



**Lordstown Motors Corporation**

Q3 2021 Earnings Call

November 11, 2021

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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: our limited operating history and our significant projected funding needs; our liquidity position; the need to raise substantial additional capital to continue ongoing operations; risks associated with the conversion and retooling of our facility and ramp up of production; our inability to obtain binding purchase orders from customers and potential customers’ inability to integrate our electric vehicles into their existing fleets; our inability to retain key personnel and to hire additional personnel; competition in the electric pickup truck market; supply chain disruptions; the potential inability to source essential components; our inability to develop a sales distribution network; the ability to protect our intellectual property rights; and the failure to obtain required regulatory approvals. In addition, the closing of the transactions contemplated by the asset purchase agreement with Foxconn is subject to certain conditions, including regulatory approvals and the negotiation and execution of a contract manufacturing agreement, so there can be no assurance that the transactions will be completed in a timely manner or at all. Further, there can be no assurance we will enter into a definitive joint venture agreement with Foxconn to jointly design and develop vehicle programs. Furthermore, potential supply chain disruptions, and their consequences on testing and other activities, could present challenges that impact the timing of our commercial production. Any forward-looking statements speak only as of the date on which they are made, and Lordstown Motors undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date of this presentation.



## Dan Ninivaggi

### Chief Executive Officer

Former CEO of Icahn Enterprises L.P., a diversified holding company where he oversaw the company's automotive aftermarket service network and parts distribution businesses, and experience in several senior leadership positions in the automotive and transportation industries, including at Lear Corporation and Federal Mogul Holdings Corporation. Extensive experience as a director of public companies, including at Garrett Motion Inc., Icahn Enterprises, Motorola Mobility, Navistar International, Hertz Global Holdings and CVR Energy.



## Edward T. Hightower

### President

Edward has 30 years of experience serving in product development, engineering, manufacturing, commercial, and senior executive roles between Ford, BMW, and GM. He led GM's \$15 billion global crossovers business as the Executive Chief Engineer and Vehicle Line Executive. At BMW, he helped drive 5 Series sales, market share, and profitability in the U.S. to record levels. He currently serves as Managing Director of Motoring Ventures LLC.



## Jane Ritson-Parsons

### Chief Commercial Officer

Senior executive with demonstrated global leadership, new business and revenue generation and brand building success at Hasbro Inc. Proven track record of combining innovation with strategic focus, resulting in driving and closing multiple multi-category, global deals with strategic Fortune 500 partners. Recognized by Fast Company Magazine as one of the Top 100 Most Creative Business Leaders of 2011.



## Adam Kroll

### Chief Financial Officer

Adam has an extensive career in corporate finance having spent almost 20 years in banking, followed by roles in finance operations. Over his career, Adam has executed more than \$150B in M&A, debt and equity transactions, primarily in the automotive sector. As an operator, he has built the treasury, M&A and IR capabilities, led many acquisitions/integrations and divestitures, along with playing a key role in broad aspects of operations to deliver clarity, focus, accountability and value creating outcomes.



## Shea Burns

### Senior Vice President, Operations

Shea has over twenty-five years of experience in the automotive industry, including having previously served as Vehicle Launch Leader at Ford Motor Company and Senior Director of Quality and Director of Engineering Operations at Meritor.



## Thomas V. Canepa

### General Counsel & Corporate Secretary

30+ years of experience in corporate and entity formation, corporate and real estate transactions, start up ventures, finance, joint ventures, mergers, acquisitions and client divestitures. Served as counsel to numerous clients across industries, including transportation, intellectual property and technology development, energy and environment.



## Carter Driscoll

### VP – Corp. Development, Capital Markets & IR

Senior executive with extensive experience in the clean technology and investment communities. 20+ years in the investment world, in equity research on both the buy-side and sell-side. Spent time at FBR as a Clean and Sustainable Technologies research analyst. He then developed a comprehensive IR strategy for Enphase energy. Carter joined LMC in November of 2020.



## Rebecca Roof

### Advisor, Formerly Interim Chief Financial Officer

Extensive background in providing advisory and C-suite interim management services for underperforming companies. Served as Interim CFO of Saks 5th Avenue, and CFO of Kodak through its in-court restructuring. 2014 Turnaround of the Year Award for her work at Kodak. In 2020, she received the TMA's Transaction of the Year award for her work with Aceto Corporation and Rising Pharma.



## Dan Ninivaggi

Chief Executive Officer  
Lordstown Motors Corp.

**RIDE WITH  
LORDSTOWN™**



# ***ENDURANCE***<sup>™</sup>

- ⚡ Top priority is bringing Endurance<sup>™</sup> to market
- ⚡ Navigating supply chain challenges
- ⚡ Recently started building pre-production vehicles (PPVs)
- ⚡ 100 PPVs for regulatory and compliance testing through Q1 2022
- ⚡ Expect commercial production and deliveries Q3 2022





# ***ENDURANCE***<sup>™</sup>

⚡ Death Valley vehicle testing this month in Nevada and California

- ⚡ Las Vegas
- ⚡ Death Valley
- ⚡ Townes Pass
- ⚡ Davis Dam





## Fleet First Strategy

“I have driven, owned, rented, and leased thousands of pickups in the past 35 years. However, I have never experienced one like the Endurance. The ride, acceleration and control that it had with its low center of gravity and handling was impressive! My rental and leasing customers will have to have one or more of these once they get to drive and ride in one. I’m excited to get them in my rental fleet.”

- *Bart Warner, Owner & CEO*





- ⚡ Signed MoU with Cox Automotive to provide service and support to all Lordstown Motors EV fleet customers
- ⚡ 6,000 Service Centers
- ⚡ 3,000 Partner Locations
- ⚡ 800 Mobile Technicians





# FOXCONN® | LORDSTOWN™

- ⚡ Asset purchase agreement signed on November 10, 2021
- ⚡ Selling Lordstown facility for \$230 million, excluding certain assets plus reimbursement of certain operating and facility costs
- ⚡ \$50 million equity investment
- ⚡ \$100 million down payment in November
- ⚡ Contract manufacturing agreement expected April 2022
- ⚡ Reduces overall cost of bringing the Endurance™ to market

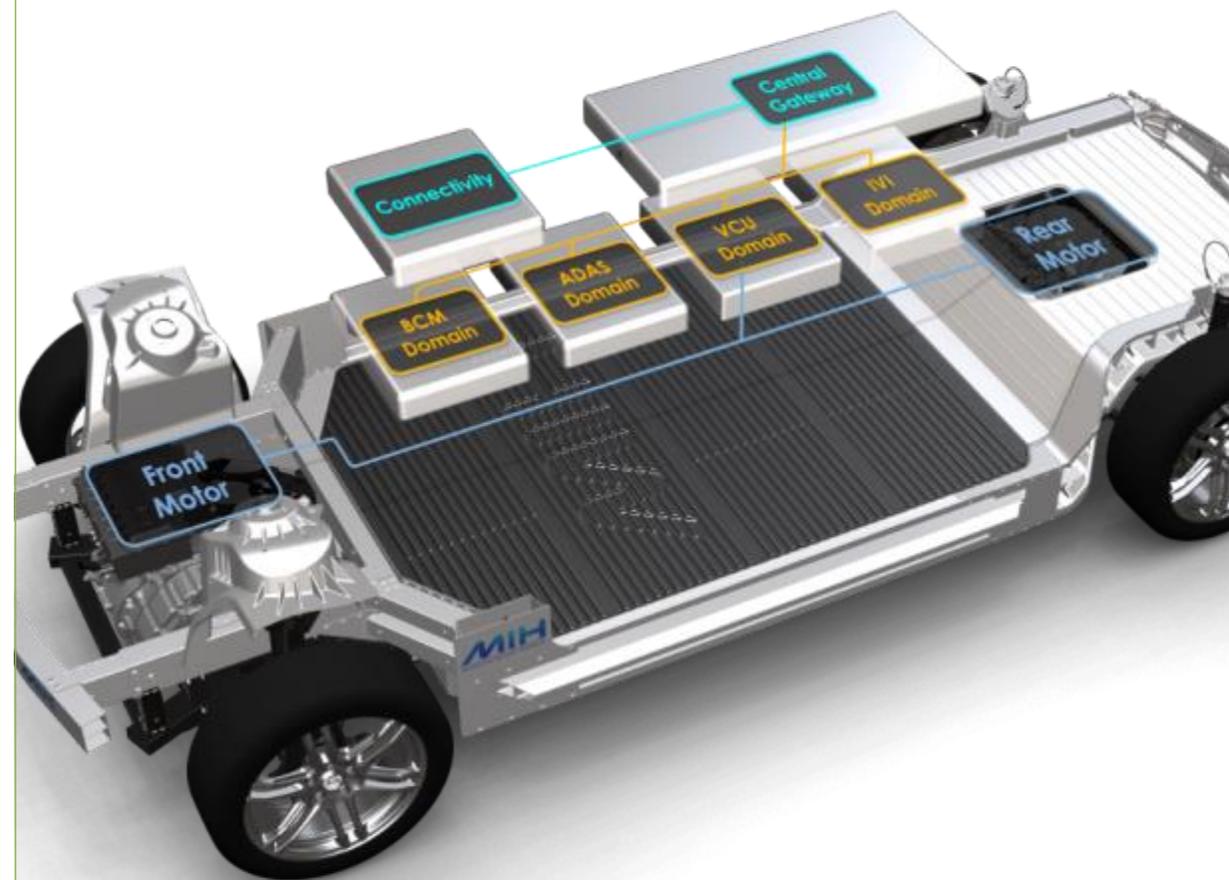




# FOXCONN® | LORDSTOWN™

- ⚡ Pursuing a joint venture agreement to co-design, engineer and develop vehicle programs for the global commercial market
- ⚡ Utilizing Mobility-In-Harmony (MIH) Open EV Platform
- ⚡ Concept designs underway

# MIH





# Adam Kroll

Chief Financial Officer  
Lordstown Motors Corp.

# Q3 2021

# Financial Overview



## CONSOLIDATED STATEMENT OF OPERATIONS

(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA)

(UNAUDITED)

OPERATING COSTS AND EXPENSES	THREE MONTHS ENDED SEPTEMBER 30, 2021	THREE MONTHS ENDED JUNE 30, 2021
Selling, General and Administrative	31,281	33,793
Research and Development	56,890	76,544
Amortization of Intangible Assets	11,111	-
<b>Total Operating Costs and Expenses</b>	<b>99,282</b>	<b>110,337</b>
<b>Loss From Operations</b>	<b>(99,282)</b>	<b>(110,337)</b>
<b>OTHER INCOME</b>		
Other Income	3,467	1,877
Interest Income	9	260
<b>Total Other Income</b>	<b>3,476</b>	<b>2,137</b>
Net Loss <sup>(1)</sup>	(95,806)	(108,200)
Net Loss per share, Basic and Diluted	(0.54)	(0.61)
Weighted-average shares outstanding, Basic & Diluted	178,761	176,585

(1) Q3 2021 net loss includes the following non-cash items: \$11.1 million in intangible asset amortization, \$6.6 million in stock compensation, and a \$3.3 million gain on a fair value adjustment of warrants. Q2 2021 net loss includes \$3.8 million in stock compensation and a \$0.9 million gain on a fair value adjustment of warrants.



## CONSOLIDATED BALANCE SHEETS

(AMOUNTS IN THOUSANDS)

(UNAUDITED)

CURRENT ASSETS	SEPTEMBER 30, 2021	DECEMBER 31, 2020
Cash and Cash Equivalents	233,831	629,761
Accounts Receivable	-	21
Prepaid Expenses and Other Current Asset	22,916	24,663
<b>Total Current Assets</b>	<b>256,747</b>	<b>654,445</b>
<b>NON-CURRENT ASSETS</b>		
Property and Equipment, net	362,391	101,663
Intangible Assets:	-	11,111
Other Assets:	4,750	-
<b>Total Assets</b>	<b>623,888</b>	<b>767,219</b>

## CURRENT LIABILITIES

CURRENT LIABILITIES	SEPTEMBER 30, 2021	DECEMBER 31, 2020
Accounts Payable	48,666	32,536
Accrued Expenses & Other Current Liabilities	39,187	1,538
<b>Total Current Liabilities</b>	<b>87,853</b>	<b>34,074</b>
Notes Payable	-	1,015
Warrants	3,529	101,392
<b>Total Liabilities</b>	<b>91,382</b>	<b>136,481</b>
<b>STOCKHOLDERS EQUITY</b>		
Class A Common Stock	18	17
Additional Paid-In Capital	996,146	765,162
Accumulated Deficit	(463,658)	(134,441)
Total Stockholders Equity	532,506	630,738
<b>Total Liabilities &amp; Equity</b>	<b>623,888</b>	<b>767,219</b>



## STATEMENT OF CASH FLOW

(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA)

(UNAUDITED)

	NINE MONTHS ENDED SEPTEMBER 30, 2021	NINE MONTHS ENDED SEPTEMBER 30, 2020
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Net Loss	(329,217)	(62,321)
<b>ADJUSTMENTS TO RECONCILE NET LOSS TO CASH USED BY OPERATING ACTIVITIES</b>		
Stock-based Compensation	12,365	2,022
Non-cash Change in Fair Value Related to Warrants	14,918	-
Amortization of Intangible Assets	11,111	-
Forgiveness of Note Payable	(1,015)	-
Gain on Disposal of Fixed Assets	-	(2,346)
<b>CHANGES IN ASSETS AND LIABILITIES:</b>		
Accounts Receivables	21	(20)
Prepaid Expenses	(3,001)	(4,794)
Accounts Payable	10,929	20,587
Accrued Expenses and Other Current Liabilities	37,649	11,267
<b>Cash Used by Operating Activities</b>	<b>(246,240)</b>	<b>(35,605)</b>

## CASH FLOWS FROM FINANCING ACTIVITIES

	NINE MONTHS ENDED SEPTEMBER 30, 2021	NINE MONTHS ENDED SEPTEMBER 30, 2020
Purchases of Capital Assets	(255,528)	-
Proceeds from the Sale of Capital Assets	-	2,396
<b>Cash (Used by) Provided by Investing Activities</b>	<b>(255,528)</b>	<b>2,396</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Cash Proceeds from Exercise of Warrants	82,016	-
Proceeds from Equity Purchase Agreement	20,000	-
Issuance of Common Stock	3,822	6,404
Proceeds from Notes Payable	-	44,353
<b>Cash Provided by Financing Activities</b>	<b>105,838</b>	<b>50,757</b>
Decrease in Cash and Cash Equivalents	(395,930)	17,548
Cash and Cash Equivalents, Beginning Balance	629,761	2,159
<b>Cash and Cash Equivalents, Ending Balance</b>	<b>233,831</b>	<b>19,707</b>



# Guidance

- ⚡ Cash balances of between \$150 million and \$180 million as of December 31, 2021, inclusive of the anticipated down payment of \$100 million to be made by Foxconn under the Asset Purchase Agreement in November, and \$15 million in issuances under the equity purchase agreement in October, but exclusive of any other potential financings.
- ⚡ Capital expenditures of between \$330 million and \$350 million for the full year 2021, down from \$375 million to \$400 million, largely related to tooling and production readiness.
- ⚡ Selling, general and administrative (SG&A) expenses of between \$105 million and \$120 million, for the full year 2021
- ⚡ Research and development (R&D) costs of between \$320 million and \$340 million, for the full year 2021





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