



CMC
CALIFORNIA
MOBILITY CENTER

California offers unrivaled future mobility opportunities

California has an extensive ecosystem of industry leaders and support resources, but they are not easily accessed or readily available to future mobility start-ups.

OVER **20+**
VENTURE
FUNDS INVEST
IN NEW
MOBILITY



EPICENTER
FOR CLIMATE
REGULATION
& POLICY



SILICON
VALLEY,
WORLD'S
LEADING
TECH FIRMS



LEADING
ACADEMIC
& RESEARCH
INSTITUTIONS



46.8%
EV MARKET SHARE IN U.S.
TRADITIONAL BELLWETHER
MARKET FOR REST OF U.S.



+40% OF MOBILITY EARLY
STAGE COMPANIES CHOOSE
CALIFORNIA AS THEIR HUB



Orchestrating Commercially Meaningful Interactions

The CMC provides a single point of entry to the California ecosystem and a structured, partnering approach to:



Advanced Manufacturing



Testing and validating

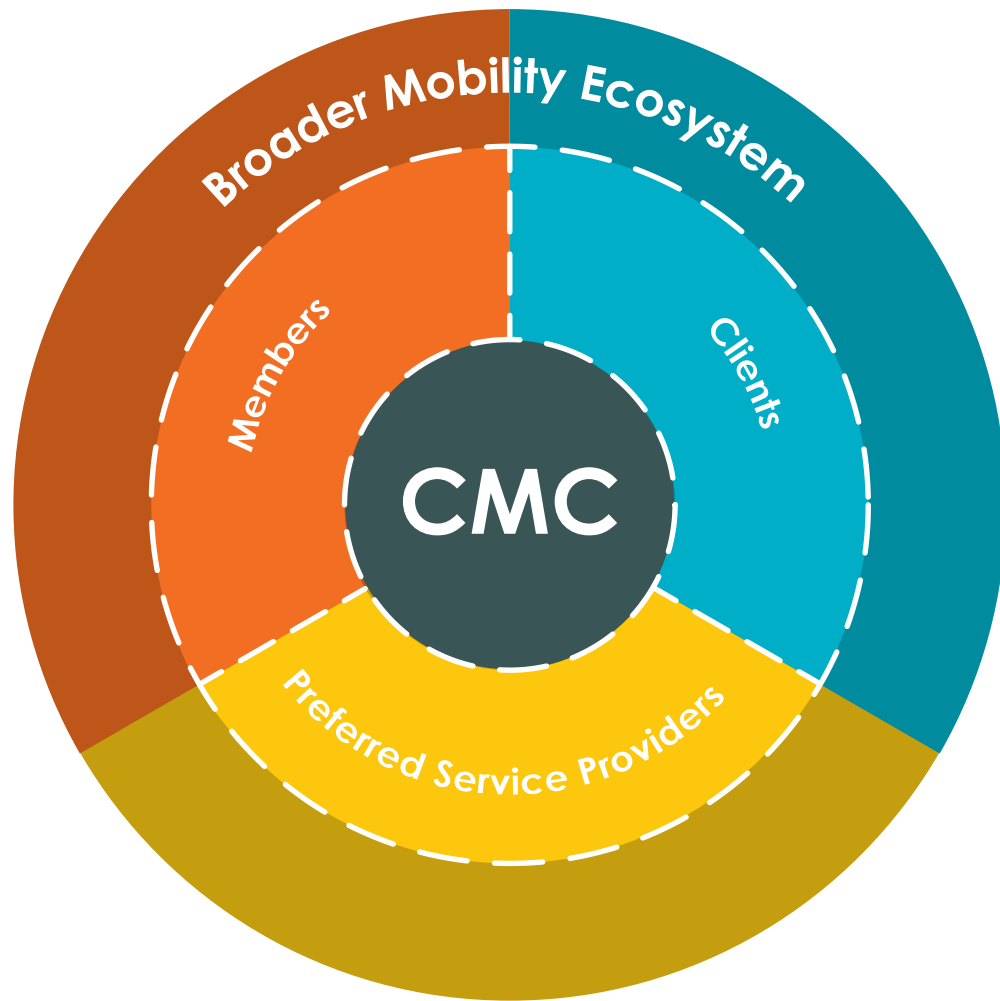


Commercializing

Future mobility innovations in California and beyond.



CMC
CALIFORNIA
MOBILITY CENTER



A “COMMERCIALIZATION COLLABORATIVE”

Members

Global industry leaders with a vested interest in advanced mobility and commercialization

Clients

Mobility companies that align with the technical and product roadmaps of CMC members

Preferred Service Providers

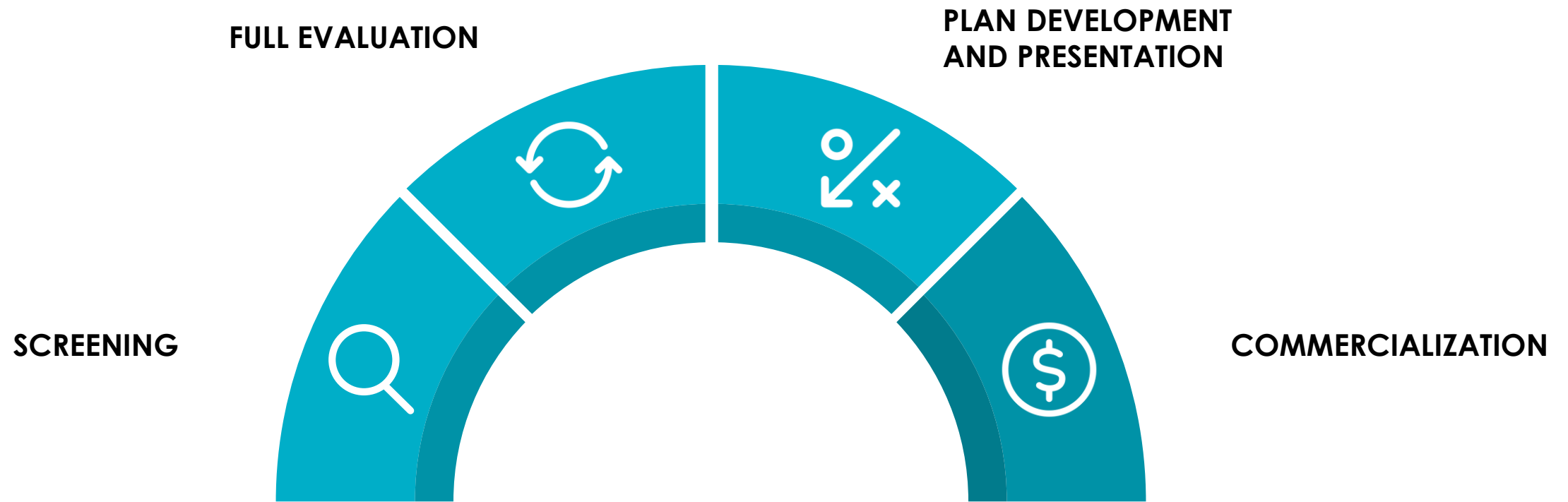
Vetted, best-in-class strategic, technical, research and business support resources

Broader Mobility Ecosystem

International, national and local, public & private entities that impact how society will transition to and adopt future mobility innovations .

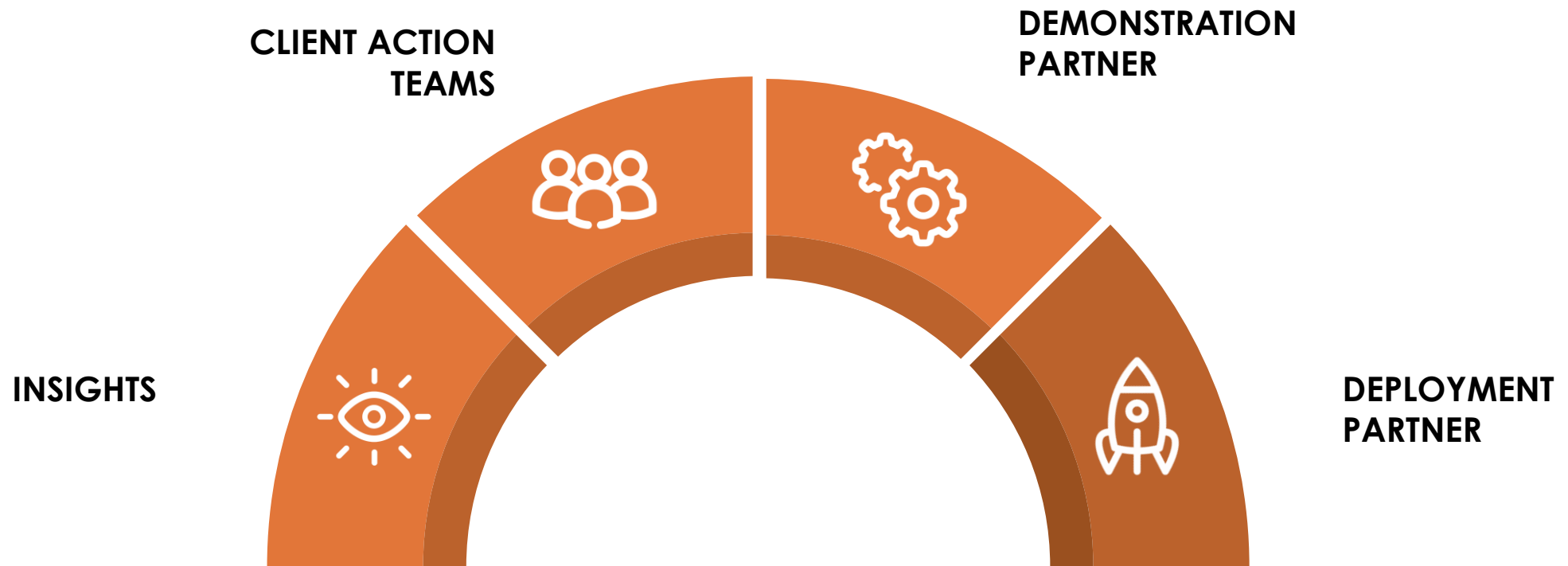
CMC Clients

Clients will be able to access a complete business process review and a comprehensive commercialization plan that is implemented with support from CMC's staff, members and preferred service provider ecosystem.



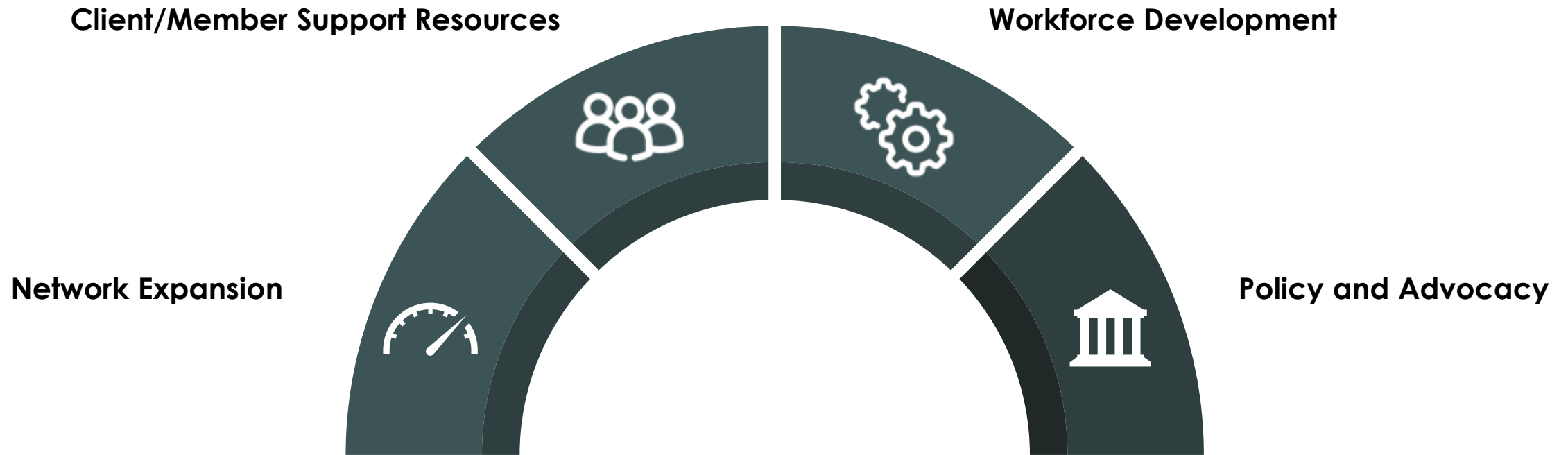
CMC Members

Member interaction with innovative future mobility companies ranges from up-close observation to testing and validation, to commercialization partnerships.



Broader Market

Beyond interactions within the CMC ecosystem, the CMC also interacts with the broader Future Mobility Ecosystem to enhance CMC's global reach, better support Client's and Members and accelerate and influence overall adoption.



CMC Preferred Providers

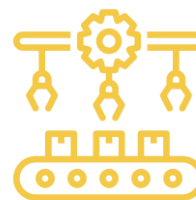
Preferred service providers are experts in their respective fields, vetted by the CMC and available to help clients and members realize their commercialization goals.



BUSINESS CASE



DIGITAL TECH



ADVANCED MFG.



TESTING & VALIDATION



**REQUIREMENTS
COMPLIANCE**



VENTURE CAPITAL



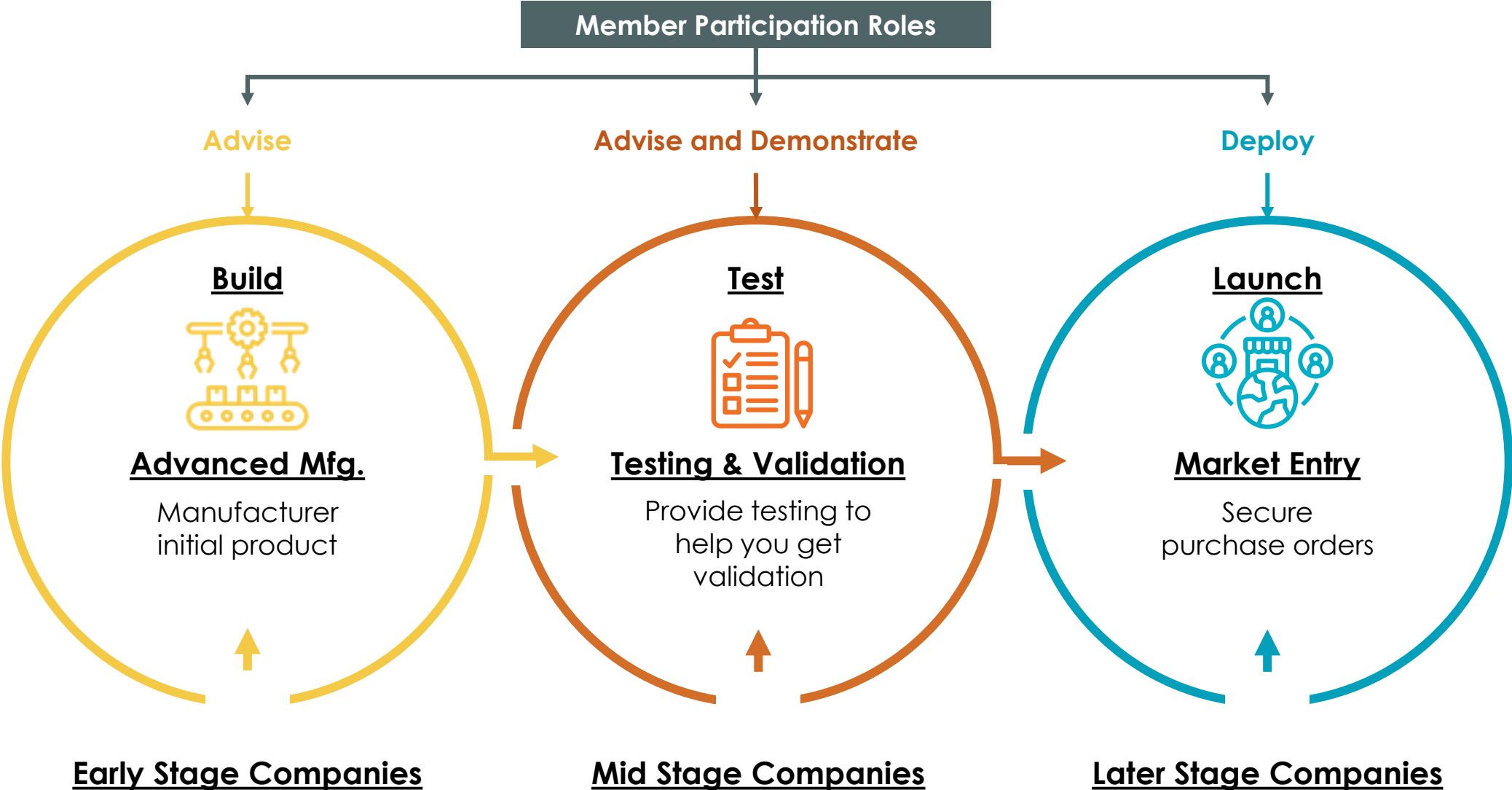
**NON-DILUTIVE
FINANCING**



MARKET ENTRY

PROGRAMS AND PARTNERSHIPS

CMC is structured to provide value for both members and clients at every stage of development



A New Type of Resource

CMC Provides a Next-Step After Accelerators

CMC is highly differentiated vs. traditional accelerators due to its emphasis on commercialization and its deeper, curated involvement between mobility companies and corporate members.

CMC



INDIVIDUALIZED



PLAN DRIVEN



MARKET RESOURCED



COMMERCIAL LAUNCH

Accelerator



COHORT



CURRICULUM DRIVEN



GRANT RESOURCED



DEMO DAY

FUNDING OPTIONS

CMC provides a variety of funding options to help clients cover service provider and commercialization plan implementation costs. Service provider fees include a 5% partner fee. Alternatively, clients may purchase the commercialization plan and use their own services providers.

COMMERCIALIZATION COSTS

- R&D
- Staffing
- Training
- Testing
- Prototyping
- M&A
- Legal
- Sales
- Marketing



GRANT FUNDING

- Grant Sourcing
- Grant Evaluation
- Grant Writing



EQUITY & DEBT FUNDING

- Direct Investment
- Investment Syndication
- Fund Raising Guidance

OPENGRANTS



CMC COMMUNITY IMPACT



Regional and national economic stimulus opportunities

- New workforce development pathways with community colleges and universities in partnership with State workforce development organizations
- Long-term commitment to underserved neighborhoods
- Providing a spectrum of job opportunities for technical 'hands on' workers through to Doctorate Degree students
- Develop new services and manufacturing processes that support local business growth



CMC, THE GATEWAY TO FUTURE MOBILITY SUCCESS

Rapid Commercialization

CMC provides:

- A single point of access
- Partnerships
- Programming
- Funding access

CMC manages:

- Pace of progress
- Risks
- Ecosystem interaction

The CMC's program offerings rapidly progress beyond prototypes and proof-of-concept projects, to commercial success.

