

ASKOLL EVA

EU micro-mobility Leading Company

**First Half 2022 Results and Strategic Outlook
Presentation**

NEXT GEMS CONFERENCE, 19 OCTOBER 2022

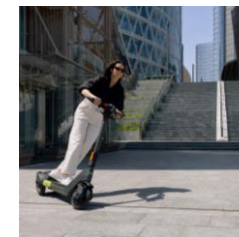
CONTENTS

01 Askoll EVA at a glance	(slide 3)
02 Company Overview	(slides 4-7)
03 Market Trends and Askoll EVA positioning	(slides 8-11)
04 First Half 2022 Results	(slides 12-15)
05 Strategic Outlook	(slides 16-21)
06 Achievements in 2022 up to date	(slides 22-24)
07 Why Askoll EVA	(slide 25)
08 Back-up information	(slides 27-32)

Askoll EVA at a glance

PIONEER IN E-MOBILITY: TOP PLAYER BOTH IN ITALY (13% MARKET SHARES) AND IN EUROPE (WITH 6%)

- Askoll EVA is **leader in the E2W** (electric two-wheelers) industry, with consolidated know-how in e-scooters and expanding its presence in e-bike motors and in e-kick scooters
- The two-wheels sustainable e-mobility solutions provided by Askoll EVA are ideal for short-distance travel options (**micro-mobility**) both for private users (retail), professionals (delivery) and sharing companies
- Key success factors are its proprietary **innovative synchronous technology**, internal production of all the core components of its vehicles (specifically motors), and 100% design within the Group
- Renowned product quality is also witnessed by the **ISO 9001 certification for the design, production and assistance** of electric vehicles and related components



02 COMPANY OVERVIEW

OUR MISSION IS TO PROVIDE E-MOBILITY SOLUTIONS TO ALL MARKET NEEDS

PERSONAL



PROFESSIONAL

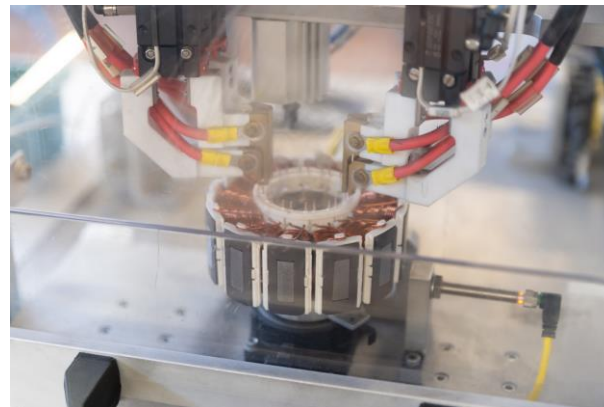


SHARING



02 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
- 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

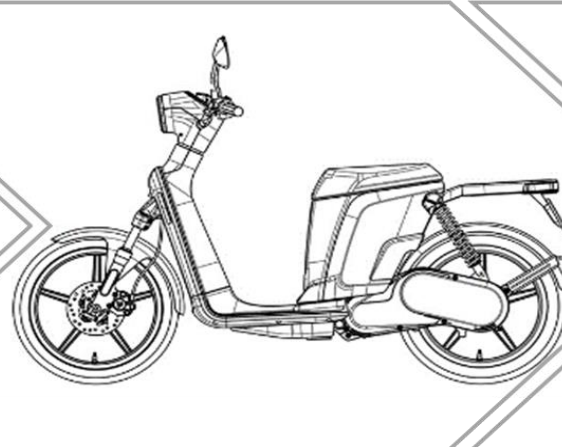
02 COMPANY OVERVIEW

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.

02 COMPANY OVERVIEW

A GROWING DISTRIBUTION AND SERVICE NETWORK

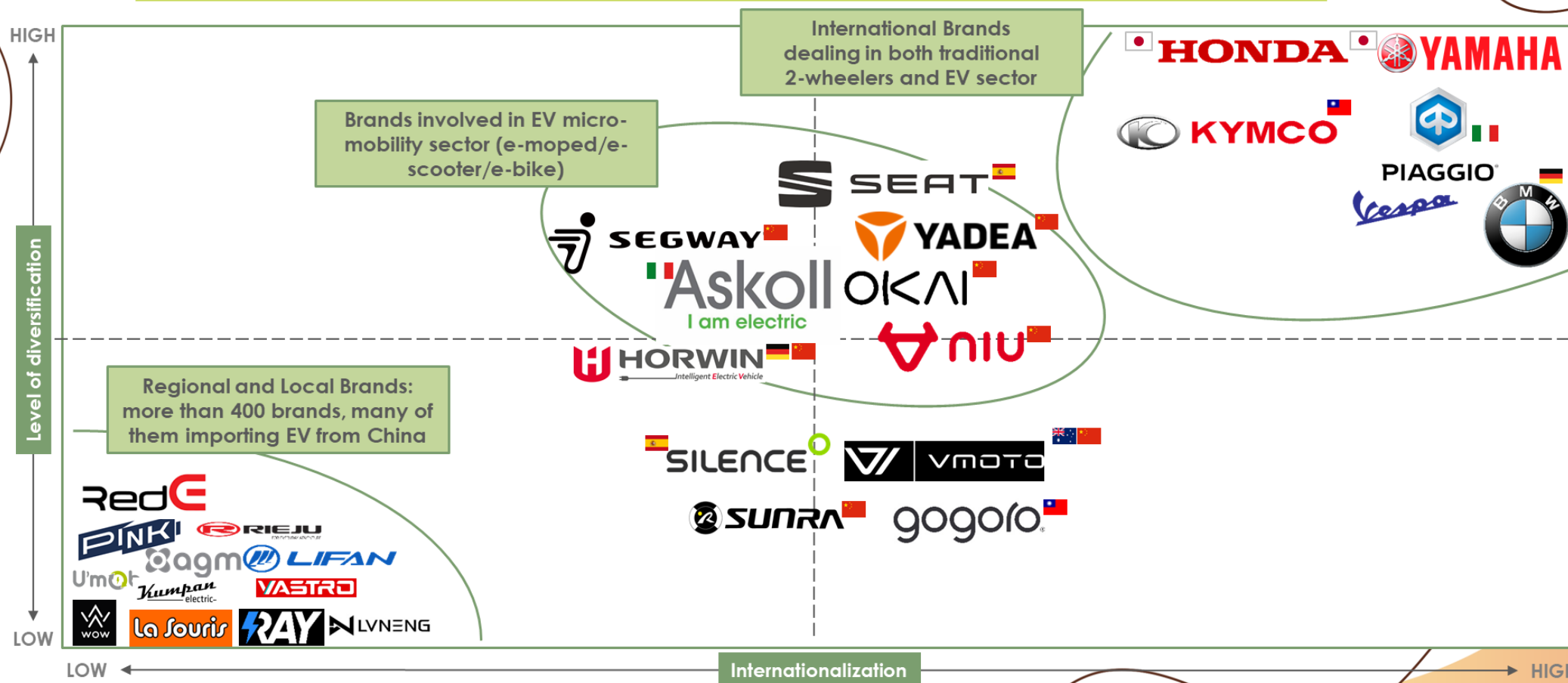


- **#26** Countries
- **320+** dealers in EU
- **#23** independent distributors / importers
- **e-shop**, available in **5 languages**, dedicated to private users and business operators

Market trends & Askoll EVA positioning

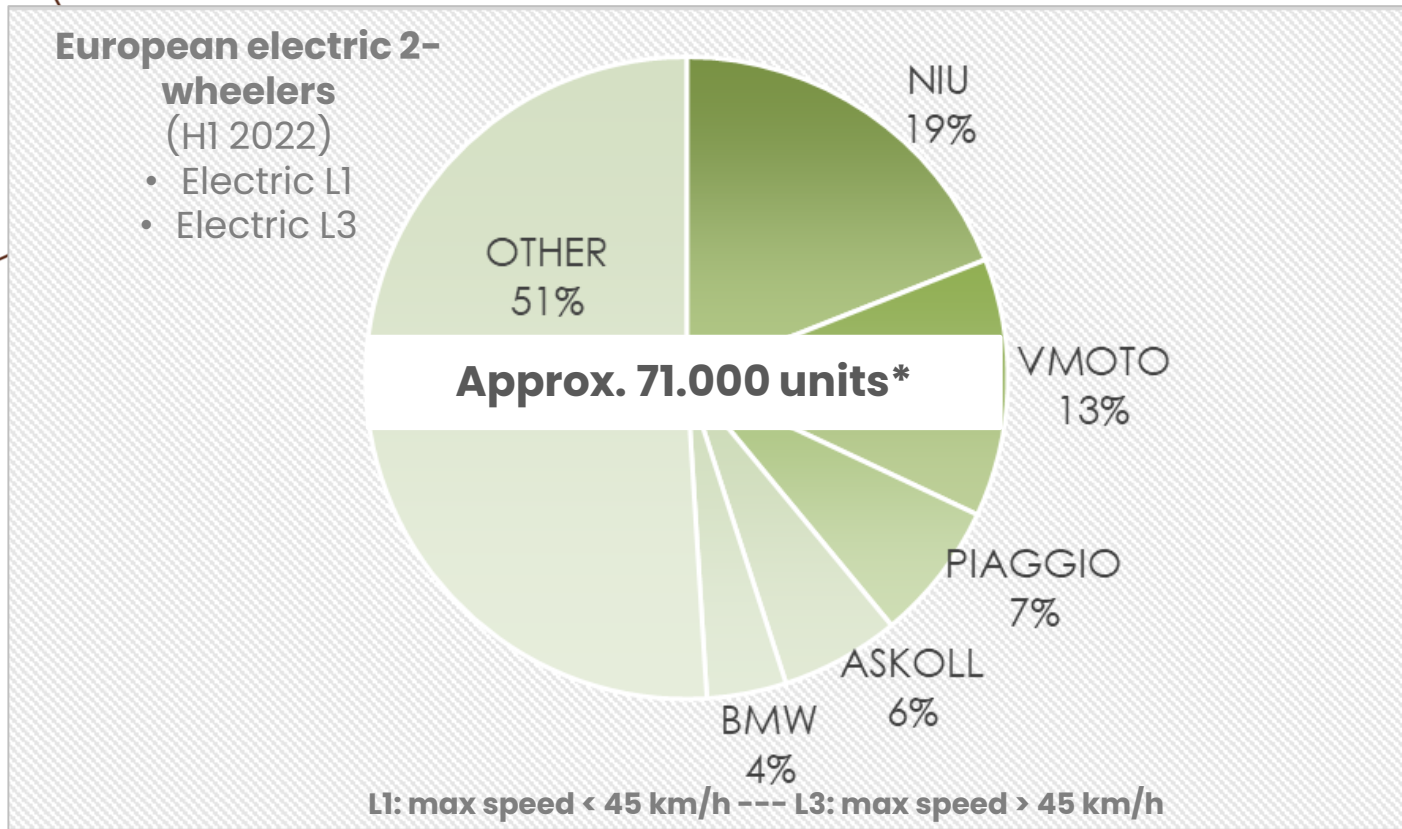
03 MARKET TRENDS AND ASKOLL EVA POSITIONING

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

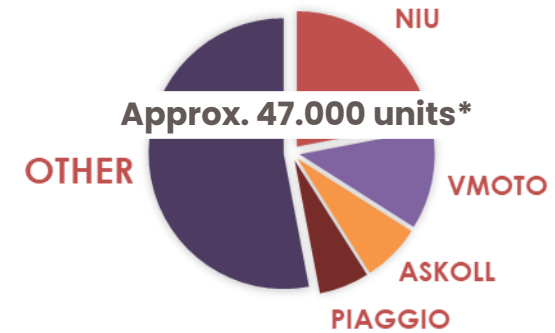


03 MARKET TRENDS AND ASKOLL EVA POSITIONING

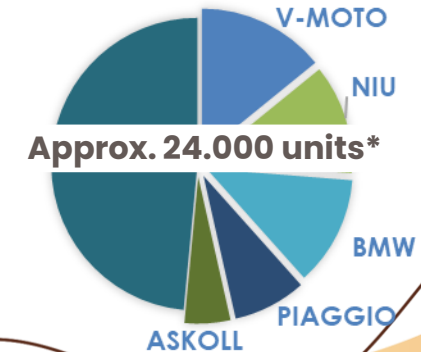
EUROPEAN MARKET: ASKOLL EVA RANKED AT 4TH POSITION WITH A STEADY MARKET SHARE IN H1 2022



European electric L1 (H1 2022)



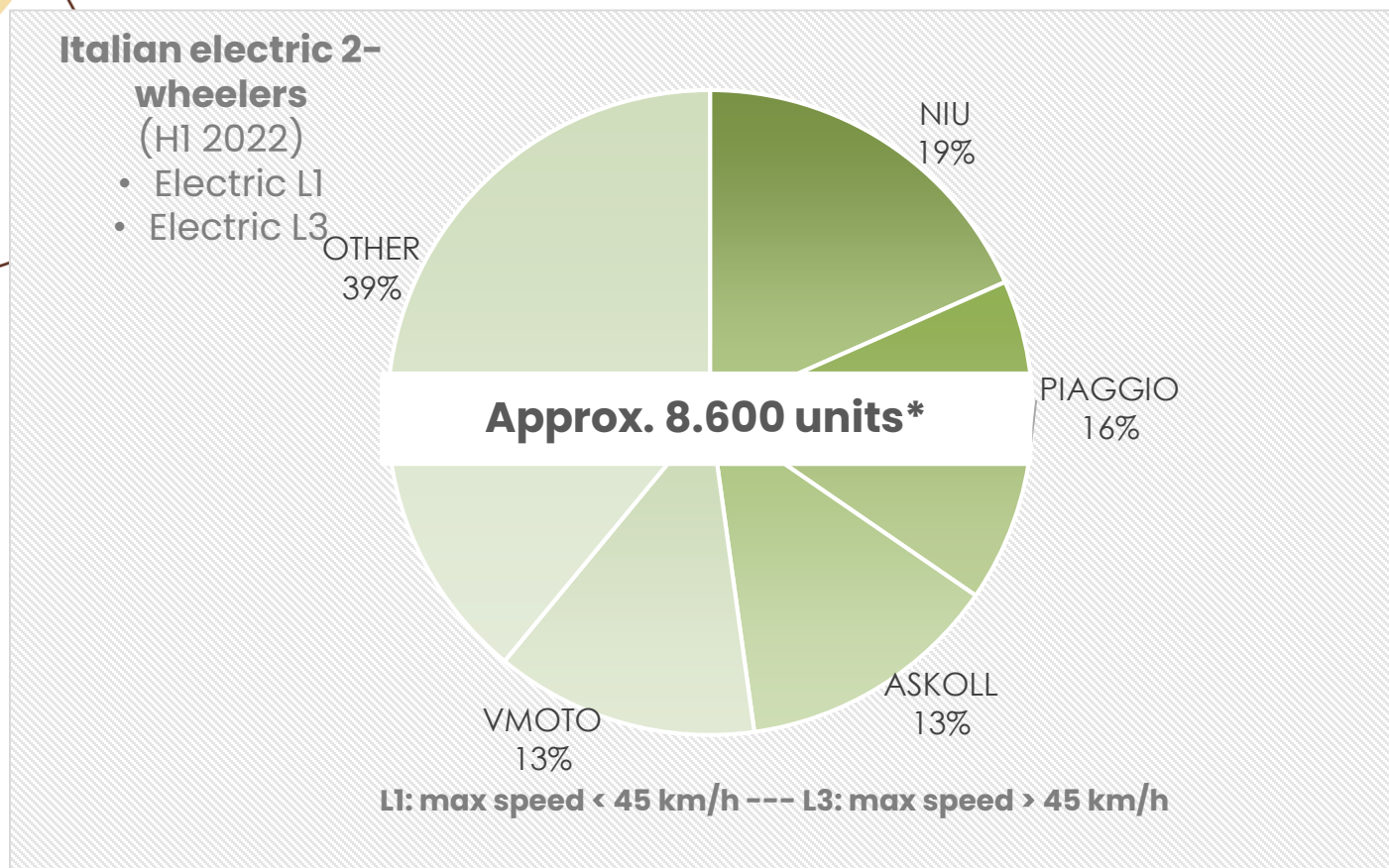
European electric L3 (H1 2021)



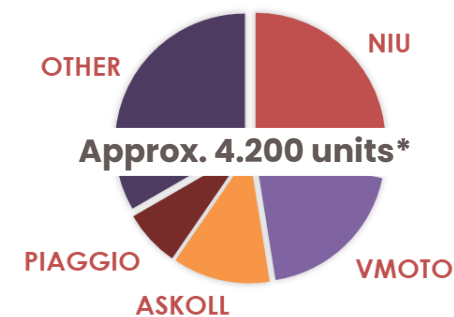
*Source: Management estimate based on Ministries of Transportation - EU Market 2022

03 MARKET TRENDS AND ASKOLL EVA POSITIONING

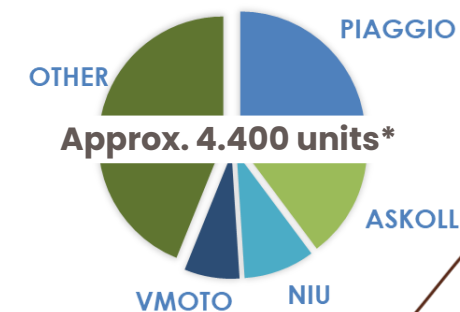
ITALIAN MARKET: ASKOLL EVA KEPT HIS ROLE OF MARKET LEADER RANKING IN THE TOP 3 BRAND IN ITALY



Italian electric L1 (H1 2022)



Italian electric L3 (H1 2021)



*Source: ANCM - ITALIAN Market 2022

First Half 2022 Results

04 FIRST HALF 2022 RESULTS

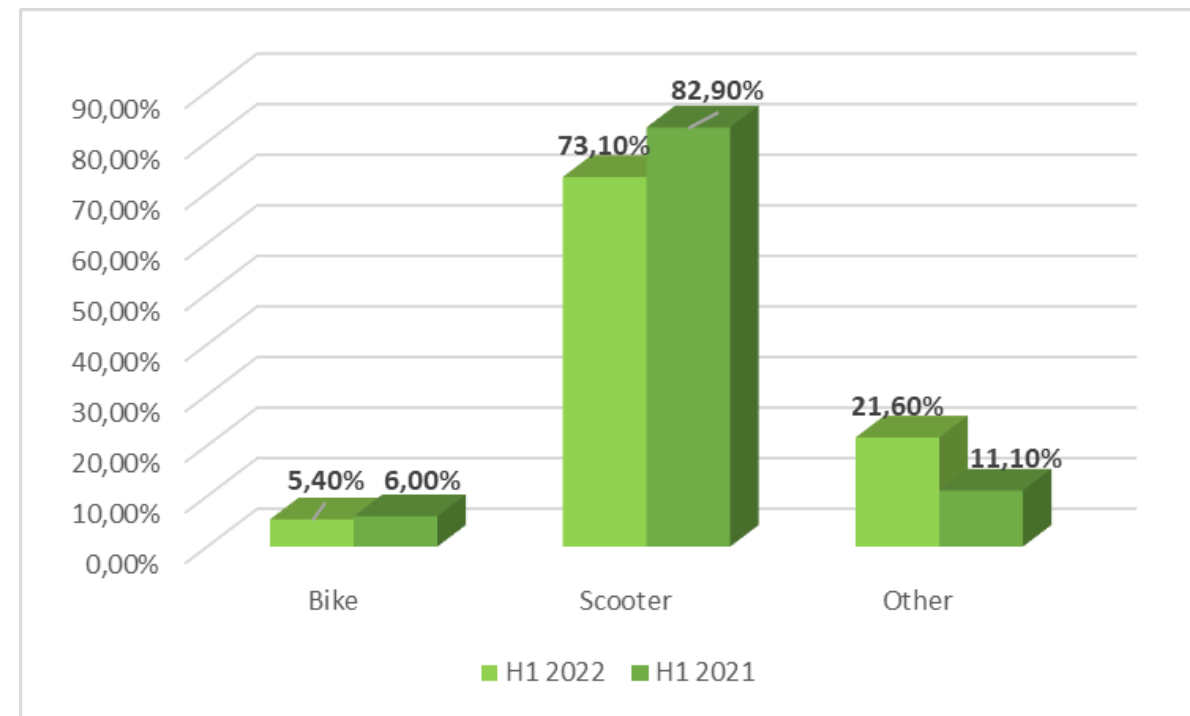
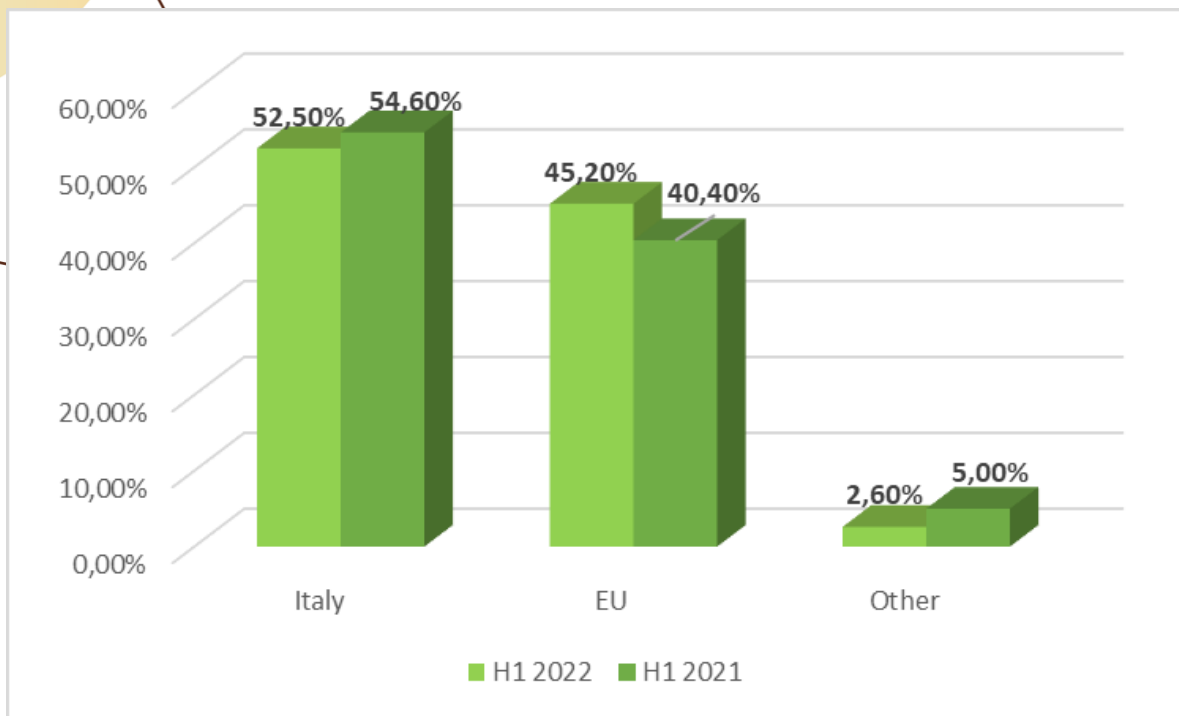
OVERALL IMPROVEMENT OF PROFITABILITY IN A VERY CHALLENGING SCENARIO

	2021				2020		
(Values x 1.000 €)	H1 2022	H1 2021	H2 2021	Full Year 2021	H1 2020	H2 2020	Full Year 2020
Net Sales	7.733	6.810	11.097	17.907	2.273	7.166	9.439
EBITDA	(538)	(765)	103	(663)	(2.632)	(457)	(3.089)
EBIT	(1.869)	(2.395)	(1.548)	(3.943)	(4.813)	(2.911)	(7.724)
Net Result	(1.938)	(2.258)	(1.113)	(3.371)	(4.912)	(2.997)	(7.909)

- Increase in net sales thanks to **good performance in all markets** (higher growth rate outside Italy)
- Higher sale price and **optimization of production process** partially offset rising logistics' cost and unfavourable €/€ exchange rate
- **Investments** still very high due to new technologies' development

04 FIRST HALF 2022 RESULTS

NET SALES BREAKDOWN BY GEOGRAPHICAL AREA AND BY PRODUCT LINE

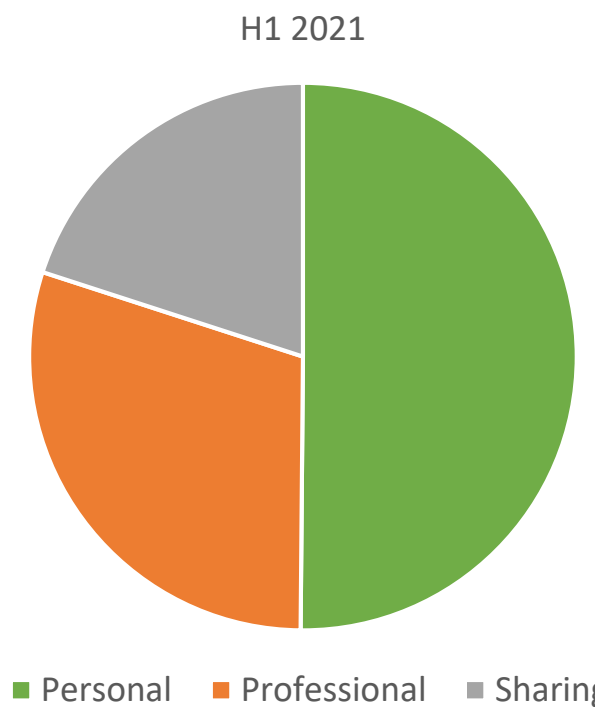
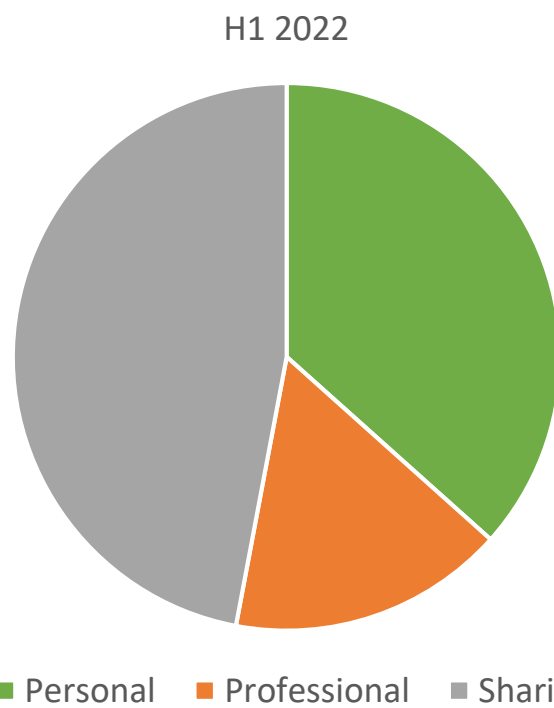


- Growth of market share in **EU countries**

- Higher weight of **accessories/spare parts** + new platforms

04 FIRST HALF 2022 RESULTS

NET SALES BREAKDOWN BY SEGMENT



- Re-start of **moto-sharing business** in H1 2022 (France, Italy and Spain fleets)
- Slowdown of **professional/delivery** due to uncertainty (Russia-Ukraine conflict)

Strategic Outlook

05

STRATEGIC OUTLOOK

- In H1 2022 Askoll EVA ranked as **4th player in EU**
- Askoll EVA **keeps growing in European markets**

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



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.



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

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

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

05 STRATEGIC OUTLOOK

LAUNCH CAMPAIGN OF NEW SCOOTER MODEL YEAR 2022

22

Il Sole
24 ORE

TI
DI

L'italiana Askoll aggiorna gli scooter elettrici Retromarcia in arrivo

Model Year 2022
EVOLUTION ed Ngs

Mario Cianfione

La concorrenza sul fronte degli scooter elettrici si fa più forte e così l'italiana Askoll risponde a Niu e Piaggio aggiornando le linee. EVOLUTION ed Ngs. L'obiettivo è distinguere i modelli maggiormente: i primi più essenziali, i secondi più completi e più "scooter". Tra le novità, su tutti i veicoli, spicca la retromarcia. Cosa serve la retromarcia? Sulle prime può sembrare un vezzo, ma in realtà è molto utile, soprattutto in due e con lo scooter parcheggiato in pendenza. La famiglia EVOLUTION è ora dotata del cavalletto laterale, ma assente purtroppo sui modelli Ngs. Inoltre i modelli, immatricolati come ciclomotori (L1), eS2 EVOLUTION 1.4 e NGS2 1.4, sono offerti anche con una sola batteria da 1,4 kWh (anziché due per 2,8 kWh). Così si riducono i costi per chi non ha bisogno

maggiore autonomia rispetto ai 49 e 42 km dichiarati. Le versioni 2.8 (con batteria da 2,8 kWh, appunto) hanno un range, rispettivamente di 81 km, per il modello eS2, e di 87 km per NGS2, grazie al nuovo motore potenziato da 2,7 kW. Le batterie sono estraibili: una scelta furba fatta che è nel Dna di Askoll. I model year 2022 di NGS2 (ciclomotore L1) e Ngs3 (motociclo L1,3) sono stati migliorati in un aspetto chiave: le ruote. Addio a cerchi e pneumatici esili. All'anteriore ci sono gomme 90 / 80 - 16" (anziché 80 / 80 - 16") e al posteriore 110 / 10 - 16" (prima era 90 / 10 - 16").

Una modifica che in sella si percepisce subito: lo scooter è più stabile, offre maggiore aderenza in curva e si possono affrontare senza patemi pavé e rotale del tram. Modificata la trasmissione: adesso è silenziosa e senza sbilbi. Il quadro strumenti è ora degno di un vero scooter con un display da 5,5" multicolore. Aggiornata anche la gamma dei colori. I prezzi spaziano dai 3.600 euro di eS2 EVOLUTION 1.4 al 4.800 di Ngs NGS3 2.8 con due batterie.

INFORMAZIONE PRODOTTA

Maggiorato. Askoll Ngs 3 è stato modificato nei pneumatici che ora sono più larghi e nel display sul cruscotto



STEFANO CORDARA

Askoll

Gli scooter italiani con la retromarcia Autonomia? 85 km

ASKOLL eS2 EVOLUTION 2.8 è uno scooter elettrico con due batterie estraibili agli ioni di litio che consentono di coprire 71 km



3 Sono gli anni di garanzia che accompagna, a partire da quest'anno, tutti gli scooter della gamma Askoll

5 Chilometri all'ora è la velocità massima che si raggiunge quando lo scooter viaggia in retromarcia

VICENZA Uno dei leader del mercato degli scooter elettrici è Askoll, brand italiano più di fatto che di nome, visto che realizza al suo interno motori, batterie e circuiti stampati, ossia tutto ciò che serve per muoversi. Altra peculiarità del marchio vicentino è l'architettura del sistema, che diversamente da tanti altri, non pone il motore nella ruota posteriore ma utilizza un vero e proprio power train, con il motore posizionato nel telaio, nel centro di massa dello scooter. Soluzione che comporta indubbi vantaggi di maneggevolezza e anche qualitativi, nel medio e lungo termine. Qualità che è da ricercare anche nelle batterie e la riprova sta nella garanzia di 3 anni che, da quest'anno, accompagna tutti gli scooter Askoll.

La nuova line up del brand conferma i modelli che il pubblico ha dimostrato di apprezzare, migliorati però sotto diversi aspetti. La filosofia di Askoll è che la mobilità odierna sia di prossimità e quindi ha scelto di privilegiare autonomia che può arrivare fino a 85 km, qualità e assistenza, piuttosto che le prestazioni fin a se stesse: la scelta dei progettisti è stata dunque

quella di lavorare sulle specificità dei singoli scooter, senza snaturarli, rafforzando la connotazione di facilità legata agli eS/Evo e dando più carattere agli Ngs.

Le migliori comuni sono il faro anteriore a LED con abbagliante, la retromarcia e il lampeggio di emergenza a quattro frecce. Due parole sulla retromarcia, uno di quei plus che si tende a sottovalutare fino a che, dopo averne beneficiato, si torna a farne a meno. Certo, gli Askoll sono leggeri, ma l'aiuto extra nelle manovre, soprattutto sui terreni in pendenza, è davvero comodo. Peculiarità della gamma eS/Evo sono invece la maggiore silenziosità delle trasmissioni e il pratico cavalletto laterale, che facilitano ancor più la vita metropolitana. Gli NGS guadagnano invece un nuovo display orizzontale da 5,5" e pneumatici di dimensione maggiore: 90/80-16" all'anteriore e 110/10-16" dietro, a garanzia di una migliore tenuta di strada e comfort, anche sugli asfalti più rovinati. L'offerta degli scooter elettrici Askoll va dai 2.790 euro al 4.690 euro.

Stefano Cordara
@stefanocordara

versioni L1 della linea NGS.



eS: più silenziosi che mai

Askoll ha voluto diversificare la sua gamma che si differenziava principalmente per l'estetica e l'esperienza di guida, partendo dalla gamma eS. EVOLUTION rimane il punto di riferimento per chi cerca un mezzo semplice, leggero e facile da usare. Tra le novità vediamo l'aggiunta del piccolo ma robusto cavalletto laterale che rende più pratiche e veloci le soste brevi, faro a LED di serie per una maggiore visibilità, quattro frecce e retromarcia azionabili dal manubrio e un nuovo Powertrain di derivazione NGS. L'arrivo di quest'ultimo ha permesso di eliminare quel sibilo del motore presente dalla prima versione, che per chi è di Milano avrà potuto sentire almeno una volta sugli scooter del servizio sharing Coolcar.

Le novità non finiscono: adesso i modelli vedono l'aggiunta delle sigle 1.4 e 2.8 per indicare la capacità totale dello scooter (in kWh). In pratica la versione 1.4 nei modelli L1 definisce la presenza di una sola batteria, fattore che non influenza le prestazioni e dà un buon vantaggio (di circa 800 euro) nella fase d'acquisto. L'idea è rivolta a chi utilizza lo scooter prettamente in città non superando la percorrenza massima di 49km.

inSella
LA PIÙ GRANDE DELTA DEL MOTO

MOTOCICLISMO

MOTO

Askoll, tutte le novità degli scooter elettrici 2022

Tutta la gamma è stata aggiornata con contenuti tecnici e funzionali. Siamo andati a Vicenza, sede di Askoll, per provarla

di Alessandro Per
17 maggio 2022



LOWE/DAVID SPYER

MOTO.IT

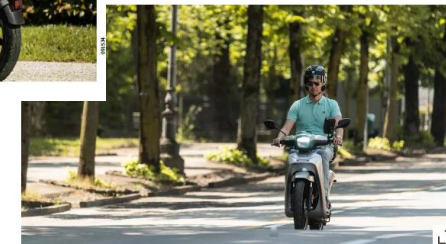
INMOTO

La Gazzetta dello Sport
Tutto il rosa della vita

la Repubblica

LA STAMPA

ACCEDI



La prima è dedicata a chi cerca un veicolo leggero, compatto e facile da guidare; la seconda è pensata per un pubblico che predilige un'estetica più tradizionale ma vuole prestazioni più grintose, potendo anche scegliere le versioni targate. Sul ciclomotore Ngs 2.8 debutta un motore da 2,7 kW, mentre tutti gli scooter hanno ruote più grandi, un nuovo display orizzontale a colori da 5,5 pollici, il cavalletto laterale e sono dotati della retromarcia, che si rivela molto utile per tutta una serie di manovre. Se è vero che chi guida una moto o uno scooterone è abituato a non parcheggiare mai in

05 STRATEGIC OUTLOOK

MARKET LAUNCH OF E-KICK SCOOTER FOR SHARING IN ITALY AND @ MICROMOBILITY SHOW IN AMSTERDAM



Il Sole **24 ORE**



CORRIERE DELLA SERA

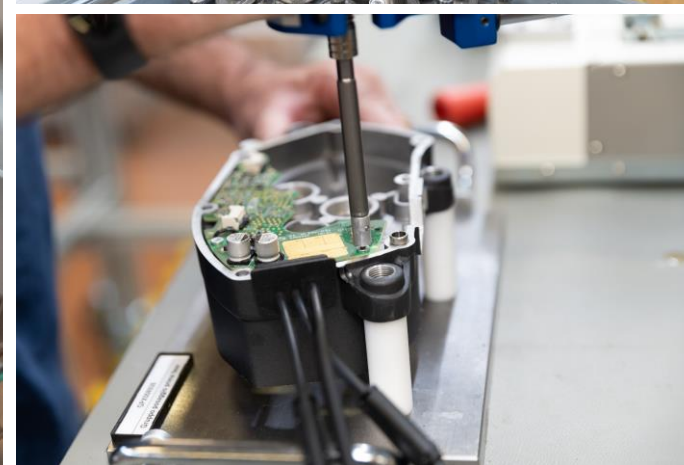
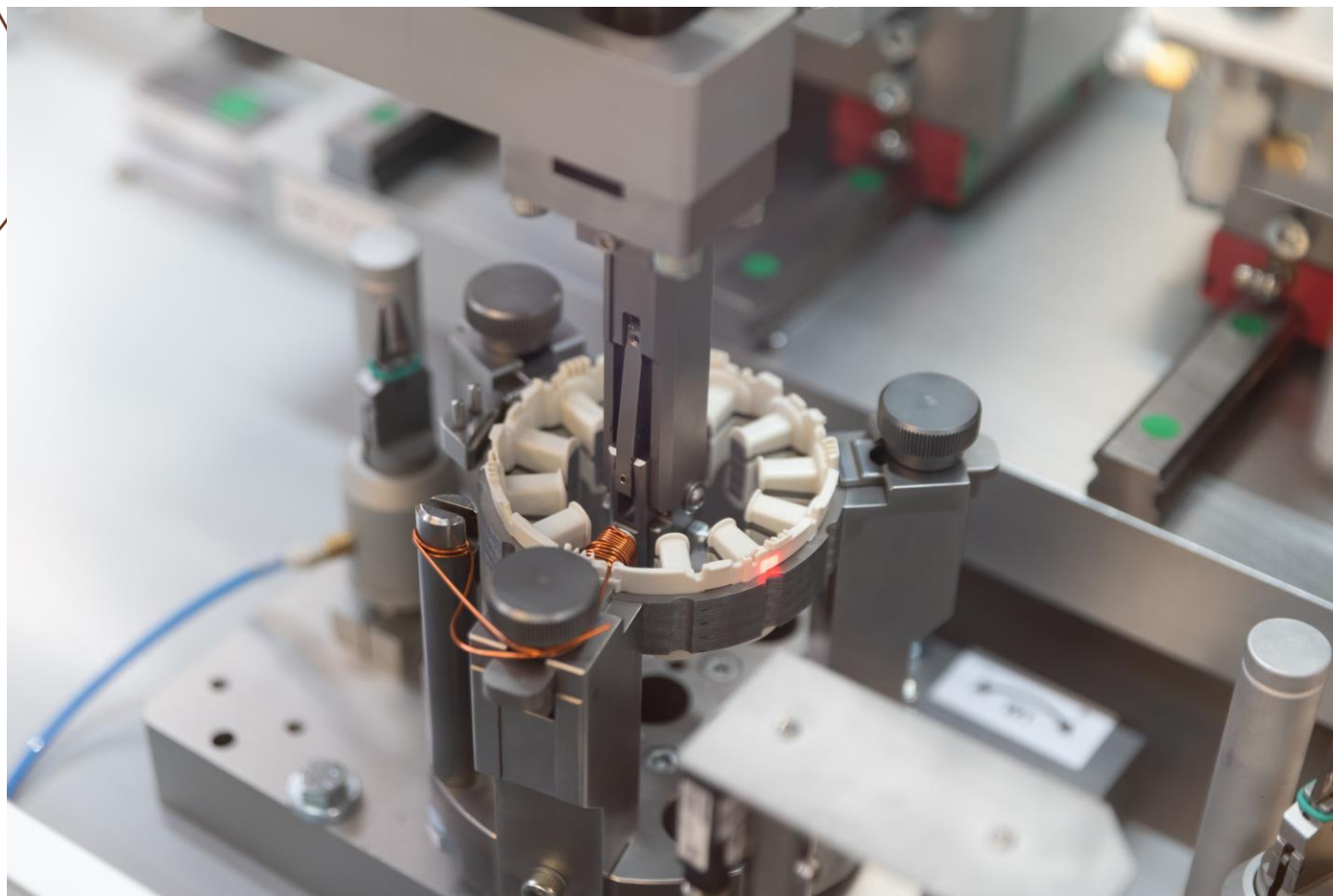
la Repubblica

La Gazzetta dello Sport
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LA STAMPA

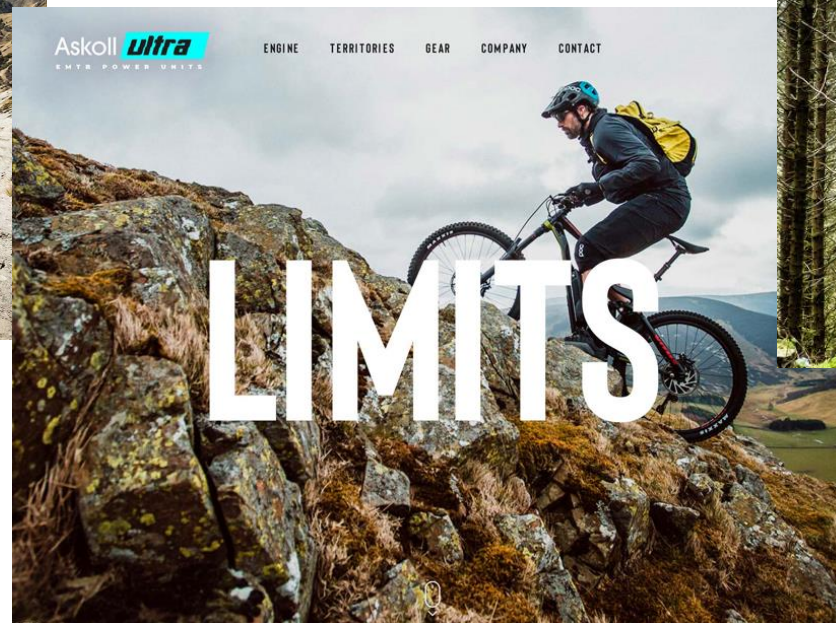
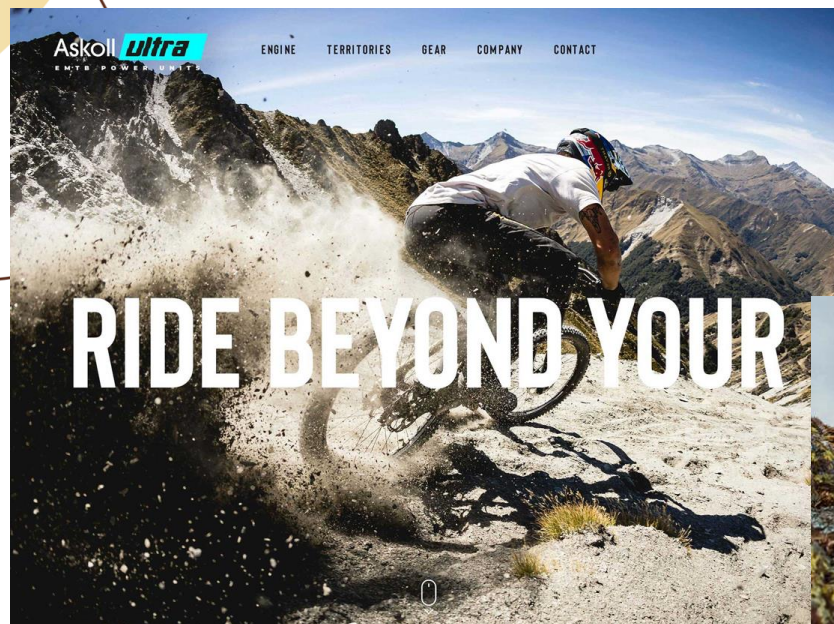
05 STRATEGIC OUTLOOK

START OF PRODUCTION OF NEW DRIVE UNIT FOR E-MOUNTAIN BIKE



05 STRATEGIC OUTLOOK

NEW ASKOLL ULTRA WEB-SITE FULLY DEDICATED TO E-MOUNTAIN BIKES DRIVE UNITS



Achievements in 2022 up to date

06 **ACHIEVEMENTS IN 2022 UP TO DATE**

RELENTLESS MARKET EXPANSION AND PRESENTATION OF NEW PRODUCTS

February

- New order from **Cooltra** for sharing scooters (650 vehicles for France and Italy fleets)
- Start cooperation with E.ZY LOC in **France** to distribute scooters for long-term rentals
- Askoll EVA obtained **ISO 9001 certification** for for the design, production and assistance of electric vehicles and related components

March

- Askoll EVA is showing its range of e-mobility solutions at **Autonomy Paris**

May

- Presentation of **new scooter Model Year 2022** to the market
- Askoll EVA starts distribution in **Turkey**

06 **ACHIEVEMENTS IN 2022 UP TO DATE**

RELENTLESS MARKET EXPANSION AND PRESENTATION OF NEW PRODUCTS

June

- Presentation of the **new kick-scooter for sharing** at Micromobility Show in Amsterdam
- Start production of **new Drive Units for e-Mountain Bike**

July

- Presentation to the Market and to Customers of Askoll **Kick-Scooter** in Milan
- New Askoll **Ultra web-site** fully dedicated to drive units for high-performance bikes

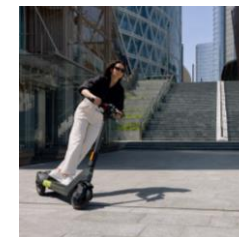
September

- Distribution agreements in **Albania** and **Serbia**

Why Askoll EVA

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 (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 **regulations** aimed at incentivizing micro mobility spread such as a higher number of limited traffic zones
- Askoll EVA future growth is backed by continuous **R&D** activity and significant **investments** to strengthen its product lines, coupled with relentless expansion of its distributors network worldwide



Back-up information

08 BACK-UP INFORMATION

ASKOLL EVA BUSINESS MODEL

Business Lines	Product Categories	Key Product Categories	Channels	Geography
Electric 2 wheels vehicles 99%	3% e-bicycles AVG selling price: 785 €	e-bike for Private users e-bike for Professional Users	CONSUMER Mono-brand Dealers Multi-brand Dealers	Key current geographies European Countries
	96% e-scooters AVG selling price: 2.897 €	e-scooter for Private users e-scooter for Professional users e-scooter for Sharing programs	PROFESSIONAL CUSTOMER Direct Askoll Sales Long term rental companies	
	* e-Kick scooter	e- Kick scooter for Sharing programs		
KITs & Parts for OEM applications (ebikes – scooter – GoKarts – eBoats – Lawn mowers – Power storage units – Other B2B applications) 1%	1% KITs & Parts for OEM applications	KITs Electric motors Batteries Electronics: BMS – Battery Management Systems, Motor Control Units – Inverters, ECU, Battery chargers	PROFESSIONAL CUSTOMER FOR KITs Direct Askoll Sales	

% of sales 2021

08 BACK-UP INFORMATION

ASKOLL EVA TOP MANAGEMENT



BEAUPAIN ALESSANDRO
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**.



NANNI GIAN FRANCO
CEO

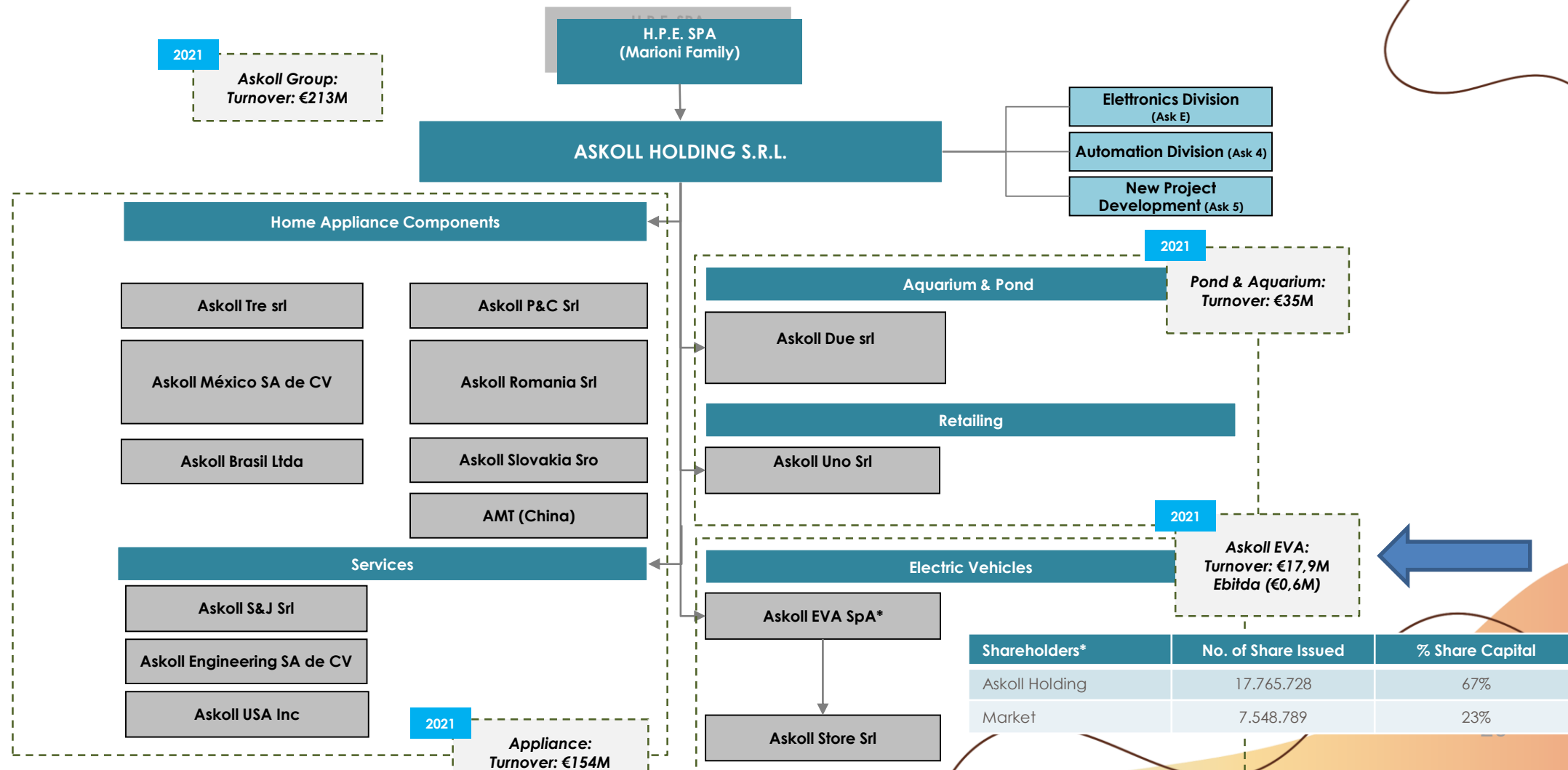
Graduated in Management Engineering, he improved his knowledge of Marketing and Communication in the best business schools in northern Italy. He has over 15 years of experience in the entire product development process, placement optimization, communication and promotion, and strategic marketing planning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

08 BACK-UP INFORMATION

ASKOLL GROUP STRUCTURE



08 BACK-UP INFORMATION

ASKOLL GROUP 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



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