



## ROBOTS, DRONES AND THE FUTURE OF DELIVERY



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# WHAT DO CONSUMERS WANT?

- FREE SHIPPING
- HASSLE-FREE RETURNS
- SAME-DAY (SAME-HOUR) DELIVERY
- TO TRACK DELIVERY IN REAL TIME
- PERSONAL SERVICE

# THE LAST MILE PROBLEM



1. Consumers want the most expensive type of service - **but for free!**

1. The main cost drivers in delivery industry are **not going to decrease**



THE  
FUTURE  
IS  
ALREADY  
HERE







**THE LARGEST WASTE  
IN MODERN ECONOMY**

**THE LARGEST  
UNDISRUPTED  
INDUSTRY**



**STARSHIP**

**LAND-BASED**

**ROBOTIC LOCAL DELIVERY PLATFORM**

**FROM THE PEOPLE WHO BUILT**



# ORIGINS: 2012-14





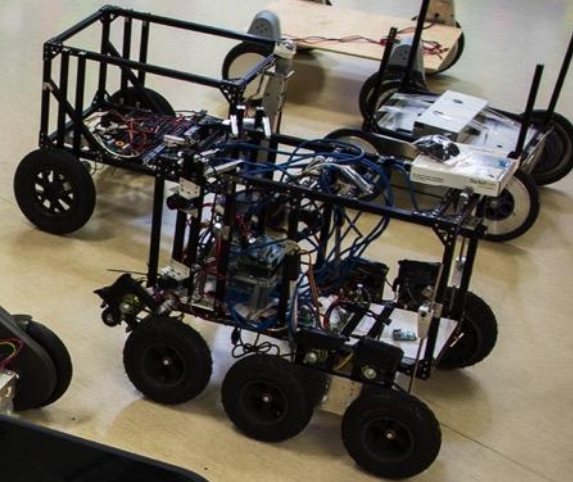
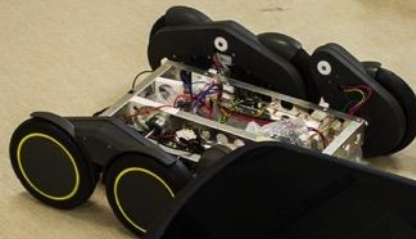


TEAM OF

ALUMNI



**2014-15:  
EVOLUTION**





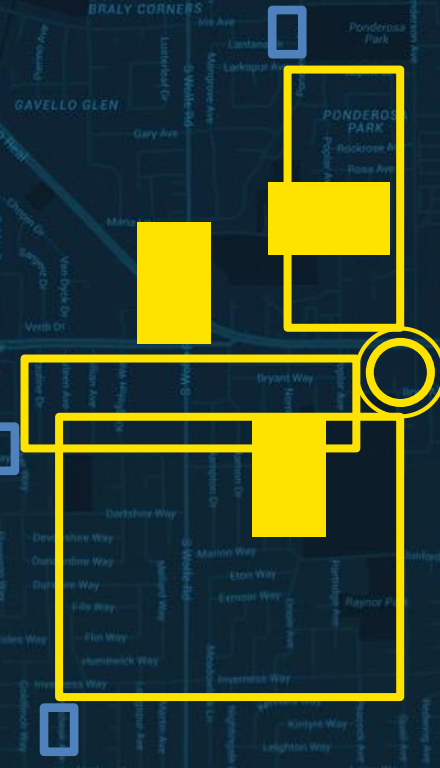
The local delivery robots:

- Small and lightweight
- Driving on sidewalks at pedestrian speeds
- Optimized for 2-3 km radius
- 99% autonomous
- Inherently safe



# STARSHIP LOCAL DELIVERY PLATFORM

- Robotic fleets based in Starship hubs
- Serving ca 10 km<sup>2</sup> areas
- Delivering packages, groceries and food
- Max 30 minute delivery time

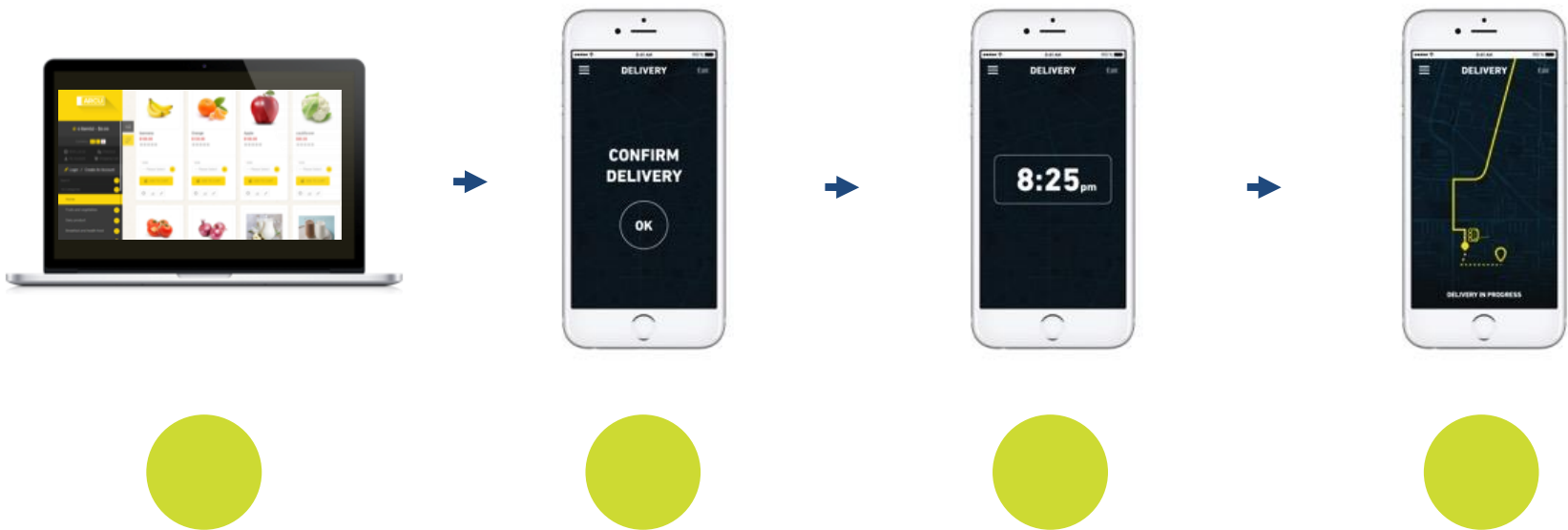




# THE STARSHIP HUB



# HOW IT WORKS – CONSUMERS PERSPECTIVE



# STARSHIP MATH

LAST MILE FOR  
1-3 EUR

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 **STARSHIP**

**12,000 KM  
DRIVEN**

**1,000,000  
PEOPLE MET**

**100% SAFETY  
RECORD**





**UNITED STATES**






**UNITED KINGDOM**



**DIE POST** 

**DIE POST** 



**SWITZERLAND**



**ESTONIA**



FIRST PIECE OF  
LEGISLATION EVER  
DELIVERED BY A ROBOT  
*Personal Delivery Device*  
*Act of 2016*





# COMMERCIAL TRIALS UNDERWAY NOW



 **Hermes**

**SWISS POST** 

**JUST EAT**

**METRO GROUP**



**STARSHIP**

**THE DELIVERY PLATFORM OF 2016**