

MAY 31, 2022 CAR CONNECT RECRUITMENT FAIR BOOTH SCRIPT

WELCOMING & QUALIFYING VISITOR

Hi, welcome. I'm [name]. What's yours?

[Visitor Name], are you currently working already or are you still in school? When will you graduate? What are you studying? Here are some of the positions Plus is hiring for in Munich.

[if area of study relevant to what we are recruiting] That's a very exciting field and one that's very relevant to what we're doing here at Plus. Let me tell you more about our company. Plus is an autonomous trucking technology company with headquarters in Silicon Valley, and offices in Munich and Ulm, as well as China. We're developing autonomous driving technology that makes it possible for semi trucks to drive on their own. We're working with the world's largest fleets and truck makers, Amazon, IVECO, FAW, and others to deploy our technology.

I recently joined the company because I believe autonomous driving is one of the most challenging and complex technologies of our generation and it will be transformational for commercial vehicles. I want to be here to help shape its future.

There are lots of exciting developments in the industry. It's a fantastic time to join Plus because:

- 1) You can help drive transformation in the trillion dollar global trucking industry that has far-reaching impact for the economy and for consumers
- 2) You get to work with state-of-the-art technologies in AI, in both hardware and software
- 3) You'll be joining a company that has already started delivering a product to customers, a first in the industry.
- 4) You will work in a highly agile, cross-functional, purpose driven team with a great company culture values transparent leadership, communication and empowerment

[if the area of study is not relevant to Plus or our recruiting] Did you have any particular questions about Plus or autonomous trucking that I can answer for you?

(Note: If we've identified this as someone who's not relevant to our recruiting efforts, keep the answers brief; no need to invest in a lot of time explaining things to the visitor.)

JUNE 1, 2022 - CAR SYMPOSIUM

WELCOMING & QUALIFYING VISITOR

STEPS

- 1) Welcome
- 2) Qualify
- 3) Introduce

Hi, welcome. I'm [name]. What's yours?

[Visitor Name], what company are you with? Can I have one of your business cards or scan your badge?

[GET THEIR BUSINESS CARD / OR SCAN THEIR BADGE]

[If you've not heard of the company's name before] I've not heard of [company name]. What does the company do?

1. [If the company is a well known OEM / fleet / media / investor] That's great. Let me introduce you to my colleague, Lauren, who can help you.

[Then walk the visitor over to the appropriate colleague and make introductions by giving the name of the person and their company name. Afterwards, walk back to your original station at the booth].

[If they're none of the above] Interesting! I'm happy to introduce you to Plus. Now before I start, how much do you know about Plus and self-driving trucks? [tailor the "Who are we?" intro to appropriate level of detail]

INTRODUCING PLUS

Who is Plus? (and How is Plus different from competitors?)

- We're an autonomous trucking company founded in 2016, and headquartered in Silicon Valley (USA) with operations in Europe and China.
- We're the first among autonomous trucking developers to launch a commercial product, which takes our autonomous driving technology and repackaged it into a driver-in solution called PlusDrive
- We started delivering PlusDrive to customers like Amazon and FAW (world's largest heavy truck manufacturer) in 2021
- We're co-developing autonomous trucks with IVECO for Europe
- [Add as appropriate based on the visitor] Launch of PlusDrive is part of our two-part strategy to get to fully driverless trucks:
 - Part 1: Launch commercial product to customers with driver-in to start gaining billions of miles of real-world experience, and to help fleets address key issues of safety, efficiency, driver retention, and sustainability today

- Part 2: Remove driver from driver's seat for driverless truck deployment
- We believe this strategy is the most sensible in order to give regulators, general public, and customers the data and proof needed to show that our system can drive safer than a human; and it helps fleets address their current pain points now rather than waiting for years for driverless trucks to be commercially available.

OUR TECH & PRODUCT (videos)

[pointing to the truck on the booth display board] This truck is powered by our commercially-available, driver-in solution called PlusDrive. It's equipped with lidar, radar and cameras to give the truck a 360 degree view of its surroundings.

[pointing to first screen] This shows the capabilities of our autonomous driving software, how it works, and a couple of driverless truck demos we've done in the U.S. and China.

[pointing to second screen] Here are highlights of our driver-in solution, PlusDrive, which is already being used by customers on the road today. The videos show key features and feedback of PlusDrive from drivers and others.

[based on whichever is playing at the time]:

First screen - L4/tech:

- We did a highway demo with our L4 truck – you can see that the truck is driving itself. There was no driver, no teleoperator or human supervision.
- This is a demo in Cupertino near our HQ office which includes local surface roads and highway driving.

Second screen - PlusDrive

- This introduces some of the key features of our PlusDrive solution – a professional truck operator supervises the system, like a pilot on an airplane, but once they engage PlusDrive, the truck can drive itself on the highway.
- These are testimonials from drivers we invited to take PlusDrive for a test. Drivers who've operated our truck, including journalists, have all loved how easy it is to operate PlusDrive, the improved safety they get from our system vs a traditional truck, and features such as being able to automatically handle stop-and-go traffic and lane merges.

Conclusion

We're really excited about our global commercial deployment of PlusDrive and our continued L4 development with OEM partners like FAW and IVECO.

Do you have any questions? [NOTE: If they have questions not covered in the Q&A below, take their contact info

and let them know you'll have to check and get back to them. DO NOT give more detail than is covered in the Q&A, especially if they seem like they're probing a lot]

[MAKE SURE TO GET THEIR BUSINESS CARD / OR SCAN THEIR BADGE]

GENERAL Q&A

Questions	Answer
Where are your offices?	Our HQ is in Cupertino, and we also have operations in Europe (Munich and Ulm) and China (Beijing, Shanghai, Suzhou).
How many people do you have at the company?	About 300 globally (<i>no need to give details on how many in each location</i>).
Who are your main competitors?	There are a number of startups as well as large companies working on autonomous trucking, which is a validation of the huge market opportunity in autonomous trucks.
How many miles have you test-driven so far?	That's not a number we share publicly, but what I can say is that we've done extensive testing across the U.S., in different terrain and traffic conditions. We believe real-world miles are really important to get the corner cases.
When will L4/autonomous trucks become commercially available?	We expect that it's several years out, but the exact timing is dependent not just on our technology being ready but also on the readiness of truck OEMs, Tier 1 suppliers, regulators, and public acceptance.
What do you think will be the impact of your autonomous trucks on trucking jobs? Is your technology going to replace jobs?	Anyone starting out as a truck driver now will be able to retire as a driver. There's a critical driver shortage hampering our supply chain now, and our product PlusDrive is already helping our customers to make long-haul trucking safer, less stressful for drivers, more efficient, and more sustainable today. This advanced technology will help with driver retention.
Tell me more about your relationship with Amazon. How many PlusDrive trucks have you delivered already? Are they already operating them? Which routes, and how many miles in total have they driven?	Unfortunately we're not in a position to disclose proprietary customer information. However, feedback from the drivers at the fleets we're already working with have been overwhelmingly positive about PlusDrive.

Does your autonomous driving technology work with electric trucks? Is that something you're working on already?	<p>Our autonomous driving technology can work on any type of powertrain, so yes, it can work with electric trucks. This is an area that we are exploring but we don't have any specific details to share at this point.</p> <p>What we have announced is that we're working with Cummins on using their compressed natural gas (CNG) engines on PlusDrive powered trucks, and also with IVECO on autonomous trucks powered by liquefied natural gas (LNG) engines.</p>
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PlusDrive Q&A

Question	Answer
What sensors are on PlusDrive trucks? And how many of each?	<p>We believe safety is the most critical issue, so we fuse together state-of-the-art sensors including LiDAR, radar, and cameras.</p> <p>Two lidar, side and front radar, cameras on each side and mounted on the windshield.</p>
Do you use HD map?	No, for PlusDrive. Yes, for L4.
How much does PlusDrive cost?	We negotiate this on a case-by-case basis, and the final cost depends on a number of factors.
What customers have ordered PlusDrive?	We have over thousands of orders and pre-orders for PlusDrive. For example, Amazon has an order for 1,000 units that we started delivering last February in the U.S. We're continuing to deliver on these units now.
Does PlusDrive work on all trucks?	PlusDrive can be integrated into different truck platforms.
How do you ensure that a driver isn't over-reliant on PlusDrive?	<p>Our customer deployments include a comprehensive training for truck operators that include in-classroom and on-road time to ensure that drivers understand the full capabilities of PlusDrive and their responsibility to stay vigilant at all times.</p> <p>In addition, our driver monitoring system has both hands-on detection and gaze-on road monitoring. If inattentiveness is detected through either driver-alert system, then both an audio alert and HMI visual alert are used. The audio alert is a message such as: "Hands off</p>

	detected" and "Keep your eyes on the road." If there is continued inattentiveness, the audio alerts will increase in frequency, eventually bringing the truck to a complete stop.
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TECHNOLOGY Q&A

Question	Answer
Why do you think lidar and radar are necessary when Tesla / Autopilot don't use them?	Each sensor modality offers an extra layer of safety in an autonomous truck. Our priority is always safety, so we believe it is safety critical to have multiple redundancies in our perception system.
How is your tech different from your competitors?	The tech stack itself is not as important as actually developing and demonstrating a safe driving system. A huge differentiator is that we're the first to have applied our technology to launch a driver-in solution, PlusDrive, that demonstrates the safety, reliability, and maturity of our technology.
How is your system able to get 10+% fuel savings?	Our state-of-the-art algorithms are continuously calculating a number of factors including road gradient, curvature, traffic speed, and others to ensure that the truck is driving in the most fuel-efficient way. Experienced drivers may consider a few of the same factors, but it's not humanly possible for them to continuously do this over hundreds of miles on a daily basis.
How far can your camera/lidar see? Can it see 1,000 meters?	This depends on the configuration and product. For PlusDrive, the range is about 400 feet while cameras on our L4 trucks can see as far as 1 mile (or over 1600 meters).
Whose HD map do you use? Do you build your own HD map?	We have our own HD mapping capability, and we work with leading map providers.
Whose compute system do you use?	Nvidia.
Have you tested your truck in rain or snow or at night? How about highway entrance and exit?	Yes, we did, and we continue to do testing across a wide variety of conditions.
Can you drive in snow?	We've done winter time testing, but this is an ongoing area of development as we continue to refine our system.

What are your thoughts on teleoperation? How do you plan to handle incidents that might require remote operation when L4 trucks are commercially available?	<ul style="list-style-type: none"> * We don't believe in remote control at a low level. * There will be scope for remote human operators to provide remote assistance in exceptional circumstances.
How many miles have you tested?	We don't disclose the number. Rather than just focus on total mileage, we believe it's important to test as many varied routes as possible in order to increase the robustness of our systems.
What is your disengagement rate?	This is not information we share publicly.
Have you experienced any accidents with your trucks while doing testing?	No. Safety is our top priority, and not only do we hire only highly experienced truck drivers and operations specialists, we have training and stringent operations guidelines for our team.