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**December 28, 2013**

## **Presentation to the Official Committee of Unsecured Creditors of Fisker Automotive, Inc.**

Presentation to the Creditors Committee

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# **Introduction**

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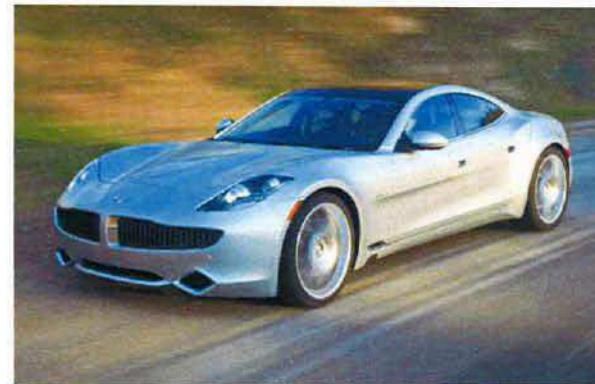
## Fisker Karma Production

### Step 1: Karma Sedan

Expedited Re-launch of the Karma

Provide Customer Vehicle Support

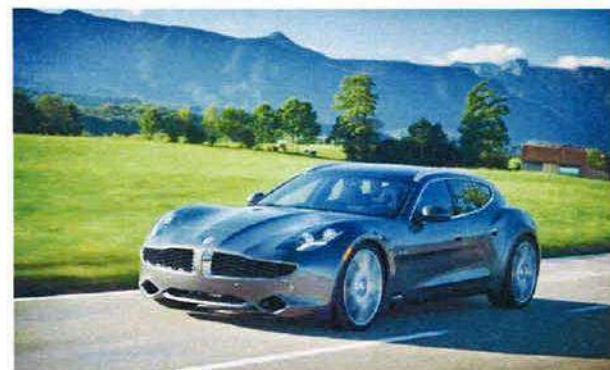
Re-establish Dealership Network



### Step 2: Develop & Build GEN II Vehicles

Complete Development, Design  
and Engineering

Start Production of GEN II

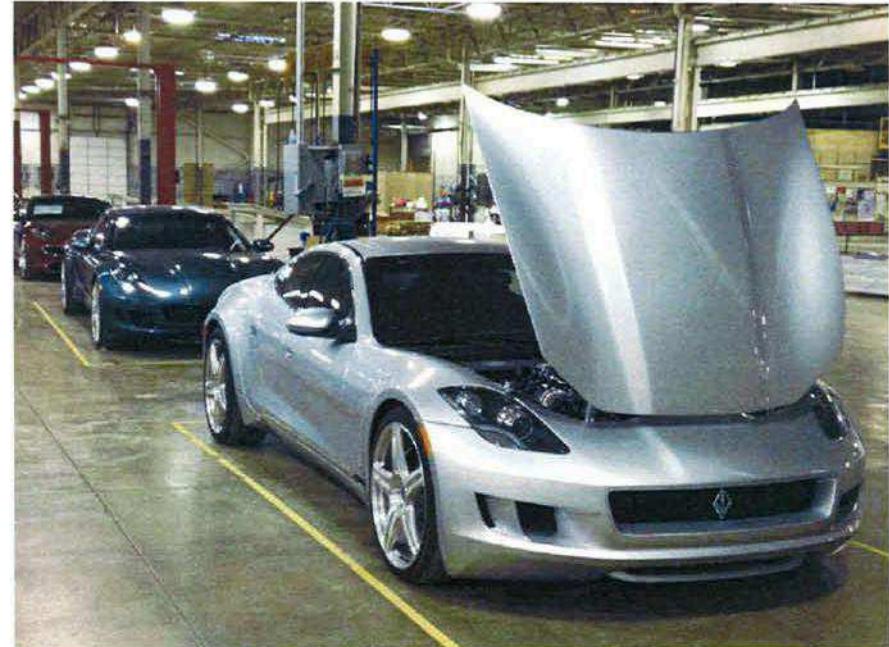
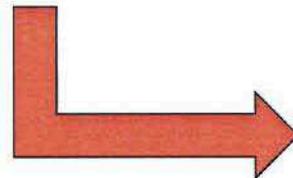


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## Manufacturing of Karma Sedan

Support of Existing Customer Vehicles

Karma / Destino Production Line



**EXISTING KARMA CUSTOMER SUPPORT WILL START IMMEDIATELY**

## Current Karma Owner and Dealership Support

**Wanxiang and VL have been supporting current customers and dealers with spare and replacement parts on a case by case basis to continue the goodwill of the Karma brand and customer confidence over the past 8 months with the following:**

- On site technical support to current Karma owners
- Providing limited spare parts inventory:
  - Battery Packs
  - Fascia's
  - Misc. Hardware Components

## **Additional Planned Support:**

- Implement established process to refurbish, replace and service complete battery packs to customers at cost
- Provide service and parts to current customers at cost
- Re-establish dealership support and spare parts network

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## **Manufacturing Facility**

Wanxiang America Corp.(WAC) intends to resume production of the Karma at the manufacturing facility operated by its business partner VL Automotive LLC. Note that initial production of the Karma will resume in Finland with a gradual move to Michigan



- Headquartered in Auburn Hills, Michigan
- 160,000 sq.ft. facility (30,000 sq.ft. office space – 130,000 sq.ft. industrial space)
- The company's primary objective is for the designing , developing, producing and selling motor vehicles

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## **Wanxiang America's Strengths**

- Fully Operational USA Manufacturing Base
- Proven Track Record
- Strong Foundation for Significant Growth
- Financial Strength and Planning

## **Develop and Build GEN II Vehicles**

- Design and Engineering work for GEN II Vehicles
- Develop new batteries and powertrain systems
- Introduce High Volume Systems for component and vehicle production
- Advanced Powertrain Systems Development



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## **Concept Development**



Fisker Next Gen

## GEN X Concept

- Universal Platform design allows for interchangeable vehicle bodies.
- Electric Drive with a 4 cyl engine used to aid in extended range.
- Narrow chassis design allows you to be flexible with vehicle body choices.



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## UNIVERSAL PLATFORM DESIGN



### TRUCK

- UP TO 4 PASSENGERS
- LARGE CAPACITY BED
- HIGHER GROUND CLEARANCE



### CARGO VAN

- UP TO 5 PASSENGERS
- LARGER INTERIOR SPACE



### SUV

- UP TO 4 PASSENGERS
- SPORTY LOOK AND FEEL
- HIGHER GROUND CLEARANCE

\* PERSON REPRESENTS 6' TALL MALE \*

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# **Fully Operational USA Manufacturing Base**

## The Heart of Fisker — A123 Systems, LLC

- Develops and manufactures advanced Nanophosphate® lithium iron phosphate batteries
- TS-16949 and ISO9001 certified supplier of advanced lithium ion cells and systems design
- Transportation programs currently in production range from hybrid buses and electric delivery trucks in the commercial vehicle market to many forms of passenger vehicle



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## The Heart of Fisker— A123 Systems, LLC

- Industrial Leader
- Sole Battery Supplier of Fisker



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## The Heart of Fisker— A123 Systems, LLC

### Current Customers of A123



•Chevy Spark EV



•BMW ActiveHybrid 5





## The Soul of Fisker – VLA Automotive

### VLA Automotive

VLA has developed and built the first true American Luxury Grand Touring Sedan in decades, the VL Destino. Its predecessors, the legendary vehicles developed by Fisker Automotive, challenged the European giants of Ferrari, Porsche, Jaguar, Aston Martin and Mercedes Benz, and dominated the sleek and exquisite look factor by a long shot.

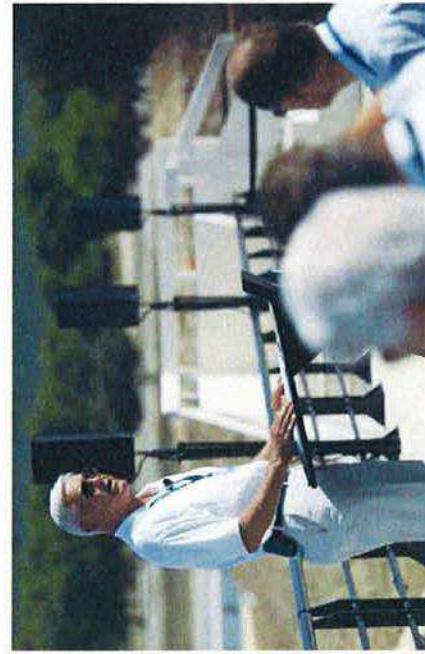


### Bob Lutz

- Long and illustrious career in the automotive business.
- Chairman and CEO of Exide
- Vice-Chairman of General Motors North America and head of Global Product Development

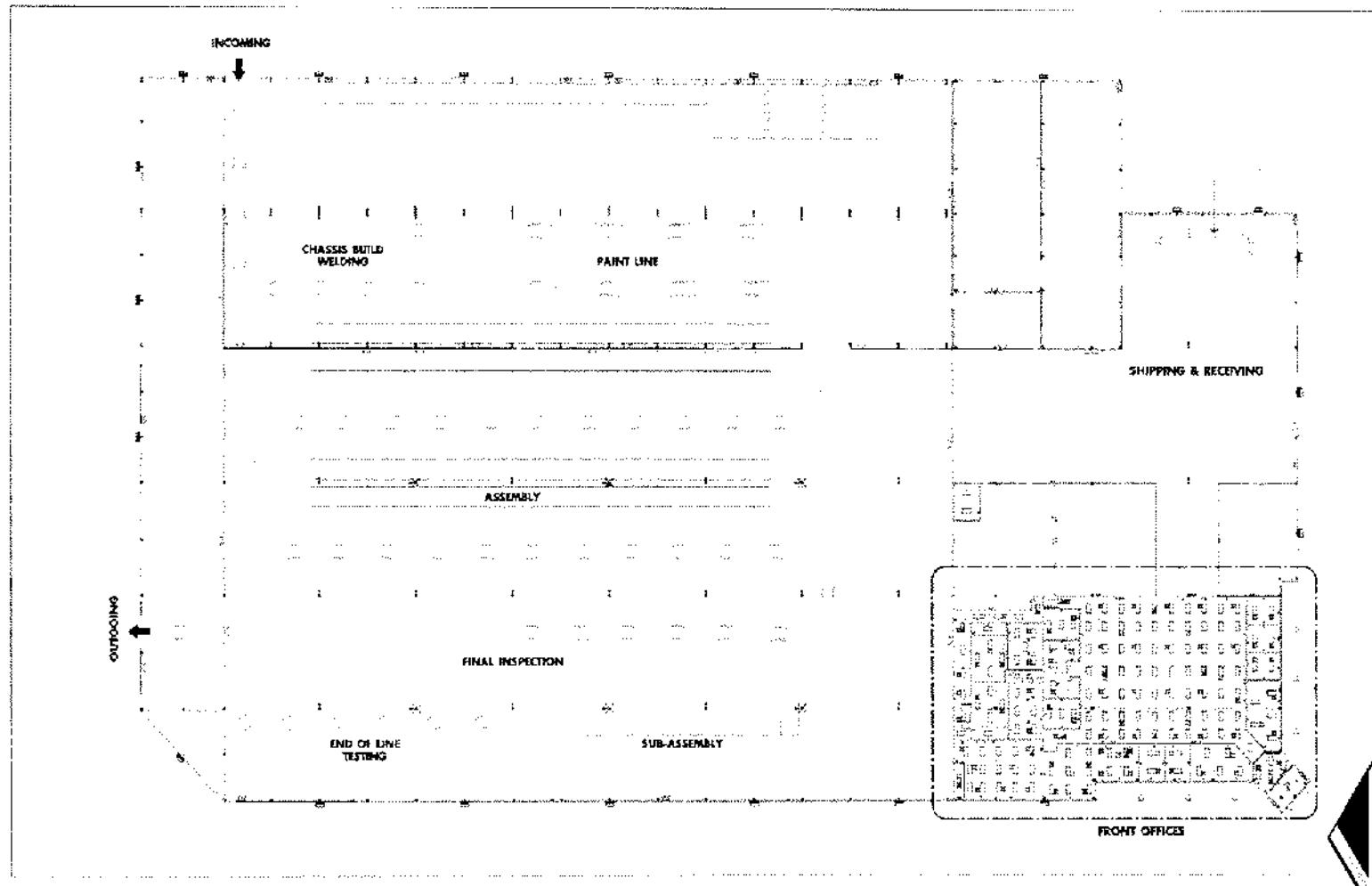
#### ▪ Responsible for:

- Groundbreaking Volt
- C6 / ZR1 Corvette
- CTS Cadillac
- Dodge Viper



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## Production Facility





## The Soul of Fisker – VL Automotive Capabilities

- **CMVRI**-Closed Mold Vacuum Resin Infusion Technology- Allows for a class A surface on both A & B sides with a more consistent resin to fiber ratio
- **LRTM**- Light Resin Transfer Molding-Vacuumed assisted, closed molded resin infusion process provides improved dimensional control, tighter weight tolerances, increased strength ratio, high production volumes
- **RIM**- Reaction Injection Molding -Higher production rate process producing high class, two sided cosmetic finish with excellent surface quality. Superior control of all dimensional tolerances

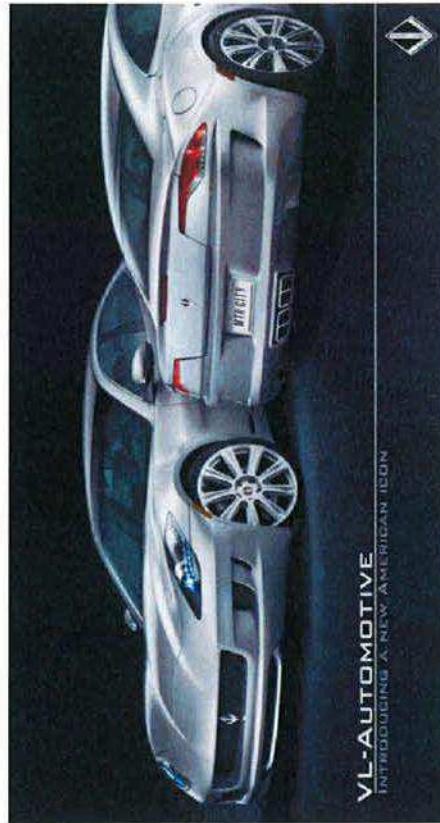


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## The **Soul** of Fisker – VL Automotive

- Low Production Paint Booth - Full Custom Paint Capability
- Engineering Innovative Solutions for All Automotive Needs
- Manufacturing Solutions for Light Weight Composite
- Engineering, Design, Tooling, Process Development
- Manufacturing / Assembly
- High Temperature Composite Oven - Post Cure Application





## The **Soul** of Fisker – VL Automotive

**Low volume vehicle manufacturing and assembly operations  
would be utilized to produce the Fisker Karma on a more  
cost effective basis**

- VL Automotive specializes in producing low volume production vehicles in U.S.
- Low volume approach offers the opportunity to “de-risk” the sales and marketing challenges facing vehicle production, such as the Karma, with the capability to scale production upward when the market demand is established
- Vertical integration (Exterior Body Trim Components, Interior Trim, Battery Packs, Power Train)
  - 80 – 20 Rule manufacturing

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## **Proven Track Record**



## VL Automotive Destino Technology

- Improved DIS functionality (Driver Interface System)
- Developed New Infotainment System for Karma and Destino
- Improved Next Generation Software Technology
- Re-Engineered Body panels for fit and function for better quality and customer satisfaction
- Use of existing GM Powertrain for serviceability
- Complete implementation of lightweight technology and weight reduction program
  - Enhanced with the addition of new tools the front and rear fascia's for the 2014 next model year launch



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# **Strong Foundations for Significant Growth**

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## Advantages

- Domestic Engineering and Manufacturing
- Domestic Suppliers
- Strong Financial Ability
- Existing Automotive Presence
- Domestic Manufacturing and Assembly Cap
- Ongoing Battery Development
- Current Advanced Composite Product Development
- Data and Technology Sharing



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## **Lower Cost of Production:**

Cost reduction on Karma manufacturing process

### **Wanxiang America Corporation**

- ▲ Lower cost for auto-parts & battery purchasing

### **VL Automotive**

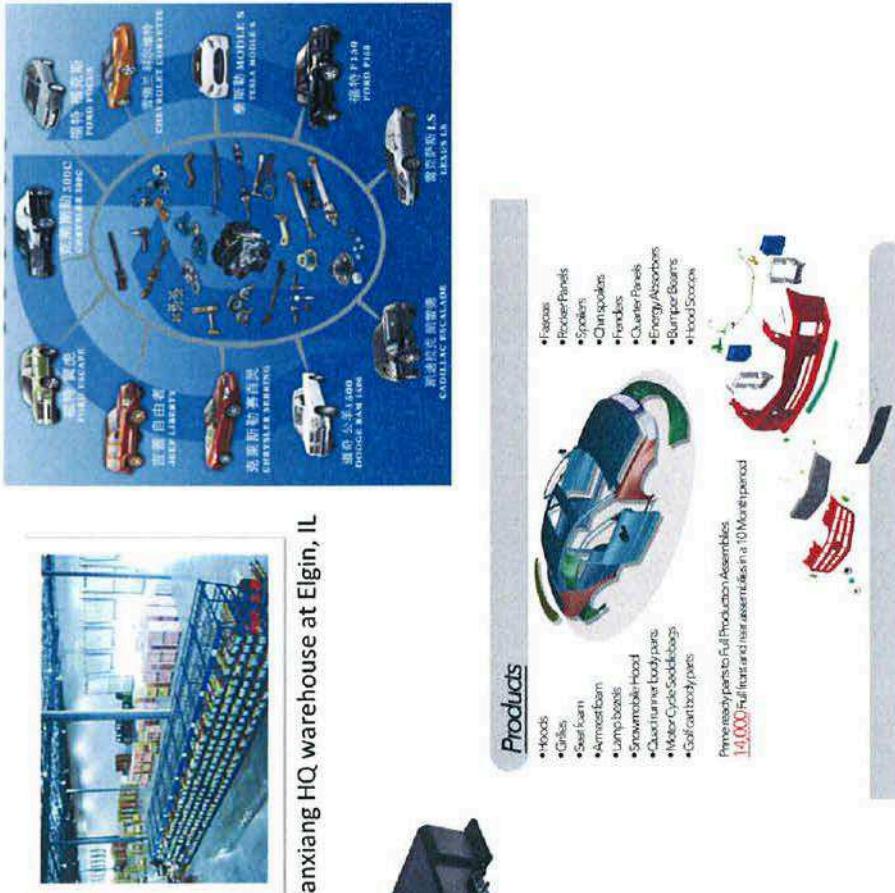
- ▲ More efficient use of assembly lines



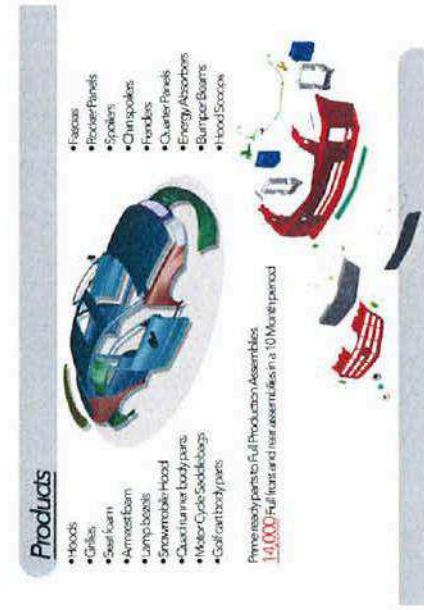
### **Established:**

- We have the capability to begin production second quarter of 2014 model year.

- Majority of supplier chain is ready for immediate start of production



Wanxiang HQ warehouse at Elgin, IL

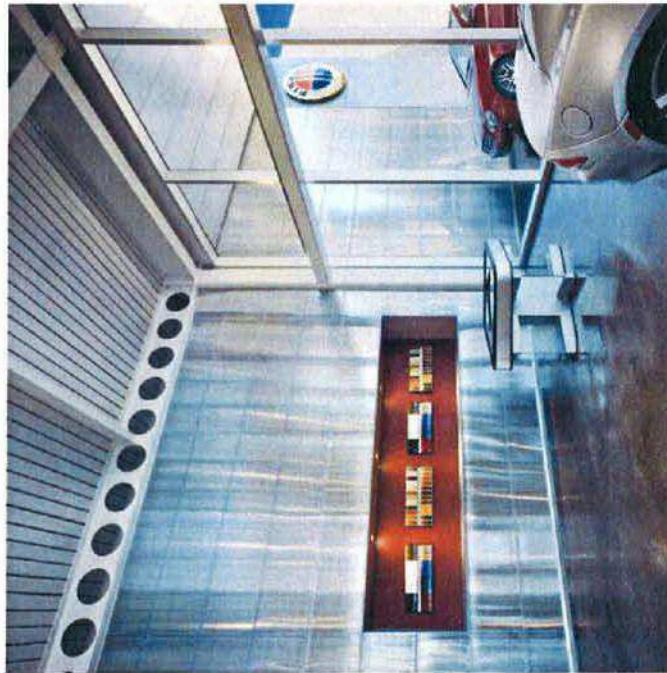


## **Established Sales Network in the Global Market**



**VLA Automotive**

### North America



- North America Dealer Technical Service support will be handled by direct VLA Field Service Engineers
- The Field Service Engineers will be responsible for Dealer support in the sales region to which they are assigned
- Field Service Engineers report directly to VLA's Service Manager

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## **Established Sales Network in the Global Market**

Contracts are pending outcome, current estimations:

**500+** Karmas will be sold per annum in Europe

**1000+** Karma and Destino combined sales in the U.S. in the first 18 months of production restart based on current market



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## Established Sales Network in the Global Market

Wanxiang: One of The top 120 companies in China will support the sales of Fisker in Asian Market



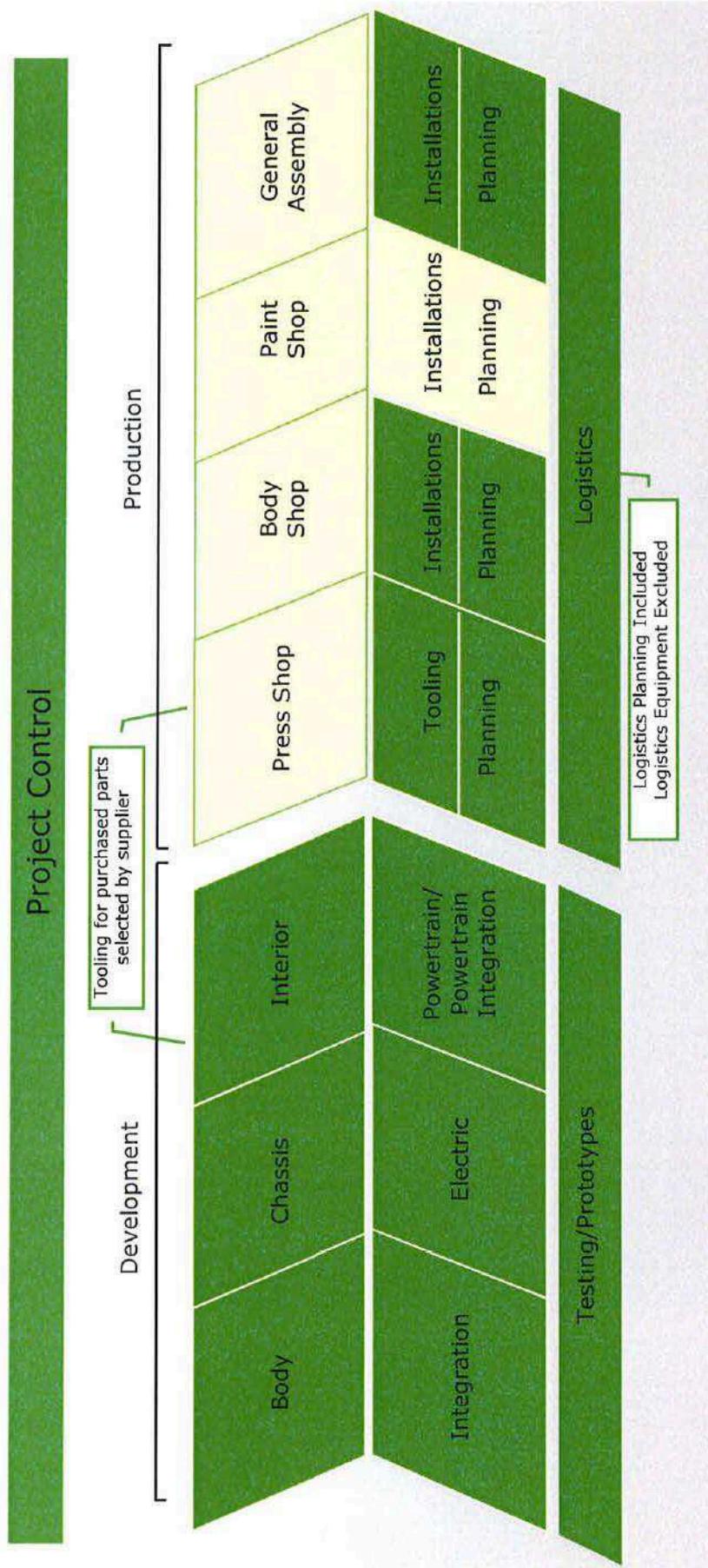
Wanxiang EV Co. LTD located in Hangzhou, China

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## **De-Risk the Project and Well Planned Strategy**

## Task & Responsibility Overview



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**RASI** Charts define the roles and responsibilities of the company and the suppliers for major project tasks

