

E.C.D.

AUTOMOTIVE DESIGN



 Nasdaq ECDA

INVESTOR PRESENTATION

APRIL 2025

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THE CLASSIC CAR ECOSYSTEM TAM

The Classic Car Owner Desires a One Stop White Glove,
Trusted & All Encompassing Automotive Partner
Through The Duration Of Ownership

"A THRIVING AND EVOLVING
MARKET PLACE FOR CARS."
- MCKINSEY



BUSINESS OVERVIEW



ECD Automotive Design

A MICROCAP FERRARI

ECD Automotive Design where luxury immersion creates automotive elegance

- Brand commands premium price and enhances margin through customization
- Disrupting the luxury automotive space with Ritz Carlton white glove service and luxury retail experiences
- No Capex needed to get to cash flow positivity
- Roll-up opportunity in highly fragmented classic car ecosystem
- Additional opportunities within the classic car space leverage ECD brand and provide recurring revenue with high margins



¹ [Gross Margin is calculated on a per vehicle basis](#)

² <https://www.mckinsey.com/industries/automotive-and-assembly/our-insights/collectible-cars-from-niche-market-to-growth-and-innovation-engine#/>

Blending the best of Mom & Pop Builders, Ferrari & Ritz Carlton

“Luxury Immersion Creates Automotive Excellence”



- Mechanic- Centric
- Low Efficiency
- Questionable Delivery
- 1 of 1 custom



- Brand- Centric
- 1 of 500 Builds
- Engineering Excellence



THE RITZ-CARLTON

- Client- Centric
- White Glove Service
- Retention Focused Through Experience



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E.C.D.
AUTOMOTIVE DESIGN

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- Client- Centric
- White Glove Service
- 1 of 1 customs
- Reliable Delivery with 100% transparency
- Engineering Excellence
- Retention Focused through Experience

CLIENT CENTRIC FOCUS

IMMERSIVE DESIGN EXPERIENCE

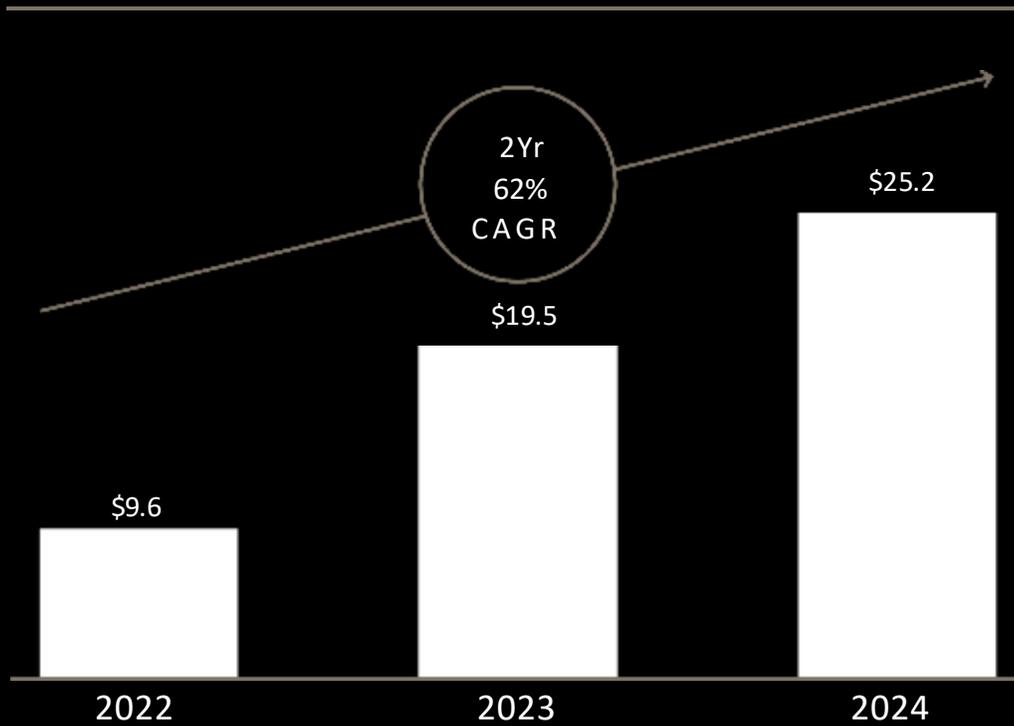
- Luxury hospitality within classic vehicle sales
- True one-of-one vehicle for each client
- Over 2 million customization options
- White glove service includes
 - ✓ Concierge team
 - ✓ 3D renderings of your build
 - ✓ Weekly progress updates
 - ✓ Live camera feeds
- \$80,000 average upgrades drive margin enhancing unit economics



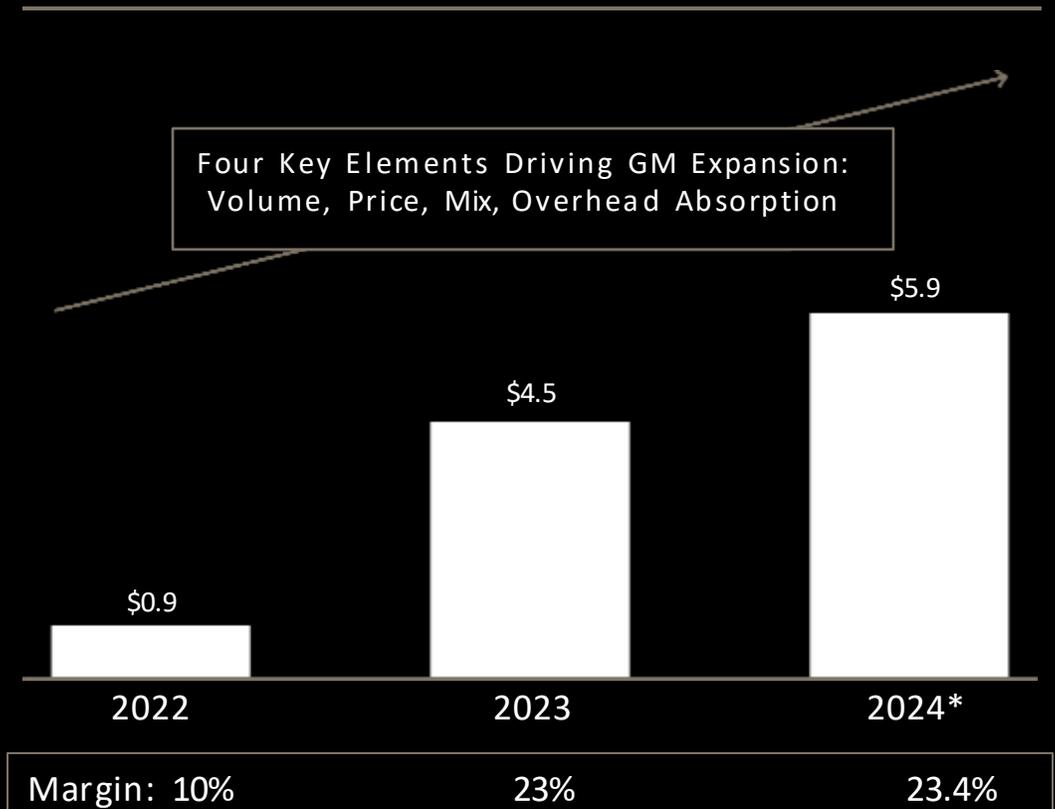
KEY FINANCIAL HIGHLIGHTS

HISTORICAL REVENUE AND MARGINS

Revenue (\$M)



Gross Margin (\$M and %)



*2024 includes a non-cash write off overhead allocation

ORGANIC PATH TO \$75M REVENUE

30%+ GROSS MARGINS



NORTH LINE

SUV Vehicles

- # Units PA: 64 - \$22.4m
- ASP: \$350k



SOUTH LINE

Retail/Stock Vehicles

- # Units PA: 64 - \$18.8m
- ASP: \$295k



EAST LINE

Classic American Sports Cars

- # Units PA: 64 - \$21.8m
- ASP: \$340k



Boutique Vehicles

E-Type / Porsche

- # Units PA: 24 - \$12.6m
- ASP: \$525k



M&A /LICENSING ACTIVITY TO DATE

Blackbridge Motors

- Increase factory utilization and enhance margins at luxury price point
- Consolidates Defender Market in a capital-efficient manner
- IP, branding and top-of-funnel marketing support



Black Dog Traders

- Adds branded Toyota FJ SUVs
- Further expands total addressable market
- Increases margins



Brand New Muscle Car

- Adds Ford Mustangs and other American Muscle Cars
- Unit economics similar to current ECD vehicles. Other AMC products to come
- Broadens audience with licensing opportunities



E.C.D. NEW SALES CHANNEL RETAIL OPERATIONS

Where Ritz Carlton service meets immersive customization

- New orders & available now sales
- Touch, feel, design & drive
- Immersive Luxury Experience
- Vehicles are the hero & not expensive fit out costs
- Ritz Carlton white glove service



Ten Easy St
– Nantucket, MA



One Drivers Club
– West Palm Beach, FL



ECD CUSTOMER AND COMPETITOR LOCATIONS

650

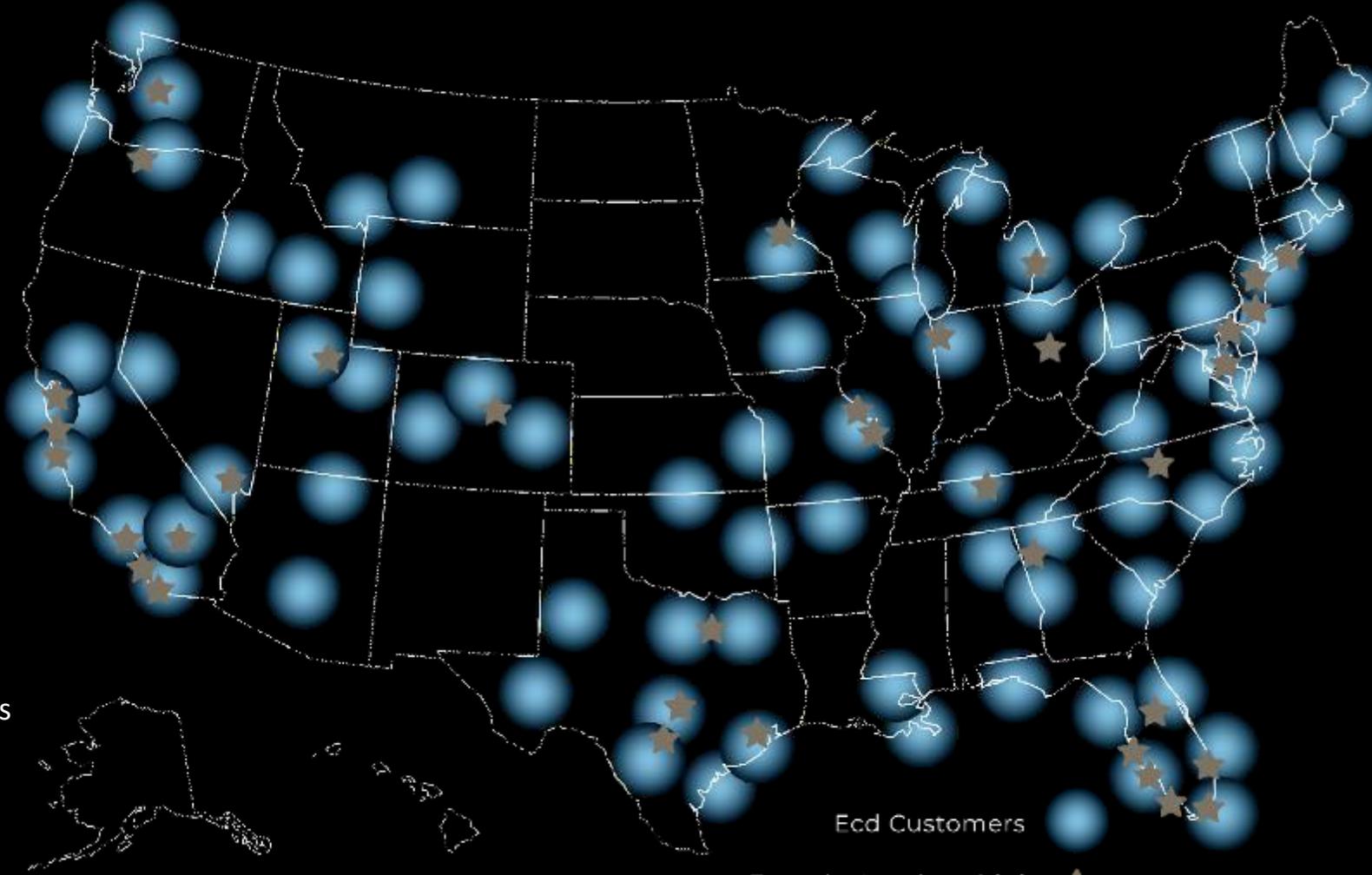
ECD Customers

43

Ferrari Dealerships

41

Lamborghini Dealerships



Ecd Customers

Ferrari + Lamborghini
Dealerships



SALES SCENARIOS WITHIN RETAIL LOCATIONS

READY TO PURCHASE

Buy Available New Inventory

- Enhance cash flow

NEW CUSTOM BUILD

Order New Custom Build

- Drive backlog

USED INVENTORY

Buy Used Inventory

- Net margin gain

INVESTMENT HIGHLIGHTS

**\$100M of lifetime
revenue**

**Disciplined capital
allocators**

**\$94B market
opportunity**

**Path to \$300M in
annual revenue**

**Experienced
management team
/ high insider
ownership**

- Compelling roll-up potential in the highly fragmented classic car ecosystem
- Disrupting the luxury automotive space with customization, white glove service and luxury retail experiences
- Organic opportunity to fill existing factory without need for additional capex
- Additional business opportunities provide recurring revenue and high margins



CREATE IT, BUILD IT, LIVE IT.

THANK
YOU

ANY QUESTIONS?

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