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February 28, 2020
California Public Utilities Commission (the "**Commission**" or "**CPUC**")
ATTN: Cody Naylor
505 Van Ness Avenue
San Francisco, 94102

Autonomous Vehicle TCP Pilot Passenger Service - Quarterly Data Report 11/01/2019 to 01/31/2020

Permit Number: TCP0038723-P

Dear Commission,

Enclosed please find Pony.ai, Inc.'s Quarterly Data Report (Permit Number TCP0038723-P) for the Charter-Party Permit (TCP) of the Drivered Autonomous Vehicle Service Pilot Program. This report is submitted pursuant to Sections 5351 through 5420 of the Public Utilities Code and Decision (D.)18-05-043 issued by the California Public Utilities Commission (CPUC). This data report covers the period of 11/1/2019 to 1/31/2020.

Sincerely,

DocuSigned by:
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Gordon Sung
Director of Legal

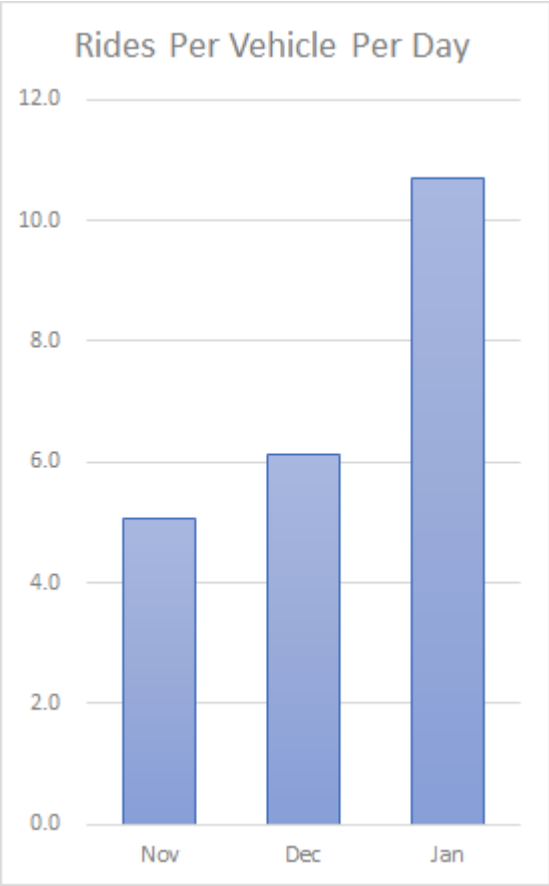
I. Pony.ai's Autonomous Pilot Passenger Service

Pony.ai aims to deliver autonomous mobility everywhere by building the safest and most reliable self-driving technology. Since our founding in Fremont, California in late 2016, we have launched autonomous vehicle service pilots in multiple geographies across the globe.

In early November 2019, Pony.ai formally launched our pilot service, named BotRide, to the general public in Irvine, California following a test period from October 7, 2019 through October 31, 2019, as discussed in the last data report submitted by Pony.ai to the CPUC (**"Q3 Report"**). BotRide is the first public-facing autonomous vehicle robotaxi service in California, created in collaboration with partners Hyundai and Via. The pilot offers an on-demand, ride-hailing experience comparable to those of existing services. The data report included herewith provides a detailed look into our pilot operations, as summarized below, and covers the reporting period of November 1, 2019 to January 31, 2020 (**"Q4 Report"**).

II. Q4 Report Summary

During the reporting period, we have seen substantial growth in both the service's usage and user base. BotRide vehicles completed 5,252 trips, roughly 15% of which were shared rides. We grew the number of our average vehicle trips per day over the reporting period. Each vehicle fulfilled about 7.3 orders per day, compared to around 1 order per day in the Q3 report, representing a 668% growth. For the month-to-month growth, our vehicles more than doubled their per-day passenger count, from around 5 rides per day in November to around 11 rides per day in January. This is a testament to the quality and rapid uptake of our robotaxi services.



The service's unique user pool has also grown rapidly over the reporting period. We maintained an approximate 20% increase in active users month by month despite the impact of the winter holidays during this reporting period. In addition, we grew our user base and its usage of the service throughout this period, and our ridership in January was almost double compared to December.

The average idle time between trips decreased dramatically this period, from 2.6 hours in Q3 to around half an hour in Q4, an improvement of about 80%. Most notably, the between-trip idle time per vehicle improved to around ten minutes in January, which means that the vehicles will launch into another passenger service with very little wait time on the roads, fulfilling our commitment to maximizing road utilization and reducing congestion. The reduction in idle time further demonstrated both the efficiency and lasting appeal of our service.

III. Terminology and Definitions

1. Total quarterly vehicle miles traveled during passenger service by all vehicles in the entity's list of Autonomous Vehicle equipment, provided per-vehicle ("Service Mileage")

In accordance with D.18-05-43, Pony's Drivered AV pilot data was "*collected and reported only when the vehicle is in AV passenger service, as opposed to being used for other testing purposes. Passenger service is defined as the period of time during which the entity is providing passenger service consistent with the terms and conditions of its TCP permit allowing it to participate in these pilot programs, including when the app is on and the vehicle is available for passengers to reserve using the app."* All Pony vehicles registered for the pilot are registered in the California DMV's Autonomous Vehicle Tester program. Between trips conducted for purposes of the pilot, each vehicle continued self-driving testing without passengers on public roads.

2. Total quarterly vehicle miles traveled during passenger service that are served by electric vehicles or other vehicles not using an internal combustion engine, provided per- vehicle ("EV Mileage")

All vehicles registered in the pilot are fully electric 2019 Hyundai Kona EVs. Therefore, all of the reported service mileage is considered electric vehicle mileage. This fully serves our intent to minimize emissions and contribute to a more sustainable, eco-friendly mobility solution for all.

3. Total quarterly vehicle miles traveled during passenger service, from the vehicle's starting location when it first accepted a trip request to the pickup point for each requested trip, expressed in miles and provided per-vehicle ("Pickup Mileage", "Deadhead Mileage")

When a pilot participant requests a trip through the BotRide app, our system matches the individual with the nearest vehicle that can complete the requested trip.

Our algorithm has been optimized to strategically deploy vehicles and capture the largest pockets of demand. Therefore, we are able to improve road usage efficiency, reduce idle vehicle time, and improve customer experience by reducing pickup time.

4. Amount of time each vehicle waits between ending one passenger trip and initiating the next passenger trip, expressed as both a daily average and a monthly total in hours or fraction of hours for each vehicle (idling or dwell time). (“Idle Time”)
We have strictly adhered to the letter of the text and have classified all the time during which our vehicle is operational excluding time related to trip fulfillment as idle time. This may artificially inflate the true idle hours of our vehicles, as they continuously test on the road in between trips. Furthermore, we strategically deploy our vehicles to different locations in the coverage area throughout service time to anticipate and best capture the incoming demand. All of the above will inflate our idle time, and as such the reader should not view this figure as indicative of our mature operations.

5. Vehicle occupancy (total number of passengers) in each vehicle for each trip (“Vehicle Occupancy”)

Our shared ride algorithms automatically match riders with different pickup and dropoff locations, which may result in different routes determined for each single rider. In order not to understate the multiple individual trips at different dropoff and pickup locations our shared rides serve, we count each rider-trip as a unique trip. Around 15% of the trips were shared.

6. Accessibility

We aim for a future of autonomous mobility that is accessible to all, including but not limited to riders with disabilities or special needs. Our app and service includes some accessibility features, which we are continuing to expand as we build a deeper understanding of product requirements through discussion with the special needs or disability community. Some current features include:

1. In-vehicle audio cues: we have the full capability to include audio messages, similar to those of a navigation app, to keep visually impaired riders fully informed on their journey. We may provide descriptions of vehicle maneuvers (e.g. “turning right”) and have implemented this feature in multiple vehicles.

2. In-vehicle visual displays with text messages: this complements standard in-vehicle communication, providing both visual and audio cues to inform riders of the current status of the ride.

3. Multi-channeled feedback system: the user may provide feedback directly through the app, communicate via voice in-vehicle or reach our customer service hotline via phone.

In our rider recruitment process, we do not ask the pilot participants to disclose whether or not they have a disability or special needs. We therefore cannot track precisely how many rides

served an individual who needed accommodation for a disability or special needs. However, during the Test Pilot Reporting Period, we received positive reception for the features described. As we continue to expand our feature offerings and better understand the needs of the broader community, we believe we can provide a dramatically improved and accessible mobility experience to the disabled and special needs community in the future.

February 28, 2020

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ATTN: Cody Naylor
505 Van Ness Avenue
San Francisco, 94102

Re: Verification Statement

I am an officer of Pony.ai, Inc., and I am authorized to make this verification on its behalf. The statements in the foregoing document are true of my own knowledge, except as to matters therein stated on information or belief, and as to those matters I believe them to be true.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on February 28, 2020, at Fremont, California.

Sincerely,

DocuSigned by:
Jun Peng
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Jun (James) Peng
Chief Executive Officer