AMAZON HUB + CHEVRON

A STRATEGIC COLLABORATION

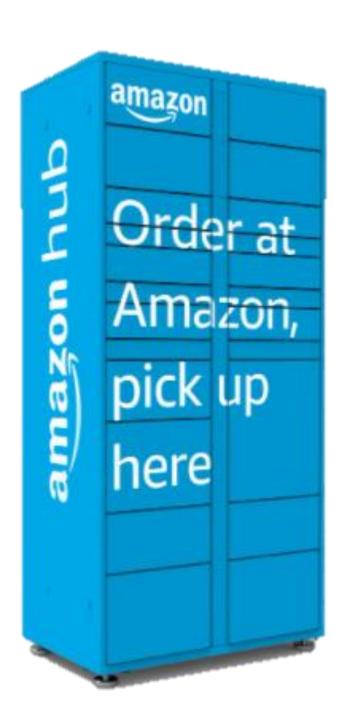


The Amazon Hub network empowers customers with convenient package services no matter where they live, work, or visit with shipping speeds, price, and selection that are as good or better than home.



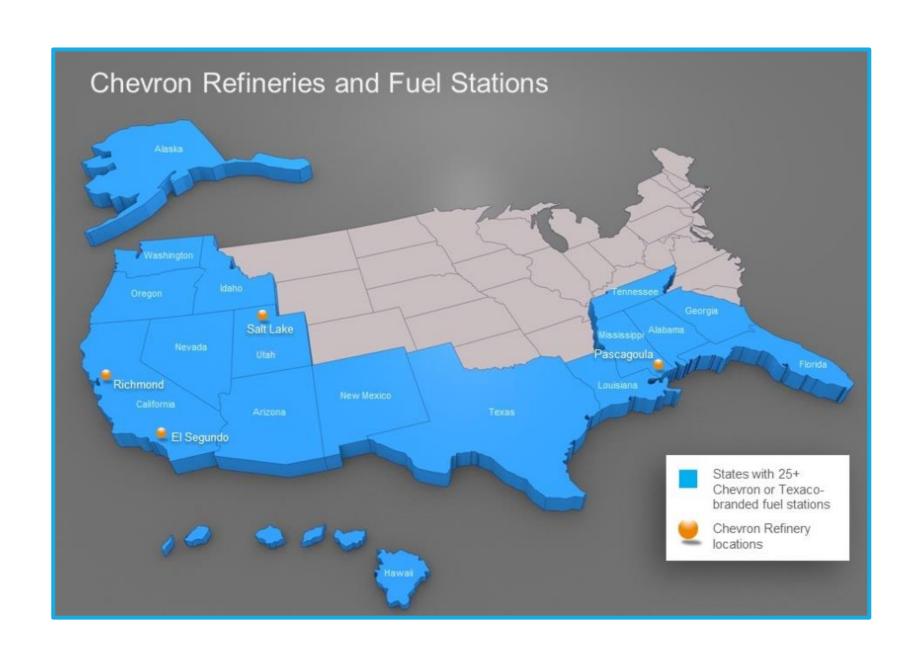
Amazon Locker is a secure, self-service kiosk that gives customers the option to pick up their Amazon packages at convenient locations with no additional cost.

Lockers create a unique opportunity for you to drive foot traffic to your locations and increase your chance of incremental sales.



## amazon hub NETWORK OPPORTUNITY

Amazon Hub is excited to expand this program to more Chevron and Texaco branded retailers and marketers in the United States - with over 600 locations already on board.





#### AMAZON HUB OVERVIEV

#### BENEFITS OF WORKING WITH AMAZON HUB

- An increase in onsite visits driving in-store and fuel purchases
- A HASSLE-FREE opportunity!
  - Store employees do not handle packages
  - Amazon takes care of installation, activation and maintenance
- Qualifying locations are eligible for monthly rental income
- Service more customer needs

# AMAZON LOCKER OVERVIEW



Your store associates do not handle any packages. Instead they will remain focused on their core business activities while customers retrieve their package directly from the self-service locker.

### Customer experience:



Customer shops on Amazon.com.



Customer selects your locker location during check out.



Delivery drivers scans the package barcode and places the package inside the locker.



Customer receives a notification that their package is ready for pickup.



Customer picks up their package at your location.

#### CREATE CONVENIENCE FOR YOUR CUSTOMER

83%

of consumers say convenience while shopping is more important now compared to 5 years<sup>1</sup>.

68%

of U.S. online shoppers surveyed said they are likely to make a purchase on-site after pick up<sup>2</sup>.

#### Source

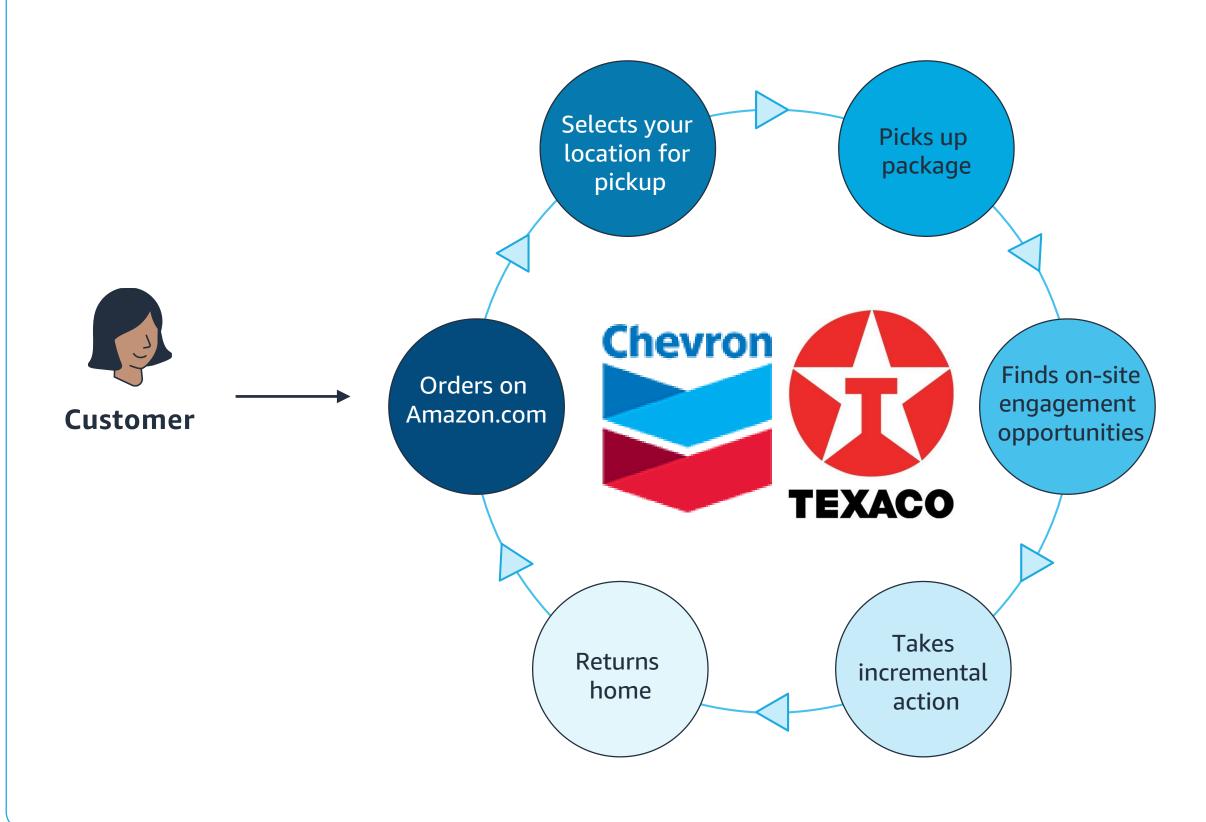
National Retail Federation, "Convenience and the consumer" https://cdn.nrf.com/sites/default/files/2020-01/cv8-convenience-final-jan-9-2020.pd

<sup>2.</sup> Source: Total Retail, "New Amazon Department Stores Signal That Physical Retail Lives On" https://www.mytotalretail.com/article/new-amazon-department-stores-signal-that-physical-retail-lives-on/



AMAZON HUB OVERVIEW

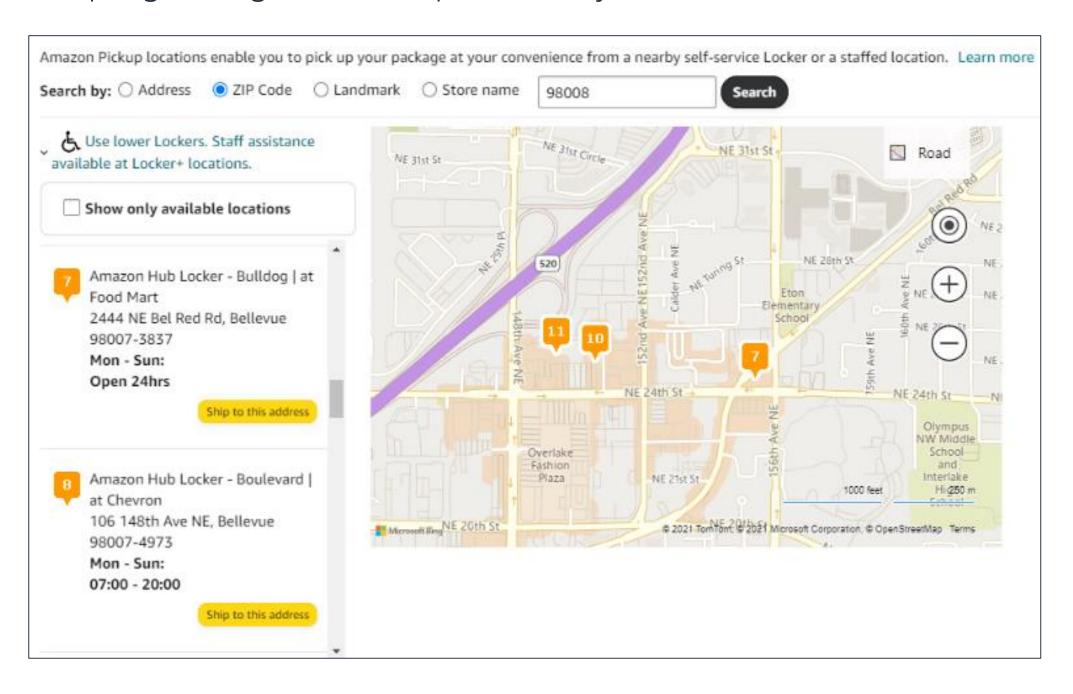
#### CREATE A FLYWHEEL WITH AMAZON CUSTOMERS



AMAZON HUB OVERVIEW

#### GAIN EXPOSURE ON AMAZON.COM

We reach millions of Amazon customers weekly to drive awareness to our pickup services. These programs generate exposure to your brand in our location selector.



NEXT STEPS

#### NEXT STEPS

### LOCKER REQUIREMENTS

#### Outdoor or indoor space

An outdoor or indoor space with minimum dimensions of 37" (width) x 80" (height) x 23" (depth) and a 36" wide clear path in front of the locker. Should be placed in high visibility areas either near the entrance or the side of the store.

#### Accessibility

A location that can receive deliveries and that customers can access daily. Host locations must be compliant with Americans with Disabilities Act (ADA) requirements.

#### Operating hours

Indoor Locker: 8-10 hours a day, preferably 7 days a week.

Outdoor Locker: 24 hours a day, 7 days a week.

#### Lockers are modular

The smallest locker is a 3ft (length) locker that can be increased in size by increments of 3ft.







NEXT STEPS

#### **EXAMPLE INSTALLATION GUIDE**

amazon hub

LOCKET INSTALLATION GUIDE Account:

Date of revision: 08/15/2020

NSA ID: CX-CA-RCXVSDCM Account: Chevron Extra Mile

Location Name: Extra Mile

Store number: Location Address: City, ST Zip:

Latitude: 33.772191

RCXVSDCM 1105 N GAFFEY ST San Pedro, CA 90731-1319 Longitude: -118.335703

TIER: 2

STORE PHONE: (310) 831-4468 LOCKER TYPE: Outdoor

STORE HOURS: 24 Hours

FLOOR TYPE: Concrete WALL TYPE: Metal

PROPOSED EQUIPMENT SPECIFICATIONS:

(1) 6' Locker Unit: 6'-2" Long x 27" Deep x 7'-0" High Modem: --

Configuration: MM Color: --

PLACEMENT DECISION BASED ON:

General Host Rule Exterior Only

WORK REQUIRED BY LOCATION PROVIDER:

Relocate wall sign.

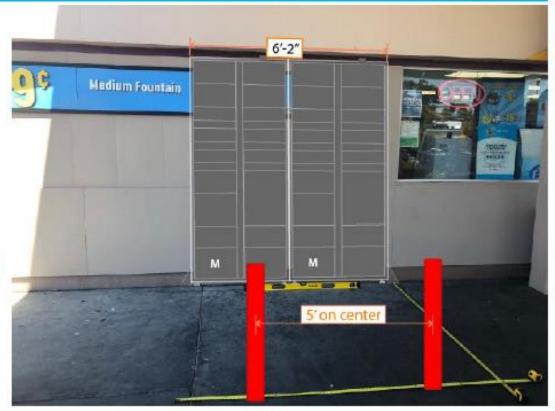
WORK REQUIRED BY AMAZON:

PLACEMENT INSTRUCTIONS: Install the locker on the left side of the store's exterior, left

of the windows.

ELECTRICAL INSTRUCTIONS: None.

SITE PREP: Bring leg mounts to bolt locker to concrete. Install bollards.







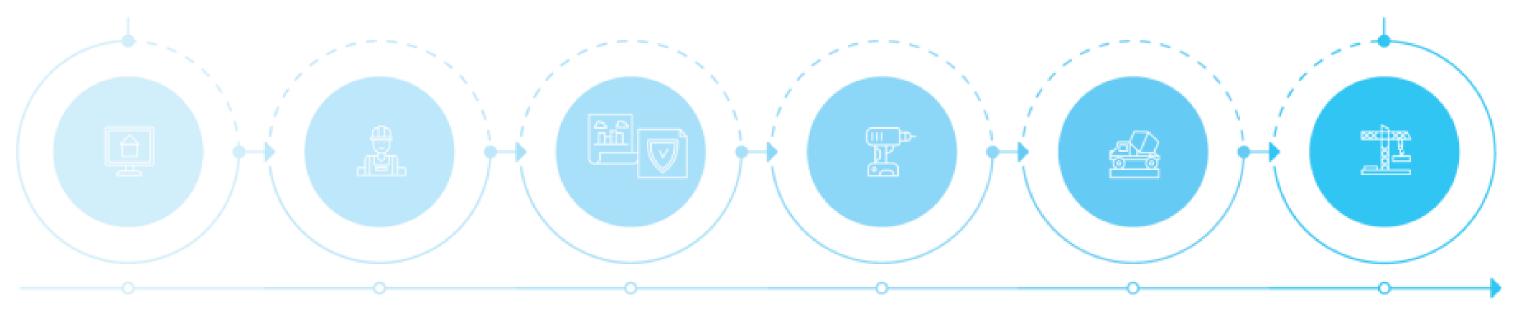






NEXT STEPS

#### LOCKER DEPLOYMENT TIMELINE



Week 1

Weeks 2-3

Week 4

Week 5

Week 6-7

Week 8-10

#### **Submit Location**

Once you submit your location(s), we will analyze its viability for Locker based on anticipated package volumes. Our analysis will ensure that we are able to drive high value traffic to your business!

#### **Onsite Survey**

If viable, Amazon will send a 3<sup>rd</sup> party surveyor to your location. They will gather information necessary to create an installation guide.

The install guide will show any necessary work needed to install a locker

We will send the installation guide via email

## Approval & Contract

After reviewing the installation guide, you will need to:

- Approve the Installation guide via our approval email
- Sign our location agreement for Amazon Locker.

#### Site Prep

Any site preparation described on the installation guide is completed during this time.

Site prep may include:

- Removing fixtures
- Removing signage
- Installation of electrical supply

#### **Transport**

After approving your install guide and signing your agreement, it will take roughly 3-4 weeks for delivery to take place. During this time we ask that you keep the area clean and ready for delivery.

## Install & Activation

Installation and activation is a two-step process that will be scheduled 2-4 weeks upon receipt of approval of the installation guide and execution of our Form Agreement. After the locker is installed, our tech team will come activate the unit within 3 days.



### HOW TO REQUEST A SITE SURVEY

If interested in hosting a locker, the participating location should request an on-site survey by clicking this link: Chevron Hub Locker Request.

The Amazon Locker team will coordinate with it's 3<sup>rd</sup> party surveyor to schedule a survey approximately 2 weeks from when your interest is submitted. On-site surveys are conducted at no cost to our host collaborators.

Chevron U.S.A. Inc. does not provide, endorse or guarantee any locker host service or program. Nor does Chevron U.S.A. Inc. guarantee any particular amount of sales or increase in customers.



Questions? Email us at: chevronhublocker@amazon.com

Ready for your Hub Locker? Submit your interest at: <u>ChevronHubLockerRequest</u>