

## Motional AD Inc.

730 East Pilot Road, Las Vegas, NV89119

Samuel Wempe, Director of Government Relations

Date: September 23, 2021

### Application Facts:

Industry **Service**  
NAICS **541715**  
Type of App **Expansion**  
Location **Clark County**  
RDA LVGEA, Perry Ursem

### Company Profile

Motional AD Inc. (Motional) is considering expanding its existing southern Nevada footprint. This will include increasing operations from 40,000 sq. ft. to nearly 100,000 sq. ft. Motional is a leading driverless car company, committed to making self-driving cars a safe, reliable, and accessible reality. The company is responsible for some of the industry's largest leaps forward, including the first fully-autonomous cross-country drive in the US, the launch of the world's first robotaxi pilot in Las Vegas, and the world's most-established public robotaxi fleet. Motional's relationship with Las Vegas began back in 2018, and has rapidly expanded to include not just the commercial robotaxi pilot program but also state-approved fully driverless testing. Starting from Motional's launch of a brand-new technical center in Las Vegas, the company has grown to 250 employees. This growth has been fueled by close relationships with community partners ranging from the Regional Transportation Commission, Las Vegas Global Economic Alliance, the City of Las Vegas, the City of Henderson, Clark County, and the State of Nevada. *Source: Motional AD, Inc.*

### Tax Abatement Requirements:

	<u>Statutory</u>	<u>Company Application</u>	<u>Meeting Requirements</u>
Job Creation	25	<b>111</b>	<b>Yes</b>
Average Wage	\$26.67	<b>\$34.92</b>	<b>Yes</b>
Equipment Capex (SU & MBT)	\$153,013	<b>\$3,549,520</b>	<b>Yes</b>
Equipment Capex (PP)			

### Additional Requirements:

Health Insurance	65%	<b>85%</b>	<b>Yes</b>
Revenues generated outside NV	51%	<b>90%</b>	<b>Yes</b>
Business License	<input checked="" type="checkbox"/> Current	<input type="checkbox"/> Pending	<input type="checkbox"/> Will comply

### Total Tax Liability (without tax abatements)

Direct (company)  
**\$845,022**

Total  
**\$15,525,884**

### Tax Abatements

#### Contract Terms

#### Estimated Tax Abatement

Sales Tax Abmt.	4.6% for 2 years	\$133,994
Modified Business Tax Abmt.	50% for 4 years	\$221,096
Personal Property Tax Abmt.	50% for 10 years	\$52,779

### Total Estimated Tax Abatement over 10 yrs.

**\$407,869**

### Net New Tax Revenues

#### Direct

#### Indirect

#### Taxes after Abatements

#### Local Taxes

Property	\$2,791,039	\$5,067,424	\$7,858,463
Sales	\$133,725	\$3,262,427	\$3,396,152
Lodging	\$0	\$136,107	\$136,107

#### State Taxes

Property	\$152,653	\$294,849	\$447,502
Sales	\$83,990	\$1,088,837	\$1,172,827
Modified Business	\$1,392,570	\$670,666	\$2,063,236
Lodging	\$0	\$43,728	\$43,728

### Total Estimated New Tax Revenue over 10 yrs.

**\$15,118,015**

### Economic Impact over 10 yrs.

#### Total

#### Construction

#### Total

Total Jobs Supported	313	10	323
Total Payroll Supported	\$175,618,843	\$534,425	\$176,153,268
Total Economic Value	\$438,990,191	\$1,411,445	\$440,401,636

### IMPORTANT TERMS & INFORMATION

**Tax Abatements are reduction or discount of tax liability and companies do not receive any form of payment.**

**Total Estimated Tax Abatement** is a tax reduction estimate. This estimated amount will be discounted from total tax liability.

**Estimated New Tax Revenue** is amount of tax revenues local and state government will collect after the abatement was given to applying company.

**Economic Impact** is economic effect or benefits that this company and it's operations will have on the community and state economy measured by total number of jobs, payroll and created output.



July 2, 2021

Mr. Michael Brown  
Executive Director  
Nevada Governor's Office of Economic Development  
555 E. Washington Avenue, Suite 5400  
Las Vegas, Nevada 89101

Dear Mr. Brown,

Motional AD Incorporated (Herein known as Motional) is applying to the State of Nevada for the Sales and Use Tax, Modified Business Tax, and Personal Property Tax Abatements. We request their application be placed on the agenda for the September 2021 GOED Board Meeting.

Motional is exploring their options to expand operations in Southern Nevada from a current staff of 245 by hiring 111 additional employees over the next 24 months. These new hires will make an average hourly wage of \$34.92 and be provided with a comprehensive benefits package. Motional will make an total capital investment of \$19 million dollars with \$3.5 million in capital equipment.

Our team has reviewed Motional's application and found it to comply with Nevada's statutory requirements for tax abatements. This application has the full support and endorsement of the Las Vegas Global Economic Alliance. Thank you for your consideration.

Sincerely,

A handwritten signature in black ink that reads 'Perry Ursem'. The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Perry Ursem  
Vice President, Business Retention and Expansion

Enclosure

**730 E Pilot Rd.  
Las Vegas, NV 89119  
MOTIONAL.COM**



Michael Brown  
Executive Director  
555 E. Washington Avenue  
Suite 5400  
Las Vegas, Nevada 89101

RE: Motional's Application for Tax Abatements for Commercial Driverless Vehicle Hub in Las Vegas

Dear Mr. Brown:

Motional is a leading driverless car company, committed to making self-driving cars a safe, reliable, and accessible reality. Our team is responsible for some of the industry's largest leaps forward, including the first fully-autonomous cross-country drive in the US, the launch of the world's first robotaxi pilot in Las Vegas, and the world's most-established public robotaxi fleet.

Our cars have driven over one million autonomous miles, in challenging city environments around the globe, with zero at-fault incidents. That safety record has been critical to our Lyft partnership, which has earned the trust of Las Vegas consumers and resulted in the delivery of 100,000 paid self-driving rides in Clark County, 98 percent of which receive a five-star rating.

Motional has a substantial presence in Nevada right now, and we are considering building out our operations in the state into one of our first commercial driverless vehicle hubs. As we are evaluating where to locate our first commercial driverless vehicle deployments, Clark County, Nevada is amongst the finalist geographies under consideration. Our existing partnerships with state and local governments in Nevada have helped the state earn a strong position among the jurisdictions we have evaluated for initial deployments.

Our relationship with Nevada and Las Vegas began back in 2018, and has rapidly expanded to include not just the commercial robotaxi pilot program but also state-approved fully driverless testing. Starting from our launch of a brand-new technical center on Pilot Road in Las Vegas, we have grown to 250 employees in Las Vegas. The growth in Las Vegas has been fueled by close relationships with community partners ranging from the Regional Transportation Commission, Las Vegas Global Economic Alliance, the City of Las Vegas, the City of Henderson, and Clark County to the State of Nevada, among others. Motional has worked hard to become part of the community.

Should Motional find the right combination of financial support, talent base, and a continued visionary community partnership that the company is seeking, our current technical center in Las Vegas could expand to be one of our first commercial driverless vehicle hubs. The expanded facility would bring quality jobs in a mix of highly technical engineering roles, skilled test drivers, vehicle maintenance and calibration staff, and general fleet operations support.

The job growth that Motional is envisioning could add an additional one hundred jobs and expand the footprint of our operations from 40,000 ft<sup>2</sup> to nearly 100,000 ft<sup>2</sup>. Our focus is local, bringing more skilled Nevadans on board to help hone our cutting-edge product.

Michael Brown

July 2, 2021

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As such, please accept this letter as a formal notification of our intention to seek approval for tax abatements (e.g. Sales and Use Tax, Modified Business Tax, Personal Property, etc.) and other potentially applicable programs at the upcoming GOED meeting scheduled for September 2021.

Moreover, there's a real prospect that Motional's expansion in-state could be a long-term revenue driver for the State of Nevada through entrenching Nevada's position as a global center for the autonomous vehicle industry. Already the first place in the world where any member of the public could experience an autonomous ride, Nevada could export this groundbreaking service globally. Motional's research and development activities in Nevada would be used first on the public roads of Nevada, then in early launch markets across the US, and eventually internationally.

Our company believes that the promises of autonomous vehicles are within reach for Nevada. The state's streets will be safer in a future where riders are transported by vehicles which do not speed, get drowsy or distracted. Autonomous vehicles will increase transit access for individuals who previously lacked transportation options. Urban centers in Nevada like Las Vegas will benefit from increased connectivity and a higher quality local job pool.

We look forward to continued growth in our partnerships in Nevada as the state continues to be a leader in the future of transportation. Motional will continue working towards completion of our incentive application in the coming weeks to ensure that we are fully compliant with all requisite deadlines ahead of the September 2021 GOED board meeting. Please contact me if you have any questions or clarifications.

Sincerely,

*Sam Wempe*

Sam Wempe  
Director of Government Relations and Public Policy  
Motional

**ECONOMIC DEVELOPMENT**

**Incentive Application**

Company Name: Motional AD Inc.  
 Date of Application: July 2, 2021

Company is an / a: (check one)  
 New location in Nevada  
 **Expansion of a Nevada company**

**Section 1 - Type of Incentives**

Please check all that the company is applying for on this application:

- |   |                                       |
|---|---------------------------------------|
| <input checked="" type="checkbox"/> Sales & Use Tax Abatement       | Sales & Use Tax Deferral              |
| <input checked="" type="checkbox"/> Modified Business Tax Abatement | Recycling Real Property Tax Abatement |
| <input checked="" type="checkbox"/> Personal Property Tax Abatement | Other: _____                          |

**Section 2 - Corporate Information**

COMPANY NAME (Legal name under which business will be transacted in Nevada) <u>Motional AD Inc.</u>		FEDERAL TAX ID # <u>47-3952152</u>	
CORPORATE ADDRESS <u>100 Northern Avenue Suite 200</u>	CITY / TOWN <u>Boston</u>	STATE / PROVINCE <u>Massachusetts</u>	ZIP <u>02210</u>
MAILING ADDRESS TO RECEIVE DOCUMENTS (If different from above)	CITY / TOWN	STATE / PROVINCE	ZIP
TELEPHONE NUMBER <u>857 338 2002</u>	WEBSITE <u>www.motional.com</u>		
COMPANY CONTACT NAME <u>Samuel Wempe</u>	COMPANY CONTACT TITLE <u>Director of Government Relations</u>		
E-MAIL ADDRESS <u>samuel.wempe@motional.com</u>	PREFERRED PHONE NUMBER <u>617 455 9847</u>		

Has your company ever applied and been approved for incentives available by the Governor's Office of Economic Development? Yes  No

If Yes, list the program awarded, date of approval, and status of the accounts (attach separate sheet if necessary):

**Section 3 - Program Requirements**

Please check two of the boxes below; the company must meet at least two of the three program requirements:

- A capital investment of \$1,000,000 in eligible equipment in urban areas or \$250,000 in eligible equipment in rural areas are required. This criteria is applicable to new businesses. In cases of expanding businesses, the capital investment must equal at least 20% of the value of the tangible property owned by the business.
  - New businesses locating in urban areas require fifty (50) or more permanent, full-time employees on its payroll by the eighth calendar quarter following the calendar quarter in which the abatement becomes effective. In rural areas, the requirement is ten (10) or more. For an expansion, the business must increase the number of employees on its payroll by 10% more than its existing employees prior to expansion, or by 25 (urban) or 6 (rural) employees, whichever is greater.
  - In both urban and rural areas, the average hourly wage that will be paid by the business to its new employees is at least 100% of the average statewide hourly wage.
- Note: Criteria is different depending on whether the business is in a county where the population is 100,000 or more or a city where the population is 60,000 or more (i.e., "urban" area), or if the business is in a county where the population is less than 100,000 or a city where the population is less than 60,000 (i.e., "rural" area).

**Section 4 - Nevada Facility**

Type of Facility:

- |  |                            |
|--|----------------------------|
| <input checked="" type="checkbox"/> Headquarters                                   | Service Provider           |
| <input type="checkbox"/> Technology  | Distribution / Fulfillment |
| <input type="checkbox"/> Back Office Operations                                    | Manufacturing              |
| <input checked="" type="checkbox"/> Research & Development / Intellectual Property | Other: _____               |

PERCENTAGE OF REVENUE GENERATED BY THE NEW JOBS CONTAINED IN THIS APPLICATION FROM OUTSIDE NEVADA <u>90.00%</u>	EXPECTED DATE OF NEW / EXPANDED OPERATIONS (MONTH / YEAR) <u>Jun-2022</u>
NAICS CODE / SIC <u>541715</u>	INDUSTRY TYPE <u>Automotive</u>

DESCRIPTION OF COMPANY'S NEVADA OPERATIONS

Operations headquarters; validation closed test track

PROPOSED / ACTUAL NEVADA FACILITY ADDRESS <u>730 East Pilot Road</u>	CITY / TOWN <u>Las Vegas</u>	COUNTY <u>Clark County</u>	ZIP <u>89119</u>
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WHAT OTHER STATES / REGIONS / CITIES ARE BEING CONSIDERED FOR YOUR COMPANY'S RELOCATION / EXPANSION / STARTUP?  
Southern California; Boston, MA; Pittsburgh, PA

**Section 5 - Complete Forms (see additional tabs at the bottom of this sheet for each form listed below)**

Check the applicable box when form has been completed.

- 5 (A)  Equipment List
- 5 (B)  Employment Schedule
- 5 (C)  Evaluation of Health Plan, with supporting documents to show the employer paid portion of plan meets the minimum of 65%.
- 5 (D)  Company Information Form

**Section 6 - Real Estate & Construction (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up - Plans Over the Next <b>Ten</b> Years	Expansions - Plans Over the Next <b>10</b> Years
<p>Part 1. Are you currently/planning on leasing space in Nevada? _____</p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Annual lease cost of space: _____</p> <p>Do you plan on making building tenant improvements? _____</p> <p><b>If No, skip to Part 2. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 2. Are you currently/planning on buying an owner occupied facility in Nevada? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p>Do you plan on making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Are you currently/planning on building a build-to-suit facility in Nevada? _____</p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>	<p>Part 1. Are you currently leasing space in Nevada? <u>Yes</u></p> <p><b>If No, skip to Part 2. If Yes, continue below:</b></p> <p style="padding-left: 40px;">What year(s)? <u>2017-2023</u></p> <p style="padding-left: 40px;">How much space (sq. ft.)? <u>42,322</u></p> <p style="padding-left: 40px;">Annual lease cost at current space: <u>\$1,406,000.00</u></p> <p>Due to expansion, will you lease additional space? <u>Yes</u></p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">Expanding at the current facility or a new facility? <u>New</u></p> <p style="padding-left: 40px;">What year(s)? <u>2024</u></p> <p style="padding-left: 40px;">How much expanded space (sq. ft.)? <u>50,000</u></p> <p style="padding-left: 40px;">Annual lease cost of expanded space: <u>TBD</u></p> <p>Do you plan on making building tenant improvements? <u>Yes</u></p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? <u>Jul-2021</u></p> <hr/> <p>Part 2. Are you currently operating at an owner occupied building in Nevada? <u>No</u></p> <p><b>If No, skip to Part 3. If Yes, continue below:</b></p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p> <p style="padding-left: 40px;">Current assessed value of real property? _____</p> <p>Due to expansion, will you be making building improvements? _____</p> <p><b>If No, skip to Part 3. If Yes *, continue below:</b></p> <p style="padding-left: 40px;">When to make improvements (month, year)? _____</p> <hr/> <p>Part 3. Do you plan on building or buying a new facility in Nevada? <u>No</u></p> <p><b>If Yes *, continue below:</b></p> <p style="padding-left: 40px;">Purchase date, if buying (month, year): _____</p> <p style="padding-left: 40px;">When to break ground, if building (month, year)? _____</p> <p style="padding-left: 40px;">Estimated completion date, if building (month, year): _____</p> <p style="padding-left: 40px;">How much space (sq. ft.)? _____</p>
* Please complete Section 7 - Capital Investment for New Operations / Startup.	* Please complete Section 7 - Capital Investment for Expansions below.

BRIEF DESCRIPTION OF CONSTRUCTION PROJECT AND ITS PROJECTED IMPACT ON THE LOCAL ECONOMY (Attach a separate sheet if necessary):

We will be adding a garage facility to store our vehicles and test equipment at the track as well as adding IT equipment and infrastructure to support testing.

**Section 7 - Capital Investment (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up	Expansions
How much capital investment is planned? (Breakout below):	How much capital investment is planned? (Breakout below):
Building Purchase (if buying): _____	Building Purchase (if buying): <u>          \$0          </u>
Building Costs (if building / making improvements): _____	Building Costs (if building / making improvements): <u>          \$1,000,000          </u>
Land: _____	Land: <u>          \$14,454,000          </u>
Equipment Cost: _____	Equipment Cost: <u>          \$3,549,521          </u>
<b>Total:</b> _____	<b>Total:</b> <u>          \$19,003,521          </u>
	Is the equipment purchase for replacement of existing equipment? <u>          Yes          </u>
	Current assessed value of personal property in NV: <u>          \$765,066          </u>
	(Must <b>attach</b> the most recent assessment from the County Assessor's Office.)

**Section 8 - Employment (Fill in either New Operations/Startup or Expansion, not both.)**

New Operations / Start Up	Expansions
How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of new operations?: _____	How many full-time equivalent (FTE*) employees will be created by the end of the first eighth quarter of expanded operations?: <u>          111          </u>
Average hourly wage of these <u>new</u> employees: _____	Average hourly wage of these <u>new</u> employees: <u>          \$34.92          </u>
	How many FTE employees prior to expansion?: <u>          245          </u>
	Average hourly wage of these <u>existing</u> employees: <u>          \$32.03          </u>
	Total number of employees after expansion: <u>          356          </u>

\* FTE represents a permanent employee who works an average of 30 hours per week or more, is eligible for health care coverage, and whose position is a "primary job" as set forth in NAC 360.474.

OTHER COMPENSATION (Check all that apply):

- Overtime**                       **Merit increases**                      Tuition assistance                       **Bonus**  
 **PTO / Sick / Vacation**                      COLA adjustments                       **Retirement Plan / Profit Sharing / 401(k)**                      Other: \_\_\_\_\_

BRIEF DESCRIPTION OF ADDITIONAL COMPENSATION PROGRAMS AND ELIGIBILITY REQUIREMENTS (Attach a separate sheet if necessary):

**Section 9 - Employee Health Insurance Benefit Program**

Is health insurance for employees and is an option for dependents offered?                      **Yes (attach health plan and quote or invoice)**                      No

Package includes (check all that apply):

- Medical**                       **Vision**                       **Dental**                       **Other:**           STD, LTD, AD&D

Qualified after (check one):

- Upon employment**                      Three months after hire date                      Six months after hire date                      Other: \_\_\_\_\_

Health Insurance Costs:	Percentage of health insurance premium by (min 65%):	
Plan Type: <u>Medical: Point of Service (POS), Vision N/A; Dental: PPO</u>		
Employer Contribution (annual premium per employee):	\$ 7,268.48	Company: <u>85%</u>
Employee Contribution (annual premium per employee)	\$ 1,241.63	Employee: <u>15%</u>
<b>Total Annual Premium:</b>	<b>\$ 8,510.11</b>	

[SIGNATURE PAGE FOLLOWS]

**Section 10 - Certification**

I, the undersigned, hereby grant to the Governor's Office of Economic Development access to all pertinent and relevant records and documents of the aforementioned company. I understand this requirement is necessary to qualify and to monitor for compliance of all statutory and regulatory provisions pertaining to this application.

Being owner, member, partner, officer or employee with signatory authorization for the company, I do hereby declare that the facts herein stated are true and that all licensing and permitting requirements will be met prior to the commencement of operations. In addition, I and /or the company's legal counsel have reviewed the terms of the GOED Tax Abatement and Incentives Agreement, the company recognizes this agreement is generally not subject to change, and any material revisions have been discussed with GOED in advance of board approval.

Samuel Wempe  
Name of person authorized for signature

Director of Government Relations  
Title

DocuSigned by:  
*Sam Wempe*  
4E839B6F5716495...  
Signature

July 2, 2021  
Date

**'s Office of Economic Development**  
555 E. Washington Ave., Ste 5400 • Las Vegas, Nevada 89101 • 702.486.2700 • (Fax) 702.486.2701 • www.diversifynevada.com



# Site Selection Factors

Company Name: Motional AD Inc.

County: Clark

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## Section 1 - Site Selection Ratings

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Directions: Please rate the select factors by importance to the company's business (1 = very low; 5 = very high). Attach this form to the Incentives Application.

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Availability of qualified workforce:	<u>5</u>	Transportation infrastructure:	<u>3</u>
Labor costs:	<u>4</u>	Transportation costs:	<u>2</u>
Real estate availability:	<u>4</u>	State and local tax structure:	<u>5</u>
Real estate costs:	<u>5</u>	State and local incentives:	<u>5</u>
Utility infrastructure:	<u>4</u>	Business permitting & regulatory structure:	<u>5</u>
Utility costs:	<u>4</u>	Access to higher education resources:	<u>4</u>

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**Please summarize the importance of the abatement program to your decision (please include at least a paragraph summary):**

There are many important factors that drove the company's decision for expansion in Clark County, Nevada. Some of the deciding factors include the availability of a qualified workforce, real estate availability and costs, state and local incentives, and business permitting & regulatory structure. Clark County met a lot of the criteria we were looking for, in particular the availability of qualified vehicle operators, a large space for our test tracks, and the support of local government. As we expand, we are mindful of the increasing costs, and the abatement program will be able to bring us significant savings.



## 5(B) Employment Schedule

Company Name: Motional AD Inc.

County: Clark

### Section 1 - Full-Time Equivalent (FTE) Employees

Directions: Please provide an estimated list of full time employees [columns (a) through (d)] that will be hired and employed by the company by the end of the first eighth quarter of new / expanded operations. For example, if the effective date of new / expanded operations is April 1, 2015, the date would fall in Q2, 2015. The end of the first eighth quarter would be the last day of Q2, 2017 (i.e., June 30, 2017). Attach this form to the Incentives Application. A qualified employee must be employed at the site of a qualified project, scheduled to work an average minimum of 30 per week, if offered coverage under a plan of health insurance provided by his or her employer, is eligible for health care coverage, and whose position of a "primary job" as set forth in NAC 360.474.

Please use the [Bureau of Labor Statistics Standard Occupational Classification System \(SOC\) link to populate section \(b\): https://www.bls.gov/soc/2018/major\\_groups.htm#11-0000](https://www.bls.gov/soc/2018/major_groups.htm#11-0000)

(a) New Hire Position Title/Description	(b) Position SOC Code	(c) Number of Positions	(d) Average Hourly Wage	(e) US Bureau of Labor Statistics Average Hourly Wage -Clark County	(f) Average Weekly Hours	(g) Annual Wage per Position	(h) Total Annual Wages
Chief Executives	11-1011	1	\$146.90	\$90.41	40	\$305,552.00	\$305,552.00
Human Resources Managers	11-3121	1	\$62.34	\$53.94	40	\$129,667.20	\$129,667.20
Human Resources Specialists	13-1071	1	\$42.03	\$26.09	40	\$87,422.40	\$87,422.40
Buyers and Purchasing Agents	13-1028	1	\$31.88	\$28.87	40	\$66,310.40	\$66,310.40
Secretaries and Administrative Assistants, Except Legal, Medical, and Executive	43-6014	1	\$30.88	\$19.36	40	\$64,230.40	\$64,230.40
General and Operations Managers	11-1021	1	\$50.24	\$61.83	40	\$104,499.20	\$104,499.20
Transportation, Storage, and Distribution Managers	11-3071	2	\$46.67	\$38.92	40	\$97,011.20	\$194,022.40
Managers, All Other	11-9199	3	\$64.90	\$43.97	40	\$134,992.00	\$404,976.00
Business Operations Specialists, All Other	13-1199	1	\$32.10	\$33.53	40	\$66,768.00	\$66,768.00
Computer and Information Systems Managers	11-3021	1	\$88.19	\$59.72	40	\$183,435.20	\$183,435.20
Network and Computer Systems Administrators	15-1142	2	\$46.90	\$41.88	40	\$97,552.00	\$195,104.00
Training and Development Managers	11-3131	1	\$53.55	\$39.93	40	\$111,384.00	\$111,384.00
Engineers, All Other	17-2199	16	\$47.33	\$40.61	40	\$98,446.40	\$1,575,142.40
Business Operations Specialists, All Other	13-1199	2	\$48.21	\$33.53	40	\$100,276.80	\$200,553.60
Engineering Technicians, Except Drafters, All Other	17-3029	5	\$32.11	\$25.93	40	\$66,788.80	\$333,944.00
Motor Vehicle Operators, All Other	53-3099	68	\$26.71	\$17.47	40	\$55,556.80	\$3,777,862.40
First-line Supervisors of Transportation and Material Moving Workers, Except Aircraft Cargo	53-1048	2	\$31.82	\$26.61	40	\$66,185.60	\$132,371.20
Training and Development Specialists	13-1151	2	\$30.80	\$17.86	40	\$64,064.00	\$128,128.00
<b>TOTAL</b>		<b>111</b>	<b>\$34.92</b>	<b>\$25.50</b>			<b>\$8,061,372.80</b>

### Section 2 - Employment Projections

Directions: Please estimate full-time job growth in Section 2, complete columns (b) and (c). These estimates are used for state economic impact and net tax revenue analysis that this agency is required to report. The company will not be required to reach these estimated levels of employment. **Please enter the estimated new full time employees on a year by year basis (not cumulative)**

(a) Year	(b) Number of New FTE(s)	(c) Average Hourly Wage	(d) Payroll
3-Year	28	\$35.97	\$2,094,892.80
4-Year	31	\$37.05	\$2,388,984.00
5-Year	33	\$38.16	\$2,619,302.40

\* Column (e) determines if wage is commensurate to current wage ranges in the region the company plans to locate/is located. For these purposes the mean average hourly wage for the location has been used.

U = Unknown / data set for region is not currently available.

Source: [US Bureau of Labor Statistics](https://www.bls.gov)

# 5(C) Evaluation of Health Plans Offered by Companies

Company Name: Motional AD Inc.

County: Clark

Total Number of Full-Time Employees: 111  
 Average Hourly Wage per Employee \$34.92  
 Average Annual Wage per Employee (implied) \$72,633.60

### COST OF HEALTH INSURANCE

Annual Health Insurance Premium Cost: \$8,510.11  
 Percentage of Premium Covered by:  
 Company 85%  
 Employee 15%

### HEALTH INSURANCE PLANS:

#### Base Health Insurance Plan\*:

#### Aetna POS II

Deductible - per employee \$ 500  
 Coinsurance 20% after deductible  
 Out-of-Pocket Maximum per employee \$ 3,000

#### Additional Health Insurance Plan\*:

#### Aetna High CDHP

Deductible - per employee \$ 1,500  
 Coinsurance 20% after deductible  
 Out-of-Pocket Maximum per employee \$ 3,000

#### Additional Health Insurance Plan\*:

#### Aetna Low CDHP

Deductible - per employee \$ 2,500  
 Coinsurance 20% after deductible  
 Out-of-Pocket Maximum per employee \$ -

\*Note: **Please list only "In Network" for deductible and out of the pocket amounts .**

### Generalized Criteria for Essential Health Benefits (EHB)

[following requirements outlined in the Affordable Care Act and US Code, including 42 USC Section 18022]

Covered employee's premium not to exceed 9.5% of annual wage	2.0%	MMQ
Annual Out-of-Pocket Maximum not to exceed \$8,700 (2022)	\$3,000	MMQ

Minimum essential health benefits covered (Company offers PPO):

- (A) Ambulatory patient services x
- (B) Emergency services x
- (C) Hospitalization x
- (D) Maternity and newborn care x
- (E) Mental health/substance use disorder/behavioral health treatment x
- (F) Prescription drugs x
- (G) Rehabilitative and habilitative services and devices x
- (H) Laboratory services x
- (I) Preventive and wellness services and chronic disease management x
- (J) Pediatric services, including oral and vision care x

No Annual Limits on Essential Health Benefits x

I, the undersigned, hereby declare to the Governor's Office of Economic Development that the facts herein stated are true, and that I have attached a qualified plan with information highlighting where our plan reflects meeting the 65% minimum threshold for the employee paid portion of the plan for GOED to independently confirm the same.

Samuel Wempe  
 Name of person authorized for signature

DocuSigned by:  
  
 Signature 4E839B6F-5716495...

Director of Government Relations  
 Title

July 2, 2021  
 Date

## 5(D) Company Information

Company Name: Motional AD Inc.

County: Clark

### Section 1 - Company Interest List

*Directions: Please provide a detailed list of owners and/or members of the company. The Governor's Office of Economic Development strives to maintain the highest standards of integrity, and it is vital that the public be confident of our commitment. Accordingly, any conflict or appearance of a conflict must be avoided. To maintain our integrity and credibility, the applicant is required to provide a detailed list of owners, members, equity holders and Board members of the company.*

(a) Name	(b) Title
Motional AD LLC	100% Owner of Motional AD Inc.
Karl Iagnemma	Chief Executive Officer
Edward Preston	Chief Financial Officer
Laura Major	Chief Technology Officer
Peter Simshauser	Chief Legal Officer; General Counsel
Woongjun Jang	Chief Strategy Officer
Karl Kim	Board of Director, Chairman
Albert Biermann	Board of Director
Kevin Clark	Board of Director
Joseph Massaro	Board of Director
Jaiwon Shin	Board of Director
Anant Thaker	Board of Director

### Section 2 - Company Affiliates and/or Subsidiaries

Are there any subsidiary or affiliate companies sharing tax liability with the applicant company? **No** Yes

**If Yes, continue below:**

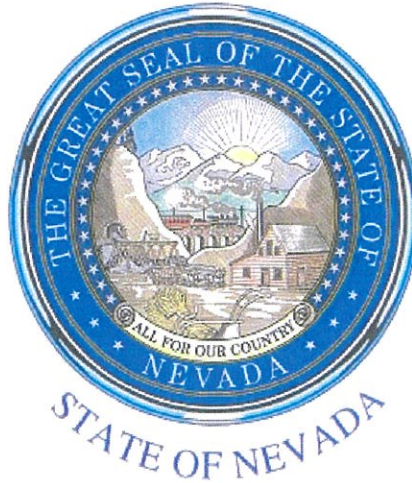
Directions: In order to include affiliates/subsidiaries, under the exemption letter, they must to be added to the Contract. Per standard practice GOED requires a corporate schematic to understand the exact relationships between the companies. Please populate the below table to show the exact relationships between the companies and include:

1. The names as they would read on the tax exemption letter.
2. Which entity(ies) will do the hiring?
3. Which entity(ies) will be purchasing the equipment?

Name of Subsidiary or Affiliate Entity, Role and Legal Control Relationship

Please include any additional details below:

# SECRETARY OF STATE



## NEVADA STATE BUSINESS LICENSE

MOTIONAL AD INC.

**Nevada Business Identification # NV20191665851**

**Expiration Date: 12/31/2021**

In accordance with Title 7 of Nevada Revised Statutes, pursuant to proper application duly filed and payment of appropriate prescribed fees, the above named is hereby granted a Nevada State Business License for business activities conducted within the State of Nevada.

Valid until the expiration date listed unless suspended, revoked or cancelled in accordance with the provisions in Nevada Revised Statutes. License is not transferable and is not in lieu of any local business license, permit or registration.

**License must be cancelled on or before its expiration date if business activity ceases. Failure to do so will result in late fees or penalties which, by law, cannot be waived.**

IN WITNESS WHEREOF, I have hereunto set my hand and affixed the Great Seal of State, at my office on 11/30/2020.



*Barbara K. Cegavske*

Certificate Number: B202011301240230

You may verify this certificate  
online at <http://www.nvsos.gov>

BARBARA K. CEGAVSKE  
Secretary of State

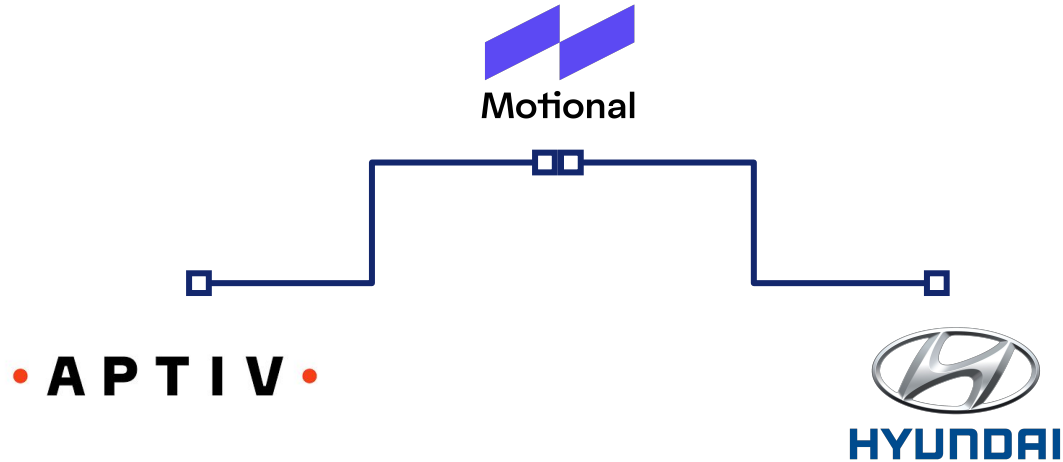


June 2021

# About Motional

# Who We Are

Motional is a joint venture of industry titans: [Hyundai](#), the world-leading vehicle manufacturer; and [Aptiv](#), one of the industry's most innovative technology providers.







You move the world  
We move you



Operating in Las Vegas, Boston, Pittsburgh, and Singapore, with offices in Santa Monica and Seoul



R&D and Commercial Deployment



Building Technology to Scale Mobility-on-Demand



**100k+**

Paid Rides and no at-fault incidents

**9/10**

Would Ride Again

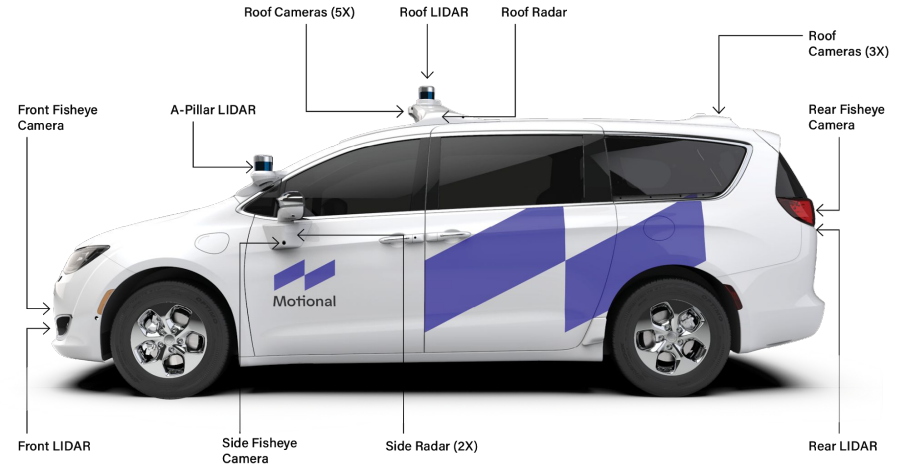
**98%**

★★★★★  
Star User Rating

# Motional's AV technology performs the entire dynamic driving task

This is accomplished by a series of systems:

- **Sensing** - how the vehicle receives information about its environment
- **Perception** - how the vehicle understands and categorizes the world around it (pedestrians, signage, etc.)
- **Planning** - how the vehicle anticipates the actions of others and routes safely
- **Control** - how the vehicle acts on those inputs, such as steering or braking



Chrysler Pacifica - Motional's current testing platform



# Stages of safe testing



**1. Simulation:** large database of situations including rare and dangerous ones



**2. Test Track:** Replicate real-world driving scenarios



**3. Public road:** using statistics to validate safe driving on public-roads



# Validation and Assessment

1. Our driverless operation follows decades of innovation, **over 1.5 million miles**, and a two-year self-imposed safety evaluation process that took hundreds of employees **more than 100,000 hours to complete**.
2. During this process, **we proactively sought external review**; [TÜV SÜD](#), a world-leading independent technical service provider with extensive experience assessing driverless technology, was given access to the company's proprietary systems, technology, and operations.
3. Upon completion of its assessment, TÜV SÜD provided us with a **first-of-its-kind endorsement** to operate with an empty driver's seat.

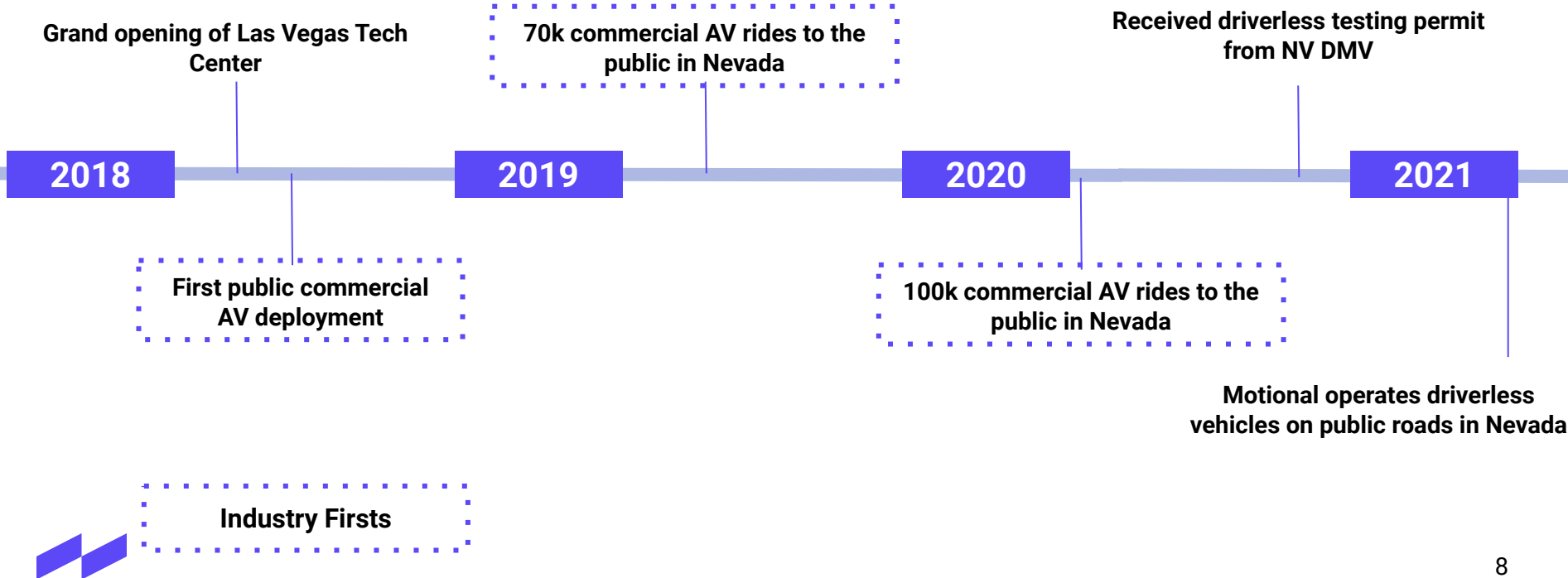




# Nevada Achievements

# Nevada Milestones

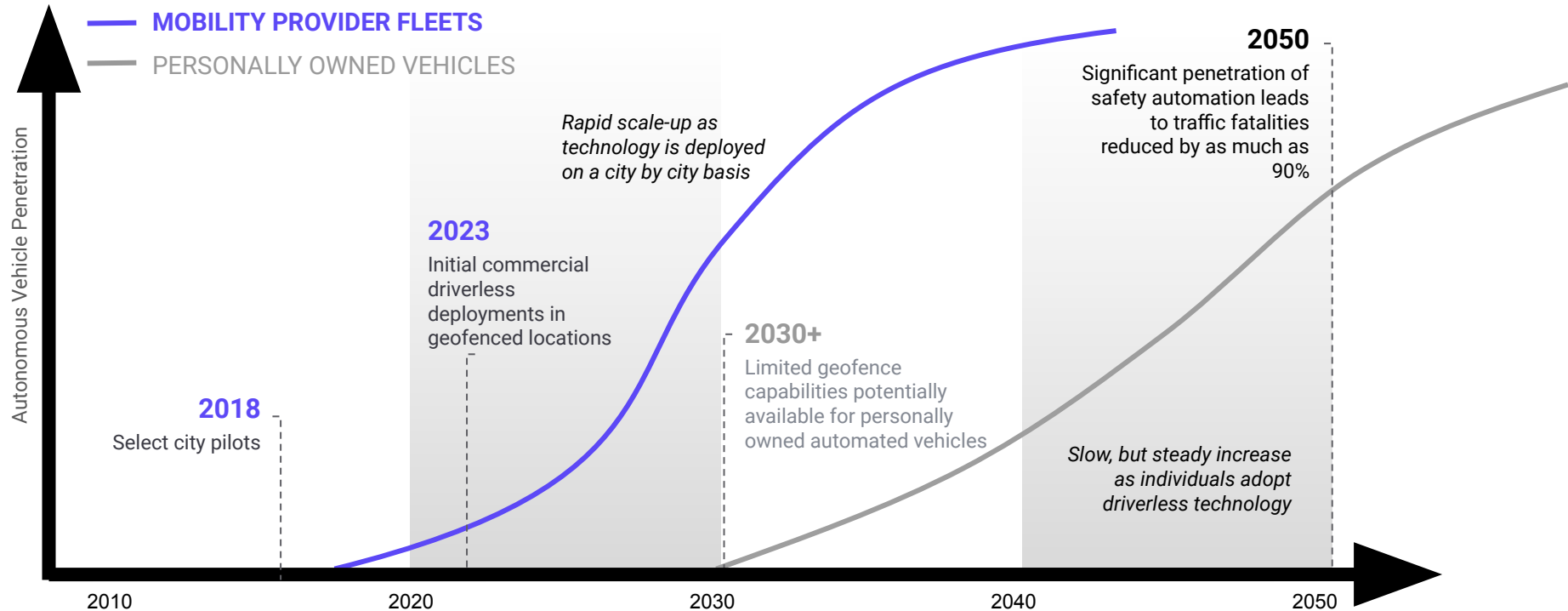
Las Vegas is home to the **world's longest-standing robotaxi service**, operated by **Motional** and **Lyft**





# Fully Driverless Deployment

# Initial Commercialization through Fleets



Sources: Company and OEM Estimates, Boston Consulting Group, McKinsey & Company



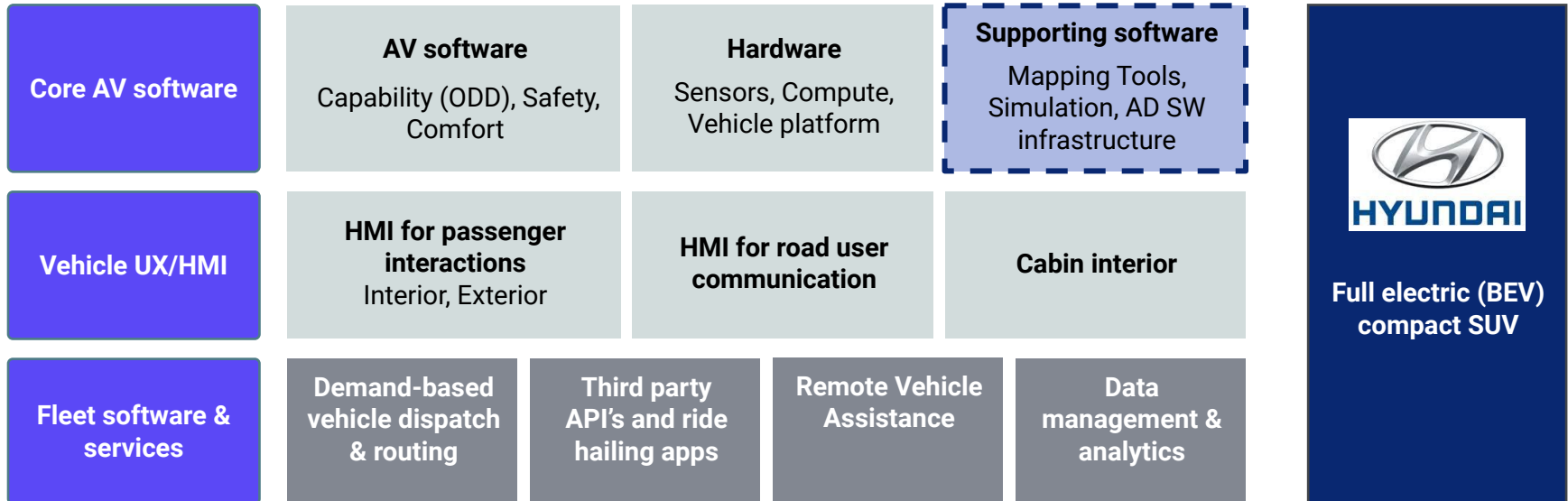
# Motional to Offer Comprehensive Core AV Software, UX and Fleet Services for Robotaxi-As-A-Service

Motional Product Focus

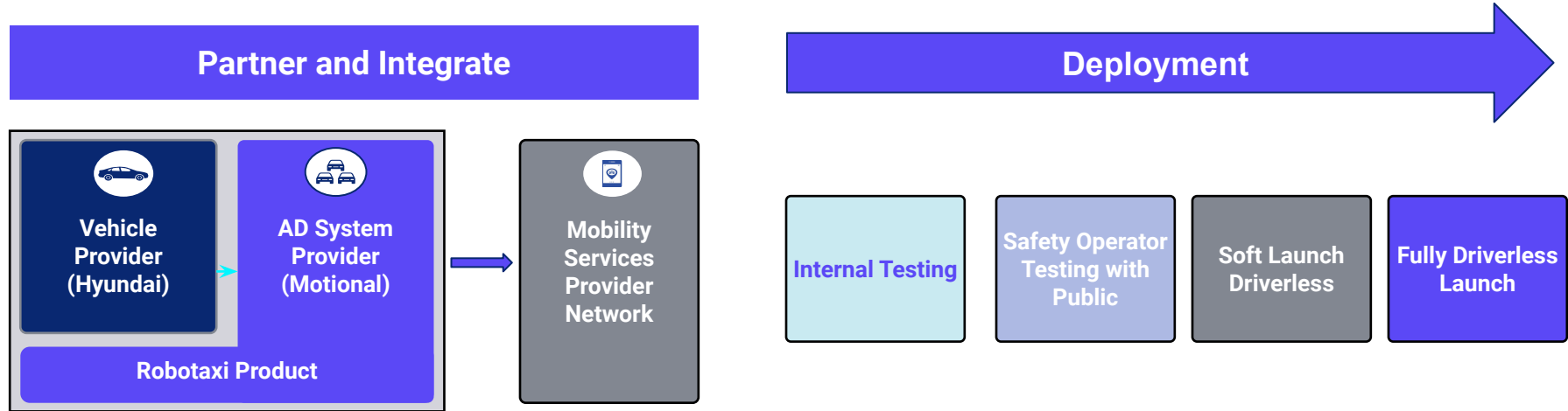


Vehicle

## Fully Integrated L4 Robotaxi System with Supporting Software and Services



# Motional Steps to Fully Driverless Deployment



**Lyft:** announced multi-market fully driverless commercial partnership

**Via:** announced partnership for pooled rides

**End to End:** milestone-driven testing of full system, including remote support functions and consumer experience and adoption as technology matures



# The Road to Fully Driverless Deployment

## Creating a Winning Environment



**Facilitating** technology progress and consumer adoption



**Digitizing** road rules and rigorously defining “good” driving behavior



**Enabling** enabling dynamic use cases for curbs; support for pick-ups and drop-offs



**Evolving** value chain: AV suppliers and partners constantly learning





**Motional**