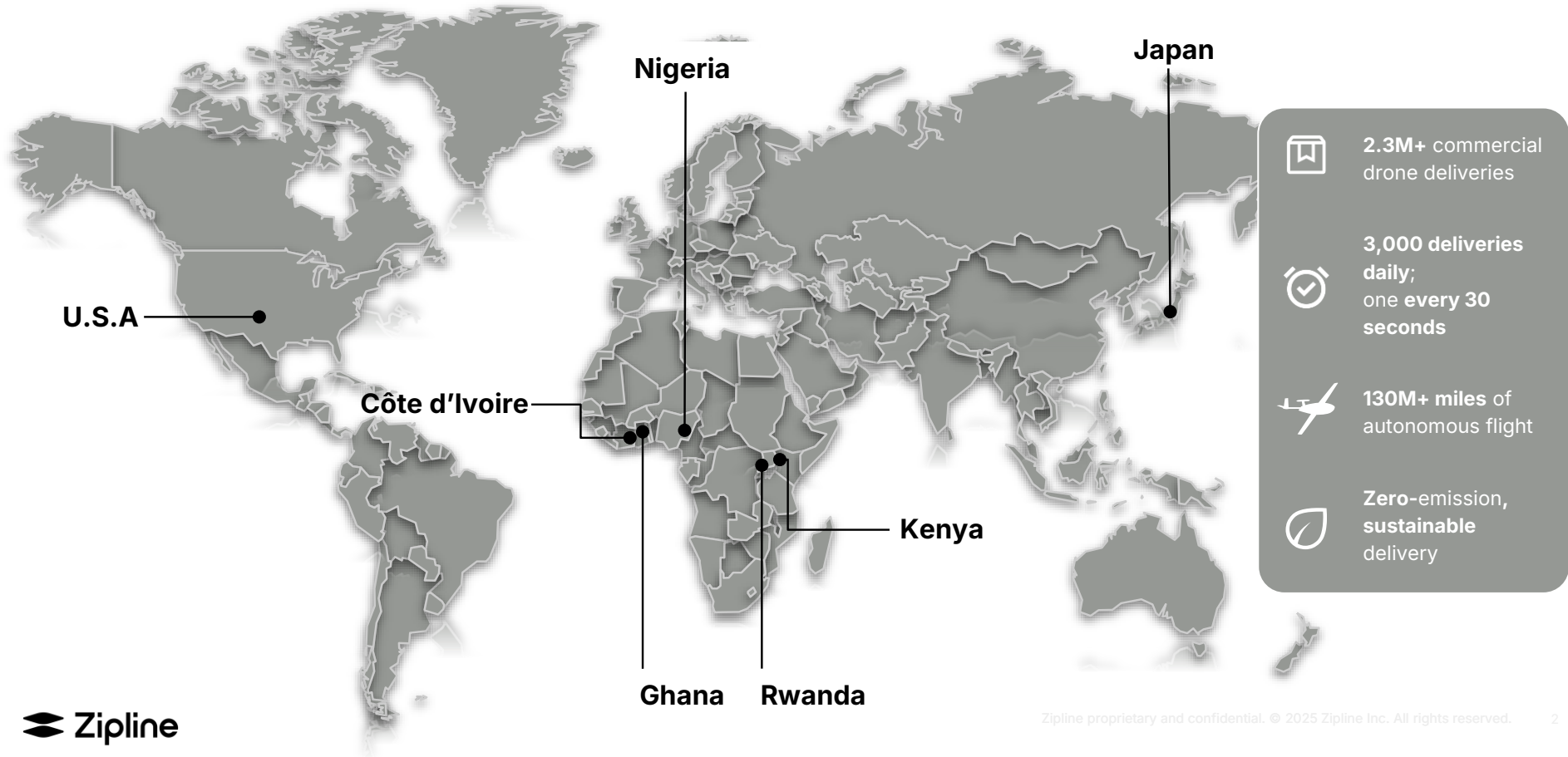


ZIPLINE: An Operator's Experience



ICAO SAM - UAS/RPAS Regional Event
May 2026

Zipline Global Delivery Service



2.3M+ commercial drone deliveries



3,000 deliveries daily;
one every **30 seconds**



130M+ miles of autonomous flight



Zero-emission, sustainable delivery

Regulators trust Zipline's technology, safety record & experience

- **Certified Air Operator** in 6 countries
- **Beyond-visual-line-of-sight (BVLOS) operations** across various operating environments
- Aircraft has **proven reliability & performance**
- Design features **multiple failsafes and redundancies that minimize air/ground risk**
 - **2.3M+ flights** with **0 injuries/fatalities**
- Maturity as a **OEM, ROC holder, ATO, AMO**
 - Safety Management System (**SMS**)
- CAAs, ANSPs, law enforcement, and other authorities are engaged as partners in success



Ghana Civil Aviation Authority
Safety and security. Our priority



国土交通省

Ministry of Land, Infrastructure, Transport and Tourism

OUR FLEET: Long-range vs. short-range

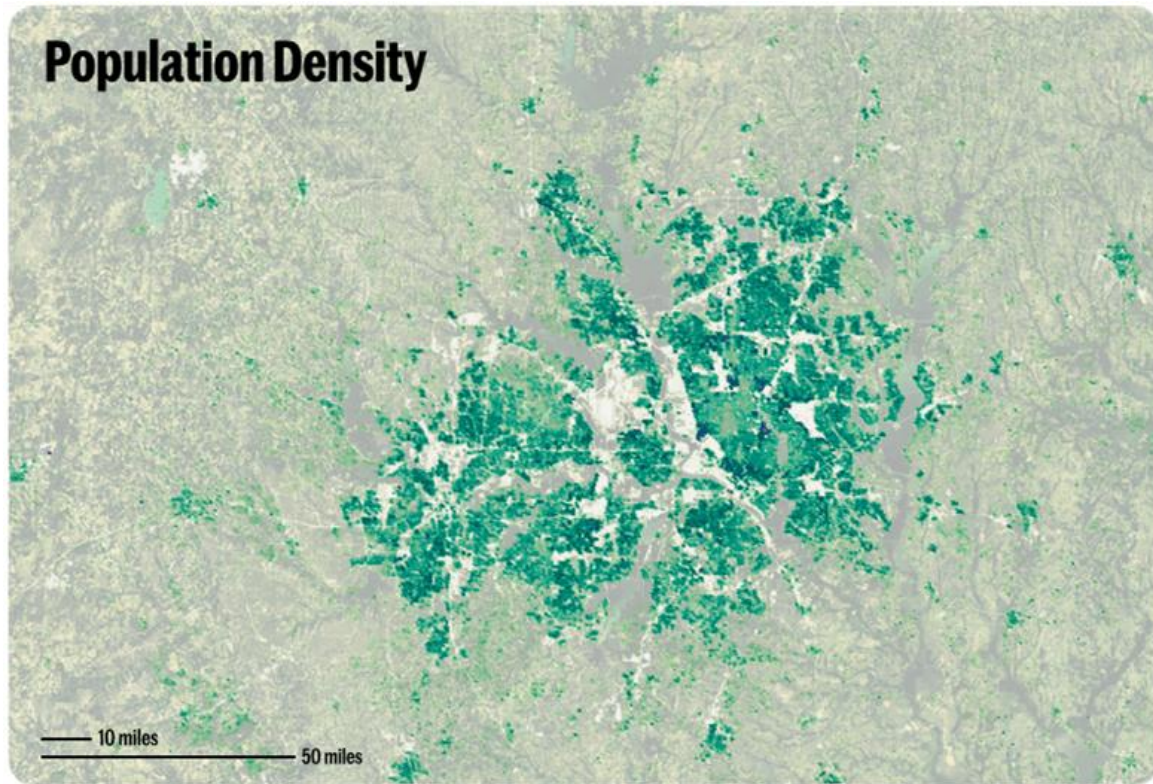


- **Delivery:** Floating delivery package
- **Loading:** Orders packed by Zipline staff at distribution hubs
- **Integration:** Hub-and-spoke, stand-alone hubs



- **Delivery:** Ultra-precise delivery droid
- **Loading:** Easy-to-use loading portals to send orders
- **Integration:** Mesh network of integrated docks

Dual Zip platforms, but a single integrated delivery system



Platform 1

Huge area coverage

*72 miles service radius
(145 miles roundtrip)*



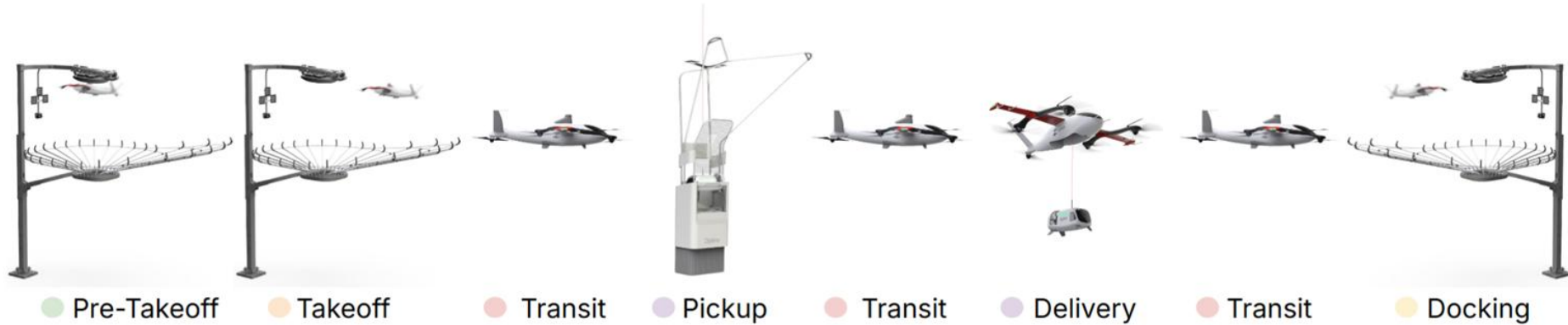
Platform 2

Ultra-precision

*10 miles service radius
(24 miles one way)*



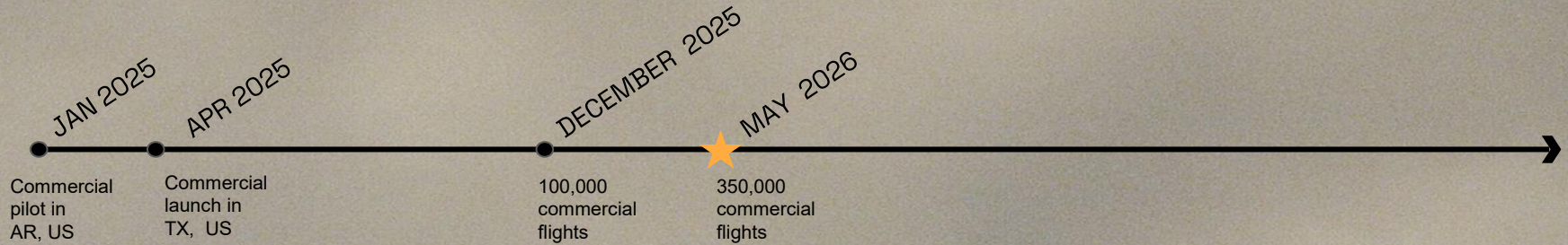
Point-to-Point Urban and Suburban Operations





KEY ENABLING APPROVALS:

- Remote Operating Control Center (ROCC)
- 1:100 UA;RPIC Ratio
- Zero viz (including Nighttime/weather/etc)
- Change Management Process
- UTM (UAS traffic management) system



What Operators Need to Succeed

Success requires safe, sustainable economically viable operations

Streamlined Pathways

- **Clear pathway to BVLOS operations**
- **Defined means of compliance (MoC)**

Data-Driven Approaches

- **Data-driven** safety cases
- Availability of acceptable **data sets**
- Recognition of testing and/or international data, including simulation data

Streamlined & Scalable Processes

Regulatory **flexibility** on:

- **Human roles** and supervision
- **Operational scale** (fleet size, frequency)
- Design **approval and changes**

Lessons-Learned & Next Steps:

Lessons from Operations

- Safety improves with **Standardization and Repetition at scale**
- Regulatory models should enable **learning loops and** avoid resetting approvals for every deployment

Recommendations for Regulators:

- Adopt performance-based frameworks
- Provide clear and published MoCs
- Scalable approvals (BVLOS, m:N)



QUESTIONS?



