

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. Forward-Looking Statements



2020 Full Year/Current

Recap, Not-So-Secret Master Plan, and the Road Ahead

March 31, 2021

AGENDA

This could go long...

- Recap 2020 and Current Events
- Articulate Arcimoto's "Not-So-Secret Master Plan"
- Chart the 2021 Road Ahead/Top-Level Goals
- Answer Investor Questions from Say
- Analyst and Executive Management Panel Q&A



Despite numerous production shutdowns/supply chain woes,
delivered 97 vehicles to customers, a 110% YOY increase.



Expanded product family with pilots of Deliverator and Rapid Responder and prototypes of Cameo and Roadster.



Key pilot programs with Carry It Forward, HyreCar,
Wahlburgers Key West, Orlando, ESFD.



Teamed with DHL for efficient delivery of vehicles
and Agero for roadside assistance nationally



Key partnership with Munro and Associates for Mass Production planning



**Arcimoto Announces Latest Milestone in
Nationwide Expansion Plan with Launch of
Customer Deliveries to Florida**

*Company now accepting nonrefundable deposits for the FUV and Roadster
from preorder customers in Florida, California, Washington, and Oregon*

Shipments to Florida expected to begin in Q1 2021

Opened Florida, first East Coast state, for delivery.



Entered into purchase agreement for new facility to $>5\times$ manufacturing space
targeting capacity of 50k units/yr.



Acquired Tilting Motor Works technology and product portfolio,
to enable Arcimoto's micromobility strategy

2020 BY THE NUMBERS

	2019	2020	Improvement
Revenue	\$1.0M	\$2.2M	120%
Cash on Hand	\$5.8M	\$39.5M	581%
Debt ex. PPP/insurance/ equipment financing	\$5.0M	\$0	INF.



Helped preserve health and safety of team of 170 souls amidst global pandemic
by aggressive and continuous diligence

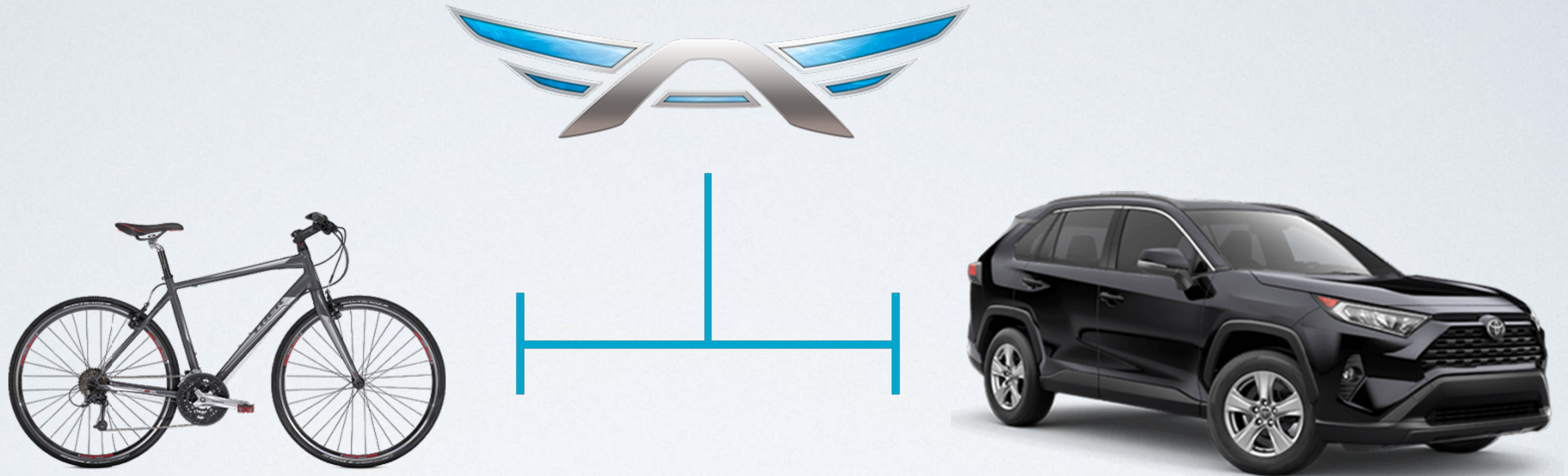
ARCIMOTO'S NOT-SO-SECRET MASTER PLAN



What is Arcimoto? (the word)

ARCIMOTO'S NOT-SO SECRET MASTER PLAN

Mine the Gap



“Run, run as fast as you can. You can't catch me, I'm the gingerbread man.”

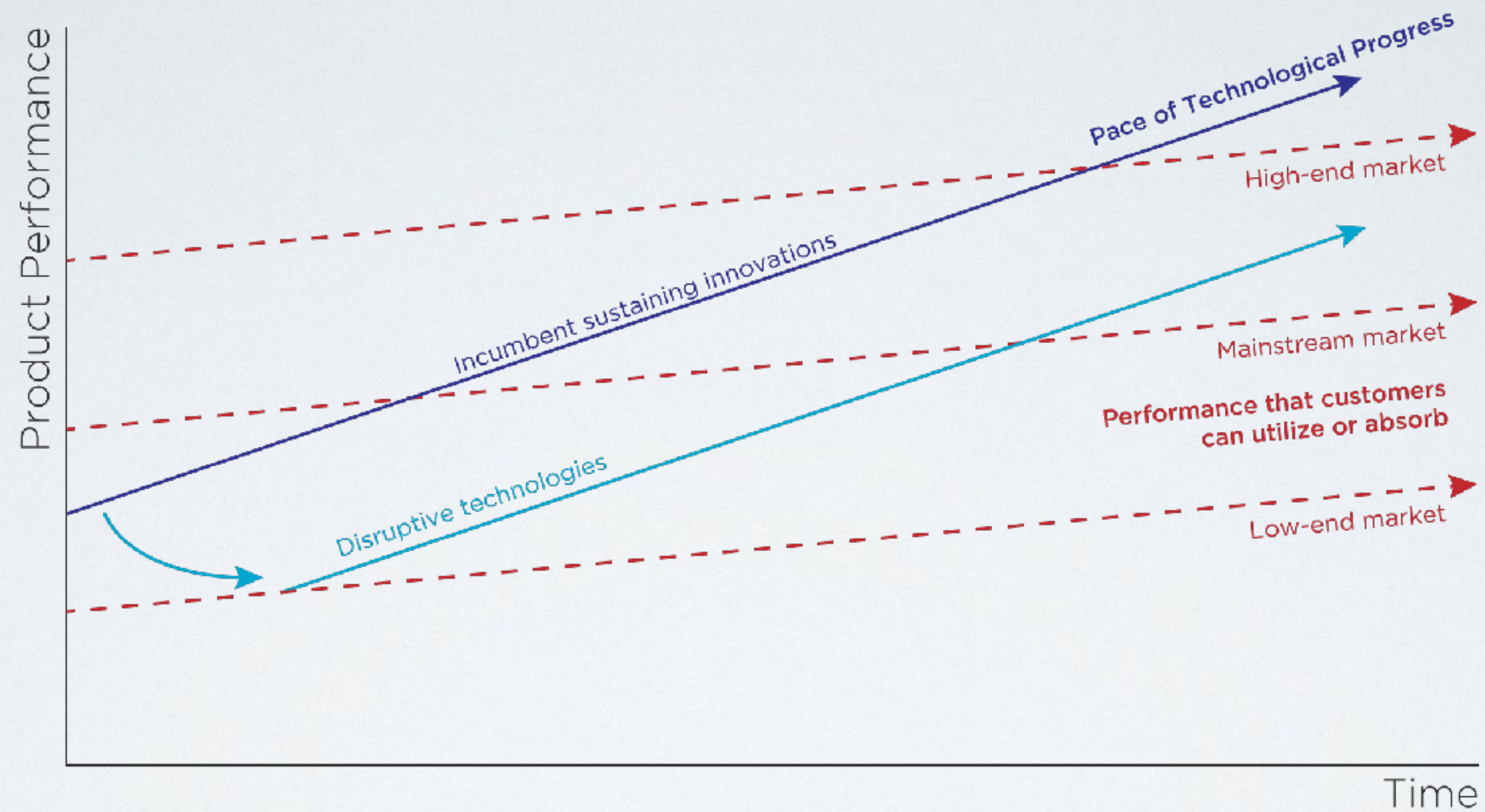
—The Gingerbread Man

START WITH THE MVC

Arcimoto's Durable Competitive Advantage: We Ride for the Brand

- **Mission:**
Catalyze the Shift to a Sustainable Transportation System
- **Values:**
Continuous Improvement
Environmental Efficiency
Fun!
- **Culture:**
How we relate with each other and our stakeholders

DISRUPTION THEORY 101



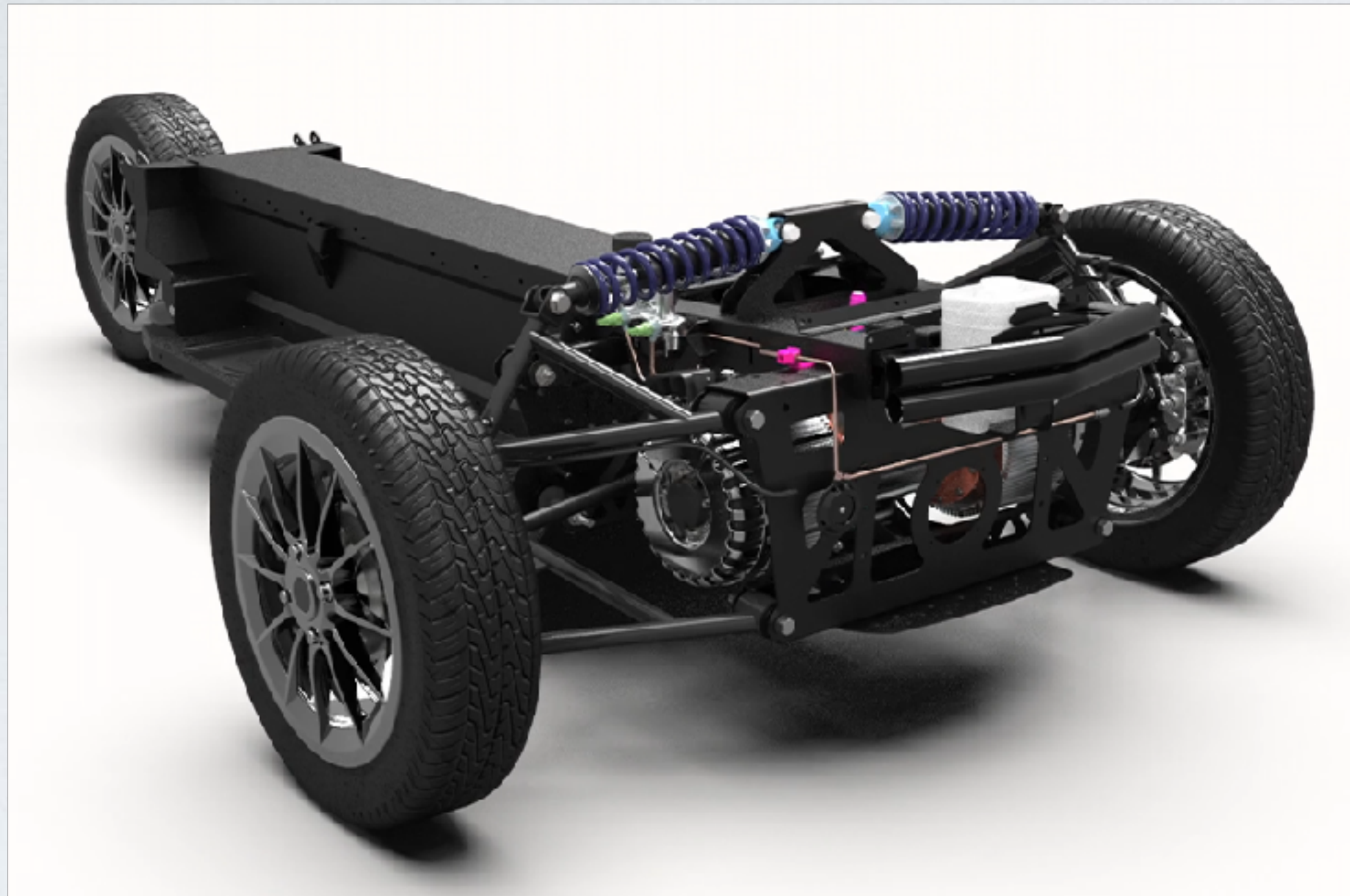
"Price is what you pay. Value is what you get."

- Warren Buffet

	Electric Car Vision	Arcimoto Platform I Vision
Platform Weight Target	4,000 lbs	1,000 lbs
Battery Capacity	50 kWh	20 kWh
Footprint	100 ft ²	35 ft ²
Affordability Target at Mass Production	\$35,000 (Average cost of new car)	\$10,000 (Cost of motorcycle/golf cart)
Peak Efficiency Target	250 Wh/mi	< 150 Wh/mi
Market Need	One or two people going out for coffee	One or two people going out for coffee

PLATFORM I: MANY SHOTS ON GOAL

The Everyday Electric®



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.

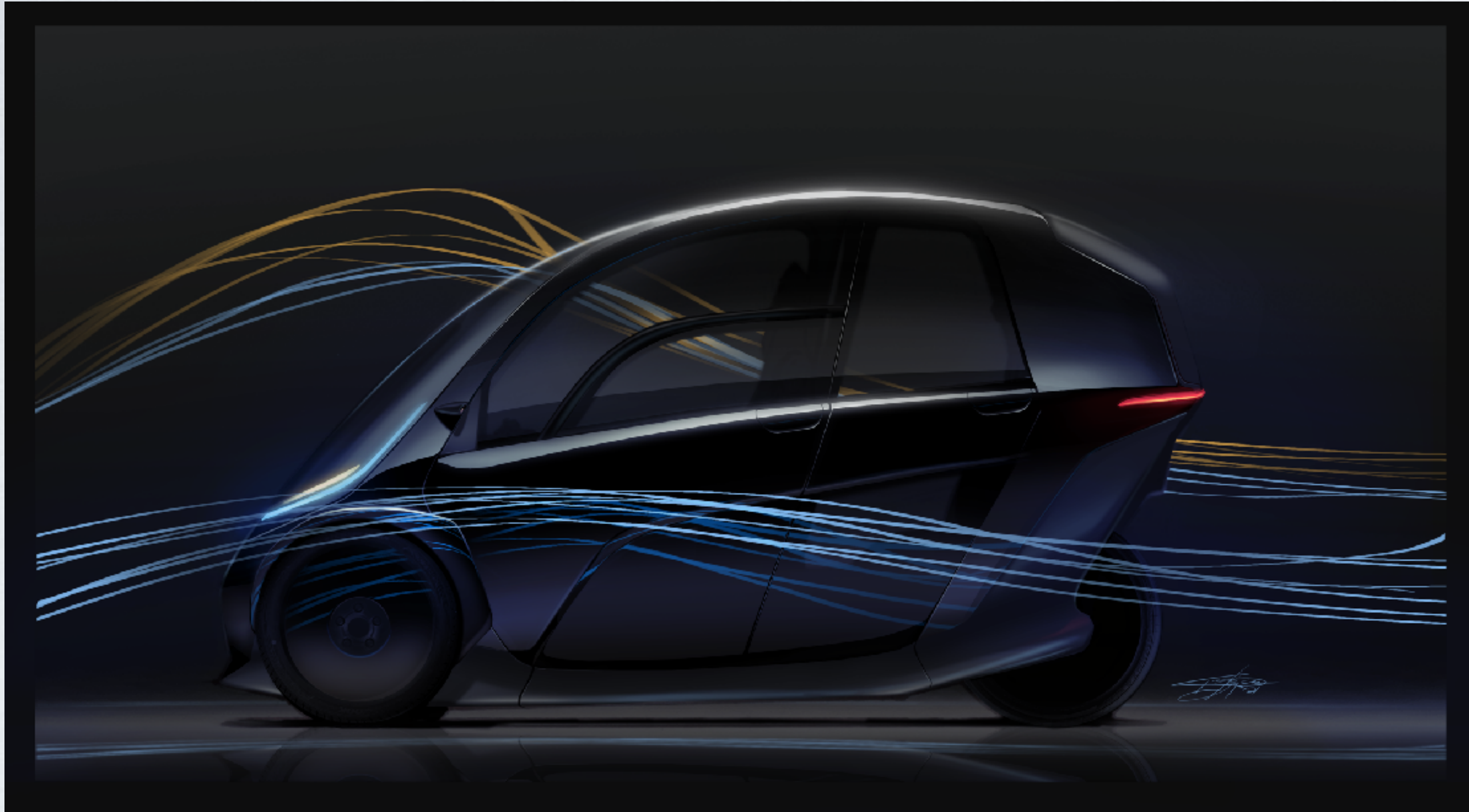
PLATFORM I: MANY SHOTS ON GOAL

The 80% Niche



PLATFORM I: ENDGAME

Personal Mobility, Personal Mass Transit



- Most efficient, most convenient, most fun, most affordable transit
- Summon a ride from mobile device
- Target 3 year time horizon

“People don’t want to buy a quarter-inch drill, they want a quarter-inch hole.”

—Theodore Levitt

PLATFORM 2: ARCIMOTO TILT DIVISION



- Ultralight EVs core to Arcimoto mission
- E-bike market experiencing massive YoY growth
- Acquired Tilting Motor Works
- Multi-product strategy targeting bicycle/scooter/motorcycle+ opportunity

	Electric Car Vision	Arcimoto Platform 1 Vision	Arcimoto Platform 2 Vision
Platform Weight Target	4,000 lbs	1,000 lbs	150 lbs
Battery Capacity	50 kWh	20 kWh	3 kWh
Footprint	100 ft ²	35 ft ²	8 ft ²
Affordability Target at Mass Production	\$35,000 (Average cost of new car)	\$10,000 (Cost of motorcycle/golf cart)	\$2,000
Peak Efficiency Target	250 Wh/mi	< 150 Wh/mi	< 35 Wh/mi
Market Need	One or two people going out for coffee	One or two people going out for coffee	One or two people going out for coffee

THE ROOT WHY

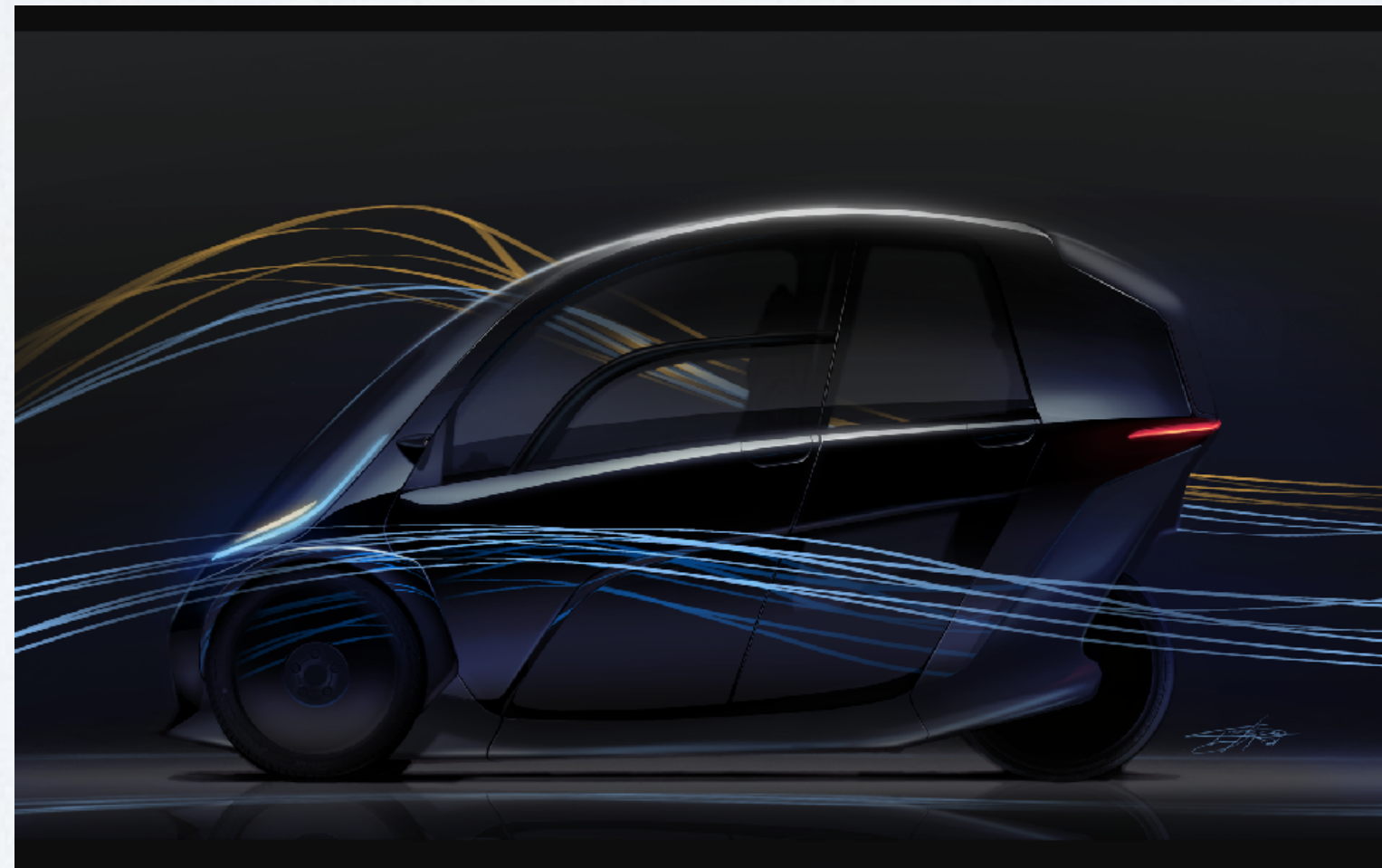
The Graphs Don't Line Up

- We don't achieve the science mandate to achieve near-term transport carbon reduction only by electrifying old ideas- energy/extraction cost too high and materials scarce
- ~80%-85% of ride share - Uber/Lyft/Taxi - just one occupant, so 5-7-passenger 4,000 lb. RoboTaxis are not sole answer
- Need orders of magnitude improvement beyond the electric car:
4X-40X materials reduction \times 5X utilization efficiency = we just might make it
- Row away from danger, row toward opportunity: Parking Lots to Parks

2021 - TOP-LEVEL GOALS

Build the Foundation for the Decade

GOAL: ARTICULATE FULL PLATFORM | PRODUCT FAMILY



GOAL: INTRODUCE FIRST PLATFORM 2 PRODUCT

STAY TUNED!

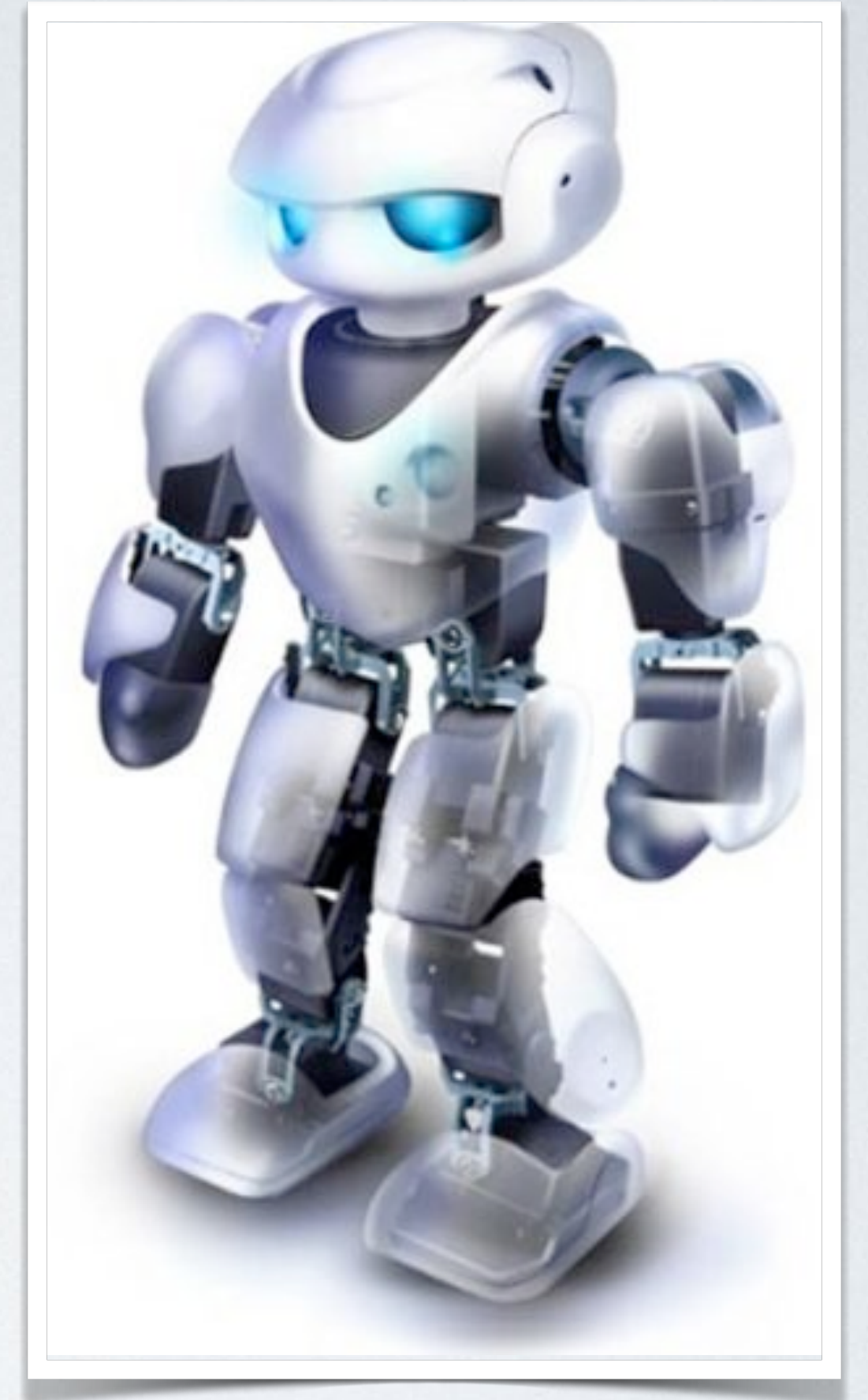
GOAL: DEMONSTRATE SHARED ARCIMOTO BUSINESS MODELS



GOAL: DEMONSTRATE AUTONOMOUS ARCIMOTO



+



GOAL: OPEN EXPERIENCE RENTAL CENTERS IN KEY DESTINATIONS



GOAL: OPEN ADDITIONAL STATES FOR SALES AND SERVICE

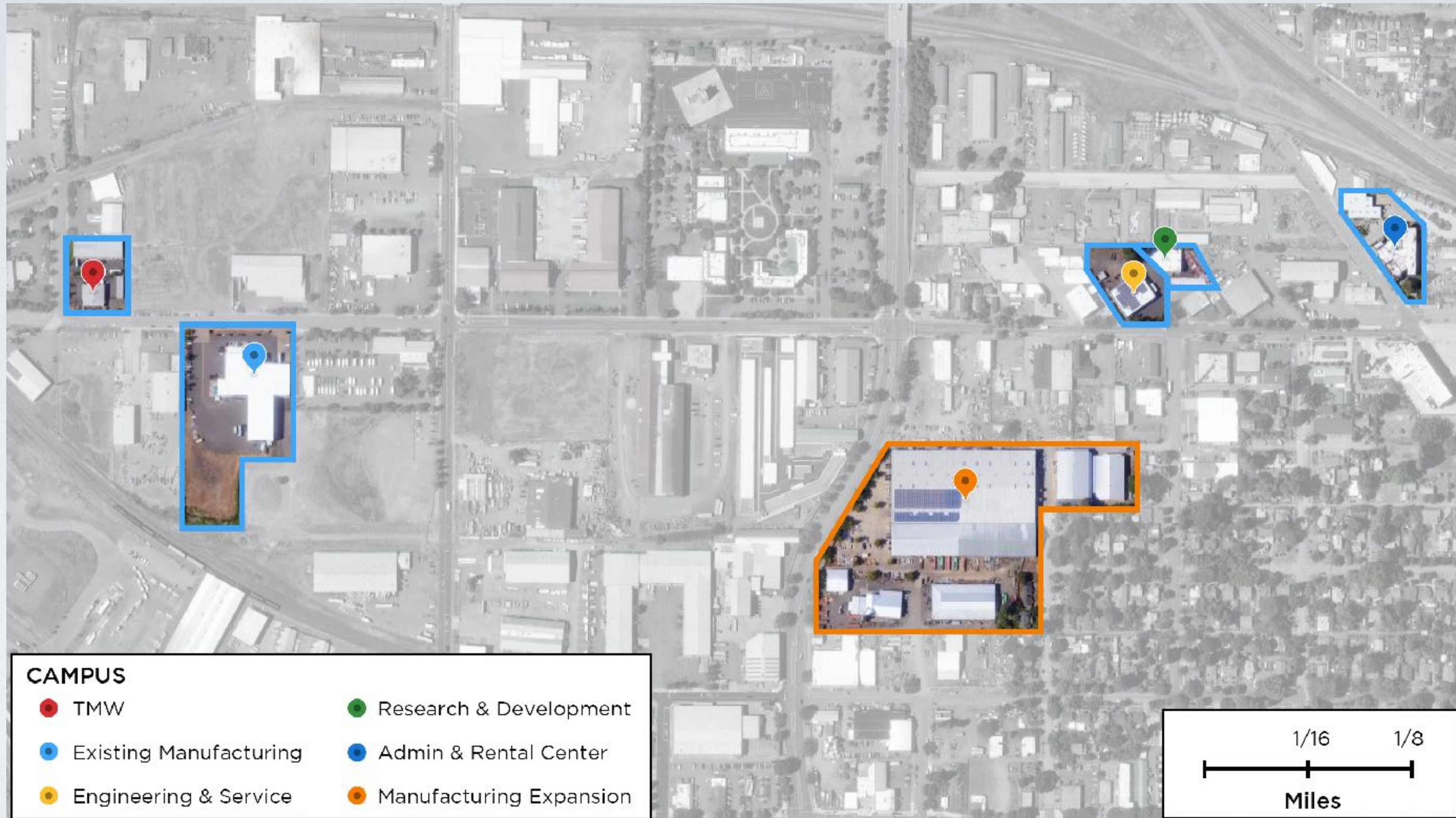


GOAL: SCALE PRODUCTION FINANCING TARGETING ATVMLP

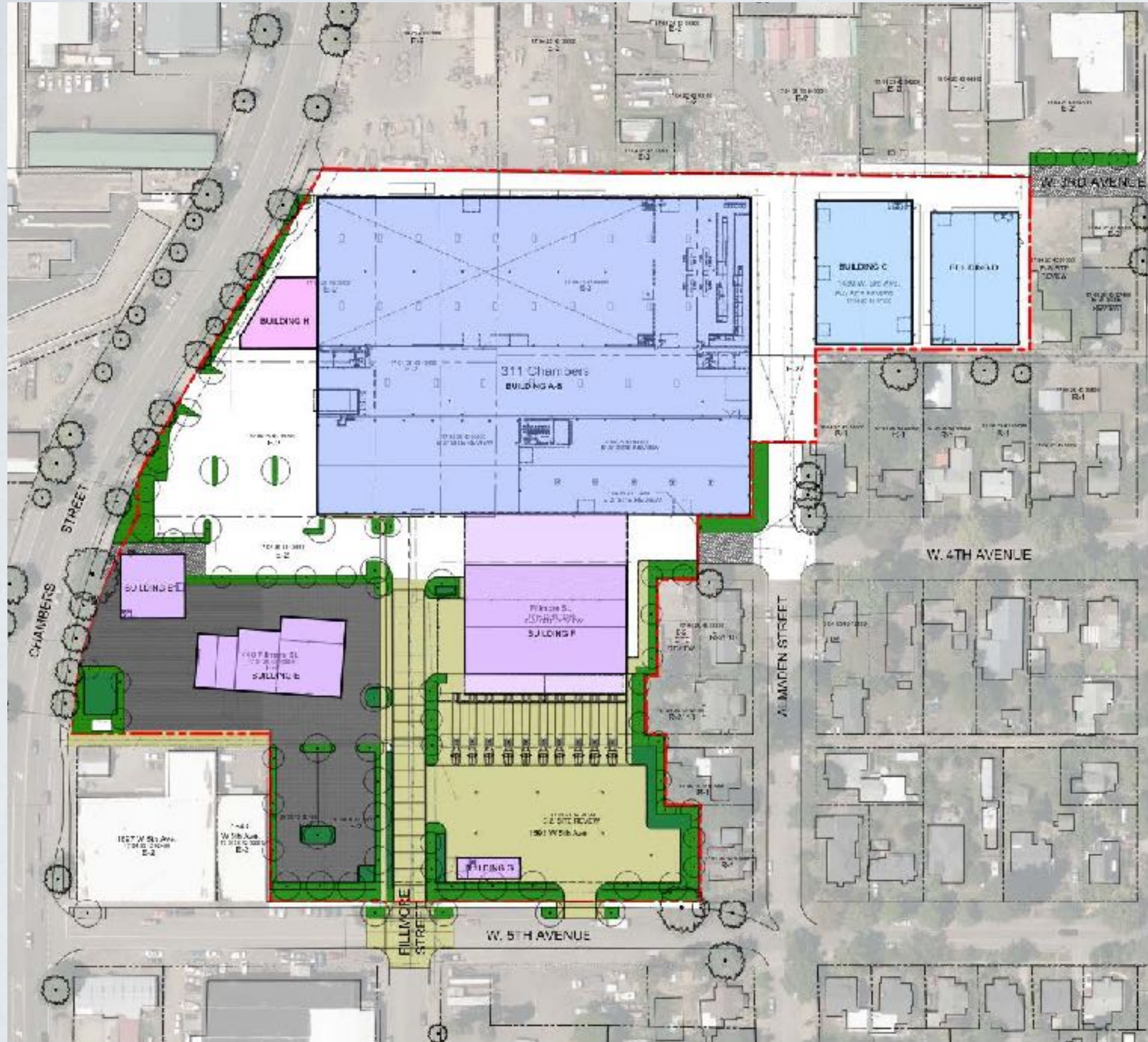


Advanced Technology Vehicles Manufacturing Loan Program

GOAL: EXPAND CAMPUS FOR SCALE PRODUCTION



GOAL: EXPAND CAMPUS FOR SCALE PRODUCTION



- Phase One DD Complete
- Anticipated 4/19/21 closing
- Initial production work in 2021 - automated plastics
- Munro collaboration progressing, targeting 10/22 SOP
- This is “prototype for scale replication” for international expansion

GOAL: PRODUCE AND DELIVER 500+ CUSTOMER VEHICLES



- Big supply chain stoppages easing, expect more pandemic-related glitches through EOY
- Aiming for significant YOY production increase from 2020
- “Smoothly flowing river”
- Targeting demonstration of 4 units/day build by EOQ
- Additional vehicles planned for pilot and shared/rental fleet deployments

GOAL: REFINE PRODUCT OFFERINGS THROUGH PILOT FEEDBACK



- Case Study: ESFD
- Case Study: Orlando
- Away Team vaccine eligible starting April 5
- Get “Butts in Seats” to drive preorders, fleet LOIs, and fill scale production pipeline



<http://arcimoto.com/ir> <mailto:investor@arcimoto.com>