The Kx plug-in electric hybrid will be initially priced at [$42,000][2] and is highly likely to be the only plug-in electric vehicle in the performance sedan market segment for at least a couple of years. As such, Fisker will be able to establish its brand and build market share. It is important to note that vehicles such as the Toyota Prius or the upcoming Chevy Volt do not compete in the performance sedan market.

## Proposed Plant Location

Fisker will build the Kx in the United States. Fisker's choice of the United States as a manufacturing location is based on the strength of the existing workforce and infrastructure, as well as access to a broad supplier base and market.

Fisker's requirements for the Kx plant are: [redacted]

Fisker has identified two potential facilities and currently plans to enter into negotiations with the owners of these sites.

[redacted]

If Fisker is unable to reach agreement regarding either facility, then there are other existing facilities [redacted] that fit Fisker's core plant criteria.

This project also would include the engineering integration work for the Kx vehicle. Fisker anticipates that the engineering integration would take place at Fisker's headquarters in Irvine California, Fisker's Engineering and Development Center in Pontiac, Michigan, and/or at the site of the manufacturing facility.

[2] CONFIDENTIALITY NOTE: The bracketed text is confidential. This text includes proprietary information that Fisker Automotive Inc. requests not be released to persons outside the Government, except for purposes of review and evaluation.

[3] CONFIDENTIALITY NOTE: The bracketed text is confidential. This text includes proprietary information that Fisker Automotive Inc. requests not be released to persons outside the Government, except for purposes of review and evaluation.

## Key Milestones

| Key Milestone | Timing |
|---|---|
| Project Start | [redacted] |
| Styling Freeze | |
| Styling Release | |
| Design Freeze | |
| Pre-Production Engineering Complete | |
| Pre-Production Tooling Complete | |
| Prototype Build Complete | |
| Validation/Certification Complete | |
| Durability Testing Complete | |
| Production Start | |

A complete development timeline is available in Tab 2F "Business Plan."

FISKER AUTOMOTIVE INC.

APPLICATION FOR FISKER PROJECT # 2 –
MANUFACTURING FACILITY & ENGINEERING INTEGRATION FOR FISKER Kx

## TAB 2C: ELIGIBILITY ANALYSIS

*Analysis of Eligibility for ATVM Loan*

*Attachment 1: Summary of Fuel Economy Analysis for Fisker Kx*

*Attachment 2: PSAT Modeling Data for Fisker Kx*

## ELIGIBILITY ANALYSIS

**Section 611.101(c)**

> *"(c) A detailed explanation of how the proposed project qualifies under applicable law to receive a loan or award under this part, including vehicle simulations using industry standard model (need to add name and location of this open source model) to show projected fuel economy;"*

Fisker Automotive Inc. ("Fisker") is seeking a $318.8 million loan to reequip a manufacturing facility that will manufacture the Fisker Kx, which would be the second vehicle manufactured by Fisker. Fisker is considering two existing manufacturing facilities for this project: [redacted] This proposed loan would cover 80% of the total cost of this project.

This project also would include the engineering integration work for the Kx vehicle. Fisker anticipates that the engineering integration would take place at Fisker's headquarters in Irvine California, Fisker's Engineering and Development Center in Pontiac, Michigan, and/or at the site of the manufacturing facility.

As required by Section 611.101(a), Fisker has certified, to the best of its knowledge and ability, that this engineering integration project satisfies the requirements of the program as set forth in the interim final regulations at 10 C.F.R. Part 611. See Tab 2A. The analysis supporting this certification is set forth below. This analysis addresses three issues: (1) eligibility of the applicant; (2) eligibility of the project; and (3) any supplemental DOE requirements.

### 1. Eligibility of the Applicant

To be eligible, an applicant must meet two criteria: (1) it must be either an "automobile manufacturer that can demonstrate improved fuel economy" or a "manufacturer of a qualifying component" *and* (2) it must be "financially viable without the receipt of additional Federal funding associated with the proposed eligible project." *See* 10 C.F.R. § 611.100(a).

Fisker is an eligible applicant because (1) it is "an automobile manufacturer that can demonstrate improved fuel economy" and (2) it is "financially viable without the receipt of additional Federal funding associated with the proposed eligible project."

#### a. Fisker Satisfies the "Automobile Manufacturer" Requirement

For purposes of the ATVM program, Fisker is a new automobile manufacturer – that is, an automobile manufacturer that did not manufacture vehicles in model year 2005. Therefore, Fisker must meet the criteria in Section 611.100(b)(2) of the ATVM program regulations. Under that section, Fisker must demonstrate that "the projected combined fuel economy for the relevant advanced technology motor vehicle that is the subject of the application is greater than or equal to the industry adjusted average fuel economy for model year 2005 of equivalent vehicles, based on final CAFE compliance data."

The Fisker Kx is a plug-in hybrid vehicle. As DOE acknowledged in the December 5, 2008 public meeting (transcript, p. 39), there is not yet an approved CAFE test for plug-in hybrids, nor do the interim final regulations prescribe a method for determining the fuel economy of plug-in hybrids. Instead, footnote 8 in the preamble to the interim final regulations states simply that the applicant should submit sufficient information for DOE to determine whether the vehicle meets the required fuel economy level. *See* 73 Fed. Reg. 66,725.

Consistent with the interim final regulations, Fisker has submitted a fuel economy analysis for the Fisker Kx. *See* Attachment 1 to Tab 2C This fuel economy analysis was prepared by Fisker and Quantum Technologies, which produces the powertrain that will be used in the Kx. Fisker and Quantum conducted this analysis using the Powertrain Simulation and Analysis Toolkit ("PSAT") as recommended by DOE in the December 5 meeting (transcript, p. 5). The PSAT modeling data is also attached, in both paper and electronic form. *See* Attachment 2 to Tab 2C.

The PSAT analysis shows that the combined (highway and city) fuel economy of the Kx is [redacted] miles per gallon when the average distance between charges is [redacted]

With a total passenger and cargo volume of approximately [redacted], and a power-to-weight ratio of [redacted] the Kx is included in the "Subcompact Sedan" vehicle class.[1] The 2005 model-year combined average fuel economy for vehicles in this class was 29.6 miles per gallon. *See* 73 Fed. Reg. 66,727. [redacted]

Therefore, Fisker has demonstrated that the "motor vehicle that is the subject of the application" – namely, the Kx – "is greater than or equal to the industry adjusted average fuel economy for model year 2005 of equivalent vehicles."

### b. Fisker Satisfies the "Financially Viable" Requirement

Section 611.101(l) requires an application to include "an analysis demonstrating that, at the time of the application, the applicant is financially viable without receipt of additional Federal funding associated with the proposed project, and that there is a reasonable prospect that the Applicant will be able to make payments of principal and interest on the loan as and when such payments become due under the terms of the loan documents, and that the applicant has a net present value which is positive, taking all costs, existing and future, into account." This information is included at **Tab 2L** and is re-stated here for ease of reference.

Section 611.100(c) lists eight criteria that DOE will consider when assessing financial viability:

[redacted] A

[1] [redacted] power-to-weight ratio of [redacted] places is lower than 0.082, the threshold for a performance subcompact sedan. Therefore, this vehicle is classified as a subcompact sedan, not a performance subcompact sedan.

(c) In determining under paragraph (a)(2) of this section whether an applicant is financially viable, the Department will consider a number of factors, including, but not limited to:
(1) The applicant's debt-to-equity ratio as of the date of the loan application;
(2) The applicant's earnings before interest, taxes, depreciation, and amortization (EBITDA) for the applicant's most recent fiscal year prior to the date of the loan application;
(3) The applicant's debt to EBITDA ratio as of the date of the loan application;
(4) The applicant's interest coverage ratio (calculated as EBITDA divided by interest expenses) for the applicant's most recent fiscal year prior to the date of the loan application;
(5) The applicant's fixed charge coverage ratio (calculated as EBITDA plus fixed charges divided by fixed charges plus interest expenses) for the applicant's most recent fiscal year prior to the date of the loan application;
(6) The applicant's liquidity as of the date of the loan application;
(7) Statements from applicant's lenders that the applicant is current with all payments due under loans made by those lenders at the time of the loan application; and
(8) Financial projections demonstrating the applicant's solvency through the period of time that the loan is outstanding.

The analysis below considers the eight factors specified in Section 611.100(c) and demonstrates that Fisker meets the financial viability requirements for this program:

1. *Debt to Equity Ratio.* As of the date of this application, Fisker [redacted]

2. *EBITDA for Most Recent Fiscal Year.* Fisker's EBITDA for the most recent fiscal year is [redacted]

3. *Debt to EBITDA Ratio.* As of the date of this application, Fisker [redacted]

4. *Interest Coverage Ratio.* As of the date of this application, Fisker [redacted]

5. *Fixed Charge Coverage Ratio.* Fisker's fixed-charge coverage ratio for the most recent fiscal year is [redacted]

6. *Liquidity.* Fisker's liquidity as of the date of this application is [redacted]

7. *Lender Statements.* As of the date of this application, Fisker [redacted]

*8. Financial Projections.* Fisker has submitted financial projections in response to Section 611.101(d), (e), and (f) of the regulations. *See* Tabs 2D and 2E and Tab 2F. Please also see the financial viability analysis and supporting data at Tab 2L.

In considering the issue of financial viability, DOE should also consider the demonstrated willingness of leading private equity investors – including Palo Alto Investment Group, Kleiner Perkins Caufield & Byers, and Qatar Investment Authority – to invest in the company. These investors' willingness to place private capital at risk is evidence that the marketplace has confidence in the strength of Fisker's business plan and the ability of Fisker's management team to execute that plan effectively.

### 2. Eligibility of the Project

Two types of projects are eligible under the ATVM loan program: (1) "reequipping, expanding, or establishing a manufacturing facility in the United States to produce qualifying advanced technology vehicles, or qualifying components"; and (2) "engineering integration performed in the United States for qualifying advanced technology vehicles and qualifying components." *See* 10 C.F.R. § 611.2.

Fisker Project #2 is an eligible project because it involves reequipping a manufacturing facility in the United States for a qualifying advanced technology vehicle, as well as engineering integration for the vehicle.

#### a. The Project Involves "Reequipping, Expanding, or Establishing a Manufacturing Facility" in the U.S. and "Engineering Integration"

The work to be performed under Fisker Project # 2 involves "reequipping, expanding, or establishing a manufacturing facility" in the United States for the Fisker Kx, as well as "engineering integration" for the Kx vehicle. While Fisker has not yet chosen a specific manufacturing facility, it is actively engaged in discussions with GM, Ford, and Chrysler regarding a range of plants that were recently closed by those manufacturers or have excess capacity. [redacted]

Project # 2 also would include the engineering integration work required to establish the manufacturing process for the Kx vehicle. Fisker anticipates that the engineering integration would take place at Fisker's headquarters in Irvine California, Fisker's Engineering and Development Center in Pontiac, Michigan, and/or at the site of the manufacturing facility.

For further information on the work proposed at these facilities, refer to Fisker's response to Section 611.101(b). See Tab 2B. As described in that section, the proposed "project" for purposes of this application includes establishing or reequipping the plant and the engineering integration for the Kx vehicle.

### b. The Project Involves an "Advanced Technology Vehicle"

The work to be performed under Fisker Project # 2 involves an "advanced technology vehicle" as defined in the regulations. Section 611.2 defines an "advanced technology vehicle" as one that meets three criteria:

> (1) The Bin 5 Tier II emission standard established in regulations issued by the Administrator of the Environmental Protection Agency under section 202(i) of the Clean Air Act (42 U.S.C. 7521(i)), as of the date of application, or a lower-numbered Bin emission standard;
>
> (2) Any new emission standard in effect for fine particulate matter prescribed by the Administrator under that Act (42 U.S.C. § 7401 *et seq.*), as of the date of application; and
>
> (3) At least 125 percent of the harmonic production weighted average combined fuel economy, for vehicles with substantially similar attributes in model year 2005.

*1. The Vehicle Will Meet Tier II Bin 5 Emission Standards.* The gasoline engine used in the Kx is the [redacted] is currently certified in that application to Tier II Bin 5 standards. The Kx will be certified to the AT-PZEV (Alternative Technology, Partial Zero-Emission Vehicle) Standard, which requires lower emissions than the Tier II Bin 5 standard. Therefore, the Kx will meet and exceed the "Tier II Bin 5" emission standards.

*2. New Emissions Standard for Particulate Matter Have Not Been Issued.* The EPA has not issued any "new emissions standard ... for fine particulate matter" since November 12, 2008, when the interim final regulations for the ATVM program were issued Therefore, no additional finding is needed with regard to paragraph (2) in the definition of "advanced technology vehicle."

*3. The Vehicle Meets the Fuel Economy Requirement.* The Fisker Kx is in the "Subcompact Sedan" vehicle class, because it is a sedan with approximately [redacted] of interior (passenger and cargo) space and a power-to-weight ratio of [redacted] A vehicle in this class must achieve at least 37.0 mpg to meet the required level of fuel economy – that is, 125% of the 2005 model-year average for vehicles with substantially similar attributes. Fisker's fuel economy analysis for the Kx shows that the combined (highway and city) fuel economy of the Kx is [redacted] miles per gallon if the vehicle is operated entirely in HEV mode, which means that the vehicle is never recharged. Actual fuel economy for most users will greatly exceed that level. For example, when the average distance between charges is 100 miles, combined fuel economy rises to [redacted] If the user recharges every [redacted] miles, combined fuel economy rises to [redacted] And if the user routinely recharges every [redacted] miles or more, the vehicle would use virtually no

[2] See footnote 1 for explanation of the power-to-weight ratio.

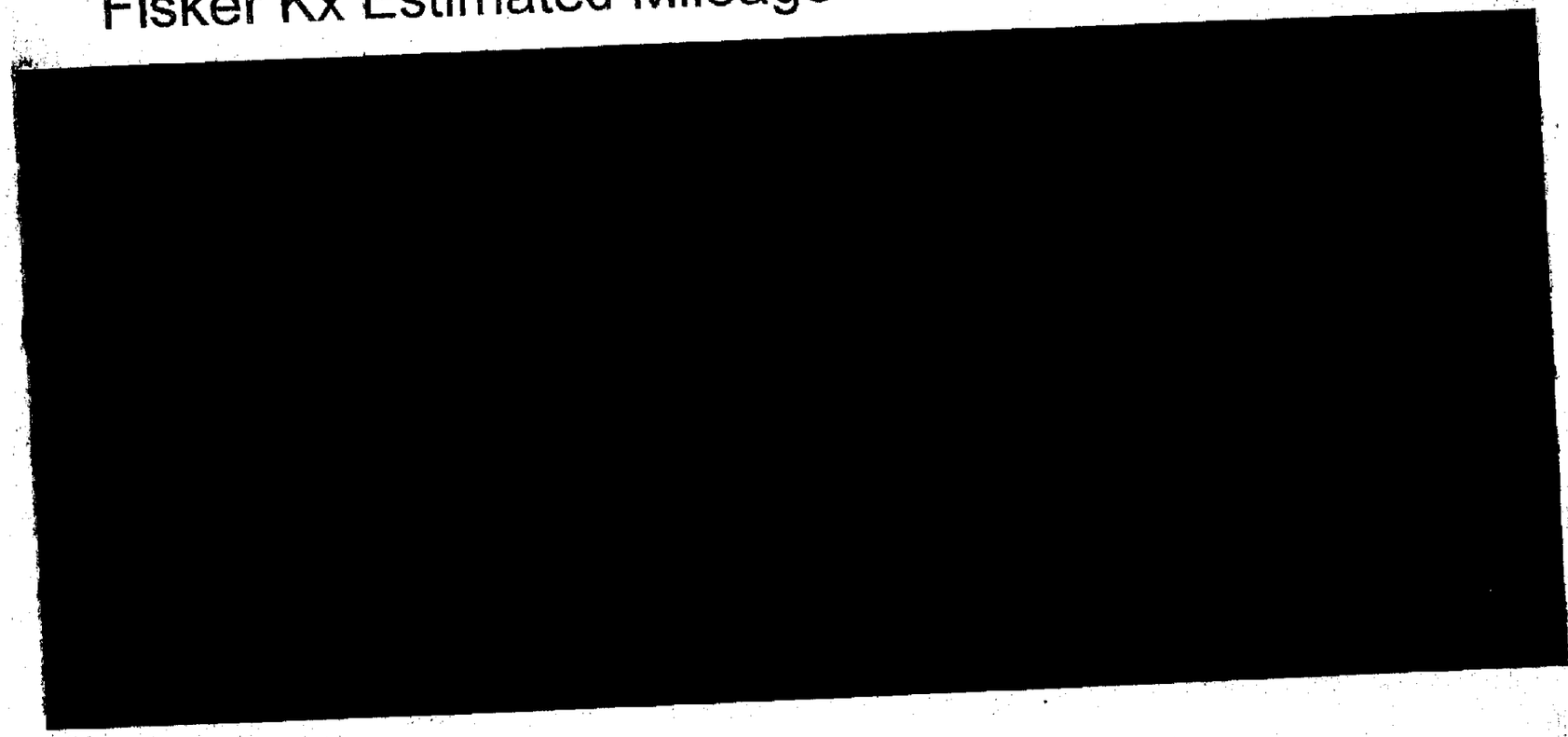
gasoline. Therefore, the Fisker Kx will achieve – and will likely exceed by a wide margin – the fuel economy required for an "advanced technology vehicle."

In sum, the Fisker Kx is an "advanced technology vehicle" because: (1) it will be certified to meet, at a minimum, the Tier II Bin 5 emission standards; (2) there are no new particulate matter standards that need to be considered; and (3) the vehicle is a Subcompact Sedan that will have combined average fuel economy of 37.0 mpg or greater.

### 3. "Supplemental Requirements" Have Not Been Issued

As of the date of filing of this application, no supplemental requirements pertaining to this program have been issued by DOE. Therefore, this certification does not address any supplemental requirements. If DOE issues supplemental requirements in the future, prior to closing a loan agreement with Fisker, Fisker will make its best efforts to modify its proposal to conform to any such requirements. Fisker also reserves the right to withdraw this application at any time and for any reason, including but not limited to a determination by Fisker that new requirements issued by DOE cannot be satisfied.

# Fisker Kx Estimated Mileage



# Fisker Kx PHEV Range Estimate

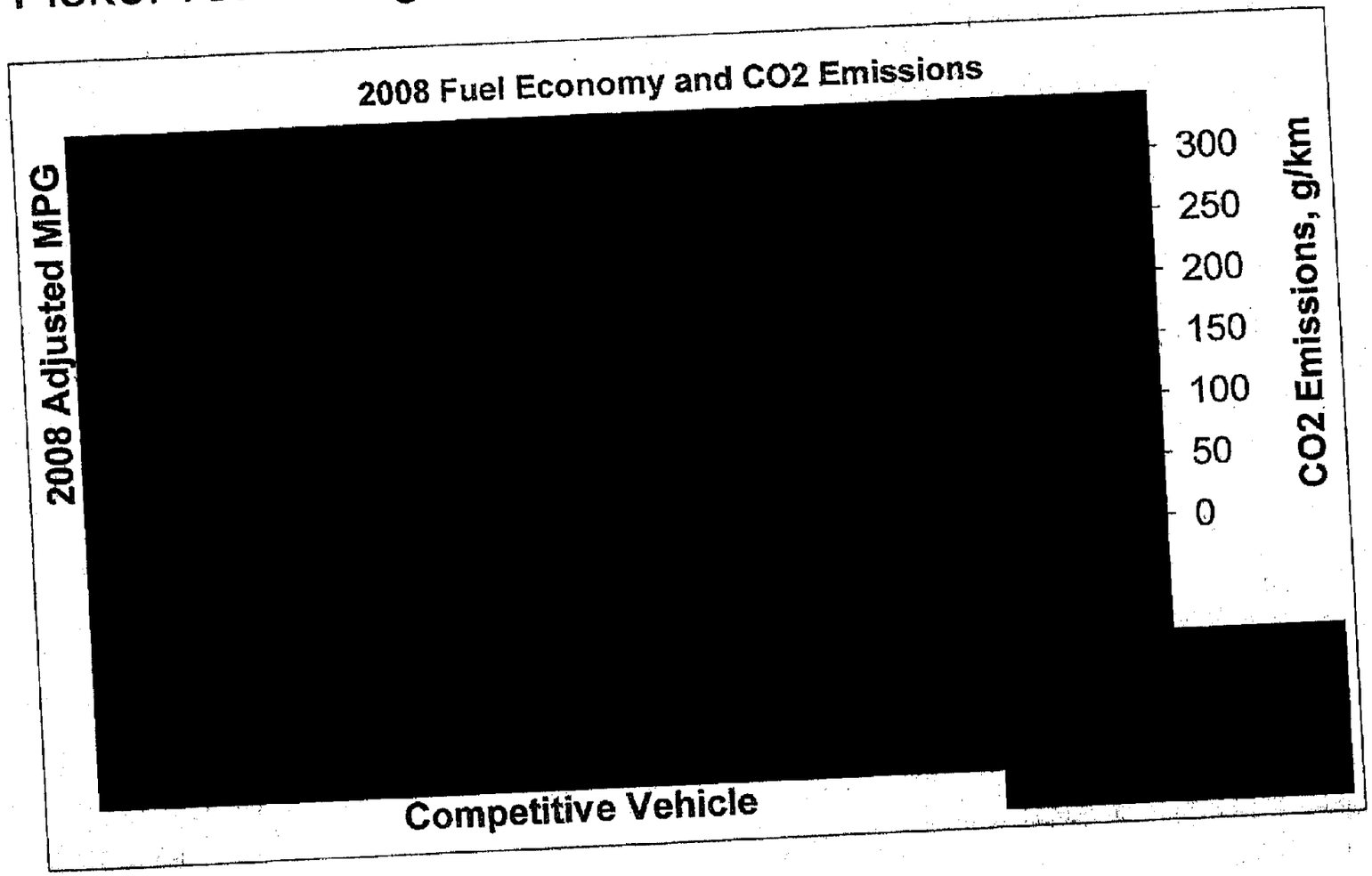
# Fisker Kx Mileage Summary

## Competitive Vehicle Data from EPA Published Data

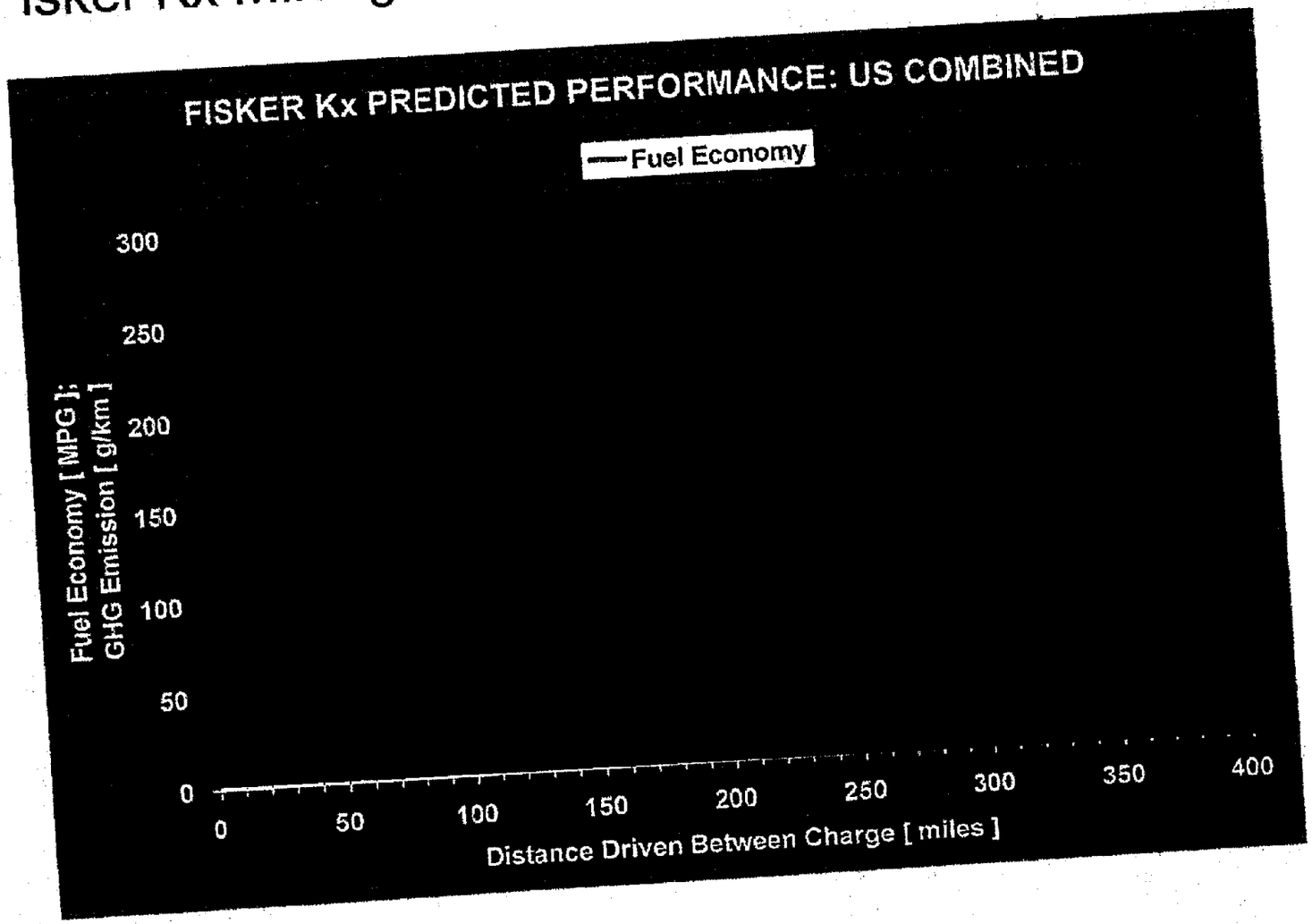
**Fuel Economy Competitive Set - Mid-Sized Sedan**

All data from EPA website www.fueleconomy.gov

# Fisker Kx Mileage Summary



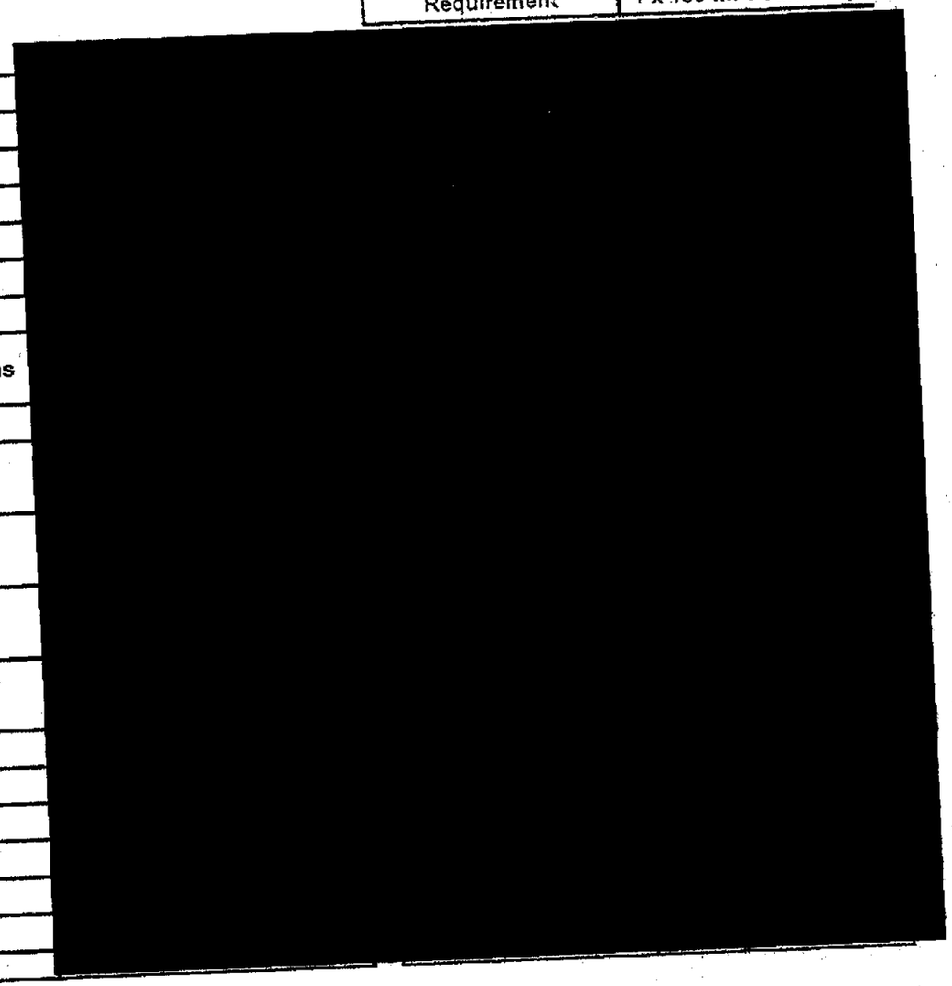
# Fisker Kx Mileage Summary



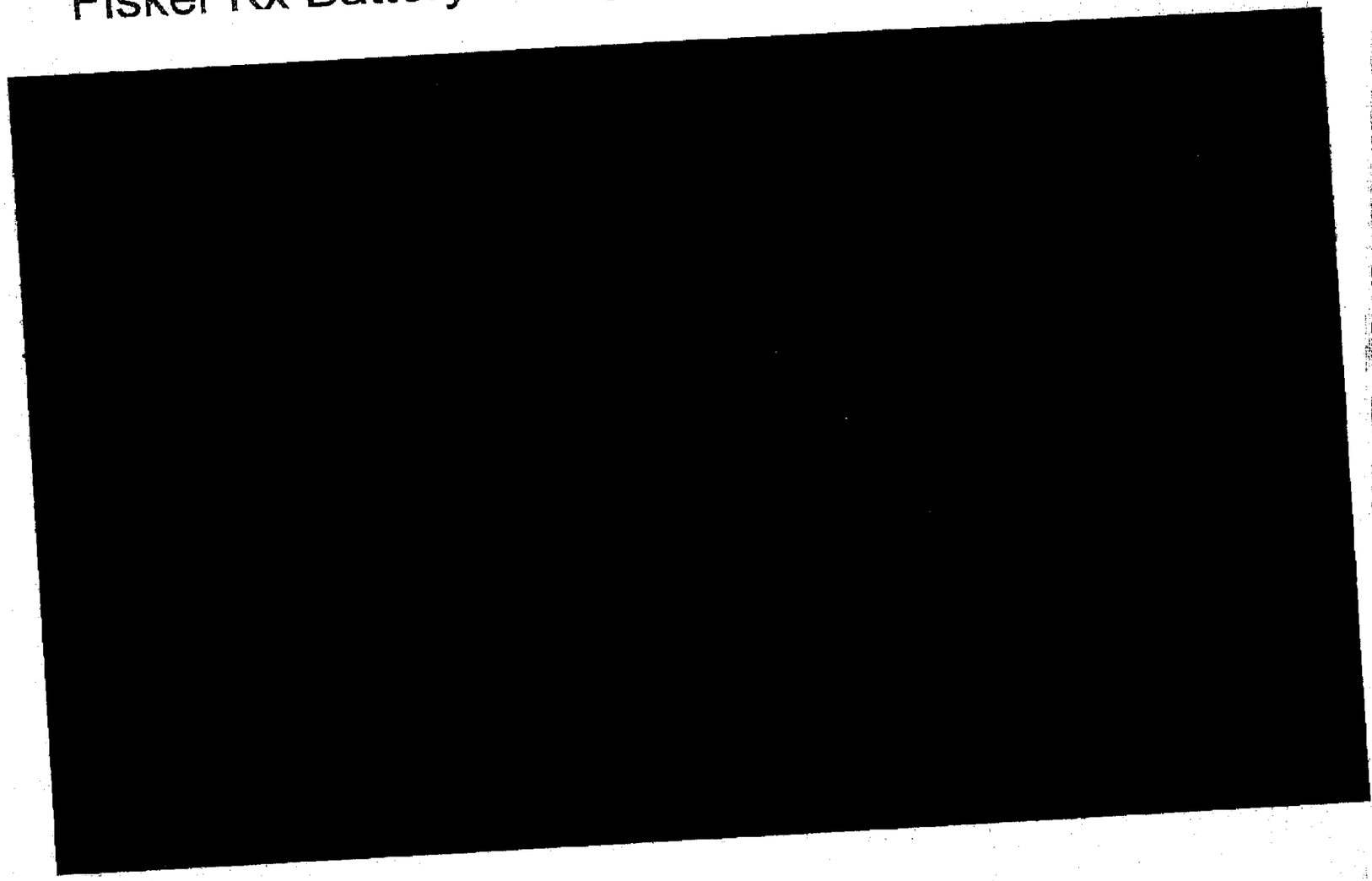
# Simulation Assumptions

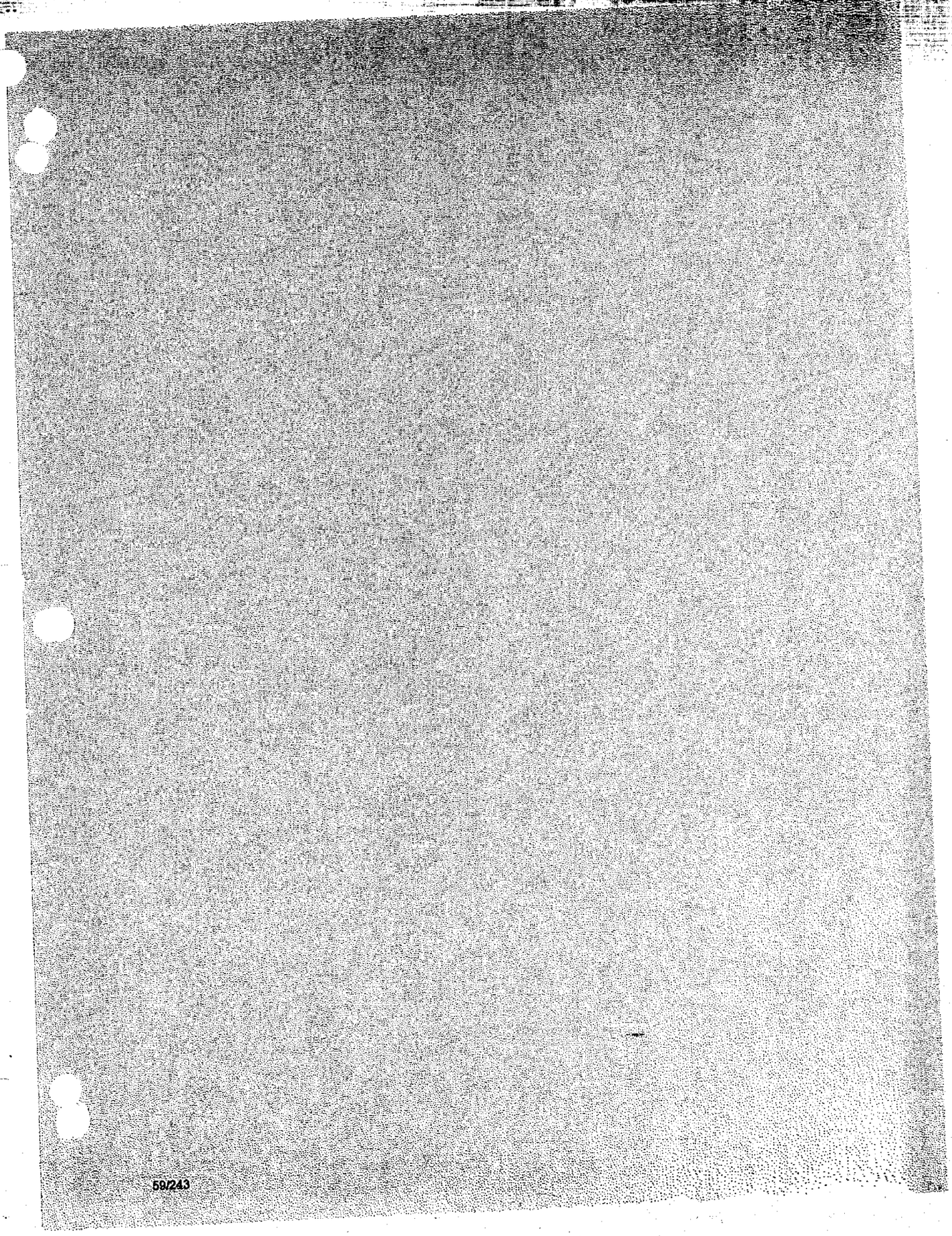
**Vehicle Design Parameters**

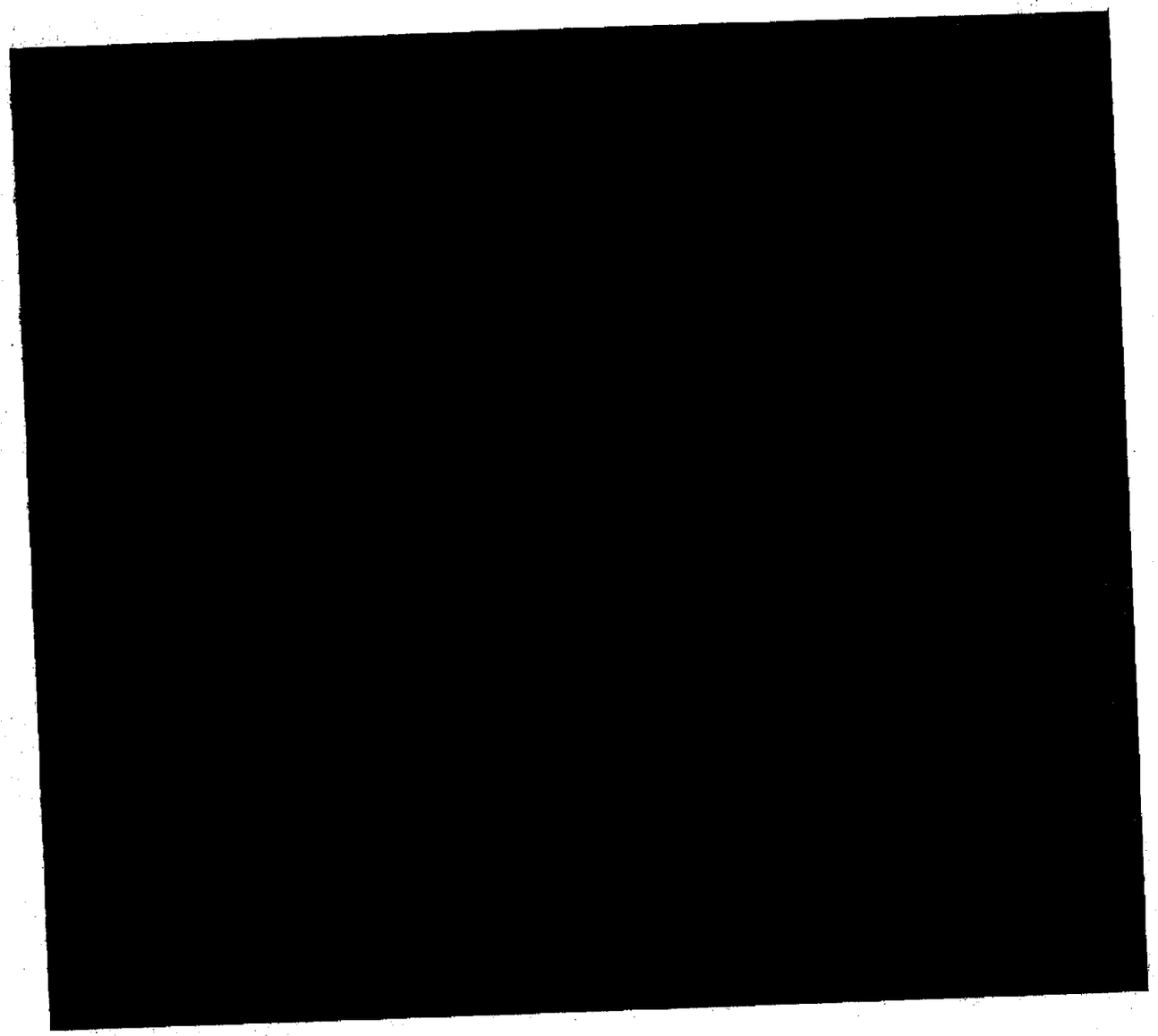
| Charicteristics | Requirement |
|---|---|
| Rear wheel drive | 1 x 130 kw Peak / 2 sp |
| Wheel base | |
| Weight distribution | |
| Center of Gravity Height | |
| Coefficient of Drag (Cd) | |
| Vehicle Frontal Area | |
| Tire size and specifications | |
| Tire Rolling Resistance | |
| Auxiliary Power demand, Max. cont. | |
| Auxiliary Power demand, Test | |
| Mechanical Accessory Losses | |
| Road condition, Brake + Acceleration Force | |
| Passenger Capacity | |
| Cargo Volume | |
| Curb Weight | |
| Payload | |
| Driver Weight | |
| Vehicle Test Weight | |
| Regenerative Braking | |

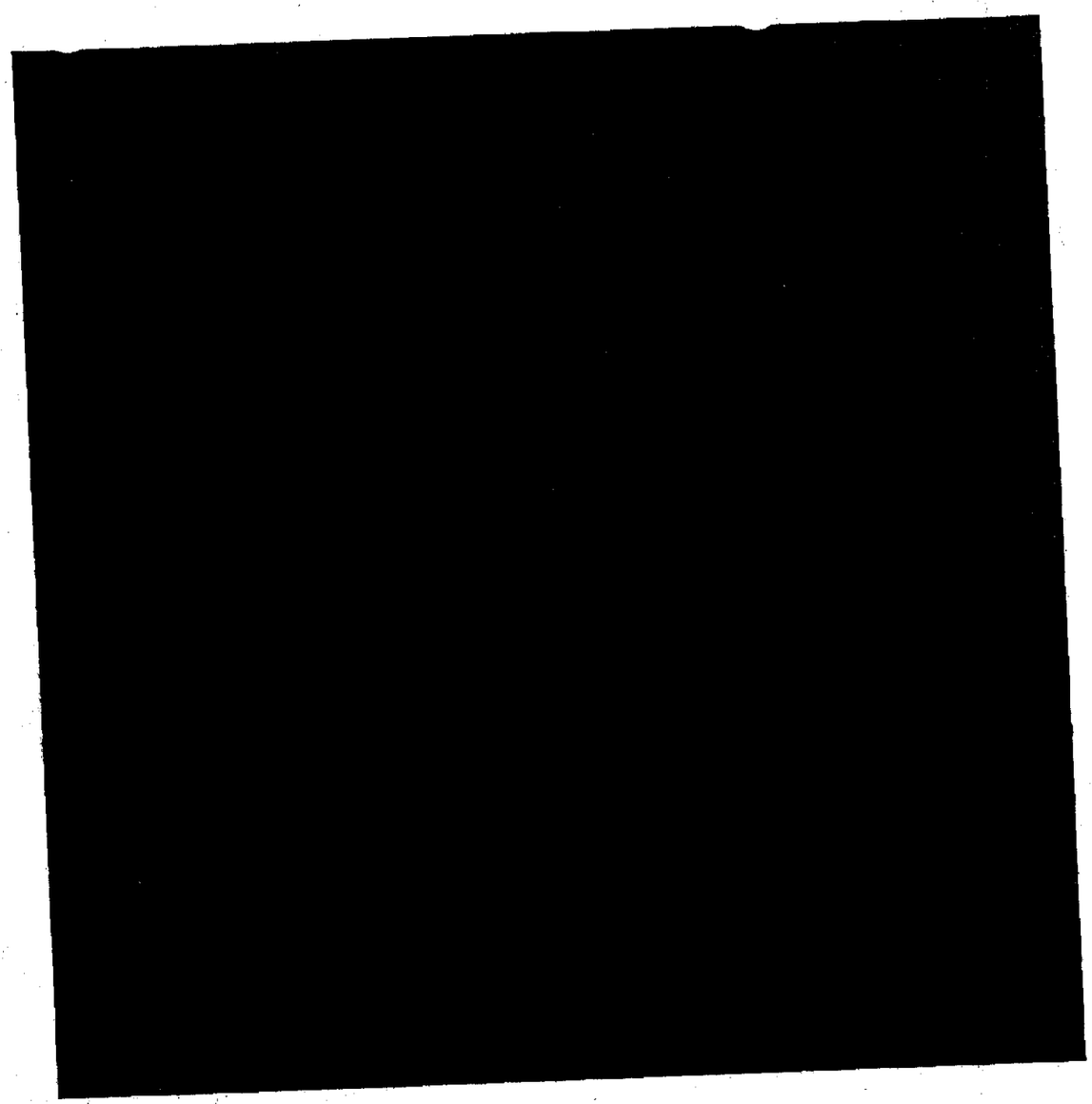


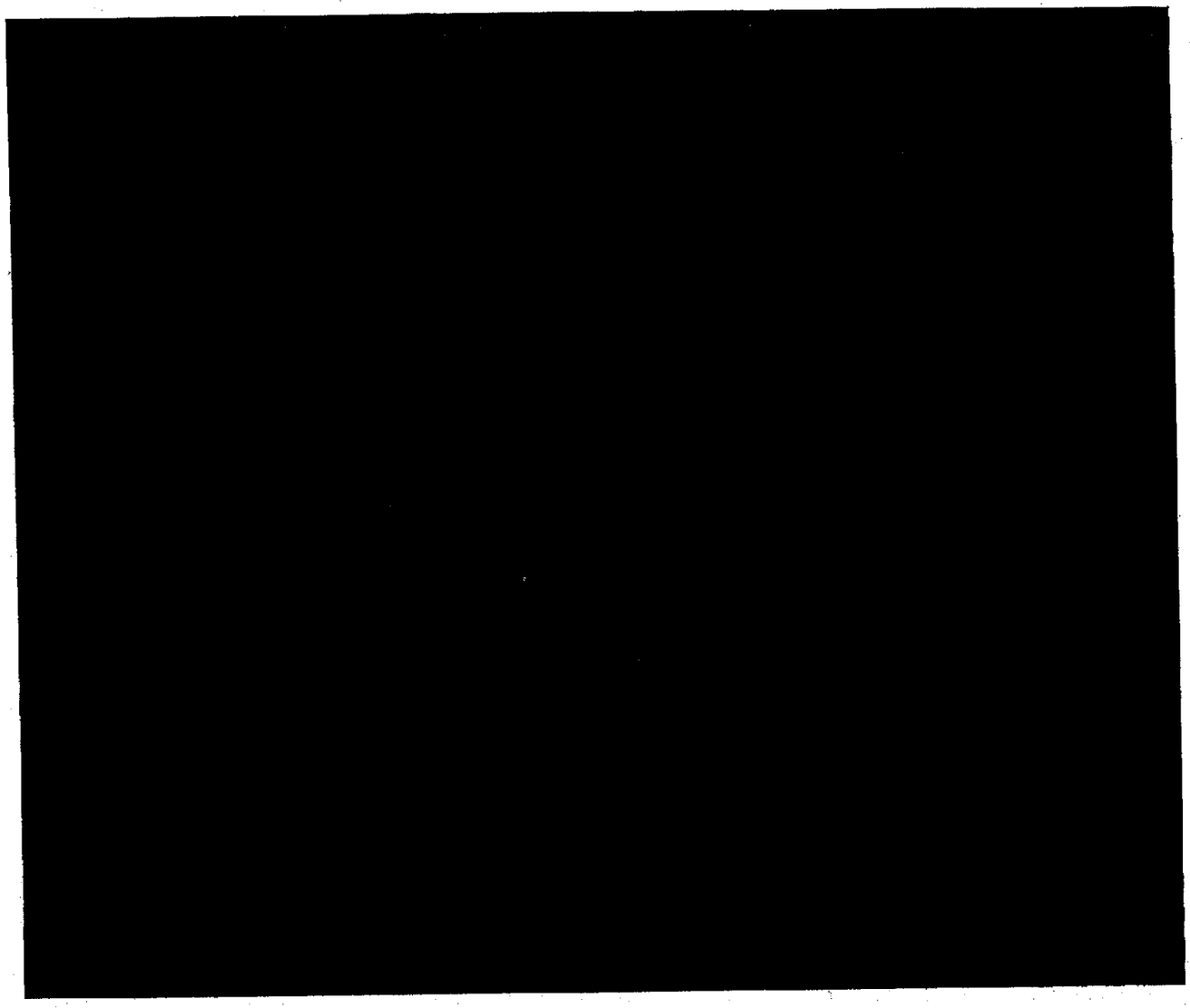
# Fisker Kx Battery Sizing

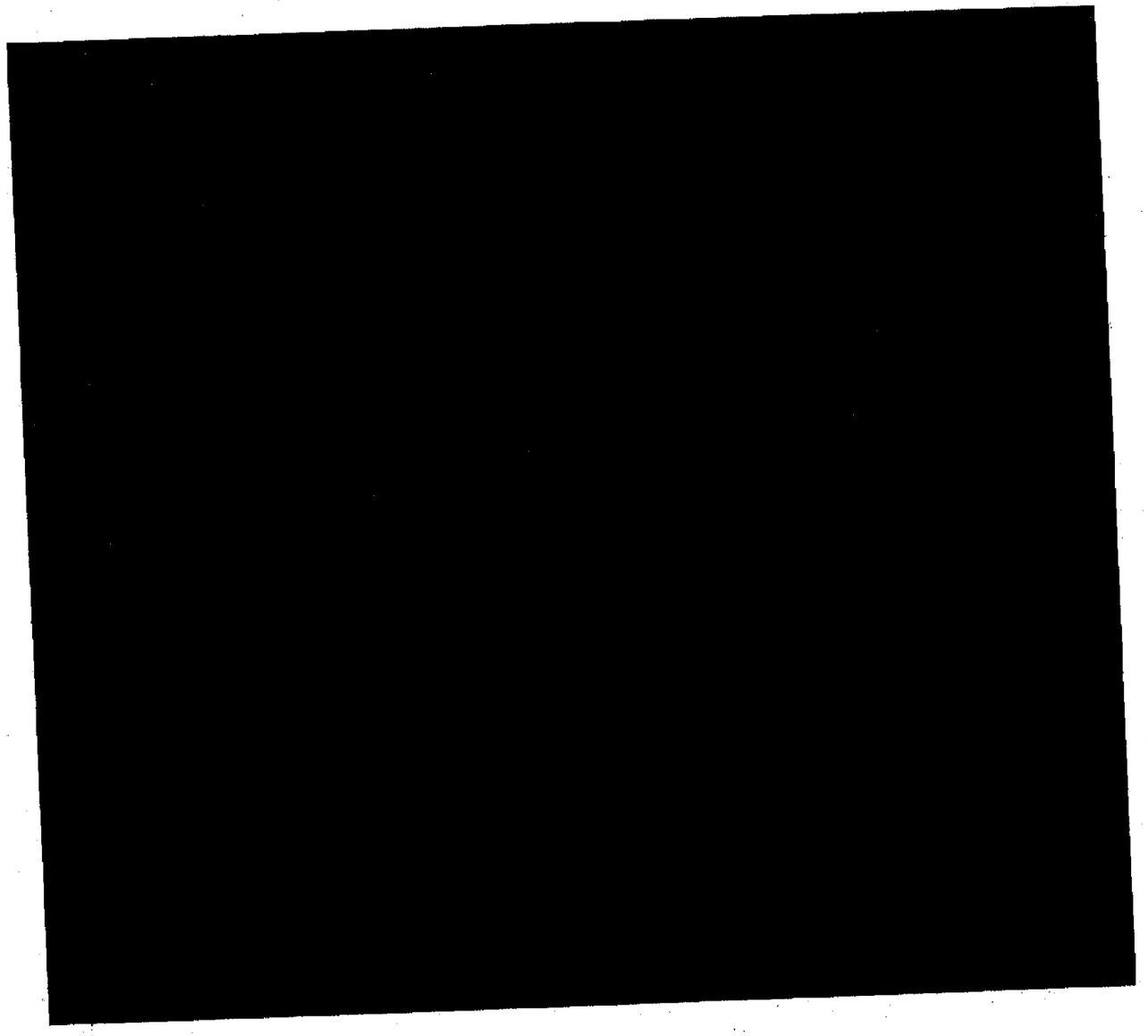












# FISKER AUTOMOTIVE INC.

## APPLICATION FOR FISKER PROJECT # 2 – MANUFACTURING FACILITY & ENGINEERING INTEGRATION FOR FISKER Kx

## TAB 2D AND 2E: PROJECT COST ESTIMATES AND FINANCIAL PLAN

*Project Cost Estimates and Financial Plan for Fisker Kx* CONFIDENTIAL

## CONFIDENTIALITY NOTICE

Documents marked as "Confidential" contain proprietary information that Fisker Automotive Inc. requests not be released to persons outside the Government, except for purposes of review and evaluation.

# PROJECT COST ESTIMATE AND FINANCIAL PLAN

**Response to 10 C.F.R. § 611.101(d-e)**

> *"(d) A detailed estimate of the total project costs together with a description of the methodology and assumptions used to produce that estimate;*
>
> *"(e) A detailed description of the overall financial plan for the proposed project, including all sources and uses of funding, equity, and debt, and the liability of parties associated with the project;"*

Fisker automotive is seeking ATVM loan funds to reequip an existing manufacturing facility in the United States for the Fisker Kx PHEV. This project would include the engineering integration work required to establish the manufacturing process and design for the Kx vehicle. Fisker estimates the total project cost at $398.5 million and requests an ATVM loan for $318.8 million or 80% of the total project cost.

Fisker is proposing a loan term of twenty years with loan principal payments deferred until Q1 2011.

On the following pages please find:

1. Summary Table
2. Assumptions and Methodology
3. Funding Uses and Sources
4. Principal Balance and Payment Schedule

Fisker Automotive, Inc

## Fisker Project #2: Kx

| | Plan 2009 - 2010 ($ in Millions) |
|---|---|
| **Total Project** | [redacted] |
| Project Cost | |
| ATVM Loan Request Percentage | |
| ATVM Loan Request Amount | |
| Term (Years) | |
| Repayment Start Date (Interest-Only) | |
| Repayment Start Date (Principal Plus Interest) | |
| Payment Frequency | |

**Key Assumptions**

1) Project cost assumes a [redacted] carryover platform (components) from the Fisker Karma project.

2) New Hires: [redacted]

3) Acquisition of idle or underutilized U.S. Assembly Plant and investment to enable Kx production.

4) Program operations commence Q1 2009 with Production scheduled for February 2011.

Fisker Automotive, Inc.
**Fisker Project #2: Kx**
ASSUMPTIONS AND METHODOLOGY

General: In general, the objective of this project is to maximize carry over components of the Karma program in order to keep the investment cost and timing to a minimum. Consequently, the result of this design objective is that the Kx program has a [redacted] Karma platform utilization. This significantly helped to reduce the overall cost.

Fisker Automotive solicited the expertise of an independent automotive engineering consulting company to estimate the costs of the Kx project.

Below are the descriptions of the methodology and assumptions used to produce the financial estimates.

**Operating Expenses**
Operating expenses are primarily Selling, General, and Administrative expenditures (SG&A). For this Kx project, these costs are collectively reported as Corporate Organization.

Below is the breakdown of this operating expense by year.

| Year | 2009 | 2010 | 2011 | 2012 | 2013 |
|---|---|---|---|---|---|
| Cost ($ in Mils) | [redacted] | | | | |

Labor and Related: These contain specific identifiable costs (such as salary and fringe benefits) for Fisker's employees taking into consideration our ramp-up hiring plans to support the various program milestones.

This cost includes staffing for the following functions [redacted]

- Plant Manager Office
- Finance
- Information Technology
- Human Resources
- Legal
- Engineering Management Support
- Quality Control Office
- Other Administrative functions

Marketing: These are costs associated with auto-shows, public relations, marketing and promotions, advertising, and other events. Estimates will be obtained from the various agencies/companies and purchase orders and/or contracts will be executed whenever possible.

Professional Fees: These costs include outside services expenses such as legal and accounting/auditing/consulting costs that will be provided by outside firms. Fisker employs outside services for these types of costs due to its operating philosophy of lean, efficient and effective utilization of overhead.

Facilities: These are the costs associated with operating and maintaining the manufacturing facility In addition, costs incurred for activities such as office/shop/engineering/computer, supplies, telephone, building maintenance, postage, etc are reported in this category.

All Other: This category includes all other costs such as business travel and meals and entertainment expenses and any other miscellaneous costs.

**Development Expenses**
These are costs incurred for researching, developing, designing, engineering, and tooling necessary for the vehicle. Consistent with Fisker's efforts to reduce cost and make the vehicle more affordable, the battery size has been reduced for this vehicle, resulting in a reduced powertrain cost.
The development expense costs consists of the following:

Product Engineering
These are costs associated with the engineering, development and designing of the vehicle (including powertrain).. of the suppliers, Fisker negotiated the prices for these ED&D costs. The suppliers will be selected for the various vehicle partitions, issued purchase orders, and will be required to sign a supply agreement with Fisker Automotive prior to commencement of production work.

Fisker Automotive, Inc.
**Fisker Project #2: Kx**
ASSUMPTIONS AND METHODOLOGY

Component Tooling
These are tooling costs incurred by various suppliers to provide specific components for the Kx project. These include the build up of suppliers' infrastructure in order to accommodate the specific requirements (equipment, layout, etc.) and needs of the project (including powertrain).

Testing and Validation
These are costs to be incurred for developing and testing trial production versions of the vehicle.
Costs to validate the systems, integration, and all other components of the vehicle are also binned to this category.

Automotive Capital
These are capital expenditures incurred to both purchase a U.S. manufacturing facility and to get it ready for production.
Cost includes machinery and equipment, special tooling, work stations, and all the necessary
infrastructure needed for getting the building ready for operation.

Battery Capital
These are capital expenditures necessary for setting up Battery Assembly Plant operations in the U.S.
Costs includes expenditure similar to automotive capital but specific to the battery operations.

The following narrative describes the sources of project funding and the repayment assumptions supporting retirement of the ATVM loan.

Funding Sources

ATVM loan – the project calls for quarterly loan funding to begin during the first quarter of 2009 and extending through the fourth quarter of 2010. Total ATVM loan funding accumulates to a total principal balance of $318.8 million by the end of 2010, representing 80% of total Kx project costs.

The remaining required project funding will be acquired through private equity investment [redacted]

[redacted]

Loan Assumptions:

The Principal Balance and Payment Schedule in this tab details the assumptions behind repayment of the loan.
A loan term of 20 years has been established, calling for interest-only payments in years 1 and 2 (2009 and 2010) and principal plus interest starting Q1 2011.
A complete loan amortization schedule is contained within the Principal Balance and Payment Schedule.

Fisker Aut tive, Inc.
Fisker Pr. ‹ #2: Kx
Funding Uses and Sources

| | 09Q1 ($Mils) | 09Q2 ($Mils) | 09Q3 ($Mils) | 09Q4 ($Mils) | 09 Full Yr ($Mils) | 10Q1 ($Mils) | 10Q2 ($Mils) | 10Q3 ($Mils) | 10Q4 ($Mils) | 10 Full Yr ($Mils) | 2009 + 2010 ($Mils) |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Funding Uses:** | | | | | | | | | | | |
| **Operating Expense** | | | | | | | | | | | |
| **Development Expense and Capital** | | | | | | | | | | | |
| Product Engineering | | | | | | | | | | | |
| Component Tooling | | | | | | | | | | | |
| Testing & Validation | | | | | | | | | | | |
| Automotive Capital | | | | | | | | | | | |
| Battery Capital | | | | | | | | | | | |
| **Total Operating and Development Expense/Capital** | | | | | | | | | | | |
| **Funding Sources:** | | | | | | | | | | | |
| **DOE Loan Principal (80%)** | | | | | | | | | | | |
| **Equity Funding -- Kx** | | | | | | | | | | | |
| **Total Project Funding** | | | | | | | | | | | |
| *Cash Balance* | | | | | | | | | | | |
| *Interest on DOE Loan* | | | | | | | | | | | |
| *Net Cash Balance* | | | | | | | | | | | |

FISKER AUTOMOTIVE CONFIDENTIAL

Fisker / [redacted]tive, Inc.
Fisker [redacted]t #2: Kx
Principal Balance and Payment Schedule

- Term (years)
- Annual Interest Rate
- Payment Frequency
- Payment Rate per Quarter

[redacted]

**Loan Principal Balance**

Current Period Loan Amount

Prior Period Carry-forward balance

**Accumulated Principal Balance**

**Interest payment (current period)**

**Principal Payments Deferred**
- Interest ONLY payments made in 2009 and 2010

- Annual Interest Rate
- Quarterly Interest Rate

[redacted]

**Interest and Principal Payments**
- Payment Timeframe (years)
- Payment Frequency
- Payment Timeframe
- Annual Interest Rate
- Payment Rate per Quarter

[redacted]

| 2009Q1 | 2009Q2 | 2009Q3 | 2009Q4 | 2009 | 2010Q1 | 2010Q2 | 2010Q3 | 2010Q4 | 2010 |
|---|---|---|---|---|---|---|---|---|---|
| [redacted] | | | | | | | | | |

Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4

Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4

**FISKER AUTOMOTIVE INC.**

**APPLICATION FOR FISKER PROJECT # 2 –**
**MANUFACTURING FACILITY & ENGINEERING INTEGRATION FOR FISKER Kx**

## TAB 2F: BUSINESS PLAN

*Business Plan for Fisker Kx* CONFIDENTIAL

*Attachment 1: Pro Forma Financial Statements* CONFIDENTIAL

## CONFIDENTIALITY NOTICE

Documents marked as "Confidential" contain proprietary information that Fisker Automotive Inc. requests not be released to persons outside the Government, except for purposes of review and evaluation.

# Fisker Automotive
# Project 2: Business Plan Fisker Kx

## Contents

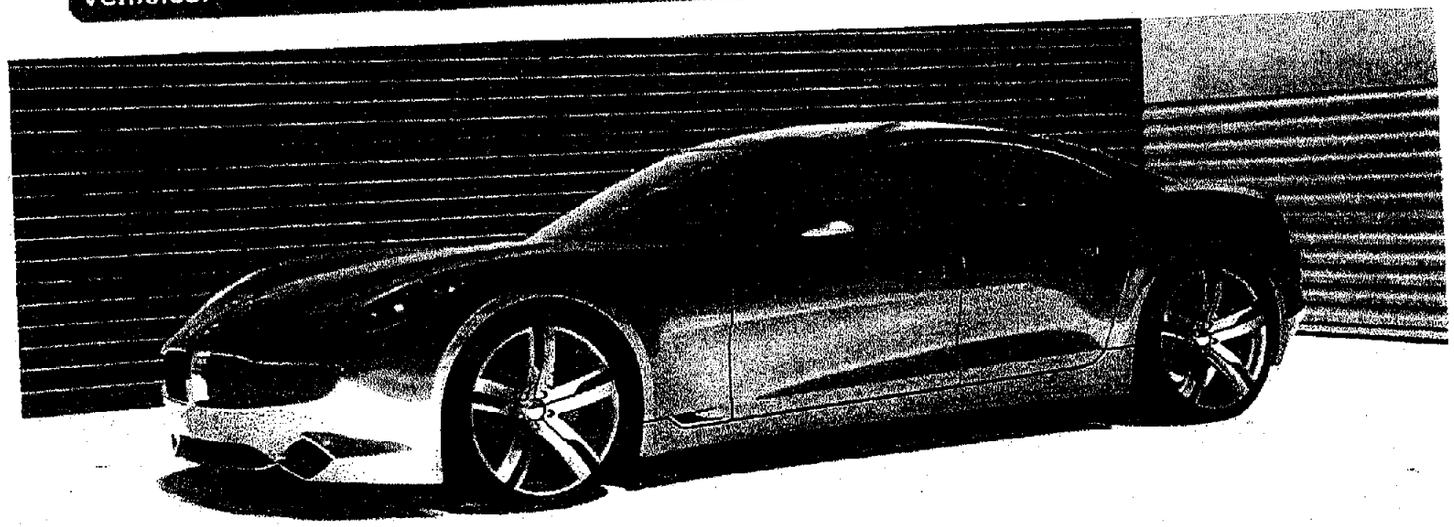


# Company Background

## Vision, Company Overview

# Vision

**To combine proven alternative energy vehicle capabilities and high-end design expertise to create the world's first line of commercial, luxury, plug-in hybrid electric vehicles.**



# Company Overview

Strategy

JV Partners

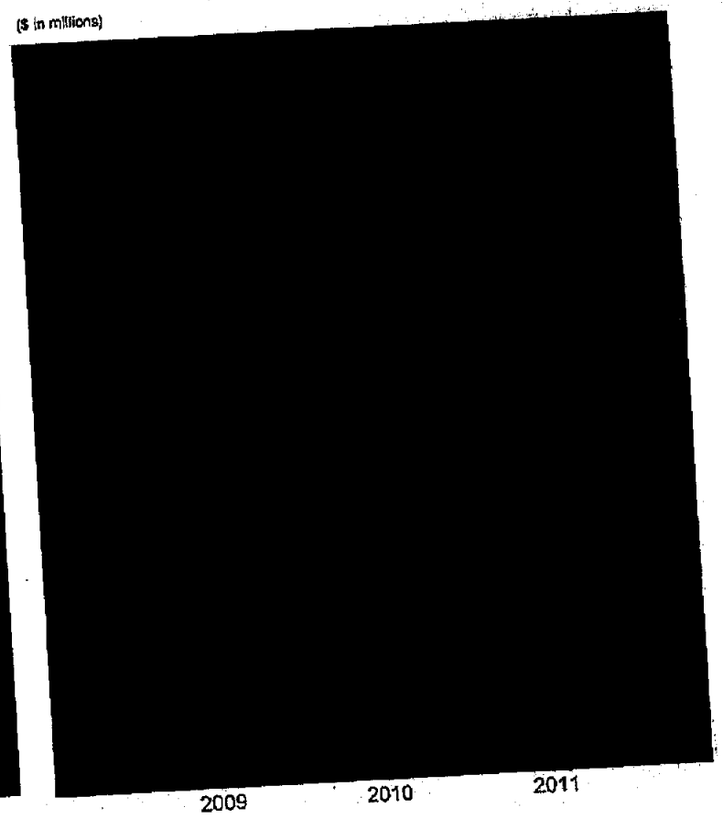
Key Suppliers

Looking Ahead

[redacted]

Rapid Revenue Growth

($ in millions)



# Kx Development Plan

# Kx Development Plan

Introduction

Partition Content

Bill of Materials

Timing Plan

Manpower Plan

Capital Equipment

# Introduction

# Introduction - Assumptions

## The following assumptions have been made:

**Program**

- Planned Production Volume: [redacted]
- Product Launch:
- Manufacturing Location:
- Target Market:
- Target Price Point:

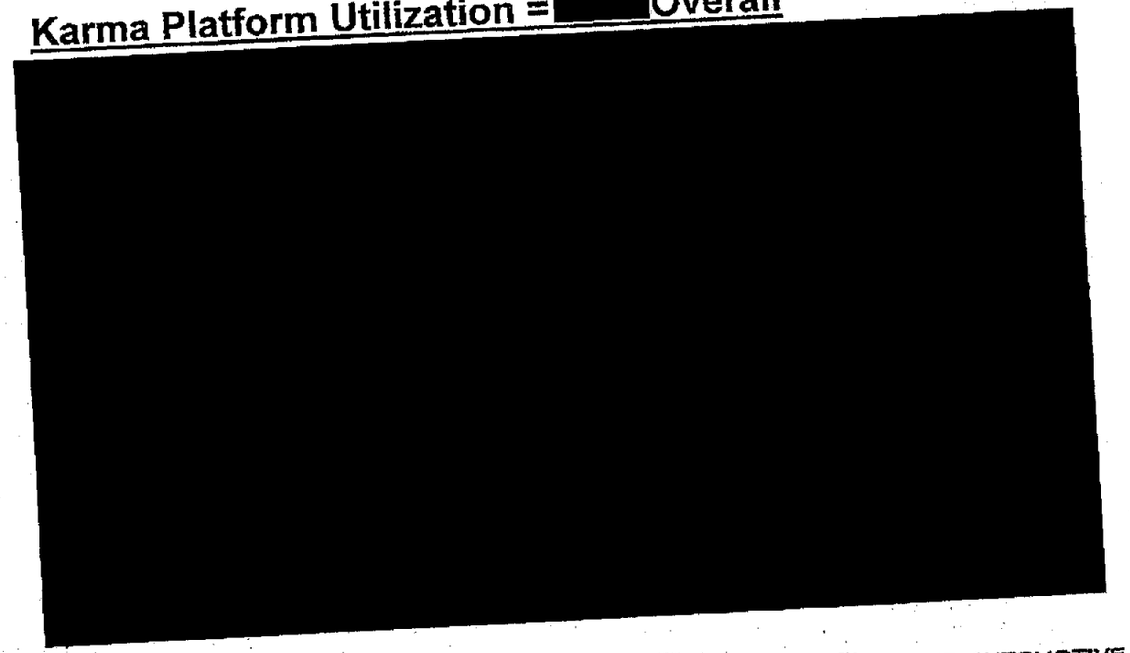
**Vehicle**

[redacted]

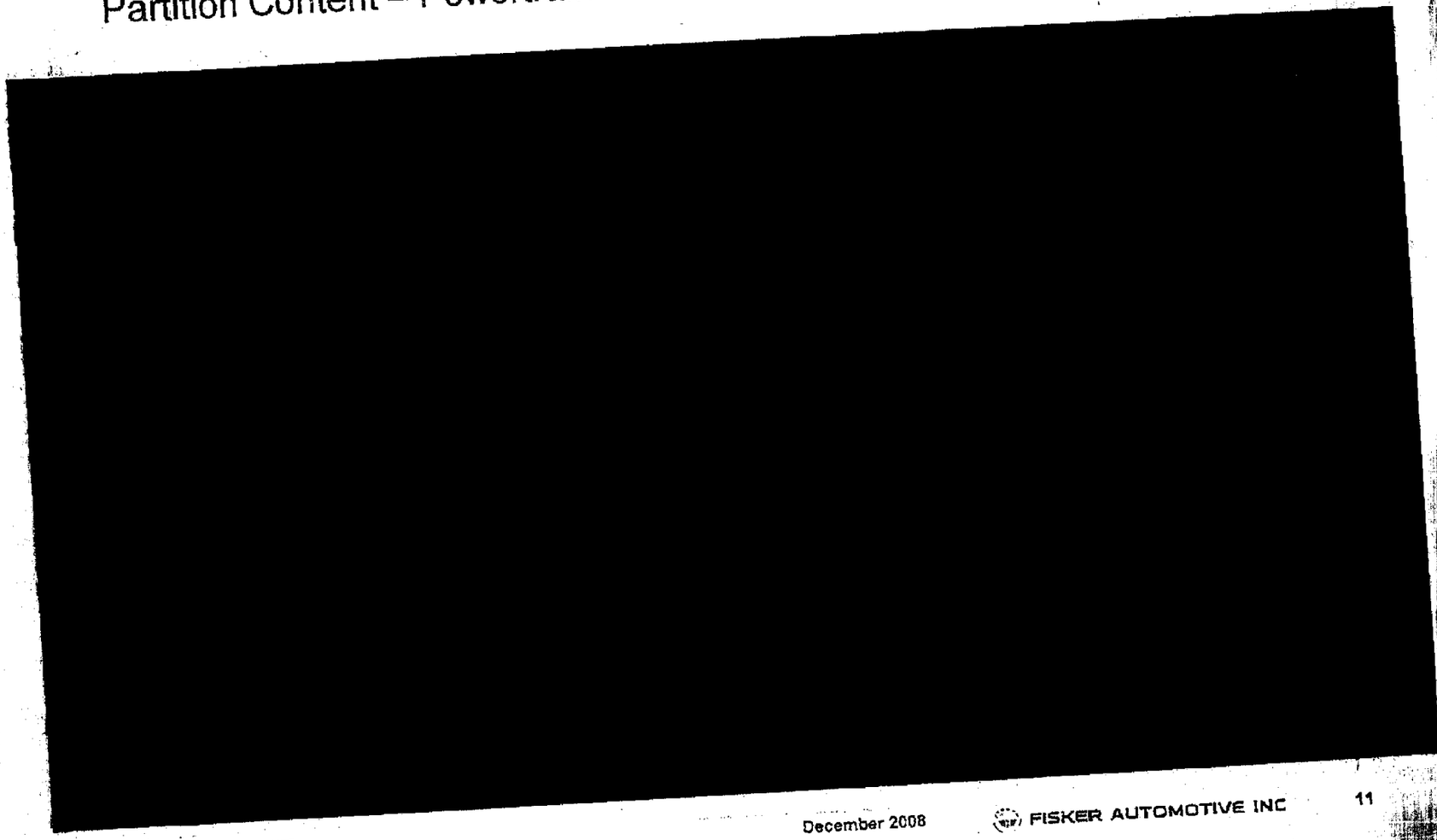
# Partition Content - Overview

**An assessment has been made that content can be carried over from the Karma as listed below:**

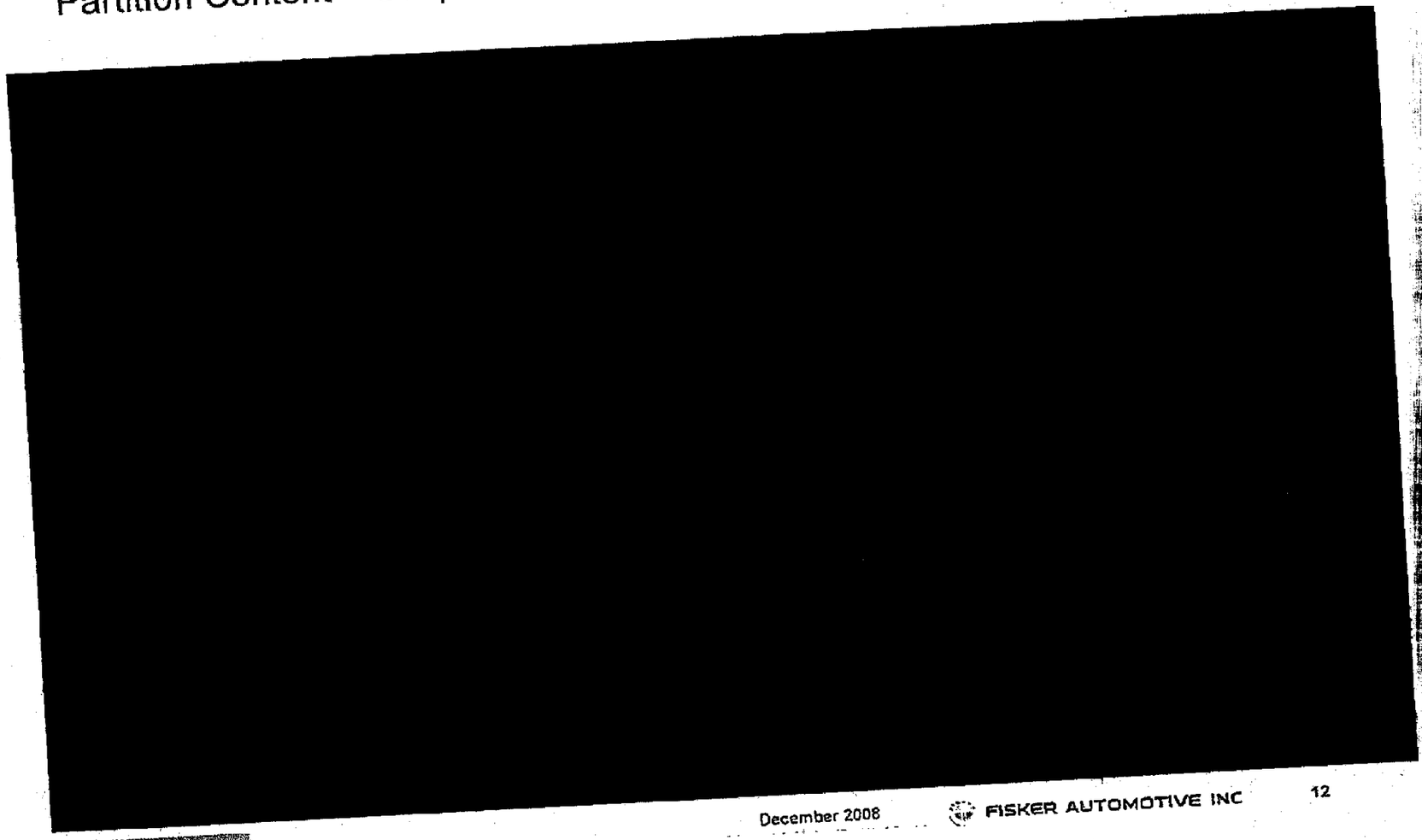
**Karma Platform Utilization = [redacted] Overall**



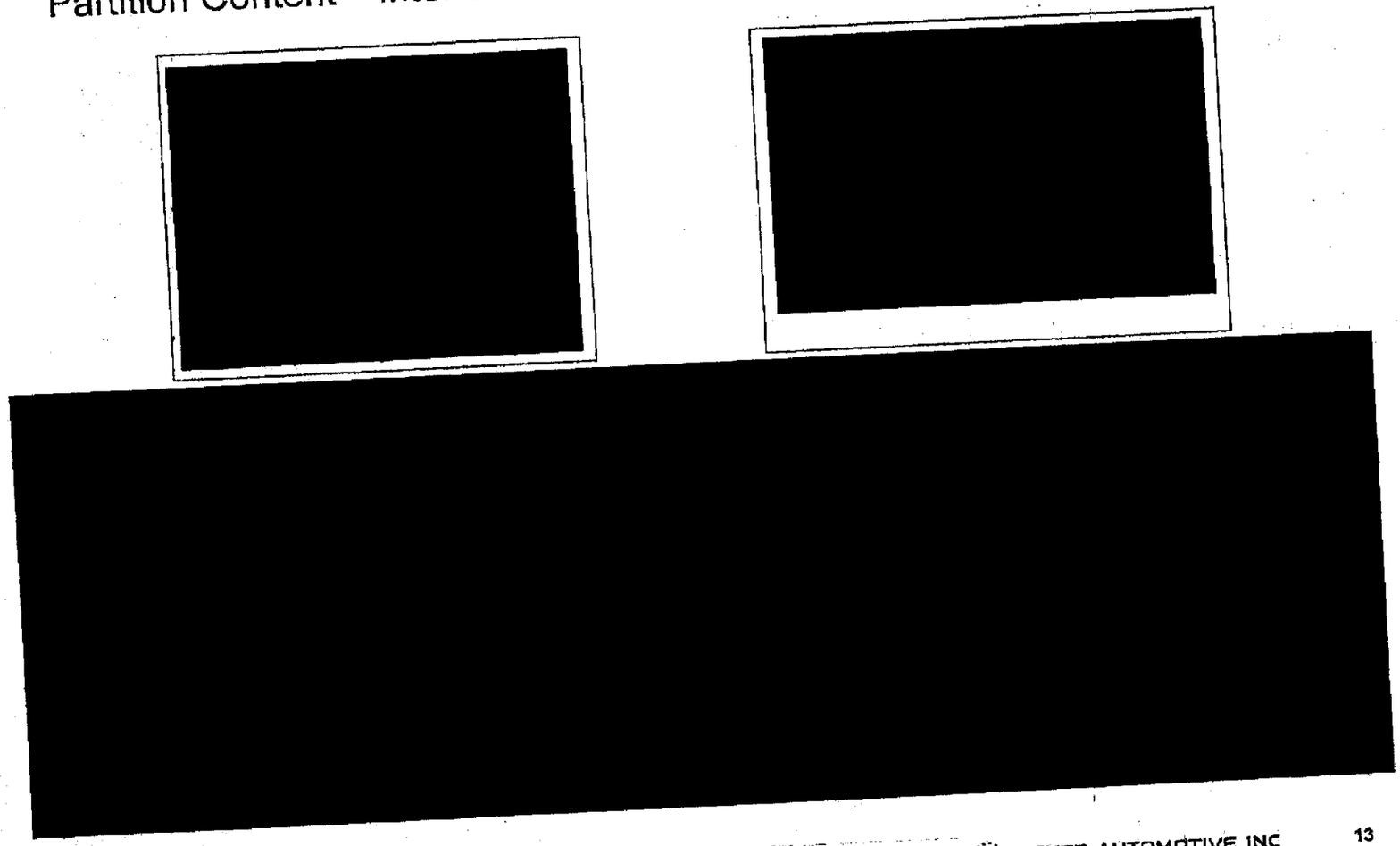
# Partition Content – Powertrain



# Partition Content – Suspension, Steering and Brakes



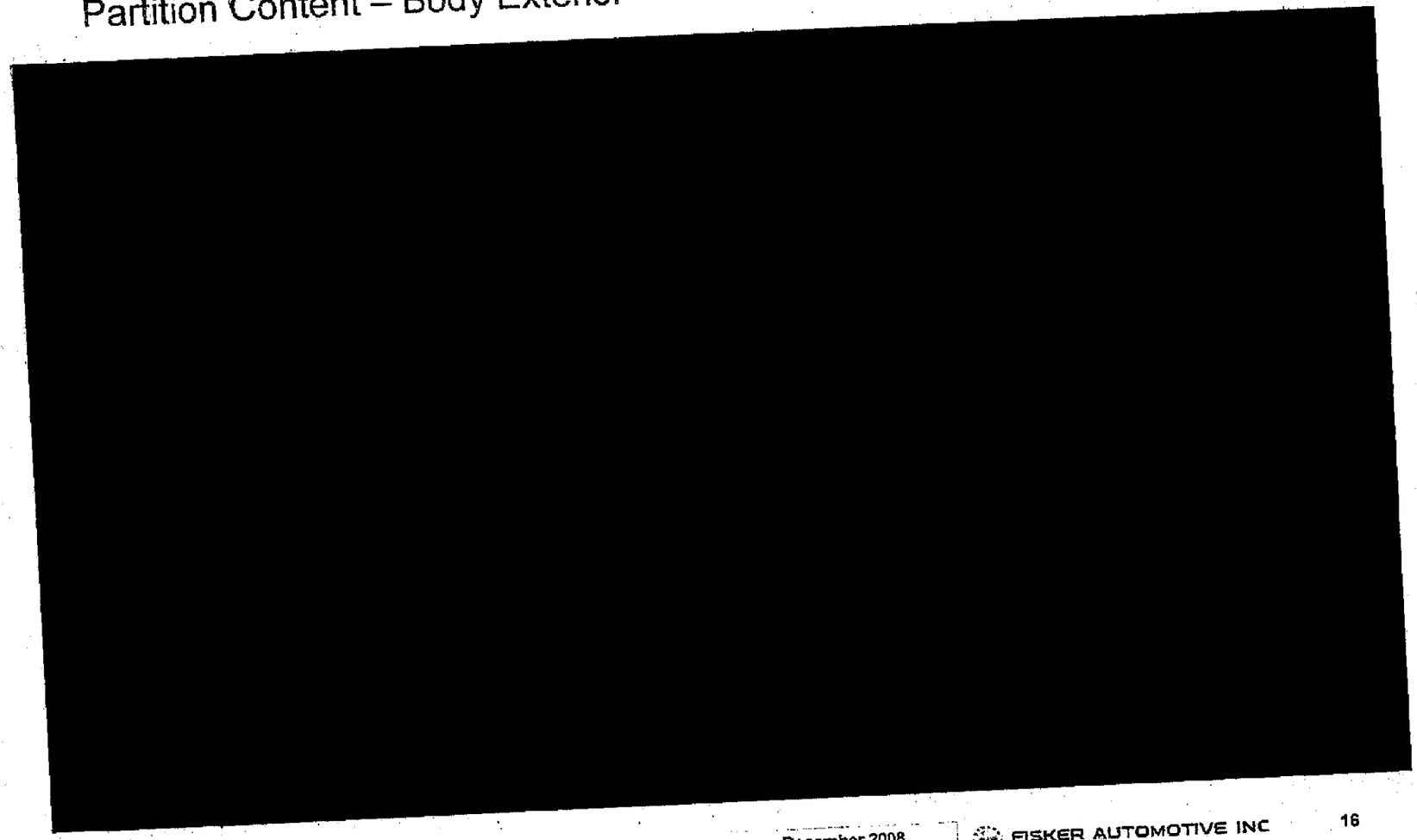
# Partition Content – Interior



# Partition Content – Body Structure

# Partition Content – Body Closures

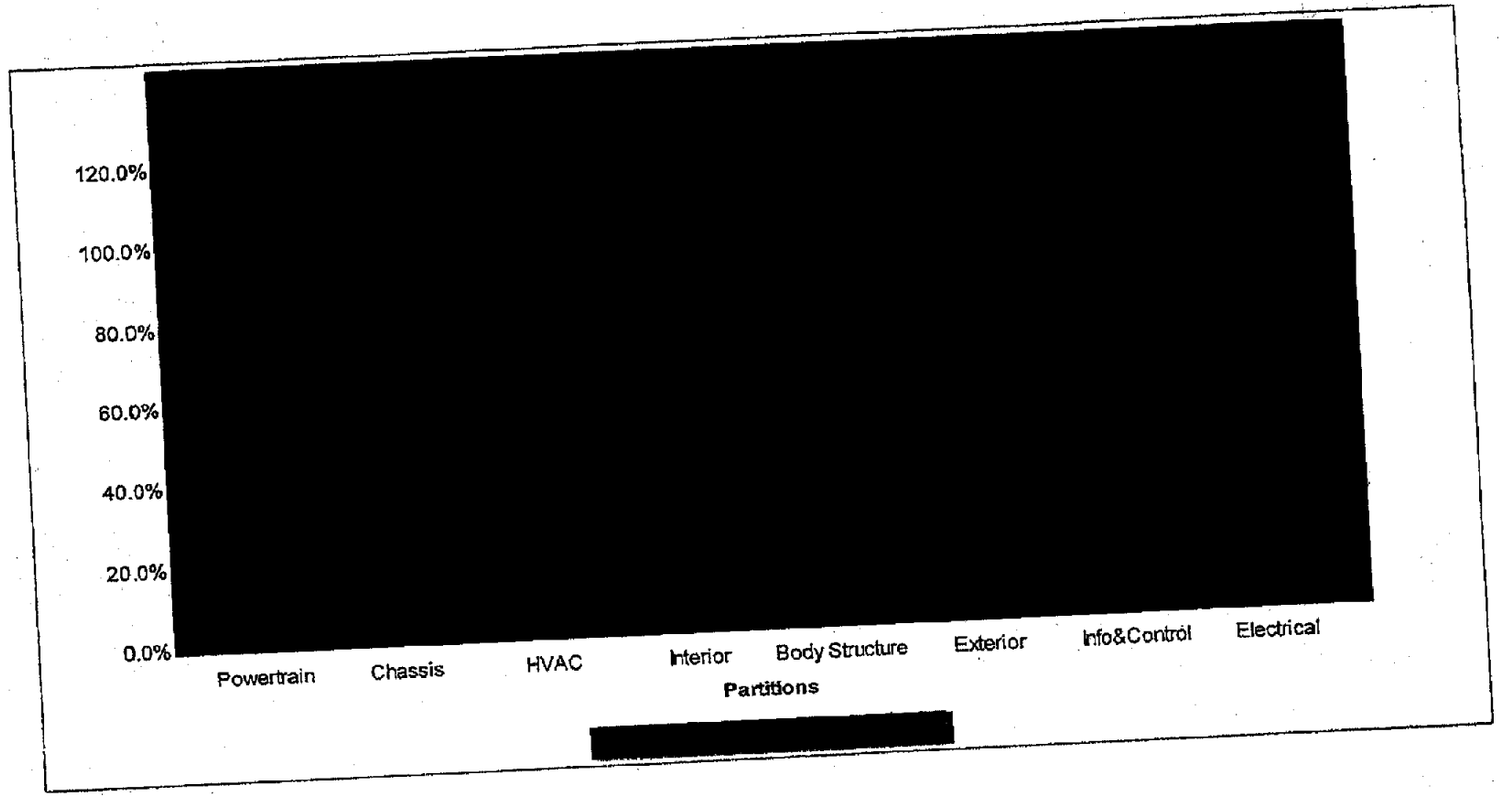
# Partition Content – Body Exterior



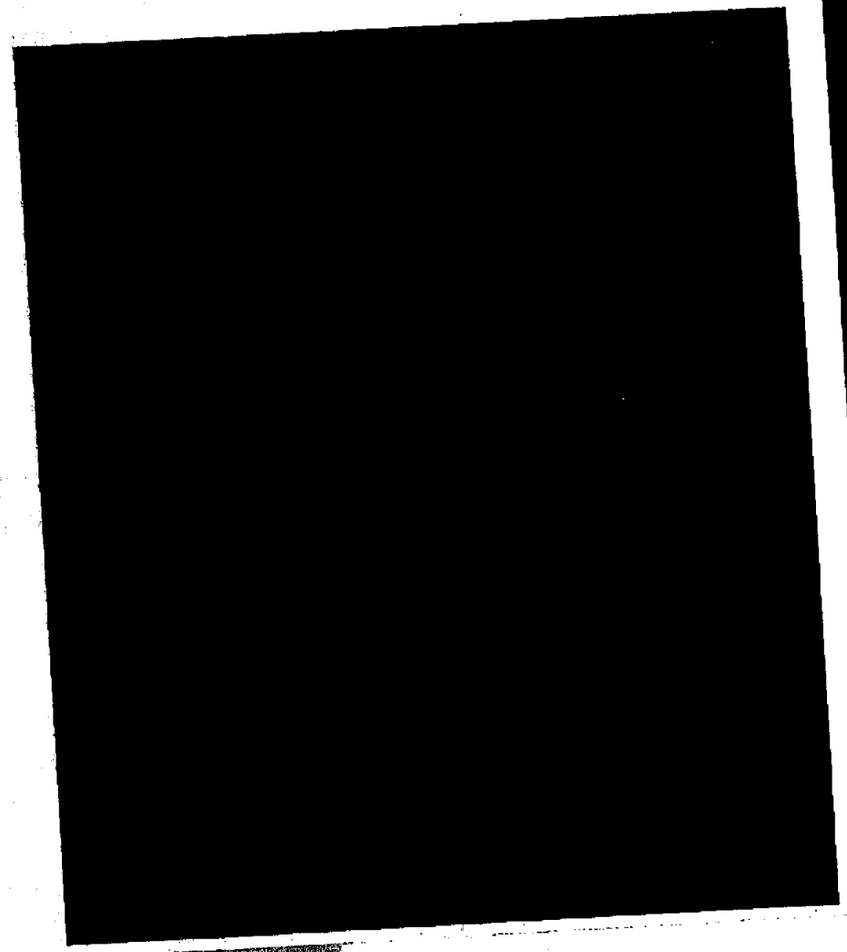
# Bill of Materials – Tooling Cost by Partition

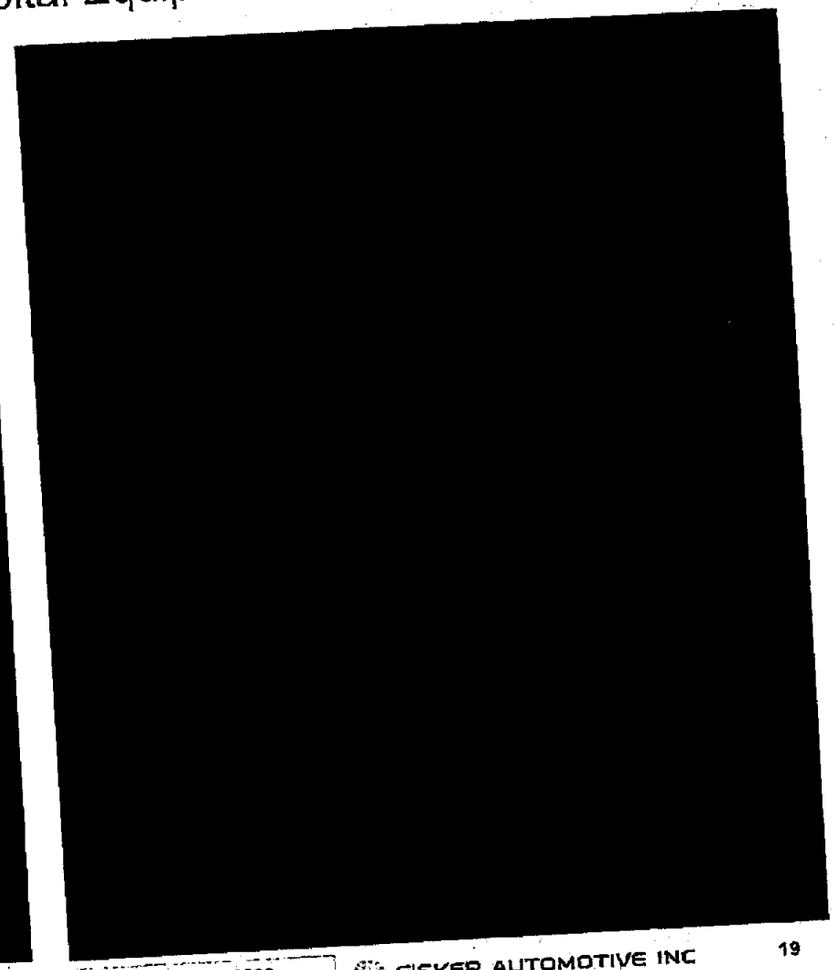
- POWERTRAIN
- CHASSIS
- HVAC
- INTERIOR
- BODY STRUCTURE with CLOSURES
- EXTERIOR
- INFO & CONTROLS
- ELECTRICAL

# Bill of Materials – [redacted]

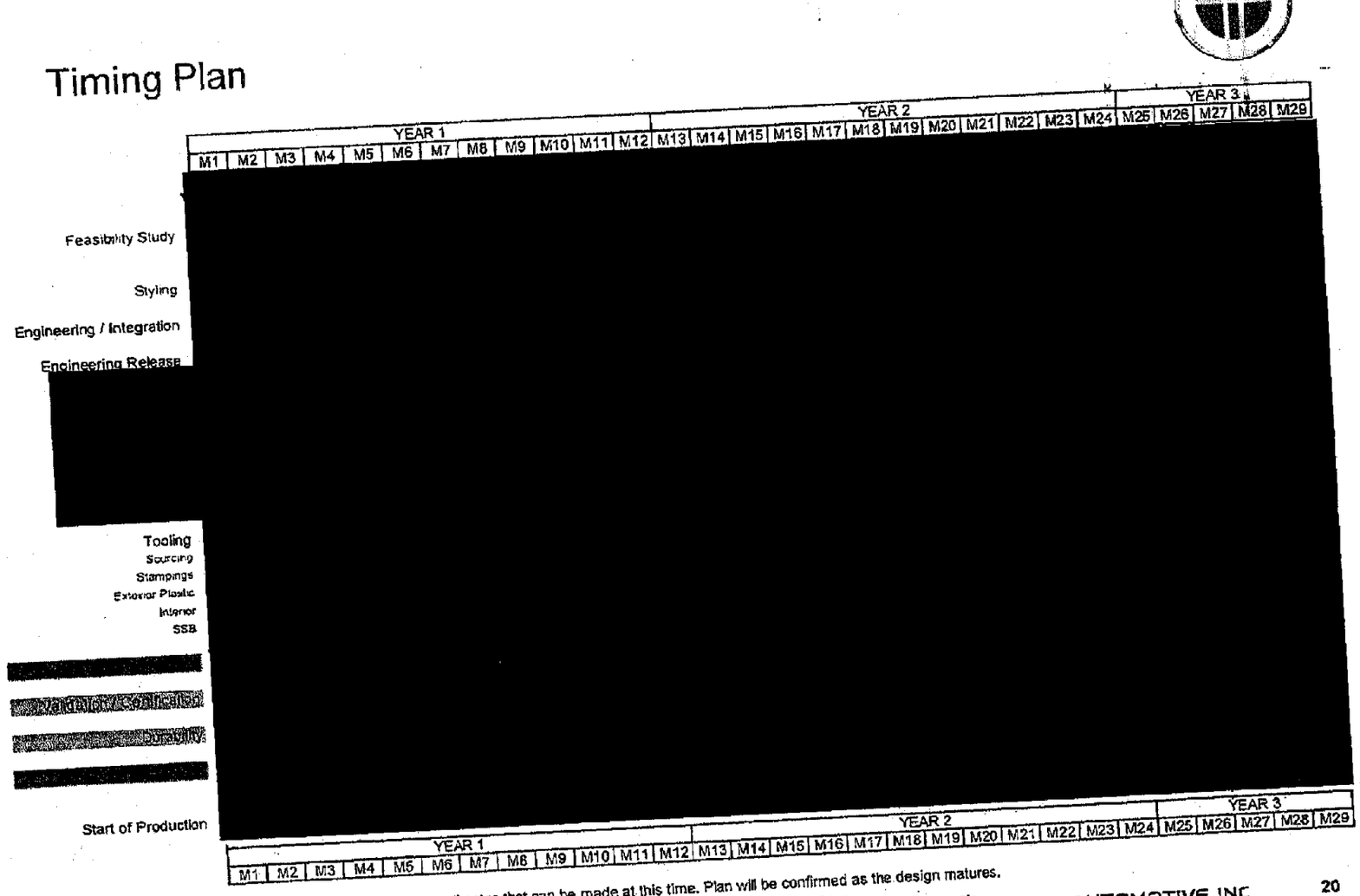


# Bill of Materials – Hybrid Battery Capital Equipment



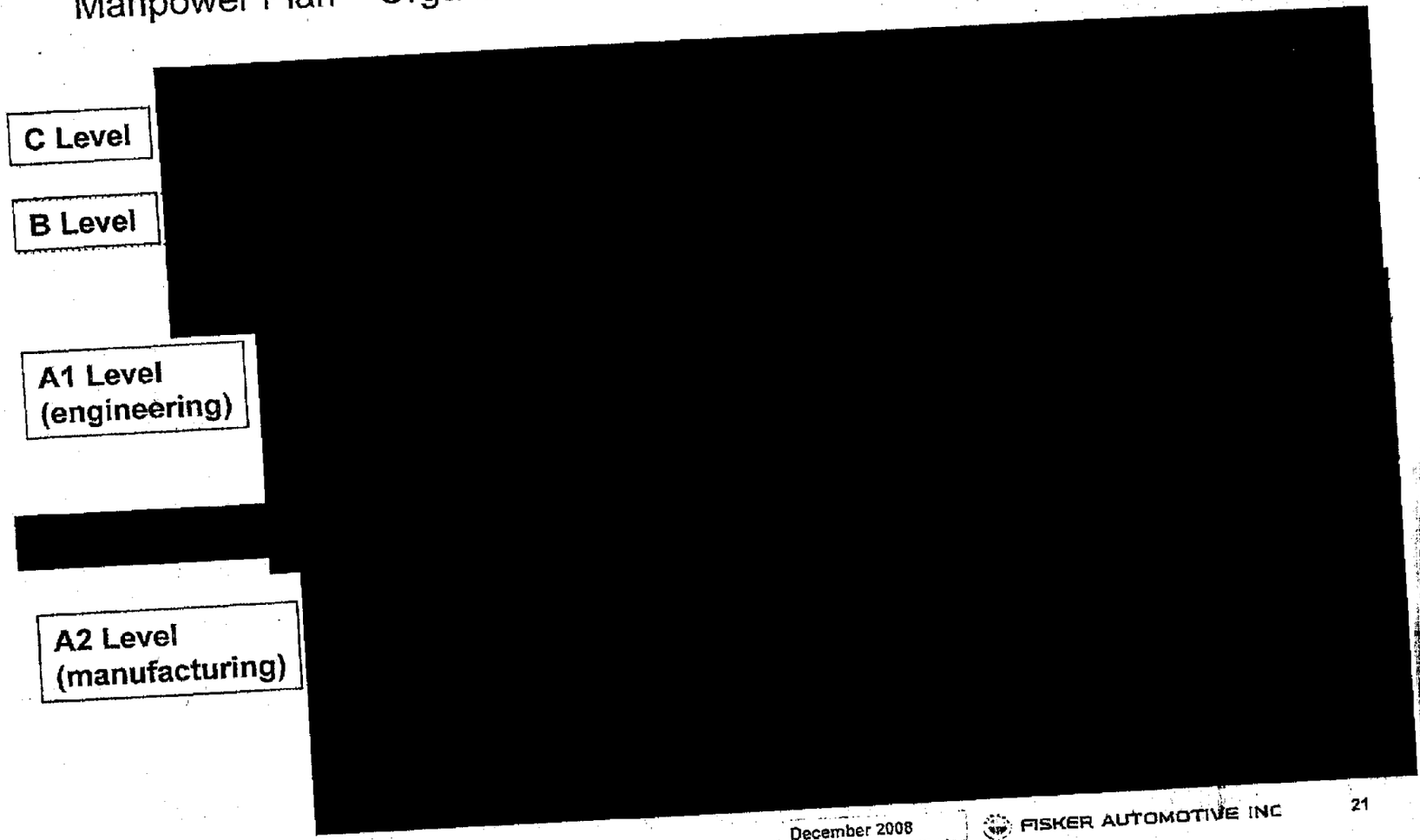


# Timing Plan

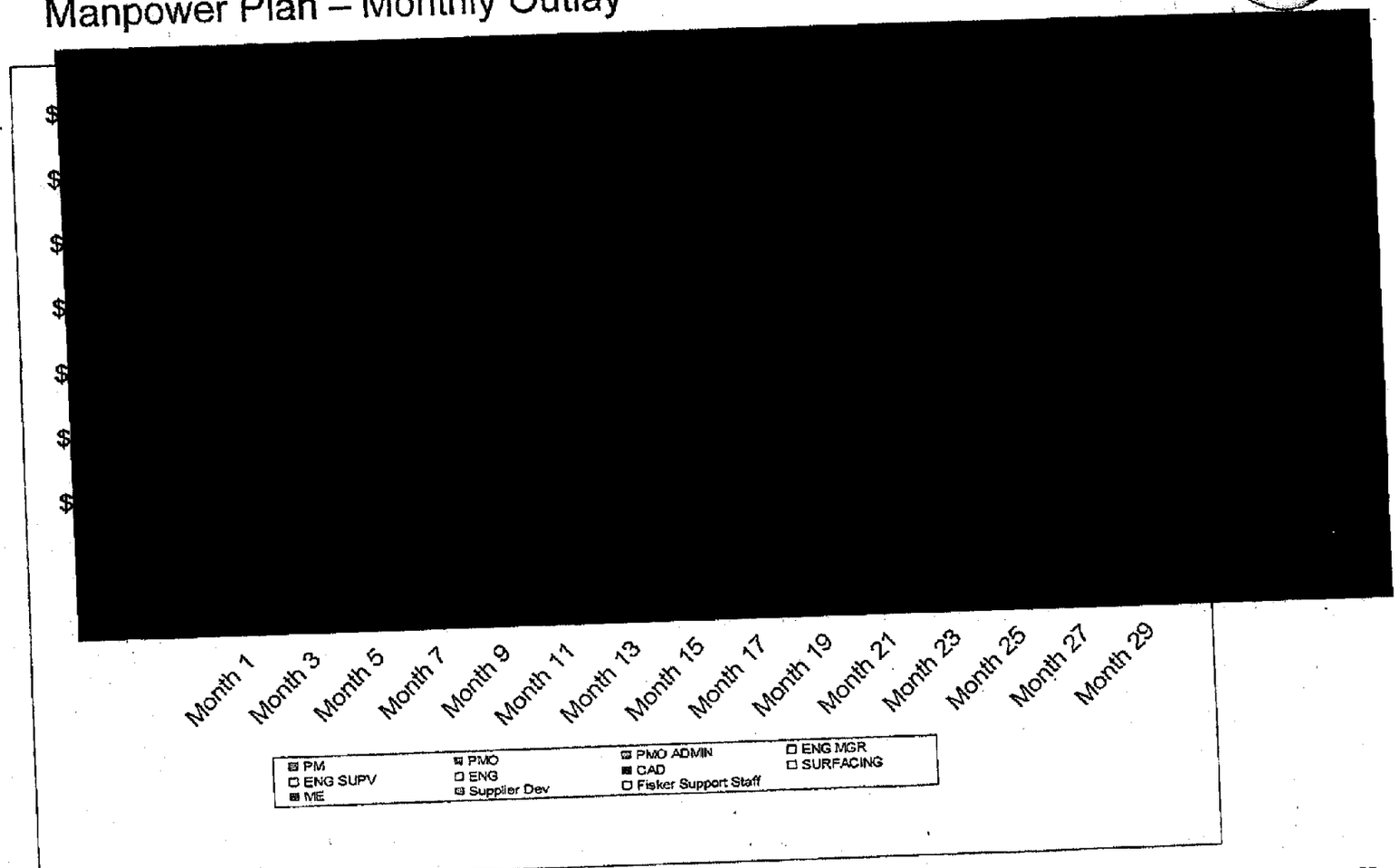



* Timing plan reflects best estimates that can be made at this time. Plan will be confirmed as the design matures.

# Manpower Plan – Organization Chart



# Manpower Plan – Monthly Outlay



# Manpower Plan – Cumulative Expenditure