



## Askoll EVA

EU micro mobility Leading Company  
2021 Results and Strategic Outlook Presentation

3<sup>rd</sup> May 2022

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# Askoll EVA

## AT A GLANCE



**Askoll EVA is a leading player in Europe in e-scooter, with relevant presence in e-bikes and expanding in e-kick scooter**

**All Askoll vehicles are 100% electric**

**The Company boasts a strong technological edge, 100% Made in Italy, allowing for product and market diversification**

**Askoll EVA will strongly benefit from the rising demand for e-mobility in Europe and most developed countries worldwide**

**It represents an excellent choice to play a real *green* stock**

# 1. Company Overview

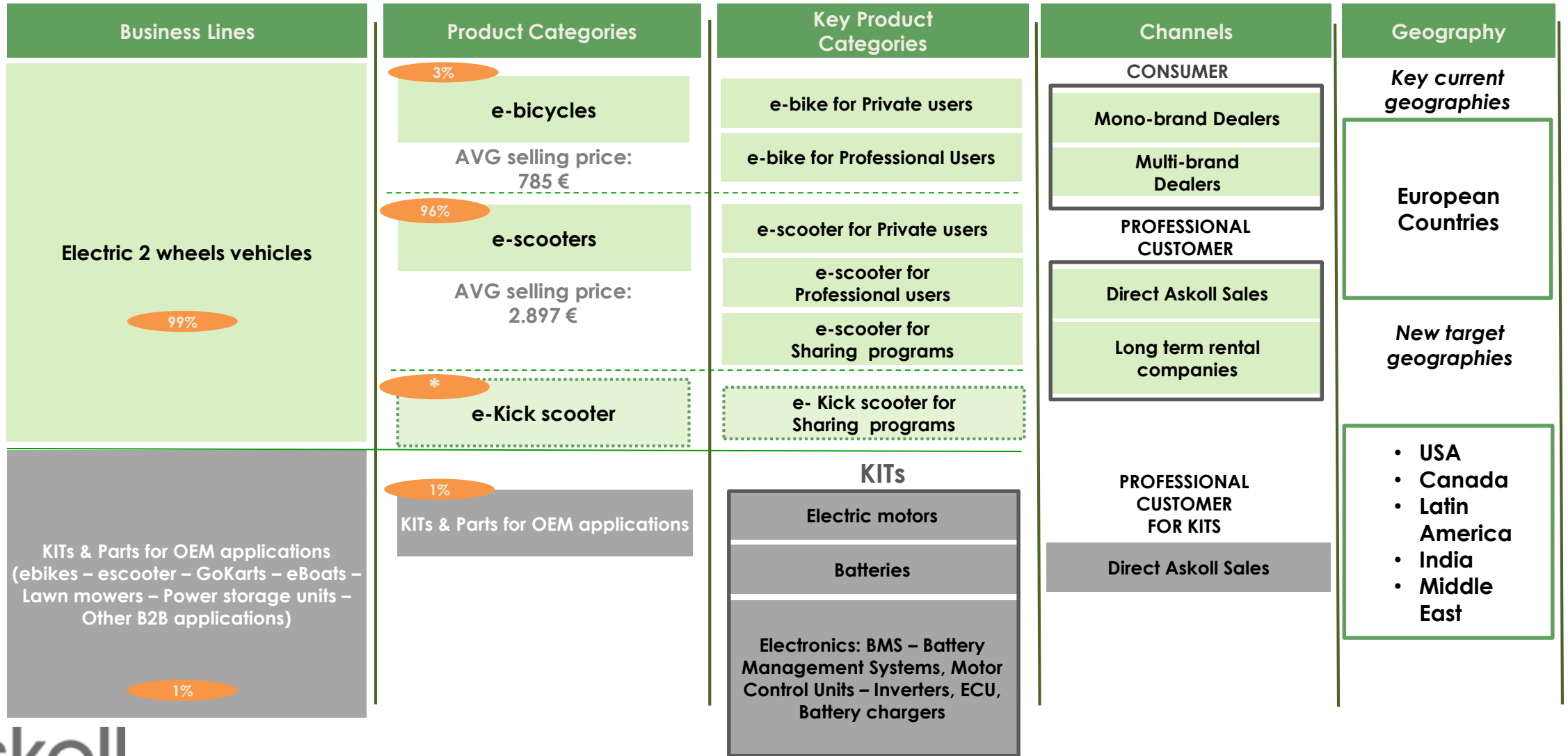
# Mission and Products

Our mission is to provide e-mobility solutions to all market needs



# Askoll EVA business lines, key products and sales channels

Askoll EVA is engaged in the production and sale of two wheels electric vehicles and kits and parts at global scale



% of sales 2021

# Askoll EVA

Business partner



## All core components made by Askoll

- Battery packs
- BMS
- Electronics
- Power train
- Highest quality
- Internal components development
- Tailor-made solutions based on customer specification

## Production capacity settled for high volumes

- **e-Scooters** capacity : **30.000** / year on 3 shifts
- **e-Bikes** capacity : **20.000** / year on 3 shifts
- **e-Kick scooter** capacity\* : **20.000** / year on 3 shifts

\* Start of production in summer 2022

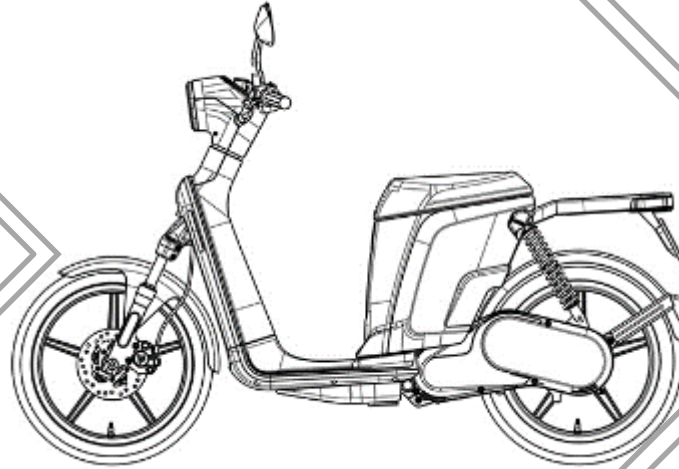
# Askoll EVA

Technical and design capabilities

## Concept phase



## Design phase



## Industrial development



Askoll EVA has all know-how on:

- Motors,
- Powertrains,
- Batteries,
- Electronic controls (BMS, ECU, Inverter)
- Vehicles structure (frame, body, etc.)
- Vehicles dynamics (handling)

Dedicated Patents

- Askoll EVA owns all the patents developed by Askoll Group concerning e-mobility sector
- The Company invests on developing new technical solution and related patents thanks to the internal tech dept.

Experts about vehicles

- Key people of Askoll EVA technical department have track records in the Power 2-wheelers sectors (Managers and project leader)
- The Company controls 100% of the design and development process

# Askoll EVA

## Distribution network

Askoll EVA distributes its solutions in

**24 Countries** through

more than **270** dealers and service network and **20** independent Distributors / Importers

**1** flagship **Askoll Store** in Milan

**4 countries** with distribution model focused on direct interaction with dealers

And an **e-shop**, available in 5 languages, dedicated to private users and business operators.



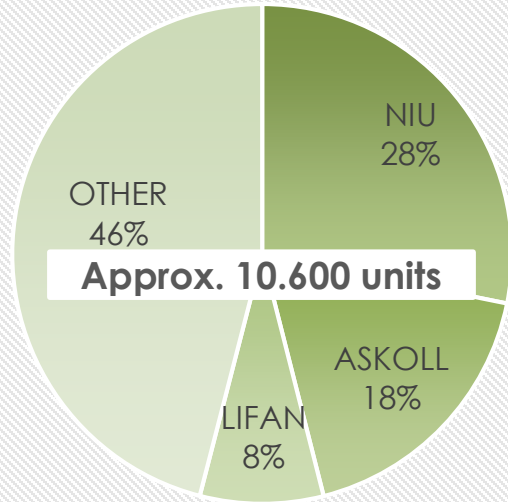
## 2. Market Trends & Askoll EVA positioning

# Italian Market

## Electric 2-wheelers: e-scooter and e-motorcycle

### Italian electric 2-wheelers (2021)\*

- Electric L1
- Electric L3

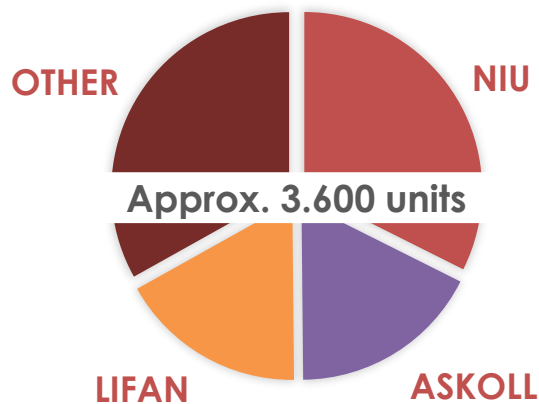


L1: max speed < 45 km/h --- L3: max speed > 45 km/h

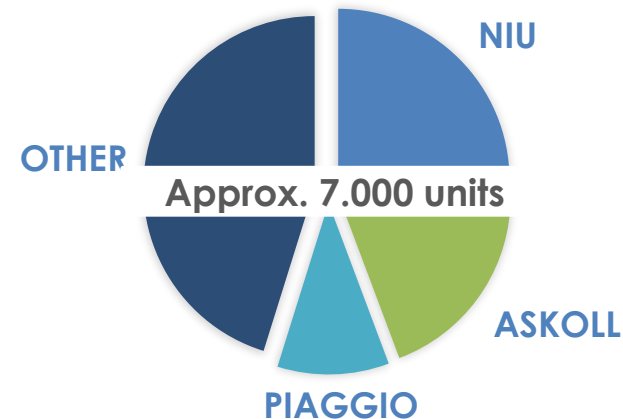
### Top player in the domestic market

- Askoll EVA is the **first Italian manufacturer** in the electrical motorcycle industry
- The company ranks **in the top 3 brand in Italy** considering the 2-wheeled electric market

### Italian electric L1 (2021)\*



### Italian electric L3 (2021)\*

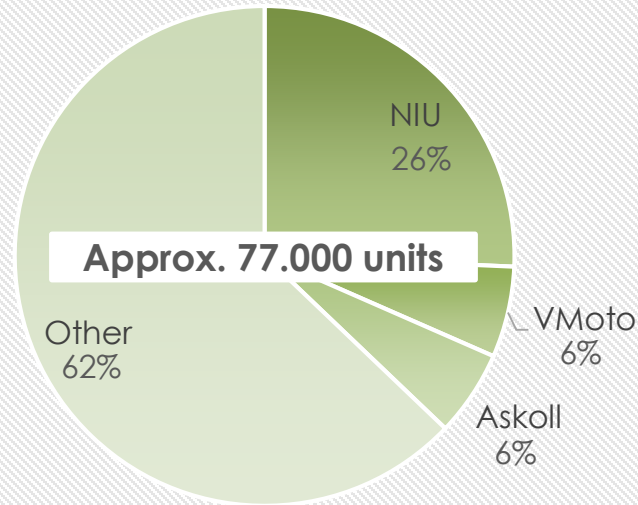


# European Market

## Electric 2-wheelers: e-scooter and e-motorcycle

### EU electric 2-wheelers (2021)\*

- Electric L1
- Electric L3

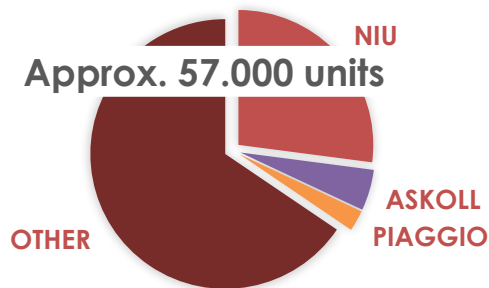


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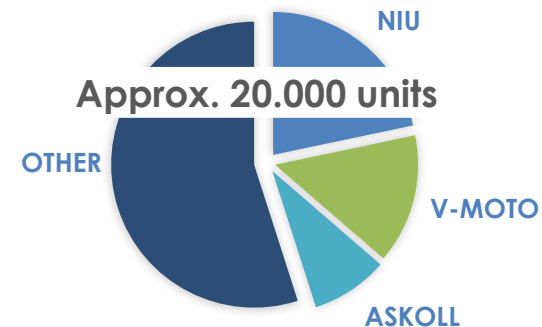
### E-market in Europe is booming

- EU electric powered two-wheel vehicle **industry is booming**: estimates foresee **470k vehicles will be registered in 2025\*\***
- Expected CAGR for **e-scooters is approx. 30%\*\* over the period 2020 – 2025**, also thanks to widespread subsidies and incentives from single Governments

### European electric L1 (2021)\*



### European electric L3 (2021)\*



## 3. 2021 Results

# Askoll Mobility Division

Key financials @ 31/12/2021

	2021			2020		
(Values x 1.000 €)	H1 2021	H2 2021	Full Year 2021	H1 2020	H2 2020	Full Year 2020
<b>Net Sales</b>	6.810	11.097	17.907	2.273	7.166	9.439
<b>EBITDA</b>	(765)	103	(663)	(2.632)	(457)	(3.089)
<b>EBIT</b>	(2.395)	(1.548)	(3.943)	(4.813)	(2.911)	(7.724)
<b>Net Result</b>	(2.258)	(1.113)	(3.371)	(4.912)	(2.997)	(7.909)

- Impressive Net Sales growth thanks to restart of the mobility needs in both retail and sharing segment
- Strong improvement of all profitability indicators – **Positive EBITDA in H2 2022**
- Significant improvement of production efficiency mainly thanks to reduction of staff labor costs and overheads
- Investments are still very high due to the development of new technologies

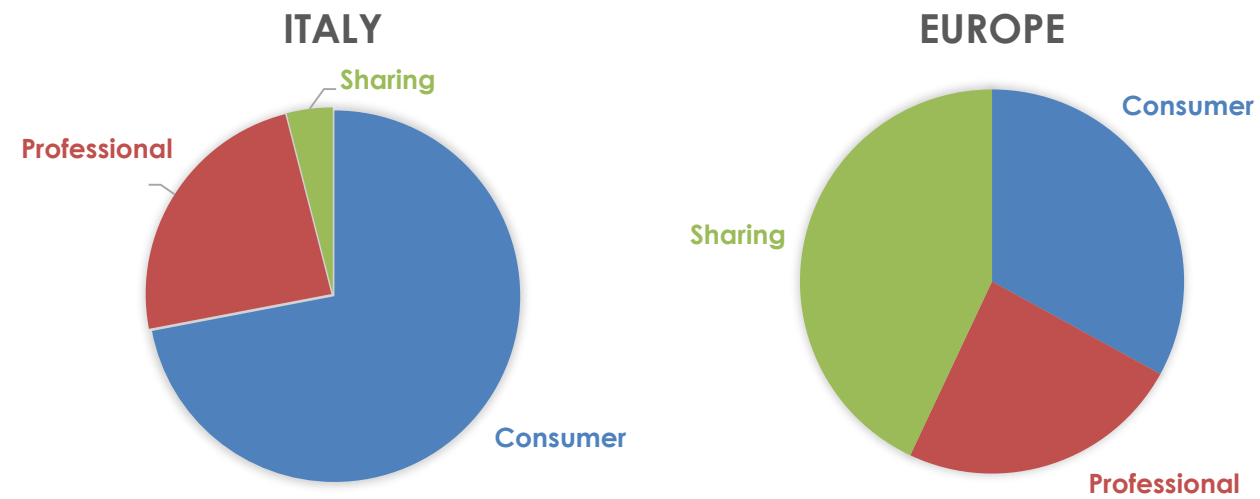
# Askoll Mobility Division – Breakdown by geographical area and by segment

Key financials @ 31/12/2021

Country	Year 2021	Year 2020	Variation
Italy	6.764.418	7.294.451	(350.033)
EU	10.079.122	2.004.821	8.074.301
USA and Canada	0	2.658	(2.658)
UK	976.509	0	976.509
Middle East	38.733	2.458	36.275
Switzerland	14.083	131.578	(117.495)
Other countries	34.220	2.756	31.464
<b>Totale</b>	<b>17.907.085</b>	<b>9.438.722</b>	<b>8.468.363</b>



## 2021 Sales Volumes breakdown per business line



## 4. Strategic Outlook

# Askoll EVA

## Strategic milestones

- In 2021 Askoll EVA ranked as **2<sup>nd</sup> player in EU**
- In **France** the market share growth **6 times**



### Enlarging market share

In the retail segment in France, Spain, Netherland, Belgium and Germany



### Widening the range of vehicles

both in the professional and retail segments.

- **New Scooter Model** Year 2022 presented to the market
- **Kick-scooter:** start of production in Summer 2022



### Extending the geographic reference markets

with a focus on the promising North American and Latin American markets



### Strengthening technical development projects

To reinforce Askoll presence in the OEM field

- Field tests running in **North American** markets
- Field test running in **Brazil** for delivery services

- Commercial **pre-series** already manufactured
- **First series** delivered to first customers in Italy

## 5. 2021 – 2022 Achievements

# 2021 Achievements

New clients / distribution channels in Italy and abroad

12<sup>th</sup> January: New order from **Croce Rossa Italiana** – € 215.000



2<sup>nd</sup> March: New order from **Croatian Posts** – € 75.000



11<sup>th</sup> March: New distribution agreement in **Malta**

26<sup>th</sup> March: Maxi order from **Cooltra** for sharing scooters – € 6.35 million

6<sup>th</sup> April: New distribution agreement in **Bulgaria**

24<sup>th</sup> May: New distribution agreement with **Athena S.p.A.** (focused on multinational chain of stores selling consumer electronics)

28<sup>th</sup> July: New € 1,5 million order from **sharing** mobility

23<sup>rd</sup> November 2021\*: New € 800.000 order from **Cooltra** for 250 scooters – **Delivery requested for Q1 2022**

# 2022 YTD Achievements

Positive 2021 trends continue

4<sup>th</sup> February: New order from **Cooltra** for sharing scooters (650 vehicles for France and Italy fleets)

4<sup>th</sup> February: Start of cooperation with E.ZY LOC in **France** for distribution of Scooters in Long Term Rentals segment

10<sup>th</sup> February: Askoll EVA got **ISO 9001 certification**

16-17<sup>th</sup> March: Askoll EVA is showing its range is mobility solutions at **Autonomy Paris**

# WHY Askoll EVA



**Askoll EVA is a pioneer in e-mobility solutions for all market needs:  
Personal, Professional, Sharing**

**The Company offers ranges from e-scooter to e-bikes & e-kick scooter**

**It boasts a market leadership position in Italy and Europe**

**Its technical and design capabilities, 100% Made in Italy, represent  
a key success factor**

**Askoll EVA is the perfect stock to play the rising demand  
for e-mobility worldwide**



Back-up

# Askoll EVA S.p.A. Top Management

## Responsibility and Background



**BEAUPAIN ALESSANDRO**  
Vice Presidente of Board of Directors

Graduated in Economics, he has a strong background in management and strategic consulting, gained as Manager in leading consulting companies. He joined the Askoll Group in 2007 as **Corporate Service Director** and later was appointed **Group CFO**.

Starting from 2015 he is the **CEO of Askoll Group**.

Since 2018 he has also been **Vice-President of Askoll EVA**.



**NANNI GIAN FRANCO**  
CEO

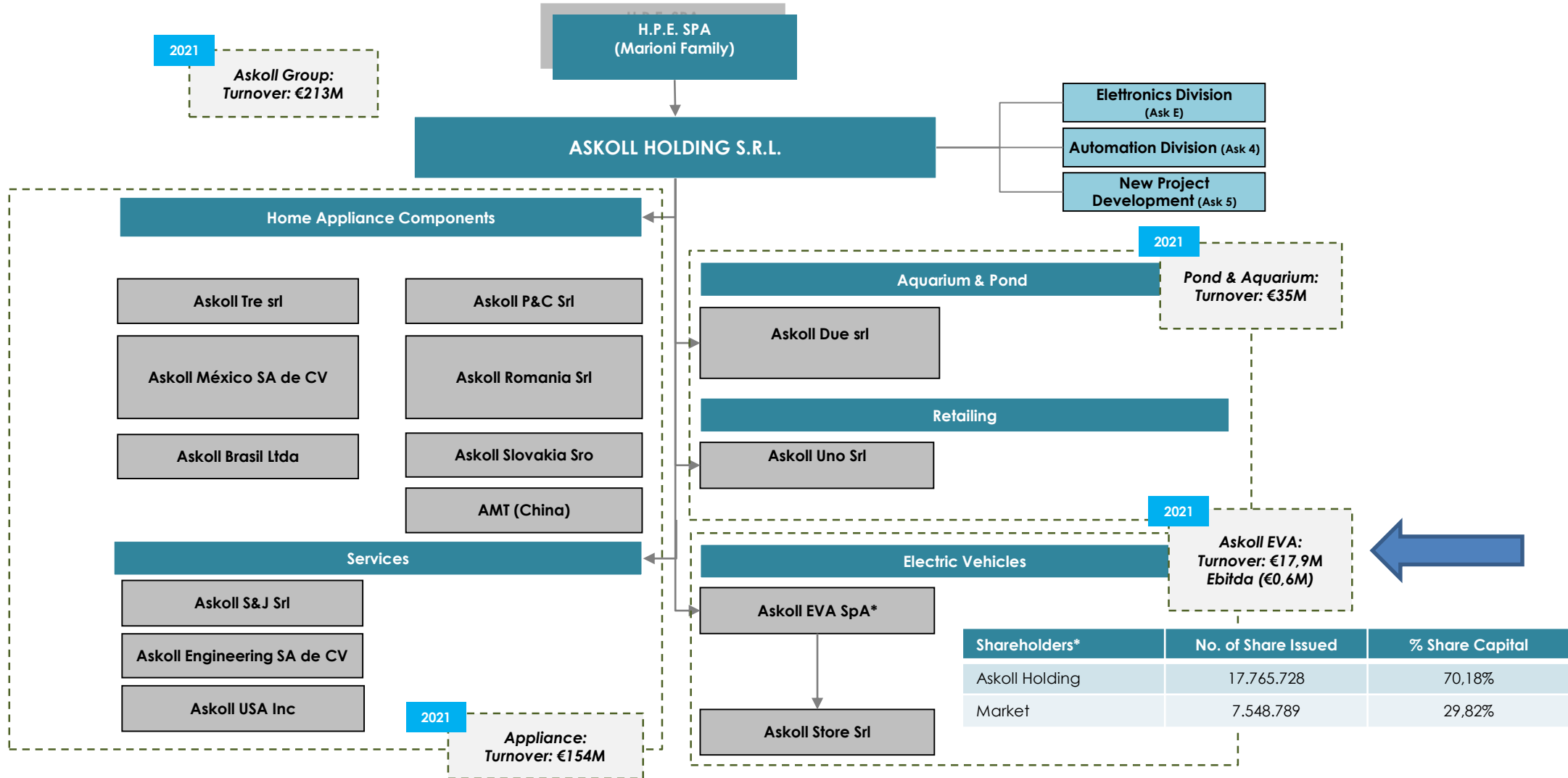
Graduated in Management Engineering, he improved his knowledge of Marketing and Communication in the best business schools in northern Italy. He has over 15 years of experience in the entire product development process, placement optimization, communication and promotion, and strategic marketing planning activities in both the B2B and B2C sectors, in various industrial sectors.

Since 2014 he held the role of **Marketing Director of the Askoll Group**.

In May 2019 he was appointed **CEO of Askoll EVA**.

# Askoll Group Structure

## Key indicators – FY 2021



# Askoll Group Timeline

## 40 years of Innovation MADE IN ITALY - Milestones

**1978**

Askoll is born  
1st synchronous  
aquarium pump

**1986**

Start business  
in HA sector  
1st synchronous  
drain pump

**1997-1998**

Begin of business  
internationalization  
Askoll Brazil is founded in  
Sao Paolo

**2000**

Start business  
in HVAC  
industry  
1st synchronous  
circulation pump

**2008**

Askoll Group  
becomes a  
global player  
Acquisition of  
Emerson (EAME)

**2014**

Askoll enters  
the electric  
mobility  
sector  
Askoll EVA is  
founded



# 100%

MADE IN ITALY



All Askoll vehicles are **100%** electric

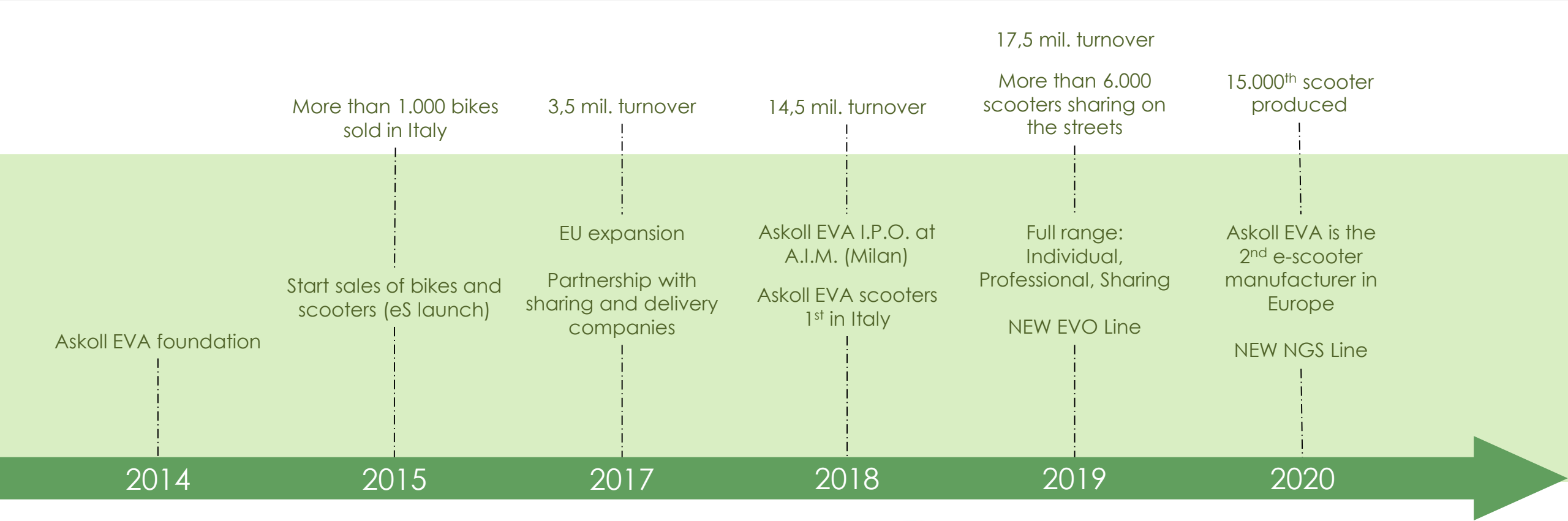
**All technical and core components** (battery, control unit, power train and electrical engine) are entirely made by Askoll

**We are our very first customer:** all automations needed to produce and test the vehicles are designed and produced by Askoll Group

**We make smart mobility solutions, in Italy for the World**

# Askoll EVA

## Timeline



### MAIN ACQUIRED PARTNERS



Croce Rossa Italiana



# Askoll EVA – Micromobility solutions

e-Vehicles to all market needs



Your Life  
**PERSONAL**



Your Work  
**PROFESSIONAL**



Your City  
**SHARING**

# Askoll EVA

OEM Solutions

Thanks to our technological know-how, we can offer a wide range of solutions and components on the electrification market

## 2 wheels market



Display



ECU



Driver



Batteries

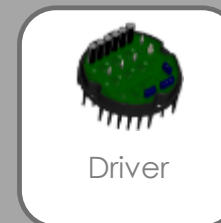


Motors

## Off-field applications



Electronic gateway



Driver



Batteries



Motor up to 3.000 W

# Askoll EVA - Strategy

**Expand customer base** – Targeting market share growth in key EU markets

- Keep the leadership in the **Italian Market** (Italy is a fast growing market in EU)
- **Focus on the main EU market** for electric two wheelers: Spain, France, Belgium, Netherlands, Germany **developing a capillary distribution network**
- Work closely with importers, distributors and dealers **supporting their sales and marketing activities**



# Askoll EVA - Strategy

## Extension of the range of products: e-Kick scooter



- All molds and product equipment have been completed. We are completing the technical pre-series with parts all obtained from production molds.
- The production start-up is scheduled for early summer.
- Global presentation on 16-17 March at the Autonomy Paris, leading event focused on sustainable urban mobility.
- In June is scheduled a further presentation event targeting European Sharing Operators in Milan.
- We have started a scouting activity in the North American markets (Canada and USA) with the aim of presenting it to American and Canadian sharing operators (Lime, Bunny Ride, Neuron Mobility Canada Ltd, Roll Technologies Inc.).

# Askoll EVA - Strategy

**Extension of the range of products:** NGS line, 2022 model year

**NGS2 1.4**



# Askoll EVA - Strategy

**Extension of the range of products:** NGS line, 2022 model year

**NGS2 2.8**



# Askoll EVA - Strategy

Extension of the range of products: eS evolution line, 2022 model year

## eS<sub>3</sub> EVOLUTION



# Askoll EVA - Strategy

Extension of the range of products: eS evolution line, 2022 model year

## eS<sub>2</sub> EVOLUTION



# Askoll EVA - Strategy

## Reinforce Askoll presence in the OEM field: e-MTB drive unit



- Commercial pre-series already started; first engines supplied to first customers.
- Start field tests with customers who are further ahead with technical-commercial evaluations.
- In the third quarter, we will also begin sampling complete kits, consisting of the Askoll Drive C90A engine and 630 Wh in-tube battery for which the development of connectors and anchoring systems for the various types of mountain bike frames is underway.



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# Askoll

I am electric

Many thanks for your attention: any question?

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