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FISKER AUTOMOTIVE, INC.

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- About Fisker Automotive
- Business Opportunities and Implementation Objectives
- Why SAP
- Implementation Scope
- Sustainability
- Critical Success Factors
- Questions





- Fisker Automotive founded August 2007
- Henrik Fisker, Co-founder, CEO and Chief Designer
  - Design director, board member at Aston Martin
  - President and CEO, Designworks USA
  - Designed BMW Z8, Aston Martin DB9 & V8 Vantage
- Bernhard Koehler, Co-founder and COO
  - 20+ years at BMW
  - Led business operations for Ford Motor Company
  - Developed concept cars for BMW, MINI, Aston Martin
- Mission: To create environmentally conscious vehicles with style, power and performance
- Created premium luxury EV market
- Karma Electric Vehicle with extended range launched in 37 months
- Global retail network in place
- US manufacturing facility opens 2012
- Long term new-product plan in place



# RESPONSIBLE LUXURY



# PURE **DRIVING** PASSION



# RESPONSIBLE LUXURY



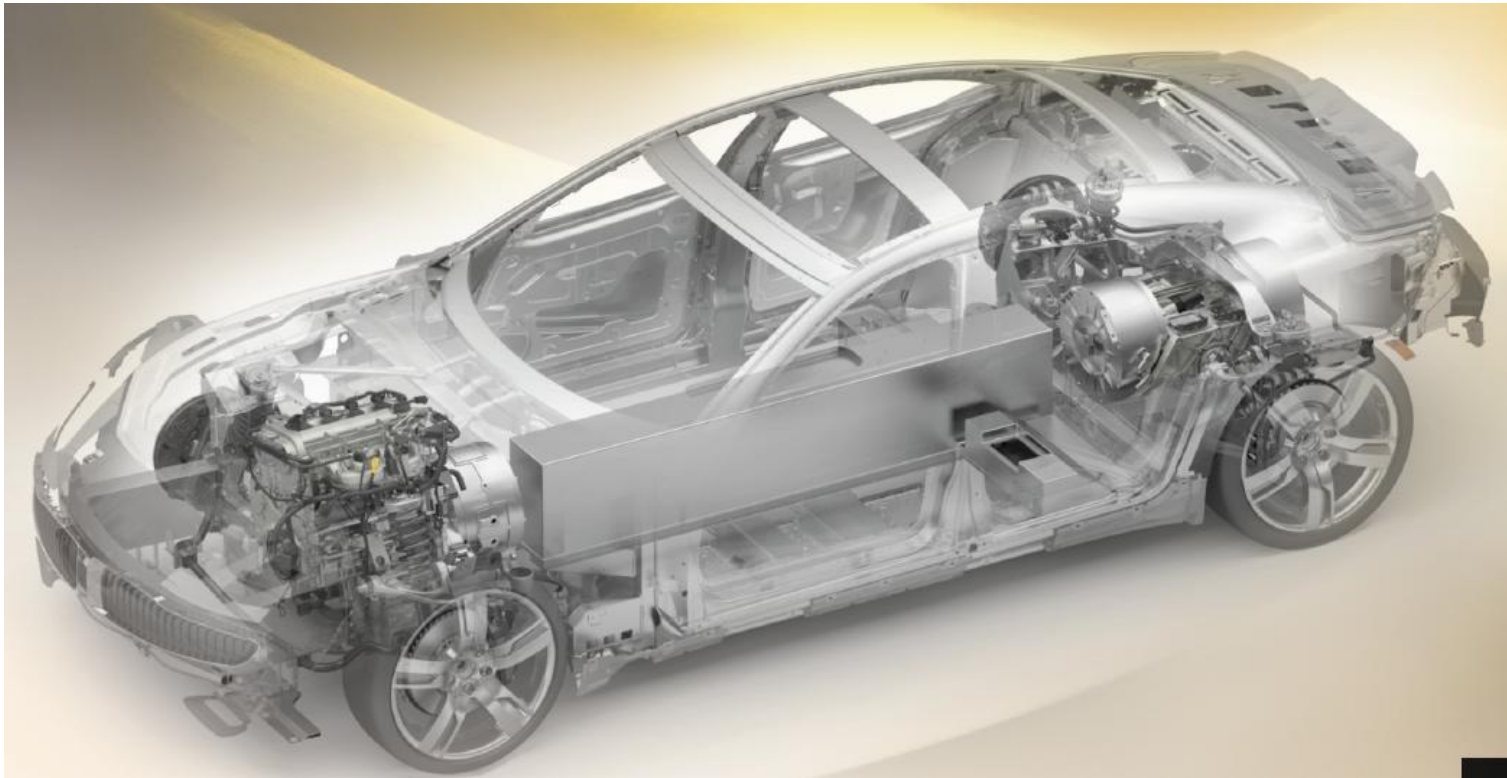
# PURE **DRIVING** PASSION





## KARMA STATS

- 400 HP
- 0 – 60 MPH – 5.9 SEC
- 981 LB/FT at 0 RPM
- ALL ELECTRIC ZERO EMISSIONS
- 67+ MPG
- 60 MILE RANGE
- OVER 300 MILES OF EXTENDED RANGE
- 1/3 FEWER CO2 EMISSIONS THAN A TYPICAL HYBRID





- To get 'operational' and launch the Karma program
- Go from Start-up to Enterprise 'overnight'





### Business Objectives:

Flexible

- Go 'Vanilla'
  - Leverage 'out of the box' best practices functionality
  - Standard functionality only

Scalable

- One integrated platform
  - All major business processes 'real-time' integrated on one platform

Cost Effective

Easy to use  
and Efficient

- Start simple, implement quickly and cost effectively





- Leadership – Partnership
  - Market and Industry leader
  - Customer comes first
  - Thought leadership – Sustainability
  - Strong partnership with our SI RJT (ecosystem)
- SAP Business All-in-One solution
  - A real system that'd work for a global auto company
  - Rich 'out of the box' business content – best practices processes for Automotive
  - Enablement of a rapid implementation
  - Predefined price
  - Fast return on investment
  - Flexibility to adapt as business needs change
- SAP FAST START for Warranty
- SAP Sustainability and Carbon Impact



## Initial Implementation – 16 weeks

### SAP ERP

- FI/CO – Finance and Controlling
- HCM – Human Capital Management
- SD - Sales and Distribution
- WTY –Warranty Management Systems
- VC – Variant Configurator
- VMS – Vehicle Management System
- MM – Materials Management
- PP – Production Planning and Execution (BOM's only)
- PM - Asset Tracking

### SAP Business Intelligence

- Reports
- Dashboards

### SAP Sustainability

- SAP Carbon Impact OnDemand

### SAP Portal

- Dealer Vehicle Configuration and Order Management.
- Warranty Claims Management
- Service Parts Ordering
- Knowledge Management (Collaboration portal)

### Interfaces

- Manufacturing Systems
- ADP
- SmartTeam (Enovia v5)
- Techinfo.com (After Sales Portal)

### Warranty Fast Start

- Ready-to-use established Warranty Management Process
  - Includes warranty rules and checks, FI-posting, message issuing



### Fast Followers Implementation(s)

#### SAP CRM

- Lead Management
- Opportunity Management
- Retailer (dealer) management
- VMS
- Call Center Management
- Case Management

#### ControlpanelGRC

- Risk Analyzer
- Usage Analyzer
- Transport Manager
- User Manager
- Role Manager
- Emergency Access Manager
- Auto Auditor
- Batch Manager

#### SAP BPC

- Financial Planning

#### SAP Mobile CRM / Sybase

- iPad application integration

#### Warranty Fast Start – Phase 2

- Multiple Warranty Check
- Extended Checks and Automatic Processing
- Authorization Process
- Analytics with BO
- Warranty Workbench
- Supplier Recovery
- Catalogue Design



### Our commitment to sustainability goes above and beyond “green” transportation.

#### Our goal:

*To sustainably manage our entire operations, products, and supply chain.*

#### Our strategy:

1. Accurately track our impacts
2. Efficiently identify impact reduction opportunities
3. Profitably reduce our Impact

#### One of our solutions: **SAP Carbon Impact**

1. Enterprise solution for environmental data management
2. Multiple ways to collect information
3. Comprehensive energy and carbon management library
4. Robust analytics and reduction tools
5. First class SAP support



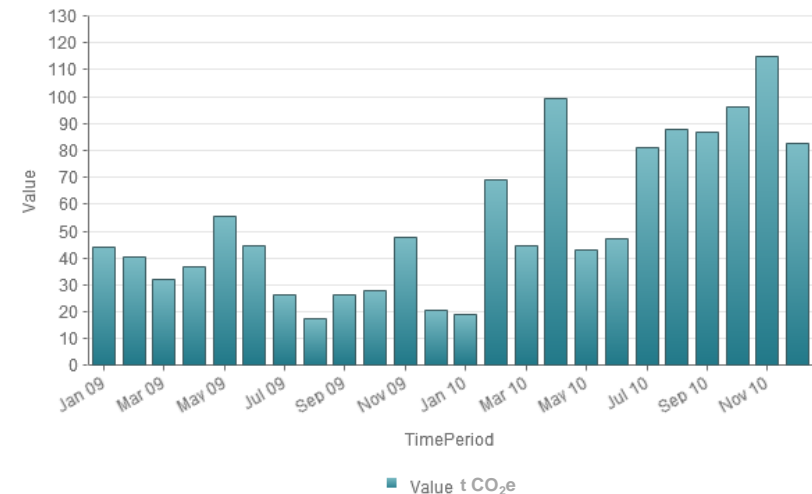


## Our Carbon Footprint at a glance

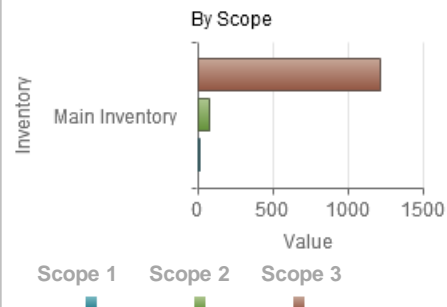
- By type of activity
- By supplier
- By GHG scope
- By month

**Annual Trending**

2009 &amp; 2010 All Operations

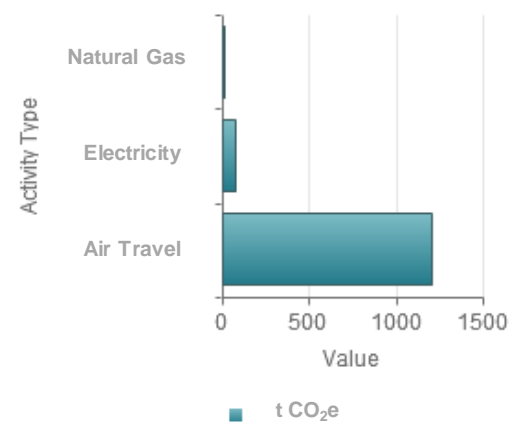
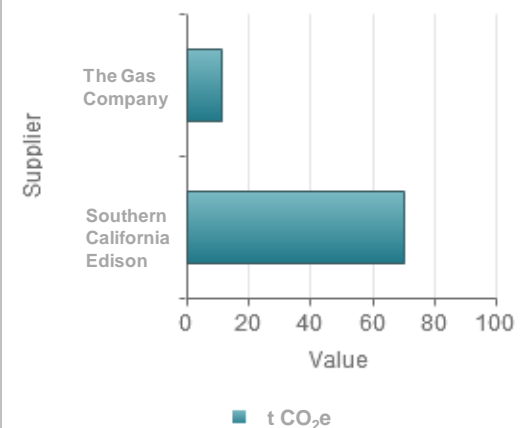
**Rollup**

Net Footprint 1715.64 t



Purchased Electricity

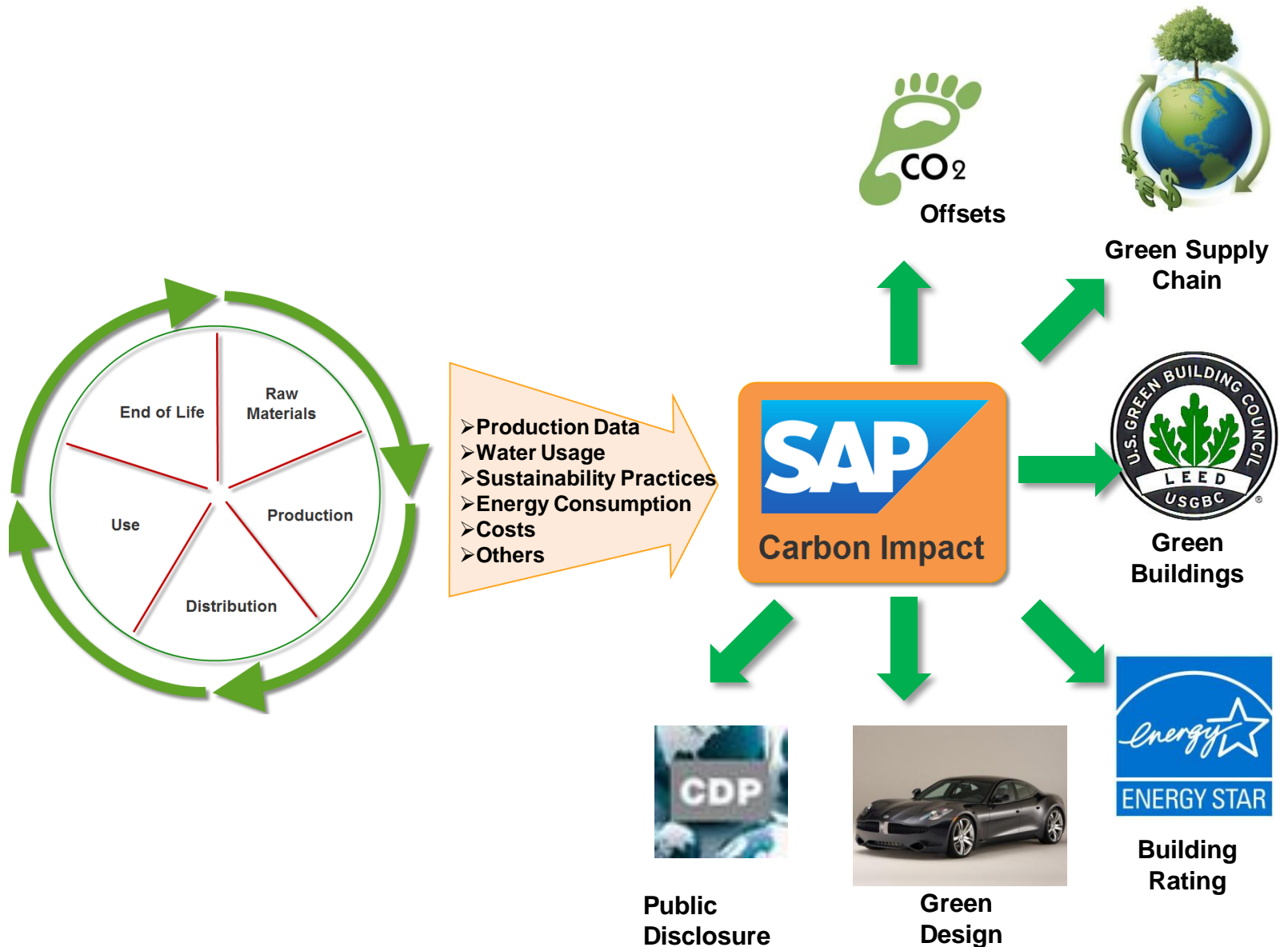
Business Air Travel

**Top 5 Activity Types****Top Suppliers**





## Next Steps: Product and Supply Chain, Carbon Inventories





- Benefits Delivered To Business;
  - Still early days however;
    - Fisker is operational in US, Europe and Asia
    - External Accounting and Managerial Accounting in place
    - Statutory, Regulatory Compliance in place, hereunder;
      - NHTSA & TREAD
      - EPA compliance
      - EU4 and EU5 standards and guidelines
    - General Controls supported
    - Streamlined major Business Processes, designed to measure KPI



- **Sponsorship and Commitment**
  - Support of key stakeholders & management
  - Business involvement, contribution, and commitment of resources
- **Communications**
  - Create a framework for understanding by communicating the project purpose, timetable, and progress against plan
  - Build awareness for and explain how employees may be affected by SAP
- **Training**
  - Development of technical/functional skills required to maximize new technology and business processes
  - Availability of users to attend assigned training sessions
- **Scope Control**
  - Project scope is clearly defined and managed effectively
- **Decision Making**
  - Acceptance of Best Practice Business Processes (80/20 rule)
  - Ability to make decisions on a timely basis (24 hours turnaround)
  - The team is empowered to make decisions
- **Project Team**
  - The "A" Team
  - Proper mix of business and I/T representatives
  - Dedicated full-time
- **Strong Project Management**





## QUESTIONS

