



7373 Gateway Blvd, Newark, CA 94560

February 19, 2021

Re: Support of Senate Bill 127: An Act Concerning the Sale of Electric Vehicles

Chairman Cassano, Chairman Lemar, Ranking members Carney and Somers and esteemed members of this Committee:

Lucid is a new electric vehicle company focused on bringing the next generation of EV technology to the masses. Our first vehicle will have remarkable range, exceeding 500 miles per charge, and will be able to recharge 300 miles in 20 minutes. Our industry leading efficiency, when paired with lowering battery costs, will unlock a much wider market for electric vehicles in the coming decade.

As to this matter, Direct Sales by electric vehicle manufacturers at least a single automotive manufacturer is legal in a majority of the United States. Direct Sales is legal for at least a single manufacturer in 8 of the top 10 car markets in the US. Direct Sales is legal in the states with the largest and smallest populations (CA and Wyoming respectively). And, in the New England region, Connecticut is bordered on all sides by states who allow direct sales by at least one manufacturer.

As such, we need not speculate – as some are sure to do - about the potential ramifications of enacting this law in Connecticut. We can say with certainty that it has resulted in millions of additional dollars of investment in retail and service locations as well as the hiring of hundreds of retail and service technicians. And – equally important – more choices for consumers. All without having a detrimental impact upon existing franchise dealers or their contractual relationships with the manufacturers they represent. In other words, this is not a zero-sum game, it's a net win for consumers and the State.

I understand there's a lot of history with this issue in the state of the Connecticut – and I'm not here to open old wounds or even criticize the opposition. In all sincerity, we're a company that is simply seeking the same right every other automotive manufacturer has had at one in their history: to choose the method of distribution that will ultimately best serve our consumers and give us the best chance of success. This is fair – nothing more.

More than this, though – I think it's important we stress that we are seeking to be regulated by the State of Connecticut. We are asking to play by the same rules as Dealers in so much as the State has seen fit to regulate their facilities and operations. Doing so will allow residents to benefit from the laws you pass to protect Connecticut consumers.

Lastly, I would be remiss if I didn't briefly address the fact that Transportation accounts for 43% of Connecticut's GHG emissions. Electric vehicle sales in the state are still under 2% with over 80 percent being sold directly through the manufacturer last year. This will change as manufacturers begin to produce additional EVs in the coming years, but the State must look at



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this holistically and support all possible means to enable electrification of the transportation sector in order to meet its stated goals.

Thank you for time and consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Daniel Witt". The signature is fluid and cursive, with a prominent initial "D" and "W".

Daniel Witt
Head of Public Policy
Lucid Motors
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