TIME**

**LIVE CHAT FOR EASY COMMUNICATION**

**GEOLOCATION FOR SHIPMENT TRACKING**

**E-PAYMENT INTEGRATION FOR KYC2 USERS**

**DOUBLE OTP FOR ACCURATE  
PICKUP AND DELIVERY**

**TRANSPARENT FEEDBACK AND USER RATING**

**AUTOMATIC INVOICE FOR MAXIMUM SCALABILITY**



# C2C MARKET

**FREQUENT  
E-SHOPPERS  
12.7 M**

**OFFSITE  
WORKERS  
2 M**

**OFFSITE  
STUDENTS  
600 K**



# BUSINESS MODEL | REVENUE MODEL

**Consumer & Business  
senders**



**7%**  
transport cost

**Professional  
drivers**

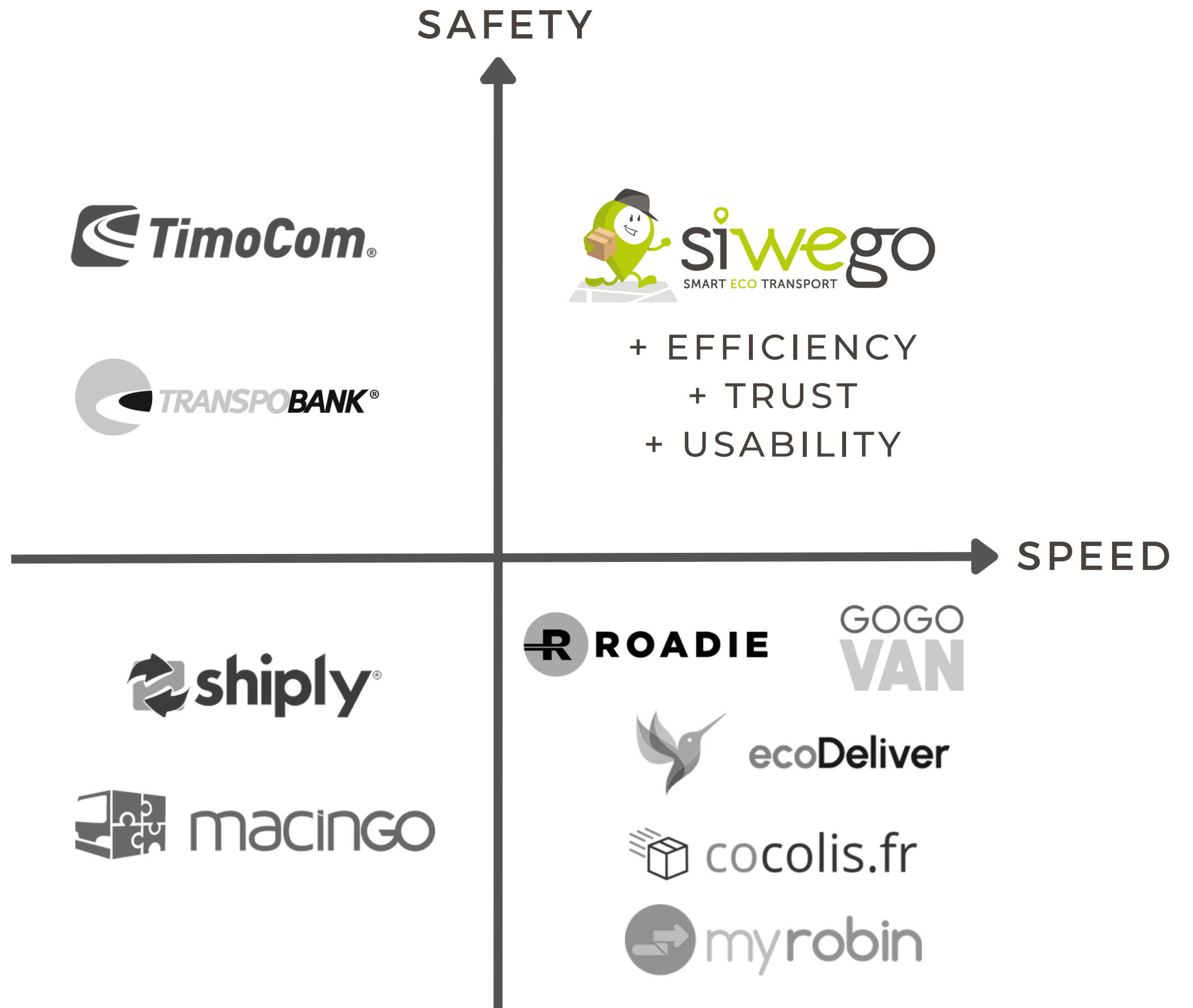


**€ 199**  
annual subscription

Additional  
revenues  
streams in  
the making

# Competition landscape

Freight exchanges and sharing economy platforms





# Traction metrics

5.5 k€ budget  
in 6 months  
reached ~1.300  
downloads

## KEY METRICS (JUN-DEC 2022)

### ADVERTISING



**BUDGET**  
**1.7 k€**

**IMPRESSIONS**  
**740 k**

**COST PER CLICK (CPC)**  
**0,05 €**

**CLICK-THROUGH RATE**  
**3.4%**



**BUDGET**  
**1 k€**

**IMPRESSIONS**  
**350 k**

**COST PER CLICK (CPC)**  
**0,02 €**

**CLICK-THROUGH RATE**  
**9.9%**

### PRODUCT



**# OF DOWNLOADS**  
**781**

**COST PER DOWNLOAD**  
**3,54 €**

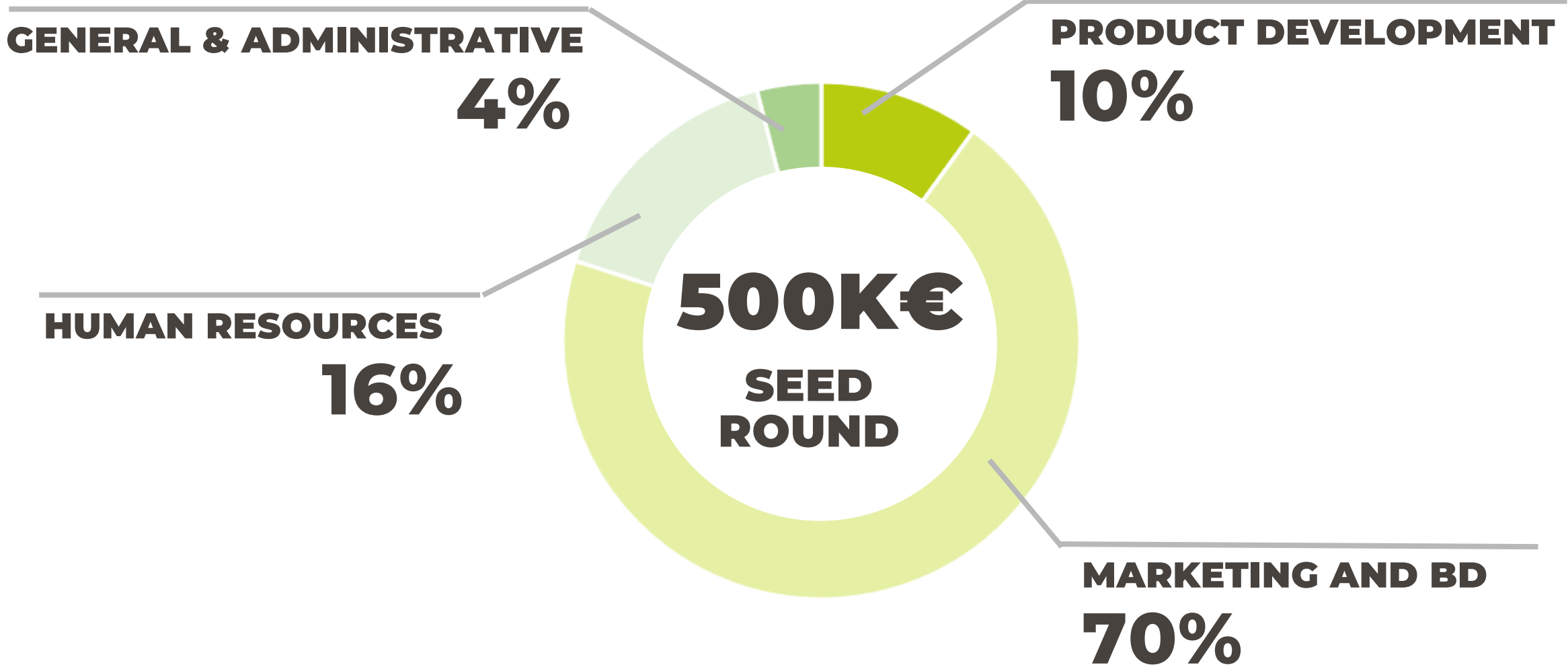


**# OF REGISTERED USERS**  
**492**

**COST PER REGISTRATION**  
**5,62 €**

# Funding Seed round

Seed round of  
500K€  
in year 1 to  
sustain our  
growth



# Core team

An experienced  
management  
team



**Marcello Favalli**  
Co-founder CEO  
Previous: Business  
Representative @CPM



**Walter Tinganelli**  
Co-founder & COO  
Previous: Lead  
Researcher @GSI



**Renato Ziliani**  
Co-founder & MD  
Previous: Credit Analyst  
@Volvo



**Luca Ottelli**  
CFO  
Previous: Freelance  
Accountant



**Ing. Davide Ragazzi**  
CTO  
Previous: CEO @Kama  
Sport



**Giulia Palumbo**  
CMO  
Previous: Founder  
@Double

# Operational team

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A supporting  
team of  
professionals

## IT



**Lucrezia Manenti**  
UX/UI Designer



**Federico Stefanoni**  
Software & App Developer



**Niccolo Pomachagua**  
IT Project Manager

## MARKETING & SALES



**Alina Filip**  
Social Media Manager



**Alessandro Locatelli**  
Business Developer

# Advisors and investors

A professional network of advisory board members to boost our growth



**Raffaele Bonizzato**  
President @Gruppo Sinergia

Raffaele has decades of experience in strategy roles, holding several positions as president, CEO or board member in companies such as Gruppo Sinergia, AGSM Energia, Global document service and Politecnico Calzaturiero Scarl



**Alessandra Beschi**  
CFO at Messaggerie del Garda

Alessandra has more than 15 years of experience as co-founder of the Italian logistic company Gruppo Messaggerie del Garda, with a deep network and knowledge of the supply chain space





**LESS**  
vehicles  
travelling empty



**LESS**  
Km of traffic



**LESS**  
tons of CO2



**LESS**  
road accidents

# SDG IMPACT



**-2,100 t of CO2 per year**  
according to our business plan

**It's not enough to do a good job**

**We have to do good with our job**





CONTACT

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**+39 331 3127 013**

**✉ [m.favalli@siwego.com](mailto:m.favalli@siwego.com)**

**WE  
ARE  
SIWEGO**

Smart  
ecotransport