Cruise

Carter Stern, Senior Manager, Government Affairs

Washington State Transportation Commission

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Agenda

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A Broken Status Quo on American Roads

Roadway Tragedies

- **38,680** lives lost on U.S. roads in 2020
- **100** Americans/day, **10,000** lost to drinking & driving
- **20,160** lives lost on U.S. roads in the first half of 2021, up 18.4% from 2020, which was already the highest death rate in at least a decade.

Carbon Emissions

- **31%** of U.S. emissions are from transportation, the single largest contributor to carbon pollution. In California, it is **40%**.
- **1%** of vehicles in the U.S. are battery electric, and gas-burning cars emit **a pound of CO_2 per mile**

Inaccessibility

- **61 million** Americans identify as having a disability
- **3.6** million Americans are prevented from receiving medical care each year due to transportation
- **6 million** identify transportation as their chief barrier and **2 million** could join the workforce through AV

About Cruise

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Our Mission

Improving life in our cities

We're driven to *safely* connect people with the places, things, and experiences they care about.

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What is Cruise?

Zero-emission.

Cruise AVs are **all-electric.**

Self-driving.

Our mission is to build the world's most advanced self-driving vehicles to **safely** connect people with the places, things, and experiences they care about.

Shared.

Cruise will own and operate our fleet, with the goal of providing **shared** transportation services.

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Our Journey

2013

Kyle Vogt founds Cruise in San Francisco to fulfill a childhood dream of making self-driving cars a reality.

2016

General Motors acquires Cruise, bringing more than a century's experience designing and manufacturing vehicles to the effort.

2018

Cruise receives an additional $3.35B in investment from GM and Softbank.

Honda invests $750M and commits $2B to developing the Cruise Origin.

2020

Cruise reveals the Origin and repurposes our AV fleet to deliver meals to vulnerable San Franciscans during the COVID-19 pandemic.

2021

Microsoft, GM, Honda, Walmart, and institutional investors — in a combined new equity investment of $2.75B — bring Cruise's valuation to over $30B.

Cruise secures additional $5.5B loan from GM Financial to fund commercialization efforts and purchase thousands of Origins.

Cruise authorized by DMV to deploy driverless vehicles in San Francisco & charge a fare for goods delivery.

Cruise becomes the first company approved by CPUC for driverless passenger service (with no fare).

2022

Cruise began offering driverless rides to members of the public, unfared, in limited parts of San Francisco.

Softbank announced that Cruise had unlocked $1.35B in further investment.

Cruise and GM filed a petition seeking NHTSA approval to build and put the Origin into commercial service.

Cruise launched a first-of-its-kind insurance plan, partnering with CSAA.

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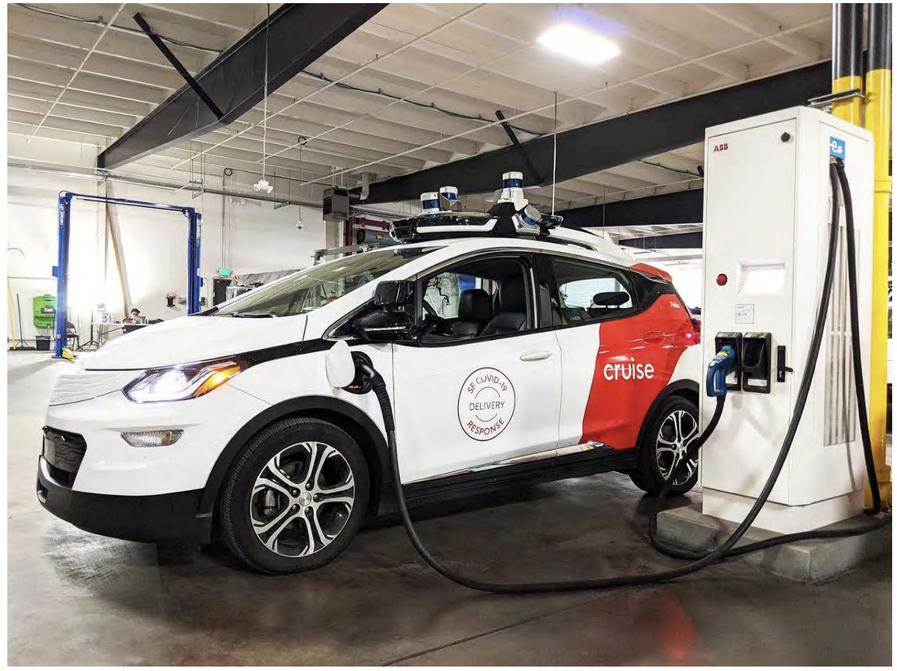
Sustainability Focused

Cruise leads industry in creating a future where access to clean miles is a reality for everyone.

A 100% EV Fleet.

Cruise is the first AV company to commit to an all-electric fleet - from the Chevrolet Bolt to the Cruise Origin.



Using 100% Renewable Energy.

In 2020, Cruise became the first AV company to charge its fleet with fully renewable power - from SF to Phoenix.

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Current Operations

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Safely Navigating Communities - Over 3 Million Autonomous Miles Traveled

- **Testing**
  - Complex SF ecosystem 24 hours per day, 7 days per week (Real World and Simulation).
  - Lower-density, suburban, higher-speed Arizona environment.
- **Partnering with First Responders**
  - Provide law enforcement and first responders with the information they need to safely identify and interact with our Cruise Autonomous Vehicles (AVs).
- **Partnering with Road Safety Experts**
  - Joining the Vision Zero Network, Mothers Against Drunk Driving, & many others.
- **Data Replay and Regression Testing**
  - Constant data-driven improvement.

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Cruise in San Francisco: Ridehail

Research, Development, & Testing

Cruise tests daily in fully autonomous Chevy Bolts – with and without people serving as test operators – as part of our ongoing research and development work.

Public Rides

In February 2022, Cruise began offering rides to members of the public in our AVs, with no operators in the vehicles.

This un-fared service currently runs from 11pm to 5am in several northern and western neighborhoods of San Francisco, in accordance with our existing CPUC and DMV permits.

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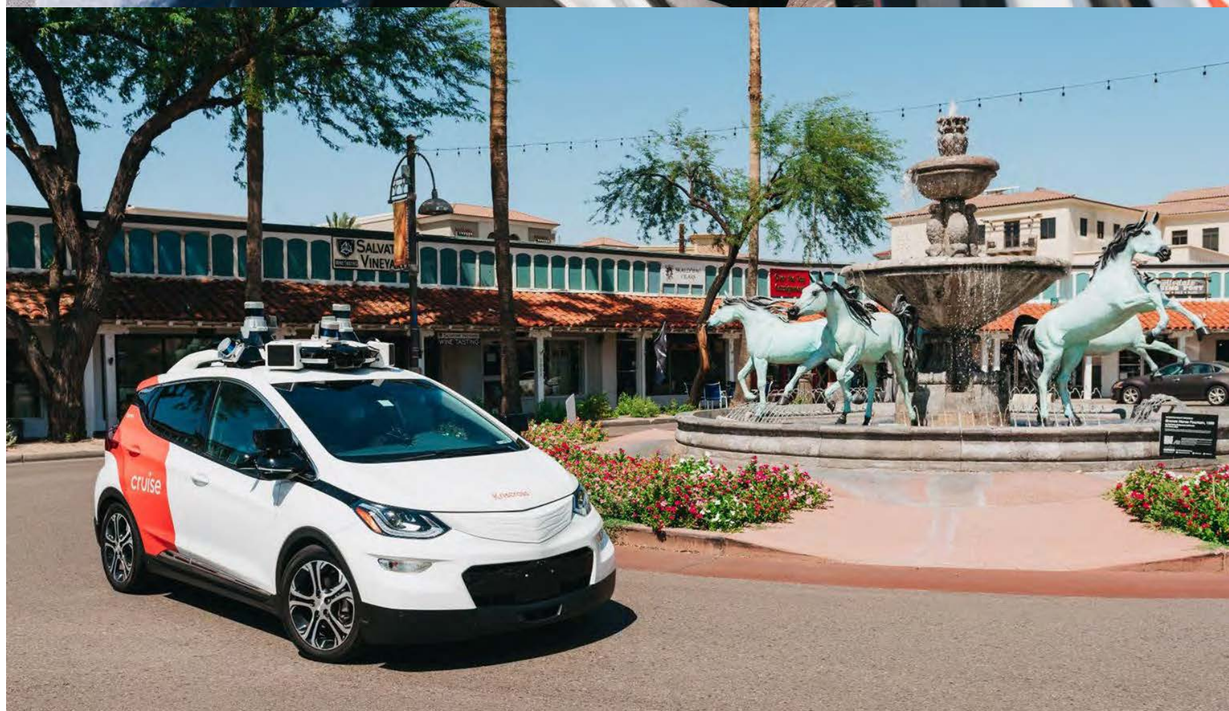
Cruise in Arizona: Delivery

Delivery Pilot with Walmart

Since 2021, Cruise has partnered with Walmart offering delivery services, using autonomous vehicles, from a store in Scottsdale.

The Salt River Pima-Maricopa Indian Community has been a critical stakeholder in this pilot process.

We are now offering curbside delivery to customers from this store, and are set to expand to several more Walmart locations across the greater Phoenix area in 2022, using our AVs.



Our Future: Origin

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Our first-gen AV introducing the world to driverless transportation.

The Bolt AV

The first mass-produced vehicle designed to share, not own.

The Cruise Origin

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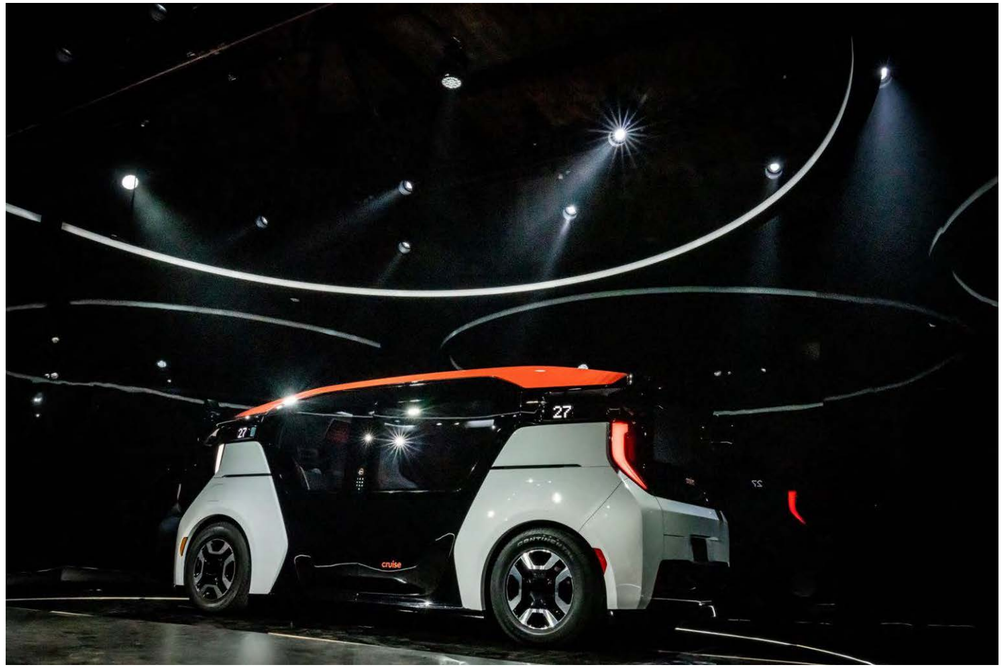
The Cruise Origin

Purpose Built.

The Origin is the cornerstone of Cruise's future fleet - purpose-built as more accessible, affordable, cleaner, and safer.



Made in America.

The Origin will be the pillar of GM's $2.2B+ investment in Factory ZERO, contributing to 2,200+ union jobs and hundreds of millions of dollars in U.S. supplier contracts. Built on the Ultium battery, it is scheduled for 2023 release.

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Origin: Flexible Functions

A Shared Experience

A comfortable, affordable, and scalable shared solution.

Delivery Potential

Potential for delivery-specific versions that may even be utilized as either delivery or passenger ride hail vehicles.

Serving More Users

Working with accessibility groups for research, design, and development of a wheelchair-accessible Origin.

Challenges to Growth

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The Need for Federal Engagement

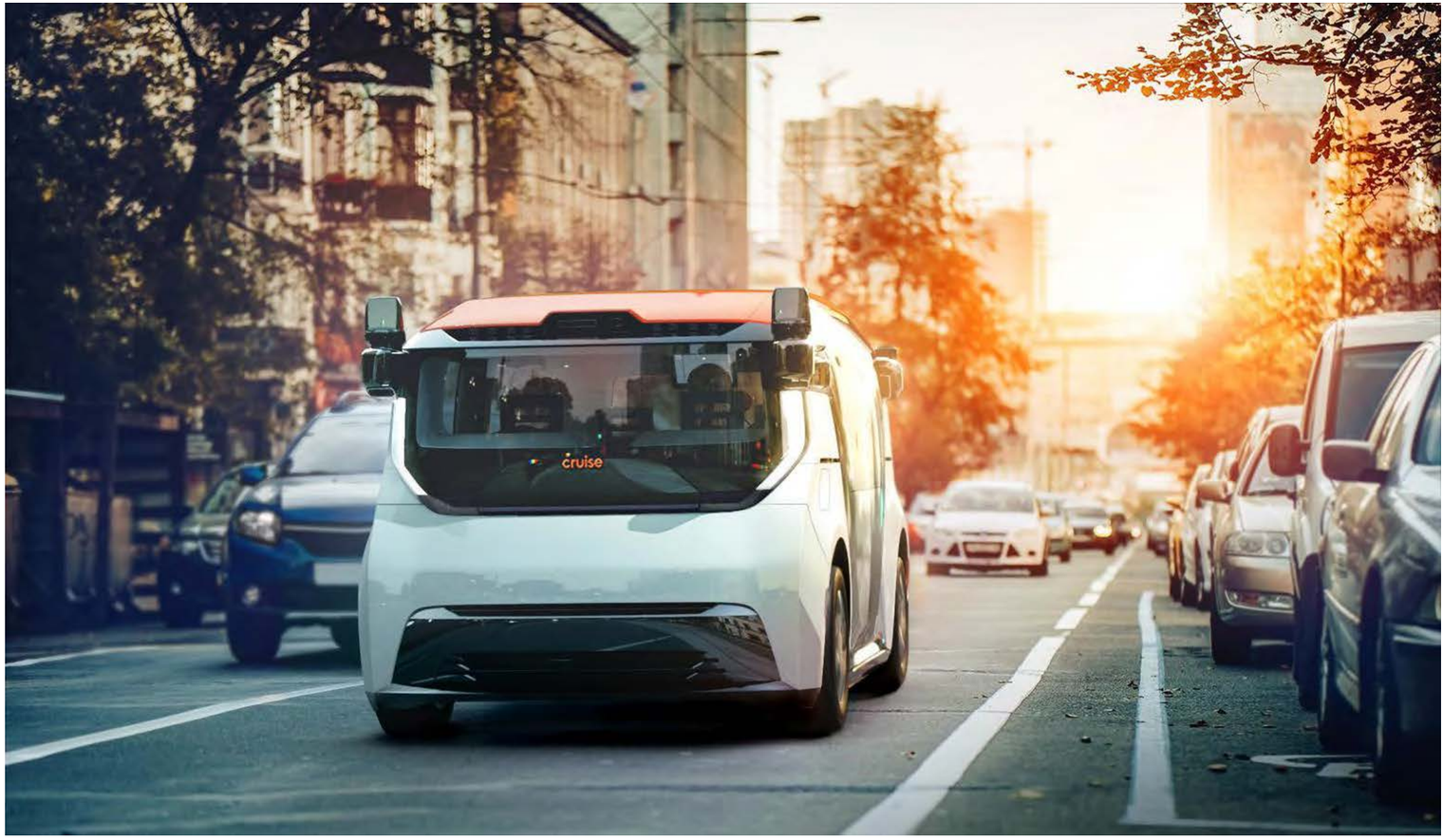
In order to manufacture Origin vehicles, made in America by union workers and incorporating hundreds of unique components supplied by American companies, Congress needs to raise the existing cap that limits AV manufacturing and deployment.

Existing Cap on AV Manufacturing

Under current law, companies are limited to producing 2,500 AVs per year, for a maximum of two years, creating a significant barrier to investment, technological development, and critical data needed to underpin new regulations.

Global Competition

Competitor nations are not waiting for the U.S. to step up, instead they are moving ahead with R&D and regulatory frameworks that will determine the rules of the road.



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Questions?

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Thank you.