

8 April 2024  
ASX Announcement

## **RPM INTRODUCES NEW SAAS PRODUCT SUITE THROUGH PARTNERSHIP WITH WHG FOR TELEMATICS, SMART ON-BOARD MASS, AND TECHNOLOGY**

### **Key highlights:**

- **Partnership broadens RPM range through the introduction of a new SaaS (Software as a Service) product suite targeting heavy commercial fleet customers.**
- **Introduces a new RPM recurring revenue stream, initially estimated at up to \$1 million in earnings for FY25 and solid runway for future years.**
- **Partnership enables RPM to offer an ecosystem of telematics, smart on-board mass and technology products and related services.**
- **Meets industry needs for improved safety and compliance technology systems that include telematics, Smart On-Board Mass and fatigue control.**
- **Meets new incoming heavy commercial vehicle mass compliance legislation that will be introduced across all Australian states and territories by June 2024 requiring mandatory use of these on-board safety and compliance technology systems.**
- **The phasing out of 3G network has created the need for any current system upgrades.**
- **Partnership expands RPM Groups ability to broaden the customer value proposition and service offering with the introduction of Technology, supported by the partnership and a customer centric focus.**

**RPM Automotive Group Limited (ASX: RPM) ("RPM" or the "Company")**, a leading player in the Australian automotive aftermarket sector, will introduce a new SaaS (Software as a Service) product through a technology partnership with certified provider of fleet management technology WHG Telematics (**WHG**).

WHG is Australia's leading supplier of telematics, IoT and tailor-made technology solutions including vehicle and asset tracking, fleet management, fatigue, and driver safety technology, with over 35 years of experience supplying technology solutions across several sectors.

This partnership positions RPM as the largest distributor of WHG products in Australia offering an onboard technology-connected vehicle ecosystem for commercial fleet customers.

It introduces a new type of revenue stream for RPM, comprising recurring SaaS subscriptions, product sales, and servicing through installations and ongoing system calibration.



Implementation and training will begin in Q4FY24, with initial earnings estimates of up to \$1 million in FY25.

This partnership provides RPM with access to all WHG products and services, with the addition of WHG as a development partner and specialist team with full end to end hardware, software, design and development capabilities, allowing the RPM to respond to new market, industry requirements and trends.

With the high adoption rate of technology in Australia, the fast-track adoption of mandatory and regulatory telematics, and an industry driven towards the modernisation of the Australian truck fleet, RPM is positioned through this partnership to expand its portfolio of services, introducing technology and innovation as a new market vertical.

As a result, the partnership is expected to scale and develop over the next 36 months, extending nationally across the RPM network, becoming a significant contributor to the Company's future earnings.

The range includes WHG's certified technology products: Smart On-Board Mass (OBM) system, telematics, fatigue management, video telematics, asset tracking, IoT solution and fleet monitoring services, improving fleet management and safety, efficiency, and compliance.

With over 1,000,000 heavy commercial vehicles registered in Australia, comprising 125,000 Prime Movers, 310,000 Trailers, 440,000 Rigid Trucks, 125,000 Buses<sup>1</sup> the partnership provides RPM a unique value proposition to more effectively respond to new market and industry requirements and trends that affect its heavy vehicle customers.

**Commenting on the agreement with WHG, RPM Automotive Group CEO Guy Nicholls said:**

"This is an exciting time for the company as we introduce cutting-edge technology, and a new style of product and service across our network, which includes SaaS recurring revenue. The introduction is timely with State-based legislation driving the adoption of safety and compliance regulations, for heavy commercial fleet operators nationwide being introduced in 2024. As such, we are well positioned to provide our commercial fleet customers with certified technology solutions that meet all compliance requirements and improves safety for all road stakeholders. RPM is a market leader with an extensive national network. WHG is a market leader in onboard vehicle technology development, this presents a significant service opportunity for our customers, and the commercial vehicle industry.

"I believe RPM is well placed to enter this new technology phase of growth that will not only provide additional recurring revenue streams but will also provide us with a substantial competitive advantage that supports our reputation for operational excellence and efficiencies and moves us forward as an industry leader in the Australian automotive aftermarket sector."

<sup>1</sup> \*2023/2024 Statistics ARTSA-I





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**WHG Director and Australia CEO, Dylan Hartley said:**

“WHG is a market leader in the cost-effective adoption of technology across different market segments and industry verticals. The RPM Group was identified as a leader that plugs directly into the heart of Australian trucking. Its diversified offer in the automotive space makes RPM the perfect partner. This partnership will unlock benefits for fleet customers and opens a new technology-based recurring revenue stream for RPM. Our partnership with RPM is exciting, and we expect significant growth as the partnership matures.

“The average age of a truck in Australia is over 14 years and as an industry we are responsible to support operators by responding to industry safety, regulatory and compliance changes, making technology accessible and affordable as a retrofit to the Australian truck fleet. This partnership allows us to use our WHG trusted brand and products to enable technology adoption and uplift the safety of the fleet.”

*Authorised for release by the Board of RPM Automotive Group Limited.*

- ENDS -

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**Important Information and Disclaimer**

**WHG**

WHG is Australia's leading supplier of telematics, IoT and tailor-made technology solutions including vehicle and asset tracking, fleet management, fatigue, and driver safety technology, with over 35 years of experience supplying innovative tech solutions to various industries. WHG is passionate about all things automotive, specialising in vehicle tracking solutions, fleet management, vehicle telematics, connected mobility, automotive services, insurance telematics, driver fatigue, and distraction technology. WHG is a supplier to several large vehicle manufacturers at the customer and OEM level and is committed to growing the Telematics and Connected Mobility space.



[www.rpmgroup.net.au](http://www.rpmgroup.net.au)

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WHG is certified by Transport Certification Australia (TCA) to offer services through the National Telematics Framework as an Application Service Provider (ASP), this certification encompasses type-approval of WHG's telematics device and their Smart On-Board Mass (OBM) system.

WHG has a long history in the technology space, headquartered in Melbourne Australia with offices in the United States of America, New Zealand, South Africa, India and China, which gives them local representation in major markets.

WHG is a primary producer and manufacturer and is supported by their local Australian team that includes engineering, hardware, software, program and customer support. The WHG vision is to make the adoption of technology easier and more cost effective across all market segments and industry verticals.

WHG is one of the fastest growing global IoT telematics providers. Some of WHG's clients include owner operators, small to medium businesses (like plumbers and electricians), transport & logistics companies, hire operators, large corporate and enterprise clients and several large vehicle manufacturers.

For further information, please visit: <https://www.whg-telematics.com/>

### RPM Automotive Group

RPM Automotive Group Limited is a leading player in the Australian Automotive Aftermarket, comprising a number of businesses involved in importing, wholesaling and retailing of tyres, mechanical repairs, motorsport apparel and safety equipment, niche manufacturing and a roadside assistance service for the transport industry. RPM owns brands, such as: RPM Racewear, Carline, Genie, Formula Off-Road, RPM Autoparts, Safety Dave, Max 4x4.

For further information, please visit: <http://www.rpmgroup.net.au/>

This announcement may contain forward-looking statements, which include all matters that are not historical facts. Without limitation, indications of, and guidance on, future earnings and financial positions and performance are examples of forward-looking statements.

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