

**[COMPANY LOGO]**

**Automating material handling equipment**  
that perform **dull, dangerous, and undesired jobs.**

**PRESENTATION TO INVESTORS**  
DECEMBER 2024

# Our **Big Vision**

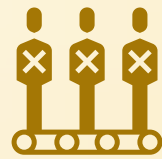
Connect the global warehousing workforce  
through the Power of AI and Robotics

## **Step #1:**

Build AI driven autonomous forklifts for use in all warehouses

# Problem

The US Warehousing industry spends **\$150B - \$180B** annually on labor because **< 0.01%** of forklifts have any level of automation.



## Severe Labor Shortage:

Unfilled warehouse jobs are projected to reach **2.1 million** open positions, growing 4x by 2030.



## High Turnover & Injury Rates:

Forklift driver turnover is **1 in 3** within a year and contributes to a **45%** labor turnover rate across all warehouse jobs. The industry ranks **#3** in injuries.



## Inefficient & Costly:

Hiring is costly and inefficient, with **100%** annual driver churn and staffing agencies constantly recycling labor.

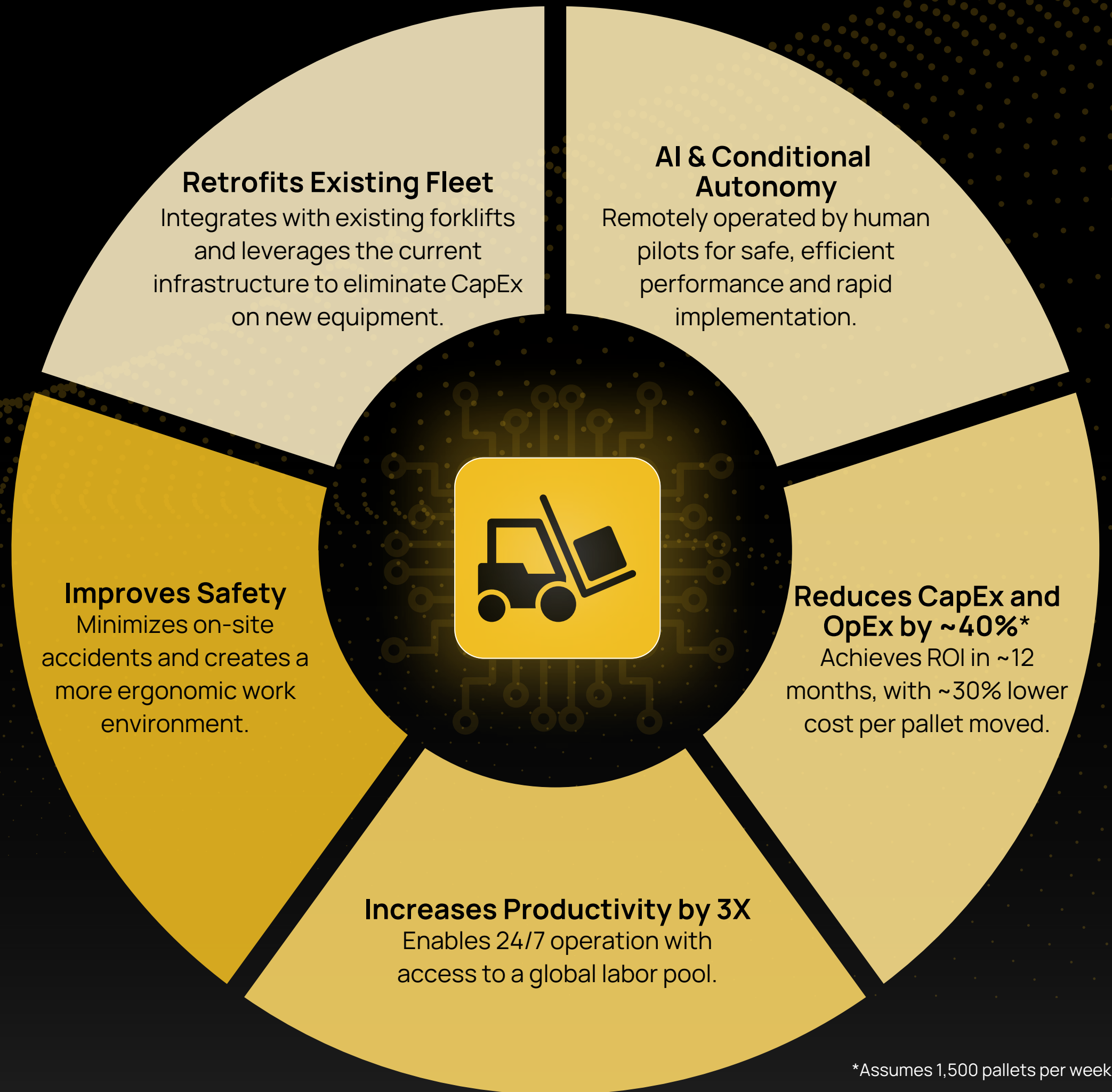
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# Solution

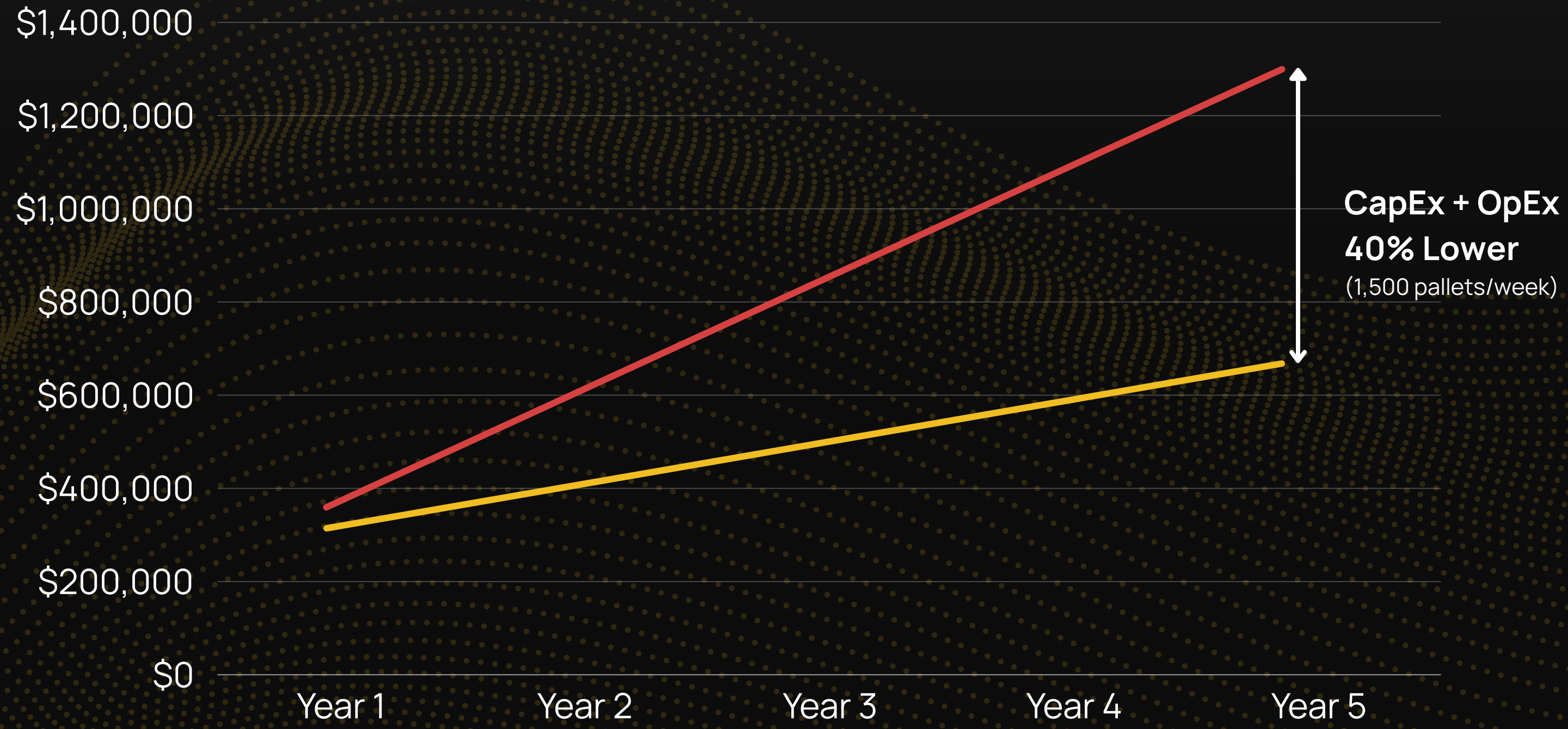
**[Company]** solves the warehouse labor crisis with **AI-Powered Autonomous Forklifts**.

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\*Assumes 1,500 pallets per week

# An Automated Forklift Costs 40% Less

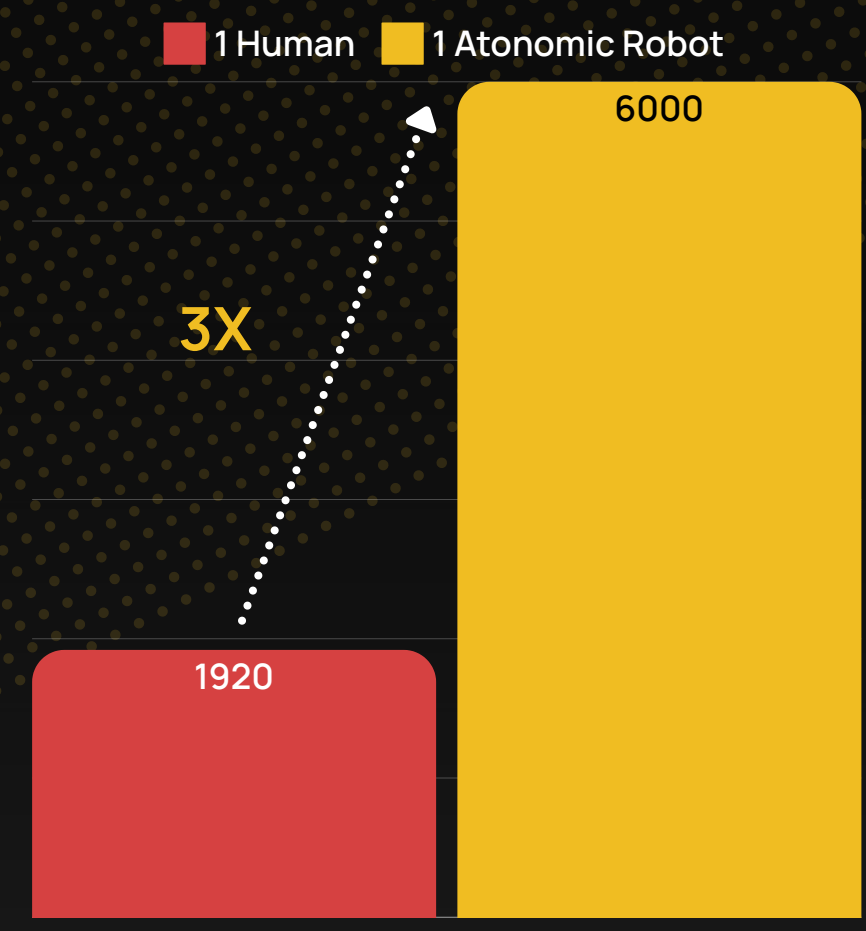


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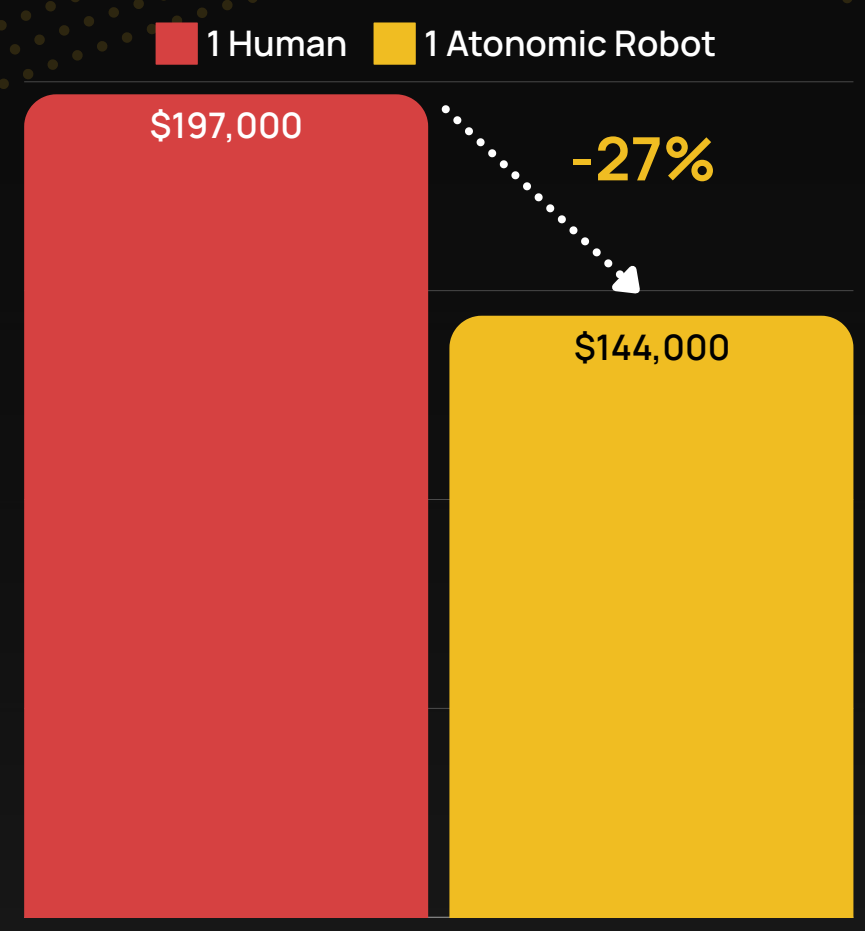
# Customer ROI in ~12 Months

~30% lower costs per pallet

## Productive Hours per Year

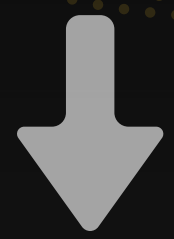


## Cost for 6000 Product Hours



2 Shifts x 6 Days  
(15 pallets per hour)

Manual Forklift  
**\$2.1 per Pallet**

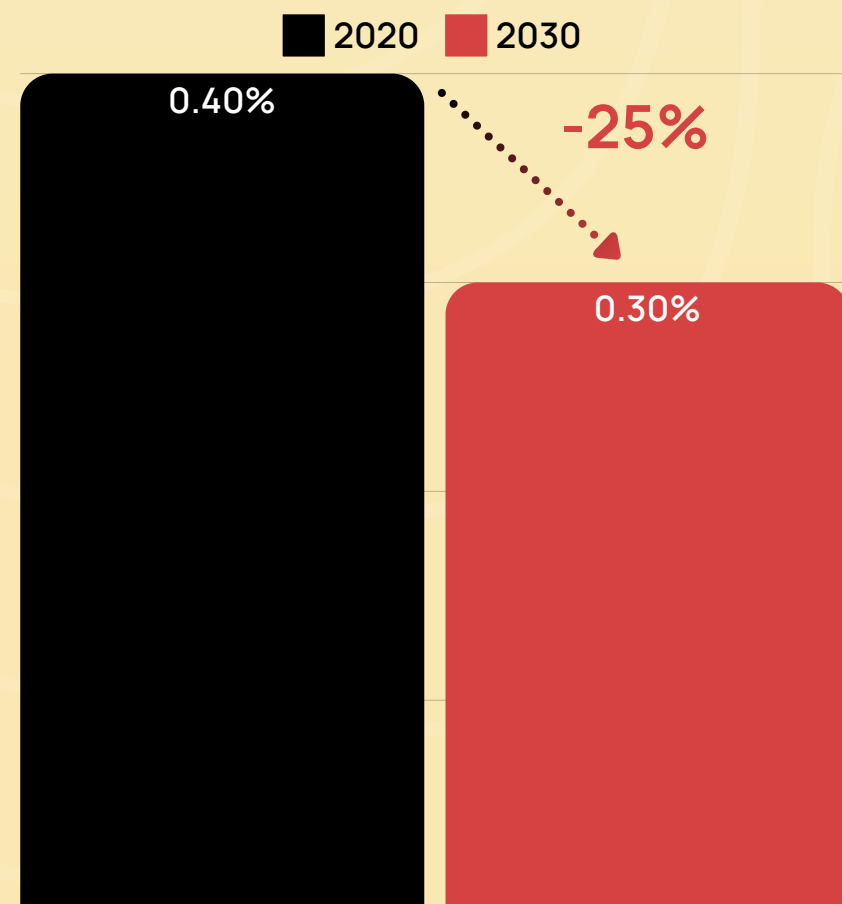


[Company] Robot  
**\$1.5 per Pallet**

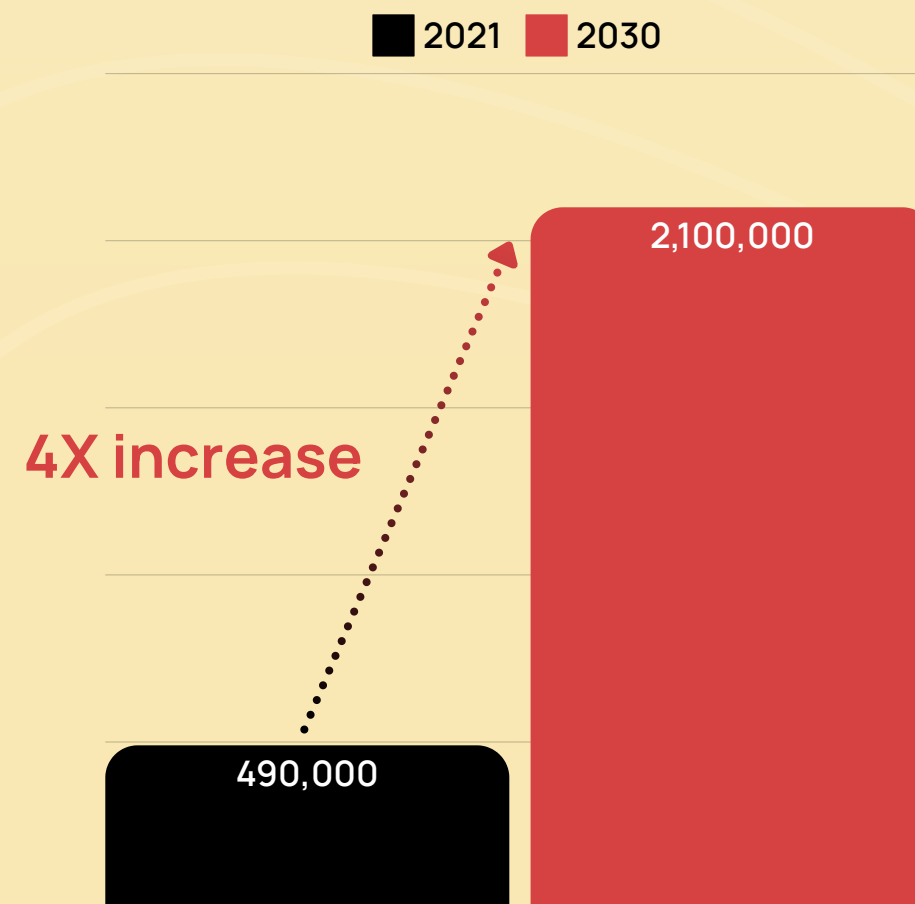
# Why Now

Labor Shortage is Worsening While the Warehousing Industry is Trying to Grow

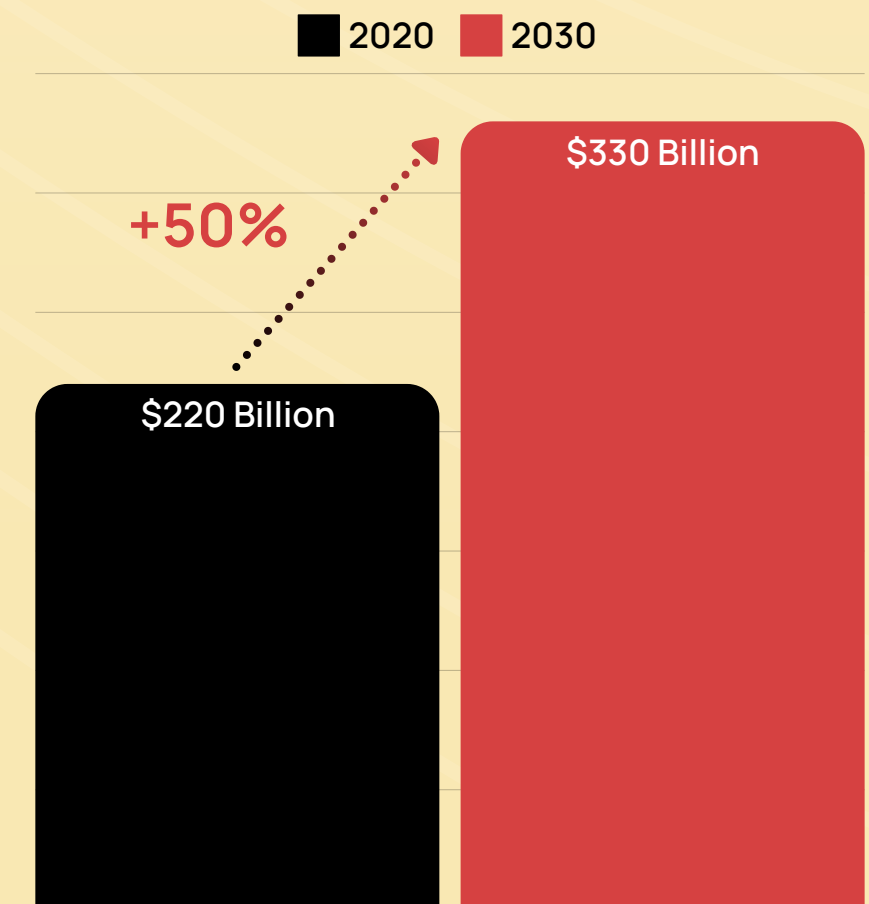
## Labor Growth Rate Decelerating



## Unfilled Warehouse Jobs Worsens



## Warehouse OpEx Increases



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# Traction

## CUSTOMER BETA

Agreement with Grocery and GM Distribution Center

Average of **8** inbound trailers per shift



## CUSTOMER PIPELINE



C.H. ROBINSON



KUEHNE+NAGEL



GEODIS



Lineage®

**+88** of the Top 3PLs

# Founder-Market Fit

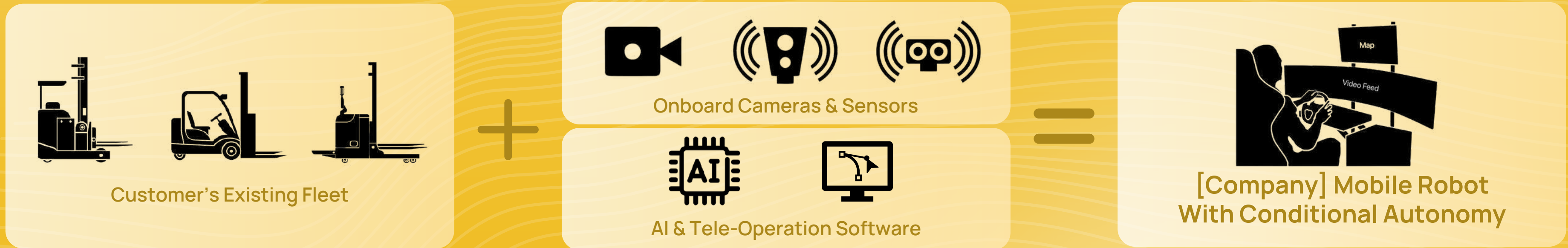


I have led and managed complex warehousing, fulfillment, and logistics operations for industry giants like Tesla and Nike, personally experiencing the daily challenges within the industry.

Point #2

Point #3

# How It Works



## #1 - RETROFIT

Existing forklifts are retrofitted with proprietary hardware and AI-powered software—no need for new equipment.

## #2 - CONNECT

Remote pilots access forklifts through the secure Teleport System, with real-time video, audio, and data for seamless control.

## #3 - OPERATE

Pilots remotely handle loading, unloading, and putaway, while the autonomy system ensures safety and enables control of multiple forklifts simultaneously.

# Market Opportunity

## TAM (Global Market)

The global warehouse automation market size is expected to be \$95.4B by 2034 (CAGR = 15.9%).

## SAM (U.S. Market)

The U.S. warehouse automation market size is expected to be \$25.3B by 2034 (CAGR = 16.1%).

## SOM (Market Penetration Rate)

[SOM]

TAM  
**\$95.4B**  
↑↑ 15.9%

SAM  
**\$25.3B**  
↑↑ 16.1%

SOM  
**\$XXX**

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\*2034 Values  
Source: [SOURCE]

# Competition and Competitive Advantage



# Go-to-Market Strategy

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## Q1 - Q2 2025

10 Units

- Form Factor 1 Prototype in 3 Months
- Dual-Mode Tele-Operation
- Customer Beta in Small to Mid-Sized Real-World Warehouses

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## Q3 - Q4 2025

222 Units

- MVP
- Multi-Mode Conditional Autonomy
- Customer Pilots in Large Real-World Warehouses

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## Q1 - Q2 2026

962 Units

- Feature-Complete
- Multi-Mode Conditional Autonomy
- Deployments in Mid to Large Real-World Warehouses

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## Q3 - Q4 2026

3000 Units

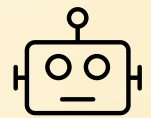
- High-Level Autonomy
- Expansion to New Applications at Scale

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# Business Model

B2B

Business-to-Business



**Robotics as a Service (RaaS)**

\$30/Hour of Forklift Operation



**Remote Operators on Existing RaaS Forklifts**

\$22/Hour



**3PL Logistics**

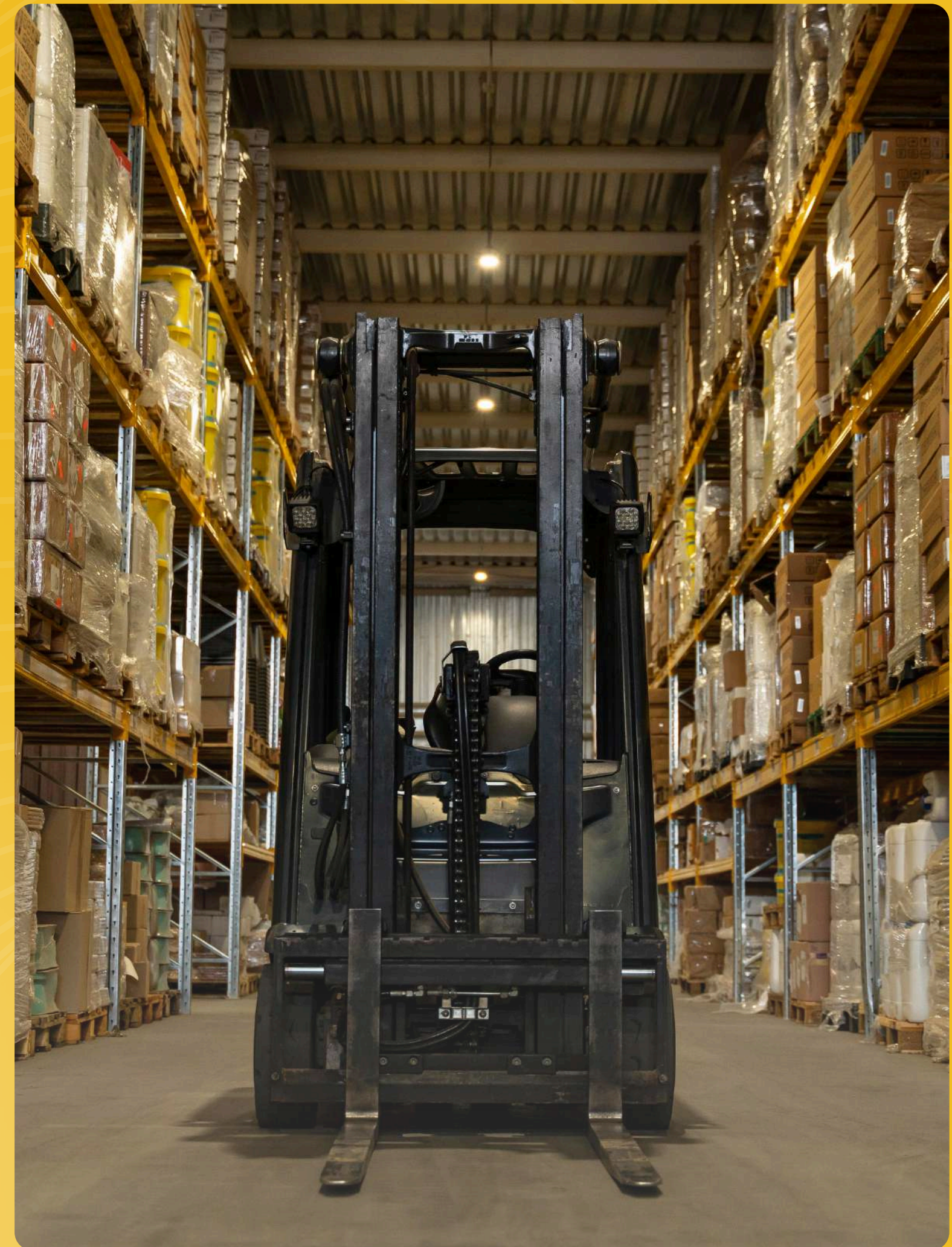
\$X/Pallet



**Full Form Forklifts**

\$15,000/Forklift + \$30/Hour of Forklift Operation

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# Ask and Financials

Ask

**\$820,000**

Valuation

**\$XXXXXXXX**

Uses of Funds

**Pending**



## XXXX Targets

XXXXXXXXX: **XXXXXXXXXX**

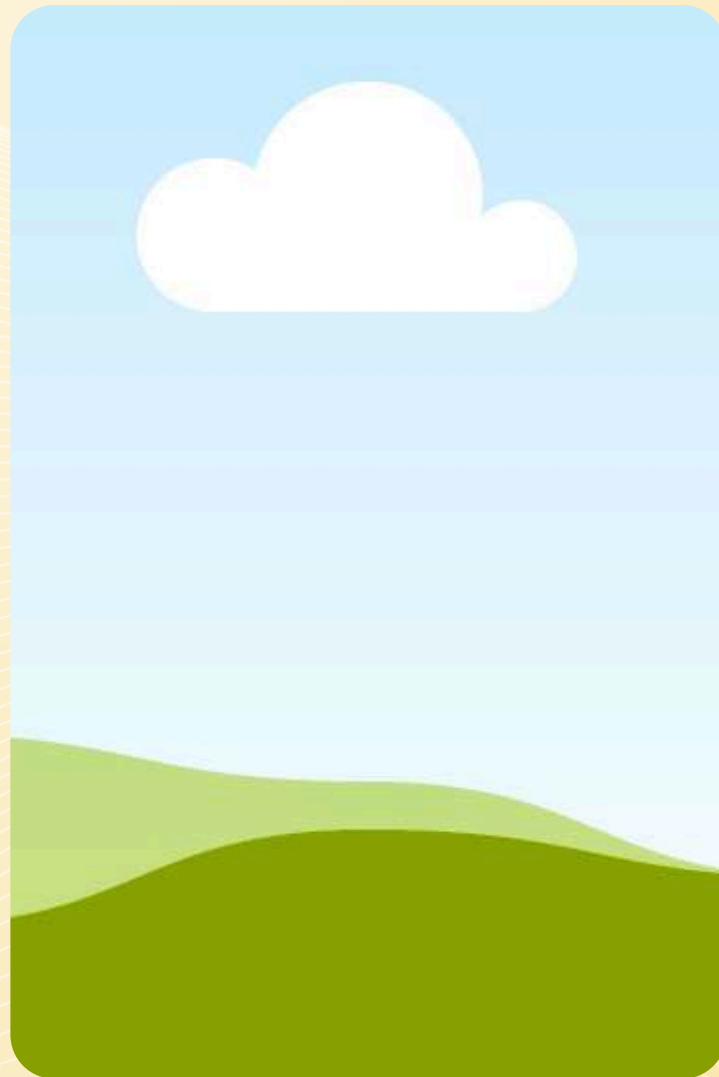
Revenues: **\$XXXXXXXXXX**

Gross Profit: **\$XXXXXXXXXX**

Net Profit: **\$XXXXXXXXXX**

Cash Balance: **\$XXXXXXXXXX**

# Team



**[NAME]**

[POSITION]

15+ years in Warehousing, Fulfillment, Logistics, and Manufacturing Operations

Managed 100+ warehouses, including the world's largest fulfillment center at Nike and a global network of 20+ warehouses for Tesla.



**[NAME]**

HEAD OF BUSINESS DEVELOPMENT

[BIO]



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# Our **Big Vision**

Connect the global warehousing workforce  
through the Power of AI and Robotics

## **Step #2:**

Build AI-driven autonomous forklifts for use in all warehouses

## **Step #3:**

Autonomous warehousing as a service



Stay tuned!

# Thank You!

Let's Connect:

[EMAIL ADDRESS]

[PHONE NUMBER]

November 2024

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