

SOLVE FOR X.

How Drone Delivery is Disrupting the Supply Chain

Presented by:

Matt Sweeny - CEO Flirtey

Flirtey
stuff by air anytime anywhere



PROMAT | 2017

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promatshow.com

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Flirtey is the world's leading drone delivery service

- The internet revolution enabled instant gratification for the ordering of goods
- Drone technology today is where personal computing technology was in the 1980s
- The drone revolution will enable instant gratification for the delivery of goods



Flirtey is the world's leading drone delivery service

July 2015

First FAA-approved drone delivery in collaboration with NASA Langley



June 2016

First ship-to-shore drone delivery in partnership with Johns Hopkins

July 2016

First commercial delivery to customer home in U.S.

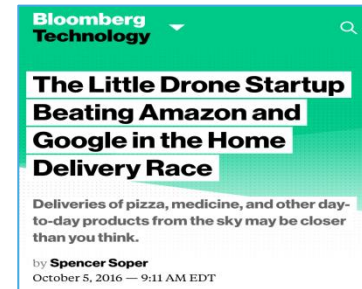


October 2016

Partnership launched with Domino's in New Zealand

November 2016

Largest commercial drone delivery trial to-date with 7-Eleven



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Problems and shifting market conditions



Increasing gas and
labor costs



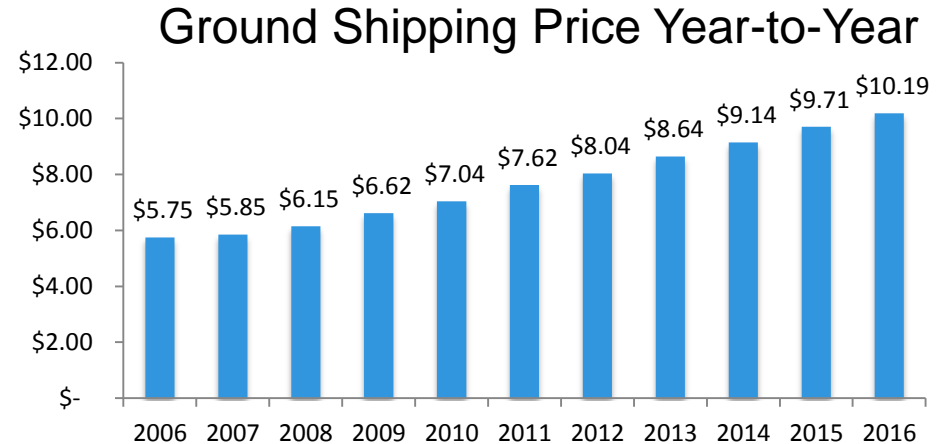
Growth of the on-demand
economy



Tech-savvy millennial
consumer base

The last mile of the supply chain is expensive

- The last mile accounts for up to 40% of supply chain costs
- UPS estimates that it can save \$50 million by eliminating one mile along its routes
- Ground shipping rates have increased 77.2% in the last decade

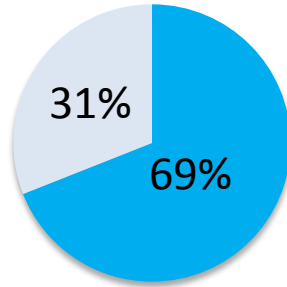


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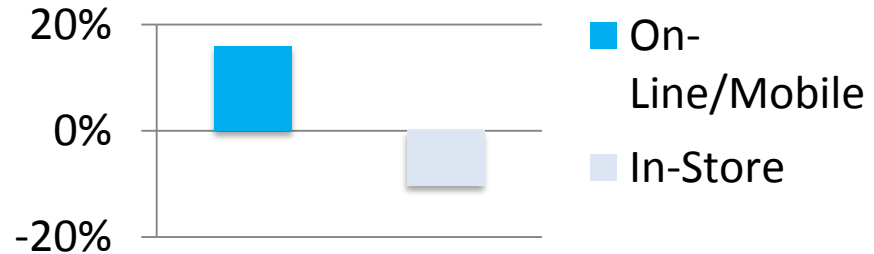
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Yet, e-commerce is growing and consumers are demanding speedier delivery



69% of consumers say one-day shipping would make them more likely to buy on-line

Last year, online and mobile sales increased ~15% whereas in-store sales fell ~10%



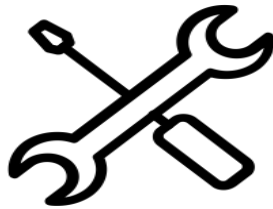
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Flirtey is the solution

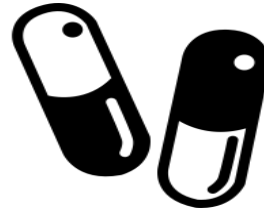
Food and
Convenience



Intra-business
and B2B



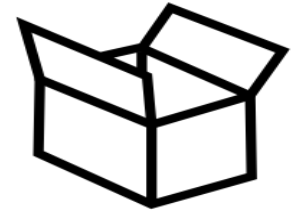
Medical and
Humanitarian



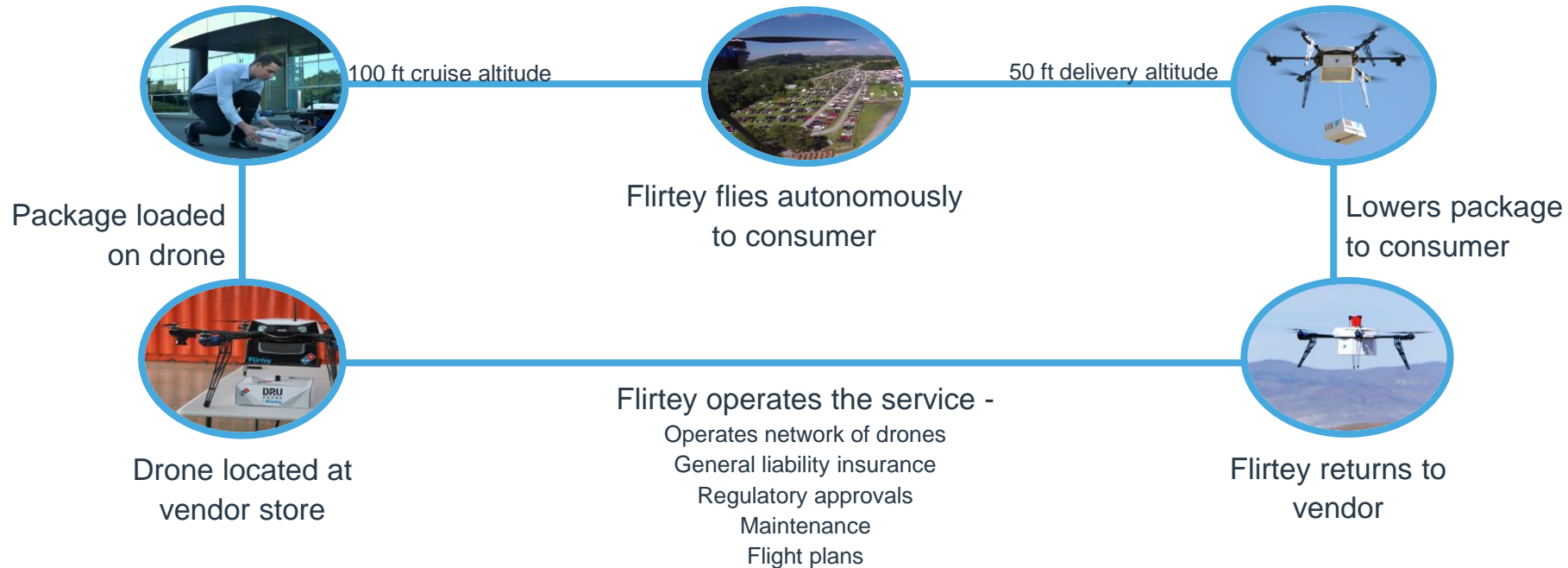
Retail and
E-Commerce



Courier and
Parcel

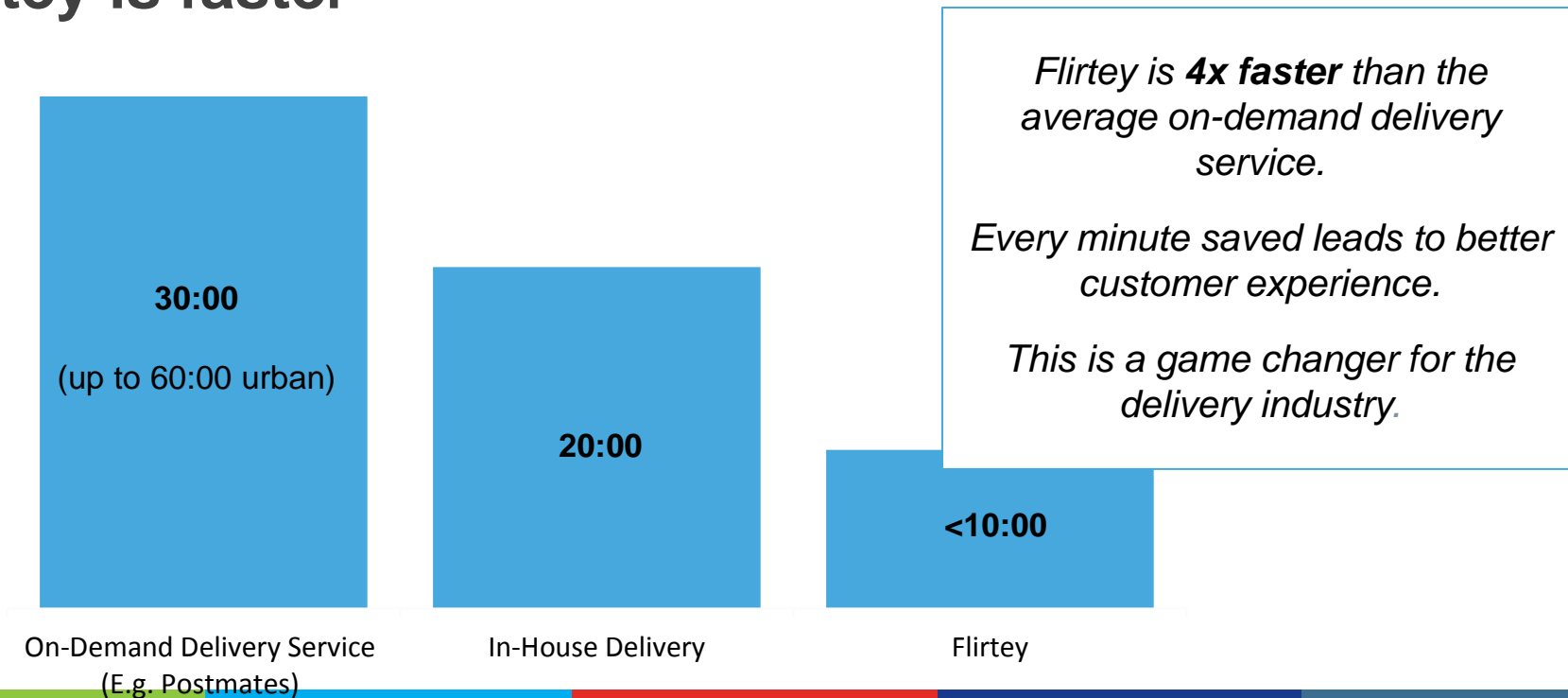


How Flirtey works



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Flirtey is faster



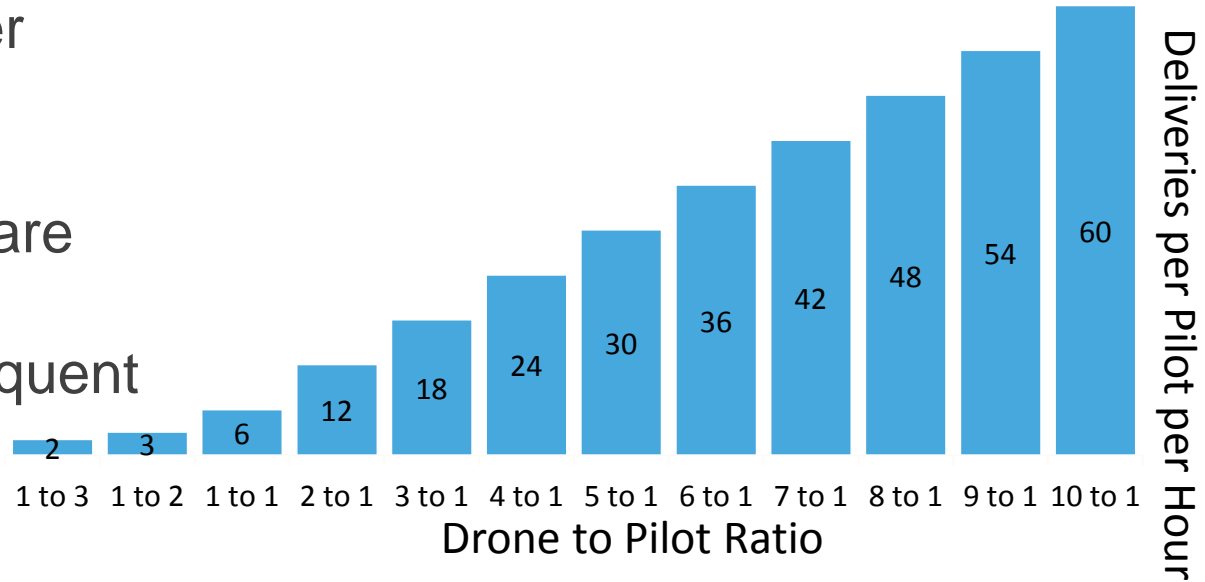
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Flirtey becomes increasingly cost effective over time

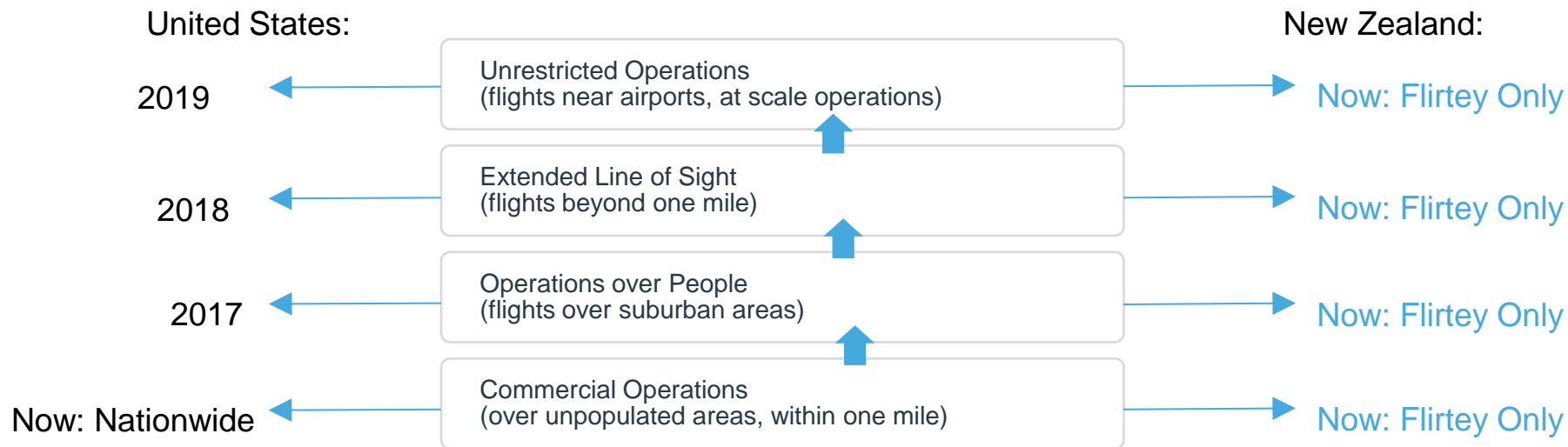
- Multiple drones to pilot (low labor cost per delivery)
- Hardware and equipment costs are commoditized
- Smaller, more frequent orders



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Flirtey has overcome the regulatory hurdle



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Our customers love our service



Drone delivery is ***the ultimate convenience*** for our customers and these efforts create enormous opportunities to redefine convenience.

- Jesus Delgado
Executive VP at 7-Eleven

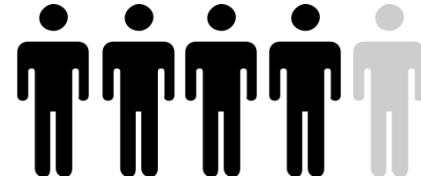
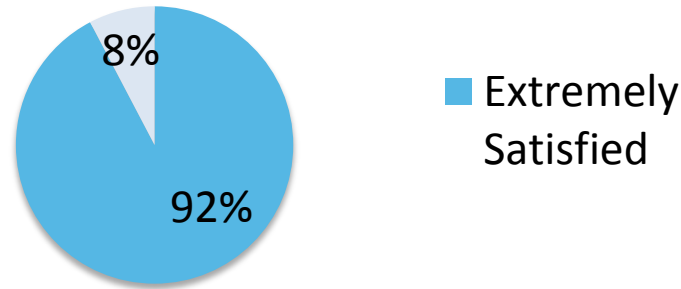


Partnering with Flirtey to revolutionize the delivery experience is an achievement that will set our company apart in the minds of customers and change the way delivery is conducted around the world.

- Don Meij
Group CEO at Domino's

Consumers love Flirtey

Overall Satisfaction with Flirtey's Service



4 in 5 consumers more likely to buy from store that offers drone delivery

100%

Customers would use Flirtey's drone delivery service again

Drone delivery is a game changer

“30,000 UAVs will fill the skies in less than 20 years”
~ The U.S. Federal Aviation Administration, Forecast, 2011



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Drone delivery is a game changer

“I think there is a world market for maybe five computers”

~ Thomas Watson, Chairman of IBM, 1943

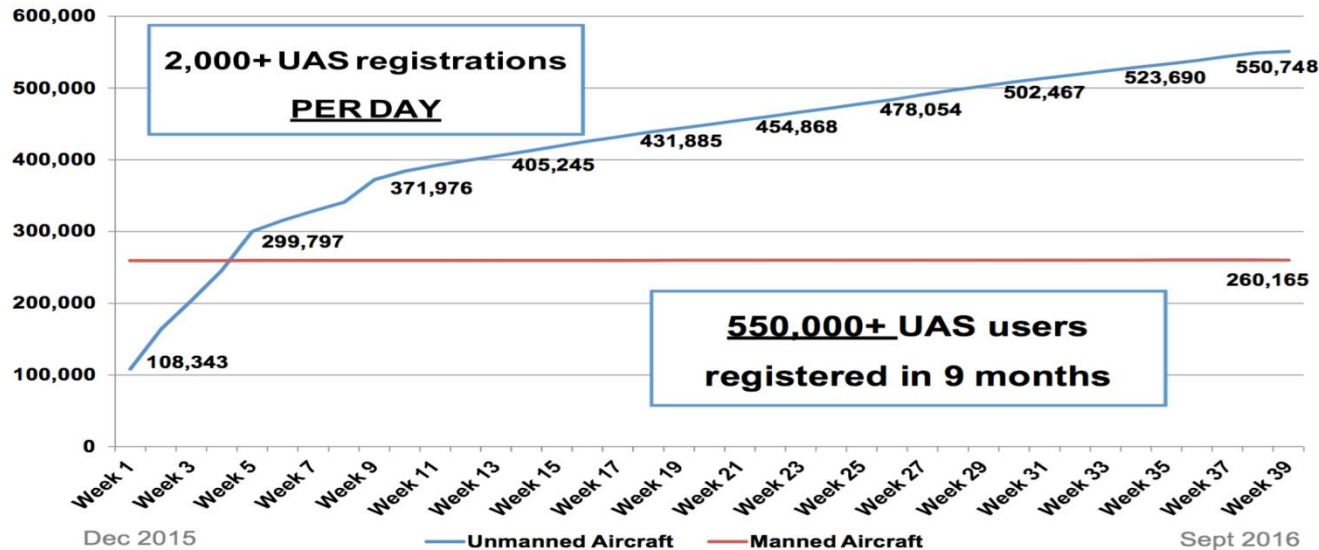


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Drone delivery is a game changer

Unmanned vs. Manned Aircraft Registration



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Drone delivery is a game changer

- The FAA now predicts 7,000,000 drones registered by 2020
- PwC estimates the commercial drone market will be worth \$127 billion by 2020
- McKinsey & Co. predicts that 80% of parcels will be delivered by autonomous vehicles in the next 10 years

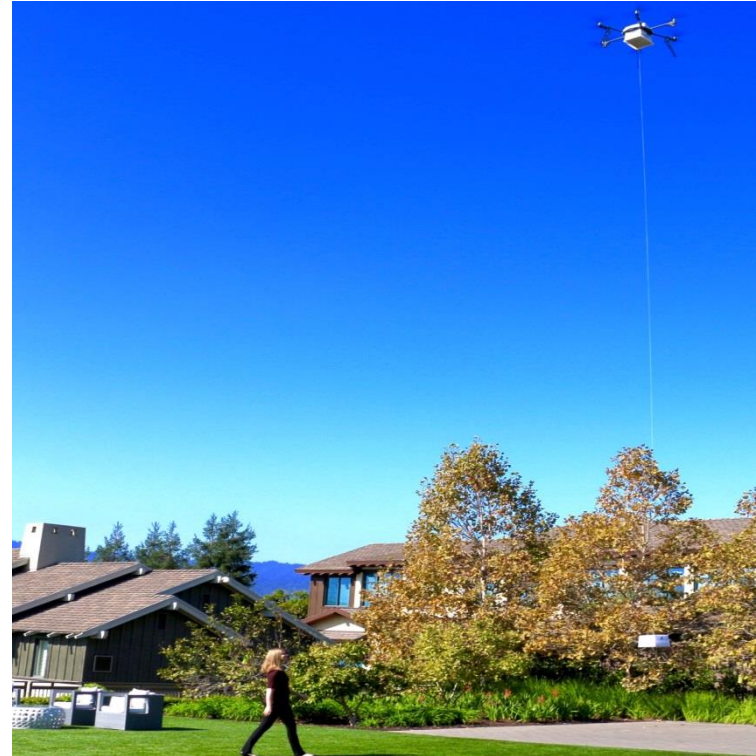
Flirtey will help to create winners and losers

- Drone delivery is the future of the on-demand economy
- Extremely high barriers to entry
- Years of development required, affording our partners multi-year head start over competitors



The value of drone delivery

- Increase sales
- Reduce costs
- Differentiate brand
- Improve customer experience
- Mitigate competitive risks
- Future-proof your supply chain



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- In 1978 Kodak patented the first digital camera
- Kodak's marketing department was not interested because it would eat away at the company's film sales
- Kodak is now bankrupt



Don't let drone delivery be
your Kodak moment

Embrace the future
by partnering with Flirtey



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For More Information:

Speaker email: enquiries@flirtey.com

Website: www.flirtey.com

Or visit ProMat Booth: N1130



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