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Self-Driving Long-Haul Trucks
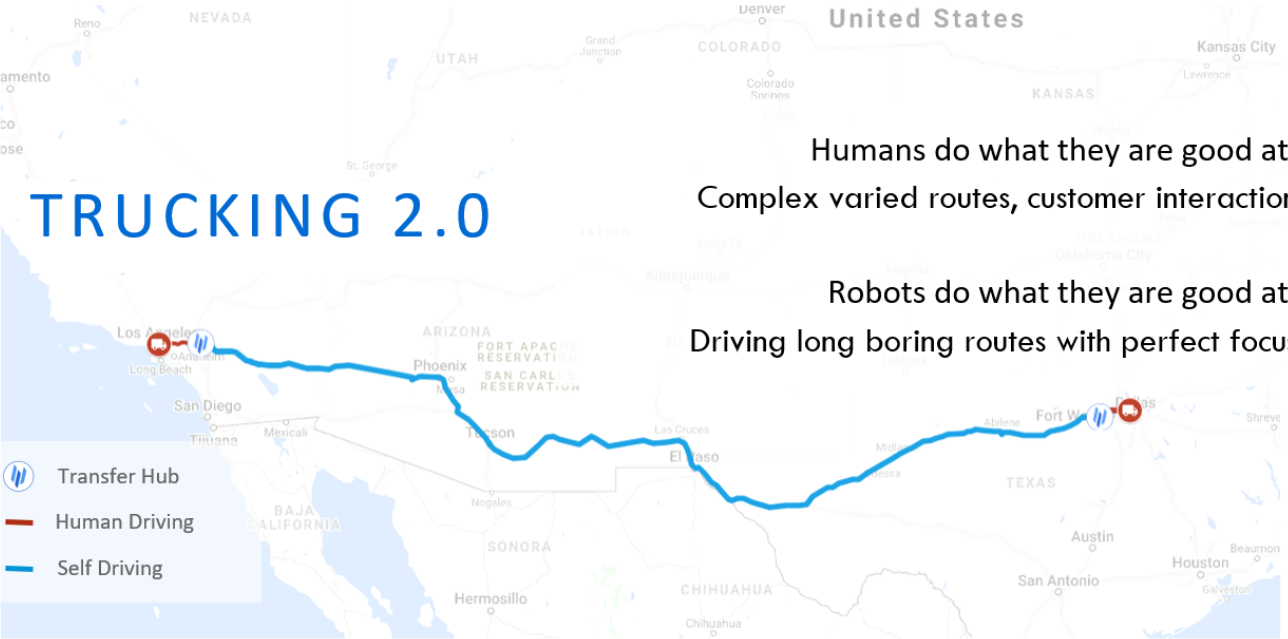
Our Mission

- **Make shipping 2x faster**

- **Save 4,000 lives per year**

- **Reduce trucking costs by 30%**

How Embark Deploys Self-driving Trucks

- Self-driving trucks will enable Shippers to move freight safer, faster, cheaper, and more reliably

- Embark operates a hybrid model of human-operated trucks for the first/last miles + self-driving trucks for the open highway middle miles via a network of multi-purpose Transfer Hubs

- We charge on a per mile basis similar to other trucking fleets

Transfer Hubs - Multi-purpose Truck Stops of the Future

WHERE

- Located along key highways on the fringes of high volume markets

WHAT

- Swapping loads between self-driving and human-driven local trucks
- Vehicle and trailer road-readiness inspections, cleaning sensors and cameras
- Re-fueling trucks

OTHER OPPORTUNITIES

- Hubs act as trailer storage and transit buffer
- Future locations for re-charging electric trucks (electrification and decarbonization of the supply chain)
- Aggregation points for LTL

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Freight Velocity - a 2x Increase with Self-Driving Trucks

Self-Driving trucks won't have Hours of Service limitations and can transport loads between LA and Dallas in 24 hrs (compared to 2+ days with human driven trucks)

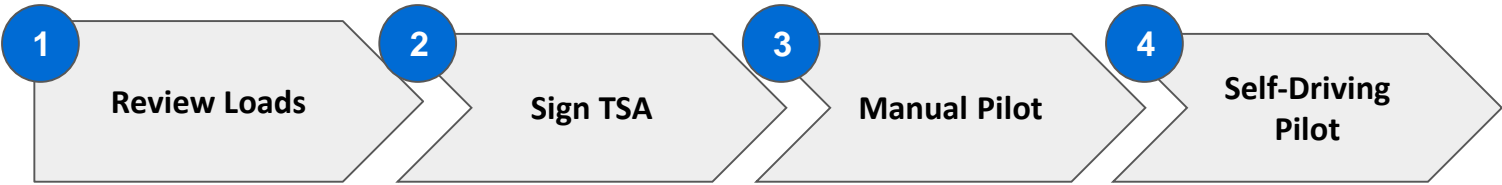24 HOUR RANGE FROM LOS ANGELES, CA

Human — Embark Extended

Why Do a Pilot?

Embark offers the opportunity for self-driving pilots for select customers.

1   **Experience an innovative technology first-hand**

2   **Understand the potential benefits and impacts to your supply chain**

3   **Develop a strategy to integrate the technology into your supply chain**

The Pilot Process

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	1 Review Loads	**2 Sign TSA**	**3 Manual Pilot**	**4 Self-Driving Pilot**
Timing	1-2 weeks	1 week (in parallel)	1-2 weeks	3-4 weeks
Tasks	Review loads between LA and Phoenix Identify optimal loads based several criteria Identify any potential operational challenges	We sign your standard Transportation Services Agreement Finalize first load for manual pilot Onboard into any of your required systems	Manually-operated vehicles move 1st load Execute holistic plan for supply chain logistics including pick up, transport, tracking, and drayage for first/last miles Embark ops will guide you through the process	Run the next loads with Automated Driving System and a safety driver. Goal: Cadence of 1 load per week Pricing: We charge on a per mile basis similar to other trucking fleets
End Product	Pilot load(s) selected	TSA Signed	Manual Pilot	Self-Driving Pilot

Scaling Beyond a Pilot

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Embark takes a multi-step approach to scale operations beyond the pilot

Grow Pilot Lane
- Increase the number of loads and frequency along the pilot lane
- Target lanes with round trips, potentially between distribution centers

Add New Lanes
- Selectively add long, high value lanes; primarily between California and Texas
- Addressable lanes expand as the technology matures
- Potential lanes include XYZ

Integrate
- Integrate self-driving technology into supply chain
- Turnkey model to further automate the movement of freight
- Seamless dock to dock movement of freight