

James Chen, VP of Public Policy 07.16.2020

Drive Electric PA Coalition Meeting



1. Company + Product
2. Technological Benefits of an Electric Drive
3. Access to Pennsylvania



1. Company + Product



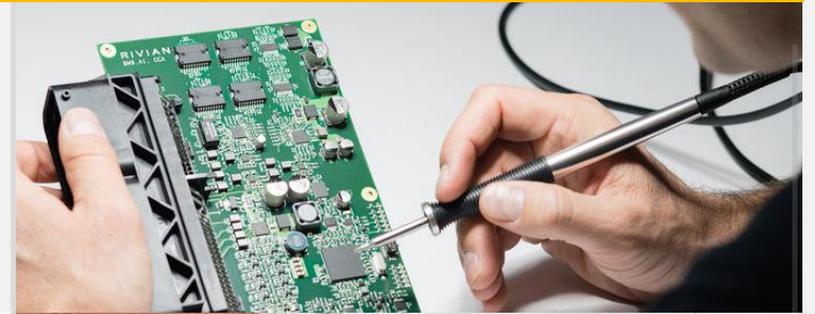


Company Status

Execution is well underway with strong partners, assets and people in place

INVESTORS

Attracted \$5.35B in private investment since start of 2019



OPERATIONS

Approx. 2,200+ people across 4 locations

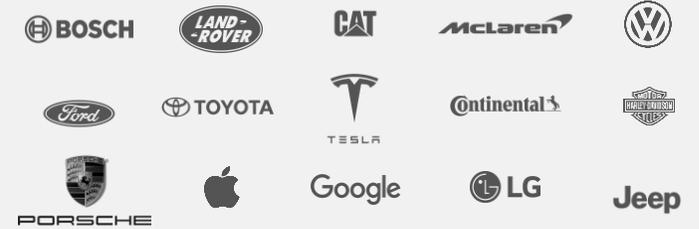
- 2.6 million sq. ft. production facility in Normal, IL
- Design and vehicle engineering in Plymouth, MI
- Connected car and self driving in San Jose, CA
- Energy storage and controls in Irvine, CA
- Advanced engineering in London, UK



TEAM

Board of Directors: Automotive and technology experts with extensive leadership experience

Team: World-class talent from automotive, technology, aerospace, manufacturing and engineering companies



Covid-19 Response & Impacts

Safety first— In January, Rivian sprang into action to protect employees

We're still hiring— Rivian has not only avoided layoffs and salary cuts, but we are still hiring new employees.

Commitment to employees— Rivian will continue to pay all employees during this time, regardless of work status.





Product Overview

Rivian's B2C products target the large and underserved adventure vehicle market; B2B products leverage technology synergies from Rivian's B2C products for a broad set of applications

MARKET

RIVIAN OFFERING

CUSTOMERS

DESCRIPTION

Business-to-consumer (B2C)

Electric Adventure Vehicles



Rivian R1T



Rivian R1S



Futurist

Achiever

Modern Explorer

Active Family

Trail Rider

Premium vehicles with unparalleled functionality for all of life's adventures

Business-to-business (B2B)

| | |
|----------|---------|
| Platform | Battery |
|----------|---------|

| | | |
|----------------------------|-------------------------|----------------|
| <p>Platform Technology</p> | <p>Bespoke Vehicles</p> | <p>Battery</p> |
|----------------------------|-------------------------|----------------|



| | | | |
|------------|----------------------------|-----------------|-------------|
| Major OEMs | Mobility Service Providers | <p>Non-Auto</p> | <p>Grid</p> |
|------------|----------------------------|-----------------|-------------|

A flexible skateboard that can fulfill a broad set of non mobility and mobility applications

Scalable energy storage for multiple use cases

Electric Adventure Vehicles™



- Vehicles launch in **2021**
- 70% of Preorder customers are **first time** EV owners
- Displace heaviest polluters in the space
- Utilize public fleet with CCS/J1772 compatibility

Amazon Last Mile Delivery RPV

Why is RPV important?

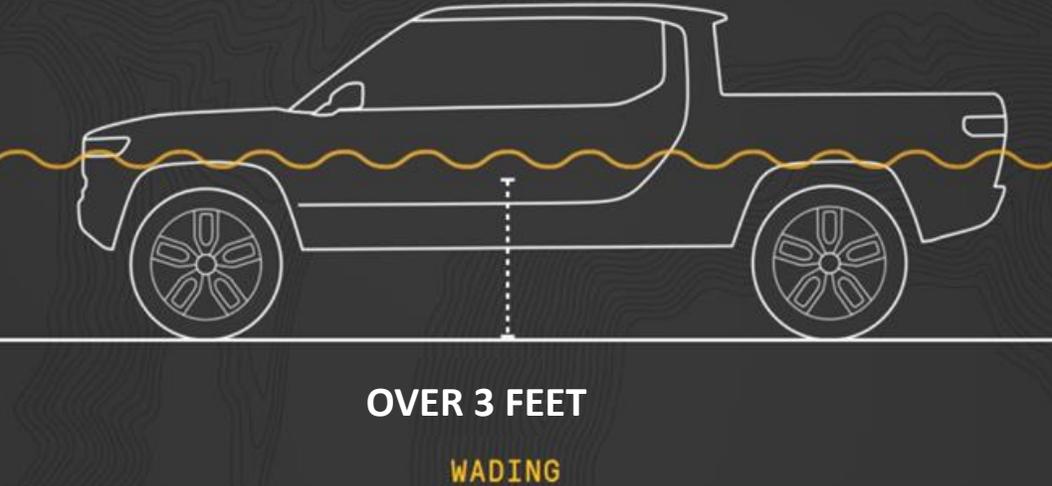
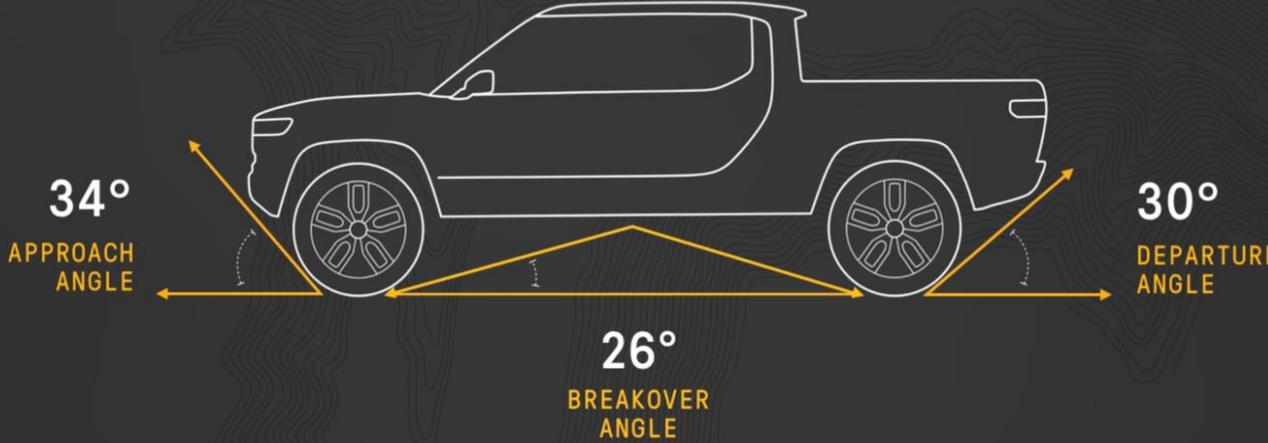
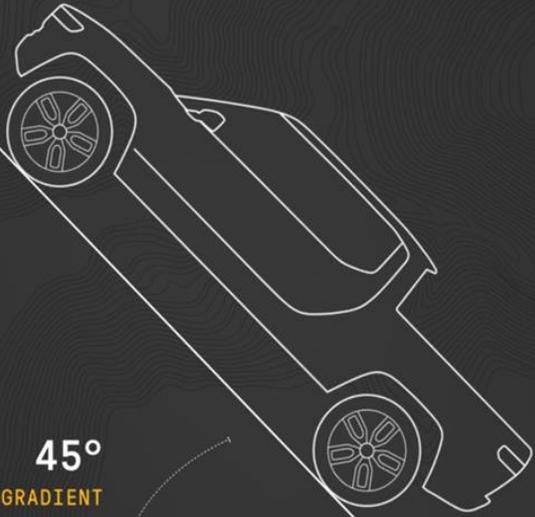
- First electric mega-fleet – 100,000 vehicles by 2030 (SOP 2021)
- Fleet will save an estimated 4 million metric tons of CO₂ from the atmosphere per year: **Equivalent to 870k passenger vehicle emissions. 1 RPV = displacing emissions from 8.7 passenger vehicles**
- Goal to create the **safest delivery vehicle in the world** with safety features for pedestrians, drivers, and other road users.



2. Technological Benefits of an Electric Drive



R1T Capabilities



See the vehicles in action on YouTube:

[Rivian Tank Turn](#)

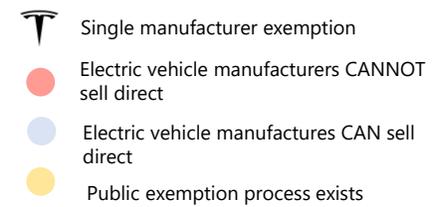
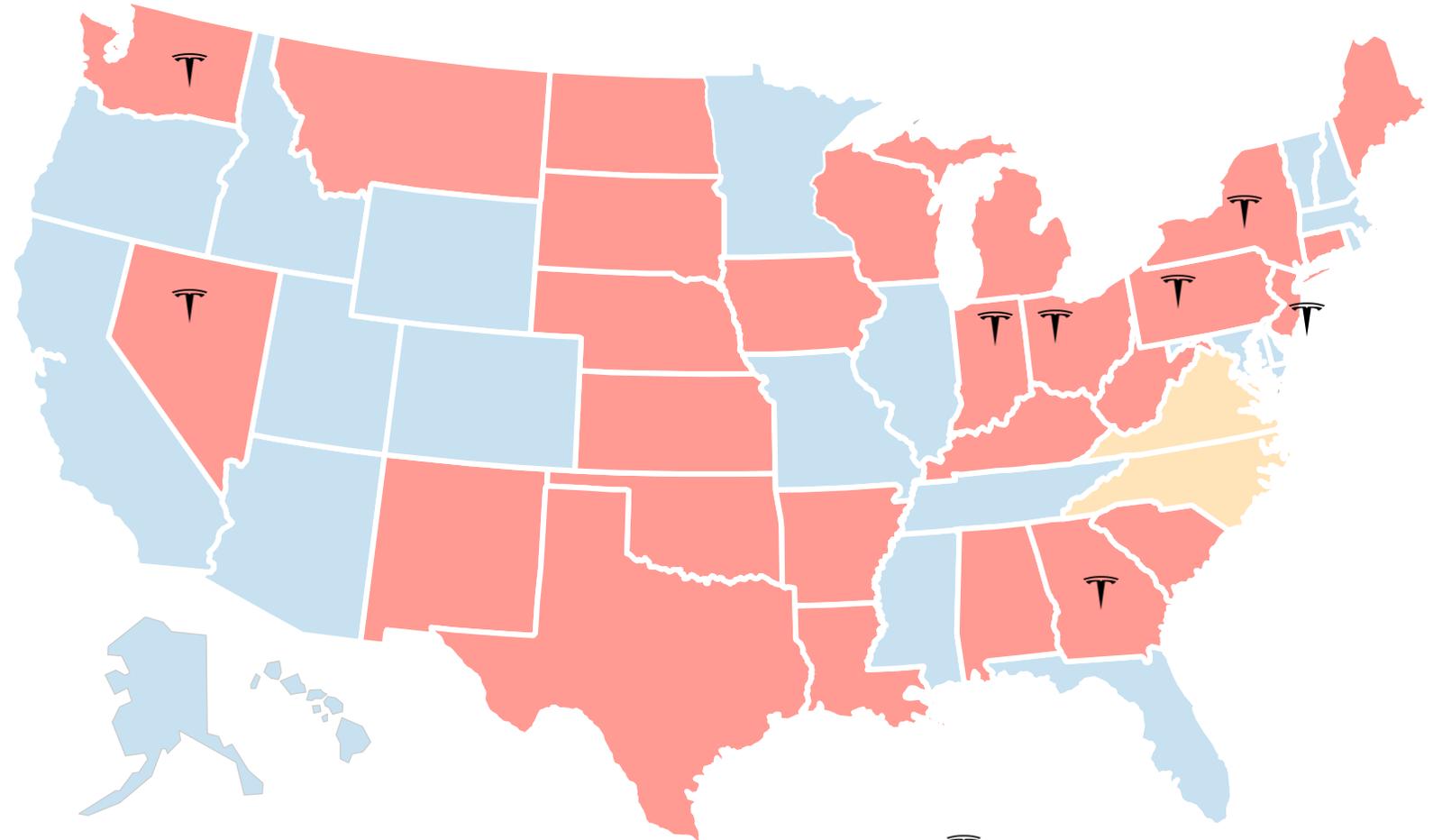
[R1T Testing in Arizona](#)



3. Desired Investment in PA



Direct Sales of EVs in the US



Rivian wants to invest in PA

HB 1901 would provide EV manufacturers the opportunity to invest in Pennsylvania by opening new retail locations across the Commonwealth.

- Many states have laws that allow manufacturers to sell directly and their experience shows no harm to existing franchised dealers.
- The trend is to create a more consumer and business friendly market.

HB 1901 (Rep. John Lawrence)

- Referred to Committee on Professional Licensure
- Amends the Board of Vehicles Act to allow EV manufactures to operate dealerships in Pennsylvania.
- Removes the five dealership maximum in existing law that only applies to a single manufacturer (i.e., Tesla), and allows for new market entrants.
- Necessary to accelerate the adoption of EVs and help the Commonwealth meet climate goals.





RIVIAN