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All ridesharing services in a single app!

Lorenzo Polentes, CEO

Andale = Carsharing + scootersharing + bikesharing

Italian market 2009

2009

Italian market 2013

National

CAR 2GO

guido

-enjoy-

2013

Italian market 2015

National

CAR 2GO

iguido

-enjoy-

2015

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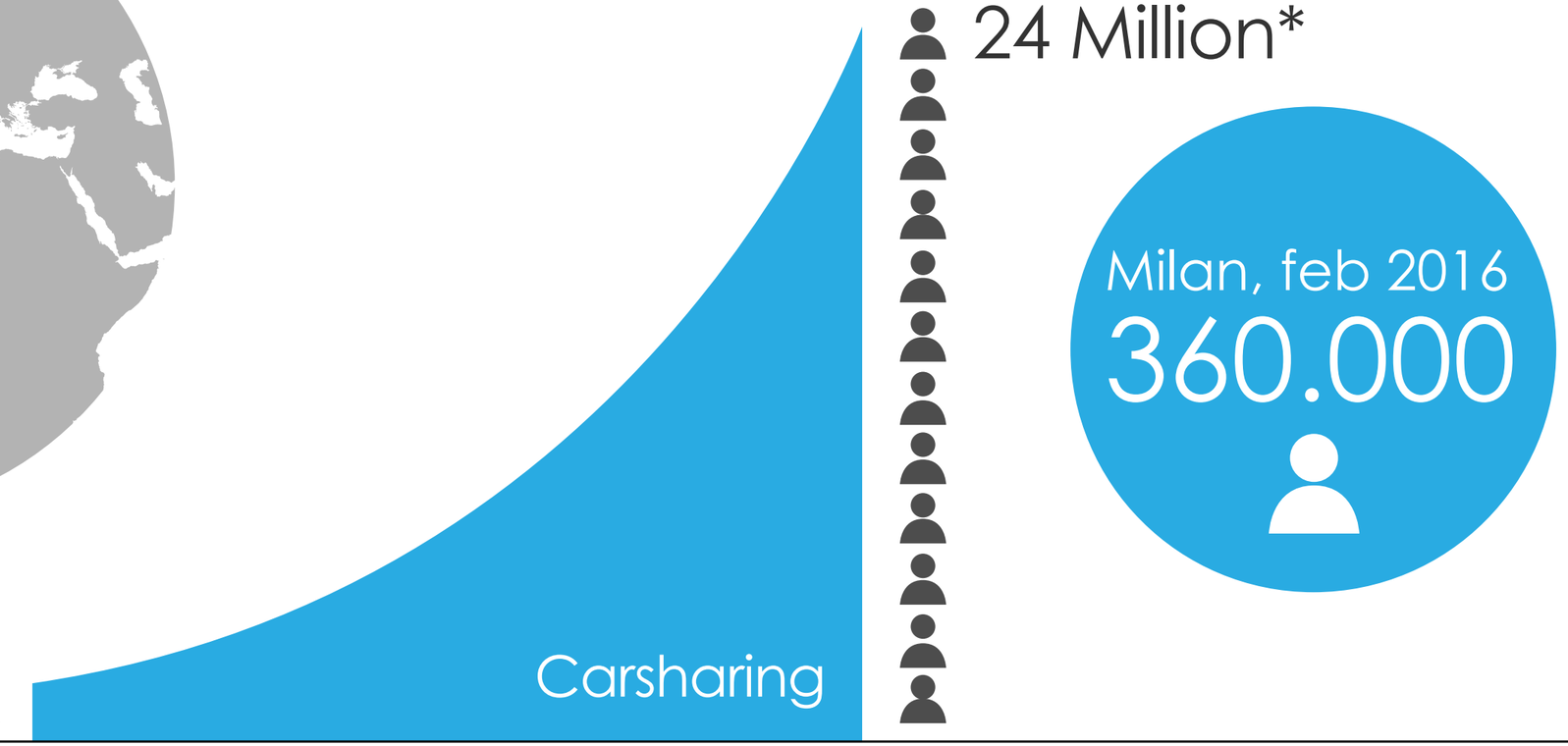
21 Carsharing in Italy

Carsharing Worldwide



*Source: Navigant Research, press, 2015

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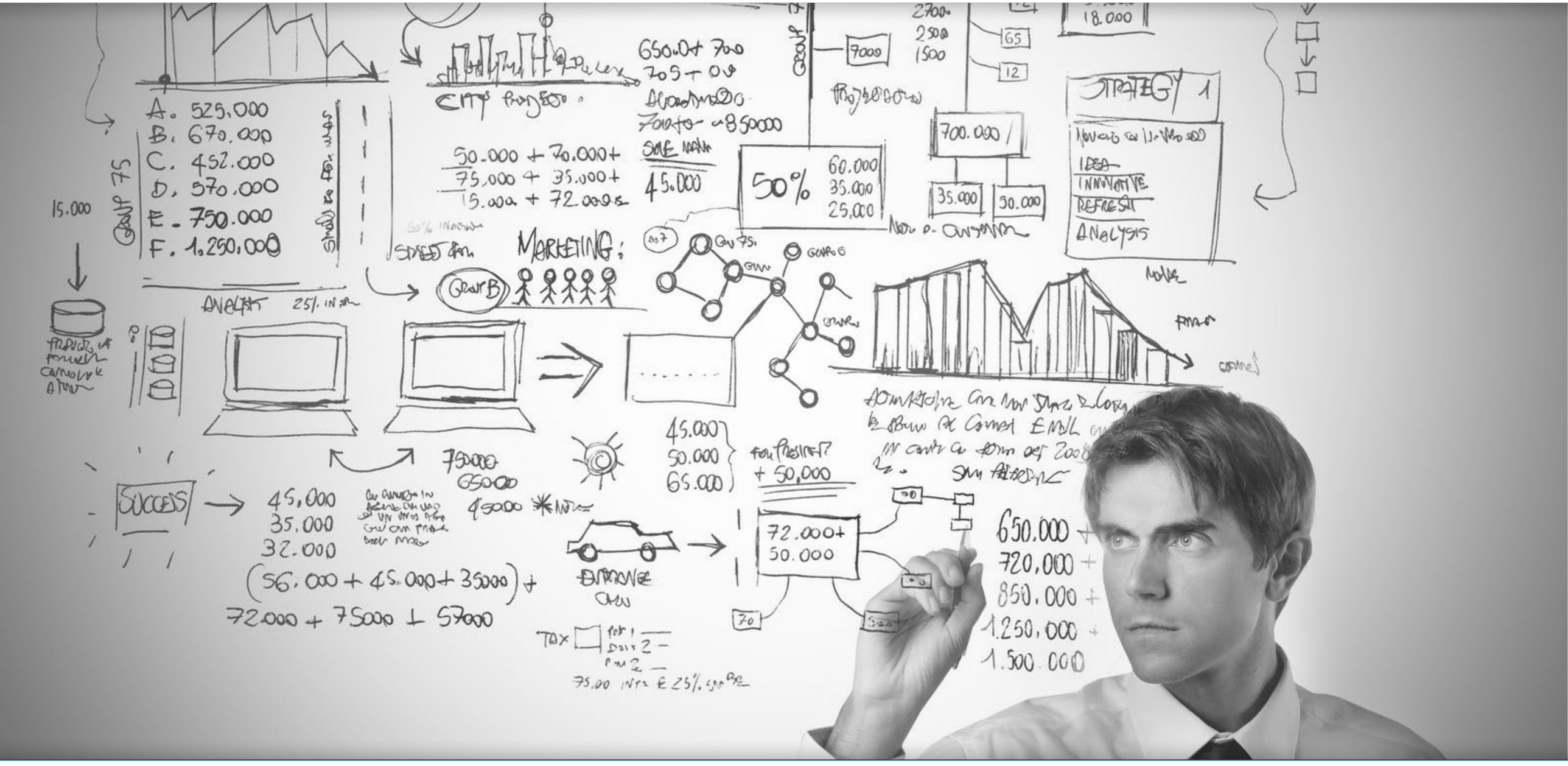
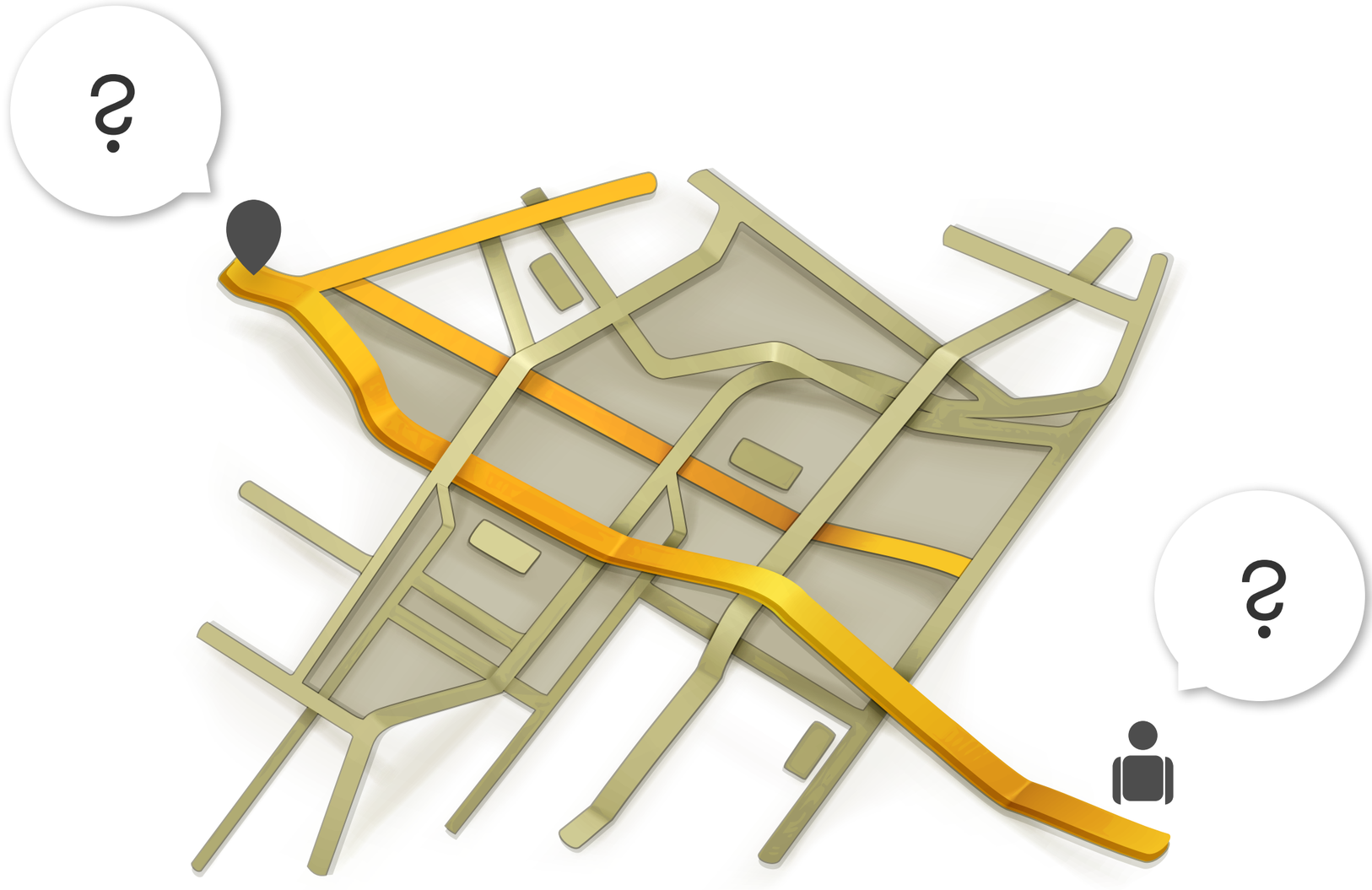
Too many ridesharing apps (inefficiency)

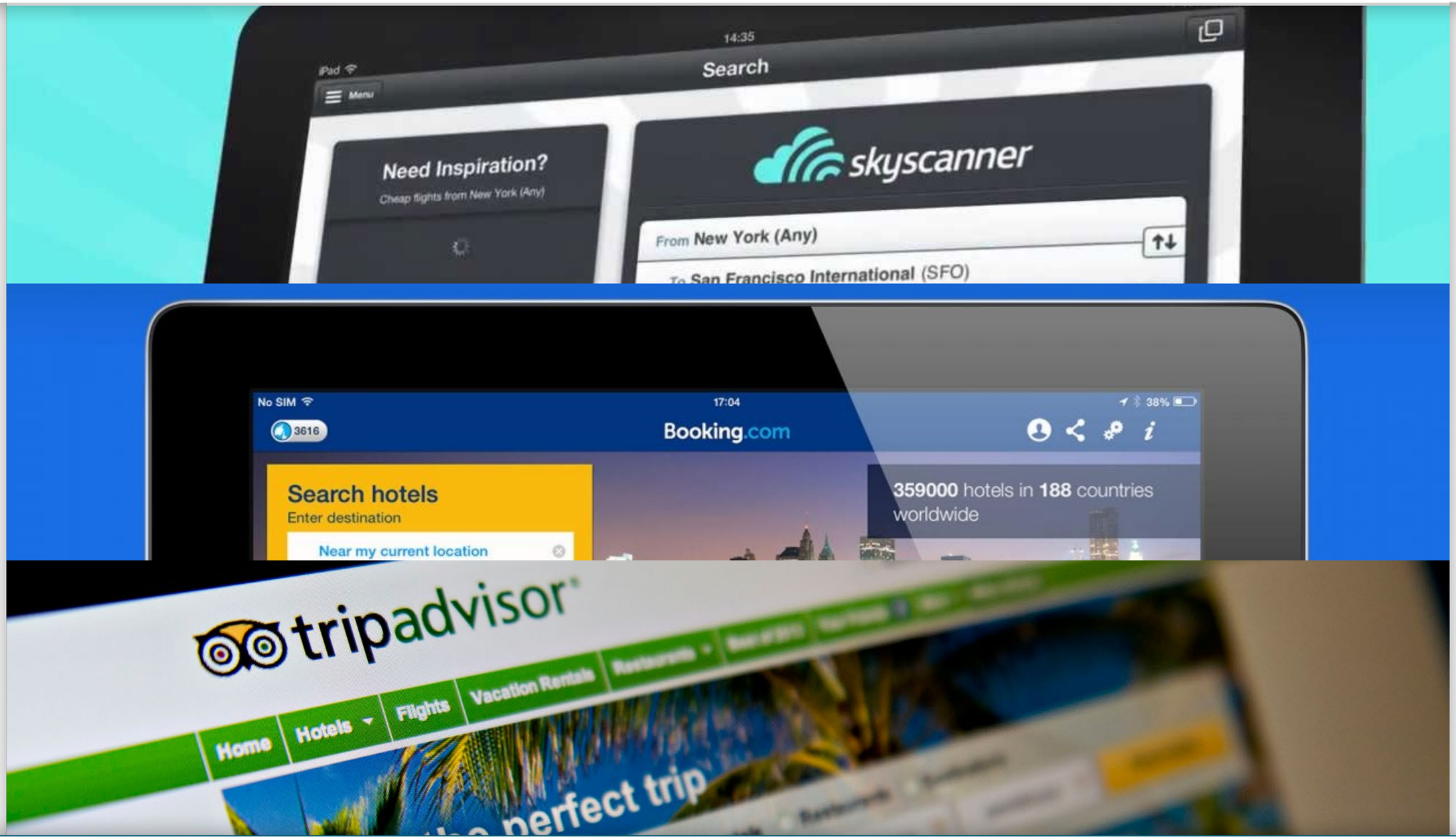
No comparison between services



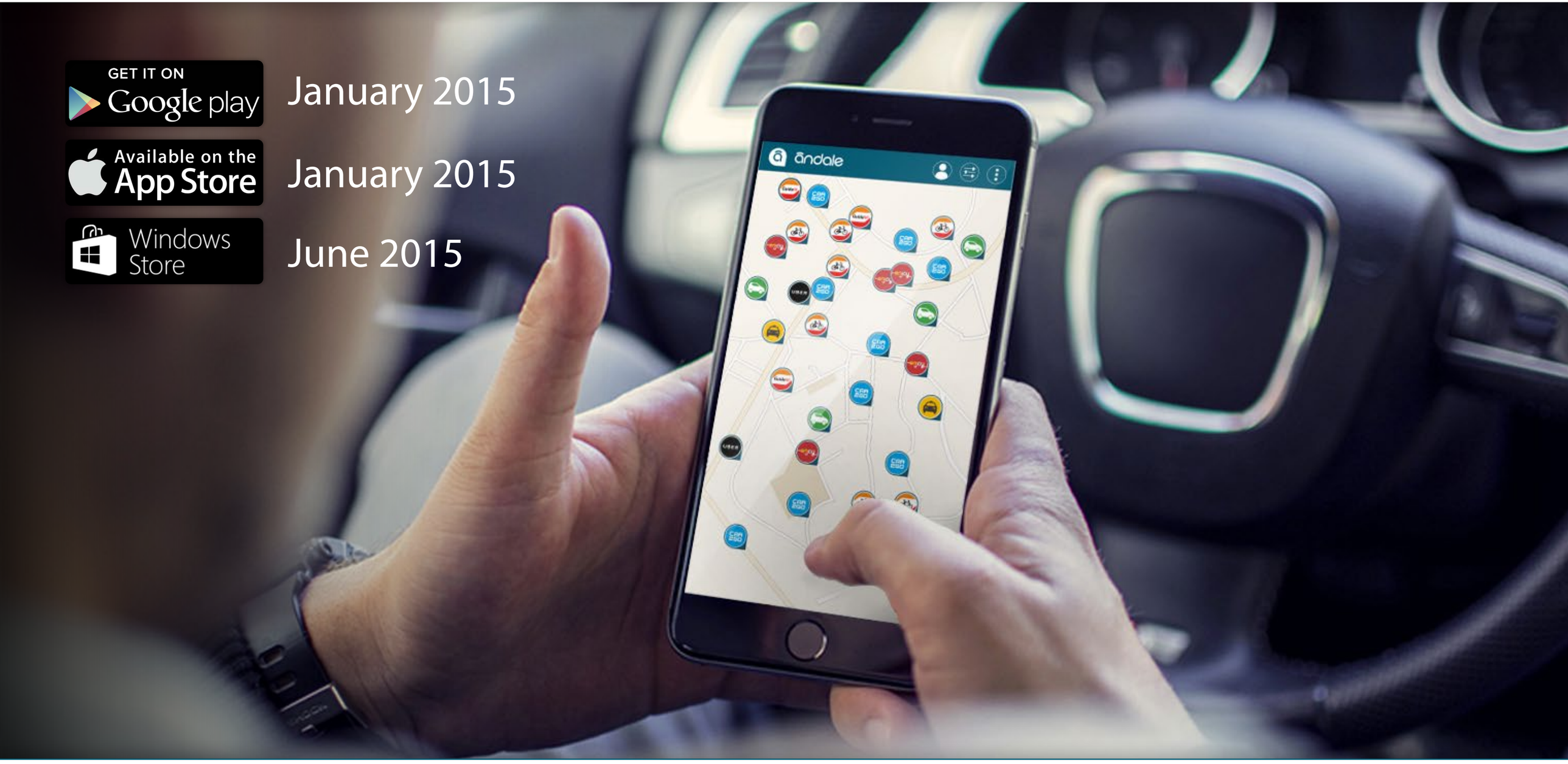
No interaction between users



Aggregators in other markets



Solution



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Competition

	Italy Andale	Switzerland Urbi	Germany Car Jump	Trip planners (i.e. citymapper...)
Available on iOS, Android and Windows Phone	✓		✓	✓
Unified subscription to all services	✓			
Booking function integration	✓	✓	✓	
Time and cost to destination estimation	✓	✓	✓	✓
Complete overview of prices and terms / conditions of subscription for every service	✓			
International	✓	✓		✓
Partnership and contracts with carsharing services	✓			
Ca$h	$	$$$$	$$	

Awards

PRIZES WON

EDISON STARTUP 2015

PUBLIC SPEECHES

MAIN ITALIAN TV AND RADIO BROADCASTER

Grants

IBM Catalyst Startup Program — Buckle up. Your startup is about to get supercharged. — POWERED BY SOFTLAYER®	IBM CATALYST PROGRAM	12,000 €
Bocconi #STARTUPDAY Empowering Youth Entrepreneurship	ITALIAN MILLENNIAL STARTUP 2015	10,000 €
.it Cup — LA BUSINESS COMPETITION DEL REGISTRO.IT	STARTUP BUONGIORNO 2015	4,000 €
amazon web services™	AMAZON WEBSERVICES ACTIVATE	10,000 $

European accelerator (selected out of 971 partecipants)

100,000 €

Team

Lorenzo Polentes
CEO

Degree in Management Engineering
- Italy, Finland, Spain

Channel Manager
@ Vodafone

Winner @ H-ack Travel 2014

Alessandro Frossi
CTO

Degree in Informatic Engineering
- Milan, Chicago

Cloud Architect
@ Polytechnic Milan

Winner @ Google EU Hack 2011

Matteo Visin
COO

Degree in Informatic Engineering
- Polytechnic Milan

Winner @ Startup Weekend
Automotive 2015

Winner @ H-ack Travel 2014

Gianni Rehkopf
UI + UX Designer

Degree in Design & Engineering
- Polytechnic Milan

Product Designer
@ Reusch, CEFRIEL

Winner @ H-ack Travel 2014

Matteo Galli
Social Media Manager

Degree in Business Communication
- Cattolica Rome

Social Media Manager
@ San Paolo Digital

Niccolò Semenzato
Project Manager

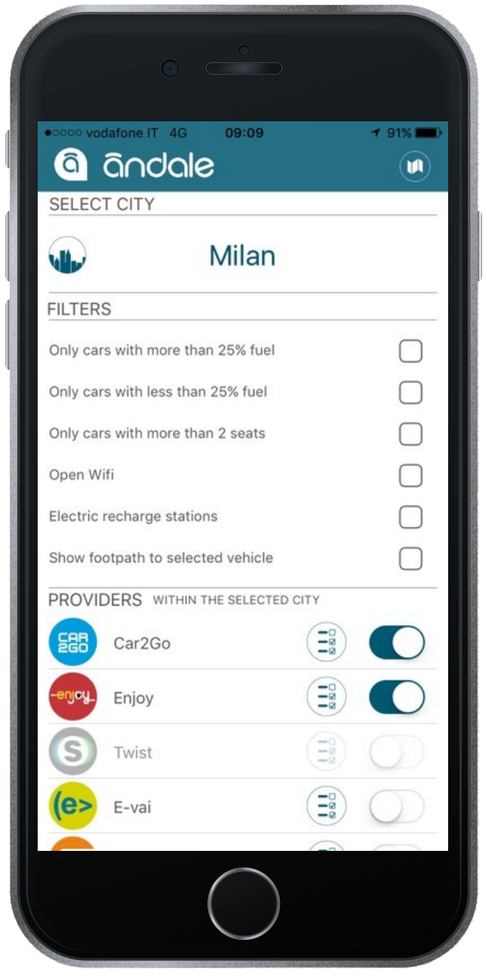
Degree in Economic Policy
- UCL London

Project Manager
@ Vodafone

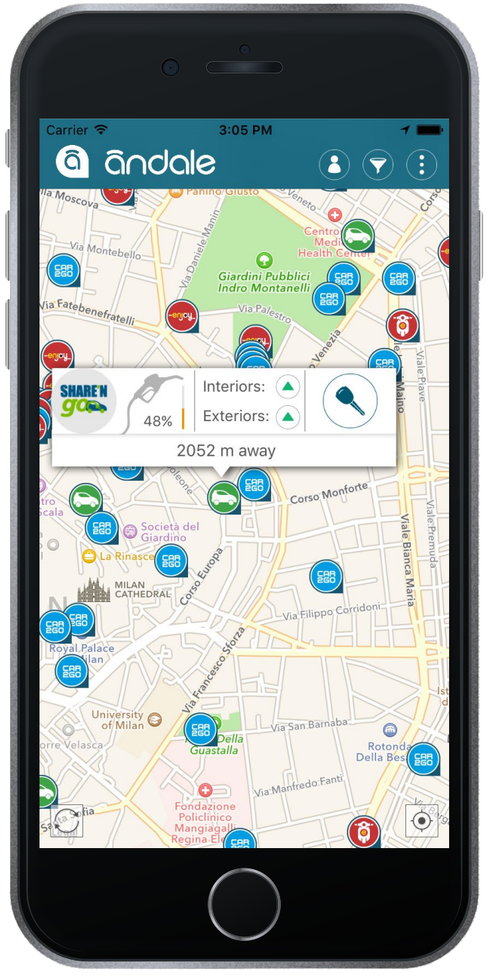
Winner @ H-ack Travel 2014

Solution: andale

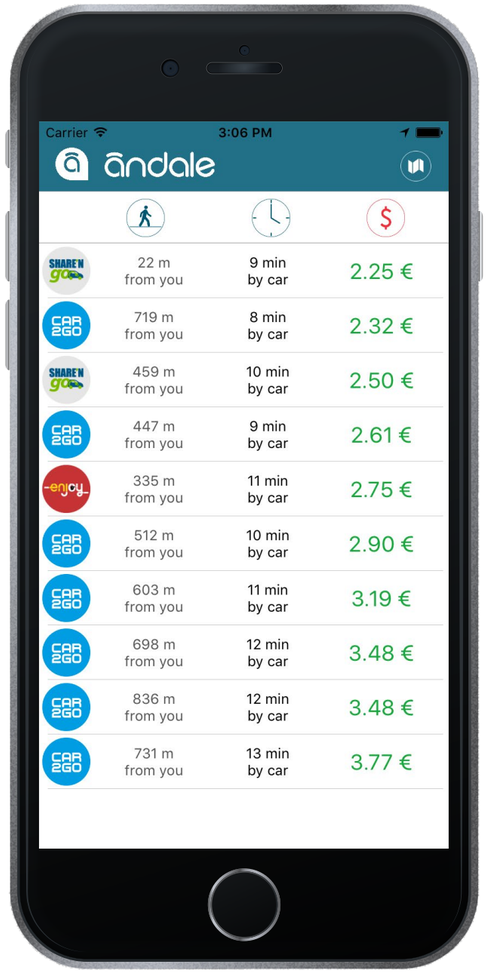
Filter



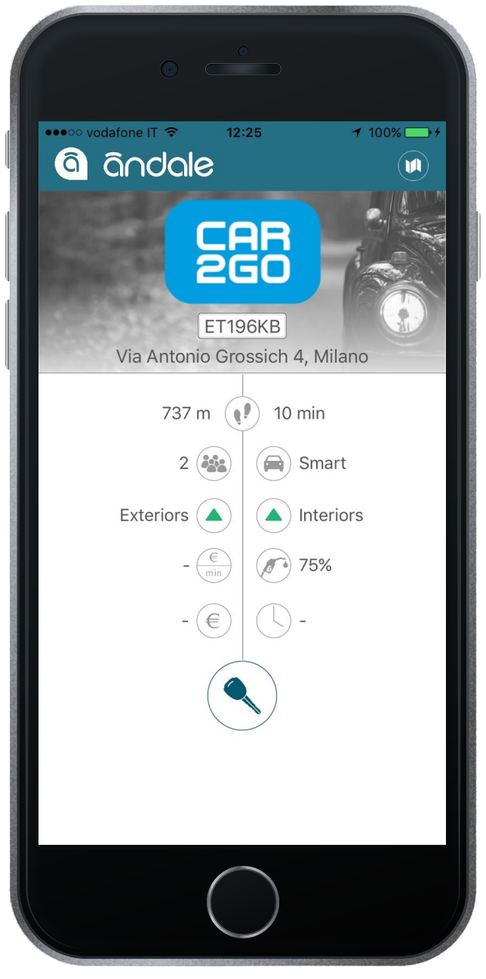
View



Compare



Book



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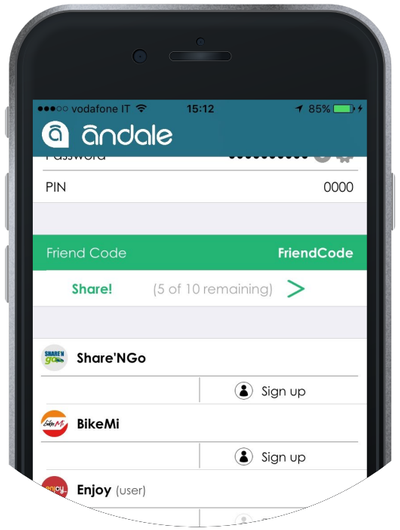
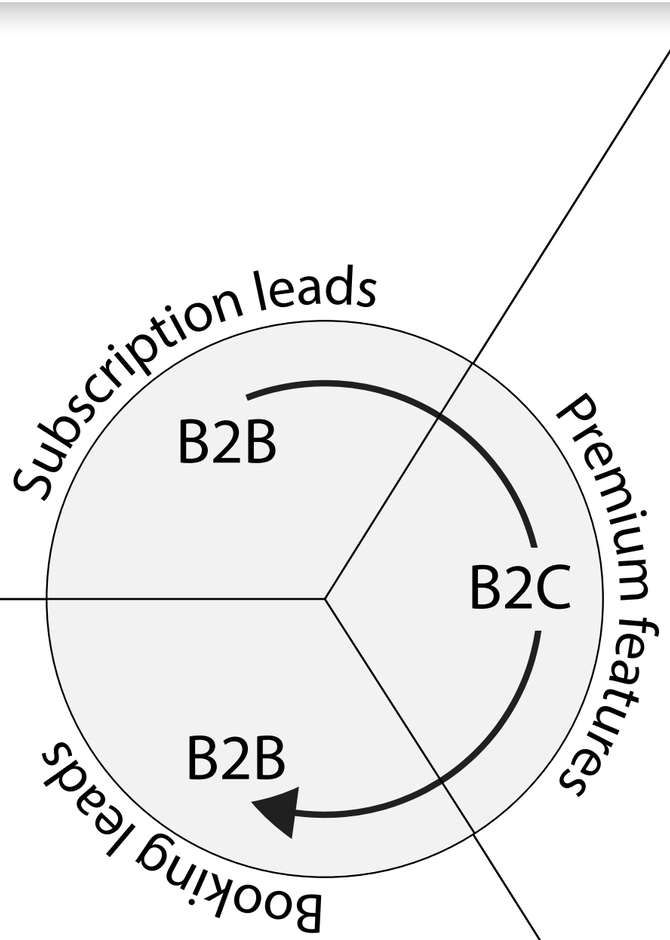
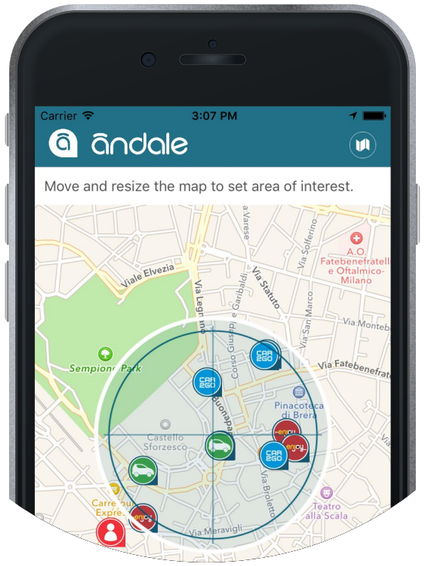
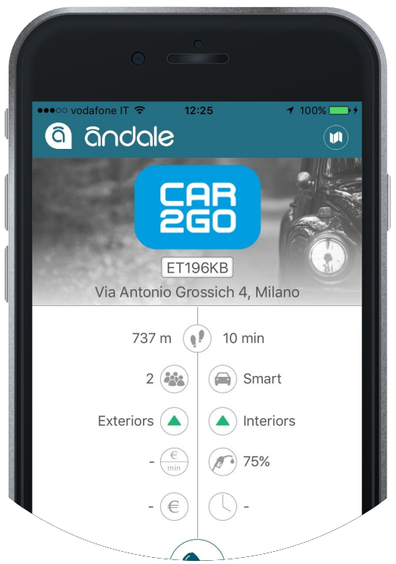
Revenue streams





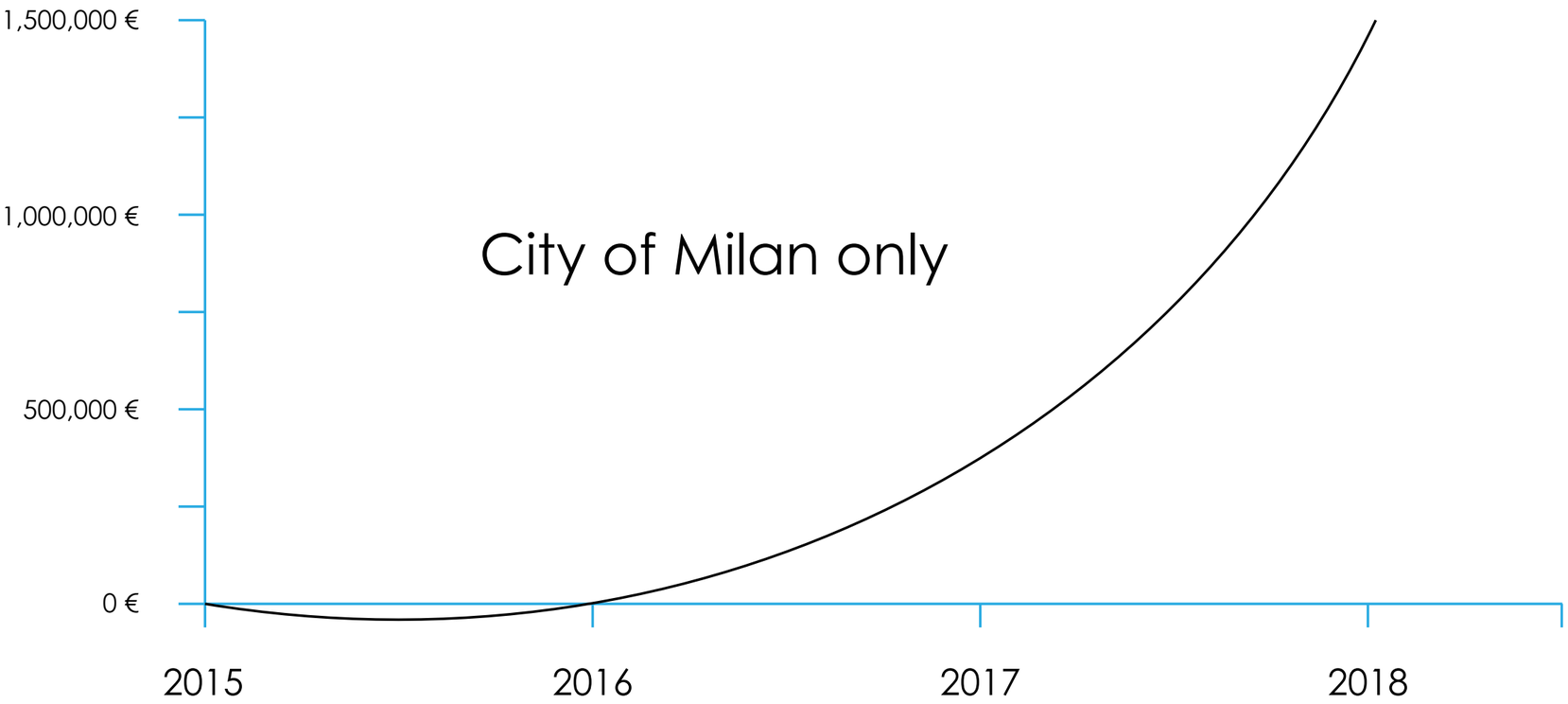




Financials

EBITDA

CPA: 8€

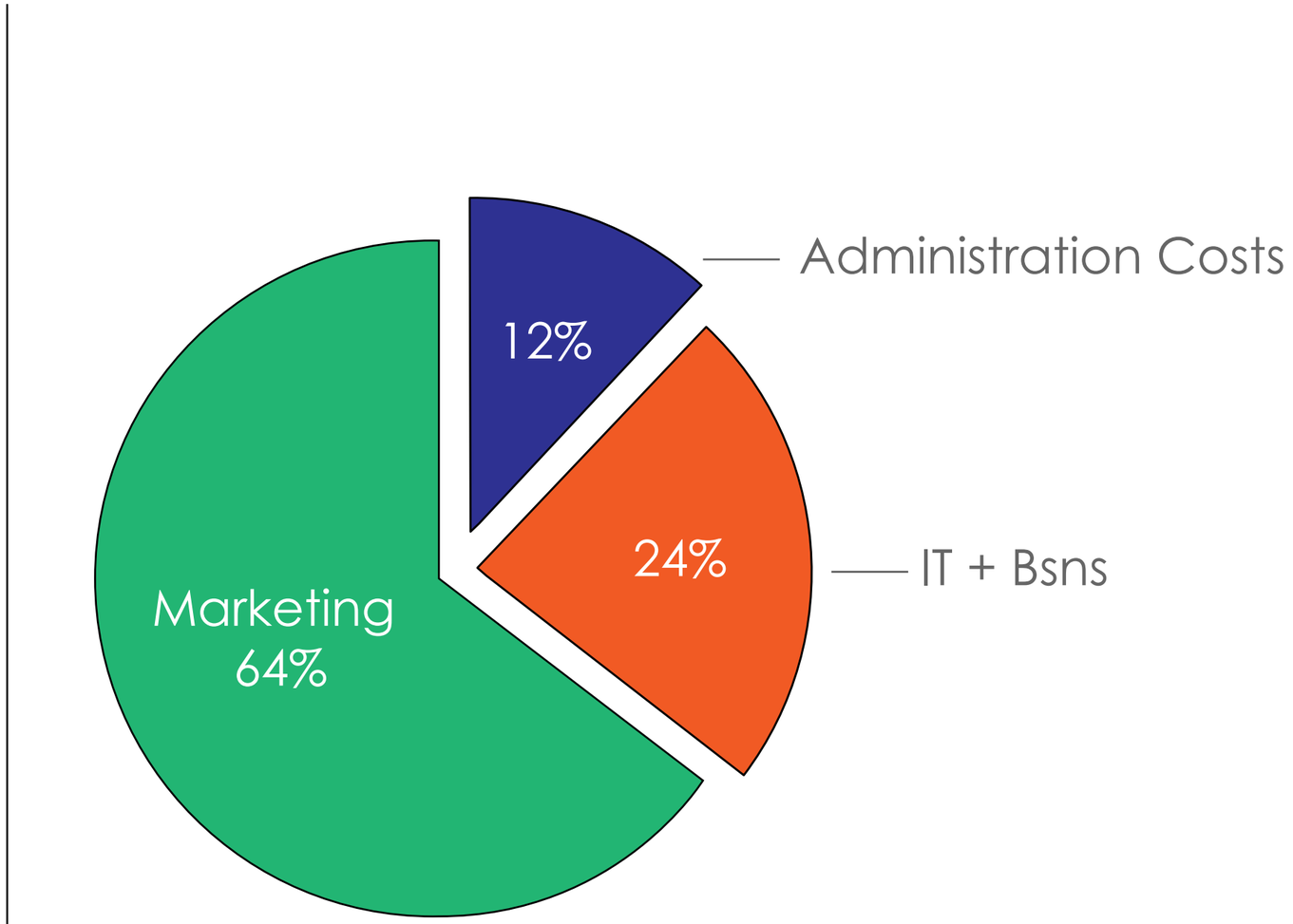


	Users	Revenues
2016	25k	€ 250k
2017	80k	€ 1.3M
2018	170k	€ 2.5M

Fund need

Needed: 250’000 €

Equity: 10%



MISSION

VISION

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All ridesharing services in a single app!

Lorenzo Polentes, CEO