



1 October 2021

## Investor Webinar Presentation

Global electric vehicle company **Vmoto Limited (ASX: VMT)** (**Vmoto**, or the **Company**) is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held Friday 1<sup>st</sup> of October 2021 from 12:30pm AEST / 10:30am AWST.

Director Blair Sergeant will provide an overview of the Company's strategy to sell high performance and value electric two-wheel vehicles into international markets as well as build a worldwide B2B and B2C distribution network.

This webinar is able to be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

[https://us02web.zoom.us/webinar/register/5416151767246/WN\\_fvpyz-0CQZqULCwk7kJOjA](https://us02web.zoom.us/webinar/register/5416151767246/WN_fvpyz-0CQZqULCwk7kJOjA)

A recorded copy of the webinar will be made available following the event.

A copy of the investor presentation to be delivered during the webinar is attached.

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This announcement was approved for release by the Board of Vmoto Limited

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### Vmoto's Social Media

Vmoto is committed to communicating with the investment community through all available channels including social media. Whilst ASX remains the primary channel for all material announcements and news, all Vmoto shareholders, investors and other interested parties are encouraged to follow Vmoto on website (**[www.vmoto.com](http://www.vmoto.com)**), Facebook (**[www.facebook.com/vmosoco](http://www.facebook.com/vmosoco)**), Instagram (**[www.instagram.com/vmosoco](http://www.instagram.com/vmosoco)**) and YouTube (**Vmoto Soco**).

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# VMOTO – SHARE CAFE PRESENTATION

OCTOBER 2021



Electric Vehicle – Think Future

ASX: VMT

01

# Overview



# Who We Are

- **Vmoto Limited** (ASX:VMT) is an Australian incorporated and ASX listed, global electric scooter manufacturing and distribution group.
- The Company specialises in high quality electric powered two-wheel vehicles and manufactures a range of western designed electric scooters from its wholly owned 30,000sqm state of the art manufacturing facility in Nanjing, China.
- Vmoto combines low-cost Chinese manufacturing capabilities with European design and offers high performance and competitive products to international markets.



# Our Brands

Vmoto trades through three primary brands, namely:



**Vmoto** (Vmoto's own brand, aimed at the value market in Asia).



**Super Soco** (a third party brand Vmoto markets into international B2C markets).



**E-Max** (another Vmoto proprietary brand, targeting the international B2B markets with a high end premium product).

As well as operating under these brands, the Company also manufactures for a number of customers on an original equipment manufacturer ("OEM") basis.



# Our Network

Vmoto has one of the widest global distribution networks of any electric scooter manufacturer in the world, being represented by more than 53 distributors in approximately 60 countries in the geographic regions of Asia Pacific, Europe, North America, South America and South Africa.



# Our Manufacturing Facility

- Vmoto **wholly owns** a state of the art, **30,000 sqm** manufacturing and warehouse facility in Nanjing, China.
- Vmoto holds a Chinese **manufacturing license** to produce electric two-wheel vehicles.
- Manufacturing expertise to produce European style premium products at low cost (high margin), and comprehensive high-quality supply chain established.
- Ample capacity to support up to **10x current** production volumes.
- Market value of land and buildings independently valued at ~A\$12.4m (RMB62.2m) in April 2019, currently carrying at book value of **A\$5.2m.**





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## **1H21 Strong financial and operational results**



## 1H21 Financial Highlights

1

### Revenue

Revenue of **\$39 million**, up 50% on 1H20.

2

### Net profit after tax

Net profit after tax (NPAT) of **\$4.0 million**, up 119% on 1H20.

3

### EBITDA

Earnings before interest, tax, depreciation and amortisation (EBITDA) of **\$5.4 million**, up 100% on 1H20.

4

### Cash flows

Strong positive cash flows from operating activities of **\$1.7 million**.

5

### Cash

Strong cash position of **\$16.7 million** at 30 June 2021, up 11% from \$15 million at 31 December 2020, with no bank debt as at 30 June 2021.

6

### Net tangible assets

Net tangible assets of **\$39 million** at 30 June 2021, up 20% on 31 December 2020.

## 1H21 Operational Highlights

1

### Total units sold

Total unit sales of **13,723 units** for 1H21, up 31% on 1H20.

2

### International units sold

Total international unit sales of **13,139 units** for 1H21, up 35% on 1H20.

3

### Distribution network

13 international distributorships established in 1H21. Vmoto now has a total of **53 international distributors**.

4

### B2B businesses

Significant **increased interest** from **business customers** including food delivery, parcel delivery and ride-sharing companies for Vmoto's products.

5

### New opportunities

Ongoing discussions with business customers and partners for **new** sales, together with new business enquiries from across the globe

6

### Marketing agreement

Signed a sponsorship and marketing agreement to supply scooters and exhibit its brands at **MotoE** during the 2021-2023 seasons.

## Strong Balance Sheet

Key balance sheet items (A\$m)	30 Jun 21	31 Dec 20	% change
Cash	\$16.7m	\$15m	11%
Trade and other receivables	\$9.2m	\$8.7m	5%
Inventories	\$10m	\$4.5m	123%
Prepayments	\$4.7m	\$0.4m	963%
Other assets	\$13.1m	\$12.9m	2%
<b>Total assets</b>	<b>\$53.7m</b>	<b>\$41.6m</b>	<b>29%</b>
Trade and other payables	\$4.9m	\$3.4m	44%
Unearned revenue	\$8.5m	\$4.2m	102%
Other liabilities	\$0.8m	\$0.8m	-
<b>Total liabilities</b>	<b>\$14.2m</b>	<b>\$8.4m</b>	<b>69%</b>
<b>Net assets</b>	<b>\$39.5m</b>	<b>\$33.2m</b>	<b>19%</b>

- Total assets increased by \$12.1m from 31 December 2020 to 30 June 2021.
- Inventory up \$5.5m to \$10m from 31 Dec 2020 to 30 June 2021 due to increased orders and demands from customers, and preparing to deliver the manufactured products to customers.
- Prepayments up \$4.3m to \$4.7m from 31 Dec 2020 to 30 June 2021 due to increased orders from customers and payments for ordering more products to meet demand from customers.
- Unearned revenue up \$4.3m to \$8.5m from 31 Dec 2020 to 30 June 2021 due to increased orders and more deposits received from customers.
- Vmoto net assets increased by \$6.3m to \$39.5m, up 19% on 31 December 2020.
- Vmoto have a strong balance sheet and well positioned to grow into new markets and new opportunities.

## Corporate Information

### ASX Code

VMT

Market capitalisation \$114.19m  
Share price \$0.41  
(as at 30.09.21)

52 week range 0.325 - 0.590

Cash at bank A\$16.7 m  
(as at 30.06.21)

### Issued Capital

Ordinary shares in issue 278,510,084

Top 20 Shareholders ~52%





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# Outlook





## Outlook

- The Company is confident in the underlying fundamentals of the business with a positive long-term outlook.
- Vmoto continues to expand its product range and is planning for a new premium series of products and new B2B products. Vmoto is working with a top European industrial design company to develop new electric two-wheel vehicle models targeting premium international markets.
- Vmoto is also looking to penetrate various new markets including India and the United States.
- Vmoto is in close discussions with a number of partners in Europe, South America and Asia for closer collaborations in the B2B sectors to penetrate the fast growing EV markets.

# Disclaimer

## Important Notice

The information contained in this presentation is current as at 30 September 2021 and is provided by Vmoto Limited (ABN 36 098 455 460) ("Vmoto") as a summary document for information purposes only and may contain certain unaudited financial information in relation to Vmoto.

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# Thank You.

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