UK Investor Group

guident
Autonomous Intelligence

Investor Presentation

March 29, 2023

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Agenda

- Company Introduction
- Strategic Direction
- Product Portfolio/IP
  - Remote Monitoring and Control Center (RMCC)
  - Regenerative Shock Absorber (RSA)
- Customers, Partnerships
- Guident Team & Board of Directors
- Backup Material

Opportunity & Challenge

- Autonomous vehicle (AV) adoption is set to grow rapidly [1]
- AVs have safety issues and require human assistance
- No current technology enables vehicle manufacturers to achieve full autonomy at this time
- Consumers are highly concerned about AV safety [2]

[1] Source: Global Market Research
[2] Source: Othman, K. Public acceptance and perception of autonomous vehicles: a comprehensive review. AI Ethics (2021). https://doi.org/10.1007/s43681-021-00041-8

Our Solution

- Cost-effective software platform to improve AV safety
- Patented, secure AI/human-based vehicle monitoring and low-latency remote control [1]
- Proprietary, pending release of machine learning incident prediction and prevention algorithms [2]

[1] US Patents 9,964,948 B2, PCT US2020/021171T & 17,025,152
[2] To be released in Q2 2023

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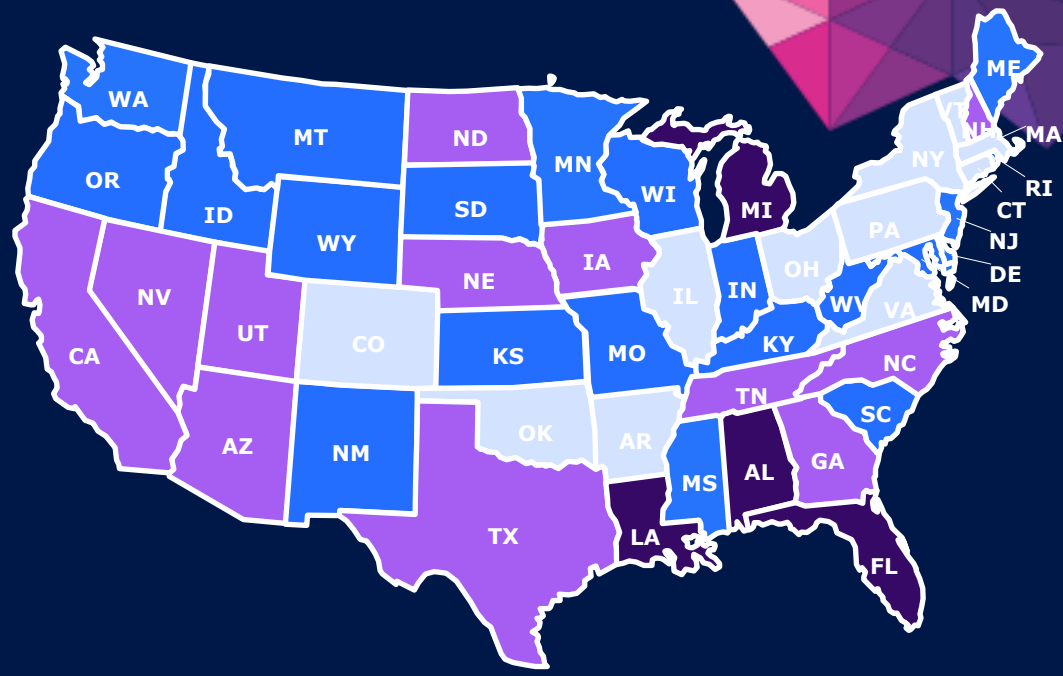
Why Now?

- AV global market is anticipated to rise with a CAGR of 83% during the forecast period 2021-2027 [1]
- Low-latency connectivity and teleoperation required for safer/cost-effective adoption of AVs
- Economical alternative to human drivers
- Legal requirements in numerous states [2]
- The U.S. eliminates human controls requirement for fully automated vehicles [3]

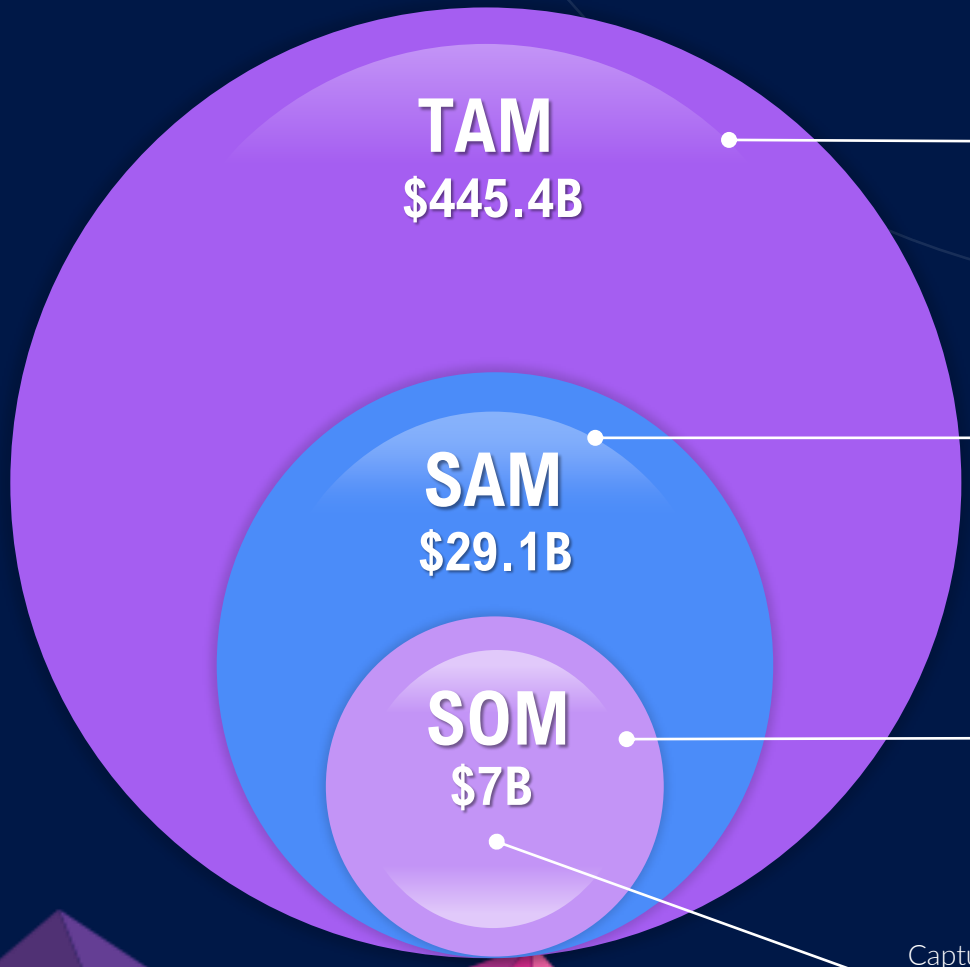


[1] Source: Global Market Research

[2] Examples include:
- Alabama 2019 Senate Bill 47
- Florida Motor Vehicles s. 316.85 (5)
- Louisiana House Bill 455 – R.S 32.400.7
- Michigan Vehicle Code Section 257.665

[3] DOT NHTSA Docket No. NHTSA-2021-0003: Occupant Protection for Vehicles with Automated Driving Systems. 03.10.2022

Initial Target Market [1]



Global Autonomous Vehicle Market

CAGR 82.9% 2021-2027
100,592,984 AVs by 2027

North America Commercial Autonomous Vehicle Market

CAGR 224.6% 2021-2027
632,683 AVs by 2027

United States Autonomous Shuttle Market

CAGR 217.23% 2021-2027
152,263 AVs by 2027

Capture 5% Market

7,600 AVs * $20,000 annual monitoring fee per AV = **$152M**

[1] Source: Global Market Monitor

Autonomous Vehicle Use Case
Remote Monitor and Control Center (RMCC)

- The RMCC with the Remote-Control Operator (RCO) resolves unforeseen situations:
  - Deadlock situations
  - Navigation errors
  - Accidents
  - Allowing vehicle passengers to ask for information or assistance
- The methods and systems will help to increase safety and help bridge the gap towards Level 5, complete autonomy
- The RMCC is covered by US patent number: 9,964,948 B2 and other Guident developed IP

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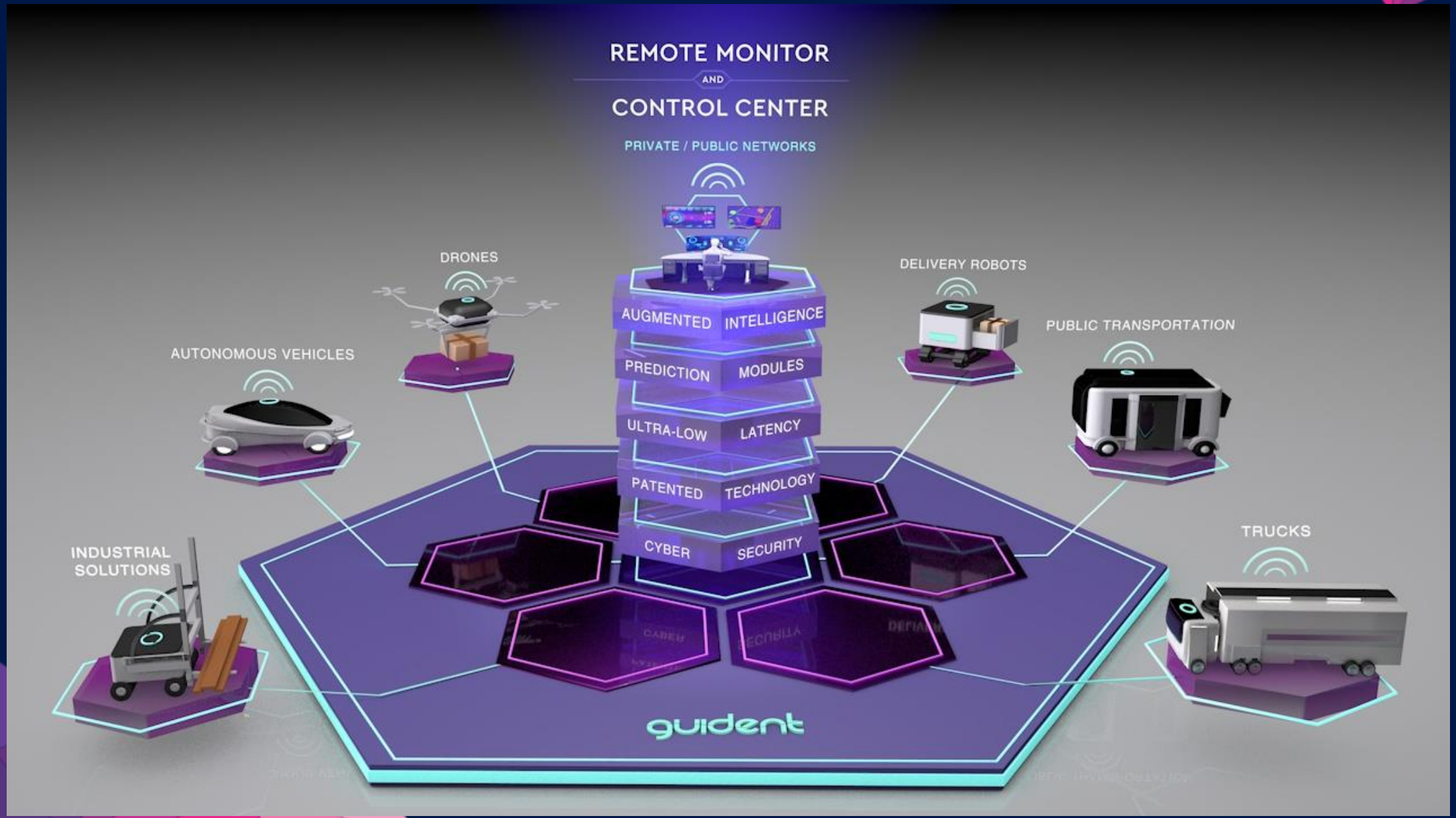
RMCC at Work



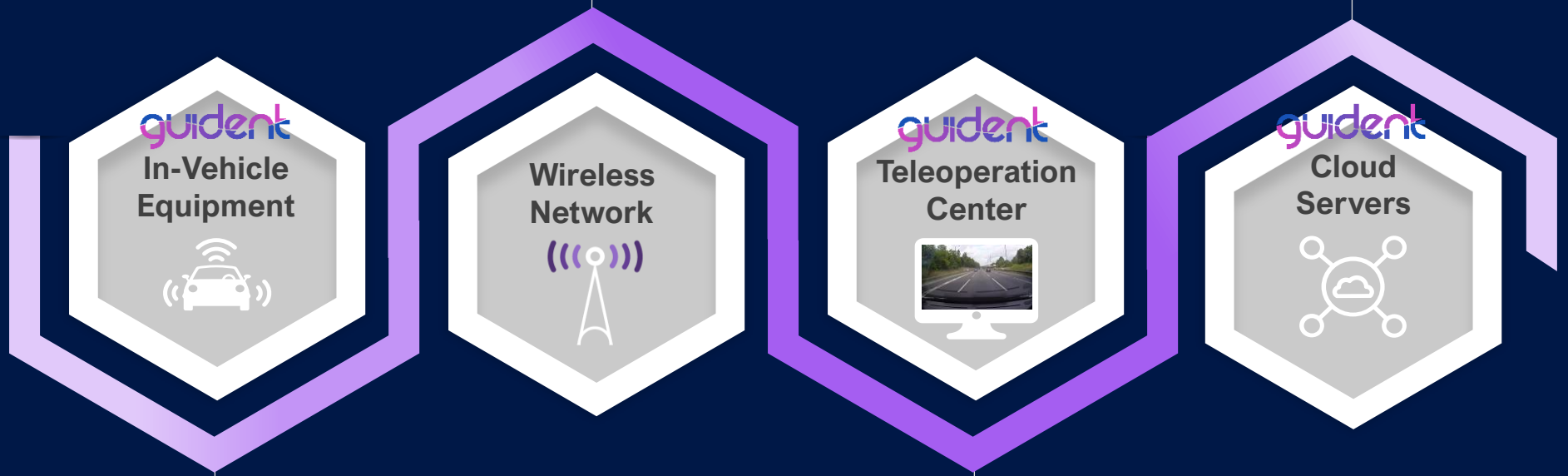
Guident Software Teleoperation Architecture

Public, Private, or Military Wireless Network
- Managed Private LTE Network
- Public 4G/5G Network

LTE/5G 02

Cloud-Based Servers
- Prediction and Monitoring Services
- Video Storage
- AI Models
- Cybersecurity

04 Cloud Services



SMCD 01

In-Vehicle Smart Monitor and Control Device
- Embedded System with Camera Modules
- Wireless Router
- ROS Integration
- Teleoperation Software
- AI Modules

03 RMCC

Remote Monitor and Control Center
- Remote-Control Operators (RCO)
- RCO's Stations with Vehicle Controls
- Augmented Intelligence
- Display Dashboards

Business Model

Managed Service System

- Autonomous vehicles monitoring and control in a subscription-based arrangement
- Land-based vehicles deliveries with a charge per delivery

Managed SaaS

- Low on-boarding costs
- Monthly Recurring Revenue (MRR)

Target Customers

- AV and Delivery Devices Manufacturers
- Fleet Operators and Orchestrators
- Zero-touch Delivery Companies
- Smart City projects

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Timeline

2023

Scale Up

- Scale RMCC and use-cases for nationwide adoption
- Replicate RMCC in target states/countries
- Target the DSP (Delivery Service Provider) market
- AI integration by 2023

2022

Build Out RMCC

- Expand AV manufacturer partnerships
- Establish delivery devices manufacturer partnerships
- Expand RMCC and collect data for AI projects

2021

RMCC Launch

- Develop and Deploy the first RMCC in Florida
- General Availability in Q4
- Deploy private LTE network lab

2019-2020

Team, IP & MVP

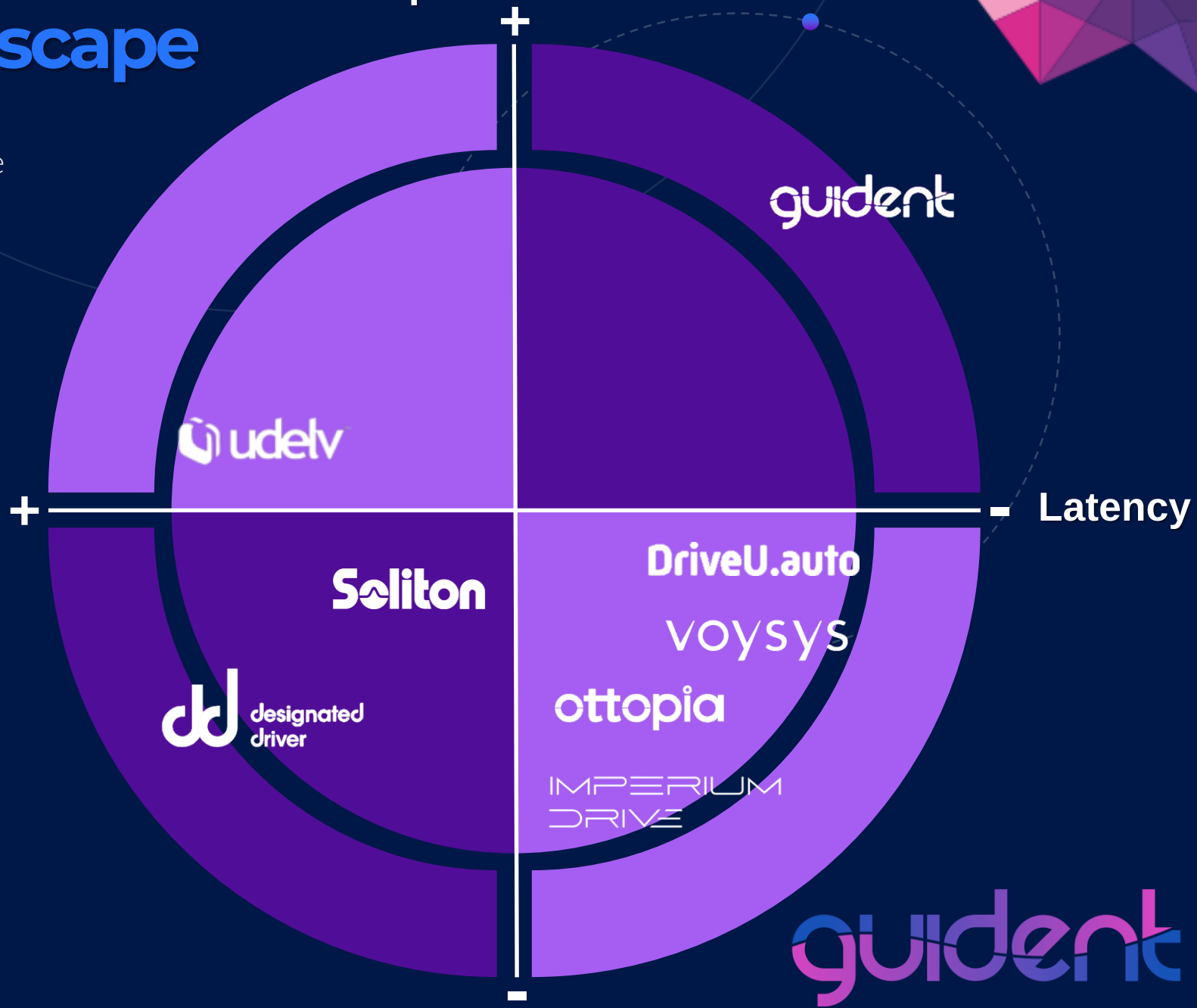
- Building Guident Team
- Establish Partnerships
- Completed MVP: Patented Smart Monitoring and Control Device

Competitive Landscape

Guident believes it is the only near real-time (< 50 ms) teleoperation with patented methods and systems for teleoperation of vehicles, robots, or drones

Guident Key Solution Attributes

- Advanced video processing
- Resilient and uninterrupted low-latency communications
- White labeled and brandable
- Autonomous device agnostic
- Highly scalable
- Fleet management integration
- Interoperable with a variety of vehicle equipment



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REGENERATIVE SHOCK ABSORBERS

Technology to Enhance Vehicle Sustainability

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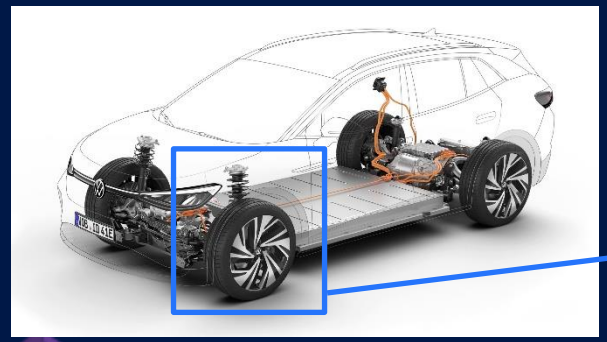
Regenerative Shock Absorbers (RSA)

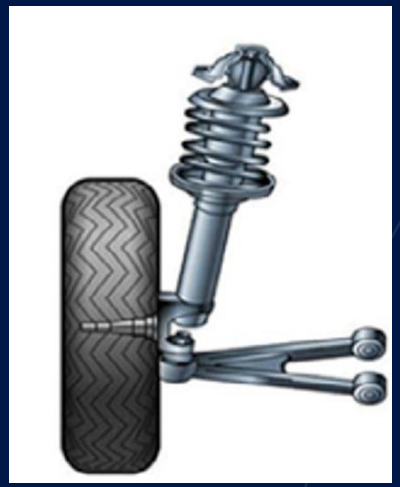
Regenerative Shock Absorbers (RSA) continuously recover the vehicle's vibration energy that is otherwise dissipated

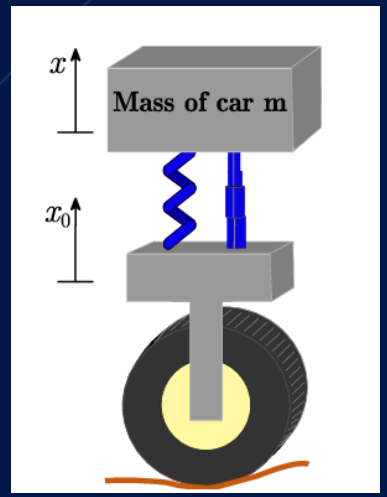
RSAs convert the wasted energy into DC power, generating additional energy for:

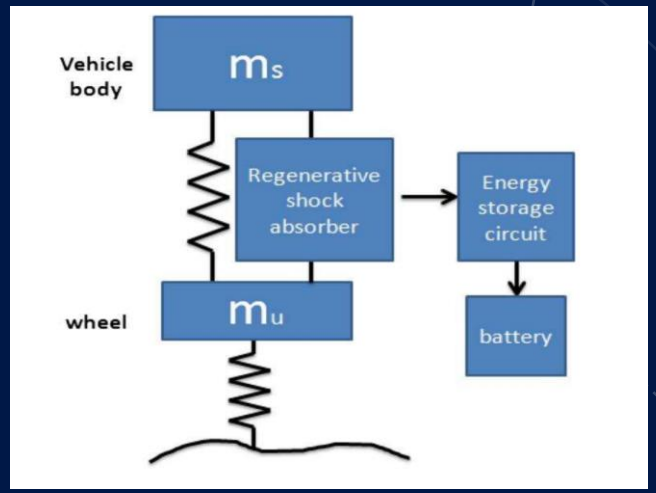
- Recharging the vehicle battery to extend the vehicle's range
- Provide energy to other vehicle components

How it works:









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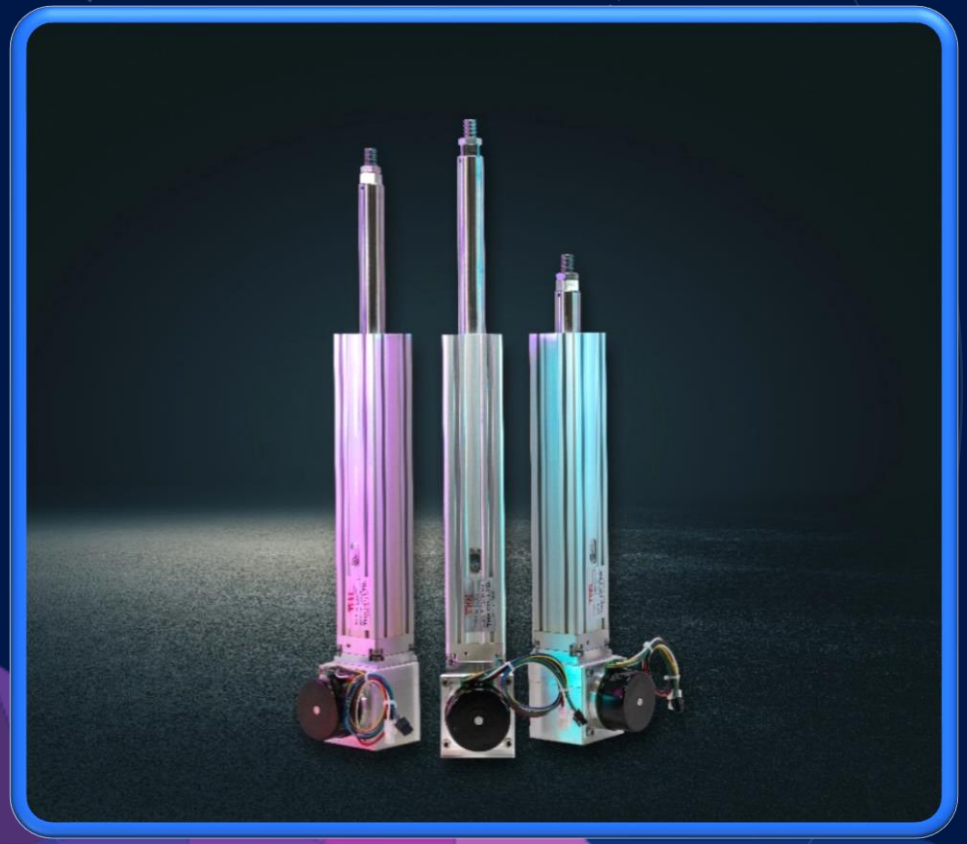
guident Regenerative Shock Absorber

The MMR can be mounted in a variety of configurations, matching each vehicle's unique damping characteristics and rate



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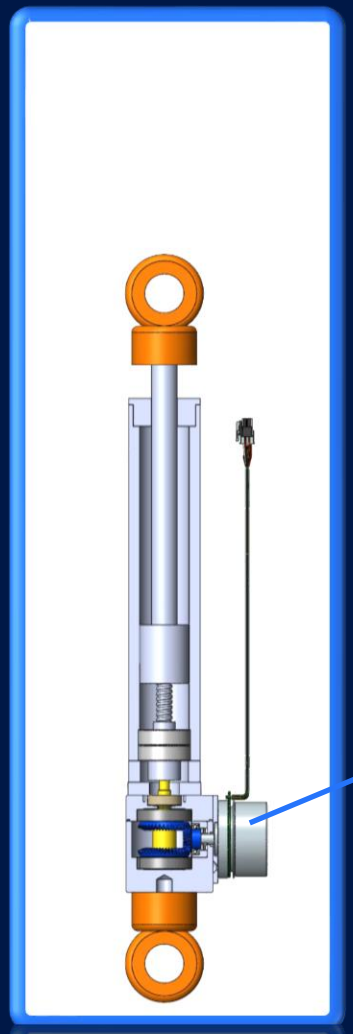

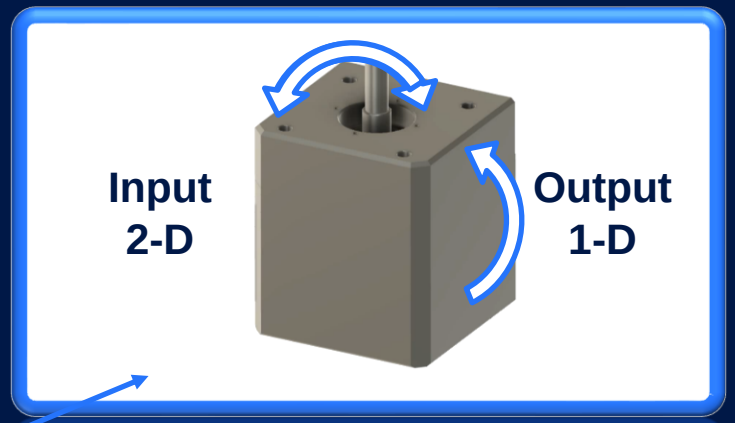

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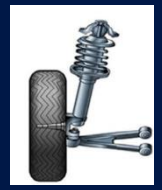
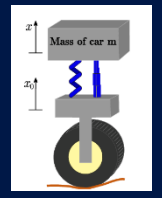
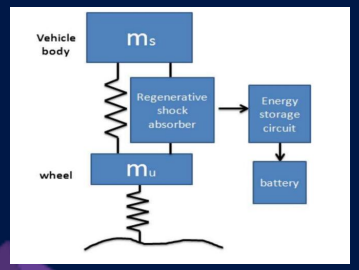
Overview of Regenerative Shock Absorbers

How it Works, From Suspension to Power

Vehicle Suspension → Regenerative Shock Absorber → Mechanical Motion Rectifier → Electrical Generator → DC-DC Buck Converter

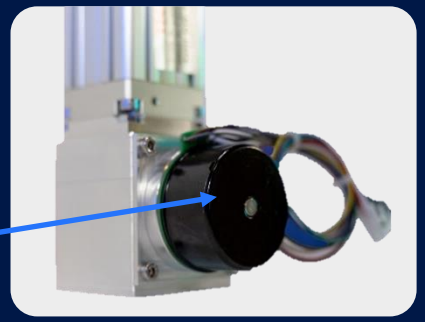


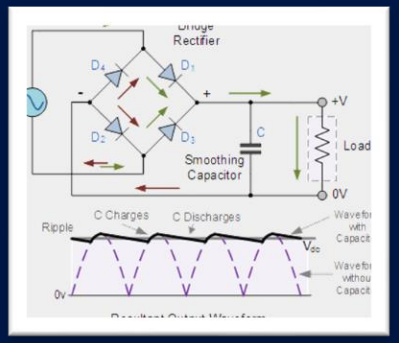




Mechanical Motion Rectifier

Electrical Generator





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Overview of Regenerative Shock Absorbers

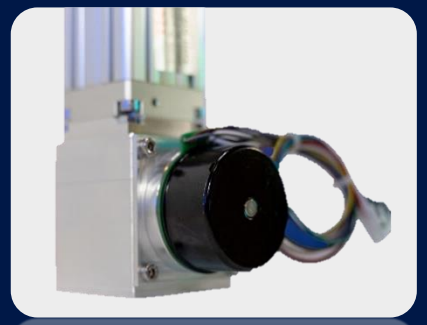
How it Works, Power to Battery Charging

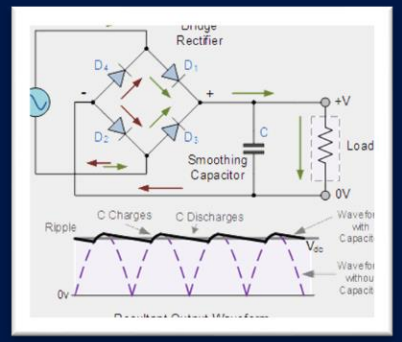
Electrical Generator

DC-DC Buck converter

12V Battery Charging

Electrical Generator





High Voltage Battery Charging

Semi-Active Power

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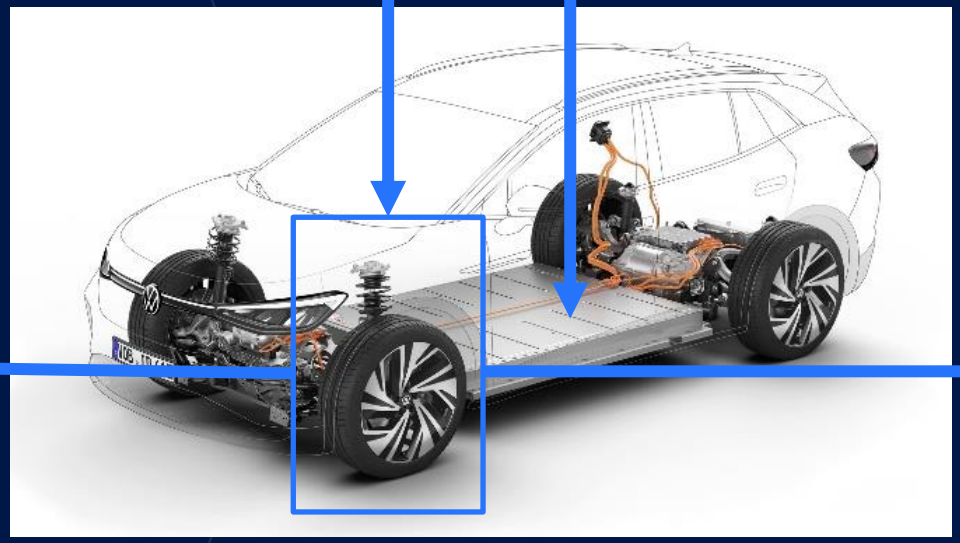
Prototype Testing – Smart Suspension

Intelligent Controller
Variable Stiffness
Energy Harvesting



Damper Outputs
Power Output
Damping Forces

Vehicle Dynamics
Cabin Motion
Suspension Motion

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RSA Overview - Technology Benefits

- **Enhanced Sustainability** for all vehicles in the fleet, including traditionally powered ICE, hybrid and electric vehicles
- **Increased Energy Harvesting Efficiency by** approximately 70% compared to current energy-harvesting shock absorbers
- **Increase range** of EVs by up to 6-12 miles per charge
- It can be **Tuned to Match** existing damping characteristics and form factors

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Current and Prospective Customers

Contract Awarded

BRIC
BOCA RATON INNOVATION CAMPUS

Contract Under Negotiation

BROKEN SOUND
CLUB

Contract Under Negotiation

brightline

CIRCUIT

CITY OF
BOCA RATON

Volkswagen

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Partner Traction

PERRONE ROBOTICS

Airspan

Cirrus Core Networks

bai communications

auvetech

BRIC
BOCA RATON INNOVATION CAMPUS

Teleoperation Consortium

FAU TECH RUNWAY
Florida Atlantic University

CMC CALIFORNIA MOBILITY CENTER

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Partnerships In Progress

beep

REFRACTION AI

LINAMAR

ZF

SCHAEFFLER
PARAVAN

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Experienced Team

Harald Braun
Chairman & CEO

SIEMENS
NOKIA
Aviat NETWORKS

Daniel Grossman
Chief Revenue Officer

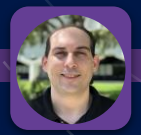
Konrad Dabrowski
Chief Financial Officer

Michael Trank
VP SW Architecture

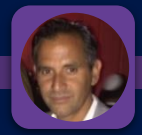
Dr. Gabriel Castaneda
VP AI and Research

Fabio Tylim
VP Sales &
Business Development

gm
Ford
zipcar
Deloitte.
Dialogic
Dialogic



Dr. Craig Ades
Product Manager
Energy Harvesting Project



Eric Cohen
Marketing
Communications
Manager

Ana Doig
Strategic
Marketing and
Business Analyst

Sam Farahmand
Full Stack
Developer

Tanveer Jan
Full Stack Machine
Learning Developer

Knowledgeable Board

Harald Braun

CEO & Executive Chairman

Previously:

- CEO of **Siemens** Networks USA (NYSE: SI)
- CEO of **Aviat** Networks (NASDAQ: AVNW)
- Senior Executive at **Nokia Siemens** Networks, North America

Johan De Nysschen

Director

Previously:

- COO for **Volkswagen** North America
- Executive Vice President of **General Motors**
- President of the **Cadillac** Motor Division
- President of **Infiniti** Motor Company Ltd
- President of **Audi** of America Inc.
- President of **Audi** Japan

Daniel Grossman

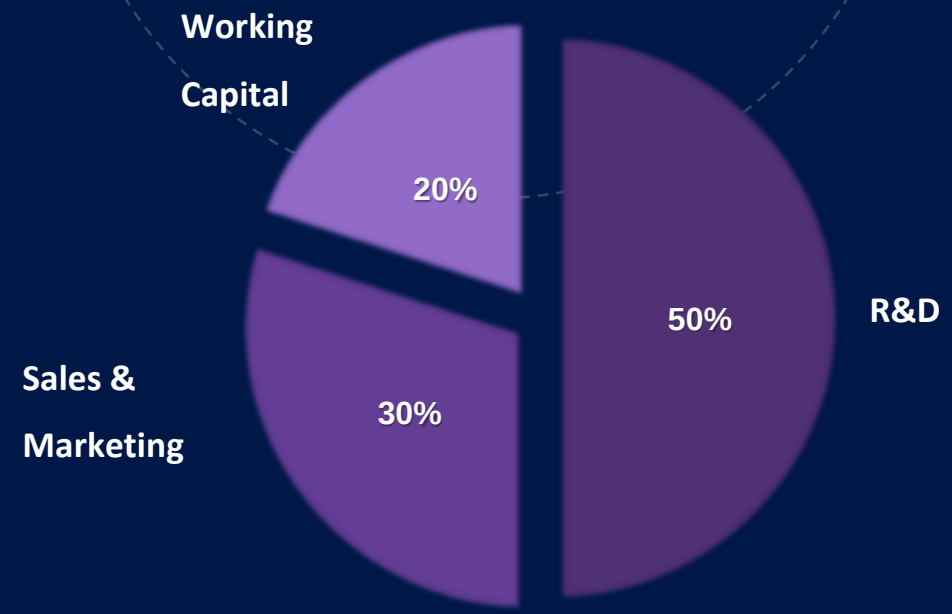
Director & Chief Revenue Officer

Previously:

- CEO of **Ford** Motor Company owned **Chariot**
- COO at **General Motors** mobility division, **Maven**
- Vice President at **Zipcar**

$3M Seed Round

- Launch the first Remote Monitoring and Control Center (RMCC) in Florida
- Hire additional software architects and AI engineers
- Acquire and interface multiple land-based vehicles and AVs with Guident's RMCC Platform
- Establish a first-mover advantage in low-latency, redundant and safe mobile connectivity to AVs
- Expand sales and marketing



Patents Acquired & Developed

US Patents	Number	Patent Name
Patent 1	US 9,429,943 B2	Artificial Intelligence Valet Systems and Methods
Patent 2	16/386,530	Methods and Systems For Emergency Handoff of an Autonomous Vehicle
Patent 3	PCT US 19 14 54	Visual Sensor Fusion and Data Sharing Across Connected Vehicles for Active Safety
Patent 4	US 9,964,948 B2	Remote Control and Concierge Service for an Autonomous Transit Vehicle Fleet
Patent 5	PCT US2020/021171T	AI Methods and Systems for Remote Monitoring and Control of Autonomous Vehicles
Patent 6	US 17/025,152	System and Methods for Remote Monitoring of a Vehicle, Robot or Drone
Patent 7	US 8,941,251 B2	Electricity Generating Shock Absorbers
Patent 8	US 17/579,203	Near Real-Time Data and Video Streaming System for a Vehicle, Robot or Drone
Patent 9	US 18/068,976	System, Apparatus, and Method for a Regenerative Device

Additional IP acquisitions & developments are underway to enhance our portfolio and increase barrier to entry

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Thank You

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Backup Material

Guident Industry Segments

Direct Service Provider
Last-mile package delivery

Mining
Autonomous haulers
Autonomous drill rigs
Real-time condition monitor

Delivery Devices
Food delivery
Local goods transportation
Grocery delivery

AV Fleet Operators
Public transit interconnection
Transportation for a small ecosystem
Campus transportation
Last-mile transportation

Agriculture
Farming
Apply pesticide
Prune plants

Hospitality / Events
Hotel guest-facing use cases
Hotel back-of-house use cases
Airport transportation
Senior living
Large-scale events

Logistics
First, middle, last-mile delivery
Retail
Food & Beverages
Healthcare
Pharmaceuticals

Autonomous Trucks
Transfer between hubs
Supply chain optimization

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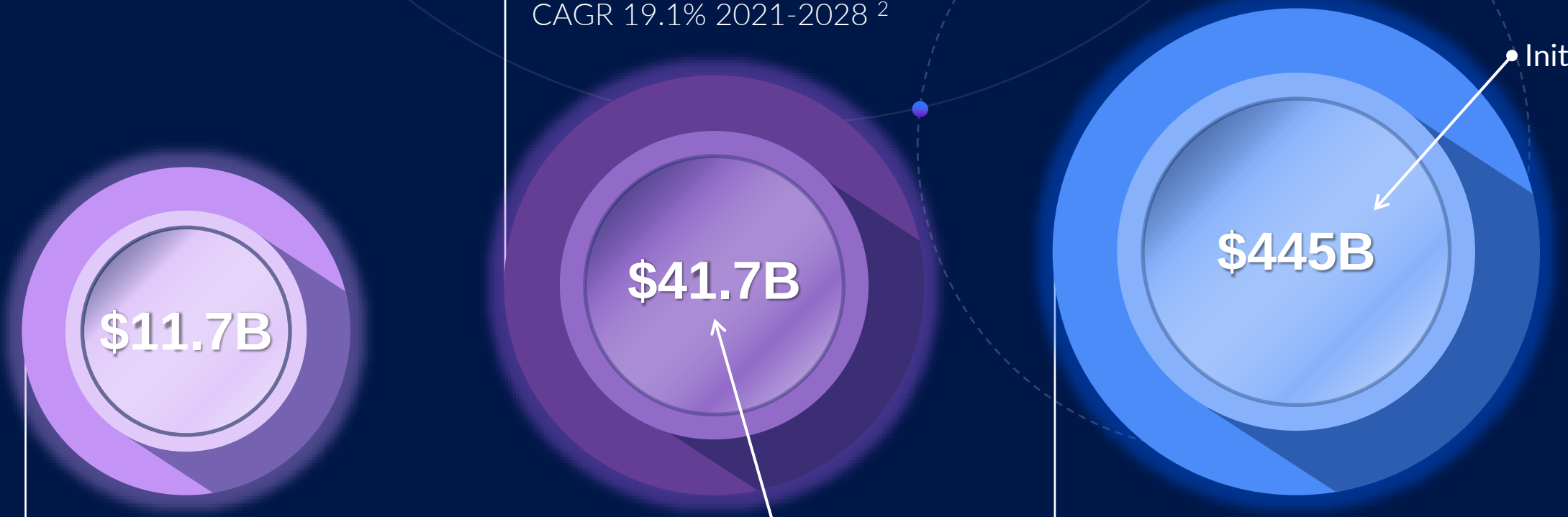
Potential Markets

Global Autonomous Last Mile Delivery Market

CAGR 19.1% 2021-2028 [2]



Global Vehicle-to-Everything (V2X) Market

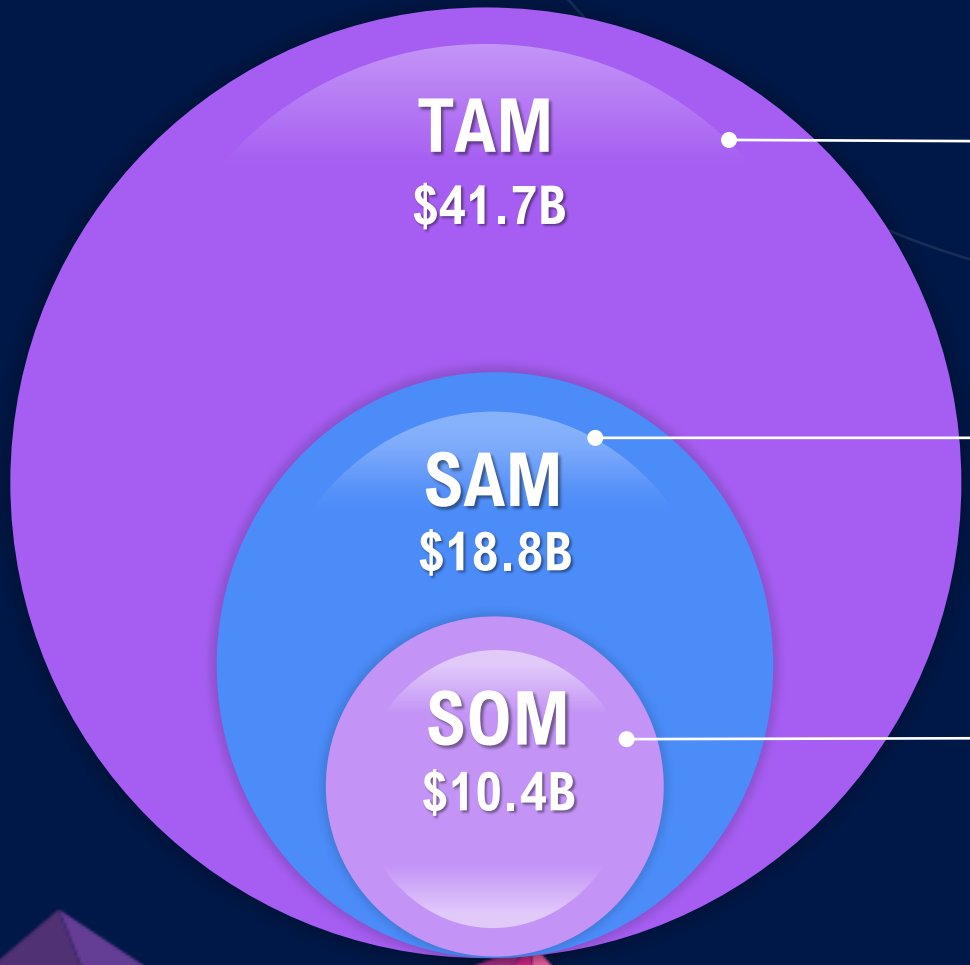
CAGR 28.4% 2020-2027 [1]

Global Autonomous Vehicle Market

CAGR 83% 2021-2027 [3]

[1] Source: Allied Market Research
[2] Source: Triton Market Research
[3] Source: Global Market Monitor

Second Target Market Size [1]



Global Autonomous Last-Mile Delivery Market
CAGR 19.15% 2021-2028

North America Autonomous Last-Mile Delivery Market
CAGR 19.81% 2021-2028

United States Self-Driving Vehicles and Ground Delivery Devices for Last-Mile Delivery Market
CAGR 20.52% 2021-2028

[1] Source: Triton Market Research

Initial Use Cases

- Apply V2N (Vehicle-to-Network) real-time communication for vehicle monitoring & control, traffic, routing and other AI cloud-based services

  First Use-Case

- Establish safety use-cases for V2V (Vehicle-to-Vehicle) accident reporting systems
- Empower V2I (Vehicle-to-Infrastructure)
- Develop V2P (Vehicle-to-Pedestrian) apps for safety alerts for pedestrians and bicyclists

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Remote Monitor and Control Center
Target Markets & Use Cases

Remote Assistance of **Autonomous Vehicle (AV) Fleets**

The Remote-Control Operator (RCO) resolves unforeseen AV situations:

- Deadlock situations
- Navigation errors
- Accidents
- Allowing vehicle passengers to ask for information or assistance

Remote Operation of **Material Handling**

Teleoperation services of remote forklifts and other material handling equipment for warehouses

Remote Operation of **Agricultural Equipment**

Teleoperation services of remote farm equipment

Remote Operation of **Mining Equipment**

Teleoperation services of remote mining equipment

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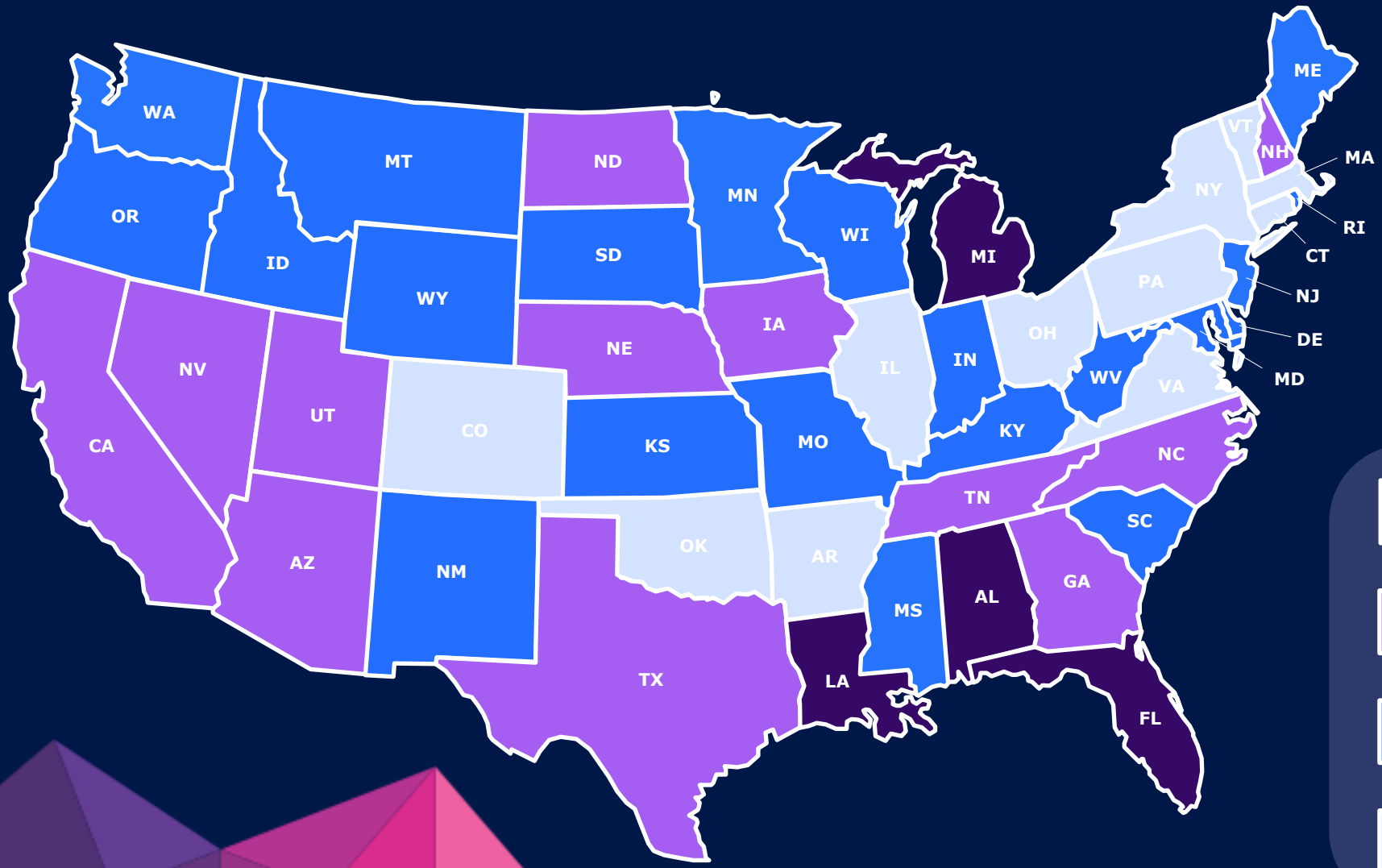
Teleoperation Law in Florida

- Florida Motor Vehicles Chapter 316 Section 85:
  “Autonomous vehicles; operation; compliance with traffic and motor vehicle laws; testing”

  (5) “Notwithstanding any other provision of this chapter, an autonomous vehicle or a fully autonomous vehicle equipped with a teleoperation system **may operate without a human operator physically present in the vehicle when the teleoperation system is engaged**.” [1]
- AVs must be covered with primary liability coverage of at least $1 million for death, bodily injury, and property damage [2]

[1] Source: http://www.leg.state.fl.us/statutes/index.cfm?App_mode=Display_Statute&URL=0300-0399/0316/Sections/0316.85.html
[2] Source: http://www.leg.state.fl.us/statutes/index.cfm?App_mode=Display_Statute&Search_String=&URL=0600-0699/0627/Sections/0627.749.html

Teleoperation Regulation in the USA



- Teleoperation required in driverless vehicles
- No operator required in the AV
- No regulation / Committee evaluating AVs
- Only testing pilot programs allowed