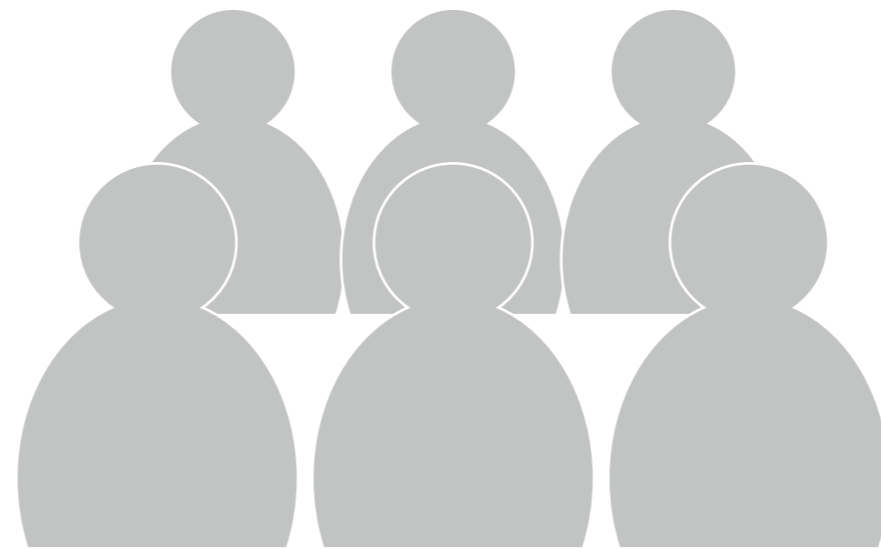
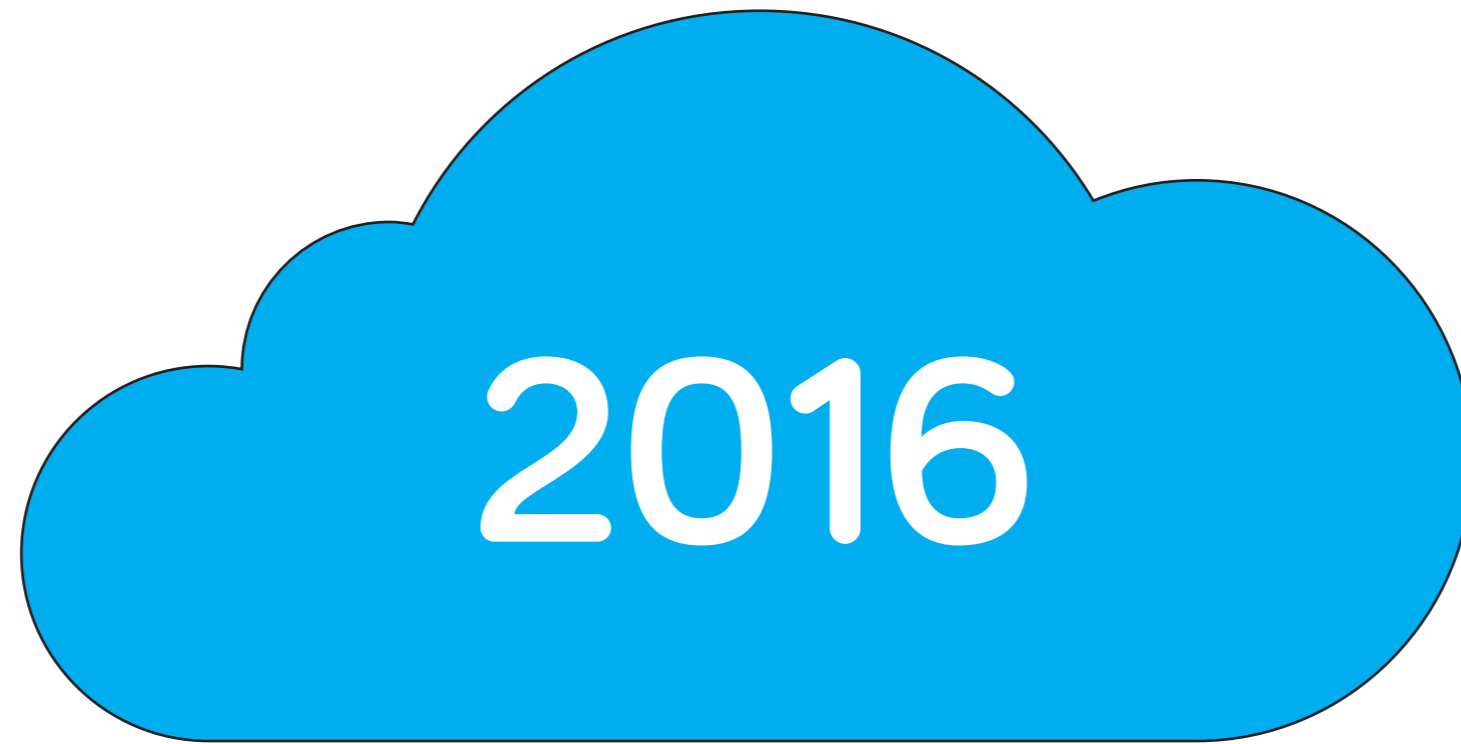


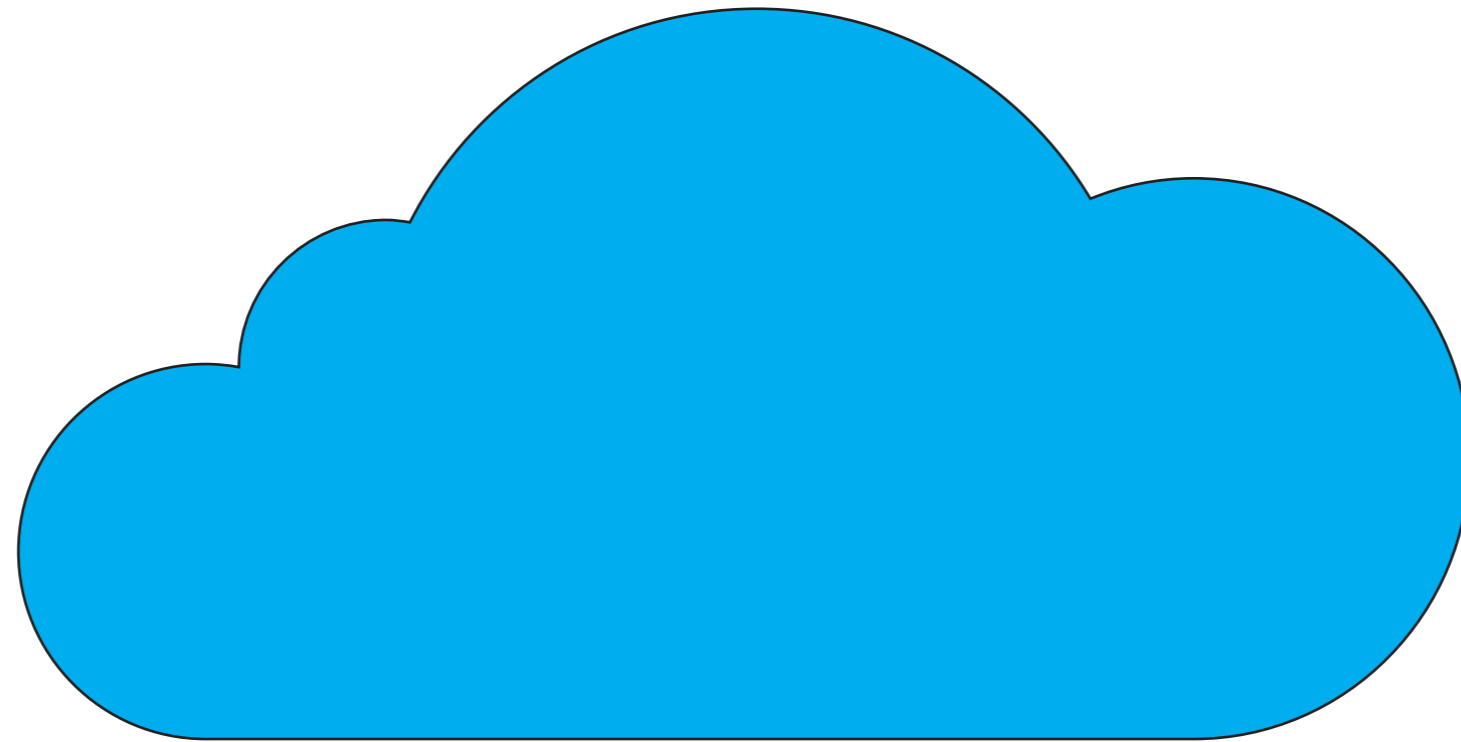
ALL YOU CAN CLOUD

FARETE
05/09/2016





1,400,000,000



Google Drive



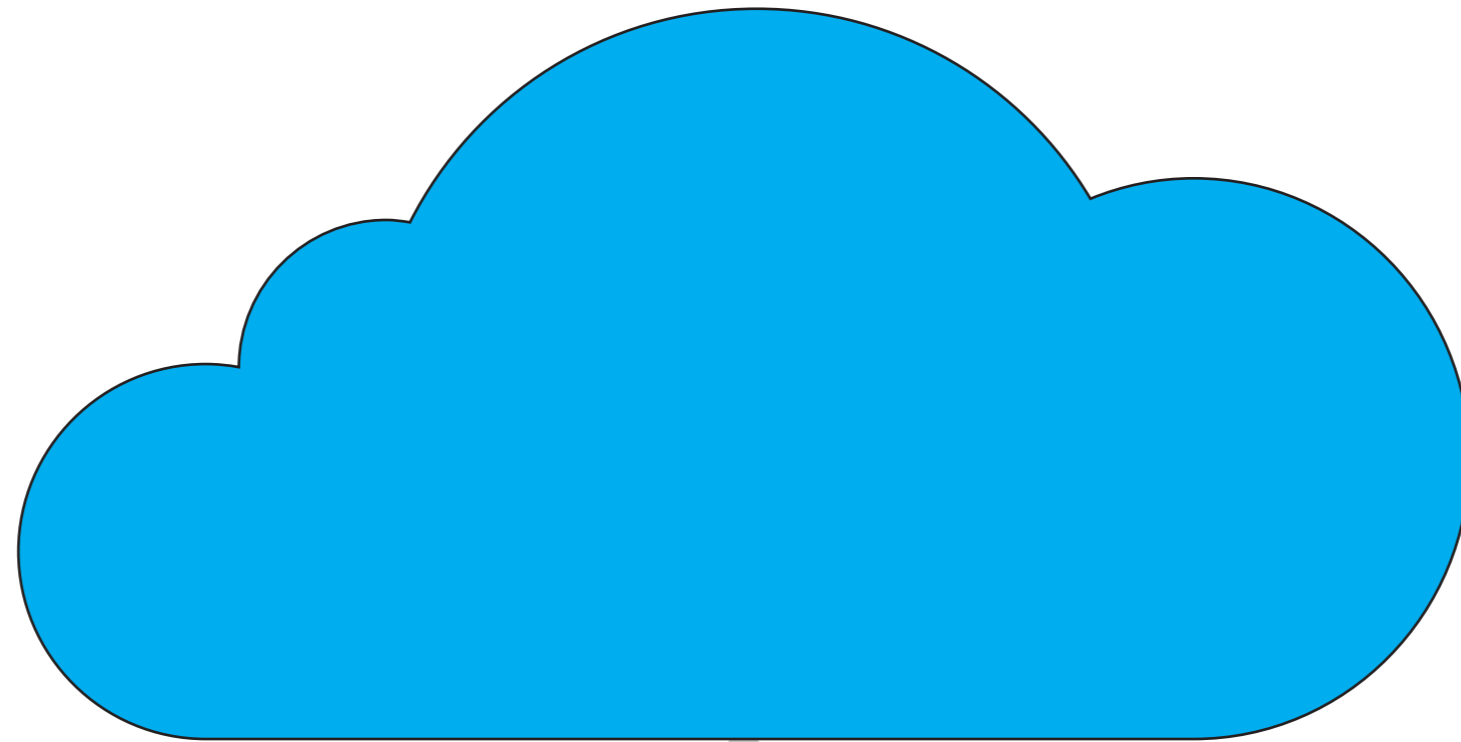
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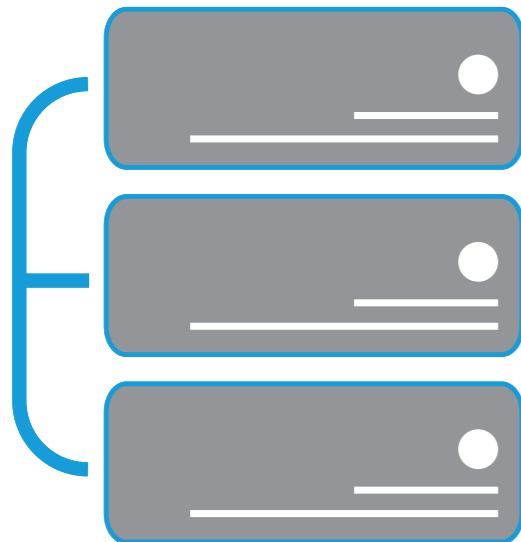
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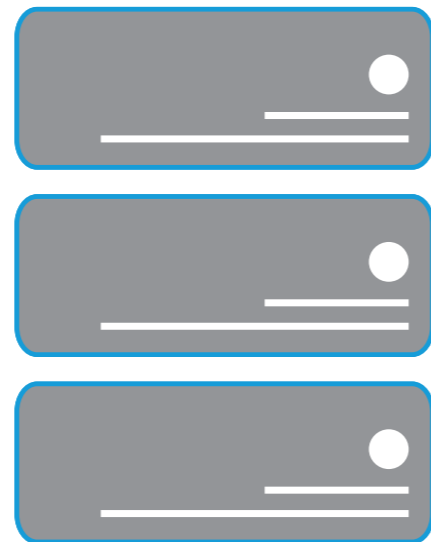
iCloud



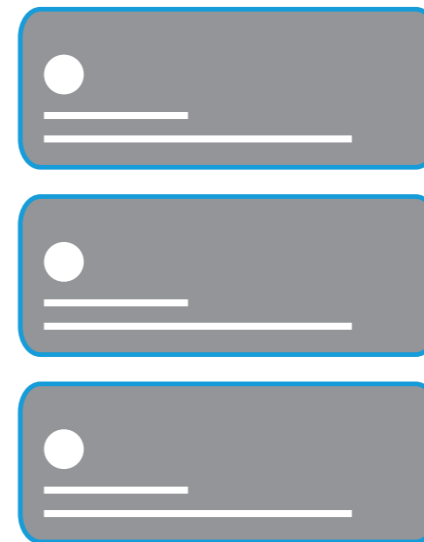
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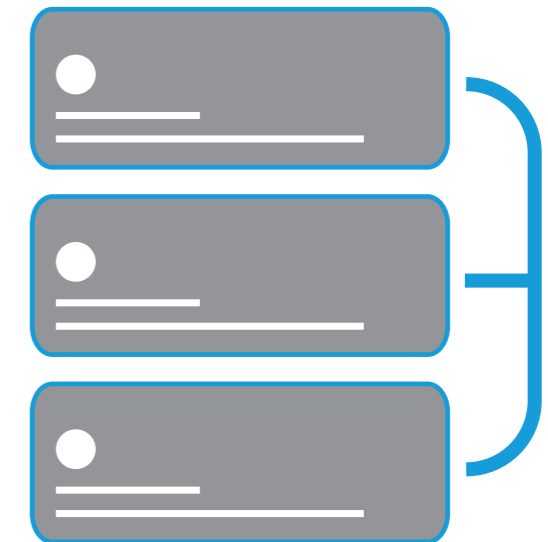
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OneDrive

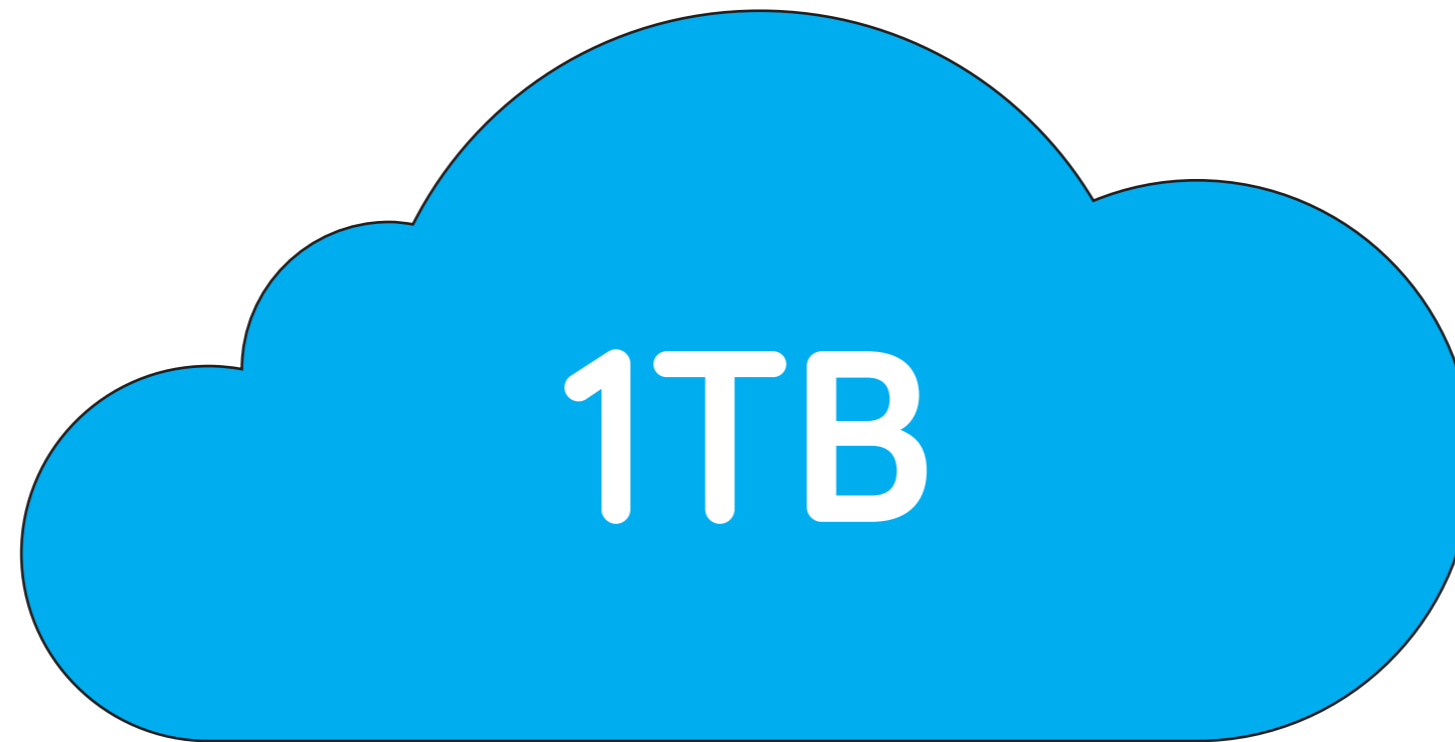


iCloud









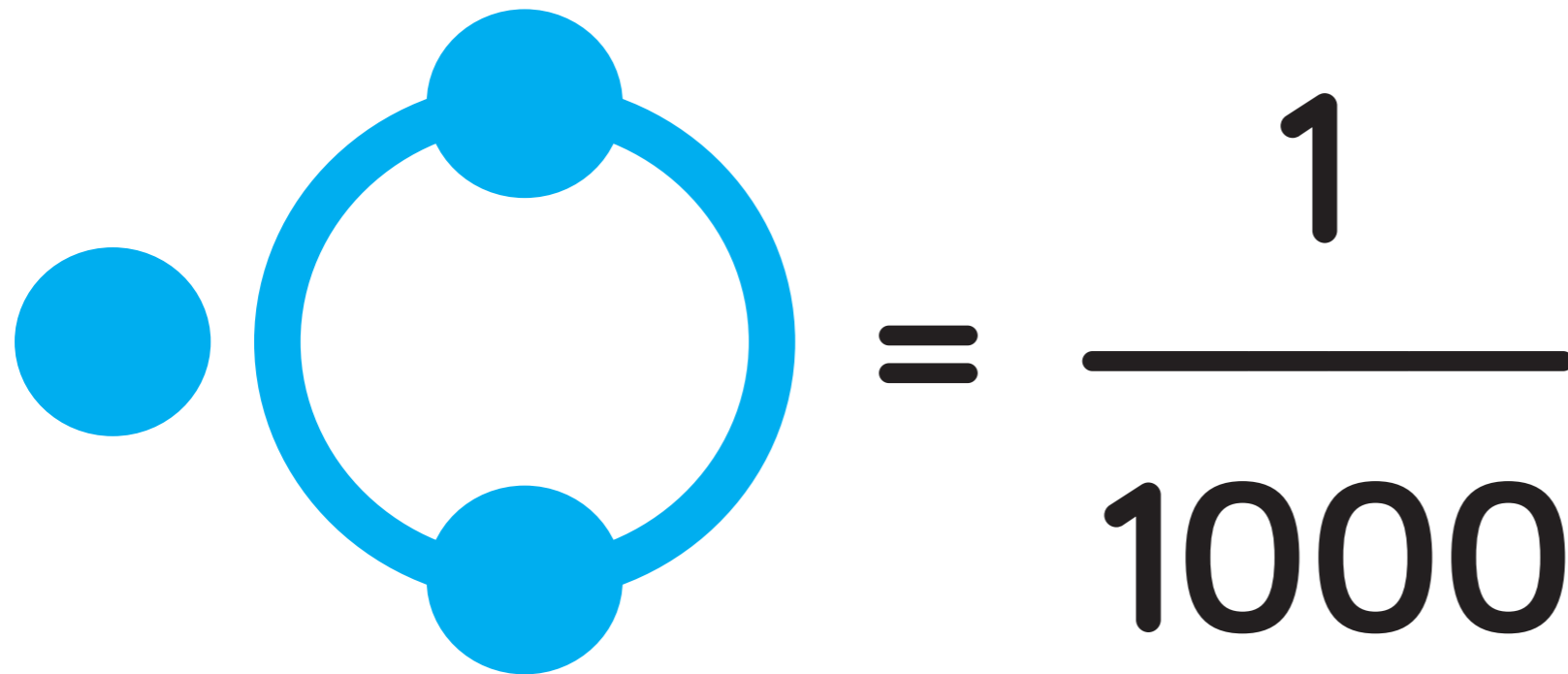
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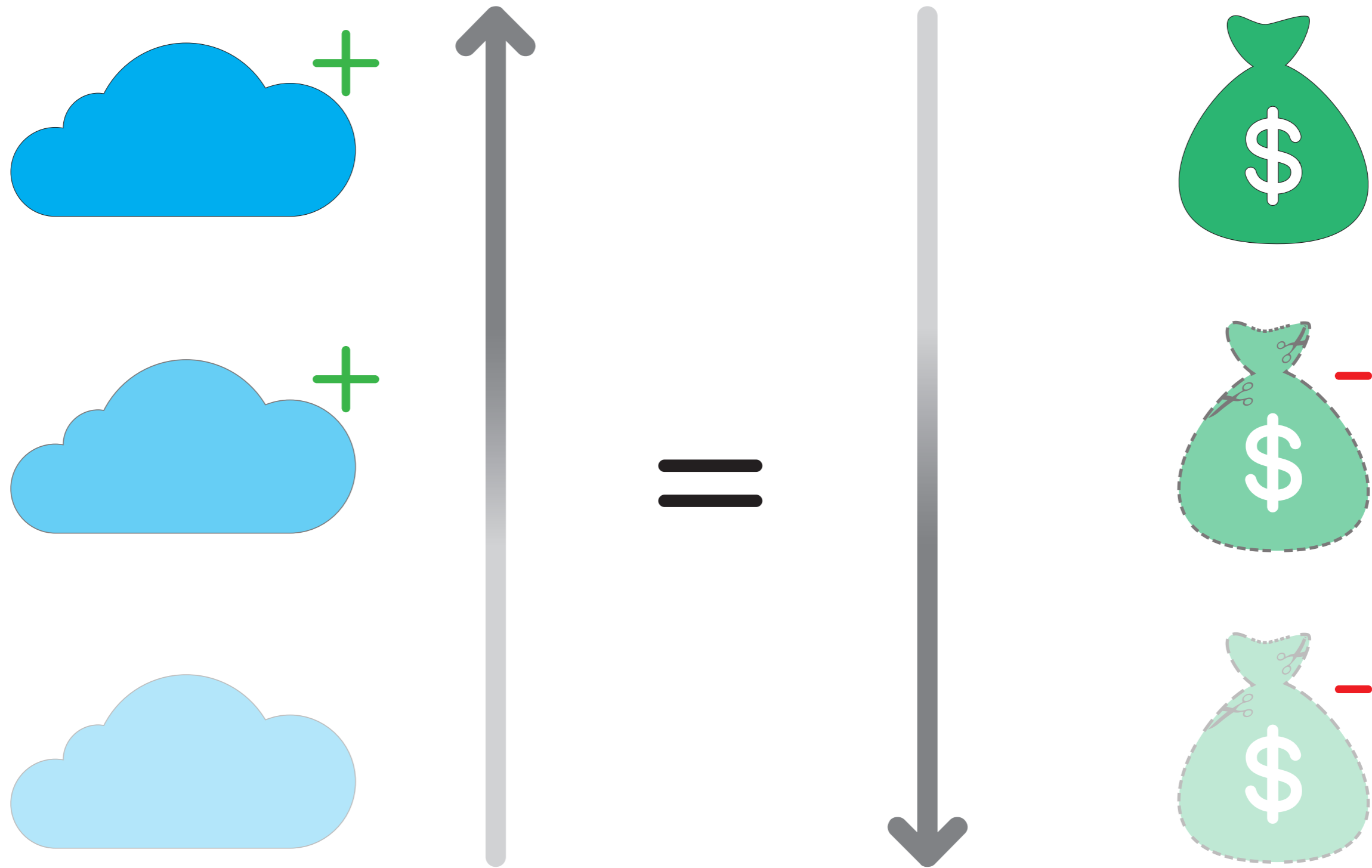


9,99 €/M

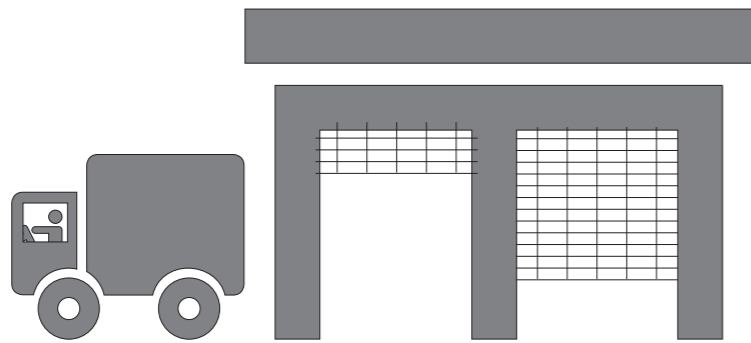
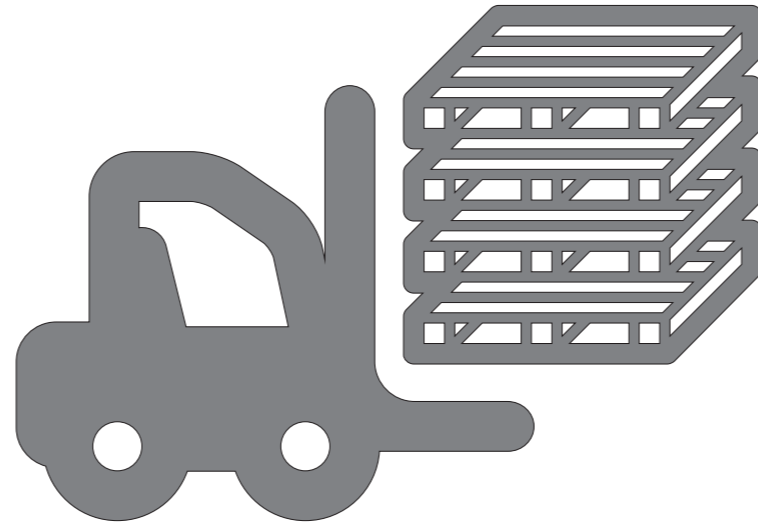


WORKING COSTS



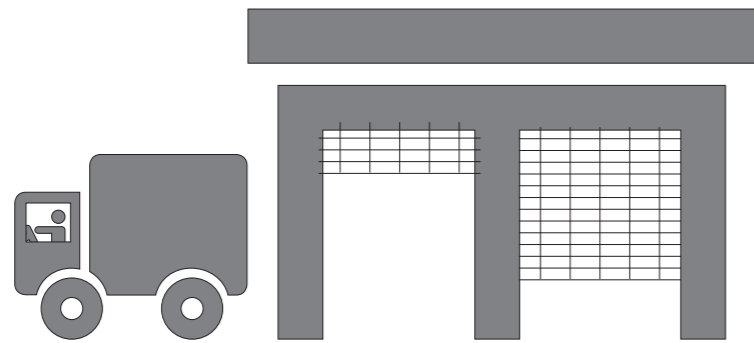
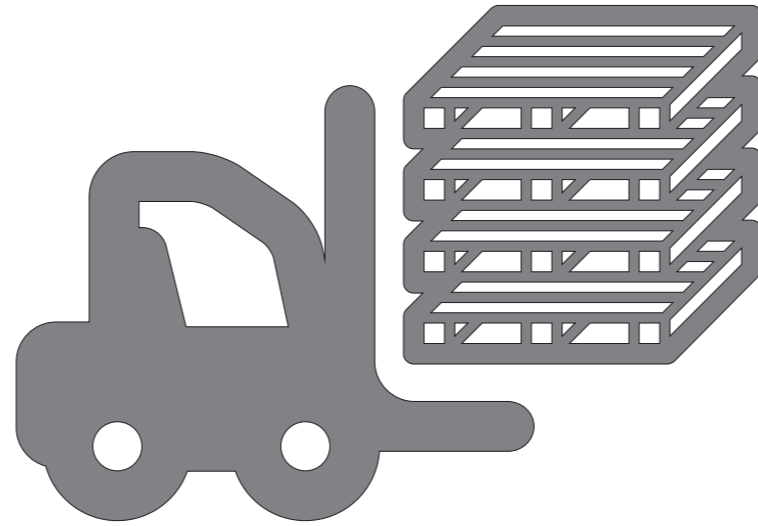


ALL YOU CAN CLOUD

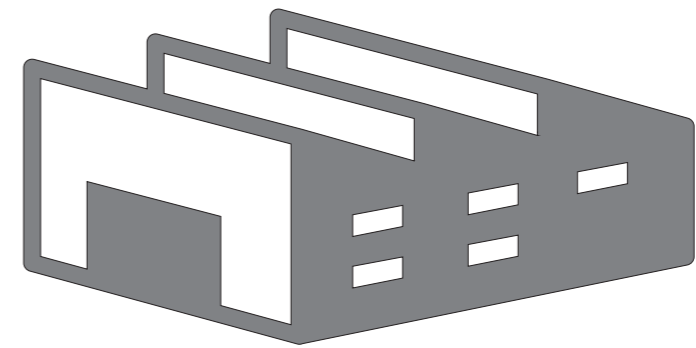


OUT-SOURCING

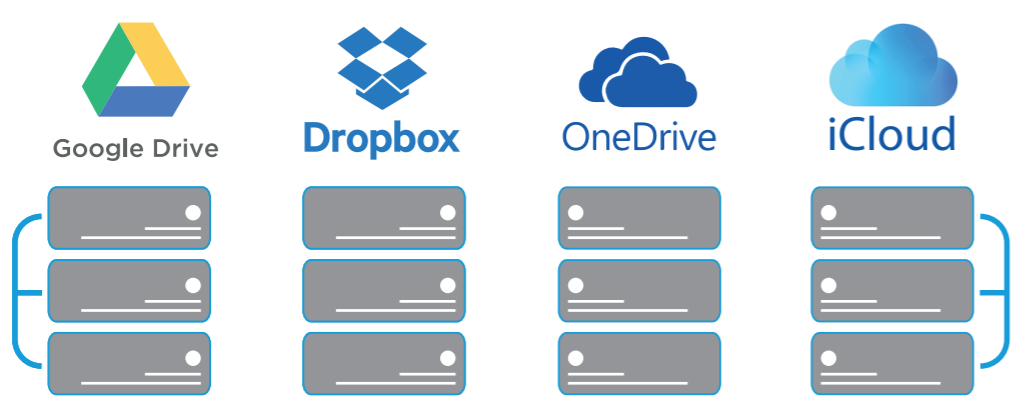
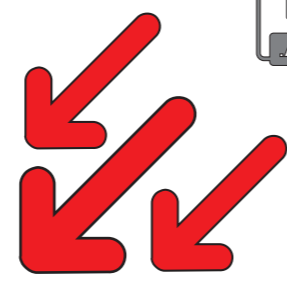
IN-HOUSE



OUT-SOURCING



IN-HOUSE



OUT-SOURCING

IN-HOUSE

1



1

2



+



1



+


2




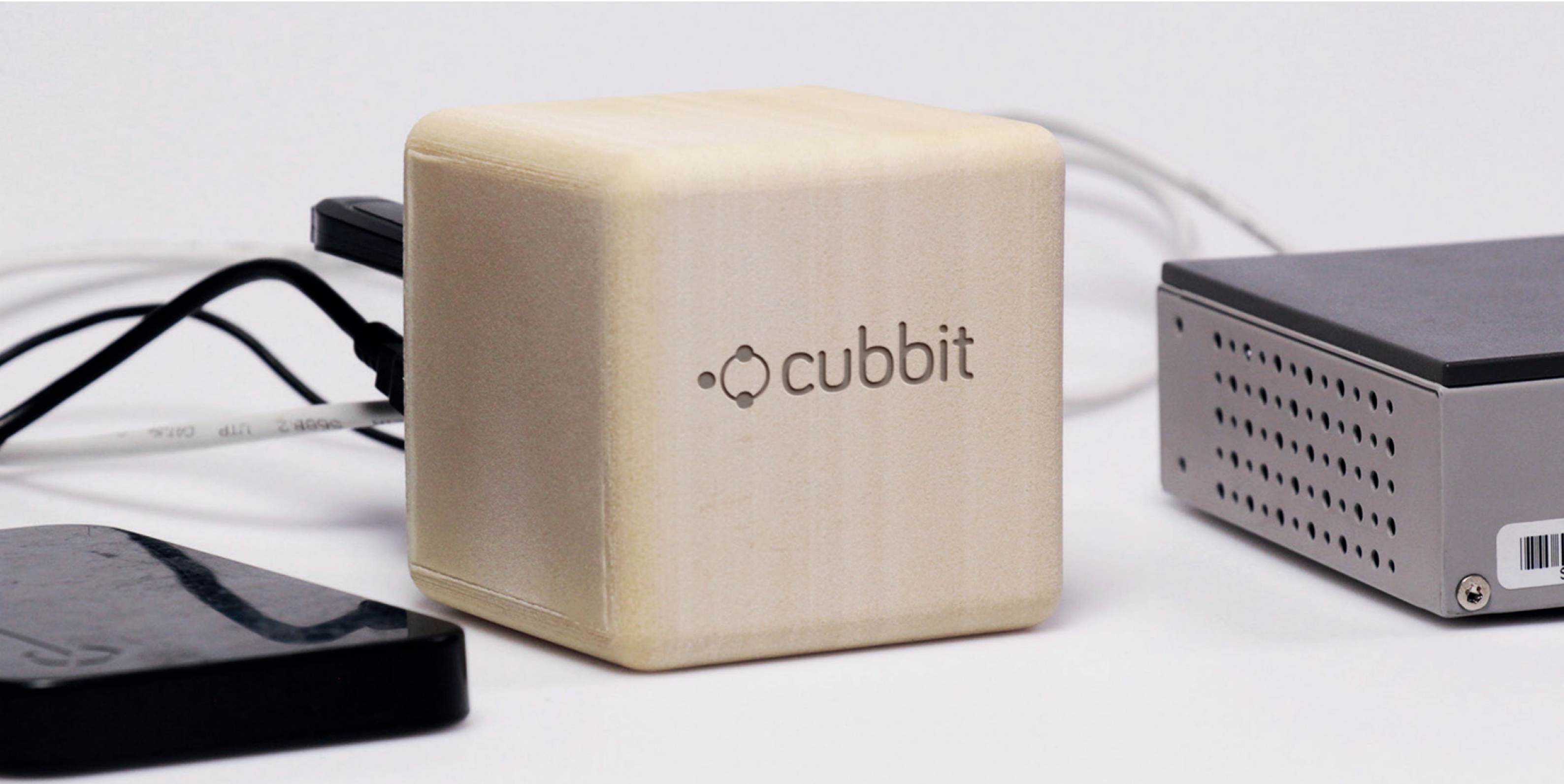
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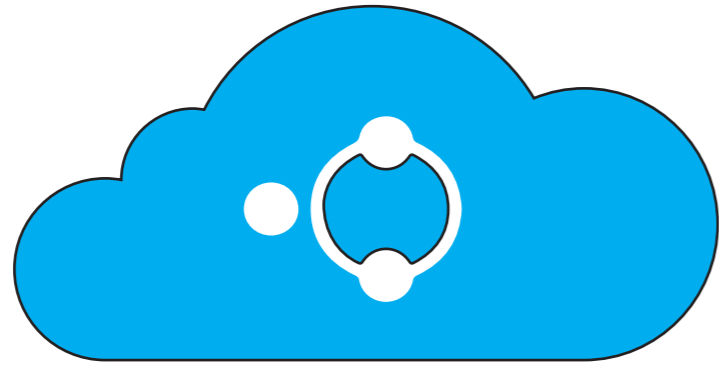




•  cubbit



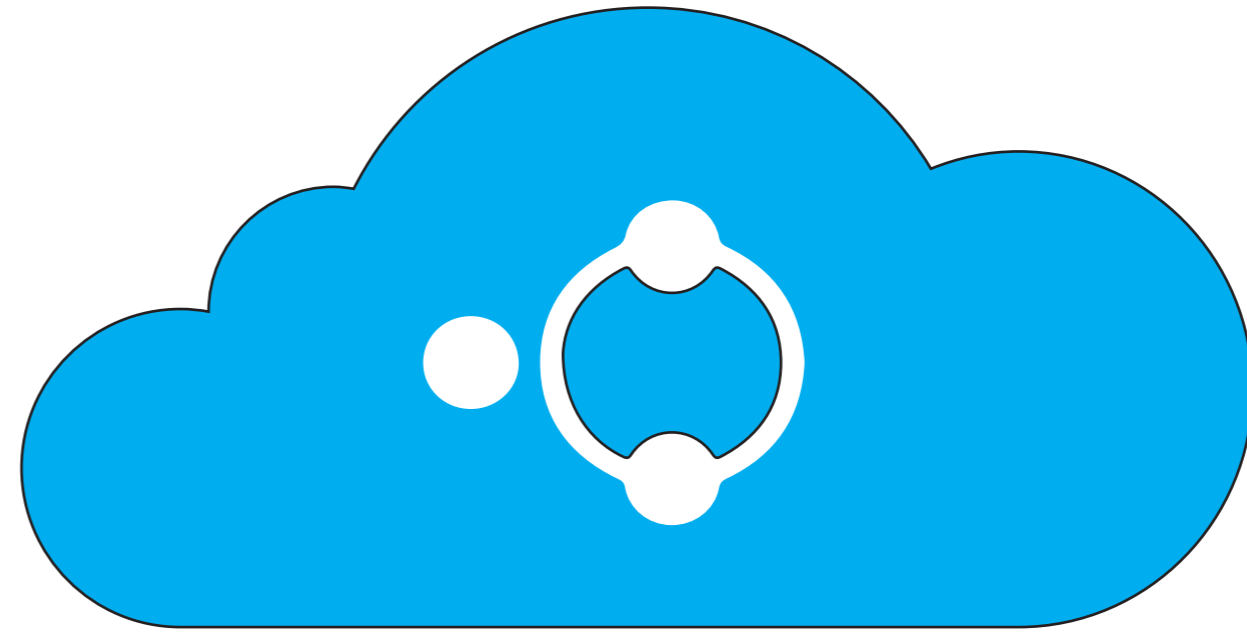




1 TB

2,99€

/MONTH



2,5 + TB

>> 0,99€

/MONTH

1 TB



9,99€
/MONTH



9,99\$
/MONTH



9,99€
/MONTH



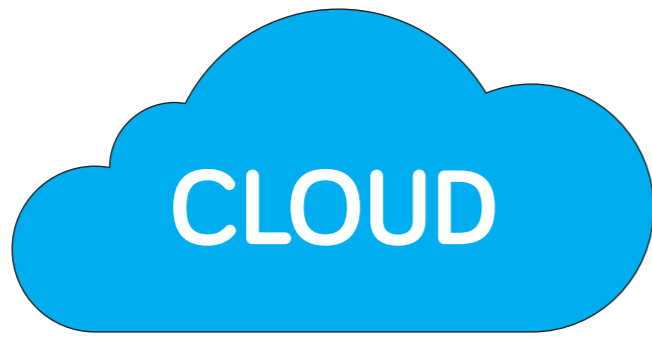
7,00€
/MONTH

10 x 



10 x 



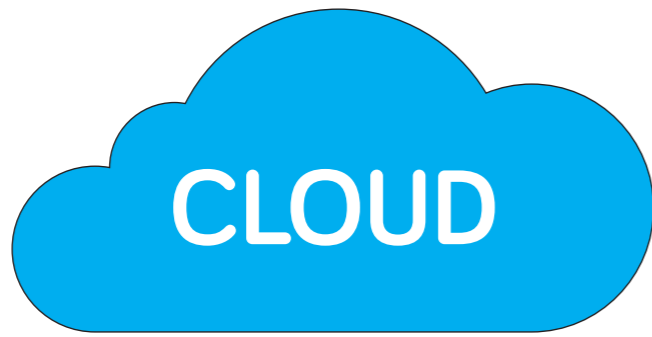


T.A.M.
TOTAL AVAILABLE MARKET



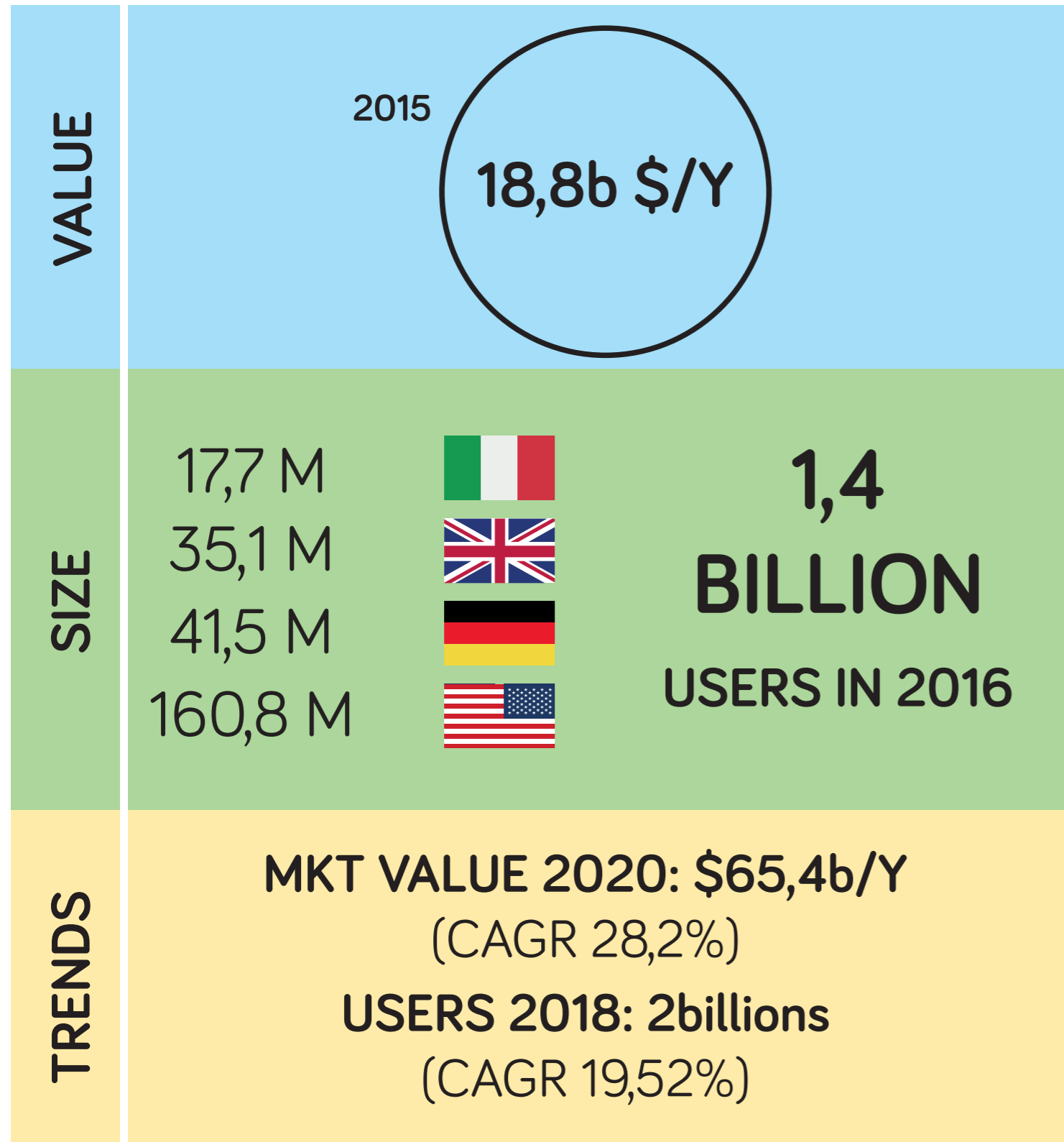
VALUE

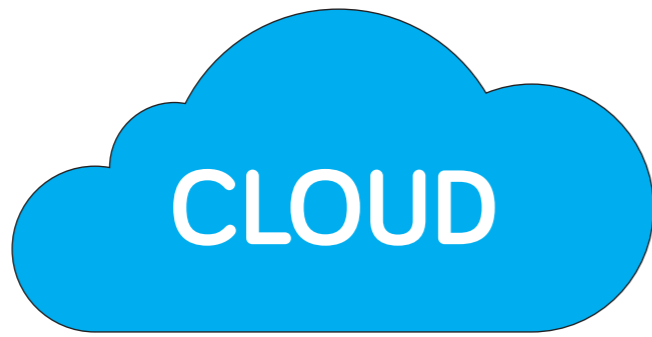
SIZE



T.A.M.

TOTAL AVAILABLE MARKET













T.A.M.

TOTAL AVAILABLE MARKET



	Cloud	HD
VALUE	2015 18,8b \$/Y	2015 4,6b \$/Y
SIZE	17,7 M 35,1 M 41,5 M 160,8 M     1,4 BILLION USERS IN 2016	59,5 MILLION UNITS/Y     1,35 M/Y 1,9 M/Y 2 M/Y 14 M/Y
TRENDS	MKT VALUE 2020: \$65,4b/Y (CAGR 28,2%) USERS 2018: 2billions (CAGR 19,52%)	STEADY GROWTH SATURATED MARKET PRICE SENSITIVE



**SMALL
BUSINESS**



SWITCHERS



**5
COSTUMERS**



INTERCEPTED



OWNERS




WISH I COULD

S.A.M.

SERVICEABLE AVAILABLE MARKET

MILLIONS

	IT	UK	GER	USA	TOT
	2,9	4,1	4	30,7	41,7

S.A.M.

SERVICEABLE AVAILABLE MARKET

MILLIONS

IT	UK	GER	USA	TOT
----	----	-----	-----	-----






2,9	4,1	4	30,7	41,7
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1,35 (2016)	1,9 (2016)	2 (2016)	14 (2016)	19,2
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S.A.M.

SERVICEABLE AVAILABLE MARKET

MILLIONS	IT	UK	GER	USA	TOT
	2,9	4,1	4	30,7	41,7
	1,35 (2016)	1,9 (2016)	2 (2016)	14 (2016)	19,2
	0,9	2,3	2,5	12,4	18,1






S.A.M.

SERVICEABLE AVAILABLE MARKET

MILLIONS	IT	UK	GER	USA	TOT
	2,9	4,1	4	30,7	41,7
	1,35 (2016)	1,9 (2016)	2 (2016)	14 (2016)	19,2
	0,9	2,3	2,5	12,4	18,1
	17	35	41	160	253

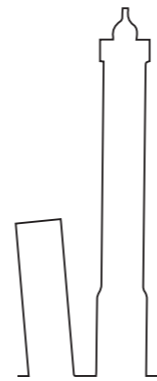
S.A.M.

SERVICEABLE AVAILABLE MARKET

MILLIONS	IT	UK	GER	USA	TOT
	2,9	4,1	4	30,7	41,7
	1,35 (2016)	1,9 (2016)	2 (2016)	14 (2016)	19,2
	0,9	2,3	2,5	12,4	18,1
	17	35	41	160	253
	0,6	1,4	1,6	7,8	11,4



Based in



BOLOGNA, ITALY

FOUNDERS

TECH



MARCO MOSCHETTINI

Software Engineering

Degree in computer engineering @Bologna University
Independent Programmer specialized in web technologies and web oriented systems

BUSINESS



STEFANO ONOFRI

Business Development

Founder of StartUp Day Unibo
Master's degree cum laude in International Management @Collegio Superiore (Bologna University)

TECH



LORENZO POSANI

Data Analysis e Modeling

International Master in Physics of Complex Systems PoliTO @ Trieste, Torino, Parigi
Independent Programmer specialized in modeling

LEGAL



ALESSANDRO CILLARIO

Legal

Master's degree cum laude in Law
Master in General Management Bologna Business School

FOUNDERS

TECH



MARCO MOSCHETTINI

Software Engineering

Degree in computer engineering @Bologna University
Independent Programmer specialized in web technologies and web oriented systems

BUSINESS



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Master's degree cum laude in International Management @Collegio Superiore (Bologna University)

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Independent Programmer specialized in modeling

LEGAL



ALESSANDRO CILLARIO

Legal

Master's degree cum laude in Law
Master in General Management Bologna Business School



ALESSANDRO FIORENTINO

Senior Advisor

Country Manager Motorola per Italia e Turchia (2012-2013)
SVP Head of Branded Retail Channel Nokia (2008-2009)
VP & General Manager, Russia & CIS countries (2006-2008)

ADVISOR

EXTENDED TEAM

EXPLORATORY PHASE

TECH



Alessio Paccioia
Researcher T3 Lab, Master's degree cum laude in computer engineering



Lorenzo Donati
Master's degree cum laude in computer engineering



Violetta Zoffoli
Master's degree cum laude in statistics



Marco Molari
Master's degree cum laude in physics



Daniele Fongo
Master's degree in computer engineering

BUSINESS



Daniele Merli
Business Analyst
McKinsey&Company
Master CEMS IM
(Bocconi/Hong Kong)

GRAPHICS & DESIGN



Alessandro Faggi
Industrial and Graphic Designer



Filippo Brusa
Industrial and Graphic Designer



Giorgio Messina
Industrial and Graphic Designer

15,000 €
BOOTSTRAPPING APR-JUL '16



cubbit

ALL YOU CAN CLOUD



SEPTEMBER 2016

WON
Jul16, Rome

WON
Aug16
Reggio Emilia

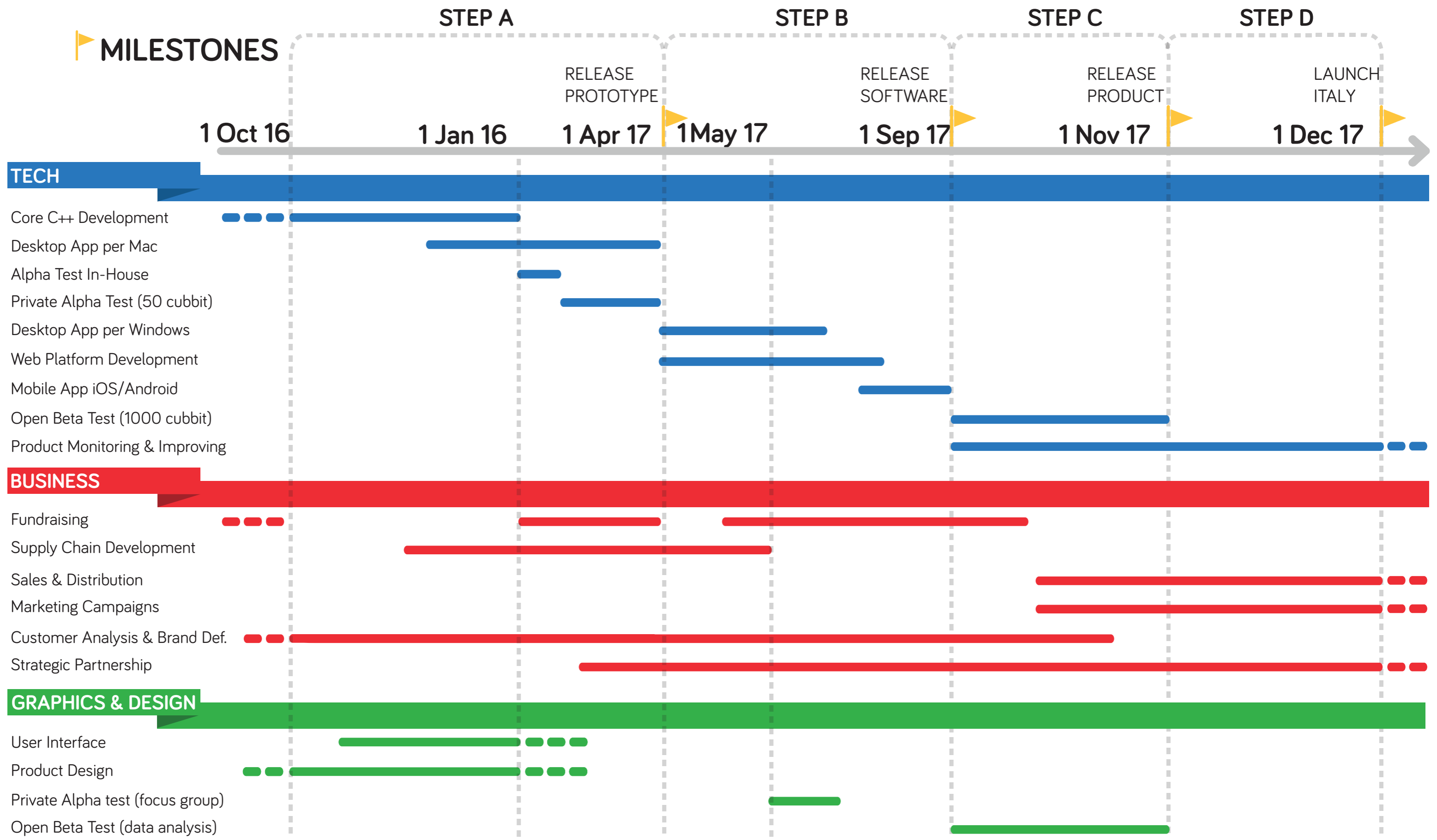
WON
Sep16, Bologna

Sep16,
Maratea

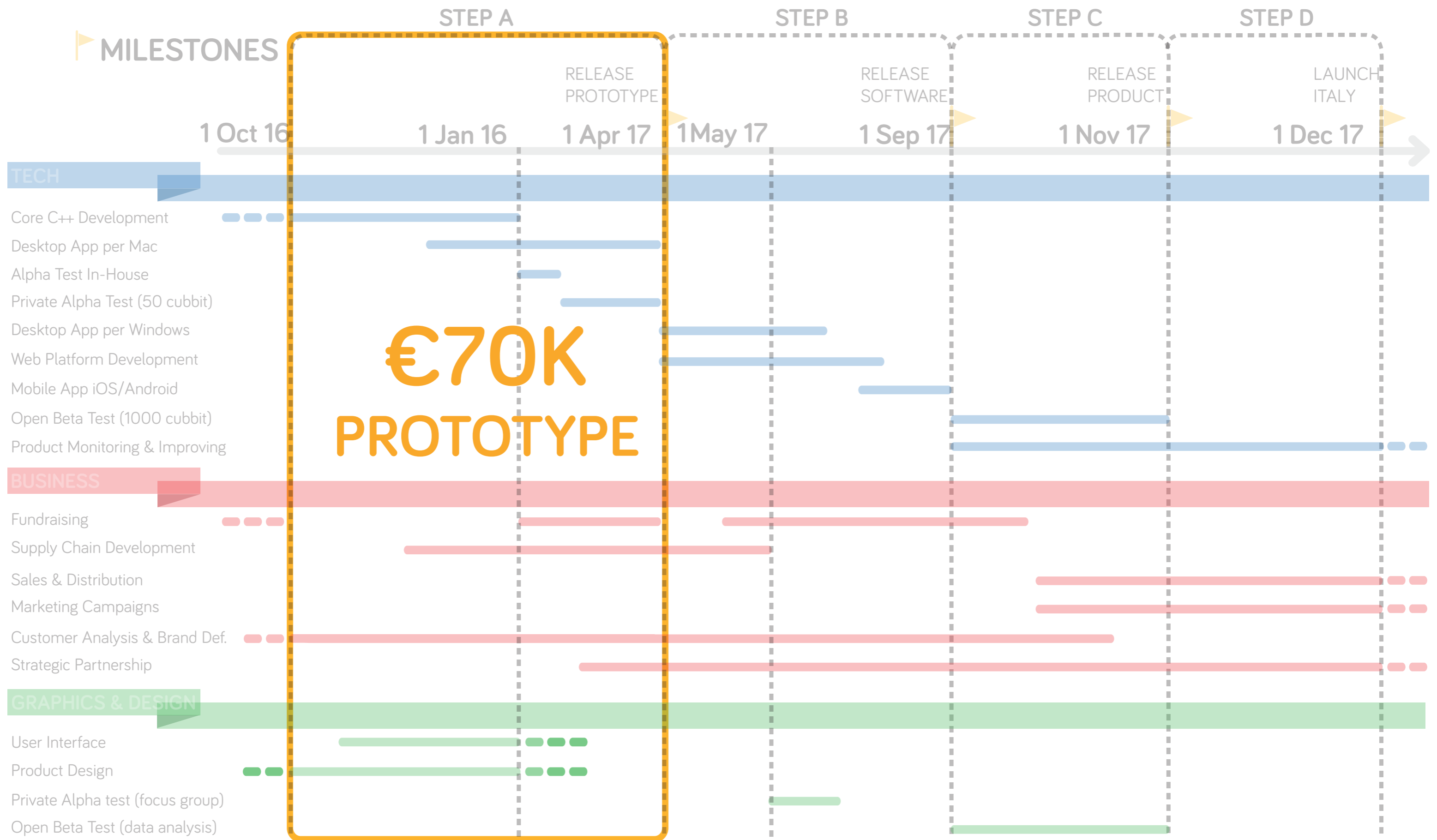
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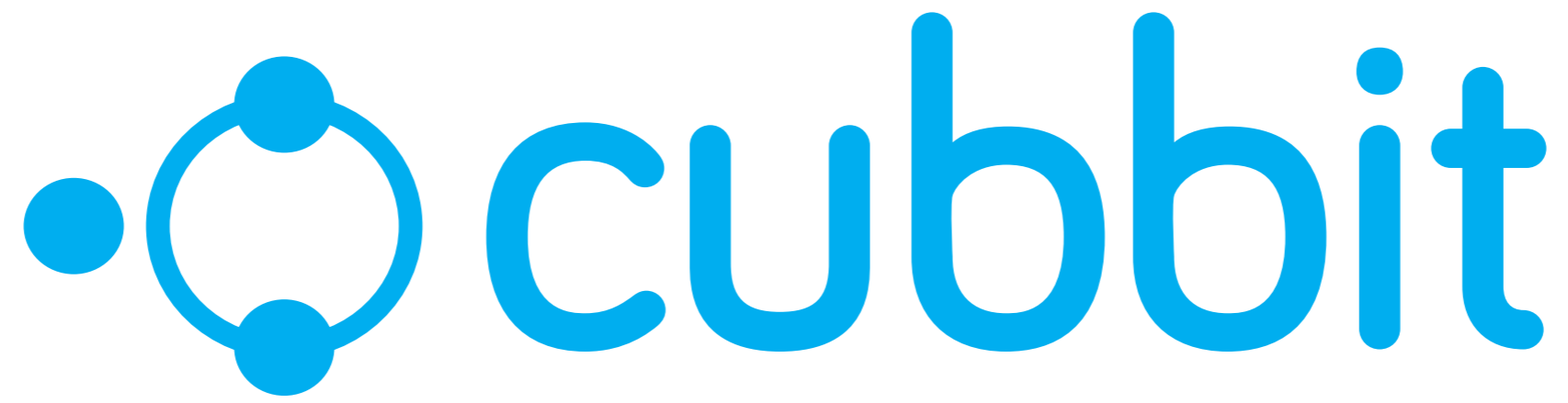
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PRE-MARKET STAGE

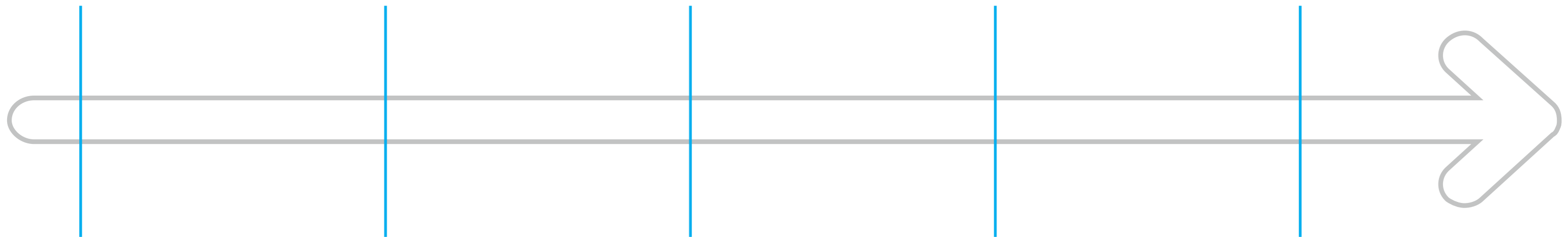
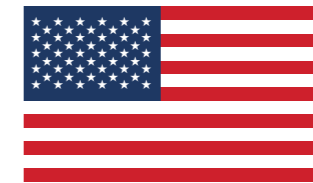


PRE-MARKET STAGE





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2017

2018

2019

2020

2021

BUSINESS PLAN



PADIGLIONE 15 – S56



SEE YOU IN 2017



Marco Moschettini
Stefano Onofri
Alessandro Cillario
Lorenzo Posani

info@cubbit.net