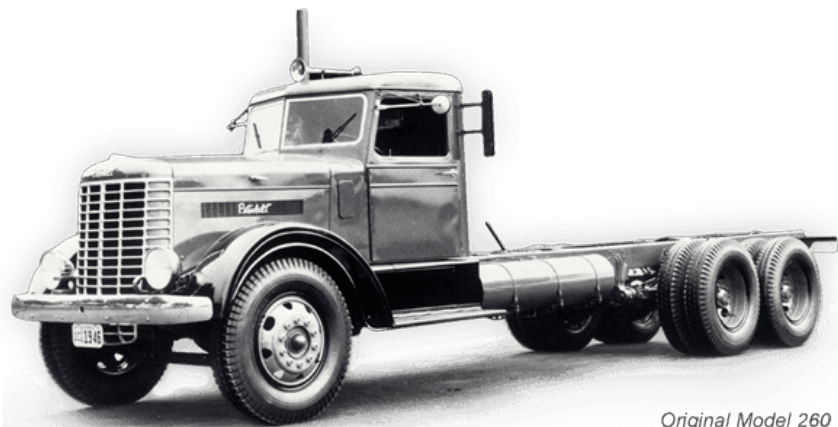


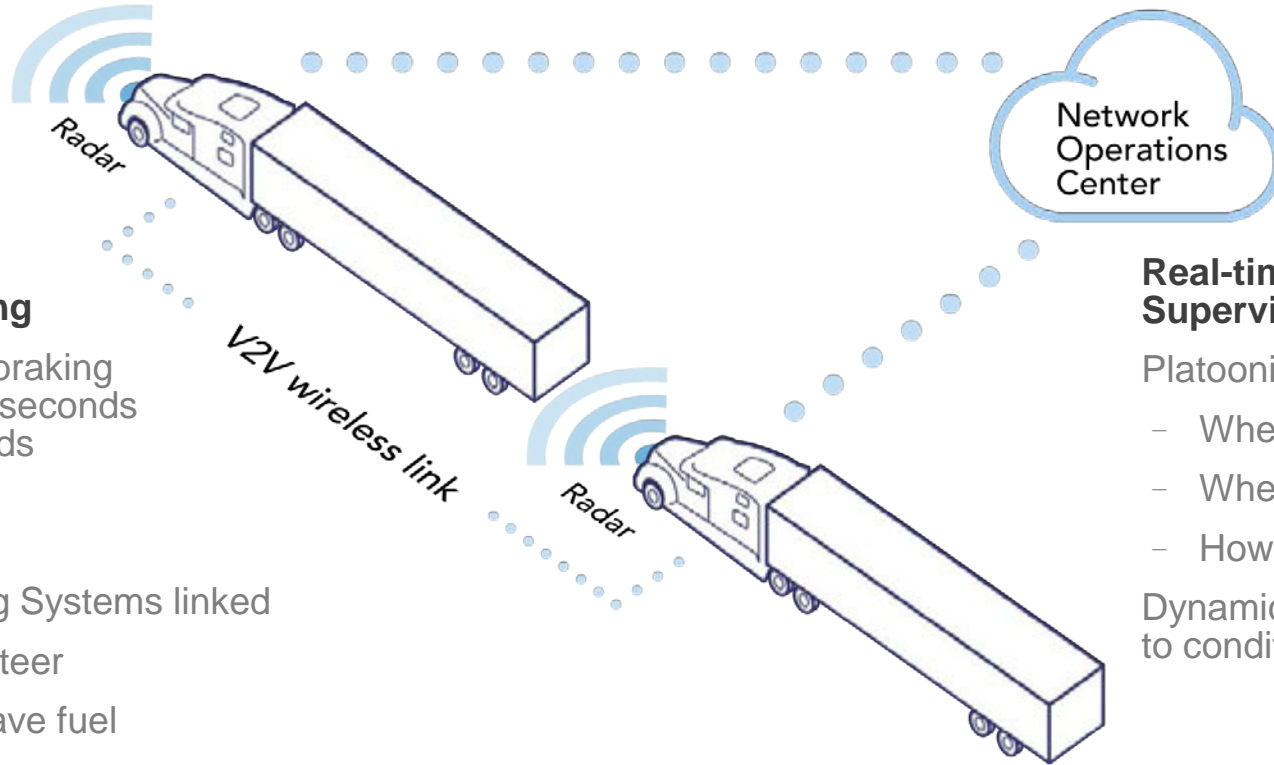


Connected and Automated Trucks



Original Model 260

Connecting Trucks



Active Braking

Reduces the braking time from 1.5 seconds to 0.03 seconds

Platooning

Active Braking Systems linked
Both drivers steer
Both trucks save fuel

Real-time Cloud Supervision

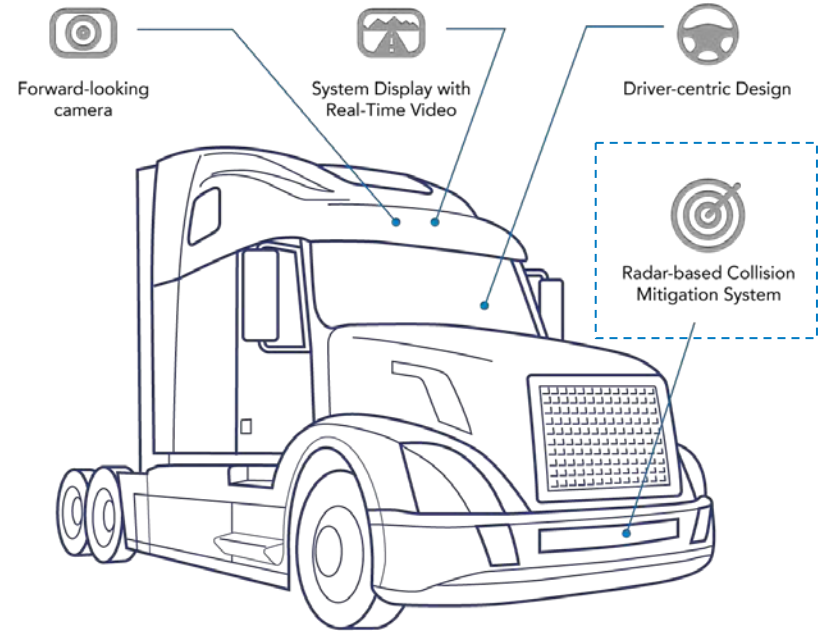
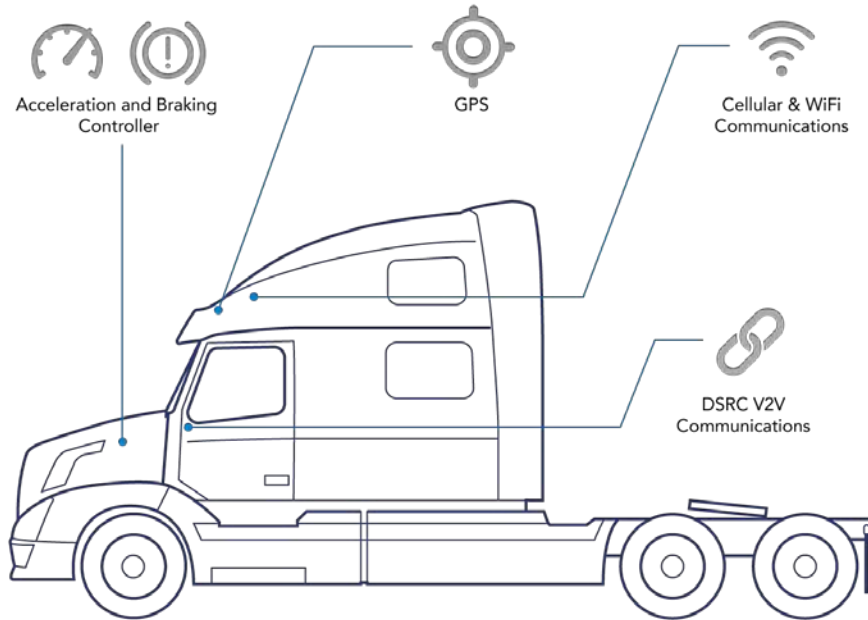
Platooning only...

- When safe
- Where safe
- How safe

Dynamic adjustment to conditions

Platooning System

<https://youtu.be/-NtYUwGGk1A>



<https://vimeo.com/155164547>

Trucking Today



**A network that powers
our economy**

**\$700B
(70% of all freight)**

**Low margin with
concentrated expenses
in fuel, crashes, and
labor**

**\$100B Diesel
\$60B Crashes
~\$300B Labor**

Peloton will attack all 3 Major Cost Categories

Platooning

- Saves **fuel** by reducing drag
- Prevents **crashes** through reliable, near-instantaneous, precise braking

Automation

- Autonomy reduces the need for scarce, expensive **labor**



What is needed to

Develop and Deploy Fully Automated Trucks

Platooning Has Created All of These and Continues to Do So

Talent

Brand

Relationships

OEMs

Fleet Customers

Partners

Regulators

Data

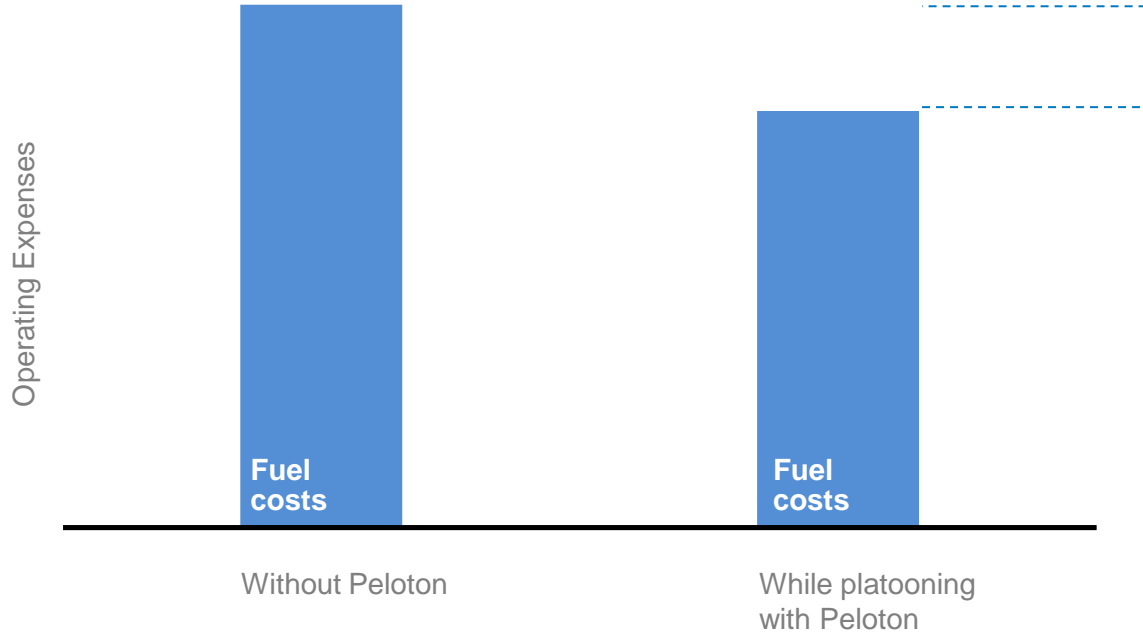
Operational Intelligence

For Machine Learning

Technology and IP

Business Model

“Platooning as a Service” Pricing



Competitive advantage for fleets

Steps To Savings

1. System purchase upfront
2. Free platooning until system payback
3. Per mile fee after payback

Platooning Service

Platoon Savings \$0.02 – \$0.042 /mi/truck

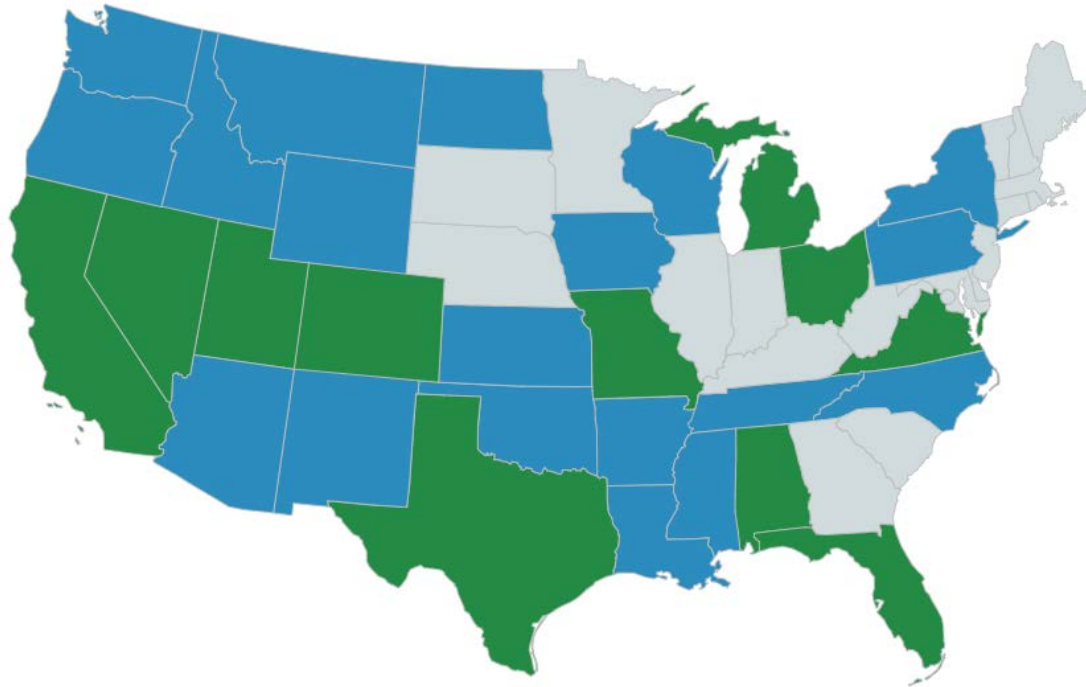
Gross Fuel Savings \$3 – 11k /truck/yr

Peloton Revenue \$1.5 – 5.5k /truck/yr

REAR TRUCK 10% Verified savings FRONT TRUCK 4.5%

Platoon gap of 36ft, at 64mph, 4200ft elev. (CR England/NACFE)

Truck platooning outlook by state



Approval for Trial/Demo Activity (10)

CA, NV, UT, CO, TX, MI, OH, VA, AL, FL

Platooning Interest* (19)

MO, WA, OR, ID, AZ, NM, WY, MT, ND, KS, OK, IA, AR, LA, MS, TN, WI, NC, PA, NY

*Includes states considering testing approvals or that have shown interest in platooning activities

US Freight Networks



Data: Smart and Powerful Architecture

More Data

Realtime data: cellular
Bulk data: via wifi

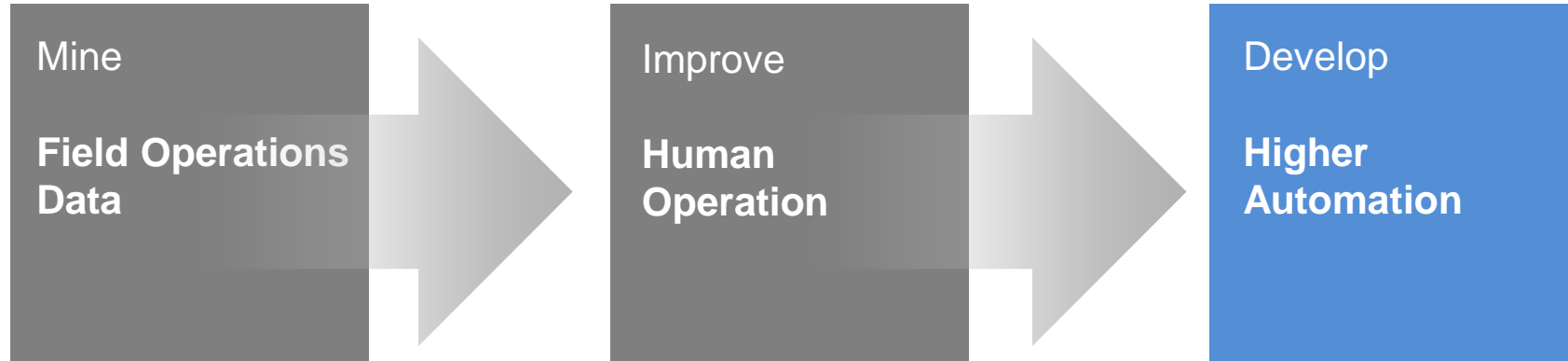
More Complete

Many trucks
Many routes
See many corner cases,
near misses, accidents

Constant Improvement

Fleet API
Over the Air Updates
bring new Features

The Power of Data Today and Tomorrow



- Fuel Economy
- Time/distance efficiency
- Traffic Interaction
- External Conditions
- Road/Conditions Information

- Driver
- Speed and shifting
 - Route selection
- Truck
- Prognostics
 - Rapid diagnostics
- Fleet
- Dispatch timing
 - Equipment deployment

- L3 and L4 automation
- In limited situations first

Platooning: First Major Automated Vehicle Business

It Works

- Fully functional, production intent system
- Fuel economy tests with major fleet, US DOE, US DOT

No Obstacles To Go-To Market

- Required go-to-market relationships secured:
 - Relationships with multiple Truck OEMs
 - Relationships with electronic steering and braking systems
- Ready for go-to-market without waiting for regulatory battles




Customer Pull and Brand Strength

- Allied with key major fleets
- Competition among our major customers to deploy the system first

Peloton Team



Josh Switkes
Chief Executive Officer

-  PhD ME – Vehicle Control
-  First Audi Lanekeeping assist
-  First employee




Dave Lyons
Chief Innovation Officer

-  ME, MBA
-  Employee 12, Dir. Eng.






Steve Boyd

- Government, Public
-  Asst. Press Secretary
-  Producer, Reporter



Chuck Price
Engineering

-  VP Eng
-  VP Dev. Cloud
- 





Butch Winters
Sales, BD

-  VP GM Global Alliances
-  Division President



Garrett Matt
Truck Operations

-  Program Mgr
- 





Mike Palmer
Research

-  CTO
- PhD CS Caltech, Yale





Oliver Bayley
User Experience Design

-  Princ. Designer
-  Interaction Design



Chris Gerdes
Founder
2016 US DOT CIO

-  Director Center Automotive Research
-  Team Lead Vehicle Dynamics



Peloton Team

KEY POSITIONS

Data Architect
Founder DASH

Network Architect
Cisco Fellow

HW Lead
VW Lead Darpa

User Experience
Navy, Yahoo

Controls Lead
PhD Stanford

Perception Lead
Volkswagen

Systems Lead
Google

BOARD OF DIRECTORS

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Mike O'Connor
Founder Novariant

Dirk Langer
Volkswagen, ASC Lidar

