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Arcimoto, Inc. (NASDAQ: FUV)

November 3, 2022

Sell: Q3 Vehicle Deliveries Exceed Expectations

Q3 vehicle production and deliveries exceeded our estimates. The company needs to ramp production and sales to a much, much higher level and raise substantial capital to do so. We maintain our Sell recommendation and \$0.45 price target.

Q3 vehicle deliveries were 74 and production was 150, versus our estimates of 60 and 120, respectively. The company remains in a challenging position, with little cash, significant cash needs and the need to scale production and sales to a substantially higher level.

We estimate annual cash burn post the company's recent restructuring, and at modest production volumes, at about \$30 million. In the most recent 10-Q, the company indicated it required \$35 million to \$40 million in capital spending in each of the next two years. We think this is unlikely to occur and will impact the company's ability to ramp production.

We expect the company's plans to increase backlog, open new markets and scale production will be difficult given its reduction in force, continued high cash burn and challenging capital markets. The company has scheduled a special meeting of stockholders for November 11th to approve issuance of shares of common stock, and shares issued pursuant to warrants and convertible notes. Without approval, the company's ability to raise the cash necessary to continue operations will be severely limited.

At the end of June, Arcimoto had \$5 million in cash. We estimate the company raised about \$10 million via its ATM since the end of Q2 and raised another \$9.4 million with a convertible note. Assuming a cash burn of \$10 to \$12 million per quarter leaves the company with \$12 to \$14 million in cash, or enough to get through the early part of Q1 2023.

Our Sell recommendation is based on the significant mismatch between the company's cash needs and cash resources. We expect the company will have to confront painful choices over the coming months as its cash needs are exigent and options are dwindling. We believe the company will be forced to cut costs and scale back its plans for manufacturing capacity. This will result in a reduction in consensus estimates. Our \$0.45 price target is an enterprise value of \$20 million, which is the exercise floor price of the recently issued warrant until stockholder approval is received for the second tranche of notes. Risks to achieving our stock price include financing at terms better than we expect, government subsidies or a takeover.

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Current Price	\$0.70		
Price Target	\$0.45		
Estimates	F2021A	F2022E	F2023E
Revenues (\$000s)	\$ 4,386	\$ 5,750 E	\$ 6,940
1Q March	\$ 1,394	\$ 650 A	\$ 1,735
2Q June	\$ 717	\$ 1,499 A	\$ 1,735
3Q September	\$ 1,498	\$ 1,790 E	\$ 1,735
4Q December	\$ 777	\$ 1,810 E	\$ 1,735
	F2021A	F2022E	F2023E
EBITDA (\$000s)	\$ (38,842)	\$ (44,717)E	\$ (24,989)
1Q March	\$ (6,553)	\$ (10,811)A	\$ (6,192)
2Q June	\$ (8,086)	\$ (12,345)A	\$ (6,228)
3Q September	\$ (9,645)	\$ (11,703)E	\$ (6,265)
4Q December	\$ (14,557)	\$ (9,859)E	\$ (6,303)
EV/Sales	NM	5.3 x	4.4 x
EV/EBITDA	NM	(0.7) x	(1.2) x
Stock Data			
52-Week Range	\$0.68 - \$13.26		
Shares Outstanding (mil.)	44.9		
Market Capitalization (mil.)	\$31		
Enterprise Value (mil.)	\$30		
Debt to Capital	22%		
Cash & Equivalents (mil.)	\$23.4		
Cash/Sh.	\$0.52		
Average Three Months Trading Volume (K)	646		
Insider Ownership	17.5%		
Institutional Ownership	18.9%		
Short interest (mil.)	25.2%		
Dividend / Yield	\$0.00/0.0%		



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Outlook

We project revenue in 2022 of \$5.7 million and \$6.9 million in 2023. These projections are significantly lower than consensus and reflect our belief the company will need to implement cash conservation measures that will impact its ability to grow production and expand sales and marketing. Even so, we project EBITDA losses of \$45 million this year and \$25 million in 2023. And this is before the \$35 million to \$40 million the company has identified it will need for capital expenditures in 2022 and a like amount in both 2023 and 2024. Unless the company is able to find capital to fund these plans, we expect consensus estimates will have to decline sharply.

We estimate current cash balances are not adequate to fund the company's plans. We have assumed capital raises in 2022 and 2023 to fund the company's operations and growth. We believe the need to raise capital will pressure the shares until that uncertainty is mitigated.

Valuation

Ayro and ElectraMeccanica, like Arcimoto, are producing electric vehicles, Ayro for the delivery market and ElectraMeccanica for the consumer market. Both trade close to enterprise value.

		Price	FTM EPS	P/E	TEV (M)	FTM Sales (M)	EV/ Sales	FTM EBITDA	EV/ EBITDA
AYRO	AYRO, Inc.	\$ 0.60			\$ (35.7)				
SOLO	ElectraMeccanica Vehicles Corp.	1.15	(0.52)	(2.2)	(22.2)	29.7	(0.7)	(57.1)	0.4
GPV-CA	GreenPower Motor Company Inc.	2.50	(0.32)	(7.7)	62.4	55.3	1.1	(4.5)	(14.0)
WKHS	Workhorse Group Inc.	2.65	(0.52)	(5.1)	291.6	61.7	4.7	(82.1)	(3.6)
	Average						1.7		
FUV	Arcimoto, Inc.	\$ 0.70	\$ (1.33)	(0.5)	\$ 30.2	\$ 6.8	4.5	\$ (40.7)	(0.7)

Source: FactSet and Dawson James Securities estimates

Our price target of \$0.45 is an enterprise value above both AYRO and ElectraMeccanica. It is also the exercise floor price of the warrant until stockholder approval is received for the second tranche of notes.

The risk of the share price falling below our price target includes the company avoiding actions to cut costs, which would increase cash burn, raising funds at increasingly onerous terms resulting in a spiral of ever-increasing share issuances at lower prices or inability to raise capital altogether. Risks that the share price moves opposite the trajectory predicted in our price target include a takeover, a rally in equity markets that includes Arcimoto, funding from federal, state or local governments, or changes in government policies that drive demand for Arcimoto's products.

Exhibit 1. Income Statement

(\$ in 000's) (except per share data)	FY2019	FY2020	FY2021	Q1 22A	Q2 22A	Q3 22E	Q4 22E	FY2022E	FY2023E
Revenue	\$ 988	\$ 2,176	\$ 4,386	\$ 650	\$ 1,499	\$ 1,790	\$ 1,810	\$ 5,750	\$ 6,940
COGS	2,911	8,251	17,149	4,047	6,104	6,337	5,878	22,366	13,271
Gross Profit	(1,924)	(6,075)	(12,763)	(3,397)	(4,605)	(4,547)	(4,068)	(16,617)	(6,331)
R&D	6,032	3,011	12,106	3,907	3,716	3,754	3,316	14,693	10,151
Sales & Marketing	1,005	2,239	7,000	2,927	3,070	3,101	2,657	11,755	10,788
G&A	5,494	6,091	12,948	2,699	3,786	3,200	2,757	12,442	10,151
Impairment			6,824					0	0
Opex	12,532	11,341	38,879	9,532	10,572	10,055	8,730	38,889	31,090
Operating Income	(14,455)	(17,416)	(51,642)	(12,929)	(15,177)	(14,601)	(12,798)	(55,506)	(37,422)
Interest Income	0	0	0	0	0	0	0	0	0
Interest Expense	(892)	(721)	(216)	(50)	(124)	(124)	(265)	(563)	(872)
Other	5	17	1,360	25	(2,100)	(2,100)	(2,100)	(6,274)	(8,398)
Pretax Income	(15,342)	(18,120)	(50,498)	(12,954)	(17,401)	(16,825)	(15,162)	(62,342)	(46,692)
Taxes	0	0	(2,934)	0	3	0	0	3	0
Net Income	\$ (15,342)	\$ (18,120)	\$ (47,564)	\$ (12,954)	\$ (17,404)	\$ (16,825)	\$ (15,162)	\$ (62,346)	\$ (46,692)
Basic Shares	18,130	28,575	36,704	37,967	39,573	43,321	63,762	46,156	90,861
Basic EPS	\$ (0.85)	\$ (0.63)	\$ (1.30)	\$ (0.34)	\$ (0.44)	\$ (0.39)	\$ (0.24)	\$ (1.35)	\$ (0.51)
Operating Income	(14,455)	(17,416)	(51,642)	(12,929)	(15,177)	(14,601)	(12,798)	(55,506)	(37,422)
Depreciation	710	930	2,348	707	1,020	1,087	1,127	3,942	5,185
Stock Comp	635	1,917	3,628	1,411	1,812	1,812	1,812	6,847	7,248
Other			6,824						
EBITDA	\$ (13,109)	\$ (14,569)	\$ (38,842)	\$ (10,811)	\$ (12,345)	\$ (11,703)	\$ (9,859)	\$ (44,717)	\$ (24,989)

Source: Arcimoto, Inc. and Dawson James Securities estimates

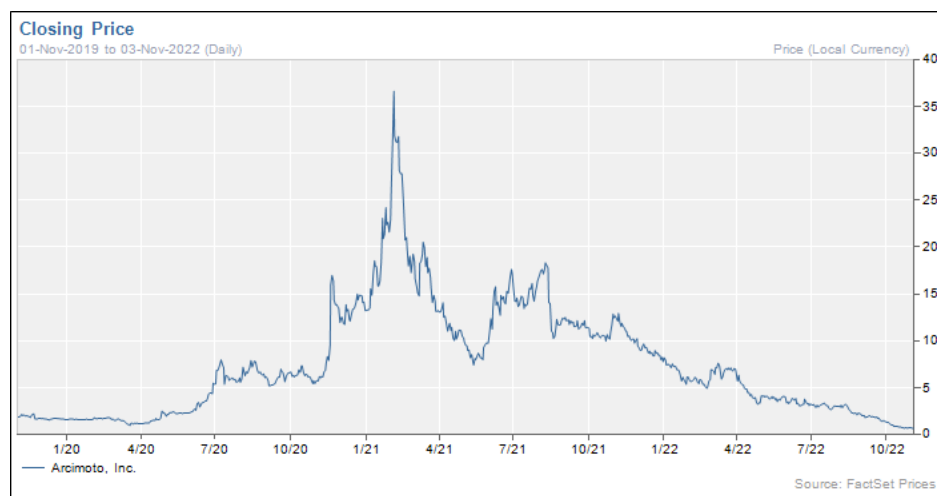
Exhibit 2. Balance Sheet and Cash Flow Statement

(\$ in 000's)	FY2019	FY2020	FY2021	FY2022E	FY2023E
Cash	5,832	39,451	16,971	18,483	904
A/R	244	17	128	414	555
Inventory	3,734	5,104	7,856	10,450	4,084
Prepaid Inventory	1,195	1,030	2,638	2,749	2,749
Other	665	901	2,440	5,522	5,293
Current Assets	11,671	46,503	30,033	37,618	13,585
PP&E	4,733	6,645	24,339	31,120	32,777
Intangible Assets	0	0	9,886	9,044	8,202
Operating lease right of use	0	0	0	1,636	1,636
Other	42	102	141	117	117
Total Assets	\$ 16,446	\$ 53,250	\$ 64,399	\$ 79,535	\$ 56,318
A/P	340	205	2,016	3,329	3,191
Accrued Liabilities	816	431	2,352	3,273	3,137
Customer Deposits	794	606	817	1,079	1,079
NP (net of discount)	3,032	479	2,533	1,706	1,706
Leases (finance and capital)	434	247	352	1,064	1,064
Convertible NP-related Parties	1,151	0	0	0	0
Convertible NP (net of discount)	838	0	0	5,000	3,750
Other	121	289	544	520	520
Note Payable-Other	0	658	0	0	0
Current Liabilities	7,525	2,914	8,614	15,971	14,448
Finance Lease	1,180	535	713	547	547
Equipment notes/LTD	0	2,001	1,185	1,042	1,042
Convertible note	0	0	0	10,477	6,727
Warranty Reserve	45	67	330	353	353
Operating lease	0	0	0	1,043	1,043
Deferred Revenue	86	50	9	5	5
Equity	7,610	47,684	53,548	50,098	32,154
Total Liabilities & Equity	\$ 16,446	\$ 53,250	\$ 64,399	\$ 79,535	\$ 56,318
	FY2019	FY2020	FY2021	FY2022E	FY2023E
Net Income	(15,342)	(18,120)	(47,564)	(62,346)	(46,692)
Depreciation	710	930	2,348	3,942	5,185
Stock Comp	635	1,917	3,628	6,847	7,248
Other	1,186	310	2,807	2,802	0
Working Capital	(1,481)	(1,330)	(511)	(2,413)	6,180
Operating CF	\$ (14,291)	\$ (16,294)	\$ (39,291)	\$ (51,168)	\$ (28,079)
Capx	(255)	(2,843)	(17,356)	(11,108)	(6,000)
Other	0	(60)	(16)	0	0
Investing Activities	\$ (255)	\$ (2,903)	\$ (19,126)	\$ (11,108)	\$ (6,000)
Equity	14,213	54,677	36,540	50,453	16,500
Debt	1,262	(1,862)	(603)	13,336	0
Financing	\$ 15,475	\$ 52,815	\$ 35,937	\$ 63,788	\$ 16,500
Change in Cash	\$ (256)	\$ 33,619	\$ (22,480)	\$ 1,512	\$ (17,579)

Source: Arcimoto, Inc. and Dawson James Securities estimates

Important Disclosures:

Price Chart:



Price target and ratings changes over the past three years:

Initiated – Neutral – March 15, 2022 – Price Target NA
 Update – Neutral – April 4, 2022 – Price Target NA
 Update – Neutral – April 27, 2022 – Price Target NA
 Update – Neutral – May 3, 2022 – Price Target NA
 Update – Neutral – May 17, 2022 – Price Target NA
 Update – Neutral – June 21, 2022 – Price Target NA
 Update – Neutral – July 7, 2022 – Price Target NA
 Update – Neutral – August 16, 2022 – Price Target NA
 Rating Change – Sell – September 6, 2022 – Price Target \$0.45
 Update – Sell – September 30, 2022 – Price Target \$0.45
 Update – Sell – October 7, 2022 – Price Target \$0.45
 Update – Sell – October 24, 2022 – Price Target \$0.45
 Update – Sell – November 3, 2022 – Price Target \$0.45

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- 1) **Buy:** The analyst believes the price of the stock will appreciate and produce a total return of at least 20% over the next 12-18 months;
- 2) **Neutral:** The analyst believes the price of the stock is fairly valued for the next 12-18 months;
- 3) **Sell:** The analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

The following chart reflects the range of current research report ratings for all companies, followed by the analysts of the Firm. The chart also reflects the research report ratings relating to those companies for which the Firm has performed investment banking services.

Current as of 28-Oct-22

	Company Coverage		Investment Banking	
Ratings Distribution	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	24	80%	3	13%
Market Perform (Neutral)	5	17%	1	20%
Market Underperform (Sell)	1	3%	0	0%
Total	30	100%	4	13%

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