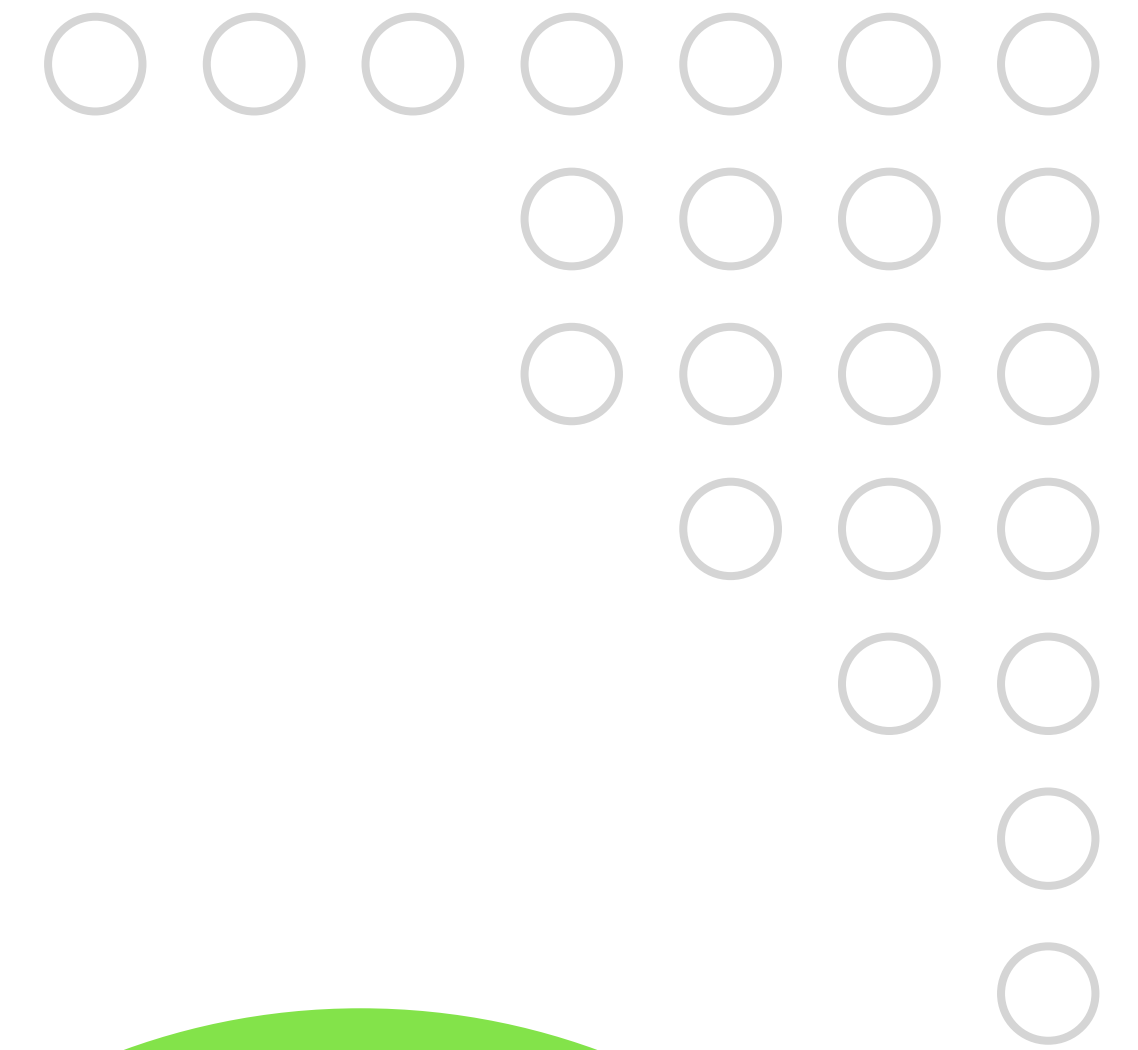


arrive

 BEYOND DELIVERED



Overview

Smart & Secure Mailboxes

Mailbox-as-a-Service (MaaS)

Secure, Seamless Movement of Parcels and Goods
Between People, Robots, and Drones

October 2023



Forward-looking Statements

This presentation may include forward-looking statements based upon management expectations, goals and projections, which are subject to numerous assumptions, risks and uncertainties. Factors which could cause future results to differ materially from these expectations include, but are not limited to, the following: general economic conditions; legislative and regulatory initiatives; monetary and fiscal policies of the federal government; the costs of funds; general market rates of interest; changes in accounting policies or guidelines; the impact of any acquisition strategy; and other factors.

Leadership



Dan O'Toole

Mark Hamm

Neerav Shah

Todd Pepmeier

Torrey Bievenour

Lora O'Toole

John Ritchison

Chief Executive Officer

Chief Operating Officer

Chief Strategy Officer

Chief Financial Officer

Chief Technology Officer

VP Business Development

Corporate Counsel

Arrive (formerly Dronedek) patent holder and a strong visionary of growth. Three previous corporate exits as a serial entrepreneur. Previous leadership roles held in startups and commercial real estate.

Former FedEx VP of Innovation, ServiceMaster VP of Customer Experience, AutoZone VP of IT, and serial tech entrepreneur and founder. Expertise in strategy, marketing, innovation, ops, software, IoT, SaaS, big data, ML, retail, logistics, and services.

Techstars-backed venture participant, with successful startup project launched from its incubator program. Rich drone industry background. Prior experience leading initiatives within the autonomous delivery space.

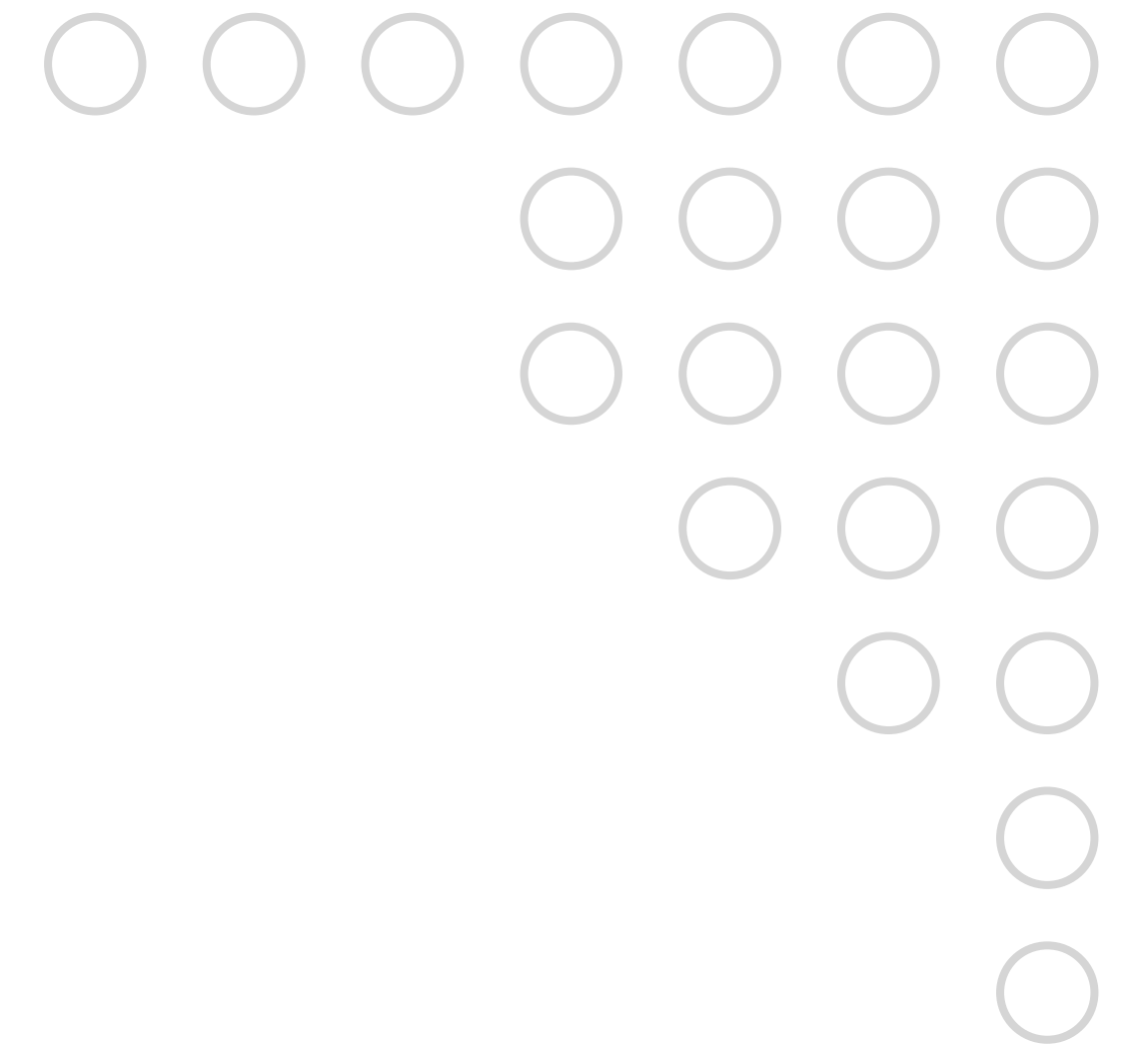
Financial exec in automotive, aerospace, healthcare, and early-stage tech. Former divisional CFO Rolls-Royce, Plc defense business unit. Co-founded RPA startup serving clients like Ascension Health. Successful exit via strategic acquisition.

Domain expert in lighting entertainment, architectural, and custom-commercial work. Knowledge in electronic, mechanical, optical, thermal, and standards-based design. Experienced in enhancing automation processes and speed-to-market.

Business Development, Sales, and Marketing with startups in Drone Industry. AUVSI Treasurer Indiana, AUVSI President Denver. Awarded 30-under-30 in the Logistics and Advanced Manufacturing in Indiana by Conexus.

Operating officer of a European division of General Motors and credited with the establishment of Arrive's (formerly Dronedek) intellectual property portfolio.

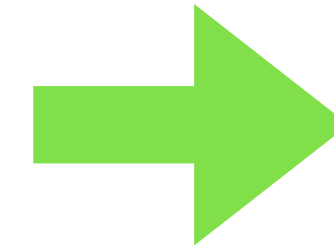




**Leadership in Autonomous Logistics Operations
will determine who wins and loses in the future.**

Autonomous Logistics = Operational Transformation

Conventional Logistics



Autonomous Logistics

Centralized

Decentralized

Scheduled

On-demand / JIT

Asset-intensive

Asset-light

Labor-centric

Data-centric





Costly





Commodity

Economic Order Quantity

Convenient Order Quantity

Autonomous Logistics have Arrived

Drone Delivery	Notable Facts	Areas Served
	600,000+ deliveries and 37M+ miles flown ¹	Africa (4 countries), Japan, USA (3 states) ²
	330,000+ deliveries; working with Walmart ^{3, 4}	Australia, Finland, and USA (2 states) ⁵
	100+ deliveries under 30-minute delivery ³	USA (2 states) ⁶
	6,000+ deliveries in 2022 (Walmart also using Wing, Zipline, Flytrex). Goal of 1M drone deliveries/year. ⁷	USA (34 locations across 6 states) ⁷

Robot Delivery	Notable Facts	Areas Served
	Over 5 million deliveries ⁸	UK (10 sites), Estonia, USA (30 sites across 18 states) ⁹
	1,000+ TUGs have collectively transported over 100 million pounds of goods ¹¹	Australia, China, Germany, Singapore, Turkey, USA (300 sites across 24 states) ¹¹
	Uses AI/ML to make autonomous CPG deliveries across a range of markets ¹²	Spain, UAE, Norway, USA (3 states) ¹²
	1,000+ robots have collectively transported 10 million orders ¹³	Belgium, France, Germany, Japan, Singapore, USA (100 sites, 25 states) ¹³

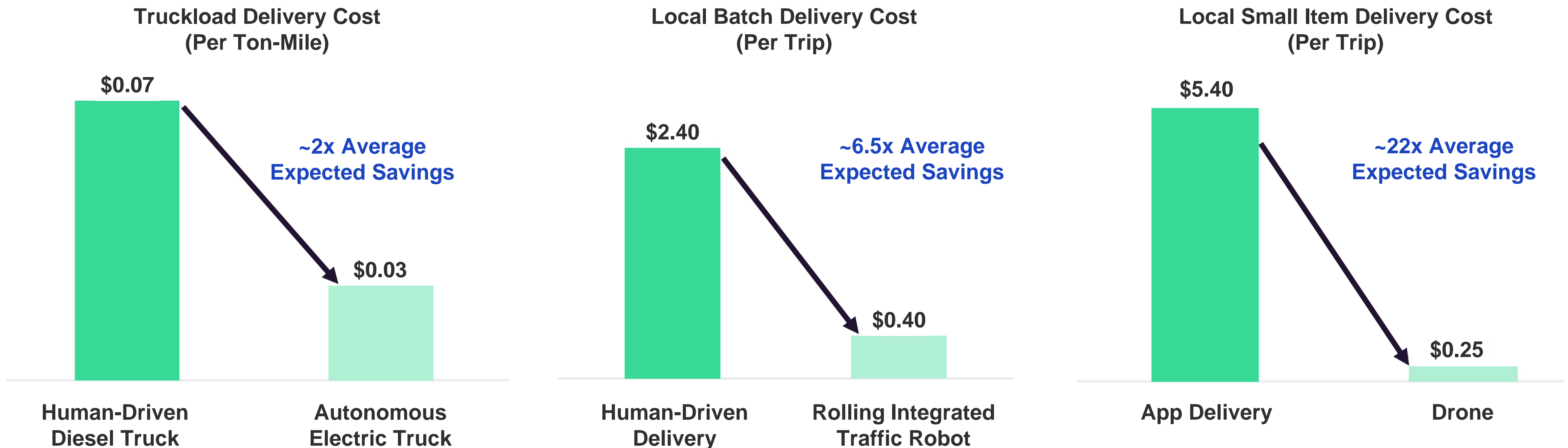
1. Zipline 2. Zipline 3. CNBC 4. Walmart 5. DroneDJ 6. Amazon 7. Walmart 8. Starship 9. Starship 10. BizJournals 11. Aethon 12. Robot Report 13. Fetch Robotics

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Autonomous Vehicles Could Lower Costs Across The Supply Chain

According to ARK Invest research, autonomous vehicles should operate at higher utilization rates than human-in-the-loop systems, creating more cost-effective delivery systems for small volumes in the last mile.¹



Autonomous electric trucks should benefit from higher utilization as well as lower maintenance and labor costs than human-driven diesel trucks

Rolling robots should enable inexpensive and convenient delivery, reshaping consumer shopping habits.

Autonomous drones are likely to deliver a substantial share of e-commerce parcels and online food sales.

1. ARK Invest

Sources: ARK Investment Management LLC, 2023. Bureau of Transportation Statistics, data as of 01/27/23; Kilcarr, S. 2014; AAA 2021; Morrison, R. et al. 2015; Ferguson, D. 2020; DJI, data as of 01/27/23; Chen, B. 2020. Forecasts are inherently limited and cannot be relied upon. For informational purposes only and should not be considered investment advice or a recommendation to buy, sell, or hold any particular security. Past performance is not indicative of future results.

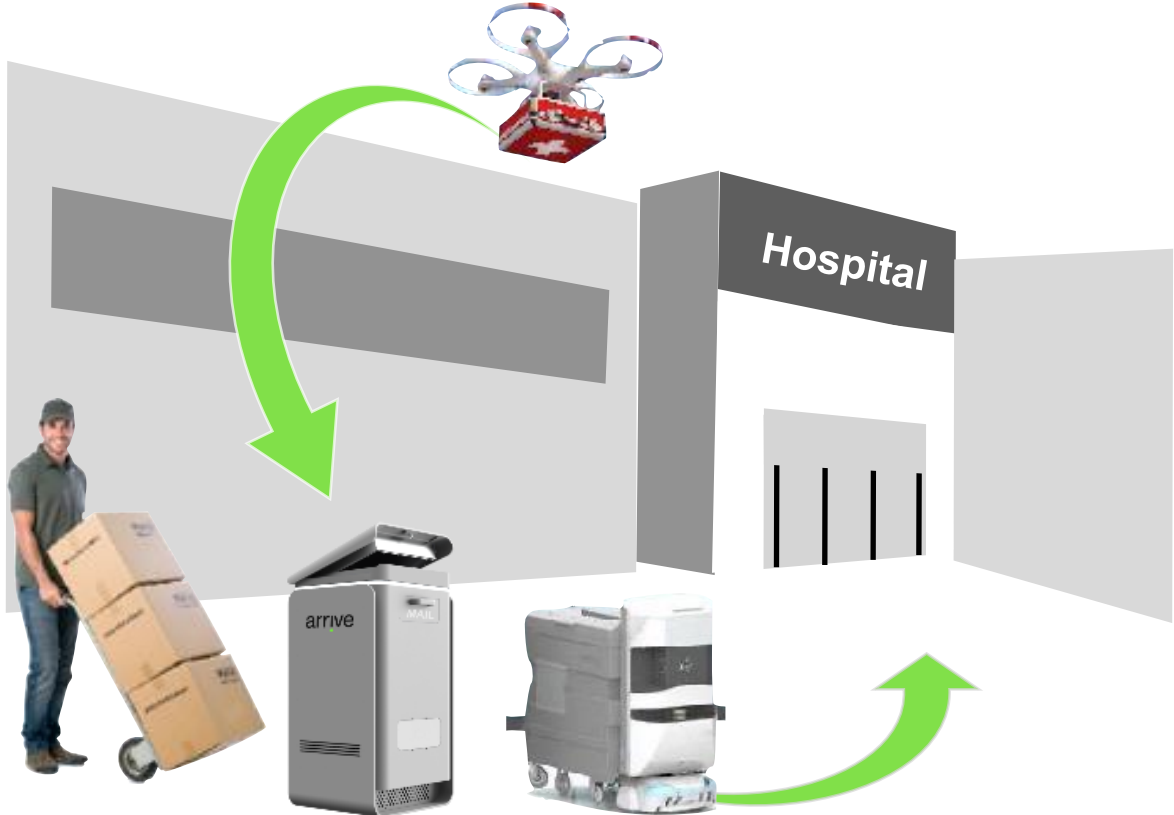
Multiple Smart & Secure Models Offered in Our Mailbox-as-a-Service

Arrive's Maas platform is:

- Simple
- Flexible
- Pay-as-you-go
- All-in-one service

The platform includes:

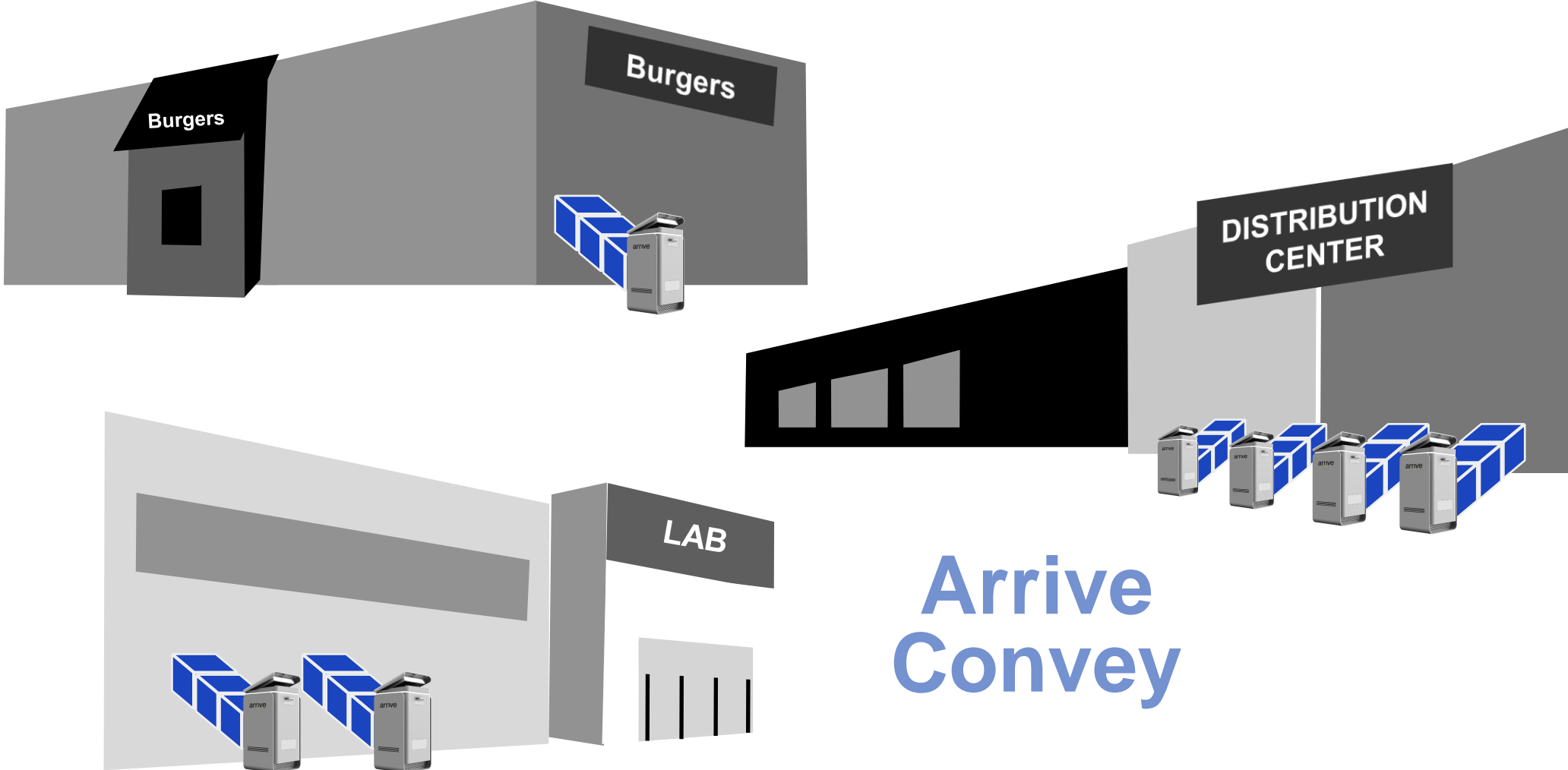
- Installation
- Support
- Software platform
- Data
- AI insights



Arrive Point
(Businesses & Residential)



Arrive Bank



Arrive Convey



Arrive Package Tower



Arrive Enables the Last Mile of Autonomous Logistics



Secure

Cameras and other sensors integrate with security and home automation networks. Secure and tamper proof for parcel/porch piracy.



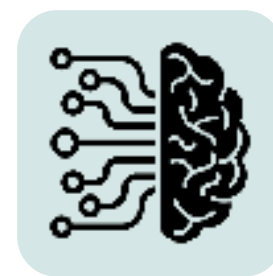
Chain-of-Custody

Advanced access controls, recognition, and signatures for controlled substances and proof-of-delivery.



Climate-Assisted

Assists packaging in maintaining temperature ranges with heating and cooling to maintain room-temperature.



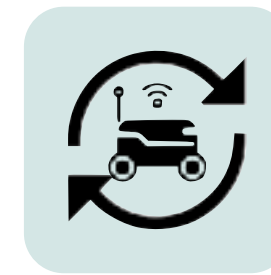
Smart Features

Authentication, access controls, chain of custody, real-time status notifications, package reading, temperature and weather sensing.



Asynchronous Delivery

Deliveries require no human presence for drop-off or pickup. Eliminates missed deliveries and resends.



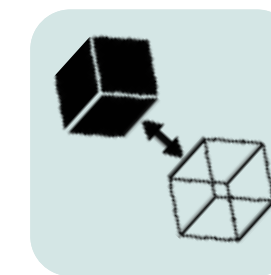
Automated Delivery Marketplace (ADM)

ADM platform assures delivery/pickup times and mailbox space reservations with promo options.



Mailbox Financing Exchange (MFE)

Our MFE platform helps the whole ecosystem share the financing cost of a customer's Arrive Point.



Digital Twin

Digital twin API for real-time and historical status, notifications, configuration, terms, weather, maps, SLAs, software/ML OTA.



Reconfigurability

Mailboxes hardware platform designed to be flexible modular building block. For maintenance, Innovation, future-proofing.



Cradle-to-Cradle Design

Environmentally friendly by design. Accounts for entire product lifecycle; sourcing, manufacturing, recycling, and reuse.

Features Roadmap

Deployed



Package Security



Climate-Assisted Interior



Supports Traditional & Autonomous Delivery



Remote Access Via App



Anti-Theft Tamper Alarm



Heated Door & De-icing



Weatherproof Design



Emergency Lighting Alerts

Future



Interior & Exterior Camera Views



Wireless Charging (Drones, Robotics, EVs)



Adjustable Interior Cabin



DocuSign Enabled



Connectivity & Data Insights



Reverse Logistics



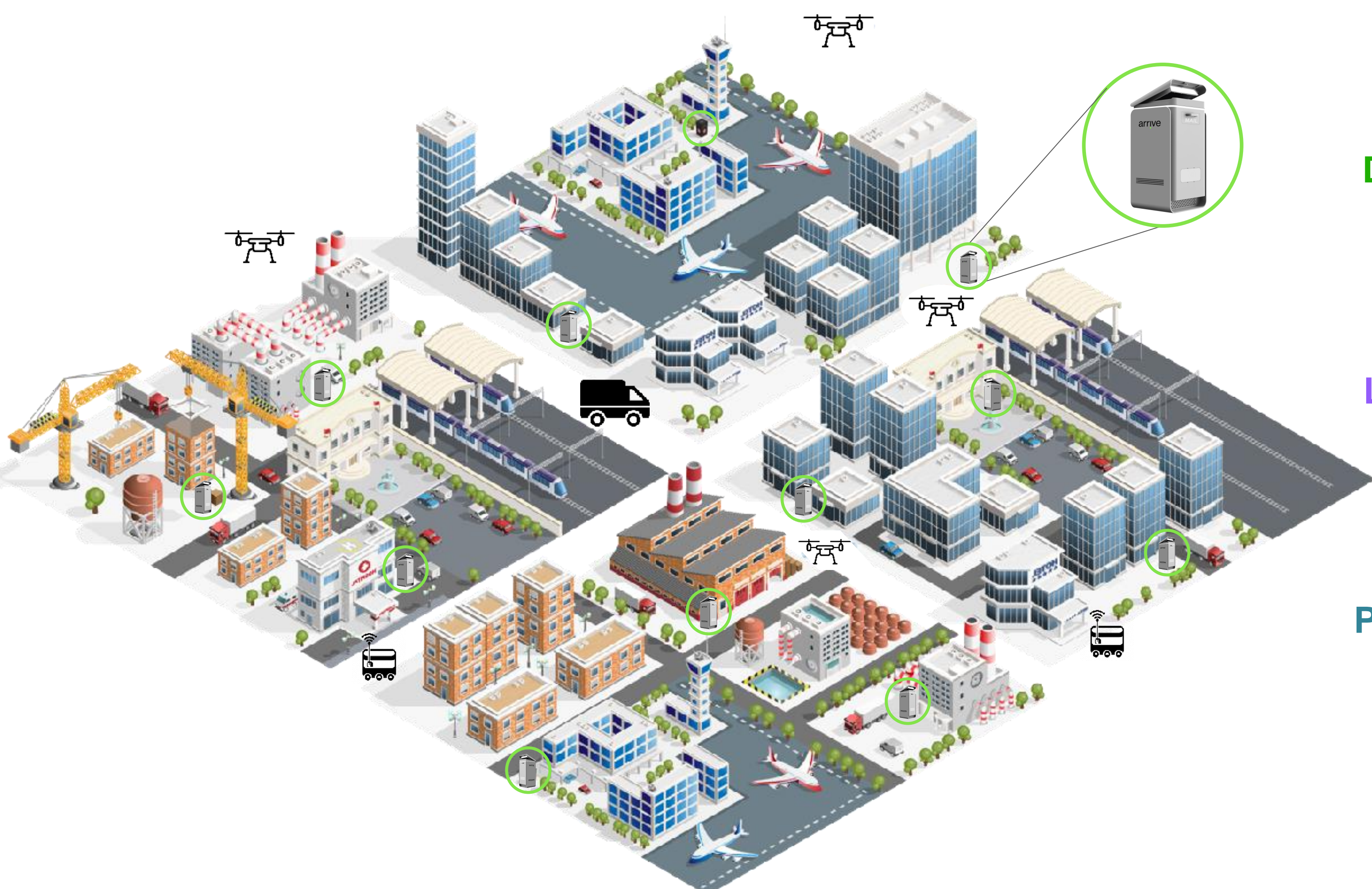
GPS Location Enabled



Solar Powered



Every Arrive Point Provides a Network and a Platform for all Partners and Customers



LOCATIONS



Residential



Campuses



Businesses

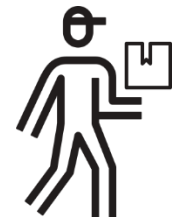
DELIVERY & PICKUP | TRI-MODAL | AUTONOMOUS



Drone



Robots



Couriers & Carriers

LAST-MILE NETWORK



Parcels



Medical

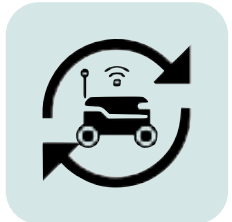


Food



Retail

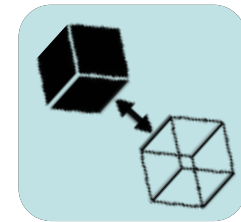
PLATFORM FOR AUTONOMOUS OPERATORS



Automated Delivery Marketplace



Mailbox Financing Exchange



OTA, Digital Twin



AI/ML Data Insights

Arrive | Medical Ops

APPLICATIONS

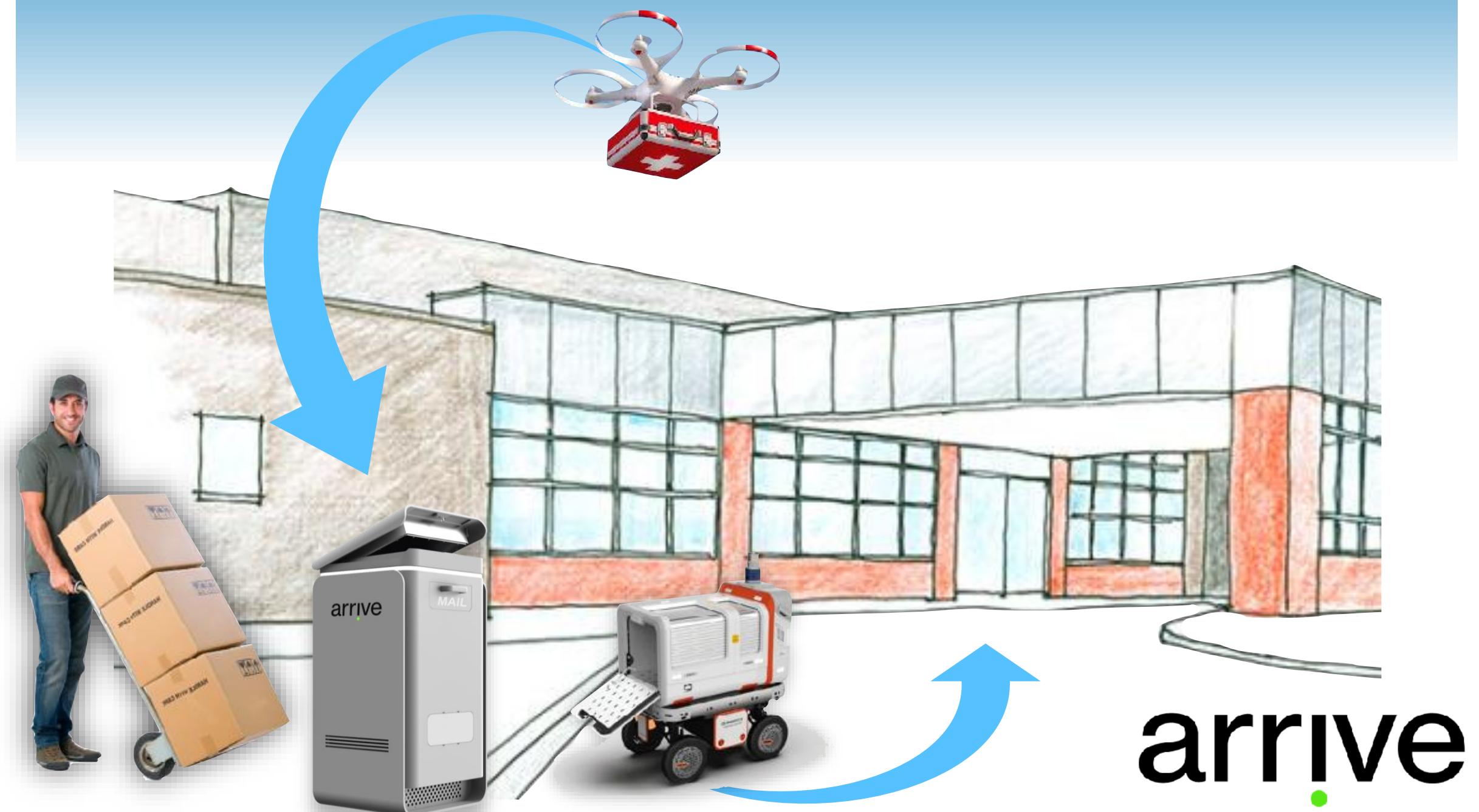
- Weekend/Off-hour lab sample deliveries and pickups - first by courier then by drone
- Improved people and automation exchanges as a smart cross-dock
- Outside supply closet for Just-In-Time kits, tests, pharmaceuticals, and other inventory delivery - first internal and then with partners
- Rapid and reliable inventory and drug movement/re-positioning on campuses or in cities
- Pharmaceutical or biologic delivery with climate-assist, advanced security, and chain-of-custody
- Other critical Jobs-to-be-Done needing smart, secure, and seamless exchanges between people, robots, and drones

“Medical Operations that adopt Human-Machine Teaming will be the leaders.”

-Forrester

BENEFITS

- Increased efficiency by delivering critical supplies and medicine, 24/7, directly to the point of need, just-in-time.
- Reduced costs by reducing human labor, delivery inconsistencies, and cycle-times.
- Providing better patient care by freeing staff to focus more critical activity



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Business Model

Mailbox-as-a-Service ARR

- Recurring subscription models for B2C and B2B
- *Mailbox Financing Exchange* splits/shares these costs

21.2B¹ packages shipped in 2022
152.2M² residential addresses at \$30/mo, \$360 ARR
12.7M² commercial addresses at \$300/mo \$3,600 ARR

\$1.6B

AI/ML Data Insights Monetization

- Customer profile, transaction, and environment data aggregated for ML/AI provide insights for partners and customers

Generated from improved marketing, delivery operations, and reverse logistics

Automated Delivery Marketplace

- Carrier agnostic platform, open to all couriers and services
- Shippers pay for reserved times, space, ops data, promos

Coordinated reservation times and limited MaaS capacity create limited supply, leading to higher demand; marketplace to collect transactional premiums

\$1.9B

At penetration of the first 1% of US Market = \$3.5B

165M deliverable US addresses, growing at 1% per year.¹

International markets estimated to be 2X in value and scale.

NOTE: Arrive is currently pre-revenue and establishing product-market-fit with MaaS pilot projects and partners.

1. USPS 2. Pitney Bowes

Competition

SMART MAILBOXES & LOCKERBOXES

Neopost

InPost

SEL

PackageButler

Cleveron

AUTONOMOUS DELIVERY SERVICES WITH EXCHANGE TECH

Wing

Zipline

DroneUp

Ottonomy

Starship

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Providers competing on convenience, flexibility, traceability, and security

Smart locker capabilities AND A UNIQUE PLATFORM for frictionless last-mile autonomous drone and robotic logistics

Autonomous drone and robotic delivery providers (deliveries made by winch and tether, direct or parachute drop, or no drop)

Go-to-Market Notes:

- Autonomous Logistics are necessarily collaborative
- Customer Success requires four collaborative parts:
 1. Automation
 2. Automation Operations
 3. End-customer ROI
 4. Arrive

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Milestones

2014

- Dan O'Toole first has the idea for a receptacle that secures and protects drone deliveries
- First patent filing, beat Amazon by 4 days

2020

- First and second angel investments (\$2500 invest now worth \$14,000)
- REG CF crowdfunding campaign on WeFunder starts

2021

- Historic crowdfunding campaign closes. Approx. \$3.5M raised from 4,338 investors
- Company earns the distinction of being the highest valuation pre-revenue company to ever successfully crowdfund in the history of crowdfunding
- Residential and commercial Gen-1 MVPs developed
- 20 Gen-1 units built and tested in multiple residential and business demos and pilots
- Strategic partnerships
- \$5M in funding

2022

- REG CF crowdfunding campaign on StartEngine commences
- Lawrence, Indiana USPS delivery pilot | Multi-week, multi-unit, (Beyond USPS participants: DoorDash, McDonald's, Culver's & Uber Eats)
- Newly announced strategic partnerships
- Upgraded board of experts
- Gen-2 IP filed, designed, and manufacturing started

2023+

- \$1.3M raised from 416 investors via REG CF campaign on StartEngine
- Gen-2 MVP shipped Q1
- Roadmap of customer-driven product design improvements
- Precision delivery development with multiple drone partners
- Targeted go-to-market of medical ops and assisted living - revenue generation expected
- Rebrand to Arrive
- \$7M total funding
- Newly announced strategic partnerships

Patent Overview

- 3 Awarded US Patents | 71 approved claims
 - [US Patent 9,840,340](#) | Drone docking station and delivery system | 12/14/2014
 - [US Patent 10,457,421](#) | Drone docking station and delivery system | 10/19/2019
 - [US Patent 11,738,883](#) | Expanding floor/accordion drone docking station | 08/29/2023
- 3 Pending US Patents | 78 pending claims
- International Patents (Non-US) | 1 awarded | 1 allowed | 44 pending claims
- Freedom to Operate studies done in 2018 and 2021 by third party patent firms confirm company's patent positioning.

Companies who filed similar IP after Arrive's application for drone docking station and delivery system:



For more information, visit <https://arrive.tech/patents>

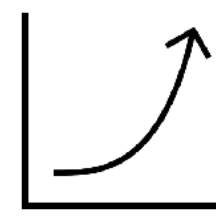
All logos and wordmarks are registered trademarks of their respective companies.



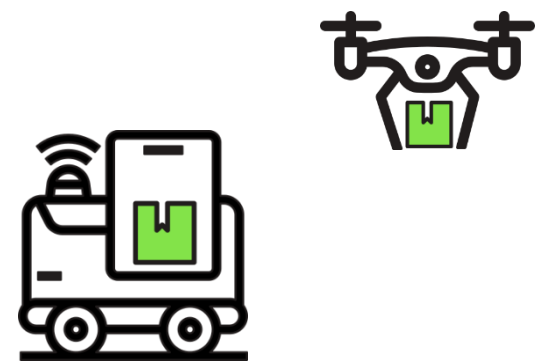
Industry Leader in the Last-mile of Autonomous Logistics

- Arrive is a pre-revenue private technology company with a robust IP portfolio and a unique MaaS and ML/AI platform solution.
- Strong leadership team of experienced professionals with a proven track record of success in related industries.
- Arrive is a unique and critical building block for the last inch of the last mile of Autonomous Logistics Operations.
- We are raising a new round of funding before an anticipated future public listing, and already have the Nasdaq ticker reserved (ARRV).

Use of Funds



Finish product-and market-fit and scale



Increase lead in last-mile autonomous logistics



Continued innovation of last-mile autonomous logistics solutions



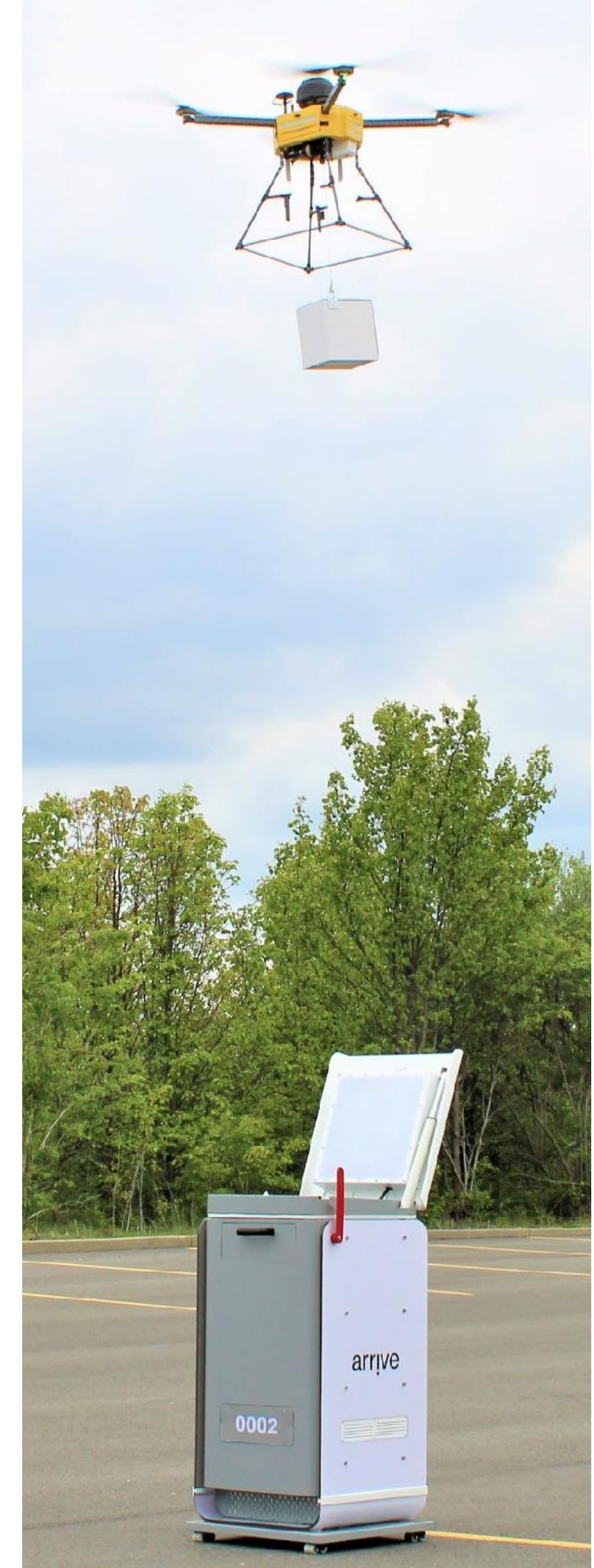
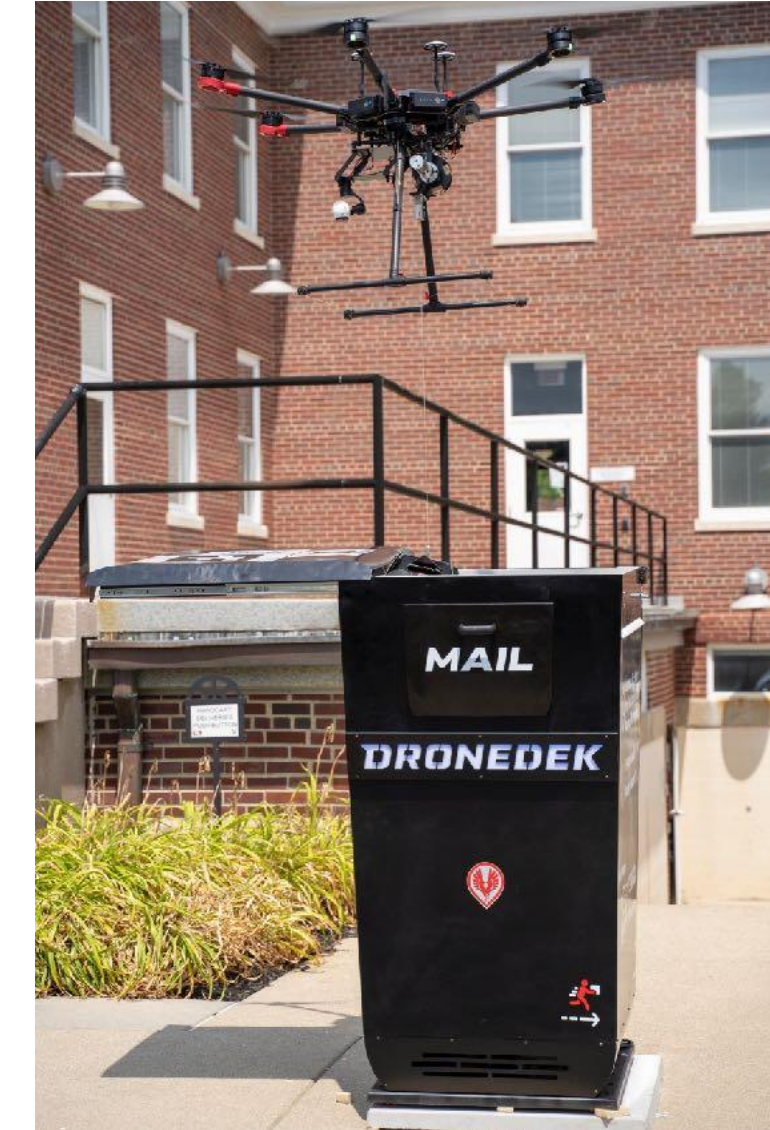
List on Nasdaq and become a publicly traded company

► To learn more about our company and this investment opportunity please contact us at investorrelations@arrive.tech

Disclaimer: The information contained in this presentation is based on reasonable assumptions and is for informational purposes only. It does not constitute an offer to sell or a solicitation of an offer to buy any securities or a guarantee of future performance. The company is not yet a public company and its securities have not been registered with the SEC. Potential investors should consider the risks associated with investing in any pre-public company.

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Appendix



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Patent Name	Patent No.	Status	Applied / Priority	Abstract
Drone Docking Station and Delivery System	US Patent 9,840,340 Ser. No. 14/565,418	Granted in U.S. 12/12/2017	2014 12/14/2014 14/565,418	A drone docking station for deposit of items delivered by drone. The basic elements making up a container box located at a specific address and to securely hold those goods until they are picked-up regardless of duration, weather, or otherwise.
Drone Docking Station and Delivery System	US Patent 10,457,421 Ser. No. 15/328,027	Granted in U.S. 10/29/2019	2014 12/14/2014 11/21/2015 15/328,027	A system and device for a drone docking station for deposit of items delivered by drone. A secure porch, roof, window or otherwise building mounted box may be secured through to an existing edifice or may be configured to mount to an existing mailbox post and actually take the place of the mailbox.
Expanding Floor/Accordion Drone Docking Station	Published as US 20210394930	Granted in U.S. 8/29/2023	2020	A drone docking station for deposit of items/goods delivered by a drone to a secured receptacle. Items can be delivered to a receptacle at a curb, mailbox, post, porch, in-ground vault, and window to a multi-parcel receptacle with an expanding floor/accordion station that has a specific residential/commercial address with various optional features.
Expanding Floor/Accordion Drone Docking Station PCT/US 21/27879	Published as WO2021216397A1	Pending Internationally Filed 4/19/2021 Priority 4/20/2020	2020	A drone docking station for deposit of items/goods delivered by a drone to a secured receptacle. Items can be delivered to a receptacle at a curb, mailbox, post, porch, in-ground vault, and window to a multi-parcel receptacle with an expanding floor/accordion station that has a specific residential/commercial address with various optional features.
Hot and Cold Section/Drone Docking Station/Temperature-Controlled Device Ser No. 17233635	Published as US 20220055770	Pending in U.S. Filed 4/19/2021 Priority 4/20/2020	2020	A drone docking station for deposit of items/goods delivered by a drone to a secured receptacle with a set of drawers with hot and cold sections in the station that has a specific residential/commercial address with various optional features.
Hot and Cold Section/Drone Docking Station/Temperature-Controlled Device PCT/US 21/27895	Published as WO2021216407A1	Pending Internationally Filed 4/19/2021 Priority 4/20/2020	2020	A drone docking station for deposit of items/goods delivered by a drone to a secured receptacle with a set of drawers with hot and cold sections in the station that has a specific residential/commercial address with various optional features.
Serial No. 18226016		Pending 7-25-2023		A Smart Mailbox receptacle and platform to ship packages and goods from a Trimodal system that includes a courier service, an automated vehicle or robot, and/or an unmanned drone.
Serial No. 18226016		Pending 06-12-2023		A device and system for an autonomous mobile robot, drone, and/or courier to deliver, hold, protect, and return parcels for multi-users in both residential and commercial applications

Sources and Citations

Problem

1. https://www.safewise.com/blog/metro-areas-porch-theft/#_2022_stats
2. <https://www.cnbc.com/2020/01/10/package-theft-how-amazon-google-others-are-fighting-porch-pirates.html>

Opportunity

1. https://www.safewise.com/blog/metro-areas-porch-theft/#_2022_stats
2. <https://www.digitalcommerce360.com/article/us-ecommerce-sales/>
3. <https://retailwire.com/discussion/online-to-make-up-21-5-percent-of-grocery-sales-in-five-years/>
4. <https://www.businessinsider.com/delivery-fee-for-amazon-prime-air-2015-4>
5. <https://www.arrive.tech/insight-hub/environmental-impact-report>
6. <https://www.epa.gov/energy/greenhouse-gas-equivalencies-calculator>

Autonomous Delivery has Arrived

1. <https://www.flyzipline.com/>
2. <https://www.flyzipline.com/about/zipline-fact-sheet>
3. <https://www.cnbc.com/2023/05/18/amazons-100-drone-deliveries-puts-prime-air-behind-google-and-walmart.html>
4. <https://corporate.walmart.com/news/2023/08/24/walmart-and-wing-team-up-to-provide-the-convenience-of-drone-delivery>
5. <https://dronedj.com/2022/02/08/wing-drone-delivery-dallas/>
6. <https://www.amazon.com/gp/help/customer/display.html?nodeId=T3jxhuvPfQ629BOIL4#:~:text=We%20are%20currently%20offering%20drone,customer%20service%20to%20determine%20eligibility>
7. <https://corporate.walmart.com/newsroom/2022/05/24/were-bringing-the-convenience-of-drone-delivery-to-4-million-u-s-households-in-partnership-with-droneup>
8. <https://www.starship.xyz/>
9. <https://www.starship.xyz/starship-food-delivery-app/>
10. <https://www.bizjournals.com/pittsburgh/news/2021/07/13/aethon-launches-new-robot-enters-new-market.html>
11. <https://aethon.com/about-aethon/>
12. <https://www.therobotreport.com/otonomy-launches-new-ottobot-yeti-autonomous-delivery-robot/>
13. <https://fetchrobotics.com/>

Autonomous Vehicles Could Lower Costs Across the Supply Chain

1. https://research.ark-invest.com/hubfs/1_Download_Files_ARK-Invest/Big_Ideas/ARK%20Invest_Presentation_Big%20Ideas%202023_FINAL_V2.pdf

Business Model

1. <https://facts.usps.com/delivery-points/>
2. <https://www.pitneybowes.com/us/shipping-index.html>
3. Figures based on Arrive Operating Model with 1.1M units installed in 2028