

COCO



The next generation of
local delivery

Community Deck

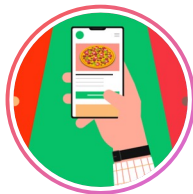


**Coco is bringing cost-effective,
reliable, and sustainable delivery
to local businesses.**

We use remotely-piloted sidewalk robots to create a cleaner, consistent, and merchant-profitable last-mile logistics solution.



Here's how Coco works



Orders flow from existing ordering channels

Retailers continue using Uber Eats, DoorDash, Native Channels, etc

1



Merchant scans QR code and loads any available robot

Merchant loads first order ready into any insulated robot. Coco leaves immediately, eliminating wait time

3



Coco dynamically balances fleet across merchant locations

Cocos are always ready at the retailer during busy hours for fast, reliable fulfillment

2



Customer receives their order in 20 minutes or less

Once near the Coco, customer presses 'OPEN' button on Order Tracker to retrieve items

4

Proven Community Benefits

Coco works closely with the cities to proactively reduce environmental impact. In Santa Monica we partnered with the City to introduce one of the first Zero Emission Delivery Zone Programs in the country. Coco has had a significant impact on traffic and greenhouse gas emission reductions across the markets we serve.

150,000+

All Time Deliveries

300,000+

Miles Traveled

150,000+

CO₂ Reduced (lb)



Better for Restaurants

Coco robots are on-site, ready to receive food as soon as it's ready. With no long waits for an impatient courier, no matching orders to specific couriers, and no stopping along the way, food is quickly and efficiently delivered to its destination.

30%+

**Load Time
Improvement**

97%

**On time delivery
rate**

*Robot Deliveries compared to Courier Deliveries



Happier Customers

Everyone wants their food faster, and Coco consistently beats delivery times of traditional couriers. The food arrives faster, fresher, and with all the items it was loaded with.

15%+

Click to Customer
Improvement

“Coco helps make a great customer experience, whether as a conversation starter about how cute the bots are or being able to deliver food to customers without having to worry about items going missing, like they might with delivery drivers.”



Adrian Xavier Padila,
Alfalfa Customer



Safety

- No significant incidents, accidents, or injuries with thousands of deliveries completed
- COVID safe, contact-free delivery of meals and groceries
- Unlike shared scooters:
 - Always controlled by a professionally trained pilot when in operation
 - Yields to all pedestrians and those with mobility issues
 - Travels at walking speed
 - Never parked blocking sidewalks



Press



The 10 most innovative robotics companies in 2022

Robots are being deployed everywhere from warehouses to roads to operating rooms. Here's how DroneDeploy, Nimble, Nuro, and others are moving the industry forward.

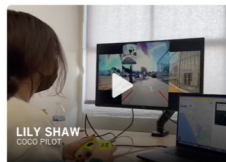


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10. COCO

For making robot delivery work for small businesses

Since launching in summer 2020, **Coco** has grown to more than 120 employees and operates its remote-operated delivery “robots” across Los Angeles and beyond. With 1,000 “devices” making deliveries for 50-plus restaurant brands, ghost kitchens, convenience and liquor stores, groceries, and small businesses, Coco claims to be the largest robotic delivery service in the industry. After raising a \$36 million Series A in August, Coco announced a planned expansion into Miami in early 2022 and launches in at least five major U.S. cities in the first half of 2022.



Lily Shaw drives her Coco delivery bot in Santa Monica

Los Angeles Times • March 16, 2022

Lily Shaw, one of Coco's pilots, shows how an autonomous robot can get around the streets of Santa Monica



Delivering Food With Robots

The Rideshare Guy Podcast • February 22, 2022

Zach Rash is the CEO and Co-founder of Coco, a last-mile delivery service that deploys human-operated sidewalk robots to transport goods from merchants to their customers.



Coco Expands Robotic Delivery to Austin

Food On Demand News • February 10, 2022

Coco, the Los Angeles-based remotely piloted delivery service, has officially hit the streets of Austin, Texas.

How Coco Compares

	Traditional Delivery	COCO
Traffic free	⊗	✓
CO ₂ emissions free	⊗	✓
No car accidents, injuries, fatalities	⊗	✓
No drivers parked in bike lanes	⊗	✓
Affordable delivery (30%-50% less)	⊗	✓
Immediate delivery when food is ready	⊗	✓
No food tampering risk	⊗	✓

Questions?