Yandex

Yandex technologies for sustainable transportation & logistics

September, 2021

One of the largest tech companies in Europe

$27.5BN
market capitalization

14k+
employees

20+ years
track record in developing cutting edge technologies incl. AI and machine learning

Search & Portal

Search

Browser

Voice assistant

Weather

Online-to-Offline

E-commerce

Taxi / Delivery

Grocery delivery

Food delivery

Geo-services

Maps

Navigator

Transport

Routing

Media

Movie tickets
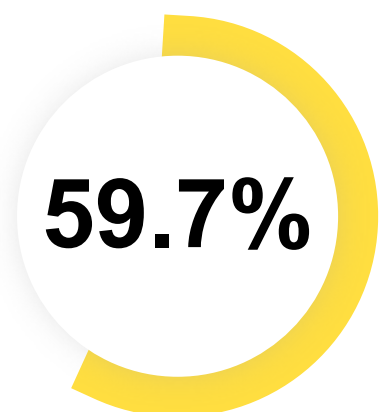
Video streaming

Music streaming

Other

Cloud platform

Self Driving

#1 search portal

59.7%

of Russian search market

#1 Taxi service in Russia
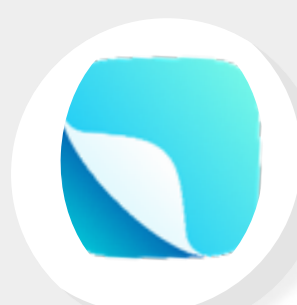
TOP3 marketplace
in Russia x3 e-com GMV growth for 2021

How transportation & logistics will look like

Self-driving cars
A new way of transportation

Automated Routing Solution
More efficient logistics operations

Yandex
technologies

Rover for delivery
automatic AI delivery system

New delivery models
for more flexible business

Drivematics
fleet management

Driver's safety
real time monitoring

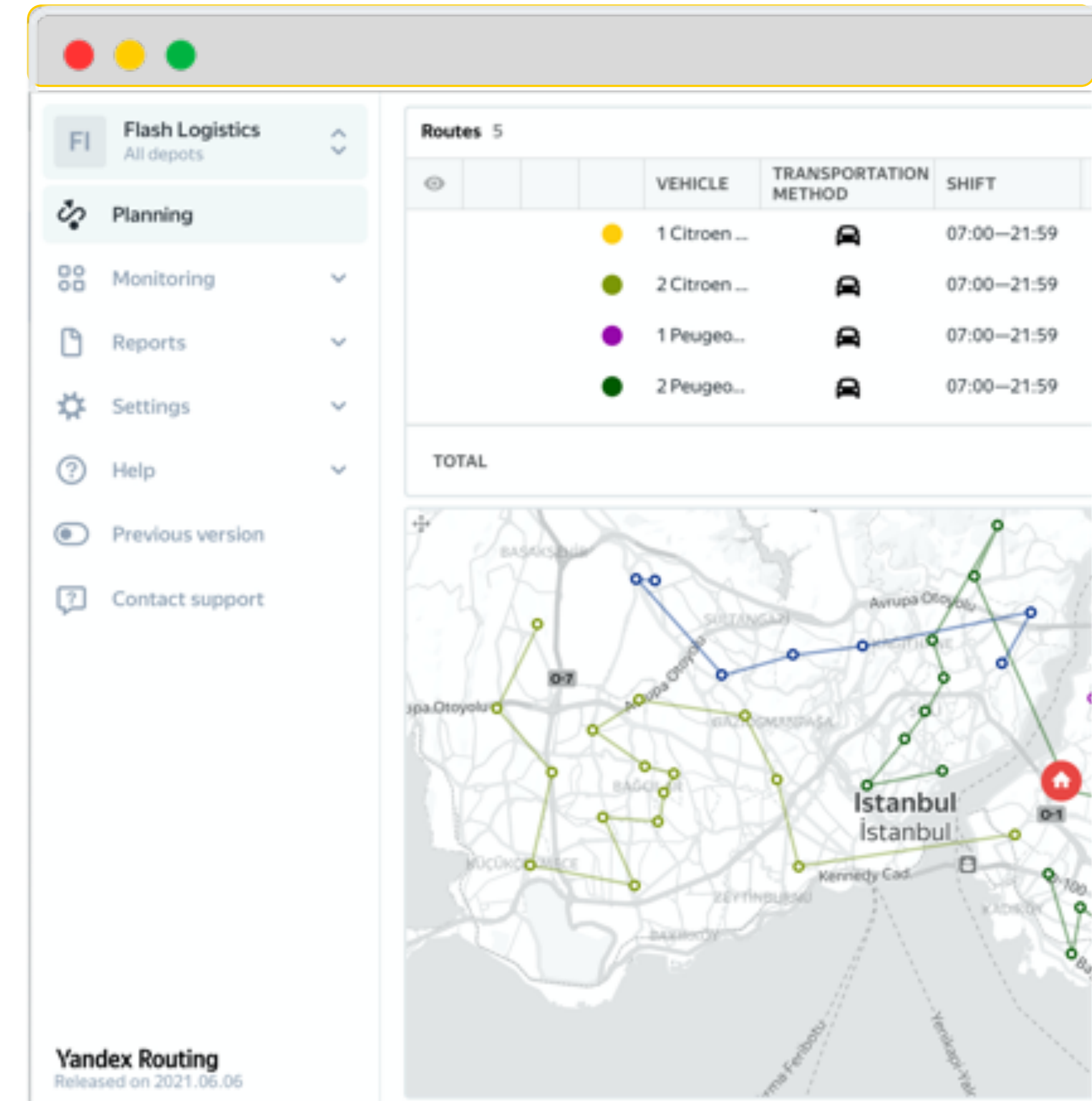# Yandex.Routing for re-thinking logistics efficiency

What is it?

- SaaS for last-mile optimization
- Automated route planning the live-control of routes execution

How it helps?

- Find the right balance between costs and customer service
- Less mileage and no wasting time for more sustainable business
- Business becomes more flexible and adoptive

Where is used?

- Retail & e-commerce
- Food-retail & E-grocery
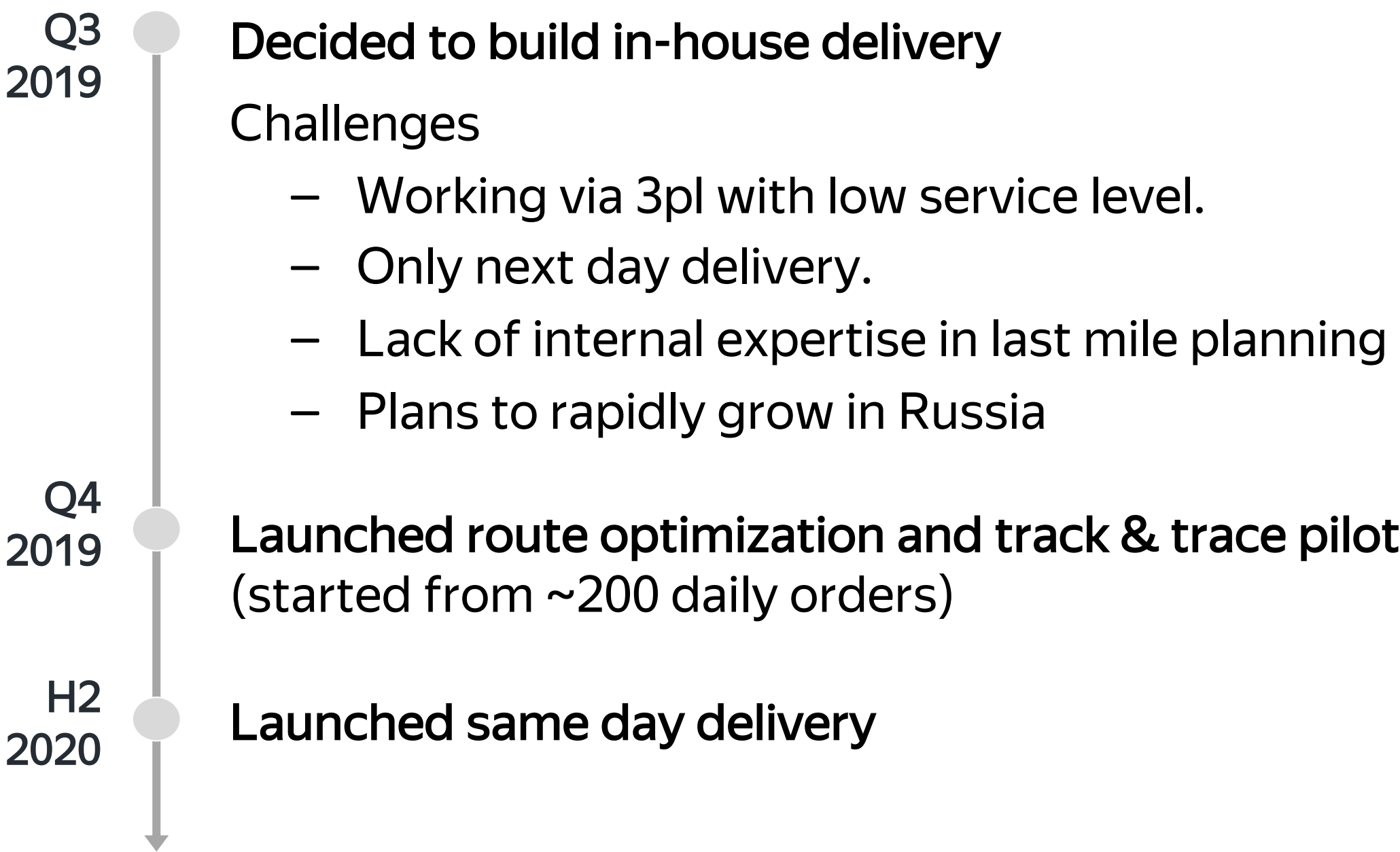- Courier services & last-mile delivery operators

Routing use-case
Yandex.Market to launch own delivery

Company profile

60-70K daily orders

3,5+ mln SKUs

0,67 bln USD GMV (top-3 marketplace in Russia)

47 delivery stations

85% in-house last-mile delivery

Q3 2019 — **Decided to build in-house delivery**

Challenges
- Working via 3pl with low service level.
- Only next day delivery.
- Lack of internal expertise in last mile planning
- Plans to rapidly grow in Russia

Q4 2019 — **Launched route optimization and track & trace pilot** (started from ~200 daily orders)

H2 2020 — **Launched same day delivery**

Profile as of March 2021

Key results

+159% orders YoY in 2020

-12% CPO

98% Accuracy of delivery

We were able to get close to 100% delivery windows accuracy… and we couldn't even dream of it when we relied on external delivery services

We've got incredible transparency … And we've given this transparency to clients. They see how a courier is moving in real time and they can interact with him

Alexey Ostrikov,
head of development in Yandex.Market

Yandex ecosystem helps to launch new delivery models
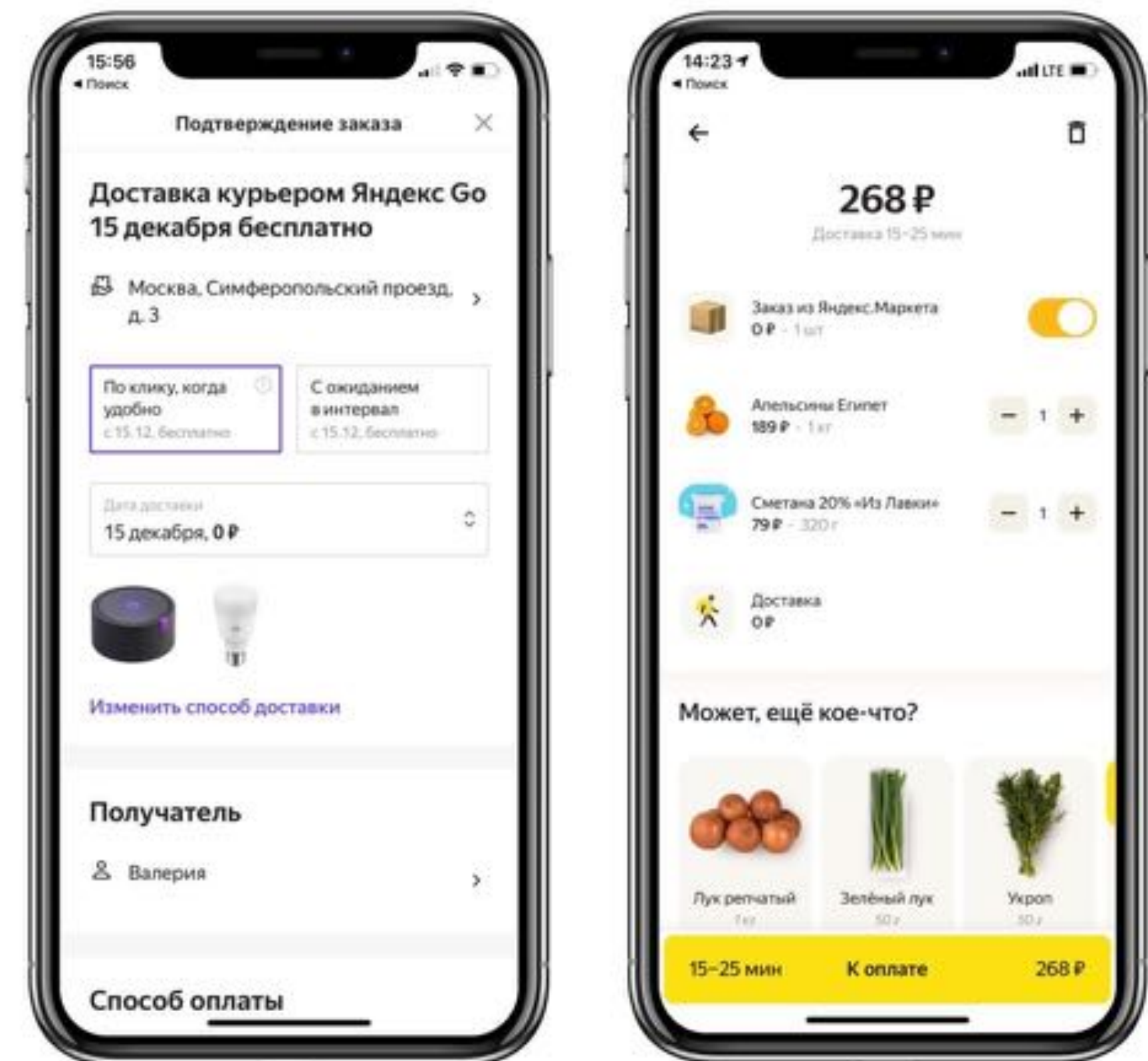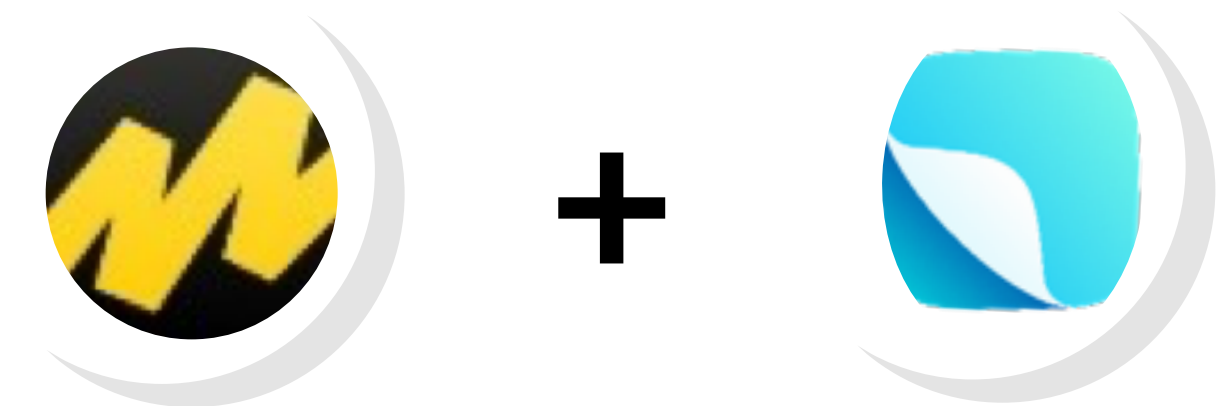
What is it?

- Using e-grocery darkstores & pick up points infrastructure for e-commerce
- Ordered on Yandex.Market, delivered by Yandex.Lavka's courier
- 15-20 min delivery by click from nearest darkstore

How it helps?

- New and more convenient way for customers
- Business becomes more stable and competitive

Where is it used?

- At the moment available for Yandex.Market clients
- Russia: 10 cities including Moscow, St-Peterburg, Kazan, N.Novgorod
- Israel, London, Paris

Yandex fleet control hardware for safety

What is it?

- Hardware and software for taxi, public and commercial transport fleets

- Attention camera SingnalQ and telematic board

How it helps?

- Safety improvements: road accident detection, compliance (smoking, seatbelt), tiredness (head position, gaze direction, yawning, eye rubbing)

- Car and driver control and real-time monitoring

Where is used?

- Public transportation, taxi services

- Compatible with all type of vehicles

Self-driving technologies by Yandex

What is it?

- Rover for delivery
- Self-driving cars

How it helps?

- Automated delivery process
- Helps to optimize last-mile operations

Where is used?

- Industries: food delivery
- Russia, USA

THANK YOU!

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