



# Deuce Drone

Transform your delivery system.

# The Problem

- Retailers need high-speed order fulfillment in order to compete with Amazon.
- Last mile delivery costs comprise more than half of total delivery expense.
- Last mile delivery is inefficient, with multiple stops and many small packages.



# The Solution

Drones turn retail stores into conveniently-located fulfillment centers.

Benefits to retailer:

- **Same day delivery**
  - Bypass traffic congestion and other obstacles
  - Delight customers
- **Leverage existing infrastructure**
- **Increase same store sales**
- **Significant cost reduction**
  - McKinsey predicts 40% cost reduction from use of drone delivery
  - MIT Center for Transportation & Logistics research shows 30% drop in costs from drone use in last mile delivery



# Market Opportunity

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The market opportunity for drone delivery and logistics is significant.

**\$127B** PwC estimates the emerging global market for drone-related business services could reach \$127B.

**\$100B** Barclays estimates drone use will drive \$100 billion in cost savings across industries by 2024.

**\$22-28M** McKinsey estimates annual cost savings of \$22-\$28 million through use of autonomous technology for last mile delivery.

**\$1.6B** According to MarketWatch, the global drone Delivery and Logistics market was estimated at \$25M in 2018 and is expected to grow at a CAGR of 60% to reach over \$1.6B by 2027.



# Business Model

Deuce Drone earns fees for the following services:

- Implementation consulting and design
- Retrofit “brick and mortar” infrastructure for drone pickup and delivery
- Software services and systems integration
- Resale of drones and related hardware
- Operation of drone delivery systems.



# Competitive Landscape

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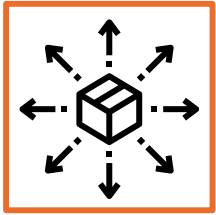
Drone delivery is an emerging industry with few competitors.

- **Matternet** — on-demand drone delivery in urban environments
  - \$26 million raised from Boeing HorizonX Ventures, Swiss Post, Sony Innovation Fund, and Levitate Capital
- **Nuro** — self-driving electric vehicles for neighborhood delivery
  - \$1 billion raised from SoftBank, Greylock Partners, and Gaorong Capital
- **Starship Technologies** — delivery robots for food and packages
  - \$85 million raised from Morpheus Ventures, Shasta Ventures, Matrix Partners, MetaPlanet Holdings, TDK Ventures, and Qu Ventures.
- **Google Wing** — drone delivery in select markets in Virginia, Australia, and Finland
- **Amazon Prime Air** — conducting drone delivery tests in Cambridge, England



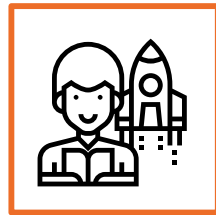
# Competitive Advantages

Deuce Drone's competitive advantages include management expertise in:



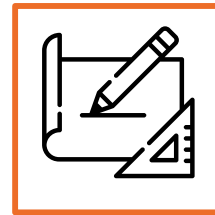
## Logistics

Former Director  
of Logistics,  
U.S. European  
Command



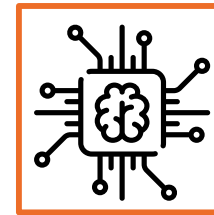
## Aerospace

Former CEO of  
Continental Aerospace  
Technologies and  
former President of  
Million Air Inc.



## Construction

CEO of Burton  
Property Group



## Technology

Founding  
Chairman and  
CEO of napster



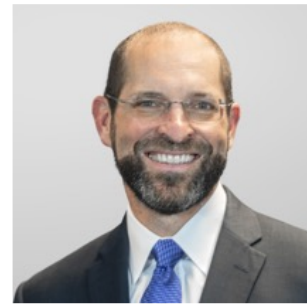
# Team

Deuce Drone has a highly experienced leadership team.



## **Blaine Holt**

- Brigadier General (retired)
- Former President of Million Air Inc.
- Former Director of Logistics, U.S. European Command



## **Rhett Ross**

- Former CEO of Continental Aerospace
- Former President of Teledyne Energy Systems



## **Phillip Burton**

- President/CEO of Burton Property Group
- Former President/CEO of BBMC/MCS



## **John Fanning**

- Founding Chairman and CEO Napster
- Founder of NetGames, NetMovies, NetCapital





# Summary

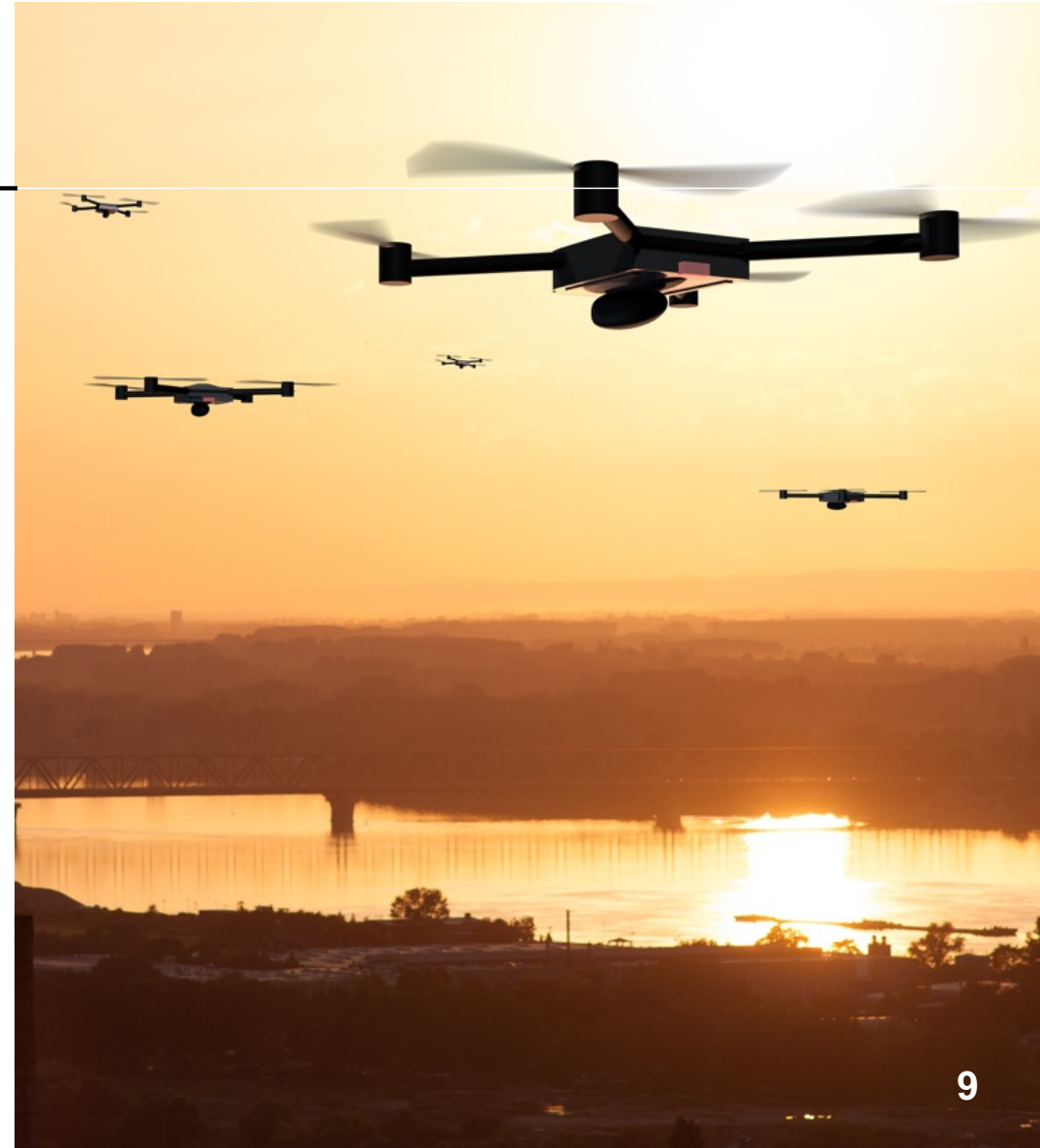
Deuce Drone solves last mile delivery problem

Turns retail stores into conveniently located fulfillment centers

Allows retailers to beat Amazon with:

- same day drone delivery, and
- significant cost reductions

Experienced team with expertise in logistics, aerospace, construction, and tech



**For More Information**

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Deuce Drone. *Where e-commerce and brick and mortar intersect.*