



ENERGICA

Lead the Charge



Energica Motor Company at a glance



Activity

- **Italian Manufacturer of High Performing Electric Motorcycles**
- **born in Modena in 2014 as a Spin-off of CRP Group, 50 years of experience in the hi-tech industry (F1, motorsport, aerospace etc.)**
- **listed on the AIM Italia market since 2016**



Operations

- **32,000 square foot HQ in the Italian Motor Valley (Modena)**
- **Actual production capacity of 500 units per year**
- **More than 50 people (20% female employees)**
- **Value chain presidium**
- **Design and R&D for a continuous innovation**
- **Accurate selection of suppliers**
- **Assembly and quality control**
- **Distribution and marketing**



R&D

- **INNOVATIVE SOLUTIONS** some of which already patented: VCU, Supply unit, e-ABS
- **STRATEGIC PARTNERSHIPS** - with Dell'Orto, Octo Telematics and Total Lubrifiants - to **develop new solutions and applications.**
- **E-POWER:** development of new **Power Unit** for **small-size (4/11kW)** and **medium size (up to 30 kW)** electric motorcycles



People & Sustainability

- **Environmental Impact:** creation of electric motorcycles with a fundamental role in fighting climate change.
- **Social:** professional development of people, equal opportunities, diversity, health and safety. Business model based on a network of suppliers, mostly Italian and local.
- **Governance:** experience, transparency, values and procedures to guarantee the spread of values inside the company.



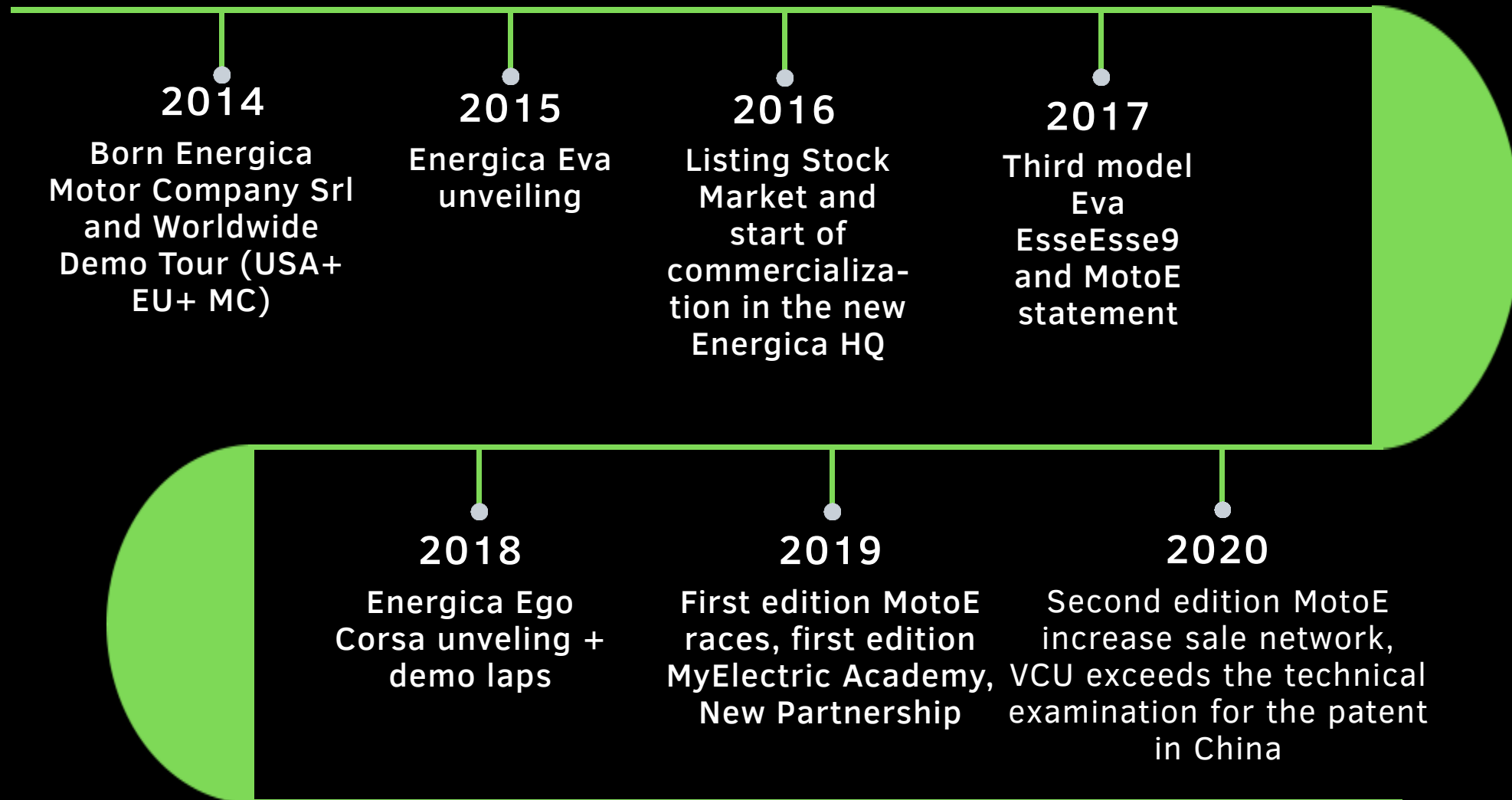
Sales Network

- **Over 70 dealers/importers worldwide, +72% in the last 12 months**
- **New agreements with major rental (Cooltra) and financing companies (Agos)**
- **Signed new factoring agreement with General Finance S.p.A. to finance the dealer network**



Financials

- **FY 2019 Sales:** €3.2m, +47% vs FY 2018 (€2.2m, already 4 times higher than 2017 €0.5m)
- **1H 2020 Sales:** €2.2m, +23% vs 1H 2019
- **1H 2020 Order book:** €3.7m, equal to 165% of the total motorcycle sales in FY 2019
- **8 months 2020 Order book:** €4.3m, equal to 190% of the total motorcycle sales in FY 2019



*“Born in the **Italian Motor Valley** to be the **world leader of High Performing Electric Motorcycles** with a focus on **design**, the most **innovative** and **performing technological solutions** and **international growth**.”*



INNOVATION & TECHNOLOGY LEADERSHIP

Continuous Innovation

- Innovative solutions, some of which patented: VCU control unit, Supply unit, e-ABS.
- DC Fast Charging technology based on CCS Combo
- MY2020 models: 5% lighter, more powerful (+7.5% for Ego and Eva and +10% for Eva EsseEsse9) and +200% higher urban riding range (400km)
- Record torque (215Nm) and power (107kW) levels for the EV market
- Thanks to FIM Enel MotoE World Cup, Energica can test and develop solutions in extreme conditions with the best world riders

PURSUE INTERNATIONAL GROWTH

Over 70 dealers worldwide

- +72% dealers in the last 12 months. 4 dealers in 2016
- 20 new commercial agreement in 2020
- Present in 4 continents and 26 countries

BRAND AWARENESS

Single manufacturer for MotoE

- Energica is the single manufacturer chosen by Dorna (the company holding the rights of MotoGP and World Superbike) for FIM Enel MotoE™ World Cup 2019/2022
- Worldwide visibility: 400 ml people reached only on television; 700,000+ users reached inside MotoGP website; 1+ milion people engagement on social media; 5+ million video views
- Participation in the main world trade fairs for motorcycle and the electric mobility
- Over 330k followers on the official Facebook and Instagram page

Energica MY2020: Top class supersport electric motorcycles



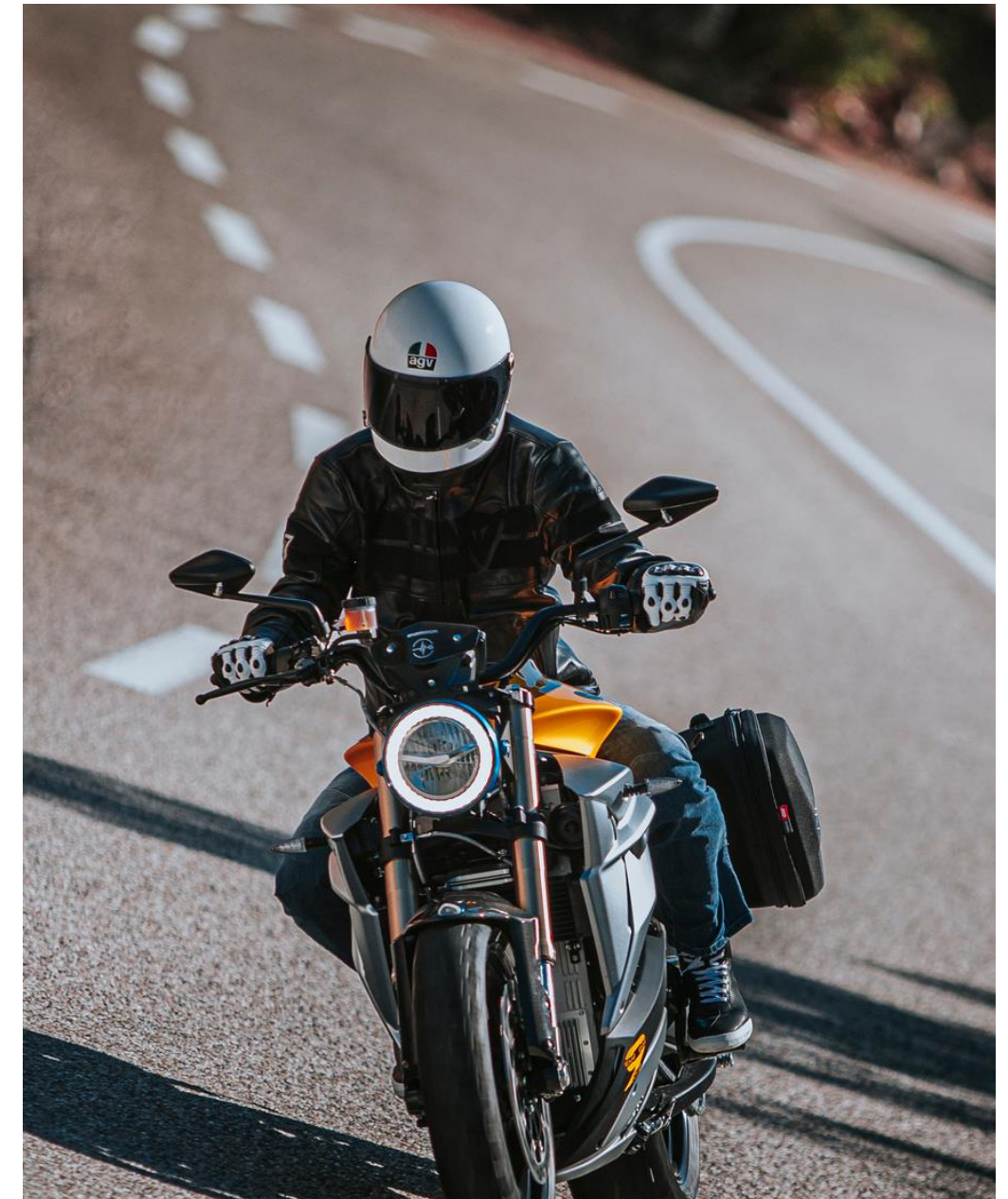
ENERGICA EVA RIBELLE

POWER: 107 kW – 145 hp
TORQUE: 215 Nm – 159 ft lb
TOP SPEED: 200 km/h – 125 mph
DC FAST CHARGE: 42 min 80% SOC
RANGE: 400 Km (Urban)



ENERGICA EGO

POWER: 107 kW – 145 hp
TORQUE: 215 Nm – 159 ft lb
TOP SPEED: 240 km/h – 150 mph
DC FAST CHARGE: 42 min 80% SOC
RANGE: 400 Km (Urban)



ENERGICA EVA ESSEESSE9

POWER: 80 kW – 109 hp
TORQUE: 200 Nm – 148 ft lb
TOP SPEED: 200 km/h – 125 mph
DC FAST CHARGE: 42 min 80% SOC
RANGE: 400 Km (Urban)

State-of-the-art Core Technologies



**DC FAST CHARGE
EXCLUSIVE**

400 km (249 miles) city range (40 min charging up 80% SOC); or Level 2 charging at 67 km (41.5 miles) per hour

KEY FEATURES MY2020

Top Speed Limited: 240km/h Ego+, 200 km/h Eva Ribelle & Eva EsseEsse9+
Torque: 215 Nm Ego+ & Eva Ribelle / 200 Nm Eva EsseEsse9+
Horsepower: 145 HP Ego+ & Eva Ribelle / 109 HP Eva EsseEsse9+
Supply Unit: 21.5 kWh

**VEHICLE CONTROL UNIT
PATENTED**

Battery, inverter, charger, motor and controls constantly monitored and managed by VCU with 1.1 million total lines of code: completely designed/developed by Energica

RIDE-BY-WIRE

Ensures perfect riding experience with 4 Engine maps, 4 Regenerative brake settings, 6 Traction control presets plus Cruise Control

**MOTOR
EXCLUSIVE**

Permanent Magnet AC Oil-Cooled, 3-Phase
Straight-cut gears generate distinctive jet-turbine sound
Oil-cooled motor means no overheating, so top speed and max torque can be fully sustained (unlike air-cooled motors)

eABS **PATENTED**
Energica e-ABS

BATTERY PACK

Lithium-polymer
Capacity: Max 21.5 kWh / Nominal 18.9 kWh
Designed and engineered with strategically placed sensors, to insure not only optimal performance, but also provide maximum safety.

ENERGICA CONNECTED RIDE

New long range connectivity developed with Octo Telematics

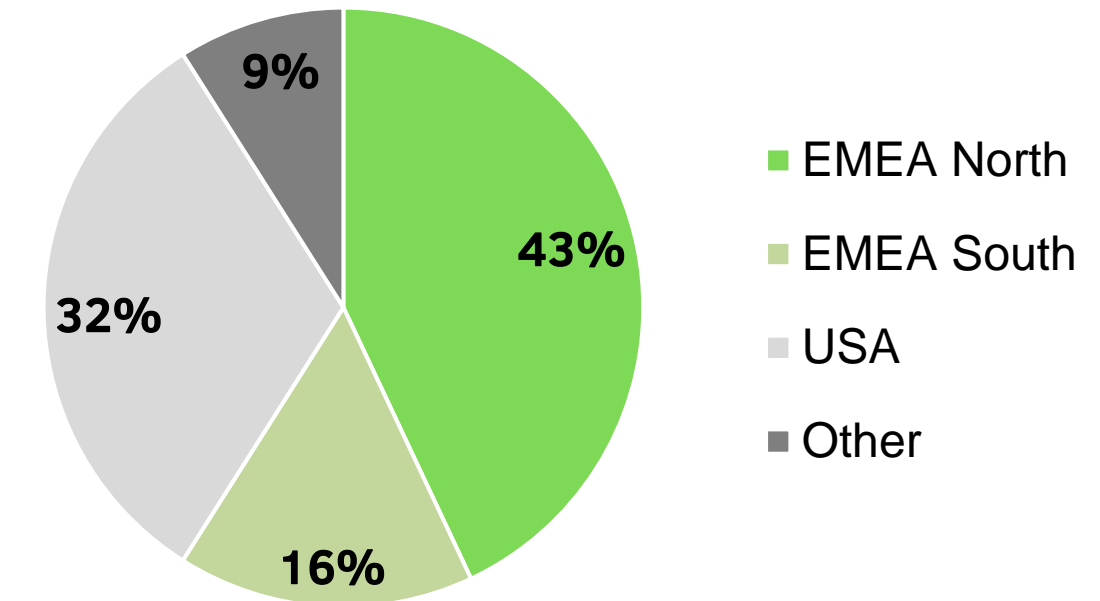


OVER 70 DEALERS AND IMPORTERS AROUND THE GLOBE

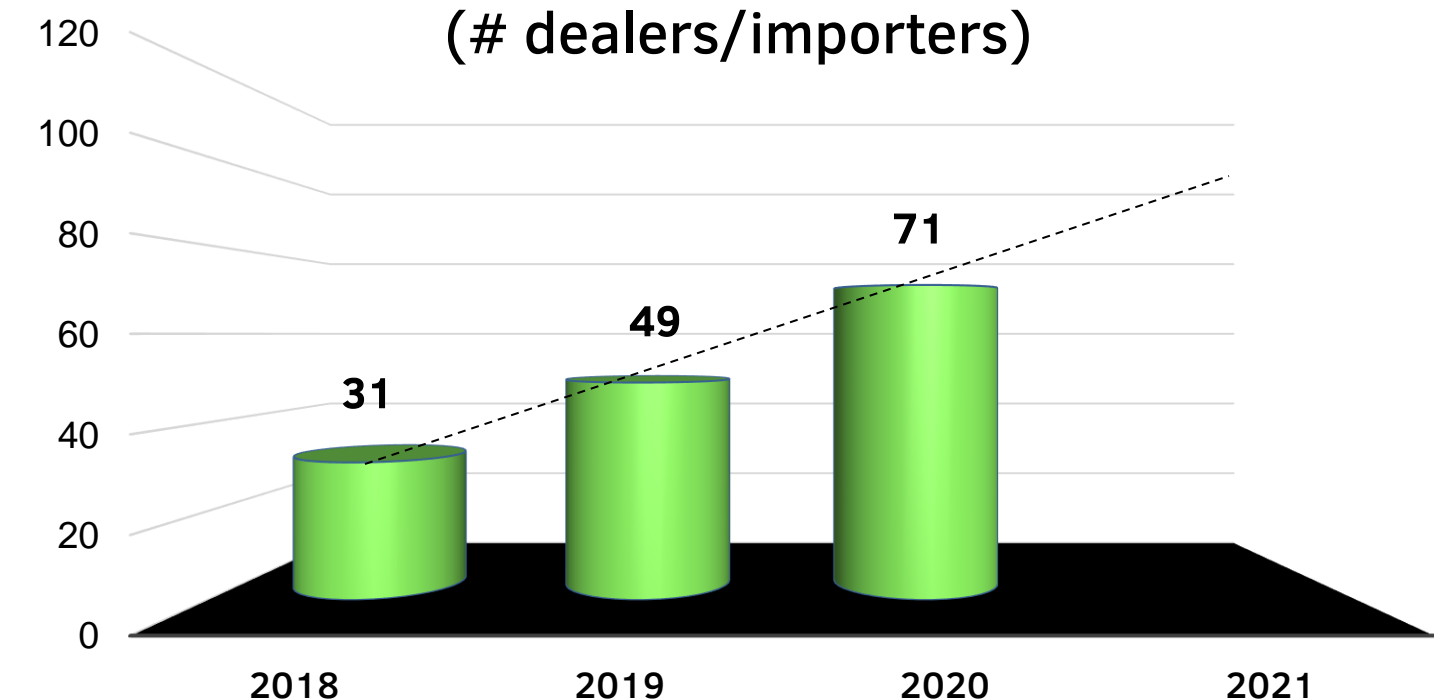
- +72% in the last 12 months
- 20 new commercial agreement in 2020
- 50 dealers/importers in EU
- 13 dealers in USA
- 8 importers ROW (Asia, Middle-East, Africa)
- Energica Motor Company Inc., U.S. subsidiary for Energica Motor Company S.p.A. goal is to further grow U.S. and Canadian dealers according to actual growth trend.
- Asian Expansion: new agreements signed with Hong Kong and Japan



2020 Sales breakdown by geographic area



Sales Network Evolution
(# dealers/importers)





FIRST SUSTAINABILITY REPORT IN 2019

Through the first **Sustainability Report**, **Energica** illustrate not only its business model and financial results, but also to highlight how business management aims to **create a lasting sustainable value in favor of its stakeholders**.

The Report thus presented confirms the **continuous research for innovation** that distinguishes the Company and the willingness to offer **answers on ESG (Environmental, Social, Governance) issues**.



Environmental

Focus on eco-sustainability with the creation of electric motorcycles - a product that in itself limits gases emissions - with a fundamental role in fighting climate change.



Social

Energica aims to ensure the development of people, equal opportunities, diversity, health and safety. Business model based on a network of suppliers, mostly Italian and local (42% less than 100 km away from the Energica HQ), with approximately 80% of the volume of national origin components.



Governance

Focus on experience, transparency, values and procedures to guarantee the spread of values inside the company.

Environmental impact: Electric vs Traditional Motorcycle



VS.



Ducati Panigale 1299

Energica EGO/EGO+

Horsepower = 175 HP @ 10,400 rpm
Torque = 94 lb. ft. @ 8,500 rpm**
MSRP = \$19,995

Horsepower = 150 HP @ 4,900–10,500 rpm
Torque = 148 lb. ft. @ 0–4,700 rpm
EGO MSRP = \$19,540
EGO+ MSRP = \$23,870

Ducati Panigale 1299

.11 cents per mile

\$339 = Cost/Leisure
\$1,178 = Cost/Commuting

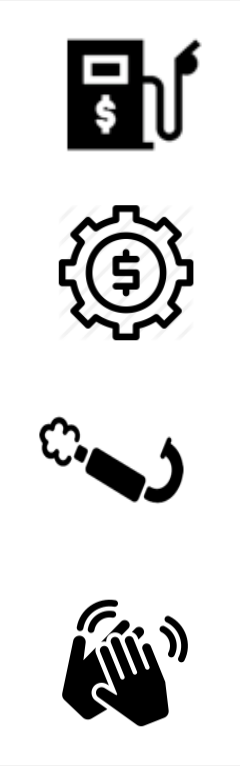
\$1,696 = Leisure/Five Years
\$5,890 = Commuting/Five Years

Energica EGO/EGO+

0.015 cents per mile

\$45 = Cost/Leisure
\$156 = Cost/Commuting

\$225 = Leisure/Five Years
\$780 = Commuting/Five Years



A Summary of ZEM Savings

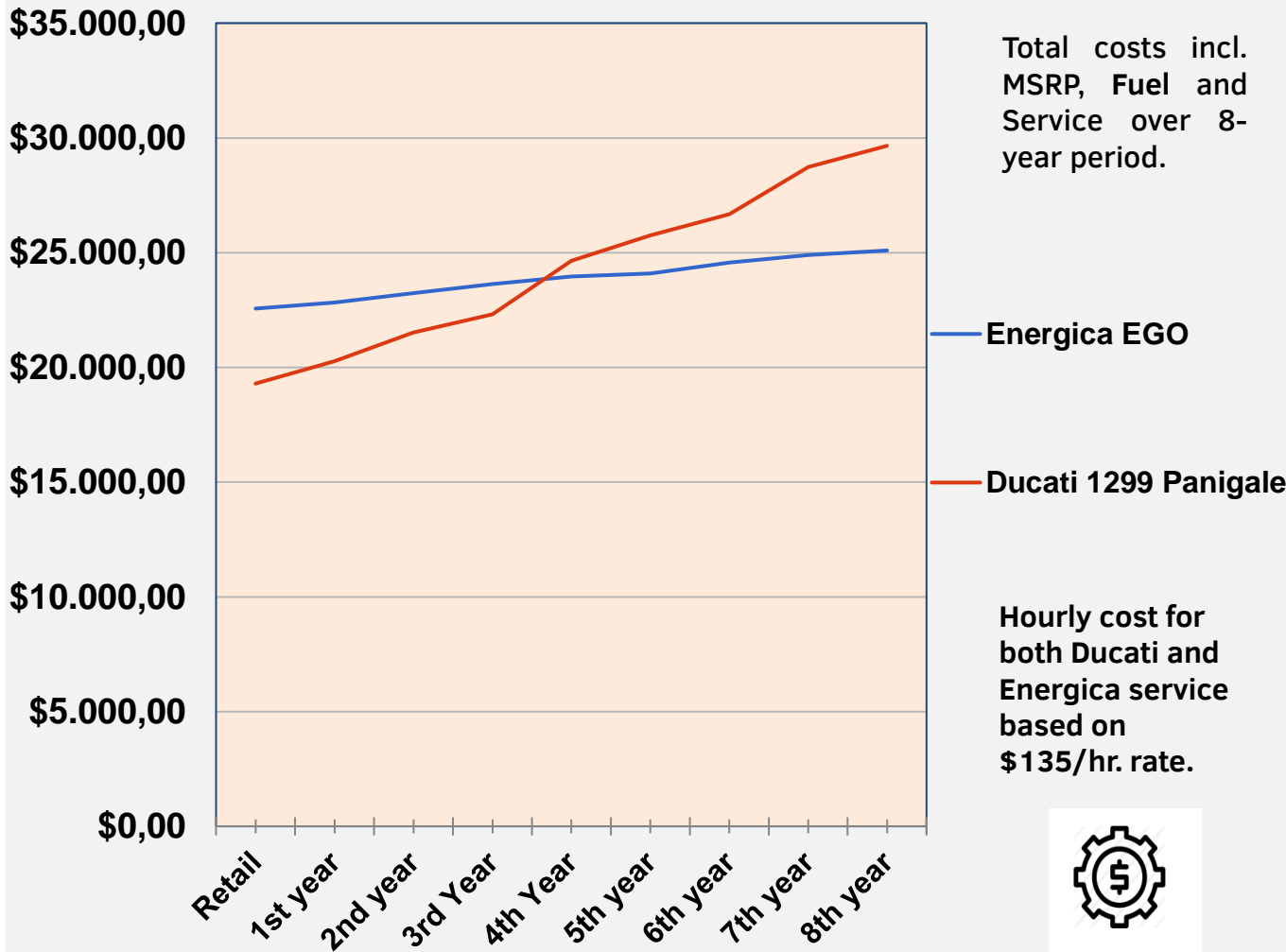
\$297 in annual savings
\$1,486 in five years

\$675 in annual savings
\$3,375 in five years

12 metric tons of CO₂ prevented annually
60 metric tons prevented in five years

\$972 in annual fuel/service savings
\$4,861 in five years fuel/service savings
60 metric tons of CO₂ prevented
\$961 Overall annual Savings w/MSRP Included (EGO+)
\$5,301 Overall 5 years Savings w/MSRP Included (EGO+)

Energica EGO+ vs. Ducati 1299 Panigale



* Two-year motorcycle warranty for motorcycles both brands; three year Energica warranty for battery.



Growing brand awareness Energica is the single manufacturer for Fim Enel MotoE World Cup

Unique competitive advantage

Thanks to the **innovation and reliability** of its motorbike, Energica was chosen by Dorna as **single manufacturer for the FIM Enel MotoE™ World Cup**.

Energica bring their **know-how** on the stage of MotoGP, relishing the electric power of their state-of-the-art **Ego Corsa**. The R&D department was committed on this bike, working on driveability on the track, and track specifications.

With MotoE, Energica is **the only one** who can test solutions and innovations in **extreme conditions** with the **best world riders**.

Brand Visibility Boost, a huge Impact

- **400 ml people** reached only on television (MotoGP streaming, Sky Italia, BeIn Sport, Canal+)
- **700.000+** users reached on MotoE section inside MotoGP website
- **1+ million** people engagement on social media
- **5+ million** video views

Confirmed single manufacturer until 2022

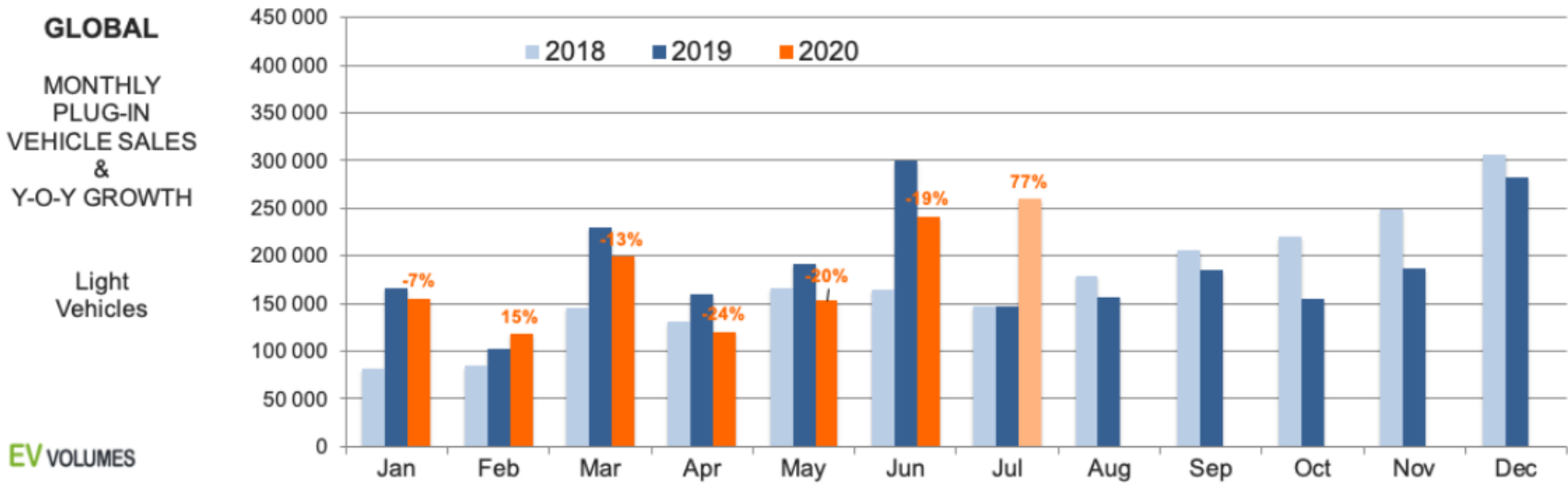
08 October 2020: Dorna Sports announce that Energica will remain the single motorcycle supplier to the FIM Enel MotoE™ World Cup until 2022, with a contract extension ensuring the Italian marque's cutting





Global passenger electric vehicle sales to rise to 6.2 million units by 2024, almost 3 times higher than 2019

Source: S&P Global Market Intelligence, July 2020



Source: EV Volumes, July 2020

Europe is the beacon of EV sales in 2020 with 57 % growth for H1, in a vehicle market which declined by 37%. The rapid increases of EV sales started in September 2019 and gained further momentum this year.

In USA, the sales of EVs followed the overall market trend.

EV Volumes, July 2020

In contrast with EV rise, “traditional” 2/4 wheels global brands continue to report a significant drop in sales worldwide for the first half of 2020.

- ✓ Electric car sales are expected to run better than the overall passenger car market, with EV sales this year to broadly match the 2.1 million sold in 2019. Source: International Energy Agency
- ✓ Investors are growing excited about the possibilities of EVs exploding over the next decade. Shares of Tesla nearly quadrupled this year. Smaller EV makers have done even better, seeing their stock prices rise fivefold. Source: Fortune
- 🚗 Tesla is "back on track" to deliver 500,000 cars this year despite the COVID-19 pandemic, and it could ultimately deliver 1 million units per year by 2023. In 2019, Tesla delivered approximately 367,500 vehicles, 50% more than the previous year. Source: Business Insider, July 2020



A booming market
+35% CAGR during 2019-2024

Global High-Performance Electric Motorcycle Market



Trends



Batteries weight decline key to sales pick-up. Energica MY2020 5% lighter



E-scooters and e-bikes key part of the micro-mobility rise.



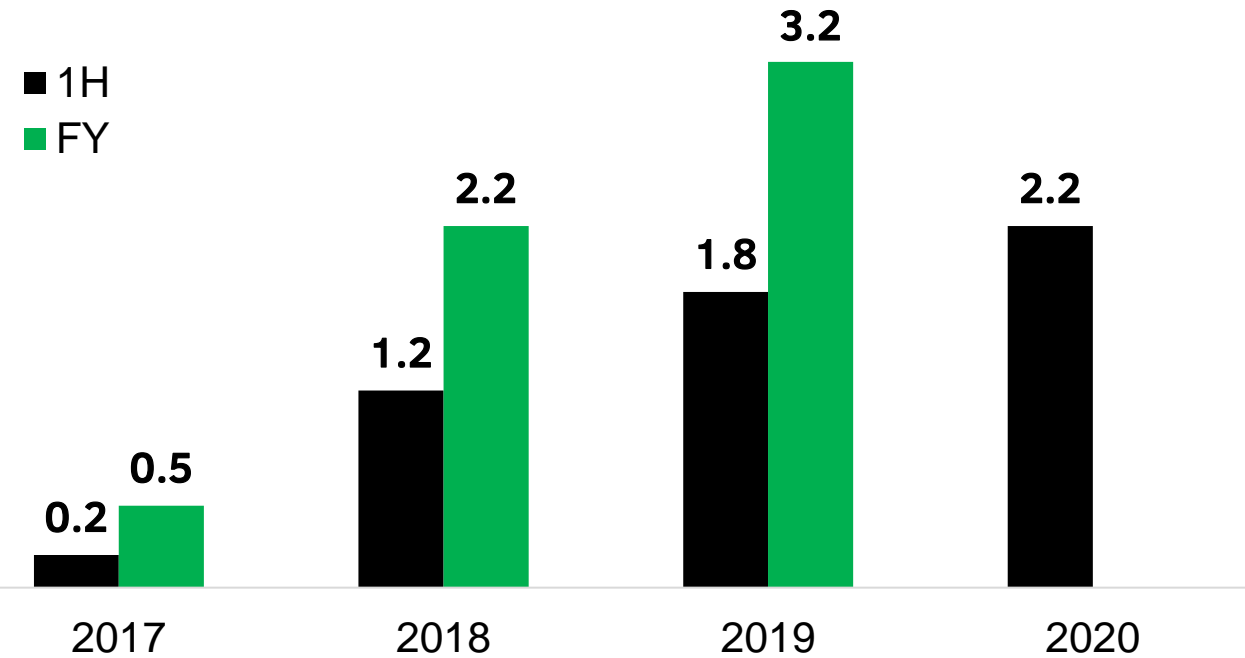
7,084 electric motorcycles and 24.691 moped registered in EU in 1H2020, +47% increase (ACEM reports)

Source: Technavio, May 2020

Financials and Business Plan 2020-2022 Guidelines



Sales (€m) 2017-2020



FY 2019: Sales stood at €3.2 m +47% compared to 2018 (€2.2 m, already 4 times higher than 2017 €0.5 m)

1H 2020

- **Order book:** €3.7 m, equal to 165% of the total motorcycle sales in FY 2019
- Energica signed an alternative growth path with Negma Group on April 15th for the subscription of a capital increase of €500 k and a convertible bond, up to €7 m.

First 8 Months 2020

- **Order book:** €4.3m, equal to 190% of the total motorcycle sales in FY 2019
- **Bikes deliveries:** production has increased its pace and the company delivered more than 78% of the units commissioned (compared to the 23% of deliveries on April 30th, 2020).

Recent Events

- New commercial agreements
- Registered the trademark in Japan
- The VCU (Vehicle Control Unit) exceeds the technical examination for obtaining the patent in China
- Factoring agreement with General Finance to finance the dealer network
- Commercial agreement with Cooltra Motos Italia for the short and long term rental service
- New agreement to be the single manufacturer for MotoE™ until 2022

Business Plan 2020-2022 Guidelines

On January 16th, 2020 (before the COVID-19 pandemic period), Energica approved the 2020-2022 Business Plan :

2020 Sales

+100% only bike revenues
vs FY2019

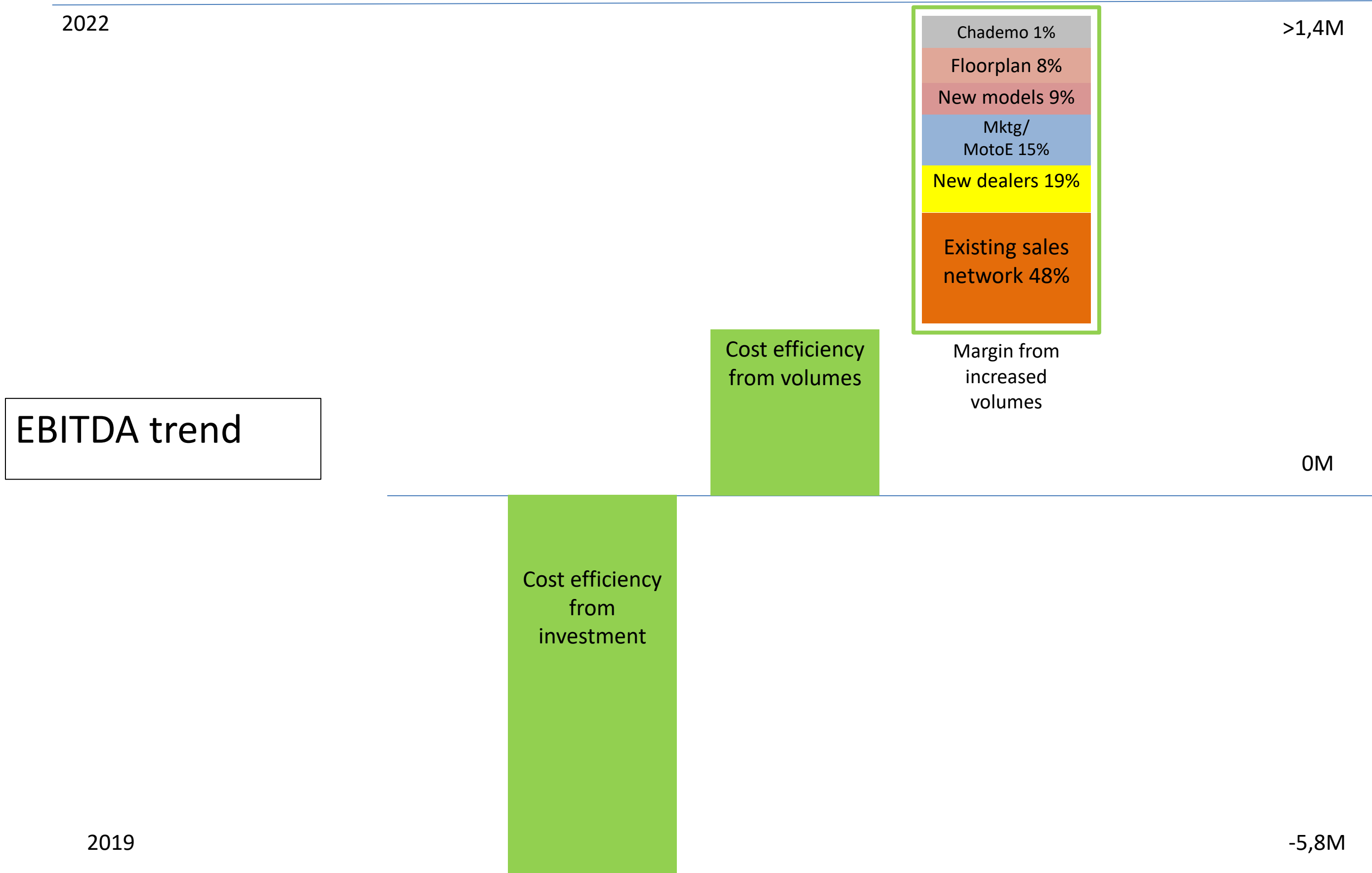
2022 Sales

> €20 m

2022 EBITDA

Achievement
positive EBITDA

EBITDA Trend: 2019 – 2022



Clear Strategy to Unlock the Next Phase of Growth



Sales Network



- Selective extension of sales network
- Financial schemes to support dealers and distributors
- E-commerce

Operations



- Automation of production lines to support sales and drive cost efficiencies
- IT and tooling investments for logistics and supply chain
- New warehouse

R&D



- Competitive advantage through R&D on core technology to keep leading the way
- MotoE as driver for product innovation
- Continuous improvement of manufacturing technology to decrease bill of materials cost and grow margins

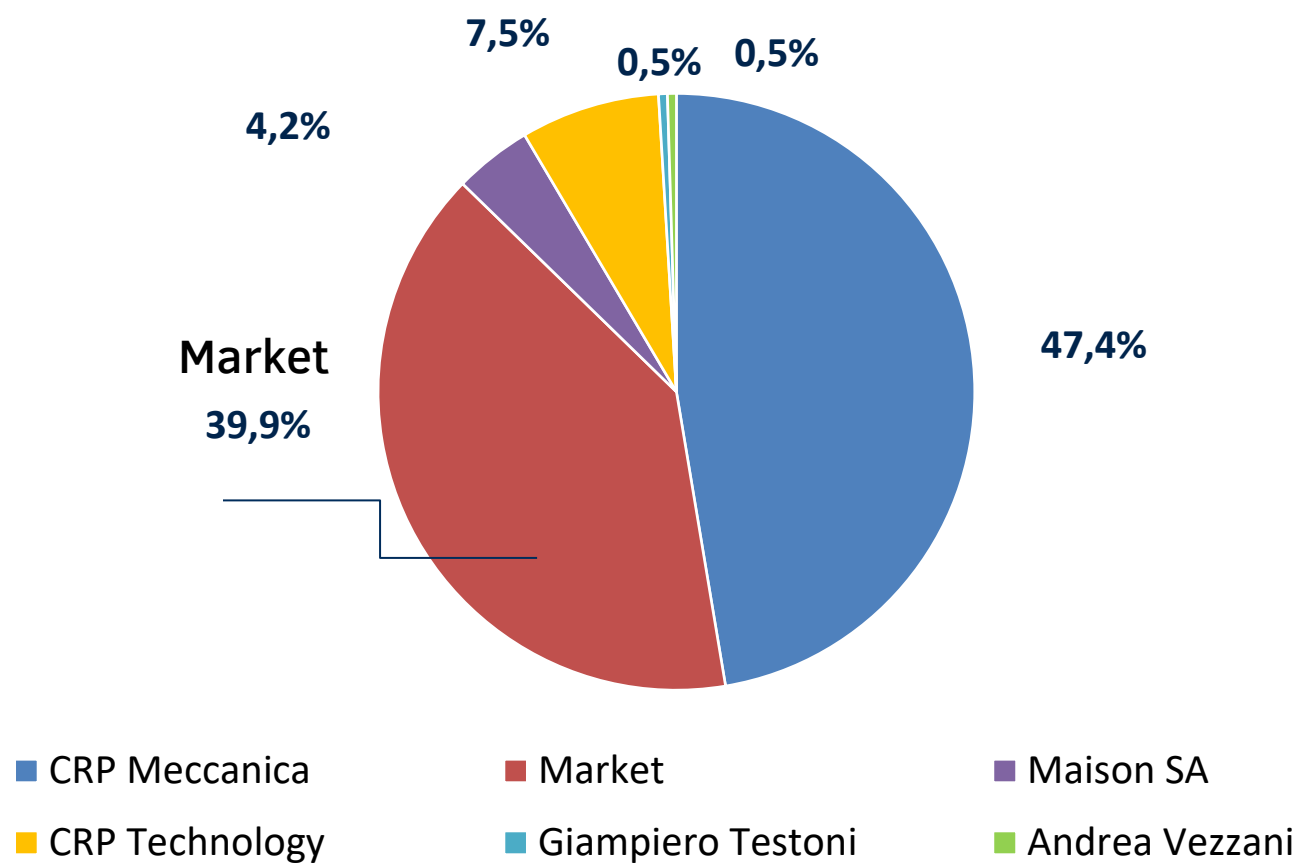
Ecosystem



- CRM, customers engagement, social media
- Strategic partnerships with companies engaged in the developments of smart and green technology for electric vehicles



Shareholding Structure



Board of Directors

- Ing. Franco Cevolini**
Chairman

Dott. Giampiero Testoni
Executive Director
- Ing. Livia Cevolini**
CEO

Dott. Andrea Vezzani
Executive Director
- Dott. Gian Carlo Minardi**
Independent Director

Management Team

Chairman
Franco Cevolini

- Chairman of **Energica Motor** and Board of Directors Member of **CRP Holding subsidiaries**
- **~25y** experience at high demanding manufacturing industry (special alloys and additive manufacturing)

CEO
Livia Cevolini

- **CEO of Energica Motor** and head of the Energica project since 2009, previously head of **Marketing & Sales** of **CRP Holding**
- More than 10 years experience at high demanding manufacturing industry


CFO
Andrea Vezzani

- **CFO of Energica Motor** since 2006
- Previously **Financial Controller** at **McDonald's Development Italy Inc.** and **Think3**
- **~5** years experience as **Financial and Management Controller** for companies in the retail industry

CTO
Giampiero Testoni

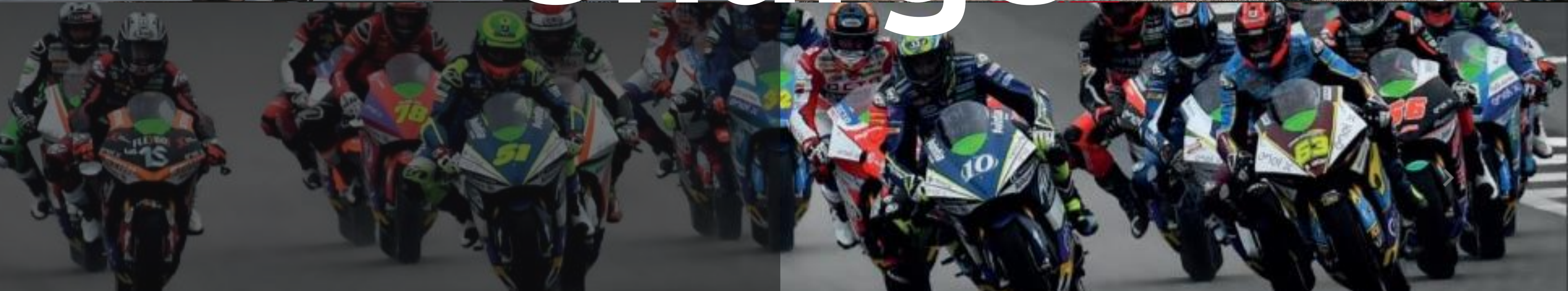
- **CTO at Energica Motor** since 2010
- Over **20 years** experience in motorcycling. He contributed to registration of all **Energica patents**
- Previously **Racing Department Manager** at **CRP Racing**

FIM Enel MotoE™ World Cup



ENERGICA

SINGLE
MANUFACTURER



Lead the Charge