



| Our team's diversity and experience in social initiatives gives us a unique standing

**Eduardo Pereira**

Designer



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Student at ETH Zurich

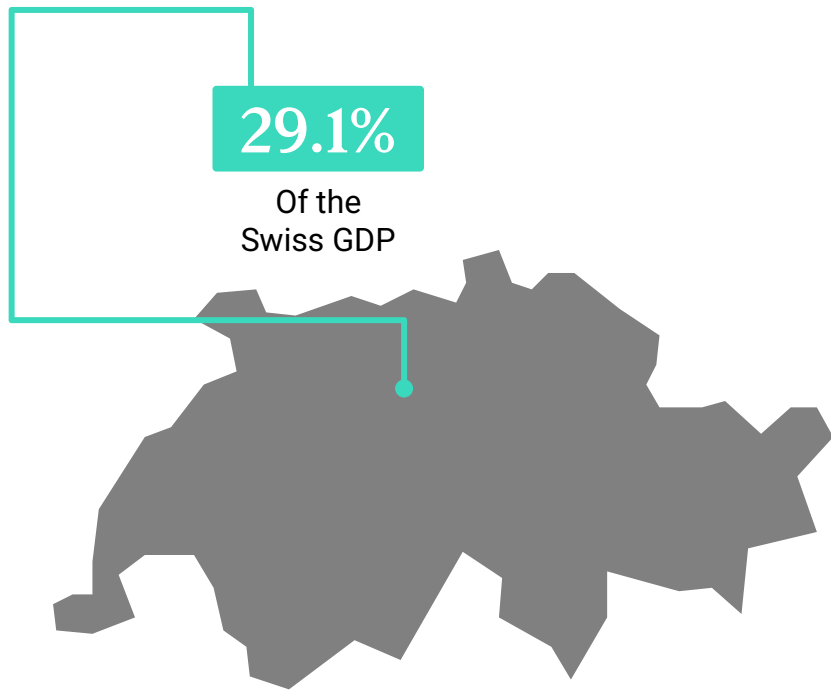


**Matheus Melo**

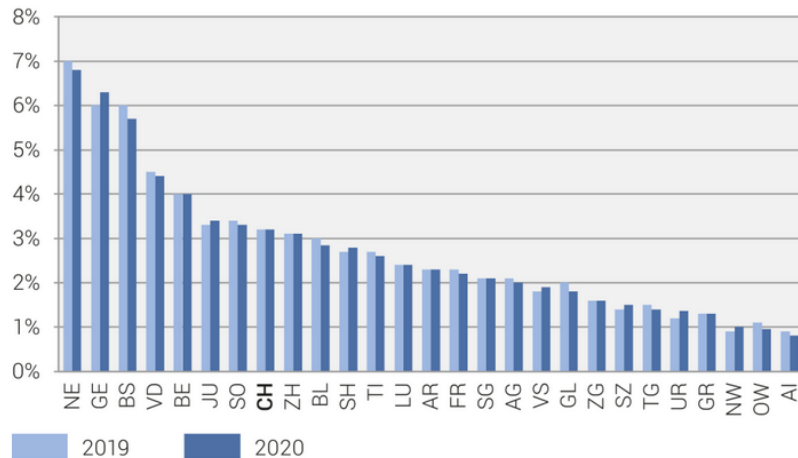
Student at JGU Mainz



# | Social safety expenditures account for **CHF 206.000.000.000** in Switzerland



WSH: Sozialhilfequote der wirtschaftlichen Sozialhilfe nach Kanton, 2019 und 2020



Quelle: BFS – Sozialhilfeempfängerstatistik (SHS)

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| Negative feedback loops traps most recipients under the poverty line ...



... which results in a low payback ratio of 5.68%, straining the cities resources



Our AI algorithm employs **Random Forests** to predict payback



Evaluation Results

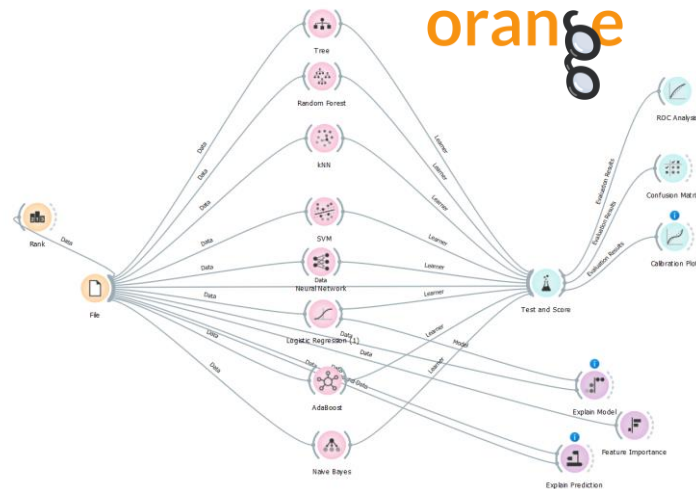
Model	AUC	CA	F1	Precision	Recall
Random Forest	0.664	0.942	0.923	0.918	0.942
Neural Network	0.673	0.944	0.922	0.923	0.944
kNN	0.566	0.941	0.921	0.915	0.941
Tree	0.562	0.935	0.918	0.908	0.935
Logistic Regression	0.689	0.943	0.915	0.889	0.943
AdaBoost	0.528	0.928	0.915	0.904	0.928
Naive Bayes	0.675	0.920	0.911	0.903	0.920
SVM	0.497	0.817	0.852	0.893	0.817

0.664

Area under ROC

R1Z

0.942



**Small dataset  
jeopardizes accuracy**



## | These Key variables are strong predictors of payback likelihood

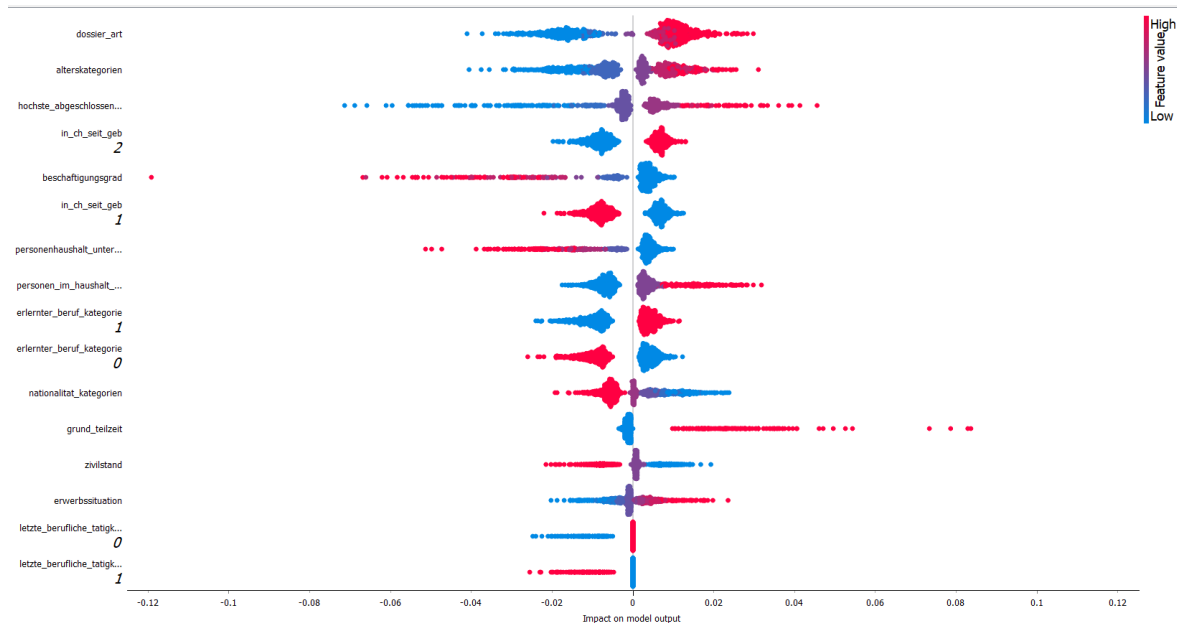
**Employment**



**Citizenship**

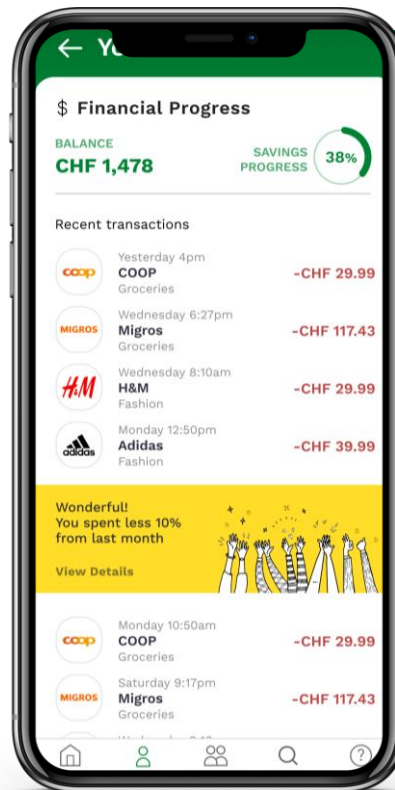


**N of people in livelihood**



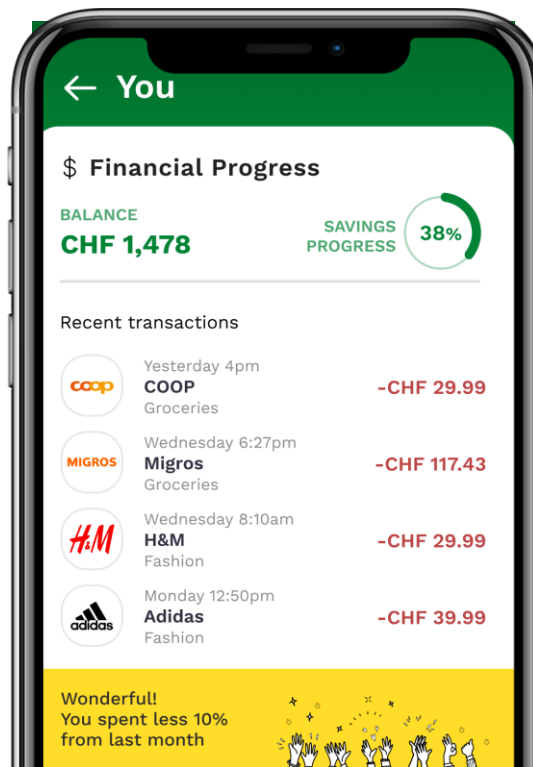


| A personal finance dashboard will enable to keep track and optimize expenses



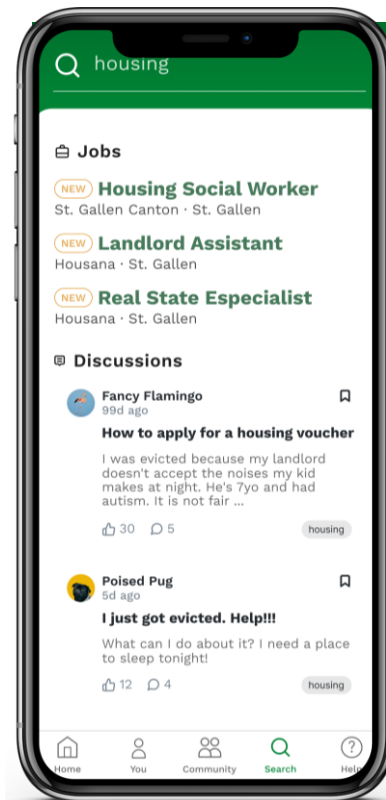


| Gamification features encourage savings and paybacks with clear defined goals





| Workshops and Jobbörse help to insert beneficiaries in labor markets,



*Higher Income*



**Employment**

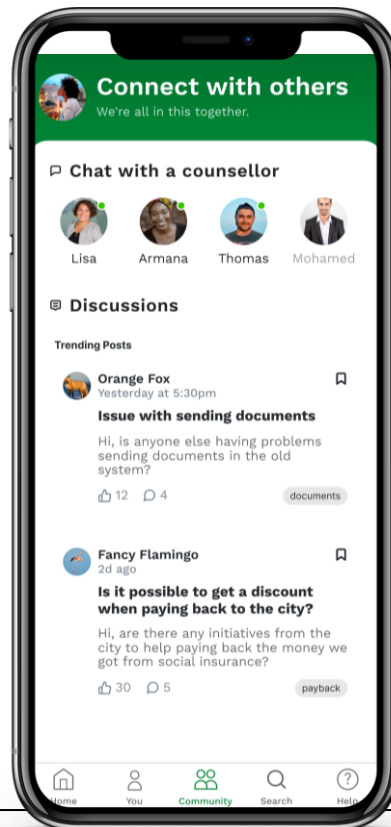


*Decrease in social  
expenditures*

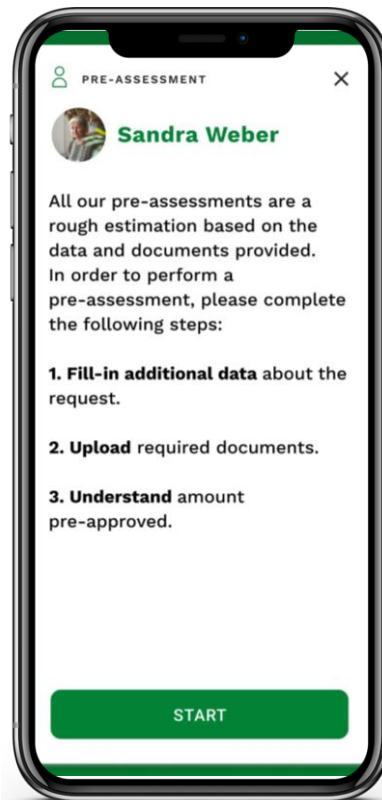




| Social features fosters **sense of belonging**, creating the **incentives to payback**



| A centralized Database and corresponding Upload area will unlock **efficiency gains**



◆ Social workers will have the eligibility screening done quicker

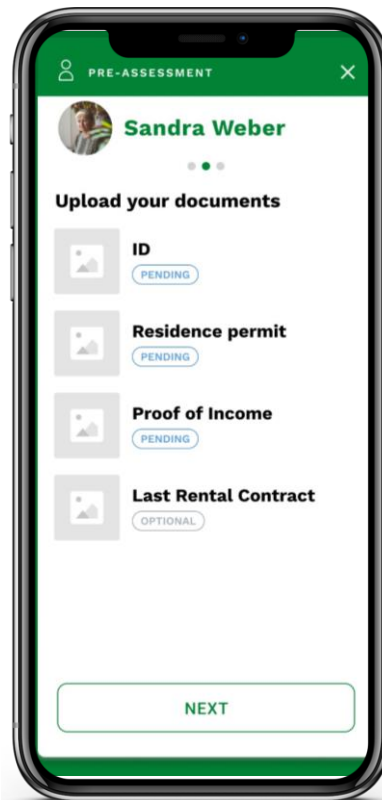
◆ Transparency

◆ Recipients will be matched with other suitable Programs such as unemployment benefits



**Substantial  
decrease in costs**

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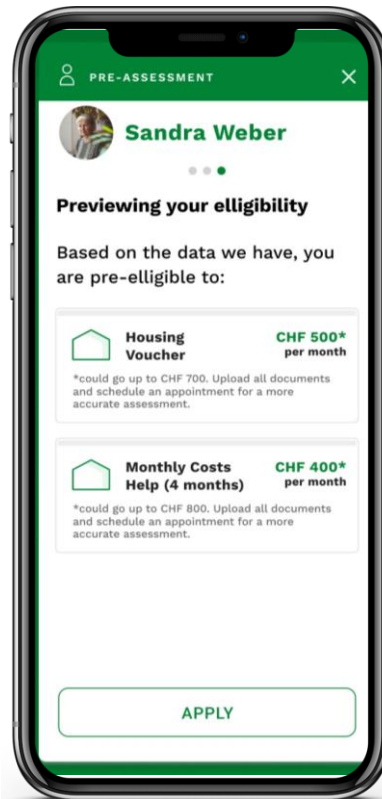
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Substantial  
decrease in costs

| A centralized Database and corresponding Upload area will unlock **efficiency gains**



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◇ Transparency

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**Substantial  
decrease in costs**



| Software as a Service business model will unleash Scale, with expected **IRR of 18%**

**Commission**  
on paybacks

Small fee on each successful payback transaction made on the app



**Recurring revenue**  
from subscription

The city pays a fee proportional to the usage



**Low CAPEX** requirements

Low fixed costs

| We are well positioned to expand our product to **other cities** and the **private sector**

Our solution fits the needs of major swiss cities ...

Potencial Partners:



**Stadt Zürich**



REPUBLIQUE  
ET CANTON  
DE GENEVE

POST TENEBRAS LUX



**Kanton Basel-Stadt**

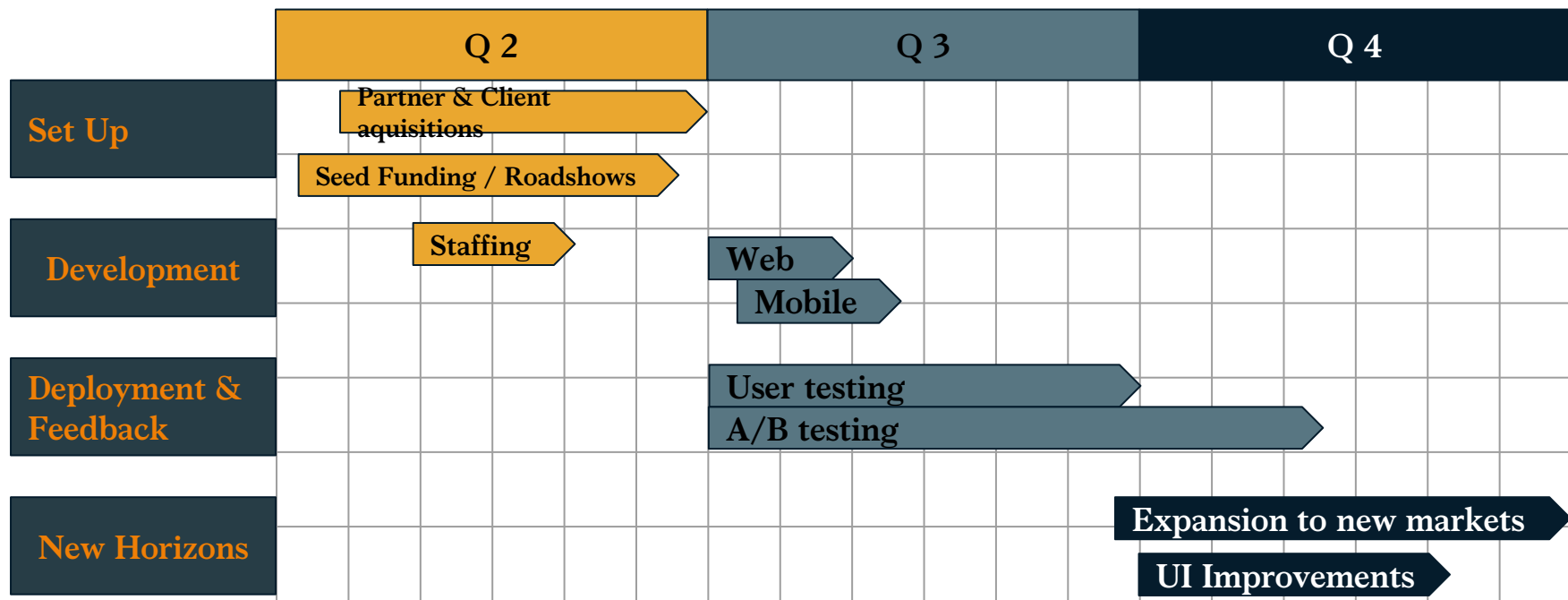
... while the AI Algorithm can be trained to predict credit default rates

Potencial Partners:





| By leveraging on **current capabilities**, our MVP will be ready by **Q3 2022**

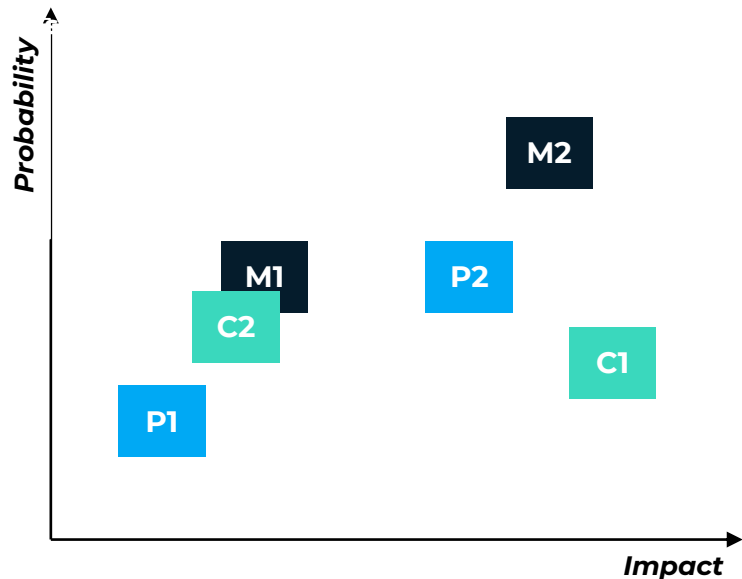




| **Data Privacy** and **Economic downturn** are the two main Risks to be reckoned with

## Risk Matrix

What might affect our product?



### Digital Risks

**M1** Regulation / Data Privacy

**M2** Cybersecurity

### Financial Risks

**P1** Fundraising

**P2** Economic downturn

### Performance Risks

**C1** Failure to convert social

**C2** Entry of new competitors