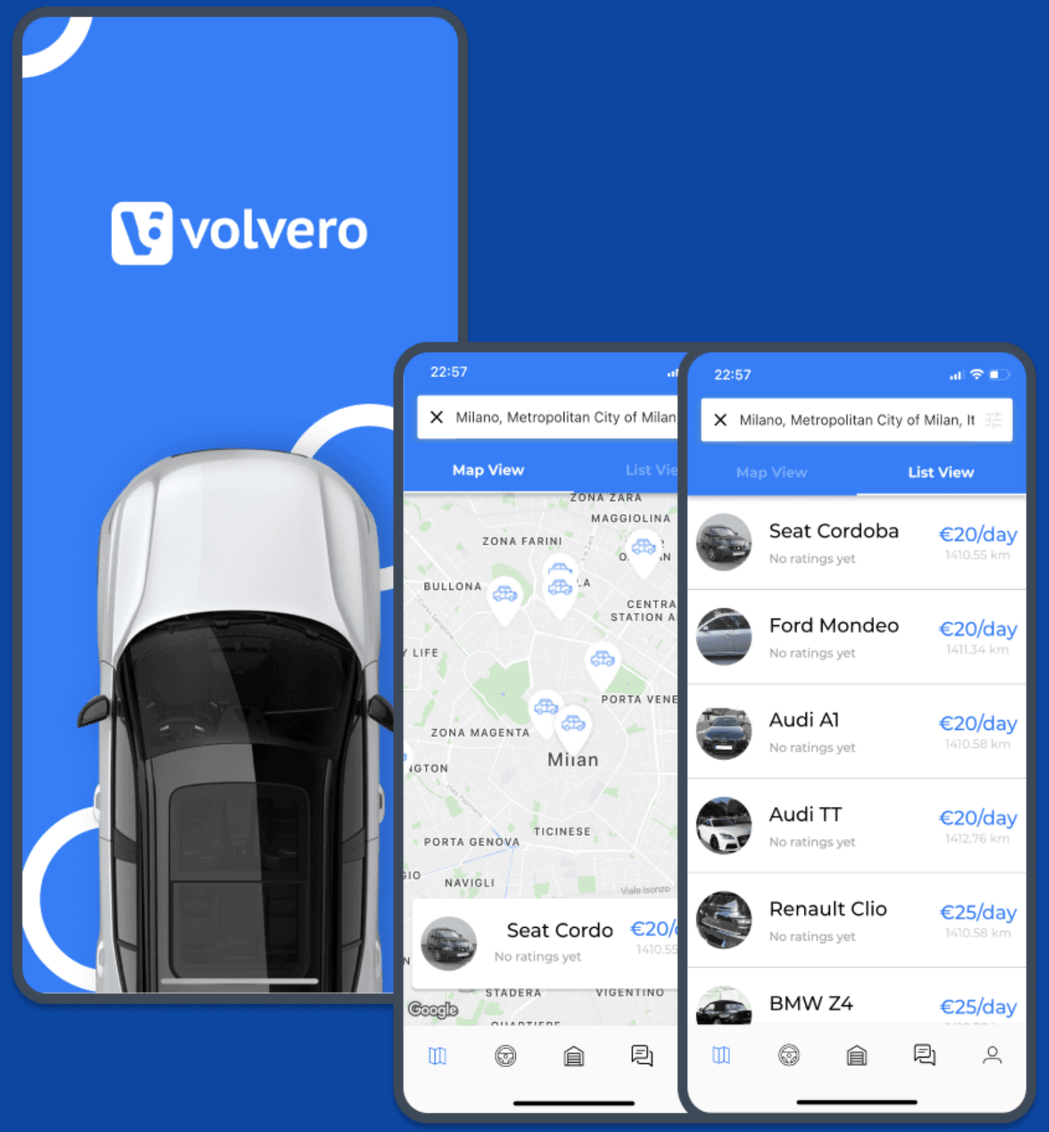
volvero

DRIVE THE POWER OF SHARING

immediate access to the vehicle you need



September 23

what is it?

volvero is a vehicle sharing app that

enables owners to share their vehicles with

a community of drivers,

offering

an efficient and sustainable way to access

cars, motorcycles, and commercial vehicles

while saving time and money

Demo available here

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Do you still remember
your last car rental
experience?
volvero

probably yes

according to the reviews left by users **it is always terrible**

- cumbersome rental process
- waiting time
- uncertainty in price and vehicle delivered

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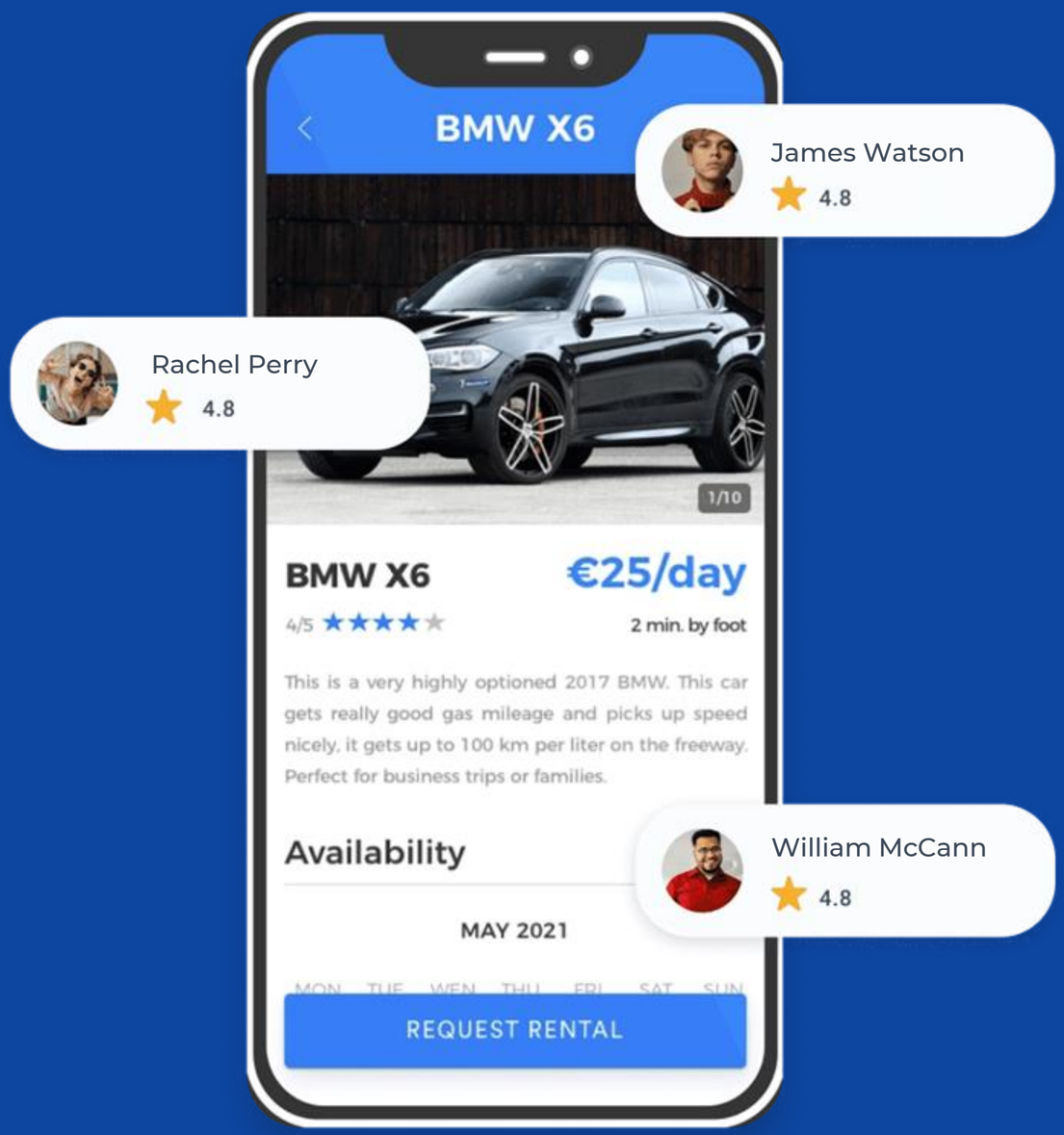

the perfect solution

volvero is **a vehicle sharing app** that allows **private** owners and **businesses** to monetize their **idle** vehicles by providing access to drivers in need

with our **advanced** and **patented** technology, we ensure a seamless and user-friendly vehicle sharing experience

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new way to generate income

CAR DEALERS & RENTALS

through volvero, car dealers are allowed to rent vehicles while unsold and car rentals can have a unique and completely digital touchpoint with their current customers

CORPORATES

they own fleets of vehicles that can be shared among their employees, local communities or even tourists, thus generating an extra source of income, free publicity and boost their SDG activities

PRIVATE OWNERS

thanks to our revolutionary insurance policy that is provided with every share, all private owners can now share ownership costs of their vehicles, becoming direct providers for people in need

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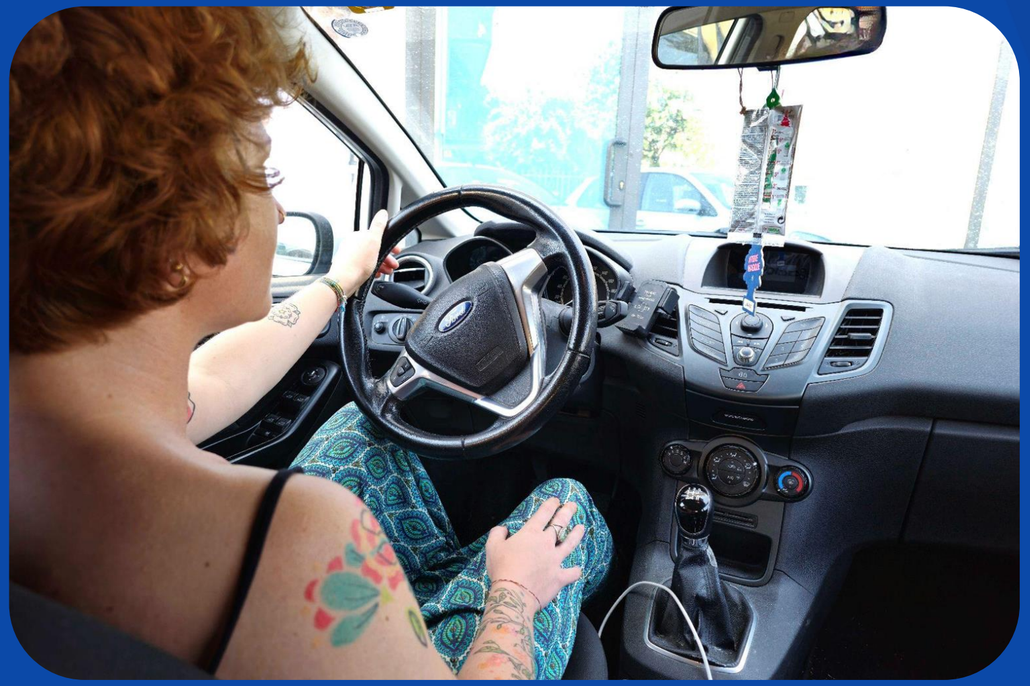
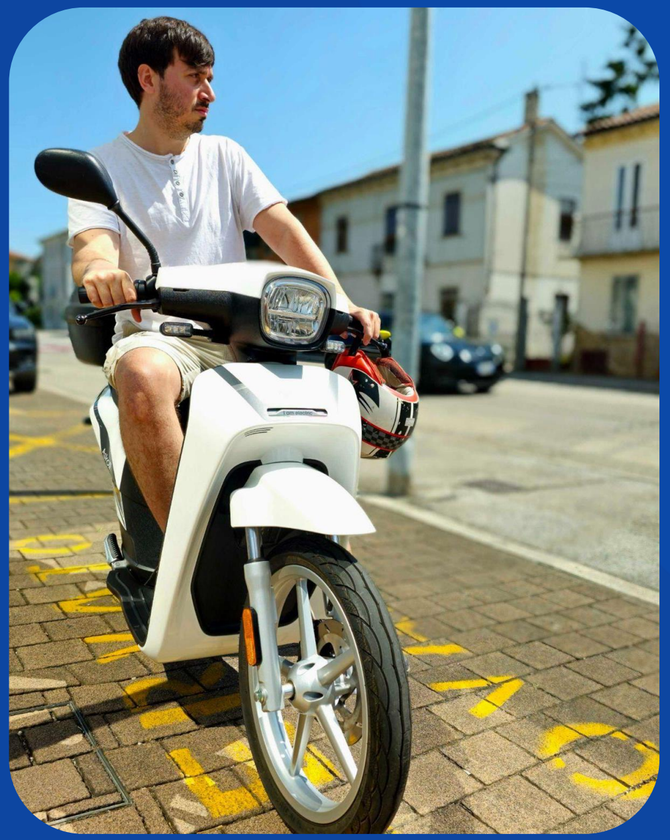
how does it work?



the owner

- under 45 or business owner
- uses the car a few times per week



the driver

- under 45 / univ student
- cycles to work everyday
- needs a vehicle for quick errands / short trips

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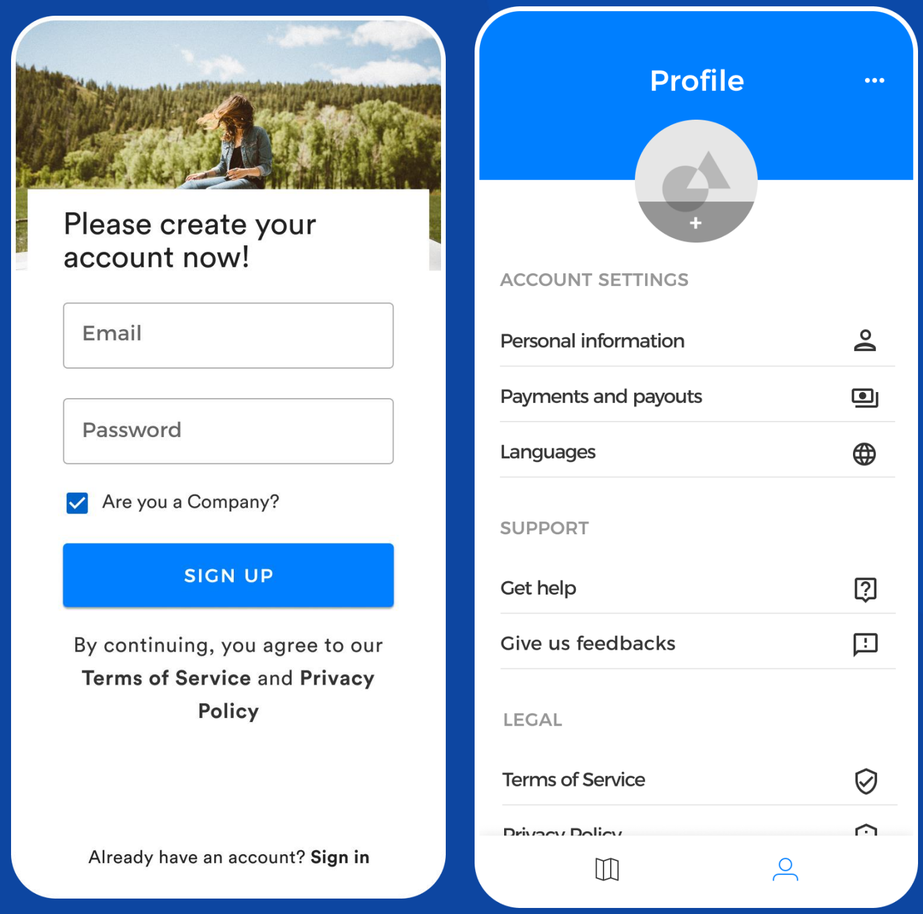
how does it work?

- the owner & the driver set up their accounts
- fill in requested information
- upload all required documents:
  driving license, insurance certificate, car ownership log

\+ **volvero** validates their information (KYC)



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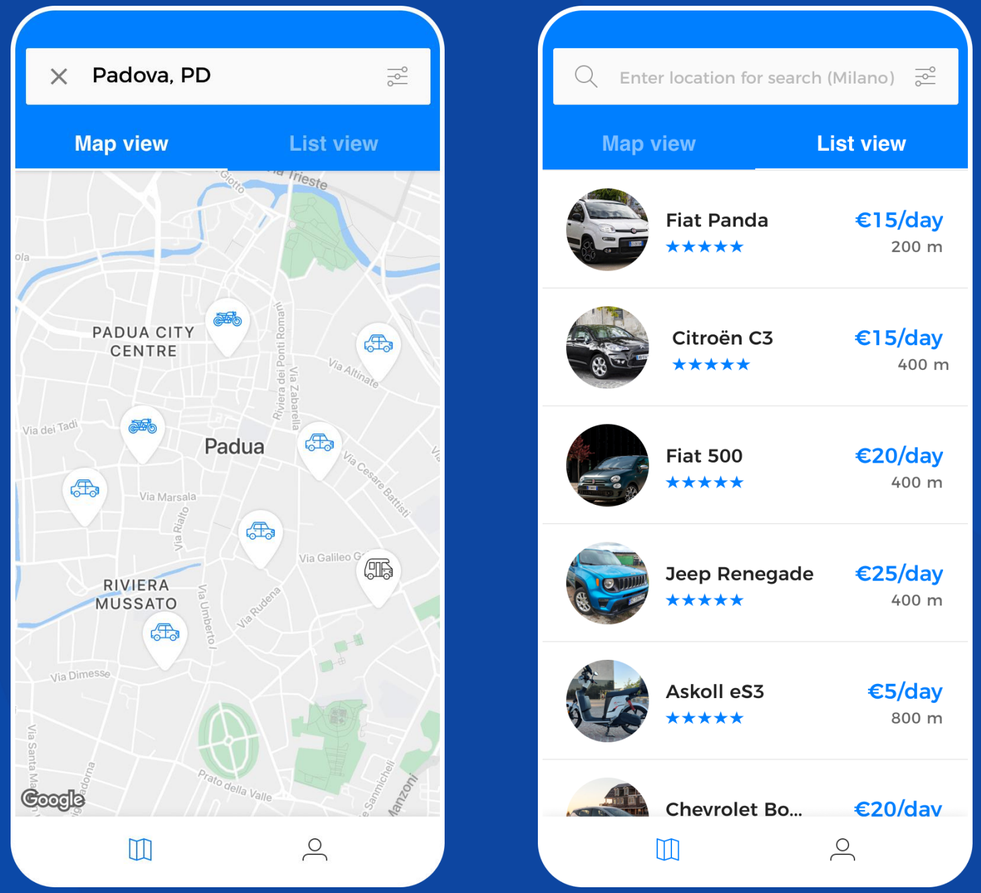
how does it work?

- the owner lists vehicle
- the driver looks for the **perfect** vehicle
- the driver chats with the owner or makes a direct request
- the owner decides whether to accept it or not



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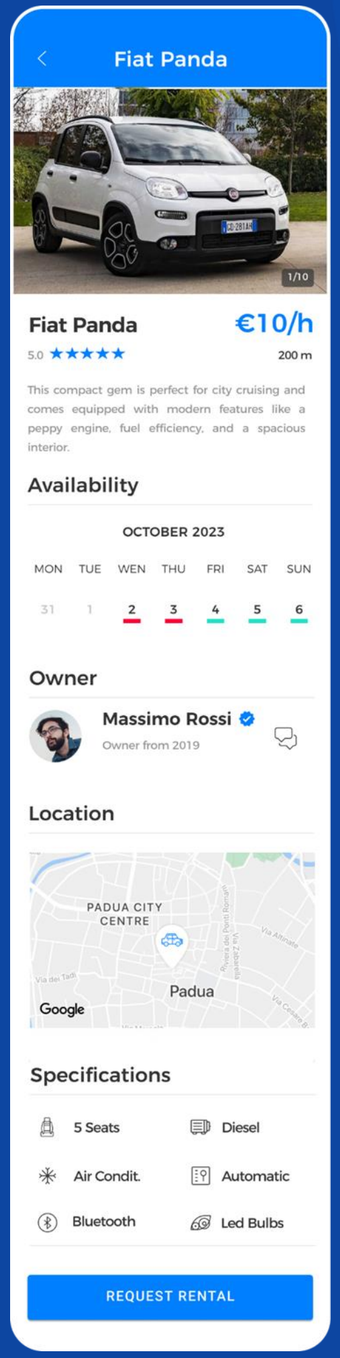
how does it work?

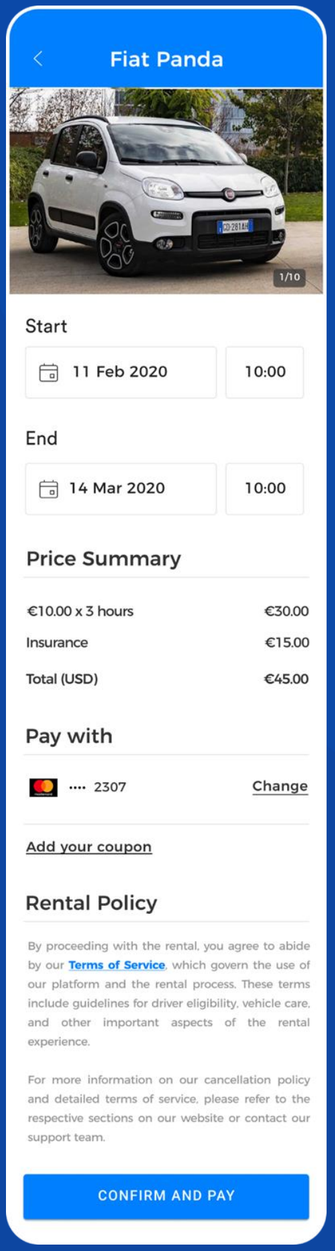
handover options

remote unlock

in person

mailbox / safety box





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market size

€200B

GLOBAL CAR SHARING MARKET

TARGET: 24M users in 2030 for a €9 billion GBV

€60B

SAM

€3B

SOM

POTENTIAL USERS WORLDWIDE: 600M

MARKET SHARE 20%: 120M

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why us?

streamlined insurance

real time
on-demand
damages
thefts
dirt
road assistance
legal assistance

europ assistance
you live we care

technology*

TRANSPARENCY: e-passport
NON REPUDIATION: smart contracts
SECURITY: data protection
EFFICIENCY: transaction speed
ACCOUNTABILITY: gamification
CONFIDENTIALITY: embedded telematics

*4 patents + 1 trademark + 1 IP

r3.c·rda

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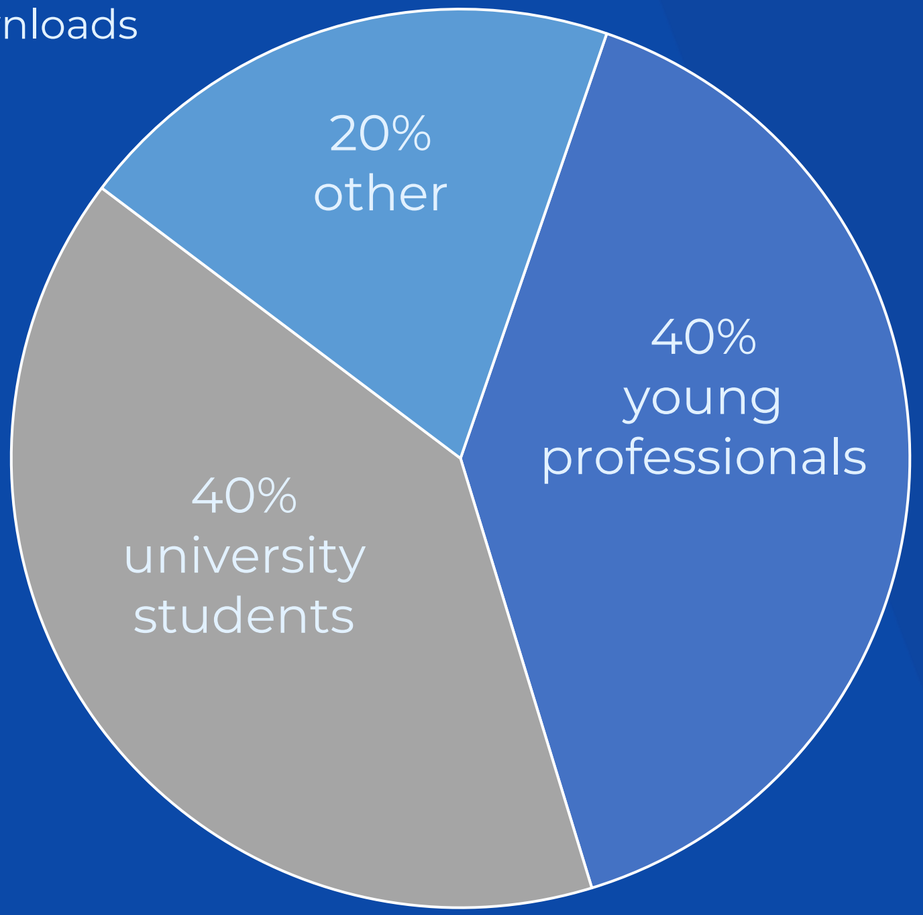
- National patent # 102020000027260 "Method for sharing a vehicle between users" (nov. ’20)
- National patent # 102021000021848 "System and method for detecting the behavior of a driver" (aug. ‘21)
- International PCT patent # IB2021/050295 "Method and software platform for sharing a vehicle among users" (jan. 21)
- International PCT patent # IB2021/060545 "Method and software platform for sharing a vehicle among users" (nov. ’21)
- International EPO patent #21815270 "Method and software platform for sharing a vehicle among users" (apr. ‘23)

current users*

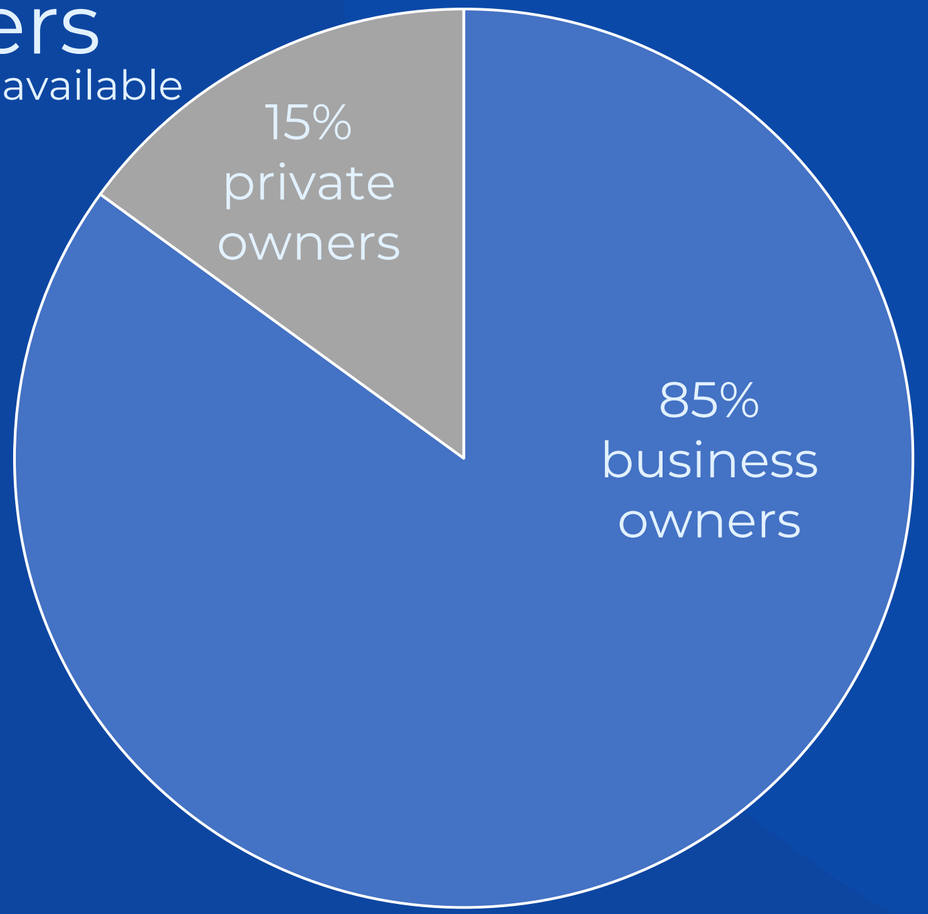
drivers

6500 downloads



owners

75 vehicles available



*live in northern Italy

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what’s in the making

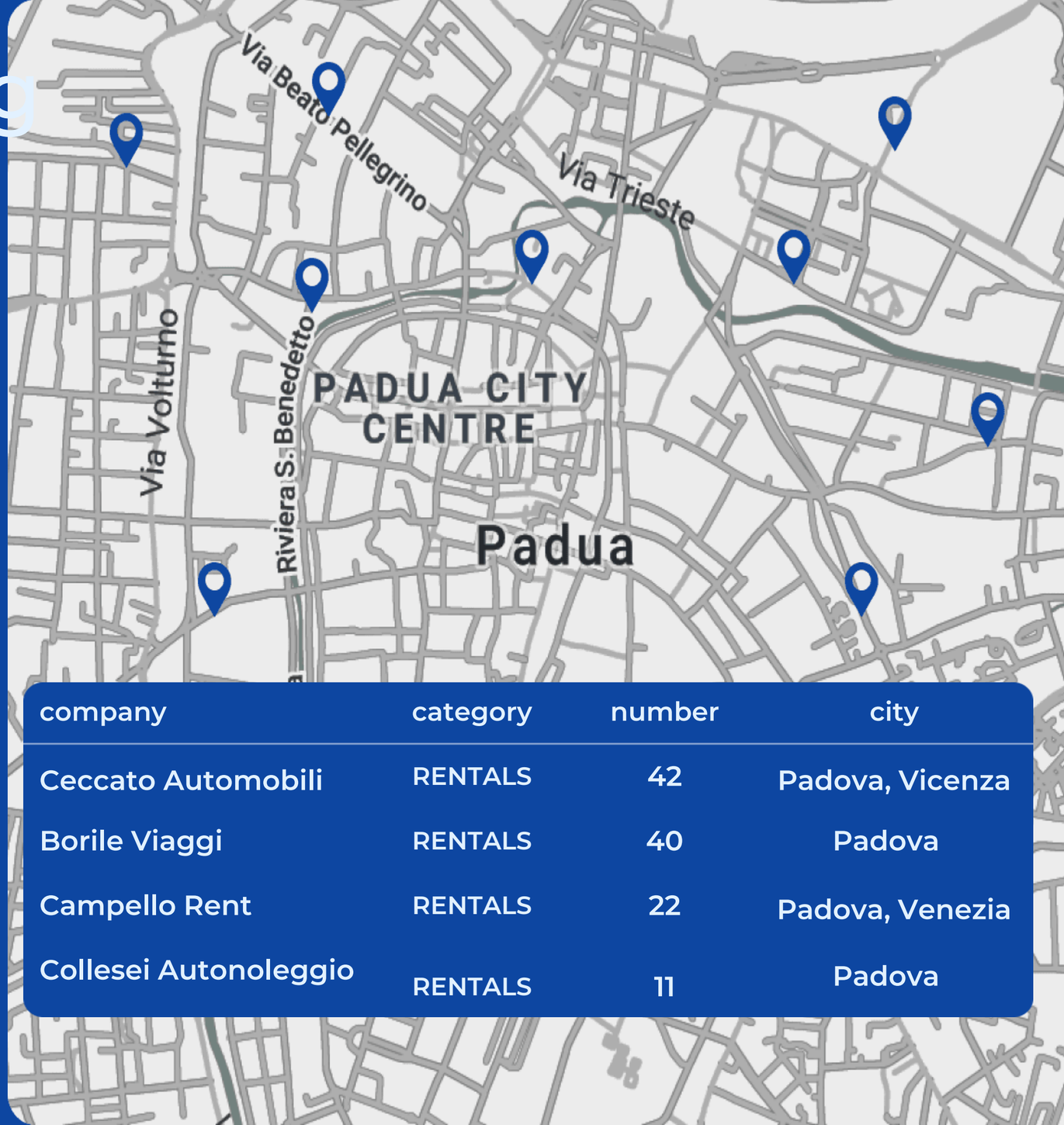
Strategy

A) grow in Italy

B) test EU n2. market (IQ ‘24)

new!

C) e-volvero for corporates



company	category	number	city
Ceccato Automobili	RENTALS	42	Padova, Vicenza
Borile Viaggi	RENTALS	40	Padova
Campello Rent	RENTALS	22	Padova, Venezia
Collesei Autonoleggio	RENTALS	11	Padova

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founders

Marco Filippi | CEO

m.sc. in quants, master in private equity, Fulbright fellowship in tech entrepreneurship @Stanford, patents inventor

Kayode Alao | COO

m.eng. university of Cape Town, master from politecnico Milano, mentor @Entrepreneurship World Cup

Emre Yigit Alparslan | IT

bachelor in comp. science @middle east tech university, serial entrepreneur + AI expert, telematics patent holder, launched 10 international products

advisory board

Assim Ishaque

business & finance

serial entrepreneur, coach @the European institute of technology,
“the entrepreneurs trust” podcast

Stefano Mizzella

marketing

entrepreneur, business & innovation designer,
growth hacker,
12+ years of expertise
ex marketing @Kinto Mobility

Roberto Leonardi

IT and AI

serial entrepreneur,
30 years in IT
mentor @Impact Hub

Lorenza Morandini

sales & growth

ex BCG, Insead fellow,
partner @Angels4Women,
professor @LUISS business school

business model

volvero charges a percentage
on the transactions performed
on the app.
as per Oct. ‘23, ten agreements
with major provider of vehicles

CAC€85
LTV €300

cash positive expected for the end of ‘26

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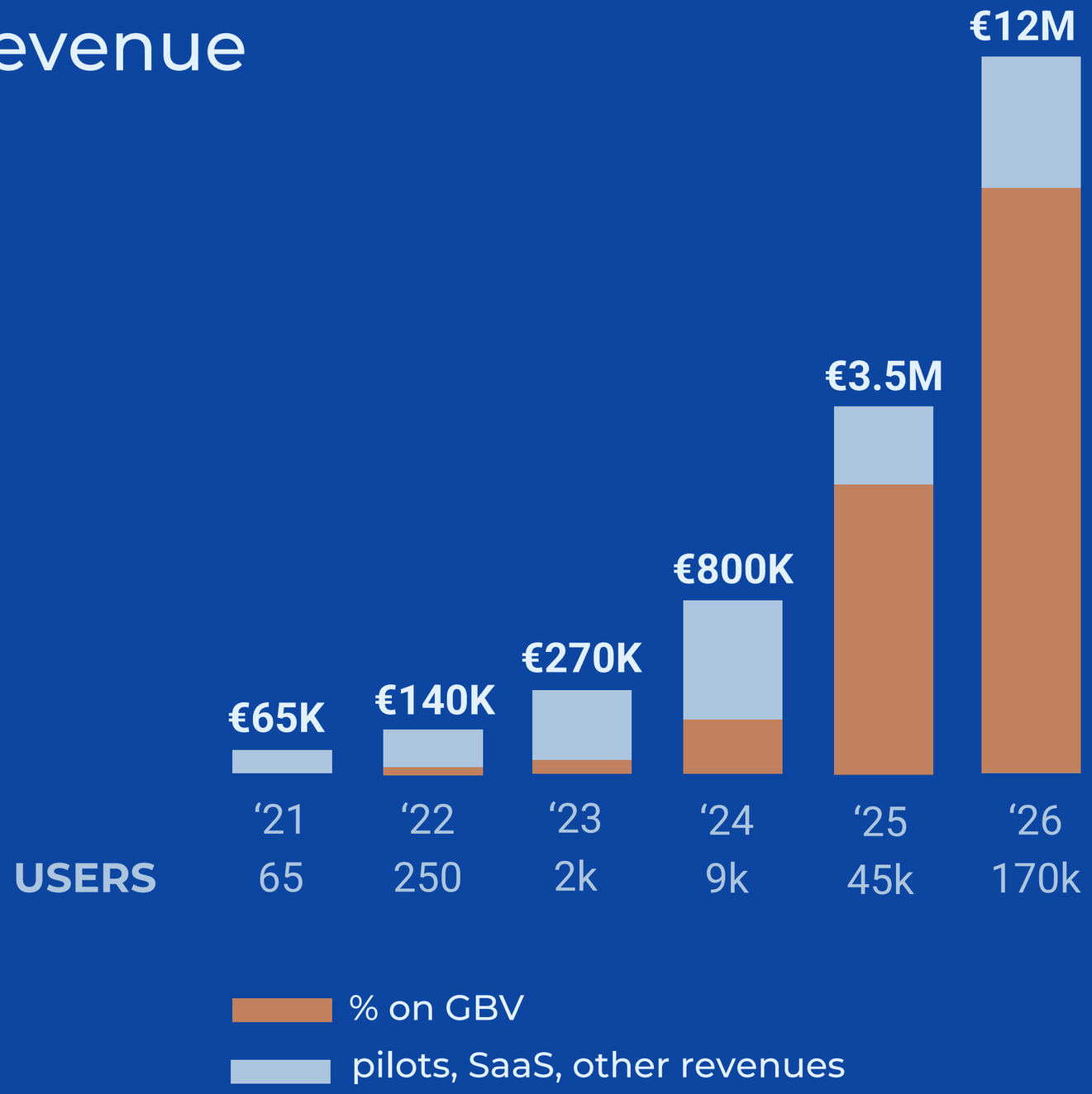
revenue



our current investors | CAP Table

Name	Amount (€)	Date	Ownership %
Founders	50.000	2019	87%
Ceccato automobili	-	2022	2%
Impact Hub Accelator	50.000	2019	4%
Business Angel	20.000	2019	1%
The European Institute of Technology (Urban Mobility)	210.000	2022	5%
The European Institute of Technology (Climate Kic)	50.000	2022	1%
Various grants (H2020, national and regional schemes)	400.000	2020 - 2022	0%

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partners

institutional	CECCATO AUTOMOBILI · europ assistance · Rotary
academia/R&D	r3.corda · Università Bocconi MILANO · INSEAD
investors	IMPACT HUB Milano · eit Climate-KIC · eit Urban Mobility
accelerators	START-UP CHILE · STARTUP SCHOOL by Y Combinator · STARTUP WISE GUYS

the ask

investment round

€2m

->25% already committed

-> 15% secured via grants

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immediate access to the vehicle you need

Marco Filippi
CEO & Founder
info@volvero.com | Linkedin | Facebook

Sep-23

appendix

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Achievements- commercial

- Paid pilot in Brussels (May 2022)
- App release to both stores
- 5500 downloads of the app in 10 months
- Improved UX on user feedback (v1.2 of the app)
- Identification of technology gaps/challenges (50% solved)
- Identification of operational gaps (40% solved)
- Sealed operational partnership with:

  Askoll EVA, Wingsbike, Itamia, Strada, Ceccato

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Achievements- industry recognition

- Selected for 2050 accelerator by Dogpatch labs, Dublin – jun/oct ‘23
- Top 10 startups worldwide in the tourism industry (UNWTO, world tourism organization) – mar ‘23
- Mobility innovation Valencia start-up programme – oct/nov. ‘22
- Partnership with Vodafone Power Lab, Lisbon – may/oct ‘22
- Tech Rocketship Award, UK Department for International Trade, London - jun ‘22
- Nationwide press coverage with EuropAssistance & Neosurance
- Rubik Hub accelerator, Romania – mar/aug ‘22
- Clean Cities ClimAccelerator – feb/may ‘22

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Appendix

uniqueness

User Experience

SMOOTH LISTING & RENTING PROCESS

Users can easily browse the app and complete their checkout with an efficiently designed seamless solution, 100% digital. No more queues, paperwork, hassles.

Accessibility

FOR ANY USER

For both business and private users, with limited age or experience restrictions.

INTERNATIONALLY

Thanks to our smart contracts, unique insurance, and professional network Volvero doesn’t have geographical restrictions within EU.

Innovation

BUSINESS MODEL

A hybrid of p2p and b2c thanks to our innovative insurance policy.

TECHNOLOGY

Blockchain and AI powered Telematics for complete data security and tracking of driving behavior.

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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.

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Appendix

Vehicles

24/7 road and towing assistance

Adaptable to cars, motorcycles, small trucks

Glasses damages protection

Fully integrated assistance alert and claim

Process: everything can be done through the app

Users

Accessible and affordable for everyone

Adaptable to both businesses owners

Cross national

35.000€ legal assistance

No frozen amounts on credit cards for renting vehicles

It applies to a wide range of drivers: 21 to 65 yrs

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Appendix

blockchain

Volvero leverages Corda’s blockcahin for drivers and owners to deal with a more reliable service. It is the only possible solution to create an ecosystem in which data can be collected, transmitted, stored and consulted in a safe way.

Smart Contracts

For dynamic and tailormade insurance policies. e.g. a smart contract is activated when a user accross national border.

Scoring system

Data collected via driver’s mobile phone are used to assessing their driving behaviour.

“Passport” feature

Owners' and drivers' data are stored on the blockchain, allowing complete control over user identities and vehicle conditions.

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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.

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Appendix

a positive impact on the environment

volvero also comes with a relevant impact on saving natural resources, decreasing pollution and optimizing urban areas.

96%
of time vehicles remain unused

20%
global emissions are generated by vehicles

30%
of urban areas are occupied by vehicles

To produce one vehicle

2,100 liters of water	2,146 liters of oil	7,5 tons of CO2	2,900 kWh of Energy

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immediate access to the vehicle you need

info@volvero.com | Linkedin | Facebook

June 23