The End of Car Ownership
Harnessing the Benefits of Shared Autonomous Vehicles
Will autonomous cars solve our problems?
Will autonomous cars be shared or owned?
Congestion costs the American economy $160 billion a year
The average car is used 4% of the time, at 20% occupancy.
35,092 Americans died in traffic crashes in 2015 (+7.2%)
Most commuters drive alone

Drive alone: 76%
Carpool: 10%
Public transportation: 5%
WFH: 4%
Walk: 3%
Other: 2%
How did we end up here?
One size doesn’t fit all densities
We’ve given commuters two choices
Twentieth-Century Choice

Macro Transit vs. Car Ownership

**Macro Transit**
- Fixed route
- Fixed times
- High capacity
- Frequent only at peak
- Fails in low-density contexts

**Car Ownership**
- “Swiss army knife”
- Choice of route
- Choice of time
- Private vehicle
- Always works
- Often fastest
What keeps people from using transit?

- Not available at all: 38%
- Not available at right time: 33%
- Convenience, comfort, privacy of car: 29%

We need a spectrum of choices
Tailored to every context and customer
Will people shift from owners to riders?
Ridesharing has proven the demand is there.
Lyft launched 2012
1 million rides

2013
1 million rides per day
2017

May-12  Jul-12  Sep-12  Nov-12  Jan-13  Mar-13  May-13  Jul-13
350 million rides this year
300+ cities, covering 75% of Americans

2017
Alternatives to owning a car must be more attractive than driving.

- Flexible
- Quick
- Door-to-door
- Reliable
- Safe
- Awesome
But will shared mobility create positive change?
We can expand mobility more efficiently
How Shared Mobility Can Cut VMT

- Increase Vehicle Occupancy
- Price Every Car Trip
- Connect to Transit
40% of passengers choose LyftLine high-occupancy rides
The Unbundling Effect

Remember the Music Industry?
Partnering with Public Transit

King County METRO
TRIOMET
Metropolitan Transportation Commission
Wheels
MIAMI DADE TRANSIT
marta
CITY OF RALEIGH
CITY OF EL PASO
MARTA
Massachusetts Bay Transportation Authority
DART
First and Last Mile

Suburban Solutions

Paratransit

Late Night
New pathways to electrify VMT
Today, EV policies promote consumer car ownership.
Why Shared Fleets will Want EVs

- Lower Variable Costs
- High Utilization
- Optimized Management
Relative Cost of Electric vs. Gasoline Vehicles for Mobility Service

Cost per mile (70,000 mi/yr) ($ 2015)

$0.45
$0.40
$0.35
$0.30
$0.25
$0.20
$0.15
$0.10
$0.05
$0.00

2015
2020
2025
2030
2035

Model Years

Release of $35K long-range electric vehicles

$200B in total annual fleet savings

New Long-Range EV
Gasoline vehicle

Rocky Mountain Institute, “Peak Car Ownership,” 2016
Can we compete with cars on cost-per-mile?
The Open Era of Autonomous
Laying the foundation for autonomous fleets
The Holy Trinity of Automation

Shared
Electric
Autonomous
Better Together

- Electric
- Autonomous
- Shared
Why are Shared Platforms Best for AVs?

Unlock Mobility and Land Use

Electric and VMT-Efficient

Controlled Deployment
Expansive Network
Gain access to millions of rides through Lyft's extensive nationwide network.

Invaluable Data
Access an exclusive set of data based on real-life scenarios to inform development.

Smart Dispatching
Use vehicle dispatching that deploys when there's only the highest confidence in routes and conditions.

Uniquely Designed Experience
Showcase your technology with a memorable in-car experience for passengers.

Seamless Integration
Get started right away: Our robust API is quick and easy to plug into.

Trusted Partner
Join an established brand who believes in the power of community and forward progress.
Introducing Level 5
Within five years a fully autonomous fleet of cars will provide the majority of Lyft rides across the U.S.
One billion electric autonomous rides per year by 2025
By 2025, private car ownership will all but end in major U.S. cities
THE WIRELESS MARKET

Global connections by technology (millions)

Source: GSMA Intelligence
What Policies Will Help Ensure This Future?

- Pricing
- Land Use
- Uniform AV Rules
Lanes priced to manage demand and occupancy
Transforming **Transit** for Suburbia
Reduce vehicle emissions by >90 percent.

Sustainable communities re-designed for people
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