



VMOTO
PRESENTATION
May 2023

Vmoto Overview

Vmoto is a world leading, fully integrated e-mobility solution provider focused on the design, development, manufacture and distribution of high quality electric motorcycles and electric mopeds

- Listed on the Australian Securities Exchange (ticker: VMT).
- Three brands servicing B2B and B2C markets globally
 - **Vmoto:** Vmoto's proprietary brand, targeting international B2C premium markets.
 - **Super Soco:** a third party brand Vmoto holds exclusive sales and marketing rights into international B2C markets outside of China.
 - **Vmoto Fleet:** Vmoto's proprietary brand, targeting international B2B Fleet markets.
- Combines comprehensive and well-established Chinese manufacturing capabilities and supply chain, with international styled designs.

Licensed manufacturer

- Holds a **manufacturing license** in China to produce electric motorcycles and mopeds.
- **Wholly owned** 30,000sqm state of the art manufacturing facility in Nanjing, China. Signed agreement in April 2023 to acquire additional 30,000 square metre parcel of land to further expand its manufacturing facilities.
- **Long history** of successful manufacturing of two-wheeled vehicles since 2009 and significant **first mover** advantage in electric vehicles.

First mover advantage in a fast growing global EV market

- **Legislative changes** in European and other international markets around Co2 emissions targets, government subsidies and increased investment in charging infrastructure are driving EV sales.
- Increasing popularity of **food delivery, third party delivery services and ride-sharing** due to advances in app technology and mobile networks.
- Increasing number of city inhabitants and population density driving demand for two wheeled vehicles
- Maturing technology around electric vehicles including electric drive systems and battery technology.

Global distribution network

- Global B2C distribution network of **65 international distributors and over 1,500 dealers in over 68 countries**, with dealers' networks increasing.
- **Global coverage** includes Europe, Asia Pacific, North America, South America, Australia, New Zealand and South Africa.
- **Diversified businesses** in different regions targeting B2C and B2B customers and expanding into new e-mobility solutions businesses.
- Wholly-owned European subsidiary in the Netherlands and United Kingdom focuses on after-sales service and accelerating sales in Europe. The Italian joint venture company focuses on distribution in the Italian market.

Vmoto Business



B2C Vmoto

- Vmoto's proprietary brand, targeting international B2C premium markets.
- STASH is the first VMOTO model entirely conceived and designed in Europe. The STASH model was styled by Mr Adrian Morton of C-Creative, one of the world's top designers of motorcycles for MV Augusta and Benelli, two of Italy's leading motorcycle companies.
- STASH aims to offer the market a new concept of mobility, with a series of innovations designed to enhance rider comfort and make travel smarter. European design, high quality materials, innovative solutions, class-leading performance and unprecedented riding pleasure are the key features of this brand new model.
- Current Vmoto branded products including Stash, On-R, Off-R and F01



B2C Super Soco

- Super Soco is a third party brand Vmoto holds exclusive marketing and distribution rights into international B2C markets (excluding China).
- B2C products are manufactured under a joint manufacturing agreement at Vmoto's Nanjing, China facility.
- Aims to provide 'cool and fun' technology products to global users and make e-mobility an enjoyable experience for users with its well designed looks and features.
- Targeting consumers with a 'fun and trendy' product.
- Super Soco's B2C electric motorcycle range complements Vmoto's successful B2B offering. This provides a complete range of electric vehicle models for both businesses and consumers.
- Current Super Soco branded products including CPX, CUMini, CUX, CUX Ducati Special Edition, TC Max, TS Street Hunter and TC Wanderer.



B2B Vmoto Fleet

- Vmoto's range of electric mopeds has secured a reputation in the international market as one of the best performing electric two-wheel delivery vehicles available.
- Vmoto electric two-wheel delivery vehicles are highly adaptable and well suited for long-distance, heavy duty and large loading delivery purposes – a real work horse.
- Targeting the high growth delivery market with a cost effective solution for fleet, delivery and rental/ride sharing companies.
- Developed internally, leveraging Vmoto's R&D capability.
- High volume sales direct to business.
- Current Vmoto Fleet products including F01, VS1, VS2, VS3 and ride-sharing products



Vmoto
**Financial &
Operational
Performance**

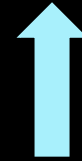


VMOTO FY2022 Financial Highlights



Revenue

Up 35% on FY2021
\$116.7 million



Operating Cash flows

Up 146% on FY2021
Strong positive cash flows from operating activities of **\$9.4 million**



Net profit after tax

Up 27% on FY2021
\$10.2 million



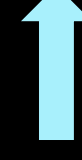
Cash

Up 50% on 31 Dec 2021
Strong cash position **\$28 million** at 31 December 2022, no bank debt as at 31 December 2022



EBITDA

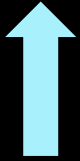
Up 20% on FY2021
\$12.3 million



Net tangible assets

Up 27% on FY2021
\$58.5 million

VMOTO FY2022 Operational Highlights



Total units sold

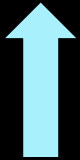
Up 19% on FY2021

37,181 units

New products

Launched new electric dirt bike products, **On-R** and **Off-R** to target additional market segments.

New product development projects with C Creative and Pininfarina.



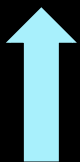
International units sold

Up 13% on FY2021

33,687 units

Strategic investments

Strategic technology and investment agreement signed with Charged Asia to fast-track growth in Indonesia, the third largest motorcycle market after India and China.



Distribution network

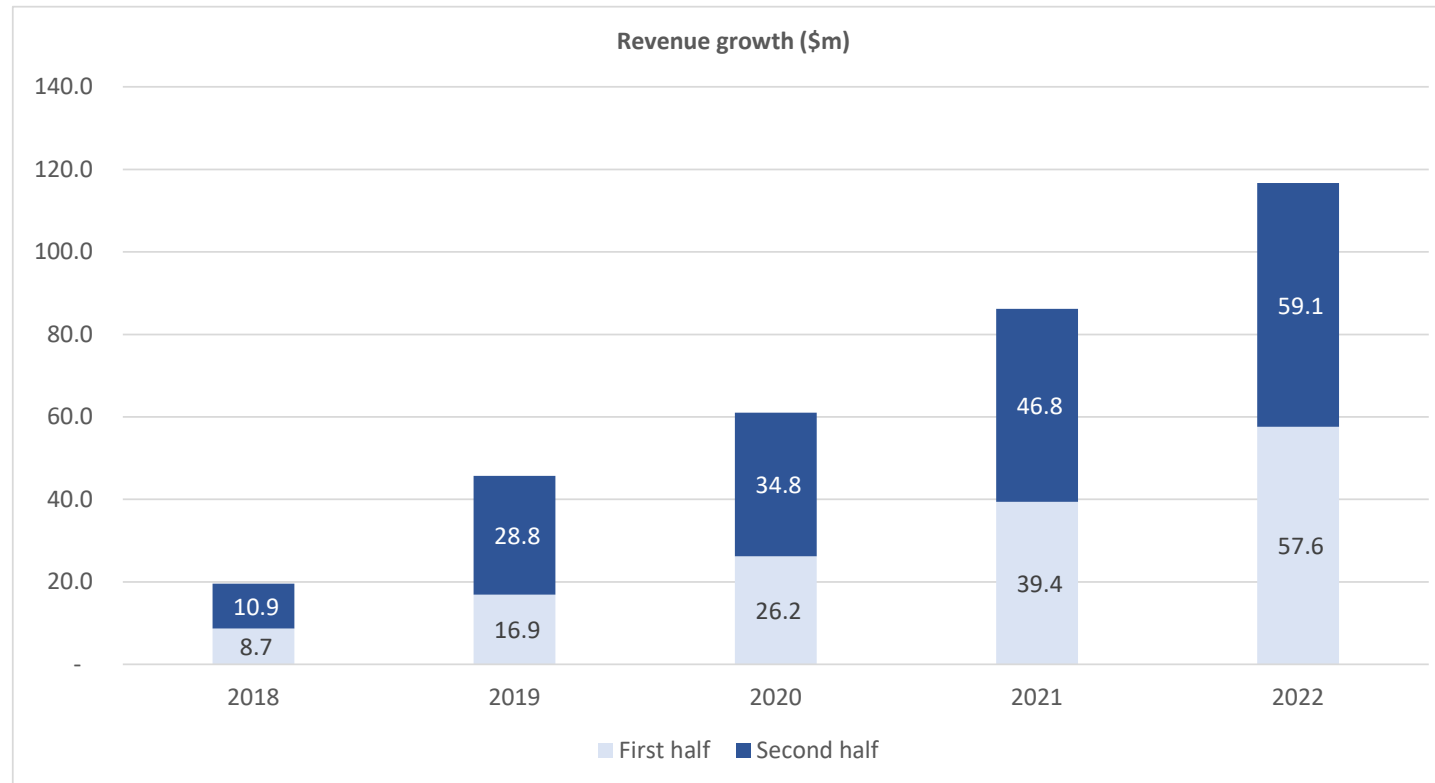
A total of **65 international distributors** globally.

Marketing agreement

Signed sponsorship and marketing agreement with Ducati Corse racing as official supplier of e-scooters for Team Ducati Corse in the MotoGP World Championship ("MotoGP") and the Superbike World Championship ("SBK") during the 2022-2023 seasons.

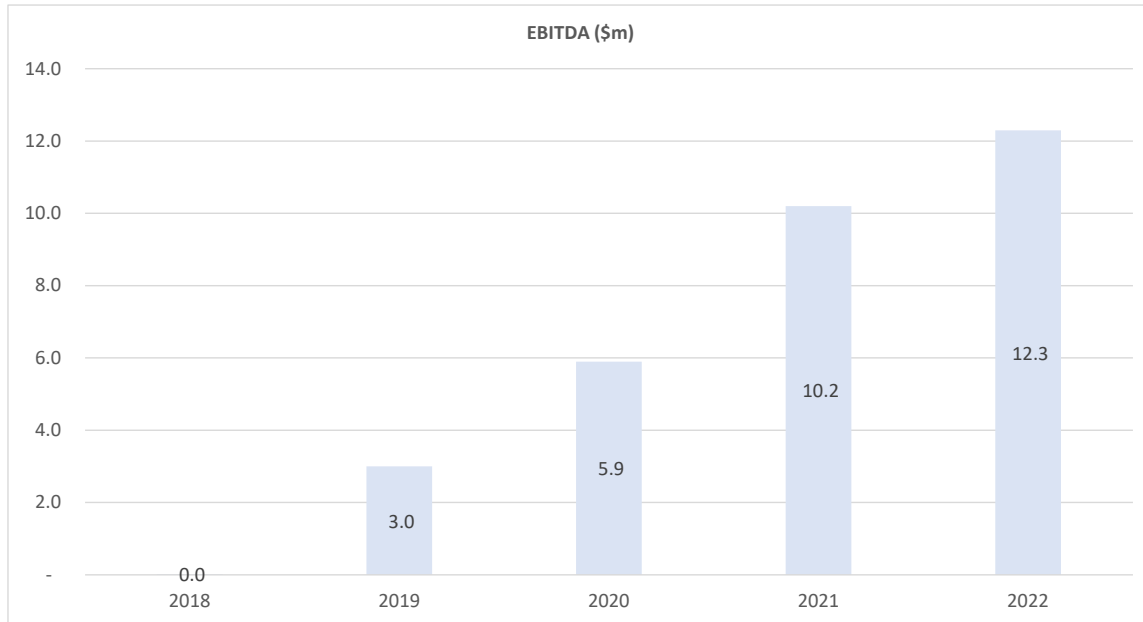
REVENUE GROWTH

Revenue increased 35% to \$116.7 million in FY2022, due to increased sales orders from B2C and B2B customers

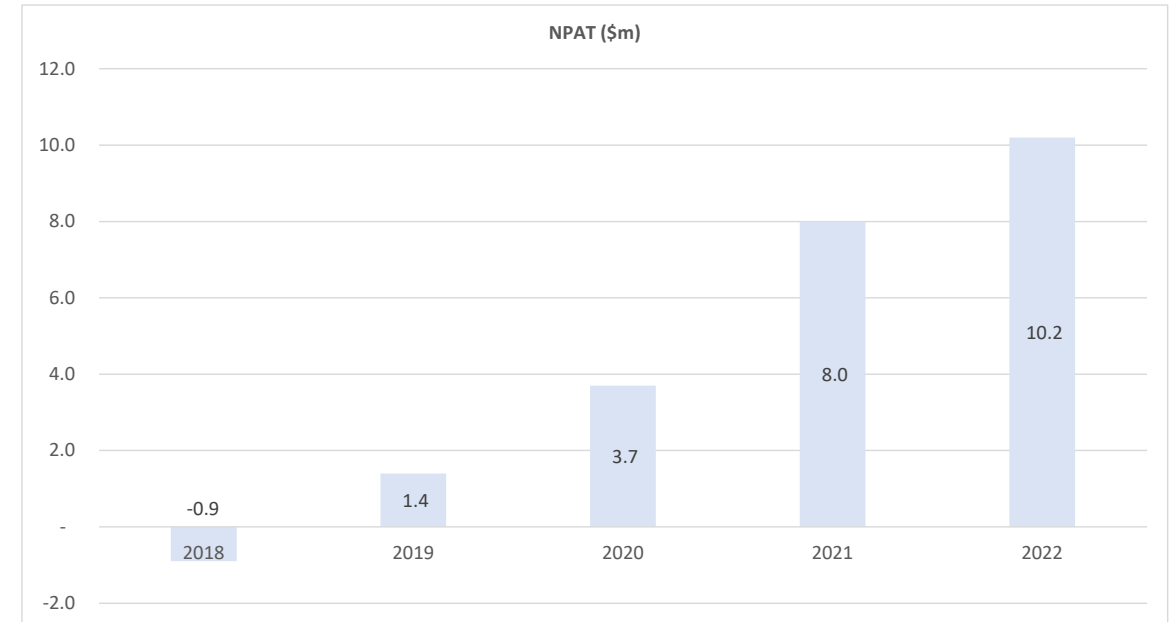


UNDERLYING EBITDA AND NPAT RESULTS

Underlying EBITDA of \$12.3 million, up 20% on FY2021



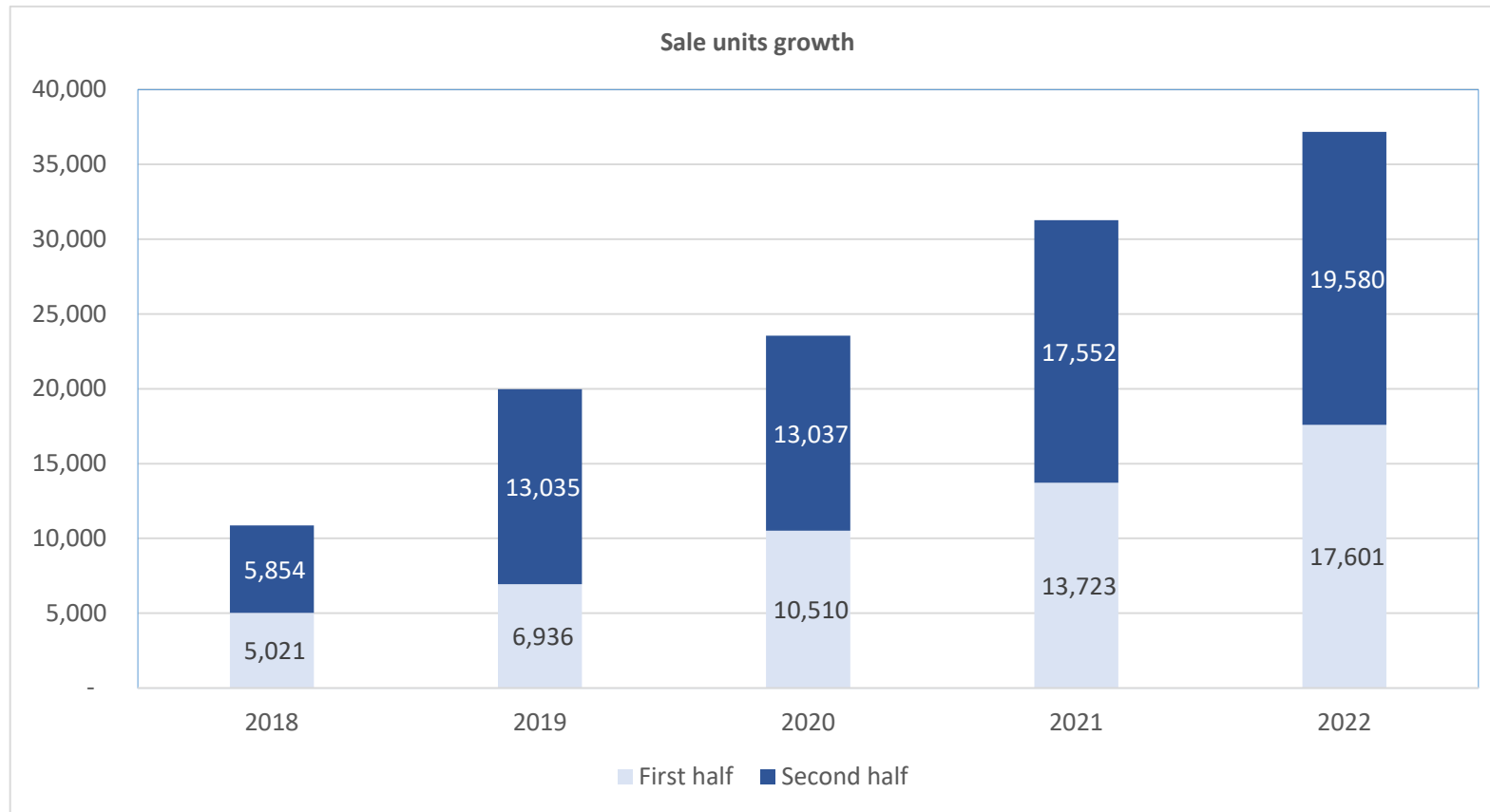
NPAT of \$10.2 million, up 27% on FY2021



*Reconciliation between EBITDA and NPAT (\$)	FY2022	FY2021
Earnings before interest, tax, depreciation & amortisation	12,298,306	10,225,753
Depreciation and amortisation	(1,309,901)	(1,643,173)
Profit before interest and tax	10,988,405	8,582,580
Interest income	433,345	189,705
Interest expense	(21,953)	(23,101)
Income tax expense	(1,181,841)	(715,154)
Net profit after tax	10,217,956	8,034,030

ELECTRIC MOTORCYCLE/MOPED SALES UNITS

Total sales of 37,181 units of electric motorcycles/mopeds, delivered for FY2022, up 19% on FY21



NEW VMOTO DIRT BIKE PRODUCTS



- The Vmoto dirt bikes are the Company's latest electric two-wheel vehicle products, offering both on road ("On-R") and off road ("Off-R") versions specifically designed to target B2C consumer groups.
- Launched in 2022 EICMA held in Milan, Italy in November 2022.



NEW ON-R/OFF-R UNVEIL

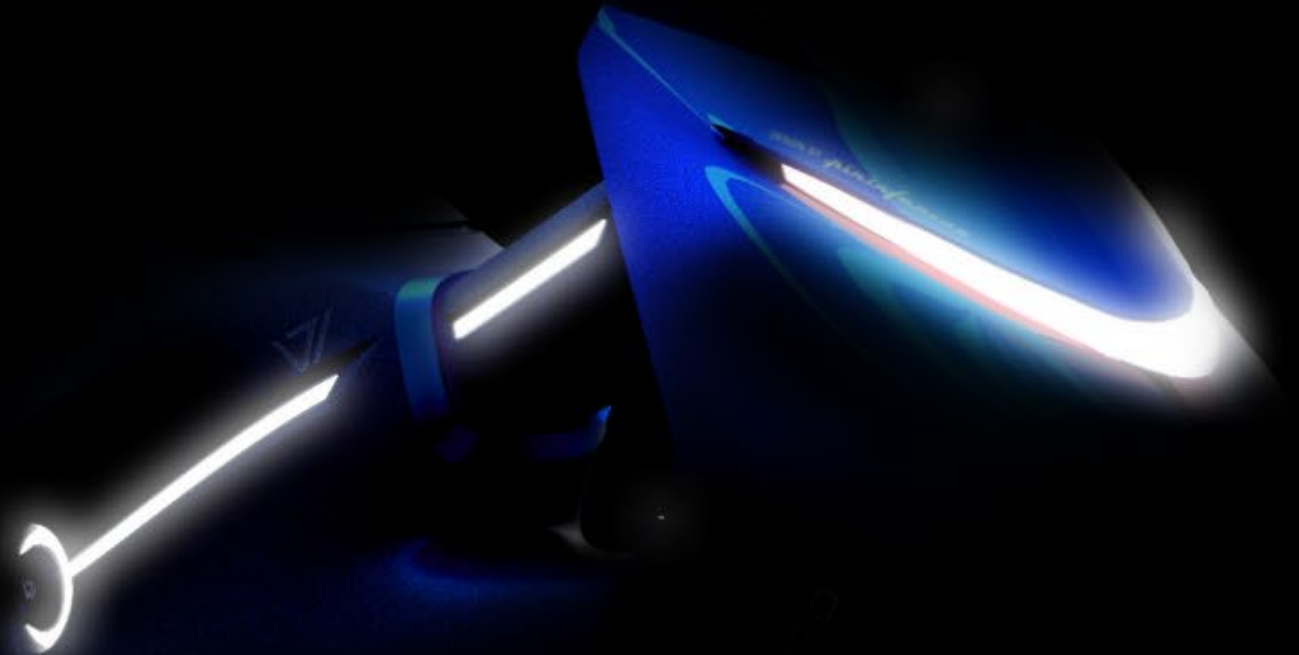
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NEW PROJECT PININFARINA



pininfarina

Together Pininfarina and Vmoto launched the new concept "Air Performance Design", meaning that the Company's future electric motorcycles will be designed and developed taking "Air Performance" into consideration. Air performance has historically only been considered when designing supercars with Vmoto positioning itself to be the first electric motorcycle company to produce "Air Performance Design" electric motorcycle products.



STRATEGIC TECHNOLOGY AND INVESTMENT AGREEMENT WITH CHARGED ASIA



- Entered into a strategic technology and investment agreement with Charged Asia Pte Ltd ("Charged Asia"), which owns 100% of PT Industri Charged Mobilitas and PT Charged Tech Indonesia ("Charged Indonesia"), a scale up electric motorcycle technology company in Indonesia
- Indonesia motorcycle industry is the third largest (more than 120 million motorcycles operate in Indonesia) in the world after India and China, in which motorcycle are used for private as well as commercial purpose including ride-hailing and delivery services.
- The strategic relationship also allows Vmoto to expand its business footprint in Asia, explore new applications for its technology products and access new businesses opportunities.

NEW SPONSORSHIP AGREEMENT WITH DUCATI CORSE RACING

VMOTO | OFFICIAL ELECTRIC SCOOTER SUPPLIER



Official
Electric Scooter
Supplier



- Signed new sponsorship agreement with Ducati Corse racing, a division of Ducati Motor Holding S.p.A. (Ducati), as the official supplier of electric scooters for Team Ducati Corse in the MotoGP World Championship (MotoGP) and the Superbike World Championship (SBK) during the 2022-2023 seasons.
- Provides Vmoto's brands with significant exposure across international markets and is expected to drive greater product awareness in the zero emissions urban e-mobility sector.
- Vmoto logos will be visible on the supplied electric vehicles, Ducati's trucks and on all Ducati Corse exhibition stands providing significant exposure of Vmoto's brands.



Vmoto
FY2023
OUTLOOK



VMOTO FY2023 OUTLOOK

Increasingly volatile economic environment including rising interest rates and higher cost-of-living pressures expected to affect consumer spending and demand

Potential investments and acquisitions in the sector for further expansion

Continue to develop new products to advance and expand the Company's product range

Target to expand into diverse markets including Asia and South America markets, and also to expand and pursue new B2B business opportunities

Focus on business improvement, cost control and more support to distributors and dealers

Explore new business opportunities including battery swapping stations to enhance Company's position as e-mobility solution provider

THANK YOU

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Official
Electric Scooter
Supplier

