PIERER MOBILITY AG



THE LEADING EUROPEAN POWERED TWO-WHEELER COMPANY.

COMPANY PRESENTATION Half Year 2020



READY TO RACE



PURITY PERFORMANCE

Husqvarna[®]

COOL RIDING



SIMPLE PROGRESSIVE SWEDISH ROOTS



GET ON THE GAS!



VIBRANT & INVITING SPANISH ROOTS



R RAYMON BICYCLES



GERMAN PERFORMANCE BIKES





The Leading European Powered Two-Wheeler Group





Highlights Half Year 2020

Continuation of strong growth and market share gains



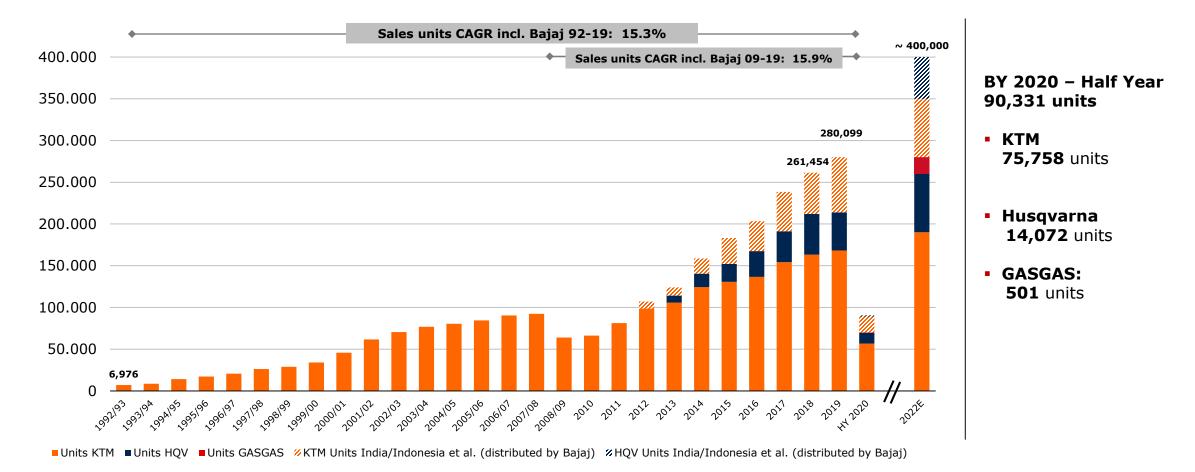






Twenty-eight years of successful track record

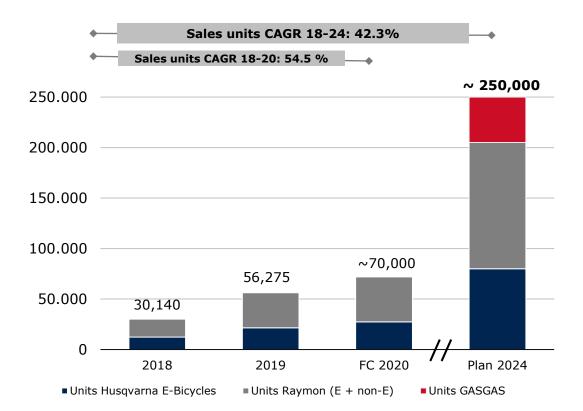
Sales units Motorcycles





Husqvarna / R Raymon / GASGAS

Sales units E-Bicycles



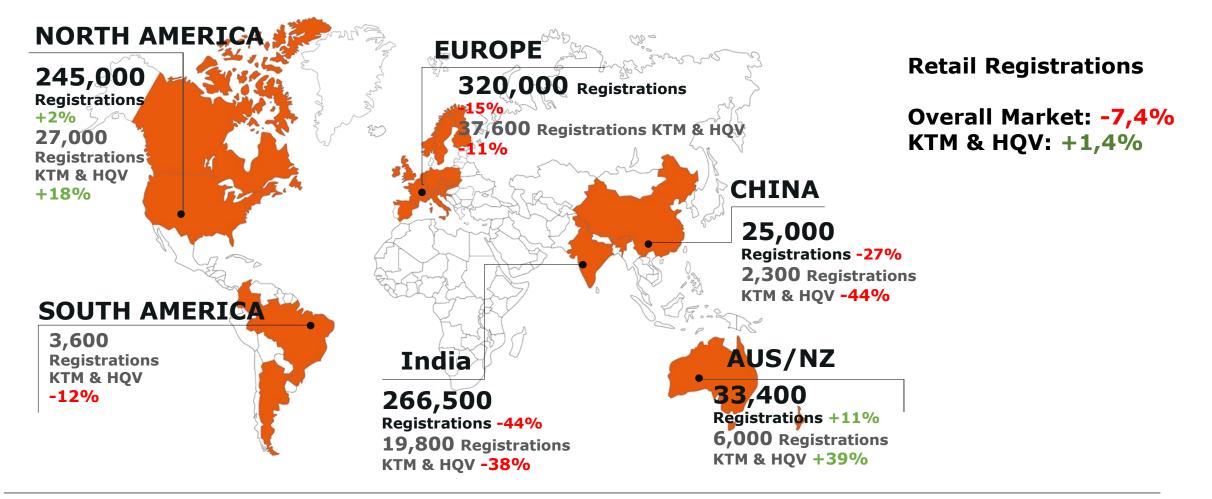






Retail Registrations - Half-Year 2020 (COVID Lock-Down)

Relevant Market Environment Motorcycles > 120cc

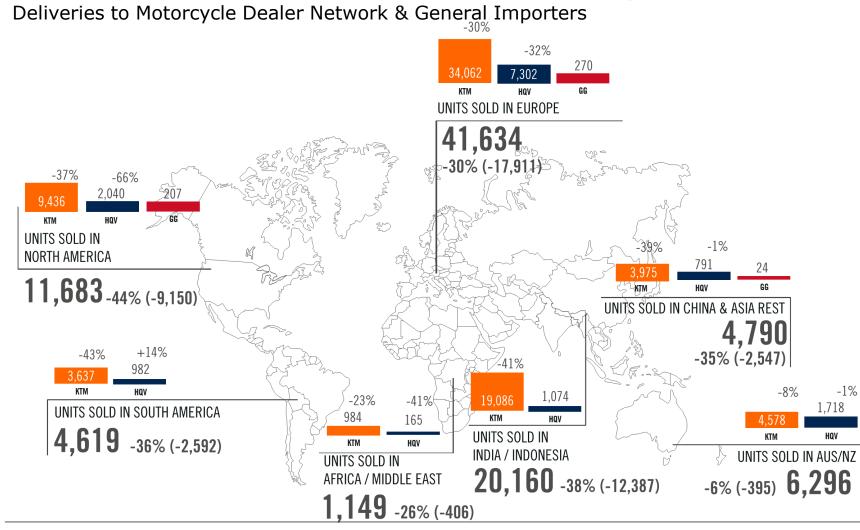


Source: PIERER Mobility AG | Europe DE, FR, IT, UK, ES, SE, BE, NL, AT, CH, FI, DN, NO): national data providers (w/o MX) | US: MIC (incl. MX) | CA: MMIC (incl. MX) Oceania AU, NZ: ERG (incl. MX) AR: CAFAM; BR: Abraciclo; CO: RUNT; IN: Bajaj Market Intelligence (S2 + S3 segment); CN: Importer premium motorcycle market Note: Calculations are Registrations Jan - Jun cumulated | Motorcycles >120cc (excl. ATVs, electric motorcycles and scooters), **no P&L impact**

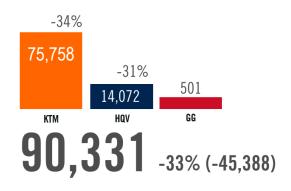




Motorcycle Wholesales - Half-Year 2020 (COVID Lock-Down)



Units sold H1 2020

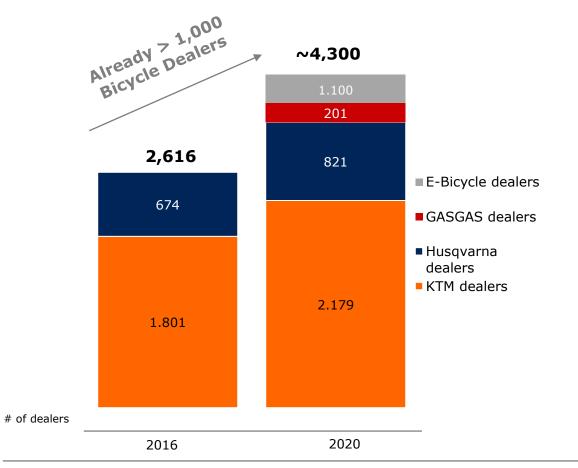






Business Growth Driver- Dealers & Showrooms

Already more than 3,000 Motorcycle Dealers









Flagship Store: Wiesing / Austria

GASGAS 2020: 413 planned dealers

E-Bicycles Brands: Husqvarna, GASGAS, R Raymon

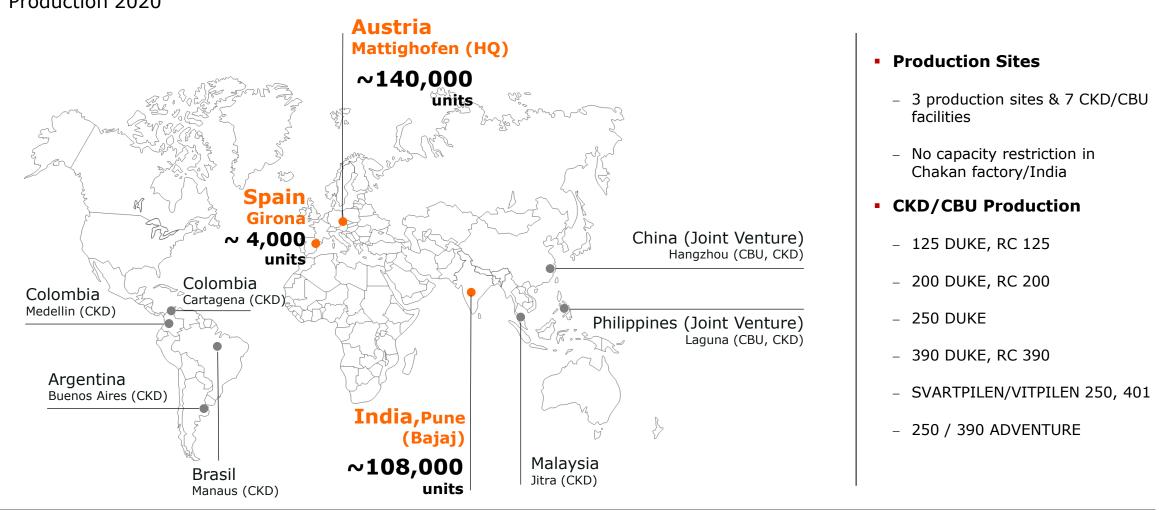
Source: PIERER Mobility AG

~3,200 Motorcycle Dealers (2,179 KTM, 821 Husqvarna & 201 GASGAS), Europe: ~1,300 Dealers; North America:~ 680 Dealers; India/Indonesia:~ 500 KTM; More than 300 dual brand dealers Note: Chart includes subsidiaries and importer dealers (including India)





Global Production Facilities KTM – Husqvarna – GASGAS Production 2020







Development of Employees



Facts

- HY 2020 4,330 employees
- 170 apprentices
- 37 years average age
- 23% female share
- Staff growth despite COVID-19 (+170)

Improvement of Employee Benefit Program

Flex-time Model

great flexibility of time and place

KIM_ACADEMY

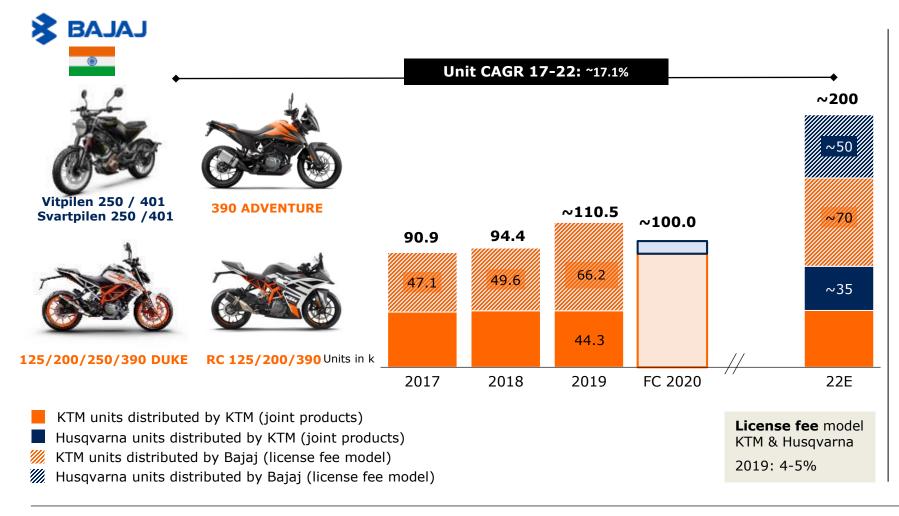
- "KTM Digital Intrapreneurship MBA"
- "KTM Digital Transfer Manager"
- Focus on e-learning
- New high-quality approach in Apprentice Training & increase up to 180 apprentices in 2021





Cooperation with BAJAJ – stronger increase than planned

Production volume is expected to increase to over 200,000 units over the next years



- Transfer of production of Husqvarna model line 401 to Chakan/ India in Q4/2019 – Launch in India in 2020
- Production and Launch of KTM 390 ADVENTURE in 2020
- No capacity restriction in Chakan factory/India
- US Dollar **natural hedge**
- Development of a common 48 volt electric two-wheeler platform in the power range 3 to 10 kW for planned serial production in India





Joint-Venture with CFMOTO

High-end motorcycle market is growing 20% p.a.

Joint venture with long-term Chinese partner CFMOTO

CFMOTO KINKIR



- CFMOTO is sole distributor for KTM in China
- Sales HY1 2020: ~ 2,300 units
- Twin-cylinder platform will be available for CFMOTO and KTM products
- SOP first product 'CFMOTO-MT800' in Q1 2021
- Massive increase of cooperation level: Production of 750 DUKE, 750 ADVENTURE, 750 SUPERMOTO T for China domestic plus global markets in the JV factory
- 750 cc displacement as additional product range for KTM



Plant under construction

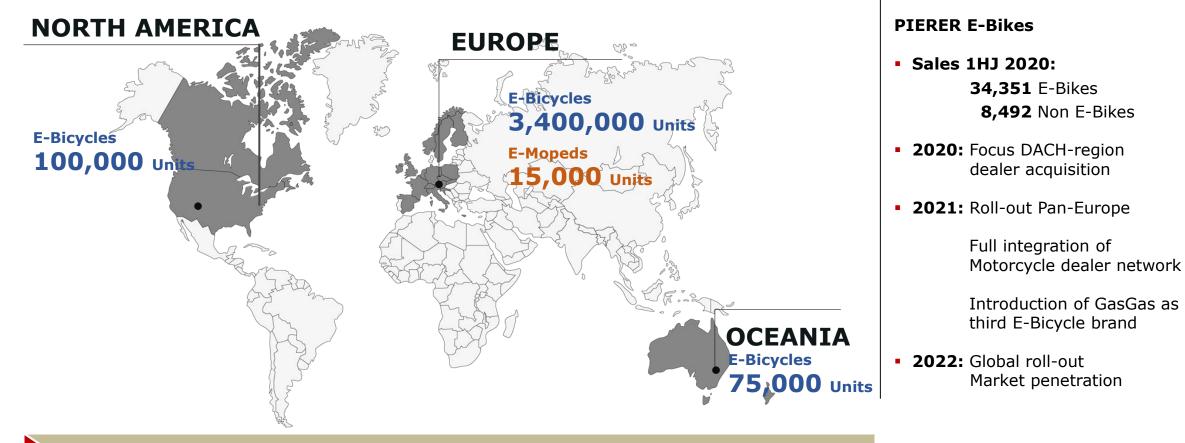
Production capacity of around 50k motorcycles; Expansion to around 100k motorcycles possible





Estimation Global E-Bicycle / E-Moped Market

Business Year 2019



Target 2024: Sales units ~250,000 / Revenues EUR ~ 500 million





Performance and Urban E-Mobility

Zero emission product strategy







Performance and Urban E-Mobility

Zero emission product strategy





Outlook – Strategic Initiatives 2020/2021

- COVID 19 Crisis will impact 2020 considerably but as a result of the crisis PIERER Mobility anticipates that the two-wheeler will become increasingly important for private transport
- Full Integration of HUSQVARNA E-Bicycle division Expansion of sales throughout Europe, North America and Australia through existing dealer structure
- Market Leadership in Europe Focus on B2B Business (Dealer Development)
- Offensive market strategy in emerging markets Market Launch of HUSQVARNA street models
- Extension of electrical product range (4 10 kW) in the low voltage range (48 Volt) by further models
- Integration of GASGAS motorcycle product range & expansion of product portfolio into E-Bike sector
- Global production capacity
 - Successful start of production of HUSQVARNA 401 model line in India
 - Development of China Joint-Venture in progress
- Continuation of sustainable efficiency program
- Strong focus on Free Cash Flow generation



PIERER

Mobility AG







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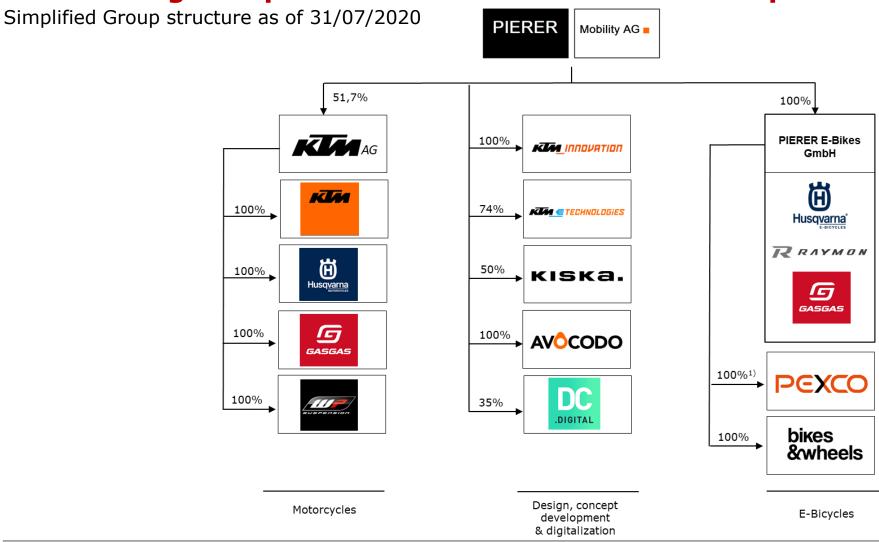


FINANCIALS





The Leading European Powered Two-Wheeler Group





Consolidated profit & loss figures under IFRS

in EURm	H1 2019	H1 2020	Δ Η1
Revenues	754.9	600.0	-21%
EBITDA	98.5	64.2	-35%
EBIT	46.6	1.7	-96%
Earnings	29.3	-9.6	<100%
Earnings after minorities	14.8	-4.8	<100%
EBITDA margin	13.1%	10.7%	-2.4ppts
EBIT margin	6.2%	0.3%	-5.9ppts
Employees (Headcount)	4,427	4,329	-2%



- Sales of 124,682 motorcycles and e-bikes
- Decline in revenue is due to the impact of the global COVID-19 pandemic
- Interruption to production at the Mattighofen site of KTM AG from mid-March to mid-May
- Market share gains in the USA and Australia; stable market share in Europe
- EBIT already positive for the first half of 2020 despite the COVID-19 lockdown
- Various measures, such as the hiring of additional employees and the introduction of additional shifts, are intended to compensate significantly for the loss of production by the end of the year.
- About 3% of the workforce are leased employees
- Around 800 of the total employees work in Research & Development
- Important focus on apprentice training



Consolidated profit & loss figures by business segments under IFRS

	H1 2020					
in EURm	GROUP	MOTORCYCLES	E-BICYCLES	OTHERS		
Revenues	600.0	530.2	68.3	1.5	1	
EBITDA	64.2	57.1	5.6	1.5		
EBIT	1.7	-2.5	3.5	0.7	2	
Earnings	-9.6	-10.1	1.0	-0.5		
EBITDA margin	10.7%	10.8%	8.2%	-		
EBIT margin	0.3%	-0.5%	5.1%	-		



 Sales of 90,331 KTM, HUSQVARNA and GASGAS motorcycles and 34,351 HUSQVARNA and R Raymon e-bikes

- The COVID-19-related production downtime at KTM AG resulted in a decrease in sales of EUR 220 million compared to the same period of the previous year in the motorcycles business segment
- Positive revenue development in the e-bicycle segment
- Only slightly negative EBIT in motorcycles segment. A change in consumer behavior have led to an increased demand for powered twowheelers. As a result, in May and June there was a significant catch-up effect in retail revenue and a significant reduction in dealer inventories in the motorcycles business segment
- Operating figures of the e-bicycle segment is above the budgeted expectations



Consolidated balance sheet and cash flow figures under IFRS

in EURm	FY 2019	H1 2020	Δ 2019/20
Balance sheet total	1,613.9	1,666.0	+3%
Equity	618.6	589.8	-5%
Total interest bearing debt	556.7	629.4	+13%
Net working capital (NWC)	274.2	285.9	+4%
Net debt	395.8	489.4	+24%
Net working capital as % of sales	18.0%	20.9%1)	+2.9ppts
Equity ratio	38.3%	35.4%	-2.9ppts
Gearing	64.0%	83.0%	+19.0ppts
Net debt / EBITDA	1.6x	2.4x ¹⁾	+0.8x

in EURm	H1 2019	H1 2020	Δ 2019/20
Cash flow from operating activities	46.3	41.5	-10%
Capex ¹⁾ 4	-80.1	-72.9	-9%
Cash flow from investing activities	-77.5	-68.2	-12%
Depreciation	51.9	62.5	20%

related ac CAPEX lev	Initial consolidation of KTM MOTOHALL GmbH and the related acquisition of property, plant, and equipment CAPEX level (particularly in development projects) over amortizations						
negative e	Due to balance sheet extension and the COVID-19-related negative earnings in the first half-year the equity ratio reduced to 35.4%						
companieInitial con	and supplier finance program between group solidation of KTM MOTOHALL GmbH and the assumption of bank liabilities						
 Lower PP8 investmer Increase i 	yen by R&D to support high innovation rate E investments in 2020 after intensive t program at the sites in last years n Other due in part to the acquisition of the rand rights						
	H1 2019 H1 2020 R&D / Tooling PP&E Other						

Source: PIERER Mobility AG

1) Calculated dynamically for the last 12 month

2) Additions of property, plant & equipment (PP&E) and intangible assets according to the fixed assets schedule; excl. right-of-use additions from initial application of IFRS 16 of EUR 39 million in previous year



Free Cash Flow and Net Debt

in EURm	H1 2019	H1 2020	Chg.	
EBITDA (continued)	98.5	64.2	-34.3	
+ / - Interest receipts and payments	-7.2	-8.3	-1.1	Net debt
- Taxes	-1.7	0.0	-1.7	31.12.2019
+ / - Non cash expenses (income)	-5.4	-30.8	-25.4	
Gross Cash Flow	84.2	25.1	-59.1	
+ / - Change Working Capital employed	-26.5	-6.3	20.2	
+ / - Change Non-Working Capital	-11.4	22.7	34.1	-395,8
Cash Flow operating activity	46.3	41.5	-4.8	
Cash Flow investing activity	-77.5	-68.2	9.3	-26,6 Free Cash Flow Dividends KTM AG minorities _ Conso-
Free Cash Flow	-31.3	-26.6	4.7	-13,2 Current Leasing Buy own KTM shares Motoball
in % of revenue	-4,2%	-4.4%		-4,6 -27,5 Recapitali- sation KTM Motohall



Others

-2,5

-13,0

Net debt 30.6.2020

-489,4







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Parter

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APPENDIX

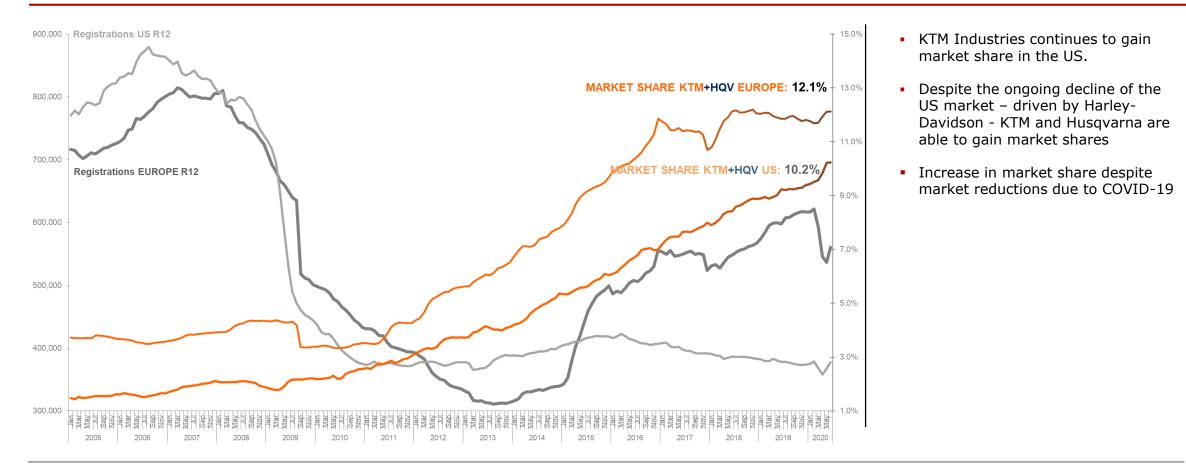




Market and Competitive Environment

Overall trends in market size and share

Motorcycle registrations and market shares as of 30/06/2019 (12 months rolling)



Source: PIERER Mobility AG | Europe DE, IT, FR, UK, ES, SE, BE, NL, AT, CH, FI, DN, NO): national data providers (w/o MX) | US: MIC (incl. MX) | CA: MMIC (incl. MX) AU, NZ: ERG (incl. MX) Note: Calculations 12 months rolling | Motorcycles >120cc (excl. ATVs, electric motorcycles and scooters)





Market and Competitive Environment 06/2020 (cumulated)

Overall trends in market size and share

Motorcycle registrations and market shares by region 2020 June C

	Total registrations		KTM + Huse	qvarna regi	strations	KTM + Husqvarna market share			
	2019	2020	Diff. to PY	2019	2020	Diff. to PY	2019	2020	Diff. to PY
DE	80,500	82,879	3.0%	12,189	12,544	2.9%	15.1%	15.1%	+/-0 bps
FR	80,814	62,620	-22.5%	6,118	5,224	-14.6%	7.6%	8.3%	+ 70 bps
IT	65,109	47,933	-26.4%	5,557	4,181	-24.8%	8.5%	8.7%	+ 20 bps
UK	45,561	32,763	-28.1%	5,242	3,473	-33.7%	11.5%	10.6%	- 90 bps
ES	39,198	29,386	-25.0%	3,934	3,267	-17.0%	10.0%	11.1%	+ 110 bps
SE	6,584	7,094	7.7%	1147	1184	3.2%	17.4%	16.7%	- 70 bps
BE	11,019	9,921	-10.0%	1,218	1,103	-9.4%	11.1%	11.1%	+/-0 bps
NL	7,873	7,719	-2.0%	856	780	-8.9%	10.9%	10.1%	- 80 bps
AT	11,550	10,534	-8.8%	3,345	2,801	-16.3%	29.0%	26.6%	- 240 bps
СН	15,937	18,134	13.8%	1295	1451	12.0%	8.1%	8.0%	- 10 bps
FI	2,129	2,290	7.6%	363	397	9.4%	17.1%	17.3%	+ 20 bps
NO	5,351	5,604	4.7%	983	989	0.6%	18.4%	17.6%	- 80 bps
GR	2,906	2,601	-10.5%	165	196	18.8%	5.7%	7.5%	+ 200 bps
EUROPE	374,531	319,478	-14.7%	42,412	37,590	-11.4%	11.3%	11.8%	+ 50 bps
US	211,205	214,830	1.7%	18,989	22,507	18.5%	9.0%	10.5%	+ 150 bps
СА	29,647	30,227	2.0%	3,569	4,170	16.8%	12.0%	13.8%	+ 180 bps
North America	240,852	245,057	1.7%	22,558	26,677	18.3%	9.4%	10.9%	+ 150 bps
AUS/NZ	30,090	33,447	11.2%	4,253	5,926	39.3%	14.1%	17.7%	+ 360 bps
TOTAL	645,473	597,982	-7.4%	69,223	70,193	+1.4%	10.8%	11.8%	+ 100 bps
India	470,637	265,545	-43.6%	32,001	19,807	-38.1%	6.8%	7.5%	+ 70 bps

Source: PIERER Mobility AG | Europe DE, FR, IT, UK, ES, SE, BE, NL, AT, CH, FI, DN, NO): national data providers (w/o MX) | US: MIC (incl. MX) | CA: MMIC (incl. MX) AU, NZ: ERG (incl. MX) IN: Bajaj Market Intelligence (S2 + S3 segment) Note: Calculations are Registrations Jan - Jun cumulated | Motorcycles >120cc (excl. ATVs, electric motorcycles and scooters), **no P&L impact**



Market and Competitive Environment 06/2020 (cumulated)

Positioning (MC >= 120 cc without ATVs and Scooters)

Brand performance

	Performance ranking by brand					
	2019	2020	Diff. to PY	Change		
		4	ŀ			
KAWASAKI	71,747	78,514	6,767	9.4%		
HUSQVARNA	14,449	15,177	728	5.0%		
BETA	2,962	2,846	-116	-3.9%		
MOTO GUZZI	5,342	4,681	-661	-12.4%		
GAS GAS	922	243	-679	-73.6%		
APRILIA	6,334	5,344	2 -990	-15.6%		
BENELLI	7,318	6,301	-990 -1,017	-13.9%		
TRIUMPH	27,445	24,114	-3,331	-12.1%		
SUZUKI	36,886	33,286	-3,600	-9.8%		
HONDA	102,754	94,995	-7,759	-7.6%		
DUCATI	25,173	17,371	-7,802	-31.0%		
BMW	64,777	53,408	-11,369	-17.6%		
KTM AG	102,146	90,243	-11,903	-11.7%		
ктм	86,775	74,823	-11,952	-13.8%		
HARLEY-DAVIDSON	98,716	74,657	-24,059	-24.4%		
YAMAHA	138,013	107,413	-30,600	-22.2%		
ROYAL ENFIELD	370,239	217,150	-153,089	-41.3%		

Husqvarna: 2nd strongest absolute growth

Relative market position and momentum

	Units ranking by brand						
	2019	2020	Diff. to PY	Change			
							
ROYAL ENFIELD	370,239	217,150	-153,089	-41.3%			
YAMAHA	138,013	107,413	-30,600	-22.2%			
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GAS GAS	922	243	-679	-73.6%			
KTM / HUSQVARNA 4 th rank							

Source: PIERER Mobility AG | Europe DE, FR, IT, UK, ES, SE, BE, NL, AT, CH, FI, DN, NO): national data providers (w/o MX) | US: MIC (incl. MX) | CA: MMIC (incl. MX) AU, NZ: ERG (incl. MX) IN: Bajaj Market Intelligence (S2 + S3 segment)

Note: Calculations are Registrations Jan - Jun cumulated | Motorcycles >120cc (excl. ATVs, electric motorcycles and scooters), no P&L impact





Electric Powered Two-Wheelers

Legal Classification

		LOW VOLTAGE (48 Volt)		HIGH VOLTAGE
Category (Technical & Performance)	Electric Bicycle	L1e-B Moped up to 50cc	L3e-A1 Motorcycle/Scooter up to 125cc	L3e-A2, L3e-A3 Motorcycle/Scooter
	Color to	Contraction of the second seco		Correction of the second secon
Maximum Performance <i>(rated)</i>	250 W	2-4 kW	4-11 kW	>10 - 35 kW
Maximum Speed	25 km/h (15.5 mph)	45 km/h (28mph)	Not Specified	Not Specified
Required Licence	No Licence Required	Moped (AM)	A1 Motorcycle	A2, A

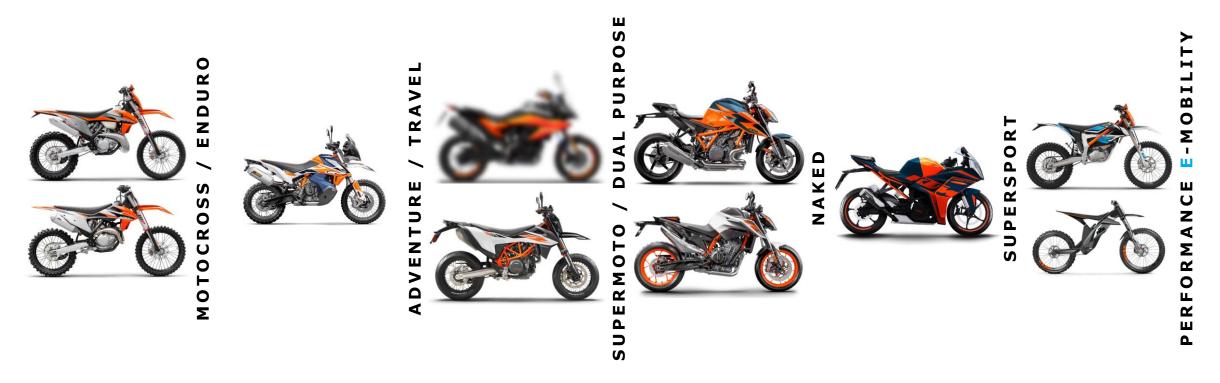




KTM Product Portfolio

75,758 Units in Half Year 2020









HUSQVARNA Product Portfolio

14,072 Units in Half Year 2020



URBAN E-MOBILITY

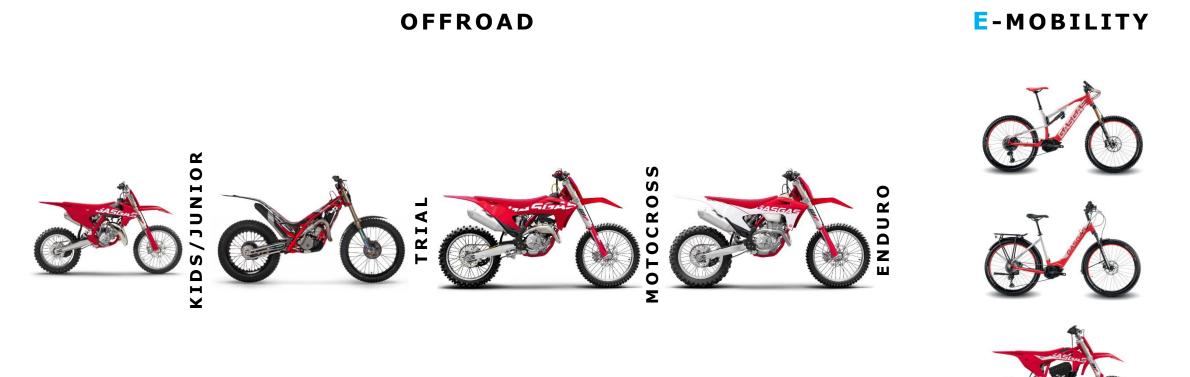






GASGAS Product Portfolio

501 Units in Half Year 2020







Appendix

Data sources for motorcycles market information and intelligence

Sources by market

Europe	Reported countries: Data source: Motorcycles:	AT, BE, CH, DE, DK, ES, FI, FR, IT, NO, SE, UK National data providers >120cc & electric, no MX available
North America	Data source: Motorcycles:	MIC (US), MMIC (CA) >120cc, incl. MX
South Africa	Data source: Motorcycles:	eNaTis >120cc, incl. MX
Australia	Data source: Motorcycles:	ERG >120cc, incl. MX
India	Data source: Premium motorcycles:	Bajaj Market Intelligence >120cc, MSRP >~EUR 2,500 Market share partly extrapolated due to data availabilty





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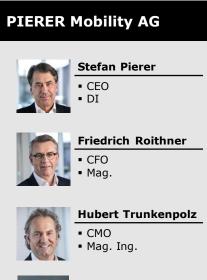
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