





"One of my earliest memories is of my Dad and me sitting on the kitchen floor. We were cleaning up an old car starter motor. His idea was to mount it on my little red pedal tractor. He was way ahead of his time with that idea – electric riding toys are everywhere today – that was over 60 years ago and it sure made an impression on me!"

John McMillian
Founder & CEO



Problem: *Range Anxiety*

Range Anxiety is worry on the part of a person driving an electric car that the battery will run out of power before the destination or a suitable charging point is reached.

"Range anxiety is often cited as the most important reason why many are reluctant to buy electric cars."



As reported by:
USA TODAY



gizmag

knox news.
PART OF THE USA TODAY NETWORK



YAHOO!



We make electric vehicles cool by providing a high performance, three-wheeled, three-passenger, all-electric commuter car that's convenient, economical, pollution free, safe, and fun to drive.



Solution: *the Defiant EV³ Roadster*TM

The typical vehicle used for commuting is parked 95% of the time.



A simple 120-volt outlet is all you need for our electric roadster to have a range of up to 200 miles per day!



*The pollution free Defiant EV³ Roadster*TM

Standard 120-volt outlet (home & work)

8 hour recharge (3X faster than a Leaf)

Daily Range 200+ miles

70+ MPH

Price \$24,950 (Net \$19,950 After Tax Rebate)

Each Roadster saves 30 barrels of crude oil/year





What About Level II Charging?



*The Defiant recharges in ½ the time
from Level II Charging Stations*

50% Charge





Technology Validation: *Why don't we need \$100,000,000?*

Assembling Motorcycles; Not Building Cars!

Meet/Exceed All Autocycle Safety Regulations

No Government Crash Testing

Québec Advanced Transportation Institute (ITAQ)

Leveraging Existing Technology

Manufacturing Scalability

Basic CAD Complete

95% Fewer Parts

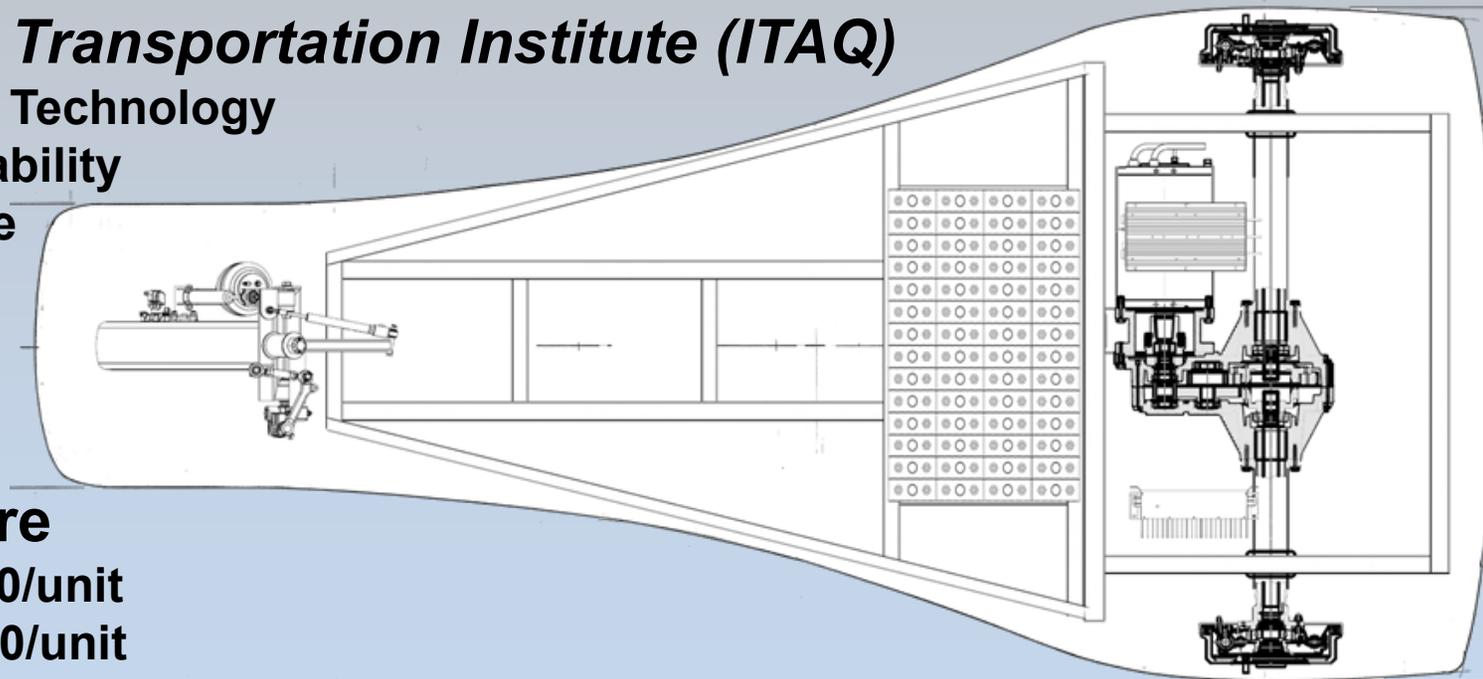
Molds Built

IP > \$1M

Cost to Manufacture

Low Volume: \$18,750/unit

Gross Margin: \$6,200/unit





Market: *"Eco-Sports Car Buyers", Fleets, & Agencies*

Eco-Sports Car Buyer:

| | |
|-----------------------|---------------------------------|
| Daily Commute: | <50 miles |
| Gender: | 75% male |
| Age: | 35 to 55 |
| Location: | Suburban/Urban |
| Family Income: | \$65k to \$125k |
| Occupation: | White & Blue Collar |
| Education: | Technical School/College |

Fleets & Agencies:

Corporate Fleets and Resort Rental Car Agencies



Market: Size and Go-to-Market Strategy

Initial Obtainable U.S. Market at Startup: 6,000+ units per year

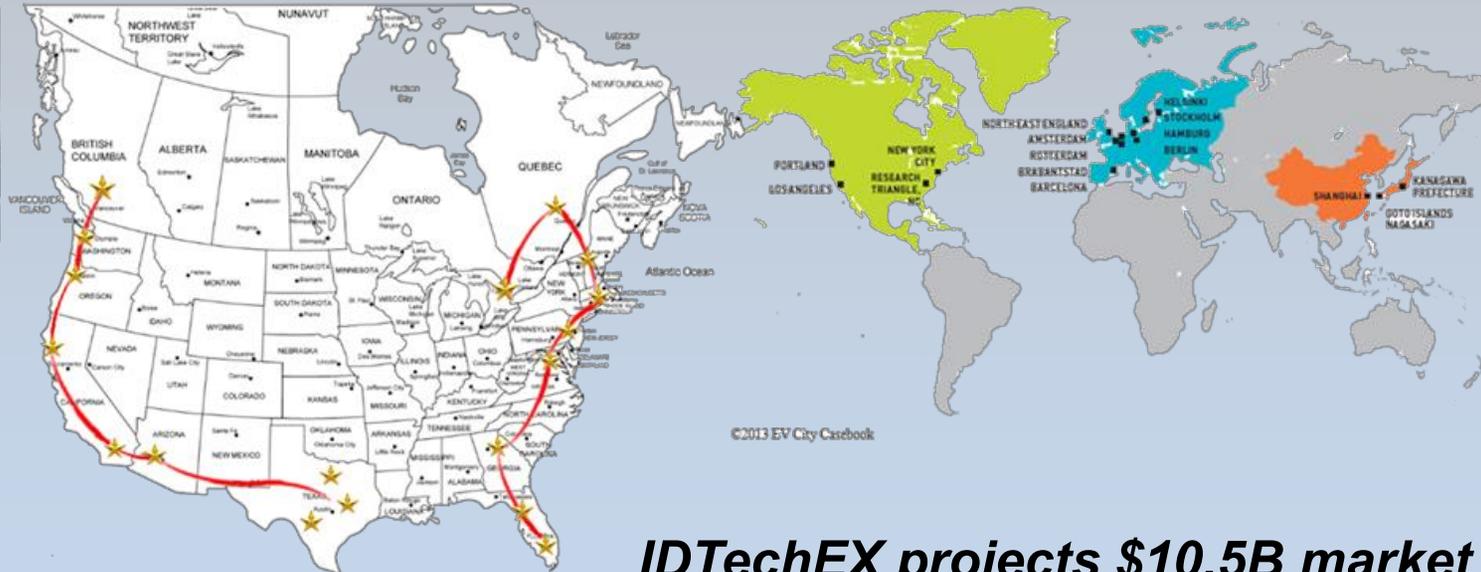
Go-to-Market Strategy: Assembly Factory → Nonexclusive Dealer Network & Service Centers

Start-up: Year 0 to 1.5

Ramp-up: Year 1.5 to 3.5

Growth: Year 3.5+

Assembly Facility:
To be established in vacant car dealership.



IDTechEX projects \$10.5B market for 3-wheeled EVs by 2025.



Market: Competitive Matrix

| FACTOR | Defiant EV3 | STRENGTH | WEAKNESS | Morgan | Arcimoto Fun | Solo | IMPORTANCE TO CUSTOMER |
|----------------------|---|----------|----------|---|---|---|------------------------|
| Image and Style |  | ✓ | |  |  |  | High |
| Price (MSRP) | \$24,950 | ✓ | | \$44,000+ | \$19,900 | \$16,000+ | High |
| Occupancy | Seats 3 | ✓ | | Seats 1 | Seats 2 | Seats 1 | Medium |
| Classification | Autocycle | ✓ | | Motorcycle | Motorcycle | Motorcycle | Medium |
| 0 to 60 MPH | 8 Seconds | ✓ | | 7 Seconds | 8 Seconds | 8 Seconds | Medium |
| Range | 100+ Miles | ✓ | | 120 Miles | 80 Miles | 100 Miles | High |
| Energy Used @ 40 MPH | 100 WH/Mile | ✓ | | 225 WH/M (Est) | 225 WH/M (Est) | 150 WH/M (Est) | Low |
| Recharge @ 120V | 8 Hours (200+ miles daily range.) | ✓ | | 14 Hours | 8 Hours | 10 Hours (Est) | High |
| Recharge @ Level II | 3 hours | ✓ | | 5 hours | 4 hours | 3 Hours | High |
| Service | Establishing Nationwide Dealership | ✓ | | Dealership (14 in U.S) | None | None | High |



Market: Traction and Validation

With Less Than \$1000 in Paid Advertising:

1000+ Facebook Followers

2500+ LinkedIn Network

630+ Followers on YouTube – with 500,000+ views

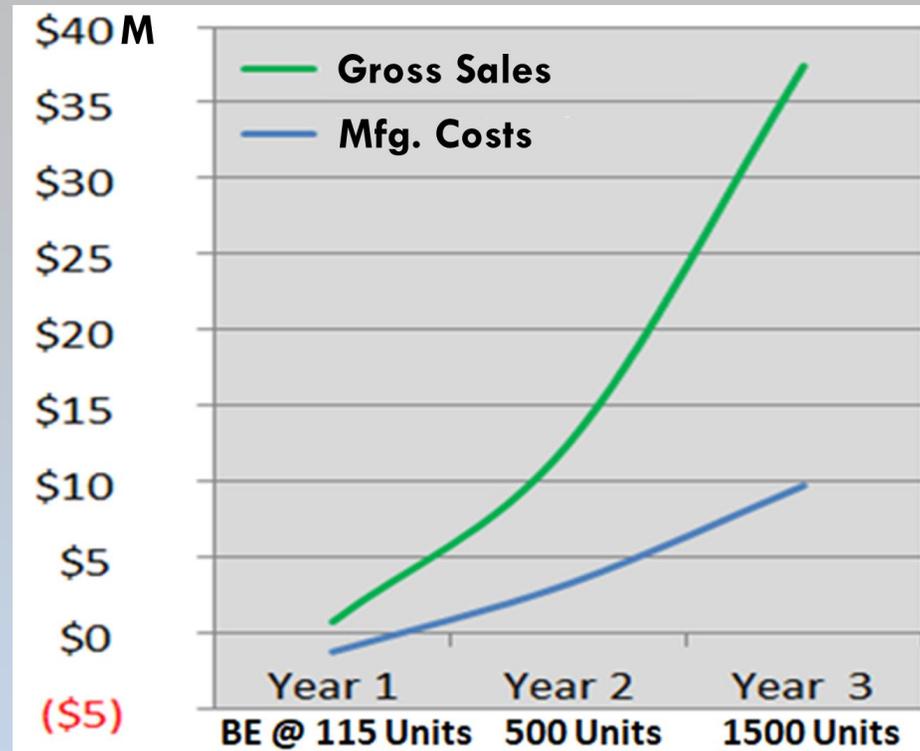
1200+ Newsletter Subscribers

120+ Customers on wait list; \$2.9M pre-orders





Financial Analysis



**Beginning with first year of production.
Lower costs are factored in to account for increased
production economies of scale and lower component costs.**



Executive Summary: Team Shockwave

Leadership Team:



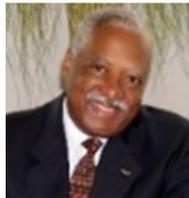
John McMillian
Founder & CEO
Decades of
experience with
electric vehicles,
leadership, &
transportation.



Normand Rheault
Cofounder & HR
Manager Consultant
at Hyundai Motors
Canada, & Rolls-
Royce Limited.



Carrie Fair
Cofounder & Media
Relations, sales, &
social media.



John Felder
(Advisor) CEO at
Cayman Automotive
and Premier
Automotive Export.



Richard Otness
(Mentor) MBA
Harvard, operations
& industrial
engineering.



Thom Reed
Spokesperson
Founder International
Model & Artist Group
"Miami Models" (South
Beach) & Paraween
Entertainment.

Fabrication Team:



Richard Webb
Master Fabricator

Andrew Crider
Fabricator



Executive Summary: Milestones/Validation/Funding

Milestones:

- \$2.9+M in pre-orders**
- Third Prototype = MVP**
- SAE Certified**
- Automotive Supplier Agreements**
- \$1M+ IP Generated by ITAQ**

Validation:

- 2019 National Cleantech Open Competition: *Top Ten Finalist***
- 2018 Cleantech Open Accelerator: *Southeast Region Winner***
- 2017 TiECon Detroit: *Excellence in Entrepreneurship Award***
- 2016 IDTechEx: *Most Significant Innovation in EVs***
- 2016 Featured on Discovery Channel's *"All-American Makers"***

Investments:

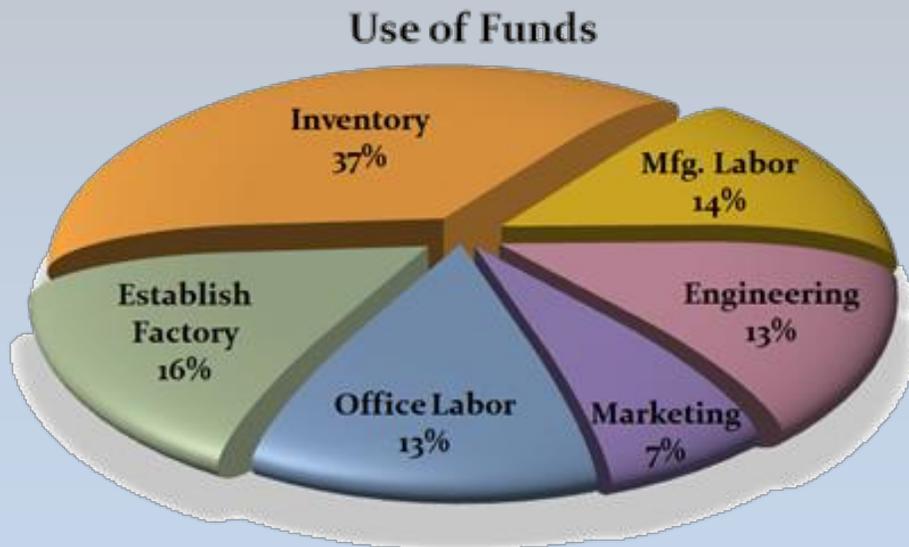
- \$395K – founders, in-kind services, sponsorships, and pitch contests***





Looking Forward

Seeking additional funds to establish the assembly facility, dealer network, & begin production in the next 12 to 18 months.





Exit Scenario Options



Management
Buy Out

Share Buy
Back

Merger and
Acquisition

Initial Public
Offering

EV Companies



BYD
Company



Tesla, Inc.



General
Motors



Electra
Meccanica



Zero
Motorcycle

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