



# The Lyft Network

AUTONOMOUS FACT SHEET | APRIL 26, 2021

## What is Lyft Autonomous (Formerly “Open Platform”)?

Lyft Autonomous is a team within Lyft made up of engineers, product managers, data scientists, and UX designers focused on the self-driving consumer experience, marketplace, and self-driving fleet products. Originally called “Open Platform,” the team was founded in 2016 to advance Lyft’s vision of transforming autonomous vehicle (AV) technology from transportation science to transportation service by building the preeminent network and consumer experience optimized for best-in-class self-driving technology. Lyft Autonomous is led by General Manager Jody Kelman, who brings over half a decade of product leadership at Lyft, including launching the Open Platform team.

## What is Level 5?

In 2017, Lyft created Level 5 as a division focused exclusively on developing self-driving systems for AVs. While the Level 5 team focused on developing AV technology for cars, the Lyft Open Platform team remained focused on the network, developing technologies and services that enable self-driving vehicles to utilize Lyft’s marketplace technology. The Level 5 team includes more than 300 engineers and data scientists who bring deep expertise in machine learning, robotics, and computer vision. Level 5 is led by Lyft EVP Luc Vincent. In April 2021, Lyft announced an agreement for the acquisition of Level 5 by Woven Planet Holdings, Inc., a subsidiary of Toyota Motor Corporation.

## What is Lyft Fleet?

Lyft’s fleet division manages over 10,000 vehicles via Lyft Rentals (for riders) and Express Drive (for drivers), as well as Lyft vehicle service centers across North America. Lyft Fleet was founded in 2019 under the leadership of Cal Lankton, VP of Fleet & Global Operations, with a long-term vision of high-efficiency operations of autonomous, electric vehicles at scale. Before joining Lyft, Cal led the Tesla Energy business, including development of the global Supercharger network. In addition to managing Lyft’s rental and self-driving fleets on the Lyft platform, Lyft’s fleet division is spearheading Lyft’s transition to 100% electric vehicles (EVs) on the Lyft network by 2030.



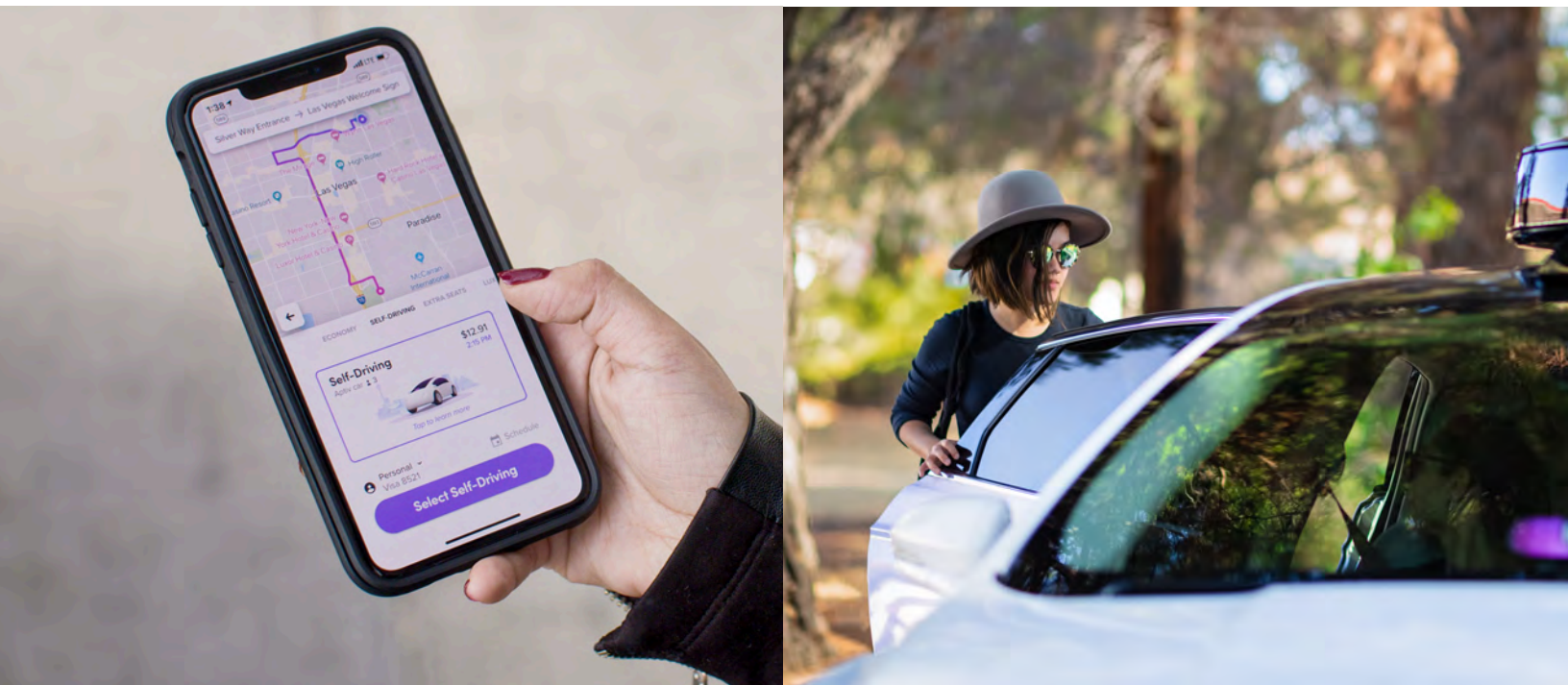
# Lyft's Autonomous Future

The Lyft Autonomous team will become part of Lyft's fleet division, creating a single home for a future fleet that is electric, self-driving, and shared. The Autonomous team will continue to focus on the self-driving consumer experience, marketplace, and fleet services that ensure Lyft riders have access to the safest, most advanced self-driving technology on the market — and that our AV partners have access to the power of Lyft's rideshare network.

## For Lyft Riders

**Lyft Self-Driving Mode:** Most Lyft riders are taking their very first self-driving ride through Lyft. When they request a Self-Driving ride on the Lyft app, we provide information about how to access a self-driving car and what to expect from their ride. In areas where our AV partners offer service, Lyft riders can request a Self-Driving ride the same way they would any other ride in the Lyft app.

**Lyft In-Car Experience:** Once they get into a ride, our riders need to understand basics: Like how self-driving technology works, and how to get assistance if they need it. Our Lyft In-Car Experience makes sure Lyft riders are taken care of from the moment they step into a self-driving ride, and can easily access the help and support they need.



## For AV Partners

**Hybrid Network:** Lyft's hybrid network helps AV partners maximize vehicle utilization while introducing millions of riders to self-driving cars. Daily travel patterns don't resemble a static horizontal line. They're closer to a heartbeat, with large spikes around morning and evening commutes and a mix of peaks and valleys during other parts of the day. A scaled rideshare network that combines AVs with human drivers is the best way to meet dynamic demand peaks while maximizing vehicle utilization. Lyft's AV Partner API allows self-driving partners to easily plug their vehicles into the Lyft network and be dispatched directly to our riders.

**Lyft's Marketplace Engine:** Lyft's marketplace engine brings the power of the Lyft network to self-driving technology, enabling our AV partners to maximize revenue per mile. Lyft has invested billions in its rideshare network on data science, product development, and engineering to drive efficiency around demand prediction, vehicle positioning, routing, and other critical marketplace functions. For a rider, this looks incredibly simple: A ride that shows up at the tap of a button. But behind the scenes, Lyft's marketplace engine dynamically determines pricing, matching, dispatching and optimal routing at scale in real-time. This enables us to drive maximum utilization with higher revenue per mile for AVs and partners on Lyft's rideshare network.

**Fleet Management:** Lyft's fleet management tools and services will allow Lyft to manage partners' fleets of self-driving vehicles, providing easy-to-use tools for fleet managers including asset management, real-time location tracking, and automated notifications for required service. By offering a comprehensive set of tech-enabled fleet management services to AV partners, we help maximize their economic returns by reducing the operating costs of their fleets and increasing commercial uptime.



### Hybrid Network

Combination of human drivers and autonomous vehicles unlocks the **highest utilization and always available rides**



### Marketplace Engine

Real-time demand prediction, vehicle positioning, routing, and pricing drive the **highest revenue per mile**



### Fleet Management

Technology-enabled fleet management and operations deliver the **lowest cost per mile**



# Lyft Autonomous Milestones

## January 2016

Lyft creates the Open Platform team (now Lyft Autonomous).

## June 2017

Lyft launches Level 5 to build its own self-driving technology.

## December 2017

Lyft introduces the first self-driving cars on the Lyft network in a demonstration project with nuTonomy (now Motional) in Boston.

## January 2018

Lyft goes live with its first major demonstration at the CES show in Las Vegas, completing 400+ rides with an average ride rating of 4.997 out of 5.0.

## May 2018

Lyft launches continuous operations with Aptiv (now Motional) in Las Vegas.

## September 2018

Self-Driving becomes a standard mode in the Lyft app, available to riders in Las Vegas.

## August 2018

Lyft reaches 5,000 self-driving rides.

## December 2018

Lyft launches an employee pilot with Level 5 self-driving cars in Palo Alto.

## May 2019

Lyft reaches 50,000 self-driving rides.

## June 2019

Waymo introduces commercial self-driving cars on the Lyft network in the Phoenix Metro area. Lyft users have the option to select a Waymo directly from the Lyft app.

## December 2019

Lyft reaches 100,000 self-driving rides.

## October 2020

Lyft launches its "Partner API," allowing AV partners to plug their fully driverless vehicles into the Lyft network and be dispatched directly to our riders.

## December 2020

Lyft announces a deal with Motional to launch and scale driverless vehicles in multiple cities beginning in 2023 on the Lyft network.

## April 2021

Lyft announces an agreement for the acquisition of Level 5 by a subsidiary of the largest automaker in the world. Lyft's Open Platform team joins Lyft's fleet division creating Lyft Autonomous, the single home for Lyft's self-driving experience, marketplace, and self-driving fleet products.

## Forward-Looking Statements

Certain statements contained in this document are "forward-looking statements" within the meaning of the securities laws, including statements about trends in Lyft's business, the proposed transaction with Woven Planet Holdings, Inc., a subsidiary of Toyota Motor Corporation, including the benefits of the transaction and closing date, as well as Lyft's future commercial collaborations, autonomous vehicle technology, Lyft Autonomous, the Lyft platform and Lyft's autonomous vehicle strategy. Such statements, which are not of historical fact, involve estimates, assumptions, judgments and uncertainties. There are a number of factors that could cause actual results or outcomes to differ materially from those addressed in the forward-looking statements. Such factors are detailed in Lyft's filings with the Securities and Exchange Commission. We do not undertake an obligation to update our forward-looking statements to reflect future events, except as required by applicable law.

