

Ruter dialogue conference

Short introduction

June 2022



Smart Flow Management



Smart Mobility Management



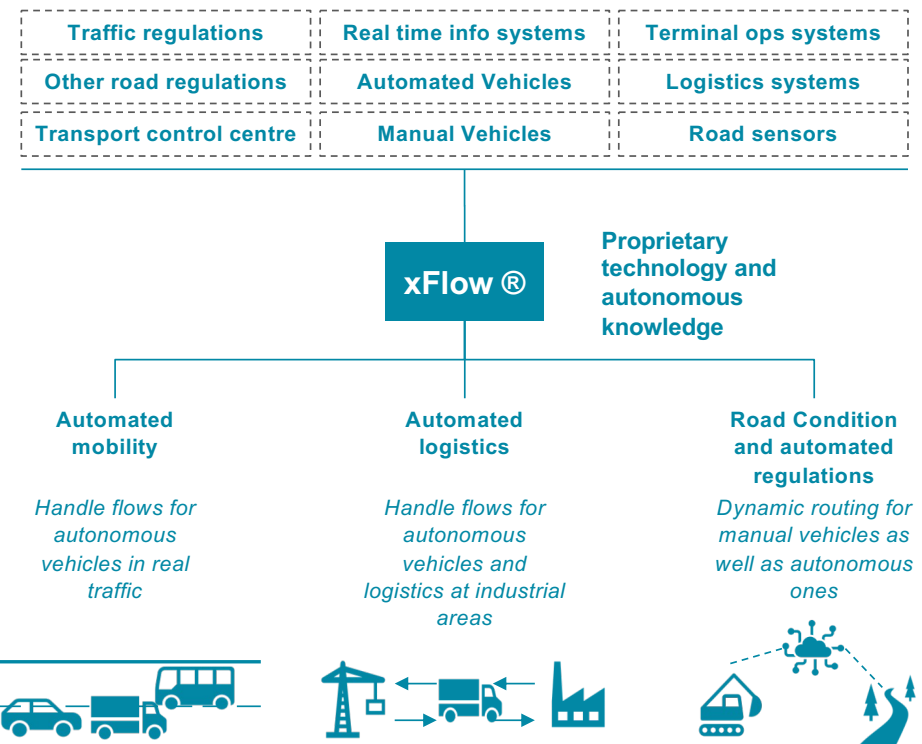
APPLIED AUTONOMY

Applied Autonomy at a glance

This is Applied Autonomy

- **Norwegian mobility tech company founded in 2017 focusing on software solutions for Autonomous transportation (mobility & logistics industry)**
 - Headquartered in Kongsberg, Norway – the city of technology
- **Has developed the xFlow® platform – providing game changing technology for autonomous transportation**
 - Hub for integrating, structuring, analysing, predicting and controlling autonomous solutions
 - Unique value proposition enabling scalable, machine agnostic autonomous solutions at a low cost in all weather conditions
- **Team with first-mover autonomous domain knowledge and technical competency**
 - 11 employees from Defence, Telecom and autonomous product industry with strong technical and commercial experience
 - Strong ecosystem with validation from customers – Top Nordic Impact-Driven AI Companies and Startups in 2022
- **Built a strong position in an unmaturing market expected to rapidly grow**
 - Large addressable market of 8.5 billion NOK
 - Strong customer references from several customer segments
- **Attractive SaaS business model with in-house and partner sales**
 - Three business models: Turn key solution as a service, Platform and solution service agreement and Platform as a service
 - Recurring revenue through SaaS model with low CAC

xFlow® platform



Game-changing experience for autonomous mobility & logistics



- 1** Strong position as first mover in the market with mobility pilots and consultancy projects with major industrial sites
- 2** Unique and proven technology
- 3** Attractive and sticky subscription based revenue model with low/positive customer acquisition cost
- 4** Strong team with significant support from leading technology and mobility communities
- 5** Strong experience working in partnership with international partners

Validated by several customers and partners in mobility

Key numbers verifying our experience

10

Experience based # of different vehicles

11

use cases implemented

40000

Km operated

7

of countries where we have operated

Case studies



The first autonomous bus in the world to be driving in open traffic without an operator, 2021 Kongsberg

- 4.4 km route connecting the train station and the technology park
- Bus service was fully integrated into public transport booking and ticketing system
- Collaboration between national and local public transport providers and government, with AA as the main supplier



Autonomous bus with on-demand service, 2020 Trondheim

- First autonomous on-demand public transport service in Europe
- Not a fixed route: ordered by passengers via a 3rd party app
- Applied Autonomy dispatches the bus in real-time according to the incoming orders
- Applied Autonomy programmed the bus route and arranged all required permits and infrastructure for the bus



First Autonomous bus with an operator, 2022 Stavanger

- First autonomous large bus transport service in Europe and the USA
- Applied Autonomy xFlow® is used to monitor, manage and optimize the service
- Adastec, the vendor of the autonomous bus, has chosen Applied Autonomy as their global partner for the Transport Management platform

Thank you



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