



PIERER MOBILITY AG

THE LEADING EUROPEAN POWERED TWO-WHEELER COMPANY



COMPANY PRESENTATION | BUSINESS YEAR 2021 | ROADSHOW MARCH 2022

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THE PIERER MOBILITY DNA

30 YEARS OF TRACK RECORD AND INNOVATION

CONTINUED GROWTH

~16% sales unit **CAGR** since 1992
resulting in EUR 2,042 million revenue
in 2021



**PIONEER IN
ELECTRIFICATION**
OF POWERED TWO-WHEELERS

PREMIUM BRANDS

strong brands secure sustainable
profitability & market presence
Product leadership driving gains in
market share



E-MOBILITY SALES

EUR 181 million in 2021
~ 60% Sales **CAGR** since 2019

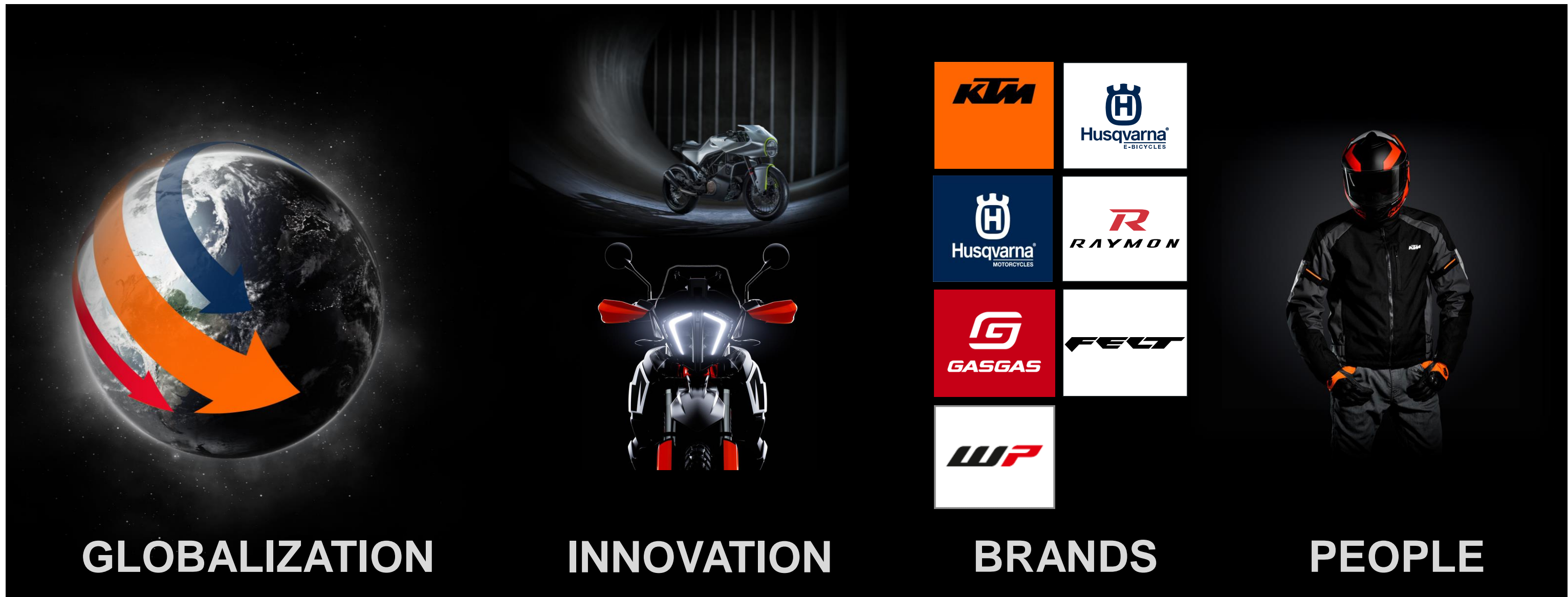
STRONG FOCUS ON RETURNS

EBITDA-Margin > 15% and strong
FCF generation

HIGH INNOVATION RATE

Research and Development expenses
are around ~ 8-9% of revenues

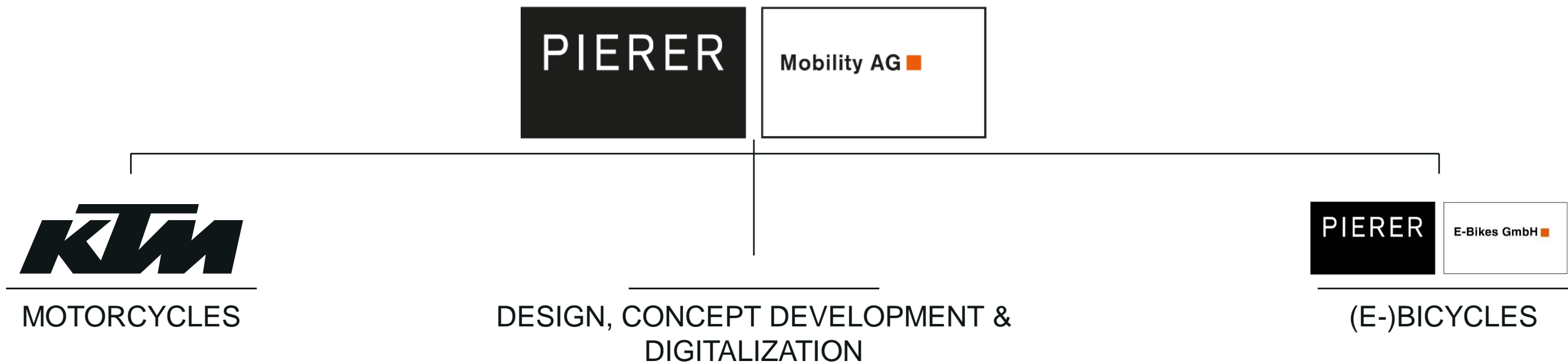
THE 4 PILLARS OF SUCCESS





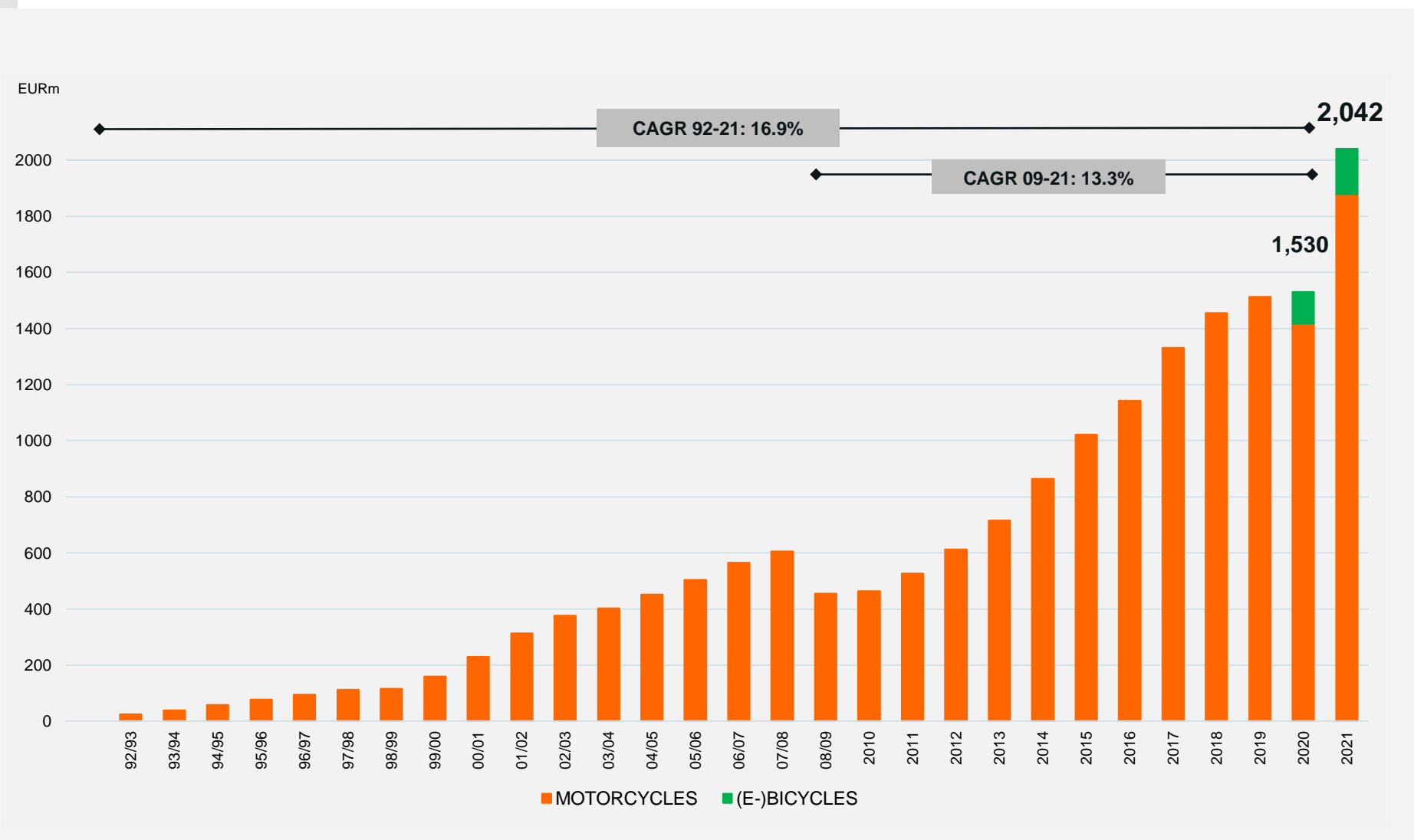
THE LEADING EUROPEAN POWERED TWO-WHEELER GROUP

3 PILLARS OF VALUE CREATION



TWENTY-NINE YEARS OF SUCCESSFUL TRACK RECORD

REVENUE SALES MOTORCYCLES & E-BICYCLES

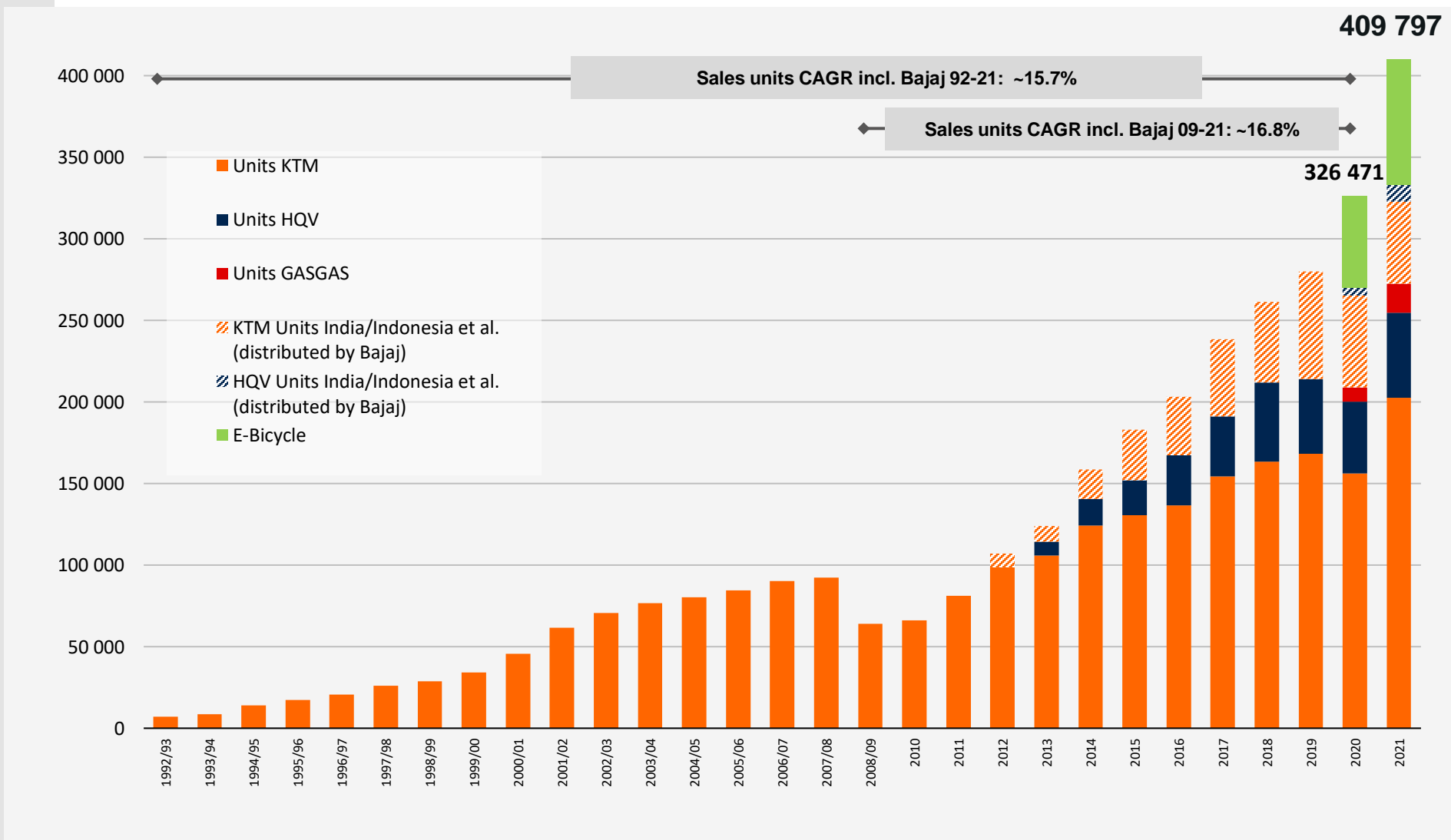


- **Record growth in 2021**
- **BY 2021** Revenue of EURm 2,042 (+ ~33%), thereof already EURm 181 e-mobility sales (e-motorcycles/e-bicycles)
- Revenue sales **more than tripled from 2009 to 2021**
- Revenue sales **CAGR ~13% since 2009**

Source: PIERER Mobility AG
 Revenue development since 92/93 includes only the motorcycles and e-Bicycles segments (excl. consolidation and discontinued segments).

TWENTY-NINE YEARS OF SUCCESSFUL TRACK RECORD

POWERED TWO-WHEELERS (PTW) UNIT SALES

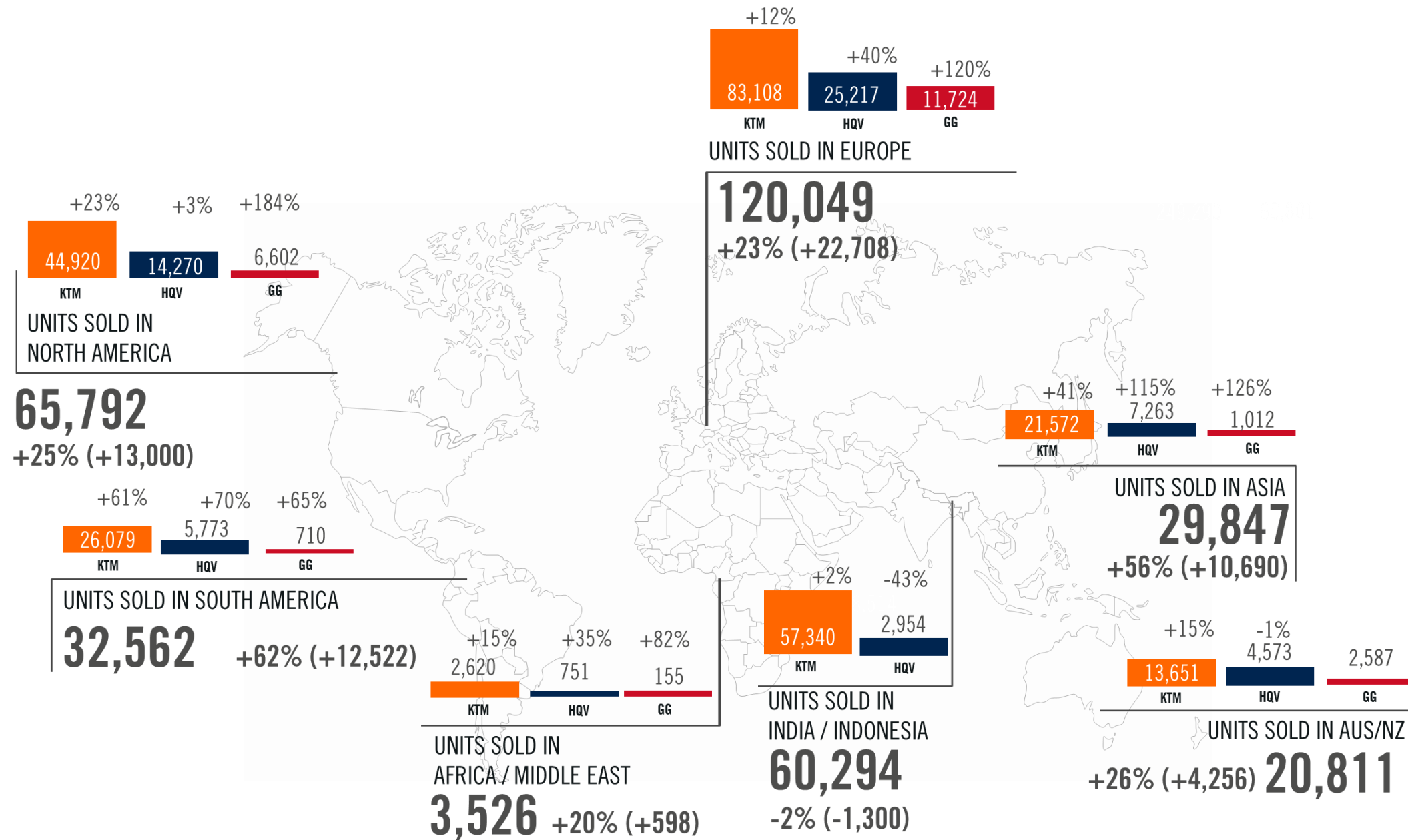


- **409,797 PTWs sold** in the Business Year 2021
- Further **25,837 non-E-bicycles** sold (PY: 17,213)
- Group market share has quadrupled since 2009 to ~12% in Europe and ~11% in North America
- Motorcycle sales unit CAGR of ~16.8% since 2009
- E-Bicycle target set to quadruple from 2020 to 2025 to ~250k units

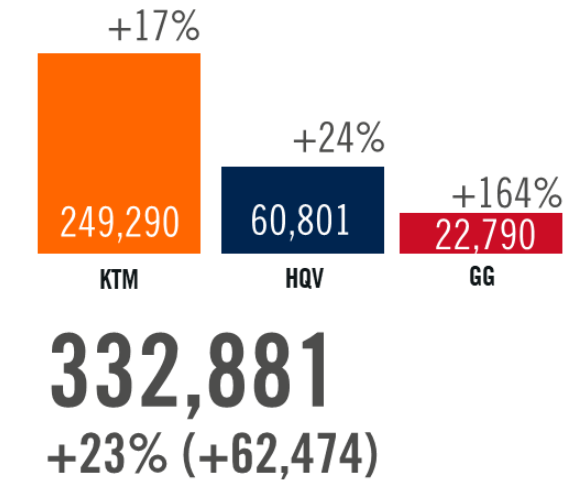
Source: PIERER Mobility AG

MOTORCYCLE WHOLESALES – 2021

DELIVERIES TO MOTORCYCLE DEALER NETWORK & GENERAL IMPORTERS



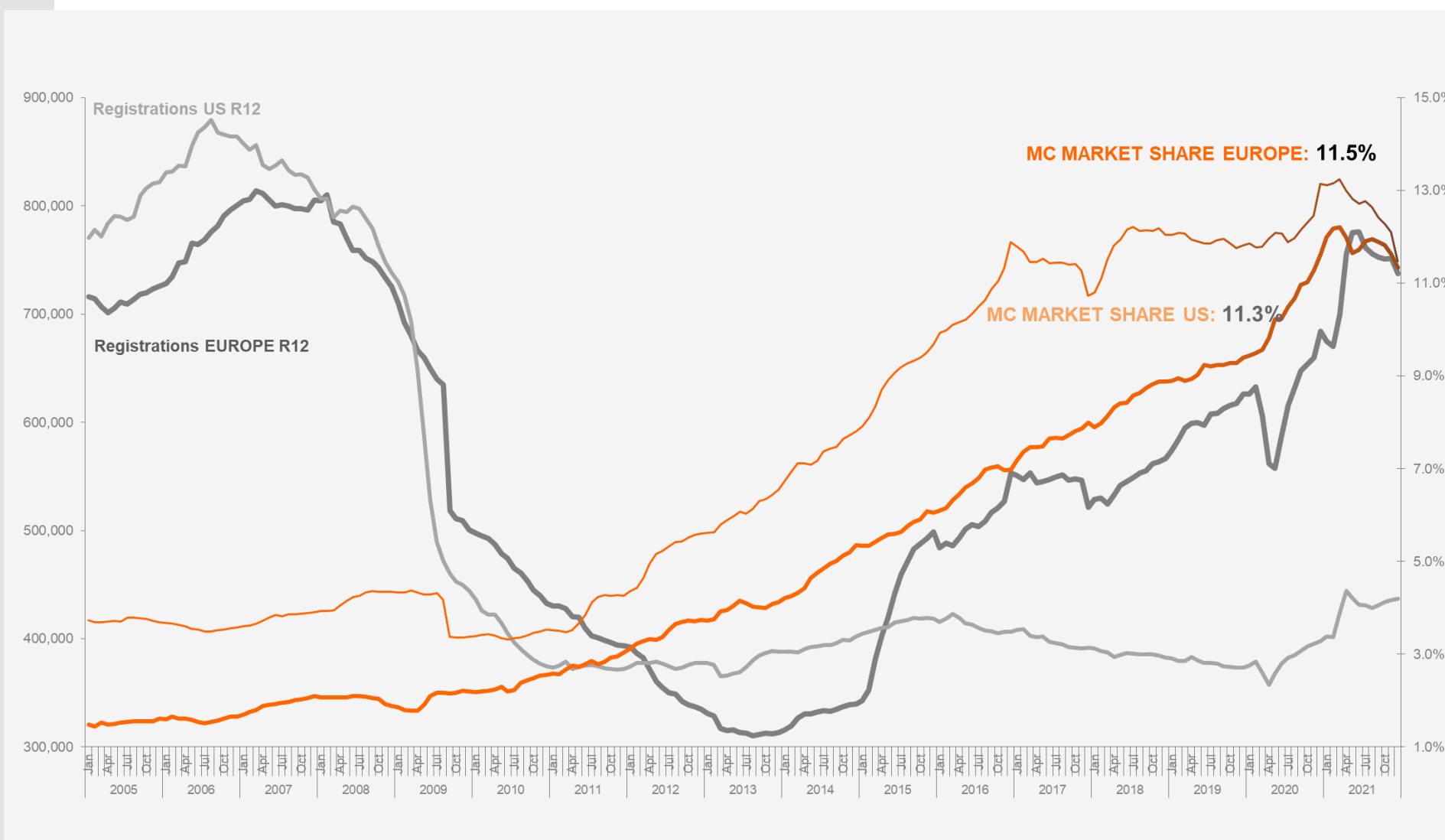
UNITS SOLD 2021



Source: PIERER Mobility AG
 Wholesale (B2B): Sale to Dealer Network reflected in P&L
 Regions reflect Profit Centers

MOTORCYCLE MARKET INSIGHTS

2021 – GLOBAL MARKET DEVELOPMENT



- **EUROPEAN MARKET REACHES PRE-CRISIS LEVEL OF 2008/2009**
- **GROWING MOTORCYCLE DEMAND IN US MARKET**

MAIN MOTORCYCLE MARKETS (>120CC)

- **EUROPE**
~750,000 UNITS (+8%)
- **NORTH AMERICA**
~500,000 UNITS (+10%)
- **AUSTRALIA & NEW ZEALAND**
~75,000 UNITS (+10%)
- **INDIA (RELEVANT MARKET)**
~ 825,000 UNITS (+13%)
- **CHINA (PREMIUM IMPORTER MARKET)**
~100,000 UNITS (+50%)

Source: PIERER Mobility AG | Europe (DE, FR, IT, ES, UK, SE, BE, NL, AT, CH, FI, NO): national data providers (w/o MX) | US: MIC (incl. MX)
 Note: Calculations 12 months rolling| Motorcycles >120cc (excl. ATVs, electric motorcycles and scooters), no P&L impact; India relevant Market: S2 & S3 Market

OUR BRANDS PROVIDE CUSTOMERS THE POWER OF CHOICE

PIERER MOBILITY COVERS THE ENTIRE VALUE CHAIN OF PTW ENTHUSIASTS



READY TO RACE



PURITY | PERFORMANCE
ADVENTURE | EXTREME



FOR | **PIONEERS**



SMART | PROGRESSIVE
DYNAMIC | PURE DESIGN



GET ON THE GAS!



DARING | CAPABLE
VIBRANT | INVITING

STRONG (E)-BICYCLE PRODUCT PORTFOLIO



FOR PIONEERS



GET ON THE GAS!



Ride here. Ride now.



FELT IS FAST



THE ELECTRIC POWERED TWO-WHEELER VISION

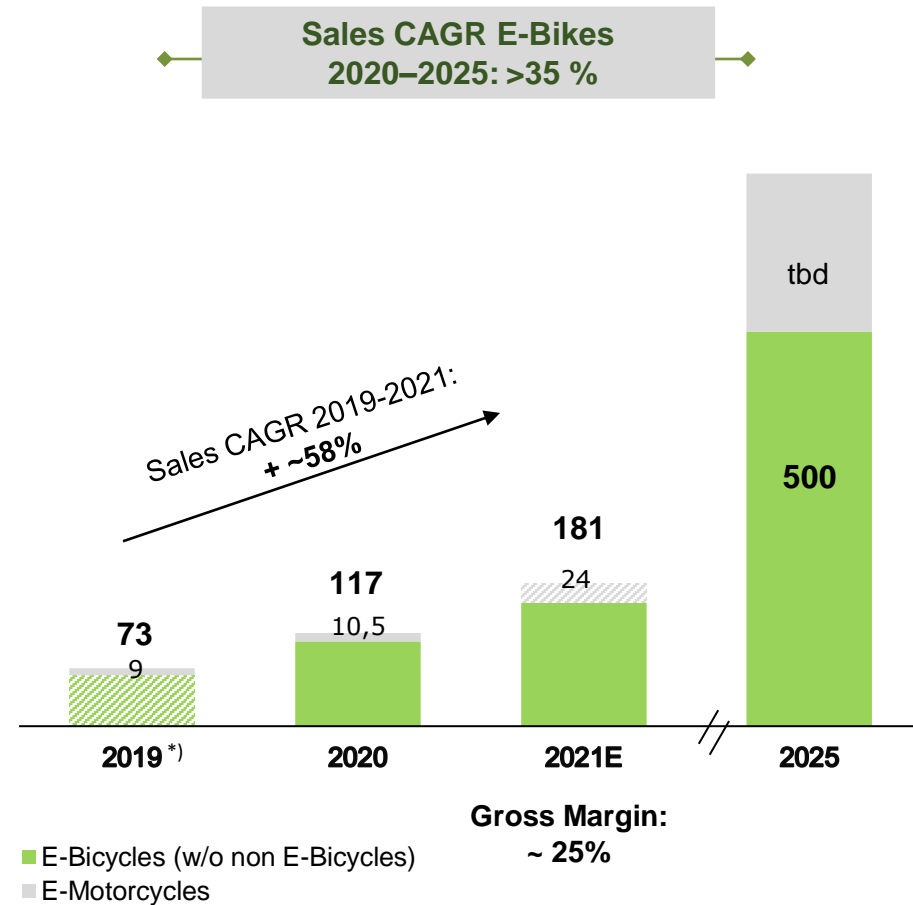
BECOME THE
GLOBAL LEADER
OF ELECTRIC POWERED TWO-WHEELERS
IN THE POWER RANGE 250W TO 15KW



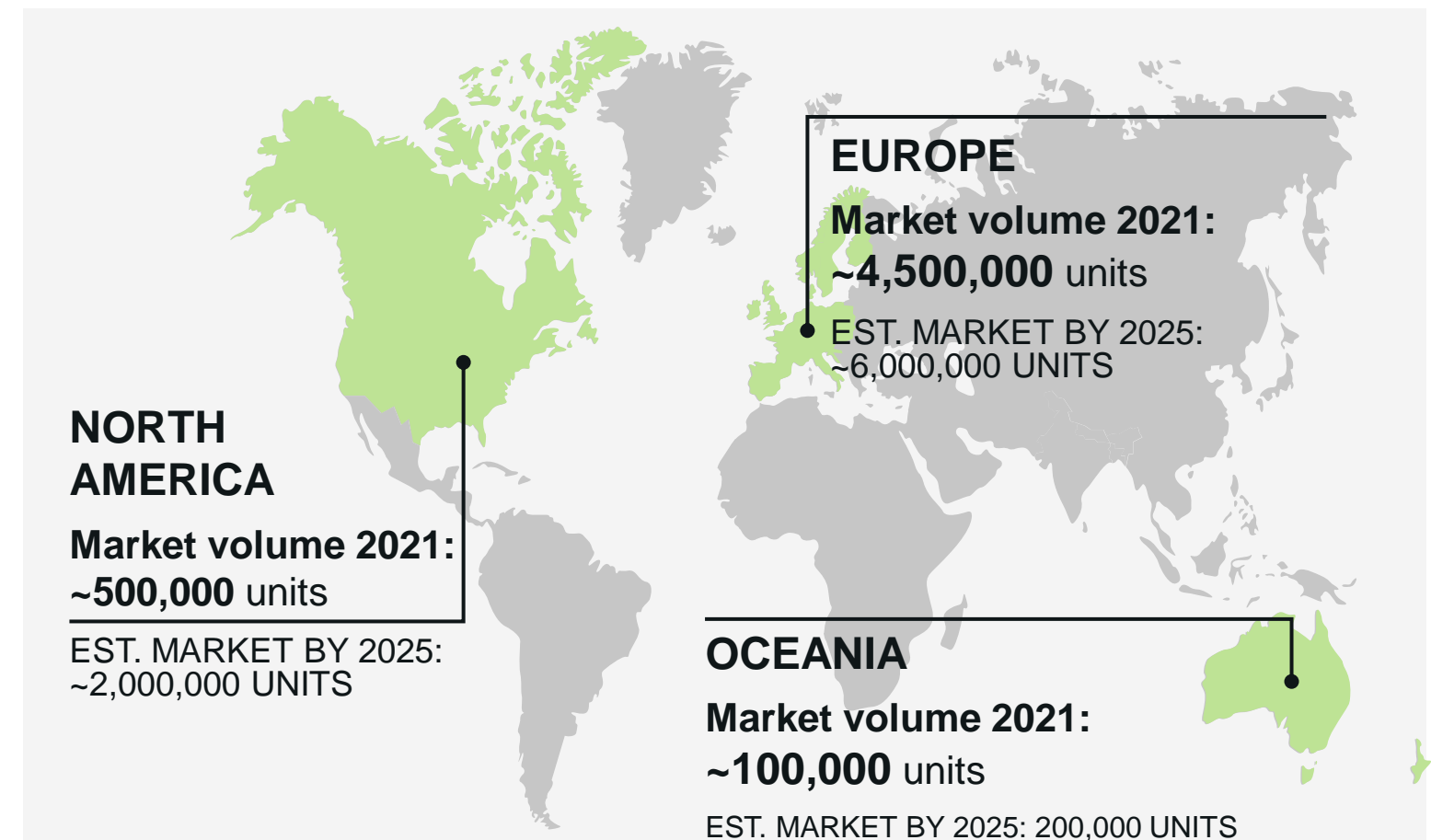
THE ELECTRIC PTW OPPORTUNITY

REVENUES OF PIERER MOBILITY AND MARKET OPPORTUNITY

E - Mobility Sales (mEUR)



Global E-Bicycle Market Potential



SALES TARGET: EUR 500 MILLION IN ELECTRIC BICYCLES BY 2025

Source: PIERER Mobility AG; ECF (European Cycling Federation); Without sales of Non E-Bikes in 2019-2021
 *) at-equity consolidated in 2019

EXISTING E-MOTORCYCLE PRODUCT LINE-UP

PERFORMANCE E-MOBILITY

BALANCE BIKES



available for all brands

- REPLICA STACYC 12/16
- 100-150 W
- Retail price: EUR ~900

On the Market
(since 2020)

SPORT MINI



available for all brands

- HUSQVARNA EE 5, KTM SX-E 5, GASGAS MC-E 5
- 2 kW (5 kW Top Performance)
- Retail price: EUR ~5,000

On the Market
(since 2019)

GASGAS TRIAL



- TXE
- 15 kW
- Retail price: EUR ~13,000

On the Market
(since 2019)

KTM FREERIDE E



- FREERIDE E-XC
- 18 kW
- Retail price: EUR ~12,000 (incl. battery package 3.9kWh EUR ~3,600)

On the Market
(since 2014)

ZERO EMISSION PRODUCT STRATEGY

E-MOTORCYCLES UNDER DEVELOPMENT

PERFORMANCE AND URBAN E-MOBILITY

E10



- 500 W nominal power
- 340 Wh battery capacity
- Quick-swap battery
- RRP n.a.

Market Launch
(tbd)

E-PILEN



- 10 kW nominal power
- 5.5 kWh battery capacity
- Fixed battery
- RRP n.a.

Market Launch
(tbd)

E-DUKE



- 10 kW nominal power
- 5.5 kWh battery capacity
- Fixed battery
- RRP n.a.

Market Launch
(tbd)

Freeride E LV



- 9 kW nominal power
- 5.5 kWh battery capacity
- Removable battery
- RRP EUR < 10,000

Market Launch
2023

ZERO EMISSION PRODUCT STRATEGY

(E)-BICYCLES

GASGAS E-BIKES



- ENDURO CROSS 11.0
- 250 W
- Retail price: EUR ~2,500-10,000
- Complete Offroad Portfolio

On the Market
(since Q1 2021)

HUSQVARNA E-BIKES



- GRAN URBAN 6
- 250 W
- Retail price:
EUR ~2,500-10,000

On the Market
(since 2019)

R RAYMON BIKES



- TourRay E 6.0
- 250 W
- Retail price:
EUR ~2,000 - 7,000

On the Market
(since 2019)

FELT BIKES



- AR FRD | Ultimate | Red eTap AXS
- UHC Ultimate frame w/TeXtreme carbon
- ZIPP 454 carbon wheels
- Retail price: EUR ~4,000 - 14,000

On the Market
(since 2020)

ZERO EMISSION PRODUCT STRATEGY

INVESTMENTS IN ELECTRIC MOBILITY

E-MOBILITY-DEVELOPMENT AND DESIGN CENTER (ANIF, AUSTRIA)

- E-Mobility Center & KISKA design studio
- ~20,000 m² floor space
- 400 employees
- E-drivetrain & E-products

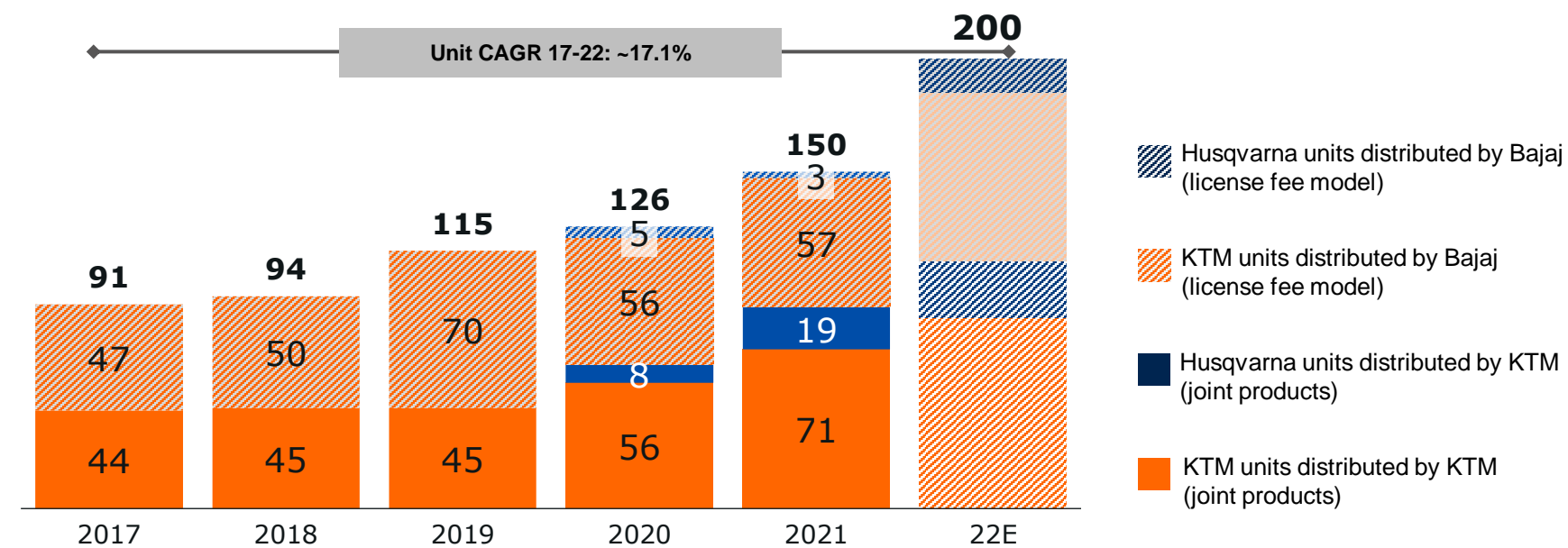
25 MIO. € INVESTMENT IN 2021



COOPERATION WITH

KEY MILESTONE: ~1,000,000 UNITS PRODUCED IN INDIA SINCE 2011

- Development of a common 48-volt electric two-wheeler platform for planned serial production in India in 2022
- Ongoing production of Husqvarna model line 125cc to 401cc
- Ongoing production of KTM model line 125cc to 390cc incl. new MY22 RC range



Source: PIERER Mobility AG



JOINT VENTURE WITH CFMOTO |

THE HIGH-END CHINESE MOTORCYCLE MARKET GREW BY ~50% IN 2021 VS. 2020

- Sales 2021: 10,308 units (vs. 2020: 7,343 units)
- Sales projection for 2022: ~25,000 units
- CFMOTO is sole distributor for KTM in China
- Production capacity of around 50k motorcycles
- Started production of twin-cylinder platform in Q2 2021
- Increased cooperation: production of 790 DUKE, 790 ADVENTURE, 790 SUPERMOTO T models for China domestic plus global markets in the JV factory



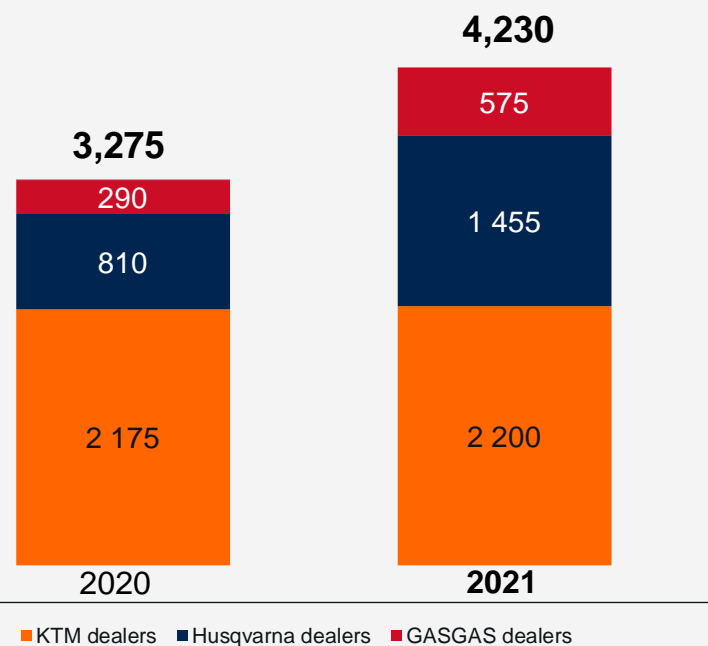
790 DUKE

BUSINESS GROWTH DRIVER – DEALERS & SHOWROOMS

MORE THAN 4,200 MOTORCYCLE DEALERS & 1,340 BICYCLE DEALERS

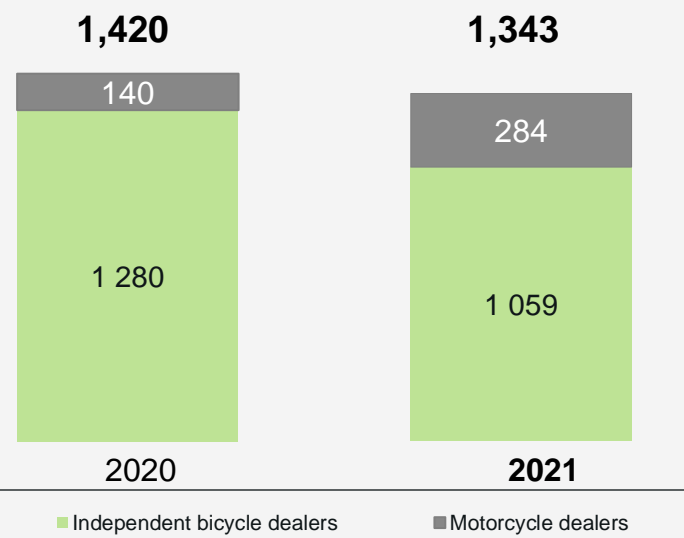
4,230 MOTORCYCLE DEALERS

- more than 350 dual brand dealers
- Europe: ~1,570 Dealers
- North America: ~800 Dealers
- India/Indonesia: ~1,300 Dealers



1,343 BICYCLE DEALERS

- 1,059 independent bicycle dealers
- 284 motorcycle dealers
- Focus on premium high performance dealers



Flagship Store: Wiesing / Austria

TARGET: 5,000 MOTORCYCLE & 5,000 BICYCLE DEALERS, THEREOF 2,000 COMBINED DEALERS

Source: PIERER Mobility AG; Note: Chart includes subsidiaries and importer dealers (including India)

FINANCIALS

CONSOLIDATED PROFIT & LOSS FIGURES UNDER IFRS

in EURm	2019	2020	2021	Δ 2020/21	
Revenues	1,520.1	1,530.4	2,041.7	+33.4%	1
EBITDA	240.8	233.5	332.2	+42.3%	2
EBIT	131.7	107.2	193.5	+80.5%	2
Earnings	95.7	69.5	142.9	> 100%	
Earnings after minorities	54.5	34.9	82.5	> 100%	3
EBITDA margin	15.8%	15.3%	16.3%	+1.0ppts	
EBIT margin	8.7%	7.0%	9.5%	+2.5ppts	
Employees (Headcount)	4,368	4,586	5,249	+14.5%	4

- 1
 - Sales of 409,797 motorcycles and e-bicycles (+25.5%)
 - Despite ongoing challenges in the supply chains, another record year with **revenue growth by around 33%**
 - 2021: 56% of revenues in Europe; 23% in North America
- 2
 - Driven by high demand for PTWs, a **record operating result** was achieved
 - Previous year's figures significantly negatively impacted due to COVID lockdown and **two-month production stop** in motorcycle segment in **the first half of 2020**
- 3
 - Successful **simplification of the shareholding structure** with Bajaj in October 2021
 - In 2021 reduction of minorities only in Q4 reflected
 - **From 2022, this effect will be fully reflected in earnings** and the earnings after minorities will be almost 100% of total earnings
- 4
 - Further increase in headcount: **+663 employees**
 - **Apprentice offensive:** PIERER Mobility is currently training around 200 apprentices
 - 976 of the total employees work in **R & D** (18.6% of the workforce)

FINANCIALS

BUSINESS SEGMENTS UNDER IFRS

in EURm	2021			
	GROUP	MOTOR-CYCLES	E-BICYCLES	OTHERS
Revenues	2,041.7	1,876.4	162.7	2.6
EBITDA	332.2	325.2	11.4	-4.4
EBIT	193.5	192.8	7.0	-6.3
Earnings	142.9	146.1	5.0	-8.2
EBITDA margin	16.3%	17.3%	7.0%	-
EBIT margin	9.5%	10.3%	4.3%	-

- 1**

 - **Motorcycle business** segment in 2021 higher by around € 462 million than in 2020 (+33%)
 - **E-Bicycles segment** revenues increased by around 45% (+ € 50 million)
 - Sales of 332,881 KTM, Husqvarna & GASGAS motorcycles (+23%) and 76,916 Husqvarna, R Raymon & GASGAS e-bicycles (+37%)
- 2**

 - **Strong operating results** in both segments
 - EBIT in motorcycles segment very pleasing with a significant increase of +€ 87.5 million or +83.1%. In the e-bicycles segment, EBIT more than tripled (+€ 4.8 million).
 - As a reaction to the corona crisis, PIERER Mobility already reacted immediately in the previous year with a cost efficiency program and **preparing supply chain for higher volumes**
- 3**

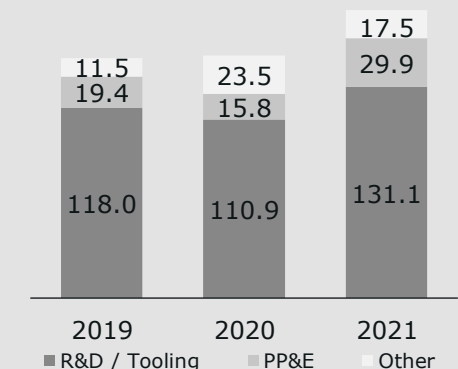
 - **EBIT margin** of 9.5% is at the upper end of the guidance range

FINANCIALS

CONSOLIDATED BALANCE SHEET AND CASH FLOW FIGURES UNDER IFRS

in EURm	2019	2020	2021	Δ 2020/21	
Balance sheet total	1,613.9	1,686.0	2,033.7	+20.6%	1
Equity	618.6	654.1	765.6	+17.0%	2
Total interest-bearing debt	556.7	530.7	563.4	+6.2%	
Working capital employed	274.2	181.5	160.5	-11.6%	3
Net debt	395.8	312.4	189.9	-39.2%	4
Equity ratio	38.3%	38.8%	37.6%	-1.2ppts	2
Working capital as % of sales	18.0%	11.9%	7.9%	-4.0ppts	
Gearing	64.0%	47.8%	24.8%	-23.0ppts	4
Net debt / EBITDA	1.6x	1.3x	0.6x	-0.7x	4
Free Cash flow	91.6	165.8	172.2	+3.9%	4
Capex ¹⁾	-148.9	-150.2	-178.5	-18.8%	5
Capex right-of-use/Leasing (IFRS 16)	-54.9	-19.5	-24.6	-26.4%	
Cash flow from investing activities	-165.7	-147.0	-195.1	-32.7%	
Depreciation	109.1	126.3	138.7	+9.8%	

- 1
 - Increase in liquidity
 - Increase in inventories (mainly work in progress)
- 2
 - Equity increased as a result of the **strong result**
 - **Equity ratio** reduced to **37.6%** due to balance sheet extension
- 3
 - Stable working capital performance
 - Increase in inventories and also in trade payables contributed to this
- 4
 - Financial key ratios clearly better due to the **outstanding free cash-flow**
- 5
 - **CAPEX driven by R&D** to support high innovation rate
 - **Low level of PP&E investments**
 - Acquisition of new brand FELT in 2021. In previous year acquisition of brand GASGAS included in other.



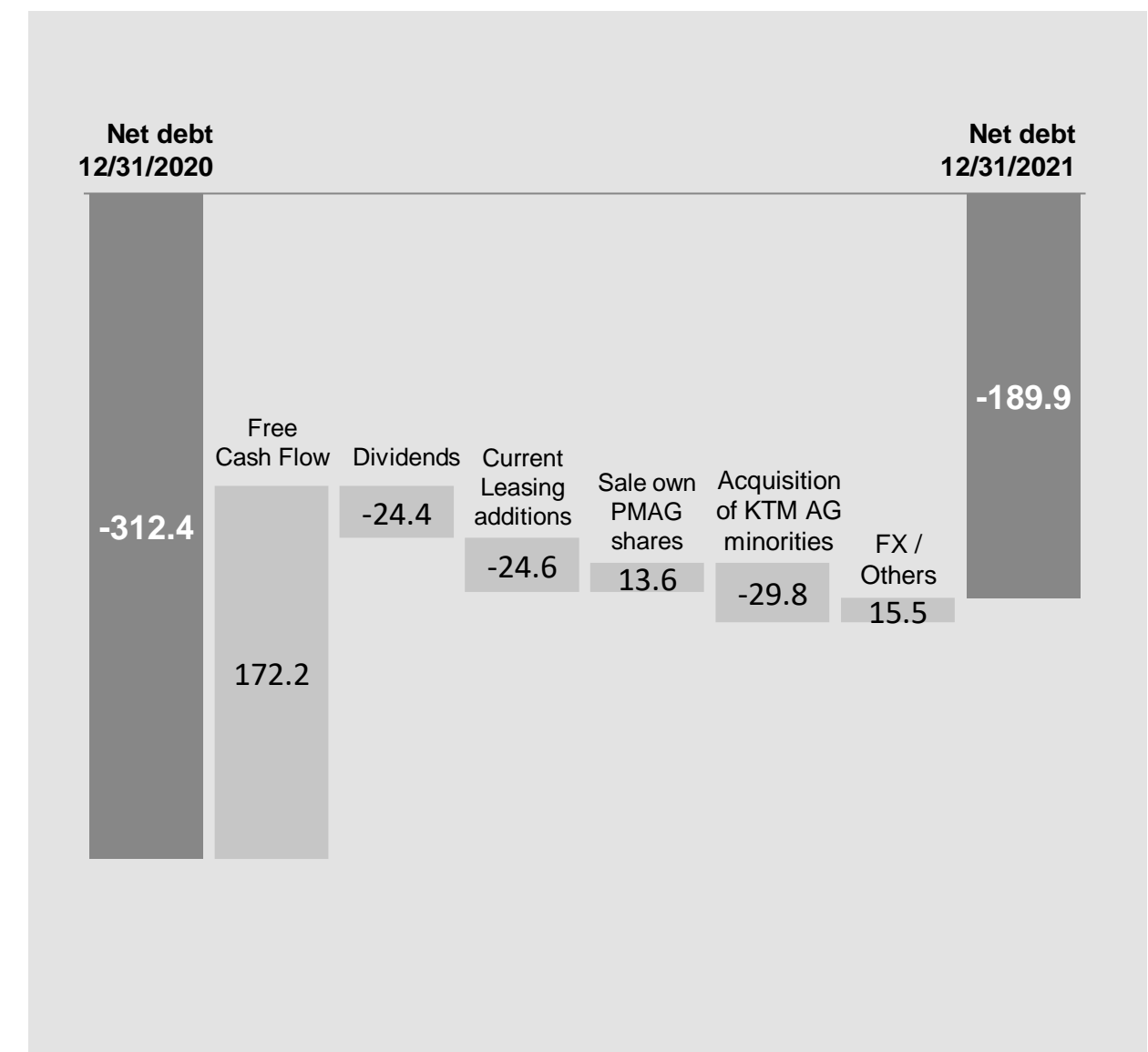
Source: PIERER Mobility AG

1) Additions of property, plant & equipment (PP&E) and intangible assets according to the fixed assets schedule (excl. right-of-use additions - IFRS 16 leasing)

FINANCIALS

FREE CASH FLOW AND NET DEBT ANALYSIS

FREE CASH FLOW - in EURm	2020	2021	Δ 2020/21
EBITDA	233.5	332.2	98.7
(+) Interest receipts and (-) payments	-12.6	-9.1	3.5
(-) Taxes	-4.1	-31.0	-26.9
(+) Non cash expenses and (-) income	5.8	7.0	1.2
Gross Cash Flow	222.6	299.1	76.5
+ / - Change Working Capital employed	71.1	17.1	-54.0
+ / - Change Non-Working Capital	19.1	51.2	32.1
Cash Flow operating activity	312.8	367.4	54.6
Cash Flow investing activity	-147.0	-195.1	-48.1
FREE CASH FLOW	165.8	172.2	6.4
in % of revenue	10.8%	8.4%	



SUSTAINABILITY HIGHLIGHTS 2021

KEY FIGURES

131 M€
INVESTED IN
PRODUCT
DEVELOPMENT

61.14 G/KM
FLEET
EMISSIONS¹⁾

18.4%
UNIT SALES
ELECTRIFIED
TWO-
WHEELERS²⁾

2.3 M€
INVESTED IN
FURTHER
EDUCATION
OF EMPLOYEES

8.4
LOST TIME
FREQUENCY
INJURY RATE³⁾

90%
PROCUREMENT
VOLUME WITHIN
EUROPE
FOR SERIES
PRODUCTION

18.8 M€
INVESTED IN
ALTERNATIVE
DRIVE
TECHNOLOGIES

COMPLIANCE
CASES,
INCIDENTS WITH
FINE OR PENALTY
AFTER
RECALLS
0

99.5%
RENEWABLE
ENERGY
SHARE⁴⁾

-22.0%
EMISSIONS
PER
VEHICLE
SOLD⁵⁾



REPORTING GUIDELINES AND ESG RATINGS

Reporting Guidelines 2021

- Sustainability Reporting in accordance with “**GRI Standards**”: “Core” option and Directive 2014/95/EU (in Austria “NaDiVeG”)
- **External assurance** (conformity with the International Standard on Assurance Engagements ISAE 3000)
- **Climate reporting** with the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD)
- Measures in line with the UN SDGs, Definition of the **focus SDGs**
- **EU taxonomy**



Ratings 2021

rated by





SUSTAINABILITY ACTIVITIES

MAIN TOPICS AND CURRENT MEASURES 2021

- **COVID-19:** Measures to protect employees (among other things ongoing testing and vaccination option), vaccination bonus of EUR 750 as a one-time voluntary benefit for all employees
- **Supplier survey** on social and environmental criteria (Supplier Self-Disclosure): Survey of 23% of series suppliers, Implementation of **ESG platform for supplier assessment** in Q2 2022; New process for supplier auditing with focus on supply chain and purchasing
- **New department with Focus on “Health & Safety”:** The topics of occupational safety, health and sports are managed by the Group HR
- **Vehicle Security:** Started implementation of a Cybersecurity Management System (CSMS) in accordance with **ISO 21434**, since the beginning of 2021
- **Another expansion of waste management;** training courses on environmental management for production employees started
- **Further improvement in quality control:** New testing laboratory for CE testing at the Anif site

FINANCIAL GUIDANCE 2022

FINANCIAL OUTLOOK

	GUIDANCE 2022	KEY FIGURES 2021	KEY FIGURES 2020
Revenues in EURm/ Revenue Growth in %	6 - 10%	2,041.7	1,530.4
EBIT margin	8 - 10%	9.5%	7.0%
EBITDA margin	15 - 17 %	16.3%	15.3%

Source: PIERER Mobility AG
BY 2022 guidance announced on January 31, 2022



MANAGEMENT TEAM & CONTACT DETAILS

PIERER MOBILITY AG



Stefan Pierer
CEO



Friedrich Roithner
CFO



Hubert Trunkenpolz
Member of the Executive Board



Viktor Sigl
Member of the Executive Board



Michaela Friepess
IR | Sustainability

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APPENDIX



JOINT VENTURE WITH MAXCOM IN BULGARIA

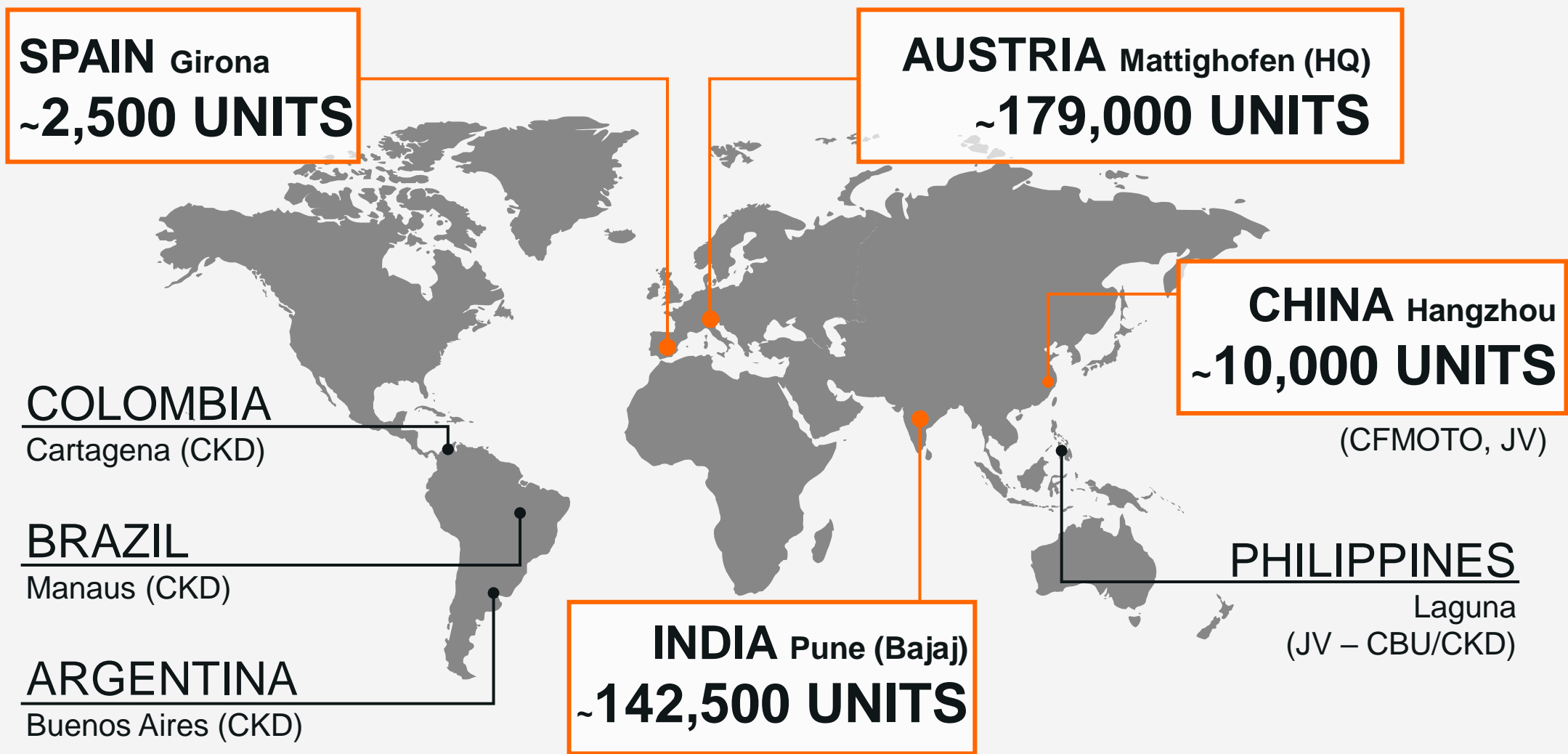
SECOND HALF YEAR 2021

- Both partners hold a 50% interest
- Investment volume 40 m€
- Our goal: expansion of the bicycle and E-Bike production capacity in Europe
- Production facility on an area of 130,000 m²
- Annual production capacity around 350,000 units
- Commissioning in the second half of 2023



GLOBAL MOTORCYCLE PRODUCTION FACILITIES

BUSINESS YEAR 2021



PRODUCTION SITES

- 4 production sites
- 4 CKD/CBU facilities

CKD/CBU PRODUCTION

- 125/200/250/390/790 DUKE
- RC 125/200/390
- SVARTPILEN/VITPILEN 125/250/401
- 250/390/790 ADVENTURE/R
- 250/300/350 Enduro Models

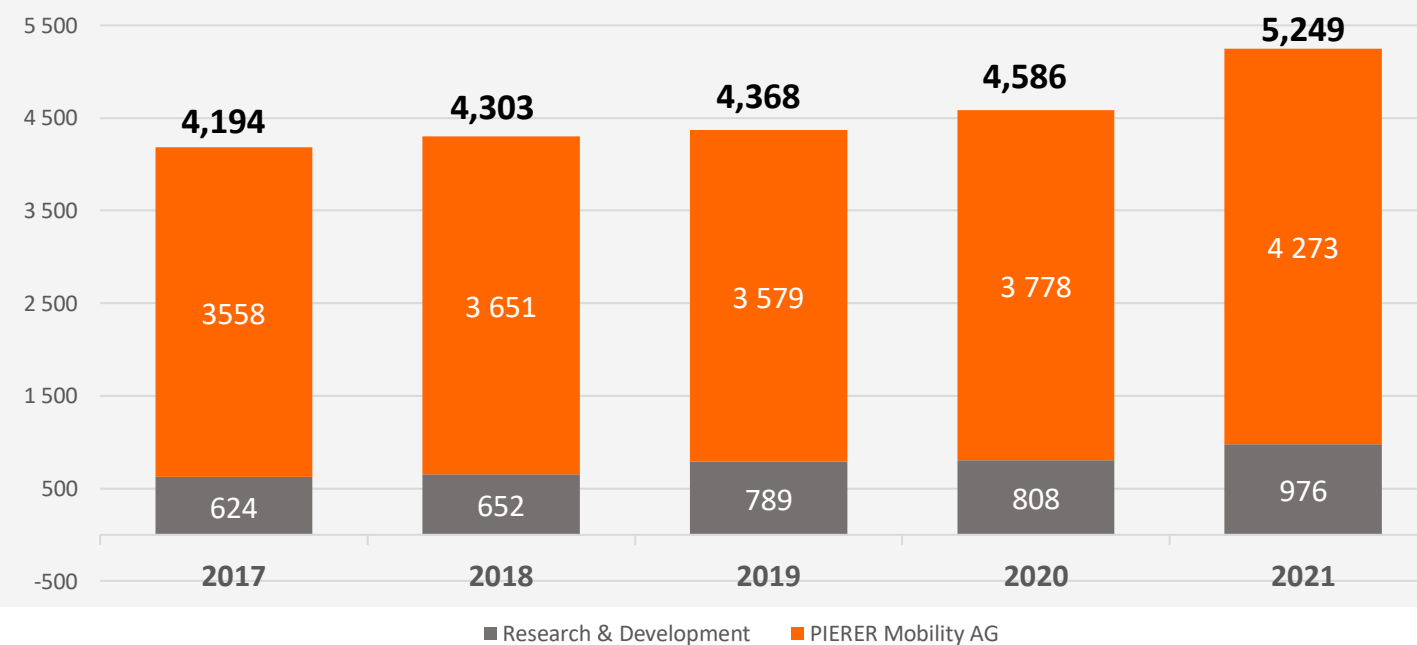
Source: PIERER Mobility AG

DEVELOPMENT OF EMPLOYEES

AS OF 31.12.2021

KEY FACTS

- **5,249 employees**, incl. around 200 apprentices
- Increase by **663 staff** in 2021 (compared to 4,586)
- High-quality approach in **Apprentice Training** – Investment of 2.5 m€ in our training workshop
- **36 years average age**, **~24% female share**



Source: PIERER Mobility AG, 2017 w/o Pankl



REGISTRATIONS 12/2021

	TOTAL REGISTRATIONS			KTM AG REGISTRATIONS		
	2020	2021	Diff. to PY	2020	2021	Diff. to PY
DE	161,926	146,666	-9.4%	26,581	21,611	-18.7%
FR	127,489	142,176	11.5%	11,587	12,794	10.4%
IT	94,370	118,353	25.4%	9,408	10,687	13.6%
UK	77,097	84,257	9.3%	9,169	9,289	1.3%
ES	71,162	79,300	11.4%	8,486	8,572	1.0%
SE	12,708	10,194	-19.8%	3464	1906	-45.0%
BE	18,307	18,593	1.6%	2,371	2,013	-15.1%
NL	12,953	13,836	6.8%	1404	1586	13.0%
AT	20,595	19,550	-5.1%	7,084	4,858	-31.4%
CH	31,894	38,445	20.5%	2890	3468	20.0%
FI	3,482	3,481	0.0%	769	828	7.7%
DN	3,040	3,201	5.3%	186	156	-16.1%
NO	8,538	9,403	10.1%	1581	1836	16.1%
GR	5,299	7,254	36.9%	394	548	39.1%
CEE	33,141	40,707	22.8%	4004	4071	1.7%
BALTIC	2,145	2,665	24.2%	569	641	12.7%
EUROPE	684,146	738,081	7.9%	89,947	84,864	-5.7%
US	397,915	436,845	9.8%	46,241	49,515	7.1%
CA	50,413	55,601	10.3%	7,280	7,857	7.9%
North America	448,328	492,446	9.8%	53,521	57,372	7.2%
Oceania	68,676	76,342	11.2%	13,628	14,605	7.2%
Japan	66,654	75,409	13.1%	2,484	2,437	-1.9%
ZAF	8,554	9,829	14.9%	2,324	2,367	1.9%
Argentina	109,636	140,899	28.5%	3,522	5,920	68.1%
Brazil	621,397	766,729	23.4%	1,210	954	-21.2%
Colombia	306,529	437,230	42.6%	4,977	8,741	75.6%
TOTAL	2,313,920	2,736,965	18.3%	171,613	177,260	3.3%

KTM AG MARKET SHARE	
2020	2021
16.4%	14.7%
9.1%	9.0%
10.0%	9.0%
11.9%	11.0%
11.9%	10.8%
27.3%	18.7%
13.0%	10.8%
10.8%	11.5%
34.4%	24.8%
9.1%	9.0%
22.1%	23.8%
6.1%	4.9%
18.5%	19.5%
7.4%	7.6%
12.1%	10.0%
26.5%	24.1%
13.1%	11.5%
11.6%	11.3%
14.4%	14.1%
11.9%	11.7%
19.8%	19.1%
3.7%	3.2%
27.2%	24.1%
3.2%	4.2%
0.2%	0.1%
1.6%	2.0%
7.4%	6.5%



KTM PRODUCT PORTFOLIO

249290 UNITS IN 2021



HUSQVARNA MOTORCYCLE PRODUCT PORTFOLIO

60,801 UNITS IN 2021



GASGAS MOTORCYCLE PRODUCT PORTFOLIO

22,790 UNITS IN 2021



PIERER E-BIKES PRODUCT PORTFOLIO

79,916 UNITS E-BICYCLES & 25,837 NON-ELECTRIC BICYCLES IN 2021








ELECTRIC POWERED TWO-WHEELERS

LEGAL CLASSIFICATION

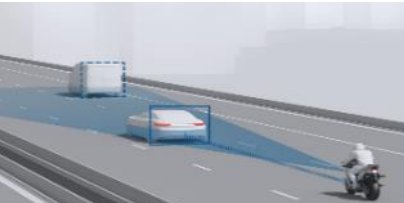
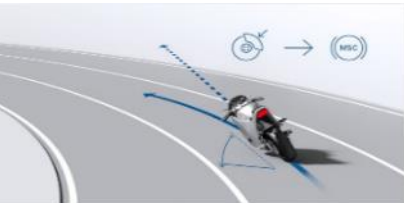



LOW VOLTAGE (48 Volt)

HIGH VOLTAGE

Category (Technical & Performance)	Electric Bicycle	L1eA S-Pedelec	L1eC* S-Pedelec	L1e-B Moped up to 50cc	L3e-A1 Motorcycle/Scooter up to 125cc	L3e-A2, L3e-A3 Motorcycle/Scooter
						
Max. Performance (rated)	250 W	1 kW	1 kW	2 – 4 kW	4 – 11 kW	>10 – 35 kW
Max. Speed	25 km/h (15.5 mph)	45 km/h (28 mph)	45 km/h (28 mph)	45 km/h (28 mph)	Not Specified	Not Specified
Required License	No License Required	Moped (AM), Street homologation	Moped (AM)	Moped (AM)	A1 Motorcycle	A2, A

*in discourse with the European Cyclists' Federation CONEBI
Source: PIERER Mobility AG

SAFETY & DIGITAL INNOVATION AT THE CORE FOR SUSTAINABLE TWO-WHEEL TRANSPORTATION

	SAFETY			TECHNOLOGY	
					
Trend and challenge	<p>Connectivity in traffic Vehicle-to-vehicle (V2V) communication, especially for early detection of approaching vehicles</p>	<p>Electronic assistance systems Electronic systems focusing on lean-angle-dependent break and traction control</p>	<p>Adaptive cruise control (ACC) & radar signals Electronic, radar-based aids warn about hazards such as a vehicle approaching in the rider's blind spot</p>	<p>Optimization of drivetrains Improvement of performance and compliance with environmental law standards</p>	<p>Electric drive Zero emission for two-wheelers and light-weight vehicles</p>
Partner	Bosch	Bosch	Bosch	Pankl	KTM
Achievements	<ul style="list-style-type: none"> Car industry is leading the development It will take several more years before V2V will become relevant for motorcycle manufacturers Important future safety feature for P2W by making other road users aware of approaching motorcycles 	<ul style="list-style-type: none"> Cornering Brake Control (CBS) introduced by KTM and integrated in all KTM models Motorcycle Stability Control system (MSC) integrated in KTM flagship models 	<ul style="list-style-type: none"> ACC, a Among the systems included here is ACC adaptive cruise control, which can automatically adjust the bike's speed to maintain a safe following distance 	<ul style="list-style-type: none"> Compliance with EURO 4 (2016/17) and 5 (2020/21) Continuous introduction of new light-weight components 	<ul style="list-style-type: none"> Introduction of KTM E-Ride series (Freeride E-XS, E-XC, E-SM) Growth will depend on development of efficient, light-weight and low-cost batteries

- **Technology** will remain a dominant differentiating factor for the foreseeable future
- As for cars, the **drivetrain** is the most expensive component and the most important area enabling differentiation
- While KTM manufactures all key elements of the drivetrain in-house, it relies on **partnerships** with prime partners in other innovation areas such as batteries or V2V technology

APPENDIX

DATA SOURCES FOR MOTORCYCLES MARKET INFORMATION AND INTELLIGENCE

Sources by market

Europe	Reported countries: Data source: Motorcycles:	DE, FR, IT, ES, UK, SE, BE, NL, AT, CH, FI, NO, BALTIC 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 / New Zealand	Data source: Motorcycles:	ERG >120cc, incl. MX
India	Data source: Premium motorcycles:	Bajaj Market Intelligence S2 + S3 Segment