



14 January 2021

## Vmoto secures A\$13 million B2B order

### Highlights

- **Vmoto has secured a significant B2B order of 5,904 units from VMT's strategic B2B customer, Greenmo Group, representing a total sales value of approximately A\$13 million**
- **Units expected to be delivered in the first quarter of FY2021 (1Q21) and are to be used to support Greenmo Group's European expansion**
- **The repeat order from Greenmo Group highlights the large growth opportunity represented by international B2B business - additional orders are expected for FY2021 and beyond**
- **Significant benefits expected to flow to Vmoto including growth in sales revenue, margins, other European B2B markets and economies of scale**

Vmoto Limited (ASX: VMT) (**the Company** or **Vmoto**) is pleased to advise that it has secured an order of 5,904 units from its strategic B2B customer, Greenmo Group, representing approximately A\$13 million in revenue for the Company, as Greenmo continues to expand its operations across Europe.

Greenmo Group is currently rolling out its ride-sharing platform and rental delivery business across the Netherlands, Turkey, Belgium, Germany and Austria and its ride-sharing subsidiary, Go Sharing, continues to gain traction as it expands globally.

Vmoto is immediately commencing manufacture of the electric scooters to fill the order and expects to deliver all 5,904 units in 1Q21.

### About Greenmo Group

Greenmo Rent BV and its subsidiaries ("Greenmo Group") (greenmo.nl) is a European company focused on renting electric vehicles to food and parcel delivery companies. Greenmo has experienced significant growth in demand for its innovative service offering and has been Vmoto's exclusive B2B partner in the Netherlands for more than five years.

Greenmo founded GO Sharing (go-sharing.nl), which is a European ride-sharing company focused on providing electric scooter rental services through its ride-sharing mobile phone application, which allows users to locate, unlock, ride and return GO Sharing electric scooters to multiple locations.

Earlier last year, GO Sharing completed a EUR10 million financing round, underpinned by an investment from Rabo Corporate Investments (the investment division of Rabobank).

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## Vmoto's International B2B Strategy Starts to Deliver

Vmoto is progressing its strategy to focus on growing international B2B sales into the delivery, fleet, rental and ride-sharing markets as B2B sales provide a large opportunity for the Company to deliver significant commercial growth in FY2021 and beyond. This additional order has been secured as part of that strategy and the Company expects to receive additional B2B orders over the coming months as it advances discussions with numerous existing and potential B2B customers to supply samples and complete trials.

Vmoto's B2B strategy is supported by various European governments' initiatives to encourage consumers to adopt electric vehicles, the impact of COVID-19, which has seen a reduction in use of public transportation due to social distancing requirements, and the global increase in use of home delivery services for food and parcels. The Company is well positioned to benefit via its B2B products, which provide personal "green" transportation, have strong load capacity for delivery operations and can operate over range with swappable battery features.

Vmoto's Managing Director, Mr Charles Chen commented: *"We are very delighted to have secured this further significant order of 5,904 units from Greenmo Group. Greenmo Group, including GO Sharing, continues to grow from strength to strength in the Netherlands and beyond, having entered Turkey, Belgium, Germany and Austria as part of their aggressive global expansion plans. Greenmo Group has been Vmoto's partner for more than five years and we are excited to participate in Greenmo Group's significant growth as their preferred electric scooter supplier for their ride-share and rental delivery offerings. We look forward to growing hand in hand together with Greenmo Group and expect to receive further significant orders from Greenmo in 2021 and beyond."*

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The announcement was approved for release by the Board of Vmoto Limited

### For further information, please contact

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#### Vmoto's Social Media

Vmoto is committed to communicating with the investment community through all available channels including social media. Whilst ASX remains the primary channel for all material announcements and news, all Vmoto shareholders, investors and other interested parties are encouraged to follow Vmoto on website ([www.vmoto.com](http://www.vmoto.com)), Facebook ([www.facebook.com/vmotosoco](https://www.facebook.com/vmotosoco)), Instagram ([www.instagram.com/vmotosoco](https://www.instagram.com/vmotosoco)) and YouTube ([Vmoto Soco](https://www.youtube.com/vmotosoco)).

#### Forward Looking Statements

Forward looking statements are based on current expectations and are not guarantees of future performance, involve known and unknown risks, uncertainties and other factors, many of which are outside the control of the Company. Actual results, performance or achievements may vary materially from any forward-looking statements. Although the Company believes that assumptions underlying the forward-looking statements are reasonable, any of the assumptions could prove inaccurate or incorrect in hindsight and, therefore, there can be no assurance that matters contemplated in the forward-looking statements will be realised. Accordingly, readers are cautioned not to place undue reliance on forward looking statements, which are current only as at the date of this announcement.





### Shareholders Communications

Vmoto is committed to communicating with its shareholders regularly and efficiently and encourage shareholders to adopt electronic form of communication channels. Shareholders can update its communications methods by going to [www.computershare.com.au/easyupdate/VMT](http://www.computershare.com.au/easyupdate/VMT).



Photo: Greenmo Group's delivery fleet at Greenmo headquarter in Netherlands



Photo: Greenmo Group's ride-sharing operations, Go Sharing, in Netherlands