



Analyst & Investor Day

September 28, 2022

Cautionary statement regarding forward-looking statements

This presentation contains certain forward-looking statements within the meaning of the federal securities laws. All statements contained in this presentation that do not relate to matters of historical fact should be considered forward-looking statements, including but not limited to, those statements around: our ability to achieve certain milestones around and commercialize the Aurora Driver on the timeframe we expect or at all; the market opportunity, utilization rates and profitability of our products and services; our business model and aspects of our commercial operations following commercial launch; and the potential savings and opportunities our products and services may offer current and future customers. These statements are based on management's current assumptions and are neither promises nor guarantees, but involve known and unknown risks, uncertainties and other important factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. For factors that could cause actual results to differ materially from the forward-looking statements in this press release, please see the risks and uncertainties identified under the heading "Risk Factors" section of Aurora Innovation, Inc.'s ("Aurora") Quarterly Report on Form 10-Q for the quarter ended June 30, 2022, filed with the SEC on August 12, 2022, and other documents filed by Aurora from time to time with the SEC, which are accessible on the SEC website at www.sec.gov. All forward-looking statements reflect our beliefs and assumptions only as of the date of this presentation. Aurora undertakes no obligation to update forward-looking statements to reflect future events or circumstances.

This presentation also contains statistical data, estimates and forecasts that are based on independent industry publications or other publicly available information, as well as other information based on our internal sources. This information may be based on many assumptions and limitations, and you are cautioned not to give undue weight to such information. We have not independently verified the accuracy or completeness of the data contained in the industry publications and other publicly available information. Aurora does not undertake to update such data after the date of this presentation.

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It's our mission to deliver the
benefits of self-driving technology
safely, quickly, and broadly



We're building a driver
for all vehicles



Aurora

D R I V E R



The logo for Aurora Horizon, featuring the word "Aurora" in a large, white, stylized font with a distinctive slanted 'A', and the word "HORIZON" in a smaller, white, spaced-out, sans-serif font below it. The text is centered against a background of a sunset over a body of water with mountains in the distance. A black sensor unit is visible in the upper center of the frame.

Aurora
H O R I Z O N

Aurora

H O R I Z O N



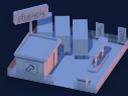
Focused on the clearest path
to commercialization



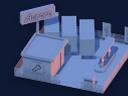
Distribution Center



Warehouse



Terminal



Terminal



Warehouse



Store

Trucking

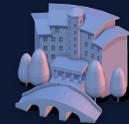
City Center

Airport

Hotel Park /
Business District

Home

Ride-hailing



Trucking is a very large addressable market with significant need and attractive unit economics

\$700bn

Trucking market (US)¹

\$4tn

Global⁴

\$35bn

Ride-hailing market (US)²

\$1tn / \$5tn

Personal mobility TAM (US / Global)⁵

\$100bn

Local goods delivery market (US)³

\$400bn

Global⁶

SOURCES: ¹A.T. Kearney State of Logistics, 2020. ²Public filings of ride-hailing companies. ³Pitney Bowes, Parcel Shipping Index Report; analysis of public filings from e-delivery companies. ⁴Armstrong & Associates, Global Third Party Logistics, 2019. ⁵RAND, The Future of Driving in Developing Countries; Autocosts.info World Statistics; AAA, Your Driving Costs; IRS, Bureau of Transportation Statistics, Household Spending Survey, 2019. ⁶Derived from US share of global GDP

Our strong, strategic partnerships
support our commercialization
in trucking

PACCAR

VOLVO

TOYOTA

FedEx

WERNER
ENTERPRISES

U.S. XPRESS

Uber Freight

SCHNEIDER

Covenant



OEMs



Logistics Services



Fleet Service Partners



Ride Networks

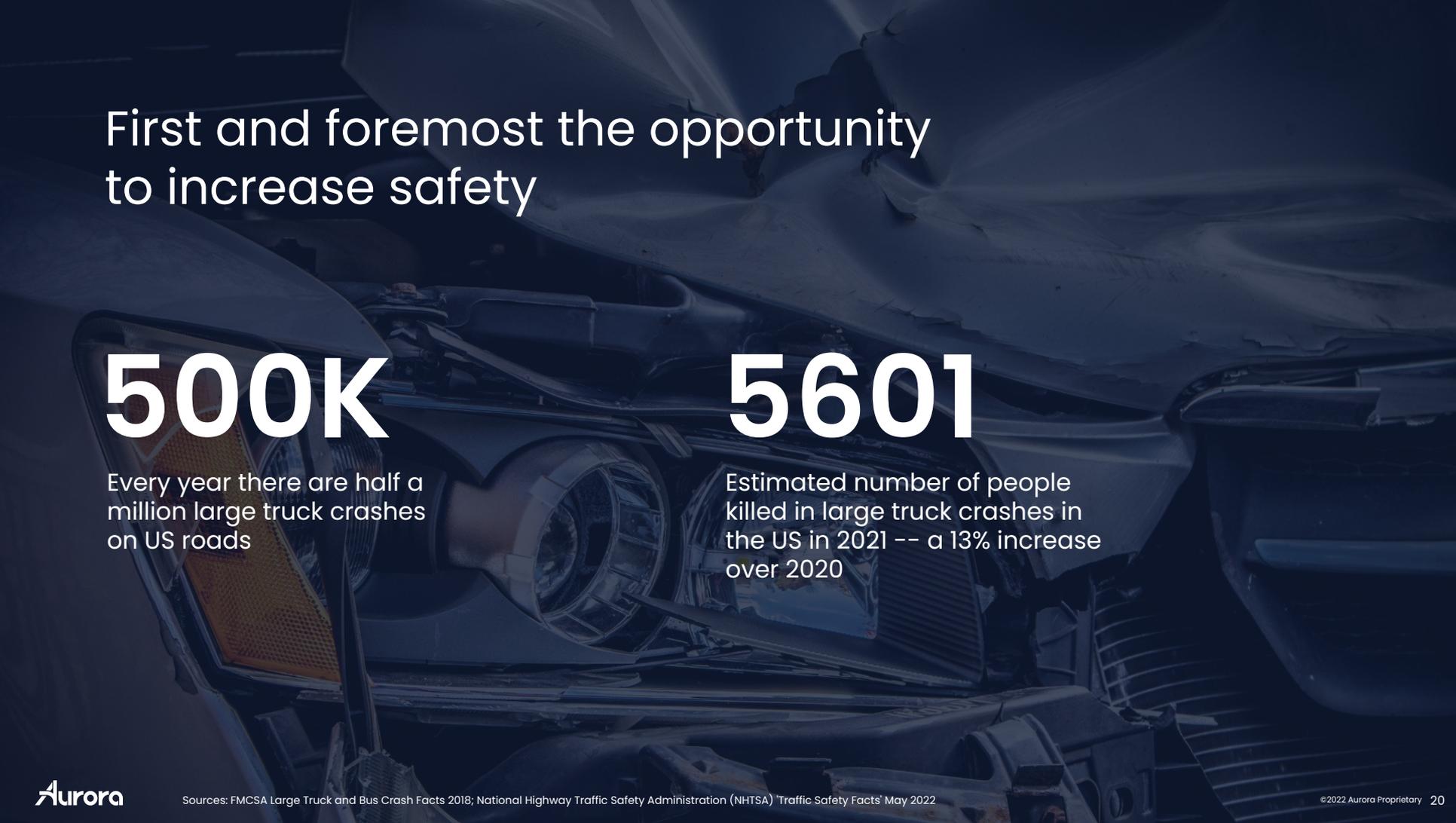


Aurora

Aurora's Ecosystem Approach

Uber

We are motivated by the immense impact this technology can have on the safety of the freight industry



First and foremost the opportunity
to increase safety

500K

Every year there are half a
million large truck crashes
on US roads

5601

Estimated number of people
killed in large truck crashes in
the US in 2021 -- a 13% increase
over 2020

Solving industry pain points with autonomy

Industry Pain Point

Aurora's Value Add



High driver shortage and turnover

80k short today; expected to grow to 160k by 2026¹, 90%+ annual turnover for large fleets²



Scalable, stable driver supply



Hours of service limitations

Traditional trucking is subject to 11 hours of service limitations



Faster freight



High fuel costs

\$5/gallon diesel average in 2022³



More efficient vehicle operation & ability to reduce fuel use and emissions



High insurance costs

4% annual increase in insurance premiums⁴



Safer operation with more data for fault attribution

The near-term value proposition for our customers is incredibly compelling

Aurora Horizon will increase customer revenue potential and will optimize customer total cost of ownership



Increased safety



Faster freight



**Increased
revenue/truck**



**Reduced
operating costs**

Our business model is Driver as a Service and structured to be highly capital efficient

Description	Aurora provides its technology to an external fleet owner and/or operator
Revenue	Fee per mile
Costs borne by Aurora¹	Variable: insurance ² , Aurora Driver hardware/maintenance cost ³ , remote assistance, cloud, telecommunications, and any variable fees paid to partners Fixed: development & extension of Aurora Driver
Fleet Ownership & Operation	Third Party

¹ Cost allocations subject to change as we commercialize and further define sharing of costs with our partners.

² Certain insurance costs may be borne by or split with our partners.

³ Aurora Driver hardware cost expected to be leased, with cost passed through to customer.

Note: For the first 1-2 years of commercial operations, we expect to own and operate our own small fleet as we learn and develop the playbooks for our partners.



Our Driver as a Service business model aligns with our customers' needs

Increases customer revenue potential and optimizes customer total cost of ownership

Customer Relationship

Aurora is a **valued service provider, not a competitor** to carriers, supplementing their existing fleets

Customer Revenue

Increased revenue per truck driven by nearly 24-hour utilization potential without hours of service limitations

Customer Costs

Aurora Horizon offers consistent pricing and stable supply, which eliminates or reduces trucking pain points:

- **Driver:** Driver cost variability is predominantly driven by indirect driver costs (e.g. recruitment, training, benefits, workers' comp, retention, etc.)
- **Insurance:** Reduced frequency & severity of claims & additional data for fault attribution
- **Fuel:** >10% fuel and emissions reduction potential through eco-driving and capping peak speed while still moving freight faster

Fleet Ownership & Operation

Driver as a Service: Customer continues to operate as usual, including ownership/maintenance of their truck assets through their existing OEM relationships, while maximizing the utilization potential of their fleets



Our business is structured around
the three elements needed to bring
Aurora Horizon to market



The Aurora Driver



Operations & Service Delivery



Truck Platform

Aurora Horizon Roadmap to Launch

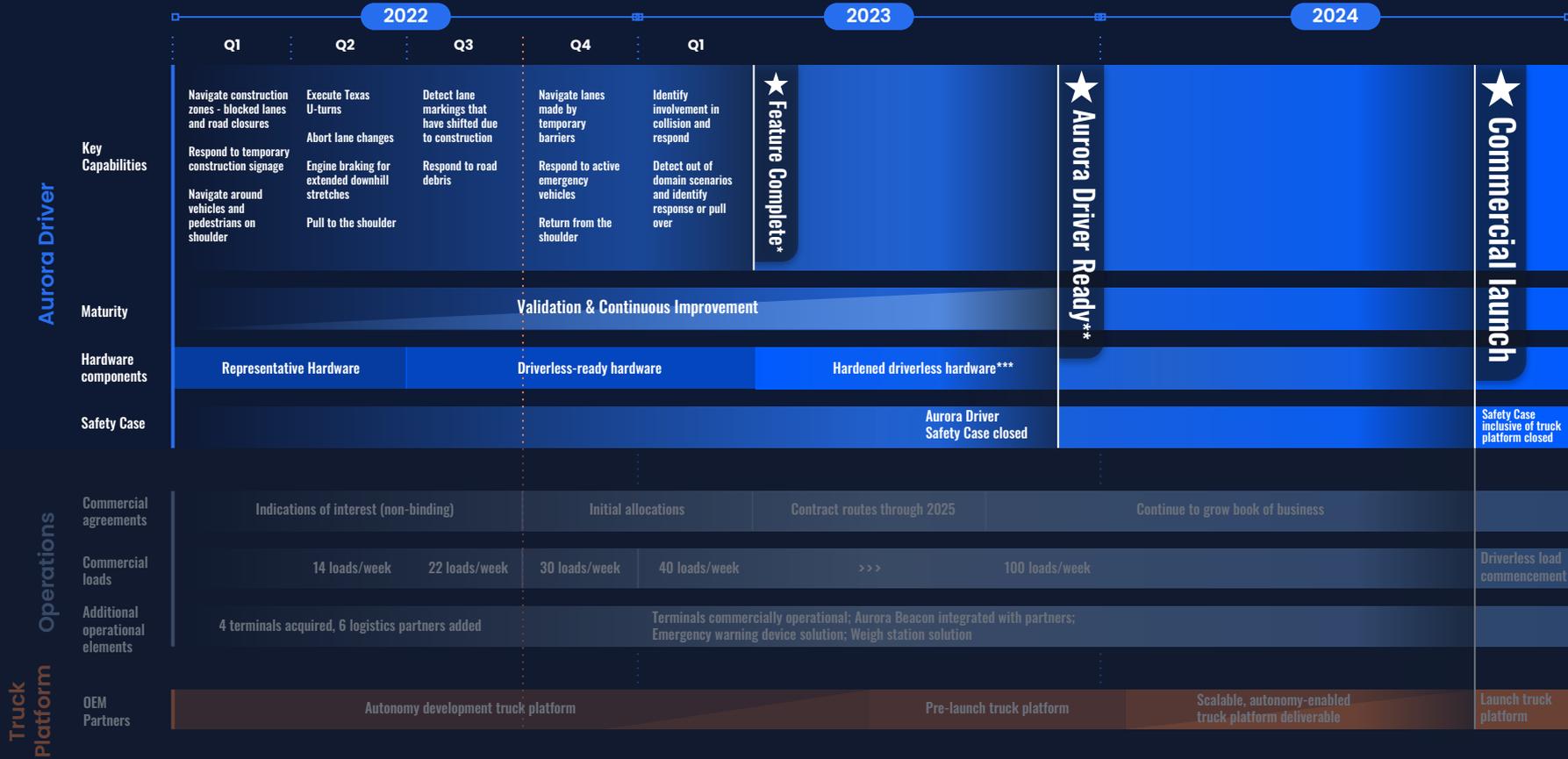


*Aurora Driver Feature Complete is defined as having implemented all of the capabilities necessary for launch and all policy interventions removed.

**Aurora Driver Ready is defined as validation complete and Aurora Driver Safety Case closed.

***Hardened driverless hardware is engineered for extreme environments and enhanced reliability.

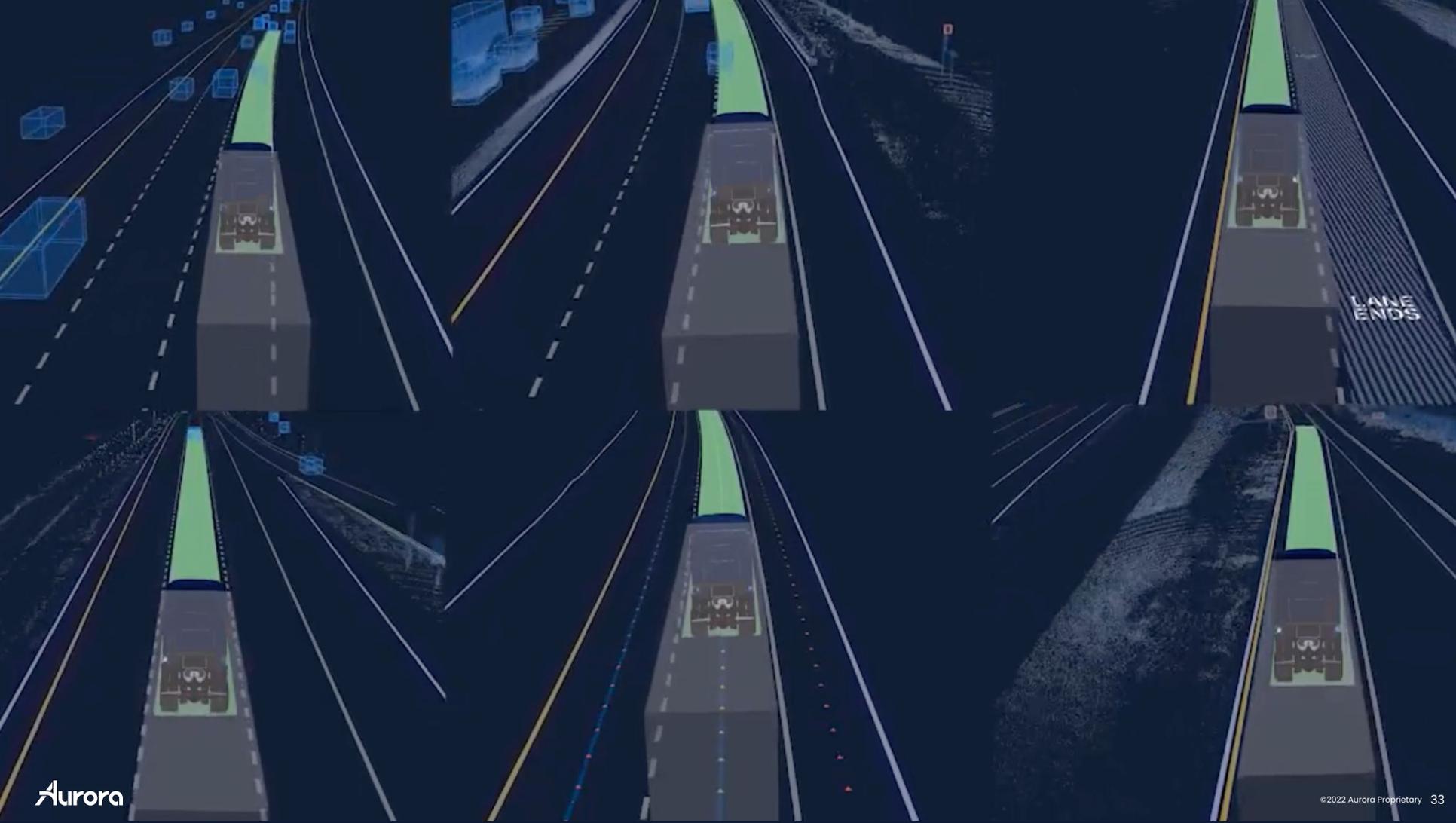
Aurora Horizon Roadmap to Launch



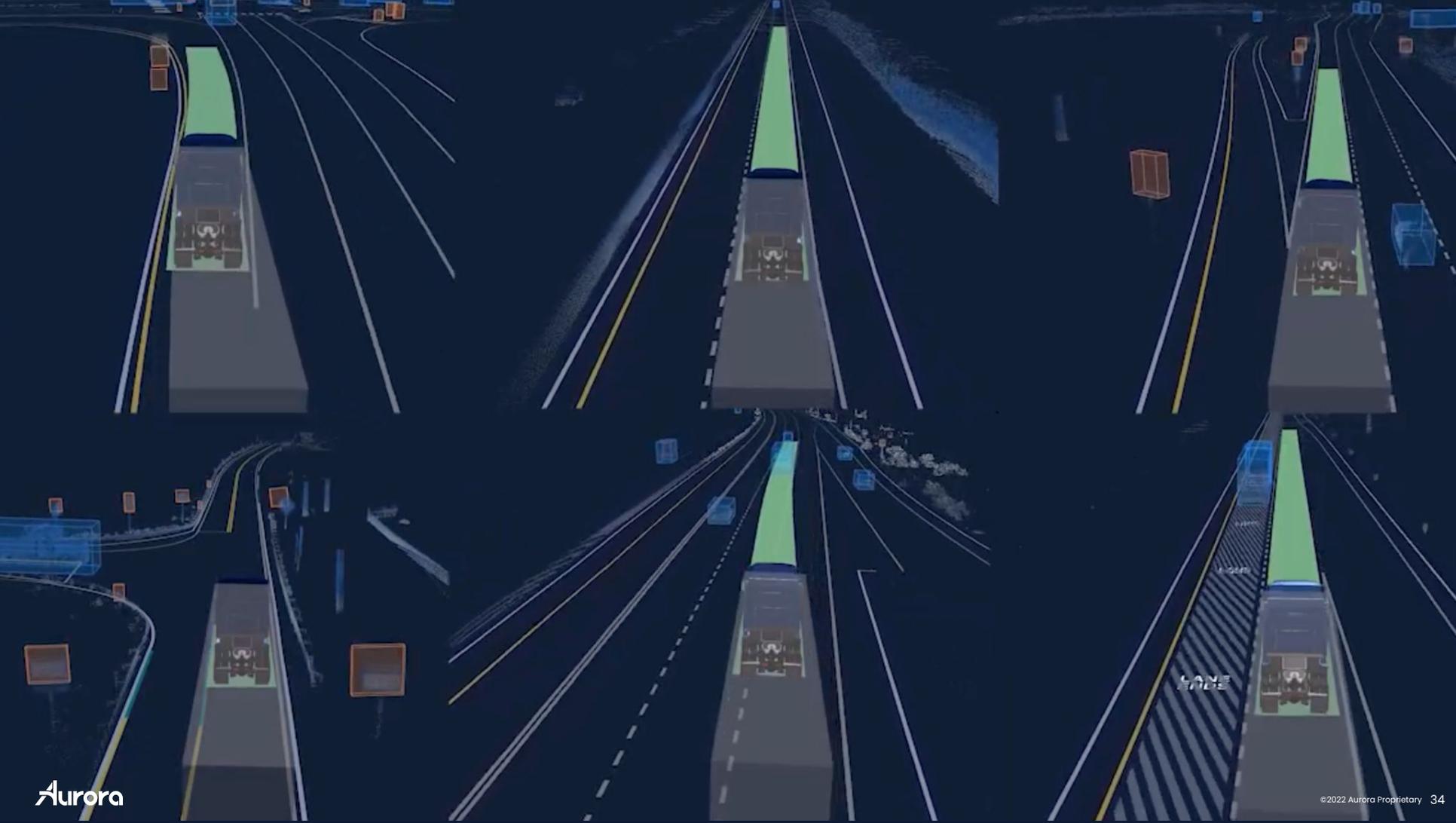
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LANE
INDS



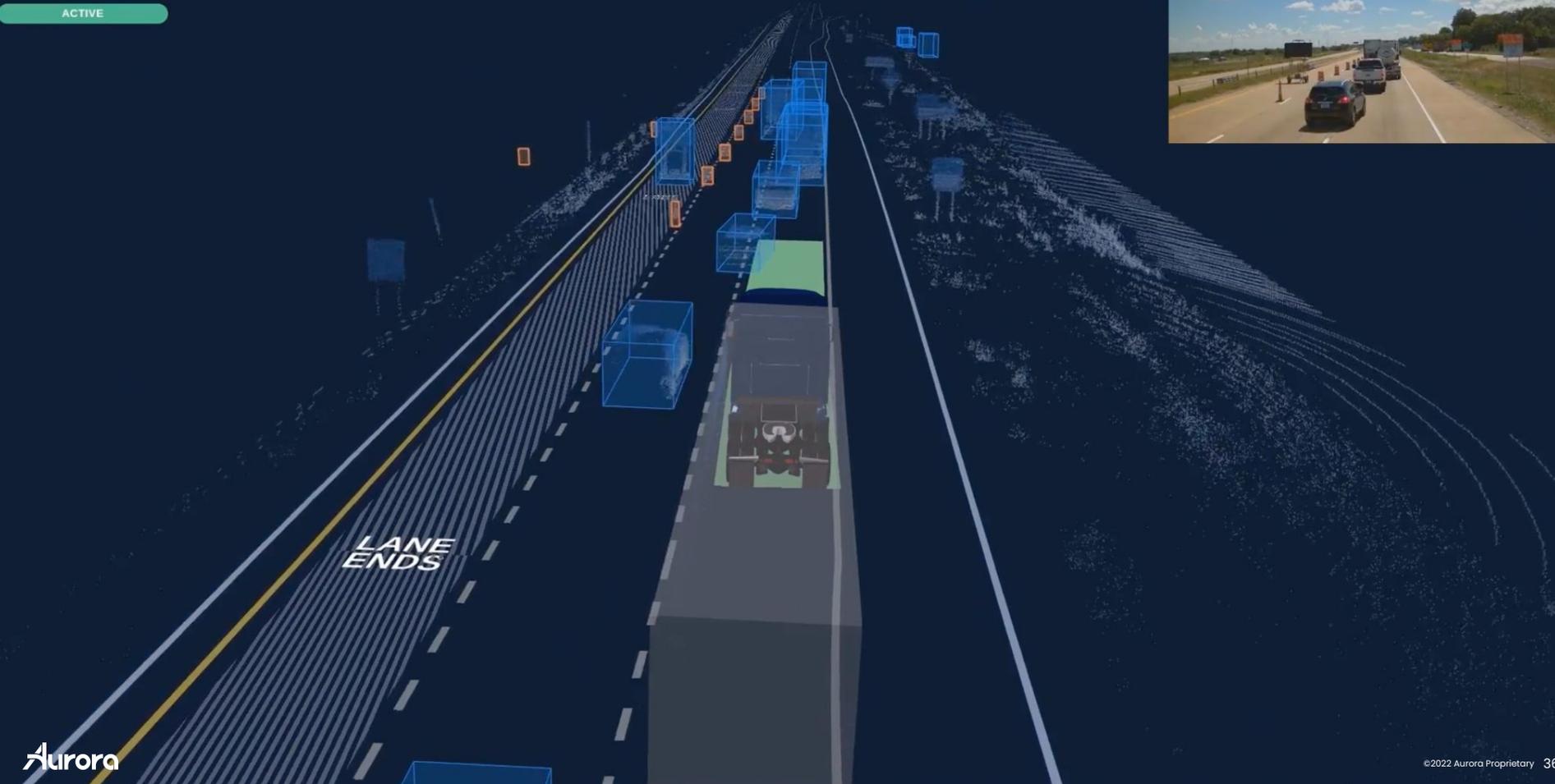
Navigating construction lane closures

ACTUAL PLANNER  ACTUAL PLANNER

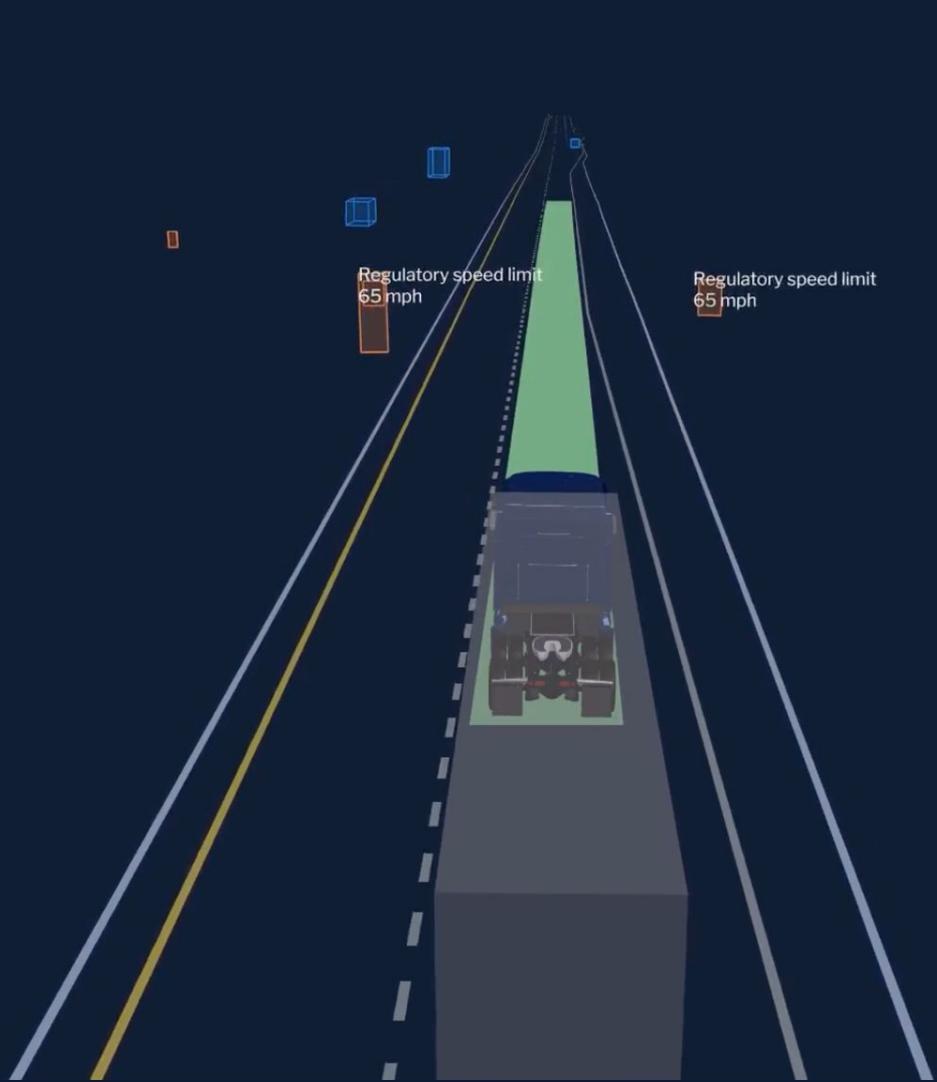
9.7 MPH

SPEED LIMIT 75

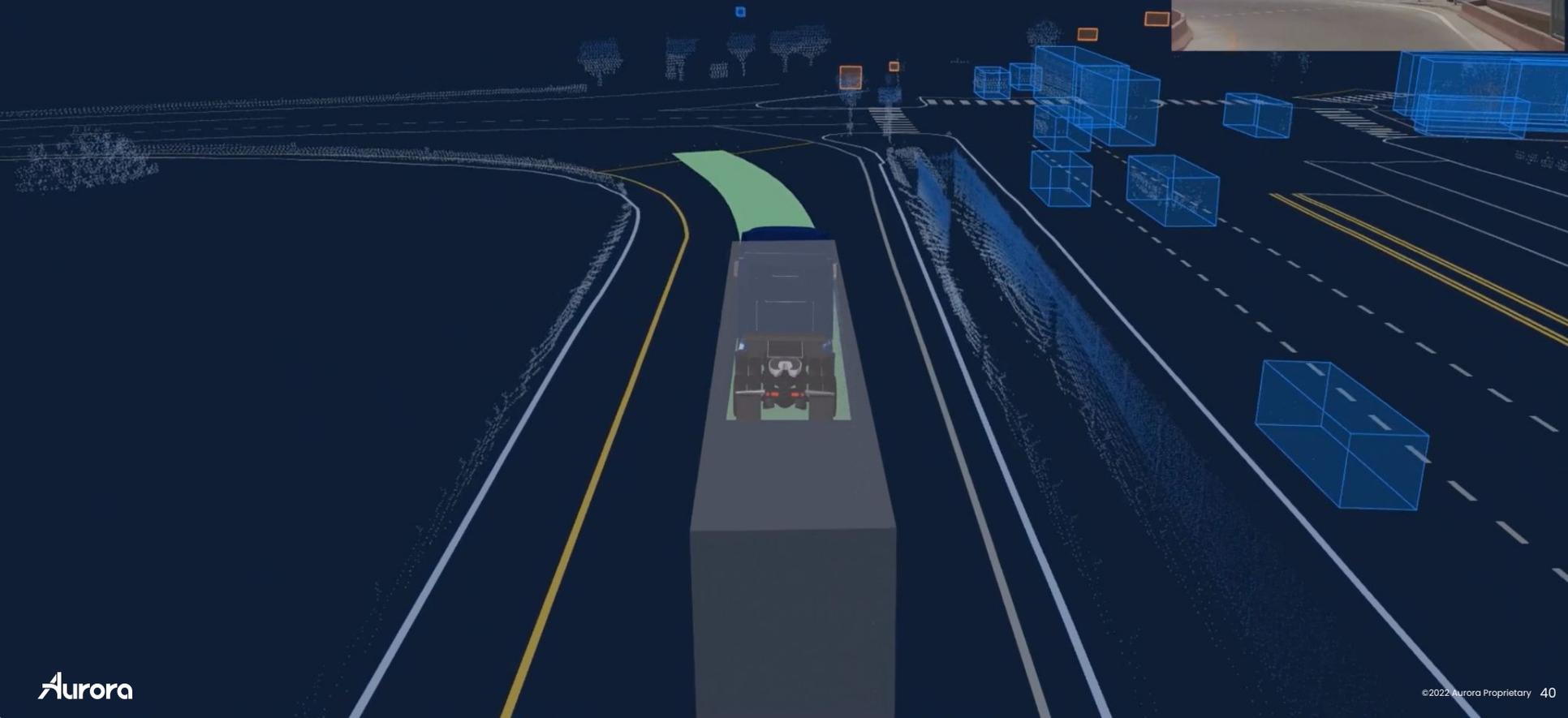
ACTIVE



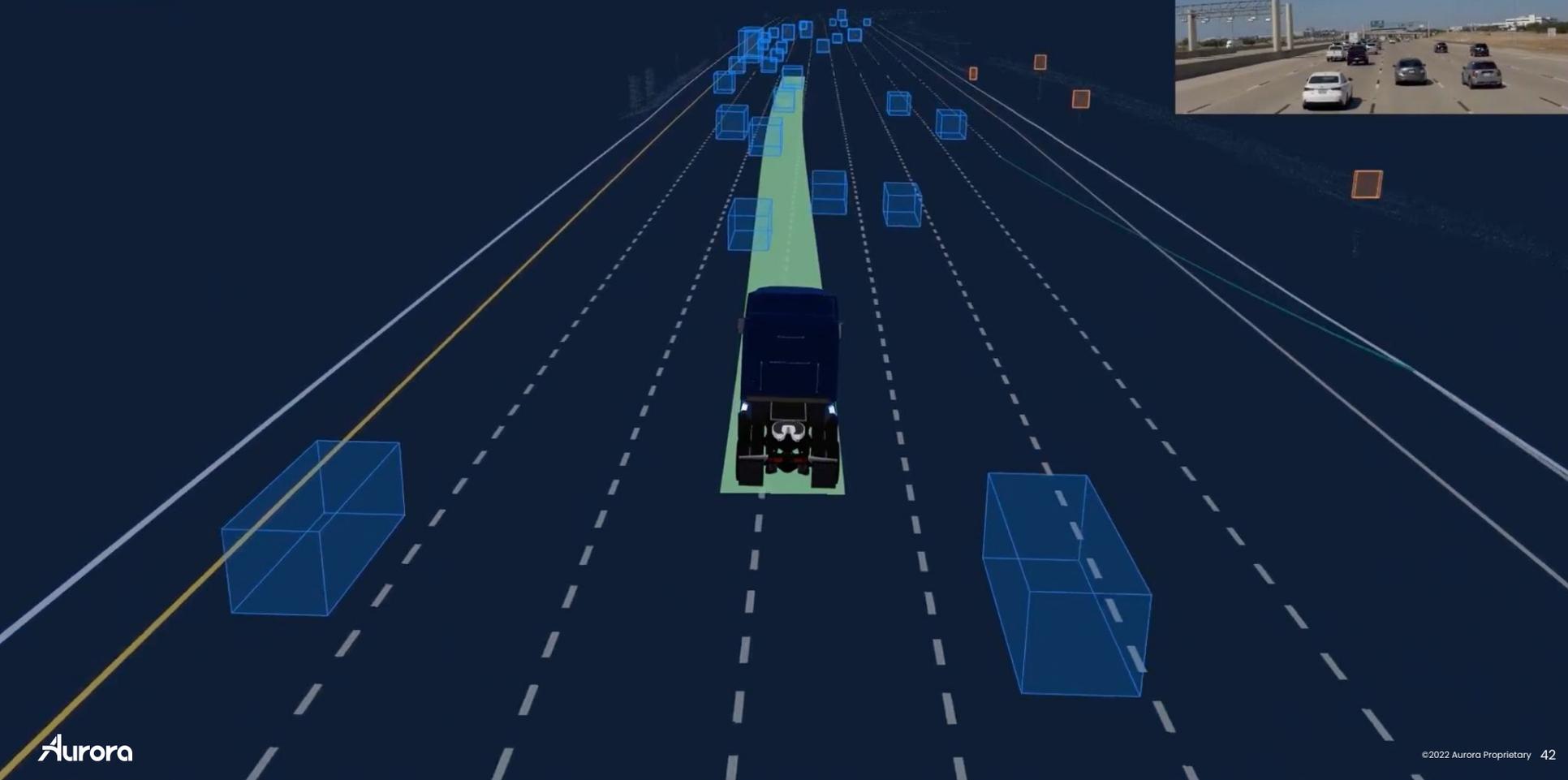
Recognizing temporary construction signage



Performing Texas U-turns



Managing quick decisions with changing lanes



Fault Management system
response: pull to the shoulder



Responding to road debris and detecting lane markings that have shifted due to construction

New capabilities in Q3

ACTUAL
PLANNER

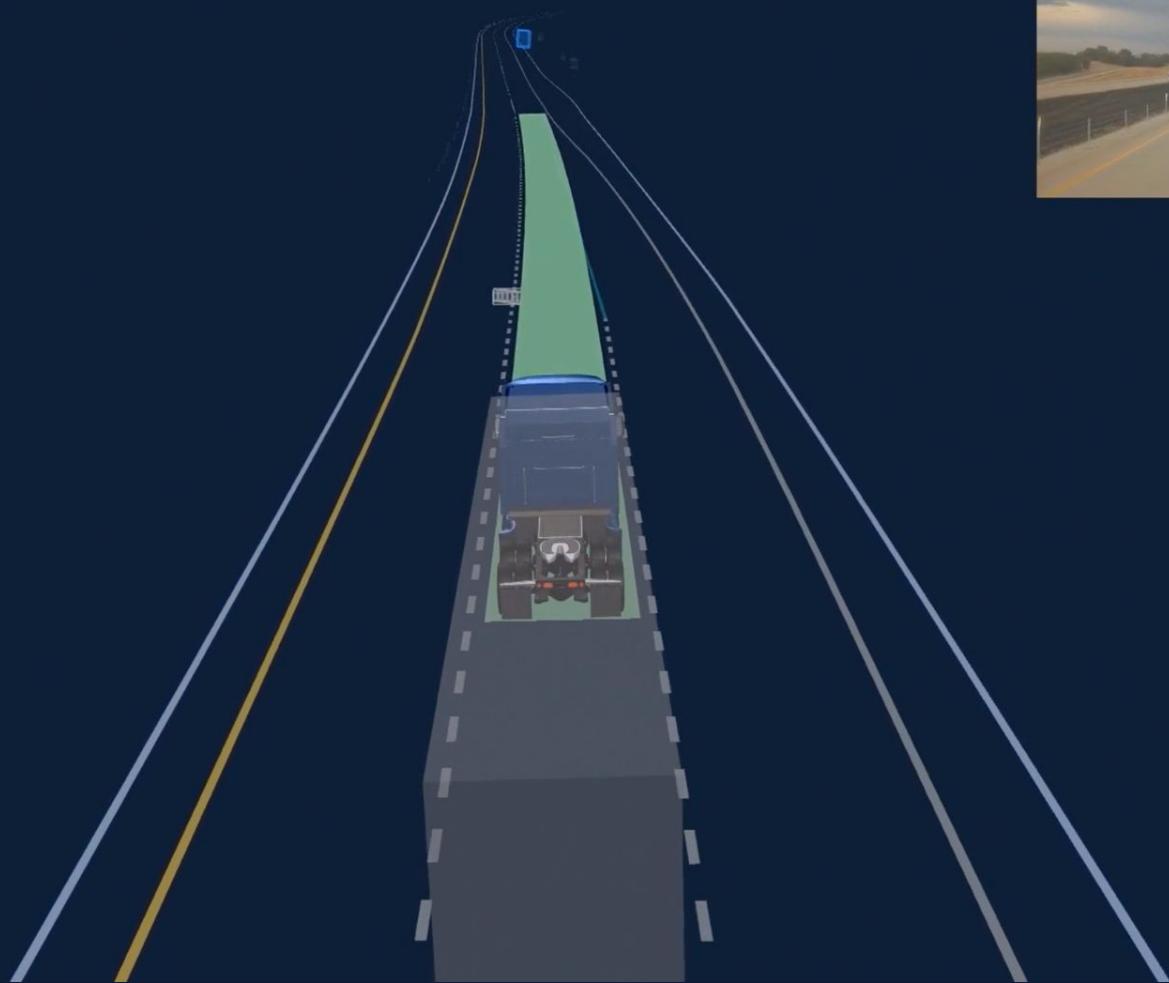


ACTUAL
PLANNER

64.6
MPH

SPEED
LIMIT
75

ACTIVE



Feature Complete Milestone

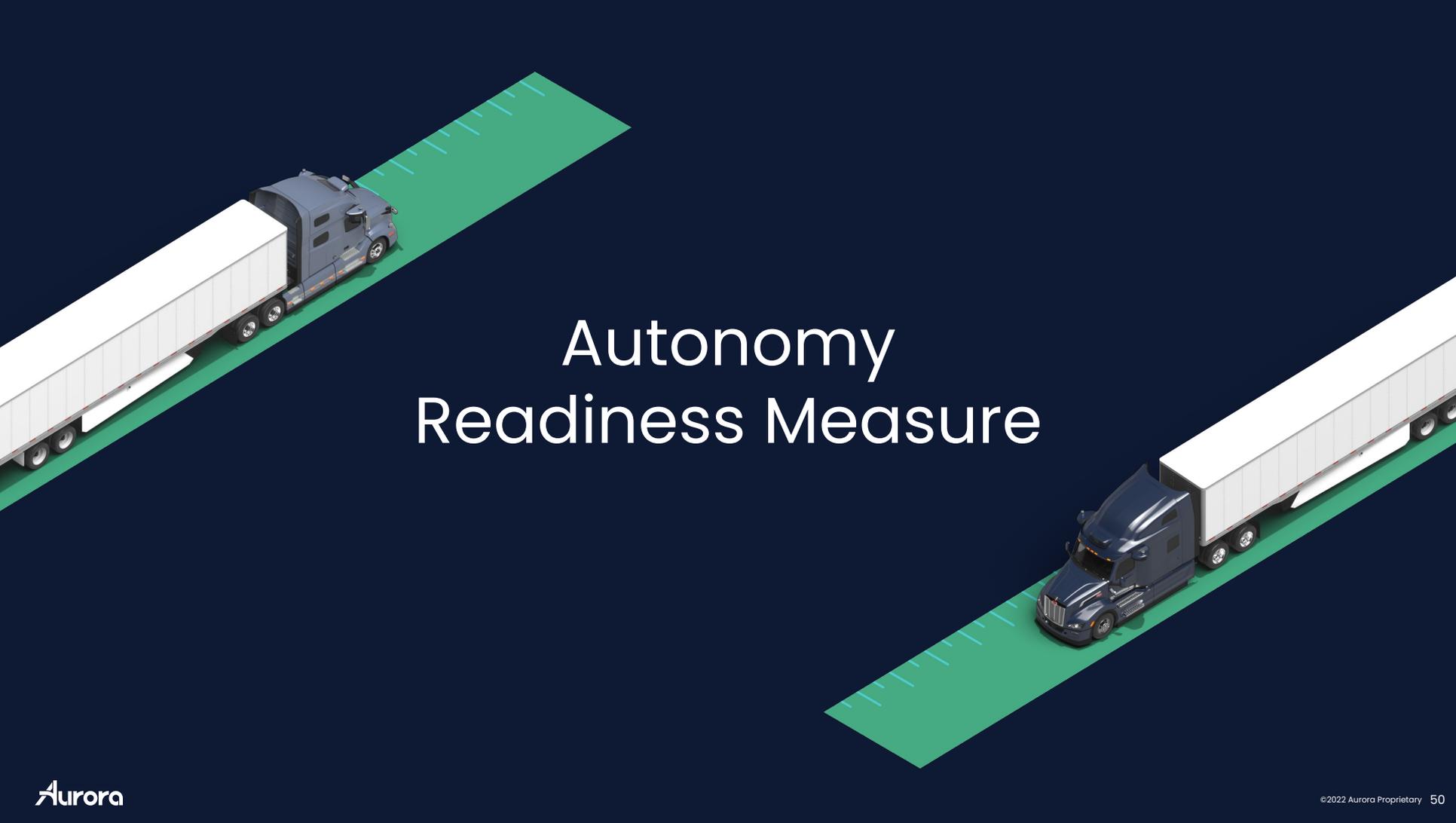
We will have implemented all of the capabilities necessary for launch and all **policy interventions** will have been removed.

A **policy intervention** is an action our operators take to preemptively disengage the Aurora Driver when we know it is not yet capable of confidently navigating a particular scenario.

Aurora Driver Ready Milestone

Validation of the Aurora Driver will have been completed and the Aurora Driver Safety Case for the launch lane, excluding the truck platform, is closed.

Our progress toward delivering the
commercial-ready Aurora Driver

The image features two semi-trucks with white trailers and dark blue cabs, positioned on a green road with white dashed lane markings. The trucks are angled towards the center of the frame. The background is a solid dark blue color. In the center, the text 'Autonomy Readiness Measure' is displayed in a large, white, sans-serif font.

Autonomy Readiness Measure

Completing our Safety Case

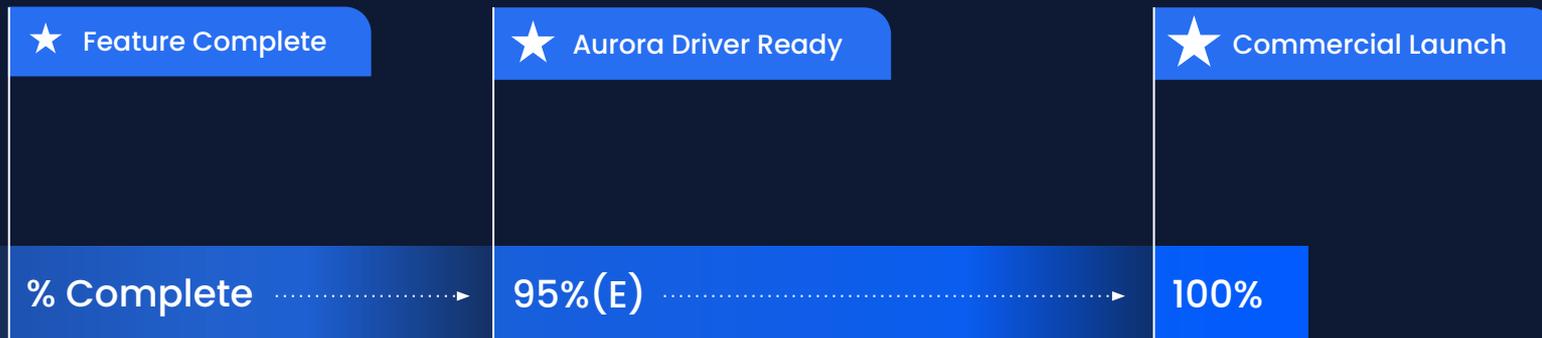
Aurora's self-driving vehicles are acceptably safe to operate on public roads



Safety Case: From “Feature Complete” to “Aurora Driver Ready” to “Commercial Launch”

Autonomy Readiness Measure: At “Feature Complete” we plan to begin sharing our progress against closing our Safety Case

Safety Case



Closing of the Safety Case claims for the autonomy-enabled truck platform

On-road autonomy performance indicator

Once the Aurora Driver is “Feature Complete” we also plan to provide a supplemental measure of our on-road autonomy performance as an indicator of our progress in everyday driving scenarios

Percentage of miles in autonomy

Includes miles driven in autonomy that received remote input from Aurora Beacon

We believe the key to developing autonomous technology for safe, commercial operation is through robust development, testing, and validation through both simulation and on-road driving. As we have said previously, we believe there are significant limitations to the data that on-road driving can provide for autonomous development and validation. Therefore, on-road driving performance alone will not determine when we launch.

The Aurora Driver's autonomy performance indicator is one way we plan to track progress of our technology. We believe this measure will also help the investment community track our progress, as we work toward achieving our launch bar of a closed Safety Case for our commercial launch lane.

The indicator is a quarterly measurement, reflected as a percentage of total commercially-representative miles driven over the quarter, that incorporates three components:

- miles driven during the quarter that did not require support, with support meaning human assistance via a vehicle operator touch or on-site support,
- miles where the vehicle received support but where we determine, through internal analysis including simulation, that the support received was not required by the Aurora Driver, and
- miles driven in autonomy with remote input from our Aurora Beacon tool

There is judgment involved in using internal analysis to determine whether or not support was necessary. This indicator is not our bar for launch and we do not anticipate that it will be 100%, even at launch because certain situations (e.g. flat tires) will always require on-site support.

We fundamentally believe it's important to build and maintain a strong safety culture, and we believe that this step of conducting an internal analysis furthers this culture. In turn, our vehicle operators are empowered to intervene in the autonomous system without fear of reprisal, including how such support would affect perceived performance.

The bar to Commercial Launch: Closed Safety Case

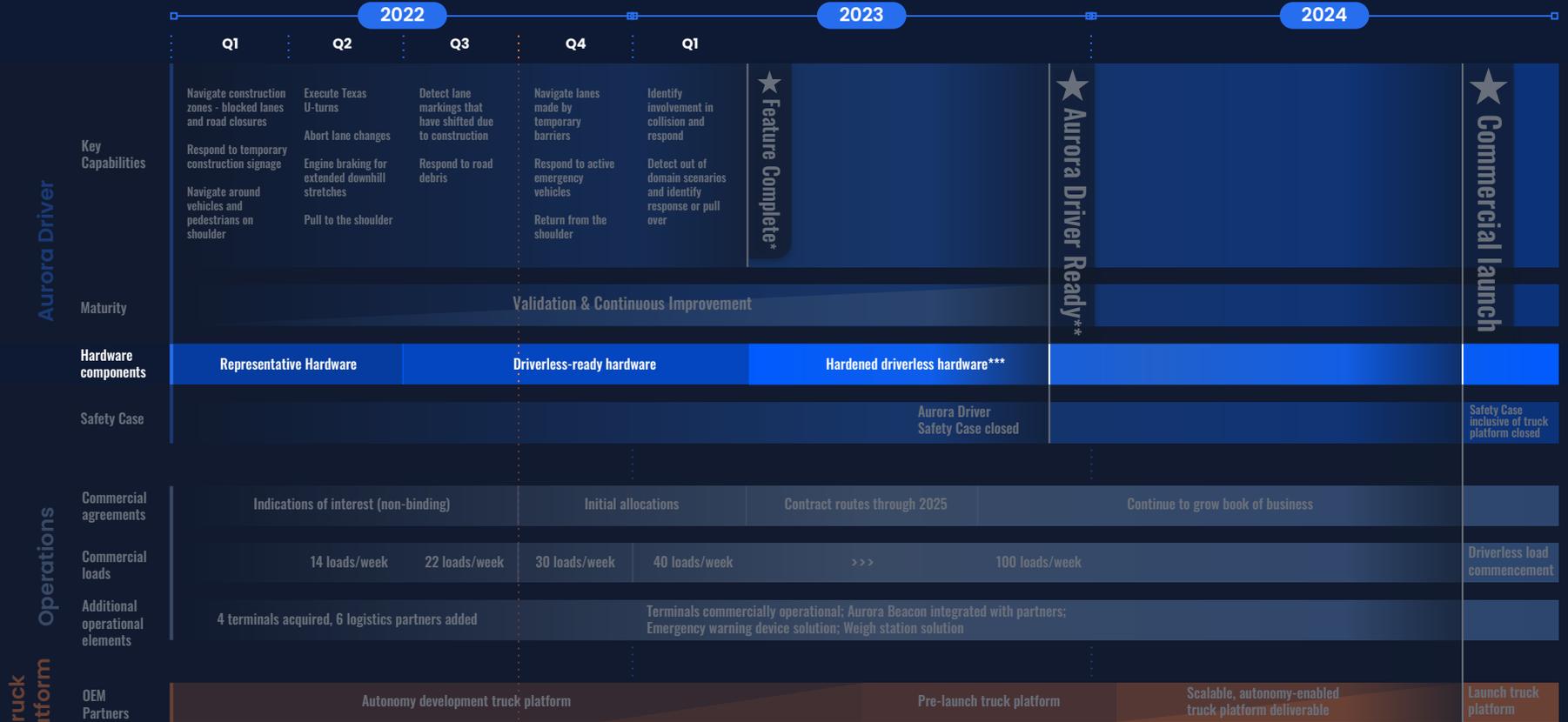


Fireside Chat: Self-Driving Safety with former NHTSA Administrator Dr. Jeff Runge

Moderated by Aurora VP of Safety, Nat Beuse



Aurora Horizon Roadmap to Launch



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***Hardened driverless hardware is engineered for extreme environments and enhanced reliability.





Next-Generation Aurora Computer

- ✓ Fully redundant
- ✓ Self-monitoring
- ✓ Liquid cooled
- ✓ Capable of up to 5,400 TOPS*
- ✓ Designed for ISO 16750 automotive grade reliability & ruggedness

**INT8 w/ sparsity*



24-bit with Previous
Generation Computer &
2MP Cameras

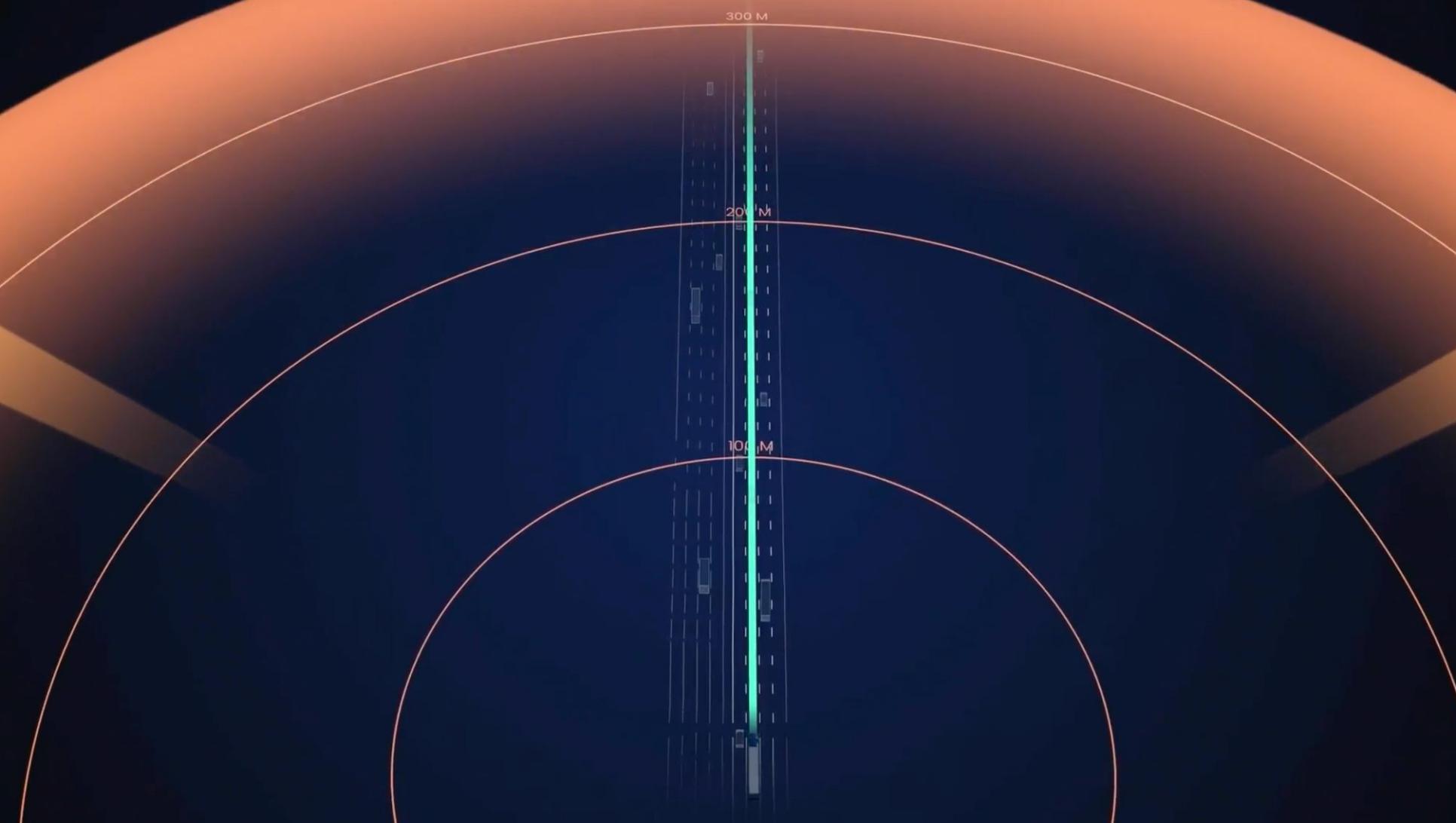


32-bit HDR with new Computer & 8MP Cameras



Aurora FirstLight Lidar

- ✓ Designed for ISO 16750 automotive grade reliability & ruggedness
- ✓ Equipped with integrated cleaning system
- ✓ Liquid cooled
- ✓ Self-monitoring
- ✓ Increased range and probability of detection



300 M

200 M

100 M

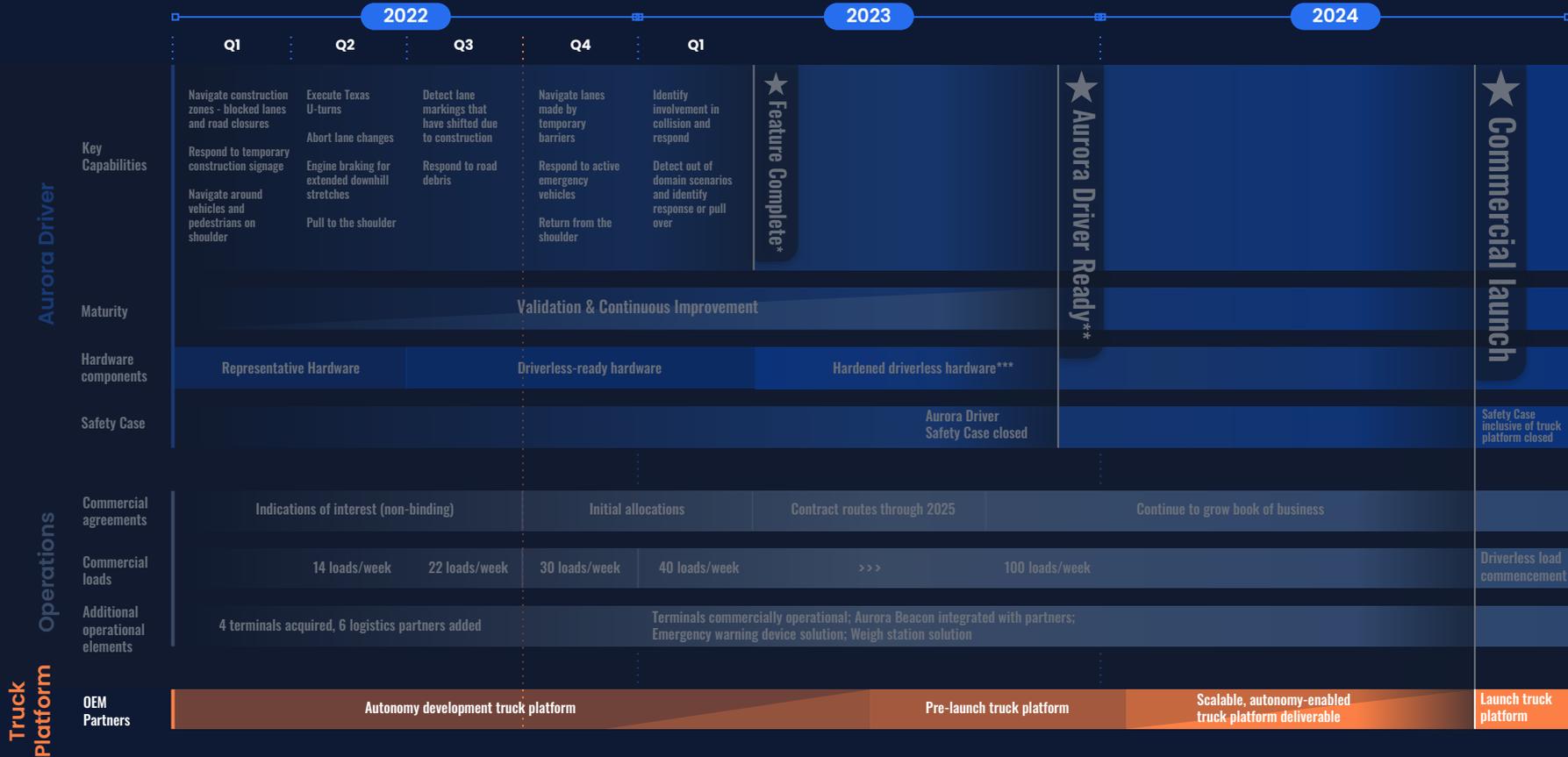
Hardware reliability testing



Scaling our fleet



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PACCAR

V O L V O



Autonomy development platform



Pre-launch platform



Scalable,
autonomy-enabled
truck

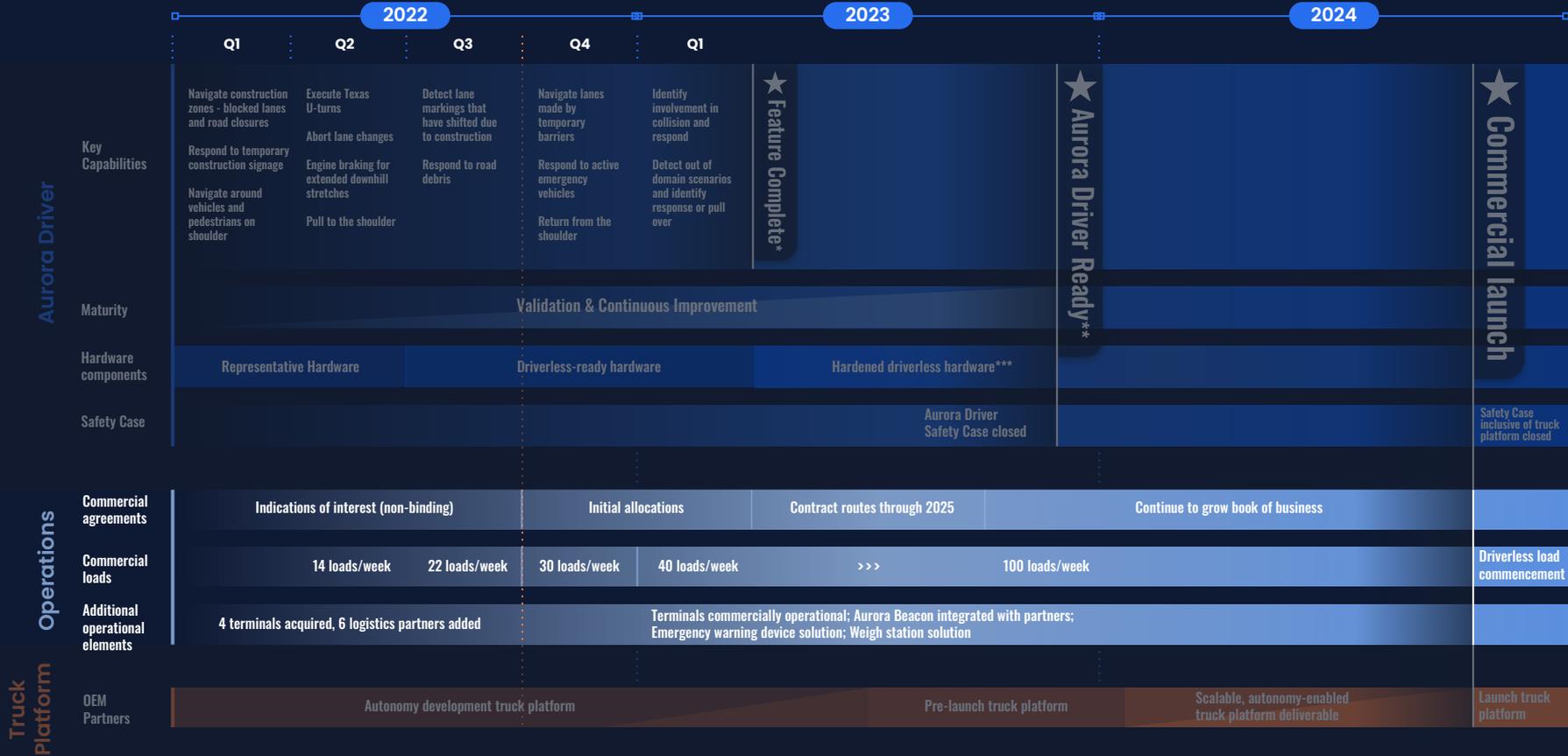


Launch truck platform





Aurora Horizon Roadmap to Launch



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Scaling and informing our operations through our pilots



..... Industry collaborators



550+

Loads Delivered

100%

On-Time Arrival

150k

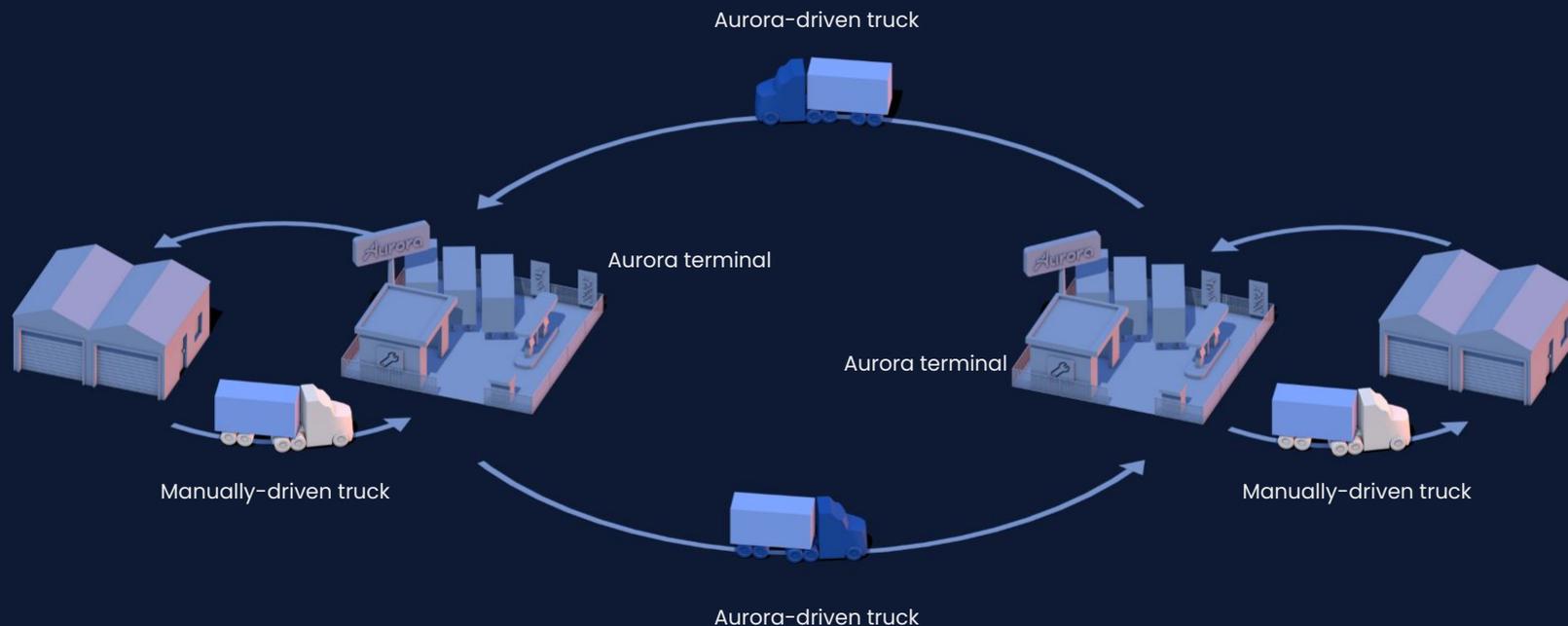
Miles Driven

0%

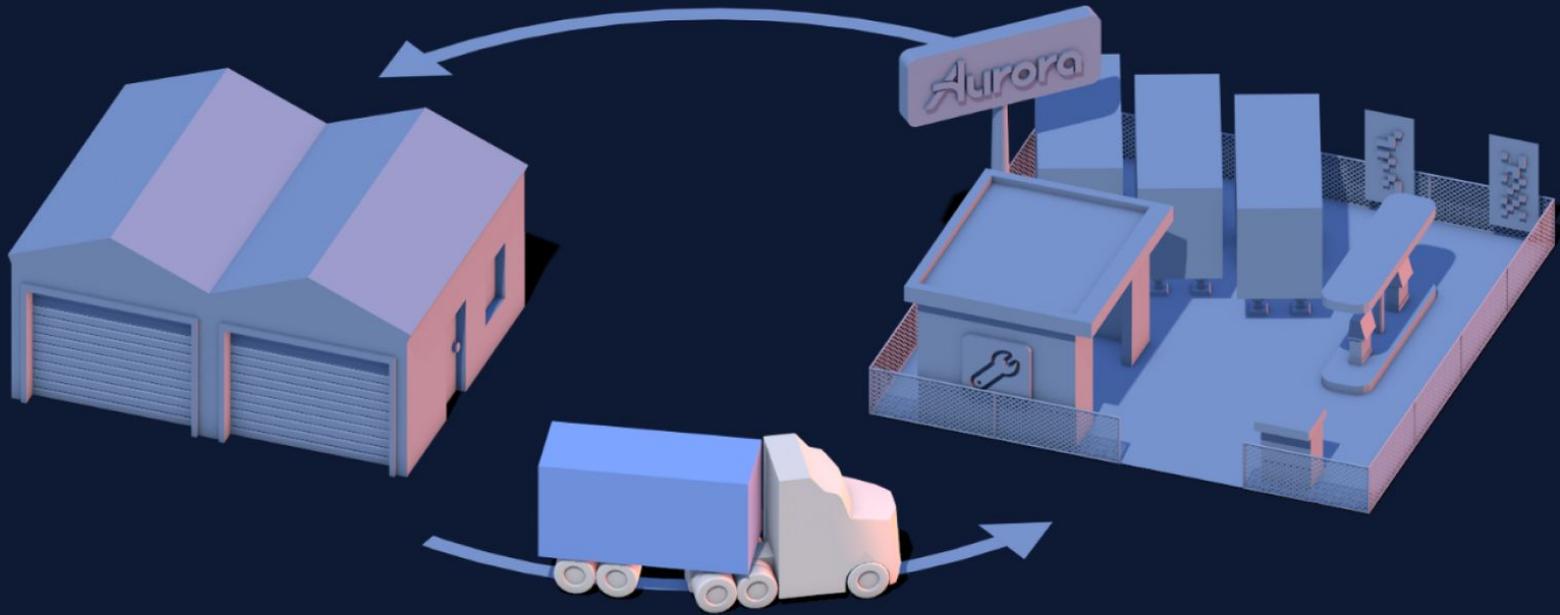
Cancellation Rate¹

¹ Excludes safety cancellations due to extreme weather events deemed unsafe for any driver

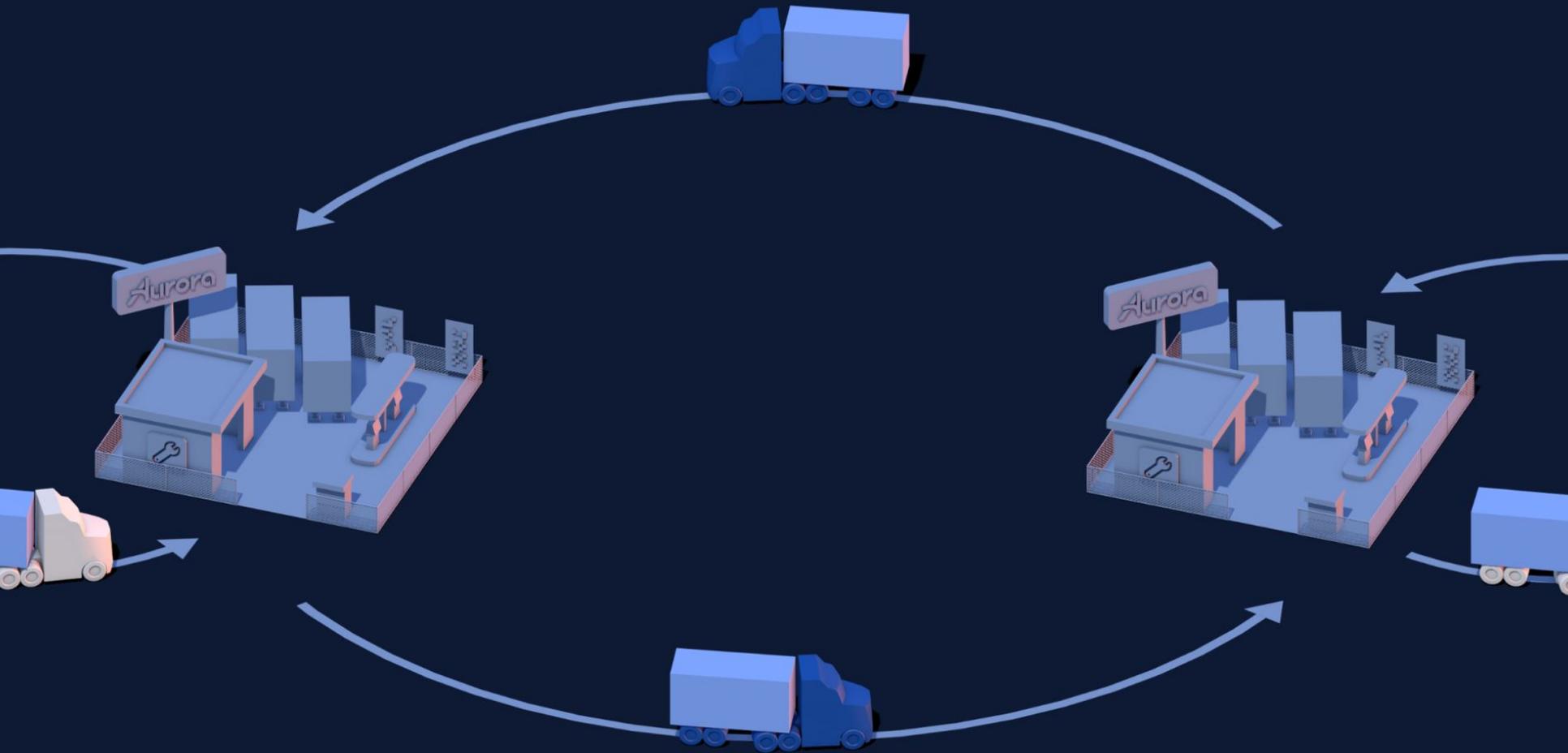
Horizon terminal-to-terminal model at commercial launch



Customer load request and trailer shuttle to terminal



Autonomous lane

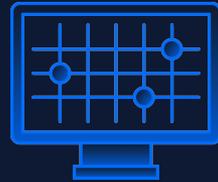
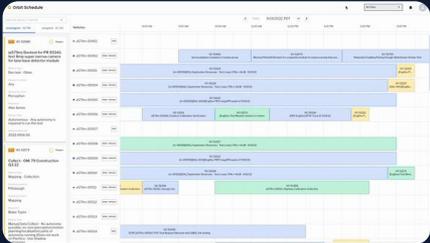


Aurora

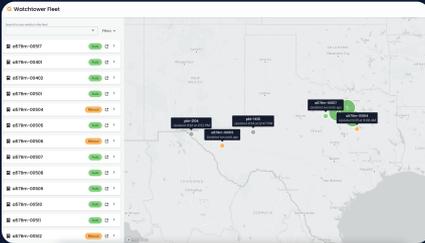
B E A C O N



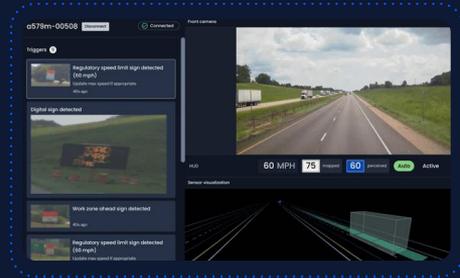
Scheduling



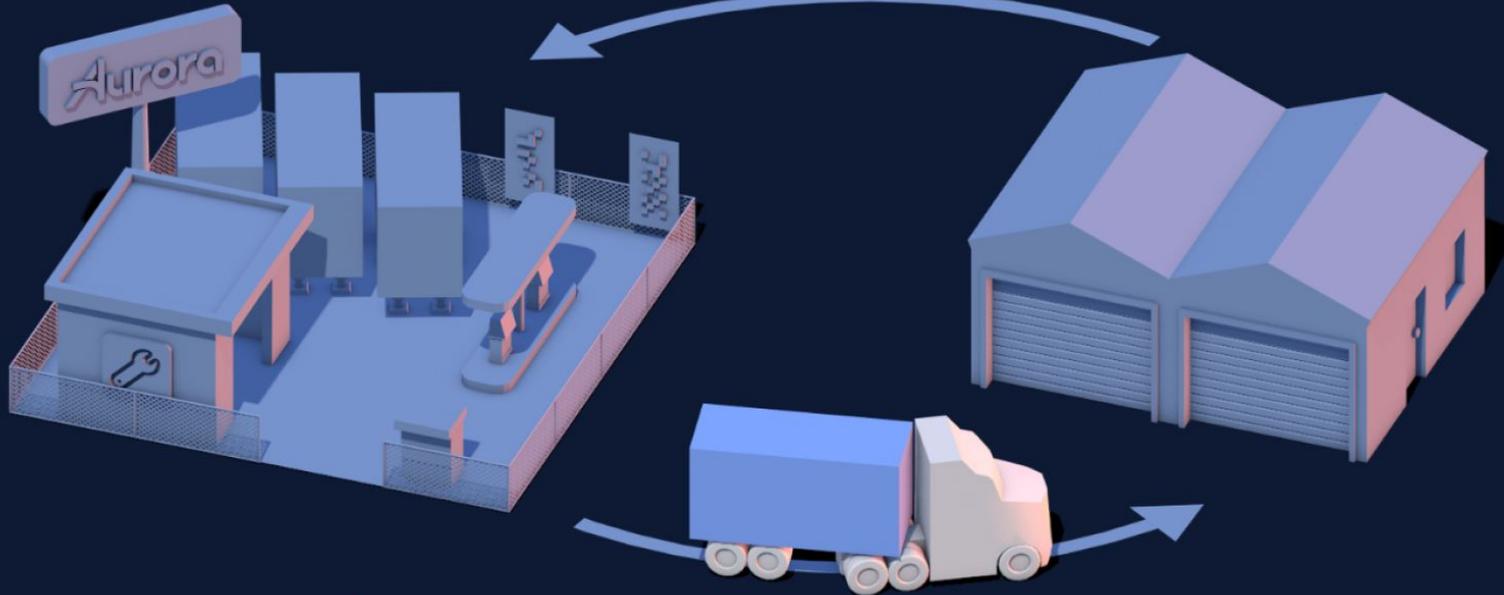
Fleet Monitoring



Aurora Assist



Autonomous load completion and trailer pickup



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Fleet Ownership & Operation

Driver as a Service: Customer continues to operate as usual, including ownership/maintenance of their truck assets through their existing OEM relationships, while maximizing the utilization potential of their fleets



We're developing all of the
operational components to
deliver autonomy at scale

Elements of our operation



Command center



Fleet Health



Ops control & rescue operations



Load planning & dispatch



Terminal launching and landing



Origin & destination shuttle



Terminal operations



Maintenance services



Beacon



Customer engagement



The regulatory landscape for autonomous trucking

Roles of Government

Federal

NHTSA: Setting Federal Motor Vehicle Safety Standards (FMVSSs) for new motor vehicles and motor vehicle equipment; Enforcing compliance with FMVSSs; Investigating and managing the recall and remedy of non-compliances and safety-related motor vehicle defects nationwide; Communicating with and educating the public about motor vehicle safety issues

FMCSA: Setting minimum safety standards for motor carriers (FMCSRs)

State

Licensing human drivers and registering motor vehicles in their jurisdictions; Enacting and enforcing traffic laws and regulations; Conducting safety inspections, where states choose to do so; Regulating motor vehicle liability; Autonomous testing authorization

Local

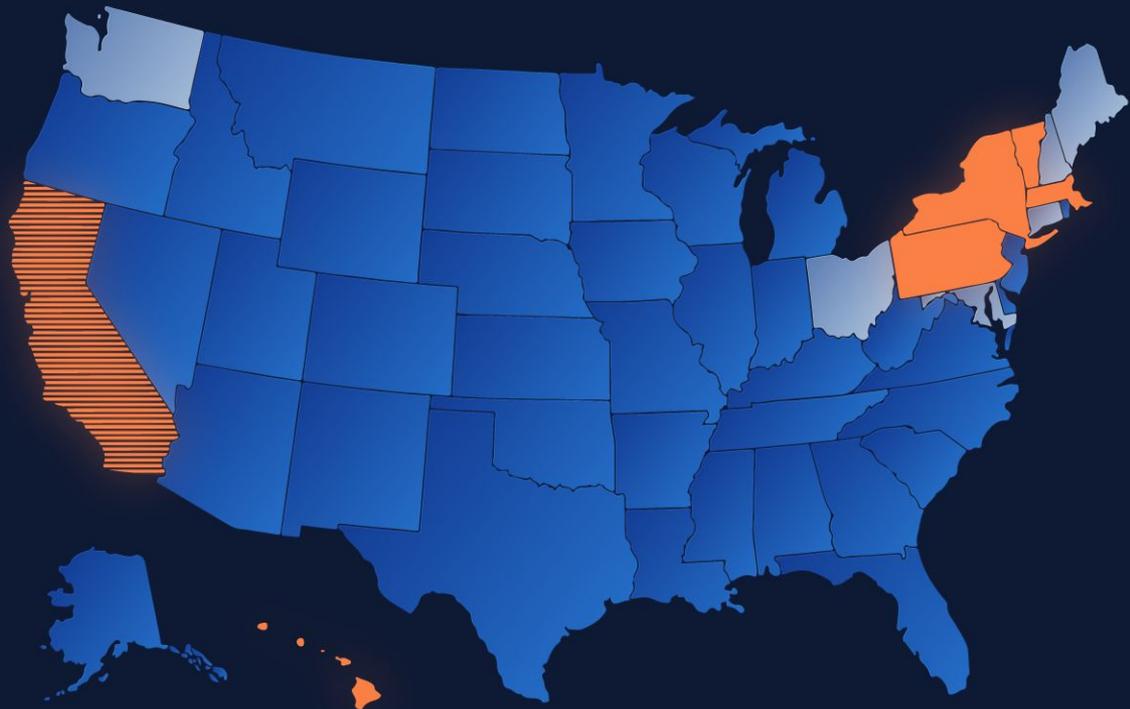
Partnering with local communities to show value of AVs, collaborate on common goals, and update infrastructure and relevant ordinances as necessary

How we're building trust

Under existing regulations, autonomous vehicles can be deployed in a large majority of states in the U.S. today.

As a leader in innovation and safety, Aurora engages with regulators, government officials at all levels, law enforcement, and industry groups to build trust and support for broad AV deployment.

Aurora is a leader in state capitals across the U.S., directly providing insight and input on legislation and regulations and indirectly through leadership positions in key trade associations.



- Deployment permitted
- Testing permitted
- ▨ Autonomous trucking prohibited
- Driverless Operation prohibited

- + LA and AL permit autonomous commercial vehicle operation, but have no existing regulations regarding autonomous light vehicle operations.
- + CA prohibits autonomous trucking testing and deployment, but permits the testing and deployment of autonomous light vehicles.

Why we're positioned for success



- ✓ Leadership team with unparalleled cumulative industry perspective supported by deep technical experience across the organization
- ✓ Differentiated technology across the software and hardware stack
- ✓ Strong, strategic partnerships support commercialization
- ✓ A defined path to commercial launch in trucking that is expected to rapidly scale operationally
- ✓ Driver as a Service model underpins attractive unit economics

The image features a dark, blue-tinted background. In the foreground, three blue semi-trucks are parked in a lot. In the background, several wind turbines are visible against a cloudy sky. The Aurora logo, consisting of a stylized 'A' followed by the word 'Aurora', is centered in white.

Aurora