

An aerial photograph of a dark-colored car driving on a narrow, light-colored dirt road that cuts through a dense forest of tall evergreen trees. The car is positioned in the center of the frame, moving away from the viewer.

We enable democracy of drivers  
fewer vehicles for everybody

09/03/2021

# WHAT IS IT

Volvero is a drive sharing app where owners share their vehicles with a community of drivers. Our platform creates a system in which one can have a car, a motorcycle, or commercial vehicle in the most efficient and sustainable way saving time and money.

An aerial photograph of a large parking lot, densely packed with cars of various colors. The cars are arranged in neat rows, and the perspective is from directly above, showing the tops of the vehicles and the white lines of the parking spaces. The overall tone is somewhat dark and grainy, giving it a documentary or surveillance feel.

# The perfect storm is here

## HIGH UNDERUTILIZATION OF VEHICLES!

96% of their time vehicles remain idle

30% less vehicles sold by 2030 (millennials do not buy)

30% of the urban areas are wasted for parking

20% of the global emissions are caused by vehicles

# The perfect storm is here

All of this while  
millions of people  
all over the world  
**are suffering**  
in finding optimal solutions  
for their mobility needs:

## NON OPTIMAL SOLUTIONS

### CAR RENTAL

rigid, not user friendly, expensive

### CAR SHARING

limited usability, expensive

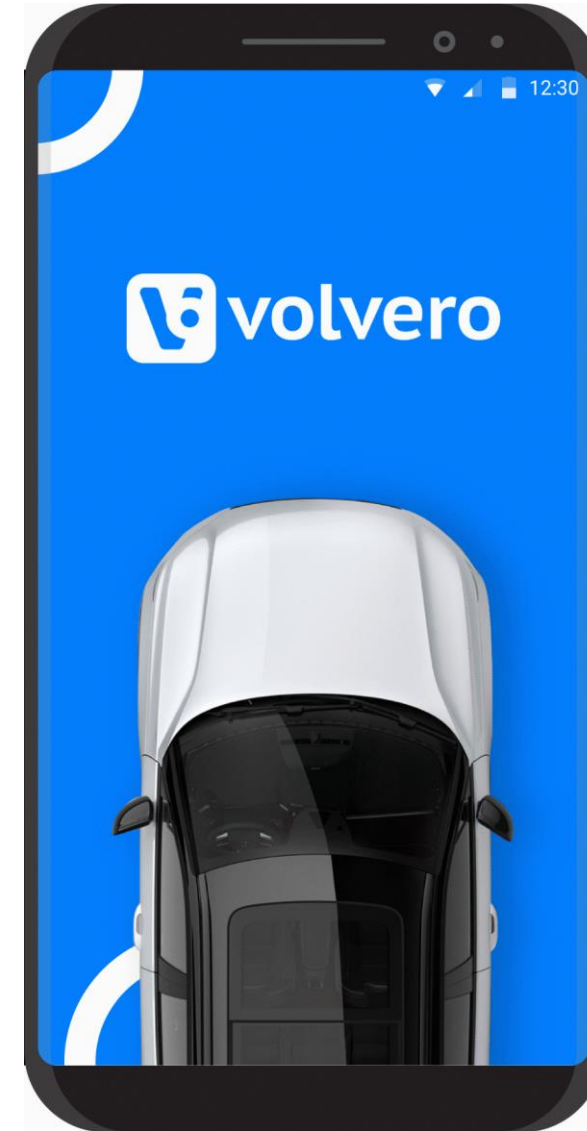
### PUBLIC TRANSPORT

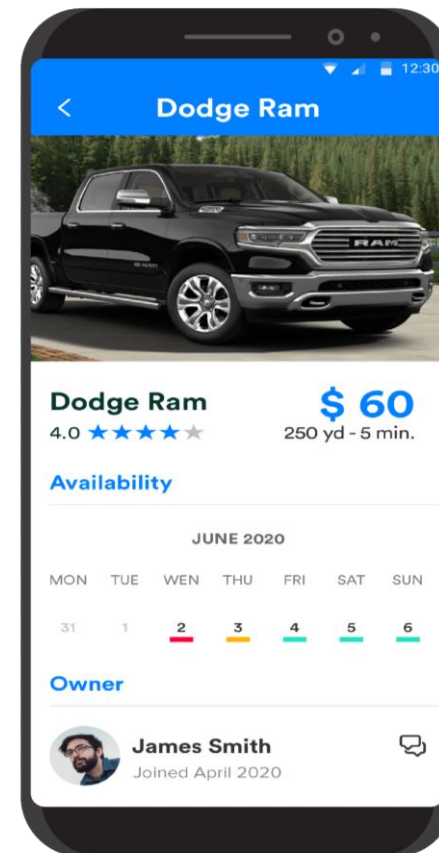
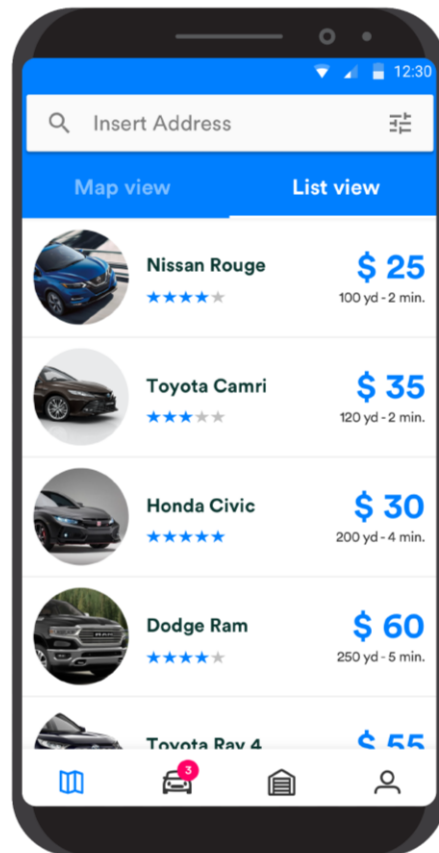
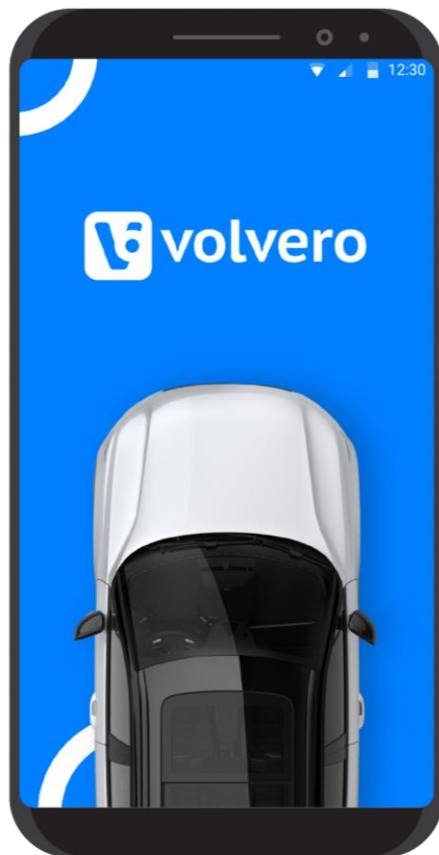
not reliable, not flexible, crowded

# SOLUTION

Volvero is an **app**  
in a **\$200 B** market  
that enables **dealers** and owners  
to **share vehicles**  
with **drivers**

by leveraging the most **advanced** technologies  
for monitoring and raising users' awareness





# WHY NOW

## SOCIETY

Covid-19 impact:

- public transport down 80%
- car sharing up 100%

Citizens are aware of the importance of urgent actions for fighting climate change

People are massively turning to shared economy platforms

## ECONOMY

Vehicle dealers and car rentals are looking for new business models

OEMs and industry players are pouring money in the domain

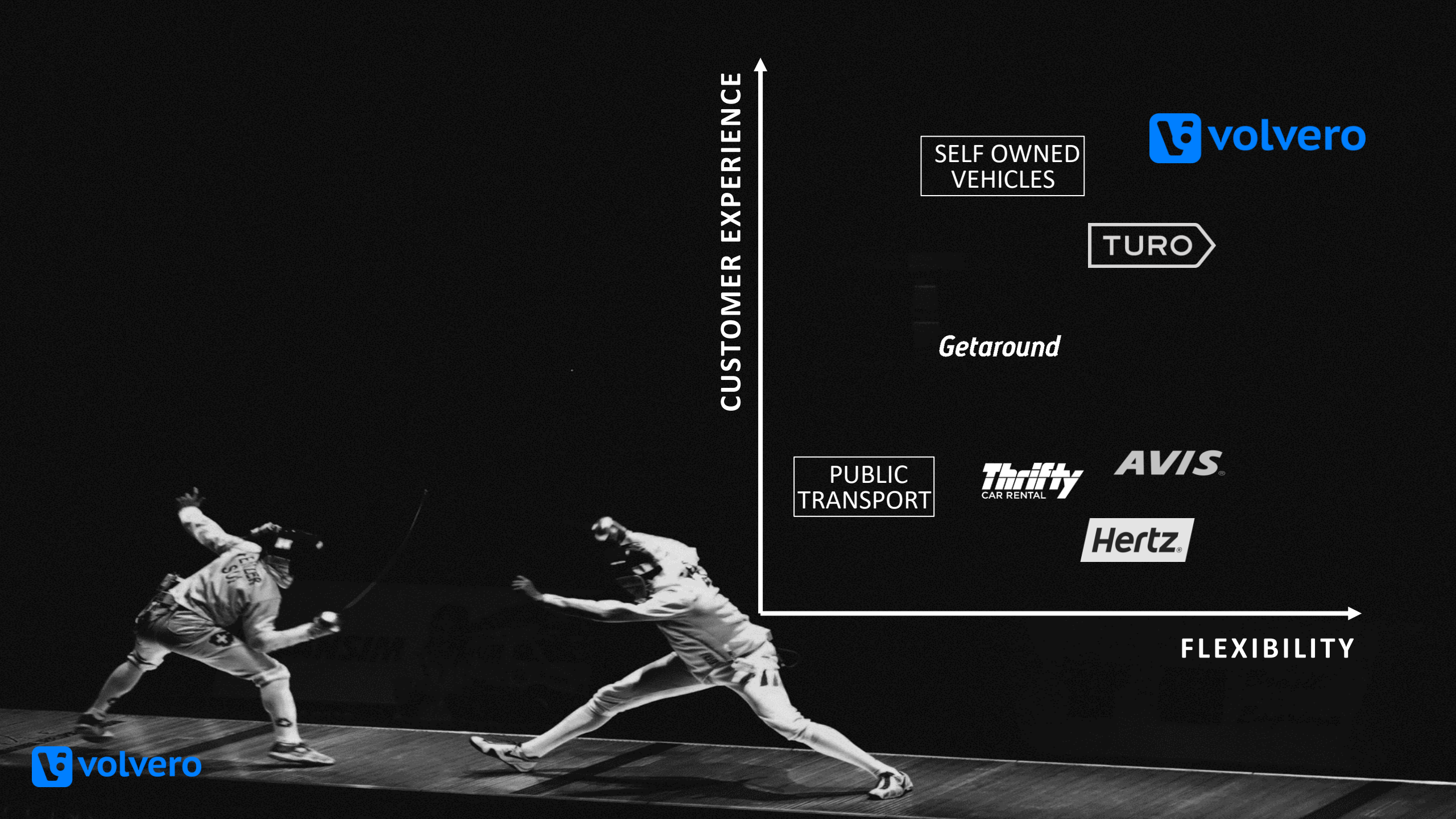
Sharing economy is growing fast: 4x per year

## TECHNOLOGY

Innovations in IT are making vehicles sharing an option

Telematics, AI & data analysis, connected devices and gamification

Real time and on demand insurance policies



CUSTOMER EXPERIENCE

SELF OWNED  
VEHICLES

 volvero

TURO

*Getaround*

PUBLIC  
TRANSPORT

*Thrifty*  
CAR RENTAL

*AVIS*

*Hertz*

FLEXIBILITY

# WHAT'S UNIQUE

## **INSURANCE\*** **FULLY INTEGRATED**

Real time  
On-demand  
Damages  
Thefts  
Dirt  
Road assistance  
Legal assistance

## **TECHNOLOGY\*\*** **AI - Blockchain**

TRANSPARENCY:	E-Passport
NON REPUDIATION:	Smart contracts
SECURITY:	Data Protection
EFFICIENCY:	Transaction speed
ACCOUNTABILITY:	Gamification
CONFIDENTIALITY:	Embedded telematics

# ROADMAP

2018



MILAN  
acceleration  
program  
\$50.000



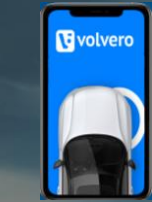
europa  
startup  
festival  
TURIN  
winner  
@european  
startup festival



XIAMEN (CHI)  
Innovation &  
entrepreneurship  
competition



2019



ITALY  
app test

SILICON VALLEY  
acceleration  
program  
\$15.000



FIRST AGREEMENT  
WITH A MAIN CAR  
DEALER

ITALY  
15+ locations  
100+ vehicles

TRADEMARK  
Logo & brand



ITALY  
insurance  
policy release



CHICAGO  
discovery  
program



NANJING (CHI)  
@techweek



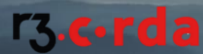
2020 &  
BEYOND



ISTANBUL  
Top 10 EU  
startup in the  
blockchain  
domain  
\$70.000



CORDA  
Selected for  
the Venture  
Development  
program



START-UP  
CHILE  
acceleration  
program



International  
patent filing



COMING SOON  
APP RELEASE  
+  
SEED ROUND

I O 2021

800 +  
USERS

COMING SOON  
CONSOLIDATION  
+  
EXPANSION (+1  
country)

IV O 2021

3000 +  
USERS

COMING SOON  
SMART CONTRACTS  
IMPLEMENTATION  
+  
ADVANCED AI  
+  
EXPANSION (+2)  
2000 +  
USERS

I O 2022





**MARCO FILIPPI**

**CEO**

Ex Autotech VC in San Francisco, US

**FULBRIGHT** Fellow and ENI business school

M.Sc. in Quants, Master in Private Equity,

Tech Entrepreneurship certificate from Stanford



**KAYODE ALAO**

**COO**

Ex EY & **DANONE**

Mentor @Entrepreneurship World Cup

M.Eng. from Capetown university

Master from Politecnico Milano



**MAKSAT AMANGELDIYEV**

**TECHNOLOGY & PRODUCT**

10y full-stack mobile app dev.

Serial entrepreneur (exited to Zynga)

MBA@MIT BOSTON + B.eng. in computer science



**ROBERTO LEONARDI**

**ARCHITECTURE & STRATEGY**

Serial entrepreneur, 2 exits, 30 years in IT

From the internet to the AI.

Mentor @Impact Hub



**LORENZA MORANDINI**

**SALES & GROWTH**

Partner @Angels4Women

Professor of entrepreneurship

@LUISS business school. Ex

BCG. INSEAD Fellow



**ANTONIO SEVERINO**

**MARKETING**

Ex marketing manager

@SPOTIFY

Director at WAVEMAKER



**ASSIM ISHAQUE**

**BUSINESS AND FINANCE**

Serial entrepreneur in green-tech

Coach for the EIT Acceleration

Program

Podcast author «The Entrepreneurs Trust»



**ETTORE SINNONA**

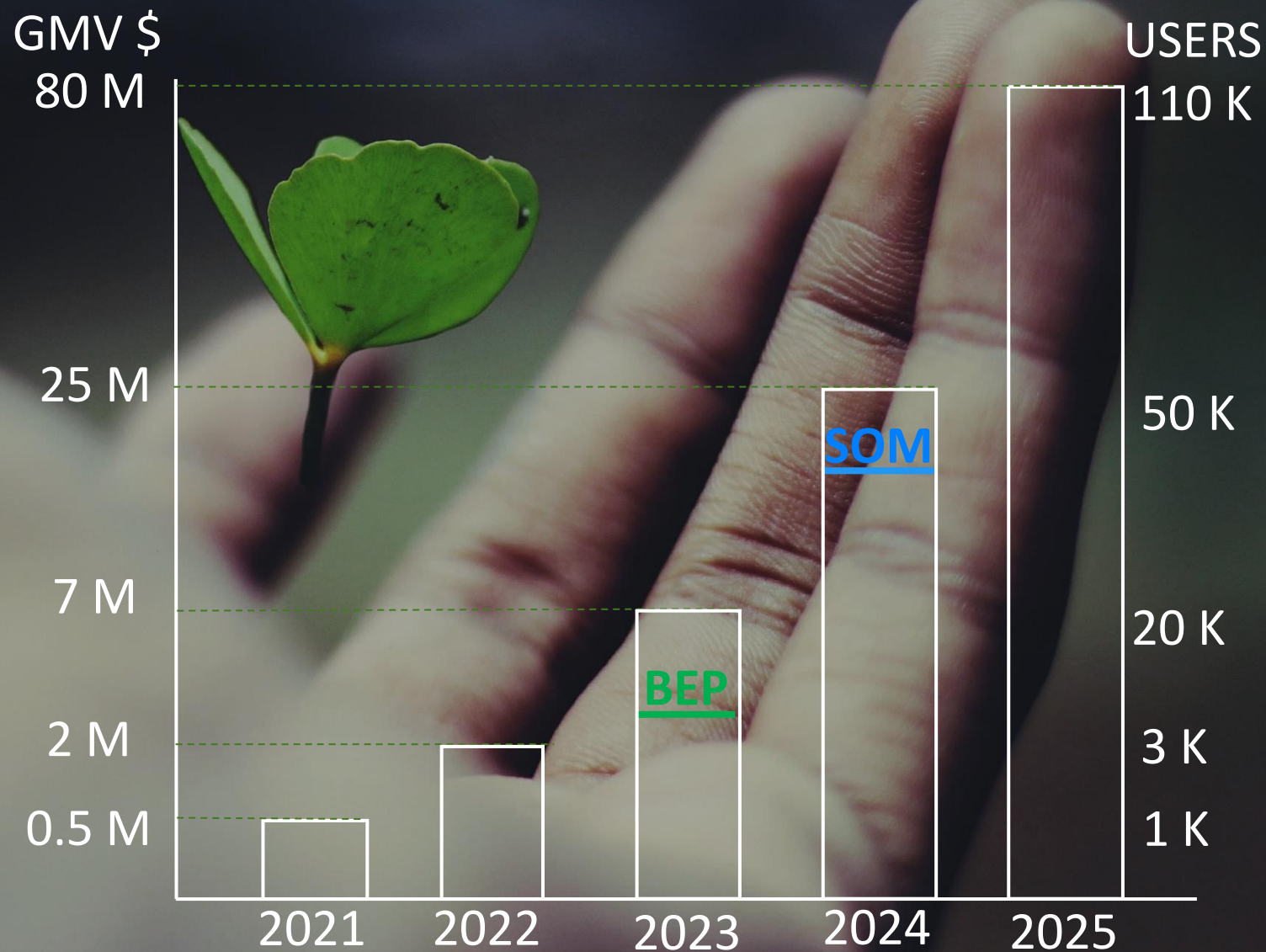
**MENTOR**

President of Rotary Club

35+ years in finance and legal

# BUSINESS MODEL

Volvero retains a %  
on each transaction

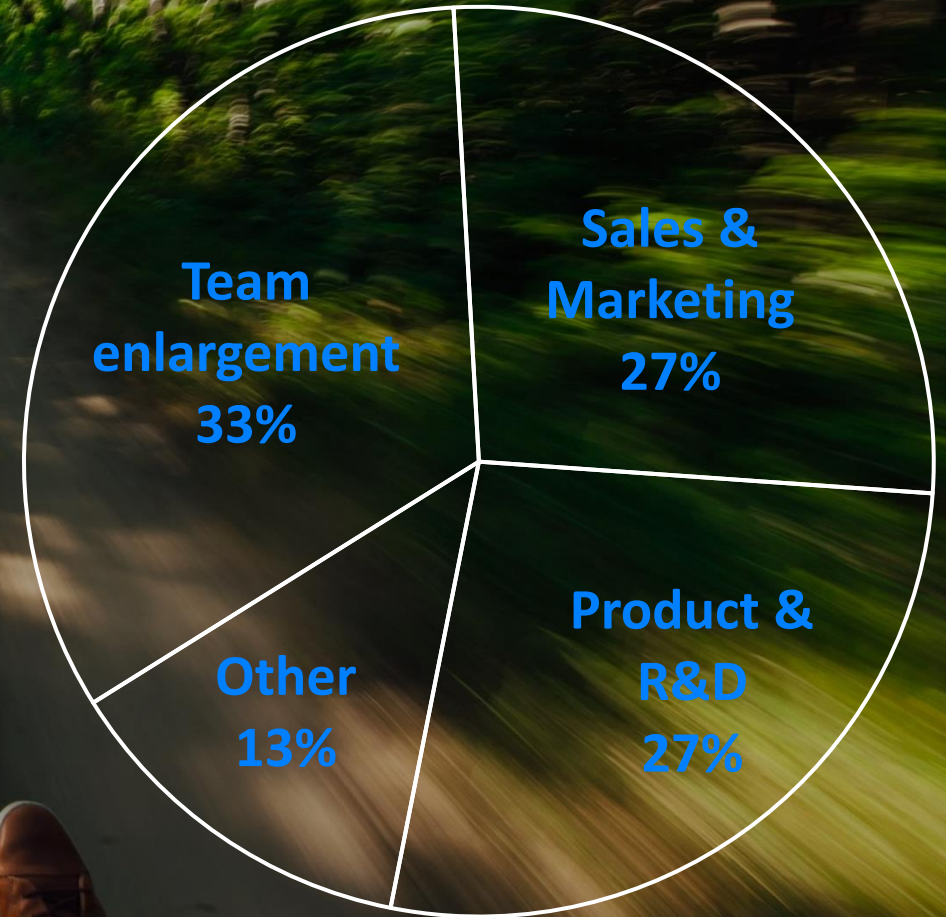


# THE ASK

BECOME A  
*VOLVERO'S*  
BOOSTER

*With a primary role in our growth*

Investment of \$1.250.000





**WE HAVE A TEAM,  
THERE IS A PAIN,  
WE HAVE THE  
SOLUTION**

*info@volvero.com*

*09/03/2021*

# APPENDIX: INSURANCE

Two years were dedicated to the development of the perfect insurance policy designed for vehicle sharing marketplaces. In collaboration with a worldwide carrier, **Europ Assistance**, we defined a one of a kind winning solution. Our insurance is triggered the moment the share starts and is active until the end of the sharing period.

# APPENDIX: OTHER FEATURES

## U/X flow

Incredibly smooth and fast. The most advanced programming languages and frameworks have been used.

## U/I

Beautifully crafted leveraging experienced Italian designers.

## Payments

Monetary transactions via PayPal, Stripe, credit cards, debit cards and crypto wallets

## 100% digital

From the booking process until the returning of the vehicle. In the event of a crash, damages or emergencies everything is managed in App.

## Telematics

Data collected through sensors is used for gamification, monitoring and insurance purposes. Owners can check it to evaluate how a driver used their vehicle and are informed if actions are required for the maintenance of the vehicles.



# APPENDIX: CLIMATE IMPACT

**Reduction** of vehicles in the streets by sharing is more efficient;

**Reduction** in request for parking → reuse of the public ground;

Fewer vehicles purchased → natural **resources** wasted in the production process are saved (water, oil, energy);

Our **gamification** system enhances driving behaviors thus reducing emissions.

Inequalities among population are reduced as everyone has better access to more suitable vehicles whenever it is needed.