



2 November 2021

## Vmoto's 3Q21 Market Update

Global electric vehicle company **Vmoto Limited (ASX: VMT)** (**Vmoto**, or the **Company**) is pleased to provide the following update on its activities for the quarter ended 30 September 2021 (**3Q21**), during which the Company again delivered strong operational and commercial performance, driven by increasing demand for the Company's products, particularly its B2B products.

### Highlights

- **10,142 units in total sold in 3Q21, up 40% on 3Q20 and up 52% on 3Q19**
- **International sales of 9,889 units for 3Q21, up 61% on 3Q20 and up 104% on 3Q19**
- **Positive operational cash flows for 3Q21**
- **Strong cash position of A\$17.4 million, with no bank debt as at 30 September 2021**
- **Firm international orders of 6,067 units at 30 September 2021, providing a solid runway for FY21 sales**
- **New international distributors appointed, and ongoing discussions and samples shared with a significant number of potential new B2C and B2B customers in new markets**
- **Vmoto exhibited its brands and products at a number of the world class electric motorcycle racing events, FIM ENEL MotoE World Cup ("MotoE") across Europe during 3Q21**

### 3Q21 Sales Performance

During 3Q21, Vmoto sold a total of 10,142 units, with more than 97% of units being sold into international markets, while just under 3% of units were sold into the Chinese market. Total international units sold in 3Q21 was up 61% on 3Q20 and up 104% on 3Q19, demonstrating continued strong momentum in the business.

Vmoto has sold a total of 23,028 units into international markets (excluding China) for the financial year to date (1Q21-3Q21), exceeding the 16,942<sup>1</sup> international unit sales reported by its main competitor, Niu Technologies, validating Vmoto's leading market position and competitiveness in the international markets.

The chart below illustrates the Company's historic international unit sales, by quarter, for the previous three financial years:

---

1. Source: Niu Technologies announcements.



### **Financial**

As at 30 September 2021, the Company maintained a cash position of A\$17.4 million, with no bank debt.

The cash position of the Group remains strong enabling the Company to pursue strategic growth initiatives. Since 31 December 2021, total cash held has increased by A\$2.4 million, largely a result of the positive operational cash flow achieved so far in FY21, reiterating the Company's excellent growth and profitability.





*Photo: Vmoto's special guest/partner, Mr Jorge Lorenzo, five times MotoGP World Champion, attended the Company first 2021 Vmoto Soco ProDay event showcasing Vmoto's brands and raced at Misano World Circuit together with some of Vmoto's partners and professional riders including Mr Michele Pirro, Mr Dario Marchetti, Mr Marco Lucchinelli, Mr Massimo Roccoli and Mr Gianfranco Guareschi.*

### **Order Book**

As at 30 September 2021, the Company had firm international orders for 6,067 units.

The Company expects sales to continue to increase with repeat orders from its existing customers and additional orders from new international customers in 4Q21 and beyond.



*Photo: Two lucky fans and customers of Vmoto won the opportunity to test ride with Vmoto's partners (professional riders) to experience "Like a Pro, with the Pro" campaign at Misano MotoGP racetrack.*

### **B2C and B2B segments continue to grow, delivering solid results**

Vmoto's B2C product range continues to generate popularity and increased interest among motorcycle enthusiasts and other consumers alike. Pleasingly, Vmoto B2C distributors continue to expand their retail presence with the opening of Super Soco flagship stores and corner shops in Argentina and Indonesia. The Company's B2C distributors have also participated in a number of exhibitions and showcased the Company's B2C products.





*Photo: New Vmoto B2C dedicated store in Argentina.*



*Photo: Vmoto's Estonian distributor showcased Vmoto's B2C products in an open space event.*





Food delivery, parcel delivery and ride-sharing operators continue to show significant interest in Vmoto's B2B products, which the Company is actively pursuing.

**B2B ride-sharing markets:** The Company is now supplying products to **eight** ride-sharing operators globally and is in advanced discussions with an additional sixteen ride-sharing operators.

**B2B delivery markets:** The Company is currently supplying products to **fifteen** delivery customers and is in discussions with an additional eighteen potential new customers operating in this market segment.



*Photo: Vmoto's E-Max B2B products in operation and partnership with Helbiz Kitchen to bring the best eco-sustainable food delivery experience.*

### **Collaborations**

The Company is actively exploring opportunities to collaborate with world-renowned brands and companies in the mobility industry, with a view to replicating its Ducati partnership. This is in addition to the ongoing engagement with Ducati regarding a potential new license agreement and other associated opportunities.

The Company is also in discussions with a number of businesses regarding extending their operations to include electric two-wheel vehicles and incorporating their existing products into Vmoto's electric two-wheel vehicle and distribution network, which has the potential to substantially enhance the Company's product offerings and business reach around the world.

The Company has also received significant interest from various companies with ambitious expansion plans in B2B markets. The Board is closely monitoring and evaluating these opportunities and will announce material developments, if any.

### **International Distribution**





In 3Q21, the Company signed and renewed distribution agreements with international distributors in Guatemala, El Salvador, Honduras, Nicaragua, Hong Kong, Malaysia and Indonesia covering the warehousing, distribution and marketing of its B2C range of electric two-wheel vehicles.

Vmoto has also supplied samples to and/or is in discussions with a number of potential B2C and B2B distributors and customers in Austria, Australia, Bulgaria, Brazil, Denmark, France, India, Ireland, Israel, Italy, Latvia, Poland, Portugal, Puerto Rico, Russia, Saudi Arabia, Singapore, Slovenia, South Africa, Singapore, Spain, Switzerland, Thailand, Turkey, Ukraine, United Arab Emirates, United Kingdom and United States.



*Photo: Vmoto's B2C products at various FIM Enel Moto-E World Cup circuits and events in Europe, ensuring personnel at MotoE World Cup can get around the circuits reliably, efficiently and with zero emissions. Vmoto's B2C products and the Company's brands were also showcased alongside with some world-renowned brands.*

### **Bird Group, India**

As announced on the ASX on 15 March 2021, the Company signed an MoU with one of India's largest travel technology companies, Bird Group, regarding the potential exclusive distribution of VMT's CUX and CUMini range of two-wheel electric vehicles (EVs) in India. Due to the impact of the ongoing Covid-19 pandemic in India, discussions with the Bird Group were delayed during the Quarter. The Company is monitoring the situation in India and is in regular contact to support Bird Group where possible.





Bird Group remains committed to the MoU and is working on business plans for distributing Vmoto's B2C CUX and CUmini range of electric two-wheel vehicles in India. Bird Group have purchased sample vehicles which have been tested to Bird Group's satisfaction. Bird Group is currently restructuring its business operations and continuing to work on business plans and evaluating assembly facilities feasibility and government policies in relation to distributing electric two-wheel vehicles in India.

### **Outlook**

Vmoto continues to execute on its strategy of selling high performance and "value for money" electric two-wheel vehicles into international markets and expanding both its B2B and B2C distribution network worldwide.

The Company also continues to focus on extending its product range to widen its reach and appeal to a broader spectrum of the market for electric vehicle users. This includes developing new products and collaborating with renowned brands and companies to incorporate their existing products and technologies into Vmoto's electric two-wheel vehicles and distribution network.

The Company also plans to relaunch its "Vmoto" brand in 4Q21 as the Company's premium EV brand in order to further promote Company growth while simultaneously consolidating its already strong market position. Additionally, Vmoto is evaluating and developing a number of new electric two-wheel vehicle products in consultation with its existing and new B2B customers, and is in discussions with a top European industrial design company as part of this process.

The global focus on mitigating the impacts of climate change and the transition towards electric vehicles, combined with Vmoto's market leading position, provides a strong platform from which to accelerate growth opportunities. The Company continues to broaden its commercialisation strategy and is confident it will be able to continue delivering strong sales and revenue growth for the remainder of FY21 and beyond.

**-ends-**

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

### **For further information, please contact**

**Company enquiries**  
Charles Chen  
Managing Director  
T: +61 8 9226 3865

**Investor Relations**  
Rod Hinchcliffe  
rod.hinchcliffe@mcpartners.com.au  
T: +61 412 277 377

**Media Relations**  
Melissa Hamilton  
Melissa.hamilton@mcpartners.com.au  
T: +61 417 750 274





#### **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)), Instagram ([www.instagram.com/vmotosoco](http://www.instagram.com/vmotosoco)) and YouTube (**Vmoto Soco**).

#### **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).

