



FIRST QUARTER 2023 BUSINESS UPDATE

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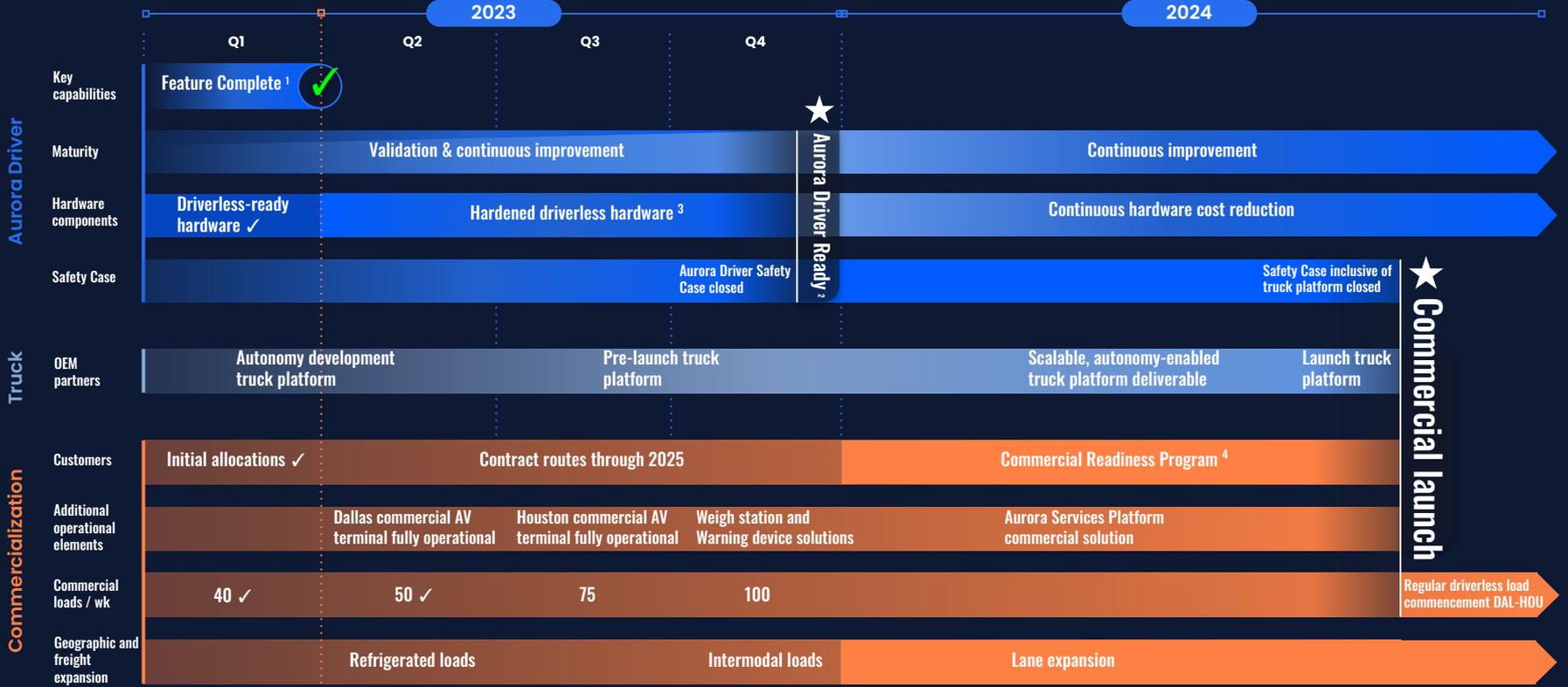
MAY 3, 2023

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# Aurora Horizon Roadmap to Launch



<sup>1</sup> Aurora Driver Feature Complete is defined as having implemented all of the capabilities necessary for launch and all policy interventions removed.

<sup>2</sup> Aurora Driver Ready is defined as validation complete and Aurora Driver Safety Case closed.

<sup>3</sup> Hardened driverless hardware is engineered for extreme environments and enhanced reliability.

<sup>4</sup> Pilot customers will have the opportunity to more deeply evaluate and assess the Aurora Driver's performance as a final step to move forward with driverless operations.

# We entered a first-of-its-kind, long-term partnership with Continental to develop, manufacture, and service a commercially-scalable future generation of the Aurora Driver hardware kit

- We believe industrializing our hardware kit through this partnership will help us achieve the commercial scale and cost structure necessary to support our long-term profitability objectives
- Hardware as a Service structure aligns with and supports our capital efficient, Driver as a Service business model and helps ensure incentives are fully aligned between Continental, Aurora and our customers



# Our Beta 6.0 release introduced the final driving capabilities the Aurora Driver needs to commercially operate autonomously on our Dallas to Houston launch lane



Detecting out of domain scenarios and identifying a response (including pulling to the shoulder if necessary)



Identifying involvement in a collision and responding

**The Aurora Driver is now Feature Complete**



## Detecting and responding to dense fog

Unexpected dense fog affects the Aurora Driver's ability to see clearly beyond a few hundred meters. In response, the Aurora Driver slows down, turns on the truck's hazard lights to signal to other vehicles that it is driving at a reduced speed, and continues on its journey

Watch video ▶

## Detecting and responding to involvement in a collision

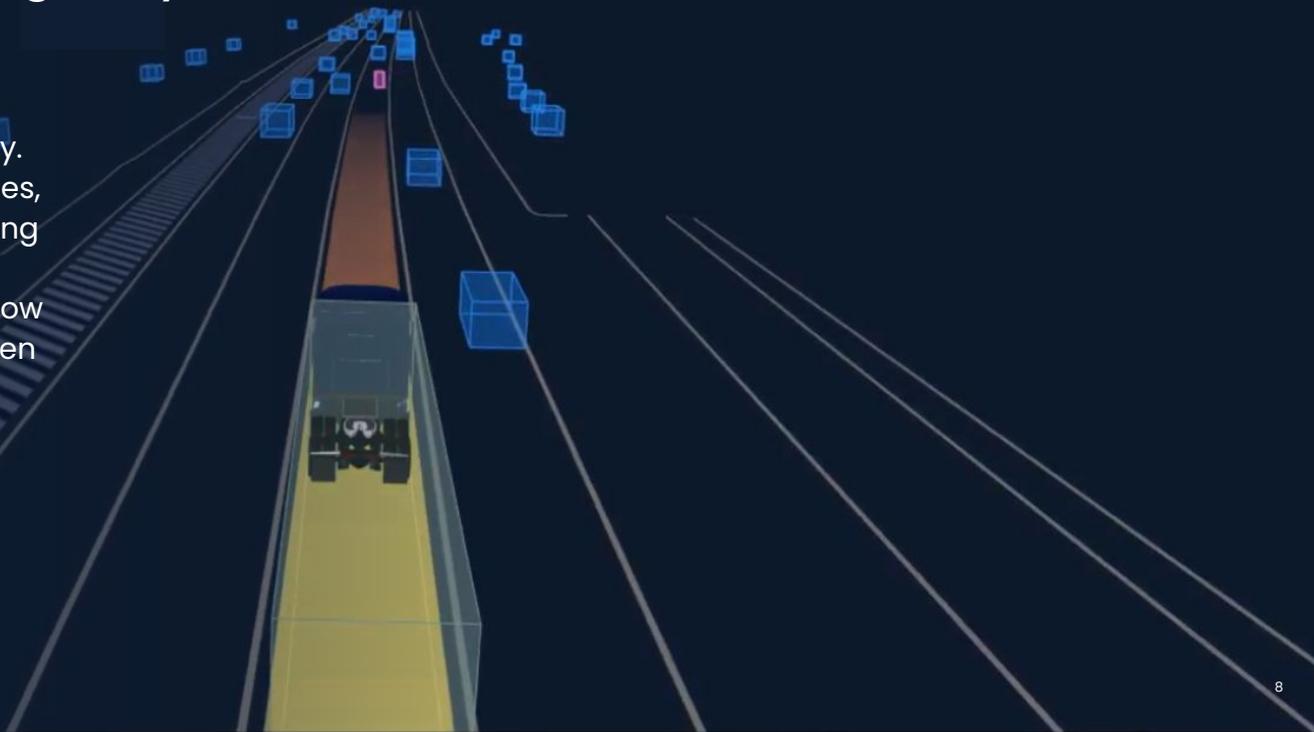
Testing at private test tracks allows us to train the Aurora Driver to respond safely. Here we force the Aurora Driver to hit a stationary target on a track to test its ability to detect the collision and execute the appropriate response—pulling over to the shoulder of the road

Watch video ▶



## Detecting and avoiding a pedestrian on the highway

The Aurora Driver detects a pedestrian on the side of the highway over 300 meters away. As the Aurora Driver approaches, the pedestrian darts into moving traffic. The Aurora Driver immediately slows down to allow them to safely pass by, and then continues on its journey.



Watch video ▶

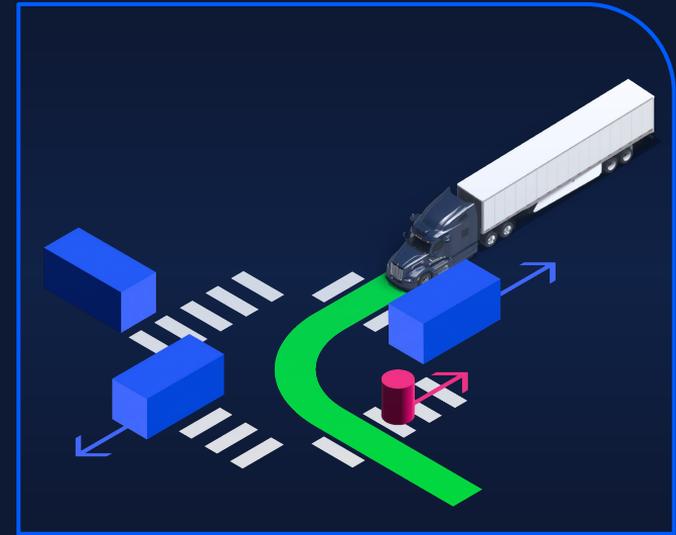
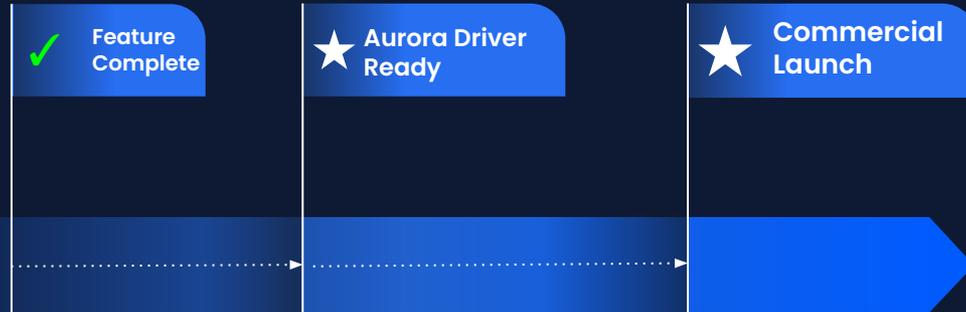
# Feature Complete represents an inflection point on our path to commercialization

It unlocks the final phase of refinement and validation to close the Safety Case for our Dallas to Houston launch lane



# When we founded Aurora, we were confident the recent revolution in machine learning was the technology breakthrough needed to commercialize self-driving technology

As we enter the final phase of refining the Aurora Driver's performance, it's these key technologies that will enable our continued pace toward our next key milestone—Aurora Driver Ready—by the end of 2023



Aurora's graph neural network generative AI models the behavior of other road users

# The Autonomy Readiness Measure (ARM) quantifies our progress toward Commercial Launch

- Weighted measure of completeness across all claims under our Safety Case for the launch lane
- Reflects the percentage of work needed to move from Feature Complete to our next critical milestone – Aurora Driver Ready
- Nearly half already completed – keeping us on track to achieve Aurora Driver Ready later this year

Autonomy Readiness Measure (ARM)  
(as of 3/31/23)

44%



# The on-road Autonomy Performance Indicator (API) tracks our performance to successfully operate the Aurora Horizon service in a commercially-representative setting

Evaluating this metric through a commercial lens, this translates to only 4% of commercially-representative miles driven gate-to-gate between our launch lane terminals during the first quarter needing on-site support

- In over 41,000 commercial miles on the launch lane, we experienced zero safety-critical interventions
- Instead, for miles that leveraged on-site support, the support was used for operational reasons, such as to ensure development activities did not affect on-time delivery of the load our truck was pulling
- As we look ahead to Commercial Launch and beyond, scalability and ultimately our profitability will be supported by a reduction in the level of on-site support required

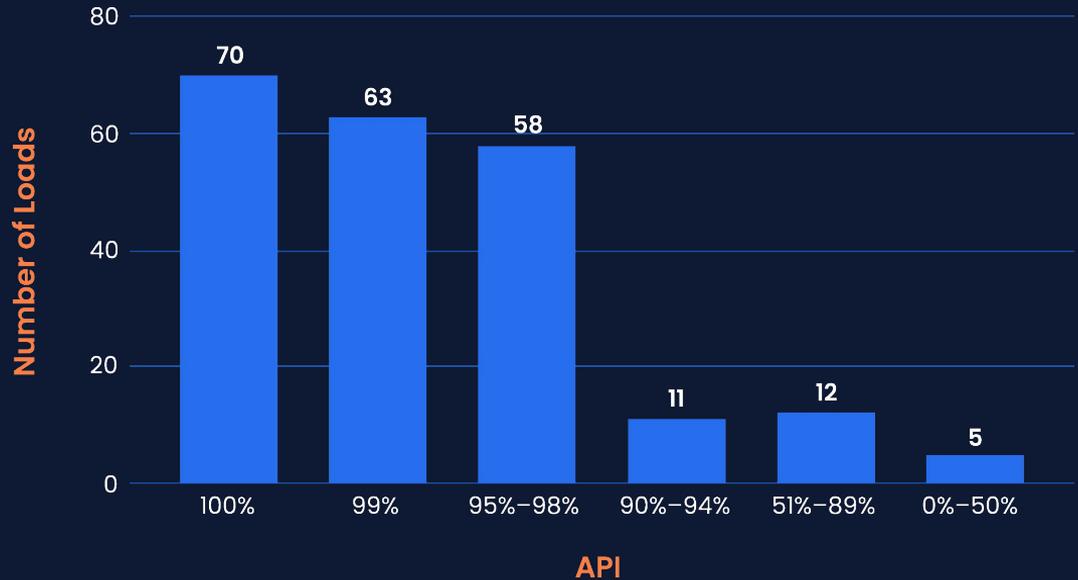
## Autonomy Performance Indicator (API) (1Q23)

# 96%



# A large majority of our loads had an API of 98% or greater

- Across the 219 loads completed in pilot operations on our launch lane in Q1, 76% had an API greater than or equal to 98%, 61% had an API greater than or equal to 99%, and 32% had an API of 100%
- 5 loads accounted for ~40% of the manual driving affecting the metric
- As a reminder, we do not anticipate that aggregate API will be 100%, even at launch because certain situations (e.g., flat tires) will always require on-site support



We achieved both our Q1 commercial load target of 40 loads/week and our Q2 target of 50 loads/week



Cumulative to-date through 4/30/23, we've delivered

**1,635**

Loads

Across

**455k**

Miles

**98%**

On-Time

# We announced a new commercial pilot with Hirschbach Motor Lines, Inc., a leader in refrigerated trucking

We expect refrigerated trailer capability to be a future growth enabler following Commercial Launch as we demonstrate the ability of autonomous trucks to dramatically expedite shipping of perishable freight

Hirschbach

Aurora





# Appendix

# Additional detail regarding our on-road autonomy performance indicator

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 Aurora Driver's autonomy performance indicator is 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 assistance via a local vehicle operator or other on-site support
- Miles driven in autonomy with remote input from Aurora Beacon
- Miles where the vehicle received support but where it is determined, through internal analysis including simulation, that the support received was not required by the Aurora Driver

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.

**Aurora**

