



April 10, 2017

Dear Nikola Reservation Holder,

We wanted to thank you for reserving a Nikola truck and give you an update on the rollout of our products.

As you may have seen in the press, Nikola Motor Company recently signed deals with Ryder System (Ryder) and Thompson Caterpillar (Thompson) to provide nationwide coverage of sales, service and warranty for our Nikola trucks. Ryder is in all 50 states, as well as throughout Canada and Mexico. Thompson is in areas of Mississippi and Tennessee. The resulting benefit to our customers is over 800 locations for sales, service and warranty coverage throughout all North America.

Development on both the Nikola One and Nikola Two trucks is continuing and we plan to have our next series of prototypes ready for road testing before the end of 2018.

We are also evaluating several pricing options for a lease or purchase of the Nikola trucks. One option that may be offered to Nikola truck operators will be a “price per-mile” system that will charge drivers a set cost per-mile to operate a Nikola truck with a minimum yearly mileage. We anticipate this price per-mile option could reduce the overall cost of ownership, compared to a diesel, by as much as 30%. This price per-mile option will also help drivers better control their cost of ownership, by billing them for each mile driven -- rather than a set lease price whether a truck is on the road and making money. We anticipate pricing specifics related to this option to be available for review by drivers in early 2019.

As a reservation holder, we also wanted to share a few other Nikola related updates with you. The following are some anticipated dates related to the Nikola trucks, which are subject to change:

- Now through October 2018 – We are working on the next version of our truck for limited production and road testing with certain fleets. This updated version of the truck is going through changes to the chassis to reduce weight and size, provide better visibility, increase storage and lower the 5th wheel, to name a few. During this period, we also plan to announce where our first hydrogen station will be built and begin development of that station.

- October 2018 – October 2021 – During this time we plan to stress test the Nikola trucks in rigorous conditions to ensure our vehicles can withstand the day in and day out abuse typical for trucks under normal operating conditions. We will also conduct three years of winter (extreme cold) and summer (extreme heat) tests, which exceed tests required under U.S. regulations. We will also be working to certify our truck's compliance under all applicable regulations during this time. Testing is critical to ensure our vehicles are safe and ready for every environment before they enter production and are handed off to drivers for strenuous use.
- October 2020 – December 2021 – We will be working with the Fitzgerald Gliders group in Tennessee for our initial truck assembly. We anticipate our first 5,000 trucks will be assembled with their assistance.

We plan to post updates throughout the build and test process outline above, so keep an eye on our web page and social media outlets to track our progress. We know everyone is excited about the interior of the truck and its layout, so we plan on having renderings for your input in the coming months.

We also wanted to let you know that we have updated our reservation terms and conditions which can be found on our website. We encourage you to review this document as we have clarified some of the terms and conditions related to your reservation priority and deposit. As always, your deposit is 100% refundable at any time without financial penalty.

We are excited about the progress we have made and are grateful you have decided to join us on our journey to revolutionize the trucking industry. We are working every day to bring our trucks to market as soon as possible. We recognize there is a lot of important work ahead of us and we could not be more excited about the direction of Nikola Motor Company. We are hard at work and keeping our heads down to get this truck to market. If you have any questions, feel free to email support@nikolamotor.com.

Thank you for your continued support,

Trevor Milton
CEO, Nikola Motor Company™