

CORPORATE PARTICIPANTS

Travis VanderZanden, *Founder and Chief Executive Officer, Bird*

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Good afternoon, everyone, and welcome to Bird's Fourth Quarter 2021 and Full Year Earnings Conference Call. Before we begin, I need to remind you that all statements made on this call that do not relate to matters of historical fact should be considered forward-looking statements under US federal securities laws, including statements regarding our current expectations for the business and our financial performance. These statements are neither promises nor guarantees and are subject to risks and uncertainties that could cause actual results to differ materially from historical experience or present expectations.

A description of some of the risks and uncertainties that could cause actual results to differ materially from those indicated by the forward-looking statements on this call can be found in the Risk Factors section of our Form 10-K to be filed later today, March 15, 2022, and our other filings with the Securities and Exchange Commission.

This call will also reference non-GAAP measures, including Adjusted EBITDA and Adjusted Operating Expenses, that we view as important in assessing the performance of our business. A reconciliation of each non-GAAP measure to the nearest GAAP measure is available in our earnings release on the company's Investor Relations page at ir.bird.co. I will now turn the conference over to Bird's CEO and Founder, Travis VanderZanden.

Travis VanderZanden

Thank you everyone for joining us today for our fourth quarter and full year earnings conference call.

We ended 2021 with strong fourth quarter results, capping off a record-setting year for Bird from both a top and bottom line perspective. Fourth quarter revenue was \$54 million, representing year-over-year growth of 126%, and our quarterly Ride Profit Margin, before Vehicle Depreciation, reached an all-time high of 53% despite macro-related headwinds from the surge in Omicron cases later in the period and disruption of the global supply chain. We successfully executed against our goals while exceeding increased expectations and continuing our mission to provide environmentally friendly transportation for everyone. A number of significant milestones were achieved in 2021, most notably:

1. The delivery of \$205 million in revenue in our fourth year of operation, in line with the top end of our guidance and representing 117% growth compared to the prior year, along with gross margin

of 19% for the year, including four consecutive quarters of positive gross margin, culminating in record Adjusted EBITDA performance ahead of expectation;

2. The introduction of industry-leading innovative micro-electric vehicles for both our Sharing and Product Sales businesses, including the Bird Three and our Bird Bike, an e-bike for consumers;
3. Leadership in the US micromobility market on a sales volume basis for 2021, by our estimation, based on publicly available data for Bird and US peers. While leading in market share, overall market penetration represented far less than 1% of the US addressable market for micromobility, showcasing the long runway for growth we have ahead; lastly
4. Entry into the public markets with the successful close of our business combination with Switchback II in November and in tandem securing \$150 million of vehicle financing from Apollo Investment Corporation and MidCap Financial Trust to help support continued growth.

These milestones were achieved due to the hard work, passion and dedication of our incredible team of Bird employees and logistics partners, and the support of our riders, city partners and suppliers. As you have heard me say before, we are just getting started.

This now leads me to discuss progress against our strategic growth initiatives.

Strong unit economics driven by our vehicle innovation and Fleet Manager operating model, coupled with demand improvement as pandemic-related restrictions continue to ease, position us well for continued growth and progress on our path to achieving profitability.

Our Fleet Manager operating model continues to drive strong Ride Profit Margin results as demonstrated quarter over quarter since 2020, despite the seasonal impact on our topline. This model is a key differentiator for Bird both due to the profitability focus as well as the operational efficiency we unlock with each partner managing about 100 vehicles on average. In fact, our pipeline for logistics partners remains robust even as we continue to elevate our expectations. As we look ahead, we will continue to optimize and develop our Fleet Manager program, including further investment in the technology platforms our partners use to manage their operations.

The Fleet Manager operating model also helps expand our market reach by allowing for better access to long-tail markets, which we continue to see as a significant growth opportunity. Specifically in 2021, Bird entered over 250 cities with populations of fewer than 500,000 each.

In addition to our expansion in long-tail markets, we remain focused on expanding into larger markets. In August 2021, we launched our e-scooter Sharing service in New York City. Based on the program's success, the City is set to expand the footprint or service area of its e-scooter program this summer. As a result, we expect to double our fleet size to meet the needs of the scaled program. Existing large markets, such as Washington DC and Marseille, France, also renewed e-scooter programs over the course of 2021.

Underlying our expansion is our continued progress with our partnerships with cities and related community stakeholders. Our focus on sustainability, safety and smart technology is a key contributor to our successful relationships with our partner cities. On our last call I highlighted our smart sidewalk protection technology, and today I wanted to share a few exciting statistics regarding Bird's positive impact on the communities in which we operate. According to recent research by our city partners, roughly 40% of US e-scooter trips replace gas car trips. This would imply that Bird e-scooter rides taken in the US in 2021 helped prevent nearly 3,500 metric tons of CO2 emissions, based on EPA CO2 emissions estimates for US passenger vehicles. Using methodology published by the Arbor Day Foundation, that is equivalent to the annual CO2 absorption of approximately 150,000 mature trees. Conservative estimates also show that Bird riders added more than \$100 million in incremental spending in 2021 to their local communities, as they use our vehicles to travel short distances to local food and beverage retailers. These stats underscore not only the environmental impact, but also the positive social and economic impact that we have in cities and communities globally.

Another key contributor to our strong partnerships with cities is our leadership in vehicle innovation. As I mentioned, this past year we successfully rolled out our latest generation e-scooter, the Bird Three. The eco-conscious Bird Three made up 37% of our global Bird-designed fleet by 2021 year-end. Bird Threes have shown 20% less vehicle damage compared to other Bird-designed vehicles over the past four months and are designed to operate for longer periods than prior models. In addition, earlier this year we introduced our e-bike sharing program and launched our Bird-designed consumer e-bike. As we look ahead, we will continue to focus on vehicle innovation and lean into the benefits we gain from our end-to-end vehicle design, as demonstrated in our margin performance to date. We see opportunities across our fleet to expand our reach as we build out our now multimodal operations. The demand for e-bikes continues to be robust and we plan to aggressively build out both our Sharing fleet as well as lean into our Product Sales division.

In summary, we are very pleased with our strong execution throughout 2021. As we enter spring, with Omicron cases down from the January peak and weather improving, we are seeing demand pick up

significantly, with the March to-date Gross Transaction Value trend implying over 50% growth month-over-month. Yibo will provide more detail on our outlook in a moment, but I remain confident in our ability to deliver on our strategic objectives in fiscal 2022 while staying focused on our path to profitability and driving value for all of our stakeholders. Our team remains committed to advancing our mission to provide environmentally friendly alternatives to gas-powered vehicles, which is even more critical now as gas prices continue to rise and consumer reliance on gas-powered vehicles continues to shift. With continued industry tailwinds and our proven strategic initiatives, we believe we will continue to drive strong performance this year and beyond.

I'll now turn it over to Yibo to go into more detail on our financials.

Yibo Ling

Thank you, Travis. As just discussed, 2021 was a milestone year for Bird. We delivered revenue of \$205 million, achieving the high-end of our guidance range, while Adjusted EBITDA loss of \$67 million exceeded the high-end of our guidance by 10%. Underlying this performance was continued strength in gross margin driven by our Fleet Manager operating model and continued vehicle innovation. Our fiscal 2021 performance represents records for the Company and reflects the strong rebound in consumer demand we saw following the roll-out of vaccinations and the loosening of COVID-19-related restrictions across the globe.

Furthermore, our business successfully weathered labor and inflationary pressures spurred by COVID-19, as reflected in our year-over-year Adjusted Operating Expenses improvement. Note, we incurred \$87 million in non-cash stock-based compensation expense, which resulted from the issuance of restricted stock units and the accelerated expense recognition methodologies associated with certain service-based and market-based awards in connection with our business combination. Adjusted Operating Expenses, which excludes the stock-based compensation expense and certain non-cash, non-recurring or non-core expenses, decreased 14% year-over-year. Alternatively, as a percent of revenue this Adjusted OpEx figure decreased by 117 points over the same period, demonstrating significant top line recovery against a COVID-19-depressed 2020 in combination with improving operating leverage.

Despite macro headwinds in the back of the year, we delivered against our objectives and ended the year with a stronger fourth quarter performance than initially expected.

Let me now provide more details on our fourth quarter financial performance.

For the quarter, we reported revenue of \$54 million, up 126% against Q4 2020. Our Sharing business outperformed our expectations driven primarily by a strong improvement in utilization, as measured by Rides per Deployed Vehicle per Day. With respect to our Product Sales division, beginning in 2022 we made the decision to primarily work directly with our retail partners in the US to better address surging demand for e-scooters and e-bikes, and recently hired a new head of North America Product Sales who comes to Bird with nearly 20 years of industry experience. As part of this strategic approach, we have wound down a distributor agreement which, in turn, impacted our fourth quarter Product Sales revenue previously recognized in October, which we discussed on our last call. By mix shifting towards more direct sales, we expect to drive improved margin performance within our Product Sales business alongside increased control of our sales channels over time.

Turning to the rest of our P&L, gross margin for the fourth quarter was positive \$8 million compared to negative \$2 million in Q4 2020. Ride Profit, before Vehicle Depreciation, as a percentage of Sharing revenue increased to 53%.

And, finally we reported an Adjusted EBITDA loss of \$21 million in the fourth quarter, reflecting an improvement of \$7 million compared to the prior year period. Please see today's press release for our reconciliation of GAAP to non-GAAP metrics.

Turning to our balance sheet and cash flows...We ended the year with total cash, cash equivalents, and restricted cash and cash equivalents of \$160 million, and total liquidity of \$261 million including \$101 million of undrawn capacity under our vehicle financing facility, which we expect to continue to draw against as we deploy 2022 vehicles over the coming quarters. We intend to continue to explore cost efficient forms of capital to fund the business and opportunities to further optimize our capital structure. With regard to cash flow, as discussed in Q3 we drew forward meaningful portions of our 2022 and 2023 vehicle capex in the second half of 2021 as an important component of our proactive supply chain management strategy, in an effort to mitigate the impact of global logistics and supply chain interruptions of the type we experienced last year. Coupled with the strength of our supplier relationships, we feel this positions us well from a production standpoint to meet our vehicle deployment goals.

We are immensely proud of all that our team and logistics partners have accomplished over the course of the past year. Our business has grown and adapted rapidly amidst some challenging market conditions, as

best exhibited by our gross margin improvement. We recorded our first full year of positive gross margin, specifically 19% of revenue, with each quarter therein also positive, translating to a 44 point increase as a percentage of revenue year-over-year. This is largely attributable to the effectiveness of our Fleet Manager operating model and the resilience and extended operating life of our Bird-designed and engineered vehicles.

Now, turning to our outlook... which, aside from the known impact in Q1, assumes no material deterioration in the Company's current business operations and supply chain as a result of geopolitical instability as well as COVID-19, its variants, or any other unforeseen macro developments.

For the first quarter we expect revenue in the range of \$34 to \$36 million. This reflects the impact of Omicron depressed demand early in the period on top of our traditional seasonal demand trough, in combination with the strong recovery, which Travis characterized earlier, that we're now seeing with each additional week in March. While it is still early in the year, we expect continued recovery towards pre-pandemic levels of demand. Moreover, our vehicle deliveries for the balance of the year are on track due to the proactive steps I mentioned earlier to mitigate supply chain pressures.

Putting the demand and supply pictures together, we believe we're well positioned to capitalize on the promise of the industry as the year progresses, especially as more people look to adopt environmentally friendly transportation alternatives. Specifically, for the full-year 2022, we expect revenue to be at least \$350 million, an increase of more than 70% over fiscal 2021. We also expect to benefit from continued gross margin rate expansion, which we see trending into the 20s for fiscal 2022, owing primarily to continued scaling of our Fleet Manager operating model in context of an ongoing fleet mix shift to newer, innovative Bird-designed and engineered vehicles. This margin expansion in combination with increasing operating leverage against our fixed cost base should drop through directly to further year-over-year gains on Adjusted EBITDA. We expect to update on the full-year outlook in coming quarters.

With that, we are ready to take questions. Operator?