



EROAD

Latest EROAD news sent to Shareholders

AUCKLAND, 31 October 2023: Transportation technology services company EROAD Limited (NZX/ASX: ERD) (EROAD) is today releasing a Shareholder Update, via attached email, to its registered shareholders.

You can access a copy of the update at <https://www.eroad.co.nz/lp/shareholder-update-october2023/>

EROAD is also announcing today renewed and expanded 5-year partnership in Australia with Boral, and upcoming renewal with Woolworths, in deals worth 4,345 units.

A copy of the media release is attached and can be accessed at <https://www.eroad.co.nz/news/eroad-expands-partnerships-with-2-blue-chip-australian-customers-worth-4345-units/>

Authorised for release to the NZX and ASX by Ksenija Chobanovich, General Counsel and Company Secretary

ENDS

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About EROAD

EROAD is a fully integrated technology, tolling and services provider, based in Auckland, New Zealand. They design and manufacture in-vehicle hardware, operate secure payment and merchant gateways and offer web-based value-added services. EROAD modernises road charging and compliance for road transport by replacing paper-based systems with easy-to-use electronic systems. They are the largest provider of road user charges (RUC) compliance in New Zealand, and a leading provider of health and safety compliance and fleet management solutions. EROAD is listed on the New Zealand Stock Exchange (NZX) and Australian Stock Exchange (ASX) under the stock symbol of ERD. <http://www.eroad.co.nz>

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Shareholder update

We arrived at Q3 with a newly strengthened balance sheet and the continued focus on delivering our stated goals of fiscal responsibility, and growth in North America. It is only through the trust and support of our Shareholders, that this was possible.

The needs of EROAD customers continually evolve, opening more revenue streams within our current base, which we are capturing through new product innovation. This path has delivered a sophisticated suite of global products designed around market needs.

As we continue this journey, we want to ensure we're bringing you with us. Past feedback suggests we need to improve frequency, content, and style of our communications. Starting with this shareholder newsletter, we commit to providing simplified and relevant updates on progress against stated goals, product innovations, customer insights, wins and company news.

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Wins and Renewals

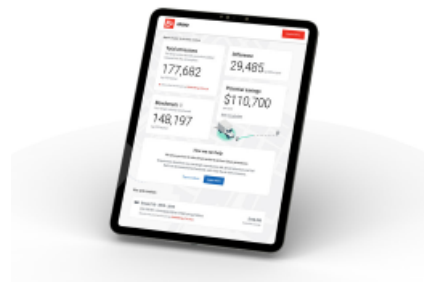
EROAD has signed a 5-year partnership with Programmed, a significant enterprise customer in Australia. The deal will see MyEROAD platform deployed to a fleet of 2,000 vehicles and 1,000 assets.

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New Sustainability Products

Through our collaboration with EECA (Energy Efficiency and Conservation Authority) we have delivered two new sustainability solutions to market aimed at the reduction of emissions across the transport sector.

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100,000 connection milestone reached in North America

In early September, EROAD officially registered its 100,000th connection in North America. Success in this region is vital to EROAD's future, and a key focus in our business strategy.

This achievement is a great indicator of our plan to capitalise on the immense potential in the region.

Mark Heine in Supply Chain World

EROAD CEO Mark Heine spoke to Supply Chain World about how harnessing the power of data – along with AI, advanced algorithms, and machine learning – can help transportation businesses transform their operations through better decision making and reduced goods waste.

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Delivering Fresher, with CoreTemp

With over 35,000 refrigerated deliveries a week to the likes of Starbucks and Chick-fil-A, QCD (Quality Custom Distribution) knows the importance of refrigerated food transport. Here they sit down with EROAD's Steve Perrin to discuss how EROAD and AI continue to help them better deliver Chilled and Frozen Food and further reduce transport related food wastage.

[WATCH HERE](#)

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EROAD expands partnerships with 2 blue-chip Australian customers worth 4,345 units

EROAD announces 5-year partnerships with long-term Australian Coretex customers Boral and Woolworths worth 3,000 renewed fleet assets and 1,345 new fleet assets

AUCKLAND, 31 October 2023: Transportation technology services company EROAD Limited (NZX/ASX: ERD) (EROAD) has today announced significant customer renewals and expansions in Australia. These partnerships continue EROAD's successful strategy of growing enterprise customers in other markets over and above its strong market foundation in New Zealand.

In Australia, EROAD has expanded its existing partnership with Boral, Australia's largest vertically integrated construction and materials company, to upgrade the existing Telematics support it provides for 1,900 vehicles across Boral's heavy fleet and to expand that support into 1,345 new vehicles.

EROAD also confirms its selection as preferred supplier for Woolworth's 1100 fleet assets, upgrading its support for key vehicles or assets within the Woolworths Trailer fleet that provides hundreds of thousands of Australians with essential groceries. This comes off the back of a competitive tender process.

EROAD CEO, Mark Heine, said, "We are privileged and excited to help these iconic Australian companies deliver for their customers through the greater business intelligence we can provide. These partnerships are particularly important for EROAD as both Boral and Woolworths were originally Coretex customers, evidence that the 2021 Coretex acquisition and subsequent integration into EROAD is progressing well and delivering value for customers."

Today's announcement comes off the back of last month's announcement that EROAD had won new enterprise customer Programmed Australia and had renewed its partnership with Kinetic NZ, New Zealand's largest passenger transport business which includes the Go Bus transport brand. Those deals represented an additional 4000 new units and 1950 renewed units. Programmed is a leading provider of Staffing, Facility Management, Maintenance and Care services, and has signed a five-year contract for the MyEROAD telematics cloud platform to be deployed across a fleet of more than 2000 vehicles and 1000 assets.

Once fully installed, the three new or expanded Australian deals with Woolworths, Boral and Programmed Australia represents a 28% growth in Australian units.

Heine said, "These partnerships are another big step forward for EROAD's growth strategy. At EROAD we believe technology should be simple and make your job easier, so it's inspiring to see more great companies turn to technology to improve their operations and make a positive impact on both employees and the communities they serve."

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Media Release URL: <https://www.eroad.co.nz/news/eroad-expands-partnerships-with-2-blue-chip-australian-customers-worth-4345-units/>

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