



ELECTRA
MECCANICA

INVESTOR PRESENTATION :: September 2022

ElectraMeccanica Vehicles Corp.
NASDAQ: SOLO

FORWARD-LOOKING STATEMENTS



This presentation (the “Presentation”) by ElectraMeccanica Vehicles Corp. (the “Company”) provides a general overview of corporate and financial information regarding the Company. The information has been presented in summary form and does not purport to be complete. It is not intended for the following information to be construed as legal, financial, tax or investment advice. Some of the statements contained in this Presentation are “forward-looking information” and “forward-looking statements” (collectively, “forward-looking information”) which are based upon the Company’s current expectations, estimates, projections, assumptions and beliefs made by management. Such statements can be identified by the use of forward-looking terminology such as “expect”, “likely”, “may”, “will”, “should”, “intend”, or “anticipate”, “potential”, “proposed”, “estimate” and other similar words, including negative and grammatical variations thereof, or statements that certain events or conditions “may” or “will” happen, or by discussions of strategy. Forward-looking information include estimates, plans, expectations, opinions, forecasts, projections, targets, guidance, or other statements that are not statements of fact. Such forward-looking information is made as of the date of this Presentation, or in the case of documents incorporated by reference herein, as of the date of each such document. These statements and information are only predictions based on current information, knowledge and reasonable assumptions, some of which may be attributed to third party industry sources. Such forward-looking information should not be in any way construed as guarantees of future performance and actual results or developments may differ materially from those in the forward-looking information. Accordingly, readers should not place undue reliance on such forward-looking information, as there can be no assurance that the plans, intentions or expectations upon which they are based will occur. By its nature, forward-looking information involves numerous assumptions, known and unknown risks and uncertainties, both general and specific, that contribute to the possibility that the predictions, forecasts, projections and other forward-looking information will not be realized. Forward-looking statements are based on certain assumptions and analyses made by the Company in light of the experience and perception of historical trends, current conditions and expected future developments and other factors it believes are appropriate, and are subject to risks and uncertainties. In making the forward-looking information included in this Presentation, the Company has made various material assumptions, including, but not limited to: (i) obtaining the necessary regulatory approvals or permits; (ii) that regulatory requirements will be maintained; (iii) general business and economic conditions; (iv) the Company’s ability to successfully execute its plans and intentions; (v) the availability of financing on reasonable terms; (vi) the Company’s ability to attract and retain skilled staff; (vii) market competition; (viii) the products and technology offered by the Company’s competitors; and (ix) that the Company’s current good relationships with its service providers and other third parties will be maintained. While management considers these assumptions to be reasonable, based on information available, they may prove to be incorrect. Forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. These risks, uncertainties and other factors include, but are not limited to risks associated with general economic conditions; adverse automotive industry events; marketing costs; loss of markets; future legislative and regulatory developments involving electric vehicles; inability to access sufficient capital from internal and external sources, and/or inability to access sufficient capital on favorable terms; the electric vehicle industry in North America generally; tariffs and other international trade matters; the ability of the Company to implement its business strategies including expansion plans; competition; currency and interest rate fluctuations, and the other risks discussed under the heading “Risk Factors” in the Company’s most recent annual report on Form 20-F and subsequent quarterly reports included in Form 6-K filed with the United States Securities and Exchange Commission (the “SEC”) and available on EDGAR at www.sec.gov. The foregoing factors are not intended to be exhaustive. The Company does not intend, and does not assume any obligation, to update the forward-looking information, except as required under applicable securities legislation. For more information on the Company, readers should refer to www.sedar.com for the Company’s filings with the Canadian securities regulatory authorities and to www.sec.gov for the Company’s filings with the SEC. This Presentation does not constitute an offer to sell or the solicitation of an offer to buy any securities of the Company.



ElectraMeccanica Vehicles Corp.

NASDAQ: SOLO

AT-A-GLANCE as of Q2 '22

1

The only native-electric OEM building vehicles designed for the way most of us work, live and play in the 21st century - **an overlooked horizontal market.**

\$1.547 M

Second quarter revenues were \$1.547 million, up 5x from the previous year and a 48.9% sequential increase from the prior quarter.

193 SOLOS

We manufactured 193 SOLO vehicles, up nearly 8x from the previous year and a 13.5% sequential increase.

68 DELIVERIES

We delivered 68 SOLO vehicles to 68 very excited customers, a 51% sequential increase.

2

One of the few native-EV companies with **proven production capabilities** that is transitioning rapidly from subscale to **scaled-and-owned manufacturing.**

13.8% INCREASE

Our Net Loss for the second quarter was \$20.3 million, a 13.8% sequential increase.

-121.8% GM

Our Gross Margin percentage was -121.8%, which represents a 61.5 point sequential improvement from the prior quarter.

13.5% INCREASE

Our Operating Expenses (which include SG&A and R&D) increased 13.5% sequentially from the prior quarter to \$18.385 million, reflecting slightly higher costs to support our expanding operations.

3

EMV's first production model vehicle - the SOLO - has both **consumer and fleet optionality** and is the beginning of a broader model- and vehicle portfolio.

\$195M

Our balance sheet remains healthy, with working capital of just over \$195 million at quarter end.





5	OUR VALUE PROPOSITION
15	OUR OEM JOURNEY
17	OUR COMPANY & PERFORMANCE





OUR VALUE PROPOSITION & HORIZONTAL MARKET



THE PROBLEM?

CARS

(NOT JUST FUEL)

Legacy auto and pure-play EV companies all share a singular focus: **new power for an old vehicle design.**

THE SOLUTION?

DESIGN

(NOT JUST ELECTRICITY)

The world doesn't just require electrification. It needs an entirely new, bottom-up approach to electrified mobility.



**MOST OF A CAR'S UTILITY IS WASTED,
MOST OF THE TIME.**

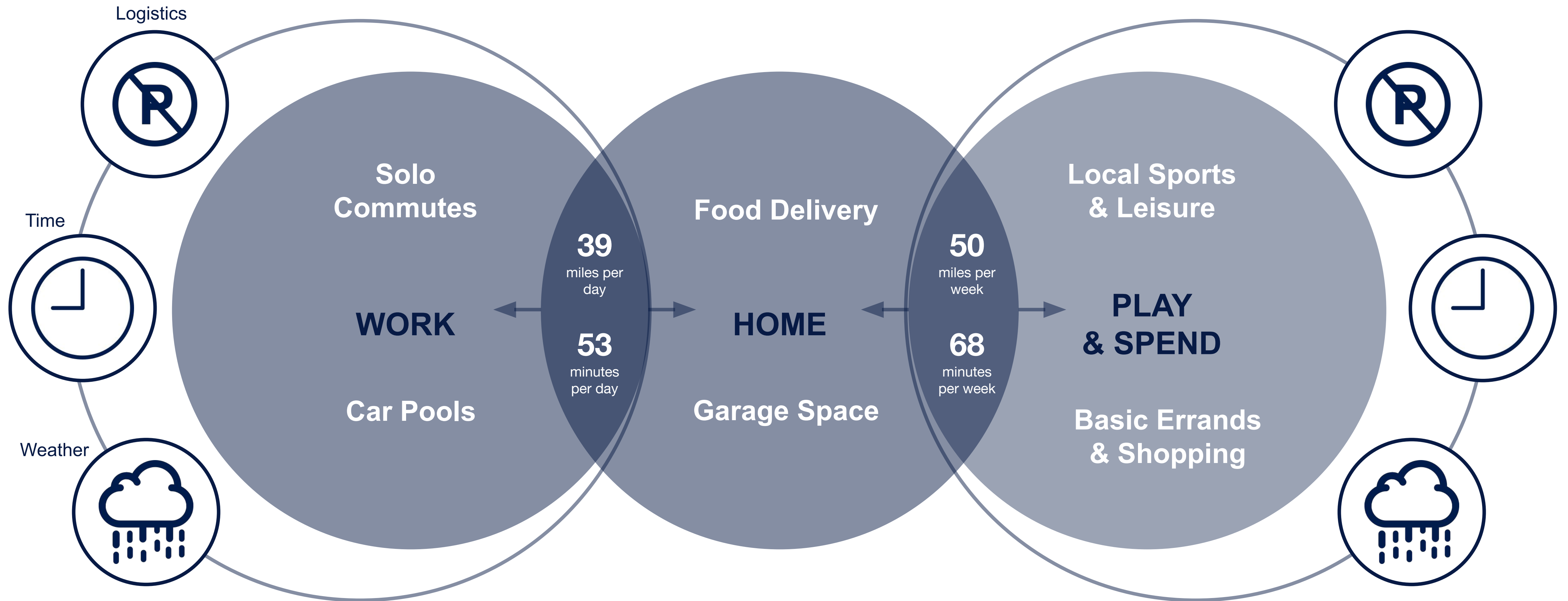
SIZE, SPACE, POWER, SPEED, MONEY

**Few single-person use-cases require a 250-horsepower, 15-foot,
two-ton, 150-cubic foot-capacity vehicle that can go 120 MPH.**

Few households need more than one such vehicle.



Our competition isn't the car. It's the belief that a car is always necessary and a scooter or bike are the only alternatives.



We are opening up a massive horizontal market for what's smaller - not competing with everyone else for what's bigger or more powerful.



80% OF THE US POPULATION LIVES IN CITIES.

WITHIN 20 YEARS, MORE THAN 6 BILLION PEOPLE WILL CALL URBAN AREAS HOME - A 150% INCREASE FROM TODAY.¹

¹World Bank Urban Development Review



MEET THE *SOLO*

One of the most original, versatile and efficient production-ready enclosed vehicles in the world.





\$18,500

MSRP

110V

Charge the SOLO and your phone in the same outlet

100 MILES

Daily range

80MPH

Top speed, highway ready






ELECTRIFYING

Jump-start the least shocking drives of your day



TOTAL COST OF OWNERSHIP



	 <i>SOLO</i>	 Mini Cooper SE	 Nissan Leaf EV	 Chevy Bolt EV	 Tesla Model 3
Base MSRP	\$18,500	\$30,750	\$31,670	\$35,195	\$39,990
Federal Tax Credit	0	(7,500)	(7,500)	0	0
Clean Fuel Reward (California)	(750)	(1,500)	(1,500)	(2,000)	(2,000)
Clean Vehicle Rebate (California)	(750)	(2,000)	(2,000)	(1,500)	(1,500)
Insurance	4,080	4,177	7,850	7,904	4,006
Maintenance	1,459	1,300	3,441	3,040	1,100
Repairs	444	508	773	933	100
Taxes & Fees	1,240	1,967	3,793	4,580	2,635
Financing	2,886	5,258	4,929	5,736	5,905
Depreciation	9,068	15,067	16,933	10,655	19,405
Level 2 Charger	0	2,000	2,000	2,000	2,000
Fuel	1,856	2,440	5,060	4,761	2,549
Total Cost to Own®	\$19,533	\$23,217	\$42,779	\$37,609	\$35,700
TOTAL COST <i>Premium over SOLO</i>	\$38,033	\$52,467 40.7%	\$65,449 75.5%	\$71,304 91.3%	\$74,190 99.0%

Source: Competitor information from Edmunds.com and manufacturer's websites; Based on a 5-year estimate with 15,000 miles driven per year; **SOLO** figures based on management estimates using comparable methodology.



WE DON'T NEED TO WIN THE ELECTRIC CAR MARKET.

Tesla, Ford, Chevy, GM, Polestar, KIA...

\$185B **24.5%**
CAGR



WE NEED TO MAKE SUSTAINABILITY AS EASY AND INEVITABLE IN MOBILITY AS IT IS IN MANY OTHER SECTORS

Home Organization

\$16.2B 4.0%
CAGR

Sustainable Cleaning Supplies

\$18.0B 11.1%
CAGR

Fleet Electrification

\$37.4B 24.5%
CAGR

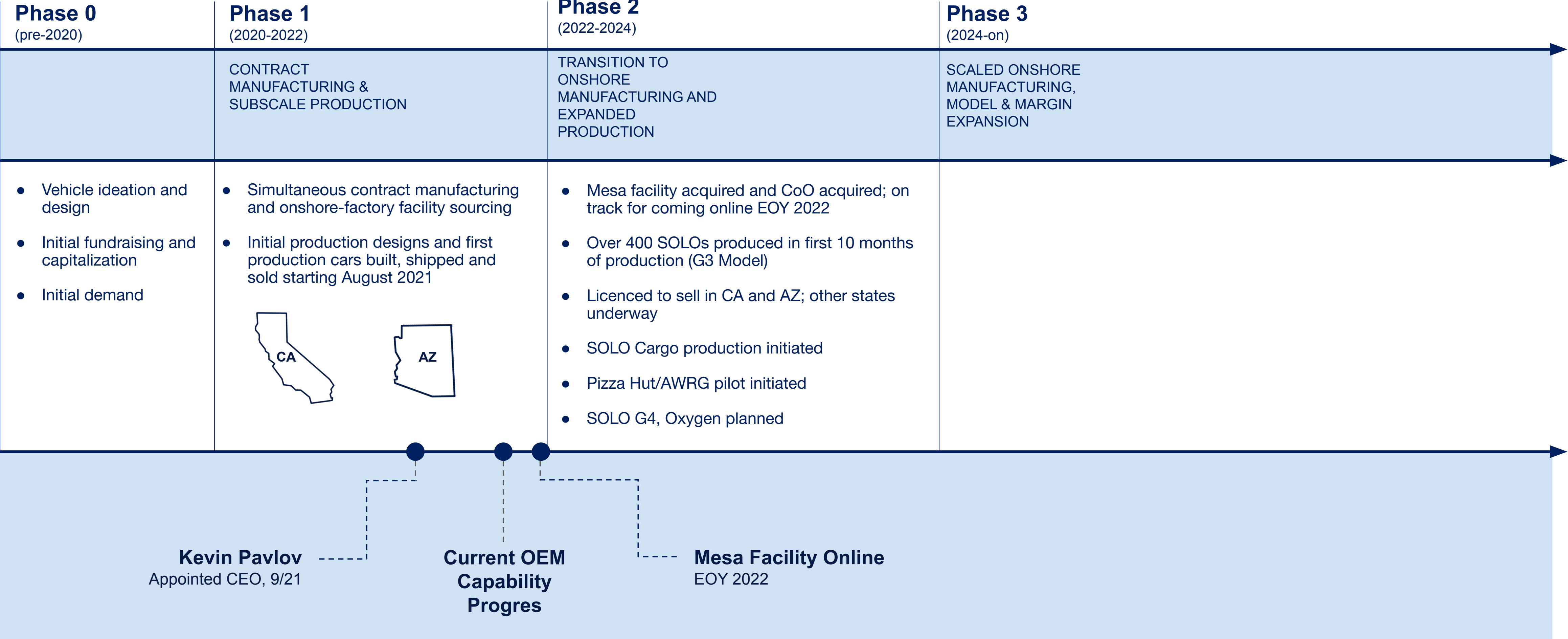
Tiny Homes

\$8.5B 4.5%
CAGR



OUR OEM JOURNEY

UNIQUE PROGRESS ON OUR PHASED OEM TRAJECTORY FROM SUBSCALE/CONTRACT TO SCALED/OWNED.





MESA

235,000 SQ FEET

CERTIFICATE OF OCCUPANCY
(MAY 2022)

INITIAL 20,000 VEHICLE CAPACITY
(CAN SCALE TO 60,000)

**THREE FLEXIBLE PRODUCTION
LINES**





COMPANY & PERFORMANCE



TRANSFORMING AHEAD-OF-ITS TIME ORIGINALITY INTO A SCALEABLE, DEFENSIBLE BUSINESS MODEL

**Seasoned new management
with operating and automotive
experience**

Kevin Pavlov, CEO
Mark Orsmond, CFO
Kim Brink, CRO
Joe Mitchell, COO
Tony Dent, GC
Bill Quigley, BOD

**One of only a handful of native-EV
companies moving beyond subscale
prototypes**

SOLO G3 and SOLO CARGO models rolled
out and in market right now; other models
are in the pipeline

**Access to public markets; \$190 M
in working capital;
rapidly-growing revenue**

Production transition drove 400% increase
in Q12022 revenue

**Domestic production will expand
margins and limit supply chain
challenges**

ElectraMeccanica Vehicles Corp.
Interim Condensed Unaudited Statements of Loss and Comprehensive Loss
(Expressed in United States Dollars)



	Note	Three Months Ended		Six Months Ended	
		June 30, 2022	June 30, 2021	June 30, 2022	June 30, 2021
Revenue		\$ 1,546,715	\$ 298,796	\$ 2,585,358	\$ 482,385
Cost of revenue		3,430,603	253,704	6,372,739	469,310
Gross profit / (loss)		(1,883,888)	45,092	(3,787,381)	13,075
Operating expenses					
General and administrative expenses	11	9,762,990	8,526,249	18,376,107	13,062,225
Research and development expenses	12	5,614,265	4,590,463	10,285,365	6,883,644
Sales and marketing expenses	13	3,007,920	2,250,129	5,924,258	4,323,316
		18,385,175	15,366,841	34,585,730	24,269,185
Operating loss		(20,269,063)	(15,321,749)	(38,373,111)	(24,256,110)
Other items					
Interest income		(243,471)	(122,292)	(325,933)	(234,214)
Interest expense		264,053	33,921	309,034	64,101
Changes in fair value of derivative liabilities	9	(172,465)	(3,584,770)	(270,746)	(12,257,385)
Other (income)/expense		28,761	(80,870)	(13,648)	(92,370)
Foreign exchange (gain)/loss		149,958	(121,203)	55,618	(109,043)
Loss before taxes		(20,295,899)	(11,446,535)	(38,127,436)	(11,627,199)
Current income tax expense		847	850	847	850
Net loss		(20,296,746)	(11,447,385)	(38,128,283)	(11,628,049)
Other comprehensive income/(loss)		12,195	(6,474)	6,345	(14,333)
Comprehensive Loss		\$ (20,284,551)	\$ (11,453,859)	\$ (38,121,938)	\$ (11,642,382)
Loss per share – basic and fully diluted		\$ (0.17)	\$ (0.10)	\$ (0.32)	\$ (0.11)
Weighted average number of shares out-standing – basic and fully diluted		118,612,731	112,962,128	118,532,693	108,301,375

Q2 2022 Financials



NOW

SCALING DOMESTIC PRODUCTION

BUILDING U.S. CONSUMER AND FLEET DEMAND

WHAT'S NEXT

LATER

VEHICLE DESIGN BEYOND THE SOLO

MOBILE CHARGING & STORAGE



APPENDIX



THAT WILL NEVER WORK*...



Television is “a development of which we need waste little time dreaming.”

Lee De Forest
Radio Pioneer



“There is no reason anyone would want a computer in their home.”

Ken Olsen
Founder, DEC



“cellular phones will absolutely not replace local wire systems.”

Marty Cooper
Director of Research, Motorola



“Neither RedBox nor Netflix are even on the radar screen in terms of competition.”

Jim Keyes
CEO, Blockbuster

*That Will Never Work: The Birth of Netflix by Marc Randolph, the first CEO and co-founder of Netflix



**WE LIVE IN A WORLD DESIGNED FOR CARS,
NOT PEOPLE.**

HIGHWAYS, PARKING, GAS STATIONS, LOCAL DELIVERY

**Our transportation, fueling, parking and delivery infrastructure were all built
based on the car. Not people and communities.**



RANGE ANXIETY IS A PERCEPTION, NOT A REALITY.¹

“A new study found people greatly underestimate how many of their daily tasks an EV could support.”

-The Grist

¹[The Grist, May 24, 2022](#)







SIZZLE REEL



[Click to Launch Video](#)