



ARE DRIVERLESS CARS FINALLY READY?

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Agenda:

- Tesla Launch
- Google 250,000 trips per week
- What does the path look like
- EVs
- Economics
- Naysayers

Electric Vehicle Battery Payback Period: US Average Consumer

Years

Source: Nucleus Wealth, BNEF, Lazard



Oil Price

Electric Vehicle Battery Payback Period: US 31,000mi/50,000km per year

Years

Source: Nucleus Wealth, BNEF, Lazard



Oil Price

Waymo rollout:

Months from start to live Months to rider only beta Months to live Phoenix San Francisco LA Austin Atlanta 0.0 10.0 20.0 30.0 40.0 50.0

Choose themes to screen from your portfolio away from (i.e. remove stocks)



Naysayers:

- Using Uber as example
- Dusted 100s of bns with nothing to show for it
- Cleaning cost will kill them
- Cars are part storage locker
- Cost of oversight
- People step in front of cars

Players:

- Waymo (Google / Alphabet)
- Tesla
- Amazon (Zoox)
- GM (Cruise) largely folded
- Chinese car companies

Safety:



Economics:

- Car hire companies are happy to rent a car to users for \$60 a day with about a 75% utilisation rate = \$45 a day to the car company. Let's call that the capital cost of a car.
- Now let's add a third to the cost to cover the battery and the driverless technology puts us back at \$60 per day.
- Given its driverless, it can operate for 24 hours a day but call it 15 hours to take into account time to charge the battery, cleaning, slow periods, servicing and to make the math easier.
- So, the car owner needs to make \$4 per hour to make a return.
- Assuming 1.5 trips per hour (roughly the average), add in electricity costs, 10% to the booking company and about \$3.00 per trip is the end cost to the user.

Economics:

Operating Expenses

Not having a driver significantly lowers OpEx. Take a look at Uber:

- Uber <u>claims</u> that its drivers get roughly 70% of the ride fare whereas drivers claim they get about 50% of the ride fare; ⁵
- Uber's <u>cost of revenue</u> is about 16% of gross bookings, and their cost of operations and support is about 1.8% of of gross bookings;⁶

Waymo Car cost:

- Currently Jaguar. So more expensive.
- Zeekr, roughly \$40k
- Sensors: could be as low as \$3k, probably \$10k
- Computer: probably in \$5k-\$15k range
- Integration costs: probably \$2k-\$20k
- All up probably \$50-100k.

What does it mean for cars:

- Ride share / taxis. Do you replace the driver and the company gets all the profits
- Or is it a land rush, funded by investors, cheap as possible.
- One driverless taxi replaces 5-10 cars
- Don't care about brand...
- Running costs low, repair costs high.
- Halve the revenue to the sector
- Land cost. Cities. Suburbs. Exurbs. Transport.
- Parking
- Car size?

Personalise Your Portfolio

Screens

Tilts

You can <u>exclude</u> the below to customise your portfolio

You can <u>add</u> the below to customise your portfolio

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nimal Rights	Religion	Asset Class	Thematic		Consumption	Commod	lities	Military	GICS Sectors
 No Fossil No Coal S No Nuclea 	Fuels (Any eam Gas c ar Power @	or Fracking 🍘			 Quality S Value St Growth S Defensiv 	ocks 🧿 Stocks 🎯			



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Risk Profile			
Build Your Portfolio	Oil & Gas Stocks 💿	Gold Stocks 💿	Agribusiness 📀
Ethical Overlay			
Review	Large Technology Stocks 🌝	Cloud Computing Stocks 💿	Robotics/AI 💿
Applicants			
Bank Details	Video Gaming ⊘	Cybersecurity 📀	Clean Energy 🧿
Compliance			
Final Review	Defensives 🕜	Battery Supply Chain 💿	Nuclear Power 💿
	Defense Contractors ⑦	Travel 📀	Luxury Goods 💿
	Logistics 💿	Global Communication Services 💿	Global Consumer Discretionary 🥝
	Global Consumer Staples 📀	Global Energy 💿	Global Financials 🧿
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