

Aemetis, Inc.

Q4 about inline, and maintained strong 5-year plan. Large product potential for renewable fuels makes stock attractive. Raising P/T to \$23.

COMPANY UPDATE

Rating: BUY

Ticker: AMTX

Price: \$5.99

Target: \$23.00
(from \$22.50)

Q4 about inline: Aemetis recently (on March 7) reported its fiscal Q4 2023 (ending December) results. Revenue was \$71 million (+6% y-o-y), compared to our estimates of \$70 million and consensus of \$75 million. EPS was \$(0.64), compared to our estimate of \$(0.54) and consensus of \$(0.34). EBITDA was \$(6) million (vs. \$(6) million in Q4 2022), compared to our estimate of \$(2) million. There was no specific Q4 guidance.

India plant ramping up: In Q4, the company's India business had \$22 million in revenues, up +28% y-o-y. In October, the company received \$150 million in new orders over the next year.

2023 progress: In 2023, Aemetis made significant progress on all of its 4 main key initiatives.

Very strong financial plan: Aemetis has slightly tempered (in 2/24) its strong 5-year financial plan to reach \$1 billion in revenue in 2026.

Lowering estimates: We are lowering our 2024 estimates for revenue to \$340 million, from \$370 million, and for EPS to \$(1.43) from \$(1.08).

Good progress: The company is making good progress on its key biogas and cellulosic ethanol production facility projects. The company has expanded its biogas project to 10 dairies and has 40 miles of pipeline installed. In November, the company received permit approval for 24 more miles and 21 more dairies.

Positive outlook: While at first glance, Aemetis's operations and financials appear challenged (due to its history of losses and tight liquidity), we believe the company is near an inflection point to significantly improve its operations and outlook. Specifically we view a favorable outlook in 2024 for:

- 1) Pricing it receives for its products (ethanol and biodiesel).
- 2) Government mandates for usage of renewable fuels.
- 3) Debt financing (interest rates, ability to rollover/issue new debt).
- 4) Monetization of its India plant.
- 5) Value from its planned new cellulosic ethanol production facility.
- 6) Expansion of its Biogas project.
- 7) Improvements in economics/financials for its ethanol plant.
- 8) Carbon sequestration project.

We believe that an overall positive outcome to these items will significantly improve Aemetis operations and financial results.

Approval for low costs EB-5 loans: Recently (in March), the U.S. Citizenship and Immigration Services (USCIS) approved \$200 million of EB-5 program investment for the Riverbank sustainable aviation fuel (SAF) production plant, the dairy renewable natural gas (RNG) project, the carbon sequestration project, and energy efficiency upgrades to the Keyes ethanol plant.

Key catalysts upcoming: Key upcoming catalysts may drive the stock, including improved ethanol economics in 2024, ramping up India plant, progress on its new cellulosic ethanol facility, improvements to its ethanol plant, carbon sequestration project, and its biogas project.

Positive high risks vs. rewards: While the company is still at early-stages in its financial goals to grow revenue and reach profitability, we believe that the current share price represents great upside opportunity.

Current valuation attractive: Maintaining our BUY rating, but raising our 12-month price target to \$23.00 from \$22.50, which is based on a NPV analysis, representing significant upside from current share price. We believe this valuation appropriately balances out the company's high risks with the company's growth prospects and large upside opportunities.

Company Description

Based in Cupertino, CA, Aemetis is a renewable fuels company that develops, produces, and markets ethanol, biodiesel, and other low carbon fuels.

United States
Energy

March 31, 2024

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Stock Data

Exchange:	NasdaqGS
52-week Range:	\$1.16 – 8.99
Shares Outstanding (million):	43
Market cap (\$million):	\$258
EV (\$million):	\$667
Debt (\$million):	\$412
Cash (\$million):	\$3
Avg. Daily Trading Vol. (\$million):	\$8
Float (million shares):	36
Short Interest (million shares):	5
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	2024E (Cur.)	2024E (Old)	2025E (Cur.)	2025E (Old)
Q1 Mar	71E	81E	99E	
Q2 Jun	78E	91E	105E	
Q3 Sep	87E	98E	117E	
Q4 Dec	105E	100E	159E	
Total	340E	370E	480E	
EV/Revs	2.0x		1.4x	

Earnings per Share (pro forma)

	2024E (Cur.)	2024E (Old)	2025E (Cur.)	2025E (Old)
Q1 Mar	(0.40)E	(0.29)E	(0.20)E	
Q2 Jun	(0.42)E	(0.29)E	(0.16)E	
Q3 Sep	(0.37)E	(0.26)E	(0.11)E	
Q4 Dec	(0.24)E	(0.25)E	0.02E	
Total	(1.43)E	(1.08)E	(0.45)E	
P/E	N/A		N/A	

Important Disclosures

Ascendant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 15.

OVERVIEW

- Aemetis recently (on March 7) reported its fiscal Q4 2023 (ending December) results.
- Revenue was \$71 million (+6% y-o-y), compared to our estimates of \$70 million and consensus of \$75 million.
- EPS was \$(0.64), compared to our estimate of \$(0.54) and consensus of \$(0.34).
- EBITDA was \$(6) million (vs. \$(6) million in Q4 2022), compared to our estimate of \$(2) million.
- There was no specific Q4 guidance.
- Aemetis updated its 5-year financial plan (in February 2024). For 2024, the company expects revenue of \$386 million, EBITDA of \$31 million, and EPS of ~\$(1.58) (net loss of \$68 million and we estimate a share count of 43 million).
- We note that its 5-year plan does not necessarily reflect the company's near term financial guidance. As such, there is no specific 2024 guidance.
- We are lowering our 2024 estimates for revenue to \$340 million, from \$370 million, and for EPS to \$(1.43) from \$(1.08).
- We are initiating our 2025 estimates for revenue of \$480 million, and for EPS of \$(0.45).

ADDITIONAL DETAILS

- Revenue from North America was \$49 million (-2% y-o-y), vs. Q4 2022's \$50 million.
- Revenue from India was \$22 million (+28% y-o-y), vs. Q4 2022's \$17 million.
- Gross profit for the quarter was \$1 million, compared with our estimate of \$4 million.
- Gross margin for the quarter was +1%, versus -2% last year and our expectation of +5%.
- Operating expenses were \$10 million, versus our expectation of \$9 million.
- Operating loss was \$9 million, versus our expectation of a loss of \$5 million.
- Net loss was \$25 million, versus our expectation of a loss of \$21 million.

On March 1, 2021 (as part of a presentation at an investor conference), Aemetis provided a 5-year financial plan to reach \$1 billion in revenue in 2025.

On February 28, 2022 (as part of a presentation at an investor conference), Aemetis provided an update to its 5-year financial plan to reach \$1 billion in revenue in 2025 and \$1.5 billion in revenue in 2026.

On February 10, 2023 (as part of a presentation at an investor conference), Aemetis provided an update to its 5-year financial plan (see exhibits) to reach \$1 billion in revenue in 2025 and \$2 billion in revenue in 2027.

On February 20, 2024 (as part of a presentation at an investor conference), Aemetis provided an update to its 5-year financial plan (see exhibits) to reach \$1 billion in revenue in 2026 and \$2 billion in revenue in 2028.

The company's balance sheet remains highly leveraged with \$3 million in cash and \$412 million in debt, compared with \$4 million in cash and \$429 million in debt at the end of September.

Exhibit 1: Q4 2023 Production and Price Performance

PRODUCTION AND PRICE PERFORMANCE (unaudited)

	Three Months ended December 31,		Years ended December 31,	
	2023	2022	2023	2022
Ethanol				
Gallons sold (in millions)	15.0	13.4	32.1	59.0
Average sales price/gallon	\$ 2.20	\$ 2.65	\$ 2.44	\$ 2.81
Percent of nameplate capacity	109%	98%	58%	107%
WDG				
Tons sold (in thousands)	102.6	90.0	225.3	396.9
Average sales price/ton	\$ 97	\$ 125	\$ 97	\$ 128
Delivered Cost of Corn				
Bushels ground (in millions)	5.2	4.3	11.5	20.2
Average delivered cost / bushel	\$ 6.70	\$ 10.05	\$ 7.11	\$ 9.65
Dairy Renewable Natural Gas				
MMBtu external sales (in thousands)	52.2	8.4	194.2	8.4
MMBtu stored as inventory (in thousands)	68.0	9.0	68.0	9.0
MMBtu intercompany sales (in thousands)	-	4.4	-	48.6
Biodiesel				
Metric tons sold (in thousands)	18.3	10.7	60.5	17.7
Average Sales Price/Metric ton	\$ 1,157	\$ 1,511	\$ 1,232	\$ 1,526
Percent of Nameplate Capacity	49%	29%	40%	12%
Refined Glycerin				
Metric tons sold (in thousands)	1.3	1.2	4.2	1.2
Average Sales Price/Metric ton	\$ 616	\$ 845	\$ 640	\$ 850

Source: Company report.

Exhibit 2: Q4 2023 and Recent Highlights (as of March 7, 2024)

During 2023, Aemetis achieved key milestones, including:

- Repaid \$50.2 million of Third Eye Capital debt in Q3 2023, reducing loan balances for the Aemetis Biogas, Aemetis Keyes ethanol plant, Aemetis Riverbank SAF/RD, and Aemetis CCS projects;
- Adjusted EBITDA plus IRA investment tax credit sales generated \$32.7 million of positive cash flow during 2023;
- Received the key Use Permit and CEQA last year and recently received the Authority to Construct air permits to build a 90 million gallon per year sustainable aviation fuel and renewable diesel plant at Riverbank Industrial Complex;
- Extended repayment on \$108 million of Third Eye Capital debt related to Aemetis Biogas at an effective interest rate of 8.5% for the first four months of 2024;
- Received \$55 million from the sale of \$63 million of IRA investment tax credits related to qualified biogas project capital expenditures by Aemetis Biogas;
- Closed \$50 million of new credit facilities related to USDA guaranteed loans, including \$25 million of existing credit facilities and \$25 million of additional 20-year financing to fund capital expenditures at Aemetis Biogas;
- Increased Aemetis Biogas commissioned production capacity by 300% during 2023;
- Commissioned 36 miles of biogas pipeline, the biogas-to-RNG production facility, and the utility gas interconnection unit;
- Received approval of the CEQA environmental review to extend the biogas pipeline to a total of 60 miles allowing for collection of biogas from an aggregate of about 40 dairies;
- Received approval for the generation of D3 RINs by our Renewable Natural Gas business and completed the first sales of these D3 RINs;
- Received the first CO2 sequestration characterization well permit issued by the State of California to a private company;
- Expanded our India biodiesel production capacity to 60 million gallons per year ahead of schedule; and
- Received allocations for a combined \$184 million of biodiesel sales in India for 2023 and the first three quarters of 2024, which we expect to continue as an ongoing fuel supply relationship with the three government-owned oil marketing companies in India.

Source: Company report.

Exhibit 3: Aemetis Overview

Aemetis Overview

Company:

- Founded 2006 in Cupertino, CA by former co-founder of \$1.6 billion revenues Pacific Ethanol (Nasdaq: ALTO)
- \$166 million revenues (2020) with \$300 million of assets (build cost)
- Experts in building and operating Low and “Below Zero” Carbon Intensity (CI) renewable fuels projects

Projects:

- Built, operating and now expanding -426 carbon intensity Dairy RNG project that replaces petroleum diesel
- Building 45 mgy “Carbon Zero” renewable diesel/jet fuel plants in California using cellulosic hydrogen
- Developing Carbon Capture & Sequestration (CCS) injection wells at the two biofuels plant sites in California
- Own, operating and upgrading 65 mgy biofuels plant in California to increase LCFS, RFS and 45Q values
- Built, operating and expanding 50 mgy low carbon biofuels plant in India using low CI feedstocks

Aemetis at a Glance

An integrated energy transition platform

Key Highlights

Public company listed on NASDAQ: AMTX

2 operating biofuel production plants with more than 120 million gallons of capacity

8 dairy RNG digesters with 36 mile biogas pipeline built and 40 dairies signed

Large biodiesel producer in India with expansion including sustainable aviation fuel

Developing SAF/RD production facility with 78 million gallons of annual capacity

\$3.8 billion of signed SAF offtake agreements with 10 large airlines






Mission

Replace high carbon intensity petroleum products with **Below Zero renewable fuels and byproducts** to reverse Climate Change caused by greenhouse gases warming our planet

Strategy

Lead the renewable fuels industry transition to **Below Zero Carbon Intensity** biofuels from nonfood, lower cost, waste feedstock sources to maximize California Low Carbon Fuel Standard (LCFS), US Renewable Fuel Standard (RFS) and IRA credit values

Segment Summary

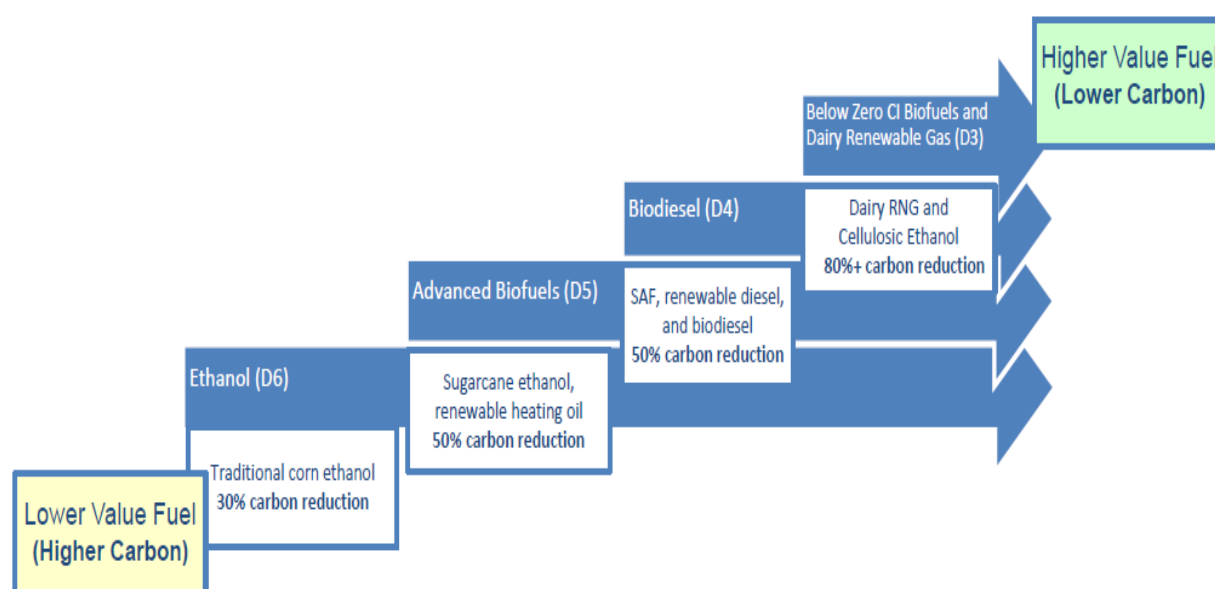
 Dairy RNG	 Renewable Jet / Diesel	 California Ethanol	 Carbon Capture	 India Biodiesel
<ul style="list-style-type: none"> ▪ Project to build and operate biomethane digesters at 75 dairy farms in CA connected via biogas pipeline to produce negative carbon intensity dairy Renewable Natural Gas (dRNG) 	<ul style="list-style-type: none"> ▪ Engineering underway for renewable Jet / Diesel plant in CA with production capacity of 78 mgy of Sustainable Aviation Fuel (SAF) ▪ Acquired site and received primary permits (CUP/CEQA) 	<ul style="list-style-type: none"> ▪ Own and operate 65 mgy renewable ethanol production facility in Keyes, California ▪ Approximately two million pounds per day of animal feed supplied to ~100,000 dairy cows at ~80 local dairies 	<ul style="list-style-type: none"> ▪ Project to capture, dehydrate, compress and sequester CO₂ from Aemetis ethanol, biogas, SAF/RD and third parties ▪ Permit received to drill characterization well at Riverbank, California CO₂ injection well site 	<ul style="list-style-type: none"> ▪ Own and operate a 60 mgy biodiesel plant, a 50 mgy refined tallow plant and glycerin facility in Kakinada, India ▪ Plans to expand to 100 mgy in 2025

Source: Company report.

Exhibit 4: Aemetis Market Opportunity

Federal: RFS Below Zero Carbon Intensity Market Opportunities

- Federal Renewable Fuel Standard (RFS) requires oil refiners and other obligated parties to use increasing amounts of renewable fuels (replacing fossil fuel) for transportation in the United States
- Renewable fuels with below zero carbon intensity, such as dairy biogas and cellulosic hydrogen from orchard waste, generate more revenues than traditional renewable fuels that have higher carbon intensity



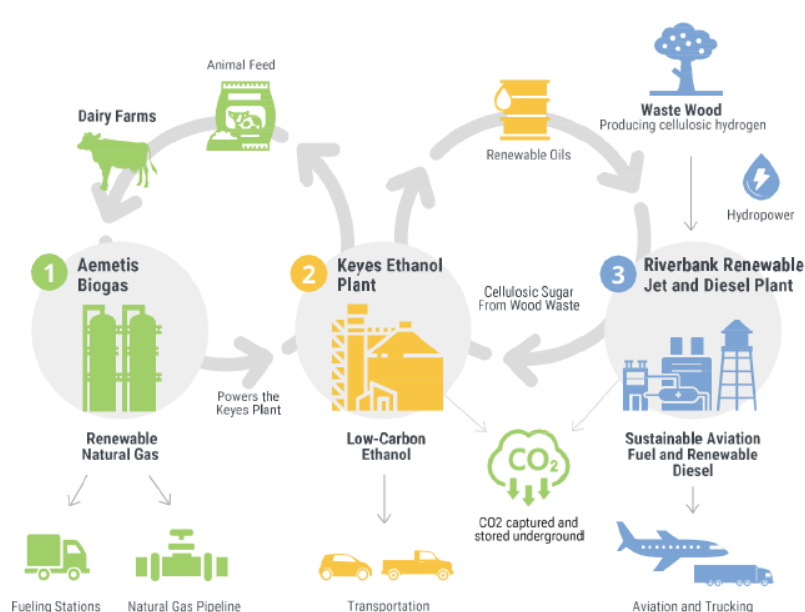
Economic incentives created by state and federal regulatory frameworks support the production of renewable natural gas (RNG) and advanced biofuels from non-food feedstocks by providing valuable renewable fuel credits including California LCFS credits, federal RFS RINs, and Inflation Reduction Act (IRA) tax credits. Other states are now adopting carbon reduction programs.

Source: Company report.

Exhibit 5: Aemetis Growth Plans

Aemetis Circular Bioeconomy

Integrated value chain supports growth while minimizing technology and execution risk

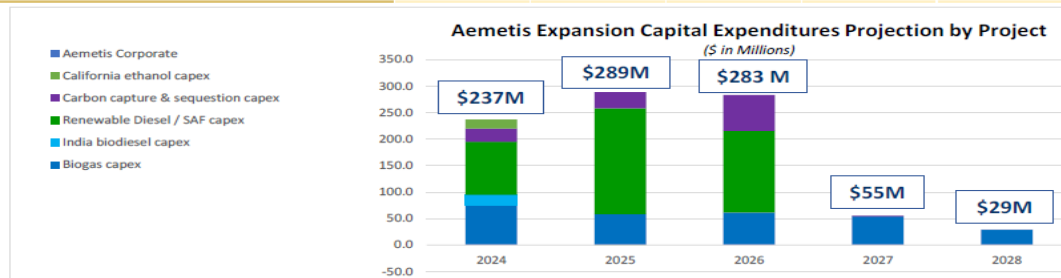


Aemetis Leverages Existing Plants, Infrastructure and Relationships to Expand Low Carbon Biofuel Production

- 1 Aemetis Biogas**
Dairy cows consume the animal feed from the Aemetis plant, producing manure which naturally creates biomethane. Aemetis dairy digesters capture biomethane and pipe the gas to the Aemetis plant for conversion into renewable natural gas (RNG). Avoiding the release of methane into the atmosphere, carbon negative RNG is used as transportation fuel, reducing consumption of petroleum diesel.
- 2 Keyes Ethanol Plant**
The Keyes facility produces about 65 million gallons per year of ethanol, animal feed and distillers corn oil. The animal feed produced at the ethanol plant feeds about 100,000 local dairy cows at approximately 80 dairies.
- 3 Riverbank Renewable Jet & Diesel Facility**
Renewable oils and waste products are used as a feedstock for the production of renewable jet and diesel fuel using zero carbon hydroelectric power.

Aemetis Expansion Plan Projections

	2024	2025	2026	2027	2028
Total Dairy Renewable WCE	28,519	63,074	80,325	104,540	127,260
dRNG Sales Volume (MMBtu/Year)	353,186	816,866	1,035,880	1,354,793	1,653,868
India Biodiesel (Gallons/Year)	34,227,559	54,419,612	73,968,405	84,535,320	109,895,916
SAF Jet / Renewable Diesel (Gallons/Year)	-	-	44,484,300	88,243,313	88,485,075
Carbon Capture & Sequestration (Metric Tons)	-	-	-	209,997	1,056,663



Source: Company report.

Exhibit 6: Aemetis Major Jet Fuel Agreements

September 19, 2022

Aemetis Signs Agreement with Cathay Pacific to Supply 38 Million Gallons of Sustainable Aviation Fuel

September 7, 2022

Aemetis Finalizes \$7 billion of Supply Contracts for 100% of Riverbank Plant Production of Sustainable Aviation Fuel and Renewable Diesel for up to 10 years

August 22, 2022

Aemetis to supply Aer Lingus and British Airways with Sustainable Aviation Fuel (SAF) for flights from San Francisco International Airport

May 24, 2022

Aemetis Signs Agreement with Alaska Airlines to Supply 13 Million Gallons of Sustainable Aviation Fuel

April 26, 2022

Aemetis Signs Agreement with JetBlue to Supply 125 Million Gallons of Sustainable Aviation Fuel

March 25, 2022

Aemetis Signs Agreement with Finnair to Supply 17.5 Million Gallons of Sustainable Aviation Fuel

March 15, 2022

Aemetis Signs Agreement with Qantas to Supply 35 Million Gallons of Sustainable Aviation Fuel

February 9, 2022

Aemetis Signs Agreement with Japan Airlines to Supply 90 Million Gallons of Sustainable Aviation Fuel

December 1, 2021

Aemetis Signs Agreement with American Airlines to Supply Sustainable Aviation Fuel

November 30, 2021

Aemetis Signs MOU's with Eight Airline Members of the oneworld Alliance for 350 Million Gallons of Sustainable Aviation Fuel

September 30, 2021

Aemetis Signs Offtake Agreement with Delta Air Lines for 250 Million Gallons of Sustainable Aviation Fuel

Source: Company report.

Exhibit 7: Aemetis 5-year Revenue and EBITDA Growth Plan (as of February 20, 2024)

Revenue and Adjusted EBITDA Growth Plan

Projected Consolidated Revenues and Adjusted EBITDA

Revenues (millions)	2024	2025	2026	2027	2028
California Ethanol & Animal Feed	212.9	238.8	248.8	249.8	251.2
India Biodiesel & Glycerin	155.3	259.1	369.2	442.3	575.0
Dairy Renewable Natural Gas	18.1	81.3	144.2	181.2	190.0
Renewable Diesel/Sustainable Aviation Fuel	-	-	338.1	671.9	643.1
Carbon Capture & Sequestration	-	-	-	57.6	299.6
Total Revenues	\$ 386.4	\$ 579.2	\$ 1,100.3	\$ 1,602.8	\$ 1,958.9

Adjusted EBITDA (millions)	2024	2025	2026	2027	2028
California Ethanol & Animal Feed	15.9	50.7	62.0	64.3	65.4
India Biodiesel & Glycerin	18.3	46.2	55.8	68.9	90.4
Dairy Renewable Natural Gas	7.0	55.3	104.1	129.1	122.6
Renewable Diesel/Sustainable Aviation Fuel	(0.7)	(0.8)	96.7	194.7	165.1
Carbon Capture & Sequestration	(0.1)	(0.1)	(0.1)	37.8	209.6
Corporate	(9.1)	(9.2)	(9.3)	(8.8)	(8.5)
Adjusted EBITDA	\$ 31.2	\$ 142.1	\$ 309.2	\$ 485.9	\$ 644.6

Source: Company report.

Exhibit 8: Historical U.S. Crude Oil and Ethanol Prices

End of day Commodity Futures Price Quotes for Crude Oil WTI (NYMEX)



End of day Commodity Futures Price Quotes for Ethanol Futures



Source: <https://markets.ft.com/>, <https://tradingeconomics.com/commodity/ethanol>

Exhibit 9: Aemetis's Stock Price (5-Year)



Source: <https://bigcharts.marketwatch.com/>

Exhibit 10: Consensus Expectations (as of March 7, 2024)

	Revenue			EPS	
	2023E	2024E		2023E	2024E
Q1 Mar	\$2A	\$87E	Q1 Mar	\$(0.73)A	\$(0.32)E
Q2 Jun	\$45A		Q2 Jun	\$(0.68)A	
Q3 Sep	\$69A		Q3 Sep	\$0.73A	
Q4 Dec	\$75E		Q4 Dec	\$(0.34)E	
Total	\$191E	\$397E	Total	\$(1.09)E	\$(1.07)E

*Quarterly estimates may not add to annual estimates due to variations in contributing estimates and rounding.

Source: Company report, LSEG, and Ascendant Capital Markets estimates

FINANCIAL MODEL

Aemetis, Inc.

Income Statement (\$ mils)	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	Mar-25	Jun-25	Sep-25	Dec-25	2025
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1E	Q2E	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	52.0	65.9	71.8	66.7	256.5	2.2	45.1	68.7	70.8	186.7	70.9	77.5	86.6	105.0	340.1	99.2	104.7	117.0	159.1	480.0
Cost of Revenues	55.1	66.1	72.9	67.9	262.0	3.4	43.2	68.2	69.9	184.7	61.8	68.9	76.4	89.3	296.4	84.4	87.9	97.1	130.5	399.8
Gross Profit	(3.1)	(0.2)	(1.1)	(1.1)	(5.5)	(1.3)	2.0	0.5	0.9	2.0	9.1	8.6	10.3	15.8	43.7	14.9	16.7	19.9	28.6	80.2
Research and development	0.0	0.1	0.1	0.0	0.2	0.0	0.0	0.0	0.0	0.2	0.1	0.1	0.1	0.1	0.3	0.1	0.1	0.1	0.2	0.5
Selling, general and administrative	7.3	7.4	6.9	7.5	29.1	10.8	9.7	9.0	9.8	39.3	10.6	10.9	10.4	10.5	42.4	9.9	9.9	11.1	14.3	45.3
Restructuring and other			(0.4)		(0.4)					0.0					0.0					0.0
Total operating expenses	7.3	7.5	6.5	7.6	28.9	10.8	9.7	9.0	9.8	39.4	10.7	10.9	10.5	10.6	42.7	10.0	10.0	11.2	14.5	45.8
Operating income (loss)	(10.4)	(7.7)	(7.6)	(8.7)	(34.4)	(12.1)	(7.8)	(8.5)	(9.0)	(37.4)	(1.7)	(2.3)	(0.2)	5.1	1.0	4.9	6.7	8.7	14.2	34.4
Interest income (expense)	(7.9)	(8.2)	(9.9)	(12.7)	(38.7)	(14.6)	(16.5)	(17.9)	(15.8)	(64.8)	(15.5)	(15.5)	(15.5)	(15.5)	(61.9)	(13.4)	(13.4)	(13.5)	(13.5)	(53.8)
Other income (expense)	0.0	15.7	(49.4)	0.0	(33.6)	0.1	0.1	1.9	0.1	2.1					0.0					0.0
Income before income taxes	(18.3)	(0.2)	(66.8)	(21.4)	(106.7)	(26.7)	(24.2)	(24.6)	(24.7)	(100.2)	(17.1)	(17.8)	(15.7)	(10.3)	(60.9)	(8.6)	(6.7)	(4.8)	0.7	(19.4)
Income taxes	0.0	0.0	0.0	1.0	1.1	(0.2)	1.1	(55.3)	0.8	(53.7)	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	(0.0)	0.0
Net income (loss)	(18.3)	(0.2)	(66.8)	(22.4)	(107.8)	(26.4)	(25.3)	30.7	(25.4)	(46.4)	(17.1)	(17.8)	(15.7)	(10.3)	(61.0)	(8.6)	(6.7)	(4.8)	0.7	(19.5)
Nonrecurring/noncash adjustments			49.4		49.4					0.0					0.0					0.0
Net income (pro forma)	(18.3)	(0.2)	(17.5)	(22.4)	(58.4)	(26.4)	(25.3)	30.7	(25.4)	(46.4)	(17.1)	(17.8)	(15.7)	(10.3)	(61.0)	(8.6)	(6.7)	(4.8)	0.7	(19.5)
EBITDA	(7.0)	10.0	(4.7)	(5.7)	(7.3)	(7.6)	(4.3)	(4.9)	(5.7)	(22.4)	1.5	0.8	2.9	8.3	13.6	8.0	9.9	11.8	17.3	47.0
Shares, Basic	33.7	34.5	34.8	35.3	34.6	36.4	37.2	38.9	39.7	38.1	42.6	42.7	42.9	43.0	42.8	43.1	43.2	43.4	43.5	43.3
Shares, Diluted	33.7	34.5	34.8	35.3	34.6	36.4	37.2	41.8	39.7	38.1	42.6	42.7	42.9	43.0	42.8	43.1	43.2	43.4	43.5	43.3
EPS Basic (Pro forma)	(\$0.54)	(\$0.01)	(\$0.50)	(\$0.63)	(\$1.69)	(\$0.73)	(\$0.68)	\$0.79	(\$0.64)	(\$1.22)	(\$0.40)	(\$0.42)	(\$0.37)	(\$0.24)	(\$1.43)	(\$0.20)	(\$0.16)	(\$0.11)	\$0.02	(\$0.45)
EPS Diluted (Pro forma)	(\$0.54)	(\$0.01)	(\$0.50)	(\$0.63)	(\$1.69)	(\$0.73)	(\$0.68)	\$0.73	(\$0.64)	(\$1.22)	(\$0.40)	(\$0.42)	(\$0.37)	(\$0.24)	(\$1.43)	(\$0.20)	(\$0.16)	(\$0.11)	\$0.02	(\$0.45)
Margins																				
Gross margin	-5.9%	-0.3%	-1.5%	-1.7%	-2.2%	-60.2%	4.3%	0.7%	1.2%	1.1%	12.8%	11.1%	11.8%	15.0%	12.8%	15.0%	16.0%	17.0%	18.0%	16.7%
Research and development	0.1%	0.1%	0.1%	0.1%	0.1%	2.0%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
Selling, general and administrative	14.0%	11.3%	9.6%	11.3%	11.3%	501.4%	21.5%	13.1%	13.8%	21.0%	15.0%	14.0%	12.0%	10.0%	12.5%	10.0%	9.5%	9.5%	9.0%	9.4%
Operating margin	-20.0%	-11.7%	-10.6%	-13.0%	-13.4%	-563.6%	-17.3%	-12.4%	-12.7%	-20.0%	-2.3%	-3.0%	-0.3%	4.9%	0.3%	4.9%	6.4%	7.4%	8.9%	7.2%
Tax rate, GAAP	0.0%	-1.5%	0.0%	-4.9%	-1.0%	0.9%	-4.4%	224.9%	-3.1%	53.7%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
Net margin	-35.1%	-0.3%	-93.1%	-33.6%	-42.0%	-1227.8%	-56.0%	44.7%	-36.0%	-24.9%	-24.2%	-23.0%	-18.1%	-9.9%	-17.9%	-8.6%	-6.4%	-4.1%	0.4%	-4.1%
Y/Y % change																				
Total Revenue	22%	20%	44%	4%	21%	-96%	-32%	-4%	6%	-27%	3196%	72%	26%	48%	82%	40%	35%	35%	51%	41%
Gross margin	-14%	-106%	-77%	-109%	-170%	-58%	-1014%	-145%	-176%	-136%	-799%	341%	1987%	1724%	2066%	64%	94%	94%	82%	83%
Research and development	57%	143%	136%	86%	105%	17%	-27%	-31%	-10%	-16%	69%	110%	141%	184%	124%	40%	35%	35%	51%	41%
Selling, general and administrative	36%	29%	35%	1%	23%	48%	31%	31%	30%	35%	-1%	12%	16%	7%	8%	-7%	-8%	7%	36%	7%
Operating income (loss)	16%	261%	-23%	-267%	117%	16%	1%	12%	3%	9%	-86%	-70%	-97%	-157%	-103%	-394%	-390%	#####	175%	3471%
Net income (loss)	1%	-98%	280%	2444%	129%	44%	11995%	-146%	14%	-57%	-35%	-30%	-151%	-59%	31%	-50%	-62%	-69%	-107%	-68%
EPS Diluted (Pro forma)	-21%	-98%	-9%	2296%	10%	34%	11135%	-246%	1%	-28%	-45%	-39%	-150%	-62%	17%	-51%	-63%	-70%	-107%	-68%

Source: Company reports and Ascendant Capital Markets estimates.

Aemetis, Inc.

Balance Sheet (\$ mils)	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1E	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and cash equivalents	5.5	3.6	0.3	4.3	4.1	3.5	3.9	2.7	7.0	(52.3)	(77.4)	(113.4)	(135.3)	(250.8)	(282.8)	(365.0)
Short term investments									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable, net	0.7	1.3	9.1	1.3	0.3	6.2	4.6	8.6	3.9	4.3	4.8	5.8	5.5	5.8	6.5	8.8
Inventory	4.9	4.9	10.4	4.7	12.5	7.5	8.1	18.3	7.4	8.3	9.2	10.7	10.1	10.6	11.6	15.7
Deferred income taxes									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Tax credit sales receivable							55.2		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other	5.2	5.3	4.2	7.9	4.3	3.8	6.7	6.8	3.5	3.9	4.3	5.3	5.0	5.2	5.8	8.0
Total current assets	16.2	15.0	24.1	18.1	21.2	20.9	78.5	36.4	21.9	(35.8)	(59.1)	(91.6)	(114.7)	(229.2)	(258.8)	(332.5)
Long term securities/investments									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Property and equipment, net	145.2	156.8	169.5	180.4	180.8	182.8	188.1	195.1	207.9	239.3	252.1	283.5	314.9	408.4	439.8	533.4
Intangibles, net									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income tax									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	5.1	6.6	5.3	8.5	8.3	8.9	10.9	11.9	11.9	11.9	11.9	11.9	11.9	11.9	11.9	11.9
Total assets	166.5	178.5	198.9	207.1	210.4	212.6	277.4	243.4	241.7	215.4	204.9	203.8	212.0	191.2	192.9	212.8
Liabilities and stockholders' equity																
Accounts payable	18.8	19.1	32.9	26.2	28.5	30.3	28.8	32.1	35.4	31.0	34.7	42.0	49.6	41.9	46.8	63.6
Accrued expenses	1.3	1.0	1.0	8.8	8.2	11.5	1.5		7.1	1.6	1.7	2.1	9.9	2.1	2.3	3.2
Deferred revenue									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income tax									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	11.9	11.5	116.1				13.1	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7	10.7
Short term debt	30.7	28.8	33.0	53.3	66.9	67.1	70.9	41.5	41.5	41.5	41.5	41.5	41.5	41.5	41.5	41.5
Total current liabilities	62.7	60.4	183.1	88.3	103.6	108.9	114.4	84.4	94.8	84.8	88.6	96.4	111.8	96.2	101.4	119.1
Deferred income taxes									5.1	5.1	5.1	5.1	5.1	5.1	5.1	5.1
Other long term liabilities	4.6	6.8	6.7	7.7	7.4	8.0	5.2	5.1	5.1	5.1	5.1	5.1	5.1	5.1	5.1	5.1
EB-5 notes	32.5	32.0	31.0	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5	29.5
GAFI secured and revolving notes									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long term debt	195.3	202.0	163.0	283.5	292.3	305.1	328.3	341.4	341.4	341.4	341.4	341.4	341.4	341.4	341.4	341.4
Minority Interest									0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total other liabilities	232.3	240.8	200.7	320.7	329.2	342.6	363.1	376.0	376.0	376.0	376.0	376.0	376.0	376.0	376.0	376.0
Preferred stock	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
Common stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.5	2.9	4.4	5.8	7.2	8.7	10.1	11.5
Additional paid-in capital	215.4	221.9	226.9	232.5	238.3	247.0	255.5	264.1	264.1	264.1	264.1	264.1	264.1	264.1	264.1	264.1
Retained earnings	(339.5)	(339.7)	(406.6)	(429.0)	(455.4)	(480.7)	(450.0)	(475.4)	(492.5)	(510.3)	(526.0)	(536.4)	(545.0)	(551.7)	(556.5)	(555.9)
Accumulated other comprehensive income	(4.5)	(4.9)	(5.2)	(5.5)	(5.3)	(5.3)	(5.6)	(5.7)	(5.7)	(5.7)	(5.7)	(5.7)	(5.7)	(5.7)	(5.7)	(5.7)
Other									3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6
Total stockholders' equity	(128.6)	(122.7)	(184.9)	(201.9)	(222.4)	(238.9)	(200.0)	(217.0)	(229.1)	(245.4)	(259.7)	(268.6)	(275.7)	(281.1)	(284.4)	(282.3)
Total stockholders' equity and liabilities	166.5	178.5	198.9	207.1	210.4	212.6	277.4	243.4	241.7	215.4	204.9	203.8	212.0	191.2	192.9	212.8

Balance Sheet Drivers

	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1E	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Prepaid as % of total rev	10%	8%	6%	12%	200%	8%	10%	10%	5%	5%	5%	5%	5%	5%	5%	5%
Accounts payable as % of total rev	36%	29%	46%	39%	1325%	67%	42%	45%	50%	40%	40%	40%	50%	40%	40%	40%
Inventories as % of cost of rev	9%	7%	14%	7%	364%	17%	12%	26%	12%	12%	12%	12%	12%	12%	12%	12%
Accrued expenses as % of total rev	2%	1%	1%	13%	383%	25%	2%	0%	10%	2%	2%	2%	10%	2%	2%	2%
Activity Ratios																
A/R Days Sales Outstanding	1	2	11	2	11	12	6	11	5	5	5	5	5	5	5	5
Inventory Turnover	45.4x	53.9x	28.0x	58.3x	1.1x	23.1x	33.5x	15.3x	33.3x	33.3x	33.3x	33.3x	117.1x	32.0x	30.2x	24.8x
A/P Days Payable	31	26	41	35	745	63	38	41	52	41	41	42	15	45	48	59
Book & Cash Value (per share)																
Book Value per Share (diluted)	-\$3.81	-\$3.55	-\$5.32	-\$5.72	-\$6.11	-\$6.43	-\$4.78	-\$5.47	-\$5.38	-\$5.75	-\$6.05	-\$6.25	-\$6.44	-\$6.52	-\$6.58	-\$6.50
Cash per Share (diluted)	\$0.16	\$0.10	\$0.01	\$0.12	\$0.11	\$0.09	\$0.09	\$0.07	\$0.16	-\$1.22	-\$1.80	-\$2.64	-\$3.16	-\$5.82	-\$6.55	-\$8.41
Net cash per Share (diluted)	-\$7.50	-\$7.51	-\$6.52	-\$10.25	-\$10.56	-\$10.71	-\$10.15	-\$10.33	-\$9.52	-\$10.88	-\$11.42	-\$12.23	-\$12.80	-\$15.39	-\$16.09	-\$17.91

Source: Company reports and Ascendant Capital Markets estimates

Aemetis, Inc.

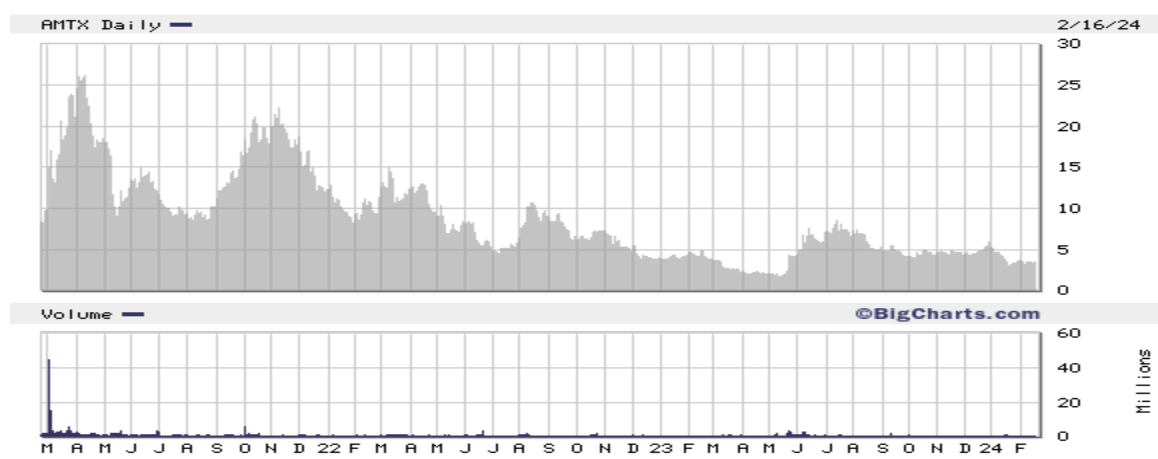
Cash Flow Statement (\$ mils)	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	Mar-25	Jun-25	Sep-25	Dec-25	2025
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1E	Q2E	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Cash flow from operating activities																				
Net income	(18.3)	(0.2)	(66.8)	(22.4)	(107.8)	(26.4)	(25.3)	30.7	(25.4)	(46.4)	(17.1)	(17.8)	(15.7)	(10.3)	(61.0)	(8.6)	(6.7)	(4.8)	0.7	(19.5)
Depreciation	1.3	1.3	1.4	1.5	5.5	1.8	1.7	1.7	1.7	6.9	1.7	1.7	1.7	1.7	6.9	1.7	1.7	1.7	1.7	6.9
Amortization	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	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Stock comp	2.0	1.3	1.5	1.5	6.4	2.7	1.8	1.8	1.4	7.7	1.4	1.4	1.4	1.4	5.7	1.4	1.4	1.4	1.4	5.7
Provision for bad debts					0.0					0.0					0.0					0.0
Deferred income taxes					0.0	(0.3)	1.0	(0.8)	(0.6)	(0.8)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Debt related amortization expen	3.5	3.2	4.4	6.1	17.3	7.5	8.2	9.2	6.9	31.8					0.0					0.0
Change in fair value of warrant liability					0.0		0.4		0.0	0.4					0.0					0.0
Other gains/losses		0.8	49.4	(2.2)	48.0					0.0					0.0					0.0
Other		(1.4)		3.0	1.6					0.0					0.0					0.0
Changes in operating assets and liabilities:																				
Accounts receivable	0.9	(0.6)	(8.3)	8.3	0.3	1.0	(5.9)	1.5	(4.1)	(7.4)	4.7	(0.4)	(0.5)	(1.0)	2.8	0.3	(0.3)	(0.7)	(2.3)	(3.0)
Inventory	0.3	(0.1)	(5.8)	6.0	0.4	(7.9)	5.1	(0.7)	(10.2)	(13.8)	10.9	(0.8)	(0.9)	(1.5)	7.6	0.6	(0.4)	(1.1)	(4.0)	(4.9)
Prepaid expenses & other curre	2.5	(0.3)	0.6	(1.0)	1.8	2.3	0.1	(0.1)	(0.5)	1.8	3.3	(0.3)	(0.5)	(0.9)	1.6	0.3	(0.3)	(0.6)	(2.1)	(2.7)
Other assets	0.3	(1.9)	1.1	(3.4)	(3.9)	0.5	(0.5)	(56.8)	54.8	(2.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	0.8	(0.4)	8.4	(6.6)	2.2	3.0	1.4	0.4	9.0	13.7	3.3	(4.4)	3.6	7.4	9.9	7.6	(7.8)	4.9	16.9	21.6
Accrued expenses					0.0					0.0	7.1	(5.5)	0.2	0.4	2.1	7.8	(7.8)	0.2	0.8	1.1
Accrued interest expense	4.7	3.9	4.3	2.7	15.5	5.4	6.7	6.4	5.1	23.6					0.0					0.0
Deferred revenue					0.0					0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities	(6.1)	(3.9)	(0.0)	(0.1)	(10.1)	(0.8)	2.6	0.5	(4.1)	(1.8)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net cash (used in) provided by	(8.2)	1.7	(9.8)	(6.6)	(22.9)	(11.3)	(2.7)	(6.2)	34.0	13.8	15.3	(26.2)	(10.6)	(2.9)	(24.4)	11.2	(20.2)	1.1	13.1	5.3
Cash flow from investing activities																				
Purchases of property and equip	(9.5)	(13.1)	(6.4)	(10.2)	(39.2)	(7.6)	(2.2)	(8.8)	(14.5)	(33.1)	(14.5)	(33.1)	(14.5)	(33.1)	(95.3)	(33.1)	(95.3)	(33.1)	(95.3)	(256.8)
Purchases of short-term investments					0.0					0.0					0.0					0.0
Acquisitions					0.0					0.0					0.0					0.0
Other	1.5	4.7	1.3	0.5	7.9	6.8	0.5	0.4	1.8	9.4					0.0					0.0
Net cash used in investing activ	(8.0)	(8.4)	(5.2)	(9.8)	(31.3)	(0.9)	(1.6)	(8.4)	(12.8)	(23.7)	(14.5)	(33.1)	(14.5)	(33.1)	(95.3)	(33.1)	(95.3)	(33.1)	(95.3)	(256.8)
Cash flow from financing activities																				
Issuance of debt	18.5	12.1	9.2	29.5	69.4	11.6	10.0	19.8	34.0	75.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Repayment of debt	(4.8)	(12.4)	(0.4)	(10.2)	(27.9)	(2.8)	(12.6)	(9.2)	(63.6)	(88.2)					0.0					0.0
Issuance of stock		5.1	2.9	4.0	12.0	2.6	6.3	5.9	7.0	21.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Repurchase of common stock					0.0					0.0					0.0					0.0
Proceeds from stock option exe	0.2	0.0	0.0		0.2		0.0	0.0	0.1	0.1					0.0					0.0
Other					0.0					0.0					0.0					0.0
Dividends and distributions					0.0					0.0					0.0					0.0
Cash provided by (used in) fina	13.9	4.8	11.7	23.2	53.6	11.4	3.8	16.4	(22.5)	9.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Effect of exchange rate on cash	(0.0)	(0.0)	(0.0)	(0.2)	(0.2)	(0.1)	(0.2)	0.3	(0.1)	0.0					0.0					0.0
Net increase (decrease) in cash	(2.3)	(1.9)	(3.3)	6.7	(0.8)	(0.8)	(0.8)	2.2	(1.4)	(0.7)	0.7	(59.3)	(25.1)	(36.1)	(119.7)	(21.9)	(115.5)	(32.0)	(82.2)	(251.6)
Beginning cash and equivalents	7.8	5.5	3.6	0.3	7.8	7.0	6.2	5.5	7.7	7.0	6.3	7.0	(52.3)	(77.4)	6.3	(113.4)	(135.3)	(250.8)	(282.8)	(113.4)
Ending cash and equivalents	5.5	3.6	0.3	7.0	7.0	6.2	5.5	7.7	6.3	6.3	7.0	(52.3)	(77.4)	(113.4)	(113.4)	(135.3)	(250.8)	(282.8)	(365.0)	(365.0)

Source: Company reports and Ascendant Capital Markets estimates

ANALYST CERTIFICATION

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Aemetis, Inc.



Source: <https://bigcharts.marketwatch.com/>

	Report Date		Price
Report	Date	Rating	Target
1	3/5/2018	B	2.00
2	3/29/2018	B	3.00
3	5/10/2018	B	3.25
4	8/9/2018	B	3.00
5	11/8/2018	B	2.50
6	2/19/2019	B	2.75
7	3/18/2019	B	2.50
8	5/10/2019	B	2.25
9	8/9/2019	B	2.00
10	11/15/2019	B	2.25
11	3/23/2020	B	2.00
12	5/17/2020	B	2.25
13	8/17/2020	B	4.50
14	11/14/2020	B	4.25
15	3/18/2021	B	30.00
16	5/16/2021	B	24.00
17	8/22/2021	B	20.00
18	9/25/2021	B	33.00
19	11/30/2021	B	34.00
20	3/29/2022	B	35.00
21	6/5/2022	B	33.00
22	9/7/2022	B	30.00
23	11/13/2022	B	26.00
24	3/27/2023	B	22.00
25	5/30/2023	B	21.00
26	8/13/2023	B	22.00
27	12/22/2023	B	22.50

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BUY: We expect the stock to provide a total return of 15% or more within a 12-month period.

HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Distribution of Investment Ratings (as of January 15, 2024)

Rating	Count	Percent	Investment Banking Services Past 12 months	
			Count	Percent
Buy	52	98%	20	38%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	53	100%	20	38%

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