



Electric Vehicle - Think Future

Vmoto Limited (ASX:VMT) Investor Presentation

July 2020



Disclaimer



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Company Overview



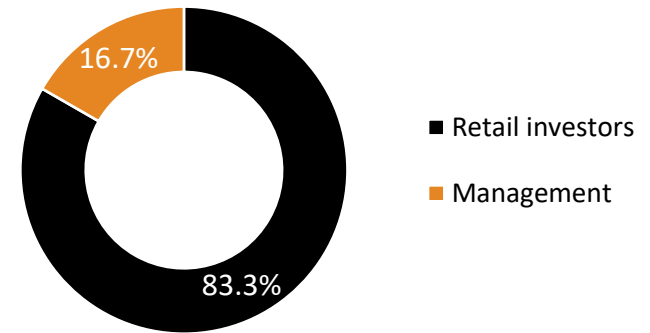
Vmoto Limited (ASX:VMT) ('Vmoto' or 'the Company') is a global scooter/motorcycle manufacturing and distribution group. The Company specialises in high quality electric powered two-wheel vehicles and manufactures and distributes a range of electric scooters/motorcycles from its wholly owned 30,000 sqm state of the art manufacturing facility in Nanjing, China.

The Company has a wholly-owned European subsidiary and warehouse in the Netherlands to support its strategic focus of accelerating sales into the European markets. Vmoto also has a joint venture Italian company, with its Italian joint venture partner focused on the Italian market and international marketing.



ASX Code	VMT
Market Capitalisation	\$73.5 million
Share price (as at 30.06.20)	\$0.29
Cash at bank (as at 31.03.20)	A\$7.9 million

Shareholder breakdown



Issued Capital

Ordinary shares on issue	253,615,175
Listed and unlisted options	Nil
Performance Rights	Nil

Company Overview



<p>Vmoto Limited is a brand owner, manufacturer and distributor of high quality electric powered two wheeled vehicles globally</p>	<ul style="list-style-type: none">• Three brands servicing B2B and B2C markets globally<ul style="list-style-type: none">• E-Max: Vmoto's proprietary brand, targeting international B2B markets• Super Soco: a third party brand Vmoto holds exclusive rights to market into international B2C markets• Ducati: licensed special edition premium vehicle manufactured by Vmoto and distributed to global B2C markets• Combines low cost Chinese manufacturing capabilities and comprehensive supply chain with European design• Delivering high performance and competitive products to international markets
<p>First mover advantage in a growing global market with strong tailwinds</p>	<ul style="list-style-type: none">• Legislative changes in Europe around Co2 emissions targets plus government subsidies driving EV sales and increased investment in charging infrastructure• Increasing popularity of food and third party delivery services and ride sharing due to advances in app technology and mobile network• Increasing number of city inhabitants and population density driving demand for two wheeled vehicles• Maturing technology around electric vehicles including electric driving system and battery technology
<p>Licensed manufacturer</p>	<ul style="list-style-type: none">• Holds one of a limited number of two wheeled vehicle manufacturing licenses in China• Wholly owned 30,000sqm state of the art manufacturing facility in Nanjing, China• Long history of successful manufacturing of two-wheeled vehicles since 2009 and significant first mover advantage in electric vehicles
<p>Global distribution network</p>	<ul style="list-style-type: none">• Global network of over 1,000 dealers in approximately 40 countries with dealers' network increasing• Global coverage includes Europe, Asia Pacific, North America, South America, Australia and South Africa• European sales most advanced – international units representing 86% of all units sold• Wholly-owned European subsidiary in the Netherlands focuses on after-sales and accelerating sales into Europe and Italian joint venture company focuses on international marketing and Italian market.

FY19 Record Financial and Operational Performance



Operational highlights

- Total sales of 19,971 units – up 84% on FY18
- 17,257 units sold into international markets, mostly Europe
- **International B2C distributors** increased to 41 distributors in FY19
- **International dealers network** increased to 920 dealers in FY19
- **Dedicated B2C image stores and shop-in-shops** increased to 30 in FY19
- Signed worldwide licensing agreement with Ducati to launch “**CUX special edition Ducati**” and exceeded minimum contracted units for FY19 by 80%
- New **E-Max VS1** and **Super Soco CPx** models, and new versions of **TSX**, **TC-Max** and **CUX**, launched into international markets at the EICMA exhibition in Milan, Italy in FY19
- Strong and growing demand from Vmoto’s international distributors and ride-sharing customers for its B2C and B2B products

Financial highlights

- Revenue of A\$45.7m – up 133% on FY18
- **Strong EBITDA** of A\$2.9m – significant growth from \$18k in FY18
- **Net profit after tax** of \$1.3 million – up 249% on FY18
- **Strong positive cash flows** from operating activities of \$1.7 million
- **Strong cash position** of \$6.6 million at 31 December 2019, up \$2.5 million in total since 31 December 2018. Vmoto remains adequately funded to execute its planned strategy and operations
- Share purchase plan closed **heavily oversubscribed** with a total of circa \$4 million received.
- Net tangible assets of \$16.1 million at 31 December 2019, which excludes \$6.9 million valuation increment for Nanjing land and buildings

Exhibitions and Marketing



Exhibitions participated in by Vmoto and its distributors in FY19 > 86



Launching and test riding events organised by Vmoto and its distributors in FY19 > 18



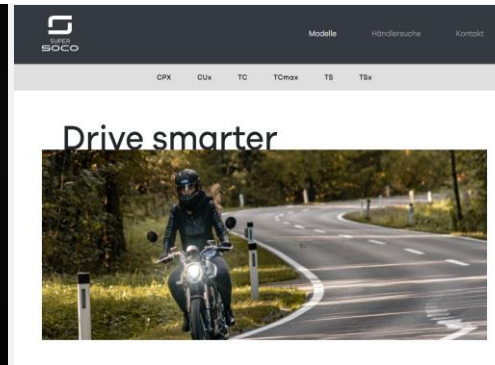
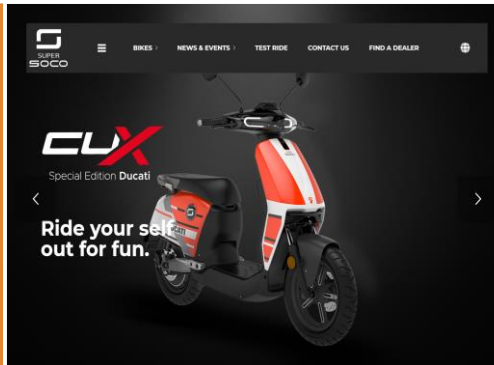
Vmoto participation in EICMA exhibition held in Milan, Italy in November 2019, drew significant attention



Online Marketing

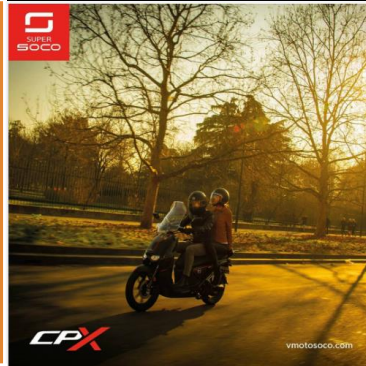


Launched vmotosoco.com and unified distributors official website to vmotosoco.country



Total Facebook, Instagram & YouTube posts in FY19 > 302 times

Total online newsletters sent in FY19 > 505



Influencer marketing



B2B Ride-Sharing Summary

Growth in ride-sharing customers

- Vmoto's ride-sharing customers grew to 6 companies in FY19

Countries of ride-sharing customers

- Australia, Canada, Italy, Netherlands, Slovakia and Taiwan

Future ride-sharing customers

- In discussion with 10 additional ride-sharing companies for future supply opportunities

Ride-sharing concept



GO Sharing Netherlands Case

- GO Sharing (www.go-sharing.nl), a Netherlands ride-sharing company, founded by Greenmo backed by Rabobank NV
- GO Sharing currently have over 2,000 units of ride-sharing electric scooters in operations
- Planning to expand its operations into more European countries in the near future
- Delivered another 2,000 units in 1H20 and secured further 1,200 units order to be delivered in 3Q20



New Products Launched in 2019



E-Max VS1



Super Soco CPx



New TC Max, CUX and TSX



Vmoto and Ducati



- In FY19, Vmoto signed an exclusive licensing agreement to manufacture and distribute a *Special Edition* Ducati branded electric two wheel vehicles with Ducati Motor Holding S.p.A. (Ducati)
- The electric vehicles are distributed via Vmoto's existing networks of international distributors
- Ducati is well known for producing luxury Italian motorcycles and is part of the Volkswagen Group, which owns a range of motor vehicle brands including Audi, Porsche and Lamborghini and the agreement provides strong validation of Vmoto's electric vehicle offering from one of the world's leading luxury motorcycle manufacturers
- Strong early traction for the Ducati model. Number of units sold to 31 December 2019, exceeded the minimum contracted units by 80%
- Vmoto's *Special Edition* Ducati model is available until 31 December 2020 and Vmoto is in discussions with Ducati for further and wider cooperation



- Maximise economies of scale from recently announced jointly owned Vmoto Soco manufacturing company
- Significant growth in B2C business driven by:
 - Consumer preference for and acceptance of smart and environmentally friendly EVs
 - Increased brand recognition on Super Soco and growing popularity for Super Soco products
 - Roll out of more dedicated Super Soco stores or Shop-In-Shop stores around the world
 - Increased preference for personal transport over public transport in light of Covid-19
- Significant growth in B2B business driven by:
 - Ongoing growth in delivery and ride-share businesses globally
 - Significant government encouragement via incentives and subsidies for businesses to adopt EVs
 - Newly released E-Max VS1 with advanced industrial design, smarter features and functions, more efficient in servicing, to drive growth in revenue in B2B delivery sector
- Advanced sales pipeline of 12 large B2B ride-sharing customers
- Advanced sales pipeline of 11 B2B delivery customers
- New and upgraded models – TS Pro (pictured) expect to be launched in FY20

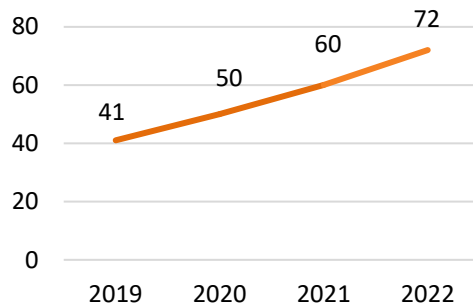


Targets for the next 3 years



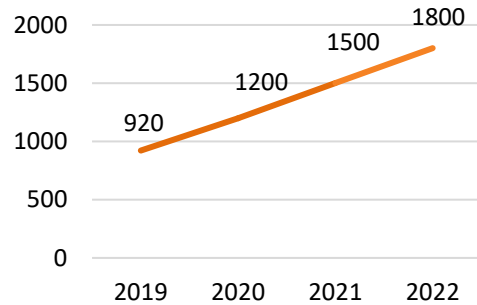
Global distribution network

Number of distributors in the world



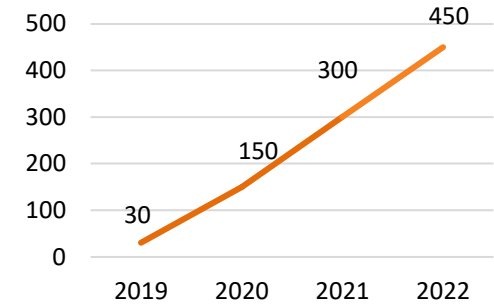
International dealers and network

Number of dealers in international markets



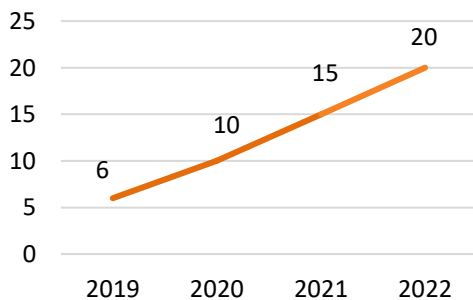
Dedicated B2C image stores and shop-in-shop¹

Number of image stores and shop-in-shop



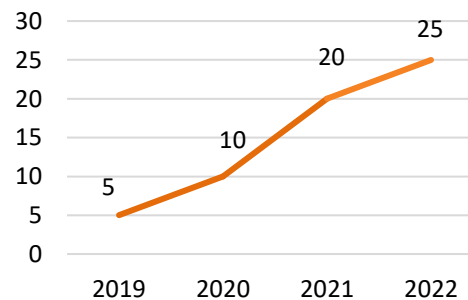
Sharing customers

Number of sharing customers



Delivery customers

Number of delivery customers



1. Shop-in-shop refers to concession outlet stores where Vmoto B2C products are sold via a pop up store within a larger retail outlet

E-Max Planning



E-Max Light Delivery EV



E-Max Heavy Delivery EV



Electric 3-wheel delivery vehicles¹

Strategy to develop and grow E-Max worldwide B2B partners – in discussions with 10 potential customers

Planning to launch dedicated new E-Max website in 2020

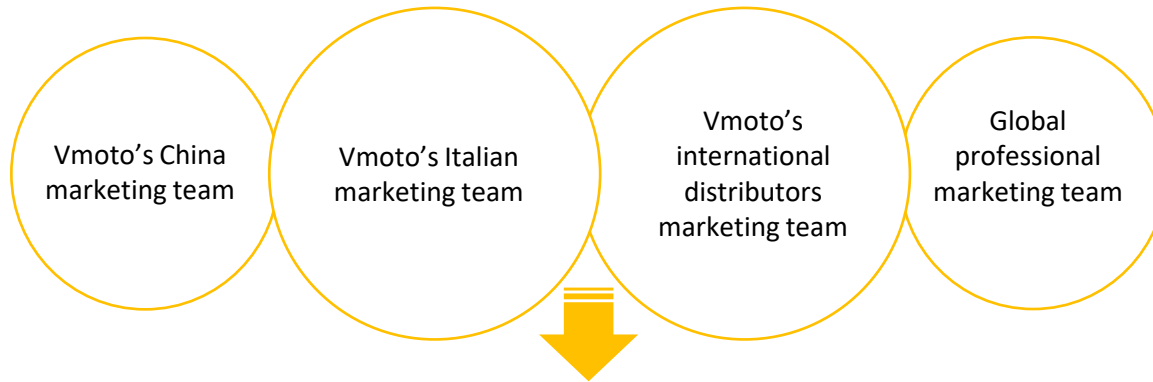
1. E-Max electric 3-wheel delivery vehicles are currently under planning and photo is only for illustration purpose.

E-Max Global Network Targets



1. This does not includes existing B2C distribution network.

Unify global marketing teams



Increase marketing budget and support

Online social media campaigns

Influencers marketing

Exhibitions, advertising, test ride and launch events

Global trends and market drivers favourable to Vmoto's business

- European governments initiatives, including subsidies to consumers buying two-wheel EV for personal transportation to support green mobility
- Shift in preference to personal transportation vs. public transportation due to Covid-19, with Vmoto's B2C and ride-sharing products enabling consumers to travel with flexibility, while adhering to social-distancing rules
- Expected boost in demand for Vmoto's food and parcel delivery electric scooter products as communities embrace food and parcel home delivery services due to Covid-19

