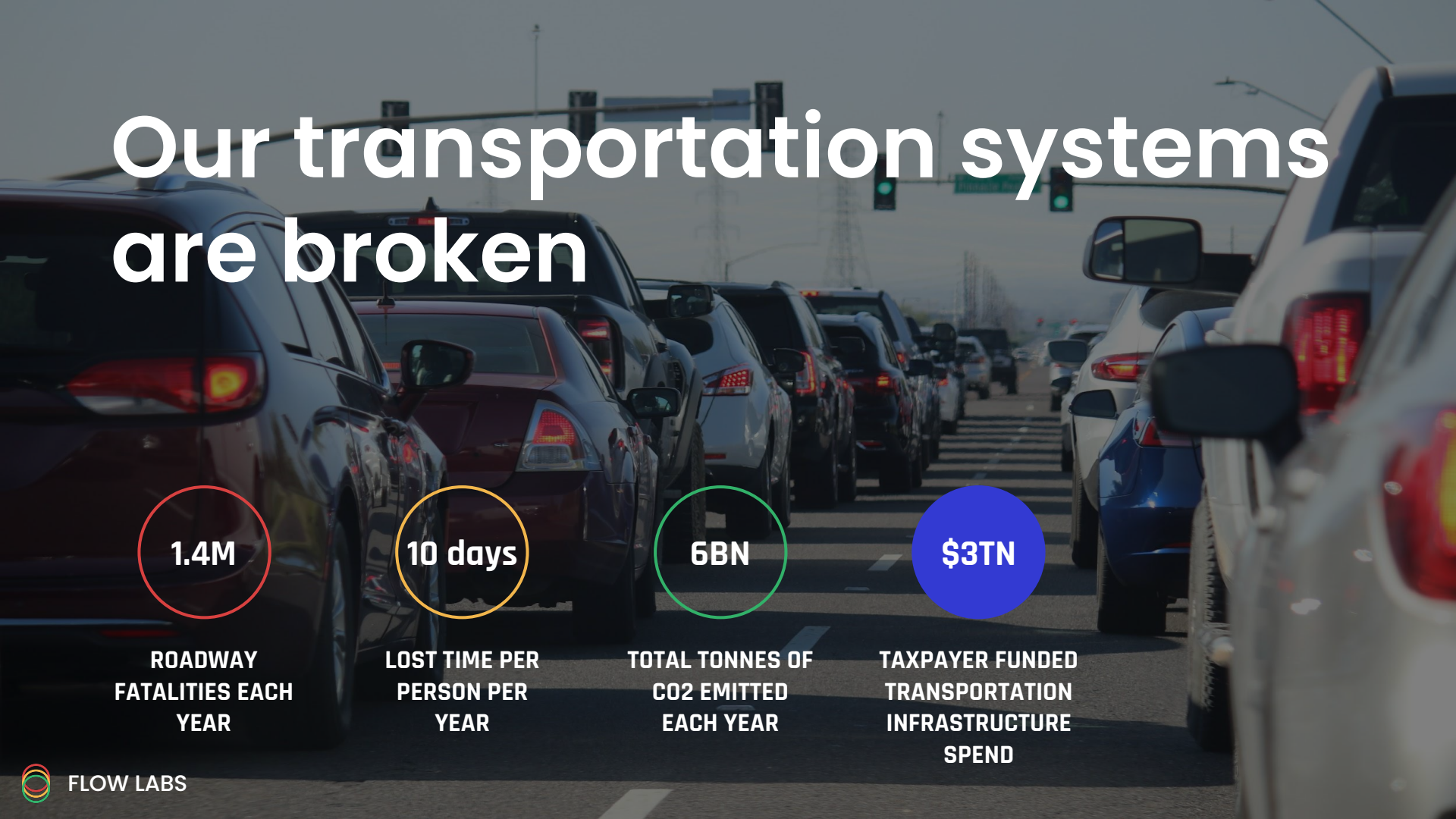
TRB
TRANSPORTATION RESEARCH BOARD
FLOW LABS
TRB SIX-MINUTE PITCH • NOVEMBER 2022



Our transportation systems are broken

1.4M

ROADWAY FATALITIES EACH YEAR

10 days

LOST TIME PER PERSON PER YEAR

6BN

TOTAL TONNES OF CO2 EMITTED EACH YEAR

$3TN

TAXPAYER FUNDED TRANSPORTATION INFRASTRUCTURE SPEND

FLOW LABS

DETOUR
ROAD
CLOSED
DETOUR
SIDEWALK
CLOSED
ROAD
CLOSED

Siti operativi vittime vive
Percorso vittime
Percorso soccorritori

FLOW LABS

MODEL 2070
UNIT
Cambridge @ Holly Hall ICON 1135
NAZTEC, INC.
MODEL 2070N NEMA CONTROLLER UNIT
CAUTION:
LMD222
LMD222

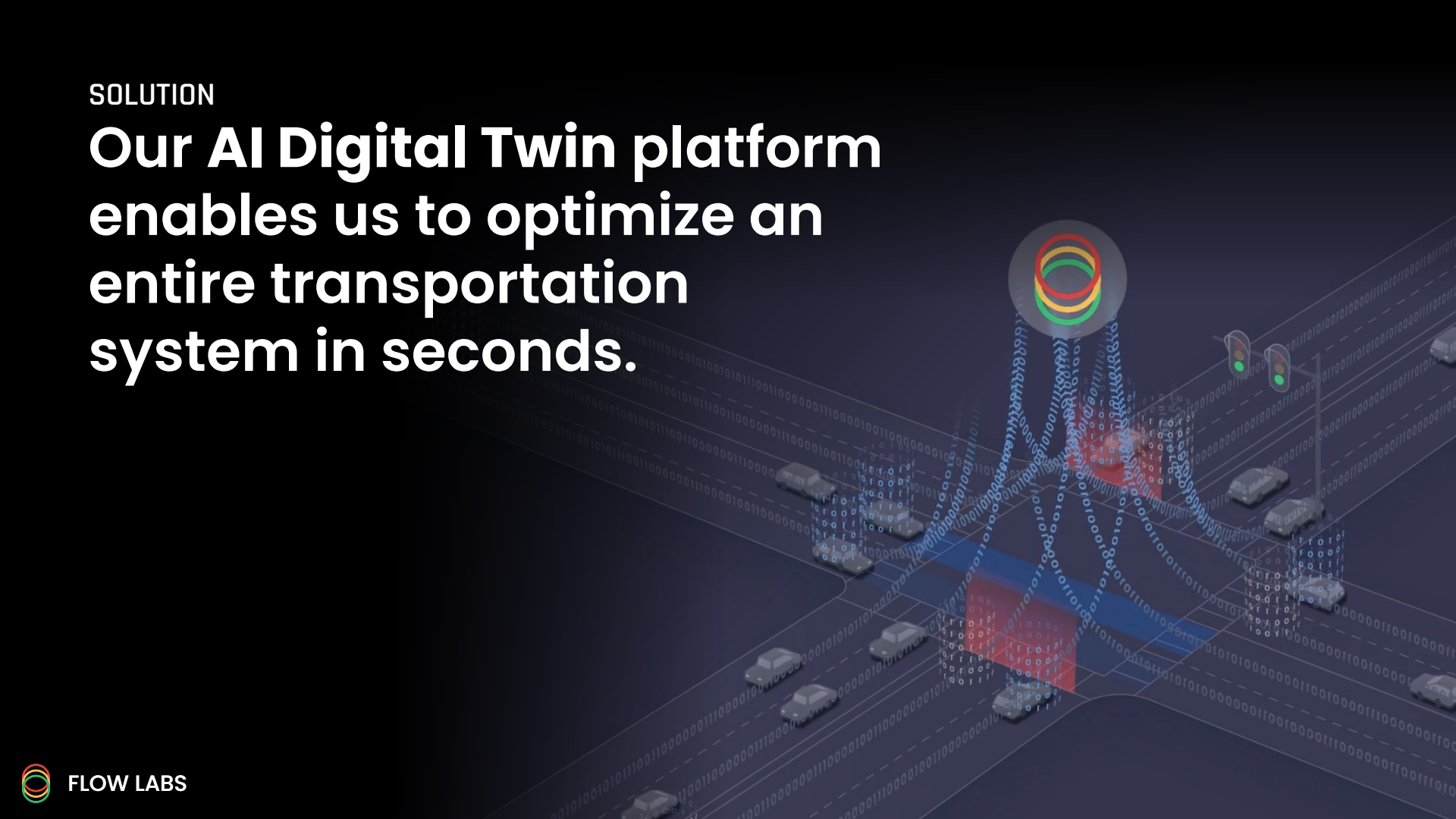
OUR MISSION

To make roadways cleaner, clearer, and safer for everyone.

FLOW LABS

SOLUTION

Our AI Digital Twin platform enables us to optimize an entire transportation system in seconds.



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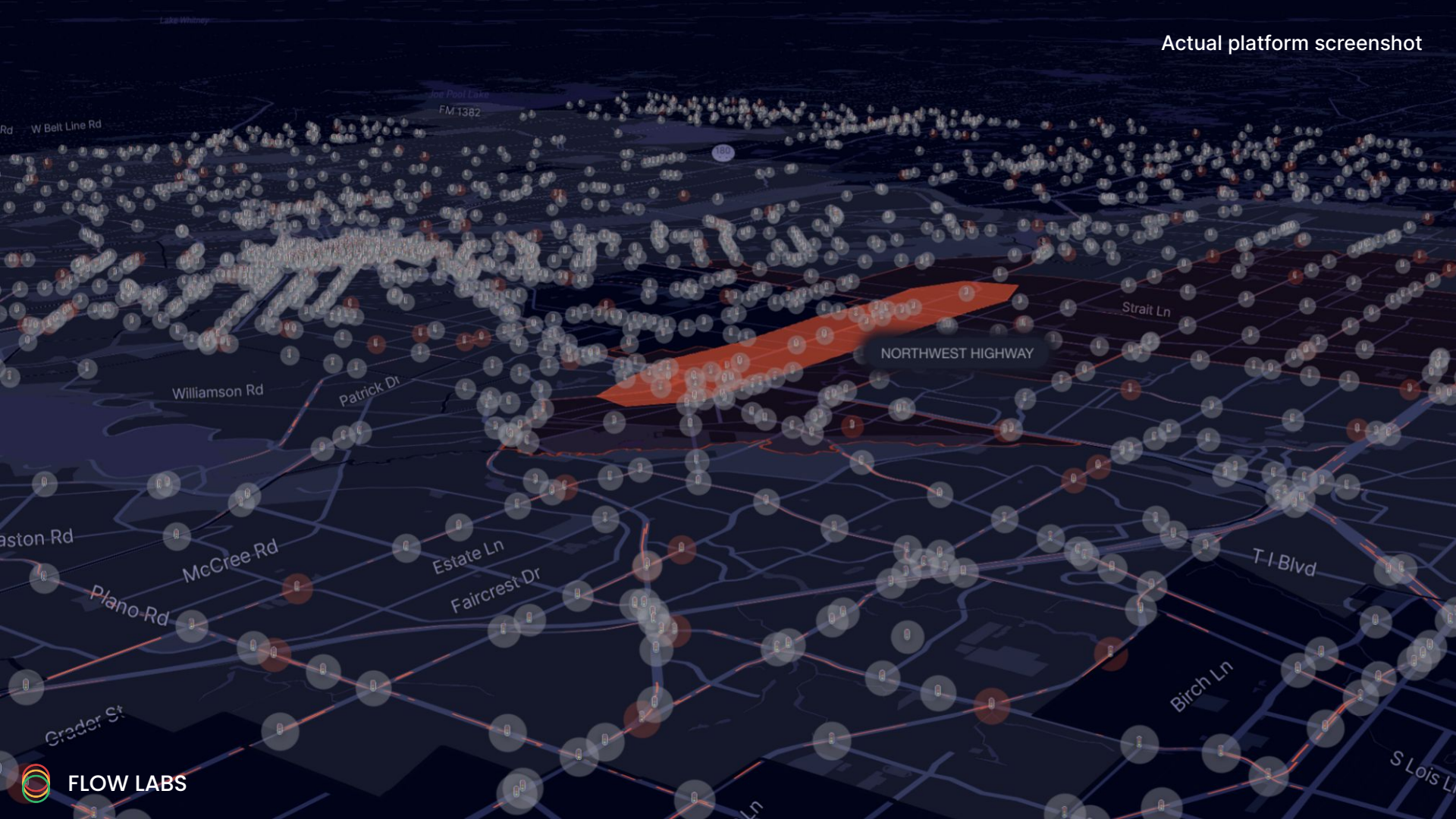
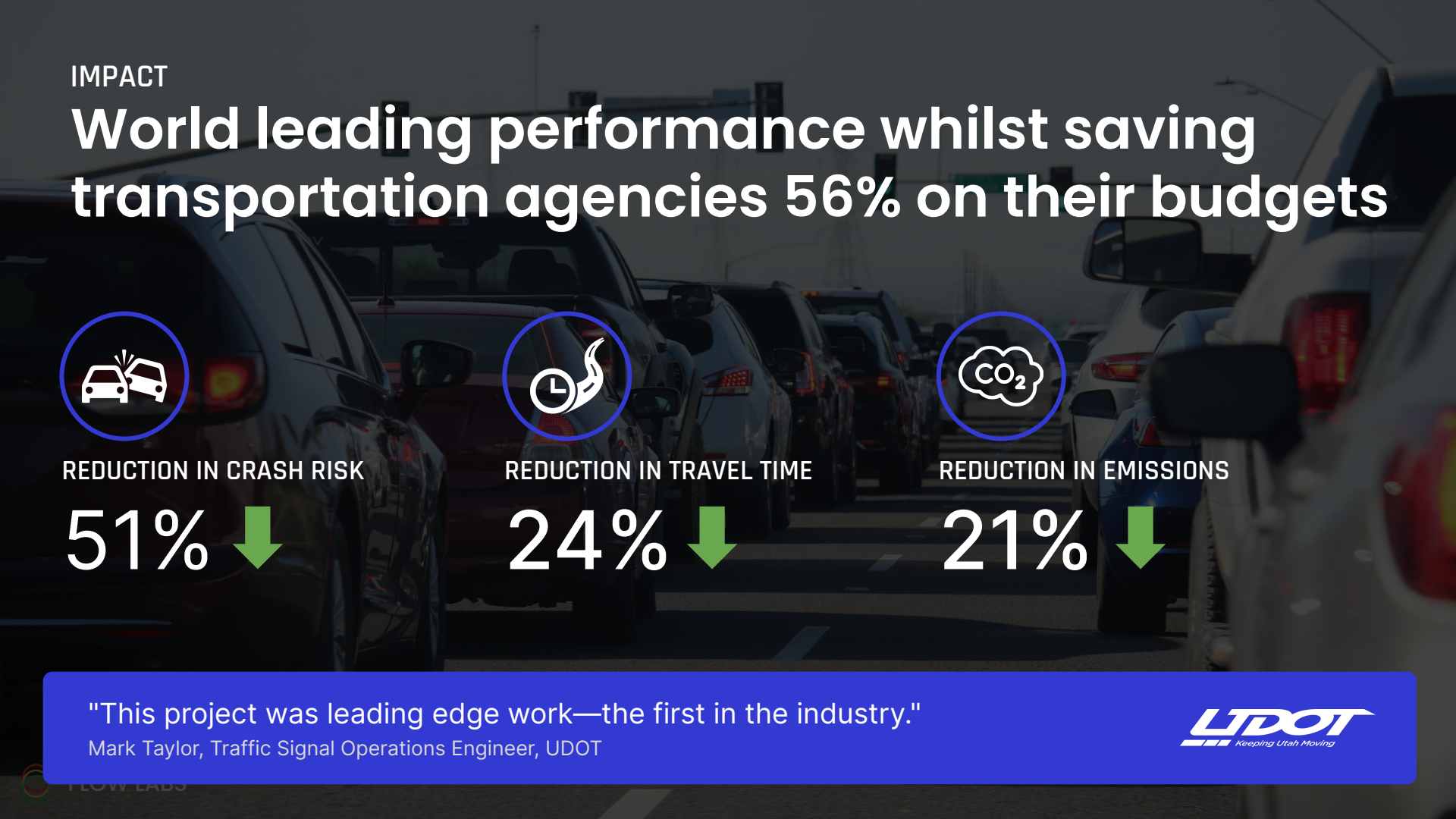
Digital “Twins” today…


Actual platform screenshot
W Belt Line Rd
FM 1382
NORTHWEST HIGHWAY
Strait Ln
Williamson Rd
Patrick Dr
McCree Rd
Estate Ln
Faircrest Dr
Plano Rd
T-I Blvd
Birch Ln
FLOW LABS

IMPACT

World leading performance whilst saving transportation agencies 56% on their budgets



REDUCTION IN CRASH RISK

51% ⬇

REDUCTION IN TRAVEL TIME

24% ⬇

REDUCTION IN EMISSIONS

21% ⬇

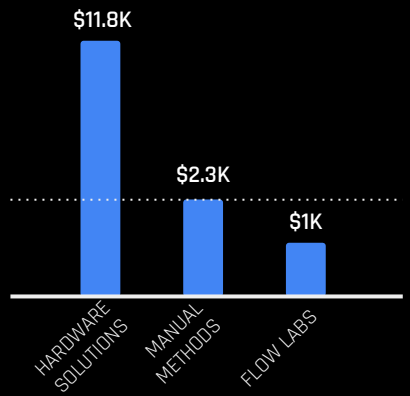
"This project was leading edge work—the first in the industry."

Mark Taylor, Traffic Signal Operations Engineer, UDOT

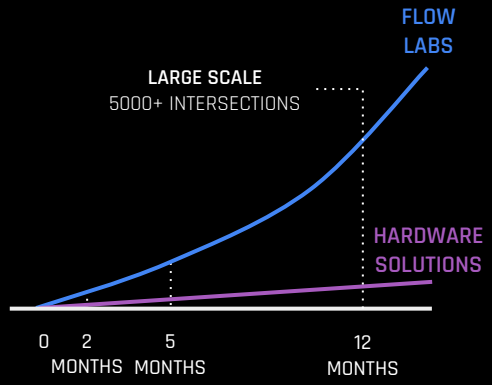
UDOT Keeping Utah Moving

ADVANTAGES

Being completely hardware-free gives us a massive competitive advantage



We can price 12x lower

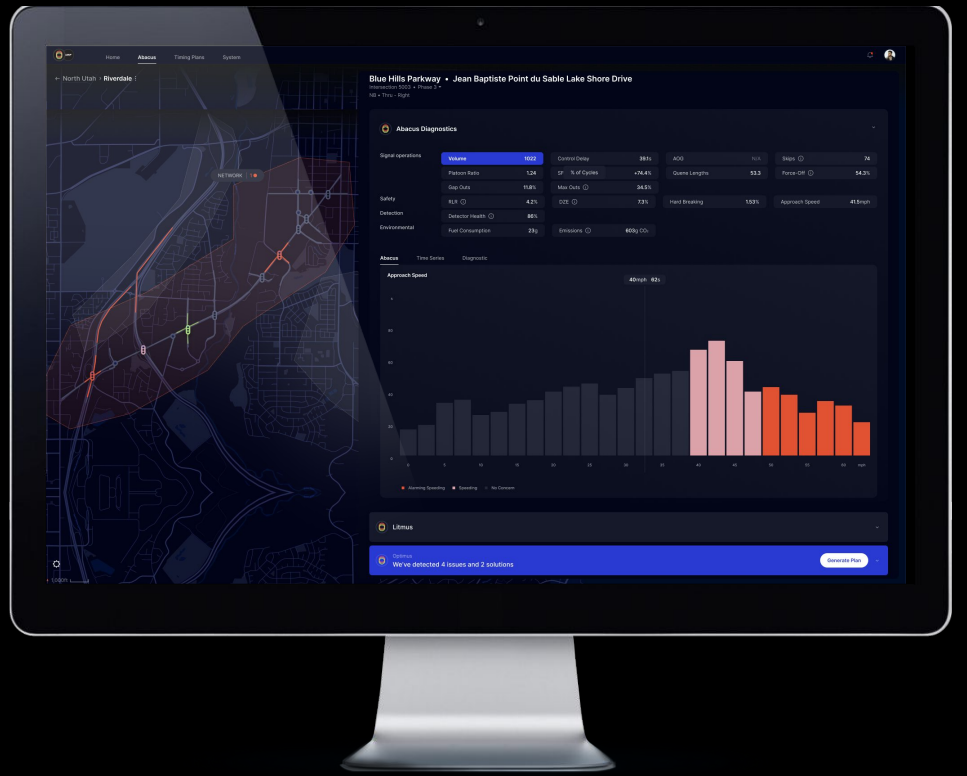


We can scale 50x faster

And we still make 90%+ margins

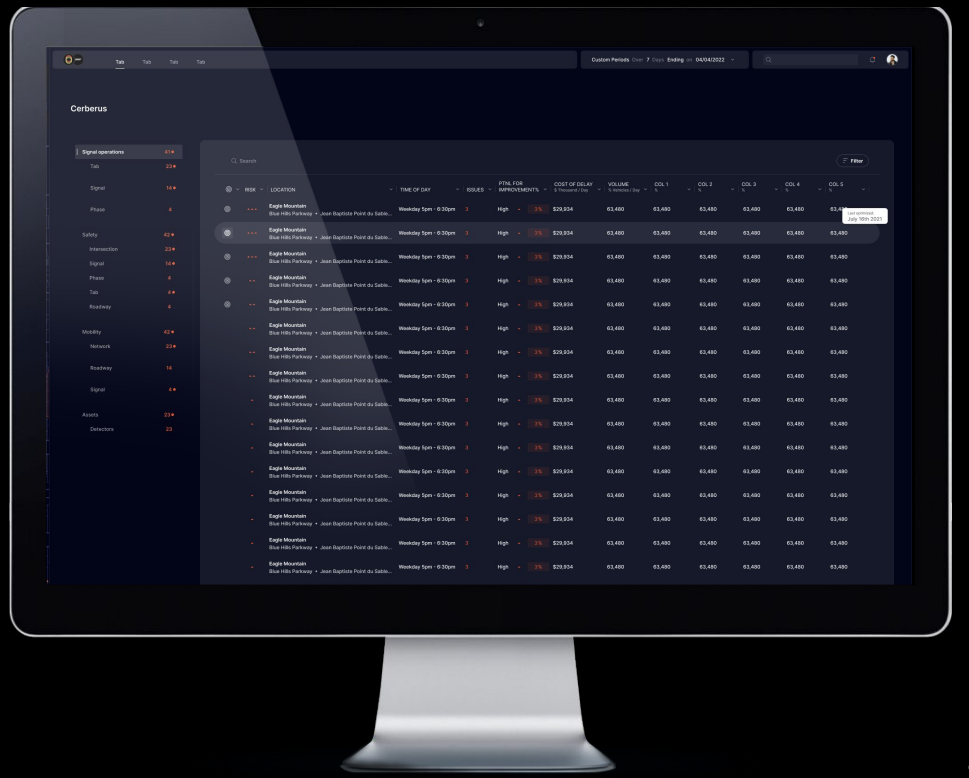
ABACUS

Comprehensive analytics and diagnostics via an intuitive interface



CERBERUS

Proactive monitoring, alerting, and prioritization



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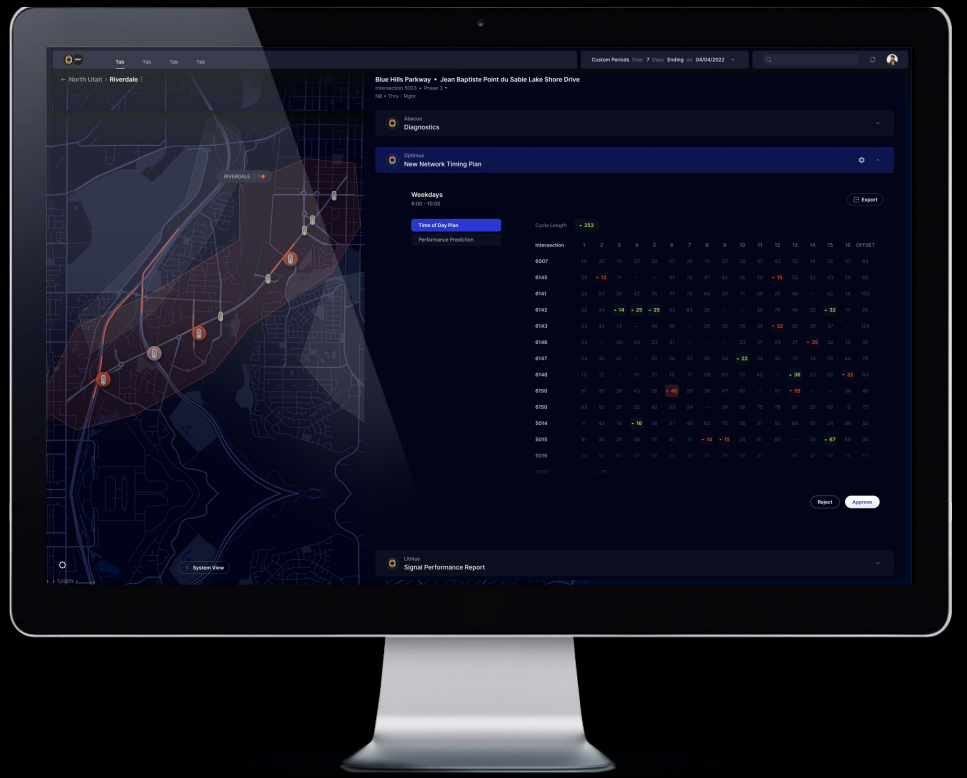
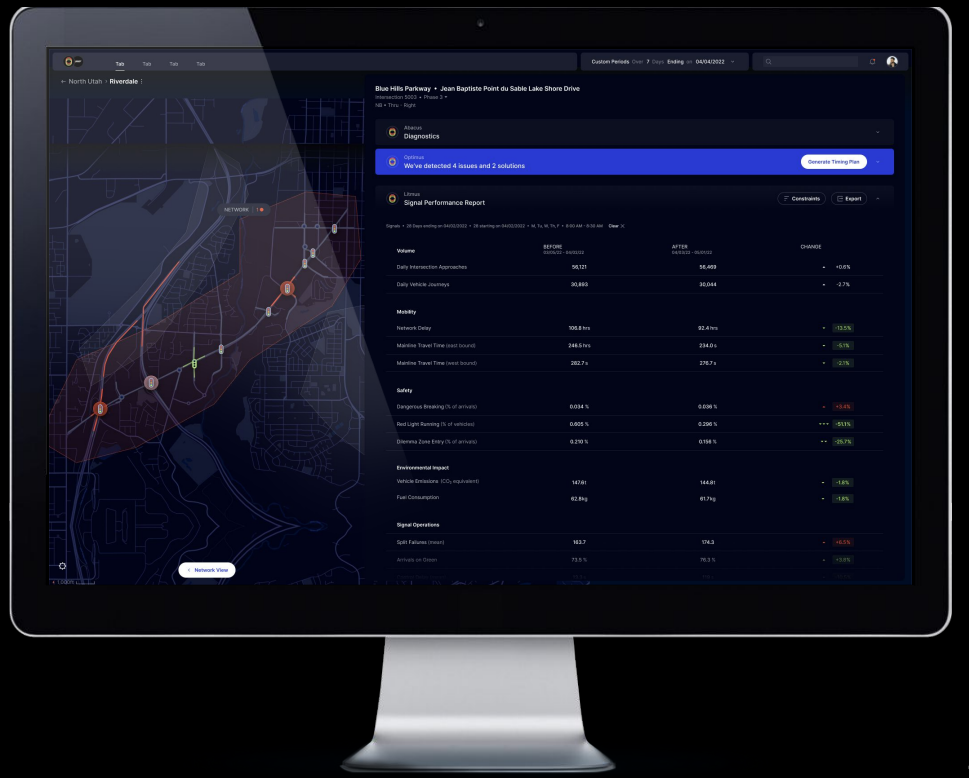
OPTIMUS

Instant, on-demand traffic signal optimization



LITMUS

Instant project performance measurement



FLOW LABS

TRACTION

We're rapidly moving towards market leadership

GO-TO-MARKET PARTNERS

wejo

Jacobs

Kimley»Horn

CTT

AECOM

FEHR & PEERS

TRANSPORTATION AGENCIES

UDOT
Keeping Utah Moving

MARICOPA ASSOCIATION of GOVERNMENTS

SELECTED PIPELINE

VDOT
$2.5M ARR

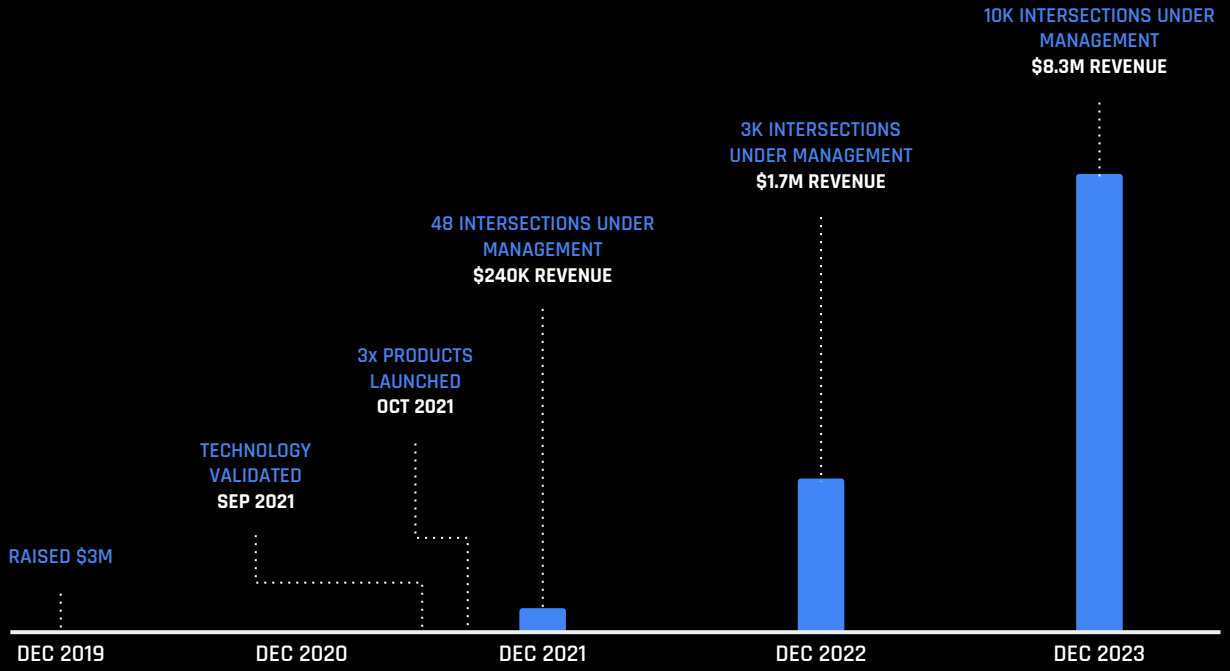
North Central Texas Council of Governments
$3.5M ARR

OCTA
$1.2M ARR

VOLVO
DATA SHARING PARTNERSHIP

TRACTION

And we're on track to quickly become market leaders in the industry



CURRENT PIPELINE VALUE

$79m

2025 FLOW LABS REVENUE

$122m

OUR TEAM

We have over 50 years of experience building traffic management technologies.

JATISH PATEL
FOUNDER & CEO

DR. WADE GENDERS
ML LEAD

AUGUST BRENNER
CTO

12 employees today

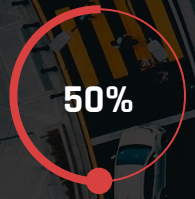
50+ years industry experience

ADVISORY BOARD SCOTT BELCHER, SHAILEN BHATT, MALCOLM DOUGHERTY. BARRY MATLACK, KATHRYN ALEDA, TUHIN SAHAI

FHWA AECOM ITS AMERICA U.S. DEPARTMENT OF ENERGY

VISION

Our AI Digital Twin platform will be used to manage traffic in every major city in the world. Join us on our journey.



FEWER ACCIDENTS

LOWER TRAVEL TIMES

LOWER VEHICLE EMISSIONS

Jatish Patel | CEO

jatish@flowlabs.ai