

Askoll EVA

EU LEADER IN MICRO-MOBILITY

Investor Presentation

Next Gems Conference, 17 October 2023

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ASKOLLEVA AT A GLANCE

PIONEER IN E-MOBILITY IN EUROPE AND TOP PLAYER IN ITALY WITH 16.7% MARKET SHARE

Askoll EVA: **Leader in the E2W** (electric two-wheelers) industry in Italy and Europe:

- Expertise in e-scooters
- Expanding into e-bike power units and e-kick scooters

Sustainable **E-Mobility Solutions**:

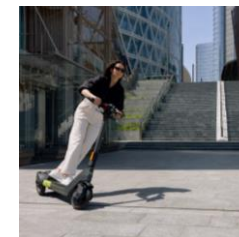
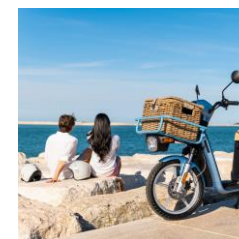
- Ideal for short-distance travel (**micro-mobility**)
- Vehicles models to **private** users (retail), **professionals** (delivery), and **sharing** companies

Key **Success Factors**:

- Proprietary **innovative synchronous technology**
- **Internal production** of core vehicle components, especially **motors** and **batteries**
- 100% in-house design

Renowned **Product Quality**:

- **ISO 9001 certification** for design, production, and assistance of electric vehicles and related components.
- Askoll EVA is the **only** player in the **micromobility** sector offering **6 years warranty** period (extended also to **batteries**)



COMPANY

OVERVIEW

COMPANY OVERVIEW

PROVIDER OF E-MOBILITY SOLUTIONS **EASING TRAFFIC** FOR INDIVIDUALS AND PROFESSIONALS

PERSONAL



54%

PROFESSIONAL



5%

SHARING



38%

OEM – KITS & PARTS



3%

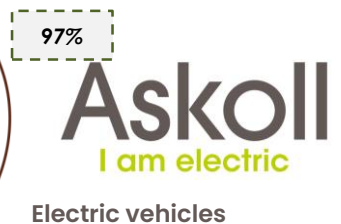
Note: In % Turnover share*

*Data at June 2023

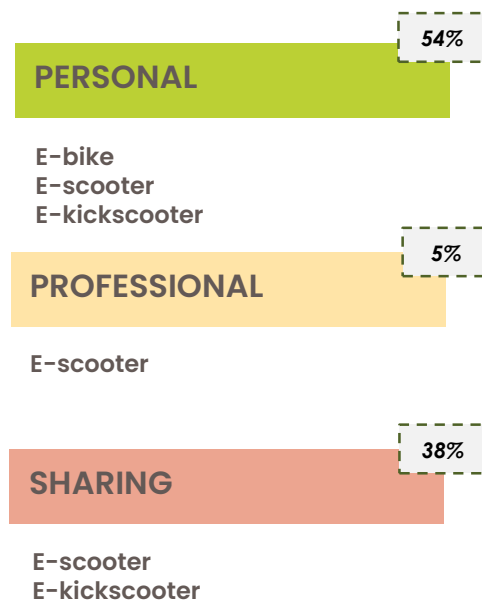
COMPANY OVERVIEW

ASKOLL EVA BUSINESS MODEL

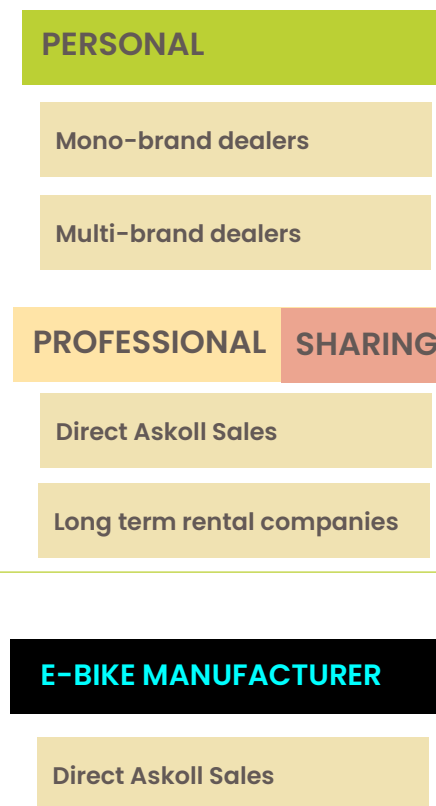
BUSINESS LINES



KEY PRODUCTS CATEGORIES



CHANNELS



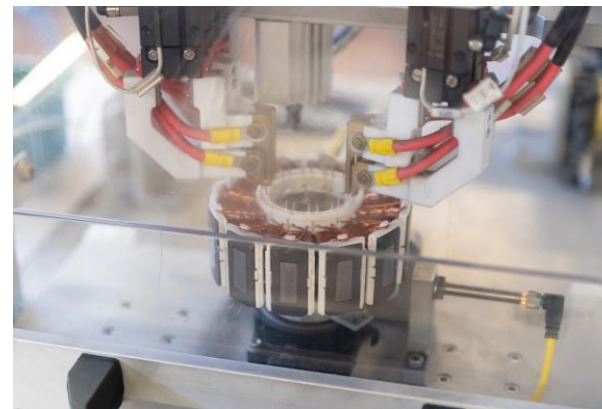
GEOGRAPHY



*Sales H1 2023

COMPANY OVERVIEW

ASKOLL EVA IS A BUSINESS PARTNER: HIGH QUALITY MADE IN ITALY MOBILITY SOLUTIONS



All core components made by Askoll

| | | |
|---------------|--------------------------------------|---|
| Battery packs | BMS Battery Management Systems | Electronics |
| Power train | Highest quality | Tailor-made solutions based on customer specification |

Production capacity settled for high volumes

Max capacity

E-scooter
30.000 /
year on 3 shifts

E-Bikes
20.000 /
year on 3 shifts

E-Kick scooters
20.000 /
year on 3 shifts

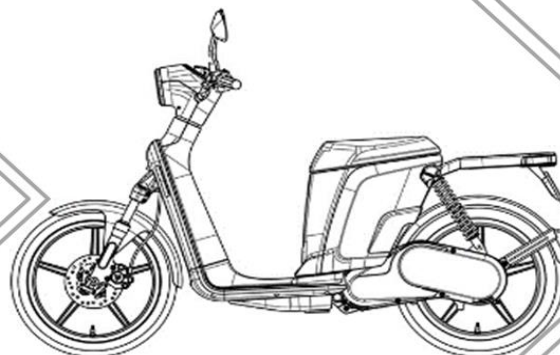
COMPANY OVERVIEW

UNIQUE TECHNICAL AND DESIGN CAPABILITIES: 100% CONTROL OF ELECTRIC VEHICLES HEART

Concept phase



Design phase



Industrial development



**Askoll EVA
has all know-how on:**

- Motors,
- Powertrains,
- Batteries,
- Electronic controls (BMS, ECU, Inverter)
- Vehicle 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

COMPANY OVERVIEW

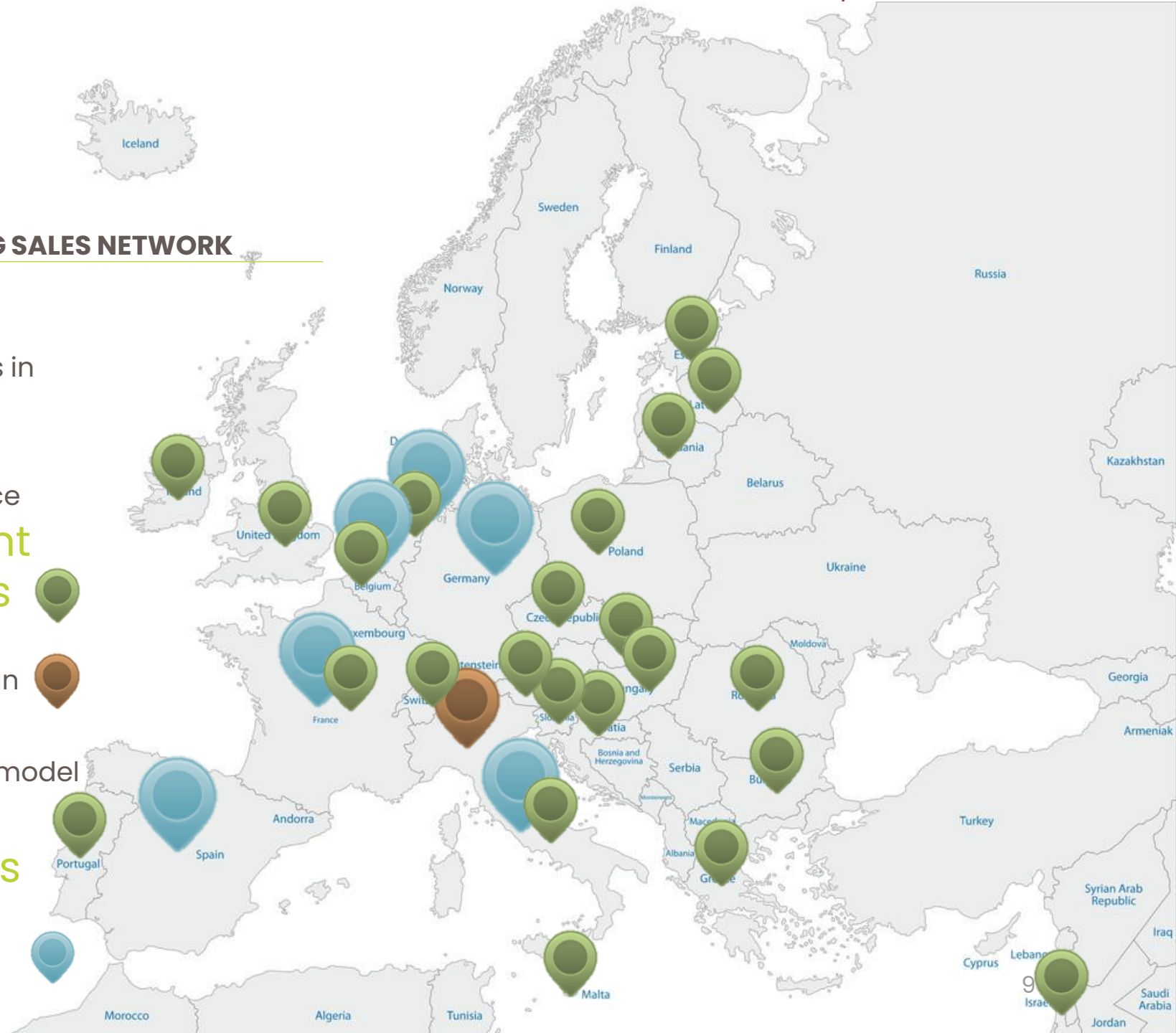
A CONSTANTLY EXPANDING SALES NETWORK

Askoll EVA distributes its e-solutions in

26 Countries through
more than **320** dealers and service
network and **23 independent**
Distributors / Importers

1 flagship **Askoll Store** in Milan

6 countries with distribution model
focused on direct
interaction with dealers



COMPANY OVERVIEW

A GROWING DISTRIBUTION NETWORK EXPLOITING ALL CHANNELS

**6
Countries**

with Direct
Dealer
Interaction

**26
Countries**

through
Independent
Distributors

+320
two-wheel
vehicle
retailers

In Europe

**New
channel
Car Retailers**

(NEWS 2023:
Koelliker in Italy,
Brand Car
Dealers in
France)

**6-Year
Warranty**
for E-Scooters

The longest
warranty period
in the market

e-shop
Platform,
available in
5
languages

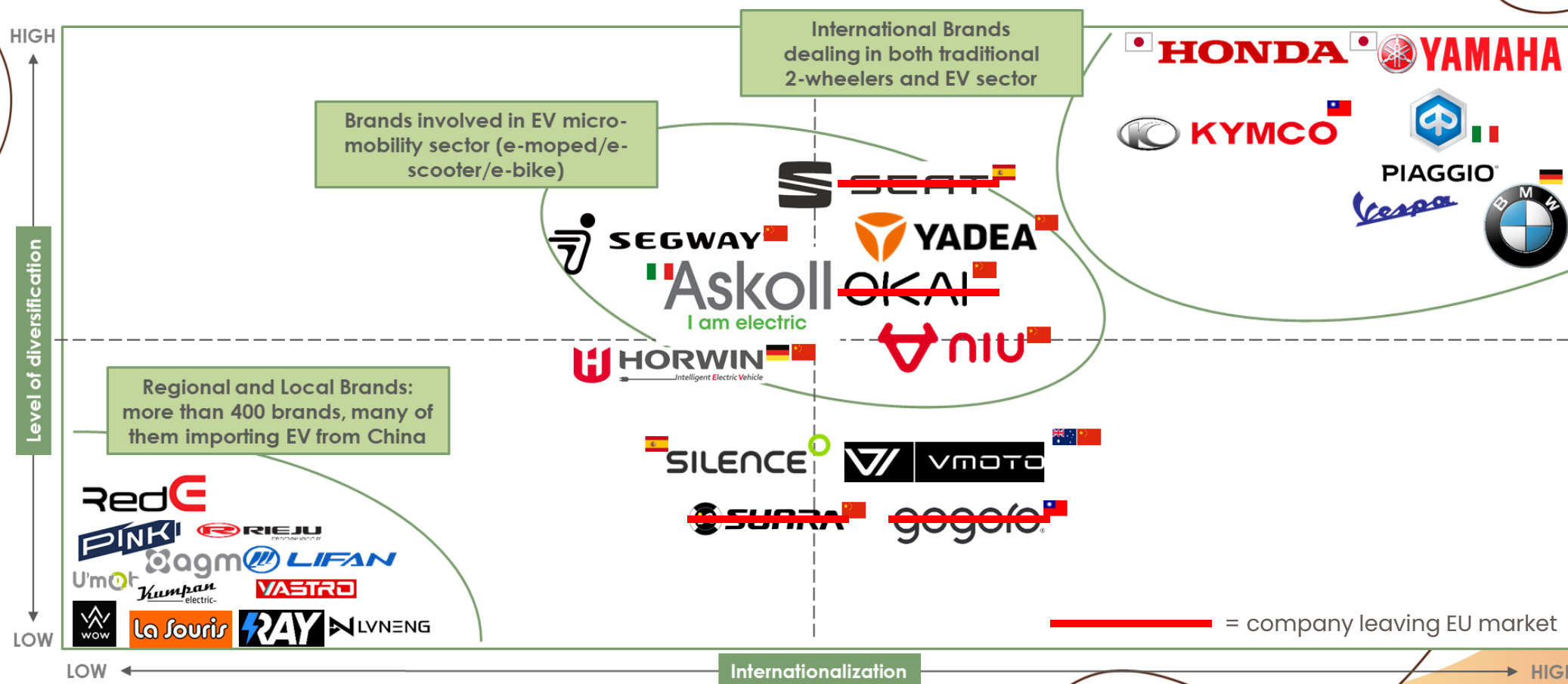


MARKET TRENDS

& ASKOLLEVA POSITIONING

MARKET TRENDS AND ASKOLL EVA POSITIONING

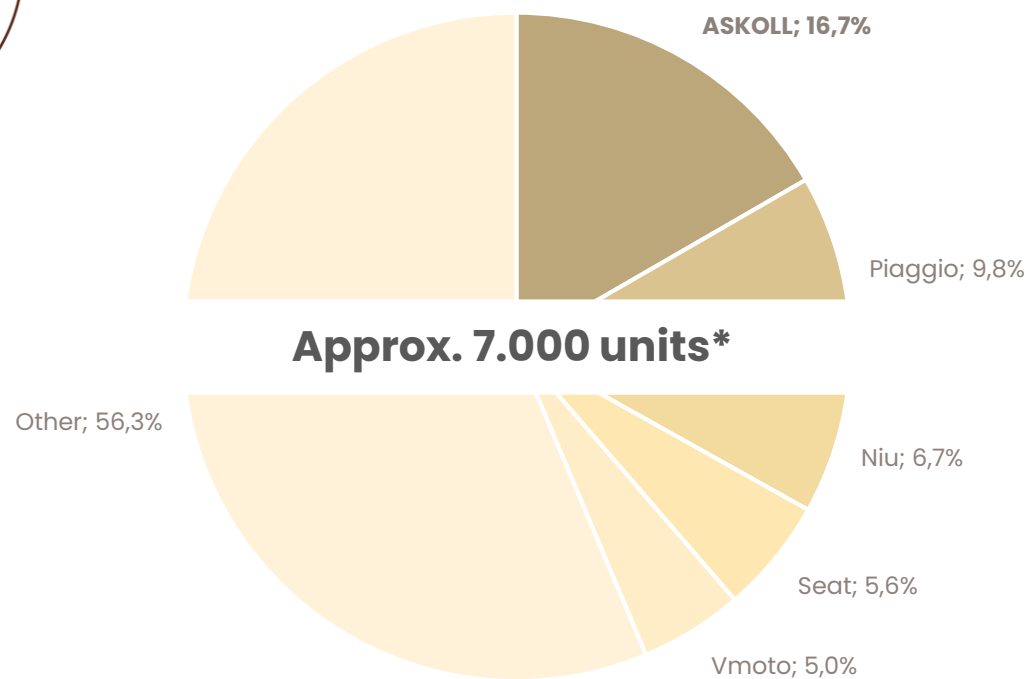
E-SCOOTER COMPETITIVE ARENA IN EUROPE:
more than 500 brands active but only 5 brands control 50% of the market



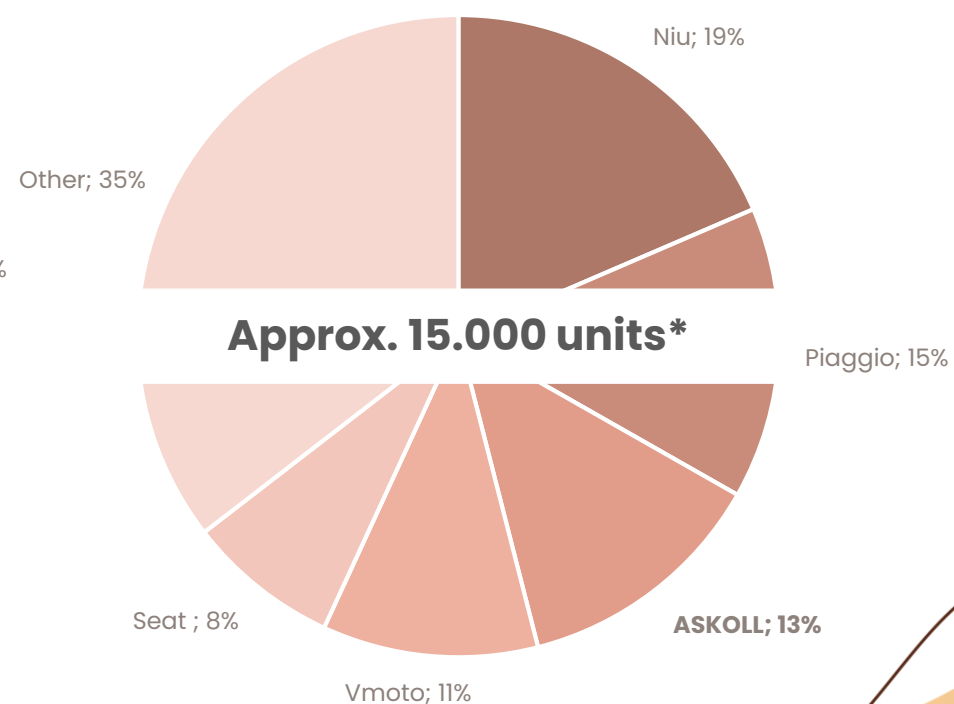
MARKET TRENDS AND ASKOLL EVA POSITIONING

ITALIAN MARKET: IN 2023, ASKOLL EVA IS BACK TO BEING THE TOP PLAYER IN ITALY

Italian electric
2-wheelers
HI 2023



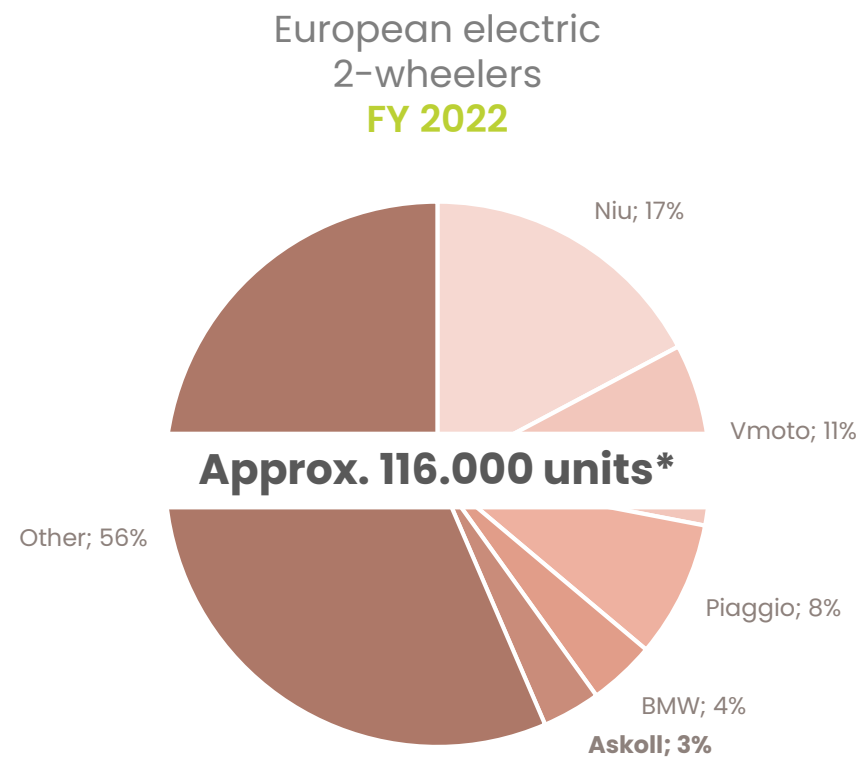
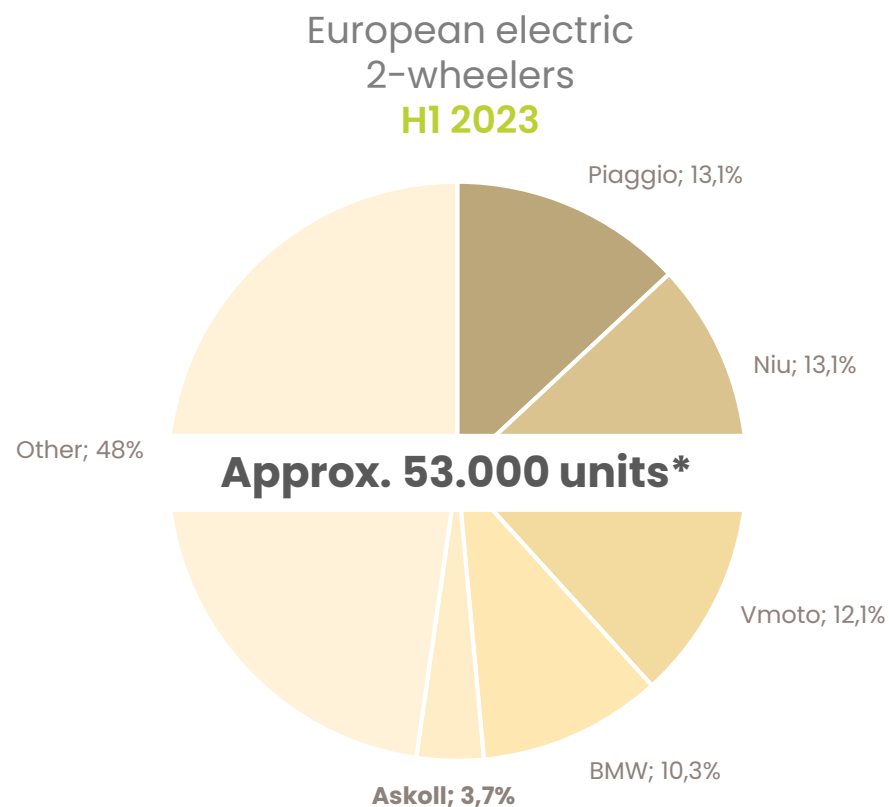
Italian electric
2-wheelers
FY 2022



*Source: ANCMA - ITALIAN Market 2022/2023

MARKET TRENDS AND ASKOLL EVA POSITIONING

EUROPEAN MARKET: ASKOLL EVA RETAINED ITS MARKET SHARE, WHILE THE MARKET DECREASED (-13%, H1 2022 vs H1 2023)

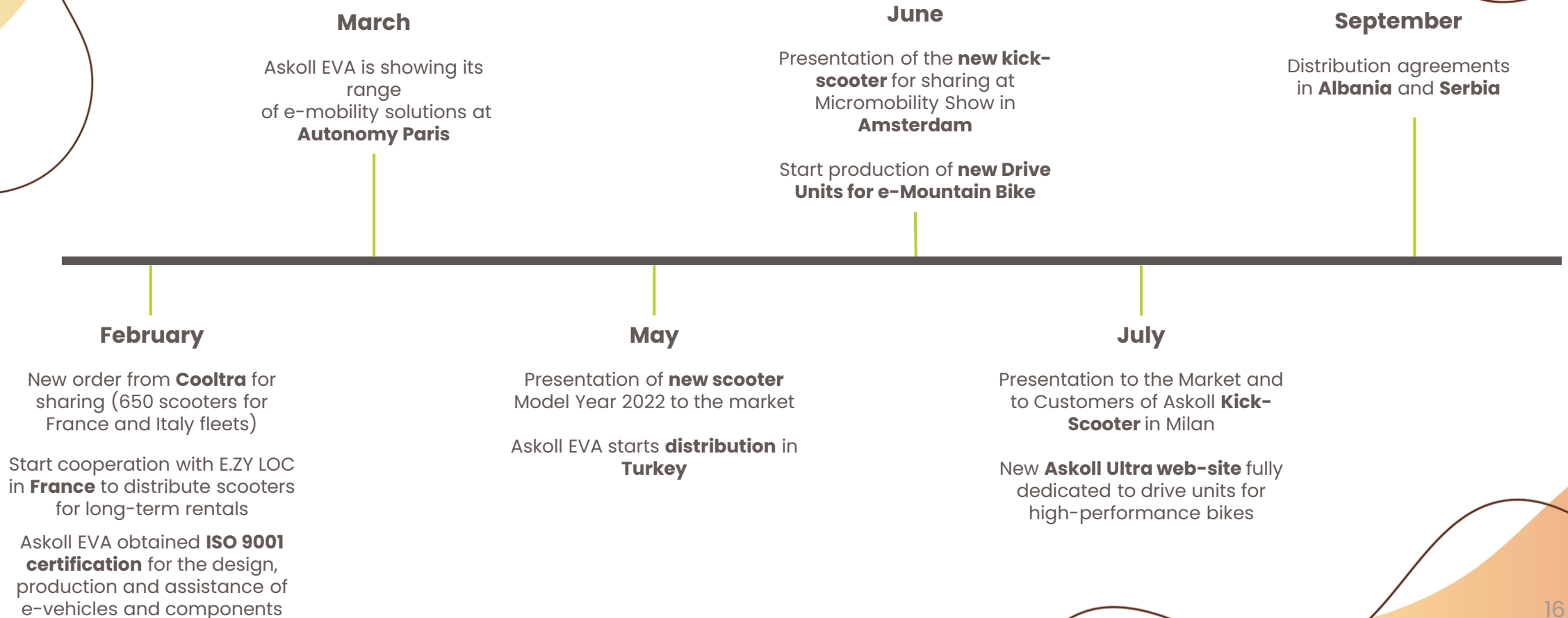


*Source: Management estimate based on Ministries of Transportation - EU Market 2022/2023

ACHIEVEMENTS TO DATE

ACHIEVEMENTS IN 2022

RELENTLESS MARKET EXPANSION AND NEW PRODUCT LAUNCHES



ACHIEVEMENTS IN 2023

RELENTLESS MARKET EXPANSION AND NEW PRODUCT LAUNCHES

February

New **distributor** for **Dutch** and **German** markets

Attendance at **Salon du 2 roues** at **Lyon**, the the most important showcase for the French market

April-May

Italian dealers' event

Press event for the launch of the brand new Askoll XKP

Launch of the **Askoll XKP** e-scooter range

September

New orders for e-scooter sharing:

- for a new service in the **Napoli area** (100k €)
- for a new service in the island of **Procida** (65k €)
- for a new service in Cagliari, **Sardinia** (60k €)

Attendance at **e_mob Milano**, permanent table of e-mobility stakeholders in Italy

January

New order from **Cooltra** for sharing scooters (400 vehicles)

First order for Askoll ULTRA e-mtb power units

Attendance at **Micromobility Virtual**, the world's fastest-growing virtual, mobility conference

March

Attendance at **Autonomy**, with the World preview of the **new XKP e-scooter**

Organization and design of the **Autonomy After Party** in partnership with Micromobility, to enhance selling networks

New order for a new sharing service provided in **Bologna** by **TPER** (300k €)

New order from **Bit Mobility** for their scooter sharing service in Bergamo (150k €)

Attendance at **emoving days** in Milan

June-August

Attendance at **Micromobility Amsterdam**, the world's largest conference for small sustainable vehicles

Campaign of **over 3 million impressions** (on DOOH systems in airports, stations and hotel displays) in **Frankfurt** on the occasion of **Eurobike** to **increase awareness** of the **Askoll ULTRA** brand among industry professionals

THE POWER KIT

Power unit, in-tube battery, control centre

Leading electric motors since 1978



110 Nm Boost mode

Together to exceed

5 years ULTRA warranty

STRATEGIC OUTLOOK

STRATEGIC OUTLOOK

FURTHER EXPANDING EU MARKET SHARE



MORE HIGH-PERFORMING PRODUCTS

XKP 80



BRAND NEW Espro3 field tests in Italy and Spain

eS_{pro} 3



3,5 millions MARKET to attack

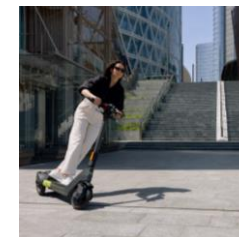
Askoll **ultra**



WHY ASKOLLEVA

A UNIQUE OPPORTUNITY TO INVEST IN A GREEN STOCK SET TO GROW IN THE LONG RUN

- Askoll EVA is a **leading e-mobility solutions provider in Europe** for all market needs: Personal, Professional, Sharing
- It boasts **superior technical & design** capabilities, 100% Made in Italy (Vicenza, in the Veneto region)
- Global **market demand** for electric two-wheelers industry is driven by:
 - increasing consumer preference towards **eco-friendly** and fuel-efficient commuting solutions
 - consumer behaviors' changes in favor of a **healthier lifestyle** with a higher attention over recreational outdoor activities
 - new government and EU **regulations** aimed at promoting micro mobility through i.e. larger limited traffic zones (ZTL in Italy)
- Askoll EVA future growth is backed by relentless **R&D** efforts and significant **investments** to strengthen its product range, coupled with continuous expansion of its distribution network worldwide



BACK-UP

INFO

TOP MANAGEMENT

STRONG TECHNICAL BACKGROUND COUPLED WITH HIGH COMMERCIAL EDGE



ALESSANDRO BEAUPAIN
Deputy Chairman

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**.



GIAN FRANCO NANNI
CEO

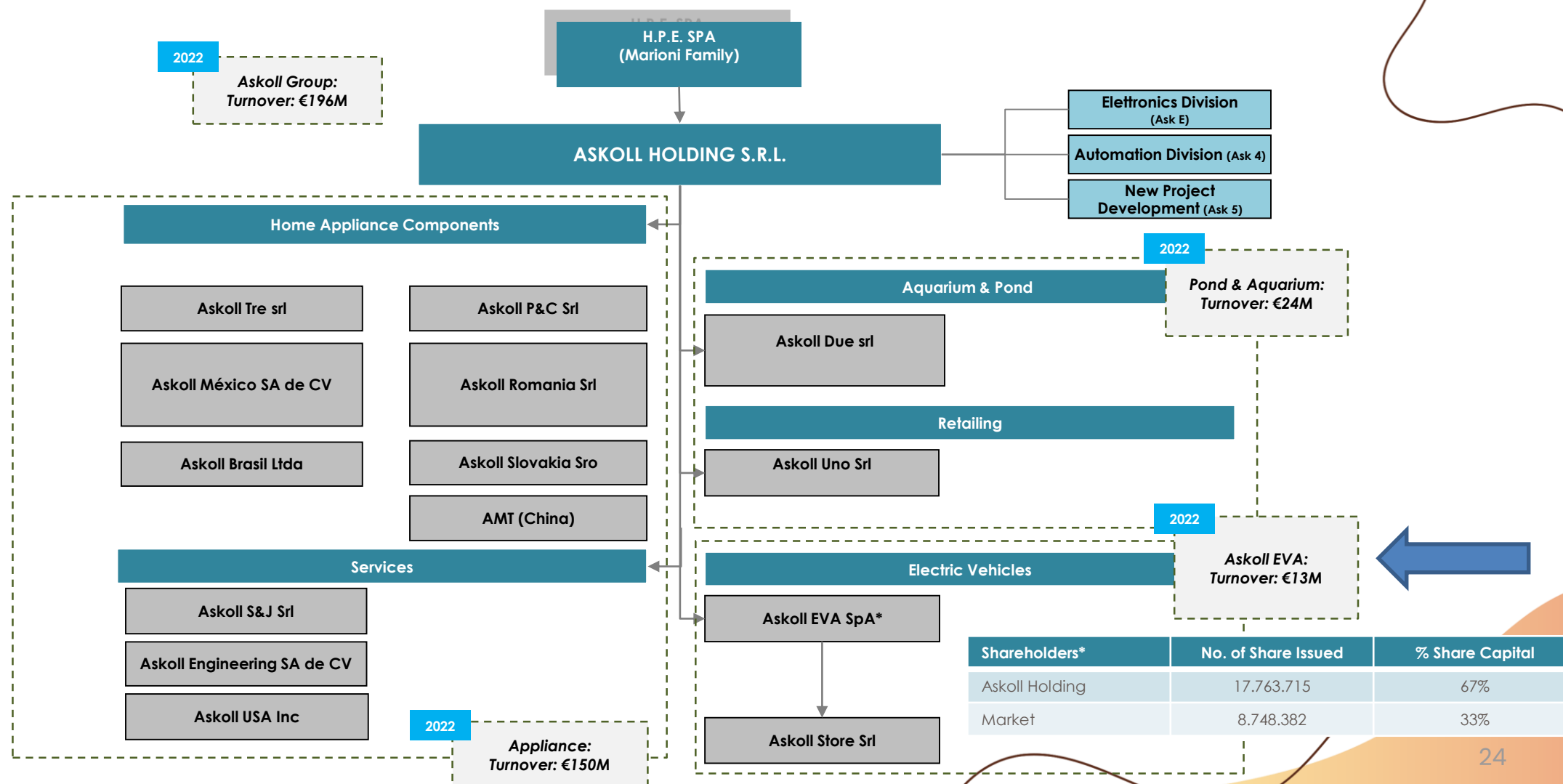
Graduated in Management Engineering, he improved his knowledge of Marketing & Communication in the best business schools in northern Italy. He has over 15 years of experience in the entire product development process, placement optimization, communication & promotion, and strategic marketing planning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

Since 2014 he served as **Marketing Director of the Askoll Group**.

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

ASKOLL GROUP STRUCTURE

ASKOLL EVA: A GEM IN A WELL DIVERSIFIED AND INNOVATIVE GROUP



ASKOLL GROUP MILESTONES

PRODUCT INNOVATION IS THE KEY FOR SUCCESS

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



FINANCIALS

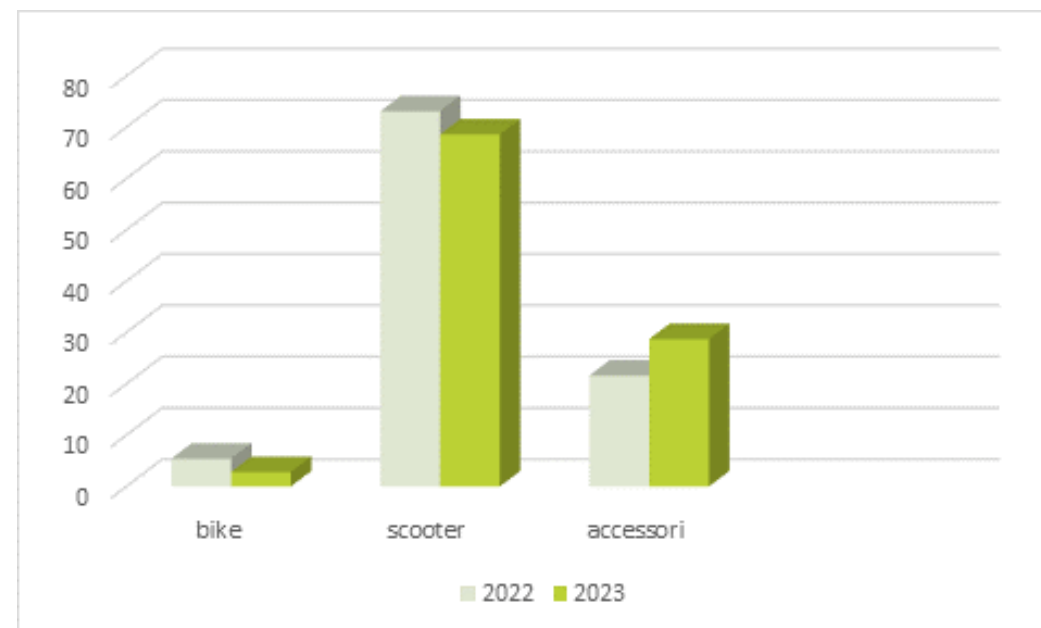
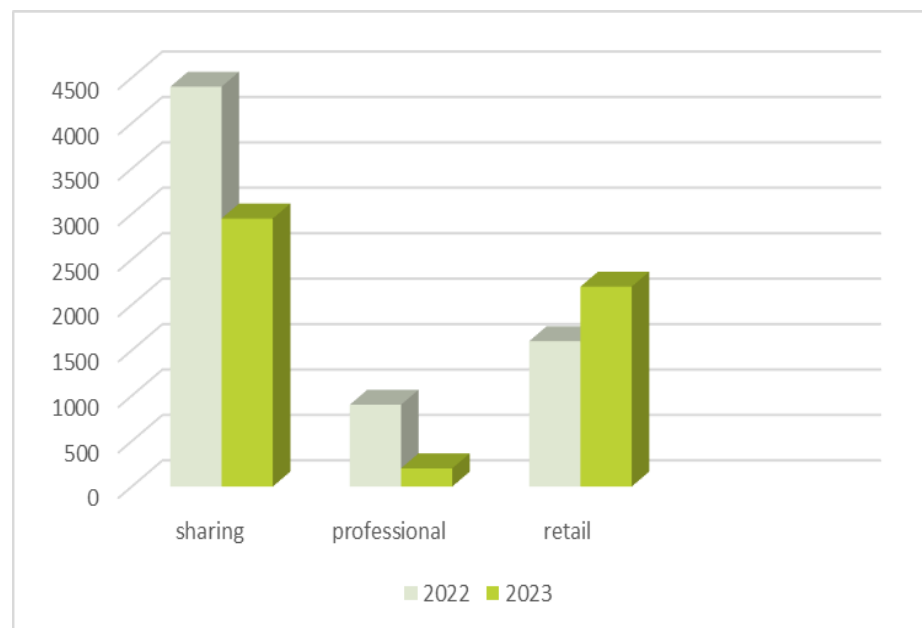
ASKOLL EVA: STRONGLY RESILIENT IN A VERY CHALLENGING MARKET SCENARIO

| (Values x 1.000 €) | H1 2023 | FY 2022 | FY 2021 | FY 2020 |
|--------------------|---------|---------|---------|---------|
| Net Sales | 5.760 | 13.047 | 17.907 | 9.439 |
| EBITDA | (1.261) | (1.667) | (663) | (3.089) |
| EBIT | (1.270) | (1.845) | (3.943) | (7.724) |
| Net Result | (1.409) | (2.118) | (3.371) | (7.909) |

- In H1 2023 Net Sales were affected by the **general decrease of e-mobility demand** due to rising inflation and closure of quick delivery operations and sharing services
- Askoll EVA is strongly increasing its efforts on both **product innovation and expansion of sales network**
- **Retail sales up 20.9% in Italy** show that Askoll EVA growth strategy is working well

FIRST HALF 2023 RESULTS

NET SALES BREAKDOWN AT 30 JUNE BY SEGMENT AND BY PRODUCT LINE



- Growth of retail share in **EU countries**
- Higher weight of **accessories/spare parts**

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