

Rivian Automotive

Welcome R2 and your new droid friends R3 and R3X, the force is with you

Maintain Rating: BUY | PO: 25.00 USD | Price: 12.51 USD

RIVN unveils the R2, its midsize SUV, at Laguna Beach

On 3/7/23, Rivian (RIVN) unveiled its long-awaited R2 SUV at an event it hosted in Laguna Beach, CA. The R2 will be produced at RIVN's Normal, IL plant (previously planned for the Georgia plant) and the first deliveries are expected in 1H:26. Ultimately, the R2 will help propel RIVN to profitability and positive cash flow as it is based off a lower cost platform and will give RIVN the expected benefits from increased scale. The R2 has an attractive entry price point (starting MSRP of \$45k) that should enable it to achieve higher sale volumes than its full-size SUV, the R1S (50,122 deliveries in 2023). Recall, the higher prices of EVs are a challenge for the average consumer (EV's ATP was ~\$55k versus ~\$47k for the industry in January), making EVs a tougher selling proposition. However, with this new product RIVN can potentially break more into the mass market segment, which represents about half of total US auto sales.

R2: Reasonable MSRP in a popular segment

Management detailed some of the key vehicle specs for the R2. Among them, the R2 is expected to have a range of ~300 miles and recharge from 10% to 80% in about 30 minutes. These specs are important as range anxiety is top of mind for car buyers. The R2 will be featured with three different motor options (single, dual, or tri-motor) and will have autonomous driving capabilities as it is equipped with 11 cameras and 5 radars (no details were provided on the level of autonomy). Given these points and the starting MSRP of \$45k, we think the R2 will be attractive to a large customer base. We estimate RIVN's addressable market in the US (on a pure pricing basis) will increase from 6-7% of the US light vehicle market to ~35% with the introduction of the R2. Further, the R2 is in the most popular market segment in the US, mid-size CUV/SUVs, which bodes well. The vehicle's smaller size could also give it an opportunity to gain traction in international markets that are typically not receptive of large pickups and SUVs.

More to come on the product front: RIVN reveals R3 CUV

Rivian surprised the audience with the unexpected unveiling of the R3 and performance version R3X, a set of smaller midsize CUVs. Aside from a brief overview, few other details were disclosed but initial commentary suggests that other than a smaller size and unique split liftgate, the vehicle specs should be similar to the R2. With the R2 launch in 1H:26, we believe it is likely the R3 will become available in late 2026 or 2027.

Capital preservation enables R2 without external financing

In addition to the unveiling of the R2 and R3, RIVN announced plans to preserve capital and thereby ensure it is sufficiently funded through the start of R2 production. Among the plans, RIVN pushed back the timing of its new Georgia plant and announced plans to save more than \$2.25bn from lower capex, as well as product development and supplier sourcing opportunities. We'd also note that with the delay of the Georgia plant, production capacity at the Normal facility will be increased to 215k units/yr from around 150k units/yr previously to accommodate at least the first phase of the R2 launch.

RIVN still in right place/time with right product/strategy

We maintain our Buy rating on RIVN, which is predicated on our view that the company is one of the most viable among the start-up EV automakers with attractive product, solid long-term strategy, and adequate funding well into 2025.

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Refer to important disclosures on page 3 to 5. Analyst Certification on page 2. Price
Objective Basis/Risk on page 2.

08 March 2024

Equity

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Stock Data

Price

25.00 USD Price Objective Date Established 22-Feb-2024 C-1-9 Investment Opinion 52-Week Range 10.05 USD - 28.06 USD Mrkt Val (mn) / Shares Out 12 047 USD / 963 0 Free Float 81.8% Average Daily Value (mn) 563.47 USD BofA Ticker / Exchange RIVN / NAS Bloomberg / Reuters RIVN US / RIVN.OQ ROE (2024E) -55.8% Net Dbt to Eqty (Dec-2023A) -54.0% ESGMeter™

12.51 USD

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Acronyms:

ATP: Average transaction price **CUV:** Crossover utility vehicle

EV: Electric vehicle

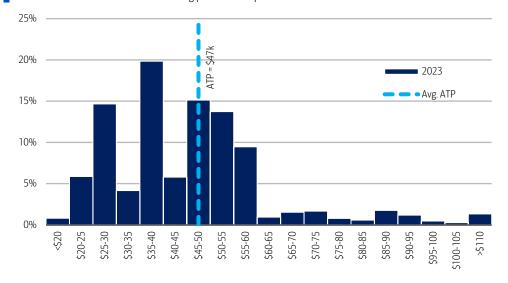
MSRP: Manufacturer's suggested

retail price

SUV: Sport utility vehicle

Exhibit 1: US vehicle sales (% of total units) by price bracket

With a \$45k starting MSRP, the R2 SUV will enable RIVN to compete in a much larger portion of the US automotive market than with its existing product lineup



Source: Wards, KBB, BofA Global Research

BofA GLOBAL RESEARCH

Price objective basis & risk

Rivian Automotive (RIVN)

Our price objective of \$25, based on 3x EV/Sales on our 2025 estimates, implying 0.5x EV/Sales and 3x EV/EBITDA on pro-forma capital-induced 2030 estimates. Our valuation framework for RIVN is relatively consistent with its peer and includes the following steps: 1) What the current stock price affords to RIVN in incremental plants/units. 2) What the incremental units translates into in incremental revenue/profits. 3) What the incremental revenue/profits translates into in terms of multiples on theoretical proforma 2030 metrics.

Downside risks: 1) inability to continue to raise low cost capital to fund business ventures, 2) inability to convert pre-orders and orders into unit sales, revenue, and eventually earnings, 3) termination of or amendment to sales and service agreement with anchor customer, 4) direct-to-consumer sales and service model may create challenges for business to scale, 5) inability to reach sustainable positive EBITDA/FCF with investment across numerous business areas.

Upside risks: 1) significant and better than expected customer traction for introduced/unveiled products, 2) successful execution of go-to-market strategy via direct-to-consumer sales and service model, 3) better than expected progress ramp of production and successful build-out of incremental capacity, 4) breakthrough in advanced battery technology to drive ICE/EV parity, 5) incremental government/regulatory support/stimulus for EV market.

Analyst Certification

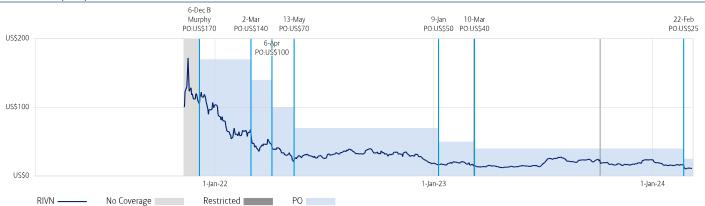
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Rivian Automotive (RIVN) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Equity Investment Rating Distribution: Autos Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	67	55.83%	Buy	39	58.21%
Hold	30	25.00%	Hold	15	50.00%
Sell	23	19.17%	Sell	12	52.17%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster^{R2}

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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