

# Forward-Looking Statements

Except for historical information, all of the statements, expectations, and assumptions contained in this presentation are forward-looking statements. Forward-looking statements include, but are not limited to, statements that express our intentions, beliefs, expectations, strategies, predictions or any other statements relating to our future activities or other future events or conditions. These statements are based on current expectations, estimates and projections about our business based, in part, on assumptions made by management. These statements are not guarantees of future performance and involve risks, uncertainties and assumptions that are difficult to predict and include, without limitation, our expectations as to product deliveries, the establishment of our service and delivery network and our expected rate of production. Therefore, actual outcomes and results may, and are likely to, differ materially from what is expressed or forecasted in the forward-looking statements due to numerous factors discussed from time to time in documents which we file with the SEC. In addition, such statements could be affected by risks and uncertainties related to, among other things: our ability to manage the distribution channels for our products, including our ability to successfully implement our rental strategy, direct to consumer distribution strategy and any additional distribution strategies we may deem appropriate; our ability to design, manufacture and market vehicle models within projected timeframes given that a typical vehicle consists of thousands of unique items and we can only go as fast as the slowest item; our inexperience to date in manufacturing vehicles at the high volumes that we anticipate; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; the number of reservations and cancellations for our vehicles and our ability to deliver on those reservations; unforeseen or recurring operational problems at our facility, or a catastrophic loss of our manufacturing facility; our dependence on our suppliers; changes in consumer demand for, and acceptance of, our products; changes in the competitive environment, including adoption of technologies and products that compete with our products; the overall strength and stability of general economic conditions and of the automotive industry more specifically; changes in laws or regulations governing our business and operations; costs and risks associated with potential litigation; and other risks described from time to time in periodic and current reports that we file with the SEC. Any forward-looking statements speak only as of the date on which they are made, and except as may be required under applicable securities laws, we do not undertake any obligation to update any forward-looking statements.





Q3 2020 Quarterly Corporate Update Webinar



	Electric Car Vision	Arcimoto Vision
Platform Weight Target	4,000 lbs	1,000 lbs
Battery Capacity	80 kWh	20 kWh
Footprint	100 ft <sup>2</sup>	35 ft <sup>2</sup>
Affordability Target at Mass Production	\$35,000 (average cost of new car)	\$10,000 (cost of motorcycle/golf car)
Peak Efficiency Target	250 Wh/mi	< 150 Wh/mi
Market Need	One or two people going out for Starbucks	One or two people going out for Starbucks



# Vehicle Market is Big

- 70M automobiles, 132M motorcycles produced worldwide annually
- \$2T+ global market
- 65B parcels delivered worldwide, annually, \$250B+ parcel revenue
- UBS: food delivery could grow from \$30B to \$365B industry by 2030
- ~51,000 fire stations in the U.S., plus corporate campuses, police
- Fleets face mandates for Greenhouse Gas (GHG) emissions reduction
- Harley sells ~250K motorcycles each year
- North American market for ATVs is > 500,000 units per year



Daily Driver



Last Mile Delivery



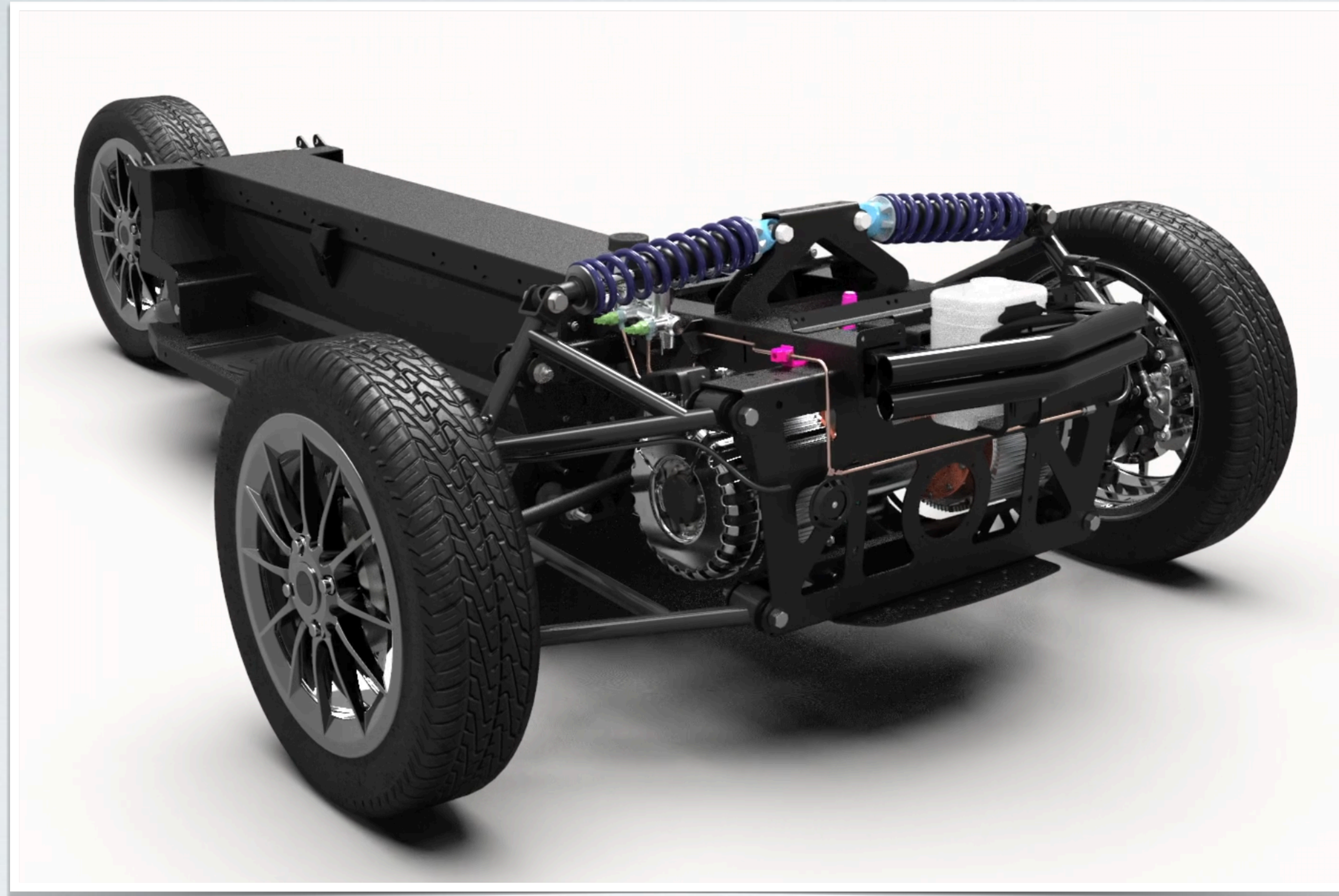
First Responders



Fun



# Multiple Shots on Goal



Daily Driver



Last Mile Delivery



First Responders



Fun

Arcimoto's pure electric platform, aimed at multiple verticals targets 10X the efficiency and 1/3 the TCO of today's cars



## Multiple Shots on Goal



102.5 city miles  
173.7 city MPGe  
Two large adults  
Door, storage options  
Rockstar Parking

In Production



Last mile delivery  
Parkability, Maneuverability = \$  
23+ cu. ft. storage  
Shelving options  
Heat/cooling options

Pilot Testing Underway



Fire/EMS/Security markets  
Reduced time to incidents  
Helps fleets meet carbon goals  
Helps fleets reduce cost  
Faster response saves lives

Pilot Testing Underway



## **Overarching Goal: Get To Scale**

Mass Production (50,000 units/year capability) within 2 years

- Build out the team- key seats filled in Q3
- Munro Collaboration Update- first three engineering projects underway  
Mass production design for front clip, cost-down analysis, deep analysis for light weighting
- Key Ecosystem Teaming  
DHL (delivery), Progressive (insurance), Road America (roadside assistance)
- Expanded geographical sales area announcements coming soon
- Advanced Technology Vehicle Manufacturing Loan Program (DOE)  
Application submission target end of year



## Near Term

### Production, Delivery, Service

- Primary requirement: happy early customers (video)  
Significant improvement in service interval
- Q3 deliveries nearly triple of Q2  
Q4 on track to exceed Q2 + Q3
- Most challenging supplier issues expected to be alleviated Q1  
Vertically integrating and automating vacuum-formed plastics
- Significant cost reduction efforts expected to bear fruit in Q1, Q2  
Sourced components, plastics
- Still targeting sustained 3/build day by end of Q4, 4/build day by end of Q1



# Pandemic Update

Near Term Revenue Uncertainty, Full-speed Ahead for Scale Planning

- Health of team and community paramount
- Zero confirmed cases of COVID-19 at Arcimoto to date
- Production impact primarily due to supply chain and manufacturing process adjustments
- Most of the work we have to do today is planning  
Planning work speed improved with work-from-home and remote collaboration tools



# Roadster

Arcimoto begins development of the winning on-road Pure Fun Machine



- Premium “halo” product for the brand
- Fantastic development partners
- Vehicle “toy” market sales are up
- Higher margin, simpler build
- New audience (additive to scale)
- Pre-order customers will have Roadster option
- Pricing and availability will be announced soon





Summary and Q&A

Analyst Panel Discussion - Submit Questions through the Zoom Q&A Interface