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Autonomous Vehicles for B2B Short-Haul Logistics

Snapshot

- Industry leaders in self-driving car, robotics, machine learning
- Raised **$29.5M** from world-class investors with deep expertise in AI, ML, supply chain, and automotive
- Live with **Walmart** in Arkansas, **Loblaw** in Toronto and other top retailers across North America
- Focus on **structured autonomy** - Automating on-road transportation on known, repeatable routes
- Est. in 2017, based in Palo Alto & Toronto

WAYMO Uber Google cruise

Carnegie Mellon University The Robotics Institute MIT Stanford University UNITED NATIONS

innovation endeavors

WITTINGTON IVENTURES

FONTINALIS PARTNERS

DYNAMO

TRUCKS

intact

FM CAPITAL

Gatik


STARBUCKS
COFFEE
Walmart.com
Gatik
Self Driving Vehicle

Our Solution Solves For 'Middle Mile' Logistics

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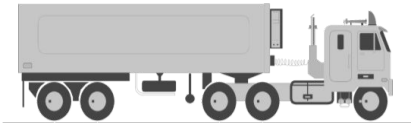
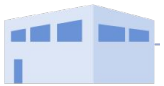


Known routes typically range from 10 to 300 miles

Long haul | **Middle mile** | Last mile

Autonomous Vehicles for B2B Short-Haul Logistics

Offers affordable, constant flow of goods



Warehouse / DC

Distribution Center / Sorting Center

Micro-Fulfillment Center / CFC

Store / Local Hub

Customer

- Lower costs
- Reliable and flexible service (e.g. not subject to driver shortages)
- Safer driving (doesn't get tired or distracted, faster reaction time)
- Full visibility via telematics solution (i.e. collect 200+ data points)

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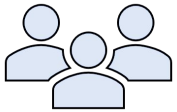
Problems To Solve

E-Commerce is exploding

- Retail eCommerce is growing faster than the highest predictions
- Existing networks do not support growth
- New hubs closer to the customer are emerging



Consumers expectations are increasingly demanding

- Faster delivery
- Improved product availability and order accuracy
- Free shipping – **63% of cart abandonments** in the US are **due to extra costs for shipping**

Capacity is constrained

- Driver shortages are worsening (60K+ openings)
- Driver compensation & retention is costly
- Hours of service restrictions (11-hrs per 24-hrs)

For retailers, supply & demand imbalances mean:

- Costs are rising
- Margins are shrinking
- Service levels are unreliable

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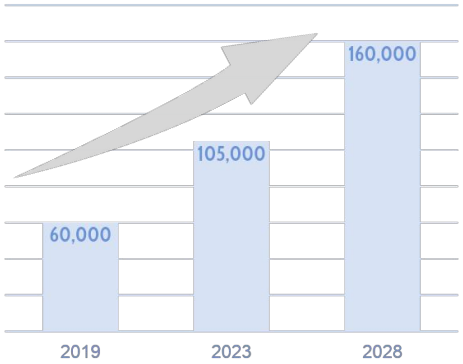
AVs Offer Reliability, Efficiencies, And Safety

Establish reliable and flexible capacity

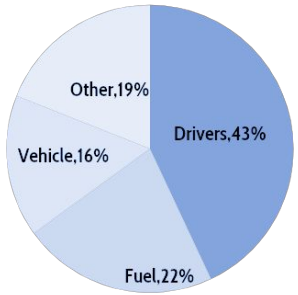
Driver Shortage



Mitigate against worsening **driver shortages, protect capacity**, and **establish a constant flow of goods** as online orders increase

Increase Operational Efficiency

Trucking Cost Breakdown



Unlock significant long-term savings in driver costs and **other efficiencies** related to assets and fuel

Improve Safety

Trucking Collisions

4,000
fatalities

90%
were caused by **driver error**

330,000
large trucks were involved in crashes in 2012 in the US alone

Protect against collisions caused by **human error** such as distracted and tired driving

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Customer Partnerships

Long-Term Partnerships

- Partnered with Walmart, Loblaw and other top retailers across North America
- Flexible Agreements around number of predetermined routes, service, and vehicles

Flexible and Proven Operations

- Trucks run 12 hours a day; 7 days a week
- Over 45,000 autonomous deliveries completed to date
- Supports cold chain, dock height, and lift gate

Value for Customers

- Upon removal of drivers, significant savings are achieved
- Service levels average 98.5%
- Cater solutions to align with strategic priorities (e.g. electrification, sustainability, innovation, visibility to operations)

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Technology

Structured Autonomy

- Allows us to constrain the challenge of autonomy - we use only fixed, repeatable routes to maximise the efficiency and safety of our technology.

Hybrid Approach

- We combine Conventional Robotics, which is rules-based and involves instructing our vehicles to follow specific tasks, and Deep Learning, a technique that enables our vehicles to learn themselves by absorbing data through deep neural networks that function in the same way as the human brain.

- We break down these deep neural networks into much smaller modules which are restricted to a very specific task, enabling us to overfit our technology for the specific routes on which we operate.

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Working Closely with Policy Makers

Sharing Data

- Share detailed information on all aspects of operations with state authorities in jurisdictions in which we are live.
- Accountability and transparency is critical to the advancement of the sector.

Informing Legislation and Programming

- We have had the opportunity to work with authorities to provide guidance and feedback on legislation and programming - we welcome these opportunities

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Impact of the Pandemic

Increased Orders

- Since March 2020, we've seen a 30%-35% increase in existing customer orders and signed contracts with new customers.

Importance of Gatik's Use Case

- With the rise in E-Commerce, the middle mile has never been more critical to ensuring a robust supply chain, i.e. inventory pooling/management, availability of essential goods.

- Helping to meet an unprecedented expectation for contactless delivery, i.e. reduce the risk/impact of communicable diseases by reducing human intervention in the supply chain.

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