



TIMEFLOW

INVESTOR DECK

Product

Marketplace B2B

Market

ICT

Technology

AI - ML

Snapshot

Problem

Companies need to digitize their processes but have great difficulties finding qualified technical personnel and referenced IT Partners. The third-party scouting process is inefficient, and there are no innovative tools to find qualified companies.

Solution

According to their needs and skills, supply and demand for digital skills meet on a B2B Marketplace that gather customers and suppliers at the European level. Customers can select the company they consider most qualified for their project; the supplier meets new business opportunities.

TAM

66 Bln (EU Market) x 10%(transaction fee) = 6,6 Bln

Traction

300+ registered companies, €4,1 Mln € (total contract value), 600K € (pending deal value Q1-Q2 2022)

Raising 1.2 Mln € to reach >400K revenue (2022) and start internationalization

Problems in the ICT sector

Do you need to develop a software?

You can't find any developers available

53% of companies in the EU have difficulties finding IT staff

Publish a job offer

Receive a lot of non-targeted applications

Resulting in an increase in the costs of staff selection

You found a profile, and you need to interview

You need technical skills for evaluation

21 days is the average duration of the engagement process

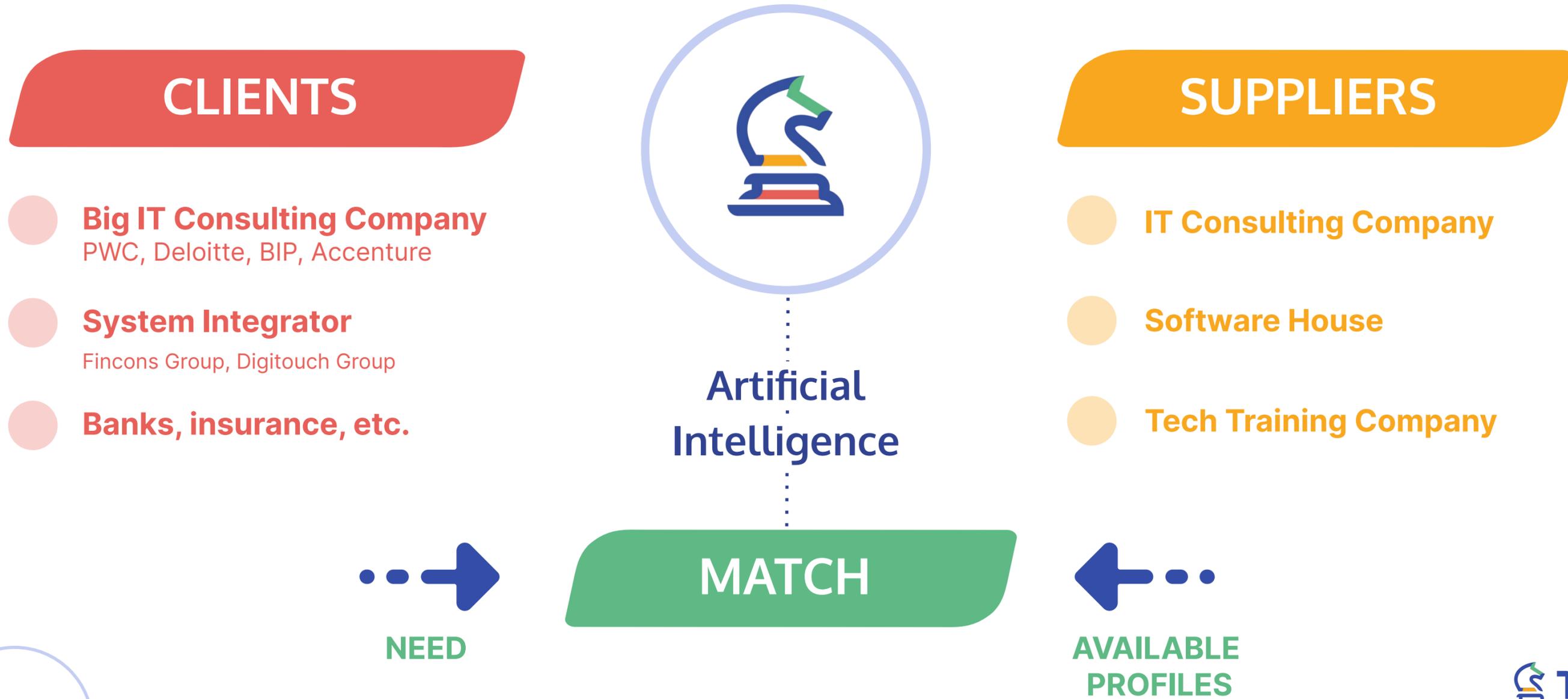
Do you want to entrust your project to a company specialized in certain technologies?

You have to rely on your personal network or Google the Need to find a supplier

The solutions that the market proposes today are not vertical in the software development sector, they do not offer enterprise-level skills, have medium-low level freelance as their main target

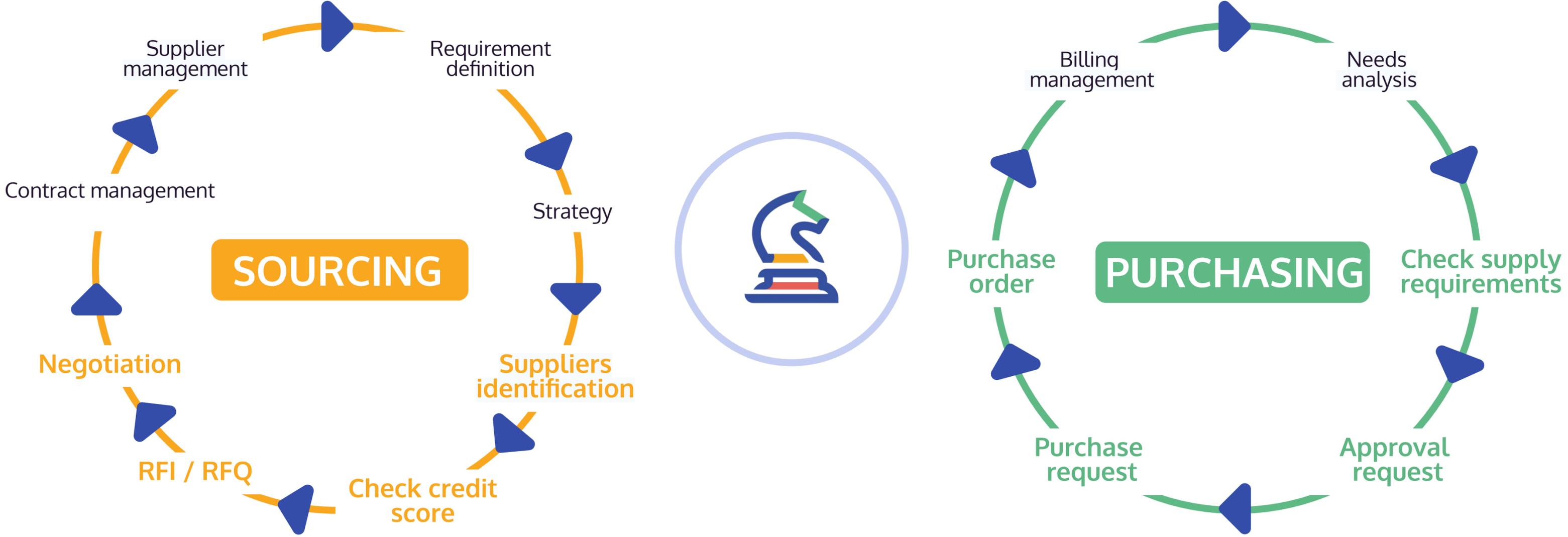
The solution: TimeFlow

A **Marketplace** where companies can recruit qualified and referenced IT Partners.
An independent player that verifies the skills offered by the supplier companies and their references.



End-to-end Procurement platform

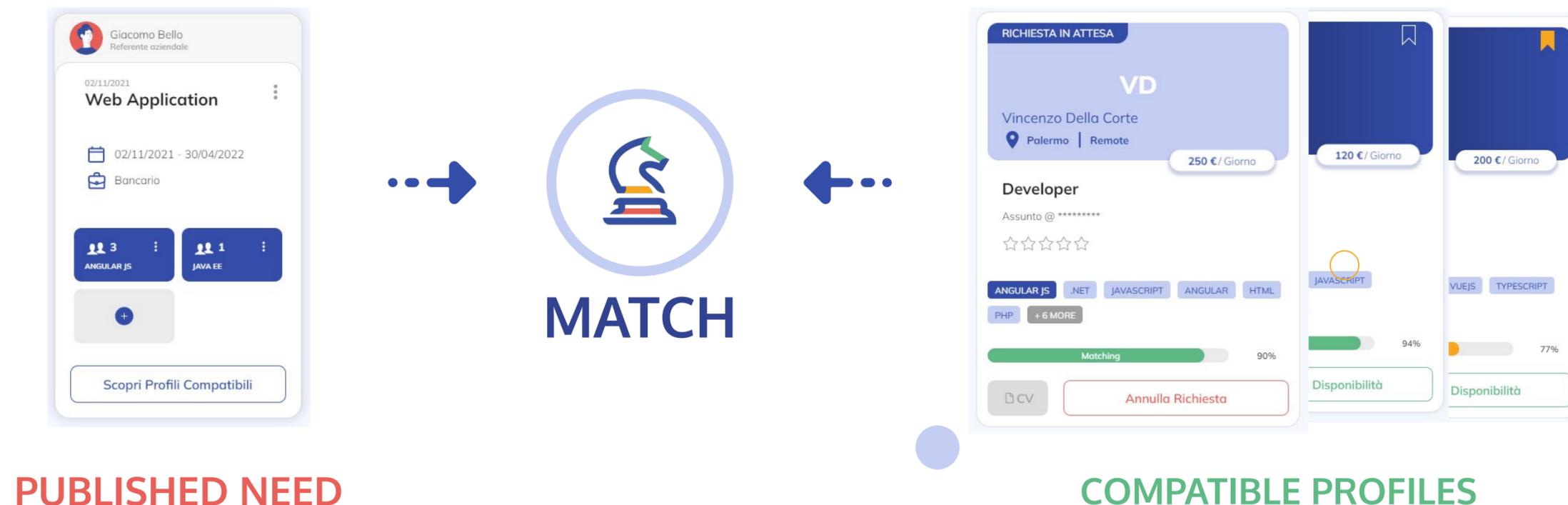
Supports users in **all stages of the recruitment and purchase process**: search, selection, contracting, billing and payment. A **centralized tool** to manage your IT suppliers in a **flexible and efficient way**



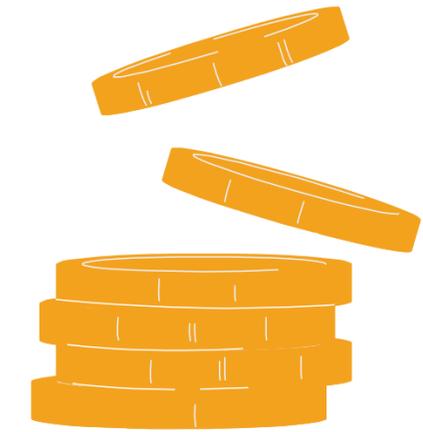
Request For Information, Request For Quotation

3 Artificial Intelligence modules

- 1) We acquire all the data on the sites of the supplier companies (**crawler**) to extract all the information (scraping) necessary to profile the company automatically, for the skills and services offered.
- 2) We analyze the request published by the customer and calculate, thanks to a **proprietary ML technology**, the compatibility index of each available profile to the customer's project (pre-screening);
- 3) We can recognise the **information contained in the CVs uploaded by the supplier** and extract the data understanding the context of the information and automating the data entry.



Marketplace



Suppliers

FREE registration

10% Transaction Fee

Clients

FREE registration

Subscription

Purchase plan

The customer pays **1 credit** for each interest request sent to the supplier after identifying the target profile.

3 CREDITS
300 €/month

Standard

6 CREDITS
500 €/month

Premium

10 CREDITIS
700 €/month

Corporate

10+ CREDITIS
on demand

Custom

The Market

The **difficulty in hiring software developers** pushes European companies to outsource software development services. This involves better **cost control** and allows these companies to focus on the core business.

730.000

ICT companies (Information and Communication Technologies) in Europe

% Eu companies make use of IT outsourcing ('20)

64%

EU '20 Annual Contract Value (IT Outsourcing)

\$66,1bn

EU IT Outsourcing growth (Q1 2020 vs Q1 2021)

+17%

Go-To-Market Strategy

Go-to market strategy description



Traction

The results from April 2021

€ 4,7+ Mln

Total Contract Value

+450

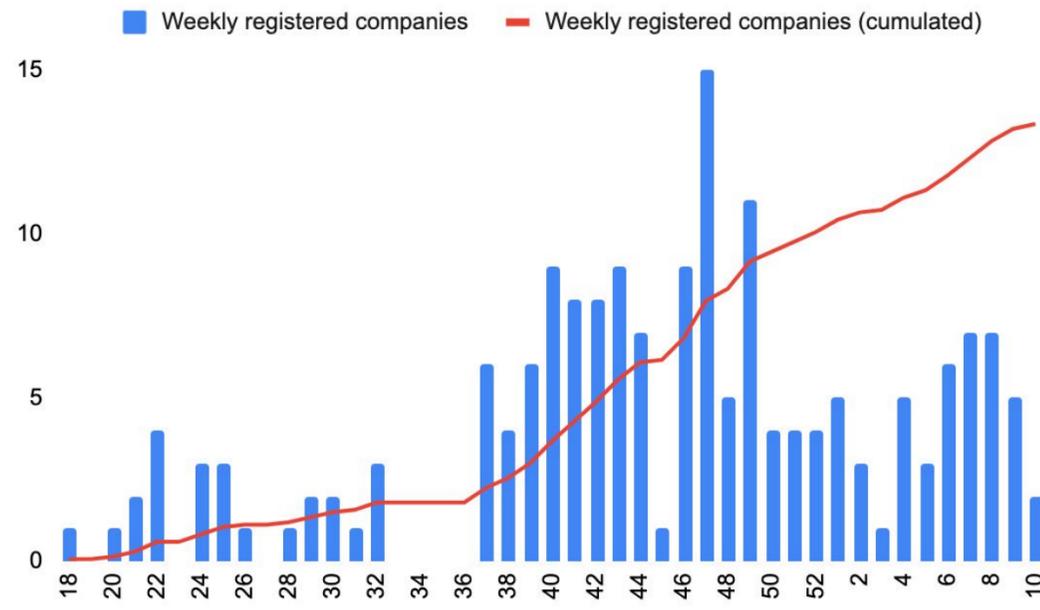
Profiles Uploaded

300+

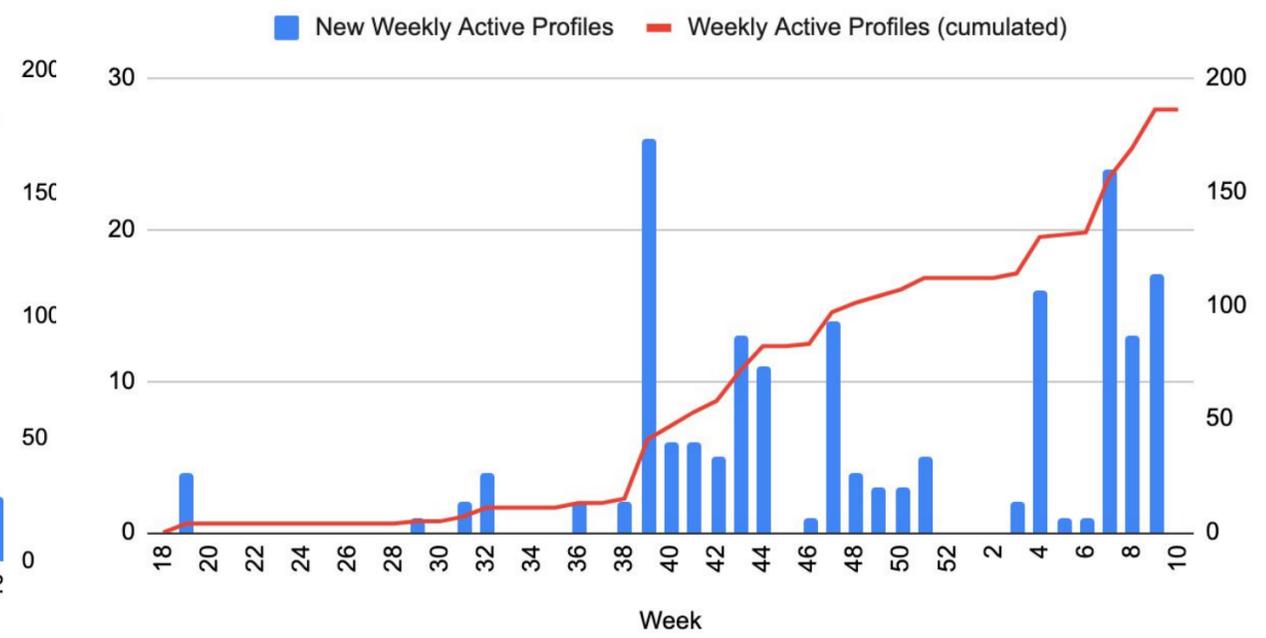
Qualified companies

Last registered companies

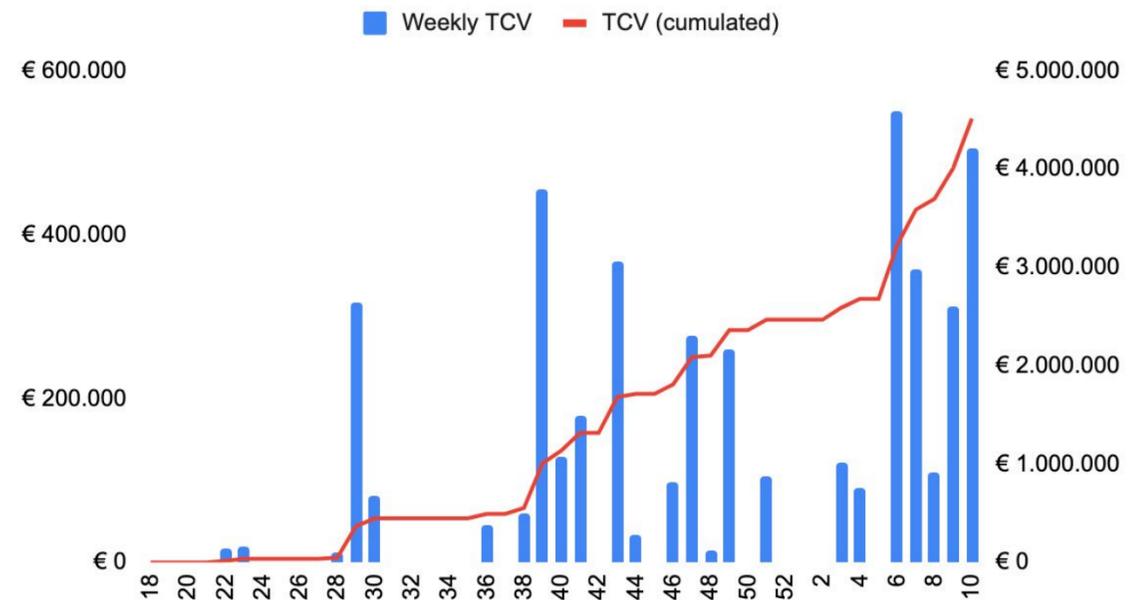
Weekly Qualified companies



Weekly Active Profiles



Weekly & Cumulated TCV



2021 vs 2022 results

Success Rate 10%

2021 - Funnel Results (DEM + Paid) [A]

Qualified Prospects: 1741

19,7%

Leads: 343

70,3%

Demo: 241

58,1%

Users:
140

28 Users / Month

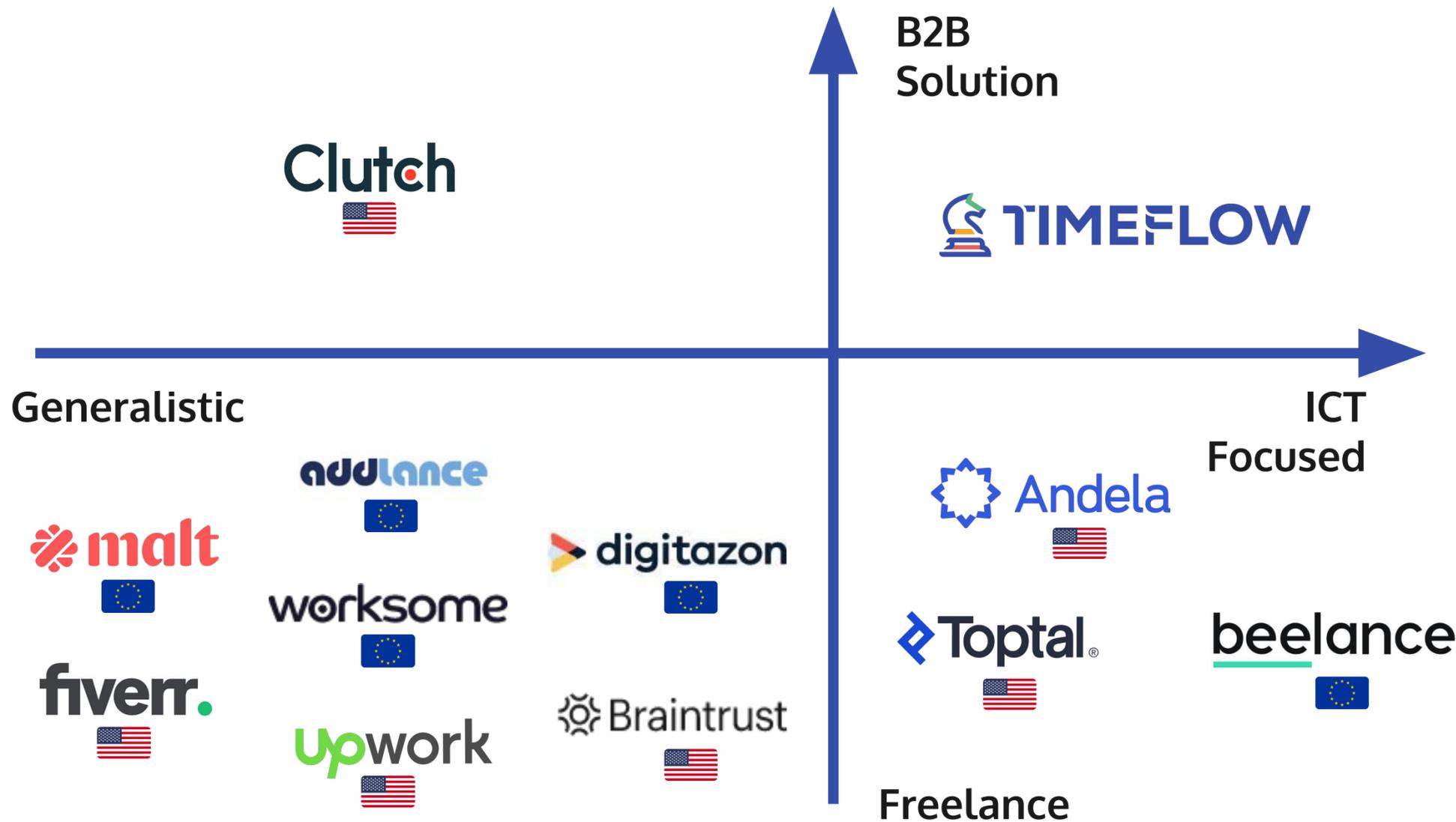
Clients Activation rate 35%

Suppliers Activation rate 60%

	2021	2022 - Mar
Projects	24	25
Positions	28	29
Profiles Required	50	35
Positions x Projects	1,2	1,2
Profiles x Project	2,1	1,4
TCV	€ 2.814.000	€ 1.970.000
Avg. Project Value	€ 117.000	€ 78.800
Avg. Position Value	€ 100.500	€ 68.000
Avg. Profile Value	€ 56.300	€ 56.300

	2021	2022 - Mar (E)	
TCV	€291.111	€895.590	+207%
% fee	9%	10%	
Rev.	€26.200	€89.559	+242%
	+		
Other Services	€7.799		
	=		
Tot. Rev.	€33.999		+48% YoY

Competitor



Key Points

- **Long-term collaboration**
only projects with medium / high level budgets
- **High level Skill**
the offer is composed of high-level and referenced skills
- **Specialized in Technology**
specialized in the Tech sector
(no marketing, no design)

Value proposition

A shared added value

CLIENTS



Access to a **dynamic and qualified supplier base**



Reduced time and cost in the search, selection and engagement process



Dedicated technical support

SUPPLIERS

Expansion of customer base with guarantee solvency.



New channel for business development for **medium / long term projects**



Entry into the **largest IT Partner community in Eu**



Founder



Lorenzo Danese
CEO

Partner & CEO @



Tech Consulting Company with over 80 employees and a turnover of over 3 Mln

Actual: Exit 2020

Co-Founder & CTO @



Food Delivery Company born in 2015, currently in Scaling

Actual: Shareholder



Gianmarco Ferrante
CLO

Legal Innov. Adv Studio legale Ferrante
Legal Advisor Norton Rose Fulbright



Federico Patrioli
COO/CFO

Operations Manager Glovo
Investment Analyst Innogest VC



Iacopo Albanese
CTO

Senior Developer Fincons
Developer ITCube Consulting



Mentor board



David Wallach

Serial Digital Entrepreneur and Investor



Walter Rizzi

*Chief Data Officer
AideXa
Ex McKinsey Partner*



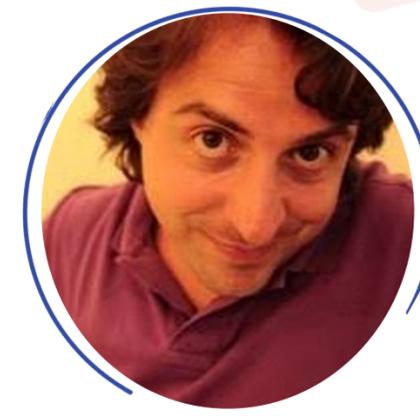
Paolo Giolito

*Senior Wealth Manager
Indosuez Wealth Management
IAG Business Angel*



Paolo Landoni

*Professore Imprenditorialità
Politecnico di Torino*



Fulvio Vanacore

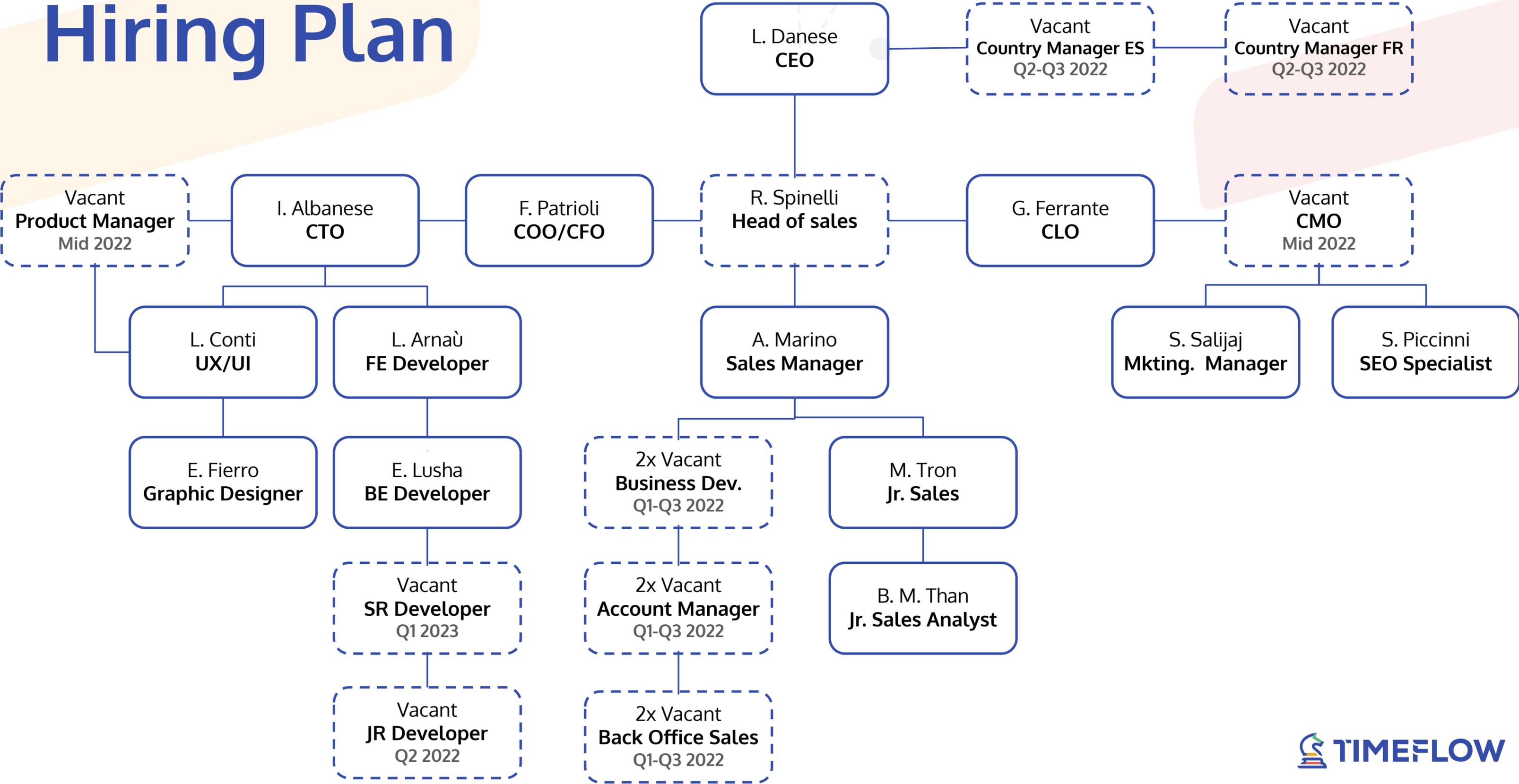
*CEO
Nexus Adv. Technology*



Patrizio Buda

*Former CIO Valentino SpA
ICT & Digital Transformation Senior Consultant*

Hiring Plan



Next step

2022

PRODUCT

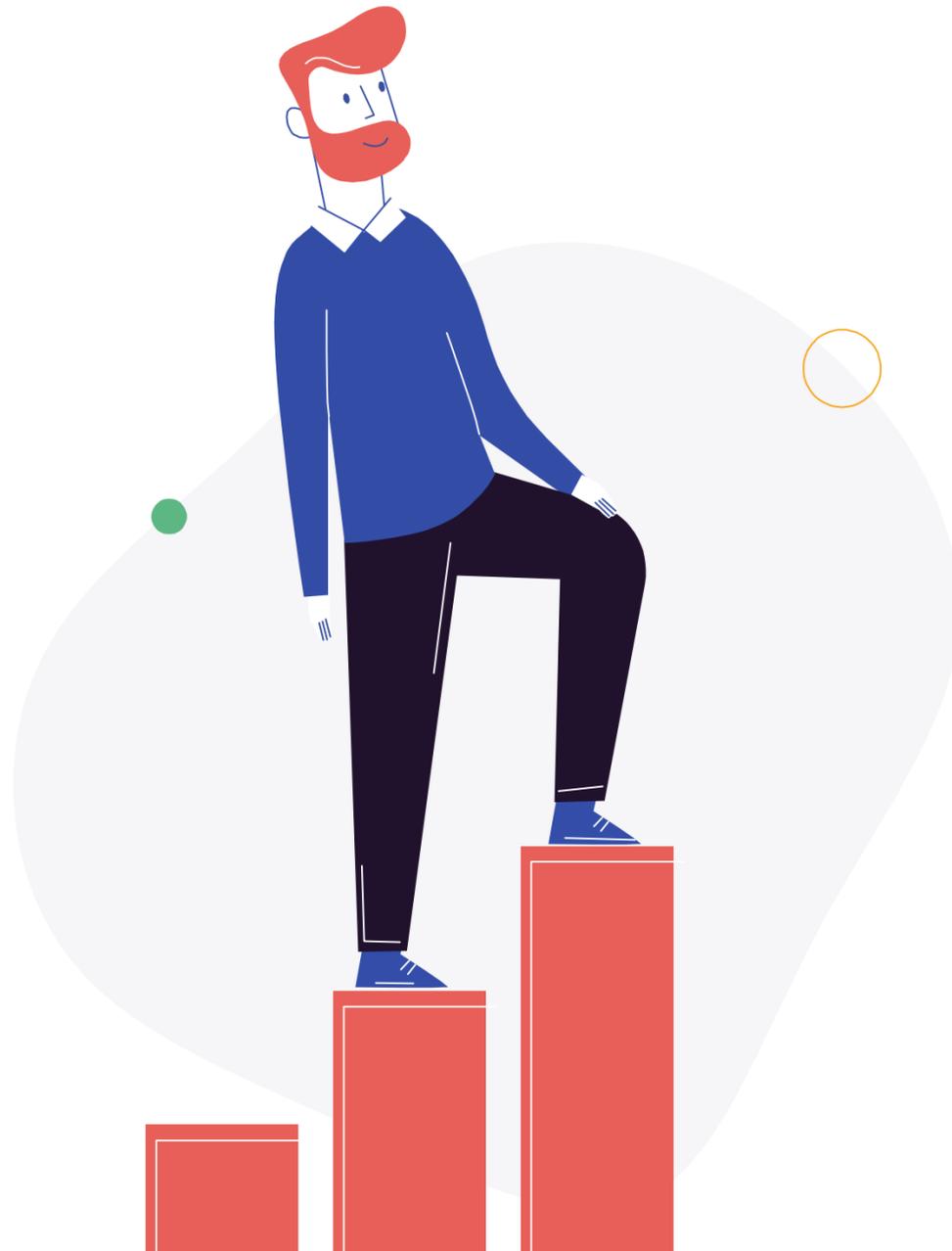
- **End-to-end product development**
Contract management and in-app billing
- **Payment Provider Integration**
Supplier payment in platform with escrow
- **Fixed price opportunity publication**
Management of turn-key project development requests
- **Crawler**
Production of scraping algorithm and supplier profiling with real-time search for keywords

MARKET

- **ITA market consolidation**
Critical mass acquisition and product/market fit identification
- **Foreign markets analysis**
Analysis of the first 3 foreign countries (UK, Spain, Germany) and start of internationalization strategy
- **Test Freelance demand**
Qualification of the first 300 freelancers and tests on Italian clients

Financial forecast & business metrics

Income Statement	2021	2022	2023	2024	2025
	Actual				
TOTAL REVENUES	33,999	421,000	1,736,500	4,019,100	7,710,000
COGS	-	(105,250)	(390,713)	(803,820)	(1,542,000)
Staff costs	(86,021)	(671,864)	(1,723,082)	(2,368,313)	(3,088,254)
Services	(14,796)	(166,861)	(53,446)	(65,523)	(77,871)
IT	(14,918)	(20,391)	(43,507)	(77,050)	(123,312)
Marketing & Communication	(42,429)	(82,000)	(181,500)	(276,875)	(393,250)
Travel & Expenses	(5,323)	(56,900)	(106,730)	(150,995)	(238,632)
Other operating costs	(26,693)	(61,831)	(86,279)	(100,263)	(119,983)
TOTAL COSTS	(190,180)	(1,165,098)	(2,585,258)	(3,842,839)	(5,583,302)
EBITDA	(156,181)	(744,098)	(848,758)	176,261	2,126,698
<i>EBITDA margin</i>	<i>-459.37%</i>	<i>-176.75%</i>	<i>-48.88%</i>	<i>4.39%</i>	<i>27.58%</i>
EBIT	(171,288)	(790,185)	(966,387)	(13,462)	1,855,176
EBT	(171,288)	(790,185)	(966,387)	(13,462)	1,855,176
Profit / (Loss)	(171,288)	(790,185)	(966,387)	(13,462)	1,409,934



Round

TimeFlow has an ongoing Pre-Seed round of € 1.200.000 that will allow the company to:

- + Create a stronger **Tech team** in order to develop an end-to-end solution (payment in app)
- + Structure the **Sales team** to drive commercial growth
- + Start the Internationalization process (Spain, UK, France)

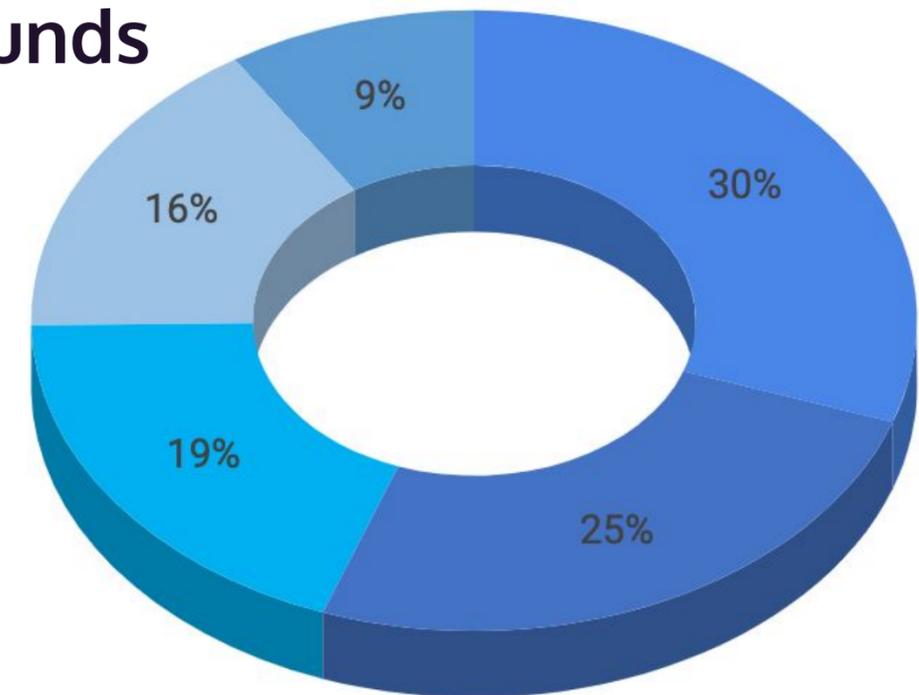
Pre-Seed round 2022

€ 1,2 Mln



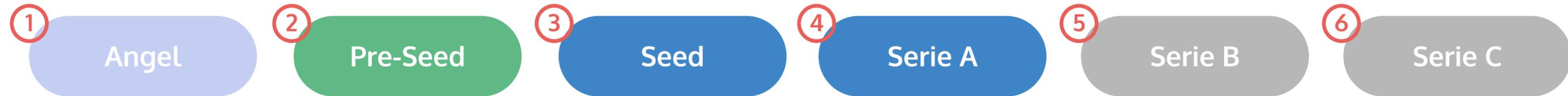
CDP signed a € 400,000 SAFE in February 2022 through the Convertendo financial instrument

Use of Funds



● Tech ● Sales ● Corporate ● Services ● Marketing & Communication

Fundraising Timeline



Year	2021	2022	2023	2025	2027	2028
Capital	325K	1,2 Mln	2 Mln	8 Mln	30 Mln	60 Mln
Target	Business Angel	CDP + Italian VC	VC EU	VC EU		
Revenue	36K	200/400K	1 Mln	3 Mln		

Competitor Round

	Angel	Pre-Seed	Seed	Serie A	Serie B	Serie C	Valuation
Fiverr (Israel)			1 Mln (2010)	5 Mln (2011)	15 Mln (2012)	30 Mln (2014)	620 Mln € (IPO)
Malt (France)		550K (2014)	1.5 Mln (2015)	5 Mln (2016)	28 Mln (2019)	80 Mln (2021)	490 Mln \$
Upwork (USA)		50 Mln (2020)		6 Mln	8 Mln	15 Mln	1,5 Bln \$ (IPO)
Worksome (Danimarca)	525K (2017)	1.6 Mln (2018)	3.8 Mln (2020)	13 Mln (2021)			n.a.

Thank you

fundraising@timeflow.it

Lorenzo Danese (CEO)

+39 393 29 07 099

