

EROAD



**BELL POTTER EMERGING LEADERS CONFERENCE
SEPTEMBER 2021**

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EROAD IS A HARDWARE ENABLED SAAS COMPANY WHO PIONEERED REGULATORY TELEMATICS

Purpose is **SAFER AND MORE SUSTAINABLE ROADS**

Provides **REGULATORY COMPLIANCE AND TELEMATICS SOFTWARE** to heavy and light vehicle fleets in New Zealand, North America and Australia

Develops **TECHNOLOGY SOLUTIONS** to manage vehicle fleets, support regulatory compliance, improve driver safety and reduce costs of operating a fleet of vehicles and assets

126,203¹
CONTRACTED UNITS

94.9%¹
ASSET RETENTION RATE

\$58.30¹
MONTHLY SAAS ARPU

CLARITY DASHCAM

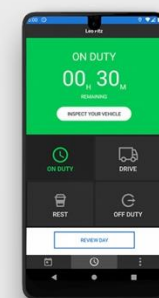


EHUBO2



IN-VEHICLE HARDWARE

SAAS PRODUCTS

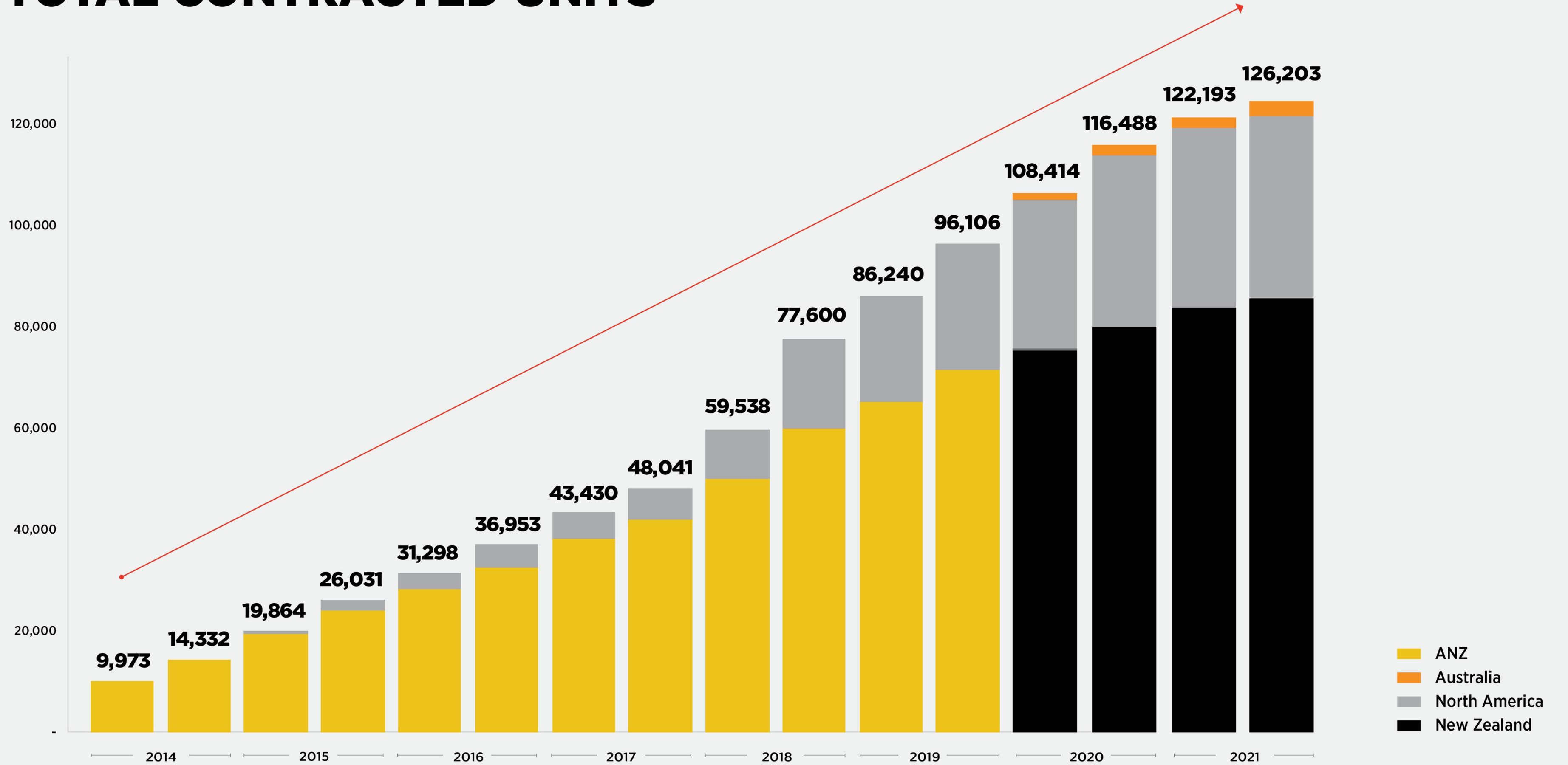


MyEROAD



¹As at 31 March 2021

TOTAL CONTRACTED UNITS



GROWTH THROUGH ACCOUNT EXPANSION

EROAD CLARITY DASHCAM



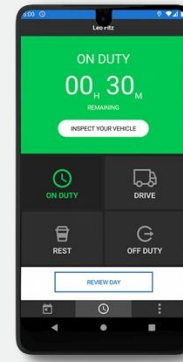
1,054
SOLD IN MARCH

EROAD GO



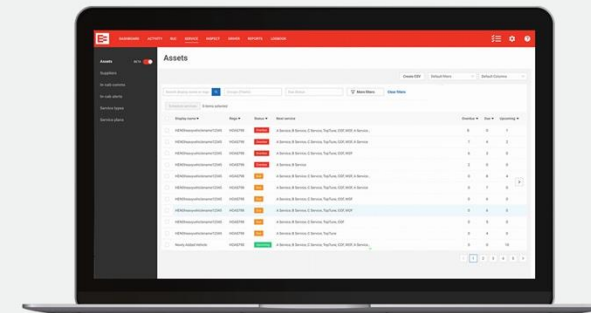
OPENS UP
ADDRESSABLE
MARKET

EROAD DAY LOGBOOK



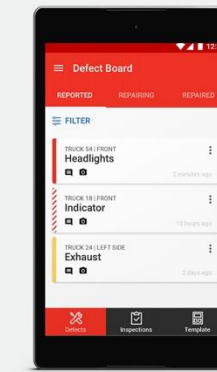
6,407
DRIVERS
SUBSCRIPTIONS

MyEROAD FLEET MAINTENANCE



5,647
IN-CAB SERVICE ALERTS
5,818
PRE-TRIP COMMS

EROAD INSPECT



10,490
DRIVERS SUBSCRIPTIONS
306
CUSTOMERS






EROAD WHERE



5,060
SOLD TO
164
CUSTOMERS

STRATEGIC RATIONALE

The Acquisition is transformational and significantly accelerates EROAD's key growth metrics by 2 years

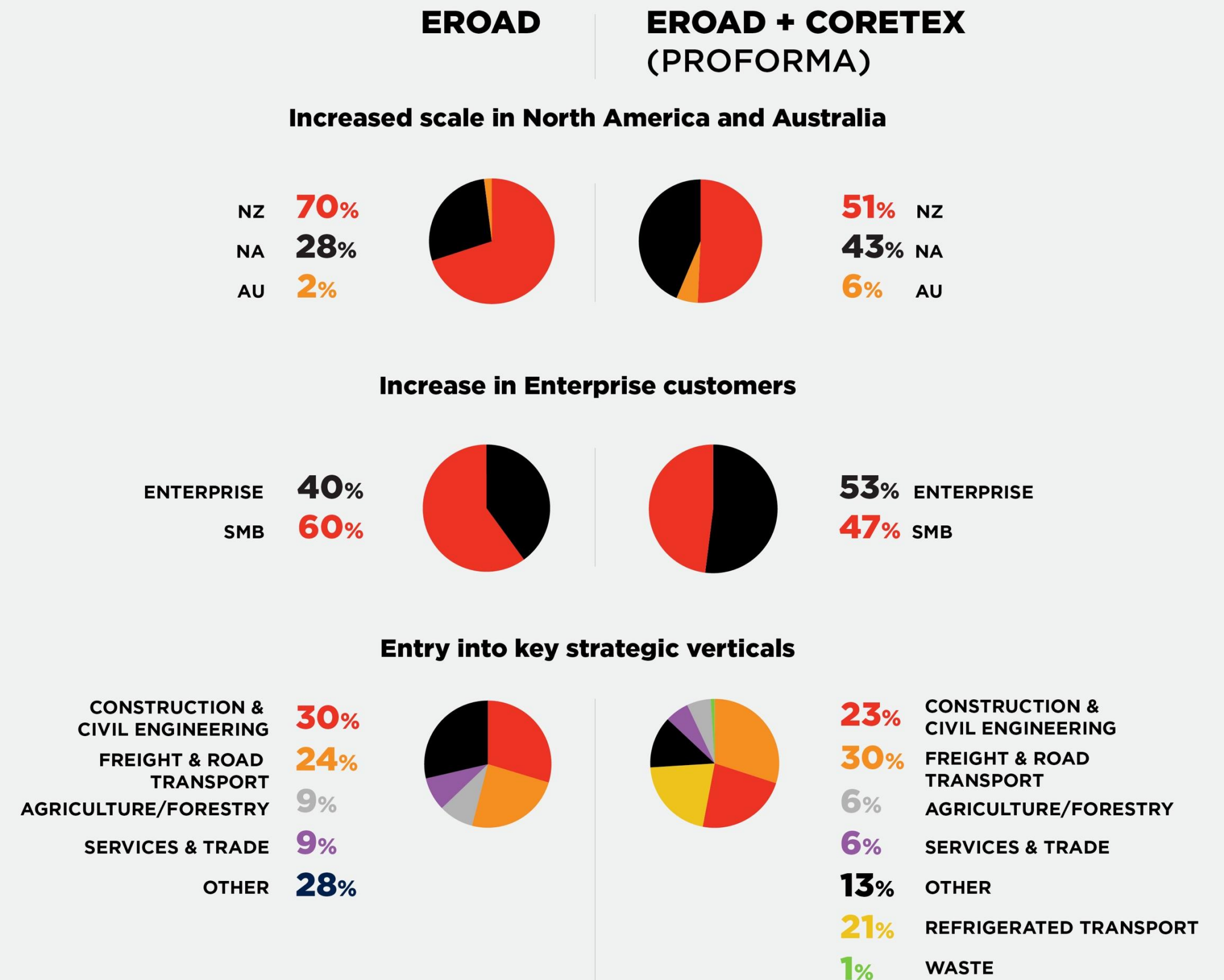
-  Increased product market fit with proven technology solutions for refrigerated transport, construction, less than a truckload (LTL) and waste & recycling - significantly increasing EROAD's addressable market
-  Increasing Enterprise grade product solutions as well as gaining a number of key flagship Enterprise accounts which increases ability to win Enterprise customers
-  Gaining Coretex's next generation platform provides EROAD the ability to accelerate its technology and product roadmaps with the combined expertise of product and engineering teams
-  Delivering 64,177² units in North America, Australia and New Zealand significantly lifting market position in both North America and Australia
-  Increases growth velocity toward 250,000 units and positions EROAD to become a bigger player in the global telematics market

A TRANSFORMATIONAL ACQUISITION

FY21 KEY METRICS

EROAD	EROAD + CORETEX (PROFORMA)
\$91.6m REVENUE	\$138.2m³ REVENUE
\$30.7m EBITDA	\$46.8m³ EBITDA
\$88.4m AMRR	\$131.1m³ AMRR
126,203 UNITS	190,380 UNITS
\$58.30 ARPU	\$58.10⁴ ARPU
94.9% ASSET RETENTION RATE	91.6%⁵ ASSET RETENTION RATE

FY21 CUSTOMER MIX



³ Coretex's audited financial accounts have been adjusted to make the accounting consistent with EROAD as outlined in the disclaimer on page 3.

⁴ 20 cent reduction in ARPU reflects the 53% of Coretex's units that are refrigerated trailer units

⁵ Excluding Coretex's fleet reduction (during COVID-19) EROAD + Coretex's FY21 Proforma Asset Retention Rate would have been 94.8%.

EROAD AND CORETEX BOTH ASPIRE TO CREATE A SAFER, MORE SUSTAINABLE AND MORE PRODUCTIVE SOCIETY

EROAD

Safer and more sustainable roads

- Solutions that help reduce speed by customers, a significant contributor to accidents and serious injuries
- Vehicle service and monitoring helps our customers ensure their vehicles are safe
- Driver management services that help improve driving behaviour
- Tools to help our customers achieve greater fuel efficiency and therefore reduce emissions
- Solutions that help reduce compliance costs and improve fleet productivity
- Road network usage analytics informs infrastructure planning



CORETEX

Building a safer, greener and more productive world

- Refrigerated Transport solutions with controls and remote temperature to optimise compliance/safety and fuel consumption to help reduce wastage and emissions
- Construction solutions that help reduce construction and industrial wastage
- Waste & Recycling solutions to help reduce contamination



**CORETEX IS A TELEMATICS VERTICAL
SPECIALIST DELIVERING ENTERPRISE GRADE
SOLUTIONS**








CORETEX

**REFRIGERATED
TRANSPORT**

CONSTRUCTION





**WASTE & RECYCLING
SOLUTIONS**

THE ACQUISITION ACCELERATES EROAD'S STRATEGIC PRIORITIES **NORTH AMERICA**

- Grow connected units to 50,000 over the next 18 months  ✓
- Extend product offering in the freight, road transportation fleets and the areas of health & safety  ✓
- Extend the range of telematics solutions beyond trucks into trailers and associated light duty vehicles and large assets  ✓
- Pursue Enterprise opportunities  ✓
- Grow monthly run rate business in small to medium sized fleets  ✓
- Support National Road User Charging pilot for heavy vehicles



THE ACQUISITION ACCELERATES EROAD'S STRATEGIC PRIORITIES **AUSTRALIA**

- Grow number of connected units to 10,000 over the next 18 months  ✓
- Extend product offering in the Civil Engineering, Government fleets, areas of driver fatigue, health & safety and vehicle service & maintenance  ✓
- Establish AU based leadership team to support Enterprise and market development activities
- Pursue Enterprise opportunities  ✓
- Grow monthly run rate business in small to medium sized fleets  ✓
- Increase EROAD's brand awareness using targeted digital marketing
- Support National Road User Charging pilots and transport regulatory development using telematics technology



THE GLOBAL TELEMATICS INDUSTRY POISED FOR SIGNIFICANT GROWTH

The Global Telematics industry is estimated to reach a value of US\$109⁶ billion by 2026 growing at a CAGR of 19% during 2021-2026

⁶ Imarc. Includes technologic solutions for transmitted information from commercial automobiles over long distances via vehicle-to-vehicle and vehicle-to-vehicle infrastructure models.

QUESTIONS & ANSWERS

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