



Electric Two-Wheel Vehicles
Think Future



Vmoto Strategy for 2017-2021

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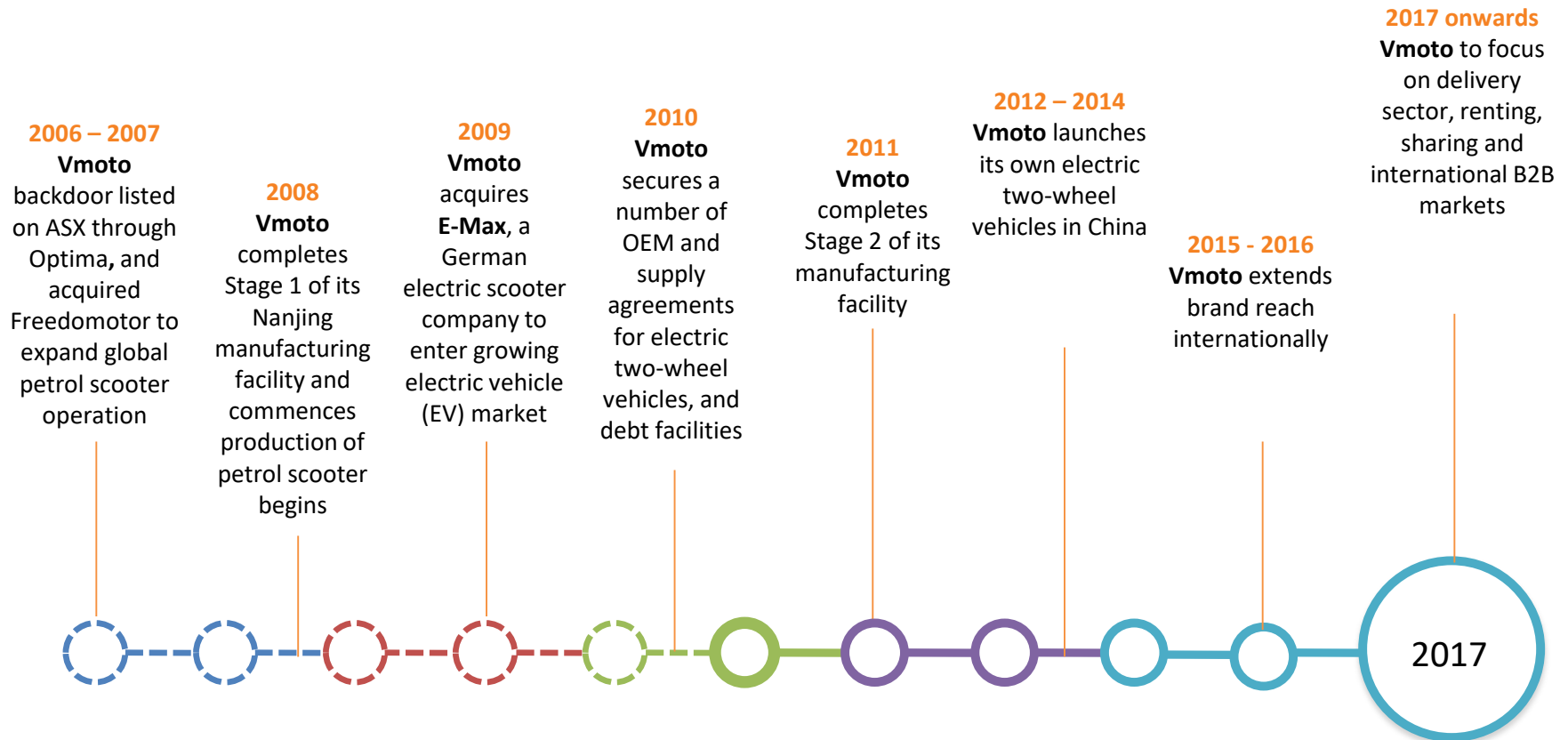
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Vmoto - Established Foundation for Growth



Vmoto Evolution



2006-2011: Vmoto builds China manufacturing foundation

2012-2017: Vmoto develops comprehensive supply chain network to produce high quality electric two-wheel vehicles

Vmoto Position, Foundation & Supply Chain



- Vmoto has strong brand positioning and its products are highly recognised in international markets, especially European
- The Company has built a sophisticated manufacturing foundation
 - Wholly owned 30,000sqm manufacturing facility in Nanjing, China, independently valued at \$11.8 million with estimated production capacity of 300,000 electric two wheel vehicles p.a. (depending on model)
 - Leased facilities in Shanghai (Shanghai Jiye operation - Vmoto 51%, PowerEagle 49%) with estimated production capacity of 150,000 electric two wheel vehicles p.a. (depending on model)
- The Company has built up a stable and comprehensive supply chain network in the world's electric vehicle manufacturing centre in China
- With over 100 suppliers supplying high quality and low cost parts, Vmoto is able to produce very competitive, high performance and high quality international electric two-wheel vehicle products for the international markets




Looking Forward Strategy for 2017-2021



Vmoto Strategy Highlights



Focus on higher margin and higher value international markets



Become a worldwide leading electric vehicle manufacturer and provider to B2B delivery, fleet, renting and sharing markets internationally



Develop and secure business from post offices



Develop and secure business from delivery and fleet companies



Develop and appoint more international distributors worldwide

Vmoto B2B Strategy – Target Customers



- Fleet companies:
 - Fleet companies such as post offices that are currently using petrol scooters as their main delivery fleet and are under government pressure to convert from petrol to electric fleets (two-wheel or three-wheel).
- Delivery companies:
 - Food delivery companies, such as Domino's, Pizza Hut, KFC, McDonalds.
 - Courier companies, such as DHL, TNT and Fedex.
- Hi-tech rental, sharing and delivery companies:
 - Companies that provide hi-tech app and solutions to consumers and users, such as electric two-wheel vehicle sharing company Loop, and food delivery companies such as Melbourne Takeaways, Deliveroo, Foodora



Vmoto Strategy – Product Line



Electric two-wheel vehicles for B2B markets

Suitable for fleet, renting ,
delivery and sharing
companies

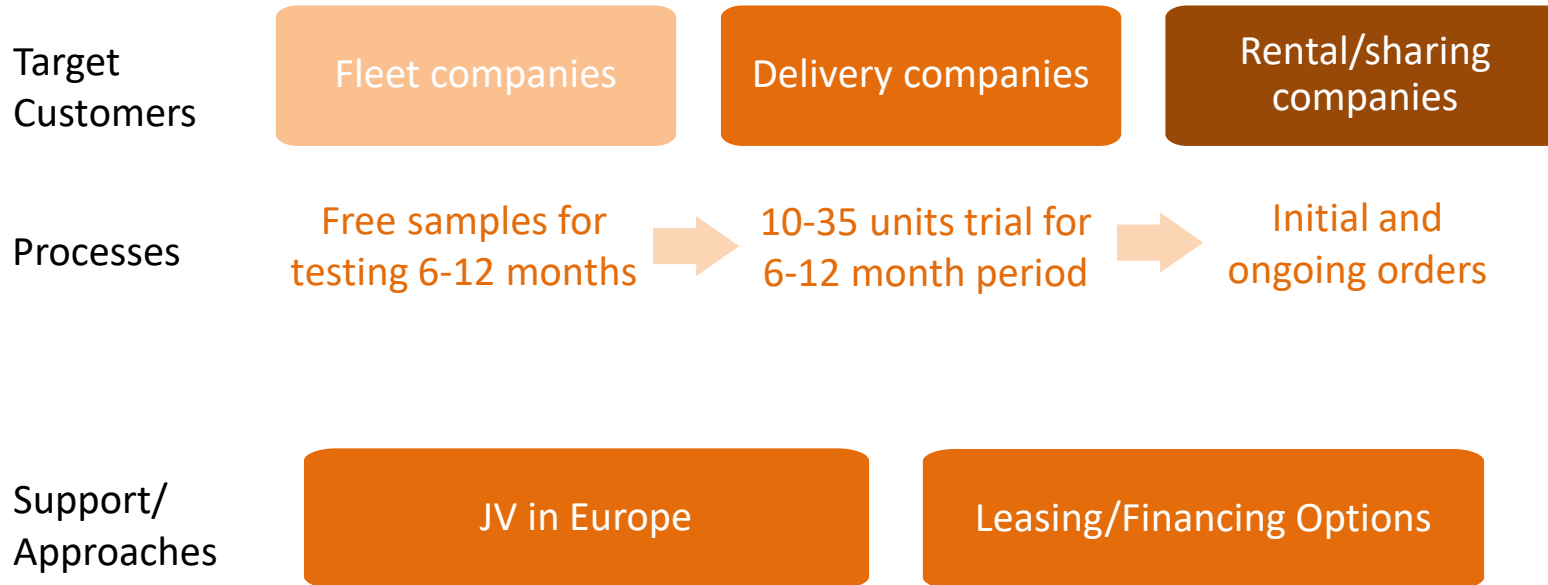


Potential electric three-wheel vehicles for B2B markets

Suitable for delivery companies,
eg post offices



Vmoto Strategy – B2B Customer Acquisition



- Potential establishment of JV with an established partner in Europe to support B2B and B2C marketing, sales and distribution into European markets
- Potential leasing and financing arrangements with international B2B customers to facilitate large scale orders

Vmoto Strategy – Future Vmoto China Operations



Vmoto Nanjing

To focus on production and distribution of premium electric two-wheel vehicles for international markets

Vmoto Wuxi

Product development hub to focus on cost effective product design and development for B2C markets

Shanghai Jiye

To focus on production and distribution of low cost, low specification of electric two wheel vehicles for Chinese domestic market

Vmoto Strategy – Product Line



Electric two-wheel vehicles for B2C markets (Vmoto made)

Premium products produced
by Vmoto for B2C markets



Electric two-wheel vehicles for B2C markets (OEM)





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