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INVESTOR RELATIONS DAY
JUNE 17, 2021



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| |

WELCOME

KAMAL HAMID

VICE PRESIDENT, INVESTOR RELATIONS



DISCLAIMER

Forward-Looking Statements

The information in this presentation includes "forward-looking statements" within the meaning of the "safe harbor" provisions of the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "estimate," "plan," "project," "forecast," "intend," "will," "expect," "anticipate," "believe," "seek," "target" or other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These statements are based on various assumptions, whether or not identified in this presentation, and on the current expectations of Canoo's management and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on by any investor as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond Canoo's control. These forward-looking statements are subject to a number of risks and uncertainties, including changes in domestic and foreign business, market, financial, political and legal conditions; the rollout of Canoo's business and the timing of expected business milestones and commercial launch; future market adoption of Canoo's offerings; risks related to Canoo's go-to-market strategy; the effects of competition on Canoo's future business; and those factors

discussed under the captions "Risk Factors" and "Management's Discussion and proxy statement/prospectus contained therein, and the Annual Report on Form 10-K for the fiscal year ended December 31, 2020 filed with the SEC on March 31, 2021, as well as its other filings with the SEC, copies of which may be obtained by visiting Canoo's Investors Relations website at investors.canoo.com or the SEC's website at www.sec.gov. If any of these risks materialize or Canoo's assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that Canoo does not presently know or that Canoo currently believes are immaterial that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect Canoo's expectations, plans or forecasts of future events and views as of the date of this presentation. Canoo anticipates that subsequent events and developments will cause Canoo's assessments to change. However, while Canoo may elect to update these forward-looking statements at some point in the future, Canoo specifically disclaims any obligation to do so unless required by law. These forward-looking statements should not be relied upon as representing Canoo's assessments as of any date subsequent to the date of this presentation. Accordingly, undue reliance should not be placed upon the forward-looking statements.



CANOO POSITIONED TO SUCCEED IN THE COMING GREAT EV CONSOLIDATION



INTRODUCTION: THE VISION

TONY AQUILA

Our vision for Canoo



ENGINEERING

PETER SAVAGIAN

Differentiated MPP
Best-in-class proprietary
EV technology



MANUFACTURING

FRANK FAGA

Mega-micro factory
Hybrid, two-phased
approach & fast
to market



GO TO MARKET

MARK AIKMAN

Large TAM enabled
by multiple top hats



CUSTOMER JOURNEY

CHRISTIAN TREIBER

Customer-centric
mindset and offerings



FINANCE

RENATO GIGER
& RAMESH MURTHY

Updated outlook





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INTRODUCTION: THE VISION

TONY AQUILA
CHAIRMAN & CEO







UPDATE ON MANUFACTURING

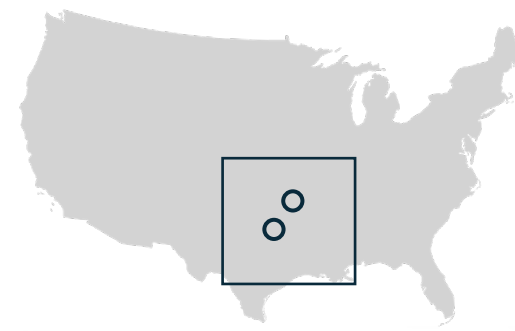


MANUFACTURING FACILITY TO BE BUILT IN PRYOR, OK

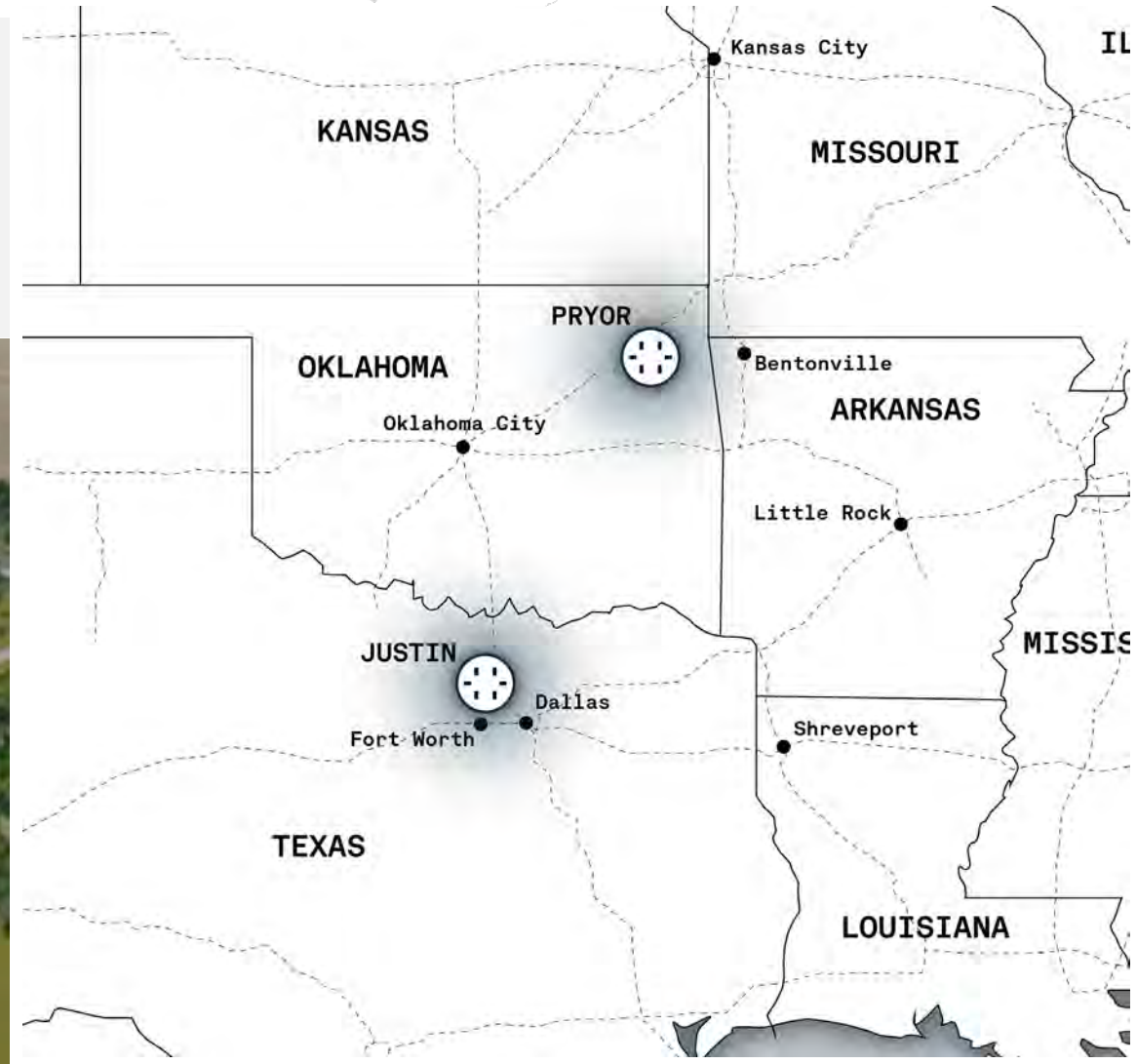
~400 acres

45 minutes from Tulsa city center

No zoning changes required



PHASE 2



CANOO TO PARTNER WITH OKLAHOMA FOR US MANUFACTURING

INCENTIVE PACKAGE VALUED AT OVER \$300M



Innovative and visionary administration led by Governor Kevin Stitt

Clear alignment with Canoo's vision to bring EVs to everyone

Strong financial commitment by the state and Canoo to form a winning long-term partnership

Established manufacturing industry with qualified work force

Centrally located: ~4-hour drive to Canoo exec. offices in TX

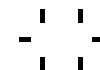
Leading EV infrastructure

**Engaged Bradley –
a nationally-recognized,
expert site selection team**

100+ sites evaluated

30+ sites visited in **8** states

4 sites down-selected







UPDATE ON MANUFACTURING

CANOO SELECTS VDL NEDCAR AS CONTRACT MANUFACTURING PARTNER

PRODUCTION TO START Q4 2022



Born, Netherlands facility

50+ years of **proven, high-quality manufacturing** for leading OEMs, including **2020 JD Power Quality award – [3rd] best plant in Europe**

Entrepreneurial, Trusted and **forward thinking** management team with ambition for long-term partnership with Canoo

Capabilities for **body, paint, and assembly; capacity** to accommodate Canoo's ambitious growth plans

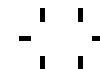
Strategic location for **logistics and bridgehead into European market**

3rd best EV infrastructure in the world built by the Dutch Government

Strong track record with OEM partners



DAIMLERCHRYSLER



EVs FOR EVERYONE USING A 21ST CENTURY MODEL



AUTOMOTIVE MODEL IS BROKEN

10%

Of nameplates make up 60% of the global passenger car profit pool



70-80%

Portion of vehicle lifetime profit generated after first owner



1st



1st



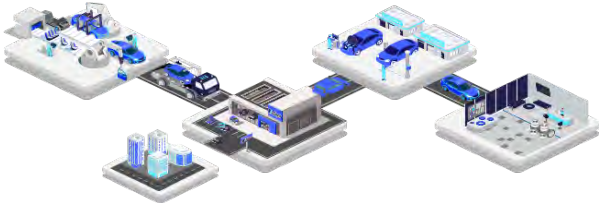
2nd



3rd



4th



4 out of 10

Portion of unsatisfied US car buyers



CYBER VULNERABILITY AN EXISTENTIAL THREAT

ALMOST ALL OEMS ARE SUSCEPTIBLE...

...PLACING CONSUMERS AT RISK



SECURITY
Android Phone Hacks Could Unlock Millions of Cars
ANDY GREENBERG



DRIVE TIME
Hackers Can Clone Millions of Toyota, Hyundai, and Kia Keys
ANDY GREENBERG



TECHNOLOGY AND NOT
Kia Motors Reportedly Told to Pay Up in Latest Ransomware Attack
DoppelPaymer apparently takes control of Kia Motors data, hitting the automaker with a significant ransom demand.



A New Wireless Hack Can Unlock 100 Million Volkswagens

A team of researchers has found that Volkswagen stores secret keys in car components that leave almost all its vehicles since 1995 vulnerable to theft



SECURITY
Tesla Responds to Chinese Hack With a Major Security Upgrade
ANDY GREENBERG

SECURITY
The Jeep Hackers Are Back to Prove Car Hacking Can Get Much Worse


ANDY GREENBERG



100% Safe Unlock Guaranteed *****

WannaDrive?

Language: English



Ooops, your car engine has been locked.

To unlock your car, scan the QR code below and pay 50€ in Bitcoins.

You can also directly use our Bitcoin wallet below:
1Boop-wpYbZ-C21cS-hPFvq-9K6sw-4dkzd-TbNF



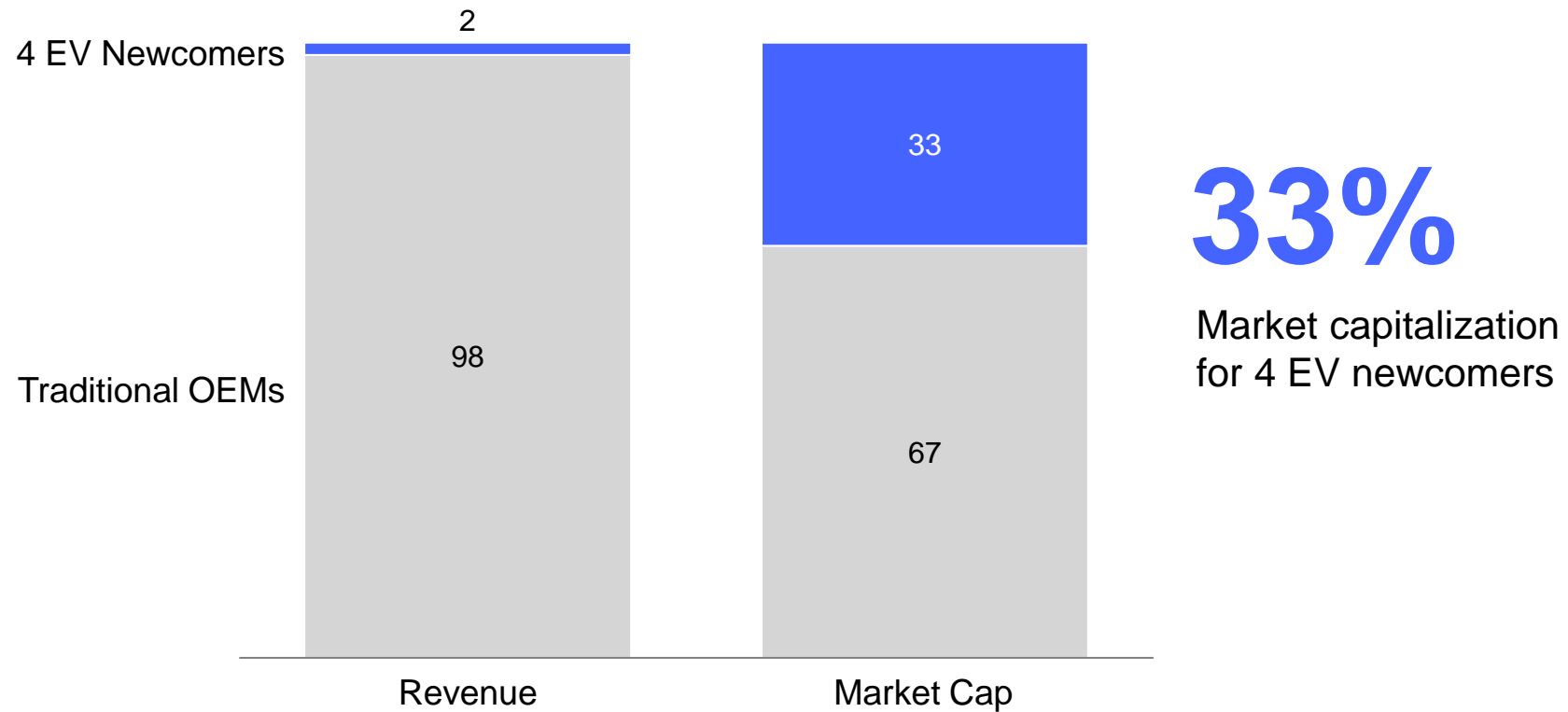
Check payment and unlock the engine.

Contact and further information.



BREAKOUT VALUATION FOR THOSE GETTING IT RIGHT

REVENUE AND MARKET CAPITALIZATION FOR AUTO OEMS
% OF TOTAL



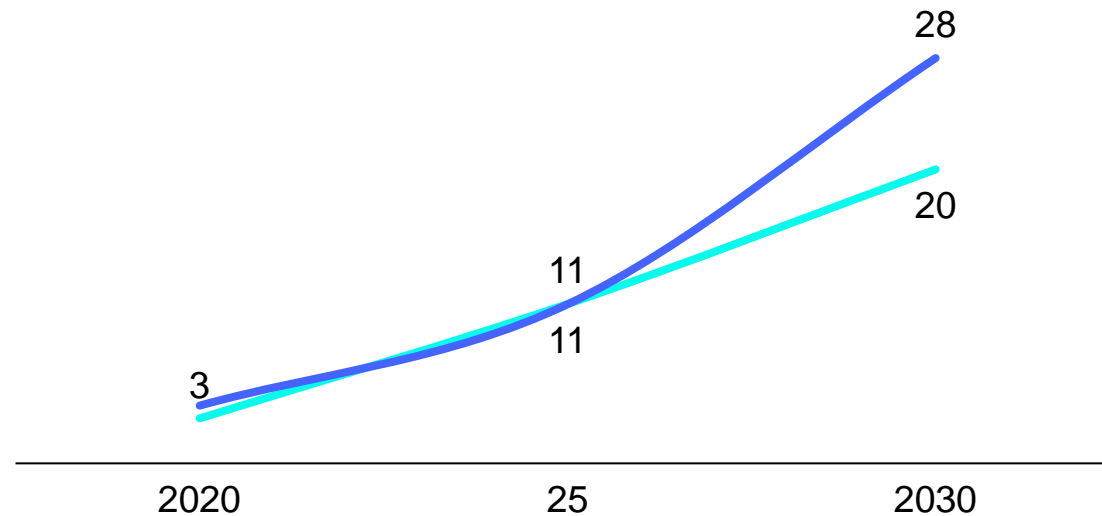
Linear business model no longer works!



GLOBAL LIGHT PASSENGER EV DEMAND AND PRODUCTION

% OF TOTAL GLOBAL SALES

- EV Production Plans
- EV Demand Projections



~4X Increase in EV demand by 2025

~9X Increase in EV demand by 2030

~8 p.p. Gap between EV demand estimates and production plans

Opportunity for players with a product!

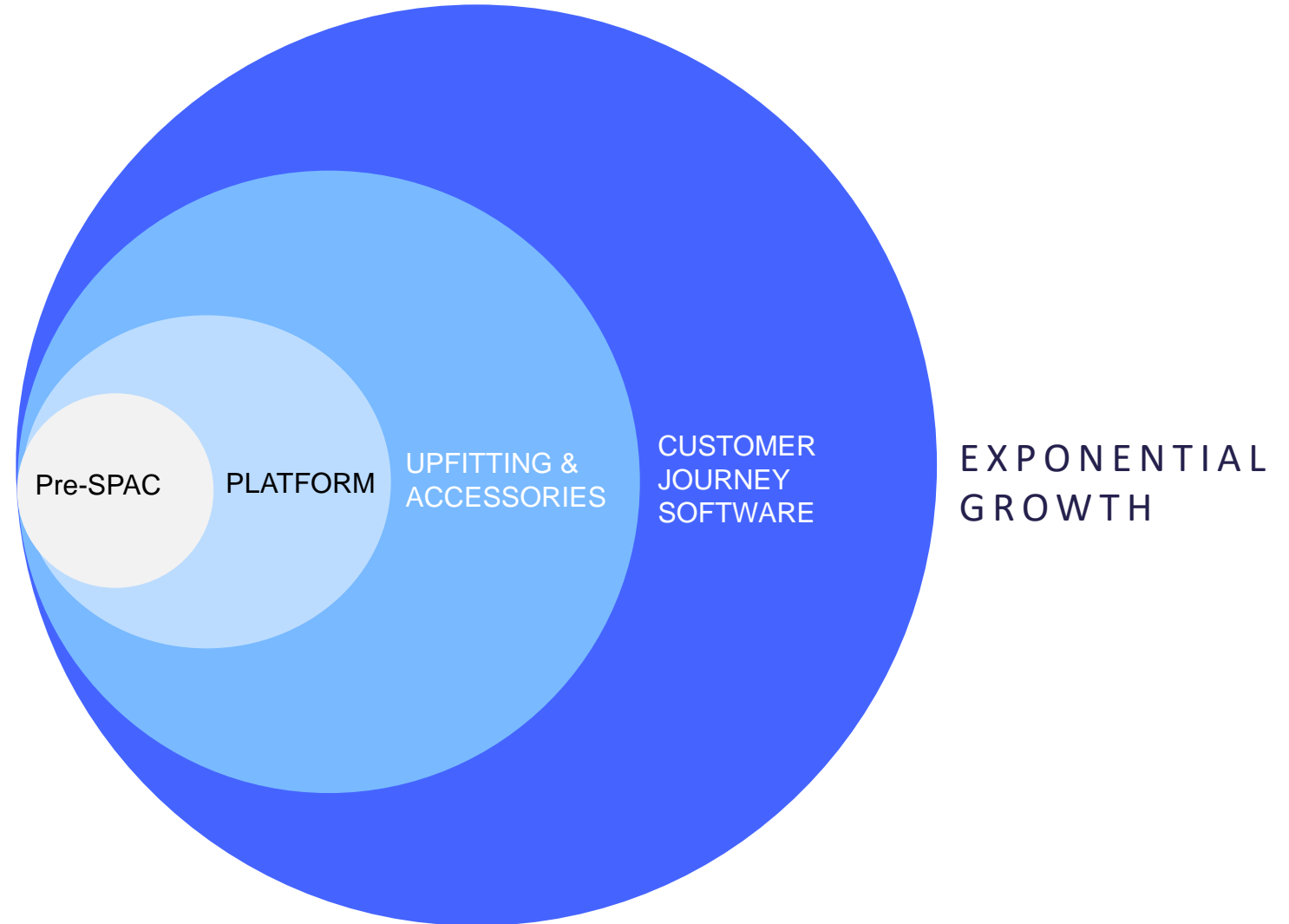


ACCELERATED PERFORMANCE WITH FOCUS ON CORE VALUE DRIVERS

1 ENHANCED PLATFORM

+2 AMPLIFIED UPFITTING & ACCESSORIES

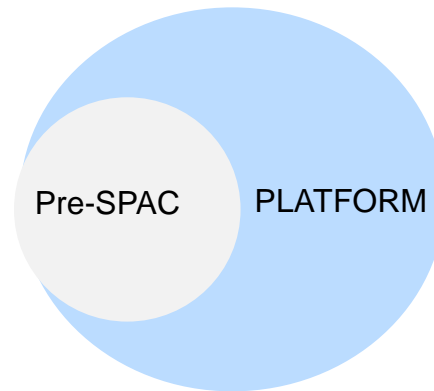
+3 INNOVATED CUSTOMER JOURNEY SOFTWARE



ACCELERATED PERFORMANCE WITH FOCUS ON CORE VALUE DRIVERS

1 ENHANCED PLATFORM

+2 AMPLIFIED UPFITTING
& ACCESSORIES



EXPONENTIAL
GROWTH

+3 INNOVATED CUSTOMER
JOURNEY SOFTWARE



MOST ATTRACTIVE SEGMENTS - AT LOWER INCREMENTAL COST

57%

of cost carried over
to next variant¹

>70%

of critical functions
delivered by
platform

MOST PROFITABLE AND HIGHEST CO₂ EMITTING SEGMENTS - PICKUPS & SUVs



\$115B+

90% of 2020 profit
pool in US

~60%

of the transportation
emissions

FASTEST GROWING SEGMENTS - DELIVERY VAN



~2M more delivery vehicles
needed globally by 2030



COMFORTABLE, CLASS-LEADING CARGO SPACE WITH SUPERIOR OPERATING TCO

Ergonomic seat design
for **driver comfort**



Easy loading & unloading



30% more cargo space
than peers



Drive by wire provides
flexibility to customize

35%+ lower TCO,
business upfit ready¹

1. Based on average annual mileage of 23k. Represents commercial battery electric vehicle (BEV) total cost of ownership (TCO) savings versus a comparable internal combustion engine (ICE) vehicle over 8 years on a volumetric capacity basis



PLATFORM PIVOT-ABILITY TO FOCUS ON HIGH MARGIN PRODUCTS

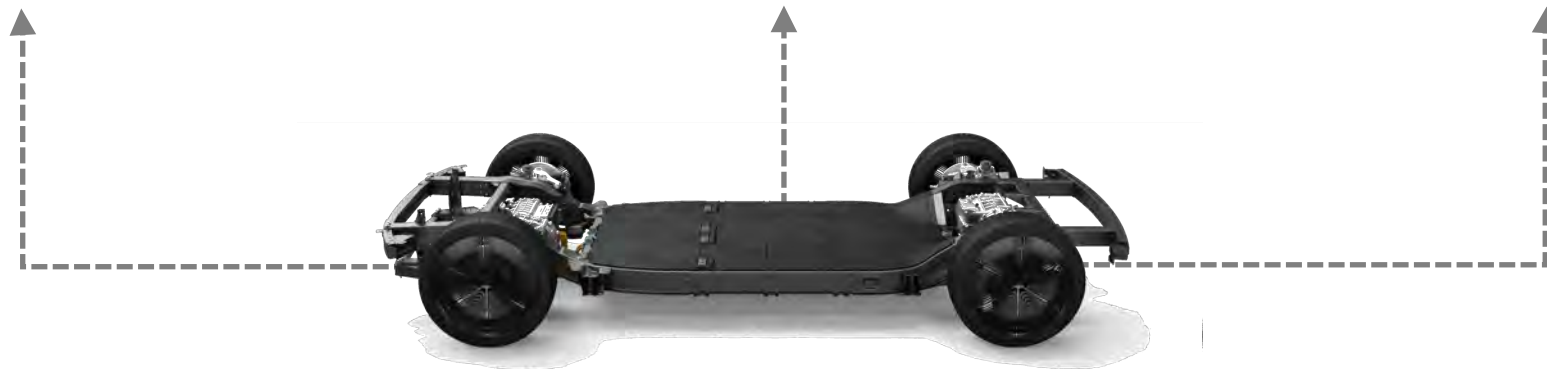
DELIVERY



MOBILITY



ADVENTURE



VERTICALLY INTEGRATED DEVELOPMENT THAT FOCUSES ON EFFICIENT DESIGN AND SECURITY

Leading efficiency
on EV technology

55% less controllers¹
Priceless

15% higher specific energy
Longer range

13% higher power density
More horsepower

Vertically integrated

ADAS development



Drive units

High voltage hardware

Battery modules

Secure
connectivity layer



Secure OTA
updates

Not plug-and-play

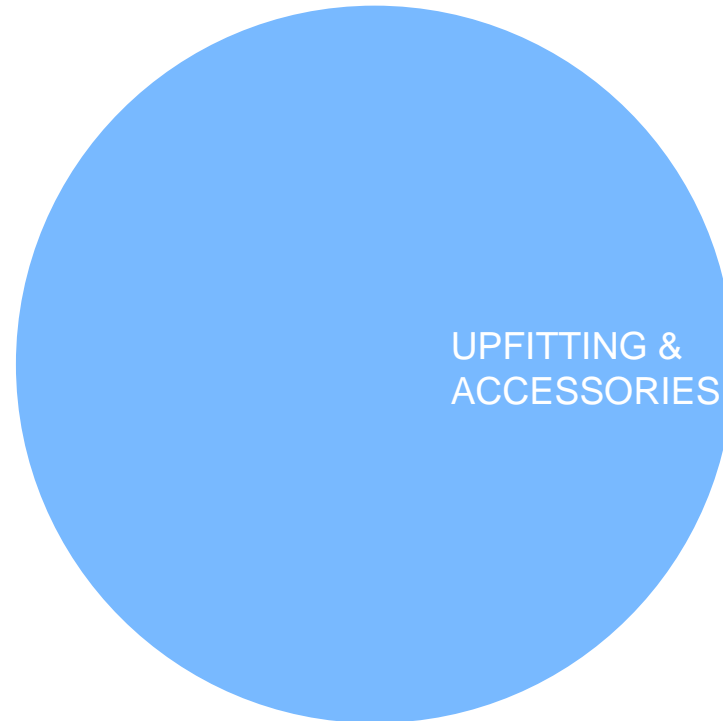
In-house software
and hardware



ACCELERATED PERFORMANCE WITH FOCUS ON CORE VALUE DRIVERS

1 ENHANCED PLATFORM

+2 AMPLIFIED UPFITTING
& ACCESSORIES



EXPONENTIAL
GROWTH

+3 INNOVATED CUSTOMER
JOURNEY SOFTWARE

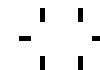


LARGE AND PROFITABLE OPPORTUNITY

\$24B Addressable upfitting
& accessories market

30-40% Average margin on upfitting
& accessory products for OEMs

12% Portion of total upfitting
& accessory market currently
captured by OEMs



LARGE AND PROFITABLE OPPORTUNITY

HIGHLY LUCRATIVE, ACCRETIVE TO OVERALL MARGIN



Est. incremental
revenue

\$8,800+



\$6,400+



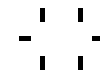
\$3,700+

Est. incremental
margin

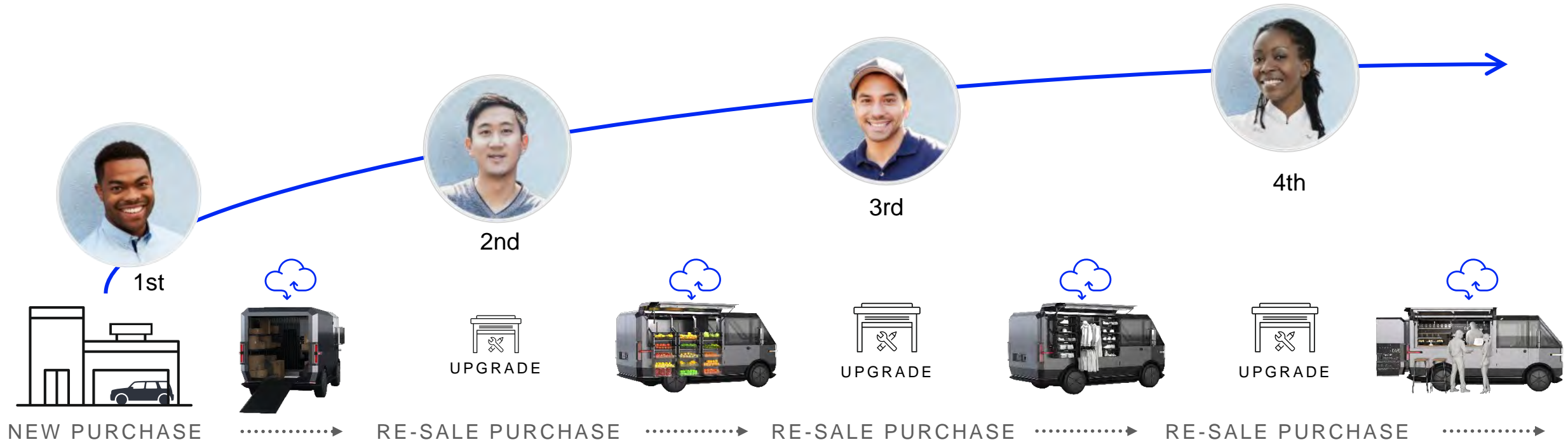
\$3,000-3,500

\$2,200-2,500

\$1,300-1,500



CAPTURING FULL VEHICLE LIFECYCLE VALUE



70-80% LIFETIME PROFIT OPPORTUNITIES FROM OWNERS 2-4

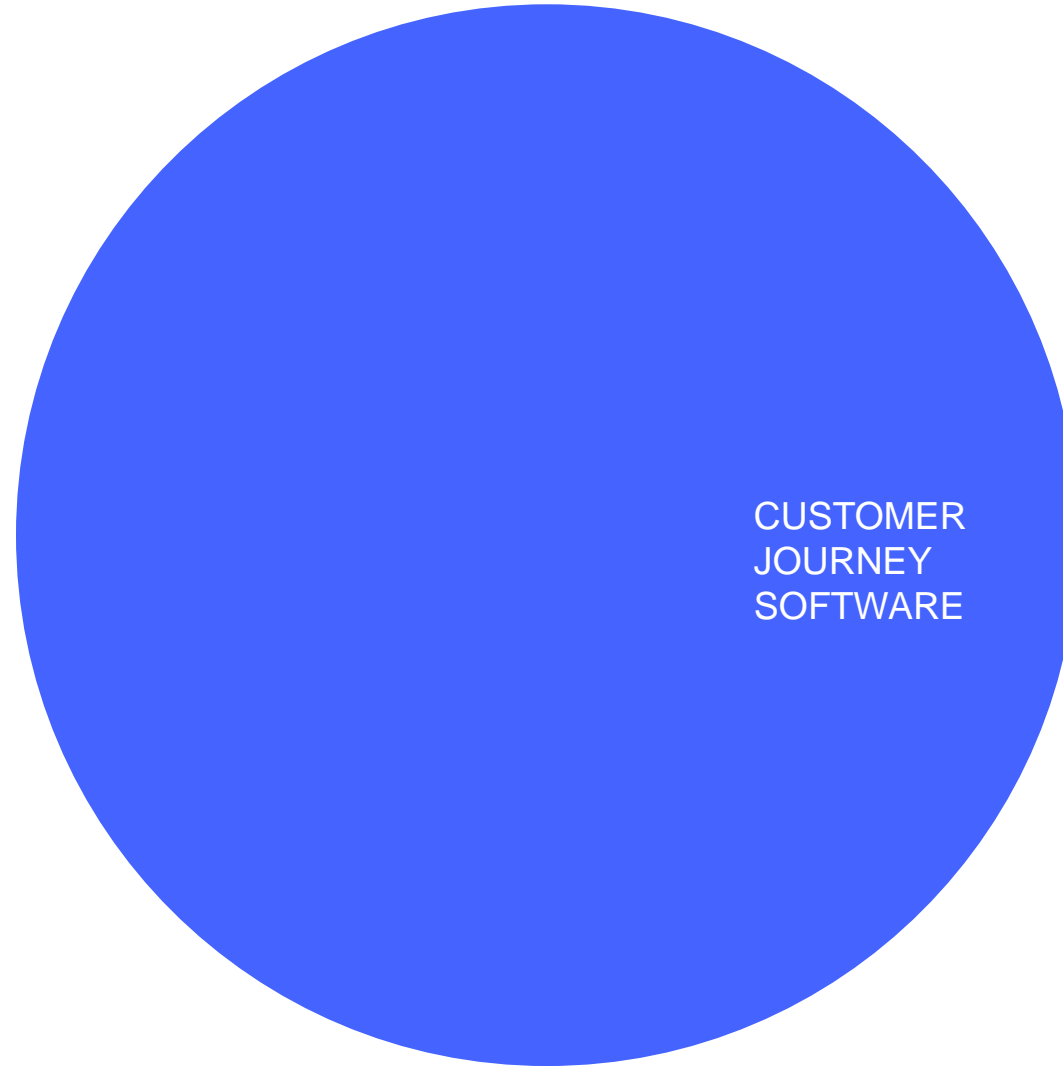


ACCELERATED PERFORMANCE WITH FOCUS ON CORE VALUE DRIVERS

1 ENHANCED PLATFORM

+2 AMPLIFIED UPFITTING
& ACCESSORIES

+3 INNOVATED CUSTOMER
JOURNEY SOFTWARE



CUSTOMER
JOURNEY
SOFTWARE

EXPONENTIAL
GROWTH



CAR DATA OFFERS A BIG OPPORTUNITY

1-2 TB of raw data per day
per connected vehicle

\$250-400B of value from **car data**
monetization globally

CANOO



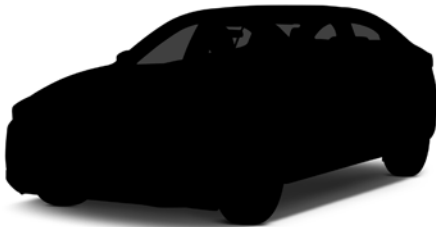
Harmonized hardware
& software



Superior cleansing

= ACTIONABLE DATA

THEM



Outsourced hardware
& software

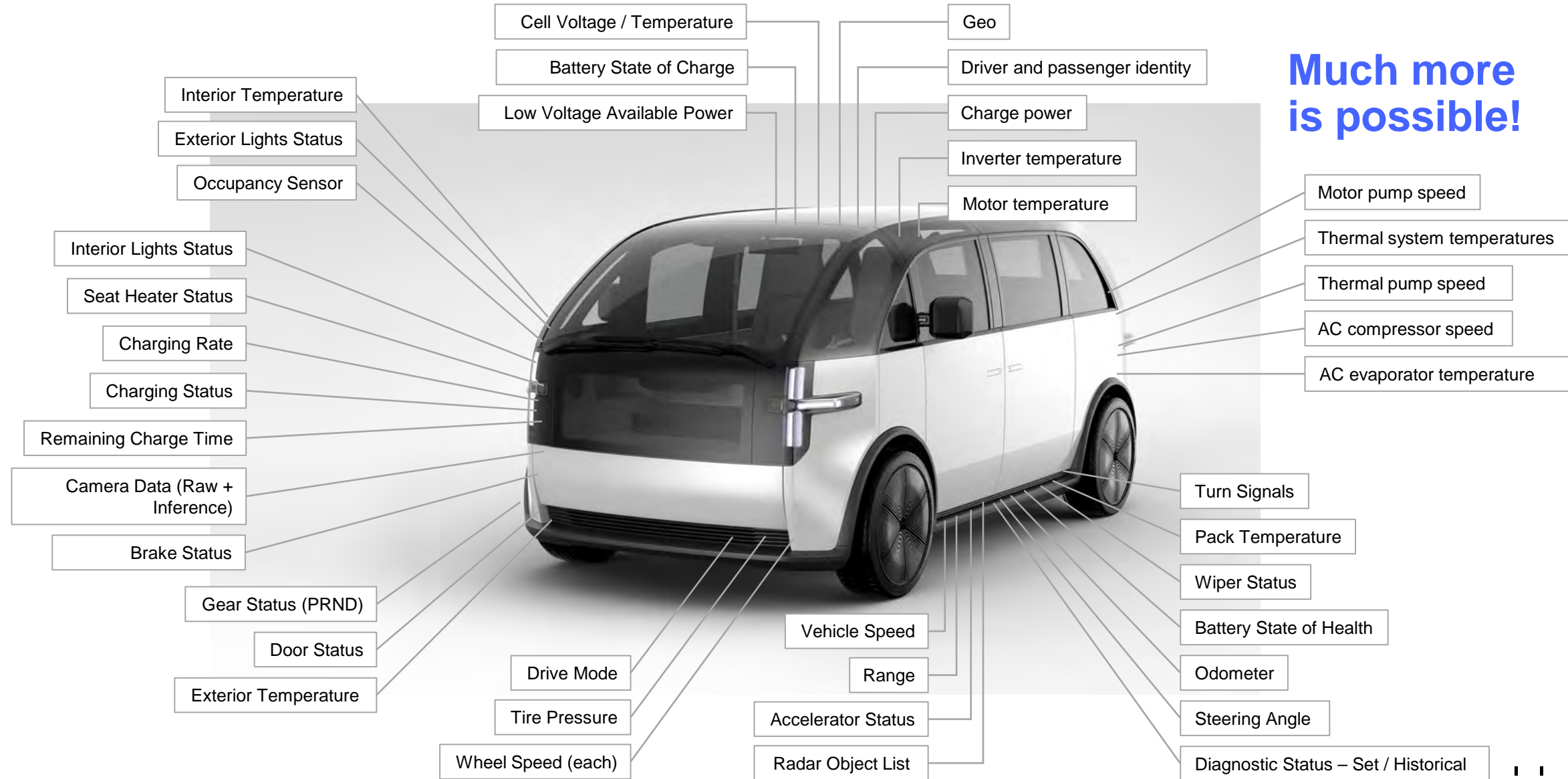


Poor cleansing

= DISJOINTED DATA



SOFTWARE PLATFORM TO AGGREGATE CAR DATA

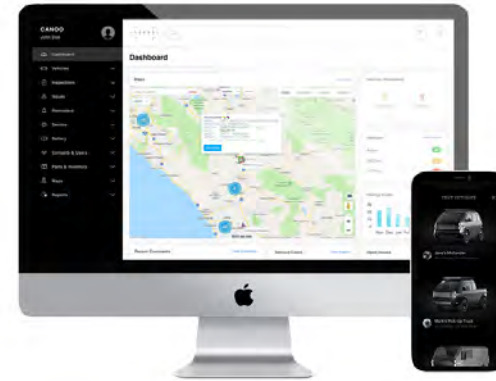


“APP STORE” FOR VEHICLE OWNERS

3X MULTIPLIER ON CONNECTED CARS



CANOO AMS SOFTWARE



PARTNER ECOSYSTEM (SELECTIVE)



Insurers



Merchants



Part Suppliers
(E.G., Tires)



Suppliers



Charging
Stations



Body & Repair
Shop



Mobility
Infrastructure



Fleet
Logistics



CUSTOMER JOURNEY

1 PURCHASE

Digital DMV records
Tire subscription

2 USAGE

Smart tolls
Driving based
insurance rates

3 SERVICES

Charging station
reservation / payment
OTA updates

4 REPAIR

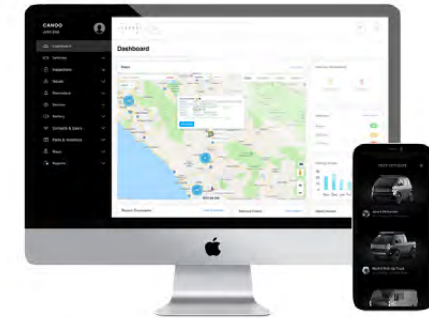
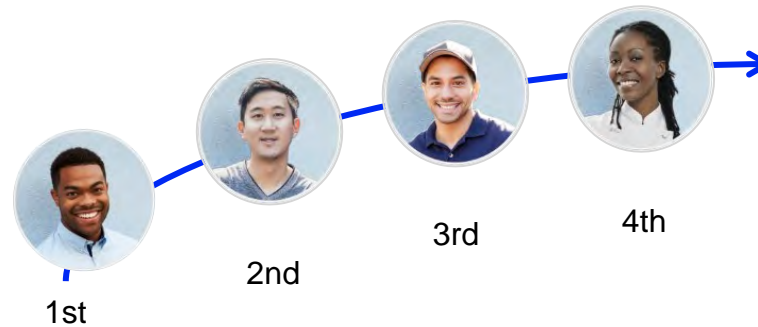
Repair cost predictor
Remote service booking

5 SELLING / TRADE IN

Real time residual value
Vehicle marketplace listing



WELL-POSITIONED FOR SUCCESS WITH A DIFFERENTIATED BUSINESS MODEL



\$115B+

**90% of 2020 profit
pool in US**

Exceptional products aimed at
most profitable segments,
enabled by leading EV platform

\$24B+

**Addressable upfitting
& accessories market in US**

Monetizing full vehicle lifetime
value with emphasis on 2nd, 3rd,
and 4th customer

\$250B+

**of value from car data
monetization globally**

Customer-centric, software
ecosystem generating
exponential network effect

Executing a disciplined approach with the best partners



MANAGEMENT TEAM PRESENTING TODAY



PETER SAVAGIAN

Chief Technical Officer

30+ years in auto industry



CHRISTIAN TREIBER

Sr. Vice President, Global Customer

Journey & Customer Services

20+ years experience in automotive aftermarket



FRANK FAGA

Vice President, Manufacturing

40+ years experience in auto manufacturing

DAIMLERCHRYSLER



HOLDEN



RENATO GIGER

Sr. Vice President & Interim Chief
Financial Officer

30+ years experience in finance



MARK AIKMAN

Chief Marketing Officer

20+ years experience in marketing



RAMESH MURTHY

Chief Accounting Officer

*20+ years experience in accounting
and audit*





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ENGINEERING

PETER SAVAGIAN

CHIEF TECHNOLOGY OFFICER



ENGINEERING CANOO'S NEW VALUE PROPOSITION

IN-HOUSE DESIGNED TO CONTROL IP, COSTS AND DELIVER THE CUSTOMER JOURNEY

LAYER

3



1st



2nd



3rd



4th



2



UPGRADE



UPGRADE



UPGRADE



1



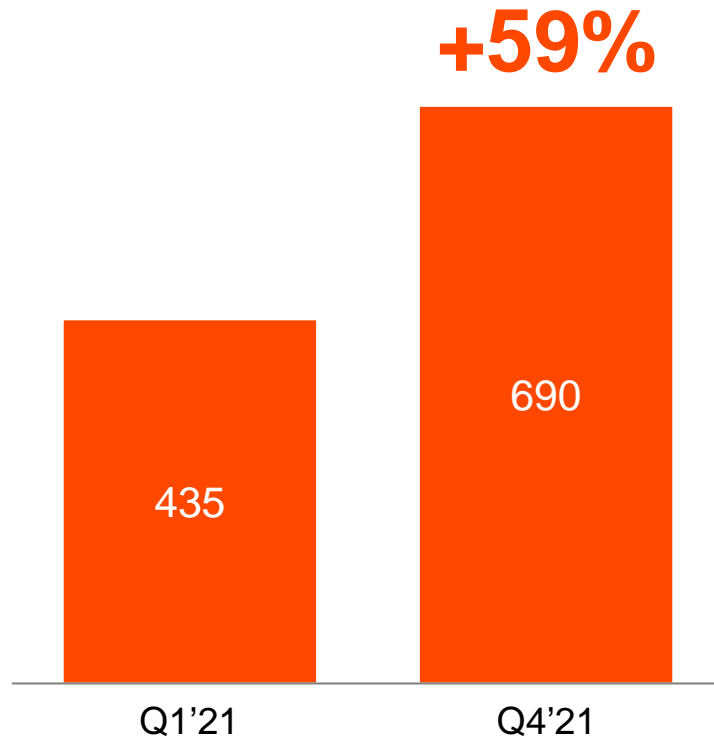
Harmonized and Articulated
3 - Layer Vehicle Concept

Keeps fresh and returns capital over an entire vehicle lifecycle



GROWING ENGINEERING EXCELLENCE

SCALING UP TECHNICAL HEADCOUNT



STRONG ENGINEERING LEADERSHIP

32 years average automotive experience

Led ideation, development and launch of many significant vehicles

Mindset: continuously dissatisfied, always raising the bar



SOHEL MERCHANT

In-charge, Vehicle Architecture
>20 years in vehicle architecture and engineering



NITIN PATEL

VP Propulsion & Electronics
>24 years in propulsion systems and engineering



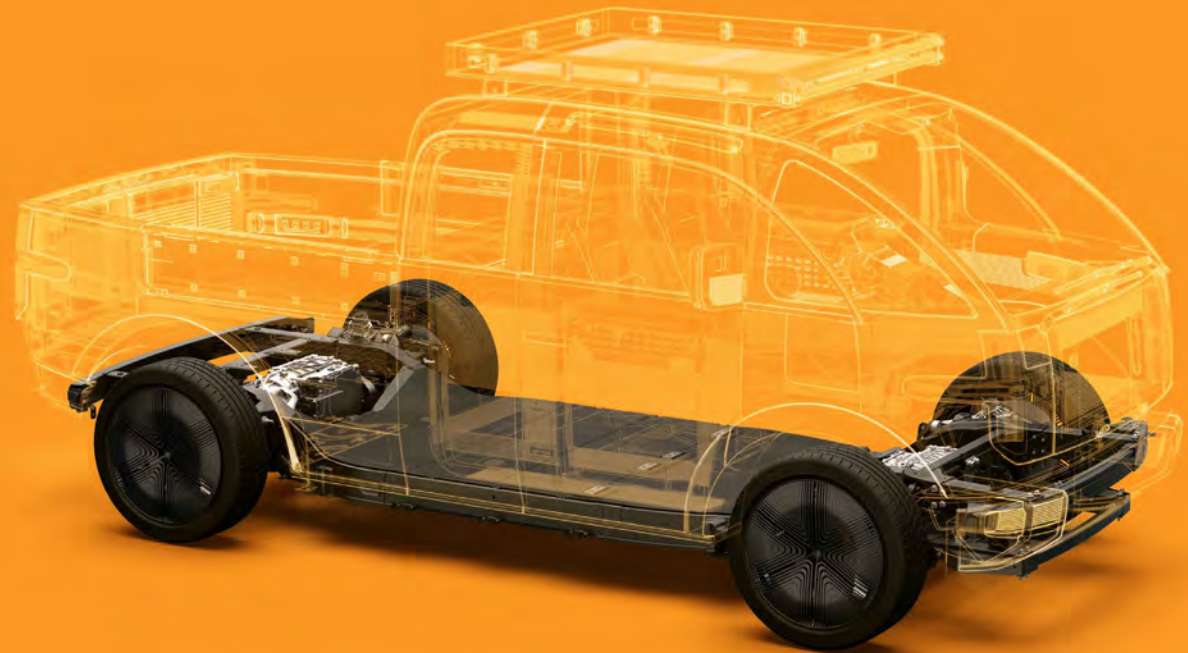
PLATFORM RE-USE

ENABLES COST SAVINGS AND RISK REDUCTIONS

45-55% labor savings
for new variants
developed

57% of the BoM cost
carryover across
variants

>70% of critical functions
are delivered by
the platform



BATTERY SYSTEM IS HIGHLY INTEGRATED & PROTECTED

Not a box-in-a-box design

Battery modules structurally integrated directly into platform

Saves ~90 lbs

Mechanically and Environmentally protected

195 Wh/kg

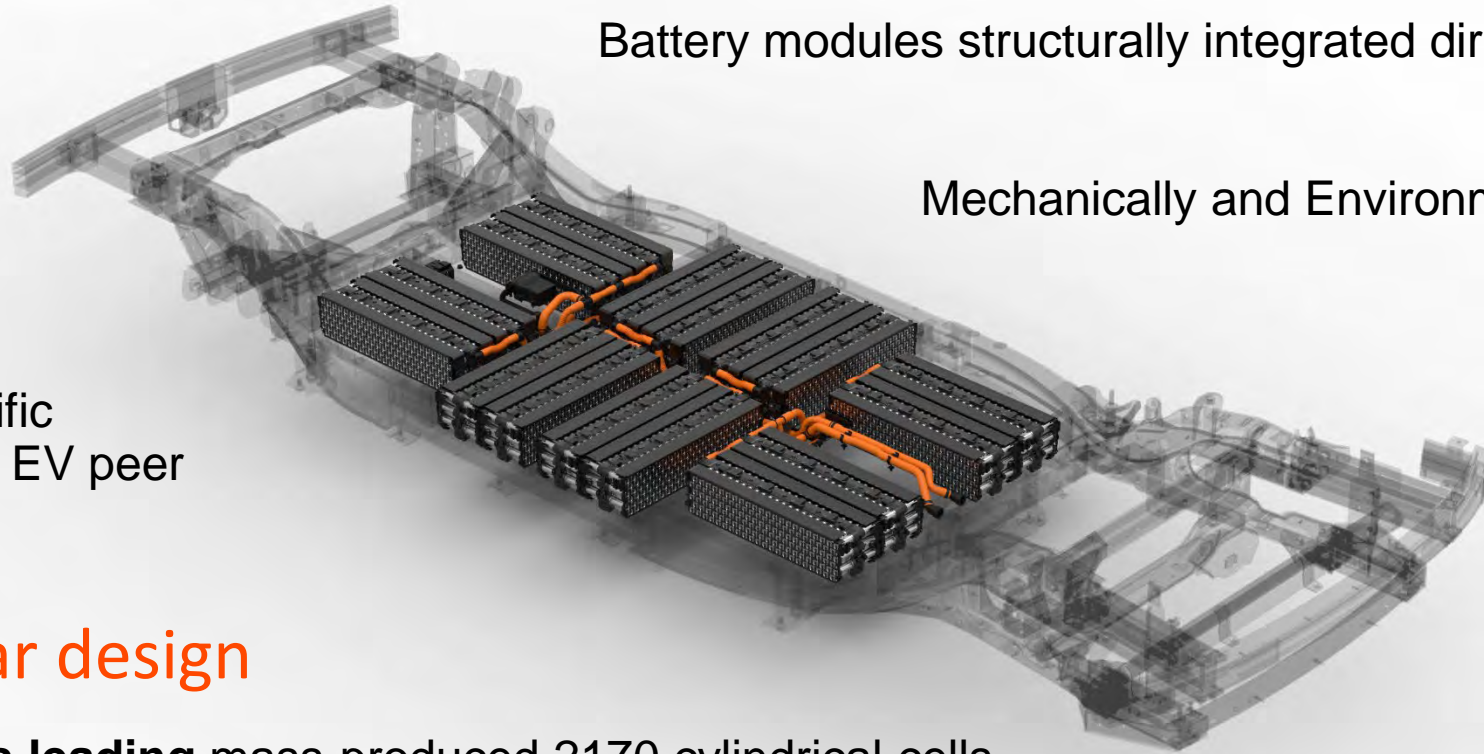
15% higher specific
energy vs. leading EV peer

Modular design

Leverages leading mass-produced 2170 cylindrical cells

Can upgrade to 4680 or pouch

~1/3 the service part cost



POWERTRAIN SYSTEM HAS LEADING PERFORMANCE & DURABILITY

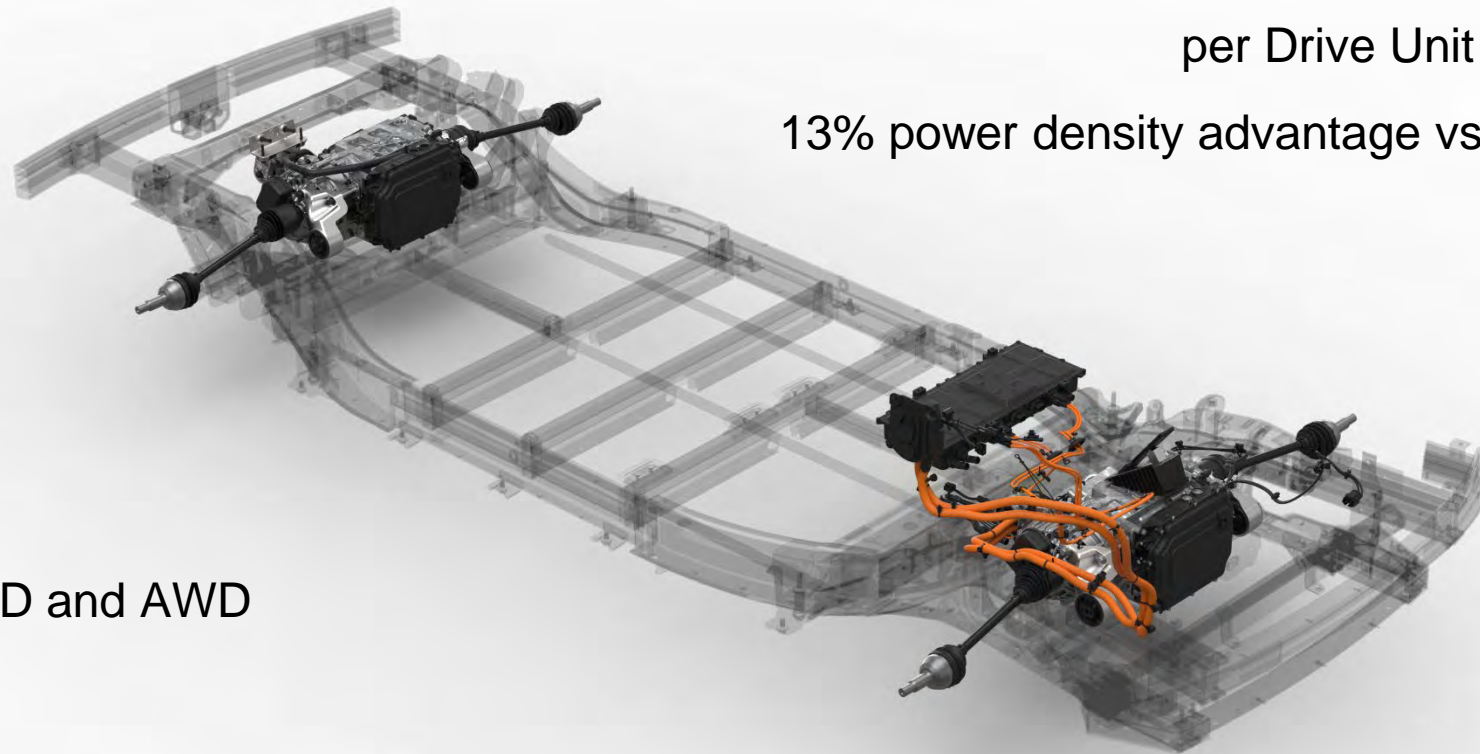
350hp

per Drive Unit expected at SOP

13% power density advantage vs. leading EV peer

Drive Unit
flexibility

Enables RWD, FWD and AWD



Compact

and tightly integrated with suspension
for simple interface to the cabin



BY-WIRE SYSTEMS HARMONIZE THE DRIVING EXPERIENCE

Flexibility

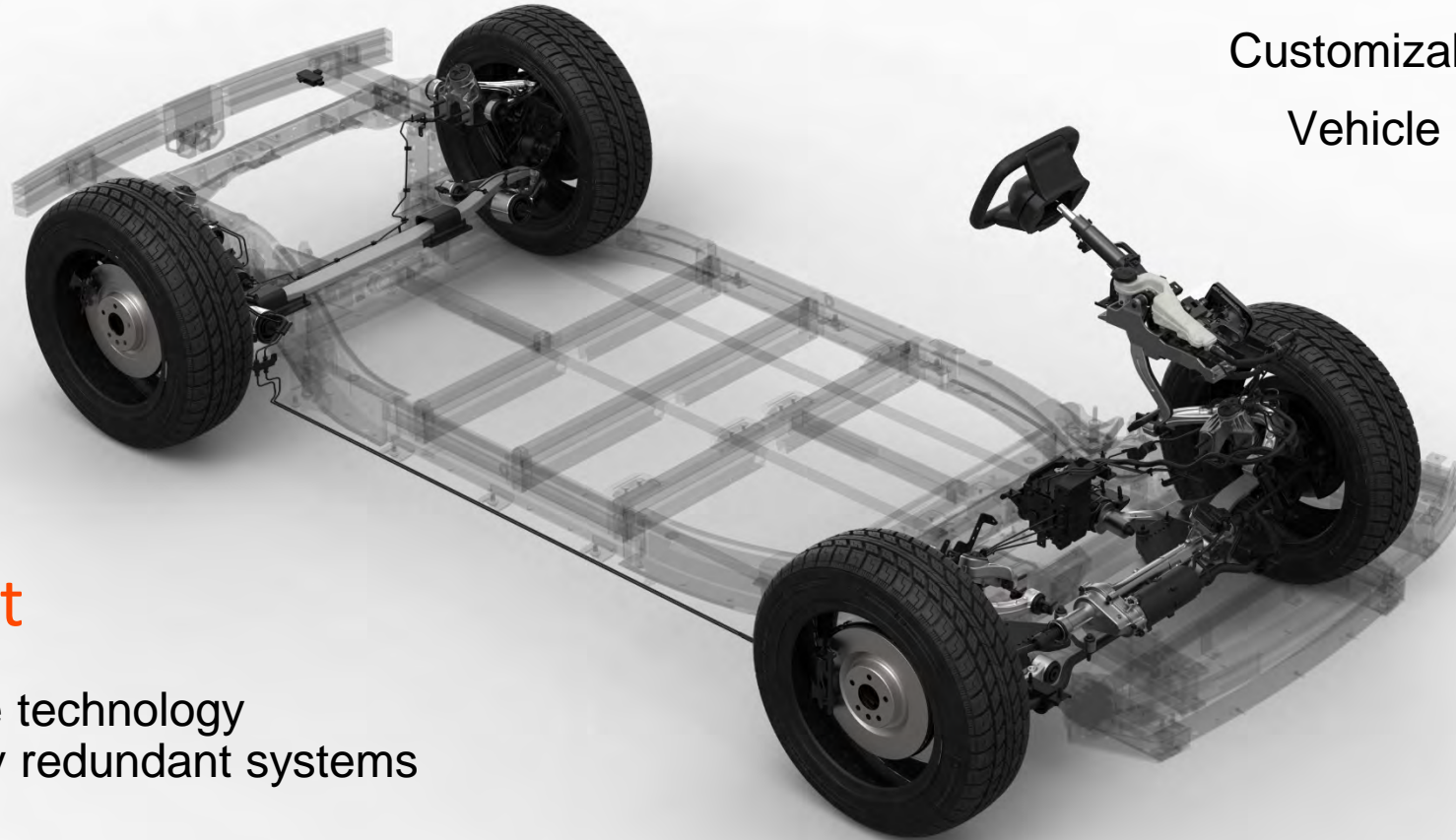
Customizable driving dynamics

Vehicle packaging efficiency

LHS, RHS

Industry-first

true steer-by-wire technology
supported by fully redundant systems



ADVANCED ELECTRICAL ARCHITECTURE DELIVERS

Canoo Software

Driving functions

Infotainment

ADAS

Cybersecurity

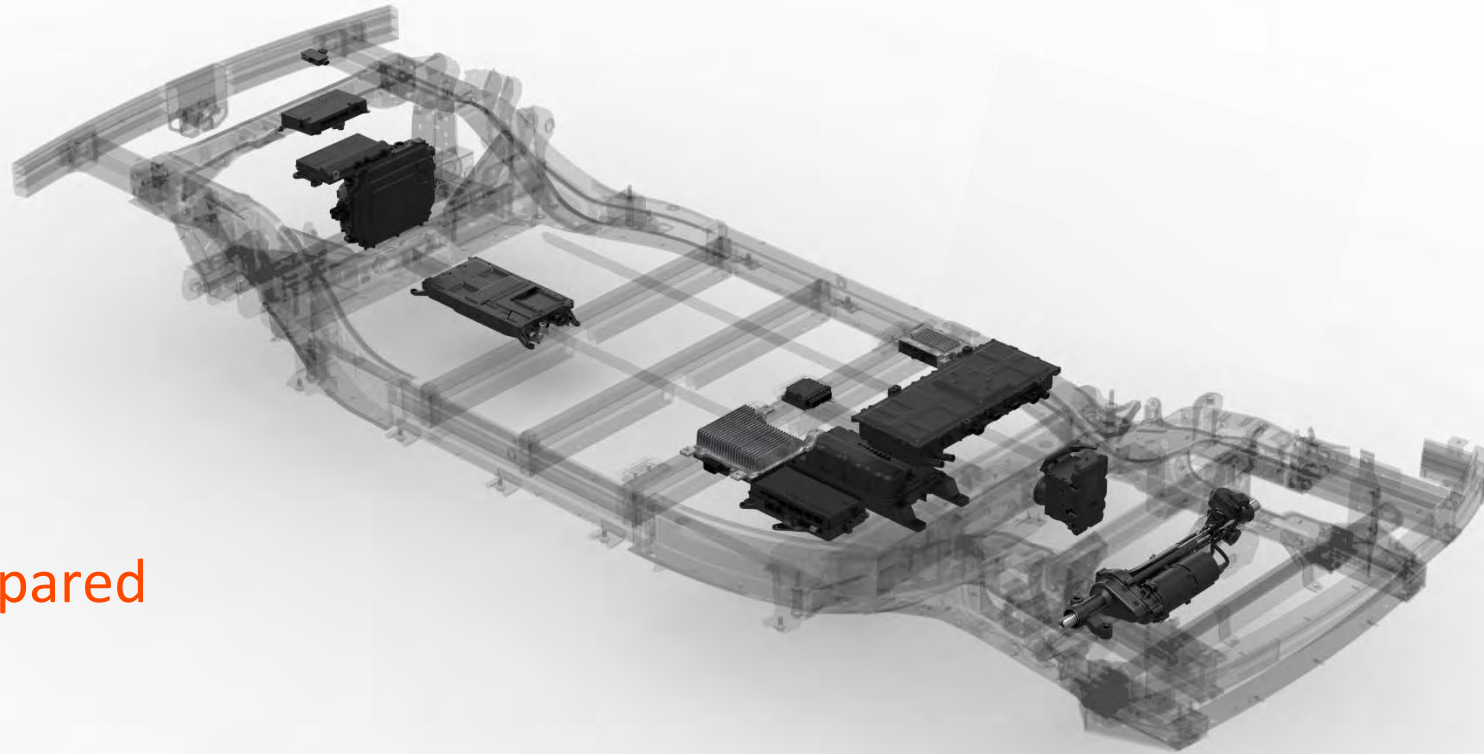
Canoo Apps

**55% fewer
controllers compared
to peer average**

Narrower chipset

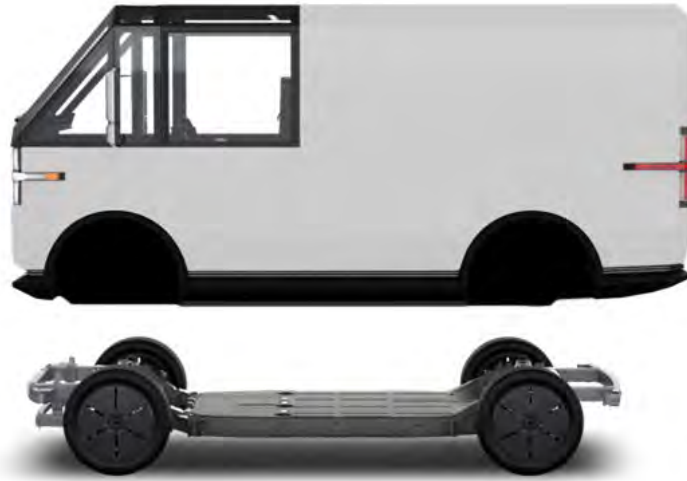
Reduced cyber vulnerability

Reduced cost



SPACE EFFICIENT CABINS

INTEGRATE SIMPLY ONTO THE MPP



CABIN SYSTEM DELIVERS PACKAGE EFFICIENCY



ADAS POSITIONS CANOO FOR NOW AND THE FUTURE

Competitive ADAS level 2
at launch

Over-the-air enabled
ADAS enhancements
over the lifecycle

Path to Level 4



ENGINEERED FOR PLUG-AND-PLAY ACCESSORIES



DELIVERING TRUE V2X

WITH 11KW DELIVERY AND PLUG-AND-CHARGE ENABLED



V2G (VEHICLE TO GRID)

Enables grid load-leveling

V2H (VEHICLE TO HOME)

Enough to hold-up an entire home for ~3 days (with full charge)

V2L (VEHICLE TO LOAD)

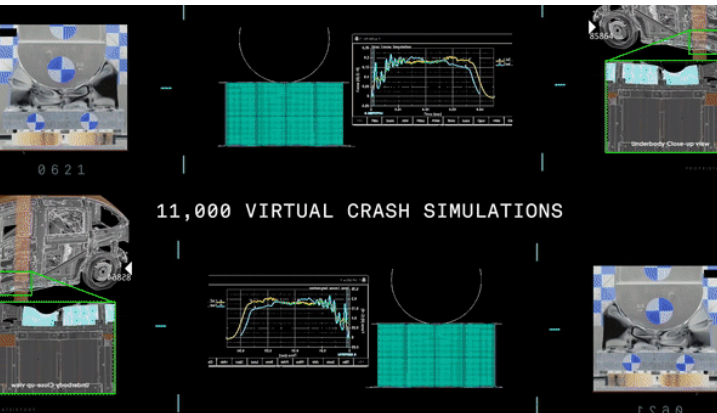
240V and 120V job site power



DESIGNED, BUILT, TESTED BETA

EXTENSIVE TESTING HAS DE-RISKED PATH TO MARKET

Crash Testing



Rig Based Structural Durability



>\$250M invested in Beta

~1.5M hours of engineering

~500K miles of testing

13 beta runners / **32** beta properties tested



US NCAP 5-star overall rating

targeted, with simulated, sled and vehicle level crash testing



Proving Ground Structural Durability



Winter Testing



GAMMA PHASE IS UNDERWAY

WITH SOP ON TRACK FOR Q4 2022



GAMMA

>12 months of testing

120-150 vehicles will be built and validated

70 crash tests

30 sled tests

**Full slate of vehicle tests;
no shortcuts**



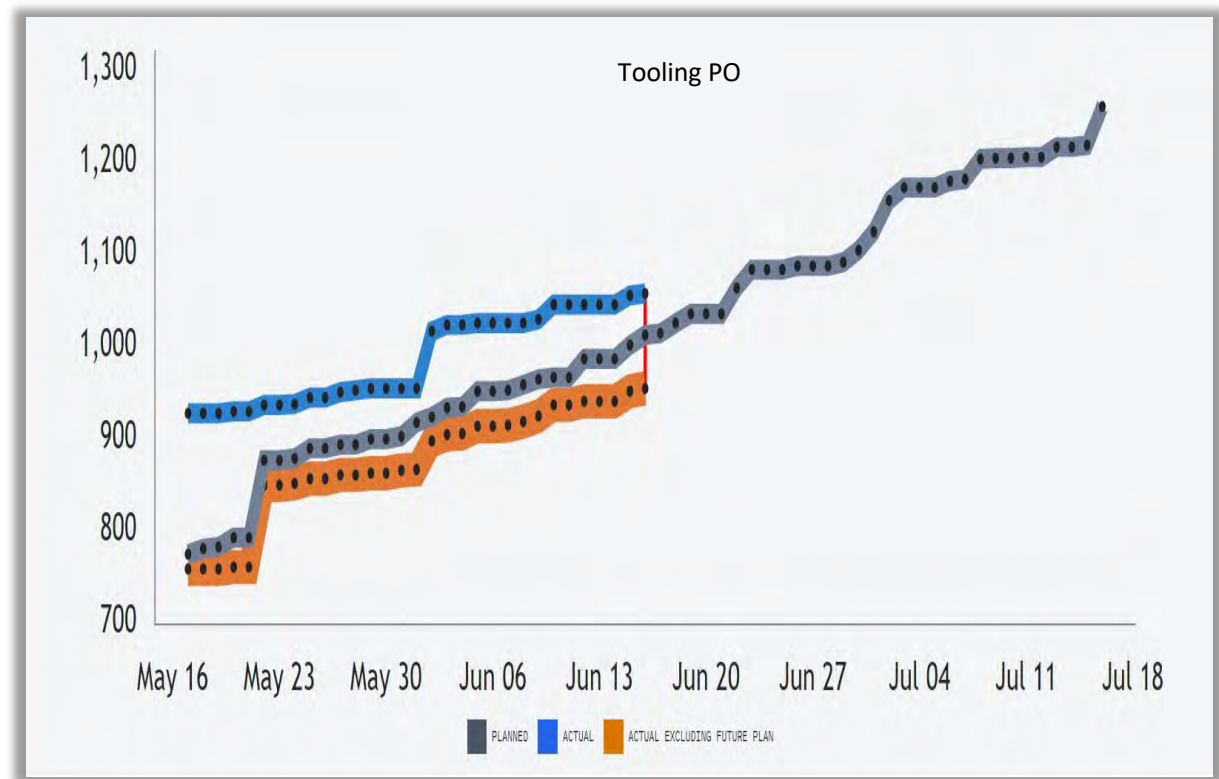
GAMMA PHASE IS UNDERWAY

GAMMA COMPONENT BUILDS ARE IN PROGRESS

80% of all components
are sourced

63% of all engineering
is released

54% of tooling
is committed



INNOVATION FOCUS WITH UNIVERSITY PARTNERSHIPS

Our first partnership with University of Wisconsin-Madison for propulsion technology



Focus on electric propulsion

Increase utility while consuming less resources

Create a pipeline for technology and engineers

Our vision for innovation partnerships with outside institutions



Further enhance U.S. competitiveness and benefit the entire EV industry

Accelerate and expand our ability to innovate and create additional IP

Broadens access to a critical talent pipeline





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MANUFACTURING

FRANK FAGA

VICE PRESIDENT, MANUFACTURING



INSPIRATION

FORD

OHNO

DEMING

SHINGO

Product design
primed for multiple-model
capability

Manufacturing process built
to expand customization,
reach, and profits



MANUFACTURING EXPERTISE



Our top four Manufacturing leaders:

142

Years in automotive manufacturing

105

Vehicles launched

29

Production plants managed

10

Production plants launched



MANUFACTURING MANDATE

ENABLING CANOO'S PROPOSITION AND COMMERCIAL STRATEGY



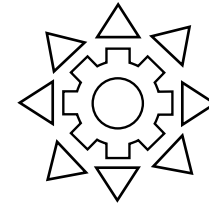
EFFICIENCY



QUALITY

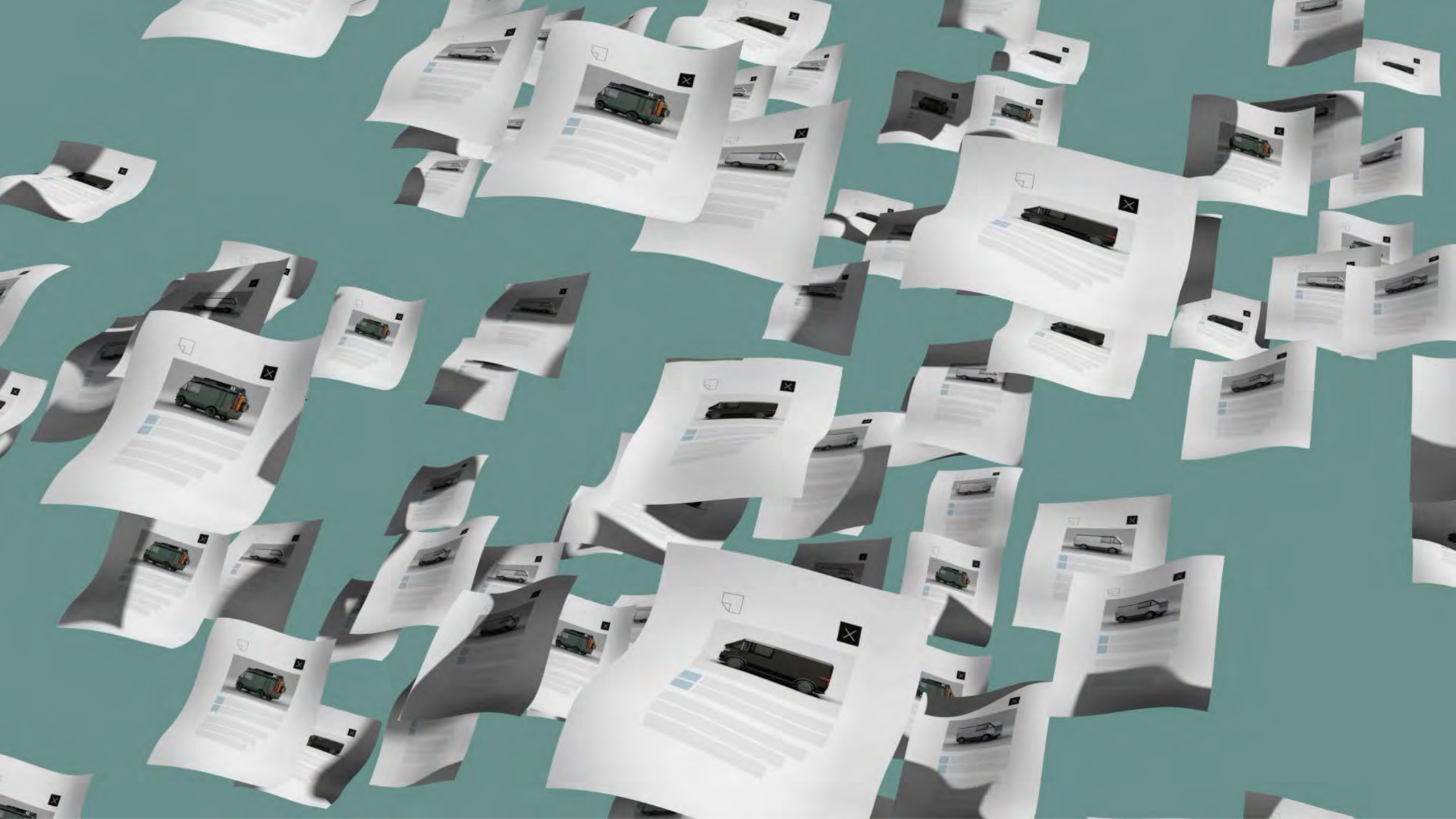


FLEXIBILITY



COMPLETE
CUSTOMIZATION

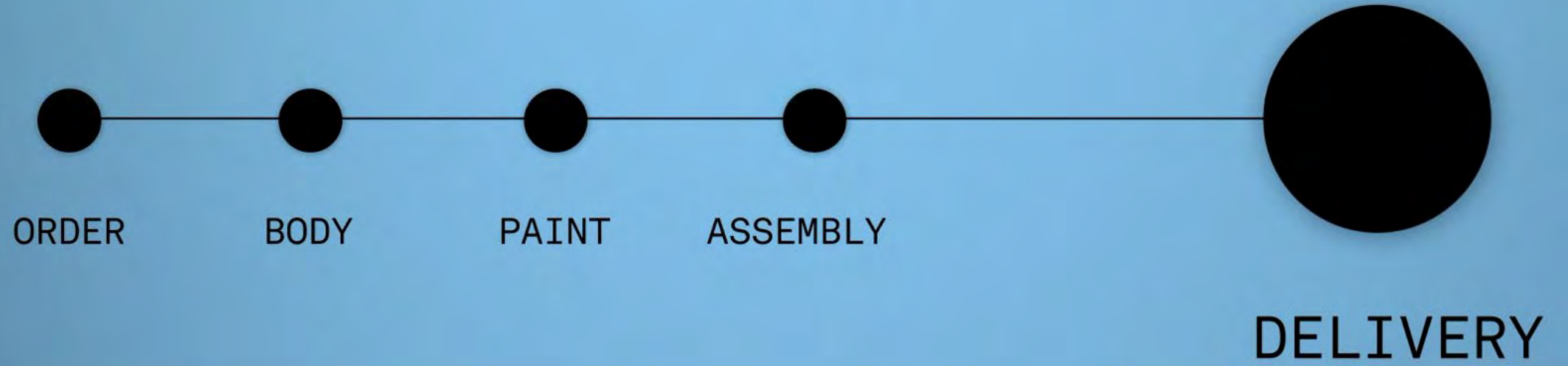




< 10 DAY FIXED SCHEDULE

01 02 03 04 05 06 07 08 09 10[^]

|
- TRADITIONAL VEHICLE ASSEMBLY PLANT -
|



INVERTERS



BATTERIES



LADDER-FRAME

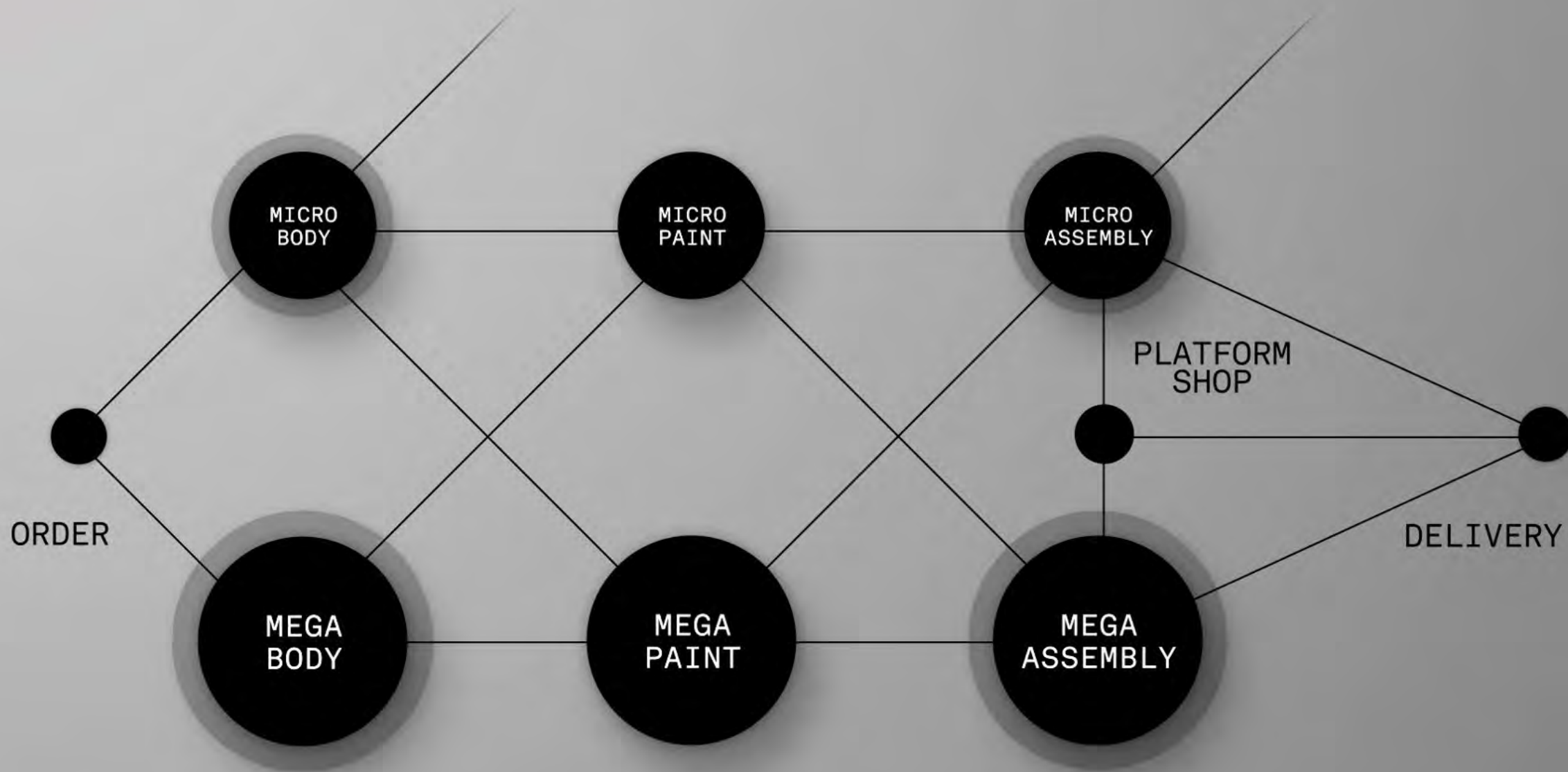
PLATFORM
SHOP

CONVERTERS

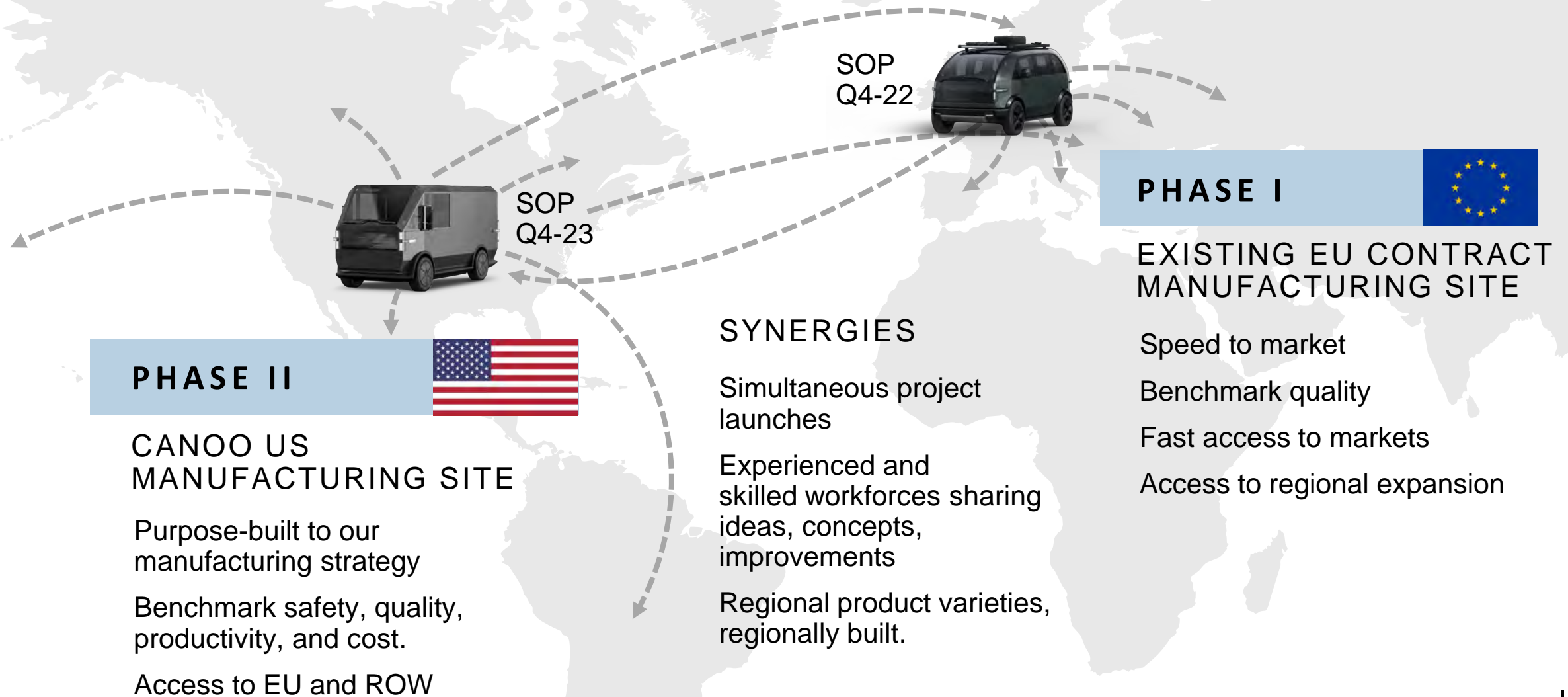


OBC





QUICK-TO-MARKET / BROADEN OUR REACH



CONTINUOUS INNOVATION

EFFICIENCY



True customer value
Identify and reduce waste
Multi-functional Operators

FLEXIBILITY



Mixed-Models within takt-time
Build anything Canoo
Maximize capability

CUSTOMIZATION



Common set of tools to make anything
Use-case, options, and accessories
A tailored and custom fit for everyone





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GO TO MARKET

MARK AIKMAN

CHIEF MARKETING OFFICER



THE MANDATES TO THE MARKETING TEAM:



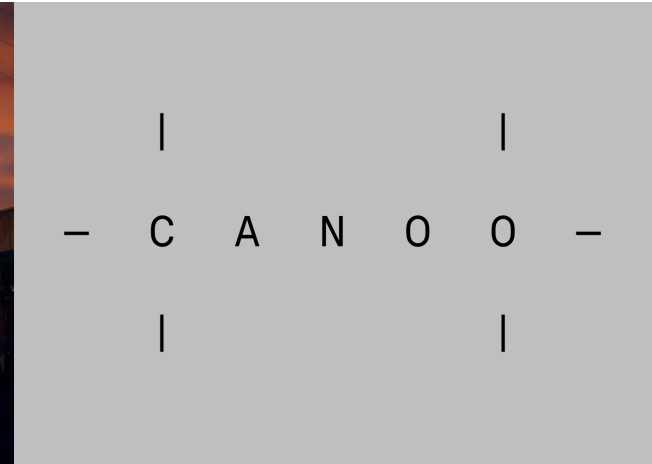
MARKET
OPPORTUNITY



SALES
TRANSPARENCY



NETWORK



BRAND



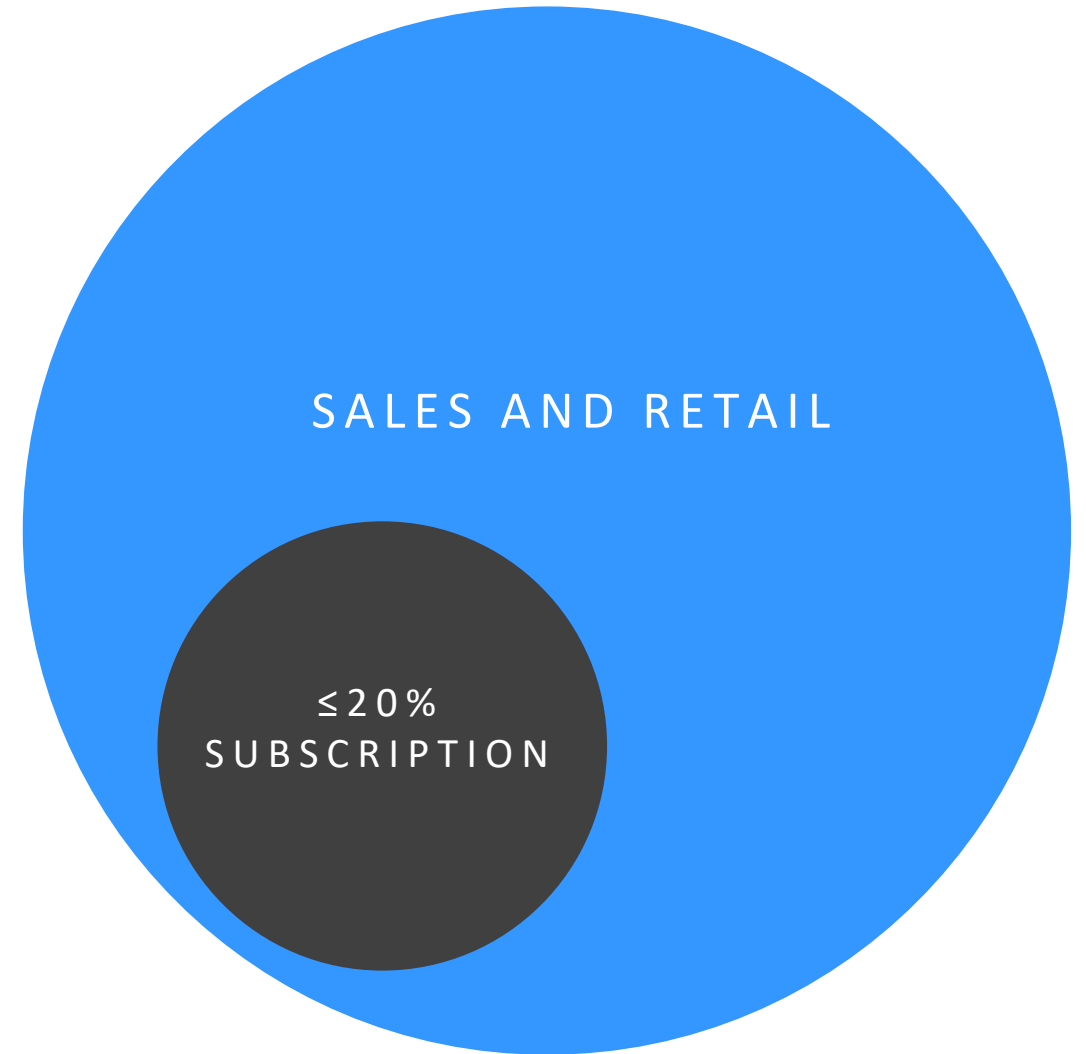
100% SUBSCRIPTION MODEL



A PIVOT AWAY FROM SUBSCRIPTION

SUBSCRIPTION CHALLENGES:

- Capital intensive
- Slower to scale
- Limits incentives for EVs
- Niche customer base



SALES DISCIPLINE

3 stages

Transparency

Reported quarterly

SALES STAGES

1 QUALIFIED
500,000

2 REFUNDABLE
COMMITMENTS
9,176

3 BINDING
0



COMMERCIAL OPPORTUNITY IS A HUGE FOCUS

Share of Electric Vehicles in Light Commercial Fleets

TODAY ■ 2%

2030 ■ 31%

500k+

Government

100k+

Last-mile delivery

50-100

avg fleet

Home / residential service

100-1k

avg fleet

Commercial service technicians





A PRODUCT PORTFOLIO DELIVERS ON PRODUCTIVITY



Best-in class all-electric range
Large cargo volume on a small footprint

The first affordable,
all-electric midsize truck

1st Electric Utility Vehicle
Class-leading interior volume

4.4 MILLION TAM OPPORTUNITY





LIFESTYLE VEHICLE 2019





THE PRODUCTION LIFESTYLE WILL COME IN 2022

Maintained unmistakable design

350 HP expected at SOP

Ground clearance 6.3 in

19 in wheels

Enhanced wheel arches

Tow hitch - up to 2,000 lbs capacity

Virus-killing air purification

Audio package for premium grades

Ambient lighting for premium grades

Fog lamps

Ready for accessories

*** 17 Speakers on Premium

LIFESTYLE VEHICLE TRIMS



DELIVERY

250 mi +
Range

133 ft ³
Cargo Volume

1,464 lbs
Payload

BASE

250 mi
Range

350
Horsepower¹

5
Seats

PREMIUM

Panoramic Glass
Roof & Street View Window

7
Seats

17
Speakers and ambient lighting

ADVENTURE

Dark Green
Exclusive Color

2,000 lbs
Towing capacity

Lighted Roof Rack
Adventure exclusive features









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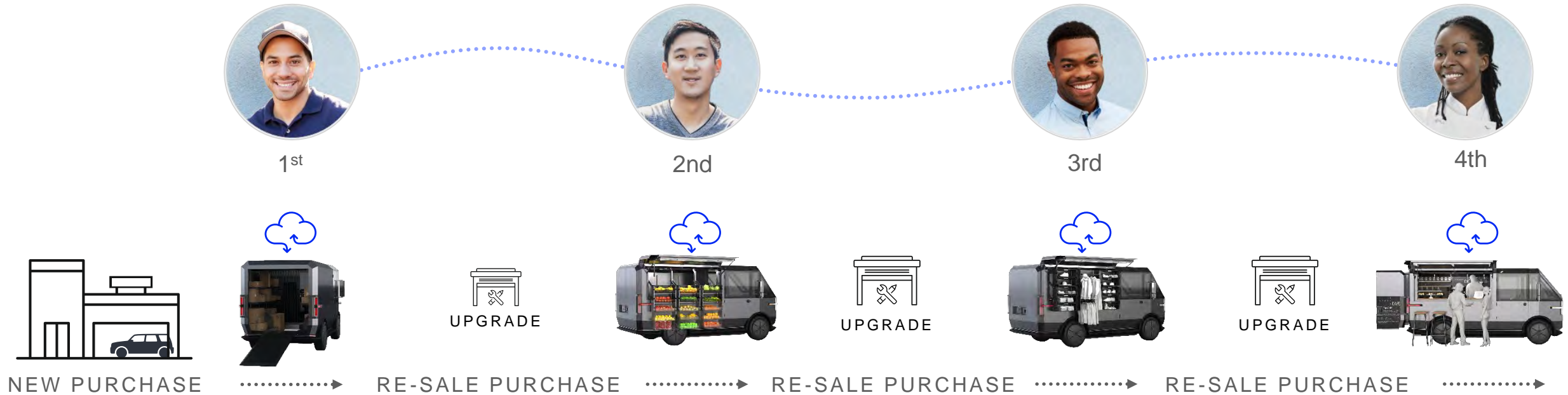
CUSTOMER JOURNEY

CHRISTIAN TREIBER

SENIOR VICE PRESIDENT, GLOBAL CUSTOMER JOURNEY
& AFTERSALES



CUSTOMER JOURNEY



For Vehicle Owners 1 Through 4
Driven by Data & Software



KEY ENABLERS FOR CANOO



CUSTOMER

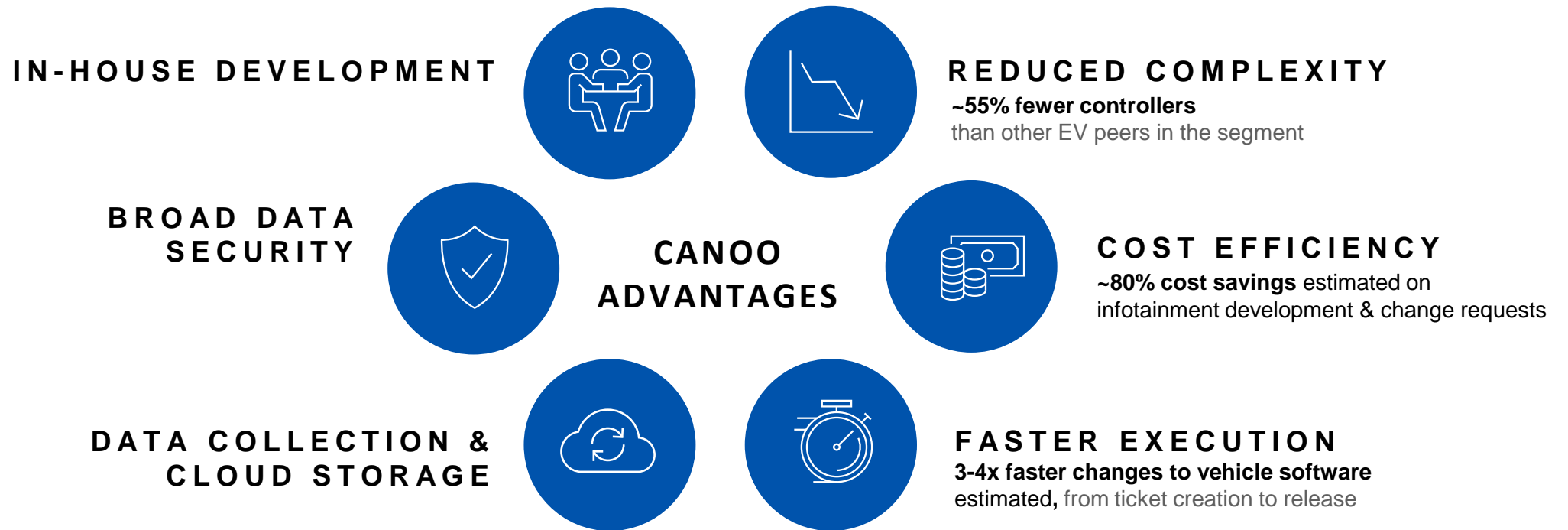
IN-HOUSE
DEVELOPED
PLATFORM

ECUs
OVER-THE-AIR
FLASHABLE

THE CANOO
ECO-SYSTEM



CANOO'S VEHICLE INFRASTRUCTURE PLATFORM ENABLES MULTIPLE ADVANTAGES



Our people + Our code + Our platform = HARMONIZED



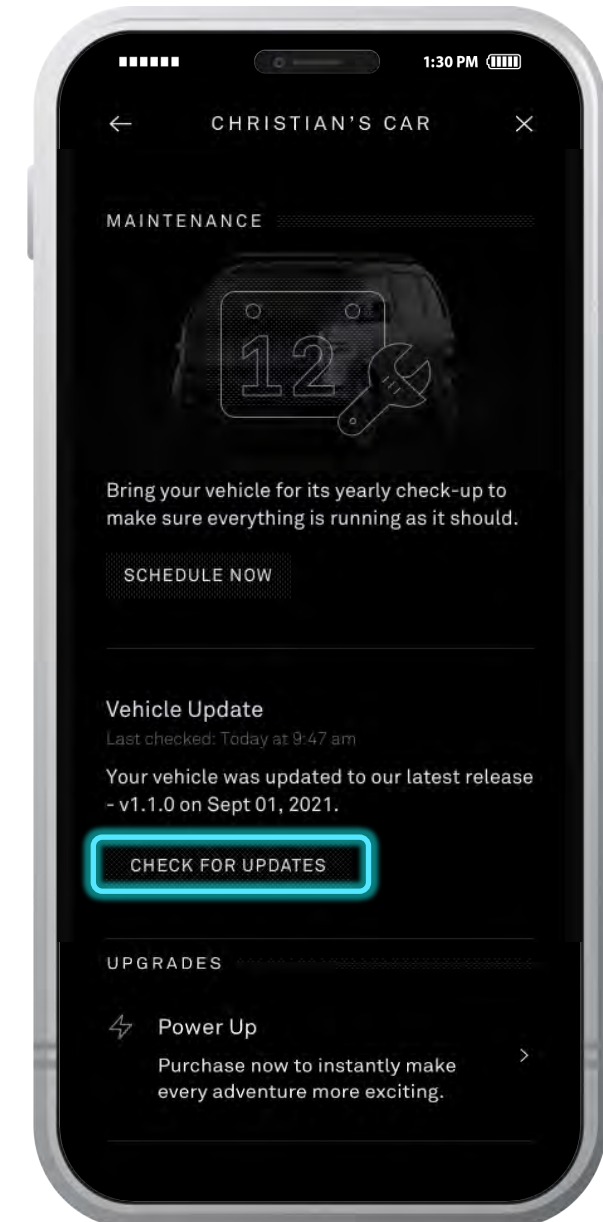
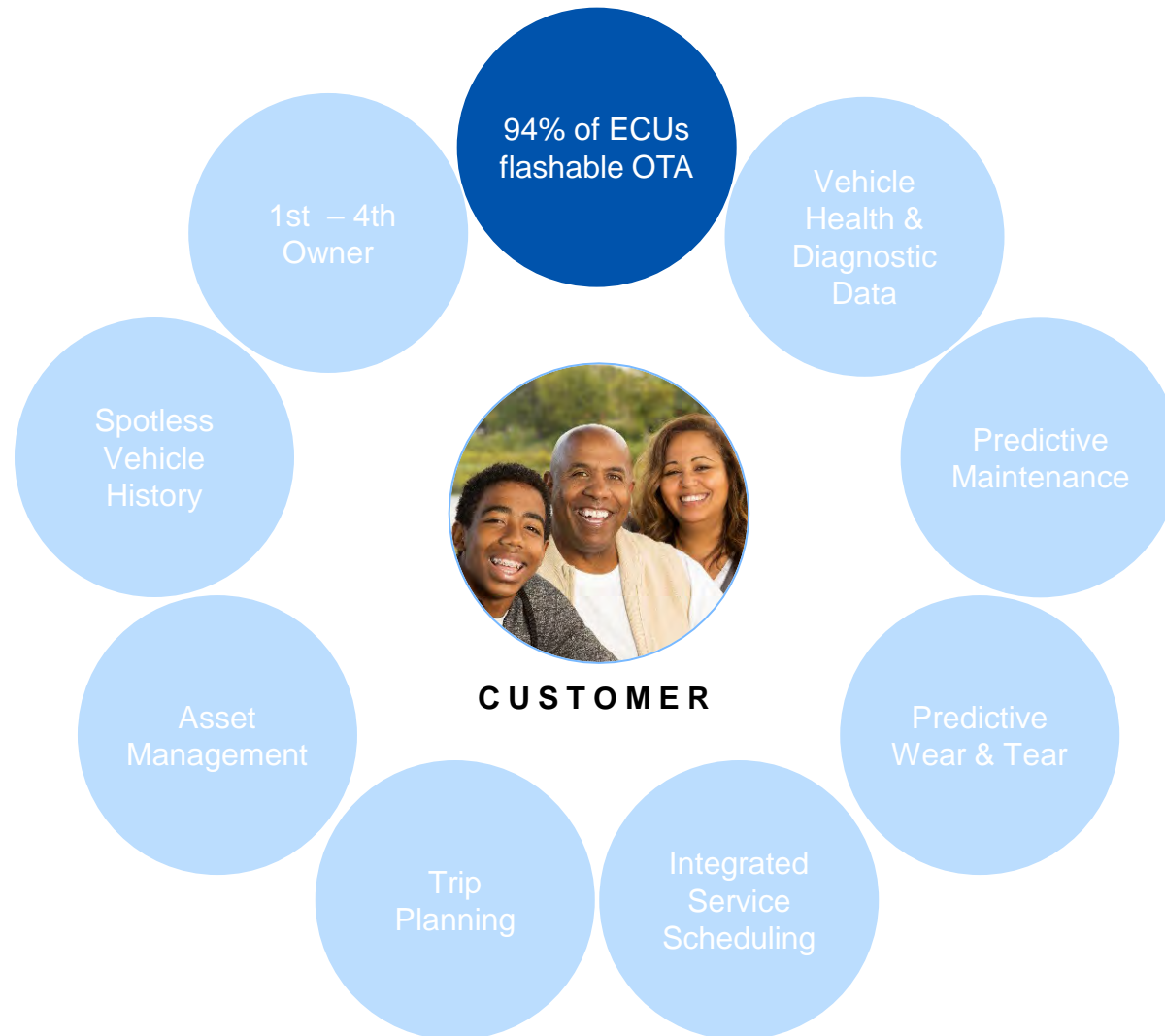
DRIVING EFFICIENCY, CONVENIENCE & VALUE



DRIVING EFFICIENCY, CONVENIENCE & VALUE

SERVICE VISIT REDUCTION

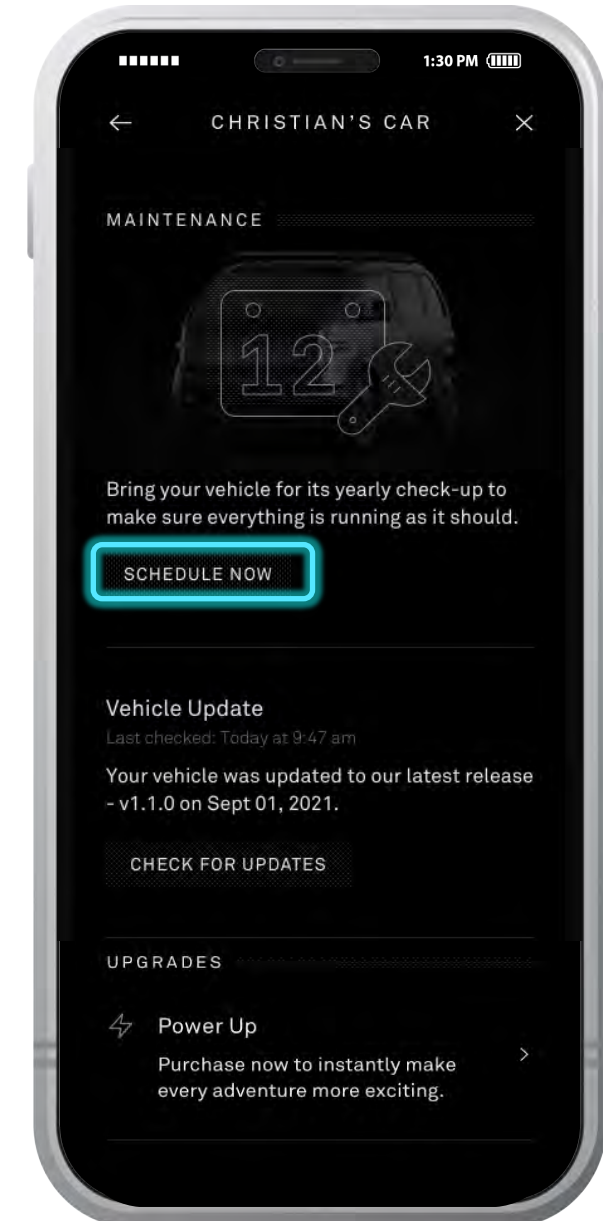
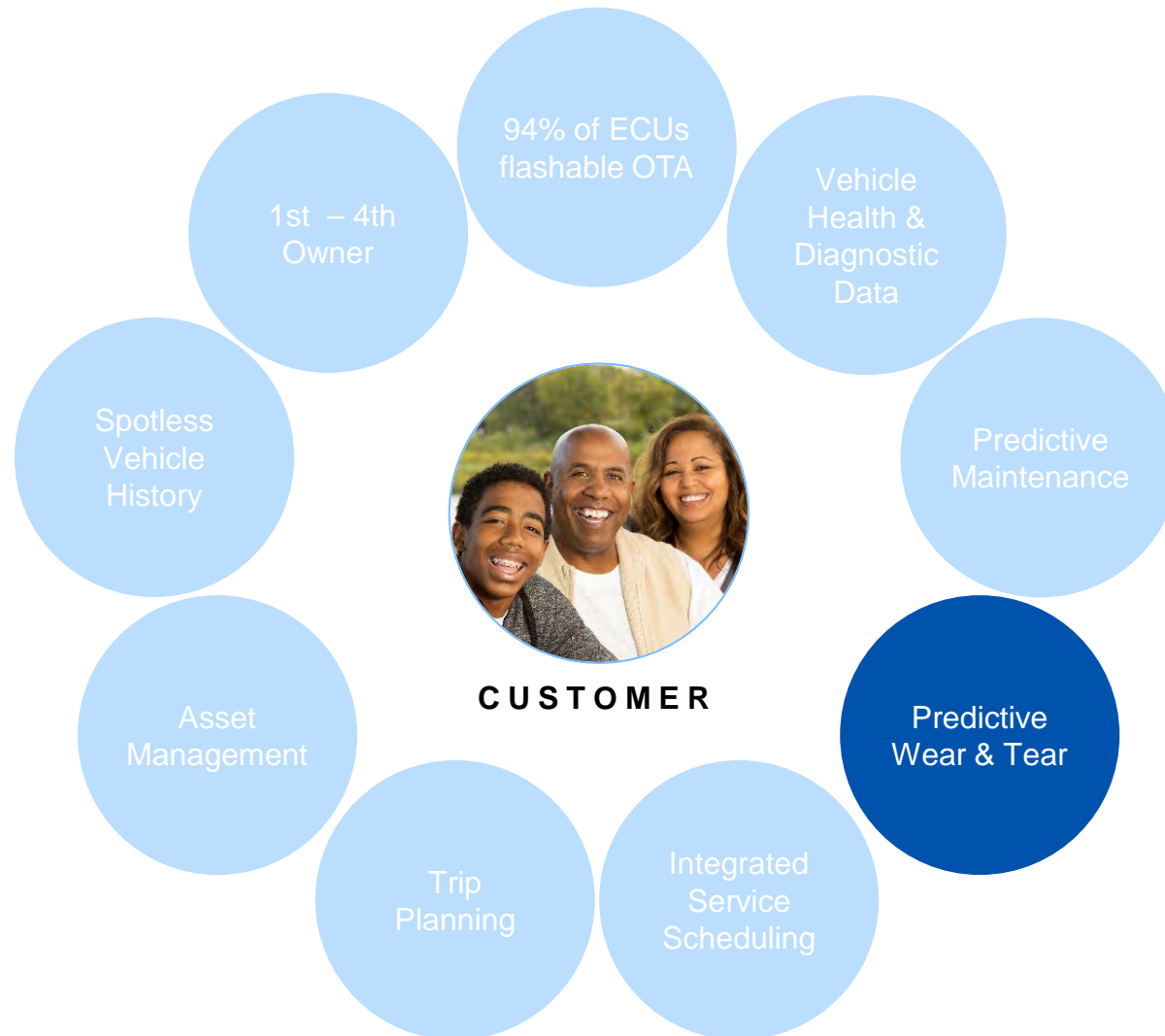
Software updates can be performed over-the-air



DRIVING EFFICIENCY, CONVENIENCE & VALUE

UPTIME INCREASE

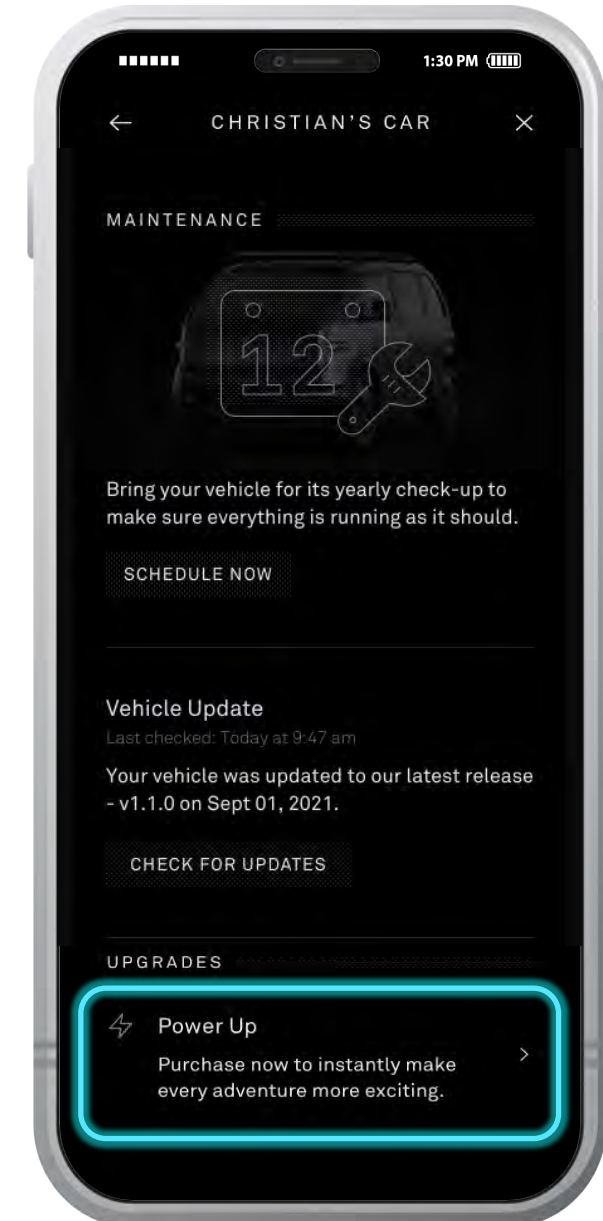
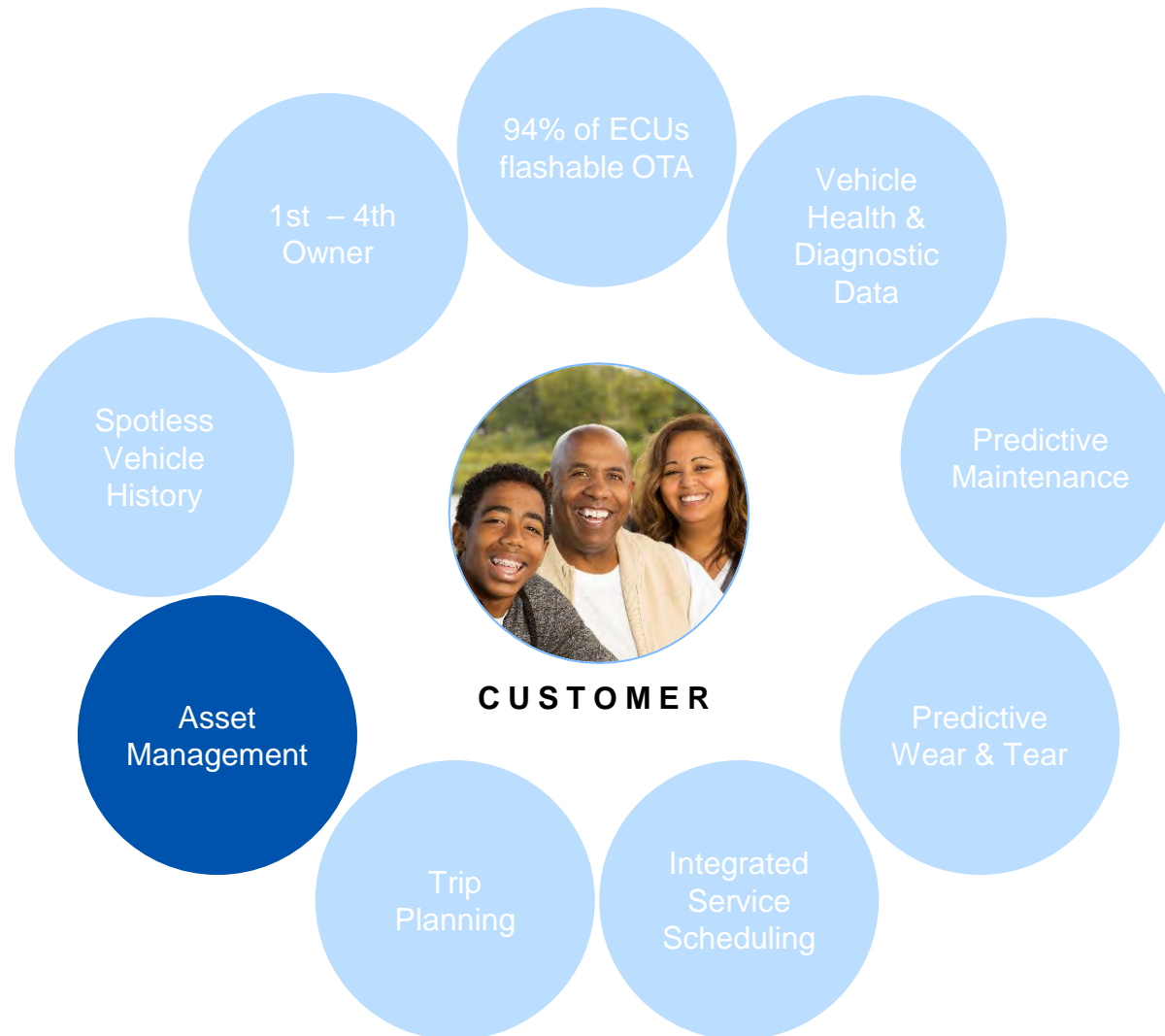
Service visits planned around customer's schedule



DRIVING EFFICIENCY, CONVENIENCE & VALUE

UPGRADES & NEW FEATURES

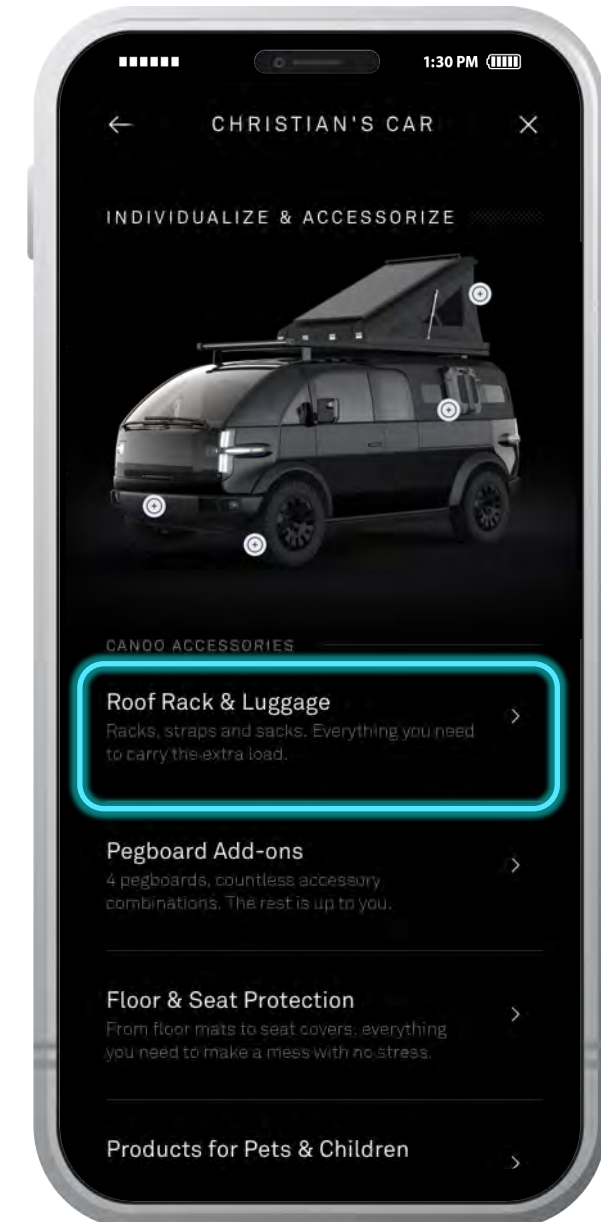
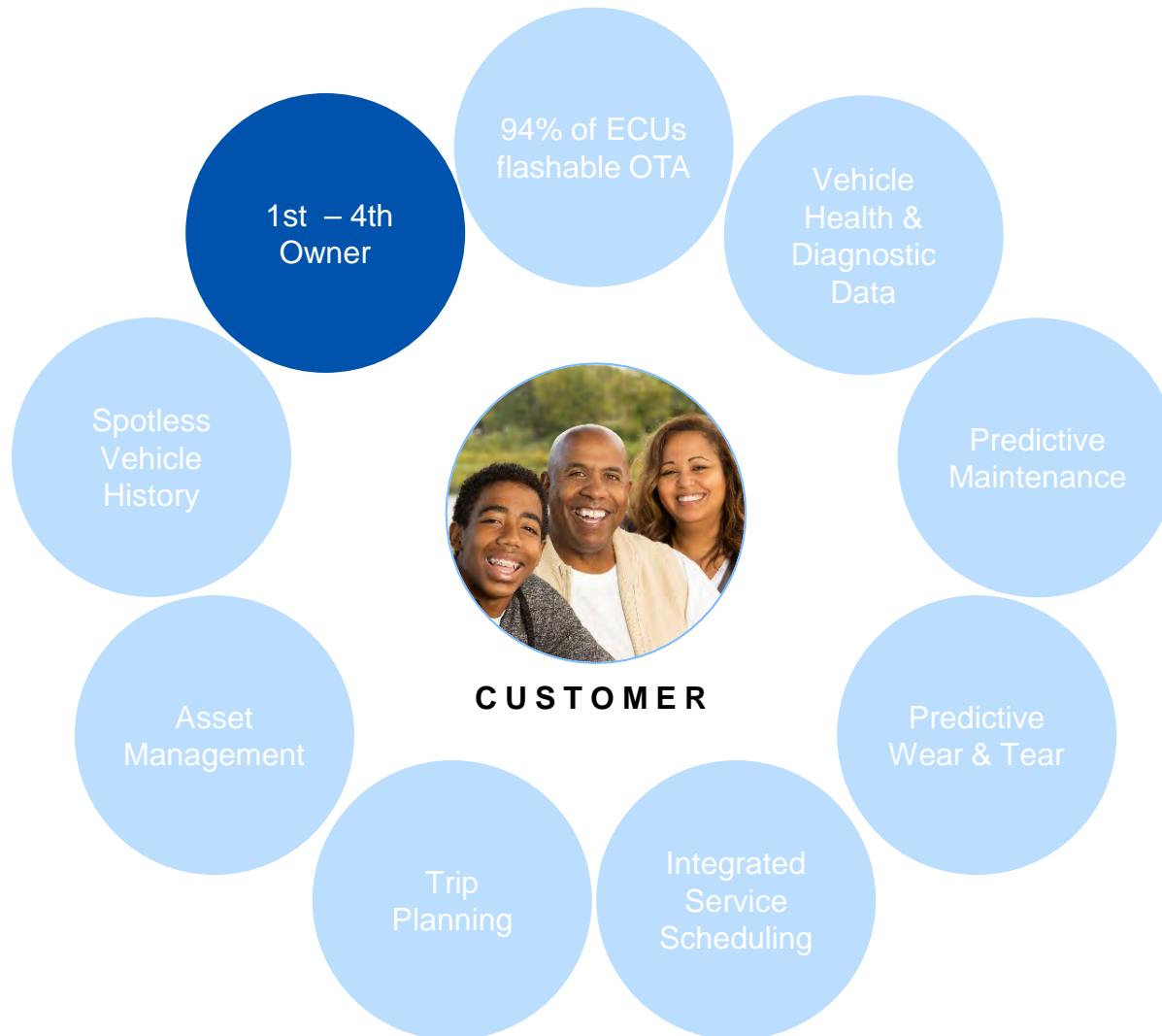
~\$150 - \$300 per vehicle revenue potential p.a.



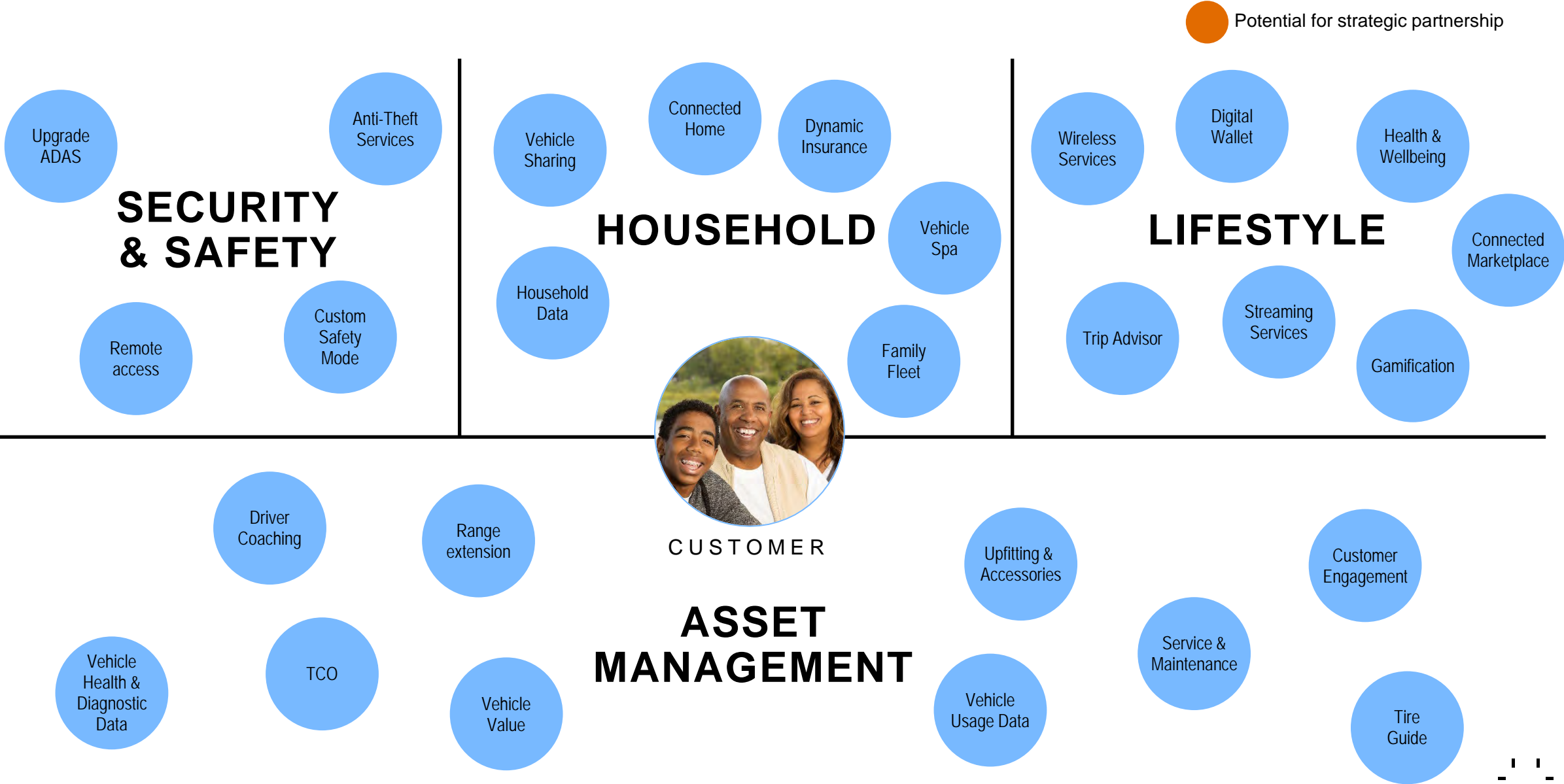
DRIVING EFFICIENCY, CONVENIENCE & VALUE

VEHICLE INDIVIDUALIZATION

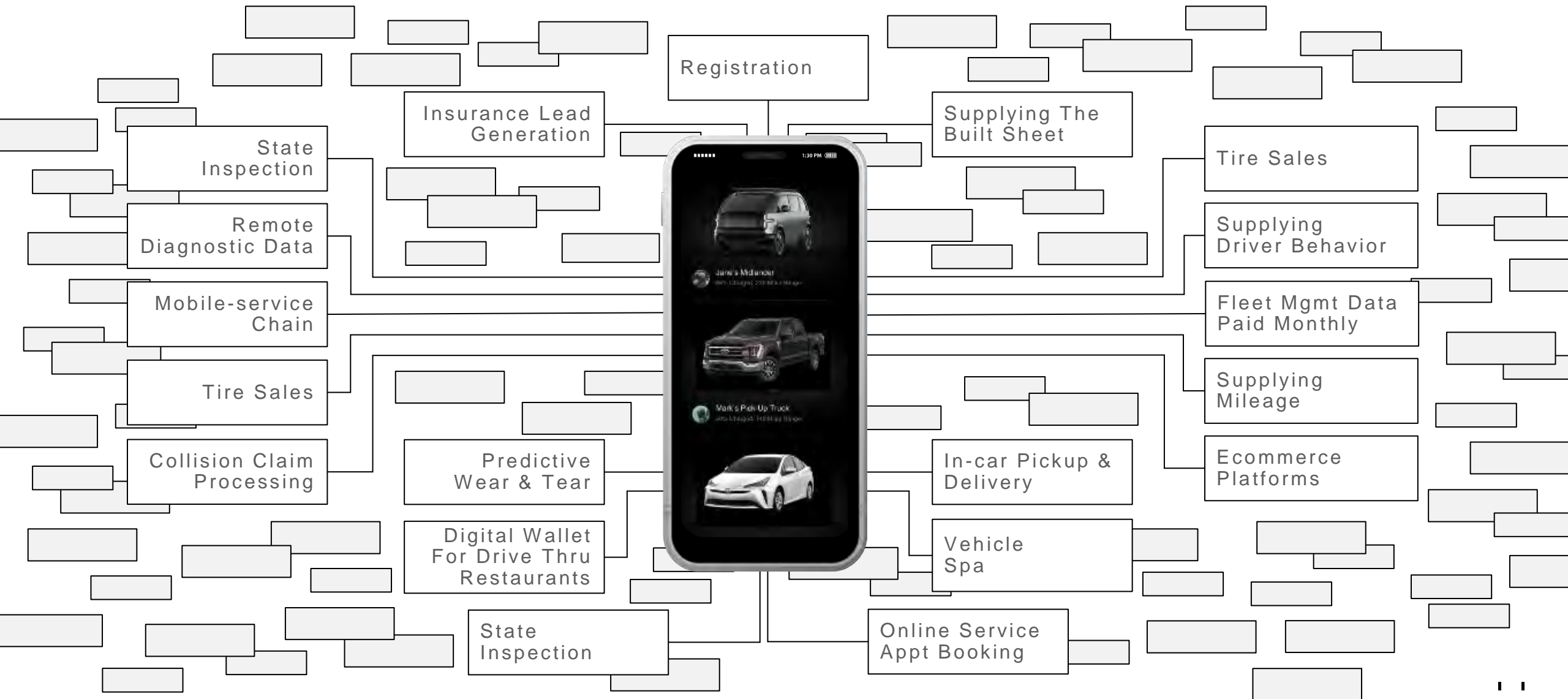
~\$3.7 - 8.8k potential accessorization & upfitting



THE CANOO ECO-SYSTEM



ECO-SYSTEM – EVERY TOUCHPOINT IS AN OPPORTUNITY



THE “CANOO” ECO-SYSTEM



...FOR THE ENTIRE
CUSTOMER GARAGE!



SELL “1” CANOO...



DELIVER DATA INSIGHTS
FOR “3” VEHICLES!



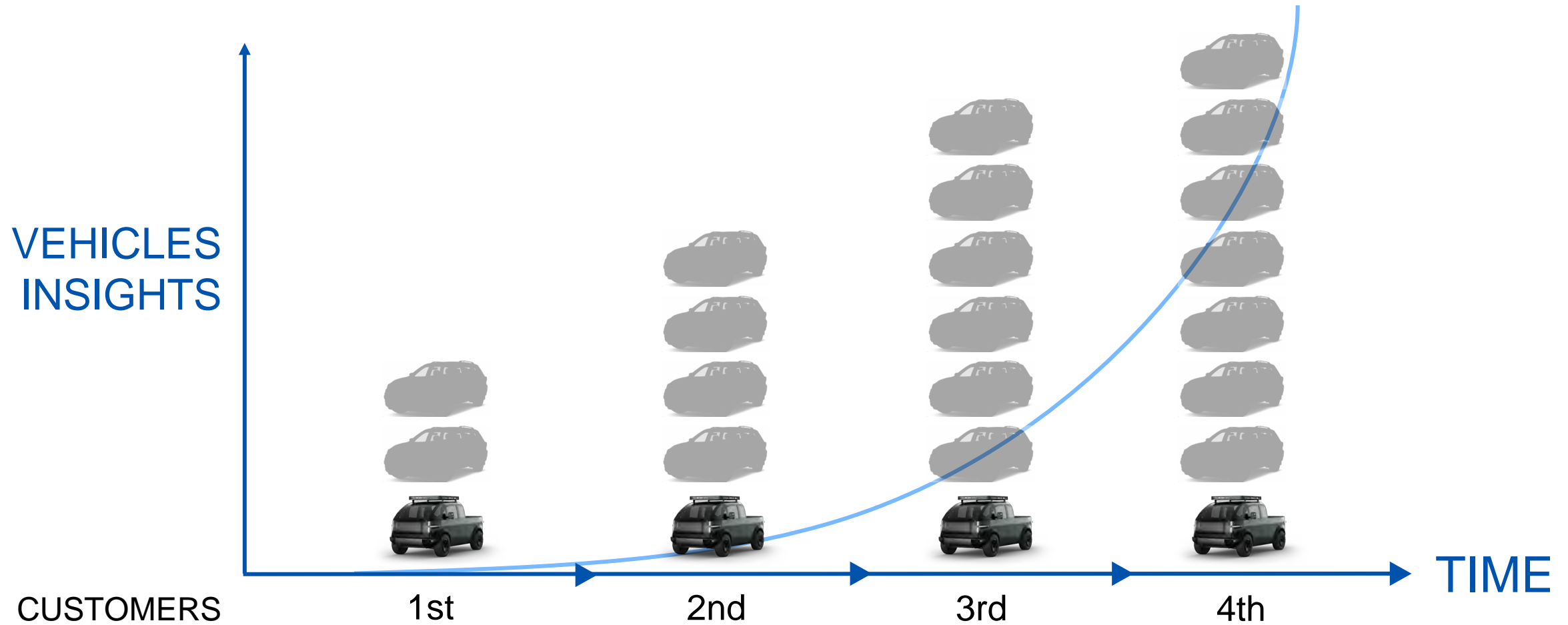
THE “CANOO” ECO-SYSTEM

50K = 150K
150K = 450K



POTENTIAL FOR EXPONENTIAL GROWTH

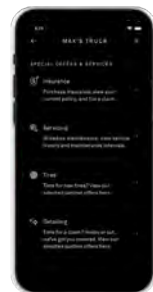
ONE CANOO SALE COULD ENABLE THE DATA FOR 9 VEHICLES



HOW WE PLAN TO EXECUTE



Canoo Vehicle Data



Manage Services



Strategic Partnerships



OBD II Connector

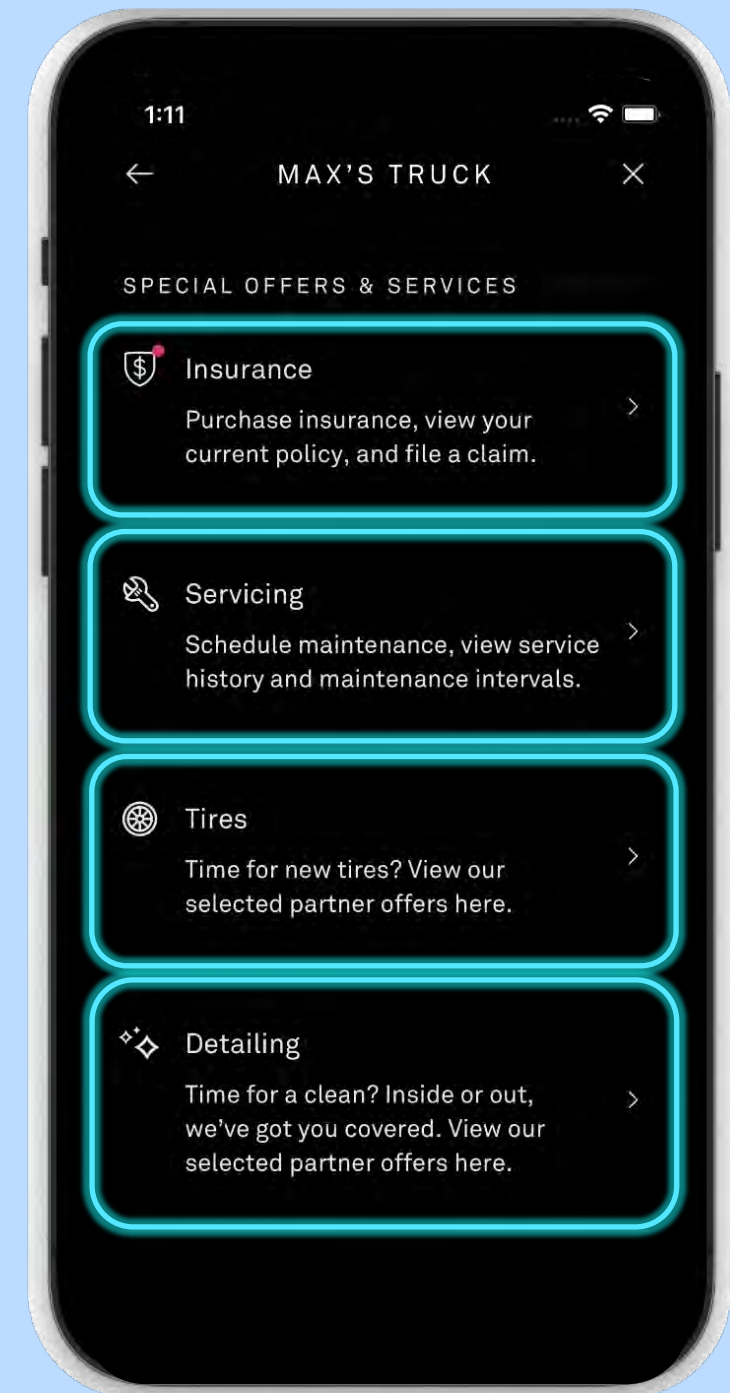


CANOO APP



CAR DATA MONETIZATION

Opportunity sized at
\$250 – 400B
in annual incremental value for
the global auto industry by 2030!



THE “DATA DRIVEN” CUSTOMER JOURNEY AND ECO-SYSTEM

MAIN TAKEAWAYS

- 1** Platform is developed inhouse & 94% of ECUs **OTA flashable**
- 2** **Less workshop visits** for customers for warranty work & recalls and better cost control for Canoo
- 3** Enables customers to **easily buy** upgrades, ADAS products or additional HP
- 4** The Canoo Eco-System manages your asset, creates transparency, convenience and **joy**
- 5** Built an entire **Business Unit** around the **Data-driven Customer Journey**





| |
- C - A N O O -
| |

FINANCE

RENATO GIGER

INTERIM CHIEF FINANCIAL OFFICER





— C — A N O O —

FINANCE

RAMESH MURTHY

CHIEF ACCOUNTING OFFICER



FINANCE MANDATE

THE DAY-TO-DAY MISSION



WHAT WE STAND FOR...

Discipline

Transparency

Stability

WHAT WE CONTRIBUTE...

Long term
value
creation

Return on
capital

Disciplined
capital
allocation



“YOU ALWAYS OWN THE PAST BEFORE THE
PRESENT OR THE FUTURE”

-TONY A.

PAST

Subscription model
Contract engineering
B2B delivery sales

PRESENT

Strategic transformation

FUTURE

Digital ecosystem – new market opportunity
Parts & accessories – larger TAM
Vehicle sales – more markets, more scale



WHERE WE WERE

WE WERE PRIMARILY FOCUSED ON...

1

SUBSCRIPTION

as a main source of revenue, which required ~\$9B¹ in CapEx for vehicle fleet

2

CONTRACT ENGINEERING

as a source of early secondary revenue

3

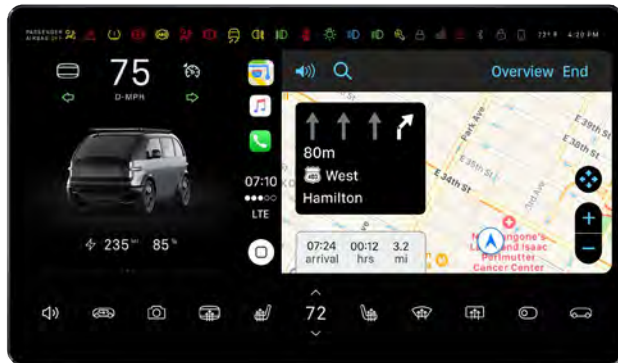
B2B DELIVERY

vehicle sales

NOW WE ARE
FOCUSED ON...



DIGITAL INNOVATION



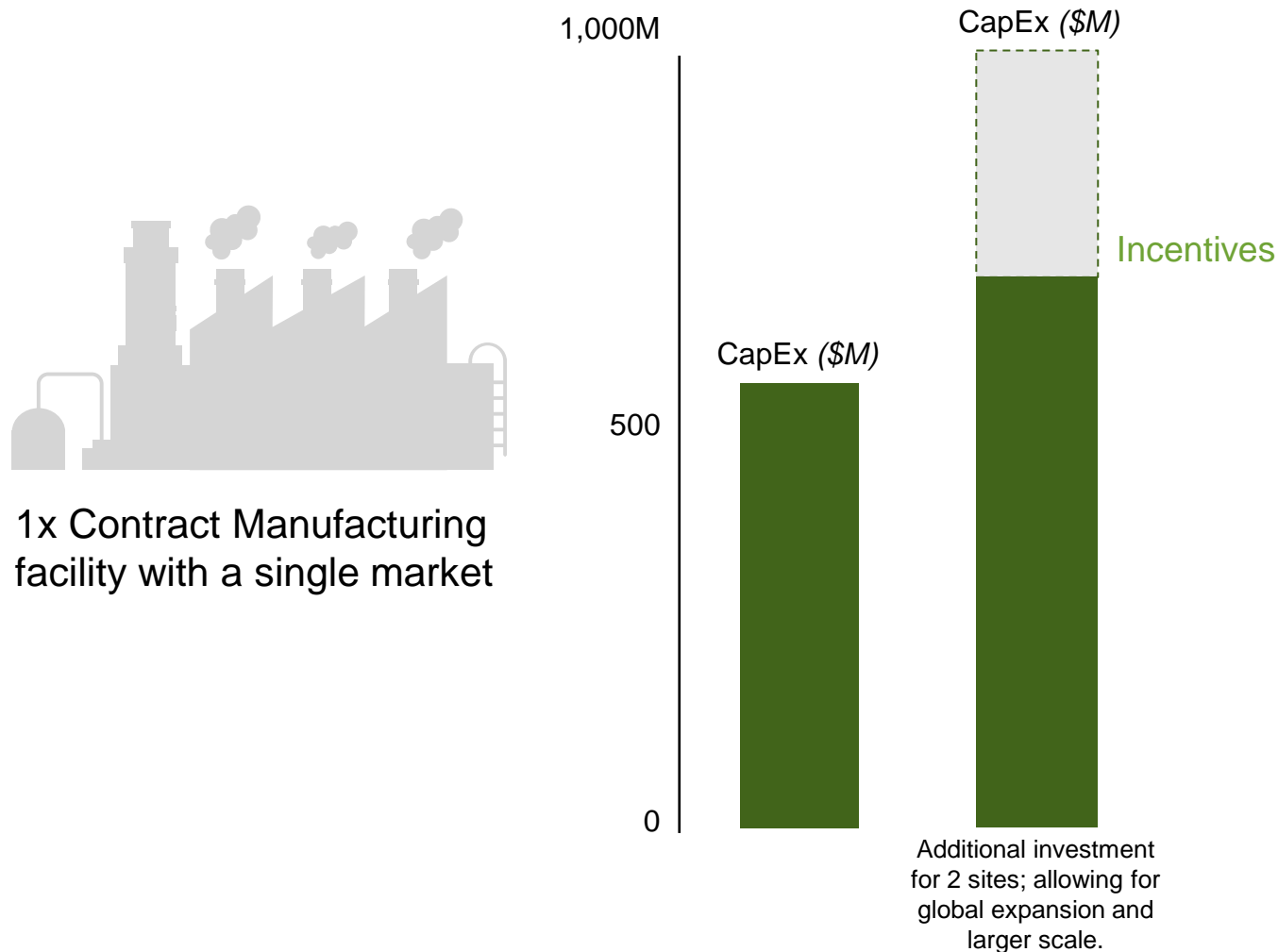
**WITH UP TO 80%
GROSS MARGIN**

**WHILE REMAINING FOCUSED
ON THE CURRENT
EXECUTION...**



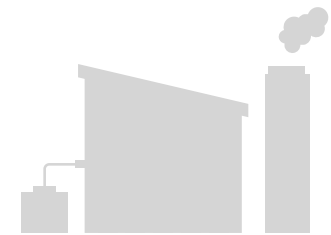
WITH AN EXPANSIVE VISION

THROUGH SCALE AND VERTICAL INTEGRATION...



Contract Manufacturing set for global expansion

>30%



Decrease in manufacturing cost/vehicle with larger **scale** and owned **Mega-micro Factory**

TO SUPPORT OUR FIRST KEY
DELIVERABLE & THE NEXT TO
COME...





~\$215M

OpEx¹ required to bring the Lifestyle vehicle to start of production

~\$350M

In Lifestyle vehicle CapEx¹

<750 FTEs

Required to bring the Lifestyle vehicle to production

45%

Of Lifestyle vehicle CapEx¹ Procured

THE LIFESTYLE VEHICLE LAUNCH

Notes:
1 Based on internal estimates



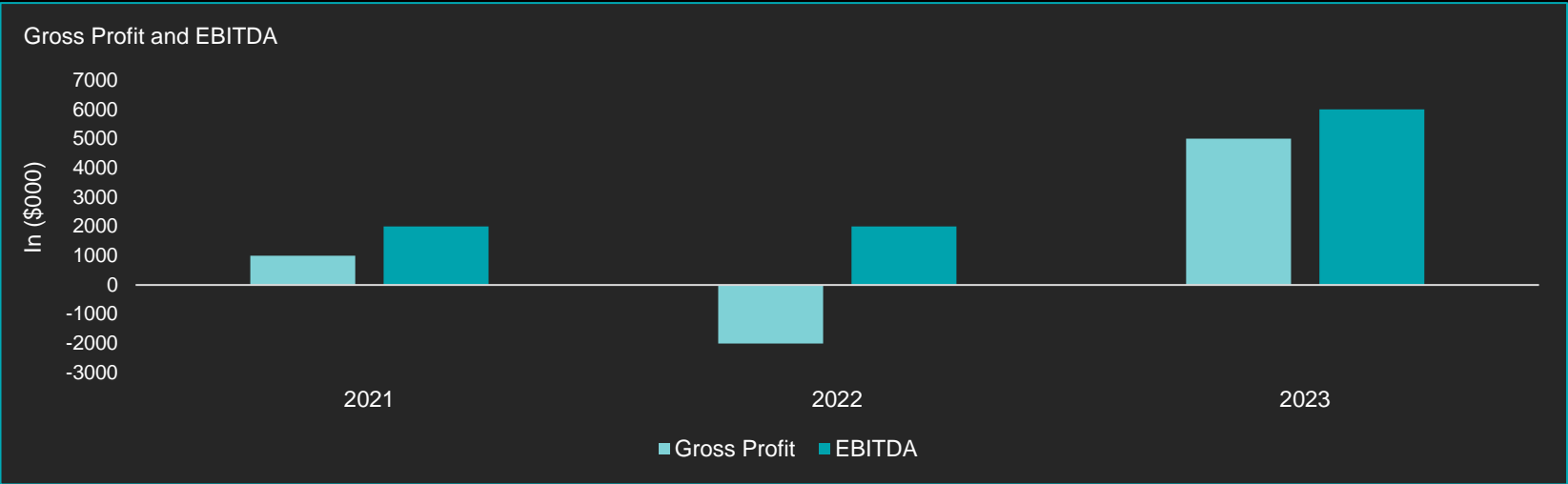
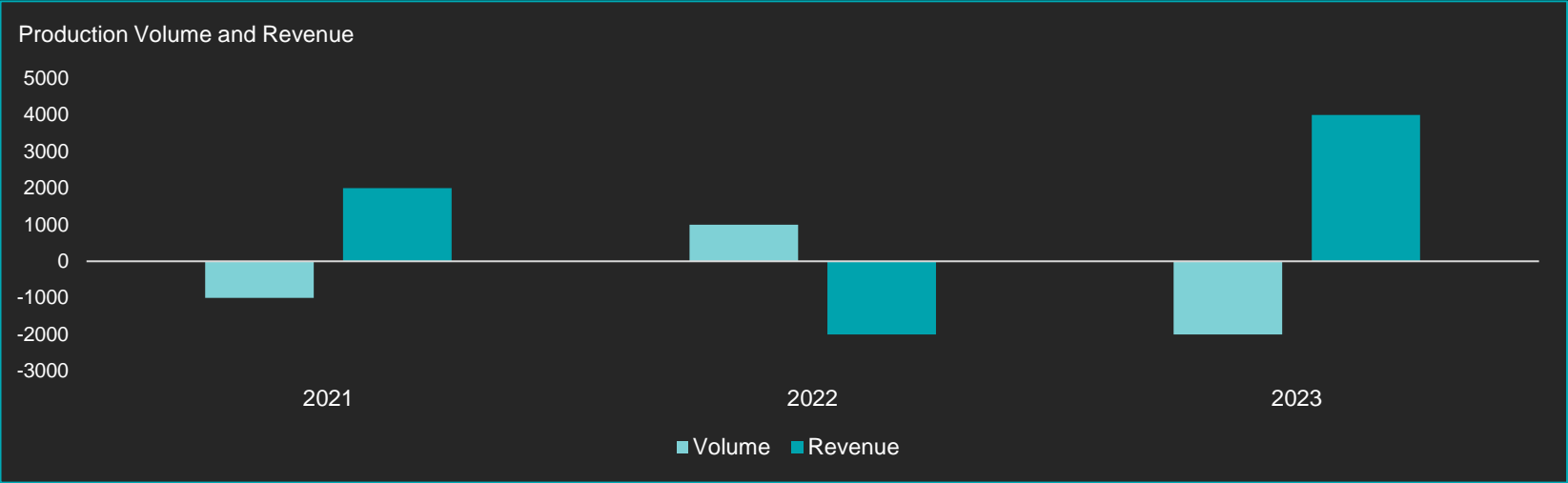
MODEL

MODEL
INPUT

MODEL
OUTPUT

MODEL TO BE SHARED

Sold In	Assembled In	Trim	Base Price	2022	2023	2024	2025	2026	2027
US	EU	Premium	\$49,950	500	15,000				



| |
— C A N O O —
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INVESTOR RELATIONS DAY
JUNE 17, 2021