



WASTE MANAGEMENT REVOLUTION

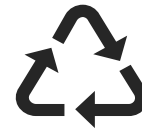
AI, ROBOTICS, AND ESG APPROACH



THE CONTEXT: AN HIDDEN OPPORTUNITY



OVER 70 MILLION TONS
BURNED EVERY YEAR IN EU,
SO **€5 BILLION** IN RECYCLABLE
MATERIALS ARE LOST



€100 BILLION/YEAR LOST DUE TO
INEFFICIENCIES IN COLLECTION
AND RECYCLING



ORGANIC WASTE
OVER €50 BILLION/YEAR
IN MISSED SAVINGS



496 KG OF WASTE
PER EUROPEAN CITIZEN EVERY YEAR
(+0.5%)

OUR VISION

**MAKE
WASTE MANAGEMENT
SMART AND SCALABLE**



EU MARKET SCENARIO

TAM: OVER 6 BILLION €



**WASTE SERVICES IN EU:
470 MILLION TONS/YEAR**

LARGE-SCALE RETAIL DISTRIBUTION

30%

HOSPITALITY

25%

PUBLIC SECTOR

15%

AIRPORTS, HEALTHCARE, LOGISTICS, TOURISM

30%

HOW DO WE DO IT?

GANIGA OFFERS A MODULAR AND INTEGRATED
AI-DRIVEN SYSTEM THAT EVOLVES FROM PHYSICAL TO DIGITAL
TO SERVE **COMPANIES, CITIES, AND FACILITIES**

AT ITS CORE THERE IS A PROPRIETARY ALGORITHM,
BUILT ON AN EXCLUSIVE,
AND CONTINUOUSLY EVOLVING DATASET.

THIS ENGINE RECOGNIZES, CLASSIFIES, AND OPTIMIZES
EVERY WASTE ITEM IN EVERY CONTEXT.





01

HOOOLY

The first project, designed for large public or private spaces (indoor & outdoor)

02

HOOOLY SMALL

The hardware is smaller, but not the performance.

03

FOOD SOLUTION



For the analysis of food waste in canteens

04

SaaS/API

Software provided for complex projects & existing infrastructures

PRODUCT-TARGET MATCHING



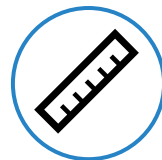
HOOOLY

- Airports
- Large public structures



FOOD

- Canteens
- Hotels
- HoReCa



HOOOLY SMALL

- Schools
- Coworking spaces
- Local administrations



SaaS/API

- Cities, plants, environmental managers

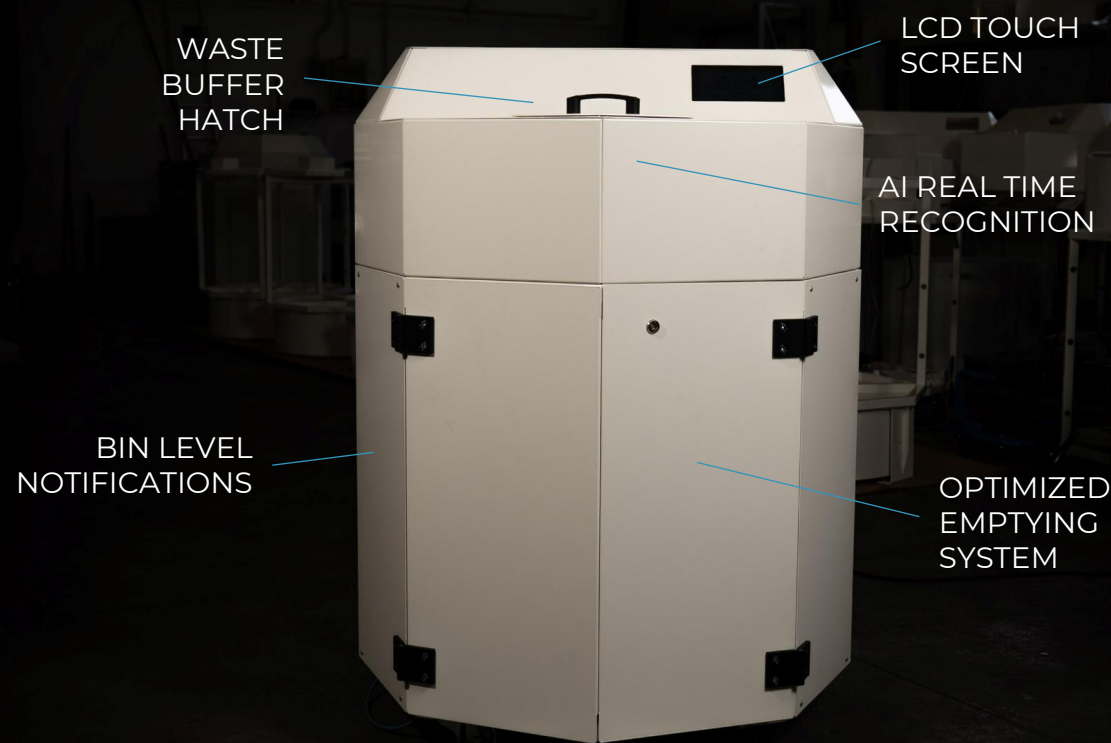
CLASSICAL STEEL BIN
DOES NOT GUARANTEE
PROPER WASTE SEPARATION



€ APPROX. **2.500€** PER BIN

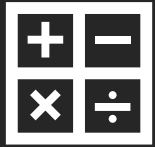
HOOOLY

THANKS TO A BLEND OF **ROBOTICS** AND **AI**
HOOOLY RECOGNIZES, CLASSIFIES,
WEIGHS, AND ESTIMATES
THE VOLUME OF WASTE **IN REAL TIME**



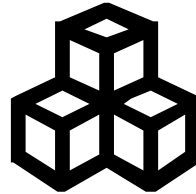
€ HOOOLY SMALL STARTS FROM **1.000€**
(+ CA. 80€/ton savings)

OUR KEY DRIVERS



PROPRIETARY ALGORITHM

based on generative AI
& computer vision



PROPRIETARY DATASET

with over 1 million
images, continuously
growing



API FOR INTEGRATION

with industrial and
municipal systems



ADAPTABLE SYSTEM

for different physical
interfaces (hooly
indoor, small, food...)



SOFTWARE SERVICE

delivers ongoing
problem-solving and
support through cloud
applications

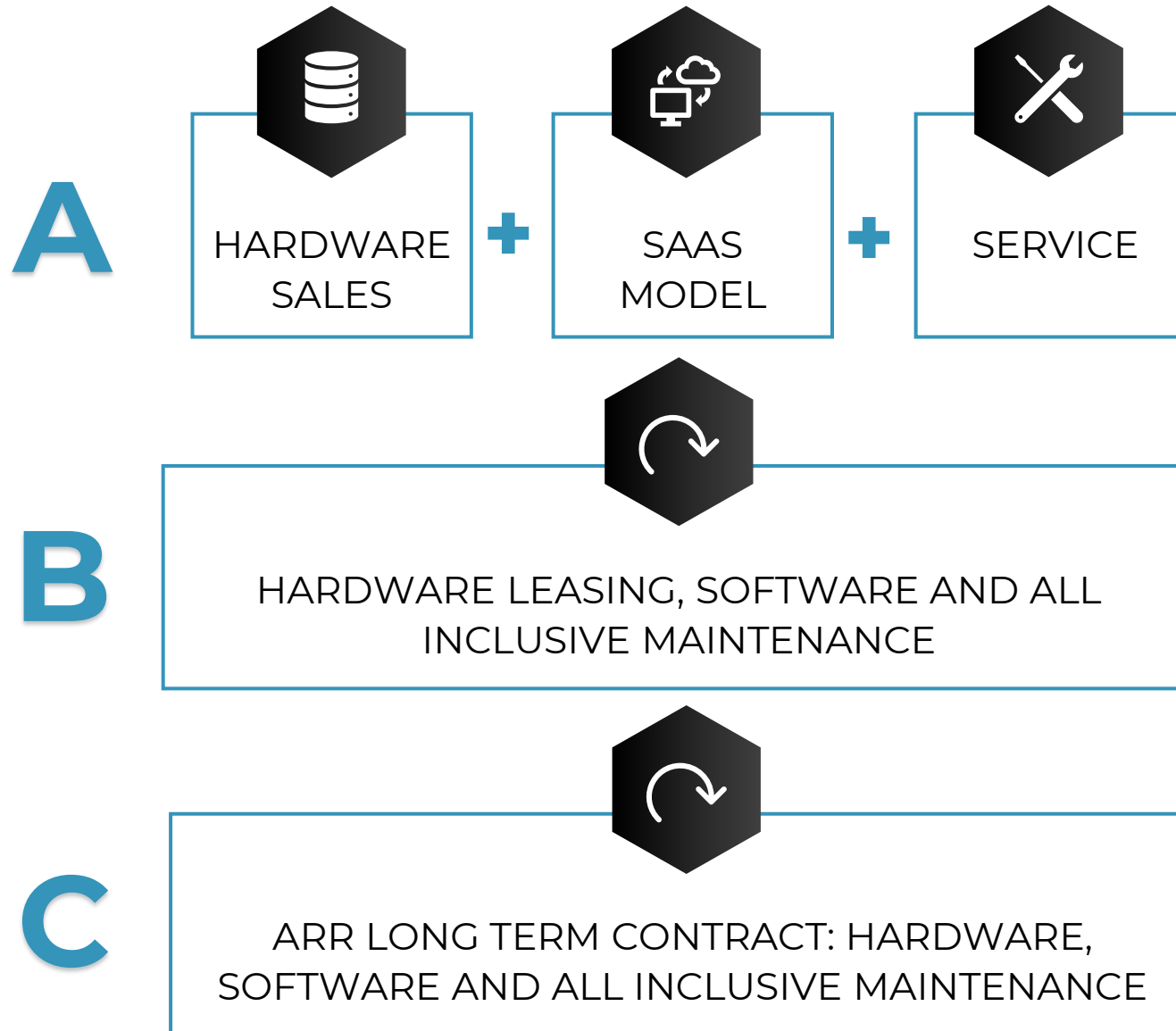


DASHBOARD FOR CO₂

materials, weight,
contamination tracking

BUSINESS MODEL

GO TO MARKET STRATEGY



TRACTION

OVER THE MARKET



ABOUT
€100K

REVENUE IN 2024



€1 MIL

PROJECTED IN 2025



MORE
THAN 120

BINS ALREADY
INSTALLED



MULTIPLE
MODELS

REVENUES COMES
FROM DIFFERENT
MARKET MODELS



accenture



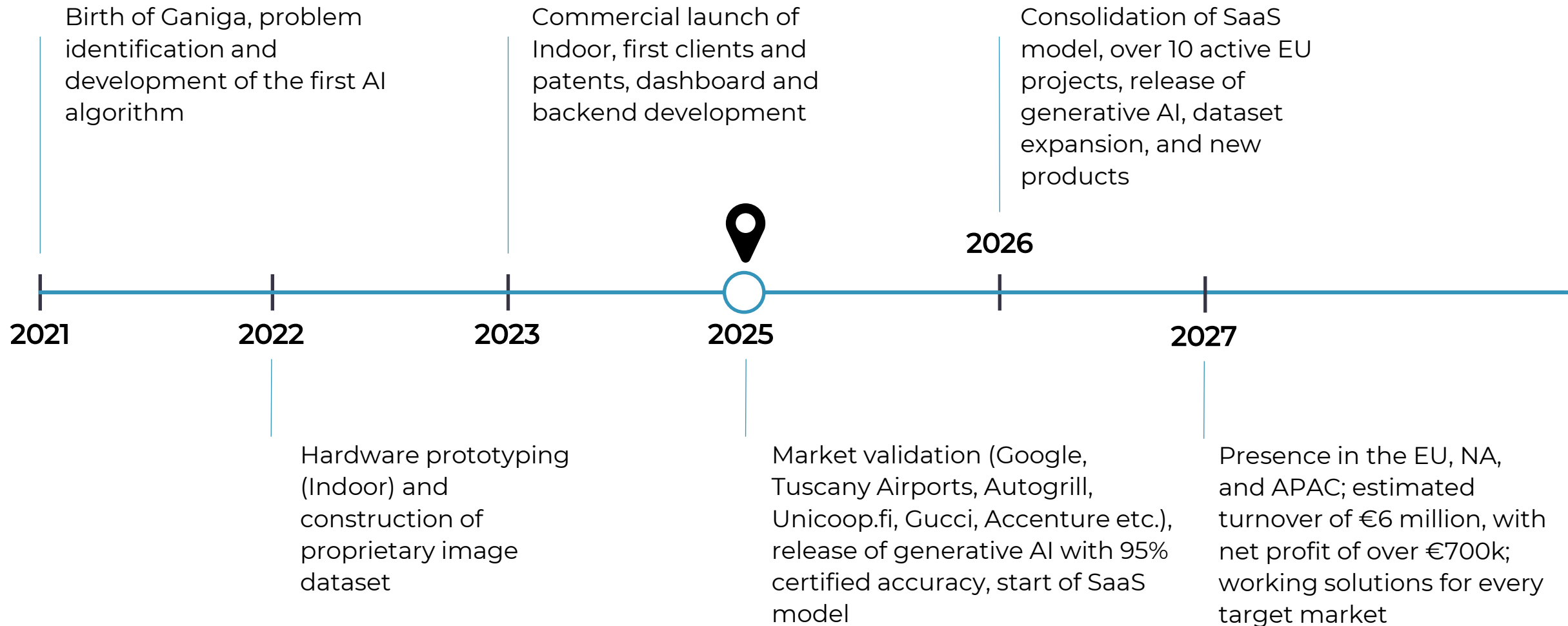
COMPETITORS

COMPANY NAME	REVENUE	FUNDING	ADVANCED AI	BIN URBAN	TECH	PRICE POINT	COMPETITION AREA
GANIGA*	€ 1M	€ 1M	✓	✓	ADVANCED AI SORTING**	MEDIUM	WORLD
CLEANROBOTICS	?	€ 11M		✓	AI SORTING	HIGH	WORLD
BIN-E	?	€ 2,3M		✓	AI SORTING	HIGH	WORLD
RELEARN	€ 1M	€ 1M		✓	AI VISION	HIGH	IT - UK
FICHA	?	€ 1M		✓	AI VISION	?	FR
INTUITIVE	€ 1,3M	?		✓	AI VISION	HIGH	US – UK
SENSONEO	€ 8,5M	€ 6,2		✓	ULTRASONIC SENSOR	LOW	WORLD
NORD SENSE	€ 3,4	€ 12,6M		✓	ULTEASONIC SENSOR	LOW	WORLD
CARROT	?	€ 3,5M		✓	DATA PLATFORM	LOW	UK
SPARE-IT	?	?		✓	SCALE	HIGH	US - UK
TRACKER SACK	?	?		✓	QR CODE SCAN	LOW	UK

*) Ganiga is the only company that produces on an industrial scale

**) Ganiga's system is the only one that can recognize an object from a single photo, describe it, estimate its weight, volume, waste disposal category, co₂ emissions, and even identify the brand — all in less than a second.

ROADMAP



OUR TEAM



NICOLAS ZEOLI

CEO & Founder

Software engineer, Nicolas is the founder and CEO of Ganiga. With a clear and innovative vision, he leads the company in the development of advanced technological solutions, promoting sustainable growth and continuous evolution



MICHELE CESARIO

Co-Founder and Business Development

Graduated in Economics, Michele is responsible for the strategic business development and expansion of Ganiga. He coordinates growth initiatives, creating new market opportunities and strengthening the company's presence internationally.



GIANLUCA LANDI

INTERIM CFO

With over 10 years of experience in financial management for startups (MMI Inc.), Gianluca serves as Ganiga's interim CFO. He ensures strategic and efficient financial management, supporting the company's growth journey.



VINCENZO DI NAPOLI

Data Science and Computer Vision

A specialist in data science and computer vision, Vincenzo leads data analysis initiatives and algorithm development to improve waste management. His expertise enables constant optimization of the deep learning technologies used in smart bins.



MARIO VITI

PhD – CTO (Former General Electric)

With a PhD in Artificial Intelligence and extensive experience in computer vision, Mario is Ganiga's Chief Technology Officer. He oversees technological development and the implementation of advanced AI solutions.



GIORGIO GIORDANO

Growth Manager (Former Qonto)

With solid experience in scaling operations and market expansion at Qonto, Giorgio now drives Ganiga's growth strategy. He leverages his background in finance, go-to-market execution, and sales leadership to accelerate Ganiga's international presence and customer acquisition.



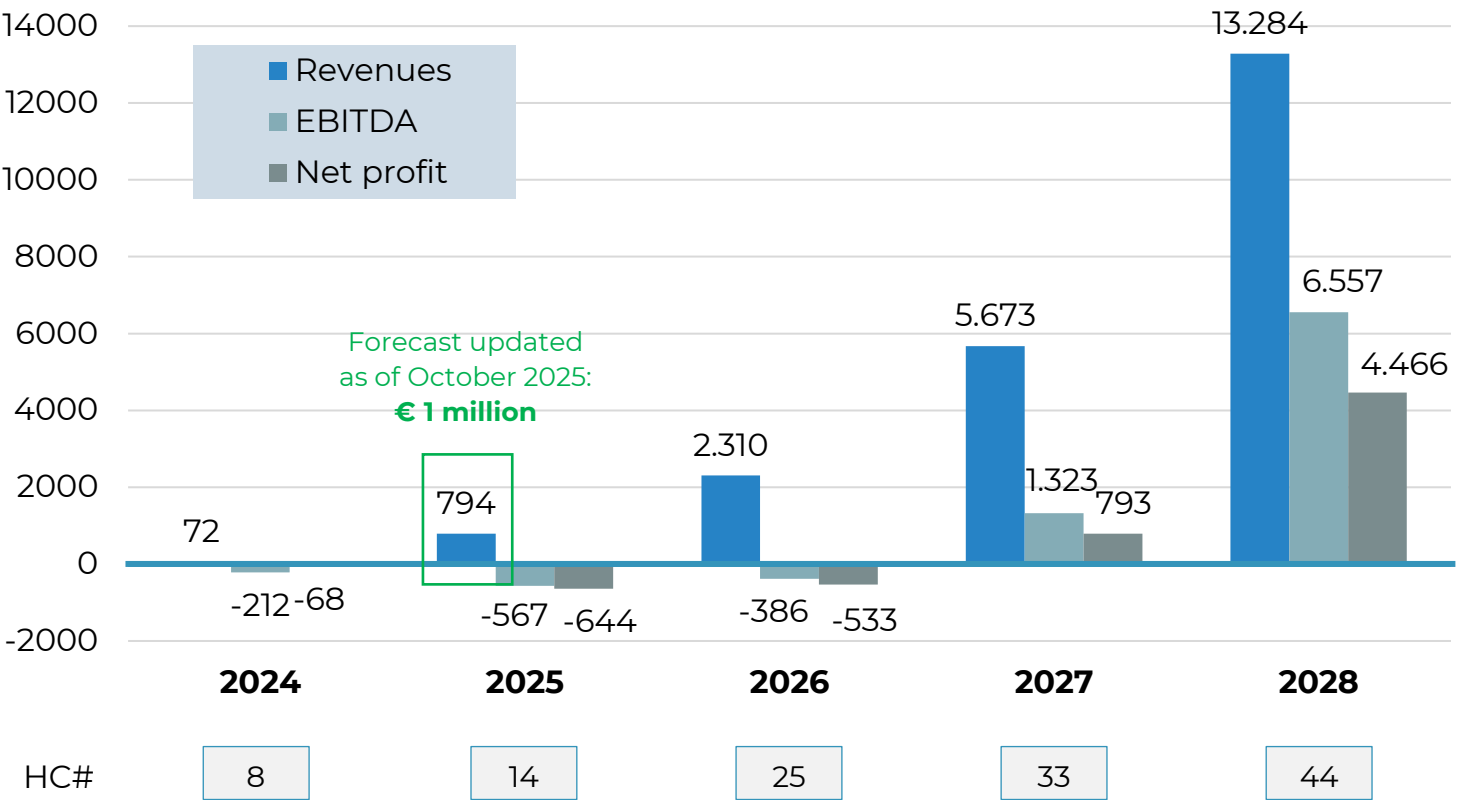
VINCENZO DEGIACOMO

Robotics Engineer

A former researcher, Vincenzo brings significant experience in robotics to Ganiga. With a solid academic background, he contributes to the design and development of innovative robotic systems that are crucial to the evolution of automated waste management solutions.

KEY FINANCIALS

Figures in '000€



10X Revenues growth in 2025

Solid commercial pipeline to secure revenues

Growing marginality

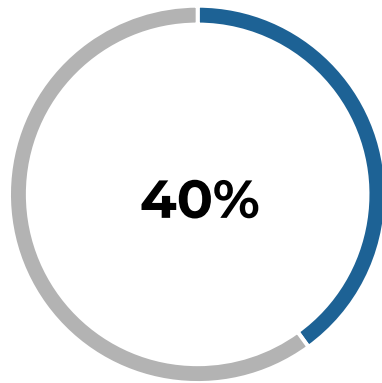
Increasing marginality thanks to shift to SaaS business models

Break even in 2027

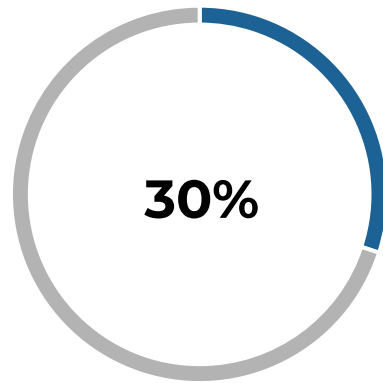
Positive FCF from 2027 thanks to new and recurring revenues

SEED ROUND TARGET: €3 MILLION (MIN. €2 M)

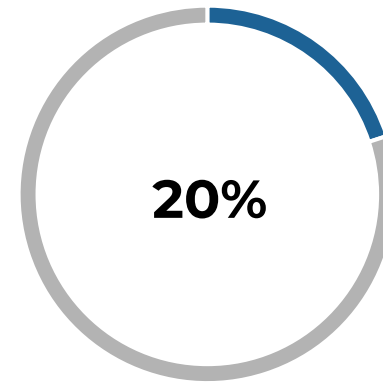
USE OF FUNDS



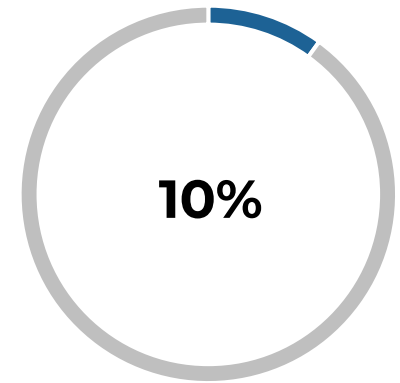
SaaS model
acceleration
(backend
infrastructure, API,
LLM, UX dashboard)



Key hires in **AI**,
software, and
international
sales



Marketing for
SaaS growth in
B2B and **PA**
sectors



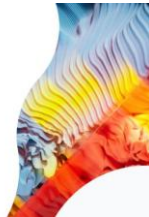
Certifications,
GDPR, ESG
compliance, legal

INTERNATIONAL AWARDS

- SELECTED FOR THE EUROPEAN LIFE TRIPL-AIR TENDER



- WINNER OF THE GOOGLE AI SUSTAINABILITY AWARD



- WINNER OF THE NON SPRECARE AWARD (LUISS UNIVERSITY – ROME)



- SELECTED FOR THE TECHCRUNCH DISRUPT 2025 – SAN FRANCISCO





TURN WASTE INTO DATA

contact: Nicolas Zeoli – n.zeoli@ganiga.it