

# Fisker Inc. Company Overview

NYSE: FSR

June 2022





# **Disclosures**

This presentation includes forward-looking statements. These statements are made under the "safe harbor" provisions of the U.S. Private Securities Litigation Reform Act of 1995. These statements may be identified by words such as "feel," "believes," expects," "estimates," "projects," "intends," "should," "is to be," or the negative of such terms, or other comparable terminology. Forward-looking statements are statements that are not historical facts. Such forward-looking statements are not guarantees of future performance and are subject to risks and uncertainties, which could cause actual results to differ materially from the forward-looking statements contained herein due to many factors, including, but not limited to: Fisker's limited operating history; Fisker's ability to enter into additional manufacturing and other contracts with tier-one suppliers in order to execute on its business plan;

Fisker's ability to execute its business model, including market acceptance of its

planned products and services; Fisker's inability to retain key personnel and to hire additional personnel; competition in the electric vehicle market; Fisker's inability to develop a sales distribution network; and the ability to protect its intellectual property rights; and those factors discussed in Fisker's Form 10-K filed with the Securities and Exchange Commission on February 28, 2022 under the heading "Risk Factors" and other reports and documents Fisker files from time to time with the SEC. Any forward-looking statements speak only as of the date on which they are made, and Fisker undertakes no obligation to update any forward looking statement to reflect events or circumstances after the date of this presentation.

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# **Company Overview**

# FISKER Snapshot

### **Vision**

A clean future for all

### **Mission**

Create the world's most emotional & sustainable vehicles

### **Strategy**

- Asset-light business model leverages partners for use of existing infrastructure and tools/equipment
  - FISKER Ocean: Magna Steyr manufacturing; Magna International has 6% equity stake in FSR
  - FISKER PEAR: Foxconn Ohio, USA manufacturing
- FISKER to provide direct-to-consumer sales and offer a unique flexible leasing program

# **History**

- Fisker Inc. established in 2016, trademarks in 20+ countries
- Began trading October 30, 2020 on NYSE under 'FSR' ticker symbol
  - >\$1 billion in gross proceeds
- Successful offering of 2.5% Green Convertible Senior Notes due 2026 in August 2021
  - \$667.5 million in gross proceeds
- Cash and cash equivalents of more than \$1B as of March 31, 2022
- Unveiled FISKER Ocean at the LA Auto Show on November 17, 2021
- More than 50,000 FISKER Ocean reservations as of June 8, 2022



# **Company Overview**

# **Investment Thesis**

- Deploy FISKER design DNA and capability to focus on vehicle attributes that matter most to consumers
- Asset-light business model that leverages partner investments in existing architectures, infrastructure, tools and footprint
- Premium products at an affordable price poised to capture share in large addressable markets
- Digital direct to consumer sales and service model provides class-leading convenience and delight to customers without associated cost and overhead
- ESG focus at the core: driving towards maximum sustainability





# FISKER Key Events / Milestones

### July 13, 2020

Announced SPAC merger

Spartan Energy
Acquisition Corp.

# October 30, 2020

Spartan stockholders approved business combination; FSR begins trading on NYSE; raised >\$1B

Spartan Energy Acquisition Corp.

### January 4, 2021

Announced joint development of Fisker Intelligent Pilot

**MAGNA** 

### March 19, 2021

Announced
"cashless"
redemption of all
outstanding
warrants

### June 7, 2021

Announced target of 2027 for 100% climate neutral vehicle

# August 27, 2021

Completed Green Convertible Notes Offering (\$667.5 million gross proceeds)

### November 17, 2021

Unveiled Fisker Ocean at LA Auto Show including detailed pricing, features and specs

### May 4, 2022

Announced Q1 2022 results in line with company expectations. Reaffirmed Fisker Ocean SOP date (Nov 17, 2022)

# 2020

# October 15, 2020

Announced strategic cooperation with Magna International



# December 7, 2020

Fisker announced MOU with Cox Automotive to explore service / logistics



### February 24, 2021

Signed MOU with Foxconn to outline terms of partnership on Fisker PEAR EV

FOXCONN

### March 26, 2021

Signed agreement with Crédit Agricole Consumer Finance to supply Fisker Ocean SUVs

**C** CRÉDIT AGRICOLE

# May 13, 2021

2021

Signed Framework Agreement with Foxconn furthering our respective commitment to mfg & commercialize the Fisker PEAR EV

**FOXCONN®** 

### June 30, 2021

Completed final contract manufacturing agreement with Magna (through 2029)

MAGNA

# November 2.

Announced long term battery supply deal with CATL

2021

CATL

### June 8, 2022

More than 50,000 reservations for the Fisker Ocean

**FINANCIAL MARKETS** 

**VEHICLE DEVELOPMENT** 

PARTNERSHIPS (MFG, OPS, SVC)

**COMMERCIAL WINS** 



# **FISKER Executive Team**







Henrik Fisker Chairman and Chief Executive Officer



**⊗** Synopsys°

Dr. Burkhard Huhnke Chief Technology Officer



**Dr. Geeta Gupta** Chief Financial Officer Chief Operating Officer





John Finnucan Chief Accounting Officer





Frank Boroch VP - Investor Relations & Treasury





**Jennifer Kaushek** VP-Human Resources





Kim Buhl VP-Purchasing



**TOYOTA** HAYAL

**Dawn Ahmed** SVP - Marketing, Sales, & Service (Americas)









**Christian Marti** SVP - Marketing, Sales, & Service (Europe)





Kristi Katsma VP-Legal, Commercial Affairs





**Scott Hodgdon** VP-Securities & Governance







Claus-Peter Kiehl

**Matthew DeBord** Senior Counsel (Europe) Sr. Director - Communications Strategy & Storytelling

BUSINESS INSIDER

# **Key Technical Leaders**



Henrik Fisker

Chief Product and

Design Officer





Dr. Burkhard Huhnke Chief Technology Officer



**⊗** Synopsys°



**David King** SVP-Engineering (Specialty)



 $\bigcirc$  sony **Alan Gerrard** SVP-EE & Software



Microsoft **Todd Omotani** SVP - User Experience Design



**David Moseley** SVP-Powertrain







alltana **Gene Getsin** VP - Digital Product & Edge Computing



**⇔** NIO

Jinho Jung VP - Vehicle Engineering & Integration



**Stird** Uber Murali Mogasala VP - Vehicle Line Executive



KARMA **Herbert Ruisinger** Associate VP - Vehicle Concepts & CAE





# **FISKER Board of Directors**



Henrik Fisker
Chairman
Co-Founder & CEO, Fisker Inc.



**Dr. Geeta Gupta**Executive Board Member
Co-Founder, CFO, COO, Fisker Inc.



Rod Randall
Board Member
Exec Partner, SIRIS Capital



Bill McDermott
Lead Independent Director
CEO, ServiceNow



Nadine Watt
Compensation Chair
CEO, Watt Companies



Mark Hickson Board Member EVP, NextEra Energy Inc.



Wendy Greuel
Audit Chair
Former Controller, Los Angeles



Mitch Zuklie

Nominating & Corporate Governance Chair

Chairman & CEO, Orrick



# Architects Of Product Development & Customer Experience

Utilizing partners to drive scale, stay lean, de-risk, and move fast in areas where differentiation is not important

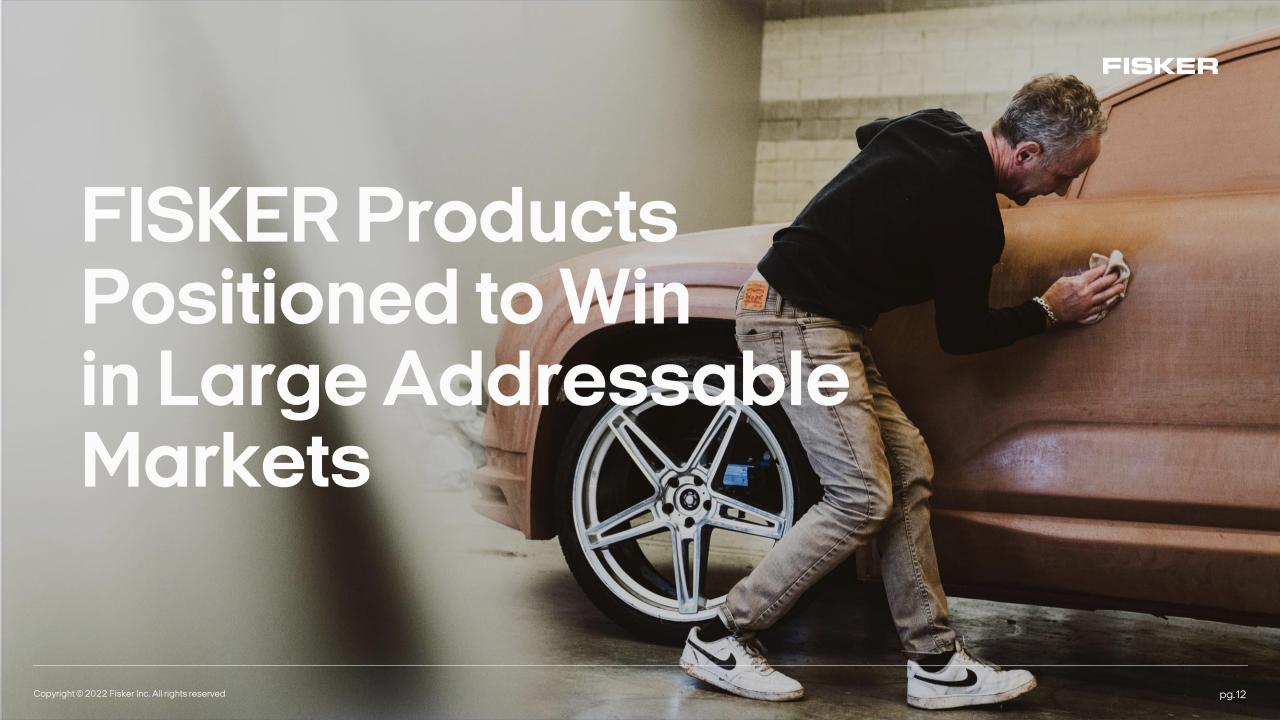




# Architects Of Product Development & Customer Experience

Deploying FISKER capability and IP in areas critical to consumer experience and FISKER brand

FISKER Design, Intellectual Property & Know-How		
DESIGN	100% FISKER – Exterior / Interior; FISKER- Flexible Platform Adaptive Design supports rapid, efficient product development	FISKER-Internal
SOFTWARE	Create / Tune Where We See Opp's (PWT, E/Arch, Cockpit, ADAS, App)	FISKER-Internal
USER INTERFACE	Revolutionary, intuitive UI on state-of-the-art large, high-res display	FISKER-Internal
CONNECTIVITY	Full Over-the Air Upgrade Capability; Support Revenue Opp's Post-Sale	FISKER + Supply Chain
POWERTRAIN	Advanced battery pack and drive unit specified and sourced by in-house team; Proprietary BMS	FISKER + Supply Chain
ADAS/AV	State-of-the-artL2+ plus unique convenience features	FISKER + Supply Chain
OWNERSHIP EXPERIENCE	Fully-Digital, Direct-to-Consumer	FISKER-Internal
RETAIL / BRAND PRESENCE	Unique FISKER Experience in Major Market 'Experience Centers'	FISKER-Internal





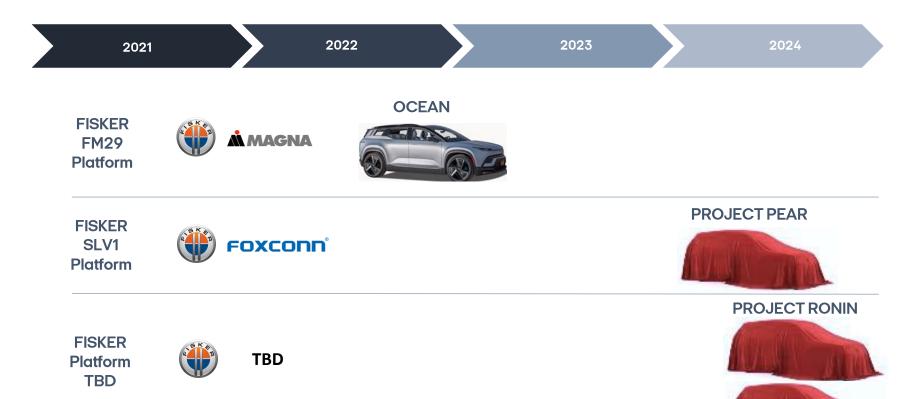
# Winning Portfolio Into Very Large Addressable Market

### **Volume And Portfolio**

- 4 vehicle offerings by 2025
- Targeting annual volume of approx. 200,000-250,000 units by full-year 2025
- Volume target represents

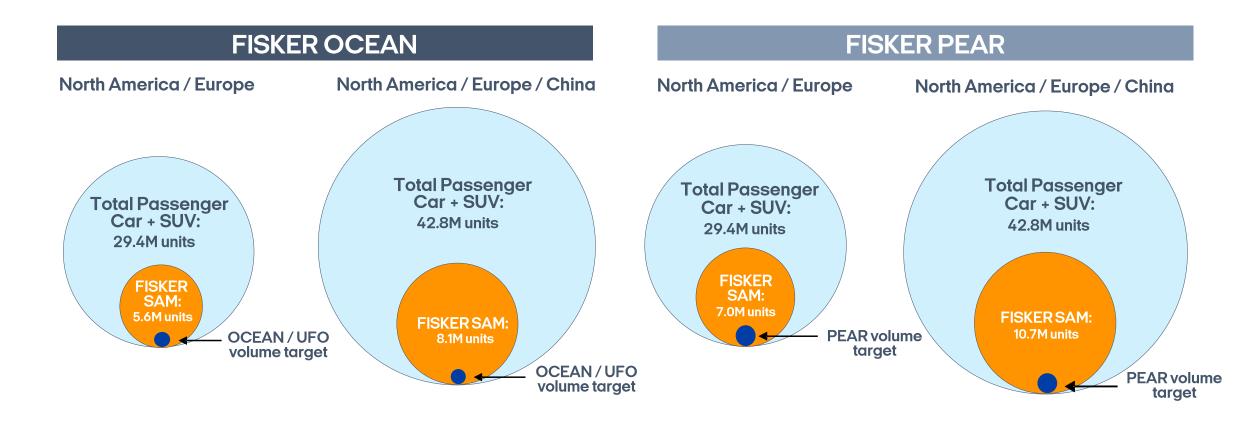
   1% of 18.8 million

   serviceable addressable market





# Total Serviceable Addressable Market (SAM): ~19M Units Based On Price Range of Ocean and PEAR





# Why Buy FISKER Ocean Versus Competitors?



### **DESIGN**

- Modern SUV, several design awards
- Stands out versus hatchback comp's
- Benchmark range despite drag penalty of SUV shape





### **POWERTRAIN TECH**

- Advanced battery pack, drive unit and in-house battery mgmt. system
- Ocean Extreme: FISKER simulations indicate up to 350 miles of range and 400+ kw / 545hp power output
- High charge speeds



### **SUSTAINABILITY**

- Eco-suede interior trim from recycled polyester (all-vegan int.)
- Carpets using recycled ocean waste
- Built in 100% carbon-neutral factory (as of 2022)
- Solar roof available



### **USER INTERFACE**

- Seamless user interface on FISKER-unique central display with benchmark size, resolution, and responsiveness
- Intuitive menu, haptic controls, voice rec
- Syncs with Flexee App, personal devices



### **PRICE**

- Similar pricing to comparable premium ICE SUV'sdon't need to pay more just because it's an EV
- Best-in-class range & performance specifications & electronics across entire Ocean price range



### **CALIFORNIA MODE**

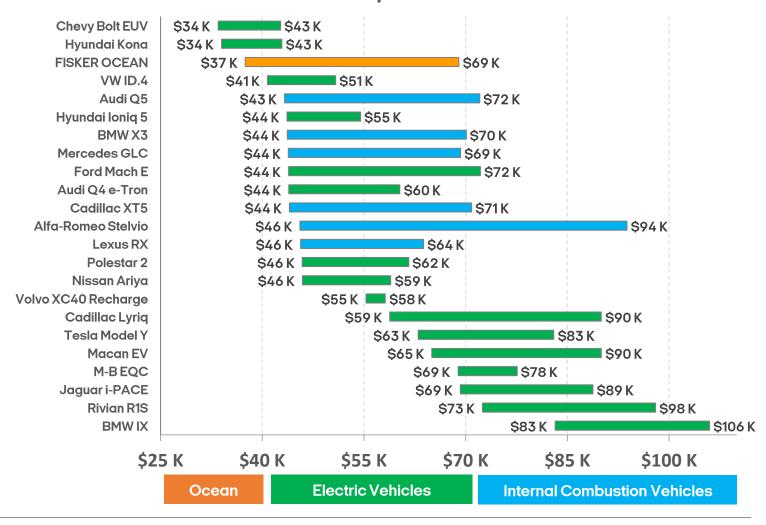
- Fisker patented system opening eight glass panels with push of one button
- Convertible feel in fixed roof vehicle



# Strategy Drives Competitive Pricing

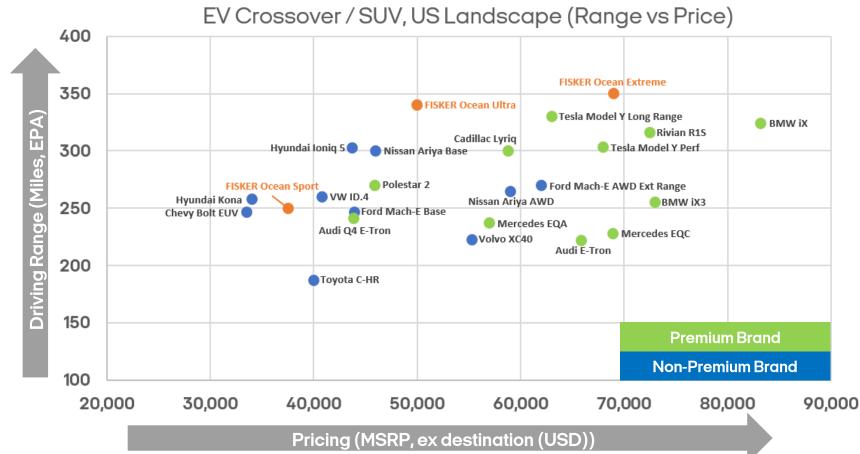
(vs EV as well as ICE)

# Ocean vs Selected Comparable EV's and ICE SUV's





# Ocean Stands Out On a Price vs Range Basis



- Ocean Sport priced comparably to non-premium brands; will stand out for better design, range, acceleration, and displays / UI
- Ocean Ultra priced at or below base versions of premium BEV's with much higher range and other premium content
- Ocean Extreme benchmark performance for any EV <\$70,000</li>



# FISKER Passes 50,000 Reservations for Ocean SUV

- Indications that many reservation holders intend to purchase the FISKER Ocean One launch edition or FISKER Ocean Extreme models, both priced at \$68,999<sup>1</sup> in the US
- May potentially sell out capacity through most of 2023 with purchase orders of premium models
- Will open pre-order reservations for the limited edition FISKER Ocean One on July 1, 2022





# On-Track for Expected Launch In November 2022

# Aiming To Build The World's Most Sustainable Vehicles

- True, midsize SUV (not hatchback)
- Modern powertrain supports benchmark range / power combination
- 2WD & Dual-Motor AWD
- FISKER-unique center display (class-leading in size and resolution)
- All-Vegan interior, recycled materials, optional solar roof, built in 100% carbon-neutral factory
- MSRP of approximately \$37,499-\$68,999 USD<sup>1</sup>
- Unique, flexible leasing model, starting at approximately \$379 per month<sup>2</sup> will be rolled out in select markets in 2023

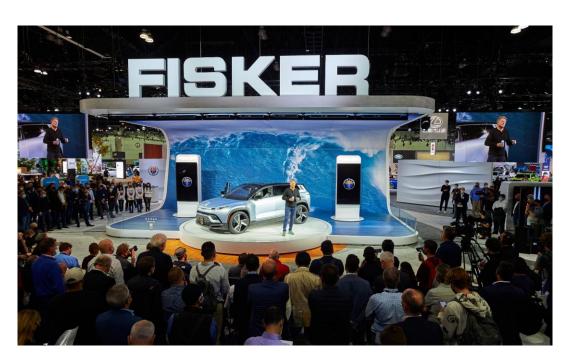




# FISKER Ocean Unveil US and Europe

# Revealed Production-Intent Version of FISKER Ocean at LA Auto Show on November 17, 2021

 Henrik Fisker detailed the FISKER Ocean's sustainable design features, technical specifications, vehicle trim levels, performance capabilities, and driver-assist technologies



# European Debut of FISKER Ocean at Mobile World Congress in Barcelona on February 28, 2022

 FISKER showcased the vehicle's advanced technology, including over-the-air (OTA) offerings





# FISKER Ocean Trim Levels - Featured Highlights (2023 Pricing)

# **FISKER Ocean Sport**

- Price: \$37,499\*
- Range: 250 miles
- Acceleration (0-60mph): 6.9 seconds
- Powertrain: Single Motor FWD

### **FISKER Ocean Ultra**

- Price: \$49,999\*
- Range: 340 miles
- Acceleration (0-60mph): 3.9 seconds
- Powertrain: Dual Motor AWD

### **FISKER Ocean Extreme**

- Price: \$68,999\*
- Range: 350 miles
- Acceleration (0-60mph): 3.6 seconds
- Powertrain: Dual Motor AWD

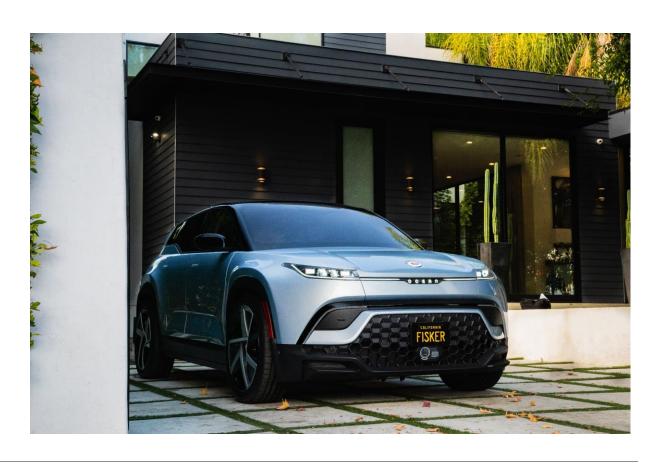


Note: Trim levels are subject to change and may not be immediately available:



# **Comprehensive OTA Strategy**

- Optional OTA packages provide opportunity for high margin post sales revenue above MSRP
- For leased vehicles, optimal OTA revenue over lifetime
  - Allows for multiple sales of same OTA packages throughout a leased vehicle's lifecycle
- Current expected OTA packages include1:
  - ADAS package
  - Entertainment package
  - Premium package
  - Sport package
  - Winter package

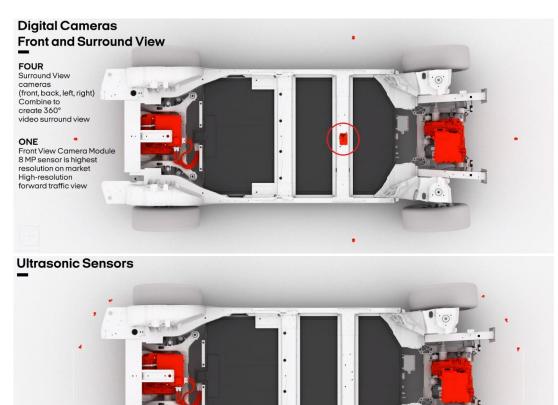




# FISKER Intelligent (FI) Pilot

### FI Pilot: The Next Generation of Driver Assistance

- Fisker Ocean will be launched with FI Pilot, which will deliver industry-unique features and experiences, including OTA updates
- Detects objects at long range
  - Vehicle detection at 200m
  - Pedestrians at 80m
- High resolution Radar delivers high level of detail
  - Locates smaller objects accurately
- Creates a "Cocoon of Safety" around the vehicle
  - Safer at highway speeds
  - Safer in city traffic
  - Safer in bad weather conditions
- Automatic Emergency Braking for:
  - Forward & reverse cross traffic vehicle collision mitigation
  - Turn-across-path vehicle collision mitigation





# Long-Term Battery Capacity Secured with CATL for FISKER Ocean SUV

- FISKER and CATL agreed to over 5 gigawatt-hours (GWh) annual battery capacity for the FISKER Ocean SUV, with mechanisms in place to expand capacity over time.
- CATL to supply FISKER Ocean production with small (LFP) and large (NMC) advanced battery packs over multiple years and is fully on track to support the Nov. 17, 2022 start of production milestone and subsequent ramp-up.
  - FISKER Ocean Sport trim will utilize LFP chemistry battery packs.
  - FISKER Ocean Ultra and Extreme trims will utilize NMC chemistry battery packs.





# 2022 Marketing & Launch Targets

- January 2022: Reveal FISKER Ocean ADAS Features at CES in Las Vegas
- February 2022: European Debut of FISKER Ocean at Mobile World Congress in Barcelona
  - Fall 2022: Open initial Experience Centers (LA & Munich)
  - Fall 2022: Journalist/Analyst Test Drives in Austria
  - November 2022: FISKER Ocean Start of Production





# **Experience Centers**

# FISKER at The Grove Los Angeles

- First FISKER Experience Center, spread over two floors, scheduled to open Fall 2022
- Customers will be able to learn about the Ocean and even take one for a test drive beginning in early 2023

# FISKER at the Marienplatz Munich

- Second FISKER Experience Center (first in Europe), scheduled to open Fall 2022
- Customers will be able to learn about the Ocean in the historic Marienplatz in Munich

# **Upcoming Locations**

 New York, Miami, San Francisco Bay Area, London, Copenhagen, Vienna and more...



Image location: The Grove (Los Angeles)

**FISKER Ocean** 

# Unique Digital User Experience

Digital User Experiences that bring class-leading convenience and delight to our customers, driven by a human-centered design philosophy, delivered over-the-air to the car and through the App

### **Digital Functionality In Car**

Infotainment customization and service provider upgrades, FISKER Digital Concierge, Remote vehicle system status monitoring....and more

### **Over-The-Air Updates**

User experiences provided by downloadable updates delivered by the FISKER Cloud Over-the-Air Platform

### Integrated Lifecycle

Customer lifecycle managed entirely through integrated digital channels

### **Connected App**

Ease of use and vehicle controls enabled by the Connected FISKER Vehicle App



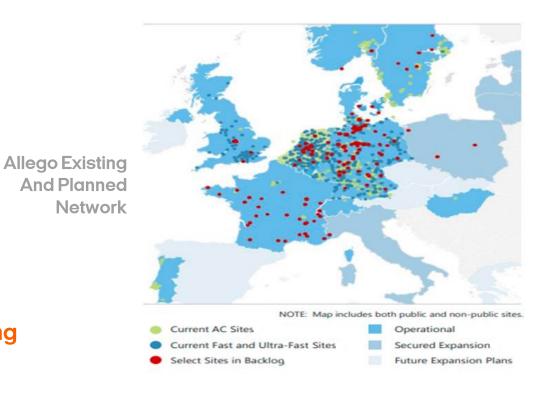


# Leverage Public Fast-Charge Networks for Seamless Customer Access

### **ALLEGO**

- Large pan-European public charging network (12k+ locations in 12 countries)
- NYSE: ALLG FISKER committed \$10 million PIPE investment
- FISKER Ocean customers that take delivery Jan 1, 2023 to March 31, 2024 receive one year of free charging on Allego network

Multiple charging solutions with independent charging providers across North America



**FISKER Ocean** 



# Innovative & Superior Flexible Leasing Strategy

FISKER's innovative flexible lease drives lower monthly payments vs. competition...

FISKER Ocean <sup>1</sup>	Avg. Segment <sup>2</sup> Competitor (EV)	
Base: \$379 Monthly (SUV)	Base: ~\$775 Monthly (Crossover)	
\$2,999 Drive Off	~\$3,500 Drive Off	
No Fixed Term	36 Month Term	
30,000 Miles per Year	15,000 Miles per Year	

### ...and is a win / win for FISKER and its customers

### **Benefits to Consumer**

No Hidden Costs Includes full service/maintenance

### Benefits to FISKER

Initial Down Payment & Subsidy Expect multiple down payments over 8 years

Flexible Term
No long-term commitment

Capture larger % of total consumer auto spend (i.e. meaningful % of \$125k over 8 years)

High Mileage Allowance 30,000 miles/year

Lease "Fleet" Grows over Time New paradigm of recurring lease revenue on growing fleet

<sup>&</sup>lt;sup>1</sup>Represents indicative 2023 prices

<sup>&</sup>lt;sup>2</sup>Segment is defined as compact electric crossovers / SUV's Source: Company websites, True Car

# ESG Focus at the Core

# We set an ambitious goal: Climate Neutral Vehicle by 2027, without offset purchases

 Planning for climate-neutral in all 5 phases, validated under ISO-based Lifecycle Analysis reporting

# FISKER Ocean: focus on sustainability goes well-beyond zero emissions at tailpipe

- Responsible Supplier Policy, as well as Human Rights/Labor and Environmental policies in place and publicly available
- Meaningful recycled materials and fully vegan interior

# Asset-light strategy itself is ESG-forward (i.e. no new brick-and-mortar)

- Minimizing our impact through utilization of existing facilities
- Enables affordable zero-emission mobility for the mass-market

# Advancing internal capability to measure, value, and report on ESG impact areas

- Alignment with United Nations principles as framework for sustainable growth and ethical, fair treatment of people
- Validating measurement & impact and use of SASB reporting framework







# Ocean Operating Model

# **Average Selling Price (ASP)**

- Projecting mid-\$50k ASP at Ocean maturity (likely higher in first 1-2 full years based on industry norms)
- In-line with 5 highest-selling ICE premium SUV's (\$49.1k-\$55.4k)\*
- Incremental revenue for upper trim-levels and options converts at high margin

# **Bill of Materials (BOM)**

- Pursue Supply Chain "best pricing" through:
  - Benchmarking ("should-cost") group
  - Speed-to-market
  - C-level attention / decision-making
  - Influential partners

## **Assembly**

- Finalized long-term manufacturing agreement
- Agreement covers planned volumes, cost, and quality metrics
- Contract mfg de-risks quality and timing of launch and ramp-up

# Illustrative Economics for FISKER Ocean Program (Lifetime Avg)





# First Quarter 2022 Highlights

## FISKER Q12022 Earnings on May 4, 2022

- Q12022 operating results consistent with company expectations and full-year total spending guidance unchanged.
- \$1 billion cash balance, sufficient to fund the production launch of Fisker Ocean in November 2022.
- Test and validation phase progressing well, 23 out of 55 complete Fisker Ocean prototypes built.
- 2022 retail reservations continue at an elevated pace.
   Fisker Ocean reservations total more than 45,000 as of May 2, 2022, including 1,600 fleet reservations. This represents approximately 50% growth since last earnings call.
- Fisker will open pre-orders for the limited-edition Fisker Ocean One on July 1, 2022.
- Global expansion continues with subsidiaries established or in progress in 15 countries; Hyderabad, India to support software and virtual vehicle development.



