

# Askoll EVA

**EU LEADER IN MICRO-MOBILITY**

***Investor Presentation***

***Next Gems Conference, 17 October 2023***

## **CONTENTS**

---

<b>Askoll EVA at a Glance</b>	(slide 3)
<b>Company Overview</b>	(slides 4-10)
<b>Market Trends and Askoll EVA positioning</b>	(slides 11-14)
<b>Achievements to date</b>	(slides 15-18)
<b>Strategic Outlook</b>	(slides 19-20)
<b>Why Askoll EVA</b>	(slide 21)
<b>Back-up</b>	(slides 22-27)

## 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**:

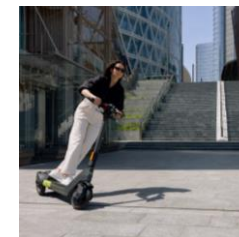
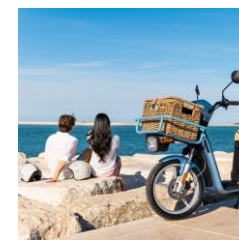
- Ideal for short-distance travel (**micro-mobility**)
- Vehicles models to **private** users (retail), **professionals** (delivery), and **sharing** companies

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%

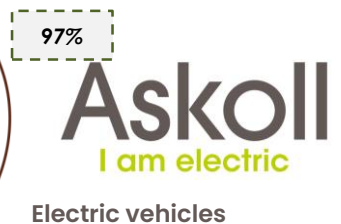
Note: In % Turnover share\*

\*Data at June 2023

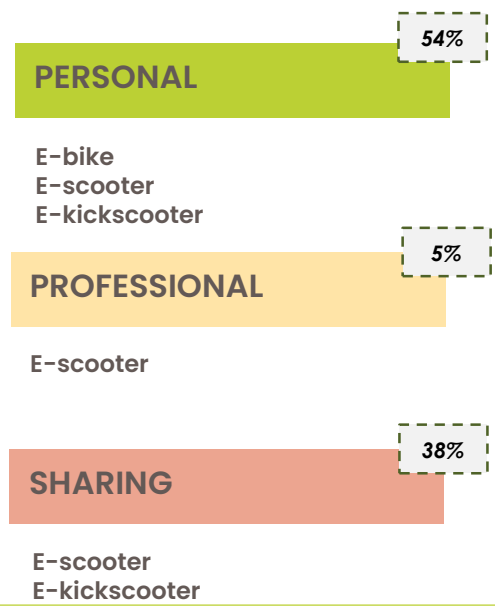
# COMPANY OVERVIEW

## ASKOLL EVA BUSINESS MODEL

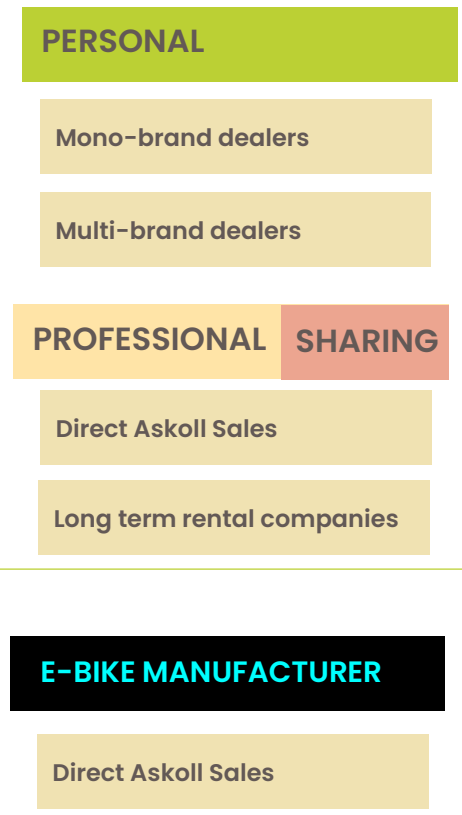
### BUSINESS LINES



### KEY PRODUCTS CATEGORIES



### CHANNELS



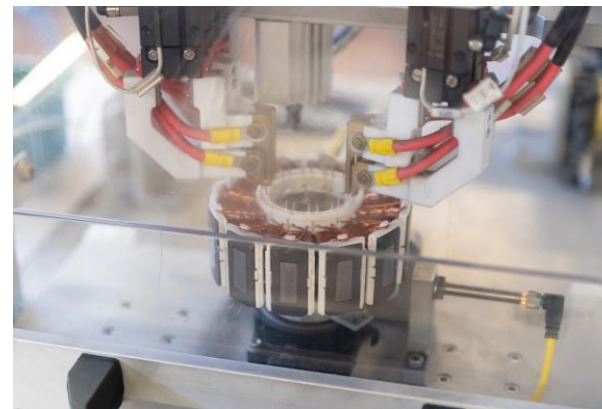
### GEOGRAPHY



\*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**

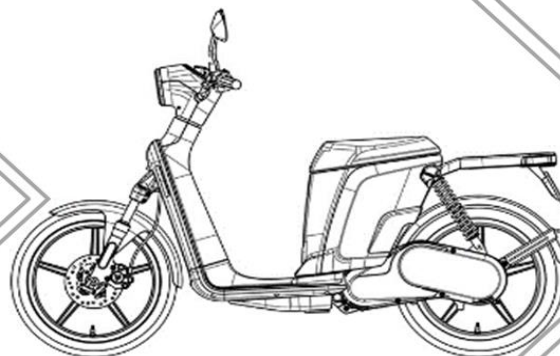
Concept phase



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

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

Design phase



**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.

Industrial development



**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

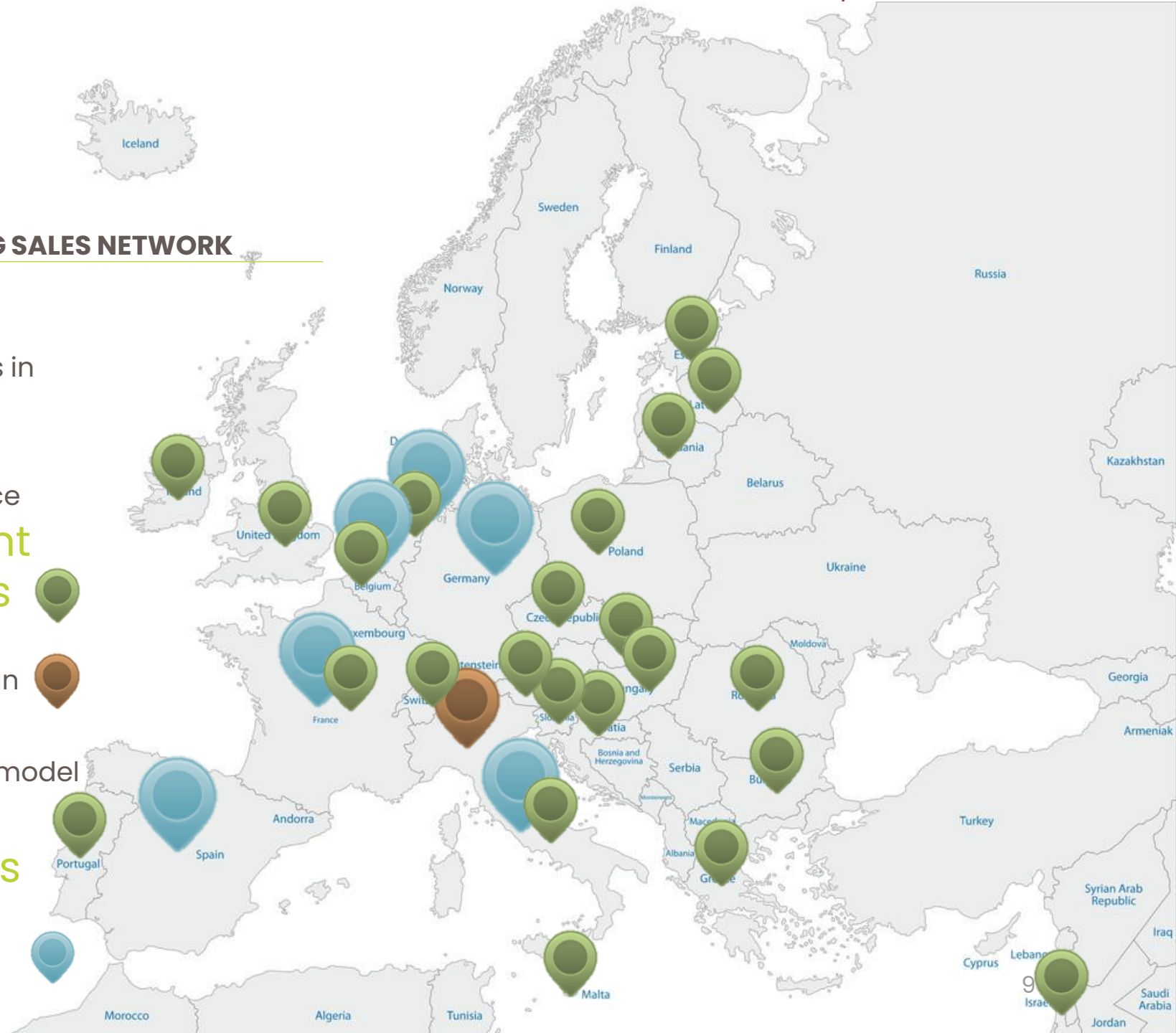
### A CONSTANTLY EXPANDING SALES NETWORK

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**

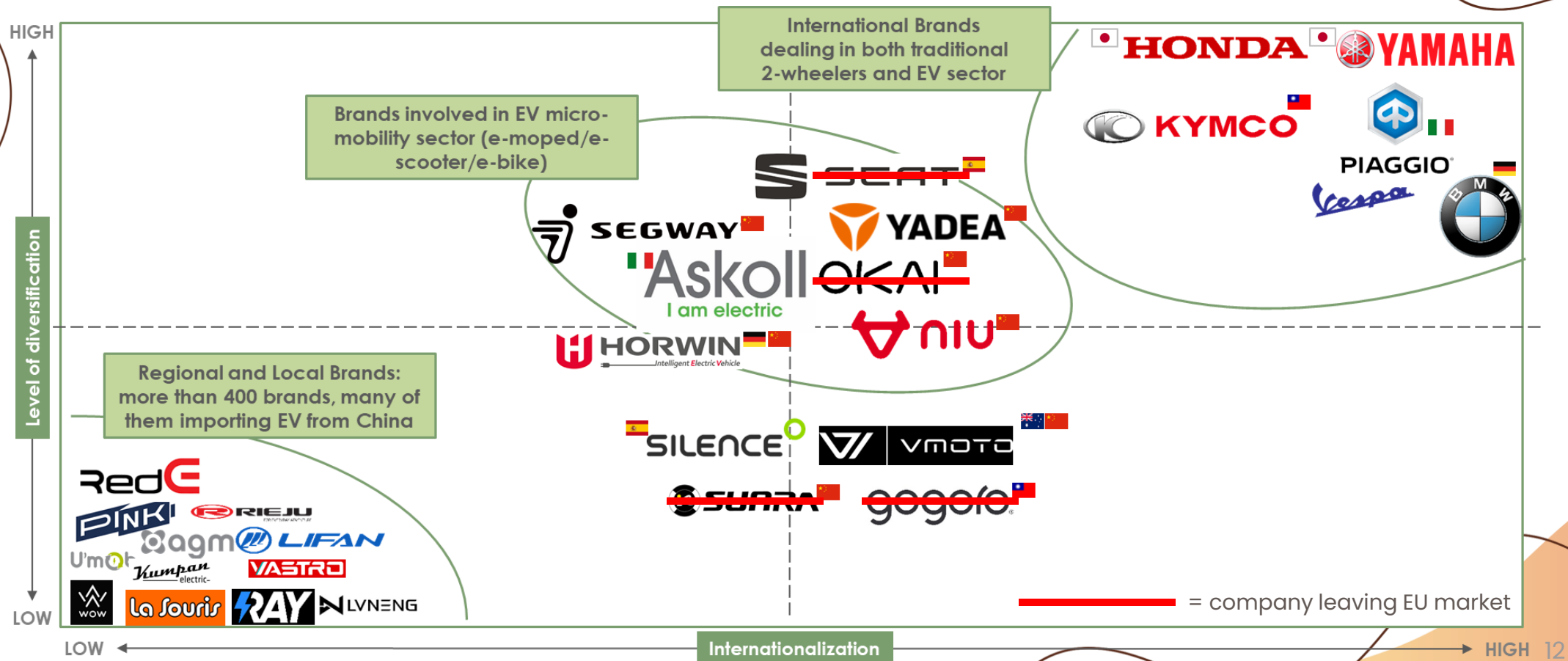


# **MARKET TRENDS**

## **& ASKOLLEVA POSITIONING**

# MARKET TRENDS AND ASKOLL EVA POSITIONING

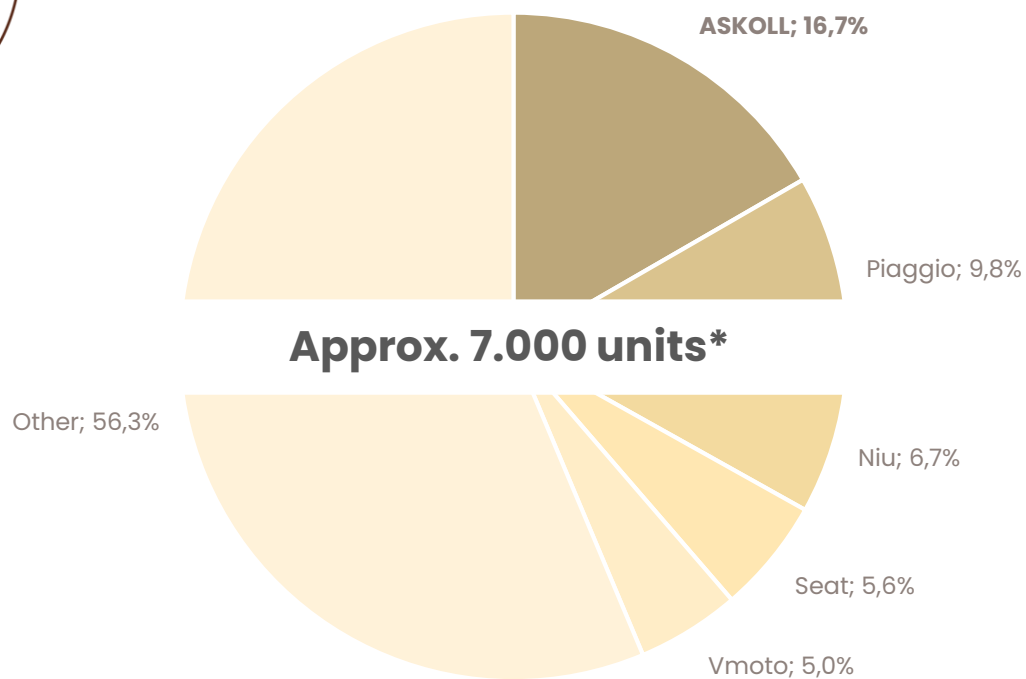
**E-SCOOTER COMPETITIVE ARENA IN EUROPE:**  
more than 500 brands active but only 5 brands control 50% of the market



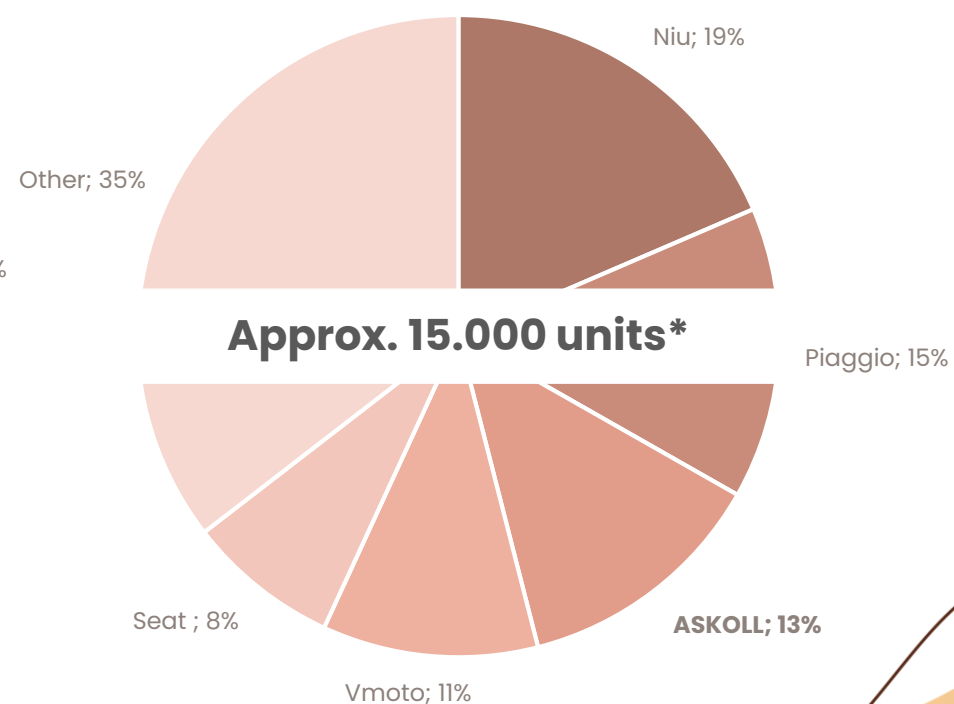
# MARKET TRENDS AND ASKOLL EVA POSITIONING

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

Italian electric  
2-wheelers  
**HI 2023**



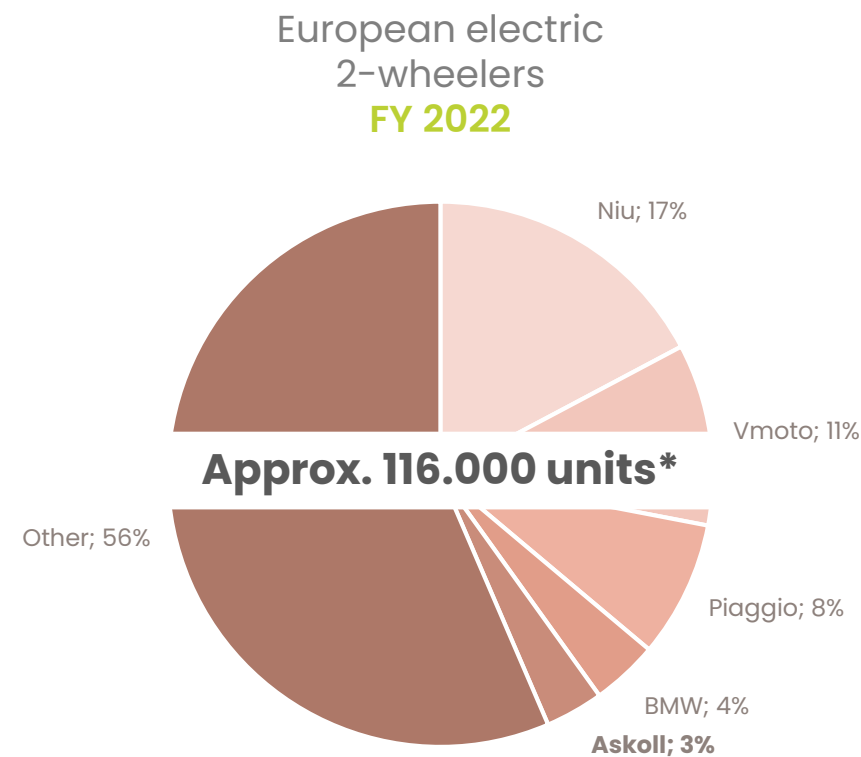
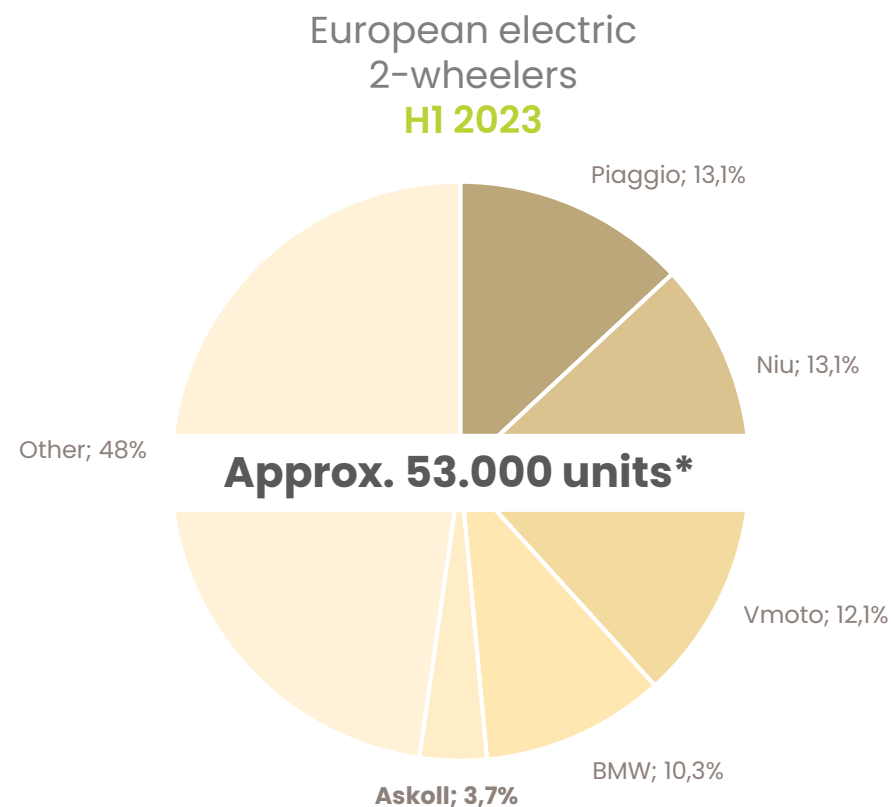
Italian electric  
2-wheelers  
**FY 2022**



\*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)**

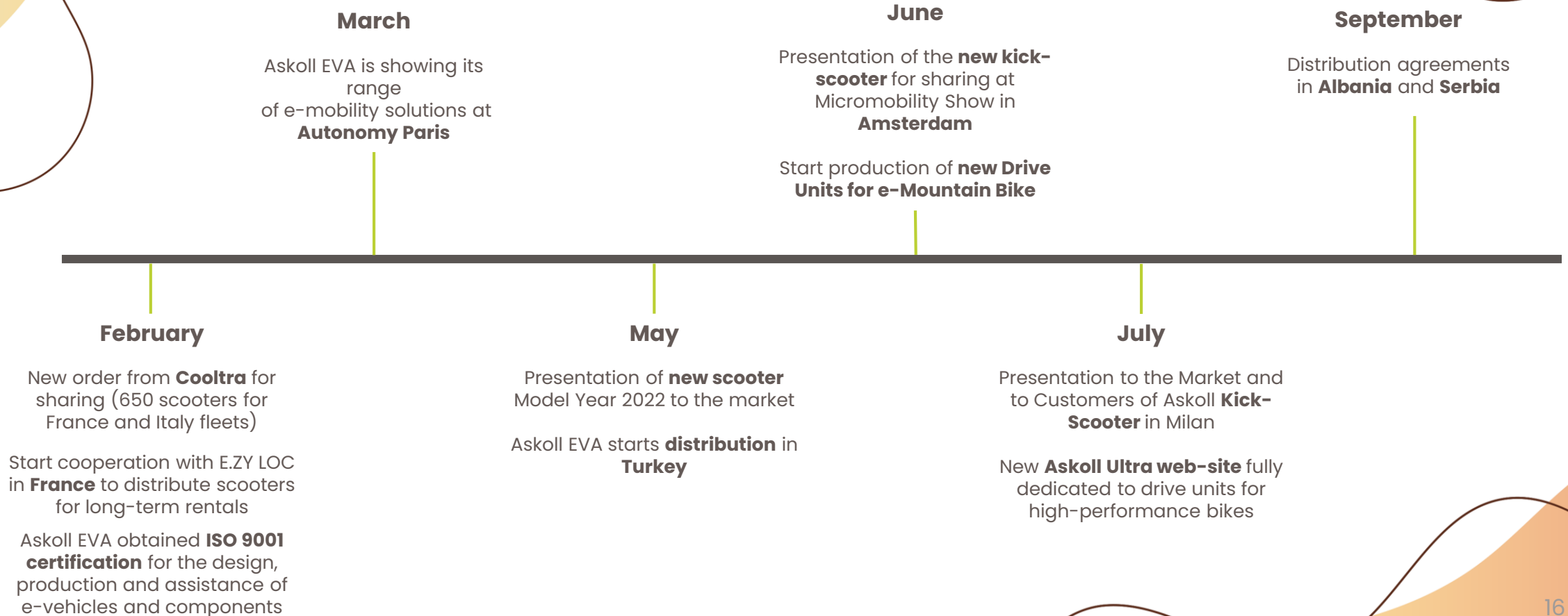


\*Source: Management estimate based on Ministries of Transportation - EU Market 2022/2023

# **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

DISCOVER ASKOLL ULTRA

Askoll **ultra**  
EMTB POWER UNITS

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**<sub>pro</sub> 3



3,5 millions MARKET to attack

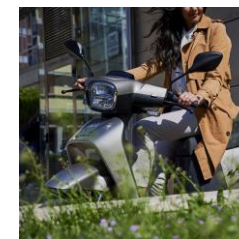
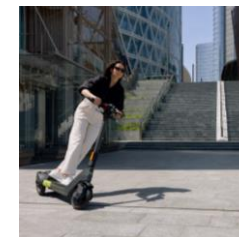
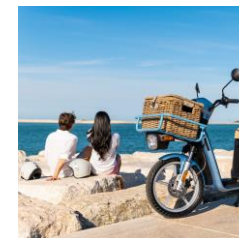
Askoll **ultra**



# 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*

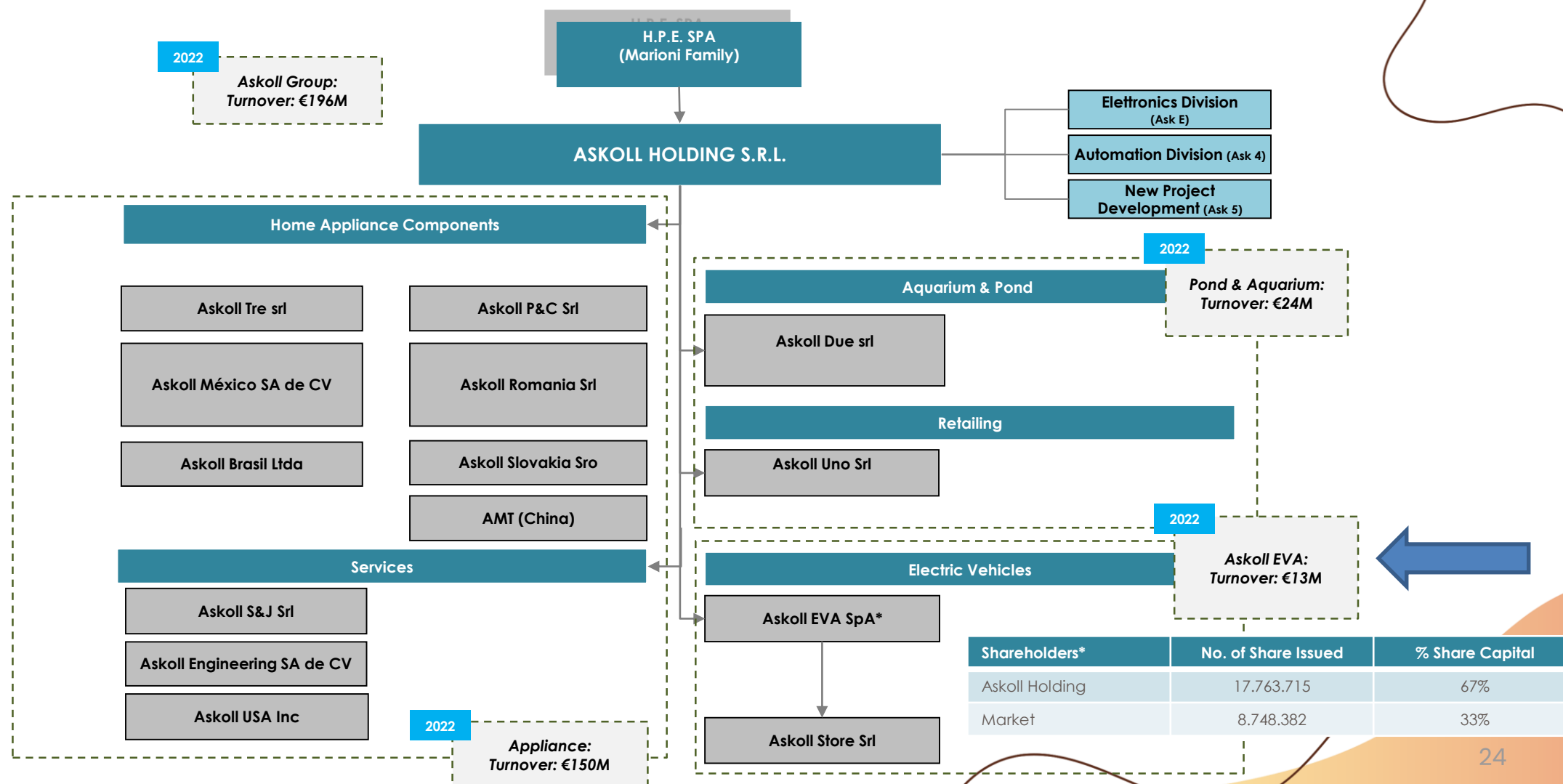
Graduated in Management Engineering, he improved his knowledge of Marketing & Communication in the best business schools in northern Italy. He has over 15 years of experience in the entire product development process, placement optimization, communication & promotion, and strategic marketing planning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

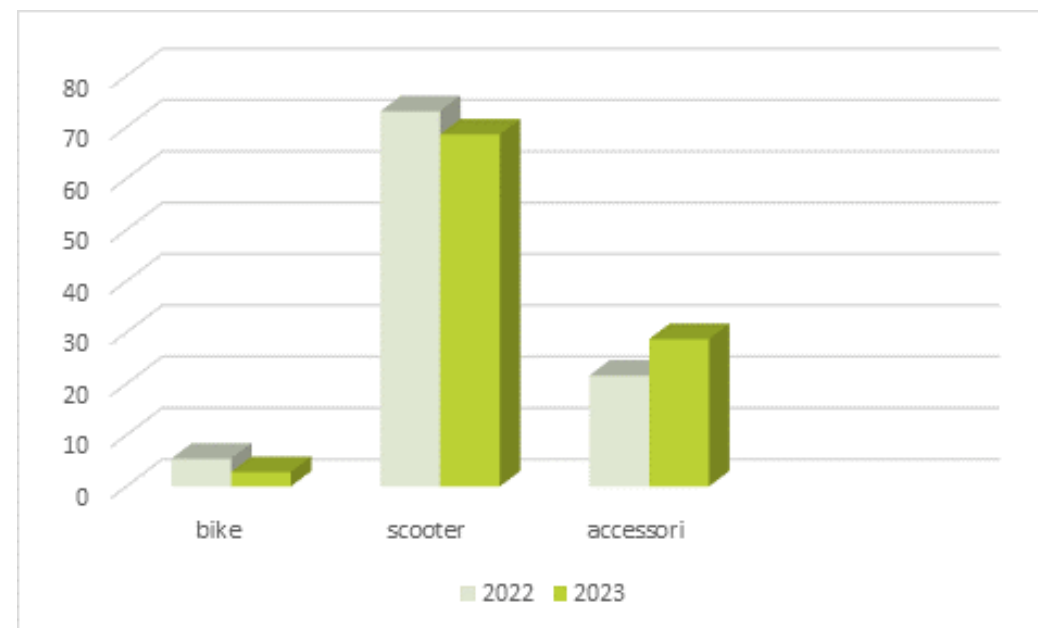
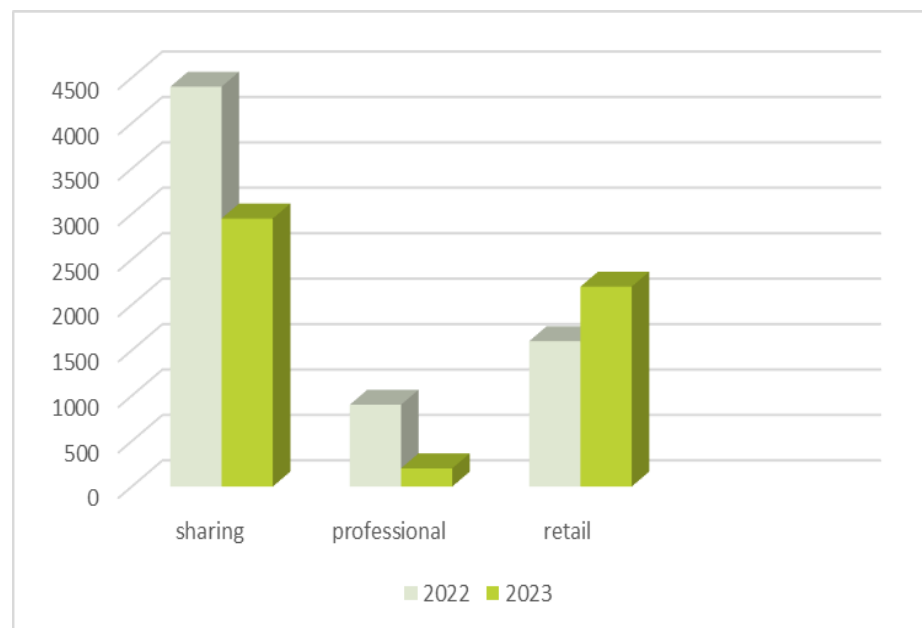
### ASKOLL EVA: STRONGLY RESILIENT IN A VERY CHALLENGING MARKET SCENARIO

(Values x 1.000 €)	H1 2023	FY 2022	FY 2021	FY 2020
<b>Net Sales</b>	5.760	13.047	17.907	9.439
<b>EBITDA</b>	(1.261)	(1.667)	(663)	(3.089)
<b>EBIT</b>	(1.270)	(1.845)	(3.943)	(7.724)
<b>Net Result</b>	(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**

## DISCLAIMER

### Confidentiality

- This report ("the Report") is strictly confidential. Therefore neither the Report nor any part of it may be disclosed to third parties or used for purposes other than those indicated in the Report. The Report may not be copied or reproduced in any way, in whole or in part, without the written consent of ASKOLL EVA S.P.A. ("ASKOLL EVA" or "the Company"). The acceptance of this Report implies consent to be bound by the prohibitions and obligations contained therein.
- If the addressee at any time should disagree with such prohibitions or obligations, he or she is requested to return the Report, including any attachments, to the Company.

### Information

- The Report does not represent neither the Company nor the project that it intends to carry out and, therefore, some information relating to them may have been omitted. The Company does not undertake to provide the addressee with any updates or additions to the Report, even if errors, omissions or incompleteness are found.
- Although the Report has been prepared with the due diligence approach, ASKOLL EVA does not guarantee on the completeness, accuracy and correctness of the information, forecasts or opinions expressed therein. Some parts of the Report are forecasts, which represent estimates subject to risks or uncertainties and which, therefore, may differ, even substantially, from future results.
- ASKOLL EVA, its employees and collaborators do not assume any responsibility towards the Report and/or to the information therein contained, even in cases where the recipient may suffer, even implicitly, damages or losses and expenses resulting from the omission of information, data and analysis.
- Before subscribing to the Company's shares, read the Admission Document and, in particular, the Risk Factors section.

### General Conditions

- This Report does not constitute an offer or an invitation to purchase or subscribe for shares issued by ASKOLL EVA. If an offer or an invitation should be made to purchase or subscribe to shares or other financial instruments issued by ASKOLL EVA, these will be in compliance with the applicable regulations and through the use, where provided, of an Admission Document.

## CONTACTS

---

Askoll EVA S.p.A.  
Via Industria, 30  
36031 Dueville (VI) – Italy

Gian Franco Nanni, CEO & IR  
[investor.relations@askoll.com](mailto:investor.relations@askoll.com)  
Tel. +39 0444 930260  
[www.askollelectric.com](http://www.askollelectric.com)

### INVESTOR RELATIONS ADVISOR

CDR COMMUNICATION

Paola Buratti

M. +39 335 22 65 61

[paola.buratti@cdr-communication.it](mailto:paola.buratti@cdr-communication.it)

### CORPORATE PRESS OFFICE

CDR COMMUNICATION

Angelo Brunello

M. +39 329 211 7752

[angelo.brunello@cdr-communication.it](mailto:angelo.brunello@cdr-communication.it)

Martina Zuccherini

M. +39 339 434 5708

[martina.zuccherini@cdr-communication.it](mailto:martina.zuccherini@cdr-communication.it)

### EURONEXT GROWTH ADVISOR

Banca Finnat Euramerica S.p.A.  
Piazza del Gesù, 49 | 00186 Roma  
Mario Artigliere

Tel. +39 0669933212

[m.artigliere@finnat.it](mailto:m.artigliere@finnat.it)

### SPECIALIST

MIT SIM S.p.A. Palazzo Serbelloni Corso  
Venezia, 16 | 20121 Milano Andrea  
Scarsi

Tel: +39 02 305 612 70 r.a.

[Trading-desk@mitsim.it](mailto:Trading-desk@mitsim.it)