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**UNITED STATES DISTRICT COURT
CENTRAL DISTRICT OF CALIFORNIA**

JEFF TYLER, Individually and on
Behalf of All Others Similarly Situated,

Plaintiff,

vs.

CANOO INC., TONY AQUILA,
ULRICH KRANZ, and PAUL
BALCIUNAS,

Defendants.

Case No.:

CLASS ACTION

**CLASS ACTION COMPLAINT
FOR VIOLATIONS OF THE
FEDERAL SECURITIES LAWS**

JURY TRIAL DEMANDED

INTRODUCTION

1
2 Plaintiff, by his undersigned attorneys, alleges upon personal knowledge as to
3 himself and his own acts, and upon information and belief as to all other matters, based
4 on the investigation conducted by and through Plaintiff’s attorneys, which included,
5 among other things, a review of the public documents and announcements issued by
6 Canoo Inc. (“Canoo” or the “Company”), filings with the U.S. Securities and Exchange
7 Commission (“SEC”), wire and press releases published by and regarding the Company,
8 securities analysts’ reports and advisories about the Company, and other information
9 readily obtainable on the Internet.
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NATURE OF THE ACTION

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15 1. This is a federal class action brought individually and on behalf of all other
16 persons and entities who purchased or otherwise acquired publicly-traded Canoo
17 common stock and/or warrants from August 18, 2020, through and including March 29,
18 2021, (the “Class Period”), seeking to recover damages pursuant to Sections 10(b) and
19 20(a) of the Securities Exchange Act of 1934 (the “Exchange Act”), 15 U.S.C. §§78j(b)
20 and 78t(a), and Rule 10b-5 promulgated thereunder (the “Class”).
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JURISDICTION AND VENUE

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25 2. The claims alleged herein arise under Sections 10(b) and 20(a) of the
26 Exchange Act, 15 U.S.C. §§78j(b) and 78t(a) and Rule 10b-5 promulgated thereunder
27 (17 C.F.R. § 240.10b-5).
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1 referred to as “blank check” companies or special purpose acquisition companies
2 (“SPACs”). In December 2020, the Company entered into a business combination with
3 Canoo Holdings Limited (the “Business Combination”). The combined company
4 purports to be a mobility technology company that develops electric vehicles (“EV”).
5 The Company’s common stock and warrants are listed on the NASDAQ under the ticker
6 symbol “GOEV” and “GOEVW,” respectively. Prior to December 22, 2020, the
7 Company’s common stock and warrants traded under the symbols “HCAC” and
8 “HCACW,” respectively.
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12 8. Defendant Ulrich Kranz (“Kranz”) served as Co-Founder and Chief
13 Executive Officer (“CEO”) of Canoo Holdings Limited until he became the Company’s
14 CEO, In Charge after the Business Combination.
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16 9. Defendant Paul Balciunas (“Balciunas”) served as Canoo Holdings
17 Limited’s In Charge of Finance (CFO) & Corporate Development until he became Chief
18 Financial Officer (“CFO”) In Charge of Finance after the Business Combination. On
19 March 29, 2021, the Company announced that Balciunas would be resigning from the
20 Company effective April 2, 2021. Balciunas signed the Company’s Annual Report for
21 the fiscal year ended December 31, 2020 filed on Form 10-K with the SEC on March 31,
22 2021 (“FY 2020 10-K”) as the Company’s “Principal Financial Officer and Principal
23 Accounting Officer.”
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1 10. Defendant Anthony (Tony) Aquila (“Aquila”) began serving as Executive
2 Chairman and Director after the Business Combination. Aquila signed the FY 2020 10-
3 K as the Company’s “Principal Executive Officer.”
4

5 11. Defendants Kranz, Balciunas and Aquila are collectively referred to herein
6 as the “Individual Defendants.”
7

8 12. The Individual Defendants, because of their positions with the Company,
9 controlled and/or possessed the authority to control the contents of its reports, press
10 releases and presentations to securities analysts and through them, to the investing
11 public. By reason of their management positions and their ability to make public
12 statements in the name of Canoo, the Individual Defendants were and are controlling
13 persons, and had the power and influence to cause (and did cause) Canoo to engage in
14 the conduct complained of herein.
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17 **CLASS ACTION ALLEGATIONS**
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19 13. Plaintiff brings this action as a class action pursuant to Rules 23(a) and
20 (b)(3) of the Federal Rules of Civil Procedure on behalf of all those who purchased or
21 otherwise acquired publicly traded Canoo common stock and/or warrants from August
22 18, 2020, through and including March 29, 2021. Excluded from the Class are
23 Defendants herein, members of the immediate family of each of the Defendants, any
24 person, firm, trust, corporation, officer, director or other individual or entity in which
25 any Defendant has a controlling interest or which is related to or affiliated with any of
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1 the Defendants, and the legal representatives, agents, affiliates, heirs, successors-in-
2 interest or assigns of any such excluded party.

3 14. The members of the Class are located in geographically diverse areas and
4 are so numerous that joinder of all members is impracticable. Throughout the Class
5 Period, Canoo common stock and warrants were actively traded on the NASDAQ.
6 Although the exact number of Class members is unknown at this time and can only be
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ascertained through appropriate discovery, Plaintiff believes there are thousands of
members of the Class who traded the Company's common stock and warrants during the
Class Period.

15. Common questions of law and fact exist as to all members of the Class and
predominate over any questions affecting solely individual members of the Class.
Among the questions of law and fact common to the Class are:

- (a) Whether Defendants violated federal securities laws based upon the facts alleged herein;
- (b) Whether statements made by Defendants to the investing public during the Class Period misrepresented material facts about the business, operations and management;
- (c) Whether the Individual Defendants caused Canoo to issue false and misleading statements during the Class Period;
- (d) Whether Defendants acted knowingly or recklessly in issuing false and misleading statements;

1 (e) Whether the prices of Canoo common stock and warrants during the
2 Class Period were artificially inflated because of the Defendants'
3 conduct complained of herein; and

4
5 (f) Whether the members of the Class have sustained damages and, if so,
6 the proper measure of damages.

7
8 16. Plaintiff's claims are typical of the claims of the members of the Class as
9 Plaintiff and members of the Class sustained damages arising out of Defendants'
10 wrongful conduct in violation of federal laws as complained of herein.

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12 17. Plaintiff will fairly and adequately protect the interests of the members of
13 the Class and has retained counsel competent and experienced in class and securities
14 litigation. Plaintiff has no interests antagonistic to, or in conflict with, those of the Class.

15
16 18. A class action is superior to alternative methods for the fair and efficient
17 adjudication of this controversy since joinder of all members of this Class is
18 impracticable. Furthermore, because the damages suffered by individual Class members
19 may be relatively small, the expense and burden of individual litigation make it
20 impossible for the Class members individually to redress the wrongs done to them.
21 There will be no difficulty in the management of this action as a class action.

22
23 19. Plaintiff will rely, in part, upon the presumption of reliance established by
24 the fraud-on-the-market doctrine in that:

25
26 (a) Defendants made public misrepresentations or failed to disclose
27 material facts during the Class Period;
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- 1 (b) the omissions and misrepresentations were material;
- 2 (c) Canoo common stock and warrants are traded in an efficient market;
- 3
- 4 (d) the Company's shares were liquid and traded with moderate to heavy
volume during the Class Period;
- 5
- 6 (e) the Company traded on the NASDAQ and was covered by multiple
analysts;
- 7
- 8 (f) the misrepresentations and omissions alleged would tend to induce a
reasonable investor to misjudge the value of the Company's
9 securities; and
- 10
- 11 (g) Plaintiff and members of the Class purchased, acquired and/or sold
Canoo securities between the time the Defendants failed to disclose
12 or misrepresented material facts and the time the true facts were
disclosed, without knowledge of the omitted or misrepresented facts.
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14 20. Based upon the foregoing, Plaintiff and the members of the Class are
15 entitled to a presumption of reliance upon the integrity of the market.

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17 **MATERIALLY FALSE & MISLEADING STATEMENTS**

18 21. The Class Period begins on August 18, 2020. On August 18, 2020, the
19 Company issued a press release announcing that it had entered into a deal with Canoo
20 Holdings Ltd. which would result in it becoming a publicly listed company.

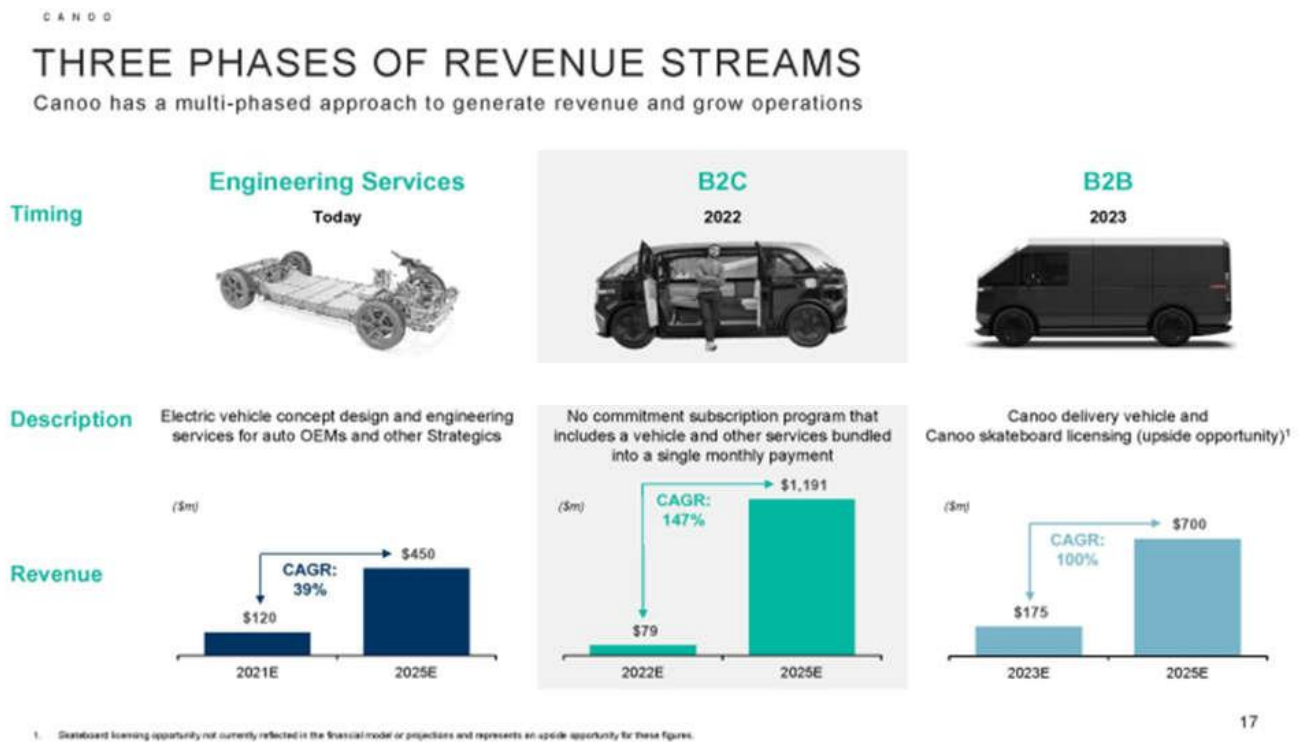
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22 22. During an August 18, 2020 conference call with investors, Defendant Kranz
23 touted three streams of revenue for the Company. In addition to business to business
24 ("B2B") sales, the Company touted its engineering services business and a subscription-
25 based consumer vehicle service business:
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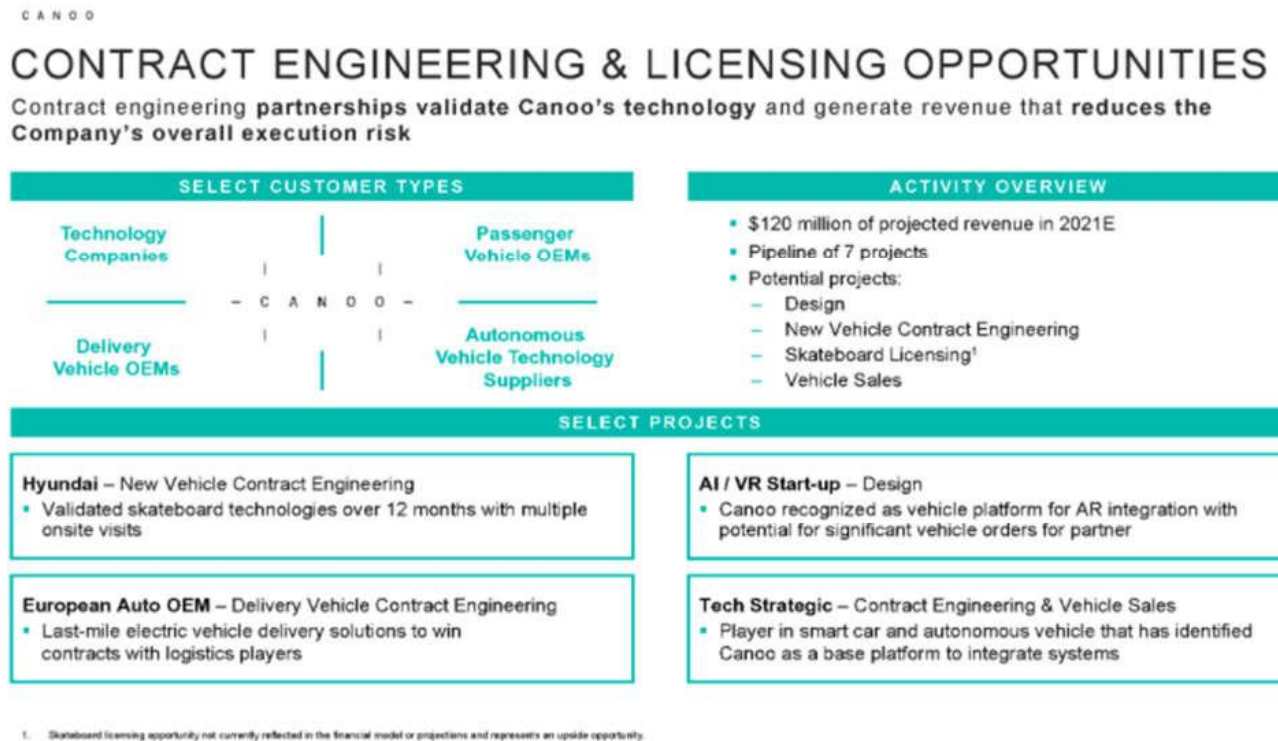
28 We have three phases of revenue streams. **In the first phase, we call it
Engineering Services. This is a phase that already exists today. So, we**

1 **are working for companies and we are already making money with the**
 2 **first revenue stream.** The second revenue stream is a B2C. This is a stream
 3 that we will have available when we launch our first vehicle, our lifestyle
 4 vehicle, by 2022. **This is a consumer vehicle and it will be on**
 5 **subscription.** The B2B service, that you see on the right side, is our third
 6 revenue stream. This will be a vehicle introduced in 2023, what we call a
 7 last-mile delivery vehicle, and this will be for sales. Three different revenue
 8 streams give us very good flexibility, and it makes also sure that we can
 9 really tap into different areas to be profitable.

10 23. In a presentation filed with the SEC on August 18, 2020, the Company
 11 described these streams of revenue as follows:



16 24. In another slide the Company touted how its engineering services revenue
 17 would “reduce the Company’s overall execution risk”:
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14 25. Also, during the August 18, 2020 conference call, Defendant Balciunas
15 touted the subscription-based business model:

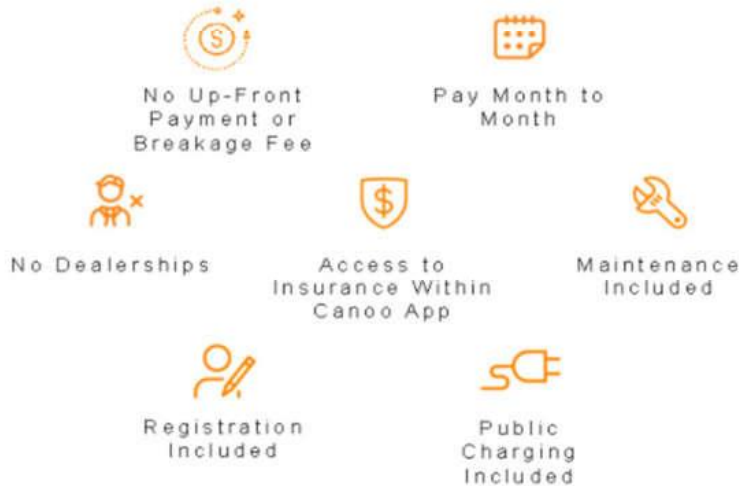
16 Looking at our margin, our target rate is approximately 40% for the
17 subscription business. As we look at other competitors that offer
18 subscription products in the technology sector, we see that this margin is
19 very similar and there's a lot of similarities between our model and their
20 model, even though at initial glance it may appear to be very different....
21 Because depreciation is such a fundamental part of our business, think about
22 it like a rental car business, for us to be able to achieve a 20% operating
23 profit is far greater than what you see in the traditional automotive
24 OEM business model where that margin is closer to 5% to 10%. So, it
25 really does highlight the power of a subscription business model with
26 this figure being a fully-burdened margin.

27 26. The presentation highlighted how the subscription model was superior to
28 leasing:

CANOO
SUBSCRIPTION MODEL

We believe subscription-based models are essential for success today and into the future

BENEFITS OF A SUBSCRIPTION MODEL



SUBSCRIPTION VS. LEASING

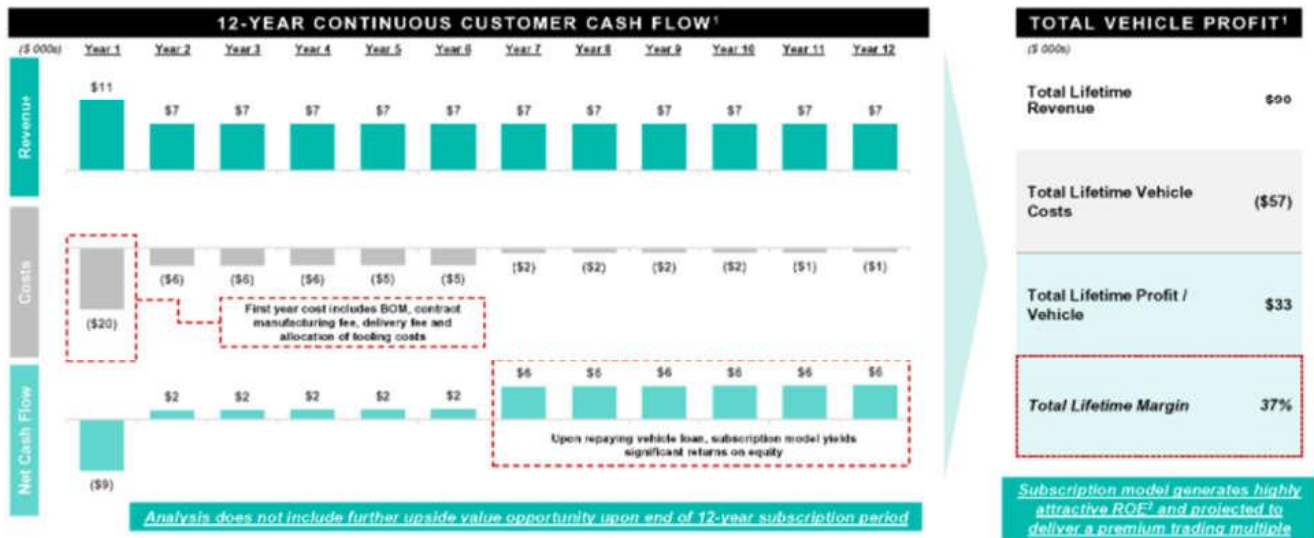
1. **No upfront payment or breakage fees upon contract termination vs. sizeable down payment and lease costly opt-out fees**
2. **Minimum term of 1 month vs. fixed term of 2 to 3 years**
3. **No dealers and direct-to-consumer vs. picking up car at dealer network**
4. **Digital first experience (managed via Canoo app) vs. complex paperwork and physical process**
5. **Includes benefits within monthly payment price vs. a payment that only gets you a vehicle**
6. **Canoo keeps vehicle for entire lifecycle vs. sending to re-sale auction after lease ends**

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27. The presentation further touted how the subscription-based model would be “more profitable & resilient”:

CANOO
ILLUSTRATIVE SUBSCRIPTION UNIT ECONOMICS

Subscription generates consistent cash flow and strong ROE over vehicle life – model is less dependent on new vehicle sales, creating a considerably more profitable & resilient model when compared with other OEMs



1. Analysis is representative and does not necessarily reflect Canoo's specific subscription economics.
 2. Illustrative Gross ROE of 147% and 12-year IRR of 20%.

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1 28. On December 21, 2020, Company announced its business combination with
2 Canoo Holdings Ltd. had been completed and that the combined company's common
3 stock and warrants would trade on the NASDAQ beginning on December 22, 2020.
4

5 29. On December 21, 2020, after the market closed, the Company filed a Form
6 8-K with the SEC signed by Defendant Balciunas. The Form 8-K included a press
7 release touting the combination and the Company's "unique business model":
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9 Canoo is a Los Angeles-based company that has developed breakthrough
10 electric vehicles that are reinventing the automotive landscape with bold
11 innovations in design, pioneering technologies, and **a unique business
12 model that defies traditional ownership to put customers first.**

13 30. On January 13, 2021, after the market closed, the Company filed a Form 8-
14 K with the SEC with a press release announcing the Company's new Board of Directors.
15 Defendant Balciunas signed the Form 8-K. Again, the Form 8-K included a press
16 release in which the Company touted its "unique business model":
17

18 Canoo is a Los Angeles-based company that has developed breakthrough
19 electric vehicles that are reinventing the automotive landscape with bold
20 innovations in design, pioneering technologies, and **a unique business
21 model that defies traditional ownership to put customers first.**

22 31. A Form S-1 Registration Statement was filed on January 13, 2021 and
23 signed by Defendants Aquila and Balciunas (the "S-1").

24 32. In the S-1, the Company touted the value of its EV engineering experience,
25 its deal with Hyundai to provide engineering services, and discussions with other
26 industry participants:
27

28 **This experience and advanced progress have garnered the attention of
prospective collaboration partners, including leading global automotive**

1 **OEMs.** In February 2020, we entered into an agreement with Hyundai
2 Motor Group to co-develop a future EV platform based on our modular and
3 scalable skateboard technology, providing further validation of our technical
4 leadership. The agreement provides for the co-development of a platform for
5 a small segment electric vehicle for which the intellectual property
6 developed will be jointly owned by us and Hyundai Motor Group. The
7 agreement provides that it may be terminated for convenience by either
8 party; however, certain provisions, including with respect to the joint-
9 ownership of intellectual property, survive any such termination. We are
10 also currently in discussions with multiple other blue-chip industry
11 participants interested in leveraging our technologies and engineering
12 expertise for their own commercial products.

13 33. The S-1 also stated:

14 Our pipeline for engineering services includes EV concept design and
15 engineering services for other OEMs, autonomous driving strategics and
16 high growth technology companies. **There is a significant market for
17 contract engineering services among legacy OEMs who lack the
18 expertise to develop an electric powertrain at the pace needed to
19 capitalize on the rising regulatory requirements and global demand for
20 EVs. We are at a distinct competitive advantage to capitalize on this
21 growing demand.** In fact, whereas other new EV entrants are forced to
22 license key technologies and/or outsource primary engineering development
23 to larger OEMs, **we have already received significant OEM interest in
24 our skateboard technology and our team’s expertise in platform
25 engineering, powertrains and vehicle design, as is exemplified by the
26 announcement of an agreement between us and Hyundai Motor Group
27 for the co-development of a future EV platform based on our modular
28 skateboard technology.**

Contract engineering opportunities serve as concrete points of external
validation for our technology and the talent of our team, as well as **provide
additional sources of revenue and long-term commercial opportunities**
(such as skateboard and technology licensing) as the relationship matures.
**We are also in discussions with a number of other partners and expect
to be in a position to announce many more partnerships in due course.**

34. The S-1 further touted its “innovative” business model:

Both our Lifestyle Vehicle and our Sport Vehicle are initially intended to be
made available to consumers via an **innovative subscription business**

1 **model.** With a single monthly payment, customers will enjoy the benefits of
2 an all-inclusive experience that, in addition to their own vehicle, also
3 includes standard maintenance, warranty, registration and access to both
4 insurance and vehicle charging. We plan to utilize an asset-light, flexible
5 manufacturing strategy by outsourcing our direct vehicle production
6 operations to a world-class vehicle contract manufacturing partner for our
7 initial vehicle programs. In doing so, we will significantly reduce our up-
8 front capital investment and eliminate the recurring fixed costs and overhead
9 that would be required for us to own and operate our own assembly facility.

10 35. The S-1 further stated:

11 Both our Lifestyle Vehicle and our Sport Vehicle are initially intended to be
12 made available to consumers via an innovative subscription business model.
13 Research from Volvo and the Harris Poll shows that 74% of drivers believe
14 EVs are the future of driving, but many are concerned about trying a new
15 technology. 40% of non-EV drivers responded that a 30 day “try before you
16 buy” period would increase the likelihood of them purchasing an EV. In
17 other words, consumers are increasingly interested in EV technology, but
18 long-term commitments (or other hurdles like sizable down payments)
19 remain a significant barrier to entry. **By reducing the commitment
20 model will help reduce the barriers to entry for consumers looking to
21 drive an EV, while also providing us with a distinct opportunity for
22 recurring revenue and a unique profit margin profile. We believe this
23 model is supported by a number of key trends in consumer preferences
24 and strong underlying financial metrics as compared to a traditional
25 one-time sale model.**

26 * * *

27 During 2020, our revenue has been derived from the provision of
28 engineering, development and design consulting services on a project basis.
Once we reach commercialization and commence production of our EVs, **we
expect that the significant majority of our revenue will be derived from
our consumer subscription program** for our Lifestyle Vehicle and Sport
Vehicle, as well as sales of our Multi-Purpose Delivery Vehicle.

1 36. On March 11, 2021, the Company filed a Form 8-K signed by Defendant
2 Balciunas with an attached press release dated March 10, 2021 announcing the debut of a
3 fully-electric pickup truck. The press release further again touted its business model:
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5 Canoo is a Los Angeles-based company that has developed breakthrough
6 electric vehicles that are reinventing the automotive landscape with bold
7 innovations in design, pioneering technologies, and **a unique business
model that defies traditional ownership to put customers first.**

8 37. On March 15, 2021, the Company filed a Form 8-K signed by Defendant
9 Balciunas with an attached press release dated March 15, 2021 in which the Company
10 touted its “unique business model”:
11

12 Canoo is a Los Angeles-based company that has developed breakthrough
13 electric vehicles that are reinventing the automotive landscape with bold
14 innovations in design, pioneering technologies, and **a unique business
model that defies traditional ownership to put customers first.**

15 38. The statements described above were materially false and misleading and
16 failed to disclose material adverse facts about the Company’s business, operations, and
17 prospects. As discussed below, the Defendants misled investors by misrepresenting
18 and/or failing to disclose that: (i) the Company’s engineering services was not a viable
19 business, would not provide meaningful revenue in 2021, and would not reduce
20 operational risk; (ii) that the Company would no longer be focused on its subscription-
21 based business model; and (iii) as a result, the Company’s public statements were
22 materially false and misleading at all relevant times.
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THE TRUTH EMERGES

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2 39. On March 29, 2021, after the market closed, Canoo issued a press release
3 (“Q4 Release”) reporting its fourth quarter and full year 2020 results. The Q4 Release
4 removed the language touting its “unique business model” simply stating: “Canoo has
5 developed breakthrough electric vehicles that are reinventing the automotive landscape
6 with bold innovations in design and pioneering technologies.”
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9 40. On March 29, 2021, the Company held a conference call to discuss its
10 financial results (the “Q4 Call”). During the call Defendant Aquila announced that
11 Defendant Balciunas was being replaced as CFO. The Company’s CEO, Defendant
12 Kranz, was not on the call.
13

14
15 41. During the Q4 Call, Defendant Aquila revealed that “it was decided by our
16 Board to de-emphasize the originally stated contract engineering services line.”
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18 42. An analyst from ROTH Capital stated during the Q4 Call, “I would
19 acknowledge that these are significant surprises on the call today, and that’s not ideal
20 after a SPAC – the IPO process” and asked why the Company “would deemphasize
21 engineering given that the original story was it would subsidize the development and
22 broaden the partner opportunity with potentially multiple hats under license?”
23 Defendant Aquila replied, “I would say that from a Company perspective, it was a
24 contradiction.... [C]ontract engineering house is just really not going to drive the best
25 shareholder value.”
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1 43. Another analyst inquired: “[D]uring the course of the year, you stated a
2 couple of times that you had under discussion with some OEMs and possibly the
3 contract manufacturers. You said that there are going to be some announcements by the
4 end of Q4. I’m just wondering what happened that changed all that?” To which,
5 Defendant Aquila responded:
6

7
8 I think that [other Canoo management] were focused on maybe a little more
9 aggressive than I would be in their statements. I think more maturity of this
10 team would not be that presumptuous. We only announced what is
11 contracted. But yes, I think they had the opportunities but they weren’t at our
12 standard of representation to the public markets.... And then with respect to
13 contract manufacturing, again we wouldn’t make an announcement. Again,
14 this comes back to having an experienced public company team here to be
15 careful of the statements you make. So again, I think it was a little premature
16 deal.

17 44. Regarding the subscription model, another analyst asked, “I mean you’ve
18 tweaked the business model a little bit. But I mean, just curious on the sort of retail to the
19 consumer side, how you’re thinking about that going forward? Is there just too much
20 opportunity on the commercial side and you’re kind of putting that sort of back burner or
21 is this subscription model still in play? Because I know that was part of the story before.”

22 To which Defendant Aquila responded:

23 If you think about a membership model, when I came in and took my role
24 and we spent a lot of money analyzing the weight that this will have on the
25 balance sheet.... [S]o you can only have a certain percentage of your
26 business on membership. Otherwise you’ve got a big cash hit that starts to
27 develop on you, as you can probably imagine. So we’ll be doing that on an
28 appropriate basis.... [A]s you can see the modifications we’re doing. And to
your point, when you really think about it on a financial burden basis on the
balance sheet, yes there’s probably 80% change but it’s too [SIC] that
mathematical positive. As far as the sequence of changing the things we’re
really on the top hat side, which is less right here in the 20% to 40% range.

1 So I like the model, I believe in the model. I know the model. It holds up
2 mathematically and we'll walk you through this. And again, I apologize to
3 anybody. As a leader, you always own the past before the present or the
4 future. And so I take everyone's comments in all the three categories

45. An article published by *The Verge* shortly after the call reported:

5 **The deal between Canoo and Hyundai to build electric vehicles appears**
6 **to be dead, as the California EV startup is moving away from trying to**
7 **sell its electric vehicle technology to other automakers.**

8 Canoo chairman Tony Aquila shared the news Monday during an icy
9 investor call—Canoo's first as a publicly-traded company. **Canoo's CEO**
10 **was also absent from the call, and the company announced earlier in the**
11 **day that its CFO had resigned to take another job—the second major**
12 **departure in recent weeks following Canoo losing its head of corporate**
13 **strategy.**

13 * * *

14 "These are significant surprises on the call today, and that's not ideal," Roth
15 Capital analyst Craig Irwin said at one point on the call.

16 The deal with Hyundai was announced in February 2020, and it was
17 supposed to result in both the Hyundai and Kia brands building vehicles on
18 Canoo's electric vehicle platform. It was seen as a major vote of confidence
19 in the startup, which was just two years old at the time, as well as its tech.
20 Canoo called it a "key partnership." Hyundai did not immediately respond to
21 a request for comment. Canoo did not respond beyond Aquila's statements.

21 * * *

22 In documents filed with the Securities and Exchange Commission, both
23 before and after the merger, Canoo had said its planned engineering services
24 business presented "a significant market for contract engineering services
25 among legacy OEMs who lack the expertise to develop an electric
26 powertrain at the pace needed to capitalize on the rising regulatory
27 requirements and global demand for EVs."

26 * * *

28 **But on Monday, Aquila said Canoo will now focus more on making and**
selling its own vehicles to commercial operators. The company has so far
announced a delivery vehicle, a pickup truck, and a van, all of which are

1 built on the same underlying technological platform. Canoo will focus even
2 less on the idea of selling its electric van to consumers through a
3 subscription model — the original pitch when the startup broke cover in
4 2018.

5 Aquila has previously spoken about focusing more on selling to fleet
6 operators and small businesses as opposed to customers, though **it wasn't**
7 **until Monday that he explained just how far he is willing to take that**
8 **strategy shift. To wit, Canoo quietly uploaded a new investor**
9 **presentation to its investor relations website on Monday that no longer**
10 **mentions Hyundai.**

11 “We have so much demand for our three [vehicles], let’s get all that work
12 done, and then let’s, you know, look at if there [are] partnerships,” he said.
13 Aquila explained he believes that this will make for a more sound business
14 with less risk. When pressed on the startup’s previous claims about this part
15 of its business, Aquila—who invested \$35 million into Canoo before the
16 SPAC merger—pointed to its prior leadership. **Aquila said they were “a**
17 **little more aggressive” than he would’ve been with some of their public**
18 **statements, and that talk of potential partnerships was “presumptuous.”**

19 **“You’ve got to be careful with statements you make. So, you know,**
20 **again, I think it was a little premature,” he said.**

21 While some of those executives are indeed now gone, like cofounder and
22 former CEO Stefan Krause, others remain — though they weren’t on
23 Monday’s call. At one point Aquila was asked directly if Krause’s
24 replacement, **Canoo cofounder Ulrich Kranz, was still CEO. Aquila**
25 **confirmed he is,** though as *The Verge* first reported late last year, Kranz’s
26 contract was recently renegotiated and he was removed from the board of
27 directors.

28 Aquila said he believes the refocused business will help “protect” the
intellectual property Canoo has developed, and that the original deal with
Hyundai didn’t factor in the value of that IP. When one analyst asked if
Aquila thinks Hyundai misappropriated any of Canoo’s IP, Aquila said “well
I’ll leave it to you to make that decision.”

46. In response to this news, shares of Canoo fell \$2.50 (or \$21.2%) from a
March 29, 2021 close of \$11.80 per share to close at \$9.30 per share on March 30, 2021,
on heavy volume.

1 47. An analyst from Roth Capital Partners downgraded the Company to neutral
2 from buy and slashed the price target to \$12 from \$30 citing the hard pivot in the
3 Company's business model.
4

5 **ADDITIONAL SCIENTER ALLEGATIONS**

6 48. The Individual Defendants knew and/or recklessly disregarded the falsity
7 and misleading nature of the information that they caused to be disseminated to the
8 investing public. The ongoing fraudulent scheme described herein could not have been
9 perpetrated over a substantial period of time without the knowledge and complicity of
10 the personnel at the highest level of the Company, including the Individual Defendants.
11 The Individual Defendants were motivated to materially misrepresent the true nature of
12 the Company's business, operations, and financial affairs to the public and regulators in
13 order to keep the Company's share price artificially high.
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15
16

17 **LOSS CAUSATION / ECONOMIC LOSS**

18 49. During the Class Period, as detailed herein, the Individual Defendants
19 engaged in a scheme to deceive the market and a course of conduct that artificially
20 inflated the Company's common stock and warrant prices, and operated as a fraud or
21 deceit on acquirers of the Company's common stock and warrants. As detailed above,
22 when the truth about the Company's financial situation was revealed, the Company's
23 common stock and warrants declined as the prior artificial inflation came out of its
24 common stock price. That decline in Company's common stock and warrant prices was
25 a direct result of the nature and extent of the fraud finally being revealed to investors and
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1 the market. The timing and magnitude of the common stock and warrant prices decline
2 negates any inference that the loss suffered by Plaintiff and other members of the Class
3 was caused by changed market conditions, macroeconomic or industry factors or
4 Company-specific facts unrelated to the fraudulent conduct. The economic loss, i.e.,
5 damages, suffered by the Plaintiff and other Class members was a direct result of the
6 fraudulent scheme to artificially inflate the Company's common stock and warrant prices
7 and the subsequent significant decline in the value of the Company's common stock and
8 warrants when the prior misrepresentations and other fraudulent conduct were revealed.
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12 50. At all times relevant, Defendants' materially false and misleading
13 statements or omissions alleged herein directly or proximately caused the damages
14 suffered by the Plaintiff and other Class members. Those statements were materially
15 false and misleading because they failed to disclose a true and accurate picture of
16 Company's business, operations and financial condition, as alleged herein. Throughout
17 the Class Period, Defendants publicly issued materially false and misleading statements
18 and omitted material facts necessary to make Defendants' statements not false or
19 misleading, causing Company's common stock and warrant prices to be artificially
20 inflated. Plaintiff and other Class members purchased Company's common stock and
21 warrant prices at those artificially inflated prices, causing them to suffer the damages
22 complained of herein.
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NO SAFE HARBOR

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2 51. The statutory safe harbor under the Private Securities Litigation Reform Act
3 of 1995, which applies to forward-looking statements under certain circumstances, does
4 not apply to any of the allegedly false and misleading statements pleaded in this
5 complaint. The statements alleged to be false and misleading herein all relate to then-
6 existing facts and conditions. In addition, to the extent certain of the statements alleged
7 to be false may be characterized as forward-looking, they were not adequately identified
8 as “forward-looking statements” when made, and there were no meaningful cautionary
9 statements identifying important factors that could cause actual results to differ
10 materially from those in the purportedly forward-looking statements. Alternatively, to
11 the extent that the statutory safe harbor is intended to apply to any forward-looking
12 statements pleaded herein, Defendants are liable for those false forward-looking
13 statements because, at the time each of those forward-looking statements was made, the
14 particular speaker had actual knowledge that the particular forward-looking statement
15 was materially false or misleading, and/or the forward-looking statement was authorized
16 and/or approved by an executive officer of the Company who knew that those statements
17 were false, misleading or omitted necessary information when they were made.
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25 **COUNT I**
26 **Violations of Section 10(b) of the Exchange Act and**
27 **Rule 10b-5 Promulgated Thereunder**
28 **(Against All Defendants)**

52. Plaintiff repeats and realleges each and every allegation contained above as if fully set forth herein.

1 53. This Count is asserted against Defendants and is based upon Section 10(b)
2 of the Exchange Act, 15 U.S.C. § 78j(b), and Rule 10b-5 promulgated thereunder by the
3 SEC.
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5 54. Pursuant to the above plan, scheme, conspiracy and course of conduct, each
6 of these defendants participated directly or indirectly in the preparation and/or issuance
7 of the quarterly and annual reports, SEC filings, press releases and other statements and
8 documents described above, including statements made to securities analysts and the
9 media that were designed to influence the market for the Company's securities. Such
10 reports, filings, releases and statements were materially false and misleading in that they
11 failed to disclose material adverse information and misrepresented the truth about the
12 Company's finances and business prospects.
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16 55. By virtue of their positions at the Company Defendants had actual
17 knowledge of the materially false and misleading statements and material omissions
18 alleged herein and intended thereby to deceive Plaintiff and the other members of the
19 Class, or, in the alternative, these defendants acted with reckless disregard for the truth in
20 that they failed or refused to ascertain and disclose such facts as would reveal the
21 materially false and misleading nature of the statements made, although such facts were
22 readily available to these defendants. Said acts and omissions of Defendants were
23 committed willfully or with reckless disregard for the truth. In addition, each defendant
24 knew or recklessly disregarded that material facts were being misrepresented or omitted
25 as described above.
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1 56. Information showing that the Defendants acted knowingly or with reckless
2 disregard for the truth is within these Defendants' knowledge and control. As the senior
3 managers and/or directors of the Company, the Individual Defendants each had
4 knowledge of the details of the Company's internal affairs.
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6 57. The Individual Defendants are liable both directly and indirectly for the
7 wrongs complained of herein. Because of their positions of control and authority, the
8 Individual Defendants were able to and did, directly or indirectly, control the content of
9 the statements of the Company. As officers and/or directors of a publicly held company,
10 Individual Defendants had a duty to disseminate timely, accurate, and truthful
11 information with respect to the Company's businesses, operations, future financial
12 condition and future prospects. As a result of the dissemination of the aforementioned
13 false and misleading reports, releases and public statements, the market price of the
14 Company's securities was artificially inflated throughout the Class Period. In ignorance
15 of the adverse facts concerning the Company's business and financial condition which
16 were concealed by these defendants, Plaintiff and the other members of the Class
17 purchased or otherwise acquired the Company's securities at artificially inflated prices
18 and relied upon the price of the securities, the integrity of the market for the securities
19 and/or upon statements disseminated by these defendants, and were damaged thereby.
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26 58. During the Class Period, the Company's securities were traded on an active
27 and efficient market. Plaintiff and the other members of the Class, relying on the
28 materially false and misleading statements described herein, which these defendants

1 made, issued or caused to be disseminated, or relying upon the integrity of the market,
2 purchased or otherwise acquired shares of the Company's securities at prices artificially
3 inflated by these defendants' wrongful conduct. Had Plaintiff and the other members of
4 the Class known the truth, they would not have purchased or otherwise acquired said
5 securities, or would not have purchased or otherwise acquired them at the inflated prices
6 that were paid. At the time of the purchases and/or acquisitions by Plaintiff and the
7 Class, the true value of the Company's securities was substantially lower than the prices
8 paid by Plaintiff and the other members of the Class. The market price of the
9 Company's securities declined upon public disclosure of the facts alleged herein to the
10 injury of Plaintiff and Class members.
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14 59. By reason of the foregoing, the Individual Defendants knowingly or
15 recklessly, directly or indirectly violated Section 10(b) of the Exchange Act and SEC
16 Rule 10b-5 promulgated thereunder in that they: (a) employed devices, schemes and
17 artifices to defraud; (b) failed to disclose material information; or (c) engaged in acts,
18 practices and a course of business which operated as a fraud and deceit upon Plaintiff
19 and the other members of the Class in connection with their purchases of the Company's
20 common stock and warrants during the Class Period.
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24 60. As a direct and proximate result of the Individual Defendants wrongful
25 conduct, Plaintiff and the other members of the Class suffered damages in connection
26 with their respective purchases, acquisitions and sales of the Company's securities
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1 during the Class Period, upon the disclosure that the Company had been disseminating
2 misrepresented financial statements to the investing public.

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4 **COUNT II**
5 **Violations of Section 20(a) of the Exchange Act**
6 **(Against the Individual Defendants)**

7 61. Plaintiff repeats and realleges each and every allegation contained in the
8 foregoing paragraphs as if fully set forth herein.

9 62. During the Class Period, the Individual Defendants participated in the
10 operation and management of the Company, and conducted and participated, directly and
11 indirectly, in the conduct of the Company's business affairs. Because of their senior
12 positions, they knew the adverse non-public information about the Company's
13 misstatement of income and expenses and false financial statements.

14 63. As officers and/or directors of a publicly owned company, the Individual
15 Defendants had a duty to disseminate accurate and truthful information with respect to
16 the Company's financial condition and results of operations, and to correct promptly any
17 public statements issued by the Company which had become materially false or
18 misleading.

19 64. Because of their positions of control and authority as senior officers, the
20 Individual Defendants were able to, and did, control the contents of the various reports,
21 press releases and public filings which the Company disseminated in the marketplace
22 during the Class Period concerning the Company's results of operations. Throughout the
23 Class Period, the Individual Defendants exercised their power and authority to cause the
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1 Company to engage in the wrongful acts complained of herein. The Individual
2 Defendants therefore, were “controlling persons” of the Company within the meaning of
3 Section 20(a) of the Exchange Act. In this capacity, they participated in the unlawful
4 conduct alleged which artificially inflated the market price of the Company securities.
5

6 65. By reason of the above conduct, the Individual Defendants are liable
7 pursuant to Section 20(a) of the Exchange Act for the violations committed by the
8 Company.
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10 **PRAYER FOR RELIEF**

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12 WHEREFORE, Plaintiff, on his own behalf and on behalf of the Class, prays for
13 judgment as follows:
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- 15 (a) Determining this action to be a proper class action and certifying
16 Plaintiff as class representative under Rule 23 of the Federal Rules of
17 Civil Procedure;
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19 (b) Awarding compensatory damages in favor of Plaintiff and the other
20 members of the Class against all Defendants, jointly and severally,
21 for the damages sustained as a result of the wrongdoings of
22 Defendants, together with interest thereon;
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24 (c) Awarding Plaintiff the fees and expenses incurred in this action
25 including reasonable allowance of fees for Plaintiff’s attorneys and
26 experts;
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1 (d) Granting extraordinary equitable and/or injunctive relief as permitted
2 by law, equity and federal and state statutory provisions sued on
3 hereunder; and

4
5 (e) Granting such other and further relief as the Court may deem just and
6 proper.

7
8 **JURY TRIAL DEMANDED**

9 Plaintiff hereby demands a trial by jury.

10
11 Dated: April 9, 2021

12
13 Respectfully submitted,

14 **POMERANTZ LLP**

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