



## INTERNATIONAL DISTRIBUTION AGREEMENTS SIGNED TO DRIVE SALES

ANNOUNCEMENT

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Vmoto Limited (ASX: VMT) is delighted to announce it has signed three exclusive distribution agreements for Brazil, Vietnam and the Dominican Republic to further promote and drive sales of its existing models and recently launched models, including TSX, TC, TC-Max, CUX, CPx and VS1 models.

These new distribution arrangements follow on from the Company's successful participation in the recent Esposizione Internazionale Ciclo Motociclo e Accessori ("EICMA") international motorcycle exhibition, one of the world's largest exhibitions and events for two-wheel vehicles, held in Milan, Italy from 5-10 November 2019, where it launched the new models.

**Charles Chen, Managing Director commented:** "We recently launched our new electric two-wheel VS1 and CPx at the EICMA exhibition in Milan and have received tremendous feedback from new and existing customers. We are focused on driving sales of our new models and have signed these distribution agreements in geographies we consider to be strategically important for our growth.

"Prior to 2019 EICMA, we held our annual Vmoto Distributors Strategy meeting in Milan, Italy and the meeting was very successful. Vmoto's distributors welcomed the strategy meeting and remain confident about growth in sales and Vmoto's ability to increase its market share in the respective markets."

### **Brazil**

Post 2019 EICMA, the Company signed an exclusive distribution agreement with Parva Mundi Trading Ltd (**Mobimax**) for the warehousing, distribution and marketing of its B2C range of electric two-wheel vehicle products in Brazil.

Headquartered in Sao Paulo, Brazil, Mobimax has been distributing the latest high technology products to Brazilian customers across the mobile, computing, computer peripherals and automotive industries since 2002. With over 20 years' product distribution experience in the United States, South America, Europe, Asia, the Middle East and North Africa, Mobimax is a distribution leader that currently works with a number of world-leading brands including Apple, Belkin, Marshall, Duracell and Eufy.

Brazil is the largest two-wheeler market in South America and ranks in the top 10 in the global two-wheeler market<sup>1</sup>. Brazil's two-wheeler market is expected to witness positive growth, influenced by growing demand for two-wheelers in the country, rising disposable income, growing population and a lack of efficient public transport in Brazil. According to Agencia Brasil, a total of 26.4 million of motorbikes were reported throughout the country in 2018<sup>2</sup>.

### **Vietnam**

Post 2019 EICMA, the Company signed an exclusive distribution agreement with Green Speed Import Export Trading Company Ltd (**Green Speed**) for the warehousing, distribution and marketing of its B2C range of electric two-wheel vehicle products in Vietnam.

Headquartered in Ho Chi Min City, Vietnam, Green Speed is a leading distributor focussed on the large Vietnamese motorcycle market. With over 45 million registered motorcycles, the Vietnamese two-wheel industry is the fourth largest globally and over three million new two-wheel vehicles were sold in 2017 and 2018.

### **Dominican Republic**

Post 2019 EICMA, the Company signed an exclusive distribution agreement with RPM Imports s.r.l (**RPM**) for the warehousing, distribution and marketing of its B2C range of electric two-wheel vehicle products in the Dominican Republic.

RPM is a Dominican Republic based importer and distributor that has many years of experience of operating in automotive industries. There are currently over 2.3 million motorcycles registered in the Dominican Republic and the EV market has grown considerably over the last 12 months.

Under the terms of the agreements, Mobimax, Green Speed and RPM will exclusively distribute Vmoto's B2C models to the large and rapidly growing B2C customer base across their respective locations.

### **2019 EICMA - International Motorcycle Exhibition**

Vmoto's participation in the 2019 EICMA international motorcycle exhibition drew significant attention and generated over 100 sales leads from potential distributors, customers and partners.



Vmoto unveiled new products, CPx and VS1, and new versions of existing models TSX, TC, TC-Max and CUX at the 2019 EICMA, all of which have been welcomed and very well received by the market.

The new Super Soco CPx electric scooter is designed to target the B2C sector and will be distributed internationally by Vmoto directly to customers via the Company's existing B2C distribution channels in over 40 countries including in Europe, South America, Asia Pacific and Africa.

## B2B Strategy



The new E-Max VS1 is the Company's latest B2B electric two-wheel vehicle product and will be targeting commercial customers including food and parcel delivery companies. E-Max VS1 is specifically designed for use in delivery operations.

**Charles Chen, Managing Director commented:** “With a totally new B2B electric delivery scooter, E-Max VS1, we aim to become the expert in the delivery sector using our electric two-wheel vehicles and to further grow our B2B market share. The global B2B market has significant growth potential, especially with the popularity in smart delivery and food delivery sectors. We believe we have the right product and people to drive and generate B2B sales for the Company in the coming months.”

### Sources:

1. <https://www.techsciresearch.com/report/brazil-two-wheeler-market/3220.html>
2. <http://agenciabrasil.ebc.com.br/en/geral/noticia/2018-07/motorcycles-outnumber-cars-45-brazilian-cities>

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### About Vmoto

Vmoto Limited (ASX: VMT) is a global scooter manufacturing and distribution group. The Company specialises in high quality “green” electric powered two wheel vehicles and manufactures a range of western designed electric scooters from its low cost manufacturing facilities in Nanjing, China. Vmoto combines low cost Chinese manufacturing capabilities with European design. The group operates through two primary brands: E-Max (targeting the Western B2B markets, with a premium end product) and Super Soco (targeting the Western B2C markets).

### 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](http://www.facebook.com/vmotosoco)) and Instagram ([www.instagram.com/vmotosoco](http://www.instagram.com/vmotosoco)).