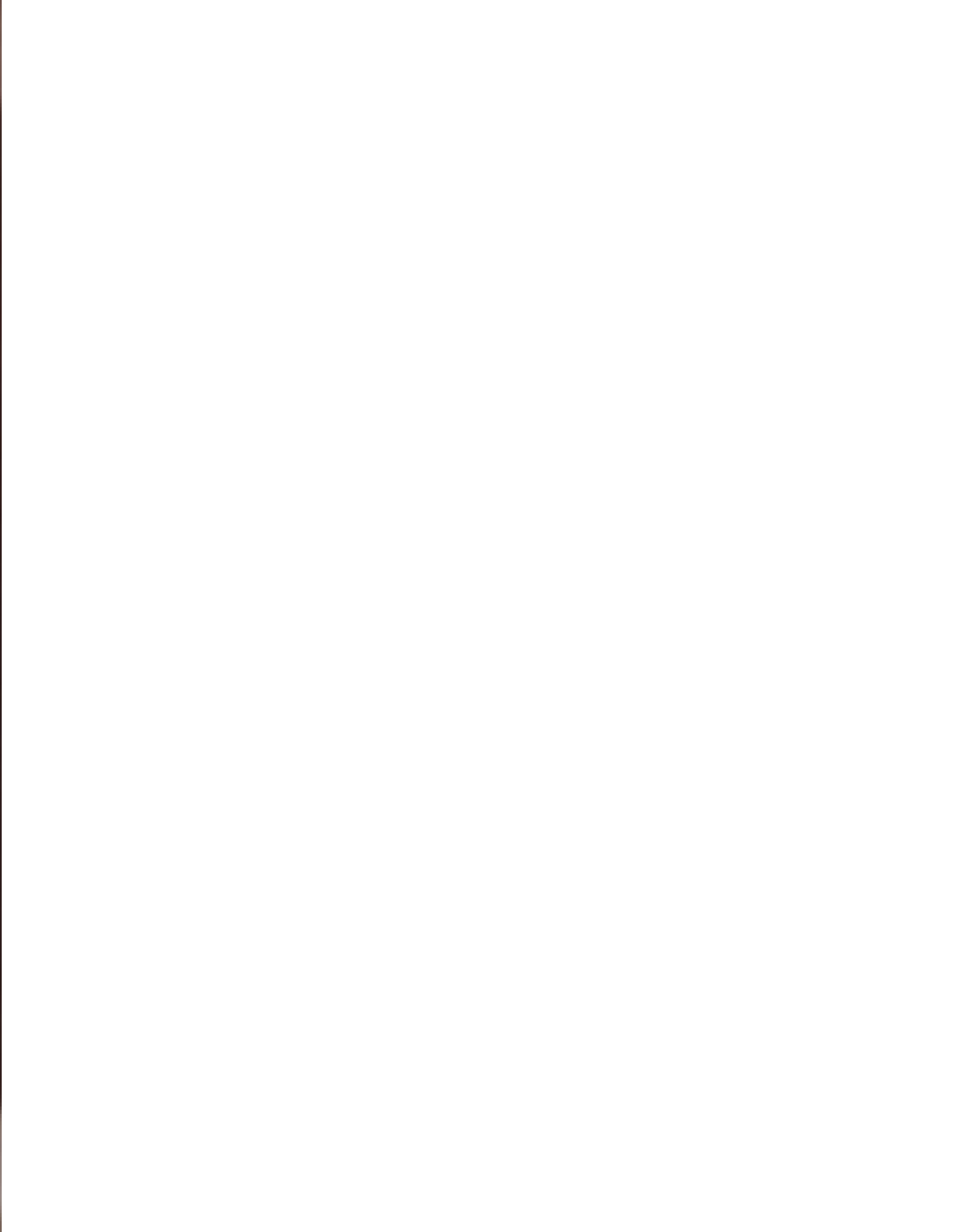




sivwego[®]
SMART **ECO** TRANSPORT

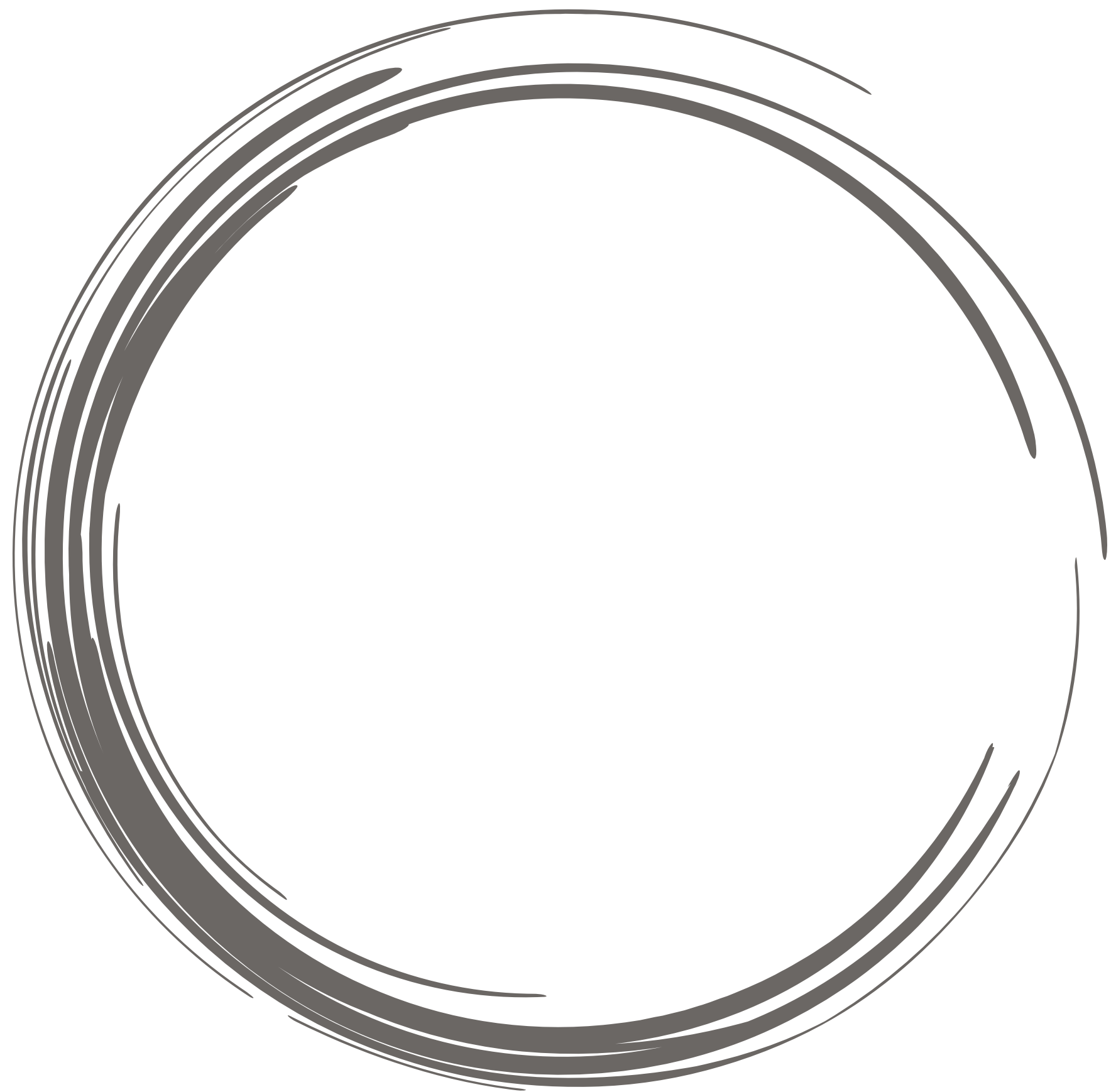
26/03/2024 - CLUSTERS MEET REGIONS MILAN

**MARCELLO FAVALLI
CEO & CO-FOUNDER**





**We have a
Problem**





**The
Spare
Space**

Business Problem

In Europe
25%
of transport
vehicles
travel empty

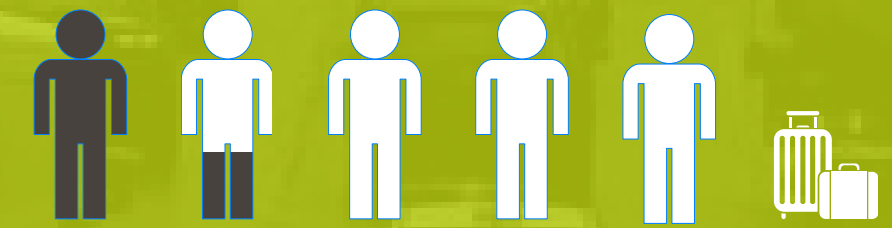
In Italy only, this translates into **1.1 Million vehicles** creating **10,000 km of traffic**, burning **€70 Billion of fuel** unnecessarily.

All this while carrying **10 Million m3 of unused capacity.**



CONSUMER PROBLEM

270M cars
in Europe



1,33 People per car



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

Value Proposition

We turn
spare vehicle
space
into Value

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



PACKAGE SENDER
Who wants to deliver
a package



PACKAGE CARRIER
Who can deliver the
package

Vision

“ We are the
BlaBlaCar
for packages ”

INSPIRED BY...



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



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

AIM TO BE



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



**It always seems
impossible until it's done.**

- Nelson Mandela

TRL 9



TECH OWNER INVENTION PATENT

**EUROPEAN APPLICATION
ON 17 NOVEMBER 2023
APPLICATION N. EP23210667.4**

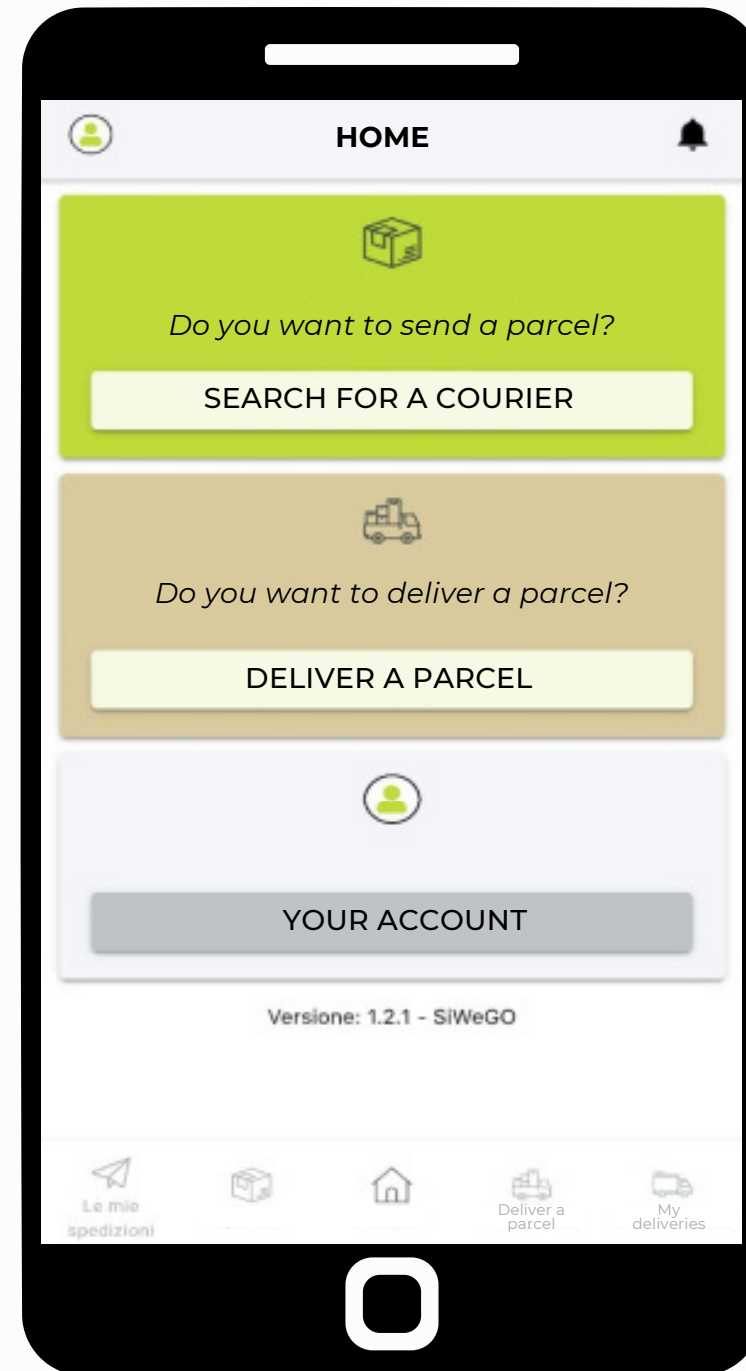
REGISTERED BRAND

**EUROPEAN UNION
INTELLECTUAL PROPERTY
APPLICATION FOR BUSINESS
TRADEMARK REGISTRATION
N. 017834599
FOR CLASSES 9,35,38,39
AND N. 017834623
FOR CLASSES 9,35,38,39**

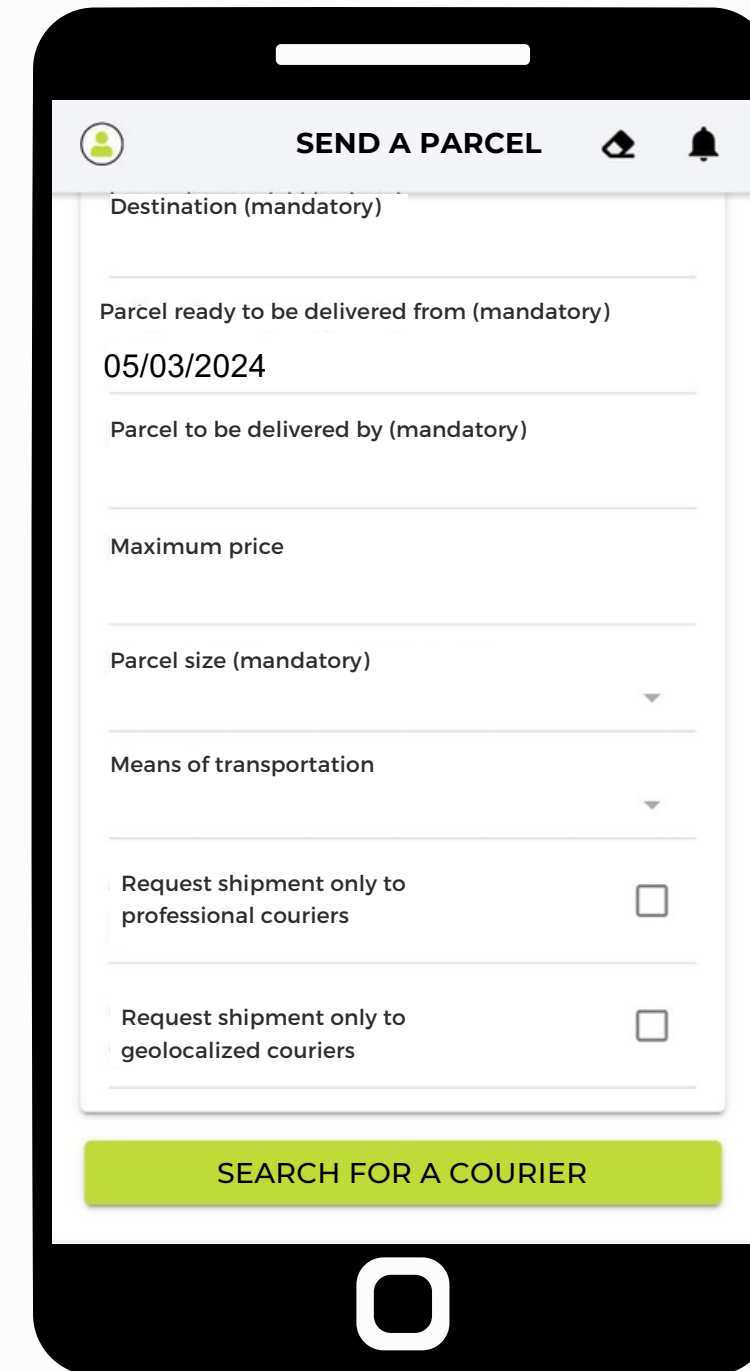


Our solution

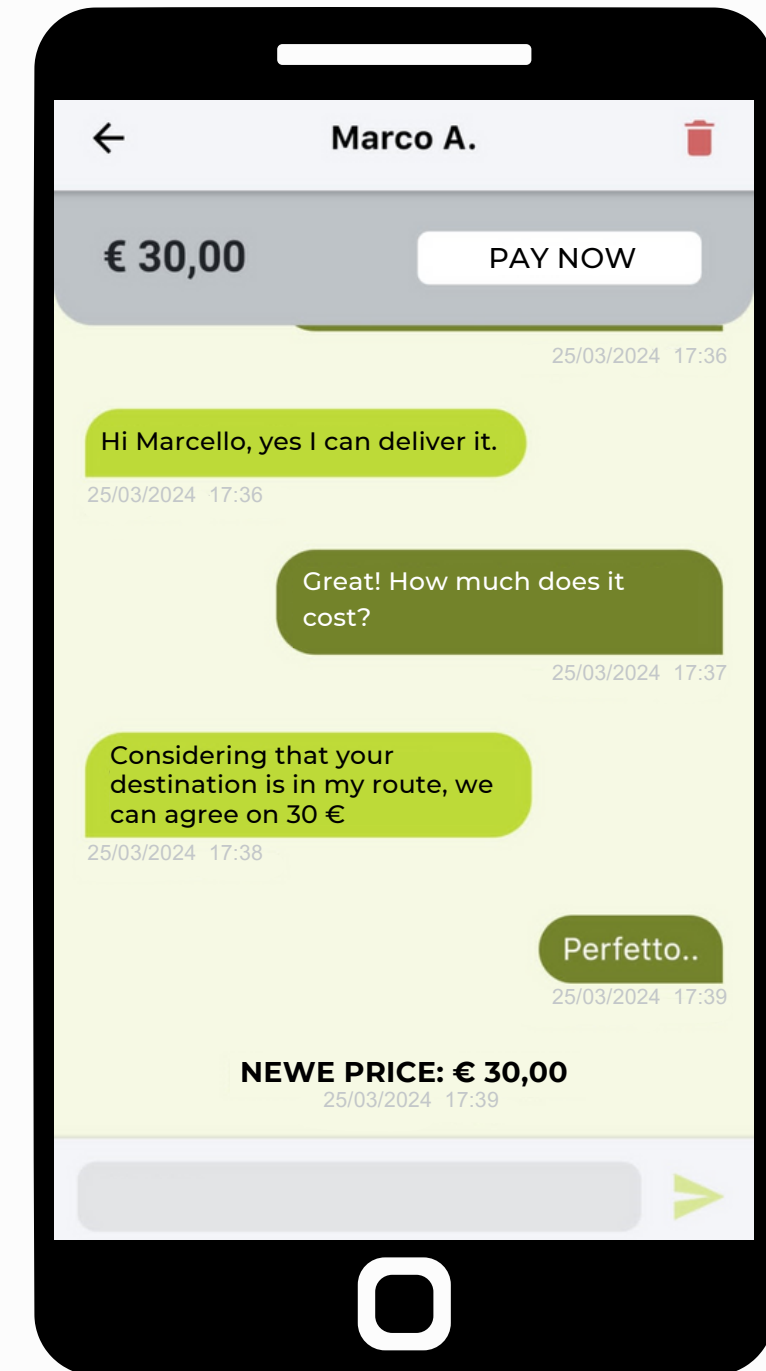
We fill and **sell**
the **spare space**
of any vehicle



Step 1
Select the
service



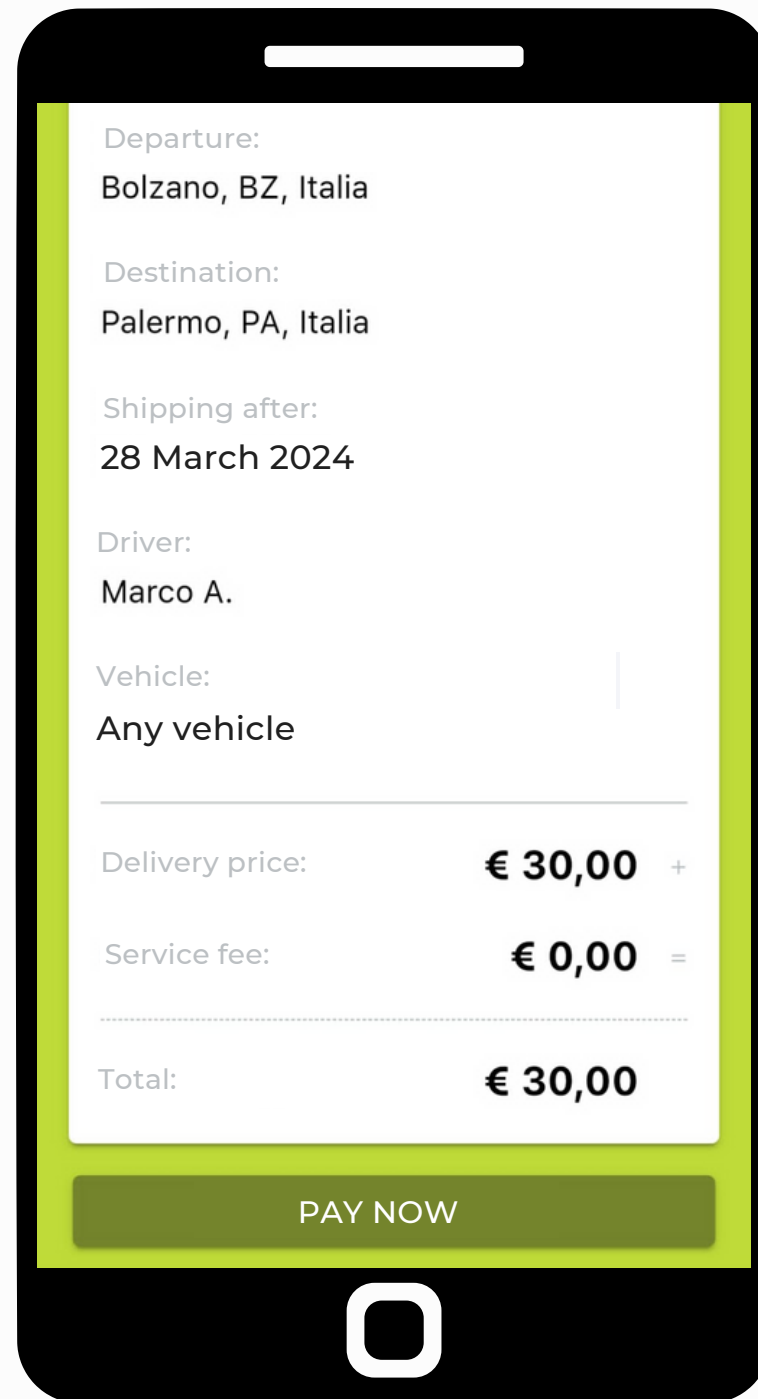
Step 2
Fill out the data for the
delivery request or for the
delivery offer



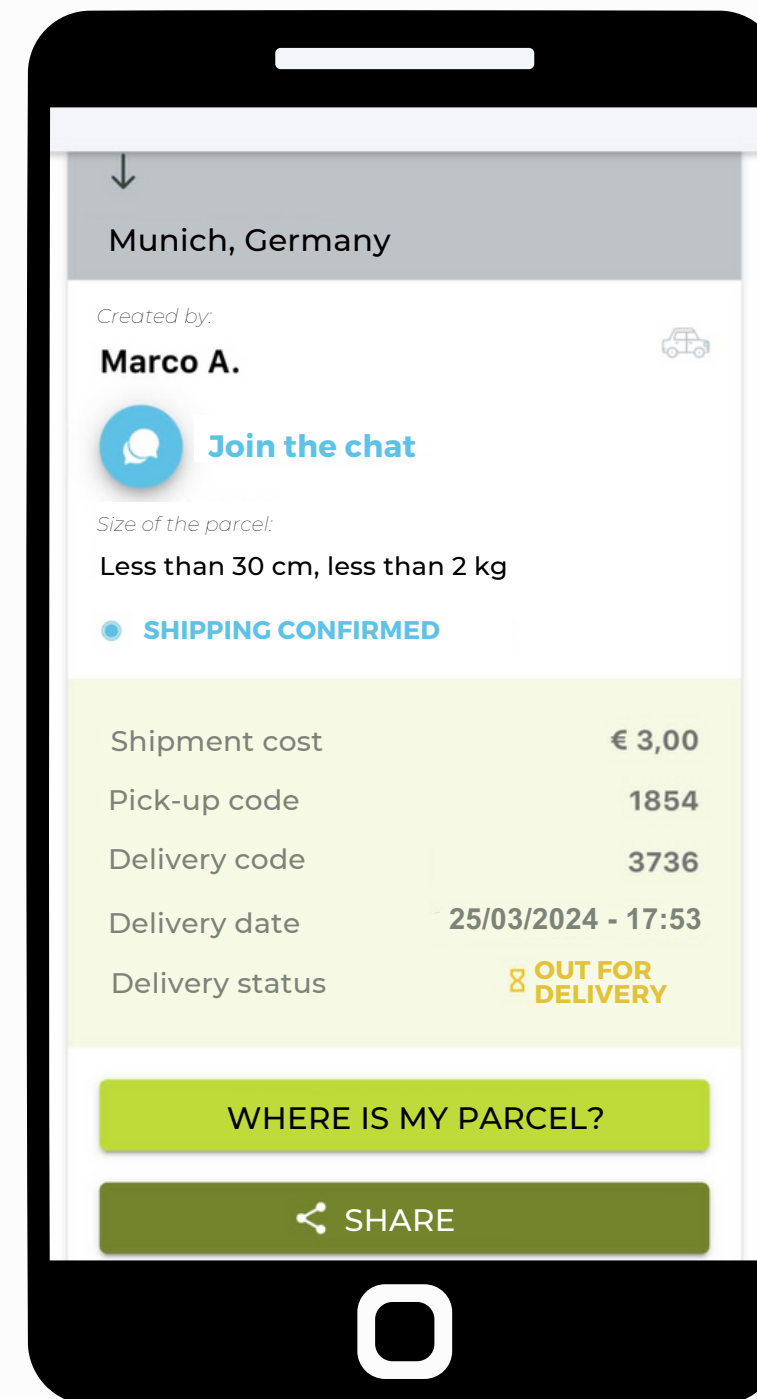
Step 3
Connect with your
courier or sender

Product key features

For a truly user-friendly platform



Step 4
Pay for the requested service



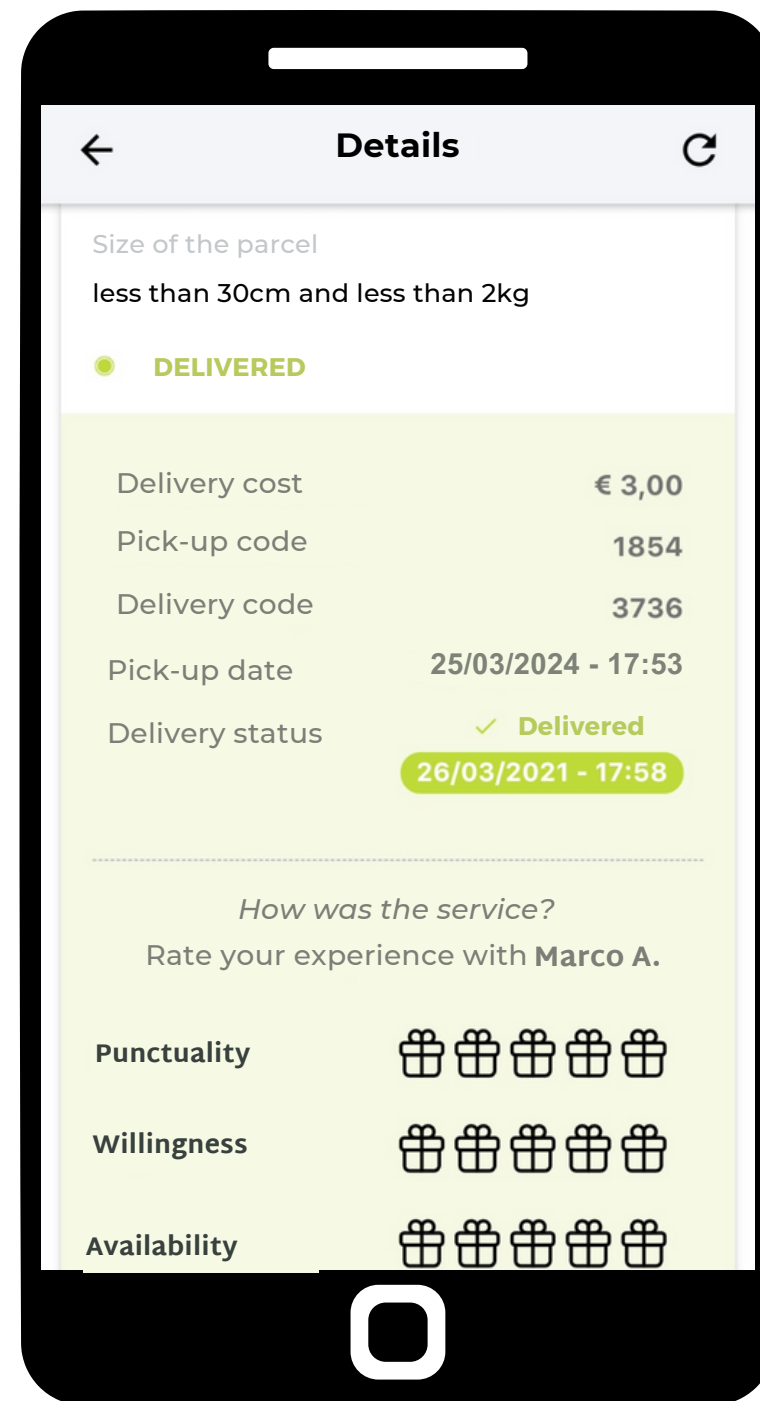
Step 5
Track your parcel



Step 6
Real time tracking

Product key features

For a truly user-friendly platform with certified users



Step 7
Feedback

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

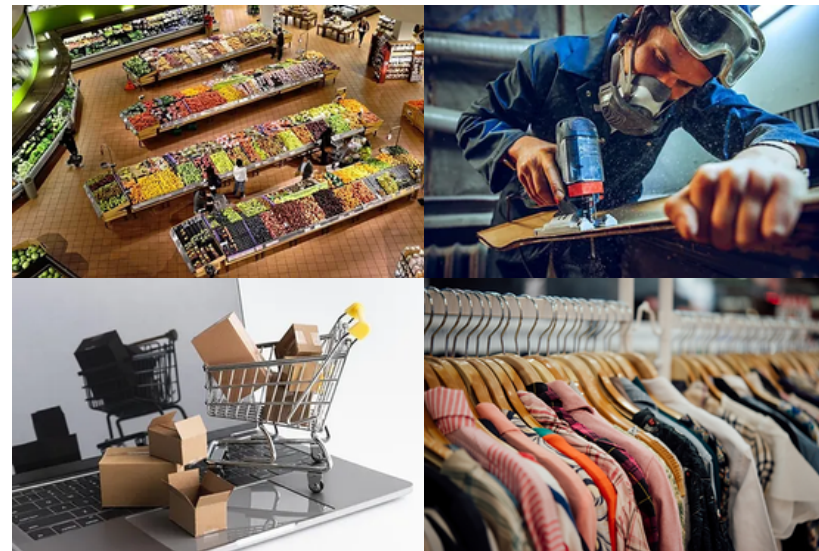
Business model

The right option for everyone



1. SiWeGO Easy

The user is an occasional transporter, who carries out transport in exchange for a refund of expenses. This figure is "borrowed" from the BlaBlaCar driver



2. SiWeGO Company

User registered on the platform, as a legal company BUT without a third-party transport license, who can therefore only send goods, and not transport them



3. SiWeGO Professional:

The user is a professional transporter. The professional transporter is typically a Small or Medium-sized Enterprise (from 1 to 50 vehicles), with a regular third-party transport license and duly registered

REVENUE MODEL

**Consumer & Business
senders**



7%
transport cost

**Professional
drivers**



€ 199
annual subscription

Additional
revenues
streams in
the making

Traction

People
love
SiWeGO

Featured in media

l'Adige.it

TRENTINO
QUOTIDIANO REGIONALE FONDATA NEL 1943

ANSA

LA VOCE
QUOTIDIANO REGIONALE
DI BOLZANO.IT

sky tg24

Il Sole
24 ORE

Leonardo.it
Italia che funziona

CORRIERE DELLA SERA

Corriere Romagna.it

OPINIONE
Agenzia giornalistica.

Forbes

l'Adigetto.it
Quotidiano di Opinione Virtuale

dal 2001
Logisticamente.it
INFORMAZIONE LOGISTICA QUOTIDIANA

il Dolomiti

EconomyUp

la Repubblica

Awards & acceleration programs

pd punto
impresa
digitale

CAMERA DI COMMERCIO MILANO MONZABRIANZA LODI

Bocconi
Università Commerciale
Luigi Bocconi

HEROES

LVenture

EUROPEAN RETAIL

EUROPEAN PREMIER AWARDS

Interreg Italia-Österreich Startup.Euregio
European Regional Development Fund

EUROPEAN UNION

urban tech

EY Building a better
working world

ClimAccelerator
eit Climate-KIC
Co-funded by the
European Union

MCE 4X4
MOBILITY CALL FOR IDEAS
CANDIDA LA TUA STARTUP ENTRO L'11 FEBBRAIO

ESG

CTE NEXT

REPOWER
L'energia che ti serve

MIP MURATE IDEA PARK
Idee in Evazione

techchill

Alpine Tech^x
INNOVATION HUB

2019 CAMBIAMENTI
IV EDIZIONE
PREMIO AL PENSIERO INNOVATIVO DELLE NUOVE IMPRESE ITALIANE

Traction

< 7k€

we reached

> 4,000

downloads

ADVERTISING



Google Ads

BUDGET

1.7 k€

IMPRESSIONS

740 k

COST PER CLICK (CPC)

0,05 €

CLICK-THROUGH RATE

3.4%



Meta

BUDGET

1 k€

IMPRESSIONS

350 k

COST PER CLICK (CPC)

0,02 €

CLICK-THROUGH RATE

9.9%

PRODUCT



Google Play

OF DOWNLOADS

781

COST PER DOWNLOAD

3,54 €



App Store

OF REGISTERED USERS

492

COST PER REGISTRATION

5,62 €

The Core Team

A united Team:
skilled
time-tested
and expert



Marcello Favalli
CEO

Previous: Business
Representative @CPM



Luca Ottelli
CFO

Previous: Freelance
Accountant



Davide Ragazzi
CTO

Previous: CEO
@starktechnologypartner



Giulia Palumbo
CMO

Previous: Founder
@Double

The Core Team

A supporting
team
of professionals

IT



Lucrezia Manenti
UX/UI Designer



Federico Stefanoni
Software &
App Developer

MARKETING & SALES



Alina Filip
Social Media
Manager



Manuel Angiari
Director Assistant

Advisors & Investors

A professional network of advisory board members to boost our growth



Raffaele Bonizzato
President at 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



Alex Borg
Co-Founder & Managing Director - GBU Ventures Ltd

Alex has a lifetime of experience working in dynamic, projectised tech environments in both the public and private sector. He designed and implemented Malta's first idea-to-market startup accelerator focusing on emerging technologies with one-third of the 32 startups accelerated collectively raising €55M in funding.



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

MARCELLO FAVALLI

+39 331 3127 013

m.favalli@siwego.com

**WE
ARE
SIWEGO**

Smart
Eco
Transport

Market

Big market
big opportunity:
joint
TAM (EU)
36.7 Million

BUSINESS CUSTOMERS

Manufacturing SME
WITHOUT third-party
transport license

Transport SME
WITH third-party
transport license

PRIVATE CUSTOMERS

Individuals sending
packages +1/month

22.8 Million TAM (EU)

+

817.000 TAM (EU)

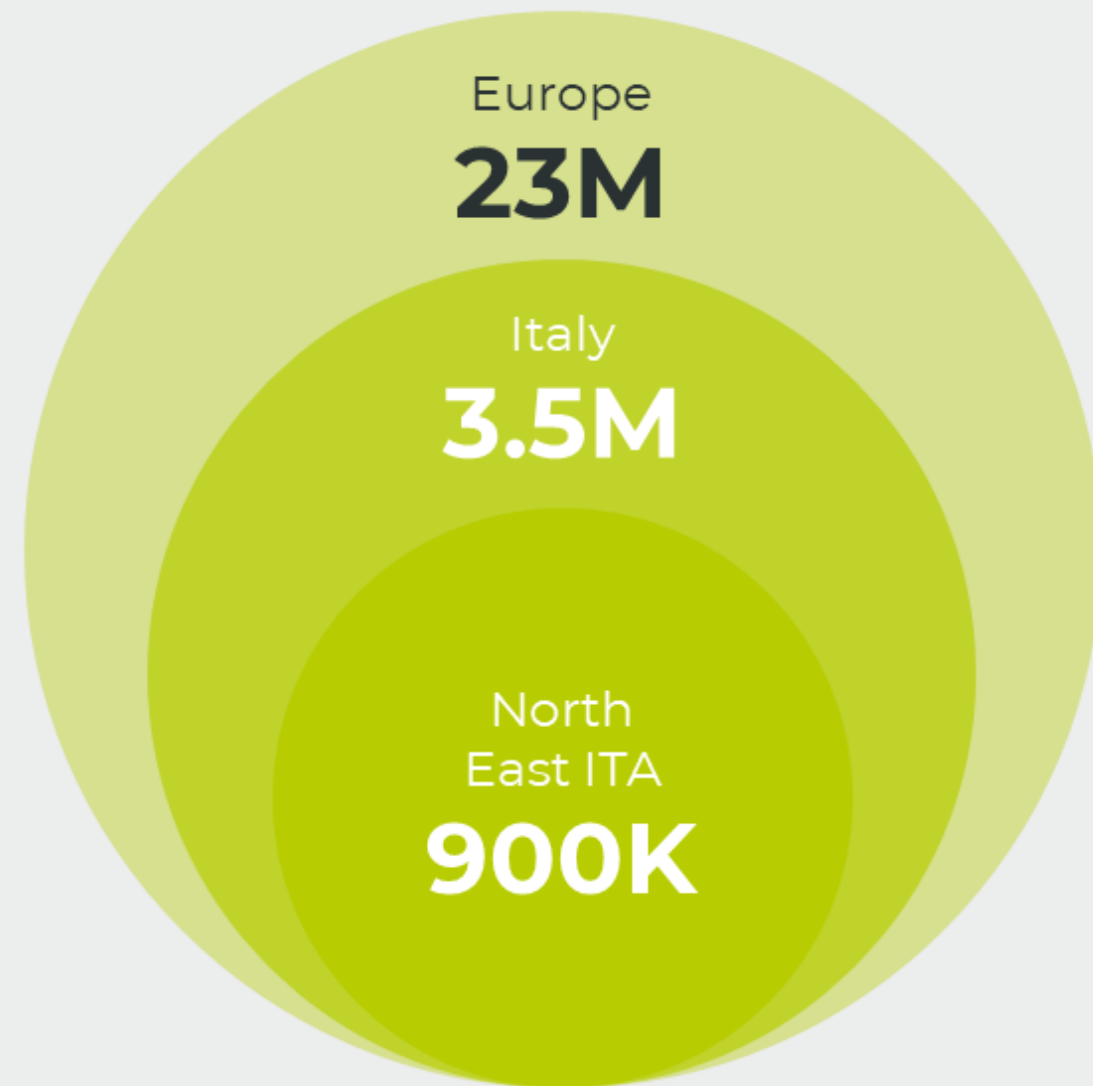
+

12.7 Million TAM (EU)

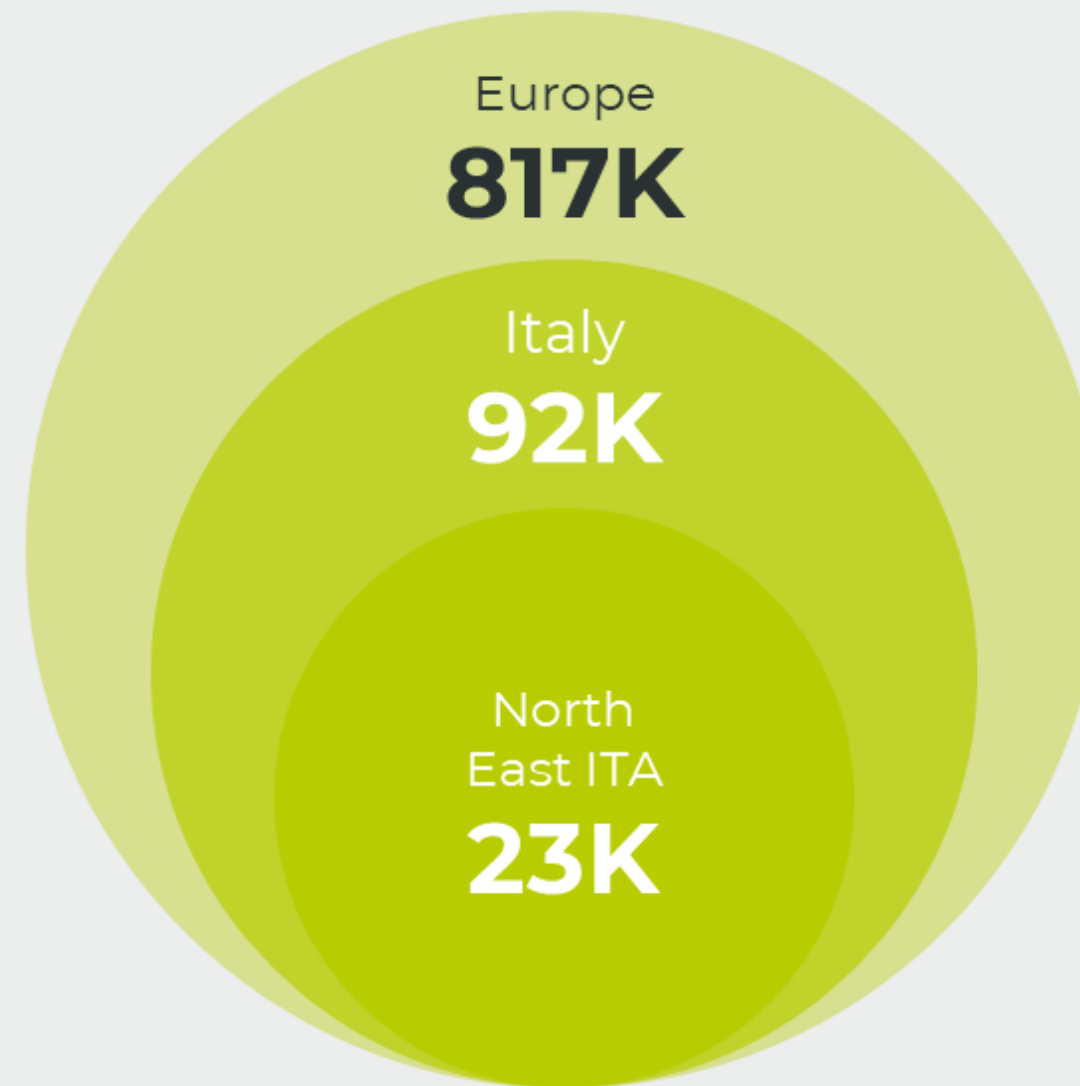
Segmentation market

B2B

Small Medium Enterprises
which need to send



Small Medium Enterprises
of transport



B2C

