

**Piaggio Group is a world reality and leader in the two-wheel sector for many years. Can you give us some data from your market?**

Established in 1884, the Piaggio Group is Europe's largest scooter and motorcycle manufacturer and one of the international leaders in the sector, listed on the Italian stock exchange since 2006. The Piaggio Group has three distinct business arms:

2 wheelers (scooters and motorcycles from 50cc to 1,400cc.), light commercial vehicles (first and foremost with Porter and Ape), and a robotic division with Piaggio Fast Forward (PFF), the company of the Piaggio Group with its headquarters in Boston, which represents the research centre on mobility of the future.

At 31 December 2019, Piaggio Group consolidated net sales totalled 1,521.3 million euro (+9.5%), and the net profit rose by 29.6% to 46.7 million euro. During 2019, the Piaggio Group sold 611,300 vehicles worldwide, of which 399,600 two-wheelers.

In 2019 the Piaggio Group reported excellent performance in two-wheelers in the Asia Pacific area (+14.5% sales volumes, +23.2% net sales) and positive performance in the EMEA and Americas area (+2.4% sales volumes, +8.3% net sales). In Europe, the Piaggio Group confirmed its leadership of the scooter segment with a share of 24.1%, and on the North American scooter market, it maintained a strong position with a share of 23.7%, and remained committed to consolidating its presence in motorcycles with the Aprilia and Moto Guzzi brands.



**In consideration of the current EU Driving Licence scenario how Piaggio Group's range of product could face the 2W Driving School's operations? Have Piaggio Group already set some dedicated commercial and marketing activities?**

Some of the Piaggio Group's products fit 100% with the 2W-Driving Licence's requirements demanded by the Driving School. Below a short list per each Driving Licence category:

Piaggio Group's Model	Driving Category	Licence
SX 50 Factory	AM	M
SX 50 Low Seat	AM	M
RS 50	AM	M
SX 125	A1	M
RX 125	A1	M
TUONO 125	A1	M
DORSODURO 900	A	M
DORSODURO 900 depot.*	A2	M
V7 III STONE	A	M
V7 III STONE depot.*	A2	M
V9 ROAMER	A3	M
V9 ROAMER depot.*	A2	M
V85TT	A	M
V85TT depot.*	A2	M
Zip 50 4T	AM	A
Liberty 125 ABS 3v	A1	A
SENDA LTD 50 SM	AM	M

The above Models are distributed in most of the EU Markets and available immediately.

As far as the second question, Piaggio Group have created a dedicated commercial package focused on vehicle, accessories and service: we started since February 2020 to keep in touch with the main National Associations (Members of EFA) in order to formalize a dedicated Price List valid for all the Driving Schools associated with the National Association. We have all the interest to enshort the distance between the Manufacturer and the End User passing also through the driving schools. We are at disposition through our Piaggio Group's contact reference for further info.

**Are there any European markets where you would like to be more present and therefore make new advantageous agreements for driving school associations?**

Any Markets of EU are receiving our attention. For sure the most mature 2W Markets of the so called West Europe are our priority. Anyway we are approaching through out local Distributors the remaining smaller Markets.