

March 24, 2021

Electric Vehicle Market

Companies mentioned:

BEEM	Buy
Target Price:	\$90.00
Closing Price:	\$40.20
Market Cap (M):	320.5
Avg. Daily Volume:	690.1
GP	Buy
Target Price:	\$45.00
Closing Price:	\$23.64
Market Cap (M):	567.4
Avg. Daily Volume:	761.9

Sector Developments, Consistent Strategies, and Unchanged Outlook for Large Orders Support Our Buy Ratings on BEEM and GP

Summary

- While share prices for most electric vehicle (EV) companies are down year-to-date after meaningful increases in 2020, we reiterate our view that Beam Global (BEEM) and GreenPower (GP) are well-positioned to become much larger and more profitable companies in the fast-growing and ESG-friendly EV market.
- EV sector developments that support our long-term market forecasts for a US EV sales CAGR of 23% through 2030 (see page 4) include ongoing dedication from gasoline car companies to electrification strategies and a wireless charging order for GP.
- Most EV companies we recently spoke with continue to execute consistent strategies to expand production capacity and distribution agreements.
- Our EV panels last week showed that most EV companies remain optimistic about announcing large orders this year.
- We continue to expect BEEM and GP will secure larger orders, which should lead to economies of scale and visibility into the timing of future free cash flow.
- We maintain our Buy ratings on BEEM and GP as we expect both companies will announce larger orders from both current and new customers.

Details

BEEM and GP remain optimistic about consistent strategies leading to large orders. BEEM and GP continue to execute consistent strategies to win large orders. Specifically, BEEM can support larger orders from its current manufacturing facility by adding workers and shifts. GP has already announced plans to increase monthly production of electric school buses and shuttle vans ahead of larger orders, and yesterday, the company announced an order for four electric shuttle vans with wireless charging technology. Other companies participating on our EV panels last week include AYRO (AYRO - Not Rated), Flux Power (FLUX - Buy), iSun (ISUN - NR), SPI Energy (SPI - NR), and VivoPower (VVPR - NR).

Share prices of old economy car companies have outperformed with other cyclical so far this year. Large gasoline companies remain dedicated to building large EV businesses, in our view. As a result of a rebound in gasoline prices and near-term US stimulus benefits, share prices for many gasoline car companies and cyclical industrial companies outperformed so far this year. For instance, Volkswagen (VOW:GR - Not Rated) shares increased 49% YTD after a 14% drop last year. Last week, Volkswagen held a battery and EV day, similar to General Motors (GM - NR) and Tesla (TSLA - NR) events from last year. Other companies, including Lion Electric (planning a merger with special purpose acquisition company Northern Genesis [NGA, Not Rated]), continue to announce plans to rapidly expand EV businesses with new factories and/or products. We believe all of these announcements support consistent strategies from EV companies that already generate revenue and have products with repeat customers, notably BEEM and GP.

Maintain Buy ratings on BEEM and GP. BEEM currently trades at an EV/revenue multiple of 18x our 2021 revenue estimate compared to a 68x average for other charging companies. We reiterate our Buy rating on BEEM shares and \$90 price target, representing 25x our 2022 revenue estimate, based on our outlook for sustainable demand. GP currently trades at 17x our CY21 revenue estimate compared to a 15x average for other EV companies that sell mostly to commercial customers. We reiterate our Buy rating on GP shares and our \$45 price target, representing 14x our CY22 forecast, based on our outlook for sustainable demand from shuttle bus, delivery van, and school bus customers for electric vehicles.

Electric Vehicle Market

Tate Sullivan, CFA
(212) 895-3527
tsullivan@maximgroup.com

EV INDUSTRY DEVELOPMENTS

Growing dedication to clean energy can support EV business models. Companies on our EV panels mentioned multiple customers that continue to introduce clean energy policies. For instance, BEEM mentioned Amazon's plans to name a new sports stadium in Seattle the "Climate Pledge Arena". GP mentioned airports introducing mandates to use more clean energy and by default use more EVs. Also, VVPR mentioned an effort by more stadiums to install EV charging stations.

Gasoline car companies continue to introduce EVs. Jeep introduced a new hybrid EV Wrangler product this week. This Wrangler will run in electric mode when the battery has more than a 1% charge, according to Jeep's website. During one of our EV panels last week, BEEM mentioned Jeep's plans to have solar powered charging stations in remote locations near hiking trails.

Figure 1. Sample Jeep Wrangler Hybrid EV Charging Cable



Source: Jeep website

We expect sports arenas will continue to announce new clean energy and EV plans. XL Fleet (XL - NR) announced last month that it will help the new UBS Arena in New York (stadium for the New York Islanders) install 1,000 EV charging stations. Also, XL plans to develop solar and energy storage infrastructure for the arena. This infrastructure will allow commercial fleets in the area to charge when there are no sporting events and during off-peak hours, according to XL's press release. During our EV panel, VVPR provided more detail on its partnership with the Tottenham Hotspur club to develop a net zero carbon business with on-site battery storage and rooftop solar panels, among other infrastructure.

GP mentioned more organizations announcing mandates to use more clean energy. During one of our panels, GP mentioned more airports may introduce mandates to reduce air pollution by using more solar power and EVs. Separately, VVPR mentioned that many global mining companies already have aggressive goals to reduce emissions. Mining company BHP (BHP - NR) issued a press release on 1/8/21 that the company started a new LEV trial at its "Nickel West operations" in both above-ground and underground operations. Also, BHP indicated it has other LEV trials underway with other suppliers at the Olympic Dam mine in South Australia and Broadmeadow in Queensland as part of the company's effort to reduce greenhouse emissions by 30% by 2030. Batteries in LEVs include a high proportion of nickel, which can make BHP nickel mines both a raw material producer and a consumer in the EV market, according to BHP.

EV COMPANY VALUATIONS

Ticker	Name	Price	Market cap.	EV-to-rev. '21	EV-to-rev. '22	'21E rev. growth	'22E rev. growth	Net debt-to-equity	Price-to-book value	Stock price change:			Rating	# of analysts
										MTD	YTD	'20		
<u>EV companies focused on commercial customers (alphabetical by company name)</u>														
ACTC	ArcLight/Proterra	\$16.70	\$4,010	13.2x	7.4x	27%	78%	-32%	1.7x	-20%	51%	13%	NR	
CIIC	CIIG Merger/Arrival	\$23.81	\$14,433	n/m	13.6x	n/m	n/m	-13%	2.7x	4%	-15%	183%	NR	1
FIII	Forum Merger/ELMS	\$10.09	\$1,438	9.9x	2.0x	n/m	402%	-16%	1.0x	-4%	-25%	37%	NR	
GIK	GigCapital3/Lightning	\$10.86	\$894	16.9x	3.0x	600%	462%	21%	1.1x	-8%	-18%	34%	NR	2
GP	GreenPower Motor	\$23.64	\$567	16.9x	6.9x	301%	146%	-49%	15.7x	-3%	-19%	1841%	Buy	5
NGA	Northern Genesis/Lion	\$18.80	\$3,664	15.8x	4.8x	603%	227%	-33%	2.7x	-6%	6%	83%	NR	
WKHS	Workhorse Group	\$14.54	\$1,752	16.3x	6.2x	n/m	163%	19%	n/m	-10%	-26%	551%	NR	7
XL	XL Fleet	\$10.97	\$1,577	16.3x	4.4x	259%	273%	-35%	1.6x	-23%	-54%	139%	NR	2
<u>EV companies in commercial and mass consumer market</u>														
GOEV	Canoo	\$14.77	\$3,616	25.1x	9.2x	n/m	173%	-35%	2.1x	15%	7%	36%	NR	2
CCIV	Churchill/Lucid	\$24.05	\$38,473	n/m	15.4x	n/m	n/m	-37%	3.3x	-22%	140%	1%	NR	
FSR	Fisker	\$19.29	\$5,594	n/m	10.7x	n/m	n/m	-34%	1.9x	-32%	32%	44%	NR	7
HYLN	Hyllion	\$12.50	\$2,080	263.1x	9.5x	547%	2678%	-103%	5.7x	-17%	-24%	65%	NR	4
RIDE	Lordstown	\$12.59	\$2,095	16.0x	1.2x	n/m	1283%	-104%	7.7x	-35%	-37%	102%	NR	5
NKLA	Nikola	\$15.00	\$5,387	218.9x	17.6x	n/m	1143%	-59%	4.7x	-17%	-2%	48%	NR	7
TSLA	Tesla Inc	\$662.16	\$736,984	15.2x	11.6x	55%	30%	-34%	33.2x	-2%	-6%	743%	NR	36
<u>EV charging infrastructure</u>														
BEEM	Beam Global	\$40.20	\$322	17.9x	8.7x	193%	105%	-90%	13.0x	-5%	-46%	1483%	Buy	5
BLNK	Blink Charging	\$38.30	\$1,211	88.5x	47.7x	151%	85%	-86%	74.6x	0%	-10%	2198%	NR	4
CHPT	ChargePoint	\$22.93	\$6,991	33.4x	19.1x	47%	75%	-15%	2.9x	-26%	-43%	309%	NR	4
CLII	CRIS/EVgo	\$12.43	\$3,270	134.8x	49.9x	43%	170%	-22%	1.2x	-20%	16%	8%	NR	
TPGY	TPG Pace/EVBox	\$18.59	\$2,584	15.0x	8.0x	71%	88%	-30%	1.9x	-10%	-28%	164%	NR	
<u>EV offering with charging and solar</u>														
SPI	SPI Energy Co Ltd	\$7.50	\$167	0.8x	n/a	61%	n/a	30%	3.3x	-16%	-5%	324%	NR	
VVPR	VivoPower	\$8.91	\$151	n/a	n/a	n/a	n/a	17%	3.6x	-8%	-4%	784%	NR	
<u>EV charging and solar</u>														
ISUN	iSun Inc	\$14.11	\$120	2.3x	1.4x	152%	69%	42%	13.3x	3%	137%	140%	NR	1
<u>Electric vehicle-to-grid (V2G) company</u>														
NVVE	Nuvve	\$13.70	\$277	6.4x	2.2x	487%	189%	-69%	2.7x	-3%	-20%	78%	NR	
<u>Light electric vehicle companies in different end markets</u>														
FUV	Arcimoto Inc	\$15.67	\$534	24.2x	7.2x	614%	237%	13%	21.4x	-13%	18%	722%	NR	6
AYRO	A YRO Inc	\$7.80	\$202	n/a	n/a	n/a	n/a	1%	6.6x	9%	28%	38%	NR	1
SOLO	Electrameccanica	\$5.09	\$502	30.7x	9.9x	n/m	210%	1%	6.2x	-18%	-18%	1888%	NR	4
IDEX	Ideanomics (e-Tractor)	\$2.82	\$1,048	n/a	n/a	n/a	n/a	19%	15.3x	-12%	42%	133%	NR	

Source: Thomson Reuters Eikon

Notes: Market capitalization in millions of USDs

US EV CHARGING INFRASTRUCTURE FORECASTS												CAGR
	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	
US population	330,760,270	333,075,592	335,407,121	337,754,971	340,119,256	342,159,971	344,212,931	346,278,209	348,355,878	350,446,013	352,548,689	
<i>US population growth</i>		0.7%	0.7%	0.7%	0.7%	0.6%	0.6%	0.6%	0.6%	0.6%	0.6%	
US vehicles (beginning of period, or BoP)		287,345,000	289,356,415	291,381,910	293,421,583	295,475,534	297,248,388	299,031,878	300,826,069	302,631,026	304,446,812	
Scrapped		13,792,560	13,889,108	13,986,332	14,084,236	14,182,826	14,267,923	14,353,530	14,439,651	14,526,289	14,613,447	
New vehicle sales (a)		15,803,975	15,914,603	16,026,005	16,138,187	15,955,679	16,051,413	16,147,721	16,244,608	16,342,075	16,440,128	0.4%
US vehicles (end of period, or EoP) (b)	287,345,000	289,356,415	291,381,910	293,421,583	295,475,534	297,248,388	299,031,878	300,826,069	302,631,026	304,446,812	306,273,493	
US single-family homes (c)	83,460,000	83,870,000	84,280,000	84,690,000	85,113,450	85,539,017	85,966,712	86,396,546	86,828,529	87,262,671	87,698,985	
Average # of vehicles per home (d)	2	2	2	2	2	2	2	2	2	2	2	
Vehicles unattached to homes (b-c*d)	120,425,000	121,616,415	122,821,910	124,041,583	125,248,634	126,170,353	127,098,453	128,032,977	128,973,968	129,921,469	130,875,523	
US EVs (BoP)		1,600,000	2,674,278	4,212,253	6,852,429	10,911,309	16,437,127	22,207,921	28,222,852	34,318,684	40,495,982	
Retired EVs		32,000	53,486	84,245	137,049	218,226	328,743	444,158	564,457	686,374	809,920	
New EV sales (d)		1,106,278	1,591,460	2,724,421	4,195,929	5,744,044	6,099,537	6,459,089	6,660,289	6,863,672	7,069,255	22.9%
US EVs (EoP)	1,600,000	2,674,278	4,212,253	6,852,429	10,911,309	16,437,127	22,207,921	28,222,852	34,318,684	40,495,982	46,755,317	
<i>EV sales as % of new vehicle sales (d/a)</i>	3.0%	7.0%	10.0%	17.0%	26.0%	36.0%	38.0%	40.0%	41.0%	42.0%	43.0%	
Public charging stations	2,909	4,457	7,020	11,421	18,186	27,395	37,013	47,038	57,198	67,493	77,926	
EVs per public charging station	550	600	600	600	600	600	600	600	600	600	600	
BEEM EV ARCs (BoP)		342	576	1,062	1,724	2,728	4,109	5,552	7,056	8,580	10,124	
Deliveries		234	486	662	1,004	1,381	1,443	1,504	1,524	1,544	1,565	23.5%
BEEM EV ARCs (EoP)	342	576	1,062	1,724	2,728	4,109	5,552	7,056	8,580	10,124	11,689	
<i>EV ARC % of public charging stations</i>	11.8%	12.9%	15.1%	15.1%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	
BEEM EV ARC revenue	\$6,100,000	\$16,100,000	\$34,700,000	\$47,200,000	\$65,248,769	\$89,794,546	\$93,775,409	\$97,742,615	\$99,057,272	\$100,381,092	\$101,714,199	22.7%
BEEM EV Standard revenue	\$0	\$0	\$500,000	\$600,000	\$630,000	\$661,500	\$674,730	\$688,225	\$701,989	\$716,029	\$730,349	
BEEM revenue	\$6,100,000	\$16,100,000	\$35,200,000	\$47,800,000	\$65,878,769	\$90,456,046	\$94,450,139	\$98,430,839	\$99,759,261	\$101,097,121	\$102,444,549	22.8%

Sources: Maxim Group estimates

BEEM INCOME STATEMENT

<i>(\$s and shares in millions)</i>	2018	Mar.	Jun.	Sep.	Dec.	2019	Mar.	Jun.	Sep. A	Dec. E	2020E	2021E	2022E	2023E
Revenue	\$6.2	\$1.2	\$1.6	\$1.8	\$0.5	\$5.1	\$1.3	\$1.5	\$1.2	\$2.1	\$6.1	\$16.1	\$35.2	\$47.8
Cost of sales	6.4	1.2	1.6	1.4	1.0	5.3	1.4	1.4	1.4	1.8	5.9	12.7	28.1	37.3
Gross profit	(0.2)	(0.1)	0.1	0.3	(0.5)	(0.2)	(0.0)	0.1	(0.2)	0.4	0.2	3.4	7.2	10.5
Operating expenses	2.3	0.5	0.7	1.0	0.9	3.1	0.9	0.9	0.9	0.9	3.6	3.7	5.3	7.2
Operating income	(2.5)	(0.6)	(0.7)	(0.6)	(1.4)	(3.3)	(0.9)	(0.8)	(1.1)	(0.6)	(3.4)	(0.2)	1.9	3.3
Interest expense	1.1	0.4	0.3	0.0	0.0	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other income	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	0.0	0.0
Pretax income	(3.6)	(0.9)	(1.0)	(0.6)	(1.4)	(3.9)	(0.9)	(0.8)	(1.1)	(0.6)	(3.4)	(0.2)	1.9	3.3
Taxes	0.0	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	(3.6)	(0.9)	(1.0)	(0.6)	(1.4)	(3.9)	(0.9)	(0.8)	(1.1)	(0.6)	(3.4)	(0.2)	1.9	3.3
Diluted shares outstanding	2.9	2.9	4.7	5.1	5.2	4.5	5.2	5.3	6.6	7.5	6.1	9.0	10.6	11.5
GAAP EPS	(\$1.24)	(\$0.33)	(\$0.21)	(\$0.12)	(\$0.27)	(\$0.88)	(\$0.18)	(\$0.16)	(\$0.17)	(\$0.07)	(\$0.56)	(\$0.02)	\$0.18	\$0.29
EBITDA	(2.5)	(0.6)	(0.7)	(0.6)	(1.4)	(3.2)	(0.9)	(0.8)	(1.1)	(0.5)	(3.4)	(0.2)	1.9	3.4
Backlog	4.4	3.7	2.5	1.2	2.0	2.0	3.6	2.6	2.1	2.0	2.0	15.0	17.1	17.6
EV ARC deliveries (estimate)											94	234	495	662
EV Standard deliveries											0	0	67	80
<u>Year-over-year growth (rounded)</u>														
Revenue	336.4%	-58.6%	94.2%	90.3%	-67.0%	-17.7%	8.3%	-6.3%	-33.3%	320.0%	19.6%	163.9%	118.6%	35.8%
GAAP EPS	-4.3%	7.3%	21.2%	43.0%	35.5%	29.0%	45.5%	23.8%	-41.7%	74.1%	36.4%	n/m	n/m	n/m
<u>Margins</u>														
Gross profit margin	-3.1%	-4.5%	3.7%	19.1%	-101.4%	-3.0%	-3.0%	3.8%	-15.3%	16.7%	2.9%	21.4%	20.3%	22.0%
EBITDA margin	-40.0%	-47.6%	-40.8%	-33.8%	-278.0%	-62.9%	-70.8%	-56.4%	-87.8%	-26.0%	-55.4%	-1.2%	5.4%	7.1%
Net income margin	-58.4%	-79.8%	-60.0%	-34.2%	-279.9%	-76.9%	-71.6%	-57.8%	-88.9%	-26.2%	-56.2%	-1.3%	5.3%	7.0%

Sources: Company reports and Maxim Group estimates

BEEM CASH FLOW STATEMENT

<i>(\$s in millions)</i>	2018	Mar.	Jun.	Sep.	Dec.	2019	Mar.	Jun.	Sep. A	Dec. E	2020E	2021E	2022E	2023E
Net income	(\$3.6)	(\$0.9)	(\$1.0)	(\$0.6)	(\$1.4)	(\$3.9)	(\$0.9)	(\$0.8)	(\$1.1)	(\$0.6)	(\$3.4)	(\$0.2)	\$1.9	\$3.3
Depreciation and amortization	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Change in accounts receivable	(1.3)	0.1	(0.2)	0.3	0.3	0.5	(0.2)	0.1	(0.5)	0.1	(0.4)	(0.7)	(0.3)	0.9
Change in inventories	1.2	(0.1)	(0.2)	(0.2)	(0.1)	(0.7)	(0.7)	0.2	0.4	0.2	0.1	(2.5)	(7.7)	(5.4)
Change in accounts payable	0.9	0.2	(0.9)	0.1	(0.2)	(0.9)	0.5	(0.6)	0.0	(0.0)	(0.1)	0.2	0.0	(0.2)
Other changes	2.0	0.5	(0.3)	(0.2)	0.0	0.1	(0.2)	0.3	0.3	0.0	0.4	0.0	0.0	0.0
Cash from operations	(0.7)	(0.2)	(2.6)	(0.6)	(1.4)	(4.9)	(1.6)	(0.8)	(0.9)	(0.2)	(3.4)	(3.2)	(6.0)	(1.4)
Capital expenditures	(0.0)	(0.0)	(0.0)	(0.0)	0.0	0.0	(0.1)	(0.0)	(0.0)	(0.0)	(0.2)	(0.1)	(0.1)	(0.1)
Other changes	(0.0)	(0.0)	(0.0)	0.0	0.0	0.0	(0.0)	(0.0)	(0.0)	0.0	(0.1)	0.0	0.0	0.0
Cash from investing	(0.0)	(0.0)	(0.0)	0.0	0.0	0.0	(0.1)	(0.0)	(0.0)	(0.0)	(0.2)	(0.1)	(0.1)	(0.1)
Change in equity	0.3	0.0	13.2	0.0	0.0	13.2	0.0	0.0	11.6	10.5	22.1	7.6	0.0	0.0
Change in debt	0.6	0.5	(3.4)	0.0	(0.0)	(2.9)	(0.2)	0.3	0.0	(0.3)	(0.2)	0.0	0.0	0.0
Other	(0.3)	(0.4)	(1.4)	(0.0)	0.0	(1.7)	0.5	0.0	(0.3)	0.0	0.2	0.0	0.0	0.0
Cash from financing	0.6	0.1	8.4	(0.0)	(0.0)	8.5	0.3	0.4	11.3	10.1	22.0	7.6	0.0	0.0
Change in cash	(0.2)	(0.1)	5.8	(0.6)	(1.4)	3.7	(1.4)	(0.5)	10.4	9.9	18.4	4.4	(6.1)	(1.5)
Ending cash	0.2	0.1	5.9	5.3	3.8	3.8	2.4	2.0	12.3	22.2	22.2	26.6	20.5	19.0

Sources: Company reports and Maxim Group estimates

BEEM BALANCE SHEET

(\$s in millions)	2018	Mar.	Jun.	Sep.	Dec.	2019	Mar.	Jun.	Sep. A	Dec. E	2020E	2021E	2022E	2023E
Cash and equivalents	\$0.2	\$0.1	\$5.9	\$5.3	\$3.8	\$3.8	\$2.4	\$2.0	\$12.3	\$22.2	\$22.2	\$26.6	\$20.5	\$19.0
Accounts receivable	1.3	1.2	1.4	1.1	0.8	0.8	1.0	0.8	1.3	1.2	1.2	1.8	2.1	1.3
Inventories	1.1	1.3	1.5	1.7	1.8	1.8	2.5	2.3	1.9	1.7	1.7	4.2	11.9	17.3
Other current assets	0.3	0.3	0.4	0.2	0.1	0.1	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3
Current Assets	2.9	2.9	9.2	8.3	6.6	6.6	6.3	5.4	15.8	25.4	25.4	32.9	34.8	37.9
Property and equipment	0.1	0.8	0.7	0.5	0.4	0.4	0.4	0.3	0.1	0.1	0.1	0.2	0.2	0.2
Other assets	0.4	0.4	0.2	0.2	0.3	0.3	0.3	0.3	2.9	2.9	2.9	2.9	2.9	2.9
ASSETS	3.5	4.1	10.1	9.0	7.3	7.3	7.0	6.0	18.8	28.4	28.4	36.0	37.9	41.0
Accounts payable	1.4	1.6	0.7	0.7	0.5	0.5	1.0	0.4	0.4	0.4	0.4	0.5	0.6	0.3
Current debt	2.9	3.4	0.0	0.2	0.2	0.2	0.0	0.3	0.3	0.0	0.0	0.0	0.0	0.0
Other current liabilities	1.5	2.1	1.7	1.0	0.8	0.8	0.7	0.7	1.2	1.2	1.2	1.2	1.2	1.2
Current Liabilities	5.7	7.1	2.3	2.0	1.5	1.5	1.7	1.4	1.9	1.6	1.6	1.7	1.8	1.5
Long-term debt	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	0.0	0.2	0.1	0.0	0.0	0.0	0.0	0.0	2.0	2.0	2.0	2.0	2.0	2.0
LIABILITIES	6.0	7.5	2.6	2.0	1.5	1.5	1.7	1.4	3.9	3.6	3.6	3.8	3.8	3.6
EQUITY	(2.5)	(3.4)	7.5	7.0	5.8	5.8	5.3	4.6	14.9	24.8	24.8	32.2	34.1	37.4
Total debt	3.1	3.6	0.2	0.2	0.2	0.2	0.0	0.3	0.3	0.0	0.0	0.0	0.0	0.0
Debt-to-equity	-126.6%	-106.5%	2.7%	3.2%	3.7%	3.7%	0.0%	7.4%	2.3%	0.0%	0.0%	0.0%	0.0%	0.0%
Shares outstanding (end of period)									7.0	8.0	8.0	10.0	11.1	11.9

Sources: Company reports and Maxim Group estimates

GP INCOME STATEMENT

<i>(\$s and shares in millions)</i>	2019	Jun.	Sep.	Dec.	Mar.	2020	Jun.	Sep.	Dec. A	Mar. E	2021E	Jun. E	Sep. E	Dec. E	Mar. E	2022E	2023E
Revenue	\$6.1	\$2.4	\$5.4	\$5.0	\$0.6	\$13.5	\$2.3	\$2.8	\$2.4	\$2.5	\$10.0	\$5.0	\$10.0	\$15.0	\$19.0	\$49.0	\$87.0
Cost of sales	4.2	1.7	4.0	3.5	0.2	9.4	1.7	2.0	1.5	1.7	6.8	3.5	7.2	10.8	13.4	34.9	60.0
Gross profit	1.9	0.7	1.4	1.5	0.5	4.1	0.6	0.9	0.9	0.8	3.2	1.5	2.8	4.2	5.6	14.1	27.0
Operating expenses	5.0	1.0	1.6	1.9	2.7	7.3	1.5	1.7	2.7	2.3	8.2	2.5	2.5	3.4	3.2	11.6	17.9
Operating income	(3.1)	(0.3)	(0.2)	(0.5)	(2.2)	(3.2)	(0.9)	(0.8)	(1.8)	(1.6)	(5.1)	(1.0)	0.3	0.8	2.4	2.5	9.1
Interest expense	1.4	0.5	0.5	0.6	0.5	2.1	0.6	0.5	0.4	0.3	1.7	0.0	0.0	0.0	0.0	0.0	0.0
Other expenses	0.0	0.5	0.0	(0.0)	(0.7)	(0.2)	(0.0)	0.1	(0.0)	0.0	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Pretax income	(4.5)	(1.3)	(0.7)	(1.1)	(2.1)	(5.1)	(1.4)	(1.5)	(2.1)	(1.9)	(6.9)	(1.0)	0.3	0.8	2.4	2.5	9.1
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	(4.5)	(1.3)	(0.7)	(1.1)	(2.1)	(5.1)	(1.4)	(1.5)	(2.1)	(1.9)	(6.9)	(1.0)	0.3	0.8	2.4	2.5	9.1
Diluted shares outstanding	13.4	14.6	15.4	15.5	15.5	15.2	15.5	16.8	19.4	20.8	18.1	21.2	24.3	24.8	25.5	24.0	26.7
GAAP EPS	(\$0.34)	(\$0.09)	(\$0.05)	(\$0.07)	(\$0.14)	(\$0.34)	(\$0.09)	(\$0.09)	(\$0.11)	(\$0.09)	(\$0.38)	(\$0.05)	\$0.01	\$0.03	\$0.09	\$0.10	\$0.34
EBITDA	(2.3)	(0.1)	0.0	(0.3)	(2.0)	(2.3)	(0.6)	(0.6)	(1.0)	(0.9)	(3.1)	(0.3)	1.0	1.5	3.1	5.3	12.1
EV deliveries	14	6	27	27	8	68	18	21	17	18	74	35	69	102	128	334	571
<u>Year-over-year growth (rounded)</u>																	
Revenue	73.0%	-1.2%	n/m	349.8%	-74.2%	121.3%	-4.2%	-48.1%	-52.0%	316.7%	-25.9%	117.4%	257.1%	525.0%	660.0%	390.0%	77.6%
EBITDA	-47.0%	n/m	n/m	34.8%	-41.9%	0.0%	500.0%	n/m	233.3%	-55.0%	34.8%	-50.0%	-266.7%	-250.0%	-444.4%	n/m	128.3%
GAAP EPS	-61.6%	29.5%	25.6%	29.4%	73.4%	0.0%	0.0%	-80.0%	-57.1%	35.7%	-11.8%	44.4%	111.1%	127.3%	200.0%	n/m	240.0%
<u>Margins</u>																	
Gross profit margin	30.5%	29.5%	25.6%	29.4%	73.4%	30.0%	27.2%	31.2%	37.9%	30.5%	31.7%	29.5%	28.0%	28.0%	29.5%	28.7%	31.0%
EBITDA margin	-37.3%	-2.7%	0.3%	-5.8%	-311.6%	-17.3%	-27.7%	-20.1%	-42.4%	-35.7%	-31.1%	-6.3%	10.1%	10.0%	16.4%	10.8%	13.9%
Net income margin	-74.7%	-51.6%	-13.1%	-21.2%	-329.3%	-38.1%	-62.9%	-52.4%	-88.9%	-74.8%	-69.1%	-20.0%	3.2%	5.3%	12.6%	5.1%	10.5%

Sources: Company reports and Maxim Group estimates

GP CASH FLOW STATEMENT

<i>(\$s in millions)</i>	2019	Jun.	Sep.	Dec.	Mar.	2020	Jun.	Sep.	Dec. A	Mar. E	2021E	Jun. E	Sep. E	Dec. E	Mar. E	2022E	2023E
Net income	(\$4.5)	(\$1.3)	(\$0.7)	(\$1.1)	(\$2.1)	(\$5.1)	(\$1.4)	(\$1.5)	(\$2.1)	(\$1.9)	(\$6.9)	(\$1.0)	\$0.3	\$0.8	\$2.4	\$2.5	\$9.1
Depreciation	0.5	0.1	0.2	0.2	0.1	0.6	0.1	0.1	0.1	0.1	0.5	0.1	0.1	0.1	0.1	0.6	0.6
Share-based payments	0.3	0.1	0.1	0.0	0.1	0.3	0.1	0.2	0.5	0.5	1.4	0.5	0.6	0.6	0.6	2.2	2.3
Change in accounts receivable	0.0	(0.9)	0.0	(3.6)	4.8	0.5	(1.4)	(0.3)	0.5	0.5	(0.7)	(0.4)	(0.6)	(1.5)	(2.6)	(4.9)	(9.6)
Change in inventory	0.0	(2.7)	1.0	2.1	(1.8)	(1.4)	0.4	0.5	(3.7)	(3.0)	(5.8)	(4.0)	(4.0)	(4.0)	(4.0)	(16.0)	(20.0)
Change in accounts payable	0.0	0.8	(0.2)	1.1	(1.4)	0.3	0.7	(0.3)	(0.9)	(0.1)	(0.6)	0.1	0.1	0.4	0.7	1.3	2.4
Other change	(2.2)	(0.1)	0.3	(0.5)	0.2	(0.2)	(0.6)	(0.7)	(0.3)	0.0	(1.6)	0.0	0.0	0.0	0.0	0.0	0.0
Cash from operations	(5.9)	(3.9)	0.6	(1.7)	(0.0)	(5.1)	(2.1)	(2.1)	(5.8)	(3.8)	(13.8)	(4.6)	(3.4)	(3.6)	(2.8)	(14.3)	(15.2)
Capital expenditures	(0.1)	(0.0)	(0.0)	(0.2)	0.1	(0.2)	(0.0)	(0.0)	(0.2)	(0.2)	(0.4)	(0.2)	(0.2)	(0.2)	(0.2)	(0.8)	(0.8)
Other changes	0.3	0.0	0.0	0.0	0.0	0.0	0.4	0.0	0.0	0.0	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Cash from investing	0.2	(0.0)	(0.0)	(0.2)	0.1	(0.2)	0.3	(0.0)	(0.2)	(0.2)	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)	(0.8)	(0.8)
Change in debt	9.4	0.4	(0.2)	2.3	(0.4)	2.1	2.0	(8.2)	(5.4)	0.0	(11.5)	0.0	0.0	0.0	0.0	0.0	0.0
Change in equity	0.0	3.7	(0.1)	(0.0)	(3.6)	0.0	0.0	37.8	1.2	0.5	39.5	0.5	0.0	0.0	20.0	20.5	0.0
Other	0.0	(0.6)	0.3	(0.8)	1.2	0.0	(0.5)	0.2	3.3	0.0	3.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash from financing	5.0	3.5	0.0	1.4	0.6	5.5	1.6	29.8	(0.8)	0.5	31.0	0.5	0.0	0.0	20.0	20.5	0.0
Exchange rate changes	(0.0)	0.0	(0.0)	(0.0)	0.1	0.0	0.0	0.0	(0.1)	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0
Change in cash	(0.8)	(0.5)	0.6	(0.6)	0.8	0.3	(0.1)	27.7	(6.9)	(3.5)	17.1	(4.3)	(3.6)	(3.8)	17.0	5.4	(16.0)
Ending cash	0.2	0.2	0.5	0.2	0.5	0.5	0.3	28.0	21.1	17.6	17.6	13.3	9.7	5.9	23.0	23.0	6.9

Sources: Company reports and Maxim Group estimates

GP BALANCE SHEET

(\$s in millions)	2019	Jun.	Sep.	Dec.	Mar.	2020	Jun.	Sep.	Dec. A	Mar. E	2021E	Jun. E	Sep. E	Dec. E	Mar. E	2022E	2023E
Cash and equivalents	\$0.2	\$0.2	\$0.5	\$0.2	\$0.5	\$0.5	\$0.3	\$28.0	\$21.1	\$17.6	\$17.6	\$13.3	\$9.7	\$5.9	\$23.0	\$23.0	\$6.9
Accounts receivable	1.4	2.2	2.2	5.8	0.9	0.9	2.3	2.7	2.2	1.7	1.7	2.0	2.6	4.0	6.6	6.6	16.2
Inventories	5.2	7.9	6.9	4.8	6.6	6.6	6.2	5.7	9.4	12.4	12.4	16.4	20.4	24.4	28.4	28.4	48.4
Other current assets	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.6	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Current Assets	6.9	10.6	9.7	11.0	8.1	8.1	9.0	37.0	33.3	32.3	32.3	32.4	33.3	35.0	58.6	58.6	72.2
Property and equipment	1.7	1.6	1.6	1.7	1.7	1.7	1.7	1.7	1.8	1.9	1.9	1.9	2.0	2.0	2.1	2.1	2.3
Other assets	3.3	3.4	3.2	4.1	3.3	3.3	3.8	4.3	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7	4.7
ASSETS	11.9	15.6	14.5	16.8	13.2	13.2	14.5	43.0	39.8	38.8	38.8	39.0	40.0	41.8	65.4	65.4	79.2
Current debt	5.3	5.3	6.1	5.6	5.5	5.5	7.1	2.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.7	1.5	1.3	2.4	1.0	1.0	1.7	1.4	0.5	0.4	0.4	0.5	0.6	1.0	1.7	1.7	4.1
Other current liabilities	1.1	1.0	0.7	0.6	0.9	0.9	0.9	0.9	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4	1.4
Current Liabilities	7.1	7.8	8.1	8.6	7.4	7.4	9.7	4.6	2.0	1.8	1.8	1.9	2.1	2.5	3.2	3.2	5.5
Long-term debt	4.1	4.5	3.5	6.2	6.0	6.0	6.5	3.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	0.8	0.9	1.0	1.1	1.0	1.0	0.7	0.7	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9	0.9
LIABILITIES	12.0	13.2	12.6	15.9	14.4	14.4	16.9	8.4	2.9	2.7	2.7	2.8	3.0	3.3	4.0	4.0	6.4
EQUITY	(0.1)	2.4	2.0	0.9	(1.2)	(1.2)	(2.4)	34.6	37.0	36.1	36.1	36.2	37.1	38.4	61.4	61.4	72.8
Total debt	9.4	9.8	9.6	11.9	11.5	11.5	13.6	5.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Debt-to-equity	n/m	401.5%	492.4%	1356.0%	n/m	n/m	n/m	15.6%	0.0%	0.0%	0.0%	n/m	n/m	n/m	n/m	0.0%	0.0%

Sources: Company reports and Maxim Group estimates

DISCLOSURES

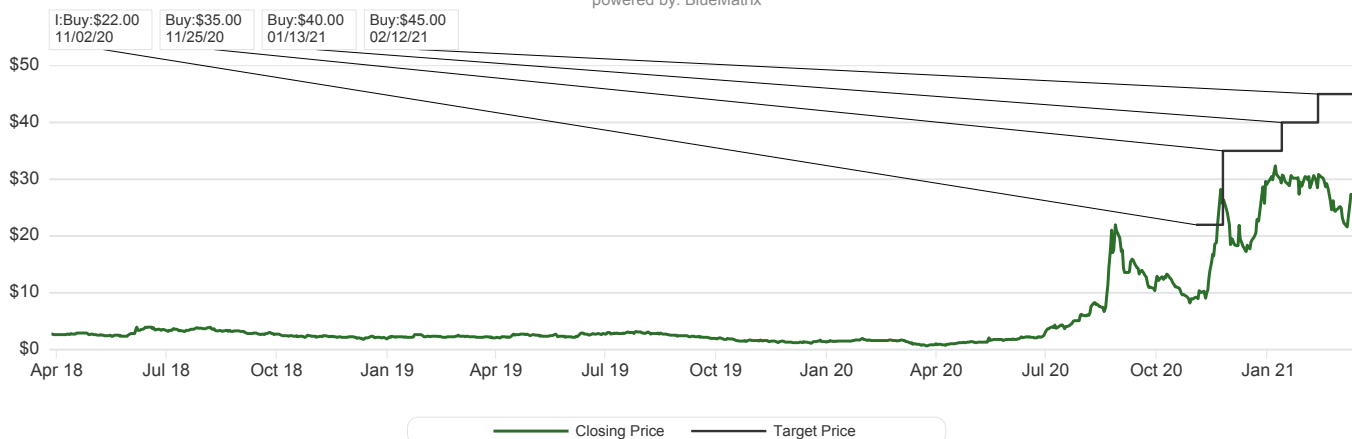
Beam Global Rating History as of 03/23/2021

powered by: BlueMatrix



GreenPower Motor Company Inc. Rating History as of 03/22/2021

powered by: BlueMatrix



Maxim Group LLC Ratings Distribution

As of: 03/23/21

		% of Coverage Universe with Rating	% of Rating for which Firm Provided Banking Services in the Last 12 months
Buy	Fundamental metrics and/or identifiable catalysts exist such that we expect the stock to outperform its relevant index over the next 12 months.	83%	54%
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*See valuation section for company specific relevant indices

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BEEM: We use the Russell Microcap Index (RUMIC) as the relevant index.

GP: We use the Russell 2000 Index (Bloomberg: RTY) as the relevant index.

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BEEM: We use a forward enterprise value (EV) to revenue multiple to derive a 12-month price target.

GP: We use a forward enterprise value (EV) to revenue multiple to derive a 12-month price target.

Price Target and Investment Risks

BEEM: Aside from general market and other economic risks, risks particular to our Beam Global price target and rating include: customer concentration as two customers accounted for 66% of EVSI's 2019 revenue; funding delays for US government customers; a history of losses; ability to access capital; potential share dilution from warrants issued in an April 2019 equity offering that have an exercise price of \$6.62 and that expire in April 2024; dilution from additional equity offerings to fund growth; expense growth higher than revenue growth; decrease in product prices; competition from larger companies; slower growth in sales of electric vehicles; performance of installed products; delays from suppliers; delivery delays; higher initial costs manufacturing new products.

GP: Aside from general market and other economic risks, risks particular to our GreenPower Motor price target and rating include: customer concentration as four customers in FY20 accounted for 86% of revenue; order delays; supply chain disruptions; competitors offering lower prices; potential share dilution from convertible debt, options and warrants; the ability to access capital, dilution from additional equity offerings to fund growth; expense growth higher than revenue growth; decrease in product prices; competition from larger companies; slower growth in sales of electric vehicles; performance of products; delivery delays.

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Corporate Headquarters

The Chrysler Building
405 Lexington Ave., 2nd FL
New York, NY 10174
Tel: 212-895-3500

Capital Markets/Syndicate: 212-895-3695

Corporate Finance: 212-895-3811

Corporate Services: 212-895-3631

Equity/Options Trading: 212-895-3790

Equity Research: 212-895-3736

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Portfolio/Transition Trading: 212-895-3567

Prime Brokerage: 212-895-3723

Wealth Management: 212-895-3624

Woodbury, Long Island

20 Crossways Park Drive North
Suite 304
Woodbury, NY 11797
Tel: 516-393-8300

Red Bank, New Jersey

246 Maple Avenue
Red Bank, NJ 07701
Tel: 732-784-1900

West Palm Beach, Florida

105 South Narcissus Avenue
Suite 222
West Palm Beach, FL 33401
Tel: 561-508-4433

San Rafael, California

4040 Civic Center Drive
Suite 200
San Rafael, CA 94903
Tel: 212-895-3670

Aventura, Florida

20801 Biscayne Blvd
Suite 432 / 433
Aventura, FL 33180
Tel: 516-396-3120

Stamford, Connecticut

700 Canal Street
Stamford, CT 06902