

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



Retailers receive orders from the usual channels

Retailers continue using DoorDash, Uber Eats, ChowNow, Olo, etc.



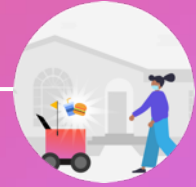
Coco dynamically balances fleet across retailers

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



Retailers scan QR code And drop in order(s)

Retailer places the order in a Coco using the QR code on the lid



Customer receives order within 30 min

Coco arrives at the customer and sends a text with instructions on how to open the robot

Sustainable

There is no need to use a 2,000 pound car to deliver 1 pound burrito under 2 miles. Our battery-powered robots are emissions free, reducing CO₂ and traffic.

150K+

Daily car -based food deliveries in the LA area that are less than 2 miles.

400K+

lb CO₂ emissions daily in the LA area from short distance deliveries.

100K+

lb CO₂ emission reductions in the LA area every week by end of the year by Coco.

*Compared to an average car emissions



Proven Community Benefits

Santa Monica Zero Emission Delivery Zone Program Data Report (February 2021 - September 2021)



Santa Monica Update

This February the City of Santa Monica and LACI launched the city's Zero Emission Delivery Zone program with Coco as a delivery partner.

Given the success of the program, City Council expanded Coco's operational zone to cover the whole city in April and in September extended the program length until the end of 2022.

New partnerships:



Sweet Honey

bru's waffle

SOCIALEATS

Papale Gustative



3,800+

Deliveries
Completed



5,000+

Vehicle Miles
Traveled



4,500+

CO₂ Reduced
(lb)



30

Coco Vehicles
Deployed



20 - 50%

Delivery Savings per
Order for Merchants



24

Santa Monica
Business Partners

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**

20% to 50%

**Delivery Cost Savings
for Restaurants and
Grocers**

*Robot Deliveries compared to Courier Deliveries



How Coco Compares

	Traditional Delivery	COCO
Immediate delivery when food is ready	⊗	✓
Insulated container throughout trip	⊗	✓
Minimal or no staff training required	⊗	✓
Trained remote drivers, not contractors	⊗	✓
Deliveries in under 30 minutes, even during rush	⊗	✓
Fun and unique delivery experience	⊗	✓
Instant restaurant support (no phone tree)	⊗	✓

Happier Customers

Everyone wants their food faster, and Coco consistently beats delivery times of traditional couriers. The food arrives faster, fresher, and without any items missing.

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



50+ merchant partners including...



Safety

- No significant incidents, accidents, or injuries with tens of 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

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TechCrunch

**BUSINESS
INSIDER**

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FORTUNE

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THE SPOT



The future of food delivery is two-feet tall

Step aside scooters, the latest transportation craze taking over town is not a device users ride, but one that rides directly to the user — and brings with it tasty food.

Delivery robots can now be found rolling all over the city and just as Santa Monica was once the launch point for a revolution in micromobility, local robotics companies are hoping the same trend will hold true for food delivery.

Leading the charge is a purple robot called Coco, which was designed by a team of UCLA graduates and hit the streets in fall 2020. Since then Coco has partnered with 24 local businesses and completed over 3,800 deliveries.

Customers place an order through a restaurant's preferred delivery service and if they are in a one to two mile radius they may receive a text that their delivery is being completed by Coco. Restaurants will then put the order inside a bot and a remote pilot will utilize a built-in camera to drive the device to its destination.

"They have a great tech scene here, there's lots of amazing restaurants, and perhaps most importantly, they have a history of being a leader in sustainability," said Coco co-founder and CEO Zach Rabin on his decision to launch in Santa Monica. "It seemed like a pretty intuitive choice."

Rabin is not alone in reaching this conclusion. Santa Monica was also the base for a pilot program of KiwiBot robotics and is expecting a third robotics company Tortoise to launch by the end of this year. According to City Senior Transportation Planner Kyle Kozar, more companies have expressed interest and may apply to operate in Santa Monica in the future.

The pitch of these robot delivery companies is that their devices provide benefits to the customer, merchant and community. By removing a car and in-person delivery worker from the equation, companies claim they can charge cheaper fees, boost delivery time and reduce congestion and CO2 emissions.

Coco calculates that its 30 local vehicles have so far reduced over 4,500 lbs of CO2 and saved 5,000 vehicle miles. Investors are buying into the company's vision and recently contributed \$36 million in Coco's first round of major fundraising.

Unlike the rollout of first scooters, which were dumped en masse onto the streets to the ire of City staff, robot delivery companies are working closely with the City under its Zero

"Soon we'll reach a point where we have more demand than we have people to do those orders, so essentially the current system is broken"

— David Rodriguez, Director of Strategy & Business Operations at KiwiBot



STORY BY CLARA HARTER, SMC STAFF WRITER



LA takes a new step in contactless delivery of goods using robots like Coco

K-EARTH101 • March 2, 2021

LA takes a new step in contactless delivery of goods and item using robots and the test area for the technology is downtown San Pedro.

Food delivery robots get rolling in San Pedro

abc7 • February 11, 2021

Several San Pedro restaurants have partnered with local robotics company, Coco, to provide a contact-free delivery option.

Los Angeles Embraces Robots To Go With Contactless Delivery Of Goods!

The Technews • February 6, 2021

L.A.'s downtown San Pedro is testing out a new delivery technology in the area. City Councilman Joe Buscaino and the San Pedro Chamber of Commerce gave the go-ahead for the test to see if it was a suitable alternative to in-person delivery, not just for now, but for the future.

See Coco in action



<https://vimeo.com/601076027>



Questions?