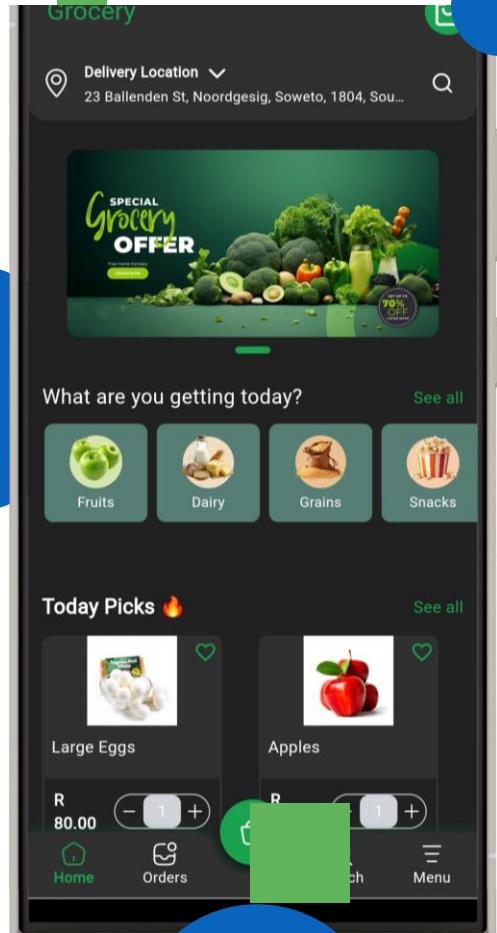


# Pitch Deck

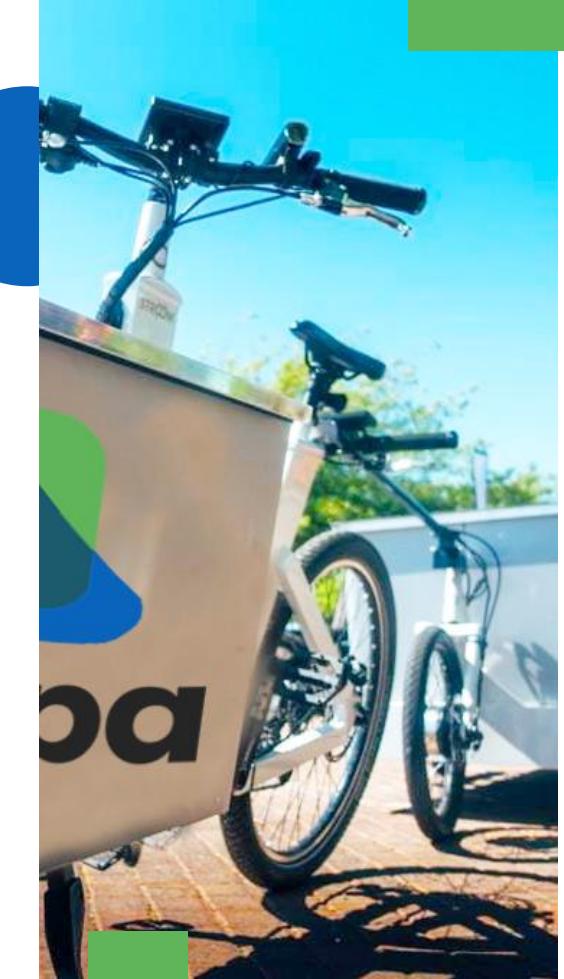


# Zippa Solutions



# PROBLEM

- 60%+ youth unemployment in townships 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

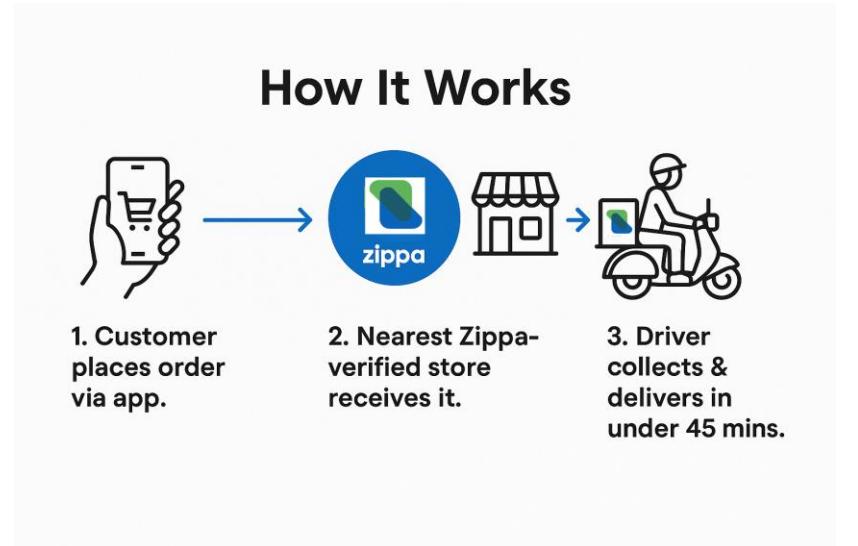
**Zippa = Local delivery + Clean mobility +  
Community jobs**

- 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



# Market Opportunity



**R157 Billion**  
**informal retail**  
**economy in SA**

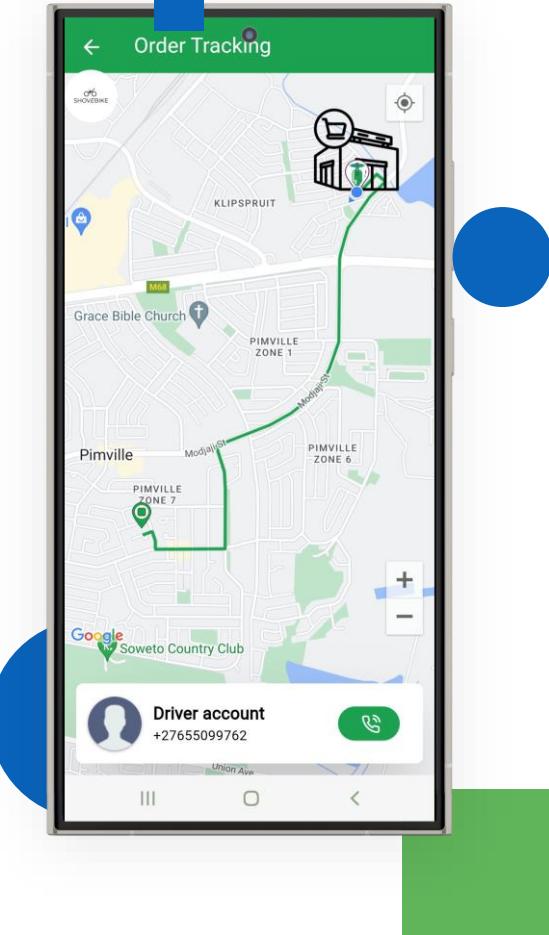
**8/10 township**  
**households shop**  
**locally daily**

**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



02



03



**DELIVERY FEES**

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

**LOGISTICS CONTRACTS**

**B2B fulfillment  
partnerships**

**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

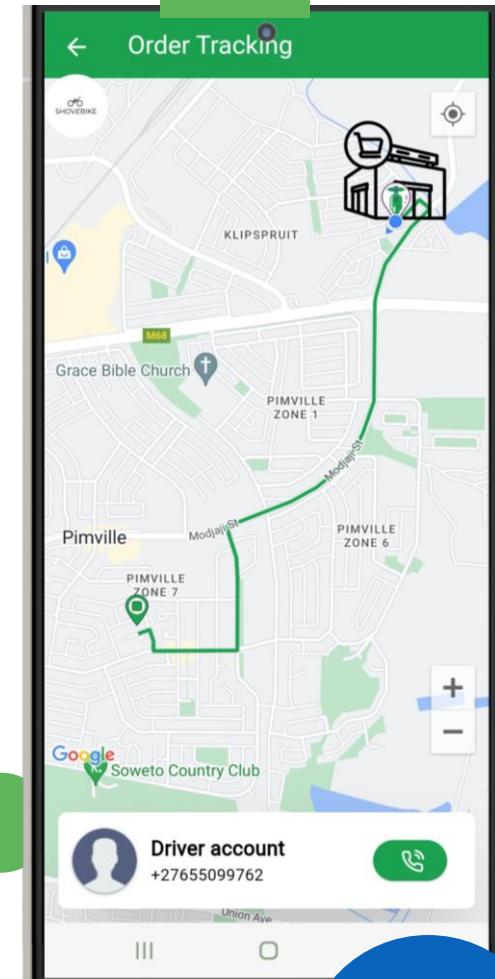
**Increased  
turnover for local  
merchants**

# 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**

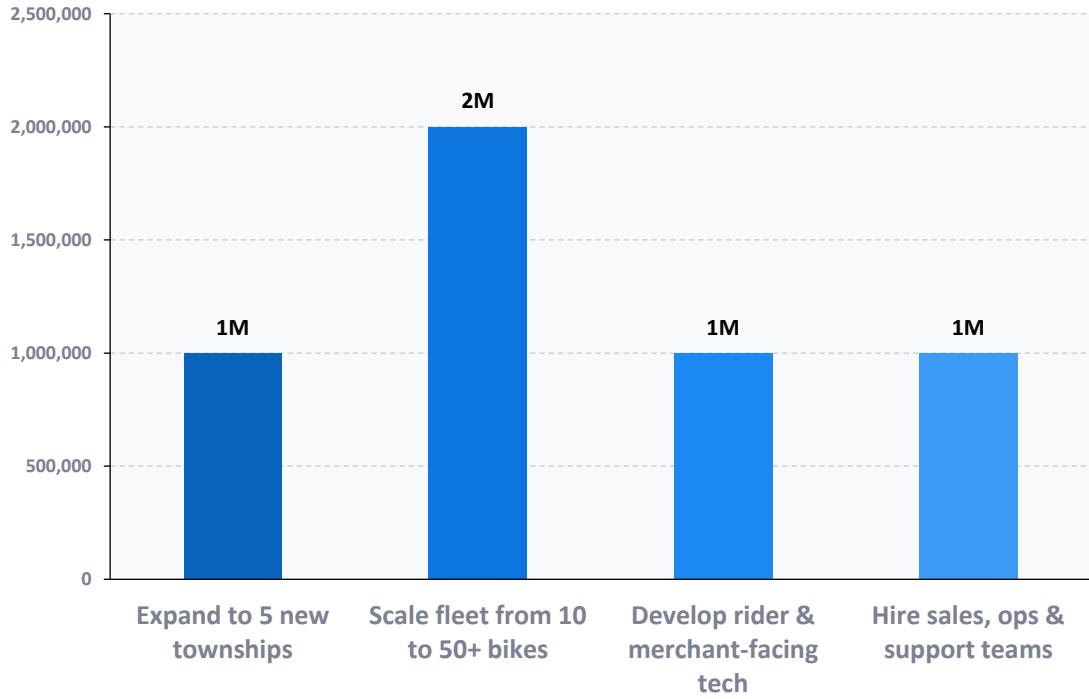
**Tech Lead (App & integrations)**



**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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