

Lead the Charge



ENERGICA





Activity

- **Italian Manufacturer of High Performing Electric Motorcycles and system integration for electric vehicles**
- **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



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.

November 2020



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**



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



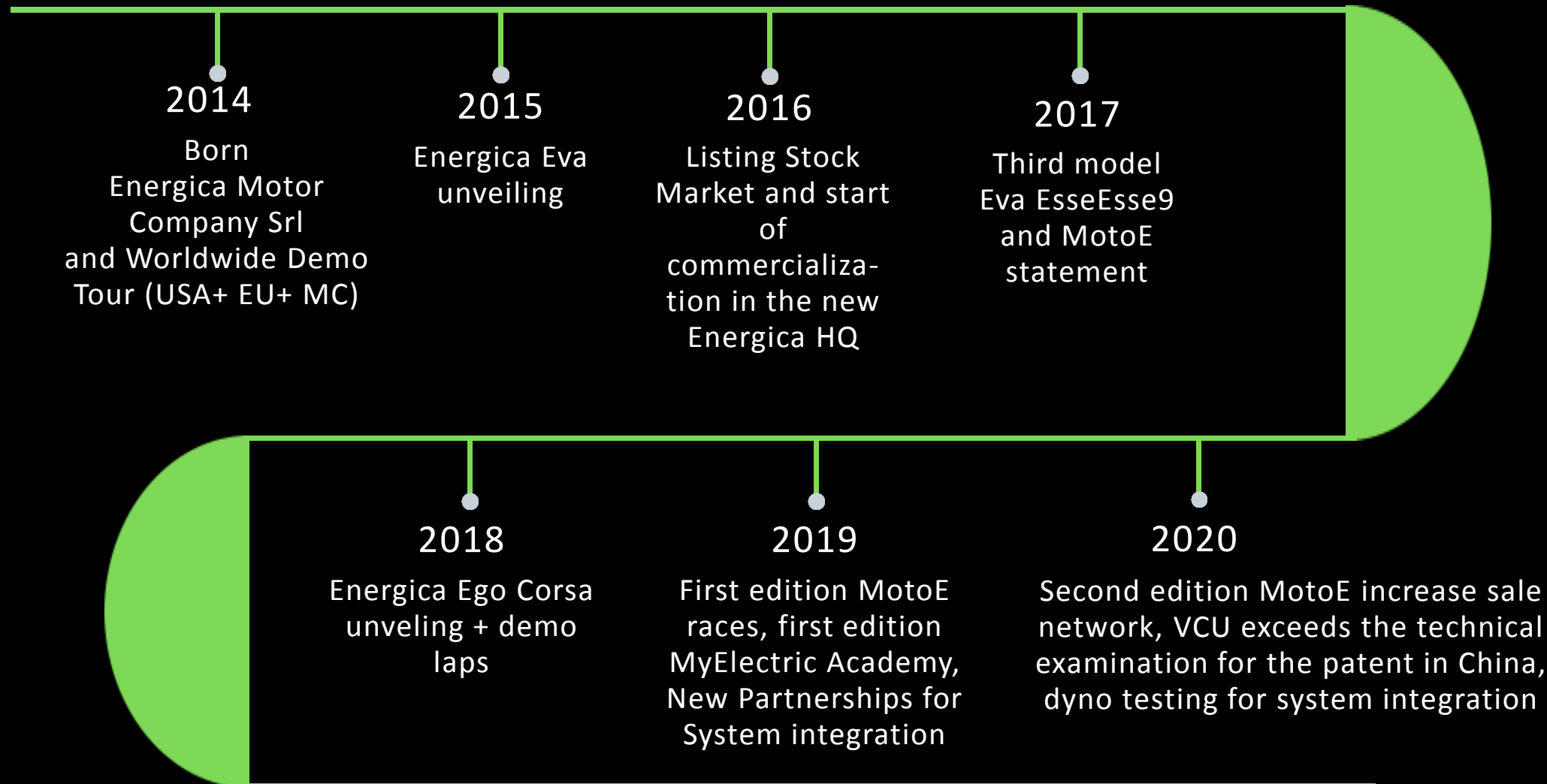
R&D

- **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**.
- **SYSTEM INTEGRATION add-ons:**
 - ✓ **E-POWER:** new **Power Unit** for **small-size** (4/11kW) and **medium size** (up to 30 kW) motors
 - ✓ **Boats, vehicle to grid, and more**



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
- **November 12th order book:** c. 2.5x the entire 2019 order book in terms of units, for a value of more than €5m
- **Outlook FY 2020 Sales:** c. €6m, equal to 187% of the total sales in FY 2019



*“Born in the **Italian Motor Valley** to be the **world leader of High Performing Electric Motorcycles and more** 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**
- **All solutions under testing for system integration in other markets**

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; **2,5 + milion** people engagement on social media; **24+ 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

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

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)

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.

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

RIDE-BY-WIRE

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

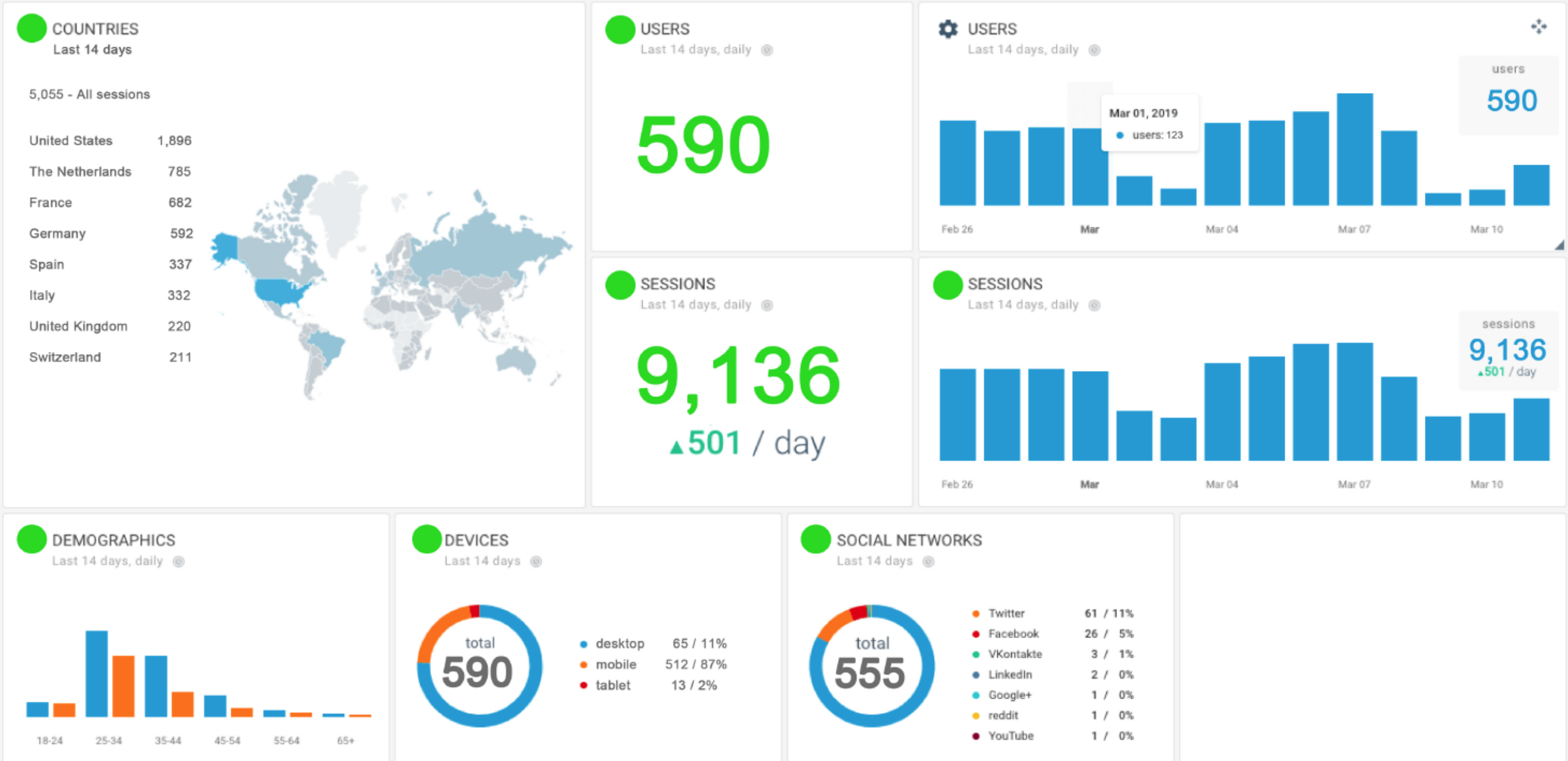
eABS **PATENTED**
Energica e-ABS

ENERGICA CONNECTED RIDE

New long range connectivity developed with Octo
Telematics

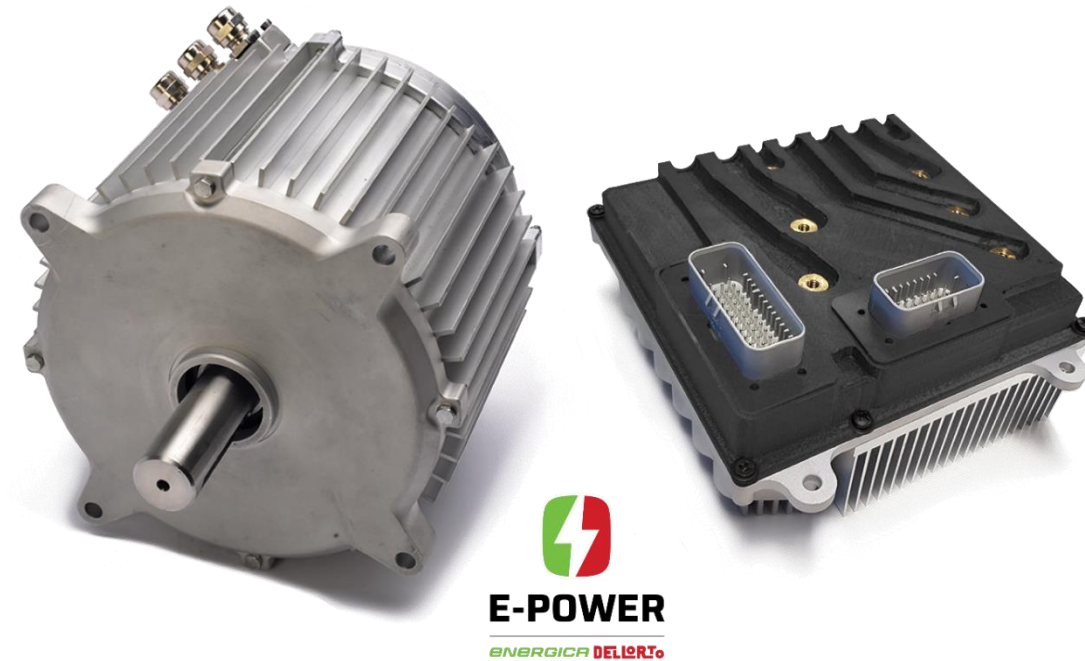


In order to keeping the state-of-the-art innovation, our technical dept is working on big data technologies that will allow Energica engineers to be updated on vehicles status



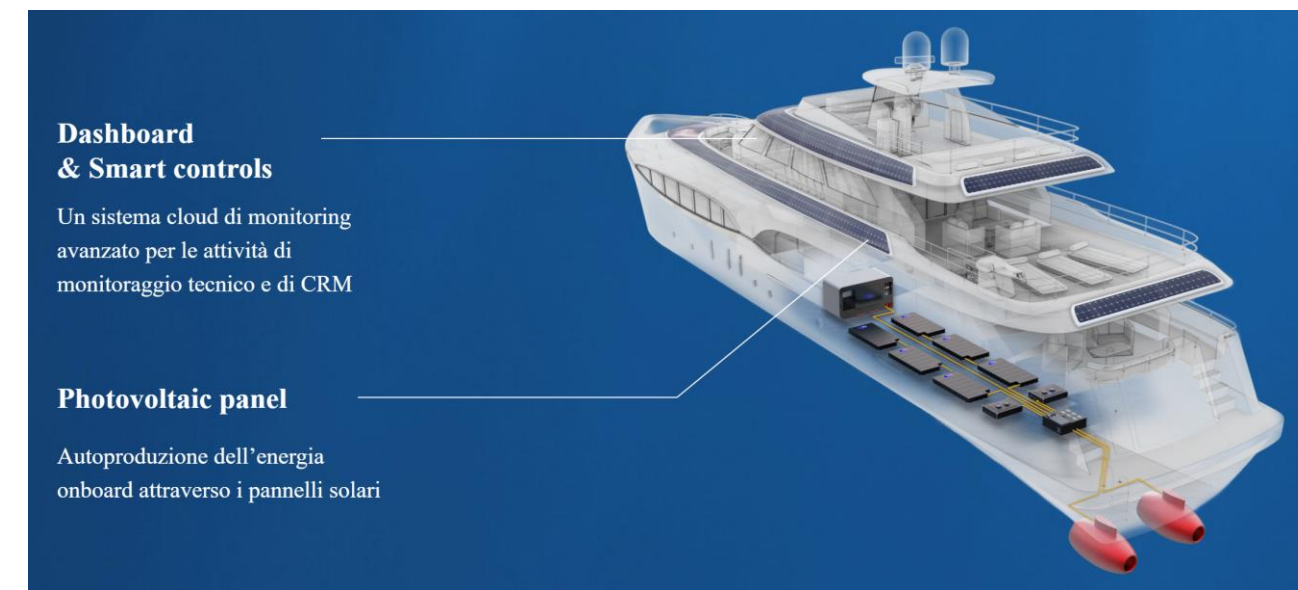
Small size 2 wheelers mass production

- Dell'Orto partnership to develop and produce powertrains for scooters and mopeds with power range from 4kW to 12 kW.
- Systems will include Inverter, Vcu, DCDC converter and swappable battery.



Boats

- Support to Sealence startup in system integration for boats.
- Sealence is developing the electric jet DeepSpeed, the most advanced and efficient propulsion in the naval sector
- Energica experience will boost up the development also in the marine field.
- In cooperation with University of Padova, University of Parma, University of Modena and University of Milano.



Other applications (under analysis)

- Helicopters and aircrafts with italian leading company
- Second life battery charging system for sharing scooters
- Vehicle to grid/to appliance for emergency recovery plans (easy video for easy understading of complex events)
- Support to customize small productions (customization of petrol motorbikes, trikes, sidecars, dune buggies, karts...)

E-Power small 2 wheelers more in depth



Development and production of mechatronic solutions applied to propulsion systems on industrial scale. Product portfolio includes automotive components and engine management systems for motorcycles.

VCU – Vehicle Control Unit

- 2 riding modes
- Ride-by-wire management
- Coasting engine brake setting
- Extra engine brake setting
- Reverse mode
- Traction control
- Speed limiter option



DELLORTO

OCTO

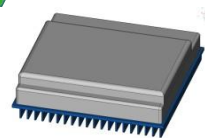


ENERGICA

UNIMORE

Inverter unit

Conversion from battery DC to motor AC current 48V system Light and compact Eventual integration with the electric motor



For over 10 years engaged in electric propulsion on 2-wheel high performance vehicles (competition and road). In 2019-2021 Energica will be the exclusive supplier for the new FIM Enel World Cup, providing 18 motorcycles



- Scalable from 3kW to 6kW
- 48V system
- Light and compact

Leader in connected vehicle solutions for the Insurance, Fleet, Car Sharing, Automotive market. Operates worldwide as a Telematics Service Provider with end-to-end smart mobility solutions based on IoT technologies and Advanced analytics.

Telematics on Chip

- Bluetooth and NFC connectivity
- Sharing app (vehicle lock/unlock, positioning, driving data)
- Diagnosis app (powertrain and battery status)



Video ADAS Front: <https://youtu.be/9mFGLWkQu7E>

Video ADAS Rear: https://youtu.be/hBv5-5_BYkU

ADAS – Advanced Driver Assistance System

- Intelligent speed limiter
- Forward collision warning
- Blind spot detection



Proactive in technology transfer projects to national and international automotive companies, industrial automation and high-performance embedded systems.



Energica is working with Cellularline and Alascom on an innovative project that can be easily adapted to any electric vehicle

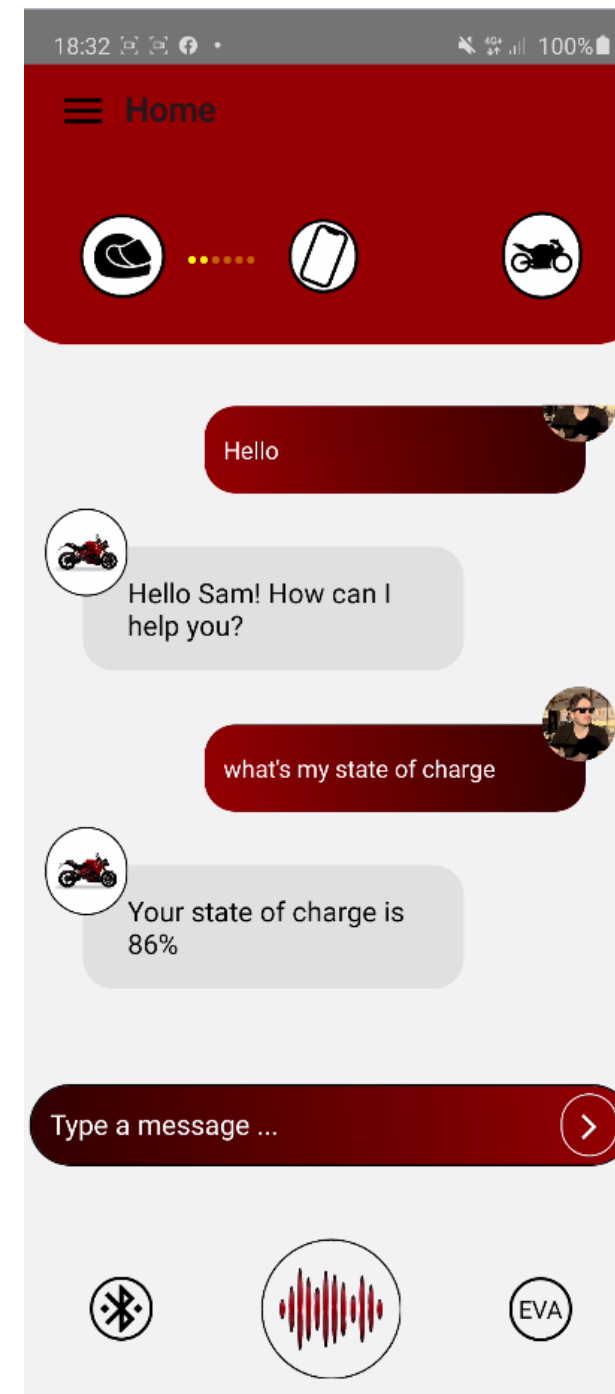


Cellularline is currently the leading European brand in the smartphone and tablet accessories market. Among its brands, Interphone, a communication device for motorcyclists.



Alascom has been operating for over 20 years in the ICT sector, with particular focus on telecommunication networks and IP technologies.

[video](#)



GOAL:

The project is aimed at developing a communication protocol between the Energica riders and Interphone products through the mobile phone.

The rider, through the Ok Google or Hey Siri function of his/her phone, can interact with the bike by asking for some information using the interphone.

The bike will reply by bluetooth and the rider will be able to hear it through the interphone.

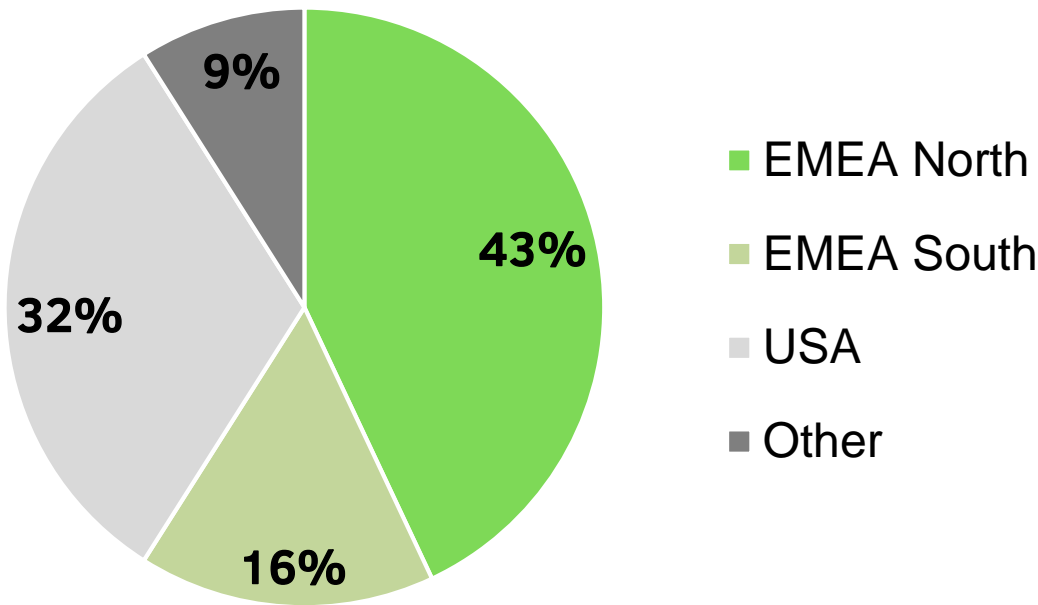


OVER 70 DEALERS AND IMPORTERS AROUND THE GLOBE

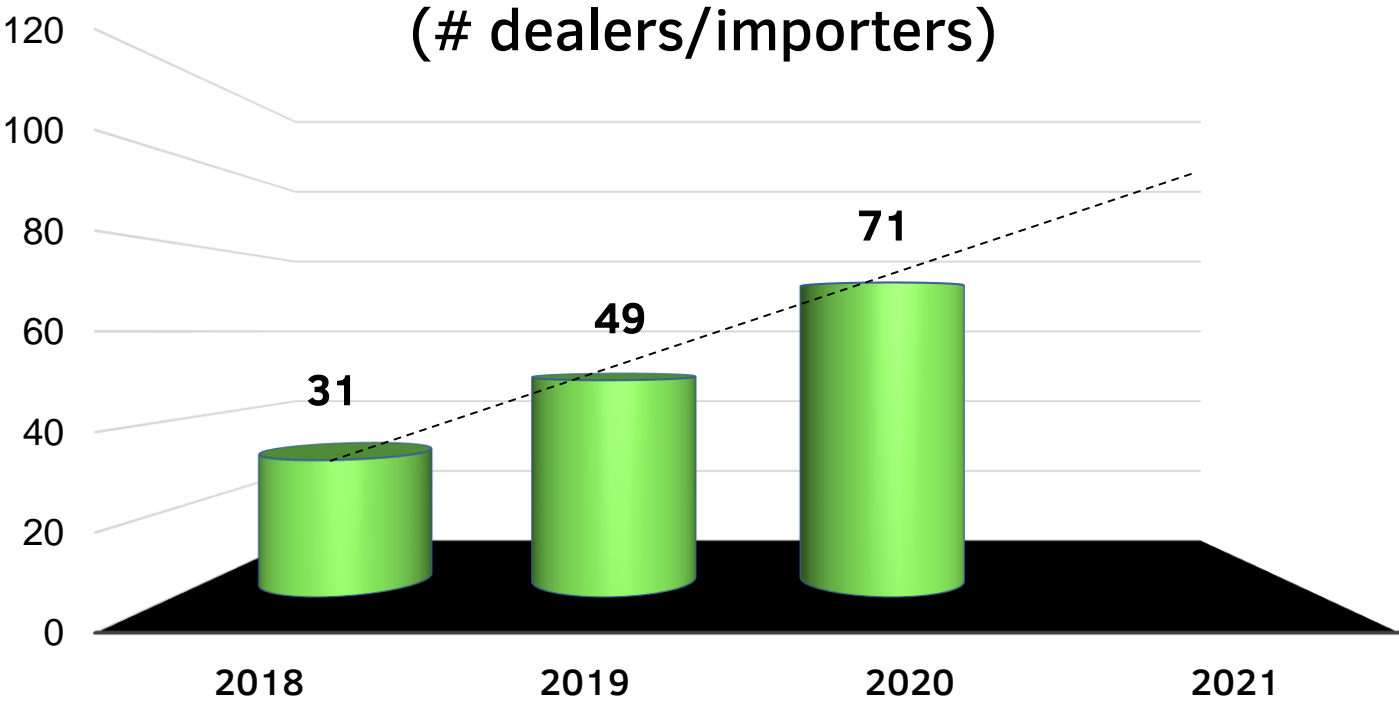
- +72% in the last 12 months
- 20 new commercial agreement in 2020
- 50 dealers/importers in EU
- 13 dealers in USA
- 8 importers ROW (Asia, Middle-East, Africa)
- Energica Motor Company Inc., U.S. subsidiary for Energica Motor Company S.p.A. goal is to further grow U.S. and Canadian dealers according to actual growth trend.
- Asian Expansion: new agreements signed with Hong Kong and Japan
- China market entry strategy: 3 years road-map when Chaoji protocol - the next-gen ultra-high-power DC charging - will be operational



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 vehicles - 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 thanks to position within Italian Motor Valley), 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



Ducati Panigale 1299

Horsepower = 175 HP @ 10,400 rpm
Torque = 94 lb. ft. @ 8,500 rpm**
MSRP = \$19,995
Range: 110 – 170 miles***

VS.



Energica EGO/EGO+

Horsepower = 150 HP @ 4,900–10,500 rpm
Torque = 148 lb. ft. @ 0–4,700 rpm
EGO MSRP = \$19,540 - EGO+ MSRP = \$23,870
Range: 112 – 250 miles

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+)

Ducati Panigale 1299

.11 cents per mile

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

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

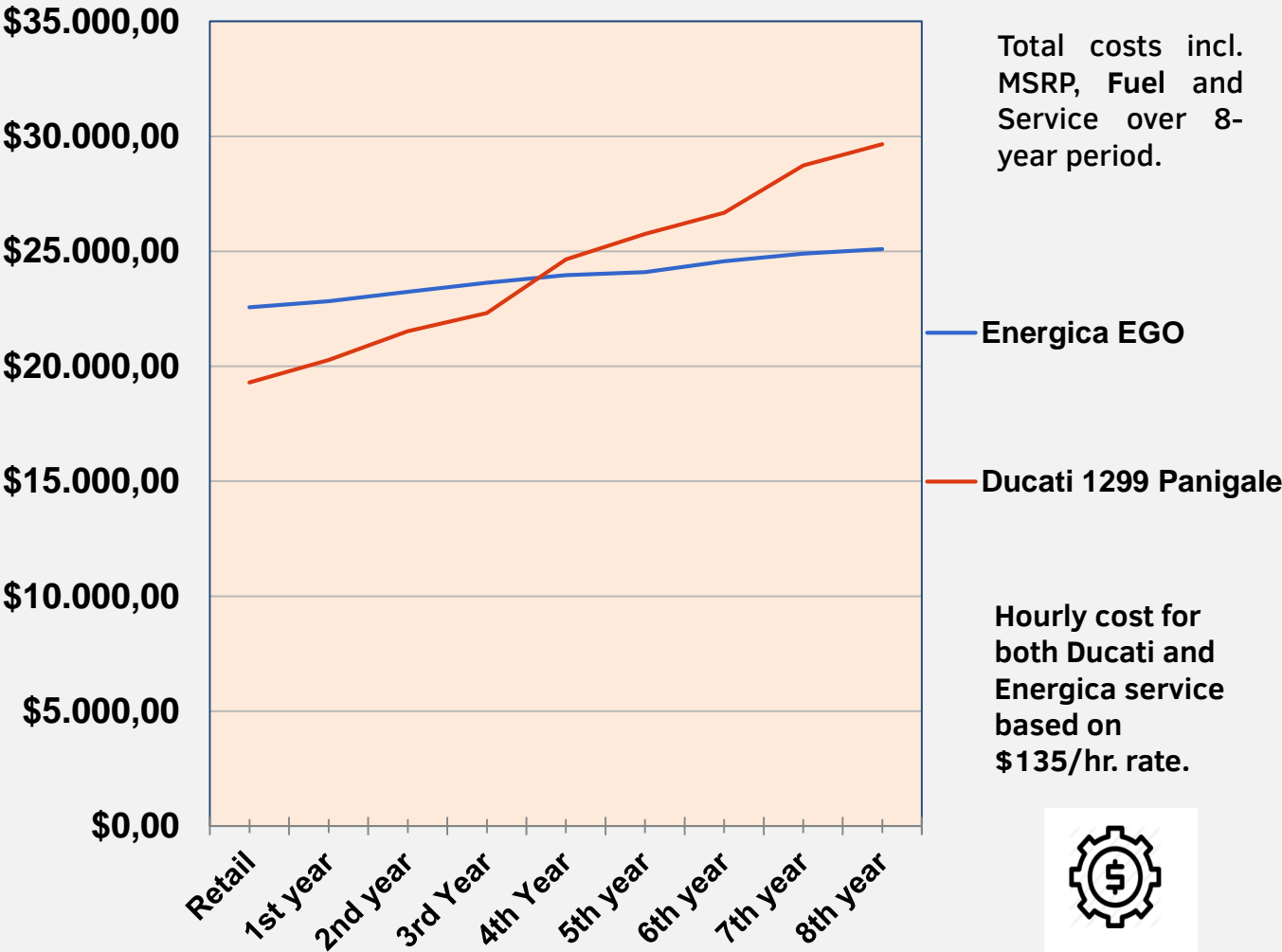
Energica EGO/EGO+

0.015 cents per mile

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

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

Energica EGO+ vs. Ducati 1299 Panigale



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

*** Source: insella.it (Unibeta srl)

Source: Company analysis



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
- **2,5 + million** people engagement on social media
- **24+ million** video views

Confirmed single manufacturer until 2022

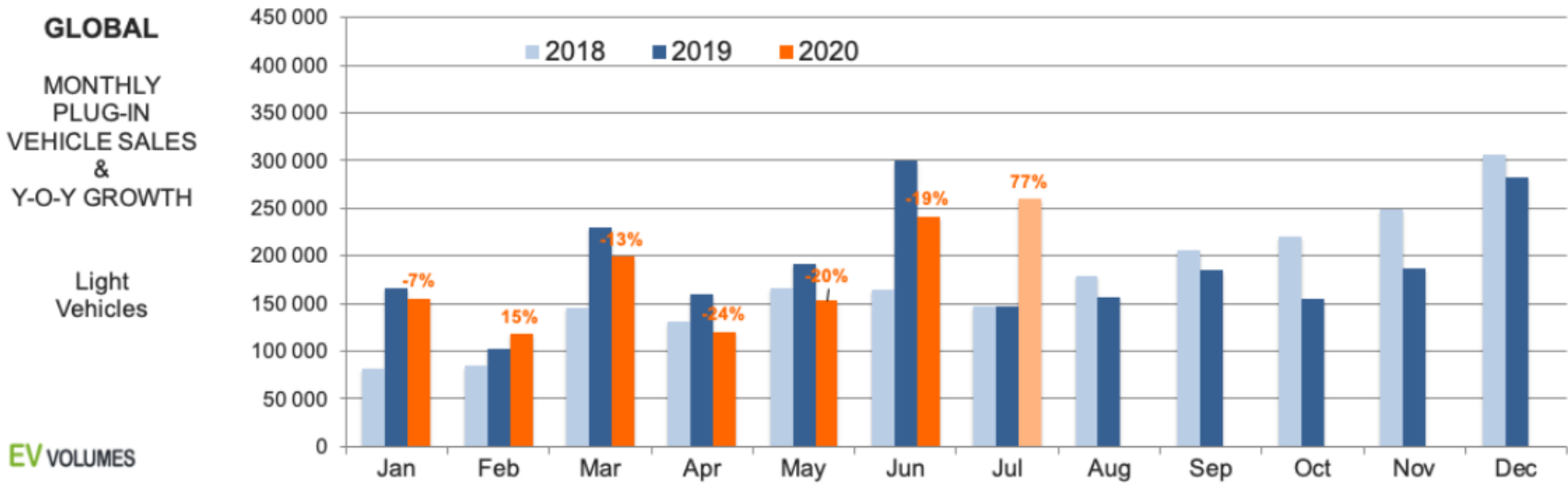
08 October 2020: Dorna Sports announce that Energica will remain the single motorcycle supplier to the FIM Enel MotoE™ World Cup until 2022, with a contract extension ensuring the Italian marque's cutting





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



OIL GIANT TOTAL ACQUIRES LONDON CHARGING NETWORK

Total acquired Source London from the French Bolloré Group,
which also operates electric car-sharing services

GOAL: to build a network of 150,000 charging stations in Europe by 2025



IONITY

Increasing number of charge station across Europe
+60 fast charging station only in Italy 2019-2020

IONITY

a joint venture between BMW, Ford, Mercedes and Volkswagen with Audi and Porsche
aims to build a network across the continent.



CHARGE
STATION

high power
350 KW



CREDIT CARD
PAYMENT

Easier to pay
without
subscription



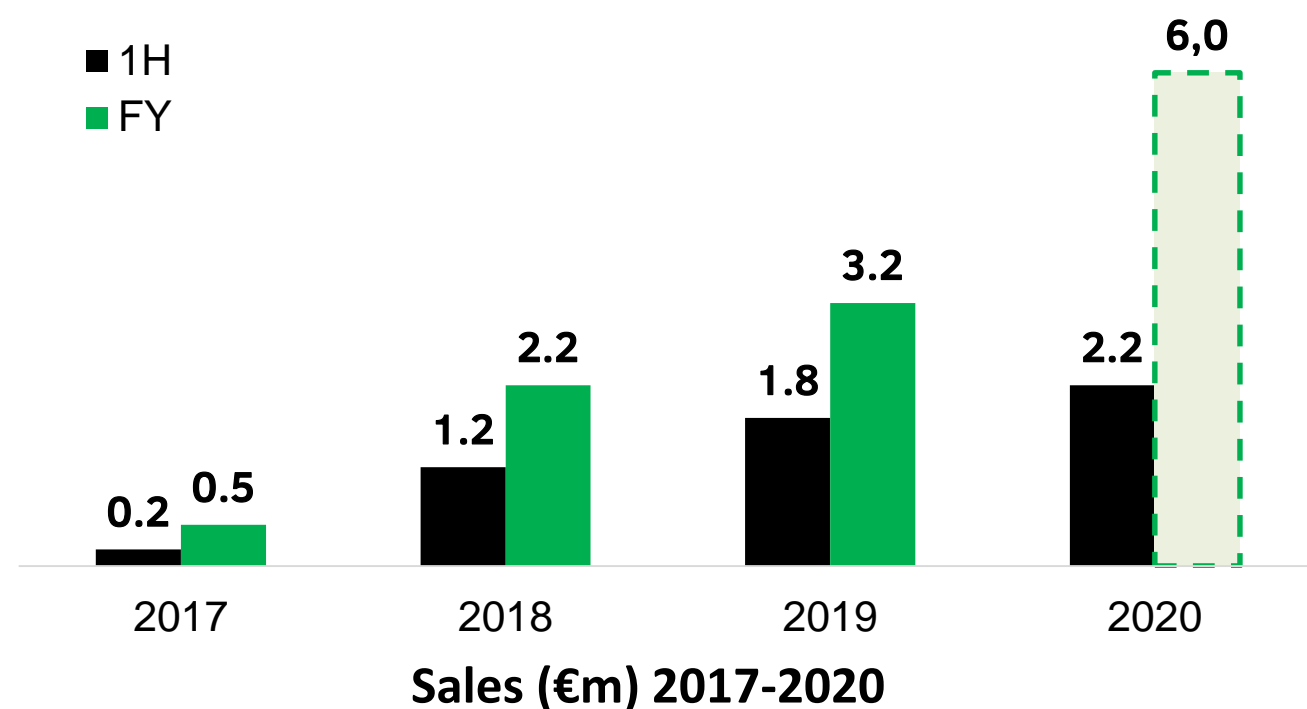
LESS TIME

Less time
for full charging

Financials and Business Plan 2020-2022 Guidelines – motorcycles only



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).

In FY 2020 expected sales of about €6m, +187% vs FY 2019.

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

- **Nov 12th order book update:** c. 2.5x the entire 2019 order book in terms of units, for a value of more than €5m
- **Outlook FY 2020 Sales:** c. €6m, equal to 187% of the total sales in FY 2019

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
- **Nov 12th order book update:** c. 2.5x the entire 2019 order book in terms of units, for a value of more than €5m
- **Outlook FY 2020 Sales:** c. €6m, equal to 187% of the total sales in FY 2019
- Investment plan for **production cost saving** thanks to significant growth of the portfolio – 2% saving from first 6 months of 2021 to more than 19% by the end of 2021

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**

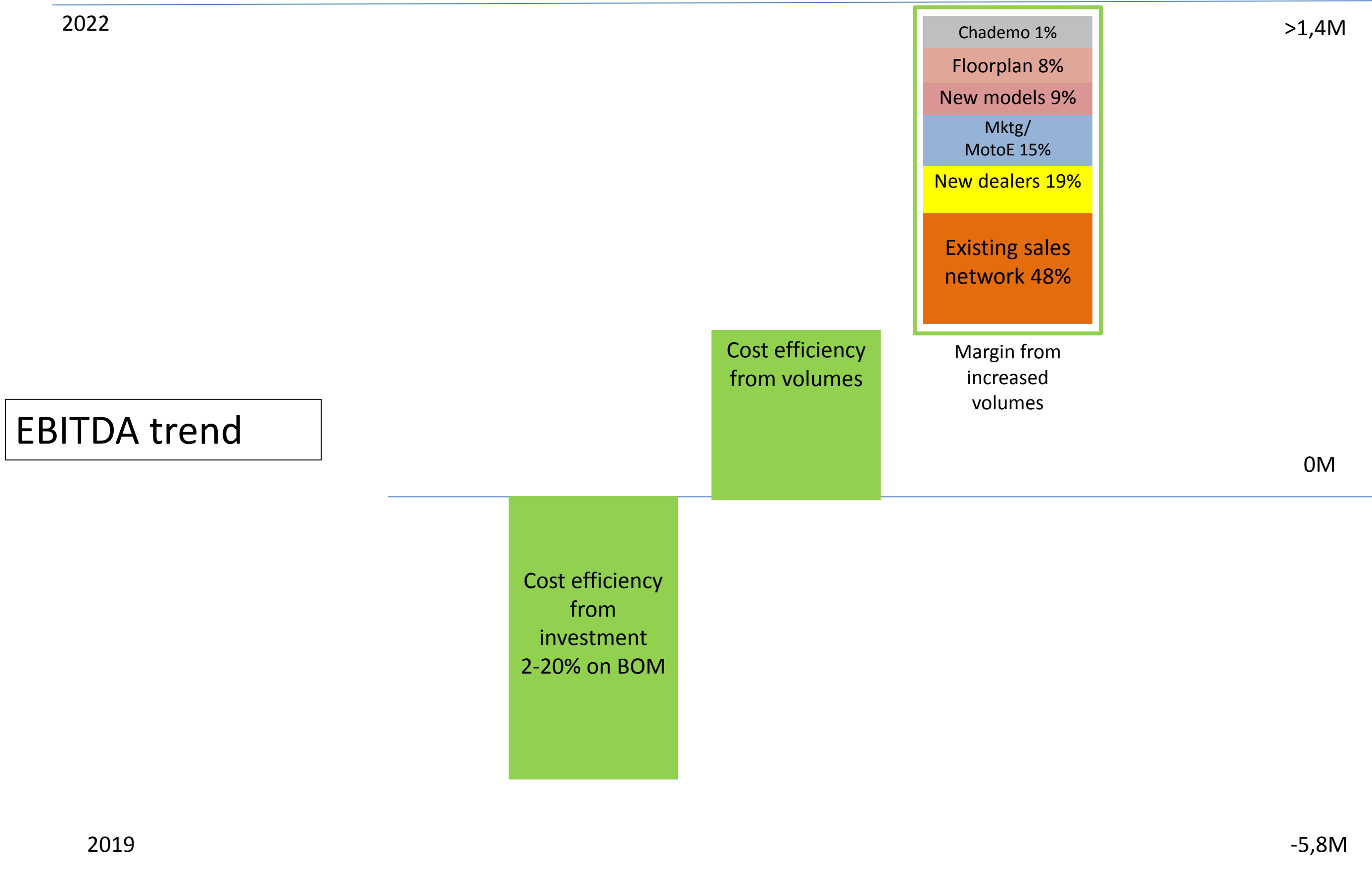
2022 Sales

> €20 m

2022 EBITDA

**Achievement
positive EBITDA**

EBITDA Trend: 2019 – 2022 motorcycles only





Sales Network

for motorcycles



- 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 for battery assembly, to be sold to third parties also
- IT and tooling investments for logistics and supply chain to reduce BOM and grow margin
- New warehouse
- Investment plan of € 2.2m (€1.9m to the R&D Dept.) to optimize production, technology and vehicles performances.

R&D



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

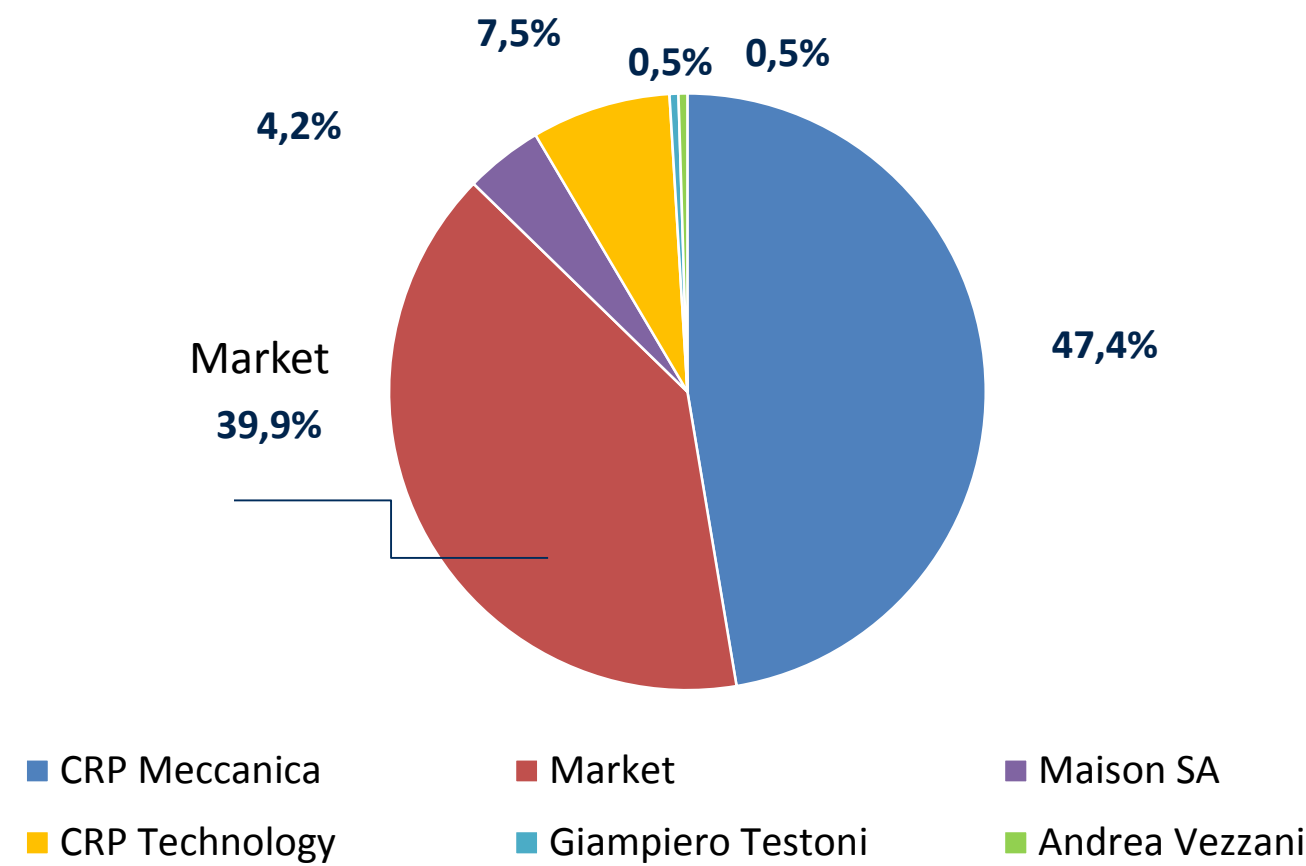
Ecosystem



- 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

