STONEGATE CAPITAL PARTNERS

RESEARCH UPDATE

AEMETIS, INC. (NASDAQ: AMTX)

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Market Statistics	
Price	$ 1.93
52 week Range	$1.16 - $11.50
Daily Vol (3-mo. average)	696,230
Market Cap ($M)	$ 70.8
Enterprise Value ($M)	$ 460.8
Shares Outstanding ($M)	36.7
Float (M)	33.0
Public Ownership	45.1%
Institutional Ownership	44.8%

Financial Summary	
Cash ($)	$ 4.1
Cash/Share	$ 0.11
Debt ($)	$ 394.1
Equity ($)	$ (222.4)
Equity/Share	$ (6.06)

FYE: DEC	2022	2023E	2024E
(in $M)			
Rev	$ 256.5	$ 272.0	$ 457.8
Chng%	21%	6%	68%
EBITDA	$ (22.4)	$ 16.3	$ 62.5
Net Income	$ (107.8)	$ (64.6)	$ (28.0)
EPS	$ (3.12)	$ (1.77)	$ (0.77)

COMPANY DESCRIPTION

Aemetis, Inc. is a rapidly expanding renewable natural gas company and operates ethanol and biodiesel refineries. Aemetis is currently building a dairy biogas system that will capture methane from nearby dairy farms in California and then transport the methane by pipeline to its Keyes facility. At the Keyes facility the methane can be compressed and cleaned to produce Renewable Natural Gas. Aemetis expects to build 5 new biogas dairies each two quarters for the next five years for a total of 66 dairies. Importantly, each dairy has 35-year contracts, should produce $2.5M average revenue per dairy per year. Aemetis ethanol plant in Keyes, CA produces 65M gallons of ethanol per year in addition to animal feed. It also operates a biodiesel plant on the East Coast of India that can produce 50M gallons per year of distilled biodiesel and refined glycerin. The Company was founded in 2006 by biofuels veteran, Eric McAfee, and is headquartered in Cupertino, CA.

Company Summary

5-year plan show lots of growth: Aemetis outlined a 5-year plan to reach $2.0B in revenue and $682M in adjusted EBITDA by 2027 vs F22 revenue and adjusted EBITDA of $274.6M and $(22.4)M. respectively. While this is a long-term plan, AMTX has shown the ability to reach their benchmarks with the recent announcement of contract wins in India, continued completion of dairy biogas digesters, and the recent improvements made in the Keyes Ethanol Plant.

Dairy biogas pipeline shows potential: Aemetis expects to build new dairies biogas digesters over the next five years for a total of 66 dairies. Assuming proper execution, the economics for these projects are compelling. For each dairy, the feedstock is low cost, has 25-year contracts, and should produce $2.5M average revenue per dairy per year. In FY27, Aemetis is expecting revenue of $302.3M and adjusted EBITDA of $264.1M. AMTX is expected to have 17 completed plants by the end of 2023.

Jet/diesel plant is source of upside: Aemetis announced in January 2021 that it is planning to build a 90M gallon renewable jet and diesel plant using below zero carbon intensity cellulosic hydrogen produced from waste almond orchard wood. The plant is expected to supply the aviation and truck markets with ultra-low carbon renewable fuels. Aemetis' expects revenue of $700.9M and adjusted EBITDA of $192.0M by FY27.

Aviation fuel offtake agreements signed: In September 2021, Aemetis announced a 10-year, 250M gallon, sustainable aviation fuel offtake agreement with Delta Airlines. Since then, Aemetis has signed additional offtake agreements with American Airlines, Quantas, and Japan Airlines for an aggregate estimated value of more than $3.8B.

Ethanol plants are strategic to RNG business: AMTX currently operates a 65M gallon ethanol plant in Keyes, California that is also strategic to the Aemetis dairy biogas project. Aside from ethanol for the fuel market, the plant also produces animal feed, which is delivered to 80 dairies, creating synergies that could turn these dairies into potential biogas suppliers. Furthermore, Aemetis can use the RNG generated at this plant without having to wait for a utility connection to generate revenue. Growth in the RNG segment is fueled by $23M of grants related to RNG, completion of the RNG interconnection unit with PG&E's pipeline, and completing construction of the biogas-to-RNG upgrading facility.

India plant is debt free and adds additional upside: AMTX operates a 50M gallon biodiesel plant in India. Importantly, the Indian government oil marketing companies are the primary purchaser of AMTX's biodiesel. Recently, AMTX won a $34M contract to deliver biodiesel in 2Q23. This plant is expected to operate at near full capacity starting in 1H23 as the Company becomes more comfortable and familiar with the bidding process.

Valuation – We are using a SOTP analysis. We are applying various EV/EBITDA multiples to Aemetis' F27 projections and couple a discount range of 27.5% to 32.5% to discount the value to today with an annual shares outstanding growth rate range of 1% to 5%. As a result, we arrive at a valuation range of $24.95 to $36.72 with a midpoint of $30.21.

Business Overview

Aemetis, Inc. is a renewable fuel and biochemicals company focused on producing low carbon products that replace traditional petroleum-based products. The Company's innovative technologies replace petroleum-based products primarily through the conversion of first-generation ethanol and biodiesel plants into advanced biorefineries. The Company is seeking to leverage its technology and experience to increase production of existing products as well as expand its portfolio of higher value products.

Exhibit 1: Dairy Biogas System

Source: Company Reports

Exhibit 2: Keyes, California Ethanol Plant

Source: Company Reports

Aemetis was incorporated in Nevada in 2006 by industry veteran Eric McAfee and went public in 2007. The Company operates in two reportable segments: North America and India. The North American segment consists of a dairy renewable natural gas project to build 66 dairies in the next five years; a 65M gallon ethanol plant in Keyes, CA that produces ethanol, high grade alcohol, as well as wet distillers 'grain (WDG), distillers 'corn oil (DCO), and condensed distillers solubles (CDS), which are used as animal feed. A two million metric tonne per year CO2 sequestration project was announced in early 2022.

The Indian operation division consists of a biodiesel production facility in Kakinada, India with capacity of approximately 50M gallons per year. The Kakinada Plant processes vegetable oil and animal waste oil into biodiesel. The Kakinada Plant also produces a byproduct called crude glycerin that is further refined into refined glycerin that is sold to several large end markets. The Company has a plan in place to expand the India facility to 100 mgy in biodiesel.

Growth Drivers

The Company's founder and CEO, Eric McAfee, has a strong history of creating and growing public companies. Eric was previously the co-founder of Pacific Ethanol (Nasdaq: ALTO) which had revenues of $1.4B (Dec'19) in addition to being the founding shareholder of Evolution Petroleum (NYSE: EPM), an oil production company. Over the years, Eric has founded eight public companies and funded 25 private companies as principal investor. Aemetis will look to leverage McAfee's key relationships and knowledge to scale current operations.

Aemetis has several projects underway that are anticipated to add incremental revenue to the Company over the next few years.

Dairy Biogas

Aemetis is constructing a dairy biogas system that will capture methane from nearby dairy farms in California and then transport the methane by pipeline to the Keyes facility where it can be compressed and cleaned to produce Renewable Natural Gas (RNG). In Q320, the company completed the first phase of its dairy digester cluster project, including a four-mile Aemetis owned pipeline and two dairy digesters that are producing below zero carbon intensity biogas (-426 carbon intensity). Four more dairy digesters and an additional 36 miles of pipeline was completed in FY2022. The project currently has 6 completed digesters and 40 miles of pipeline, with one more digester expected to be completed in 2Q23 and an additional 10 more expected to be completed by the end of 2023. The project is expected to generate $302.3M in revenue and $264.1M in adjusted EBITDA by FY27.

Exhibit 3: Revenue and Adjusted EBITDA Growth Plan

Revenues (millions)	2023	2024	2025	2026	2027
California Ethanol & Animal Feed	220.5	267.2	275.3	275.5	276.0
India Biodiesel & Glycerin	119.1	162.2	248.4	353.8	423.8
Dairy Renewable Natural Gas	2.0	62.1	192.4	261.6	302.3
Renewable Diesel/Sustainable Aviation Fuel	-	-	348.0	693.3	700.9
Carbon Capture & Sequestration	-	-	21.4	109.8	314.3
Total Revenues	$ 341.5	$ 491.5	$ 1,085.5	$ 1,693.9	$ 2,017.4

Adjusted EBITDA (millions)	2023	2024	2025	2026	2027
California Ethanol & Animal Feed	6.7	52.3	61.2	61.2	61.7
India Biodiesel & Glycerin	12.9	17.7	29.6	32.5	41.0
Dairy Renewable Natural Gas	29.2	59.1	179.0	236.5	264.1
Renewable Diesel/Sustainable Aviation Fuel	(0.7)	(1.5)	88.4	184.9	192.0
Carbon Capture & Sequestration	(0.1)	(0.1)	15.4	45.6	132.3
Corporate	(9.2)	(9.3)	(9.4)	(9.4)	(9.0)
Adjusted EBITDA	$ 38.8	$ 118.3	$ 364.2	$ 551.2	$ 682.1

Source: Company Reports

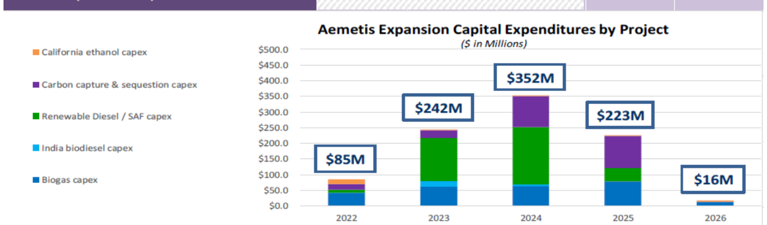
"Carbon Zero" Renewable Jet/Diesel Fuel

Aemetis announced in January 2021 that it is planning to build a 90M gallon renewable jet and diesel plant using below zero carbon intensity cellulosic hydrogen from waste almond orchard wood located in central CA. The plant is expected to supply the aviation and truck markets with ultra-low carbon renewable fuels to reduce greenhouse gas emissions. Aemetis 'expects revenue of $700.9M and adjusted EBITDA of $192.0M by FY27.

Importantly, in September 2021, Aemetis hit a major milestone by announcing an offtake agreement with Delta Airlines (NYSE: DAL). The offtake agreement calls for 250M gallons of blended fuel containing sustainable aviation fuel to be delivered over the 10-year term of the agreement. Since then, Aemetis has signed additional offtake agreements with America Airlines, Quantas, and Japan Airlines, among others, for an aggregate estimated value of more than $3.8B.

Exhibit 4: Aemetis Expansion Plans

	2022	2023	2024	2025	2026
Total Dairy Renewable Natural Gas (dRNG) Digesters	10	24	37	51	66
dRNG Digesters Capacity (MMBtu/Year)	272,800	624,800	968,000	1,337,600	1,742,400
dRNG Production (MMBtu/Year)	49,941	327,800	651,200	1,016,400	1,392,600
India Biodiesel (Gallons/Year)	13,878,324	29,279,683	43,965,455	57,155,091	74,301,619
SAF Jet / Renewable Diesel (Gallons/Year)				60,344,603	84,930,300
Carbon Capture & Sequestration (Metric Tons)				125,000	500,000



Source: Company Reports

Carbon Capture

In April 2021, Aemetis announced the creation of its carbon capture business unit. The segment will initially capture, dehydrate, compress, and sequester CO2 from Aemetis 'diary biogas project and other biofuels plants. Aemetis 'strategy is to sequester a combined 2M metric tonnes of CO2 per year at two of its biofuel plants, including CO2 supplied by other renewable diesel plants and refineries. Aemetis expects to generate $314.3M in revenue and $132.3M in adjusted EBITDA by FY27.

Dairy Biogas System

In 2018, Aemetis formed Aemetis Biogas, LLC with the goal of constructing biomethane digesters at various dairies around the Keyes facility to produce ultra-low carbon renewable natural gas for use as a transportation fuel. Aemetis Biogas currently has 40 signed participation agreements with local dairies to capture methane from manure lagoons.

The project is expected to capture the methane biogas from dairy wastewater lagoons and pipeline the gas to the Keyes plant for processing. Once the biomethane is produced, it can be used as transportation fuels to replace diesel in trucks; used in the Keyes plant to replace petroleum natural gas; or used in the on-site fueling station being built at the Keyes plant.

Exhibit 5: Dairy Biogas System

Source: Company Reports

In Q320, Aemetis announced the completion of phase one of its dairy digester cluster project. This included the commissioning of a four-mile Aemetis owned pipeline and two diary digesters that produce zero carbon intensity biogas.

At the end of 4Q22 the company had completed construction of 40 total miles of biogas pipelines as well as the onboarding of four additional dairy digesters, with three 1 additional digesters expected to be completed in 2Q23, and ten more digesters expected to be completed in FY23.

The biogas team is now working to build out the remaining dairy biogas system that should encompass 66 sites in California that are near its existing Keyes ethanol plant. Assuming proper execution, the economics for Aemetis 'dairy biogas system are compelling. Below is a summary:

- 25-year contracts
- Virtually free feedstock $2.5M average revenue per dairy per year

Aemetis expansion plan includes:

- Phase 1: Completed 2020 – 2 dairy digesters, 4-mile pipeline, biogas boiler.
- Phase 2: Completed 1Q23 - 7 digesters, 40-mile pipeline, gas cleanup, utility gas pipeline connection, RNG station.
- Phase 3: Targeted 2027YE - 66 digesters, pipeline, gas cleanup, utility pipeline injection

Funding for the project includes the following sources:

- $30M auto-redeemed preferred equity (funded in 2019 financing)
- $23M California grants
- Grant for RNG dispensing station at Keyes plant
- USDA $50M low interest rate, long-term debt under Renewable Energy for America Program (REAP) – completed 3Q22
- USDA $150M debt under REAP – 2023 target

"CARBON ZERO" DIESEL/JET FUEL PLANT

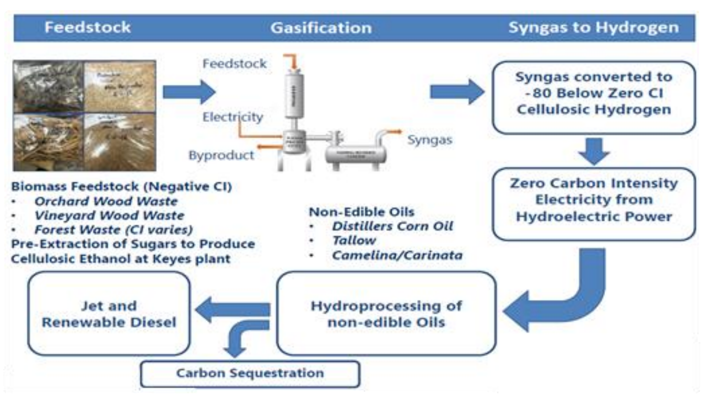
Aemetis announced in January 2021 that it is planning to build a renewable jet and diesel plant using below zero carbon intensity cellulosic hydrogen and zero carbon intensity electricity. The plant will have a capacity of 90M gallons per year.

The plant is expected to supply the aviation and truck markets with ultra-low carbon renewable fuels to reduce greenhouse gas emissions (-100 carbon intensity). The plant will be located on a 125-acre industrial and commercial land complex that is a former Army ammunition production facility in Riverbank, CA.

The production plant is designed to convert below zero carbon feedstocks (waste wood or agriculture wastes) and renewable energy (solar, renewable natural gas, biogas) into energy dense liquid renewable fuels. Aemetis named this project "Carbon Zero 1" to reflect its mission to reduce greenhouse gases.

Importantly, we note that the Aemetis plant location is well positioned within an area that has millions of tons of below zero carbon intensity feedstock. There are more than 1.5M acres of almonds/walnuts in California. Of this, 2M+ tons per year of waste is burned and almond growers pay for orchard removal.

Exhibit 7: Carbon Zero Diesel/Jet Fuel Plant using Cellulosic Hydrogen



Source: Company Reports

Aemetis signed a 20+ year supply agreement with the world's largest almond and walnut wood processor. The 20-year agreement has an initial 10-year term and renewal for an additional 10 years.

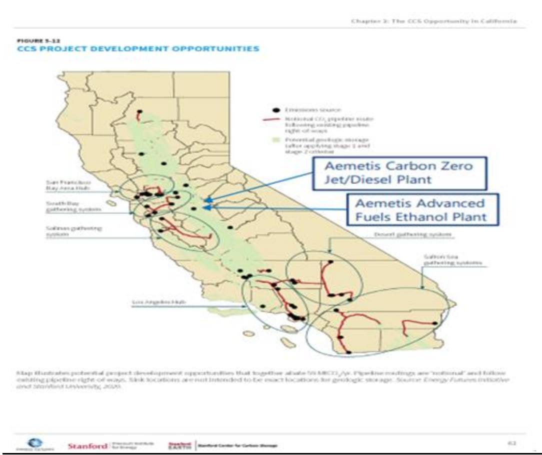
After an initial production demo stage, the plant is expected to ramp up capacity to produce 10% of the sugar feedstock used in Aemetis existing 65M gallon per year biofuel plant, with additional expansion in future phases to higher percentages.

CARBON CAPTURE

In April 2021, the Company established Aemetis Carbon Capture, Inc. to build Carbon Capture Sequestration projects to generate LCFS and IRS 45Q credits by injecting CO_2 into wells, which are monitored for emissions to ensure the long-term sequestration of carbon underground. California's Central Valley has been identified as a highly favorable region for large-scale CO_2 injection projects because of the subsurface geological formation that retains gases.

Aemetis plans to sequester a combined 2M metric tonnes of CO_2 per year at two sites located near its biofuels plants. The Company expects 400,000 MT per year from its biogas and biofuels plant operations, coupled with 1.6 MT per year of carbon sequestration using CO_2 supplied by other fuel producers in California. According to the company, transportation fuels production related to CO_2 sequestered underground is estimated to generate about $200 per metric tonne under the CA Low Carbon Fuel Standard (LCFS), and ~$85/tonne in IRS 45Q tax credit value. Aemetis estimates this 2M MT/CO_2 per year opportunity could represent $570M in annual revenues.

Exhibit 8: Aemetis CCS Projects



Source: Company Reports

KEYES ETHANOL PLANT

Aemetis owns and operates a 65M gallon per year ethanol facility in Keyes, CA. The plant produces denatured fuel ethanol, high grade alcohol, wet distillers 'grain (WDG), distillers 'corn oil (DCO), and condensed distillers 'solubles (CDS). The Keyes plant has operated at or near capacity since 2011 and contributed revenue of $149.3M, $211.3M, and $228.2M in FY20, FY21 and FY22, respectively.

Exhibit 9: Keyes Ethanol Plant

Source: Company Reports

Historically, the Aemetis North American revenue strategy relied on supplying renewable ethanol into the Northern CA transportation fuel market and supplying feed products to dairy and other animal feed operations in Northern CA. Importantly, the company is actively pursuing higher value markets to improve its overall margins and increase cash flows. Examples include its diary renewable natural gas, renewable jet/diesel and carbon sequestration projects.

Aemetis also is implementing several carbon reduction upgrades to the Keyes ethanol plant which Aemetis believes will significantly reduce operating costs by purchasing $10 million less petroleum natural gas each year while increasing revenues by reducing the carbon intensity of its fuel ethanol.

Ethanol, WDG, DCO and CDS

Aemetis sells 100% of its ethanol to Murex, LLC. Ethanol pricing is determined pursuant to an existing marketing agreement between Aemetis and Murex. The purchase and sale agreement with Murex was effective in October 2021 and extends to October 2023, with automatic one-year renewals thereafter.

WDG, DCO and CDS are sold as animal feed. WDG and DCO are primarily sold to A.L. Gilbert under a purchasing agreement and its CDS is sold to various local customers. WDG prices are determined monthly via a marketing agreement with A.L. Gilbert and is based on the local price of dry distillers 'grains and other protein feedstuffs.

Facility Improvements

Aemetis is investing in various upgrades to its Keyes facility to increase the value of its high-grade alcohol and fuel ethanol, while also reducing the cost of operations. In Exhibit 10, we outline the projects.

Exhibit 10: Keyes Facility Upgrade Projects

Ethanol Plant Upgrades	
Solar Array with Battery Storage	Zero carbon electricity
Mechanical Vapor Recompression to reduce Natural Gas by 60% (2023)	Natgas -> Electric

To Reduce Carbon Intensity
ZEBREX™ Mitsubishi ceramic membrane dehydration system reduces petro natural gas use by 20%+ and replaces with electricity
Cellulosic ethanol production and higher corn oil yield using advanced enzymes (2023)

Source: Company Reports

These projects are targeted at significantly reducing natural gas usage and electricity costs, thereby increasing the number of low carbon fuel standard credits generated per year.

Aemetis expects the potential combined improvements from these projects to approximate $23M in increased EBITDA per year at the Keyes Plant. With the Solar Array with Battery storage

KAKINADA PLANT

Aemetis also operates a biodiesel production facility in Kakinada, India. With a capacity of about 50M gallons per year, Aemetis believes its Kakinada facility is one of the largest biodiesel facilities in India on a capacity basis. The Kakinada plant produces two products:

- Biodiesel
- Refined Glycerin

At full capacity, the Company believes the facility should produce ~$160M revenues annually with ~$11M in EBITDA.

Importantly, the India Government recently announced a purchase tender for $900M of biodiesel that is expected to help the Government implement its National Biofuels Policy goal of 1.25B gallons per year. Additionally, the Indian government is expected to adjust their policies in April of 2023 that will allow the Indian plant to operate closer to full capacity.

Biodiesel

Biodiesel is produced from vegetable or animal fat waste feedstocks and is then sold as a transportation fuel and a chemical in the textile market. This plant's biodiesel meets the international product standards so it can be sold in the domestic Indian market as well as internationally.

Exhibit 11: Kakinada, India Plant

Source: Company Reports

Glycerin and Edible Oils

The Kakinada plant also produces crude glycerin which is a byproduct created through the production of biodiesel. Aemetis takes this crude glycerin and further refines it into refined glycerin, which is sold into pharmaceutical, personal care, adhesive, and other industries.

Risks

History of losses – The Company is not currently profitable and has incurred significant losses, historically. Until the Company can become profitable, it will rely upon debt and equity financing to fund the Company's operations. If the Company is unsuccessful in securing additional financing, operations and revenues could decrease or be eliminated.

Debt level and interest expense could limit cash flows – The Company currently owes approximately $161.5M to Third Eye Capital with a maturity in April 2024. Notably, Aemetis has repaid $26.3M worth of debt in 2022. The current interest rate will continue to hamper cash flow, cash position, and stock price. Aemetis may not be able to repay the principal at that time. If the Company is unable to refinance, it will have to sell assets to pay off the balance of the loan.

Dependent on suppliers and customers – Aemetis currently purchases all of its corn supplies for the Keyes plant from a singular supplier, J.D. Heiskell. The Company also sells all of its Ethanol to Murex LLC and its WDG and DCO to A.L. Gilbert. If these entities were unable to supply the necessary inputs or unable to purchase all products, the Company's results from operations would be severely impacted.

Changes in government policies – The ethanol industry is reliant upon government policies for increased demand. Currently the Government requires a percentage of ethanol to be blended into traditional transportation fuels. Changes to government regulations could have adverse effects on the Company's business.

Foreign exchange risks – A substantial portion of revenues for Aemetis is denoted in rupees while the Company reports financial results in U.S. dollars. The results of operations may be adversely affected if the rupee fluctuates against the dollar. Aemetis does not currently engage in any hedging of foreign currency exposure.

Operations subject to foreign laws, policies, regulations, and markets – A substantial portion of the Company's assets are in India. The Company is subject to regulatory, economic, and political uncertainties in India, of which, any adverse policy changes may inhibit the Company's ability to continue operations.

VALUATION SUMMARY

We are using a multiple analysis on a sum-of-the-parts. Below is AMTX's 5-year projected growth plan, which we use for our valuation range.

Revenues (millions)	2023	2024	2025	2026	2027
California Ethanol & Animal Feed	220.5	267.2	275.3	275.5	276.0
India Biodiesel & Glycerin	119.1	162.2	248.4	353.8	423.8
Dairy Renewable Natural Gas	2.0	62.1	192.4	261.6	302.3
Renewable Diesel/Sustainable Aviation Fuel	-	-	348.0	693.3	700.9
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Total Revenues	$ 341.5	$ 491.5	$ 1,085.5	$ 1,693.9	$ 2,017.4

Adjusted EBITDA (millions)	2023	2024	2025	2026	2027
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Carbon Capture & Sequestration	(0.1)	(0.1)	15.4	45.6	132.3
Corporate	(9.2)	(9.3)	(9.4)	(9.4)	(9.0)
Adjusted EBITDA	$ 38.8	$ 118.3	$ 364.2	$ 551.2	$ 682.1

	2027E	EV/EBITDA	EV
CA Ethanol	61.7	5.0x	308.5
India Ethanol	41.0	5.0x	205.0
dRNG	264.1	8.0x	2,112.8
Jet/Diesel	192.0	8.0x	1,536.0
arbon Capture	132.3	8.0x	1,058.4
Corp	(9.0)	7.0x	(63.0)
		Enterprise Value=	5,157.7
		Debt	396.1
		Cash	4.1
		MC	4,765.8
Current Shares Outstanding (M)			36.7

		Annual S/O Growth Rate		
		5.0%	3.0%	1.0%
Discount Rate	25.0%	$33.38	$36.75	$40.54
	27.5%	$30.24	$33.29	$36.72
	30.0%	$27.44	$30.21	$33.32
	32.5%	$24.95	$27.46	$30.29
	35.0%	$22.72	$25.01	$27.59

Source: Stonegate Capital Partners

We then apply "normalized" EV/EBITDA multiples to each segment's F27 adjusted EBITDA projection. We apply a 5.0x EV/EBITDA multiple to the California Ethanol and India Biodiesel segments. Next, we believe 8.0x EV/EBITDA for the Dairy RNG, Jet/Diesel, and Carbon Capture segments seem appropriate. We also apply a 7.0x EV/EBITDA multiple to corporate expenses. Our multiples are based on historical industry multiples and current comps.

Comparative Analysis
(all figures in $USD M, expect per share information)

					EV/S (2)				EV/EBITDA (2)			
Company Name	Symbol	Price (1)	Mrkt Cap	EV	2022	2023E	2024E	2025E	2022	2023E	2024E	2025E
Ethanol												
Green Plains Inc.	GPRE	$ 29.71	$ 1,768.1	$ 2,361.4	0.6x	0.7x	0.7x	0.7x	136.3x	17.2x	7.2x	5.2x
REX American Resources Corporation	REX	$ 28.63	$ 497.9	$ 295.0	0.3x	0.4x	0.4x	0.3x	4.9x	4.1x	3.2x	2.7x
Alto Ingredients, Inc.	ALTO	$ 1.57	$ 119.5	$ 205.6	0.2x	0.2x	0.1x	0.1x	NM	8.3x	4.6x	4.5x
Red Trail Energy, LLC	REGX	$ 3.25	$ 130.5	$ 136.9	0.6x	0.0x	0.0x	0.0x	4.9x	0.0x	0.0x	0.0x
				Average	**0.4x**	**0.3x**	**0.3x**	**0.3x**	**48.7x**	**7.4x**	**3.7x**	**3.1x**
				Median	**0.5x**	**0.3x**	**0.3x**	**0.2x**	**4.9x**	**6.2x**	**3.9x**	**3.6x**
Biofuels												
Clean Energy Fuels Corp.	CLNE	$ 4.34	$ 967.4	$ 913.1	2.2x	2.6x	2.2x	1.9x	96.9x	17.0x	8.4x	4.8x
Gevo, Inc.	GEVO	$ 1.23	$ 285.2	$ (49.6)	NM	NM	NM	NM	NM	NM	NM	NM
Montauk Renewables, Inc.	MNTK	$ 6.36	$ 900.4	$ 870.6	4.2x	5.1x	4.0x	3.5x	12.2x	28.7x	13.3x	9.2x
				Average	**3.2x**	**3.9x**	**3.1x**	**2.7x**	**54.5x**	**22.9x**	**10.8x**	**7.0x**
				Median	**3.2x**	**3.9x**	**3.1x**	**2.7x**	**54.5x**	**22.9x**	**10.8x**	**7.0x**

(1) Previous day's closing price
(2) Estimates are from Capital IQ
Source: Company reports, CapitalIQ, Stonegate Capital Partners

Our last step is to discount the results to today. Given the 5-year horizon, coupled with potential execution risks, we use a range of discount rates from 27.5% to 32.5%, which we believe is appropriate. Additionally, we factor in potential shares outstanding growing in a range of 1% to 5% annually. As a result, we arrive at a valuation range of $24.95 to $36.72 with a midpoint of $30.21.

INCOME STATEMENT

Aemetis, Inc.
Consolidated Statements of Income (in M$, except per share amounts)
Fiscal Year: December

	FY 2019	FY 2020	FY 2021	Q1 Mar-22	Q2 Jun-22	Q3 Sep-22	Q4 Dec-22	FY 2022	Q1 Mar-23	Q2 E Jun-23	Q3 E Sep-23	Q4 E Dec-23	FY 2023E	Q1 E Mar-24	Q2 E Jun-24	Q3 E Sep-24	Q4 E Dec-24	FY 2024E
Total revenues	$ 202.0	$ 165.6	$ 211.9	$ 52.0	$ 65.9	$ 71.8	$ 66.7	$ 256.5	$ 2.2	$ 85.9	$ 89.8	$ 94.6	$ 272.0	$ 105.0	$ 119.1	$ 116.4	$ 117.3	$ 457.8
COGS	189.3	154.5	204.0	55.1	66.1	72.9	67.9	262.0	3.4	79.5	80.8	81.3	245.0	89.3	101.2	99.0	99.7	389.1
Gross profit	12.7	11.0	7.9	(3.1)	(0.2)	(1.1)	(1.1)	(5.5)	(1.3)	6.4	9.0	13.2	27.4	15.8	17.9	17.5	17.6	68.7
Operating expenses																		
R&D	0.2	0.2	0.1	0.0	0.1	0.1	0.0	0.2	0.0	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.2
SG&A	17.4	16.9	23.7	7.3	7.4	6.4	7.5	28.7	10.8	6.0	6.0	6.0	28.8	6.0	6.0	6.0	6.0	24.0
Total Operating Expenses	17.6	17.1	23.8	7.3	7.5	6.5	7.6	28.9	10.8	6.1	6.1	6.1	29.0	6.1	6.1	6.1	6.1	24.2
Operating Income (Loss)	(4.9)	(6.1)	(15.8)	(10.4)	(7.7)	(7.6)	(8.7)	(34.4)	(12.1)	0.4	2.9	7.2	(1.6)	9.7	11.8	11.4	11.5	44.5
Interest expense	21.1	22.9	20.1	4.4	4.9	5.5	6.6	21.4	7.1	9.5	9.5	9.5	35.6	11.3	11.3	11.3	11.3	45.0
Debt related fees & amortization Exp	4.7	3.4	3.9	1.8	1.7	1.6	2.2	7.4	2.0	2.0	2.0	2.0	7.9	2.1	2.1	2.1	2.1	8.4
Accretion of series A preferred	2.3	4.7	7.7	1.6	1.5	2.8	4.0	9.9	5.6	5.5	5.5	5.5	22.1	5.5	5.5	5.5	5.5	22.0
Other income (expense)	5.4	0.5	(0.3)	(0.0)	(15.7)	49.4	(0.0)	33.6	(0.1)	-	-	-	(0.1)	-	-	-	-	-
Income (Loss) before income tax	(38.3)	(37.6)	(47.3)	(18.3)	(0.2)	(66.8)	(21.4)	(106.7)	(26.7)	(16.6)	(14.0)	(9.8)	(67.1)	(9.2)	(7.0)	(7.4)	(7.3)	(30.9)
Income tax expense	1.1	(1.0)	(0.1)	0.0	0.0	0.0	1.0	1.1	(0.2)	(0.7)	(0.7)	(0.7)	(2.4)	(0.7)	(0.7)	(0.7)	(0.7)	(2.9)
Net income (loss)	(39.5)	(36.7)	(47.1)	(18.3)	(0.2)	(66.8)	(22.4)	(107.8)	(26.4)	(15.9)	(13.3)	(9.1)	(64.6)	(8.4)	(6.3)	(6.7)	(6.6)	(28.0)
Net loss attributable to non-controlling	(3.8)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net loss attributable to Aemetis, Inc.	$ (35.7)	$ (36.7)	$ (47.1)	$ (18.3)	$ (0.2)	$ (66.8)	$ (22.4)	$ (107.8)	$ (26.4)	$ (15.9)	$ (13.3)	$ (9.1)	$ (64.6)	$ (8.4)	$ (6.3)	$ (6.7)	$ (6.6)	$ (28.0)
Basic EPS (loss)	$ (1.75)	$ (1.74)	$ (1.54)	$ (0.54)	$ (0.01)	$ (1.92)	$ (0.63)	$ (3.12)	$ (0.73)	$ (0.44)	$ (0.37)	$ (0.25)	$ (1.77)	$ (0.23)	$ (0.17)	$ (0.18)	$ (0.18)	$ (0.77)
Diluted EPS (loss)	$ (1.75)	$ (1.74)	$ (1.54)	$ (0.54)	$ (0.01)	$ (1.92)	$ (0.63)	$ (3.12)	$ (0.73)	$ (0.44)	$ (0.37)	$ (0.25)	$ (1.77)	$ (0.23)	$ (0.17)	$ (0.18)	$ (0.18)	$ (0.77)
Basic shares outstanding	20.5	21.0	30.7	33.7	34.5	34.8	35.3	34.6	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4
Diluted shares outstanding	20.5	21.0	30.7	33.7	34.5	34.8	35.3	34.6	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4	36.4
Adjusted EBITDA	$ 0.4	$ (0.2)	$ (6.4)	$ (7.1)	$ (5.0)	$ (4.7)	$ (5.7)	$ (22.4)	$ (7.7)	$ 4.9	$ 7.4	$ 11.7	$ 16.3	$ 14.2	$ 16.3	$ 15.9	$ 16.0	$ 62.5
Margin Analysis																		
Gross Margin	6.3%	6.7%	3.7%	-5.9%	-0.3%	-1.5%	-1.7%	-2.2%	-60.2%	7.5%	10.0%	14.0%	10.1%	15.0%	15.0%	15.0%	15.0%	15.0%
Operating Margin	-2.4%	-3.7%	-7.5%	-20.0%	-11.7%	-10.6%	-13.0%	-13.4%	-563.6%	0.5%	3.3%	7.6%	-0.6%	9.2%	9.9%	9.8%	9.8%	9.7%
EBITDA Margin	0.2%	-0.1%	-3.0%	-13.5%	-7.6%	-6.5%	-8.6%	-8.8%	-356.6%	5.7%	8.3%	12.4%	6.0%	13.5%	13.7%	13.7%	13.7%	13.6%
Pre-Tax Margin	-19.0%	-22.7%	-22.3%	-35.1%	-0.3%	-93.1%	-32.0%	-41.6%	-1239.3%	-19.3%	-15.6%	-10.3%	-24.7%	-8.7%	-5.9%	-6.4%	-6.2%	-6.8%
Net Income Margin	-17.7%	-22.1%	-22.2%	-35.1%	-0.3%	-93.1%	-33.6%	-42.0%	-1227.8%	-18.4%	-14.8%	-9.6%	-23.8%	-8.0%	-5.3%	-5.8%	-5.6%	-6.1%
Tax Rate	-2.9%	2.6%	0.3%	0.0%	-1.5%	0.0%	-4.9%	-1.0%	0.9%	4.4%	5.2%	7.4%	3.6%	7.9%	10.3%	9.7%	9.9%	9.4%
Growth Rate Y/Y																		
Total Revenue	17.8%	-18.0%	28.0%	21.6%	20.1%	44.0%	3.7%	21.0%	-95.9%	30.4%	25.0%	41.7%	6.0%	4781.5%	38.6%	29.7%	24.1%	68.3%
Total cost of revenues	14.0%	-18.4%	32.0%	18.8%	29.0%	33.4%	31.3%	28.4%	-93.7%	20.2%	10.8%	19.8%	-6.5%	2490.0%	27.4%	22.5%	22.6%	58.8%
Selling, General and Administrative	8.3%	-3.1%	40.2%	35.7%	29.0%	26.6%	0.9%	21.2%	47.6%	-19.1%	-6.8%	-20.2%	0.3%	-44.4%	0.0%	0.0%	0.0%	-16.6%
Operating Income	-54.9%	23.1%	160.7%	15.7%	261.2%	-23.2%	-266.9%	117.4%	16.3%	-105.1%	-138.5%	-182.7%	-95.3%	-180.0%	2900.1%	290.1%	60.6%	-2854.7%
Pre-Tax Income	5.7%	-1.9%	25.6%	1.0%	-98.0%	279.8%	1999.2%	125.7%	45.8%	7946.2%	-79.0%	-54.2%	-37.2%	-65.7%	-57.5%	-47.0%	-25.3%	-53.9%
Net Income	8.2%	2.6%	28.6%	1.0%	-98.0%	279.9%	2437.9%	128.6%	44.4%	7483.8%	-80.1%	-59.6%	-40.0%	-68.1%	-60.2%	-49.6%	-27.3%	-56.6%
EPS	7.0%	0.0%	-11.9%	-21.2%	-98.2%	248.1%	2319.7%	102.8%	33.6%	7090.5%	-81.0%	-60.8%	-43.0%	-68.1%	-60.2%	-49.6%	-27.3%	-56.6%
Share Count- fully diluted	1.1%	2.7%	46.0%	28.2%	11.7%	9.1%	4.9%	12.7%	8.0%	5.5%	4.8%	3.2%	5.3%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company Reports, Stonegate Capital Partners estimates

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