

# 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)

CUSTOMERS  
\$14M+ WEIGHTED

(ESTIMATED LIKELIHOOD)

# FINANCIAL PROJECTIONS

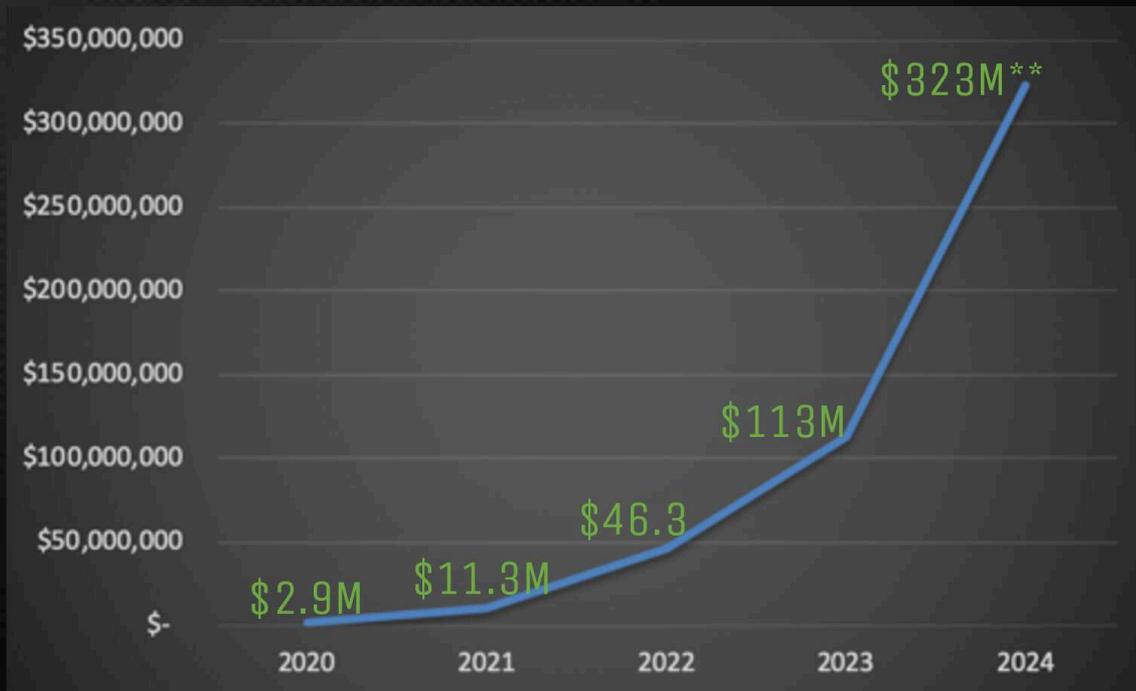
## TARGET SALES MODEL

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"



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# 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

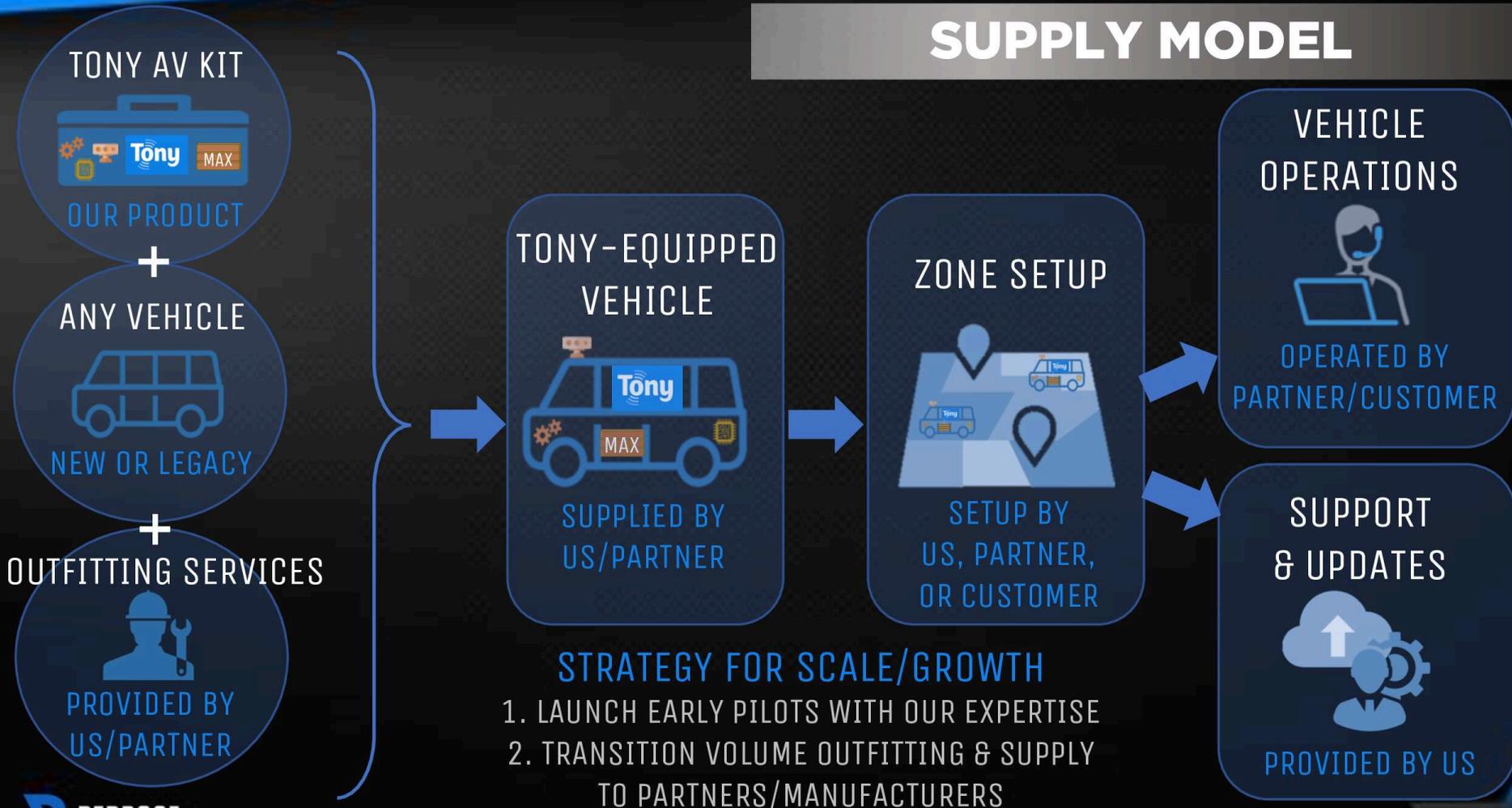
TONY DEPLOYMENTS  
9.5K VEHICLES  
SERVICEABLE OBTAINABLE MARKET (SOM)  
1.1% OF SAM



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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.

AV = AUTONOMOUS VEHICLE

**THANK YOU.**

**QUESTIONS?**

[PAUL@PERRONEROBOTICS.COM](mailto:PAUL@PERRONEROBOTICS.COM) (CEO)