

Company Name: EBAI (AI Automotive Company)

#### B. Long-Term Vision Statement:

At EBAI, our goal is to begin the change in which way the people are moving around in America. Traveling in our new AI automotive vehicles will make our roads more safe, efficient and sustainable. My team and I share this passion to explore innovation, the opportunity for sustainable transportation, and a growing need to address our environmental concerns.

Our purpose is to make commuting and traveling more intelligent, accessible, and environmentally friendly. This was driven by each of our own values in improving innovation, sustainability, and safety. Our sole mission is to allow our AI-powered vehicles to provide a service to individuals needs, help reduce the amount of traffic, and decrease environmental impact.

Two key questions that guide EBAI's choices are:

1. How can we allow AI to completely transform our transportation and make it more sustainable?
2. What role can EBAI take part in to address urban congestion, environmental needs, and individual transportation needs?

#### C. External Opportunities:

1. Funding Opportunities: Exploring companies that focus on venture capitalism, like GreenTech Ventures, who are popularly known for their investments in efficient transportation. Companies like this, who built a foundation already in this field can align with EBAI's mission to transportation sustainability.
2. Co-Development Possibilities: Collaborating with well-known automotive companies can allow for co-development in our AI-powered vehicles. Combining their vehicle manufacturing expertise with our AI expertise, can possibly lead to partnerships with multiple automotive companies like Tesla.
3. Special Conferences: Proposing our AI-powered vehicles at automotive conferences like AutoTech 2023 can allow us to showcase our company's innovation and allow for networking opportunities with the industry leaders.

#### D. Leadership Team:



1. Luis Angel Ureno - Co-Founder and CEO: Luis Angel Ureno's extensive background in AI and automotive vehicles helps him take lead in EBAI's part in building our company's innovations. With experience in developing and solving AI algorithms for self-driving cars, he is passionate about creating a world of sustainable transportation so that we can fix our crowded roads.



2. Matthew Zhang - Co-Founder and COO: Matthew brings a ton of experience in project management as well as logistics. His expertise in scaling operations and managing partnerships with other automotive companies are important for the growth of EBAI.

3. Kenny Cordeiro - Co-Founder and CTO: Kenny can create any vision that EBAI needs. He has a strong background in AI and machine learning. His technical expertise is important in developing the AI computer systems to power our AI vehicles.

4. Bryan Lau - Co-Founder and CMO: Bryan brings a variety of knowledge and expertise in dynamic marketing for EBAI. His track record of creating successful marketing campaigns allows for excellent promotions for our AI-powered vehicles and helps expand our brand.

#### E. Strategy for the Next 3-5 Years:

##### Key Milestones/Checkpoints (OKRs):

1. Objective: Develop a range of AI-powered vehicles.

- Key Result 1: Launch a fully drivable autonomous electric car within the next 2 years.
- Key Result 2: Develop an AI-powered electric scooter for residential/local transportation within 18 months.
- Key Result 3: Begin our pilot programs in five major cities in the US within the next 3 years.

2. Objective: Expand market presence and revenue.

- Key Result 1: In the future we want to enter the European market within 3 years.
- Key Result 2: Achieving \$40-50 million in revenue by year 5.
- Key Result 3: Receiving a successful customer satisfaction rate of 90% or higher will help understand our consumers' needs.

3. Objective: Enhance environmental sustainability.

- Key Result 1: Growing and creating partnerships with renewable energy (Example: Solar Companies) providers for our AI-powered vehicle charging within 2-3 years of production.
- Key Result 2: Achieving at least a 20% reduction in carbon emissions per vehicle in the United States compared to the automotive industry standards within 3 years.
- Key Result 3: Planting 100,000 trees throughout the US as an environmental initiative within 4 years.

Measuring Success Metrics:

- Key Results 1 will be measured by our product launch dates and as well as adoption rates.
- Key Results 2 will be measured through financial reports and revenue growth.
- Key Results 3 will be measured by environmental reports and the success of our tree-planting goal.

In order to differentiate from our competitors, EBAI will focus on a comprehensive approach to sustainability, creating a diverse range of AI-powered vehicles and constantly creating new partnerships that can reduce the environmental impact of our automotive operations.

F. Slogan: "AI-Powered Transportation for a Sustainable Future."