



# Bell Potter Decoded 2022 Conference

Safer and more sustainable roads

8 September 2022



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## **CORETEX**

The Coretex merger completed on 30 November 2021. All financials include 4 months of Coretex.



**EROAD IS A HARDWARE ENABLED SAAS  
COMPANY WHO PROVIDES TECHNOLOGY  
SOLUTIONS TO SOLVE CUSTOMER PROBLEMS**







# WE ARE **EROAD**

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**SAFER AND MORE  
SUSTAINABLE  
ROADS**

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**REGULATORY  
AND SPECIALISED  
TELEMATIC  
SOLUTIONS**

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**OVER 200,000  
CONNECTED  
VEHICLES**

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**STABLE ASSET  
RETENTION RATE**

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**GROWING  
ANNUALISED  
MONTHLY  
RECURRING  
REVENUE**

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**TARGETING  
STRONG GROWTH  
OF AT LEAST  
\$250M BY FY25**



# SAFER AND MORE SUSTAINABLE ROADS

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**KEEP THE  
COMMUNITY SAFE**



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**CONSERVE AND  
IMPROVE THE  
ENVIRONMENT**



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**SUPPORT ECONOMIC  
GROWTH**





# SOLVING CUSTOMER PROBLEMS



**PRODUCTIVITY**



**REGULATORY  
COMPLIANCE**



**ROAD SAFETY**



**FOOD SAFETY**



**PROOF OF  
SERVICE**



**CERTIFICATION  
OF QUALITY**



# SOLVING CUSTOMER PROBLEMS ACROSS 4 INDUSTRIES

## IN CAB PROFESSIONAL TRANSPORT



## REFRIGERATED TRANSPORT



## CONSTRUCTION

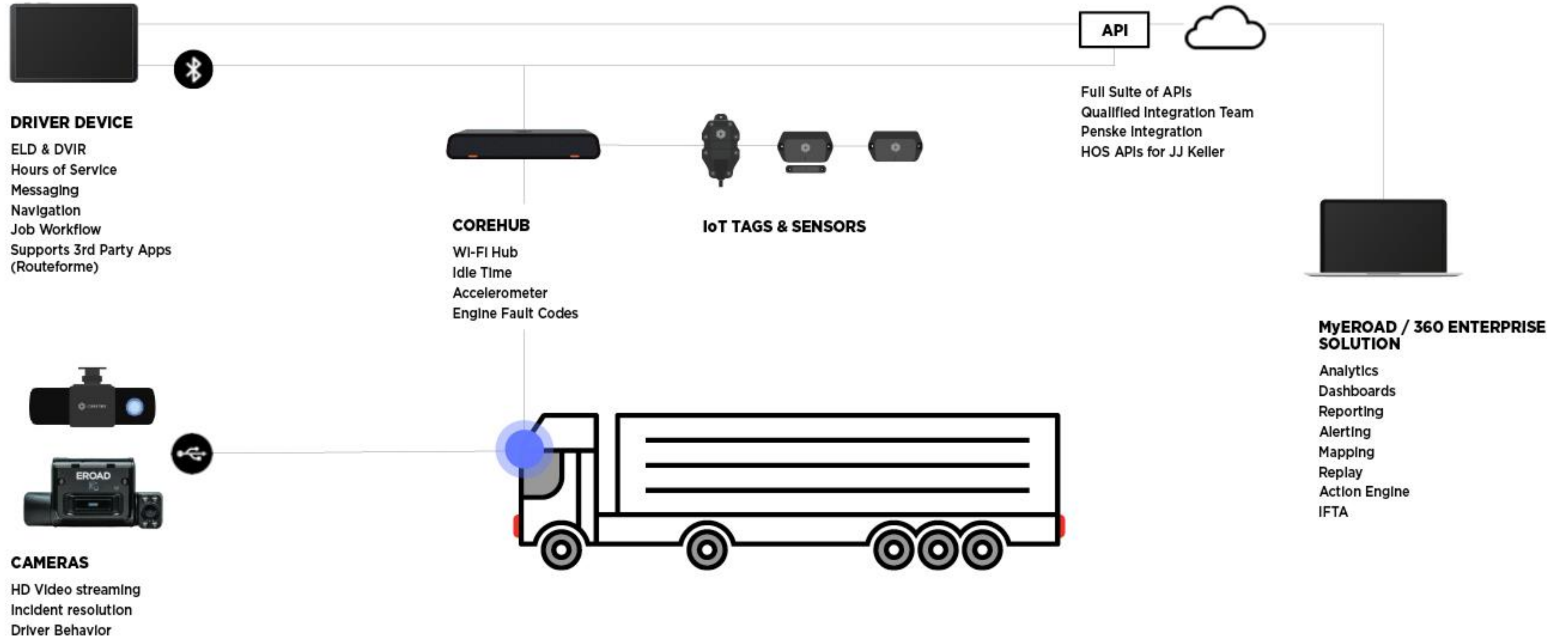


## WASTE AND RECYCLING



# OUR NEXT GENERATION OFFERING

ALL VEHICLES. ALL ASSETS. ONE PLATFORM





# RECURRING SAAS REVENUE MODEL

## EROAD GENERATES SAAS REVENUE THROUGH:

- sale and rental of hardware
- the licensing of its software on a monthly subscription basis
- the installation of hardware devices

## EROAD DRIVEN BY RECURRING SAAS REVENUE



SaaS Revenue  
**91%**

Software as a service (SaaS) revenue represents revenue earned from customer contracts for the sale or rental of hardware, installation services and provision of software services.

Transaction Fee Revenue  
**3%**

Transaction fee revenue relates to the collection of Road User Charges (RUC) fees and weight-mile tax in North America.

Other Revenue  
**3%**

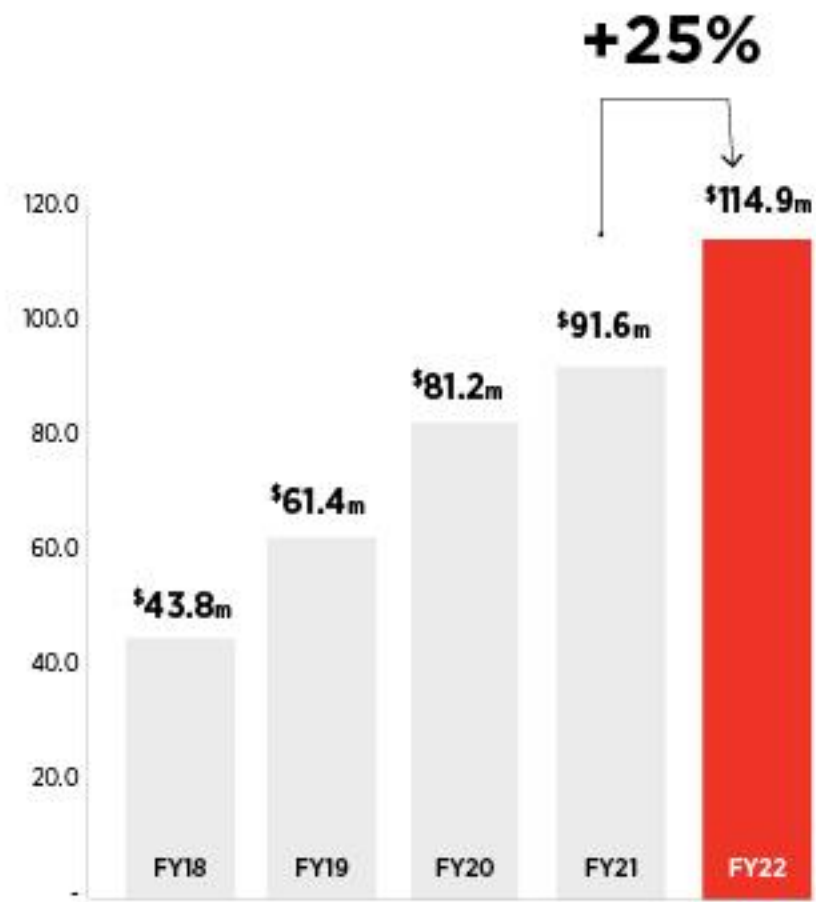
Hardware Revenue  
**2%**

Grant Revenue  
**1%**

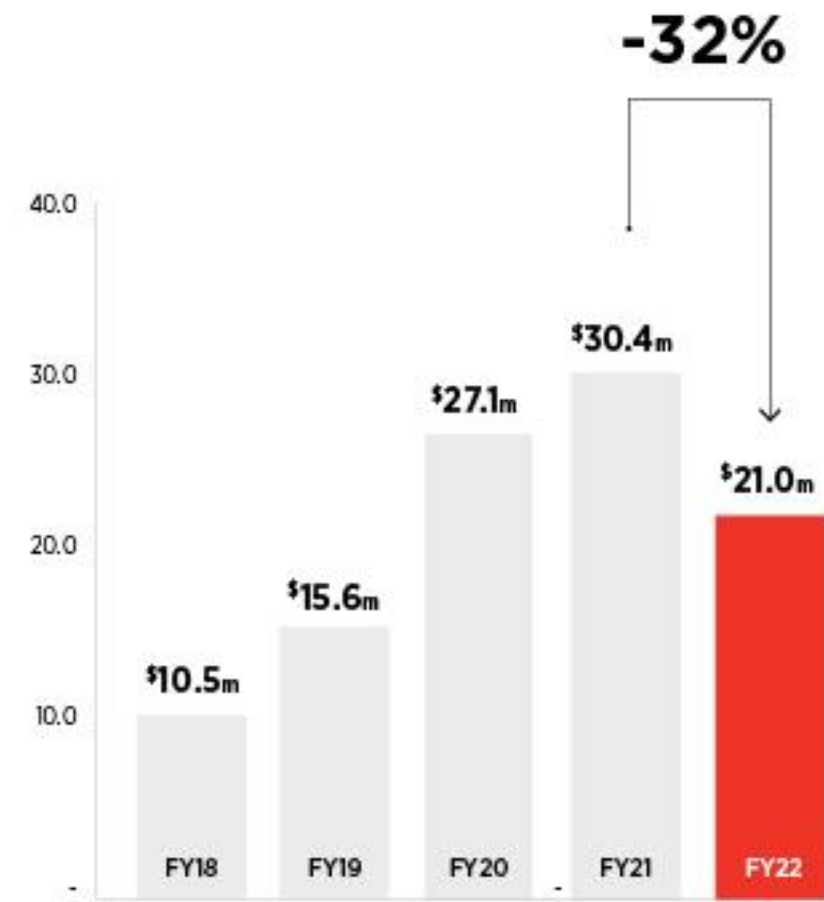


# FY22 FINANCIAL

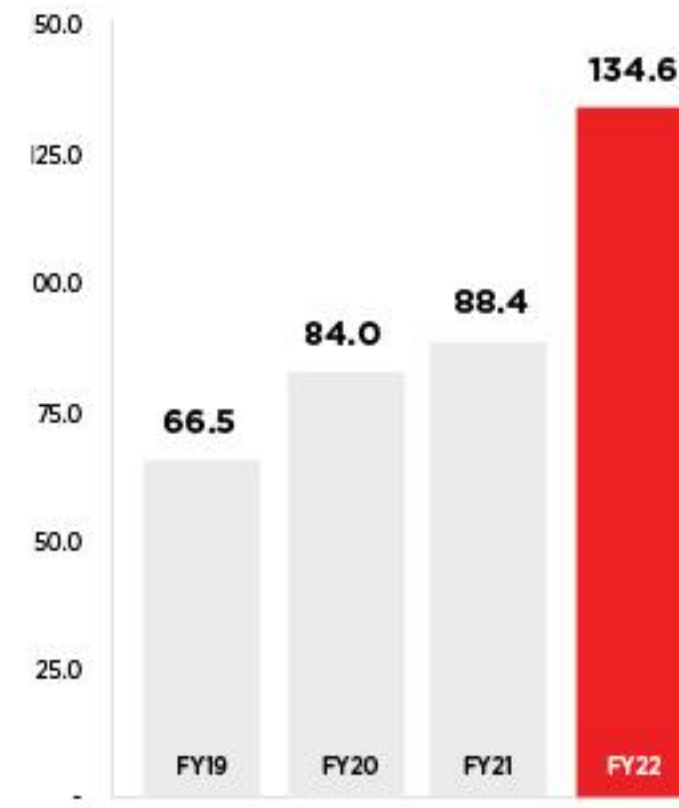
## REVENUE



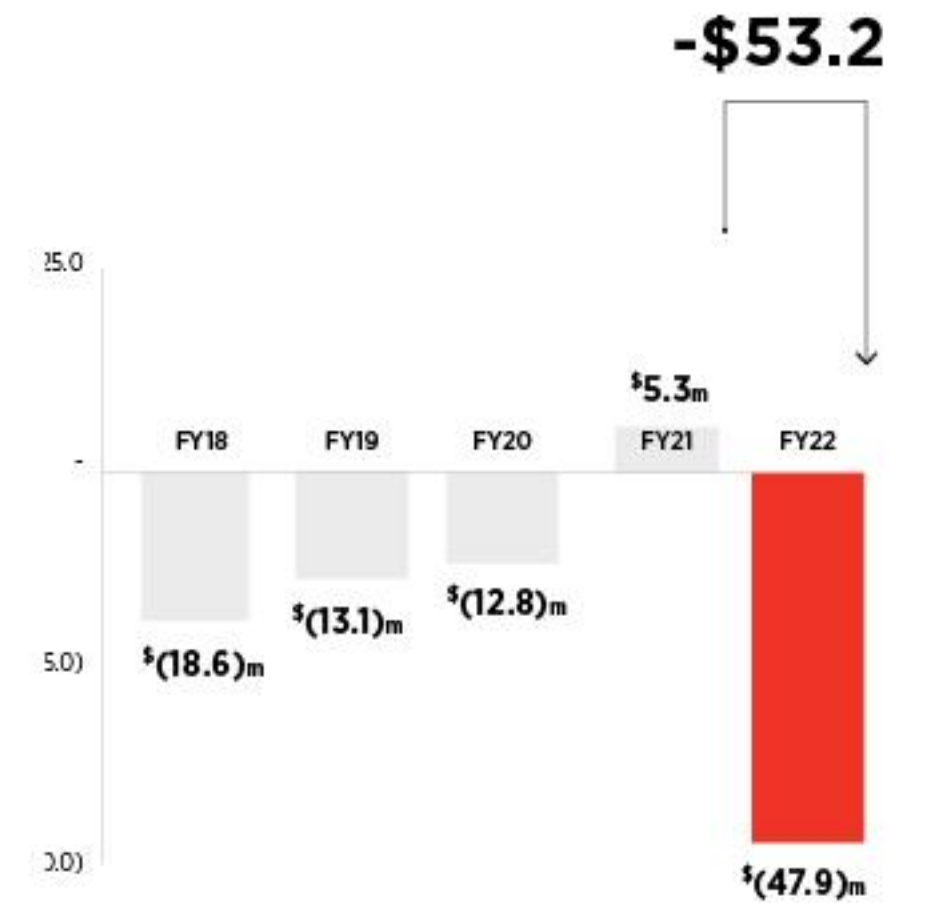
## EBITDA



## ANNUALISED MONTHLY RECURRING REVENUE (\$M)



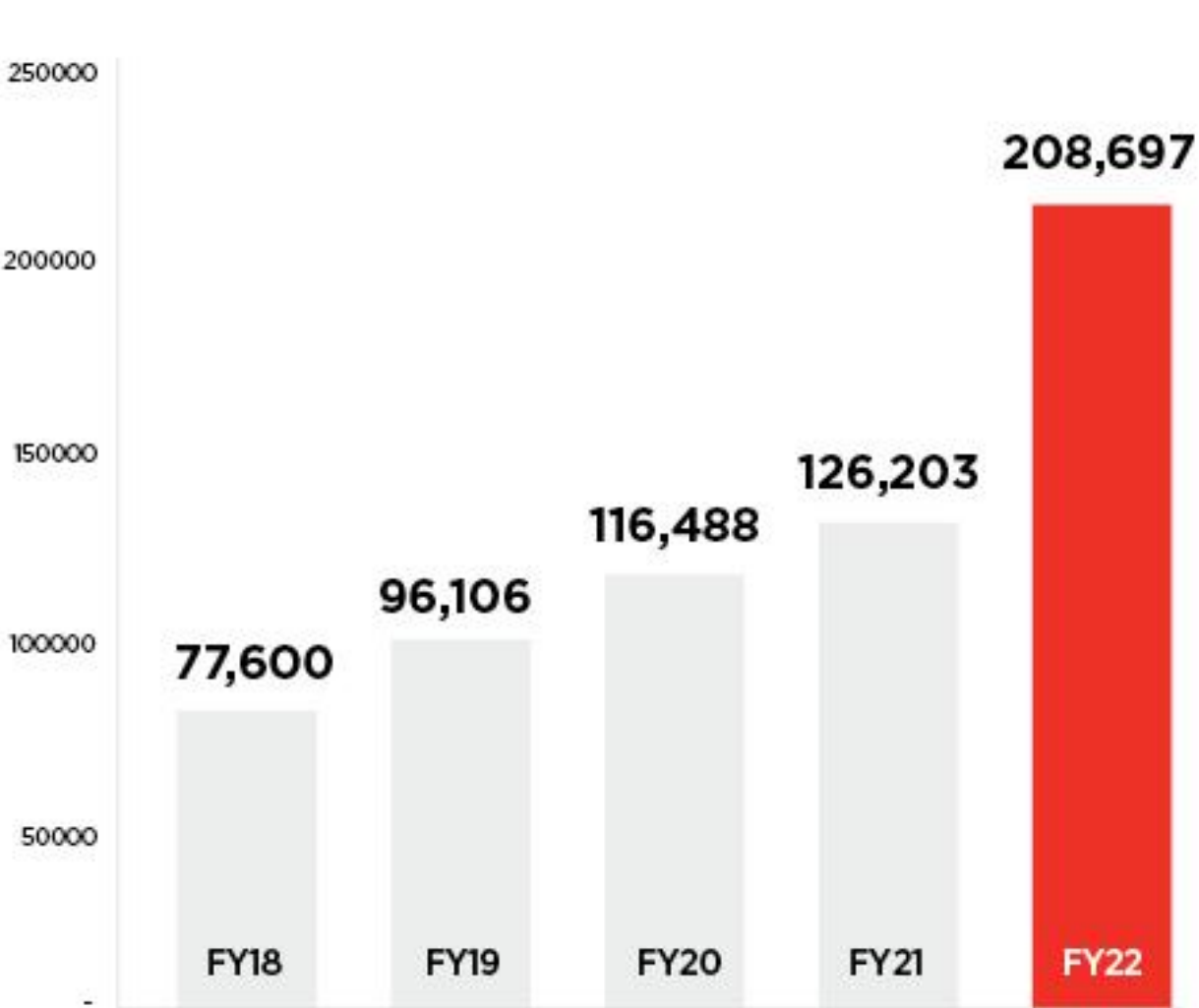
## FREE CASH FLOWS EXCLUDING MERGER



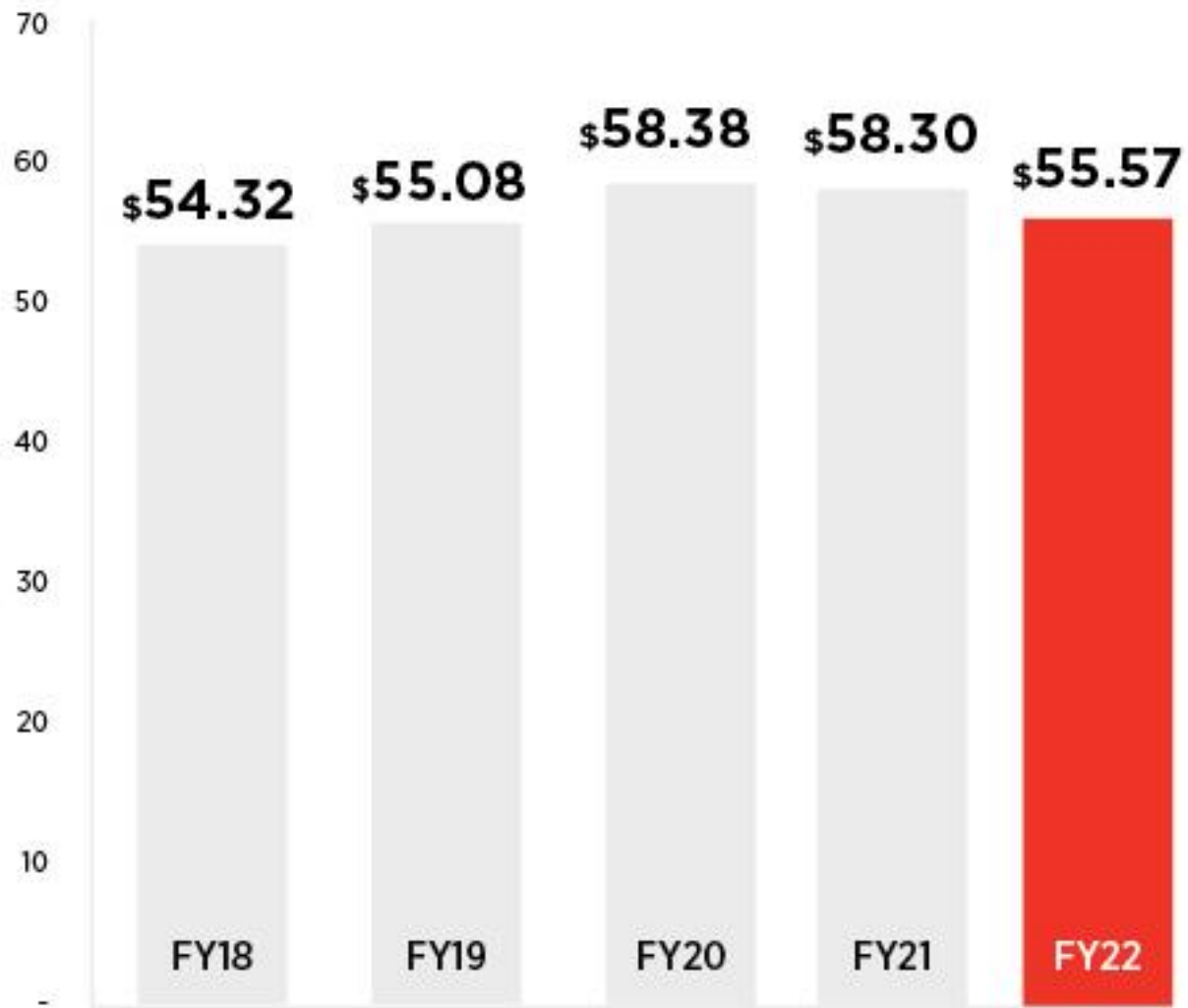


# KEY PERFORMANCE METRICS

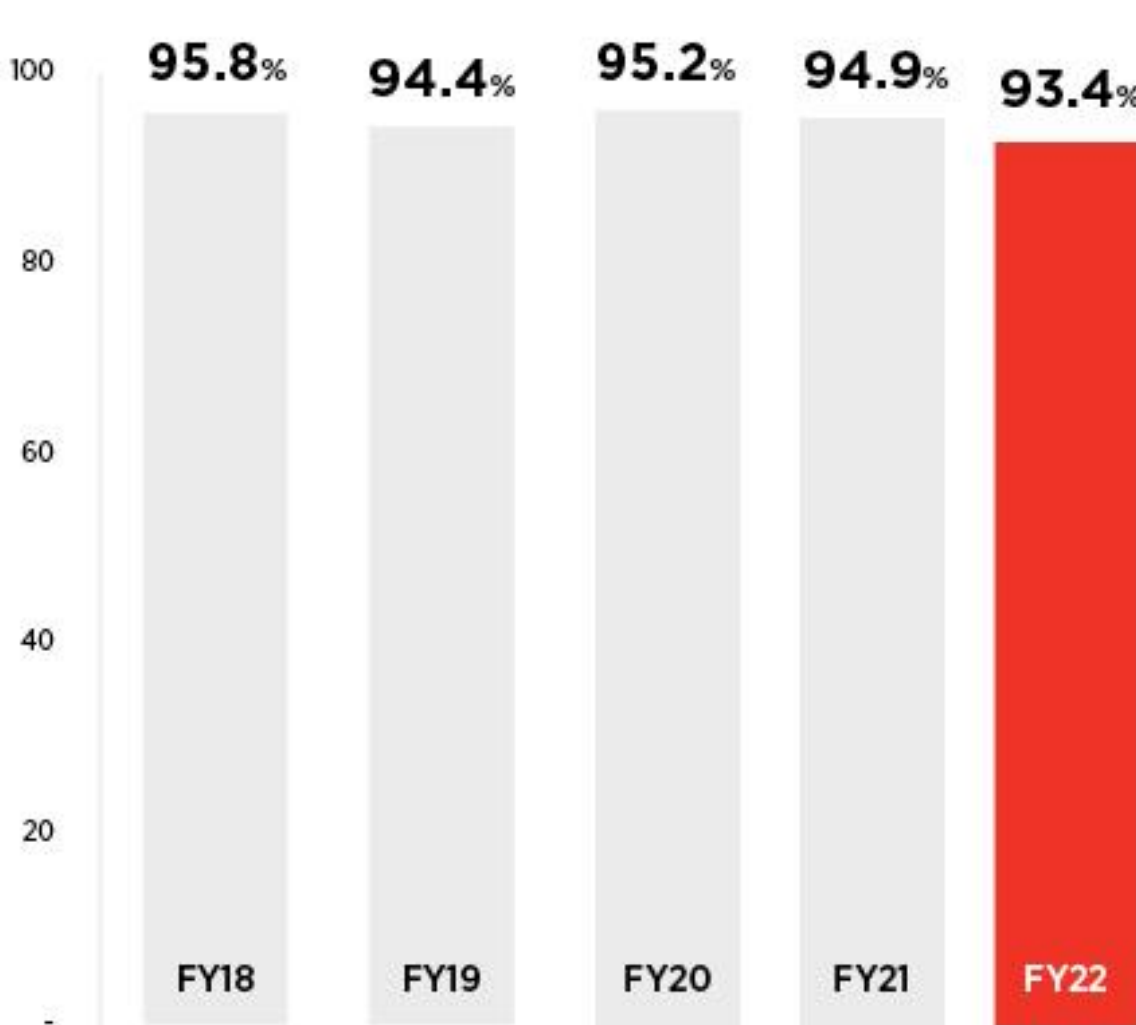
### CONTRACTED UNITS



### AVERAGE REVENUE PER UNIT



### EROAD STAND ALONE ASSET RETENTION RATE





# **FY23 OUTLOOK**

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**Growth momentum expected to build with successful conversion of North American enterprise pipeline opportunities**

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**Targeting Revenue of at least \$250 by FY25**

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**Anticipate Revenue between \$150m - \$170m in FY23**

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**Expect improved operating leverage from FY24**

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**Targeting normalised EBIT of between -\$5m to breakeven**



# QUESTIONS

