



**MECCANICA**  
NASDAQ: SOLO



Electra Meccanica  
Investor Presentation  
February 2019



# Forward-Looking Statements

This presentation includes statements that are, or may be deemed, “forward-looking statements.” In some cases, these forward-looking statements can be identified by the use of forward-looking terminology, including the terms “believes,” “estimates,” “anticipates,” “expects,” “plans,” “intends,” “may,” “could,” “might,” “will,” “should,” “approximately,” “potential” or, in each case, their negative or other variations thereon or comparable terminology, although not all forward-looking statements contain these words.

By their nature, forward-looking statements involve risks and uncertainties because they relate to events, competitive dynamics, and healthcare, regulatory and scientific developments and depend on the economic circumstances that may or may not occur in the future or may occur on longer or shorter timelines than anticipated. Although we believe that we have a reasonable basis for each forward-looking statement contained in this presentation, we caution you that forward-looking statements are not guarantees of future performance and that our actual results of operations, financial condition and liquidity, and the development of the industry in which we operate may differ materially from the forward looking statements contained in this presentation, as a result of, among other factors, the factors referenced in the “Risk Factors” section of our Form F-1 filed with the Securities and Exchange Commission.

In addition, even if our results of operations, financial condition and liquidity, and the development of the industry in which we operate are consistent with the forward-looking statements contained in this presentation, they may not be predictive of results or developments in future periods. Any forward-looking statements that we make in this presentation speak only as of the date of such statement, and we undertake no obligation to update such statements to reflect events or circumstances after the date of this presentation. You should read carefully our “Special Note Regarding Forward-Looking Information ” and the factors described in the “Risk Factors” section of our Form F-1.



# About Us

- We design and manufacture innovative electric vehicles (EVs), the goal of which is to revolutionize the way people commute, offering a fun driving experience while making commuting more efficient, cost-effective and environmentally friendly.
- Our flagship vehicle is the SOLO, a single-seat EV – for which delivery of production vehicles will begin in Q1 2019
- We acquired Intermeccanica in 2017, a widely-respected custom automotive manufacturer, leveraging its 60 years of automotive innovation and tradition.
- Executed manufacturing agreement with China’s largest manufacturer of motorcycles – notably reducing production risk and capex.
- Leveraging expertise of key corporate technology partners and intellectual property portfolio (6 patents pending).
- Electra Meccanica has two other EV’s in various stages of development, including the Tofino, an all electric two-seat sportscar, and the eRoadster, an electric evolution of Intermeccanica’s widely renowned classic vehicle design.

| Electra Meccanica Vehicles Corp. Ltd. (Nasdaq: SOLO) |               |
|--|---------------|
| Shares Outstanding <sup>1</sup>                      | 32.3M         |
| Fully Diluted Shares Outstanding <sup>1</sup>        | 58.7M         |
| Insider Holdings <sup>1</sup>                        | 37%           |
| Headquarters   | Vancouver, BC |
| Employees (FT)                                       | 63            |

1) As of January 1, 2019



Corporate Technology Partners

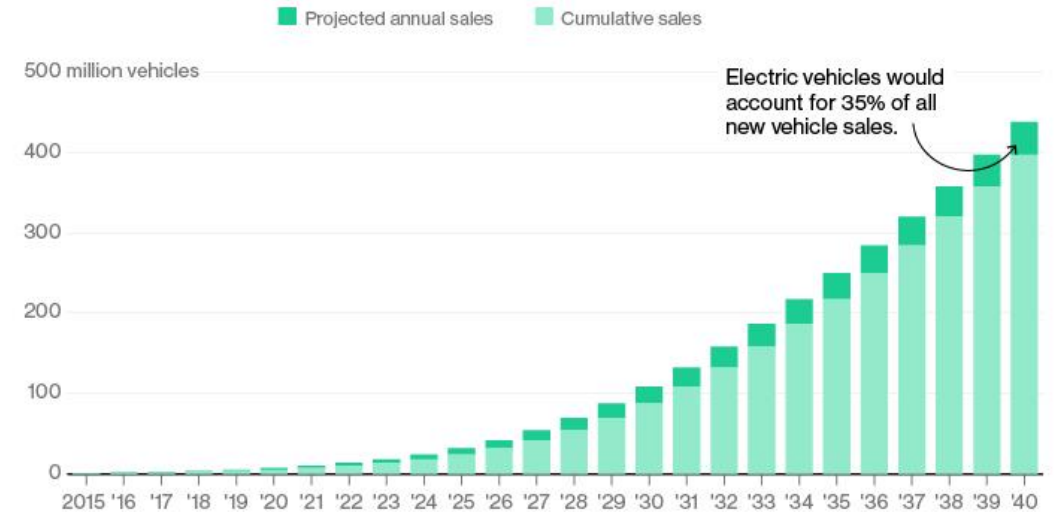


# The Growing EV Market

- About 840,000 EVs are on the road in the United States. <sup>1</sup>
- 2018 sales are continuing the historical momentum; Q1 2018 sales increased 32% as compared to Q1 2017.<sup>1</sup>
- **California continues to play an outsized role in growing the electric vehicle market in the United States; generating approximately half of EV sales in the U.S. market in 2017**
- Electric vehicles emit 54% less carbon dioxide per mile than the average new gasoline car and offer **notably lower operating costs**, based on U.S. EPA national electricity generation data.<sup>2</sup>

## The Rise of Electric Cars

By 2022 electric vehicles will cost the same as their internal-combustion counterparts. That's the point of liftoff for sales.



Sources: Data compiled by Bloomberg New Energy Finance, Marklines



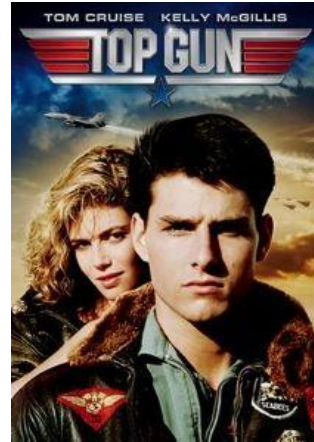
- **The cost of the battery is the primary driver of the higher up-front cost of EVs** as compared to legacy ICE (internal combustion engine) vehicles – **and this cost is rapidly dropping.**
  - Bloomberg New Energy Finance estimates that EV batteries cost an average of \$273/kWh in 2016, as compared to \$1,000/kWh in 2010.

1) EEI June 2018  
 2) International Council on Clean Transportation May 2018  
 3) Clean Technica



# Intermeccanica - Italian Perfection Since 1959

We acquired Intermeccanica in 2017, a globally respected automotive manufacturer with over 60 years of experience in manufacturing and delivering high-end custom sports cars for select clientele.





# The SOLO – Our Flagship Electric Vehicle



**100% Clean Energy**  
Eliminates fossil fuels

**One Person Vehicle**

Designed for an enhanced driving experience for commuters, not to replace the family sedan

Equipped with an ample cargo area for daily errands and deliveries

**Retail: ~\$15,500 USD**

The least expensive EV on the market

**Superior Range**  
100 miles

- High performance electric drivetrain
- Lightweight composite body
- Low center of gravity allows for higher speeds and mobility
- 80mph top speed
- 128 ft-lbs. torque enables 0-60 acceleration in 8 seconds
- Expect to realize ~25% gross margins on the SOLO at scale

- 17.1 kWh lithium ion battery, leveraging patent-pending battery technology, provides a range of up to 100 miles
- Battery can be fully recharged in just three hours using a Level 2 charger
- Comprehensive two-year bumper to bumper warranty; 5-year battery warranty
- **2019 SOLO deliveries to begin in Q1 2019**



# The TOFINO – The Evolution of Intermeccanica

## 100% Clean Energy

Eliminates fossil fuels

## Two Person Sportscar

Retractable hard top

## Retail: ~\$50,000 USD

All-electric sports car

## Industry Leading Range

250 miles



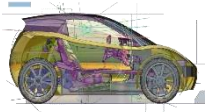
We announced our intention to build the Tofino, an all-electric, two-seater roadster representing an evolution of the Intermeccanica Roadster on March 28, 2017, at the Vancouver International Auto Show.

- High performance electric drivetrain
- Lightweight body and frame
- Patent-pending chassis and battery technology
- Low center of gravity allows for high speed and mobility
- 115mph top speed

- Lightweight hardtop
- 0-60 mph: 5 seconds
- Comprehensive two-year bumper to bumper warranty; 5-year battery warranty
- Estimated Delivery Date: 2020



# The SOLO – Designed with the Commuter in Mind



|   | EMV SOLO                  | SMART ELECTRIC            | TESLA MODEL 3                | CHEVROLET VOLT              | NISSAN LEAF                  |
|---|---------------------------|---------------------------|------------------------------|-----------------------------|------------------------------|
| PRICE (USD \$)                            | \$15,500                  | \$28,750                  | \$56,500                     | \$33,220                    | \$29,990                     |
| ELECTRIC ONLY MILES                       | Up to 100 miles           | Up to 76 miles            | Up to 310 miles              | Up to 53 miles              | Up to 150 miles              |
| PRICE PER ELECTRIC MILE OF RANGE (USD \$) | \$155 / mile              | \$378 / mile              | \$182 / mile                 | \$627 / mile                | \$199 / mile                 |
| TOP SPEED                                 | 85 mph                    | 83 mph                    | 130 mph                      | 100 mph                     | 93 mph                       |
| FULL CHARGE TIME                          | 3 hrs. on 240 volt outlet | 6 hrs. on 240 volt outlet | 13.9 hrs. on 240 volt outlet | 4.5 hrs. on 240 volt outlet | 4 hrs. on 7kW charging point |
| VEHICLE CLASS                             | Micro                     | Sub-compact               | Compact                      | Compact                     | Compact                      |





# Strong Pre-Order Demand

## Pre-Orders in Units

|              | <u>Total</u>         |
|--------------|----------------------|
| SOLO         | 23,030               |
| Tofino       | 41,124               |
| <b>Total</b> | <b><u>64,154</u></b> |



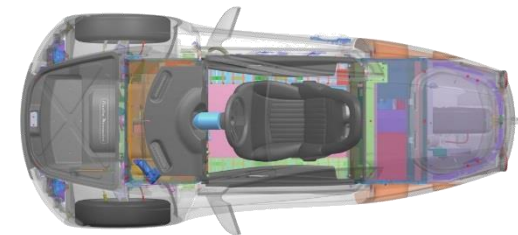
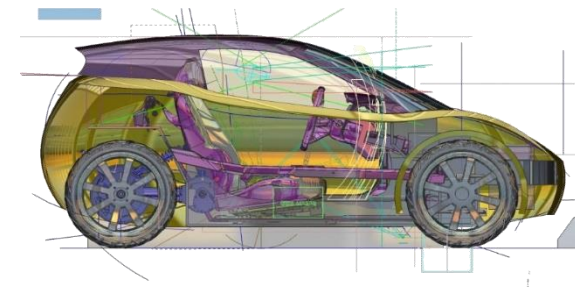
- **Pre-order book in excess of \$2.4 Billion CAD and growing as of October 22, 2018**
- This has been accomplished with limited marketing and promotion to date
- Sales and marketing rollout scheduled for Q1 2019



# Charged & Ready to Roll

Electra Meccanica is in the final phases of commercializing the SOLO:

- ✓ Manufacturing agreement with industry-leading partner in place
- ✓ Corporate technology partners & IP portfolio provide technological advantages
- ✓ SOLO approved for sale in the U.S.; registered in California
- ✓ Pending opening of Los Angeles dealership to receive initial SOLO deliveries in Q1 2019
- ✓ SOLO pre-orders stand at ~23,000 as of October 2018





# California – The Ideal Initial Target Market

- 83% of North Americans commute alone daily using personal vehicles
- Approximately 80% of all urban car trips are within a 30 km/ 19 mi distance

|                                  |                                     | U.S.            | California      | California as a % of U.S. |
|----------------------------------|-------------------------------------|-----------------|-----------------|---------------------------|
| General                          | Population                          | 326 million     | 39.5 million    | 12%                       |
|                                  | Gross Domestic Product              | \$19.4 trillion | \$2.75 trillion | 14%                       |
|                                  | Light-Duty Vehicle Sales in 2016    | 16.2 million    | 96,000          | 12%                       |
| Electric Vehicles                | New EVs Purchased (2017)            | 193,000         | 96,000          | 50%                       |
|                                  | Cumulative EV Purchases (2010-2017) | 749,000         | 366,000         | 49%                       |
| Electric Vehicle Public Charging | Level 2 Charge Points               | 38,100          | 12,000          | 32%                       |
|                                  | Level 3 Fast-Charge Points          | 6,200           | 1,600           | 25%                       |
|                                  | Total Charge Points                 | 44,300          | 13,600          | 31                        |

Population data from U.S. Census; income data from U.S. Bureau of Economic Analysis; Vehicle Registrations from IHA Automotive; Public Charging data from Alternative Fuels Data Center



# Scalable Sales and Service Model

## Direct Sales

- Accepting online reservations with refundable deposits of \$250 CAD for the SOLO and \$1,000 CAD for Tofino
- Existing dealership established in Vancouver
- Los Angeles dealership to receive initial U.S. production SOLO deliveries in Q1 2019
- The Company expects to open corporate dealerships in key strategic markets

## Dealer Network

- Electra Meccanica will partner with existing dealership networks to drive sales of the SOLO in non-core markets and where the Company currently does not maintain a dealership presence
- Currently experiencing significant dealer interest worldwide – evidenced by dealer letters of intent for over 21,000 SOLOS

## Service

- SOLOs to be serviced at both corporate and independent dealers





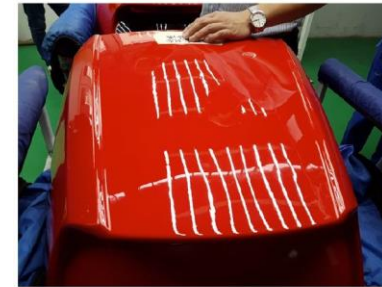
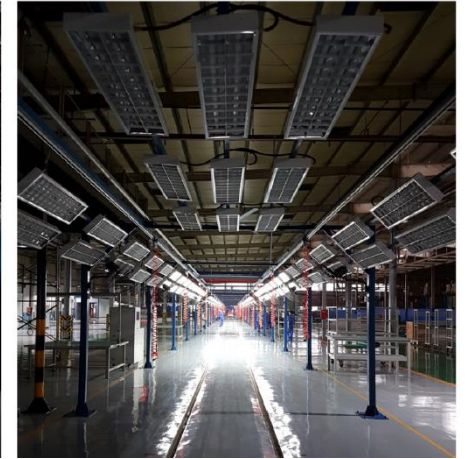
# Contract Manufacturing Model

**Industry-Leading Strategic Partner Mitigates Production Risk; Lowering CapEx**

- Experience:** Electra Meccanica has executed a manufacturing agreement with Chongqing Zongshen Automobile Co., Ltd (“Zongshen”), China’s largest manufacturer of motorcycles and motorcycle engines.
  - Zongshen produces over 2,000,000 units annually across 130 models of two-wheeled and three-wheeled motorcycles, including electric motorcycles.
- Scalability:** Zongshen has constructed the SOLO manufacturing line and contracted to produce 75,000 vehicles over a three year period, with initial deliveries commencing in Q1 2019.

| <a href="#">2019</a>  | <a href="#">2020</a> | <a href="#">2021</a> |
|---|----------------------|----------------------|
| 5,000 vehicles  | 20,000 vehicles      | 50,000 vehicles      |
| 75,000 vehicles represents over <b>\$1.1 billion</b> in sales |                      |                      |

- Shareholder & Strategic Partner:** Zongshen beneficially owns 4.8% of Electra Meccanica common stock.





# Intellectual Property Portfolio & Corporate Technology Partners

As of November 2018, we had one issued design registration, two allowed design application and six pending patent and design applications with various countries which we consider core to our business in a broad range of areas related to the design of the SOLO and its powertrain.

We intend to continue to file additional patent applications with respect to our technology.

## 6 Pending Patents Covering:

- Battery Cartridge
- SOLO Swing Arm
- Modular Rolling Chassis For a Vehicle
- Electric Motor Vehicle Battery System
- Vehicle Design, SOLO
- Additional patents



## Corporate Technology Partners Accelerate Product Development Cycle

**BOSCH**

**RECARO**

 **LG Chem**

 **WILWOOD**  
DISC BRAKES

**SIEMENS**

**Qualcomm**

 **Continental**  
TIRE

 **ZONGSHEN**

**KENDA**  
SINCE 1962 TYRES

 **RICARDO**

 **HELLA**



# Experienced Leadership Team

**Jerry Kroll**  
Founder & CEO



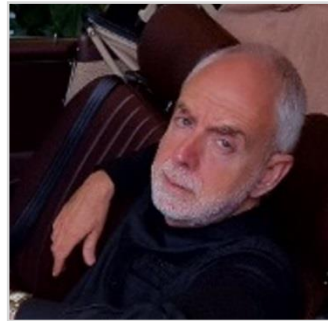
- 20 years of experience in executive management roles at tech companies.
- Founder of KleenSpeed Technologies, developing advanced electric race cars at NASA Research Park in Mountainview, California.
- Socially responsible entrepreneur and Championship winning race car driver.
- Partnered with Henry Reisner of Intermeccanica to revolutionize the electric car market.

**Henry Reisner**  
Founder & President



- President of Intermeccanica since 2001, an automobile manufacturer and subsidiary of EMV.
- Extensive experience in the automotive industry with a background in manufacturing.

**Isaac Moss**  
Chief Administrative Officer



- 27 years of international business, multi jurisdictional investment banking and corporate finance experience ranging across several industries.
- Held senior executive positions including CEO of a European based specialty chemical company, COO of a technology company, and CFO of a green energy company.

**Bal Bhullar**  
Chief Financial Officer



- Accomplished financial executive with over 25 years of experience.
- Prior CFO experience at several public and private companies
- Chartered Professional Accountant with a diploma in Financial Management from the British Columbia Institute of Technology.

**Ed Theobald**  
General Manager



- Over 40 years of experience across several industries
- Spent 19 years as General Manager at Envirotest Canada, a subsidiary of ESP Global



# Investment Highlights

- Strong macroeconomic tailwinds with a large, rapidly growing and government-supported EV market
- Delivery of 75,000 SOLOs anticipated over a three year period commencing Q1 2019
  - Strong margin profile with expected ~25% gross margins at scale
  - ~23,000 SOLO pre-orders and extensive market research evidences wide consumer acceptance
  - Proven sales, distribution and service model
- Industry-leading contract manufacturing partner reduces production risk, accelerates production and notably minimizes capital expenditures
- Established sales, distribution and service network
- Pipeline of new EV models to launch following the SOLO – including the two-seat roadster the TOFINO, for which manufacturing is expected to begin in Q4 2019
  - ~41,000 TOFINO pre-orders received to date
- Experienced management team with deep connections within the automobile industry and over 60 years of automobile legacy through Intermeccanica





# Appendix





# Board of Directors

## Jerry Kroll

Founder, Chairman & CEO

## Henry Reisner

Director  
Founder & President

## Steven Sanders

Director

Mr. Sanders is the founding partner of Sanders Ortolini Vaughn-Flam Rosenstadt LLP, the predecessor of the New York based law firm of Ortolini Rosenstadt LLP. He is currently "Of Counsel" to Ortolini Rosenstadt LLP. Mr. Sanders has more than 45 years of experience practicing international corporate law spanning North America, Europe and Asia. He has a BBA from City College of New York, a Juris Doctorate from Cornell Law School and is a member of the American and New York bar associations.

## Jack Austin

Director

Mr. Austin has a distinguished career of more than 50 years, including the teaching and practice of business law, experience as a corporate executive, and extensive experience in public policy. He served as a Deputy Minister, Principal Secretary to Prime Minister Pierre Elliot Trudeau, as a Senator representing British Columbia, and as Cabinet Minister in the Governments of Prime Minister Pierre Trudeau and Prime Minister Paul Martin. Mr. Austin served as President of the Canada China Business Council from 1993 to 2000, and for the following three years as Vice-Chairman. Mr. Austin retired from the Canadian Senate in 2007 and resumed his activity in the private sector, during which time he served on the advisory council of several leading academic institutions, including the University of British Columbia and Simon Fraser University.

## Luisa Ingargiola

Director

Ms. Ingargiola has a diverse experience in capital markets with public companies. She is currently the Chief Financial Officer of Avalon GloboCare, a leading biotech health care company that is developing cell based therapeutic and diagnostic technologies for cancer and other diseases. Ms. Ingargiola also serves as a Director and Audit Chair of FTE Networks, a leading provider of innovative technology-orientated solutions for network infrastructure and intelligent buildings. Ms. Ingargiola is a former Chief Financial Officer and current board member of MagneGas Corporation. In addition, she has served as Audit Chair for several public companies in the technology, environmental and energy industries. She is a graduate of Boston University with a Bachelor of Science in Finance. She also has a Master of Health Administration, University of South Florida.

## Dr. Robert Tarzwell

Director

Robert Tarzwell is currently Clinical Director of Research for Mental Health at Lions Gate Hospital. As an eminent psychiatrist Dr. Tarzwell's expertise has led to various clinical consultant roles in medicine and in academia. Dr. Tarzwell has been an investor in various high tech start-ups. He is also passionate about motor sports and is an amateur race car driver.

## Sean Greffard

Director

Shaun Greffard is a management professional with more than 20 years of experience in the telecommunications and IT industries. He has an expertise in overhauling underperforming business units, analyzing and removing operational flaws to improve performance and profitability. Mr. Greffard honed his skills in varying roles at the Canadian telecommunications giant, Telus where he negotiated a \$600 million P3 telecommunications contract, as well as running the marketing for a \$100 million division of Telus. Currently, he serves as Senior Vice President of Strategic Operations at Ledcor where he has been responsible for its \$80 million telecommunications division.

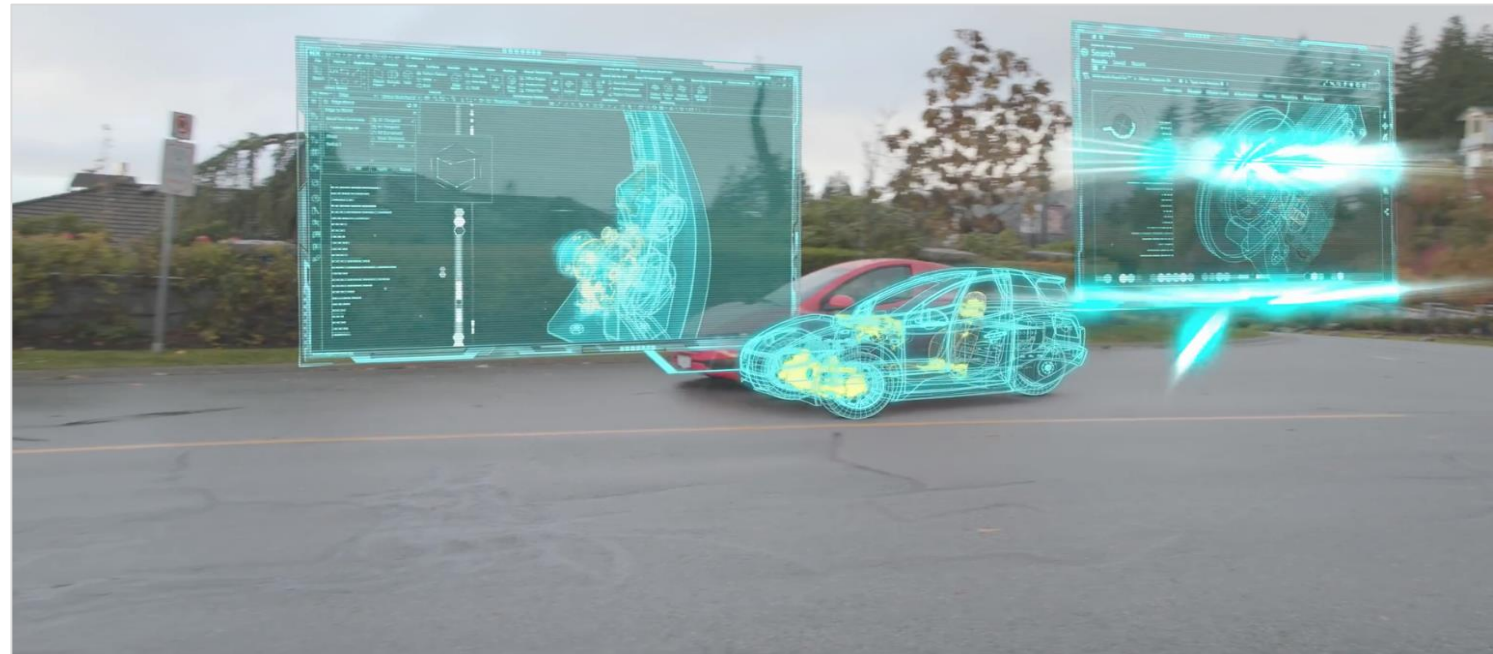


# Staying on Track

In September 2017, AutoPacific was commissioned to conduct research designed to understand who is attracted to the Electra Meccanica SOLO and what particular vehicle attributes play the strongest roles in that attraction.

To achieve that understanding, the research surveyed two groups:

- Reservation Holders: those who are aware of the SOLO and have expressed an interest through making a refundable reservation with Electra Meccanica. Objective will be to understand what key vehicle attributes and benefits make the SOLO desirable to and are key influencers in making a deposit on the vehicle.
- Prospects: Potential 3-wheel vehicle buyers who might be interested in the SOLO.





# What We Learned

The SOLO is most associated with the following traits:

- Eco Friendly
- Economical
- Distinctive
- Fun to Drive



Participants were interested in a vehicle that embodies new technology, is environmentally friendly and has low operating cost.

Wants a SOLO for a fun driving experience with a unique design in a low-cost EV package.



Primary Male Buyers:

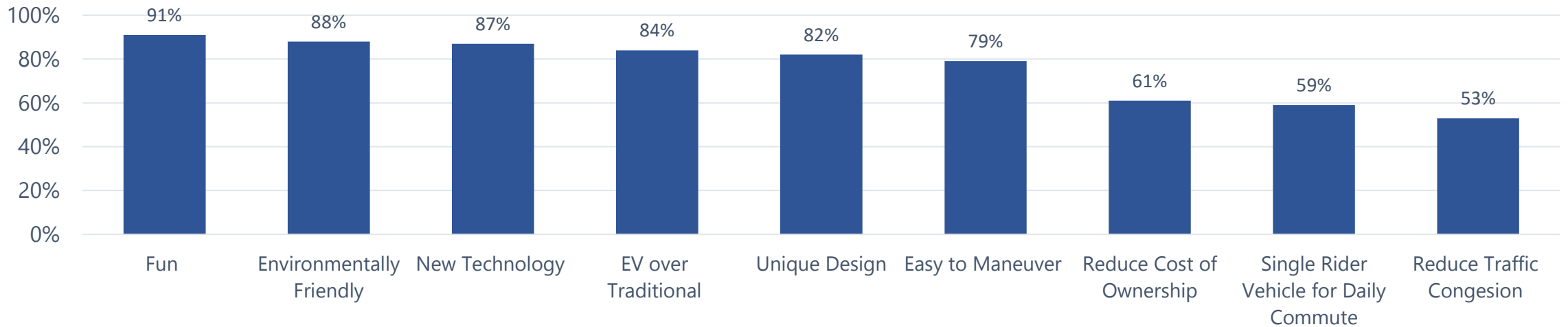
- 96% male
- Median age 56
- Median Income: \$114K
- 37% of U.S. "Handraisers" live in the Pacific States



# Fun, Environmental Friendliness & Technology

Handraisers are motivated by a variety of aspects about the SOLO, including fun, technology and environmental-friendliness – Yet they are also interested in the maneuverability and low cost, as well as reduced traffic congestion caused from having a smaller vehicle on the road.

What Motivates Handraisers to Purchase the SOLO?

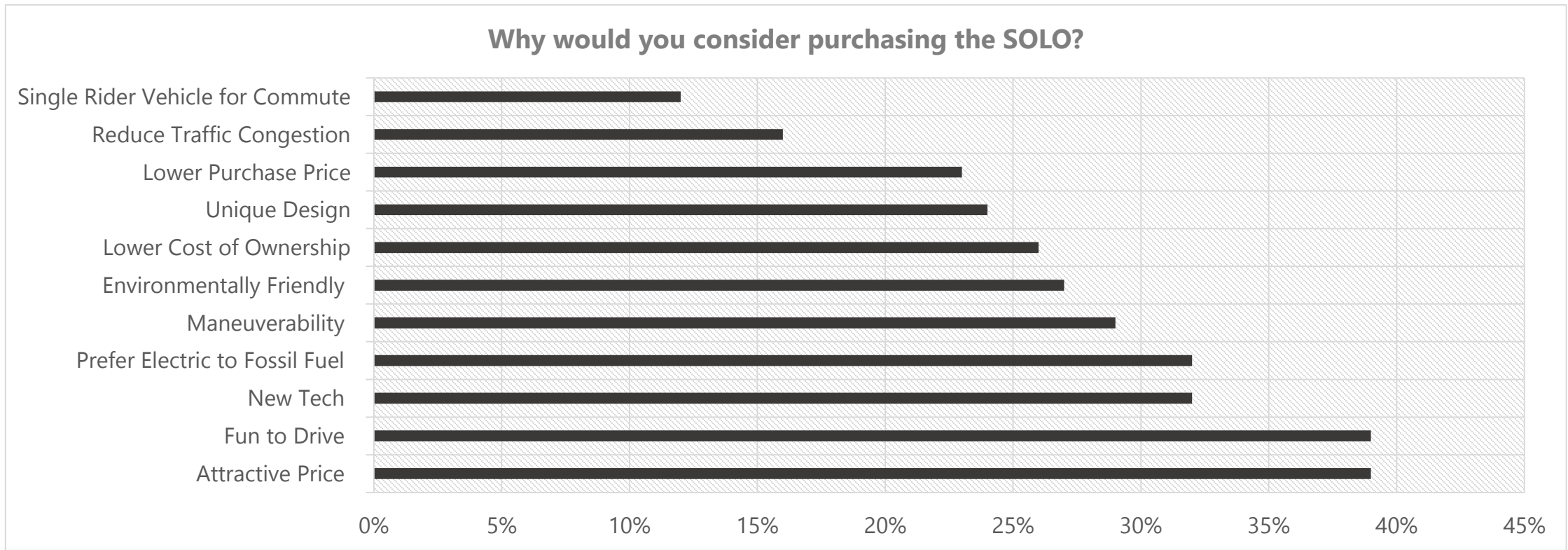


Source: AutoPacific Research Report



# Price, Fun and Latest Technology

Top reasons for purchase consideration are the attractive price and desire for a fun to drive vehicle. Prospects are also influenced by new technology and the specific desire for an EV for their daily commute.



Source: AutoPacific Research Report



# Growth Trends

| Industry  | California  |
|---|---|
| <p>Consumer concern over the damaging effects that pollutants and gas emissions have on the environment</p> | <p>Trend setters in adoption of new technologies and progressive in policy implementation</p>   |
| <p>Government mandates for future EV utilization<br/>Rebates and access to HOV lanes</p>                    | <p>State goal for EV adoption, supported by subsidies and investment in charging infrastructure based upon the significant negative impact to the environment from auto emissions</p> |
| <p>Significant reduction in battery costs combined with a substantial increase in EV performance</p>        | <p>Extremely high cost of commuting</p>   |



# Potential Candidates



Cargo



SOLO Twinn



Super SOLO





# Solo

## Gas vs. Electric Range

**Vehicle Type**

**Premium Sedan** ▾

**Daily Commute** Miles

9

**Fuel Price** Per Litre

1.55

### Annual Fuel Cost

|                |       |
|----------------|-------|
| Your Vehicle   | \$891 |
| Your Solo      | \$70  |
| Annual Savings | \$821 |

**RESERVE NOW**

By driving the electric SOLO, commuters with a daily commute of 9 miles will have an annual cost savings of approximately \$821