

Investors' Corner

Citiplace, Perth
for ASA, February 2023
Convenor: Mark Dixon

Citiplace - Emergency Procedure

- ▶ If smoke is detected, or fire alarm is raised, follow exit signs
- ▶ Upon evacuating the building, meet at ***designated area***
- ▶ Do not use lift in an emergency

- ▶ **Designated area**
 - ▶ Turn right from the Citiplace Centre and proceed over the bridge to the pond area past the Art Gallery, if safe to do so.
 - ▶ Regroup there for head count if safe to do so.
 - ▶ If emergency personnel instruct differently then follow their directions.

Disclaimer

- ▶ The Australian Shareholders' Association (ASA) has provided the facilities for this meeting to provide general information about the ASA and to stimulate interest in financial markets.
- ▶ The ASA is not licensed to give financial advice.
- ▶ Presentations made here are not designed to provide any specific investment advice to any person present.
- ▶ The ASA does not accept any responsibility to inform you of any matter that subsequently comes to our notice that may affect any of the information discussed.
- ▶ Anyone wishing to act on any matter discussed should seek independent advice from a licensed financial adviser.

Agenda

- ▶ Intro - welcome, emergency procedure, disclaimer
- ▶ Investment news - ASA, ASX, conferences
- ▶ Peter Scales - technical analysis
- ▶ [Phil Taylor - property investment - not this month]
- ▶ Norm Hodgkinson - Vmoto
- ▶ David Brooke - gold & uranium
- ▶ Open discussion on financial news
- ▶ Close ~ 11:55 am

Investment News

ASA News

- ASA Virtual Investor Summit - <https://www.australianshareholders.com.au/> Click on events, then Virtual Investor Summit
- Please give ASA your proxy - <https://www.australianshareholders.com.au/your-proxy-counts>

ASX News

- Investor Day on Demand - <https://www2.asx.com.au/>
- ASX Options Masterclass 21-Feb-23

Finance News

- Aust Govt Treasury consultations: <https://treasury.gov.au/consultation>
- ASIC consultations - <https://asic.gov.au/regulatory-resources/find-a-document/consultation-papers/>

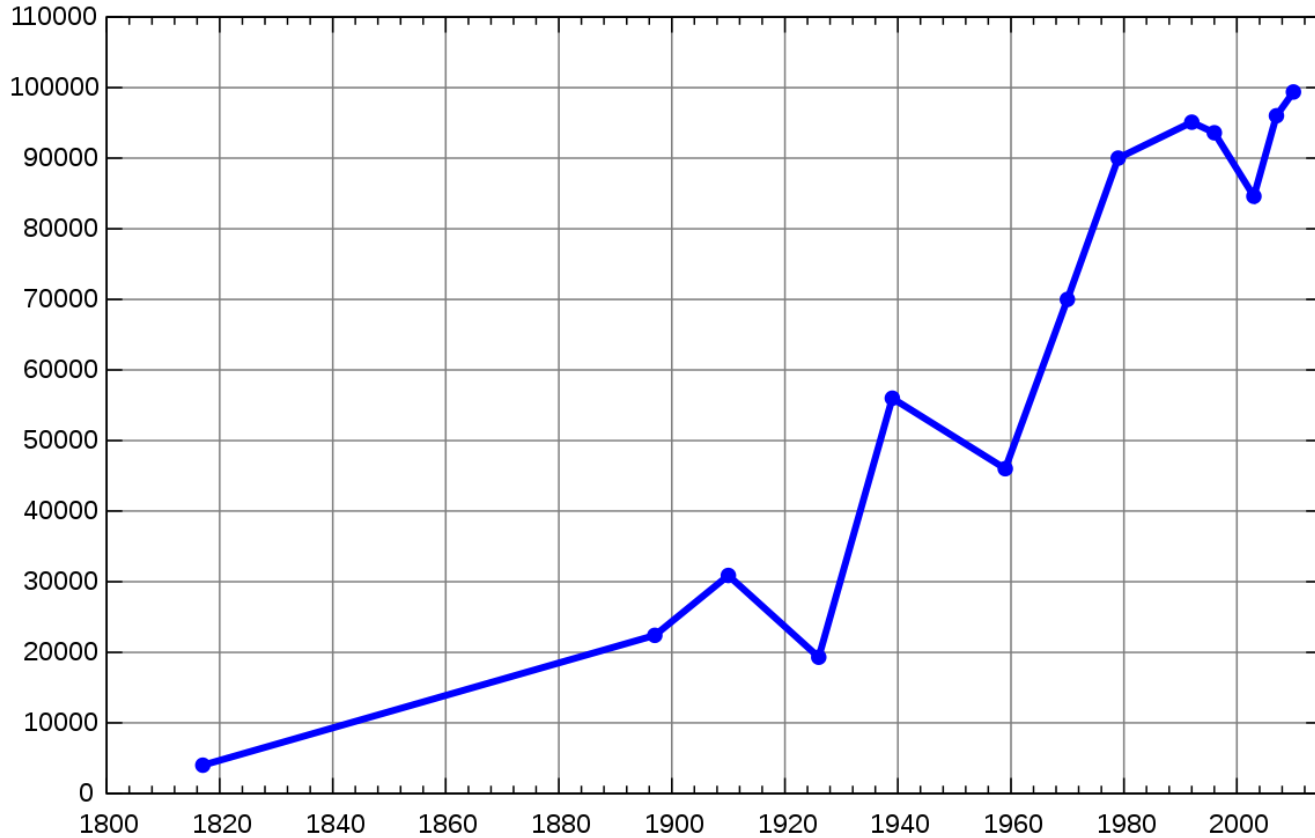
Exchange Traded Products

- LIC News - <https://www.firstlinks.com.au/article/lic-reports-and-updates>
- IIR LMI Update - I do not (yet) have access to this
- Bell Potter LIC Quarterly - <https://bellpotter.com.au/ideas/lic-quarterly/>
- Firstlinks LIC news: <https://www.firstlinks.com.au/article/lic-reports-and-updates>
- ETF reviews - <https://www.firstlinks.com.au/article/australian-etf-reviews>

Coming attractions

- ▶ ASA AGM - nominations for board, to Carol Limmer by 10 March 2023
- ▶ 15-17 March 2023, Australian Oil and Gas conference, Perth Convention and Exhibition Centre, www.expotobi.com/australian-oil-and-gas
- ▶ ASA Virtual Investors Forum - <https://www.australianshareholders.com.au/virtual-investment-forum>
- ▶ ASA wInvest - A group for women starting their financial journey
- ▶ ASA Investor Conference in 2023 - 11 & 12 May, 2023 - Sydney
- ▶ AGMs (source: ASA)
 - ▶ Technology One Limited (TNE) 22-Feb-23 QLD
 - ▶ Pental Group Limited (PDL) 28-Feb-23 NSW
 - ▶ Scentre Group (SCG) 5-Apr-23 NSW
 - ▶ TPG Telecom Limited (TPG) 4-May-23 NSW
- ▶ Ex-Dividend: AGL Energy Ltd (AGL), Ansell Ltd (ANN), Argo Investments Ltd (ARG), Computershare Ltd (CPU), Endeavour Group Ltd (EDV), Kelly Partners Group Holdings Ltd (KPG), Lendlease Group (LLC), Ryder Capital Ltd (RYD), SG Fleet Group Ltd (SGF), Zimplats Holdings Ltd (ZIM). (source: MarketIndex)

Peter's Technical Analysis





Phil's Property News



Norm's Vmoto

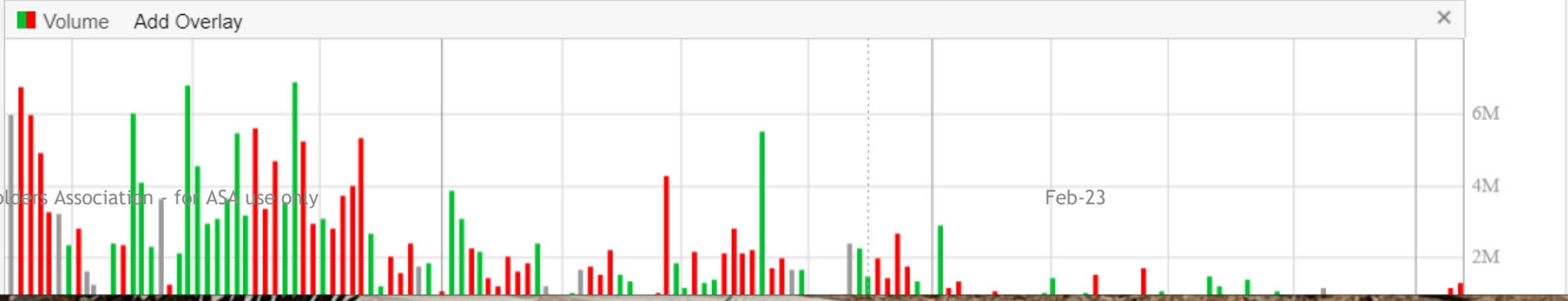
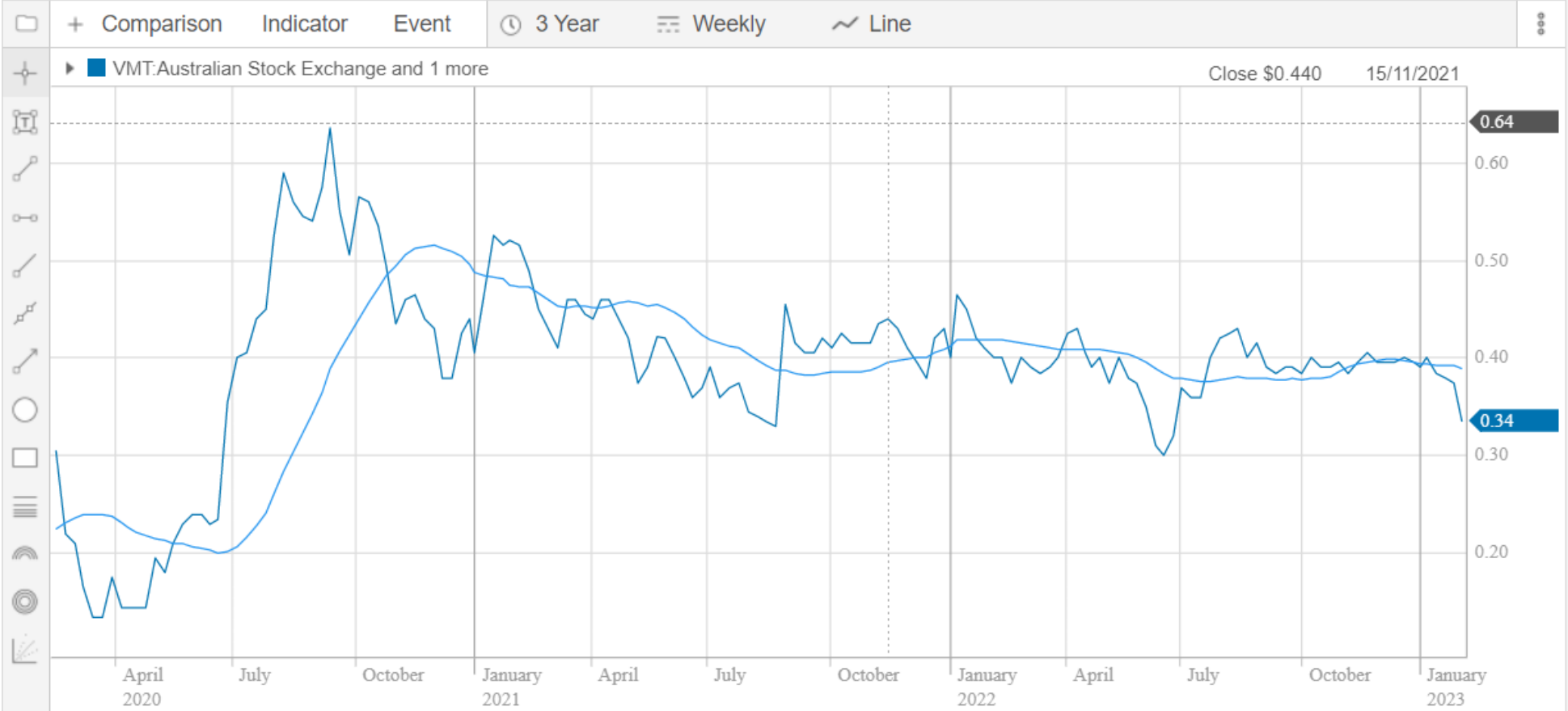
VMT:ASX \$0.335 (AUD) ▼\$0.005 (1.47%)

Buy

Sell

Search CommSec

Price chart



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VMOTO LIMITED

Gerry Pauley used to talk about an investment he had in a company which made shoes in China. The owner and the person who ran the AGM in Perth was an older woman. He was generally the only person at the meetings and he got to know her quite well.

Similarly VMoto is a company registered in Australia and head office in Perth but making motor cycles in China, The managing director is Chinese and runs the company from China.

His name is Yiting (Charles) Chen. He has experience in the motor industry a degree in automotive engineering in China and a diploma in management in England. He holds 11% of the shares having bought 2% in October.

he bought the original company in 2000 the name was changed to VMoto in 2011.

The company is different from most of my present portfolio in that it has held its price in the last year along with CSL.

It is a start up and does not pay dividends but has enough cash to progress a big marketing campaign

The prime product now is electric motor cycles and scooters.

The target market up to now has been Europe particularly Italy.

Show promo.

The names of the management are mostly Chinese with a few English names.

VMOTO FIGURES

Last week the share price was 0.35c

Sudden drop was because a strategic partner-Green Mo in the Netherlands has got into difficulties. It has bought substantial quantities of bikes and parts for seven years. The outstanding debt is US\$2.7M. This is not expected to have a serious impact on V Moto.

Recommendation on Commsec is and has been for months-‘Strong buy’

	2018	2019	2020	2021	2022	2023	2024
Sales c/share	9	20	24	30			
Cash flow c/s	0	1	2	1			
Capex c/sh	0	0	0	0			
Earnings c/sh		15	25	32	42	56	
EPS c /s					-17		
Long Term Debt	0.28M						
Capitalisation	120M						
Net Interest Cover		-51.50					
Net Gearing		-40%					
Return on Equity	17						
Return on Capital		17					
Net Cash		\$28M					
Director’s Share Holdings:-							
Yiting Chen		33M					
You How Teo	2M						
Echuan Zhou	12M						
Blair Sergent	10.14M	+14M options					

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International orders stand at 8000 units to be delivered in 1Q23.This excludes those due to Green Mo.

Vmoto 4Q22 Market Update

Highlights

- **7,771 units in total sold in 4Q22, bringing total unit sales for FY22 to 37,181 units (up 19% on FY21; up 58% on FY20)**
- **Record international unit sales for FY22 of 33,687 units (up 13% on FY21; up 57% on FY20)**
- **Continued positive operational cash flows for 4Q22**
- **Strong net cash position of A\$28 million, with no bank debt as at 31 December 2022**
- **Firm international orders of 8,046 units as at 31 December 2022, providing a solid sales runway for FY23**
- **New international distributors appointed, and ongoing discussions and samples shared with a number of potential new B2C and B2B customers**
- **Vmoto exhibited B2B products at the Parcel+Post Expo 2022 held in Frankfurt, Germany on 18-20 October 2022**
- **Vmoto exhibited new products and introduced new concept "Air Performance Design" in cooperation with Pininfarina to develop Vmoto future products at EICMA 2022 held in Milan, Italy on 7-11 November 2022**
- **Strategic technology and investment agreement signed with Charged Asia to fast-track growth in Indonesia, the third largest motorcycle market after India and China**

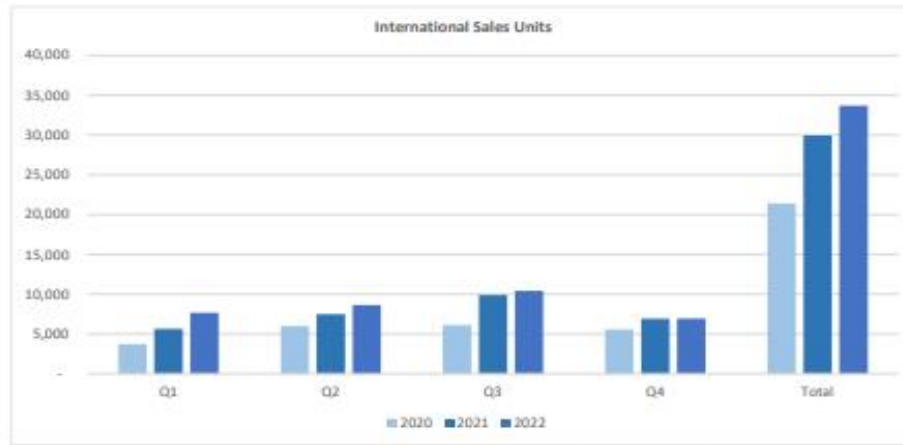
Global electric vehicle company **Vmoto Limited (ASX: VMT)** ("**Vmoto**", or the "**Company**") is pleased to provide an update on its activities for the quarter ended 31 December 2022 ("**4Q22**"), which again saw the Company generate solid operational and financial results, and places it on track to deliver a strong full year result.

4Q22 Sales Performance

During 4Q22, Vmoto sold a total of 7,771 units from its B2B and B2C product range, with more than 90% of these units being sold into international markets. Total international units sold in 4Q22 were 6,955, an increase of 13% from the prior corresponding period of 4Q21 and up 57% on 4Q20.

Sales figures from 4Q22 are in line with the Company's expectations and reflect general seasonal fluctuations, including the National Day holiday in China in October 2022. Despite the disruptions caused by both the COVID-19 pandemic and the Russo-Ukrainian War, Vmoto's manufacturing facility in Nanjing, China, remains fully operational with no material impact.

The chart below illustrates the Company's historic international unit sales, by quarter, for the current and previous financial years:



* Explanatory note: During FY22, the Company sold 5,000 sets of Complete Knock Down ("CKD") parts into the Indian market, which are not included in the above international sales unit graph.

Financial

The Company's balance sheet remains strong, with a closing cash position of A\$28 million as at 31 December 2022, with no bank debt.

Total cash generated from ordinary operations has increased by A\$9.4 million since the end of the last financial year, reflecting the continued strong and profitable performance of the business whilst providing the Company with the opportunity to pursue strategic growth initiatives to further consolidate its leading position in the electric motorcycle markets.



Photo: Vmoto's Stash model exhibited in EICMA 2022, held in Milan, Italy on 7-11 November 2022

Order Book

As at 31 December 2022, the Company had firm international orders for 8,046 units, which are expected to be delivered in 1Q23.

Pleasingly, the Company continued to secure new customers and receive new orders from its B2C and B2B customers, providing confidence in Vmoto's ability to continue to deliver both top and bottom-line growth.

As always, the Company continues to engage with a number of potential new customers and is implementing a number of strategies to actively pursue sales orders in new markets including Asia, South America, and the United States.

NEW 2023 COLOUR RANGE



Photo: New colour range of Vmoto's F01 model

International Distribution

In 4Q22, the Company signed and renewed distribution agreements with international distributors in Czech Republic, Greece, Slovakia, France, Moldova, Jamaica, and India covering the warehousing, distribution, and marketing of its B2C and B2B range of electric two-wheel vehicles.

Vmoto continues to supply samples to and/or is in discussions with a number of potential B2C and B2B distributors and customers around the world as the Company continues its strategic direction to become and remain a globally recognised brand and supplier of electric two-wheel vehicles. The outlook remains very positive given a number of the world governments intention to decarbonise their transport industry, which is being led by the electrification of motor vehicles and two-wheel vehicles alike.



Photo: Vmoto is the official electric scooter supplier of Ducati and Team Ducati Corse of MotoGP

2022 Parcel+Post Expo

During October 2022, Vmoto exhibited and participated in the Parcel+Post Expo 2022 held in Frankfurt, Germany. The Parcel+Post Expo is a leading global event for the world's parcel delivery, e-commerce logistics, and postal industries attracting an audience of 4,000+ industry leaders and decision makers from 100 countries. Vmoto received several enquiries from the attendees with significant interests being expressed for the Company's B2B range of products and its comprehensive B2B delivery solutions.



Photo: Vmoto exhibition at the Parcel+Post Expo 2022 held in Frankfurt, Germany on 18-20 October 2022

EICMA 2022

During November 2022, Vmoto exhibited and launched its new products and introduced a new futuristic concept "Air Performance Design" in cooperation with Pininfarina at the Esposizione Internazionale Ciclo Motociclo e Accessori 2022 ("EICMA 2022") motorcycle expo held in Milan, Italy. 130 exhibitors from around the world promoted their brands to the 473,000+ attendees with Vmoto receiving significant interest in its latest designs.



Photo: Vmoto exhibit at EICMA 2022



Photo: Crowds gather around Vmoto booth at EICMA 2022

Vmoto Launches New Electric Dirt Bike Products

The Vmoto dirt bikes are the Company's latest electric two-wheel vehicle products, offering both on road ("On-R") and off road ("Off-R") versions specifically designed to target B2C consumer groups for distribution internationally to consumers via the Company's distribution channels in over 65 countries around the world.

Extensive market research was undertaken during the design phase and the Company is confident of the success of the dirt bike range from commencement of commercial availability estimated in 2Q23.



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Photo: Vmoto launch new electric dirt bikes at EICMA 2022

New Project with Pininfarina

Vmoto successfully secured the opportunity to work with Pininfarina (one of the top design companies in the world) to design a futuristic concept bike for display in 2022 EICMA to enhance and empower Vmoto's design and product development capability.

Together Pininfarina and Vmoto launched the new concept "Air Performance Design", meaning that the Company's future electric motorcycles will be designed and developed taking "Air Performance" into consideration. Air performance has historically only been considered when designing supercars with Vmoto positioning itself to be the first electric motorcycle company to produce "Air Performance Design" electric motorcycle products.

Pininfarina S.p.A. is an Italian car design firm and coachbuilder, with headquarters in Cambiano, Turin, Italy. The company was founded by Battista "Pinin" Farina in 1930.



MotoGP Team Ducati Corse - Michele Pirro & Francesco Bagnaia

Vmoto, thanks to its important partnership with Team Ducati Corse MotoGP, had the honour of having its test rider Michele Pirro and the recent MotoGP world champion Francesco Bagnaia attending and promoting the Company and its products at EICMA 2022.



An estimated 18,000 attendees visited the Vmoto exhibition at EICMA 2022 with journalists, professionals, and the general public displaying significant interest in the Company's designs and products. The Company would like to thank the Vmoto team, distributors, and partners who organised and attended this important marketing event, resulting in the generation of numerous sales leads.



Photo: Vmoto team, distributors, and partners from around the world at EICMA 2022



Photo: Jorge Lorenzo, 5 times MotoGP World champion, supporting and promoting Vmoto at EICMA 2022

Charged Asia

On 6 December 2022, the Company announced that it had entered into a strategic technology and investment agreement with Charged Asia Pte Ltd ("**Charged Asia**"), which owns 100% of PT Industri Charged Mobilitas and PT Charged Tech Indonesia ("**Charged Indonesia**"), a scale up electric motorcycle technology company in Indonesia focused on providing sustainable mobility options and Electric Vehicle as-a-service (EVaaS) to Indonesian customers.

The Indonesian motorcycle industry is the third largest in the world after India and China, in which motorcycle are used for private as well as commercial purpose including ride-hailing and delivery services. Currently, more than 120 million motorcycles operate in Indonesia, of which a small portion are estimated to be electric motorcycles with the numbers of electric motorcycle continue to grow.

With Charged Asia operates in Indonesia, the third largest motorcycle market in the world capable of distributing between 5 million and 8 million new motorcycles every year, the Company is very excited about this new strategic relationship.

As part of the technology and investment agreement, Vmoto has agreed to invest up to USD3 million (approximately A\$4.5 million) ("**Subscription Price**") by way of credit offsets on batteries and electric vehicles supplied from Vmoto to Charged Asia or its subsidiaries over a 3-year period ("**Credit Period**"). In return, Vmoto will receive equity of 8% in Charged Asia, which currently has an investment valuation of USD38 million. Regardless of whether the available credit offsets are fully utilised during the Credit Period, upon the expiry of the Credit Period, the Subscription Price shall be deemed to have been satisfied in full by Vmoto.

In addition, Vmoto will act as core technology partner of Charged Indonesia, providing all necessary technical assistance to Charged Indonesia in relation to electric motorcycles products.



Photo: Charged Asia assemble and distribute Vmoto products in Indonesia

Corporate

On 19 December 2022, the Company issued 600,000 shares to Mr Charles Chen and 250,000 shares to Mr Ivan Teo on the vesting of 850,000 service rights.

Outlook

Vmoto continues to execute on its strategy of selling high performance and value for money electric motorcycles/mopeds into international markets and improving its brand recognition from sales of its premium high performance B2B and B2C products by continuing to expand its distribution network worldwide.

The Company has been actively pursuing and engaging with a number of potential new distributors, B2B customers and partners for distribution and cooperation opportunities to expand into the Asian, South American, and United States markets as follows:

- In addition to the strategic technology and investment agreement with Charged Asia, the Company has signed an exclusive distribution agreement with an Indian distributor and has also identified a number of strategic opportunities to integrate into other Asian markets such as Thailand;
- The Company is in discussions with a number of customers and partners in Brazil to assess the feasibility of local assembly facilities, which will significantly reduce production costs and fast-track the growth with the distribution of Vmoto products into the South American markets; and
- The Company has appointed a distributor in the United States with orders anticipated to increase in FY23 as a result.

Vmoto has been working with C Creative and Pininfarina to develop iconic, high-performance electric motorcycles with the intention of designing original products to extend the Company's reach and appeal to a broader spectrum of electric vehicle users. In addition to the range of electric motorcycles, the Company is also developing battery swapping stations with the aim of increasing its revenue stream and becoming known as an international new energy e-mobility solution provider.

The Company continues to commit to and realise its mission of creating a feeling of excitement and joy for Vmoto zero emission¹ electric motorcycle riders, to advance the electric motorcycle industry globally through uncompromising quality and the highest level of customer service, to pave the future through constant innovation, and to mitigate the risks of climate change and to preserve the environment for future generations.

-ENDS-

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

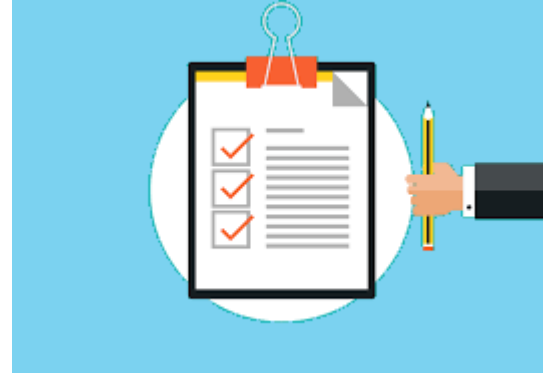
For further information, please contact

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David's Materials

Survey



- ▶ How would you like to see our group going forward?
 - ▶ Each group is unique and we *do not* need to become like the others.
 - ▶ For each segment in the current program, what do you like? And, what could be improved?
 - ▶ Your offers to lead new segments are particularly welcome.
- ▶ I will send a survey link.

Your recent observations

- ▶ What has interested you in the financial press recently?



Close

- ▶ **Next meeting:** Thursday, 16th March 10 am, Citiplace.