

STARSHIP



A COMPANY WITH ROOTS IN SKYPE



Launched by
Skype
co-founders

Leader of the
emerging industry
of ground-based
delivery robots

Operated as an
on-demand delivery
service

Running
commercial
services with >10
partners

Operations in Silicon
Valley London,
Hamburg, Rotterdam,
Tallinn, Washington,
DC



MODERN TRANSPORTATION HAS A PROBLEM

- E-commerce is growing by over 10% annually
- Thousands of vans drive around cities every day delivering parcels and groceries
- 33% of car journeys are for personal shopping
- Thousands of tons of CO2 is released each day in cities for failed/completed deliveries
- Doing deliveries by cars and van is a major contributor to congestion and traffic accidents, and it is only getting worse...



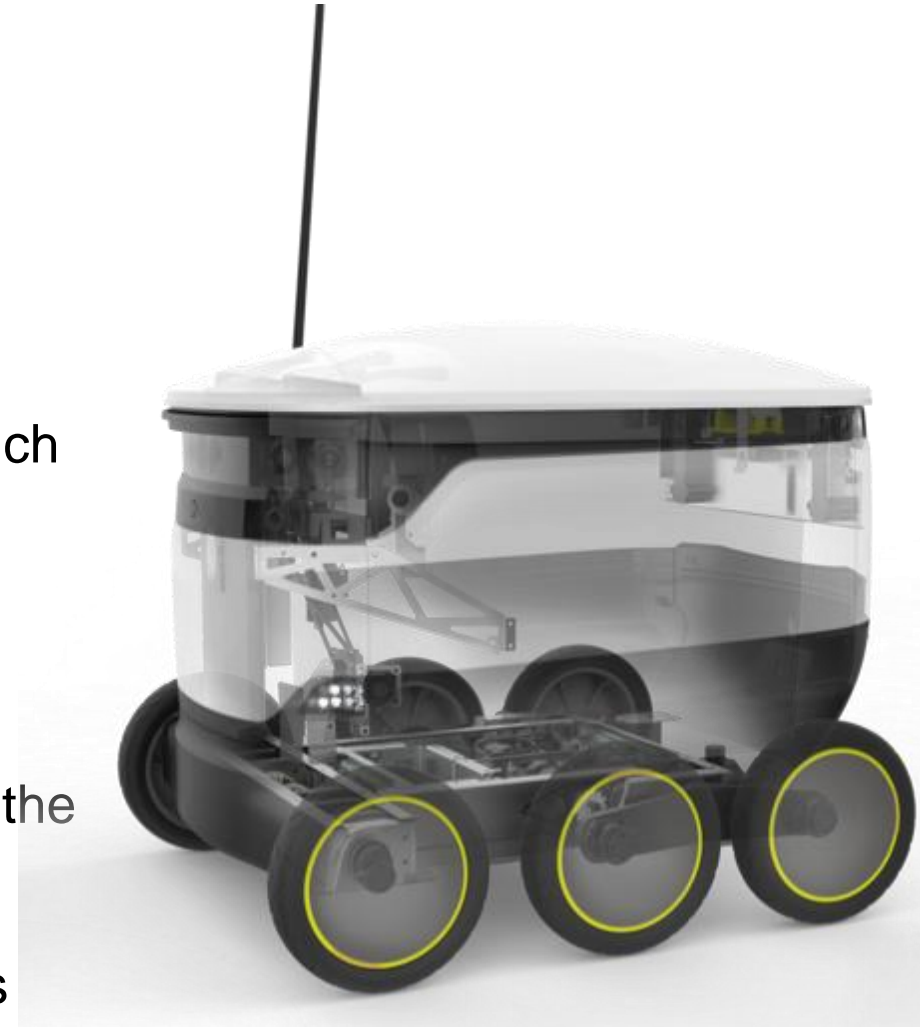
HOW DELIVERY ROBOTS WILL TRANSFORM CITIES

- Reduced congestion
- Reduced pollution
- Zero emissions
- Increase in quality of life
- Assisting senior citizens
- Affordable delivery for local businesses



WHAT IS THE DELIVERY ROBOT?

- An personal delivery device (PDD) that uses pavements and public spaces
- Drives at pedestrian speeds
- Equipped with cameras and other sensors, navigates with 1 inch precision
- Can intelligently react to pedestrians, obstacles and traffic situations
- Robots are monitored by human operators who can take over the control any time
- Carries max 12 kg (20lbs) or an equivalent of 3 shopping bags
- Inherently safe



SELECTED COOPERATION PARTNERS



HOW IT WORKS

CONSUMER'S PERSPECTIVE



1.
Place orders
online.
Robotic delivery
offered in
Starship's delivery
areas

2.
Get notified
when the
package has
arrived at the
local hub

3.
Pick a 5-minute
delivery slot and
track delivery in
real time

4.
Delivery at your
doorsteps in
30 minutes. Open lid
with a secure link



SOCIAL ACCEPTANCE



>10 million people
have encountered the robots

80% of them do not react

No robot has been
stolen

REGULATORY ENVIRONMENT

85 million people now live in jurisdictions with Personal Delivery Device (PDD) laws and regulations:

- Washington, DC (June 2016)
- Virginia (February 2017)
- Idaho (March 2017)
- Florida (May 2017)
- Wisconsin (May 2017)
- Switzerland (May 2017)
- Ohio (June 2017)
- Estonia (June 2017)
- Arizona (February 2018*)
- Utah (February 2018*)
- Germany, UK, the Netherlands in works

Cities that have approved Starship robots: Palo Alto, San Jose, Redwood City, San Carlos, Foster City, Sunnyvale, Walnut Creek, Concord, Austin, Fayetteville, 5 London boroughs, Milton Keynes, Glastonbury, Hamburg, Düsseldorf, etc.



Virginia Governor McAuliffe signing the PDD bill into law



AN EMERGING INDUSTRY

Over 20 companies are now working on similar concepts



STARSHIP IS WORLD LEADER





An aerial photograph of a city grid, overlaid with a dark, semi-transparent map layer. The map features several colored markers: orange pins, blue circles, and small yellow dots. A prominent yellow vertical bar is on the left side of the image. The text "Thank you" is centered in white, bold font.

Thank you