



Askoll EVA

EU micro mobility Leading Company
2021 Results and Strategic Outlook Presentation

Euronext Growth Conference
25th – 26th 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

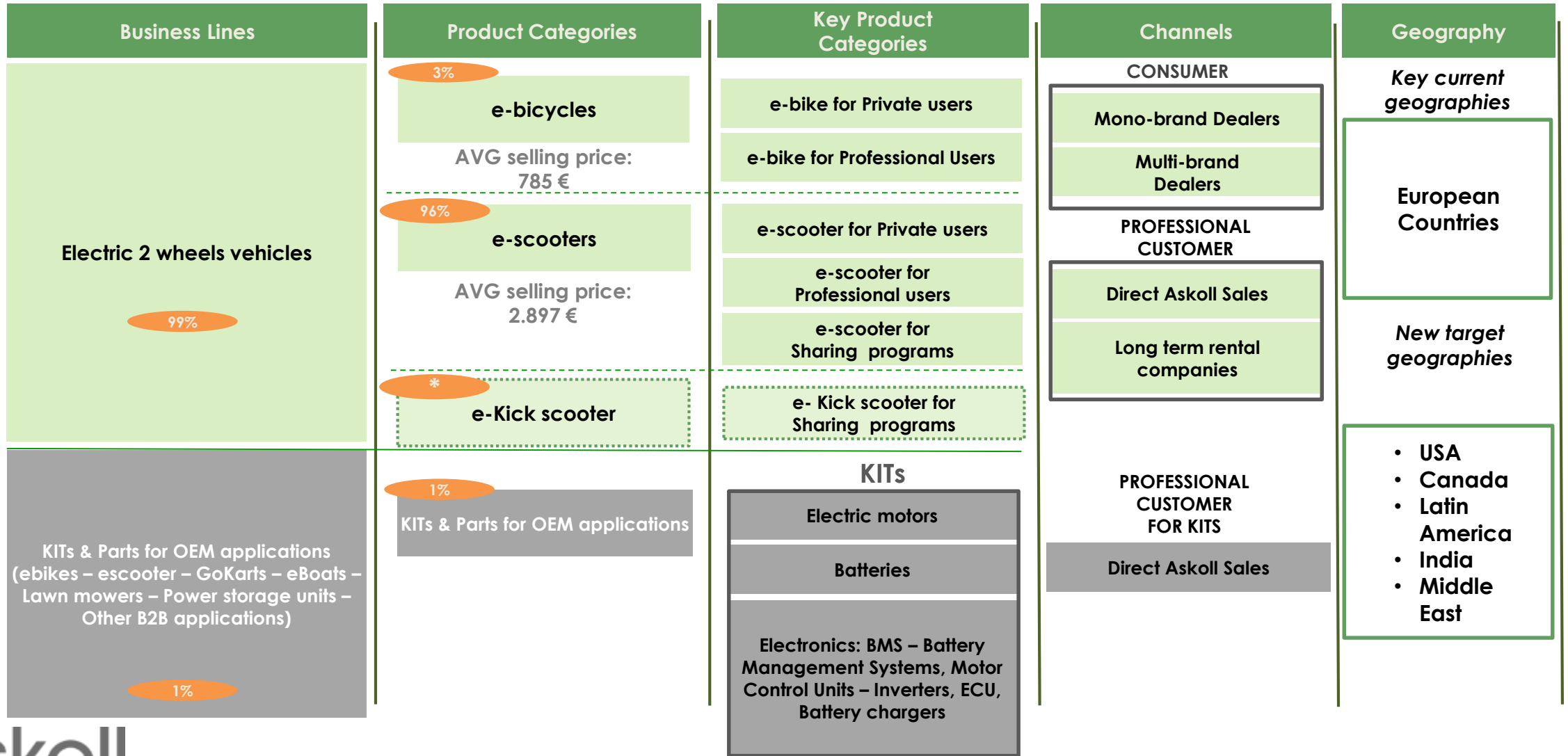
Mission and Products

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



* Start of production in summer 2022

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

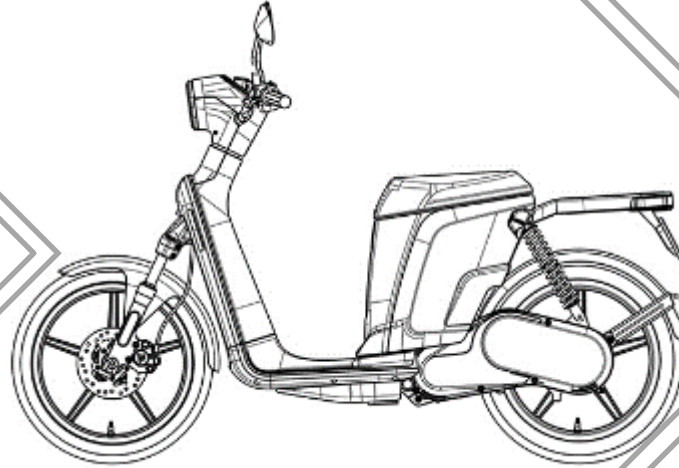
Askoll EVA

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.



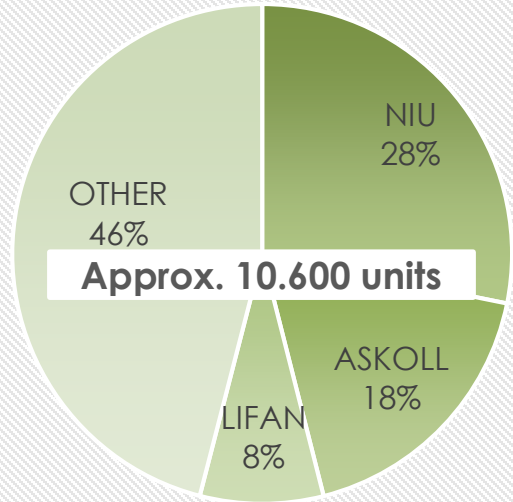
2. Market Trends & Askoll EVA positioning

Italian Market

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

Italian electric 2-wheelers (2021)*

- Electric L1
- Electric L3

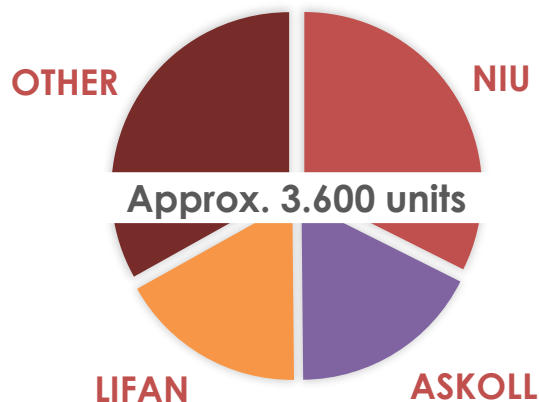


L1: max speed < 45 km/h --- L3: max speed > 45 km/h

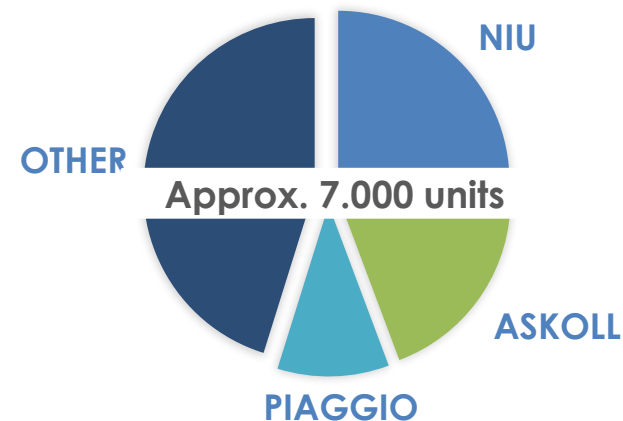
Top player in the domestic market

- 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)*

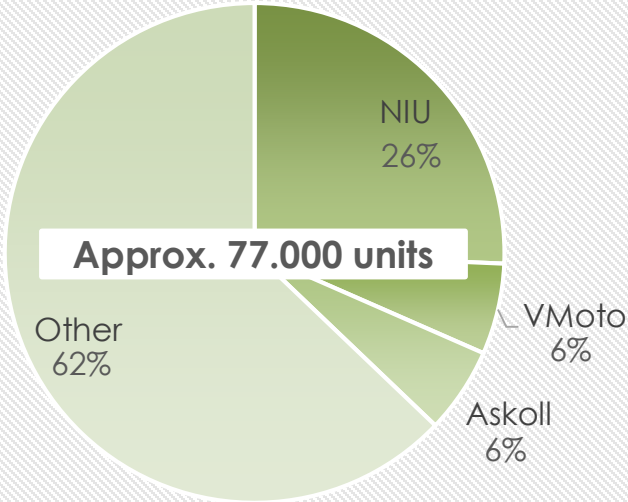


European Market

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

EU electric 2-wheelers (2021)*

- Electric L1
- Electric L3

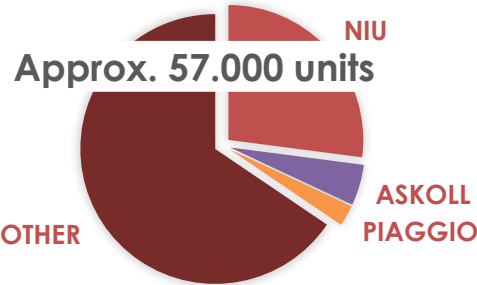


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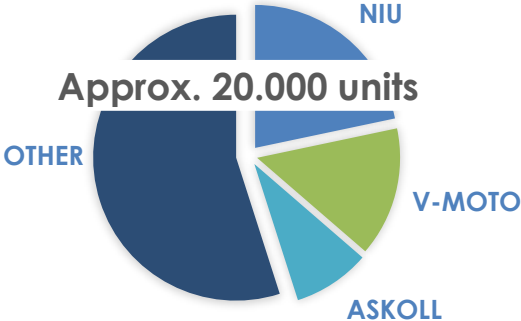
E-market in Europe is booming

- 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)*



Source: Ministries of Transportation - EU Market 2021 (*)
ANCMA – Italian Association of 2-wheelers manufacturer(**)

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
Net Sales	6.810	11.097	17.907	2.273	7.166	9.439
EBITDA	(765)	103	(663)	(2.632)	(457)	(3.089)
EBIT	(2.395)	(1.548)	(3.943)	(4.813)	(2.911)	(7.724)
Net Result	(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 2021**
- 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

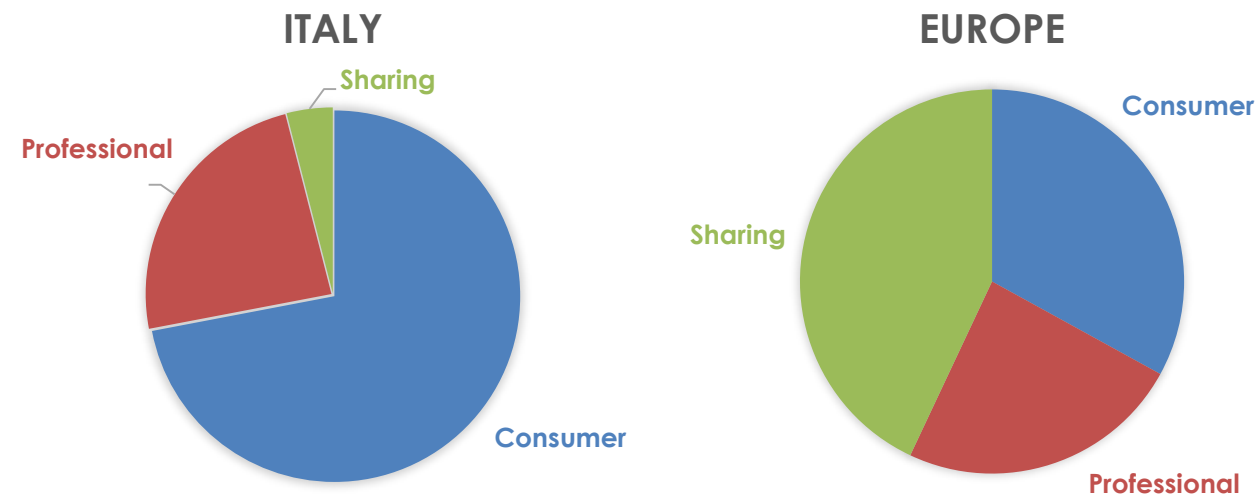
Askoll Mobility Division – Breakdown by geographical area and by segment

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
Totale	17.907.085	9.438.722	8.468.363



2021 Sales Volumes breakdown per business line



4. Strategic Outlook

Askoll EVA

Strategic milestones

- In 2021 Askoll EVA ranked as **2nd 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

12th January: New order from **Croce Rossa Italiana** – € 215.000



Croce Rossa Italiana

2nd March: New order from **Croatian Posts** – € 75.000



Hrvatska pošta

11th March: New distribution agreement in **Malta**

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

6th April: New distribution agreement in **Bulgaria**

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

28th July: New € 1,5 million order from **sharing** mobility

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

2022 YTD Achievements

Positive 2021 trends continue

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

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

10th February: Askoll EVA got **ISO 9001 certification**

16-17th March: Askoll EVA is showing its range of mobility solutions at **Autonomy Paris**

24th May: Askoll EVA starts **distribution in Turkey**

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

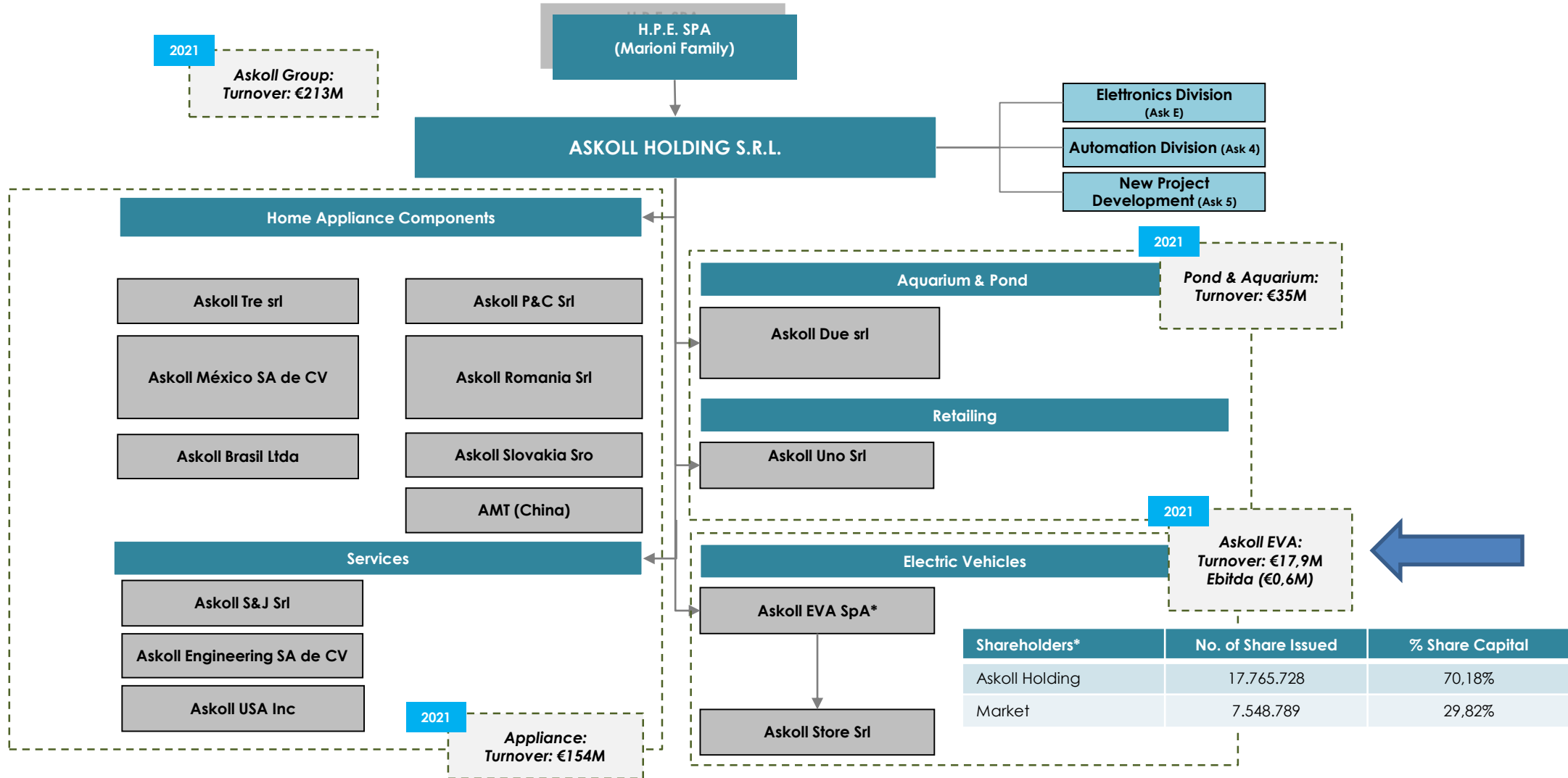
Graduated in Management Engineering, he improved his knowledge of Marketing and Communication in the best business schools in northern Italy. He has over 15 years of experience in the entire product development process, placement optimization, communication and promotion, and strategic marketing planning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

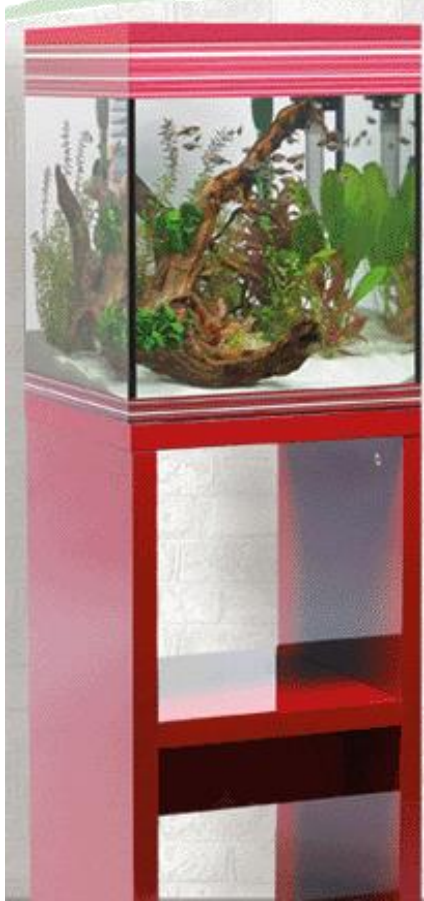
Start business
in HVAC
industry
1st synchronous
circulation pump

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

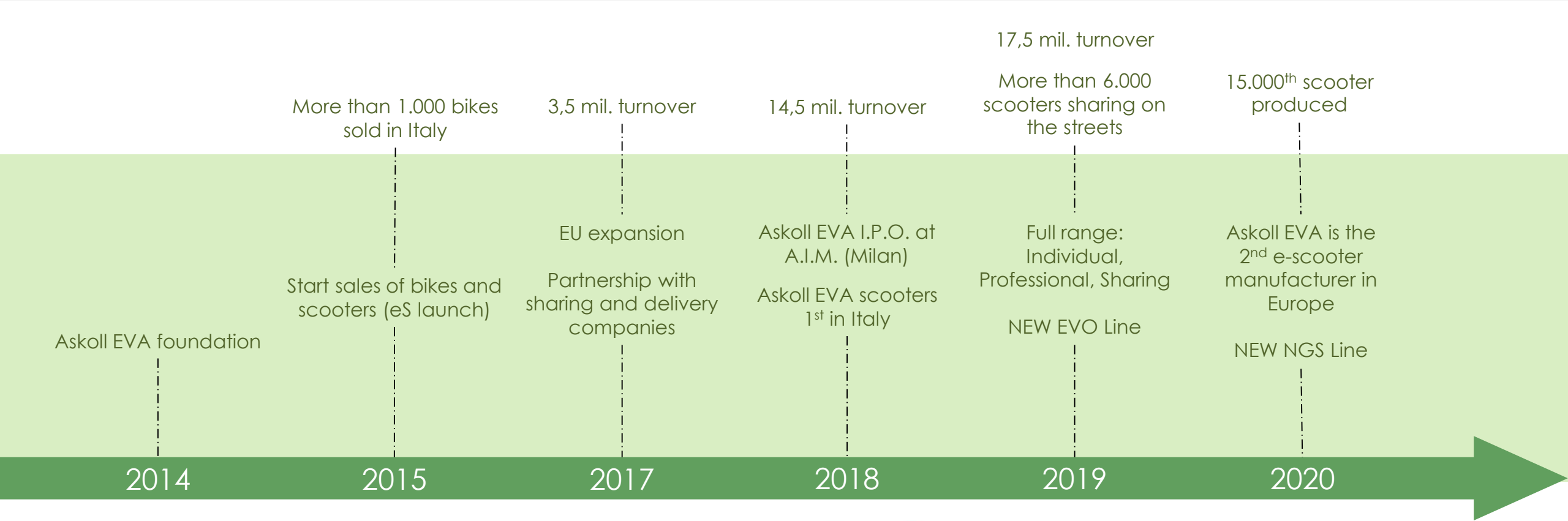
All technical and core components (battery, control unit, power train and electrical engine) are entirely made by Askoll

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



Askoll EVA – Micromobility solutions

e-Vehicles to all market needs



Your Life
PERSONAL



Your Work
PROFESSIONAL



Your City
SHARING

Askoll
I am electric

icone

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

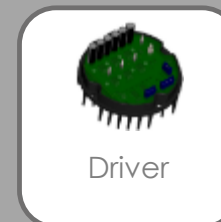


Motors

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

eS₃ EVOLUTION



Askoll EVA - Strategy

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

eS₂ 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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