

Investor Presentation

NASDAQ Ticker: SEV

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These statements may be identified by the use of forward-looking expressions, including, but not limited to, "expect," "anticipate," "believe," "estimate," "potential," "predict," "project," "should," "would," and similar expressions and the negatives of those terms. These statements relate to future events or our financial performance and involve known and unknown risks, uncertainties, and other factors which may cause actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by the forward-looking statements. Such factors include those set forth in the Company's filings with the Securities and Exchange Commission including the Registration Statement on Form S-1 (File No. 333-289898), declared effective by the Securities and Exchange Commission on September 30, 2025. Prospective investors are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date of this presentation. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.


Aptera’s driven to build a future where
every journey is powered by the Sun

Our Vehicle





Designed to Utilize Energy Efficiency & Aerodynamics as a Strategic Lever

Enables **smaller battery packs**,
lower build costs, and lower capex

With **daily driving fueled by free Solar Power**

Target Vehicle Specifications

1/3

Energy Per Mile

~ A third of the energy per mile versus the average EV

1/2

Weight

~ Half the weight of the average EV

$40K

Target Price

Design target; subject to change



- Design targets include approximately 100 Wh/mi energy consumption versus the industry average of 309 Wh/mi (source ev-database.org). These targets reflect design intent and are subject to change based on validation, testing, and production constraints.
- Design targets include a curb weight of approximately 2,200 lbs compared to the average EV weight of 4,400 lbs (source sustainabilitybynumbers.com). Actual vehicle weight may vary.



Solar Differentiation

We are creating **a new vehicle segment**

The Aptera is designed to be the **FIRST** vehicle that can provide meaningful daily solar charging

This is **FREEDOM!**

Aptera is designed for safety

Low center of gravity
makes Aptera extremely stable

Composite structures give **superior strength-to-weight ratios compared to steel**

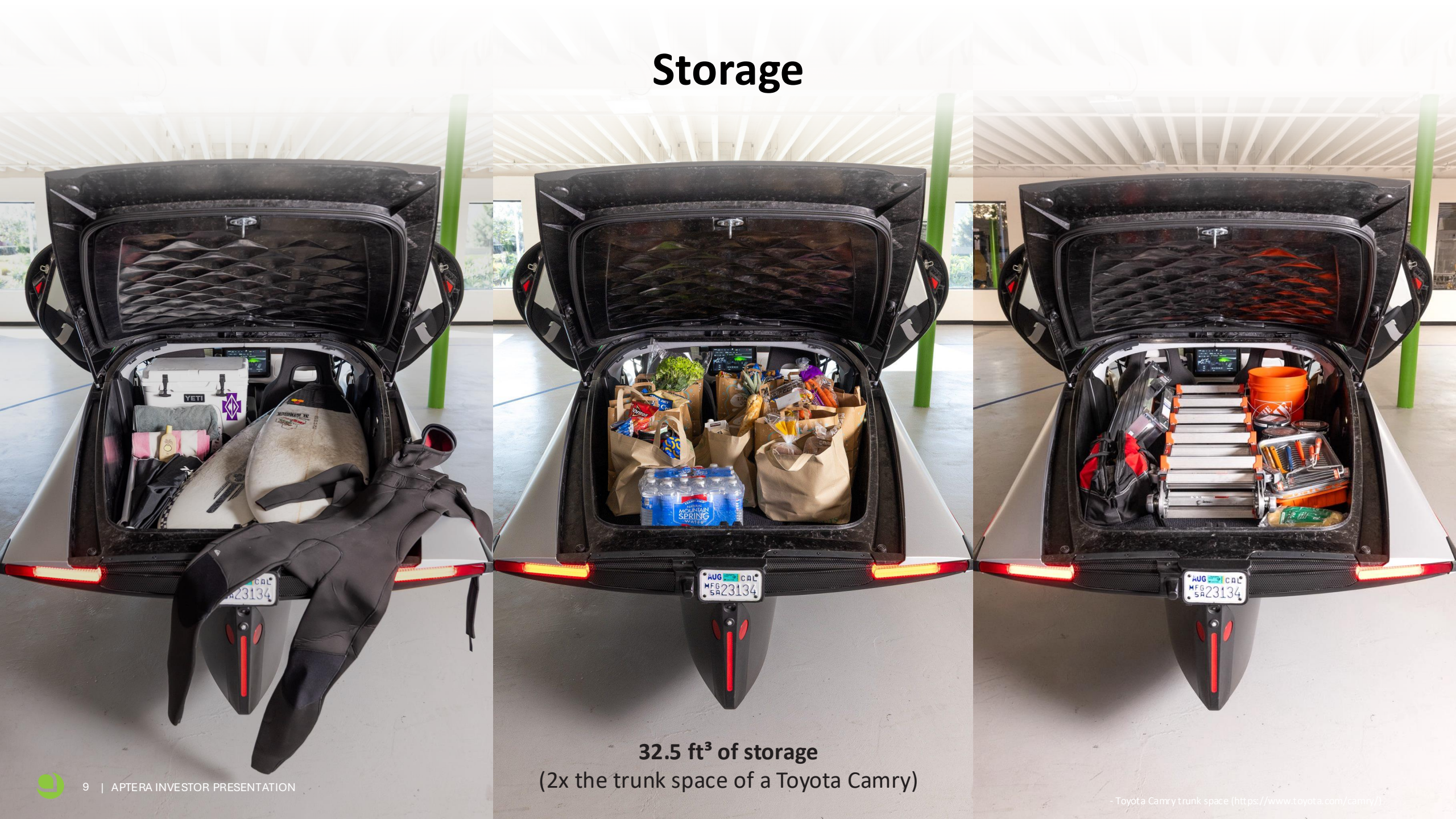
Structural battery pack **moves impact loads around the battery**

Large front crumple zone and side impact protection



Large crumple zones, rollover and side impact protection, seat belts, and airbags.

Storage



32.5 ft³ of storage
(2x the trunk space of a Toyota Camry)

- Toyota Camry trunk space (https://www.toyota.com/camry/)



These elements combine to create a one-of-a-kind vehicle designed for:

A range of up to **400 miles**

Little need to charge
for most daily driving in sunny locations

Performance that's **difficult for established Automotive Industry to replicate**



- Our internal design targets show that the 44 kWh (42 kWh usable) battery pack can drive up to 400 miles on a single charge at a targeted consumption rate of 100 Wh/mile.
- Our standard full solar package has been internally designed and targeted to produce over 10,000 miles per year in sunny locations, with the vehicle using an average target consumption rate of 100 Wh/mile.

Leadership Team

Steve Fambro

Co-Founder & Co-CEO



Chris Anthony

Co-Founder & Co-CEO



Tom DaPolito

Interim CFO



Leon Kaunitz

SVP, Engineering



Chris McCammon

Head of Marketing



Blake Ryan

EVP, Finance



Tony Kirton

Chairman of the Board of Directors



Todd Butz

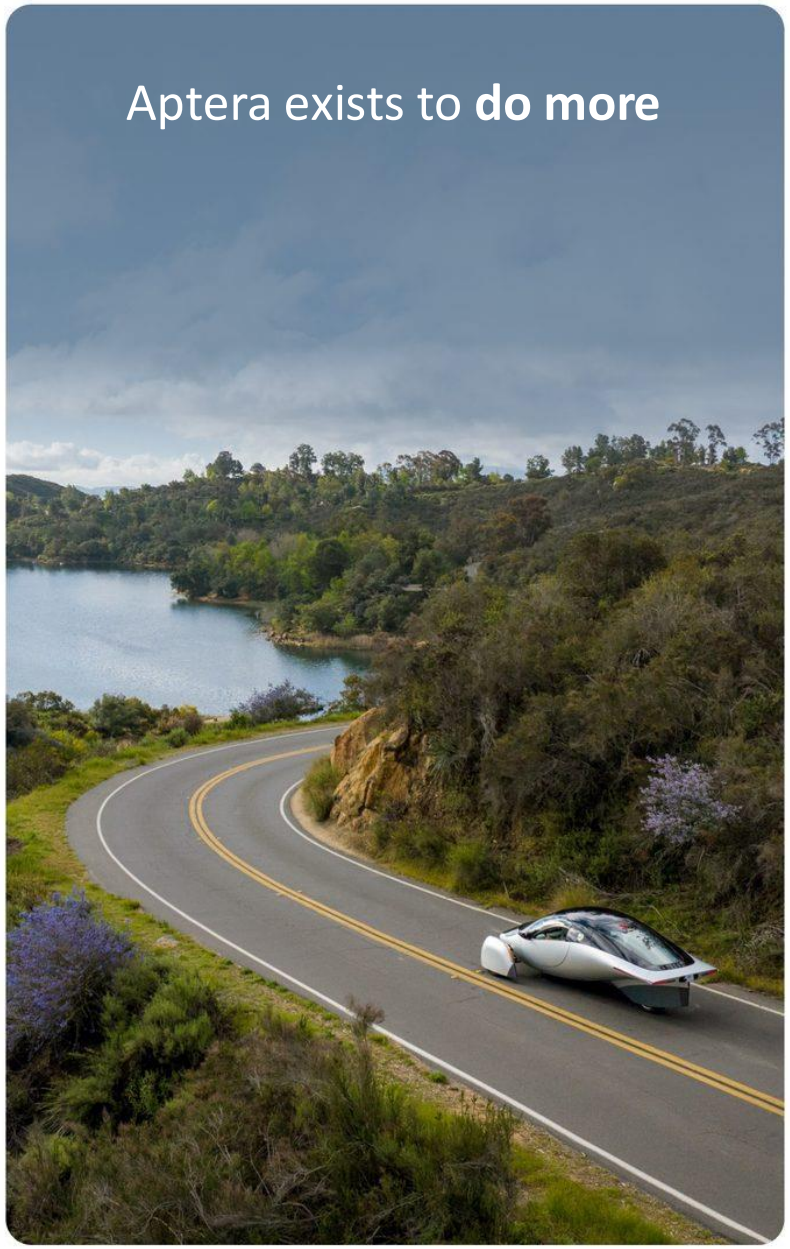
Independent Director



Duke Reiter

Independent Director





1

We've built a mission driven community of reservation holders

- More than 49,000 reservations
- **Crowdfunded by 19,000+** investors
- **Engaged audience** of supporters

2

We're scalable and capital-light

- Final Assembly Facility in place
- Expert supply chain partners: **LG Energy, Yazaki, Chery**
- Grant funding from **California Energy Commission**

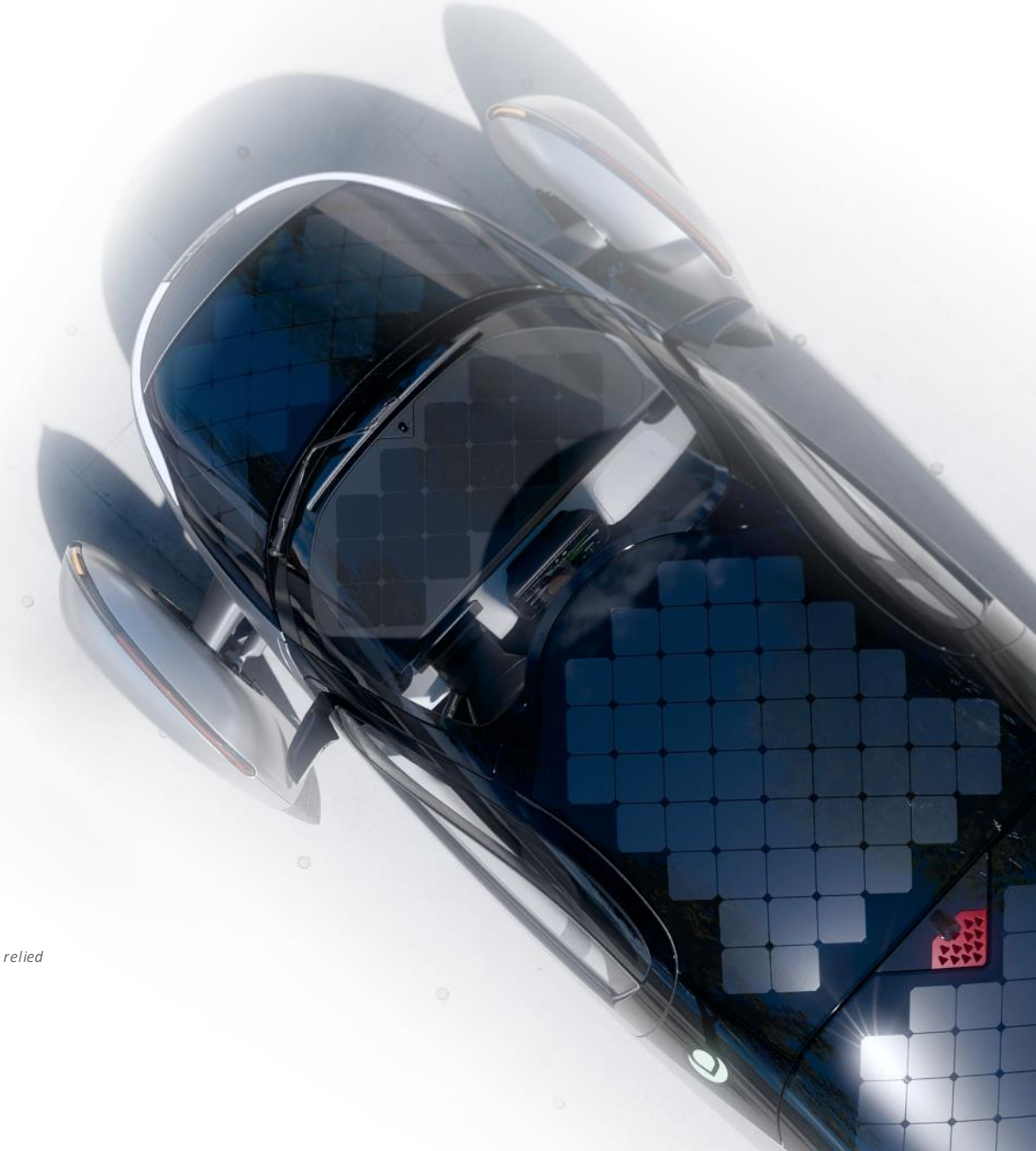
3

We're building category-defining technology

- The most **efficiency focused EV ever**
- Designed for up to **40 miles/day of solar range**
- Designed for **low aerodynamic drag and lightweight construction**

Validated Market Demand

We believe we have strong backlog-to-capacity coverage. Unique product and form factor make it unlikely that the Aptera is cross-shopped against other EVs.



More than 49,000 Reservations

Target price ~$40,000 → approximately $2.1 billion order book*

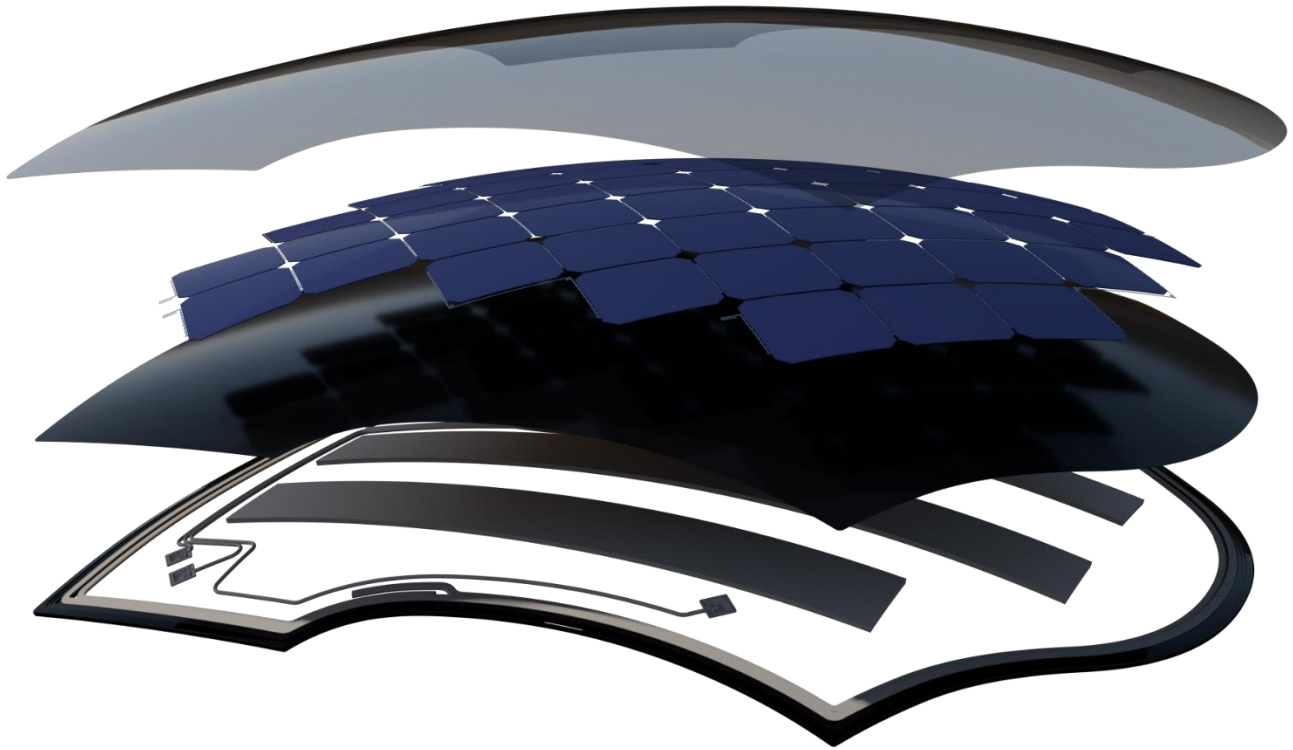
First 2,000 delivery positions auctioned to investors at an average investment exceeding $20,000 per position

**Illustrative only. Reservations are refundable and non-binding; they may be cancelled or otherwise not result in binding purchase orders and should not be relied upon as an indication of future revenue. Target price is a design target and is subject to change. See Risk Factors in our Annual Report on Form 10-K.*

Aptera Solar

Next-Generation Automotive Solar

- **Industry-leading efficiency:** 240W/m²
- **60% lighter (4 kg/m² vs. 10+ kg/m²):** Enhances efficiency, preserves payload
- **Vibration and impact resistant:** built to go on moving vehicles without microcracks
- **15+ year lifespan:** Matches OEM's durability standard



Field-Tested and Ready For Other Industries

Solar integration programs with commercial partners

Polydrops Trailers



1300W solar system on customer trailers

Pushback Tractor



2400W solar system for aviation ground support

R&D Trials



Several other programs underway

Recent Milestones



Validation & Readiness Milestones

Aptera Service Partnership



The partnership will give Aptera owners convenient access to RepairPal's network of more than 4,300 certified service locations nationwide.

Aptera Solar System Validated



Aptera achieves 4.75 kWh of total daily generation in favorable conditions.

Based on Aptera's design target of 100 watt hours per mile, the vehicle generated enough energy to travel 47 miles.

EPA Certification of Conformity



Aptera received a Certificate of Conformity from the U.S. Environmental Protection Agency (EPA), issued on June 18, 2026, for its 2026 Aptera Launch Edition vehicle.

Vehicle Production Milestones

First Validation Vehicles Completed



40 Vehicle Bodies & Chassis Ordered



Requirements to Sell



- [x] EPA Certificate of Conformity
- [x] CARB approval
- [x] Manufacturer's license (California DMV)
- [ ] FMVSS self-certification

Strategic Investor — Launch Design

Shanghai Launch Automotive Technology, a design-for-manufacturing partner.

3,000+
Employees across multiple production bases

400+
Vehicle programs developed for automakers worldwide

$44M
Total value of the production program

$15M
Taken by Launch Design as cash warrants in SEV

- **Design for Manufacturing:** assembly fixtures, procedures and takt times
- **International Supply Chain:** lower-cost parts, tooling and major sub-assemblies
- **Capital Efficiency:** cost sharing and lower tooling costs into high volume



Vehicle Assembly Model

A deliberately simple factory, designed to be copied.

14

Assembly stations

0

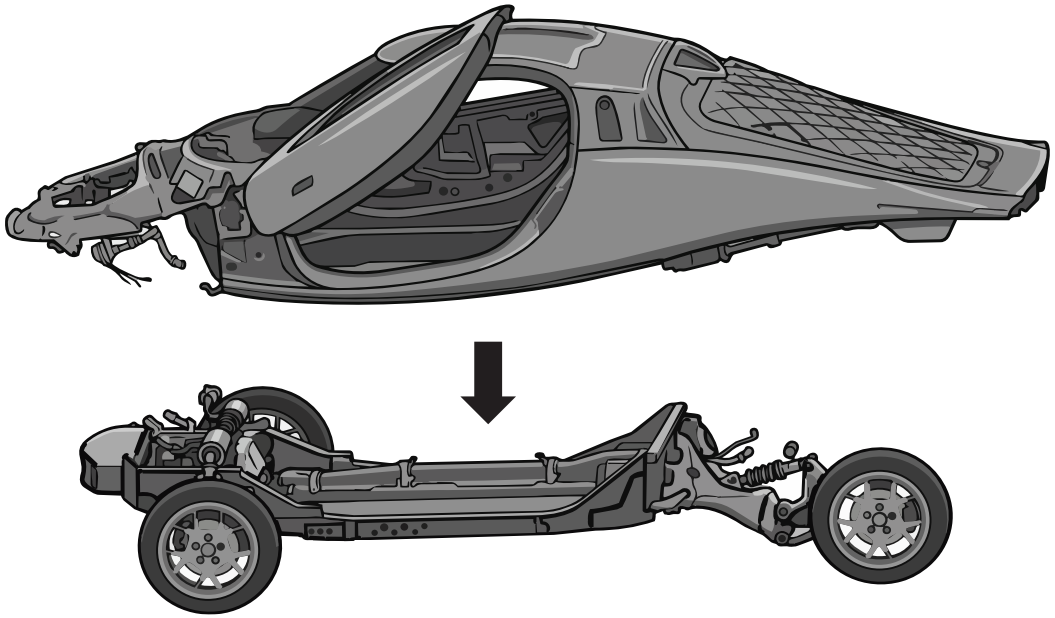
Stamping or paint on-site

<100K

Square feet per micro factory

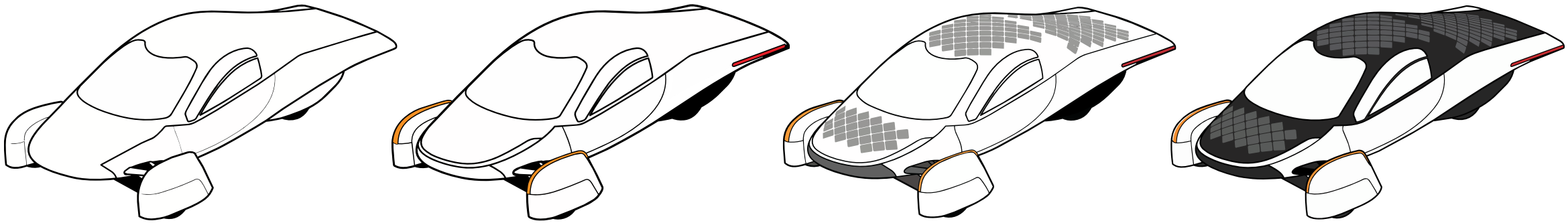
~20K

Vehicles per year at Carlsbad





Funding and Execution Strategy



~$25Million — Start of Production	+$40 Million	+$50 Million
Begin Building First 40	**Customer Deliveries Begin**	**500 Vehicles per Month**	**High-Volume Production**
Production eng/supplier readiness Remaining tooling Final assembly line	Planned for early 2027 Vehicle compliance Revenue begins	+$40M beyond start of production Operations funded from vehicle sales	+$50M tooling and equipment Scales toward ~20,000 per year

Updated capital guidance issued October 1, 2026, reflecting the Launch Design partnership. The full plan falls to ~$115M from $180–205M. These estimates supersede those in the Form 10-Q for the quarter ended June 30, 2026.

All capital and timing estimates depend on obtaining financing on acceptable terms and on a timely basis, and on supplier performance and regulatory approvals.

Liquidity & Cash Burn

$25.8M+

Total capital raised during 2026

~$16.1M

Pro forma cash on hand: $10.1 million at June 30 plus $6.0 million from the July warrant inducement

~$2.0–2.2M

Base cash burn rate (before inventory, supplies, tooling, etc.)

Executed in 2026

- $9.0 million January public offering
- $14.1 million warrant inducements and exercises
- $2.7 million from the equity line of credit
- S-3 shelf filed and effective October 2026

Available Capacity

- S-3 registration/ATM Capacity — $19.6m
- ~$69m remaining ELOC capacity
- $17.1m underlying outstanding investor warrants

Investor Takeaways

Aptera is here **to do more**

We've got the **team and tech to make solar a reality for transportation**

You can help us **build a bright future with SEV**



Nasdaq : **SEV**