

PERRONE ROBOTICS INVESTMENT OVERVIEW

PAUL PERRONE
FOUNDER & CEO



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WHAT WE DO

TARGET: AUTONOMOUS TRANSIT OF PEOPLE & GOODS



IN: FIXED
BOUNDARY
ZONES



FOR: APPLICATIONS DEPLOYABLE NOW



RESIDENTIAL



DOWNTOWN



WORK SITES

USING: EXISTING TRANSIT VEHICLES



RETROFITTED: WITH A PROVEN AUTONOMY KIT



PROBLEM

VAST NUMBER OF FIXED BOUNDARY ZONES WHERE PEOPLE & GOODS TRANSIT NEEDS EXIST



DOWNTOWN & MAIN STREET



RESIDENTIAL & WORK CAMPUSES



RECREATIONAL & COMMERCE



LOGISTICS & WORK SITES



DRIVER SHORTAGES & EXPENSES



DELAYED OR NO TRANSIT AT ALL



INFLEXIBLE ROUTING

SOLUTION

DEPLOY NOW (WITH TONY)



DOWNTOWN & MAIN STREET



RESIDENTIAL & WORK CAMPUSES



RECREATIONAL & COMMERCE



LOGISTICS & WORK SITES



GO DRIVERLESS IN 2021



RIGHT VEHICLE FOR THE JOB



AUTONOMOUS ROUTING EFFICIENCY

COMPANY FOUNDATION



A VISION

ONE SOFTWARE PLATFORM
ANY AUTONOMOUS APPLICATION



PATENTS

GENERAL PURPOSE AUTONOMOUS
ROBOTICS OPERATING SYSTEM
W/AV EXTENSIONS



SOFTWARE

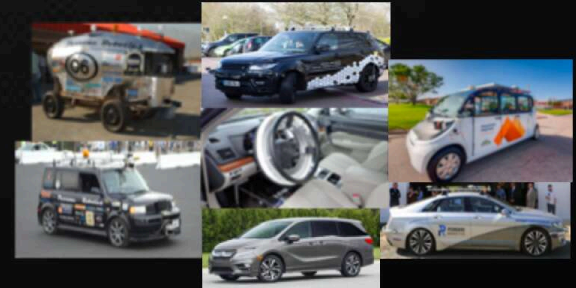
PROVEN & COMPREHENSIVE
AUTONOMY SOFTWARE



250+ PERSON-YEARS
AUTONOMY INVESTMENT



36,000+ MILES
AV TRAVELLED



30+ VEHICLES
MADE AUTONOMOUS



This slide contains forward looking statements and projections and should not be relied upon, but are provided only to show a possible outcome. Actual results may be materially different. We cannot and do not warrant the accuracy, completeness or timeliness of the information contained therein.

TEAM

PIONEERS — EXPERTS — EXPERIENCE



PAUL PERRONE



FOUNDER/CEO/CHAIRMAN

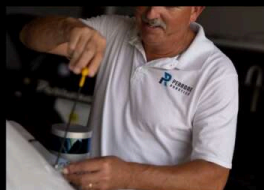
PIONEER IN AUTONOMY SPACE (17+ YEARS)

LED 2005/2007 DARPA GRAND CHALLENGE TEAMS

FOUNDING CHAIRMAN OF SAE AV STANDARDS COMMITTEE

INVENTED FIRST GENERAL PURPOSE ROBOTICS OPERATING SYSTEM FOR AVS

25+ YEARS HI-TECH BUSINESS EXPERIENCE



TEAM OF EXPERTS

DIVERSE AND COMPLEMENTARY SKILLS
AUTONOMY, EMBEDDED SYSTEMS, & AUTOMOTIVE

NOLAN BUSHNELL



BOARD MEMBER

ATARI & CHUCK E. CHEESE FOUNDER
SERIAL BUSINESS PIONEER

MARK LYDON



BOARD OBSERVER

INTEL CAPITAL MANAGING DIR.

KEY PROJECTS



MILITARY BASE SHUTTLES

PILOT 2020

ROLL-OUT PHASES

1000+ UNITS BROAD OPPORTUNITY



EV TRANSIT VANS

PILOT 2020

60+ UNITS ROLL-OUT OPPORTUNITY

1000+ UNITS BROAD OPPORTUNITY

FORTUNE
100

LOGISTICS COMPANY



TRACTOR TRAILERS

PILOT 2020

PRODUCTION 2021

1000+ UNITS BROAD OPPORTUNITY

IMMEDIATE OPPORTUNITY

SALES PIPELINE

LEADS
\$165M+ RAW

(IF WON ALL)

PROSPECT
CUSTOMERS
\$14M+ WEIGHTED

(ESTIMATED LIKELIHOOD)



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FINANCIAL PROJECTIONS

TARGET SALES MODEL

EQUITY FINANCING*

\$10M (2021), \$10M (2022)

CASH FLOW POSITIVE 2023

1.1% SOM BY 2024



*REGULATION A OR SERIES B

**\$1.3B UNDER "FLYWHEEL MODEL"

SIZE OF MARKET

PROJECTIONS FOR 2024

\$323M*

REVENUE

380K
LOCATIONS

RELEVANT MOBILITY CENTERS
U.S. ONLY
TOTAL ADDRESSABLE MARKET (TAM)

85K
LOCATIONS

CENTERS W/FIXED BOUNDARY ZONES
WARRANTING AUTONOMOUS TRANSIT
SERVICEABLE AVAILABLE MARKET (SAM)
22% OF TAM

Tony
956
LOCATIONS

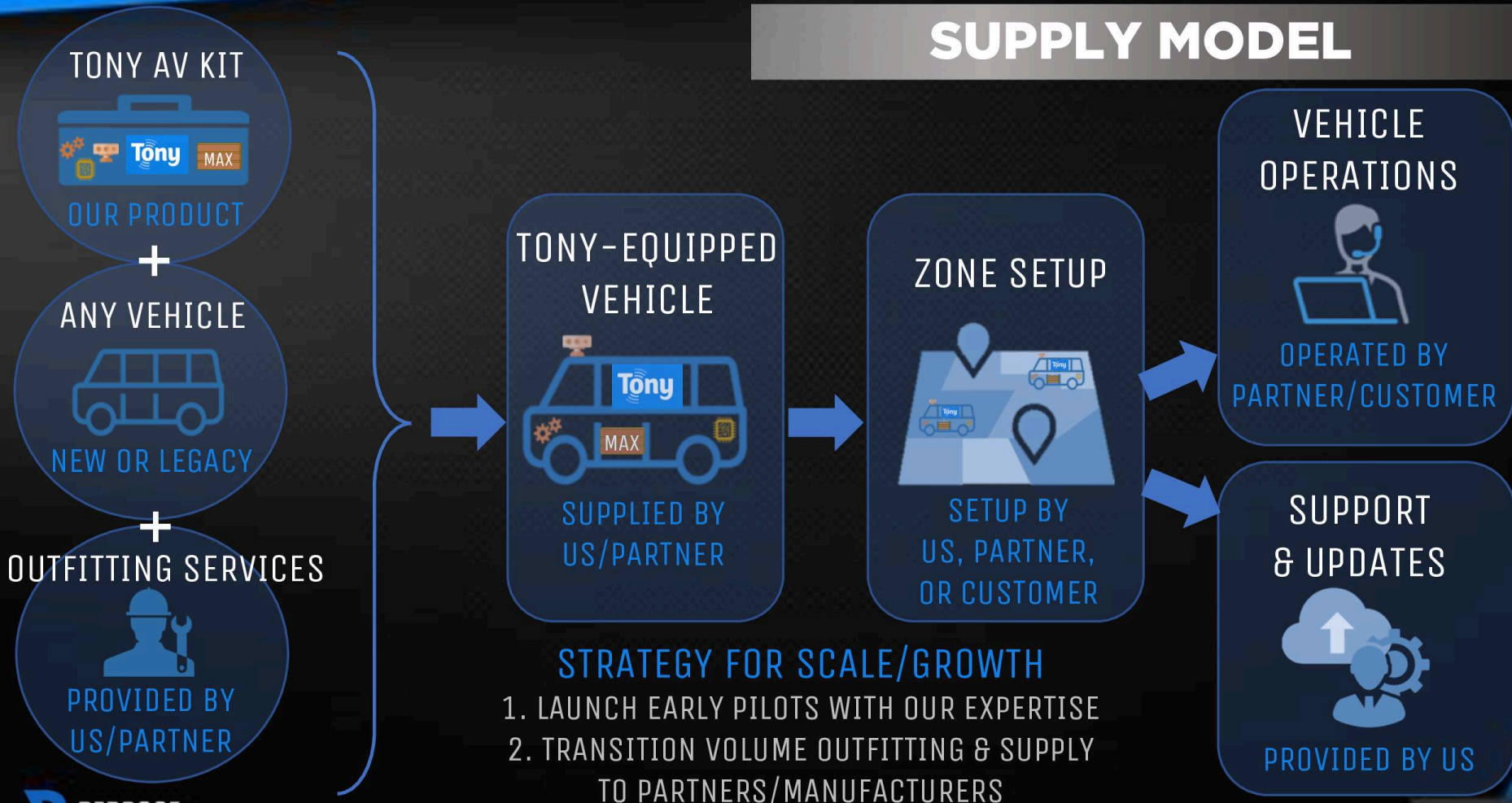
TONY DEPLOYMENTS
9.5K VEHICLES
SERVICEABLE OBTAINABLE MARKET (SOM)
1.1% OF SAM



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***\$1.3B UNDER "FLYWHEEL MODEL"**

SUPPLY MODEL



BOUNDED
ZONE
AUTONOMY

OPERATIONAL DOMAINS

WE HAVE THE ONLY
SOLUTION FOR AUTONOMOUS
TRANSIT WITH FULL AUTONOMY NOW



LOW SPEED VEHICLE COMPANIES



"BOX" SHUTTLE COMPANIES



AUTONOMY CAPABILITY LEVEL

COMPETITION

AUTOMOTIVE & ROBO-TAXI
AUTONOMY

INDIRECT
COMPETITION

DIFFERENT PROBLEMS
DIFFERENT SOLUTIONS



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BUSINESS MODEL

PRODUCTS



TONY TURN-KEY VEHICLES
[SELL/LEASE]



TONY AV KITS & OUTFITTING
[SELL/LEASE]



TONY/MAX LICENSING
[ROYALTIES]

*FIELD VEHICLES FOR PILOTS
(2020-2021)*

*SHIFT TO INTEGRATION
(2021-2022)*

*THEN LICENSING
(2022+)*

SERVICES



ZONE SETUP
[FEE-BASED]



SUPPORT & UPDATES
[MONTHLY FEE]



APPS



V2X



ONBOARD

INTEGRATION SERVICES
[FEE-BASED]

USE OF FUNDS

WE ARE LOOKING FOR FINANCING TO EXECUTE ON AV DEPLOYMENTS,
CAPTURE PR/SALES, & ACCELERATE EQUITY FINANCING

\$250K (MIN) TO \$1.07M (MAX)



- Expand sales to capture/grow pipeline.
- Increase marketing/PR campaign.
- Accelerate equity fund raising.

- Strong execution on high profile customer deliveries leading to:
 - *Significant & national publicity.*
 - *Increased sales w/those customers.*
 - *New sales interest.*

* 10% WITH MIN RAISE, 2.5% WITH MAX RAISE

** 13.5% WITH MIN RAISE, 21% WITH MAX RAISE

GAME PLAN



CLOSE
WEFUNDER
ROUND



FIELD
CURRENT
TONY PILOTS



PUBLICITY
& FOLLOW
ON SALES



CLOSE
EQUITY
FINANCING



LOWER COSTS
& OUTFIT
TEST/DEMO AVS



ACCELERATE
AV SALES &
DEPLOYMENTS

DEC
2020

\$250K MIN.
\$1.07M MAX.

JAN-FEB
2021

2 ARMY BASE AVS.
1 TRANSIT AUTHORITY AV.
2 LOGISTIC YARD AVS.

MAR
2021

NATIONAL PRESS.
2+ TONY DEALS.

APR
2021

\$10M+ ROUND.
HIRE 10+ SALES.
HIRE 10+ MARKETING.
HIRE 40+ ENGINEERS.

JUN
2021

REDUCE KIT COST 50%.
2 NEW AV MODELS.
4 TEST AVS.
4 ROAD SHOW AVS.

DEC
2021

50+ AVS DEPLOYED.
\$11M+ REVENUE.

THANK YOU.

QUESTIONS?

PAUL@PERRONEROBOTICS.COM (CEO)