

ZEROW

THE CIRCULAR
PLATFORM

FOR DEADSTOCK
MATERIALS

PROBLEM

FASHION BRANDS

€ 10 blns leather and fabric deadstock now stored:

factory fire icon
10% burned annually
- high disposal costs

EU flag icon
ESPR regulation:
- imposing traceability
- banning incineration

*SELLER

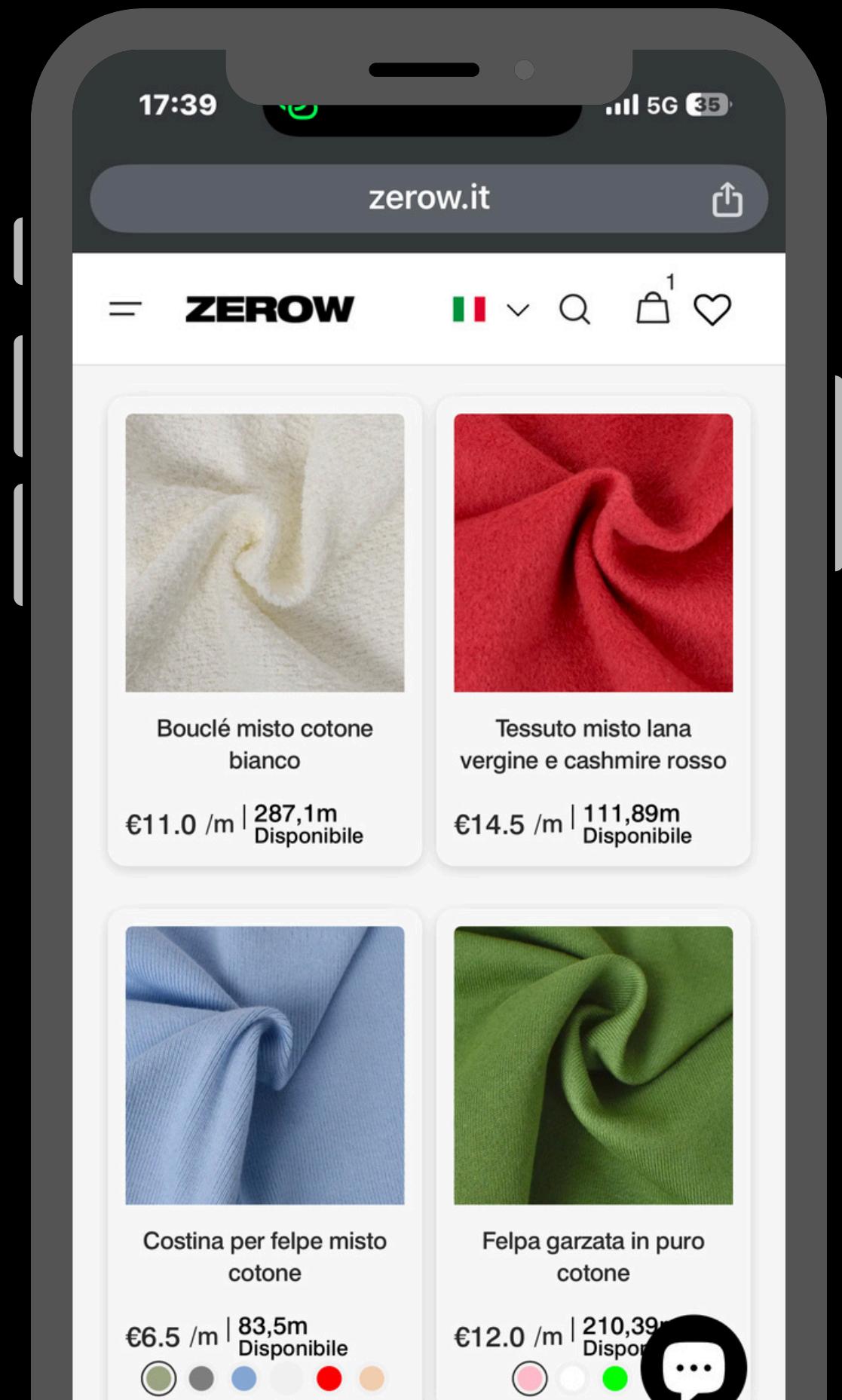
ARTISANS & DESIGNERS

globe icon
Long and complex material sourcing process:

house icon
Fragmented suppliers
- High travel costs

calculator icon
Manual process
- >2 weeks needed
- High minimums

*BUYER



MARKETPLACE TO RESELL AND RECYCLE DEADSTOCKS

*SELLER



FASHION
BRANDS

Enforces:
circularity,
compliance

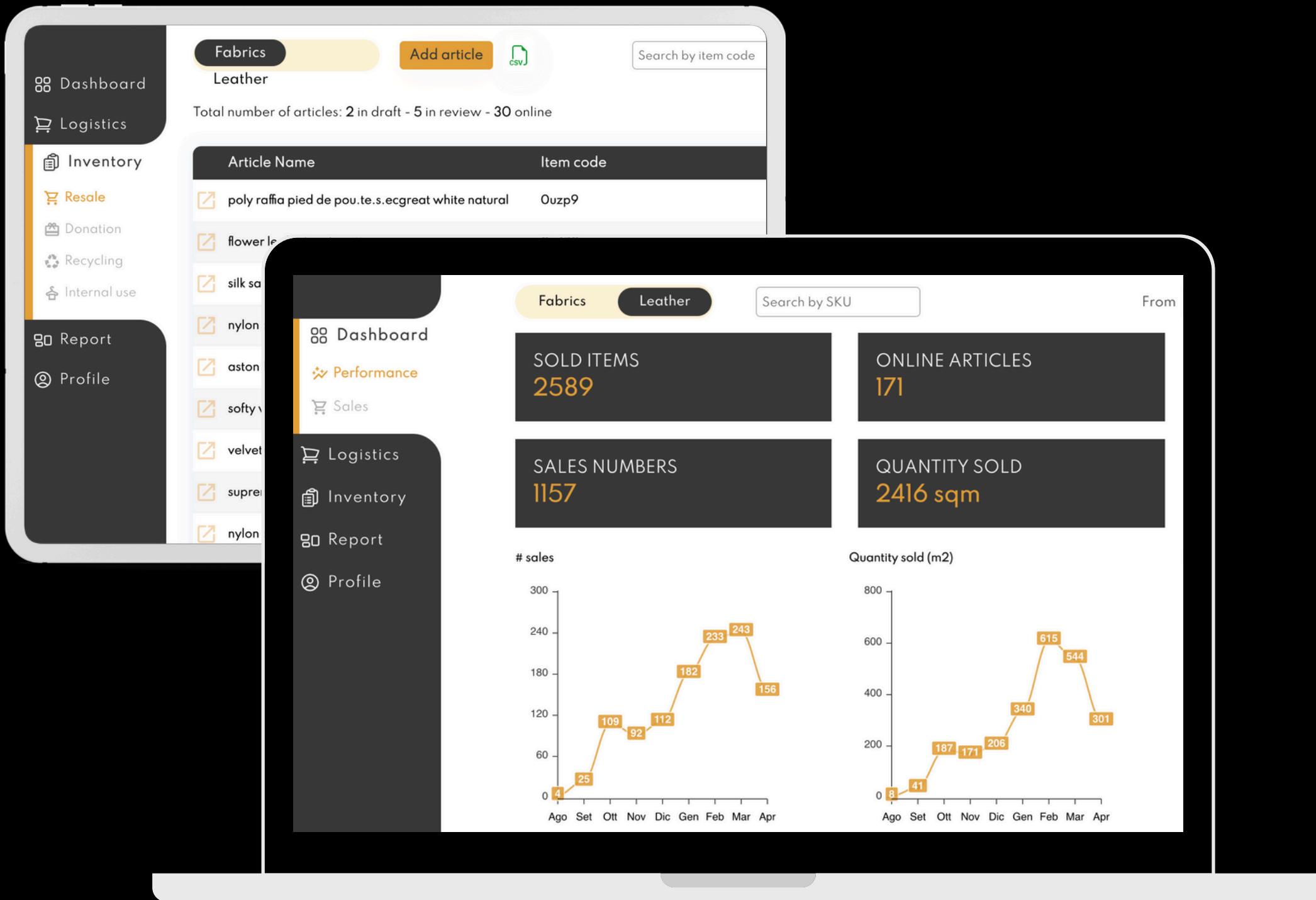
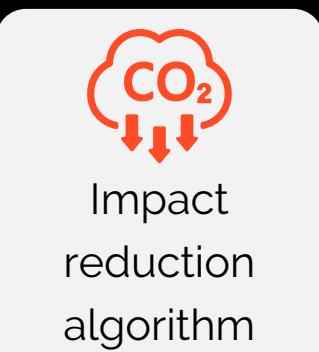
*BUYER



ARTISANS &
DESIGNERS

Reduces:
90% time,
minimums

FEATURES



CLIENTS



*SELLER

FLEX

>30% marketplace fee



0 - 100
SKUs

✓ Database integration

PRO

1690 €/month

30% marketplace fee



101 - 500
SKUs

✓ Database integration

✓ Co2 savings report

PLUS

2490 €/month

30% marketplace fee



501 - 1k
SKUs

✓ Database integration

✓ Co2 saving report

✓ Circular match

>**1k**: Dedicated Offer



GUCCI

STEFANO ALBERTARIO

Head of logistics
and supply chain

"Under increasing pressure from the market and regulators, we aim to manage our deadstock sustainably and replace outdated solutions, while ensuring full traceability of its end-use."



ESPR Regulation: banning incineration and requiring full traceability in waste management



Sales decline: brands are refocusing on supply chain efficiency and cost reduction



Network effect: Italy is central to the issue, concentrating 50% of global luxury deadstock

**TAM**

GLOBAL MARKET

- 40 mlns # of hobbyists
- 180k # of designers
- 150k # of artisans

SAM

EU MARKET

SOM

3 % Italy, France, Germany with:

- 10k hobbyists
- 1k designers
- 1k artisans, producing in:

Craft

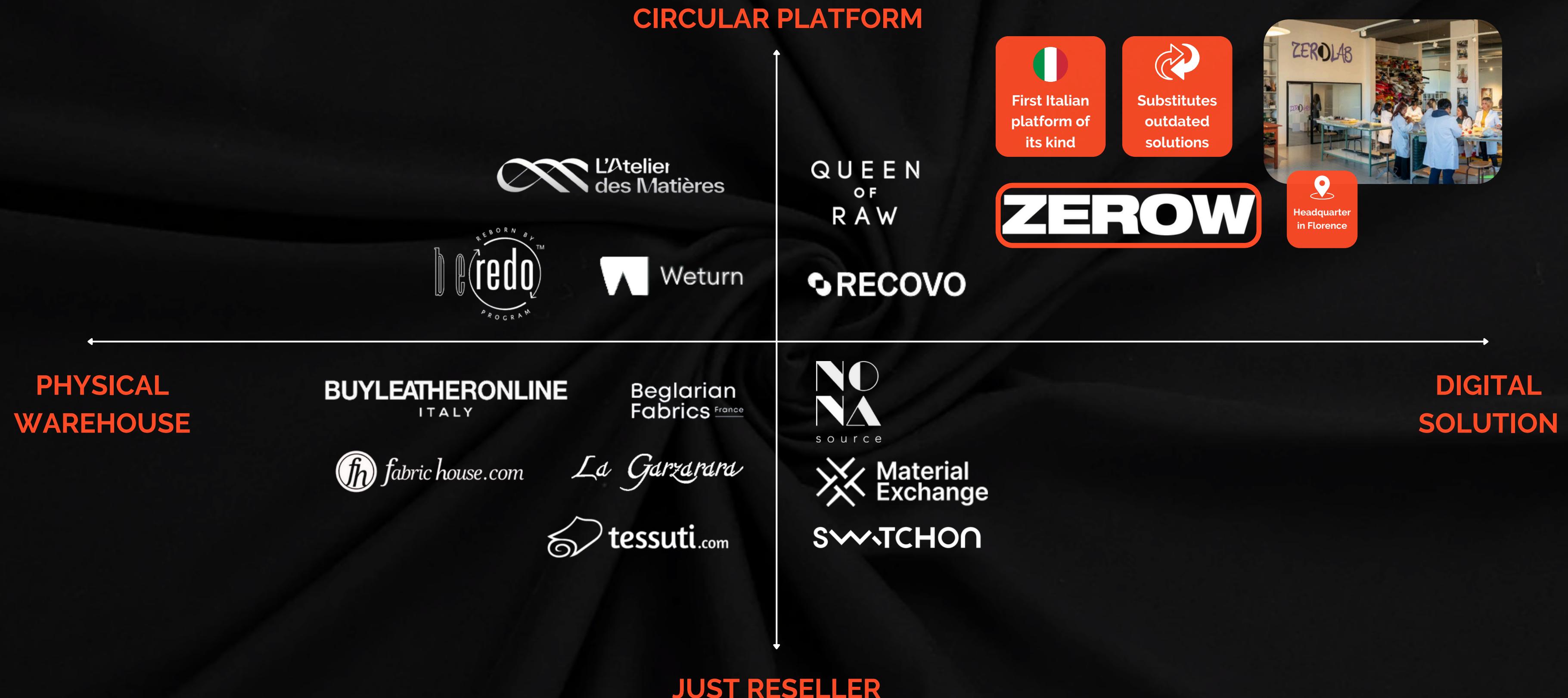


Furniture

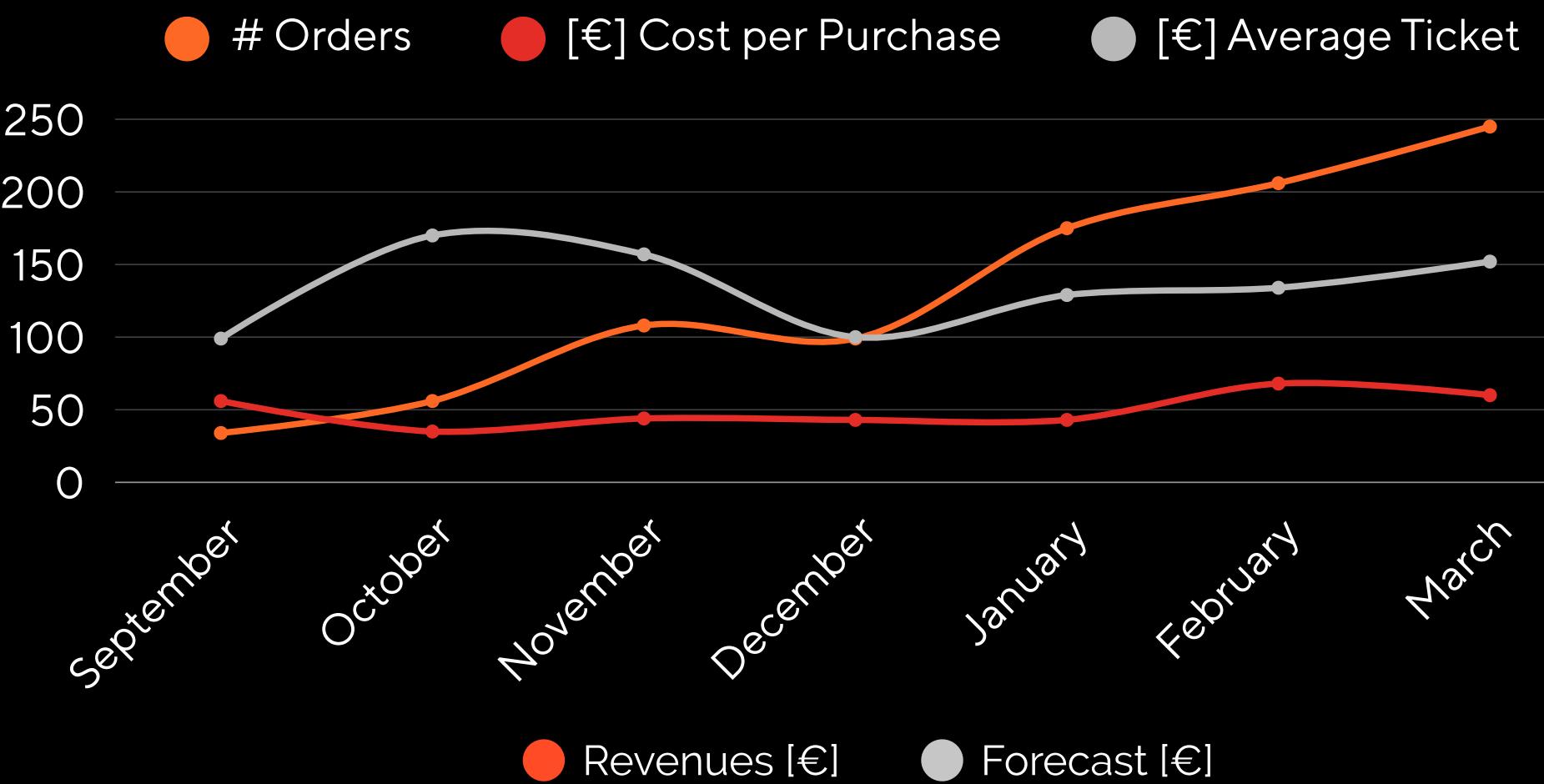


Fashion





TRACTION



METRICS [TARGET]

350 €
Average
Ticket

5k €
Lifetime
Value

20 €
Cost per
purchase

CUSTOMERS [ACTUAL]

+1200
Customers
Worldwide

0,8 %
Conversion
rate

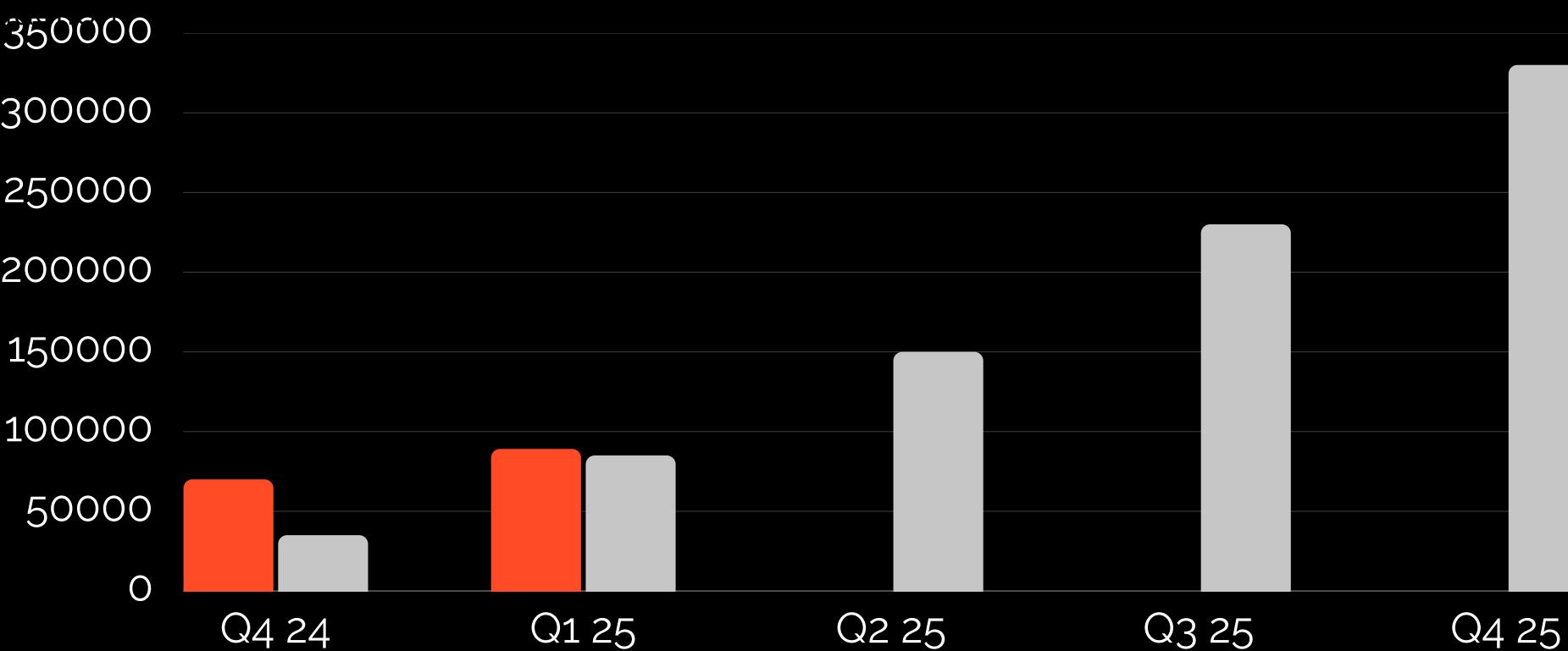
25 %
Returning
Customer

GROWTH [ACTUAL]

+13
Luxury
Brands

200 k€
Cumulated
Revenues

55 %
Average
Growth



SUSTAINABILITY [ACTUAL]

CO₂ -1k
Ton CO_{2e}
saved

20 km
Materials
saved

10 Tons
Waste
recycled

TEAM

80+ years
in fashion



ZEROLAB



GABRIELE RORANELLI
Co-founder & CEO

Ex-founder **Zerolab**, circular fashion expert.



techedge



ALESSIO TROISI
Co-founder & CPO

Led team **PLM** for fashion sector.



ISABELLA DALLE PIAGGE
CRO

Expert **seller** and key account.



GUCCI

KMODA

LEONARDO TADDEUCCI

Investor

Top executive in luxury fashion, involved in
3 exits for +100 mlns



DAVID BRACCINI
CMO

Marketer expert in **sustainability**.



CRISTIAN CURRO
CTO

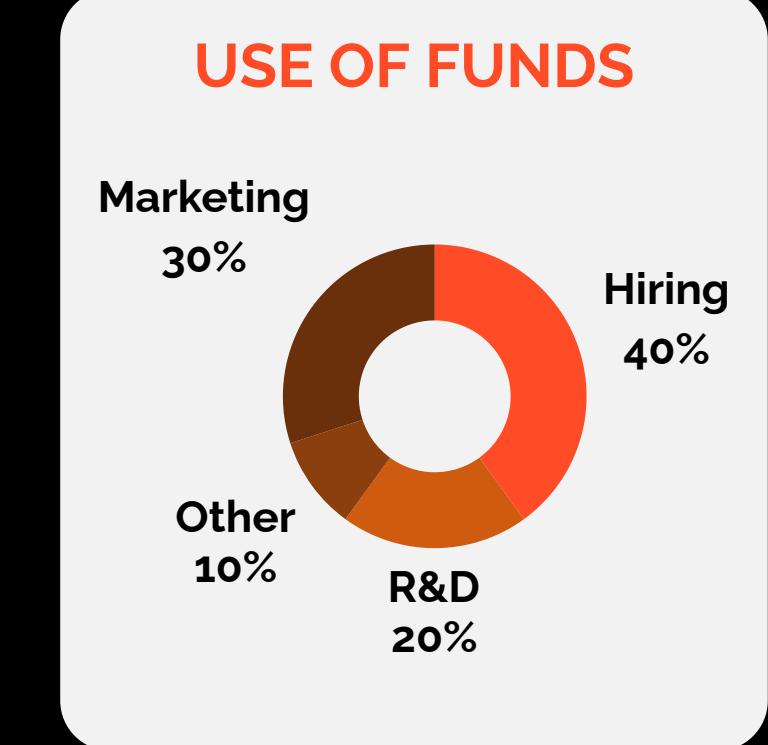
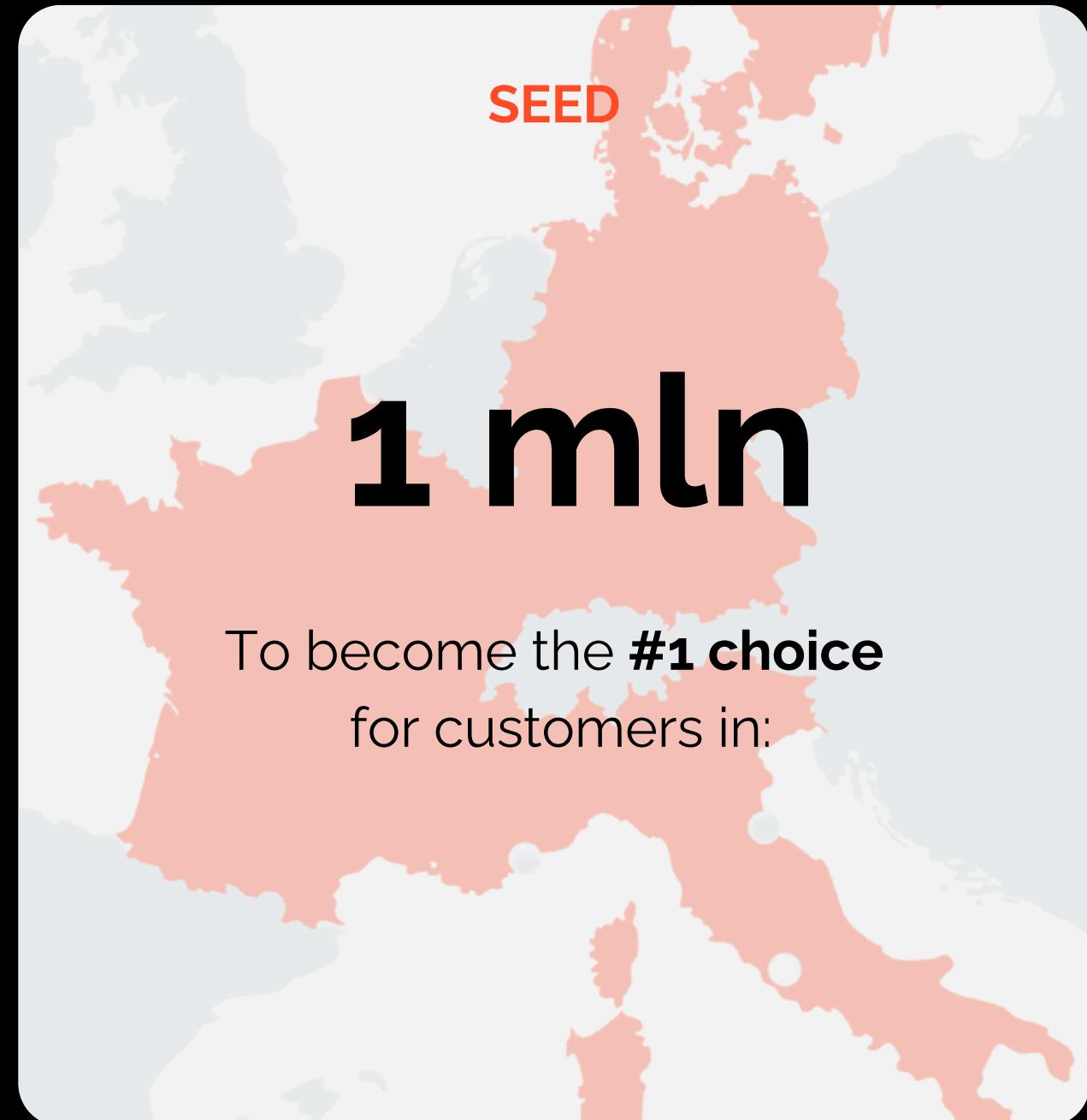
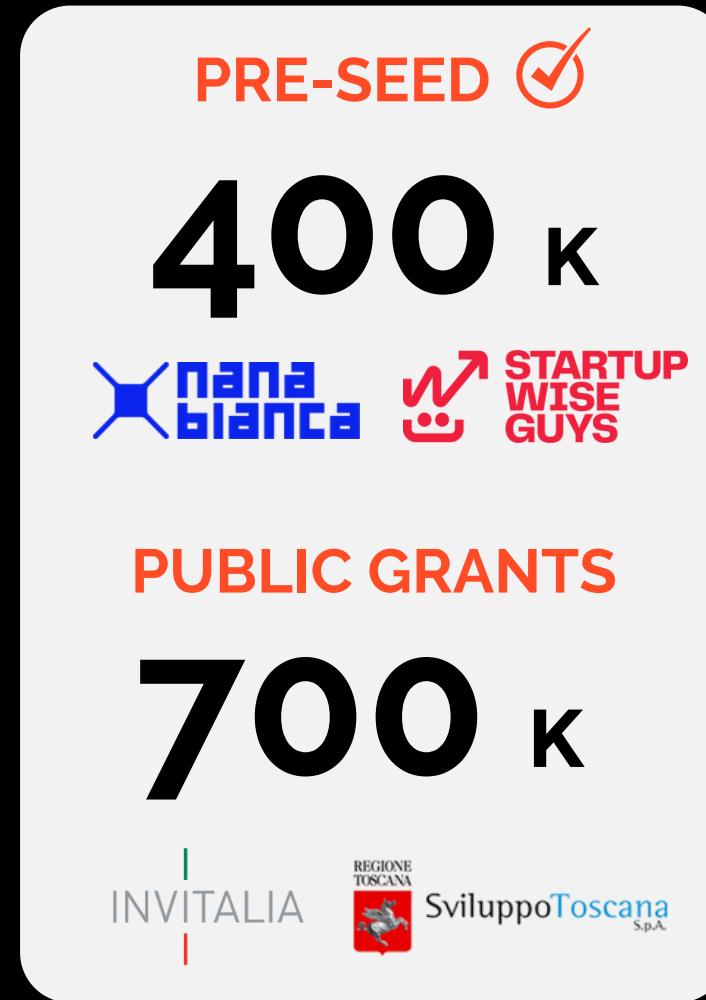
Ex-founder, developer front/backend.

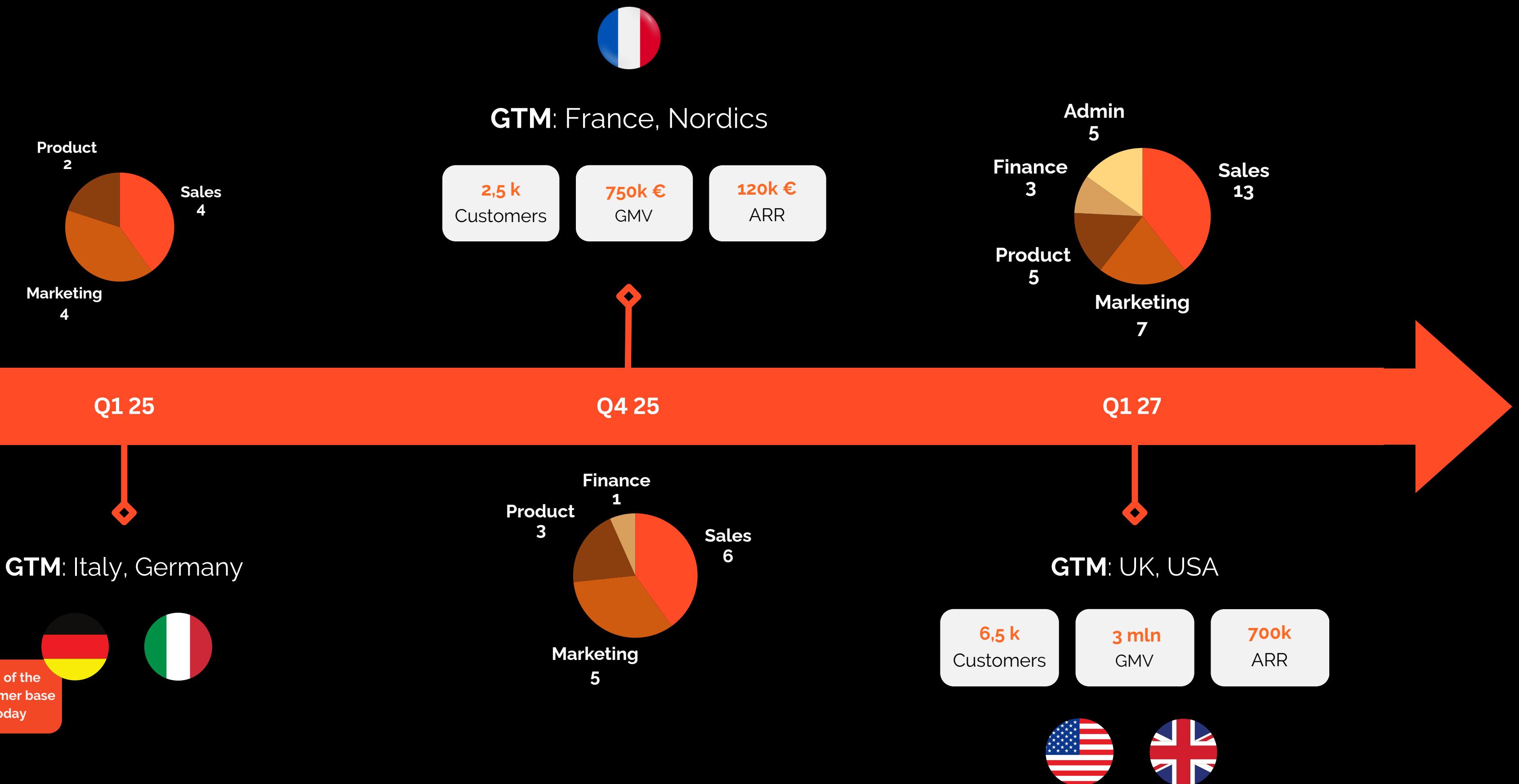


VALENTINO
ALICE ROSATI
COO

Ex-E-commerce manager at Valentino.







LET'S KEEP IN TOUCH

Join our journey for a
#zerowaste fashion industry

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Gabriele Rorandelli, Co-founder & CEO