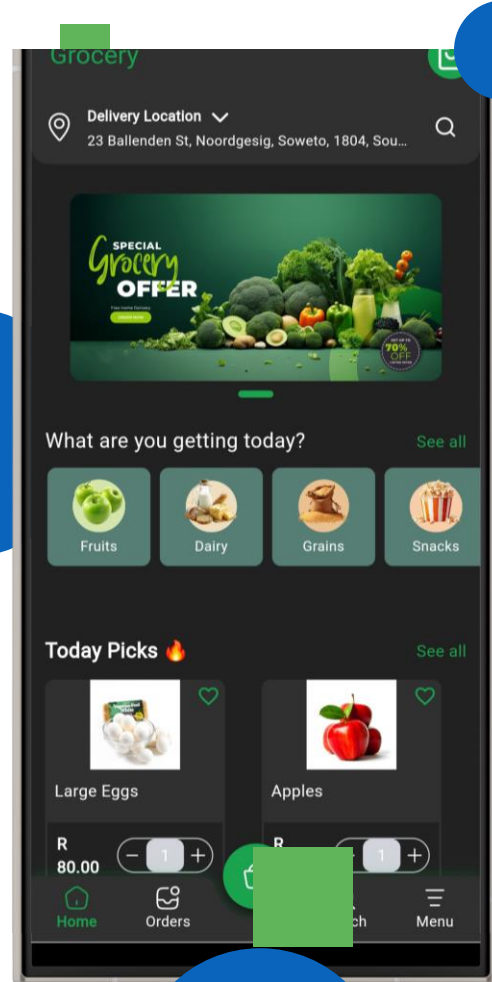


# Pitch Deck



FUNDING PITCH DECK

# Zippa Solutions



# PROBLEM

- 60%+ youth unemployment in townships
- 500,000+ spaza shops with limited delivery reach
- Informal retailers face supply delays, no digital integration
- Customers lack reliable delivery for everyday goods.



# SOLUTION

**Zippa = Local delivery + Clean mobility +  
Community jobs**

- **Electric cargo bikes & scooters for clean, fast delivery**
- **Partnered with local spazas and wholesalers**
  - **App for ordering, tracking & payment**
- **Local youth trained and employed as riders**



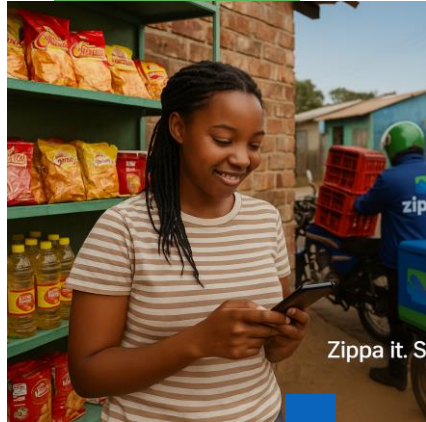
# HOW IT WORKS

- 1. Customer places order on Zippa app**
- 2. Closest partner store is notified**
- 3. Rider collects & delivers in 30–45 minutes**

## How It Works



# Market Opportunity



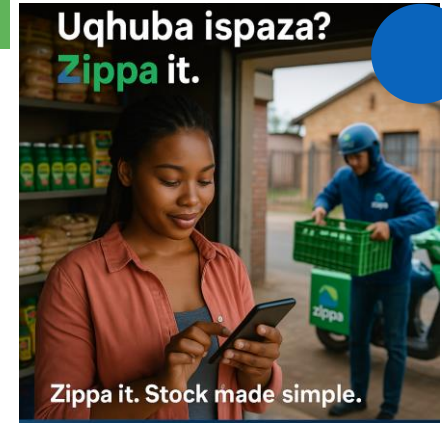
**R157 Billion**  
informal retail  
economy in SA



**8/10 township**  
households shop  
locally daily



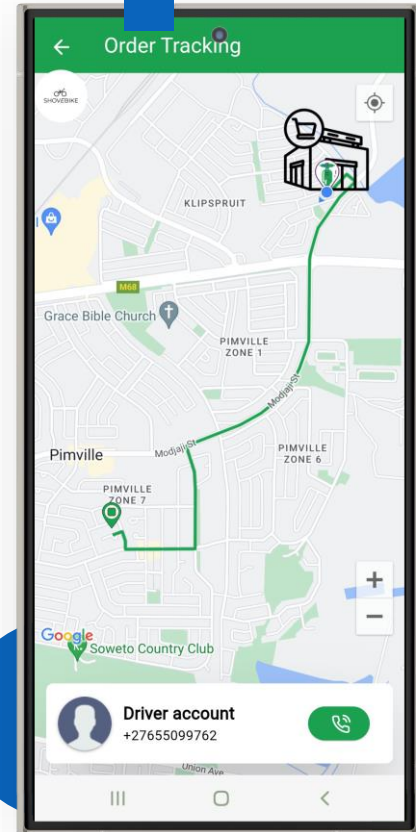
**70% of youth aged**  
18–35 are  
unemployed



**500k+ informal**  
traders across  
the country

# TRACTION

- 100+ deliveries
- 10+ potential retail & wholesale partners
  - 5 riders employed full-time



# REVENUE MODEL

01



## DELIVERY FEES

**R40 (retail) / R60  
(wholesale)**

02



## LOGISTICS CONTRACTS

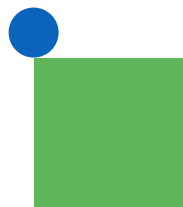
**B2B fulfillment  
partnerships**

03



## BRAND MARKETING

**Ad Placements**



# ZIPPA'S ADVANTAGE



- 01 **Kasi-first: Built by township entrepreneurs**
- 02 **Eco-efficient: 60% less emissions than vans**
- 03 **Hyper-local hubs = faster deliveries**
- 04 **Multilingual, mobile-first customer experience**
- 05 **Lower delivery fees than competitors**






# COMMUNITY IMPACT

01

**Jobs will be  
created per hub:  
25–40**



02



**Women-led rider  
recruitment**

03

**2+ tons of CO2  
saved monthly**

04

**Increased  
turnover for local  
merchants**

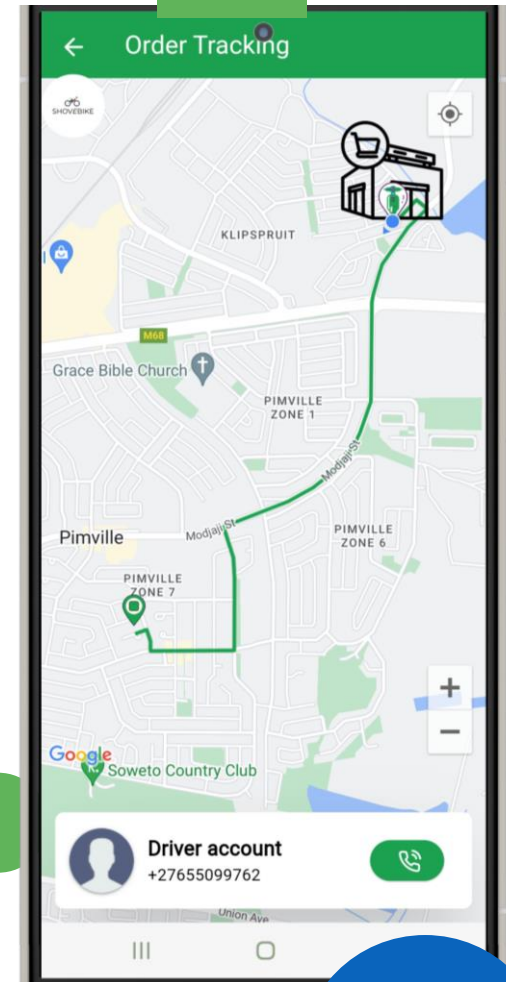


# GROWTH PLAN

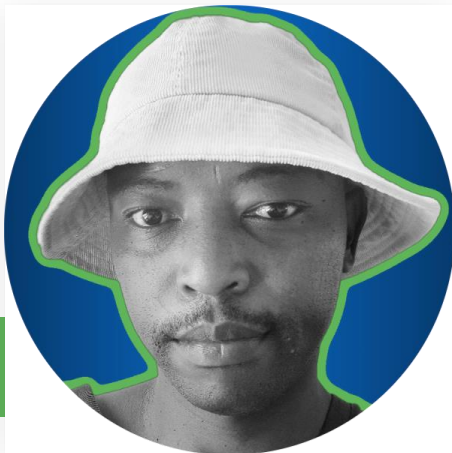
**PHASE 1** Scale across Johannesburg townships

**PHASE 2** Launch in Cape Town, Durban, Eastern Cape

**PHASE 3** Franchise model in every major township

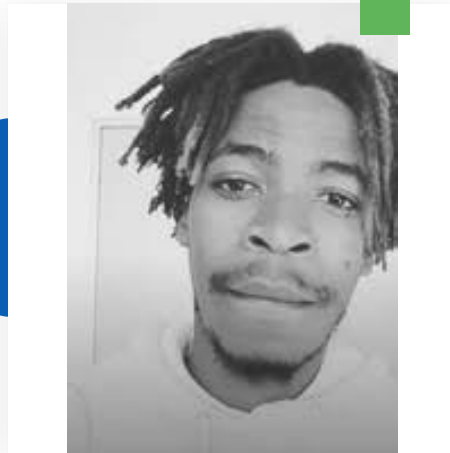


# TEAM



**SIBUSISO SEKADE**

**Founder & CEO (Urban logistics,  
community tech)**



**THEMBA NKOSI**

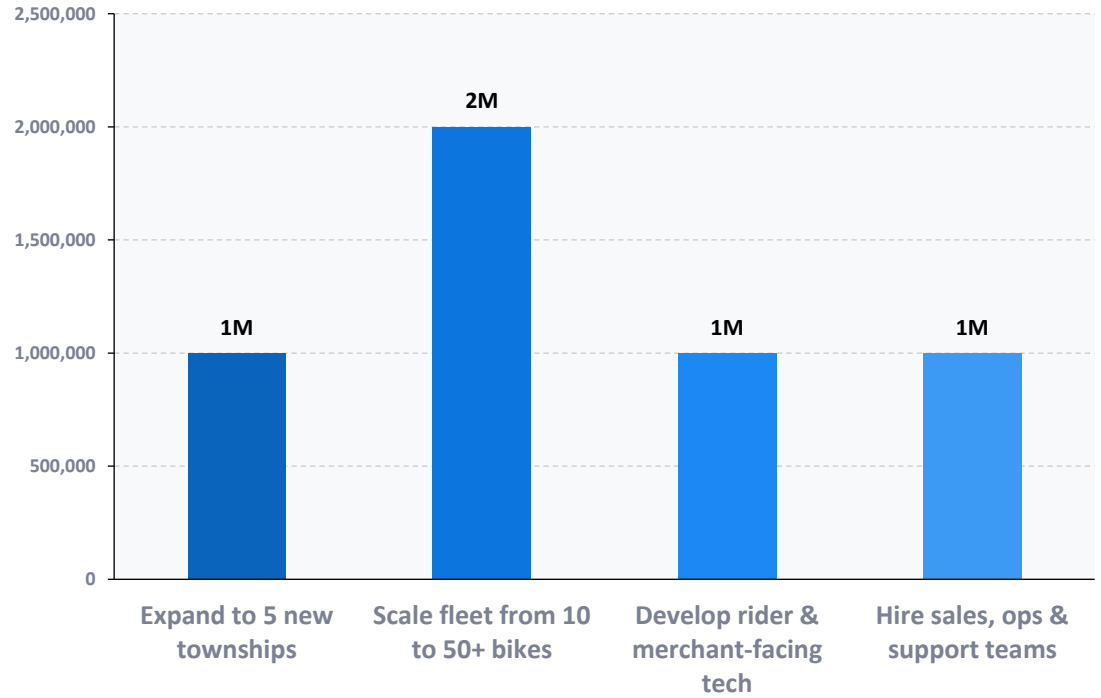
**Tech Lead (App & integrations)**



**SIBONGILE MNISI**

**Ops Lead (Fleet & Rider  
Management)**

# FUNDING ASK





# THANK YOU

**Questions? Let's get talking.**

E - M A I L

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P H O N E

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