



THE RPM GROUP

RPM Automotive Group Ltd  
1-7 Ausco Place  
Dandenong South, Vic 3175  
ABN: 34 002 527 906

29 May 2024

Listing Manager  
Australian Securities Exchange  
20 Bridge Street  
Sydney NSW 2000

Dear Sir

**Investor Day Presentation – 29 May 2024**

Please find attached the Investor Day Presentation.

You should note that there are a number of blank pages in the Presentation. The blank pages represent video presentations that will be presented at the Investor Day.

Authorised for release to the ASX by Wayne Kernaghan Company Secretary.

Yours faithfully  
RPM Automotive Group Limited

W J Kernaghan  
Company Secretary



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

A LEADING AUSTRALIAN AUTOMOTIVE GROUP



---

# INVESTOR DAY 2024

29 MAY 2024

---





# AGENDA

Introduction – CEO - Guy Nicholls

---

## Leadership Team Presentations:

- GM People and Culture/ESG – Rebecca Blacklaws
- Tyre Division - GM Joe De Sensi

### Morning tea

- Performance & Accessories – GM Brad Gilliland
- Motor Sport – GM Tullio Salta
- Tyre Recycling - ED & CCO Clive Finkelstein
- WHG Telematics – MD WHG Aust Dylan Hartley

### Lunch and tour

---

Close – CEO – Guy Nicholls

---

Q&A

---







---

# INTRODUCTION

Guy Nicholls  
CEO

---

## BOARD OF DIRECTORS



**Lawrence Jaffe**  
Non-Executive Director

Co-founder of RPM

Previously CEO and Managing Director of RPM Australasia until 2015 and stepped down when the company sold off its largest division. He remained on as Non-Executive Chairman until the company listed on the ASX.

Strong financial background in private equity, mergers and acquisitions.

A significant shareholder in RPM



**Guy Nicholls**  
Chief Executive Officer

Over 30 years' experience in Senior Executive roles in the automotive sector across strategy design and execution, manufacturing and supply chain, as well as mergers and acquisitions.

Guy was previously the CEO of Ryco Group, a business unit of ASX 200-listed GUD Holdings (ASX:GUD), and also held senior executive roles at NYSE-listed Genuine Parts Company, known locally as Repco and Napa Autoparts.



**Grant Carman**  
Non-Executive Director

Chartered accountant with over 30 years of experience in corporate finance and the Australian Capital Markets

Held senior executive positions for and acted as a corporate adviser to a large number of Australian and international companies in the financial services, automotive, pharmaceuticals, wholesale distribution, manufacturing, services, resources, technology, and telecommunications sectors



**Clive Finkelstein**  
COO/Executive Director

Co-founder of RPM

Over 25 years' experience in the automotive sector, having built, managed and sold companies including a parts and accessories manufacturer and wholesaler and a 4WD franchise group

Automotive experience spans international markets, manufacturing, development, wholesale, retail and franchising

A significant shareholder in RPM

## EXECUTIVE LEADERSHIP TEAM



**Rebecca Payne**  
Chief Financial Officer

Rebecca is a qualified chartered accountant with over 20 years' experience in Senior Financial Advisory positions, having worked in multiple industries including the automotive sector and joins RPM from a very respected multi-national Truck Manufacturer.

Rebecca has extensive experience in the auto industry and has managed large teams in multi-entity organisations.



**Rebecca Blacklaws**  
GM People & Culture/ESG

A skilled people & culture and operations management professional, with diverse experience in project management, marketing and HRIS implementation. Experienced in and responsible for the continuous review, maintenance and embedment of best practice operational management, quality assurance and risk management across all People & Culture functions.



**Joe De Sensi**  
GM Tyre Division

Joe has over 25 years of tyre industry experience. Prior to joining the tyre industry Joe held senior Finance roles.

Joe has extensive domestic and international tyre industry knowledge and has played a crucial role in developing the RPM Exclusive tyre brand offer

Joe joined RPM after his business was acquired 3 years ago.

Joe has a Bachelor of Commerce.



**Brad Gilliland**  
GM Performance & Accessories

Brad has over 30 years of automotive industry experience.

Brad has a strong technical and leadership background mainly specialising in metal fabrication.

Prior to joining RPM Brad was part owner of the RPM exhaust business.

Brad has been with RPM since listing in 2019.



**Tullio Sulta**  
GM Motorsport

Tullio has over 30 years' experience in the Motorsport safety wear and products industry.

Tullio has worked his way through the Revolution Racewear business, starting as Warehouse Manager.

Tullio is responsible for the successful brand offer Revolution Racewear now has.

# THREE CORE STRATEGIES TO DRIVE SHAREHOLDER VALUE



## Operating leverage

- Optimising latent capacity in network to increase throughput at low incremental cost
- Leveraging Yokohama and WHG examples of leverage across footprint expected to drive cross selling and revenue uplift in FY25
- Harnessing economies of scale and procurement benefits to deliver improved margin



## Strategic initiatives

- Tyre recycling to leverage existing wholesale platform – reverse logistics
- New product ranges, programs across our divisions
- Increase co-branding to drive national awareness.



## Vertical integration

- End-to-end ownership of the supply chain
- Distribution network to drive margin expansion
- Internal R&D team to drive new product development at high gross margin
- Deliver premium products at value prices without compromising margins.





---

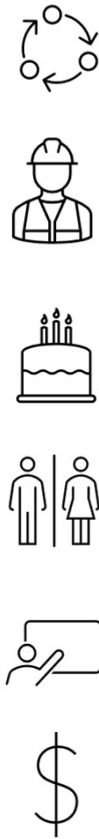
# PEOPLE & CULTURE ESG

Rebecca Blacklaws  
GM Group People and Culture

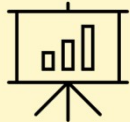
---

# ROLES AND RESPONSIBILITIES

Turnover Rate 3%
Lost Time Injury Frequency Rate 10.25
Median Age 42.5
Female Employees 15%
Women in Leadership 20%
Gender Pay Gap 0%

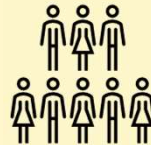


## CURRENT INITIATIVES



### Compliance

- Refresh of company policies, procedures and contracts to align with legislation
- Compliance training modules
- Workplace health and safety network



### Culture

- Embedded safety culture in all workplace practices
- Employee retention strategies including reward and recognition
- Implementation of initiatives from the culture survey



### Simplify & Optimise

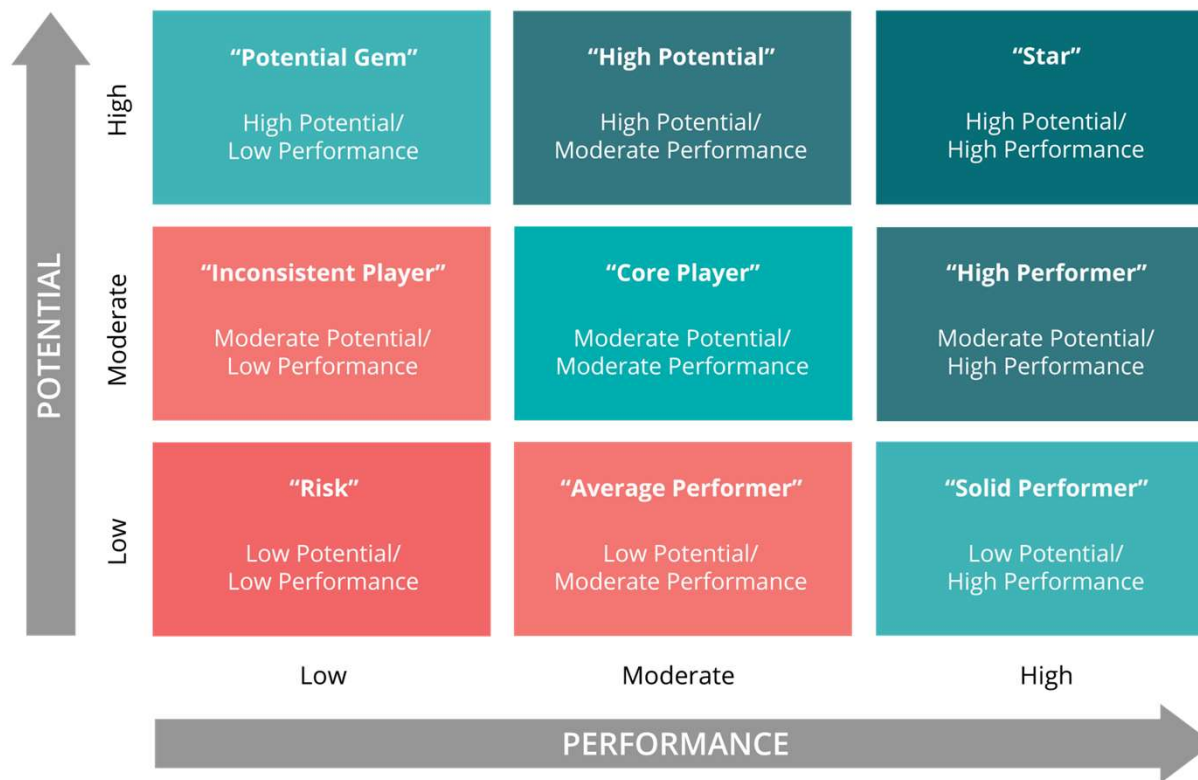
- Centralise to maximise group management benefits in shared services
- Ensuring consistency and parity across the group

**4.1**★  
average rating



**How likely are you to recommend RPM Automotive Group to a friend as a good place to work?**

# GROWTH DRIVERS – OUR PEOPLE





# ESG – ENVIRONMENTAL SOCIAL GOVERNANCE

## RPM Automotive Group Success Statement

Our *unique* ESG Program is *industry-leading* amongst our peers, adopts a *whole-of-business* approach, and drives *real value* and *impact*.

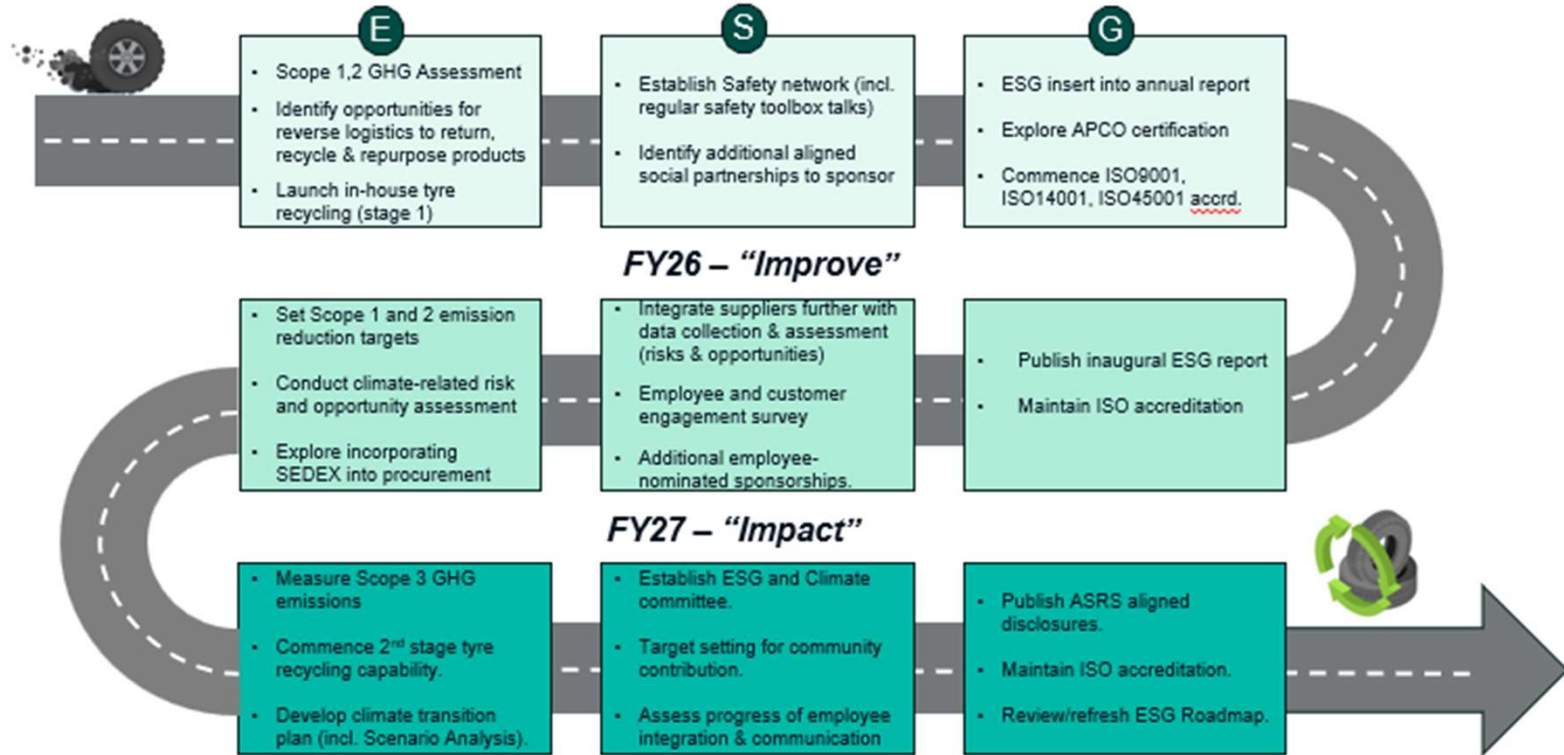
### Benefits of ESG

1. Top Line Growth
2. Cost Reductions
3. Regulatory and Legal Interventions
4. Increase Employee Productivity
5. Investment and asset optimisation



# ESG – ROADMAP

## Roadmap Design





---

# TYRE DIVISION

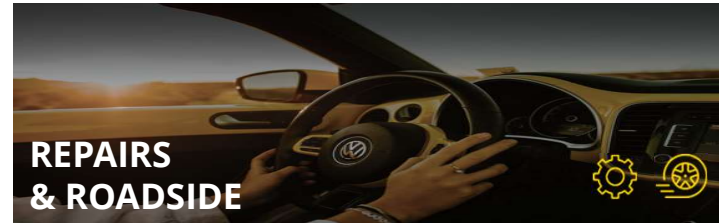
Joe De Sensi  
GM Tyre Division

---

## TYRE DIVISION – WHOLESALE & RETAIL



Distribution of wheels and tyres



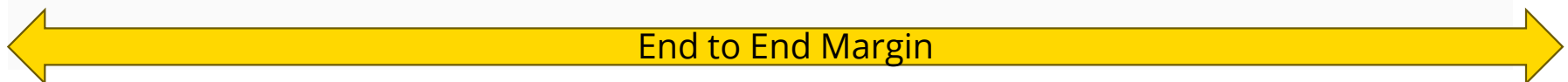
Commercial/Industrial

### Wholesale - B2B

- 11 warehouses nationally
- Large fleet of delivery trucks and vehicles
- 13 exclusive in-house brands offered across all three tyre categories (commercial, industrial and passenger)
- Distribution of quality wheels and tyres at value prices
- Supplier to various national tyre retailers

### Retail - B2C

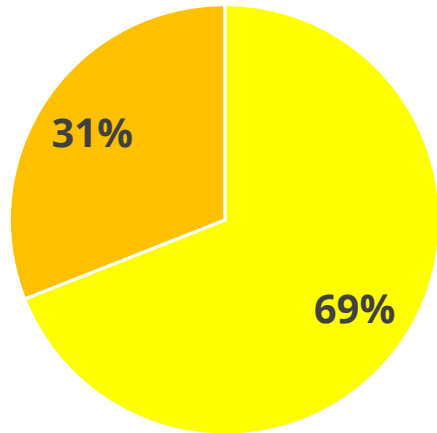
- Retail wheel and tyre repairs, mechanical repairs and routine maintenance
- Strategically located commercial hubs
- Large fleet of roadside service vehicles
- Differentiated by higher value commercial and industrial (incl. fleet) customers which make up 75% of the business and prioritise service & product availability.





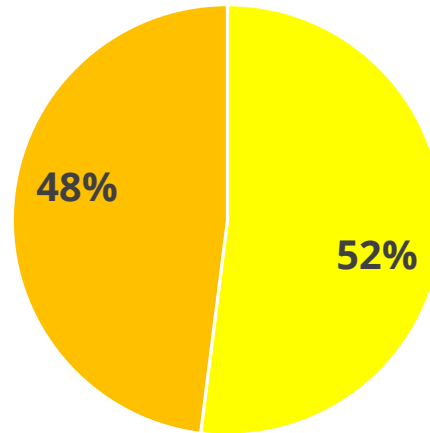
# TYRE DIVISION SUMMARY

### Share of RPM total Sales



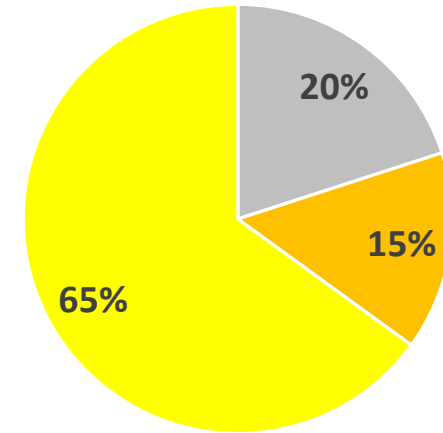
■ Tyre Division ■ Other Divisions

### Tyre Division Split



■ Retail (B2C) ■ Wholesale (B2B)

### Segment Split



■ Passenger (PCR) ■ Earthmoving (OTR) ■ Truck (TBR)

\* Based on H1FY24 sales

## COMPETITIVE ADVANTAGES

- Access to leading brands
- Importer of high-quality exclusive value brands
- 3 tier pricing Good, better best tyre offers
- 2,000+ wholesale accounts nationally
- Commercial retail sites located in strategic locations
- Large fleet of mobile service trucks
- Major trucking fleet preferred partner
- WHG Telematics offer bundling
- Recycling will complete the “circle”



## GROWTH OPPORTUNITIES

- New programs
- Range extensions
- Increased segment penetration (Agriculture etc.)
- Geographical expansion (WA/SA)
- New customer acquisition
- Increased share of wallet existing customers
- Improved cross selling between wholesale and retail
- Procurement wins based on increased scale



## STRATEGIC & ACCRETIVE YOKOHAMA PARTNERSHIP

<b>Overview</b>	<ul style="list-style-type: none"> <li>RPM have entered a multi-year agreement with Yokohama Tyre Australia (ASX Announcement 26 March 2024)</li> <li>RPM is now the only national Yokohama wholesaler</li> </ul>
<b>RPM Benefits</b>	<ul style="list-style-type: none"> <li>Additional volume through existing fixed infrastructure</li> <li>Preferred supplier of exclusive brands to 'Tyres and More' retail sites (60+)</li> </ul>
<b>Yokohama Benefits</b>	<ul style="list-style-type: none"> <li>Access to ~2,000 RPM account customers</li> <li>Yokohama brand closer to existing customers</li> </ul>
<b>Financial Outcome</b>	<ul style="list-style-type: none"> <li>Estimated \$5m revenue of and \$1m EBITDA contribution in FY25</li> </ul>
<b>The Future</b>	<ul style="list-style-type: none"> <li>RPM estimates the Yokohama partnership could be worth approximately \$50m in revenue over coming years.</li> </ul>





## STRATEGIC TECHNOLOGY PARTNERSHIP WITH WHG



Passionate • Innovative • Technology

<p><b>Overview</b></p>	<ul style="list-style-type: none"> <li>• WHG is Australia's largest automotive telematics provider</li> <li>• Provides RPM with entry into SaaS ecosystem targeting heavy fleet customers</li> <li>• Legislation changes driving requirement for higher commercial vehicle safety and accountability</li> </ul>
<p><b>RPM Benefits</b></p>	<ul style="list-style-type: none"> <li>• Broaden customer value proposition</li> <li>• Ability to 'bundle' commercial packages – tyres and SaaS</li> <li>• Secure customer base with contract periods</li> <li>• Long term recurring subscription revenue at high gross margin</li> </ul>
<p><b>WHG Benefits</b></p>	<ul style="list-style-type: none"> <li>• Access to RPM fleet customers nationally</li> <li>• Broadening of product and service offer due to customer feedback</li> </ul>
<p><b>Revenue Model and Financial Outcome</b></p>	<ul style="list-style-type: none"> <li>• Commissions on hardware</li> <li>• Commission on recurring subscriptions and recalibration</li> <li>• Estimated \$1m EBITDA contribution in FY25</li> </ul>
<p><b>The Future</b></p>	<ul style="list-style-type: none"> <li>• Increased offer in ecosystem driven by customer needs or legislation</li> <li>• SaaS solutions across other RPM business pillars, an example would be for the caravan and 4WD industry - safety, security and maintenance</li> </ul>



---

# PERFORMANCE & ACCESSORIES

Brad Gilliland  
GM Performance and Accessories

---

## PERFORMANCE & ACCESSORIES DIVISION



### Bolt on vehicle parts and accessories

#### Specialist Wholesale

- Consists of four businesses
- 4WD, Caravan and Passenger vehicle channels
- Distributed via nationwide auto repair and reseller sites
- Cross sells across other RPM business units and customers
- OEM design – All Terrain Design
- Large fleet contracts in place

# EQUIPIT



## SafetyDave

Fire safety, first aid & rear vision systems

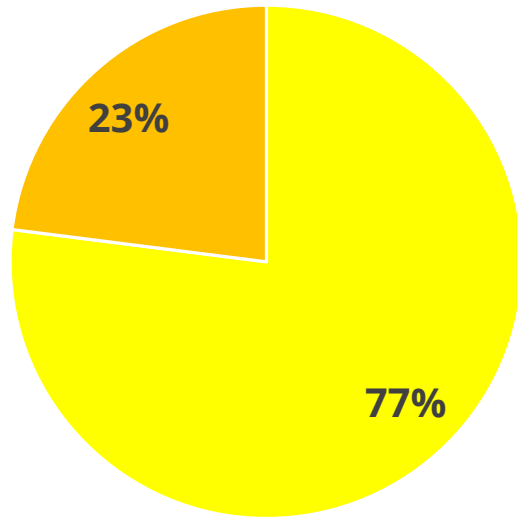


**AUTOMOTIVE & EXHAUST**



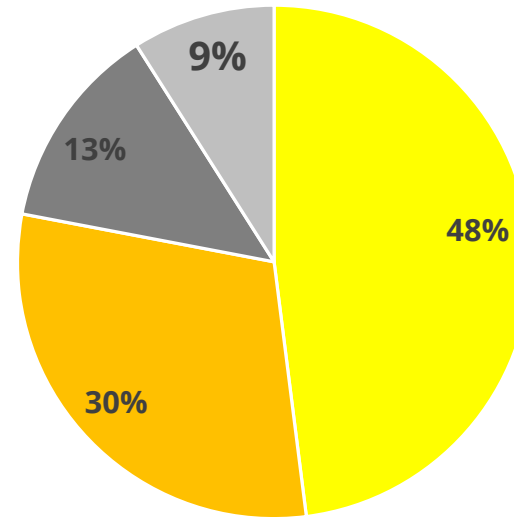
# P&A DIVISION SUMMARY

P&A Share of RPM Total



■ Other ■ P&A

Segment Mix

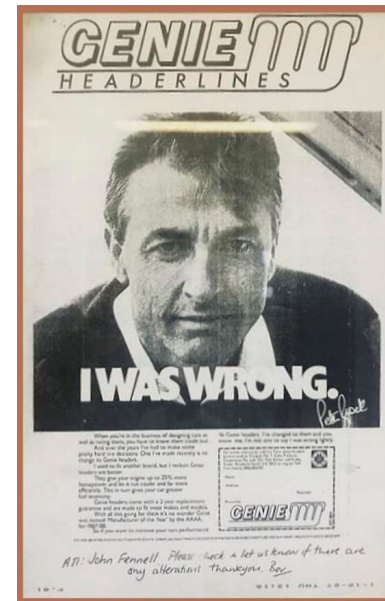


■ Caravan ■ 4WD ■ Mechanical & Fleet ■ Exhaust

\* Based on H1FY24 sales

## EXHAUST - WILDCAT

- Heritage Australian brand
- Founded in 1966
- Market leader
- Manufacturer and importer
- Performance upgrade exhausts
- Solution provider for modern vehicle faults
- Exporting to North America



**GENIE III**  
PERFORMANCE HEADERS



## EQUIPIT - 4WD

# EQUIPIT

- Founded in 2015
- Wholesales popular 4WD products
- MAX brand – high quality, great value
- Wholesale other leading brands
- New Victorian DC servicing SE/SW Australia
- New programs extensions
- New customer acquisition strategy
- Cross sell opportunity for Retail Tyre Division
- New Private label bar program





## SAFETY DAVE – CARAVAN & CAMPERVANS



**SafetyDave**  
*Fire safety, first aid & rear vision systems*

- Founded in 2002
- Based in Melbourne
- Strong brand recognition
- Reverse camera systems for RV
- Tyre Pressure Monitoring Systems (TPMS)
- First aid supplies
- Fire extinguisher program
- OES, Wholesale and Retail



First Aid Kit

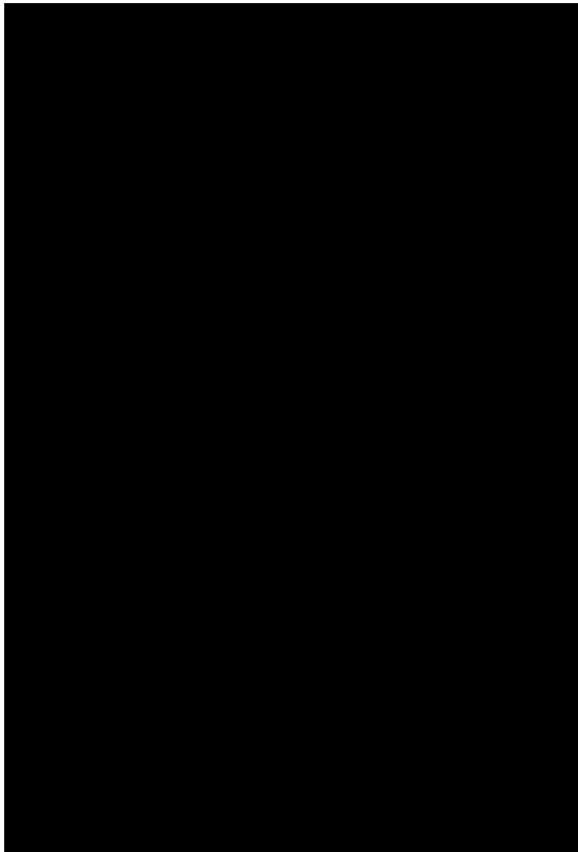


TPMS Kit



Reverse Camera Kit

## NEW PRODUCT – THE SAFE-T-MOVER



- Designed by Safety Dave Engineers
- Manufactured in Australia
- Patent Pending
- 350kg tow ball weight
- 3500kg moving capacity
- Designed for Caravans, Boats, Horse Floats etc.
- Q1 FY25 launch

## CARLINE FLEET AND MECHANICAL

- Founded in 1991
- Franchised mechanical workshops
- 61 sites nationally
- Fleet fit out and maintenance program underway
- RPM Tyres added to the program in H1FY25
- Fitment location for other RPM products



## GROWTH SUMMARY

- 4WD and Caravan aftermarket strong
- Strong leading and own brand offer
- Range extensions drive extra sales
- New programs drive extra sales
- Cross selling through Group





---

# MOTORSPORT

Tullio Salta  
GM Motor Sport

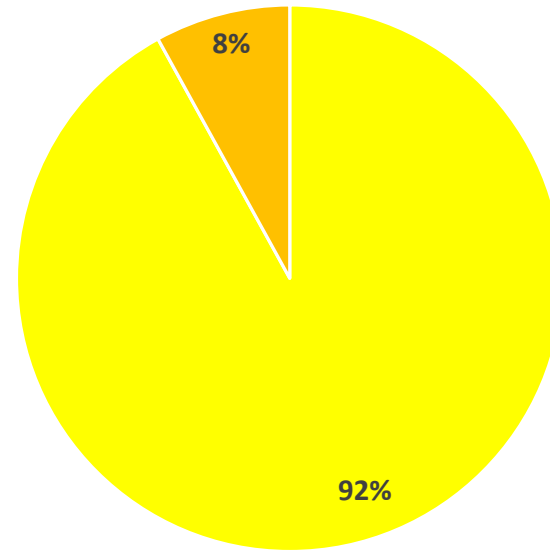
---





# MOTORSPORT DIVISION SUMMARY

Share of RPM Total Sales



■ Tota Sales ■ Motorsport

## REVOLUTION RACEGEAR

- Market leader, 30 years old
- Largest footprint with company, franchise, and agency locations nationwide
- Sole FIA-approved racewear manufacturer in Australia
- Exclusive distributor of Alpinestars, Hans Devices, Cobra Seats and Bell Motorsport Helmets
- Own brand program (Revolution Racewear)
- Expert team



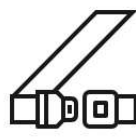
# PRODUCT RANGE



RACEWEAR



HELMETS & ACCESSORIES



HARNESSES & RESTRAINTS



HEAD & NECK SUPPORT



GEAR BAGS



SEATS



STEERING WHEELS



INTERCOMS & COMPUTERS



DRIVER'S COOLING SYSTEMS



FIRE SYSTEMS



FUEL TANKS & ACCESSORIES



VEHICLE PREPARATION

## SUMMARY

- Large range of motorsport categories
- Safety standards change regularly
- Largest footprint nationally
- Leading brands
- Superior customer experience



COBRA







# TYRE RECYCLING

Clive Finkelstein  
Executive Director  
& Chief Commercial Officer

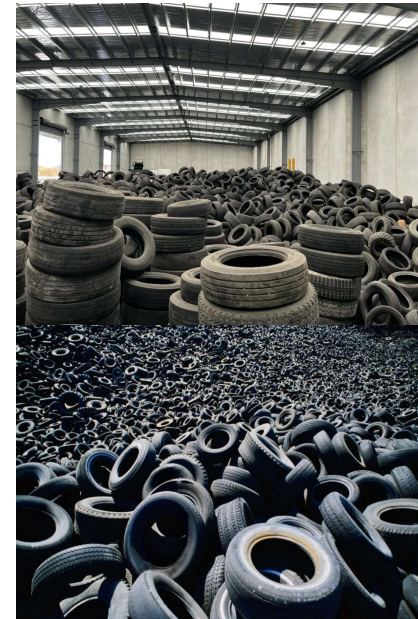
---

## TYRE RECYCLING BACKGROUND

- Tyres take ~2,000 years to decompose naturally
- 56 million tyres are scrapped in Australia on an annual basis
- Only 10% go through a tyre recycling processes globally
- Australia banned the export of waste or scrap tyres in December 2021
- The growing implementation of crumb rubber for Tyre Derived Products
- Demand exceeds supply and growing exponentially
- Attractive structure with customers paying for collection
- Tyre Recycling Industry is subject to Government Grants

Source: *Global Tire Recycling Market Analysis 2025: Opportunity, Demand, Growth And Forecast 2017-2025*  
*Tyre Stewardship Scheme*

*The AGE Newspaper, 4 February 2024 - "About 1.8 million tyres [~90,000 tons] illegally dumped in Victoria...this number has doubled in 3 years"*





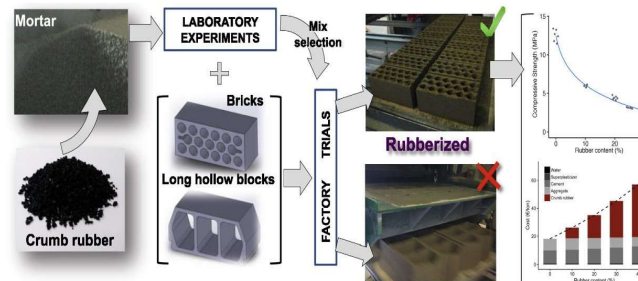
# RECYCLED TYRE APPLICATIONS – THE OPPORTUNITY



## OUTPUT PRODUCT APPLICATIONS

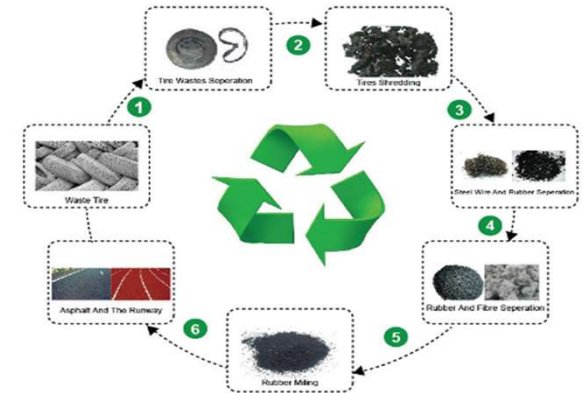


- Rubberized asphalt for the construction of roads and pavements
- Plastic recycled moulded products (e.g. pallets)
- Sports, recreation and outdoor facilities
- Playground surfacing
- Stable and paddock ground cover



## RPM TYRE RECYCLING – STAGE 1 MELBOURNE

- Utilising existing leased location in Campbellfield, Melbourne VIC
- Placed order with globally renowned machine manufacturer with proven technology
- Simple mechanical process to shred tyres into smaller crumbs and granules – a proven, simple process
- RPM has ample supply from its existing network and customers to fully utilise the plant immediately
- Facility commissioning September 2024
- Operational October 2024
- Customers identified for processed offtake



## STRATEGIC BENEFITS & FINANCIAL METRICS

<b>STRATEGIC RATIONALE</b>	<ul style="list-style-type: none"> <li>• Leverage existing resources, infrastructure &amp; occupancy (RPM's Wholesale Tyre Division is already set up to collect tyres)</li> <li>• Reverse logistics – trucks return with used tyres after delivering new, currently empty.</li> <li>• Negative Cost of Sales – RPM receives revenue to collect used tyres</li> <li>• Provides a "full solution" for our customers, further embedding our relationships</li> <li>• Forecasted to be earnings accretive in first 12 months with ever-growing opportunities</li> <li>• Potential for government grants to further improve ROIC</li> </ul>
<b>KEY METRICS</b>	<ul style="list-style-type: none"> <li>• STAGE 1 (12 months) – 1 x Plant</li> <li>• Tyre Recycling Project: 9,000 tonnes of scrap tyres annually</li> <li>• Financial Overview: &gt;\$5 million revenue and with our current infrastructure in place, delivering RPM ~40% EBITDA or \$2.0 million (12 months)</li> <li>• CAPEX \$1.7m</li> </ul>
<b>OPPORTUNITY POTENTIAL</b>	<ul style="list-style-type: none"> <li>• Over the medium term (3-5 years), we believe we can collect up to 54,000 tonnes of scrap tyres generating revenue of ~\$40 million and delivering RPM EBITDA &gt;\$16.0 million (across 6 national plants)</li> </ul>



# WHG TELEMATICS

Dylan Hartley  
Managing Director  
WHG Australia

---



## WHG: ABOUT US

WHG is Australia's leading IoT, telematics and technology provider, offering a full end-to-end enterprise service and solution.

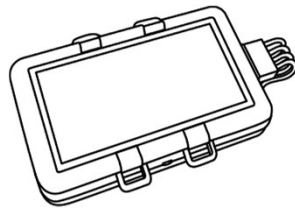
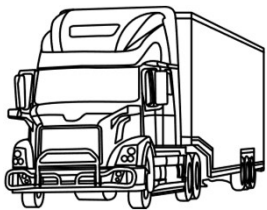
With a history that spans over 35 years of industry experience, we connect over 45,000 devices every month, making us one of the fastest growing global IoT telematics providers. We offer a comprehensive service, covering hardware, firmware, software, manufacturing, implementation and support services.

We take your concept from the drawing board to market and manage all aspects of the project from start to finish and become an extension of your team.

Technology is in our DNA. Our DNA drives our desires to use technology to create positive outcomes for our customers, communities and people.

We use technology to implement change driven by our passion and innovation.

WHG are constantly evolving and innovating to ensure that our customers receive the best possible quality and value in our services.



# WHG.

-  Fatigue & Distraction
-  Fleet Productivity
-  Utilisation & Efficiency
-  IoT Asset Management
-  Driver Monitoring
-  Effective Monitoring & Safety
-  Battery & Solar Systems
-  Software Services
-  Implementation Services

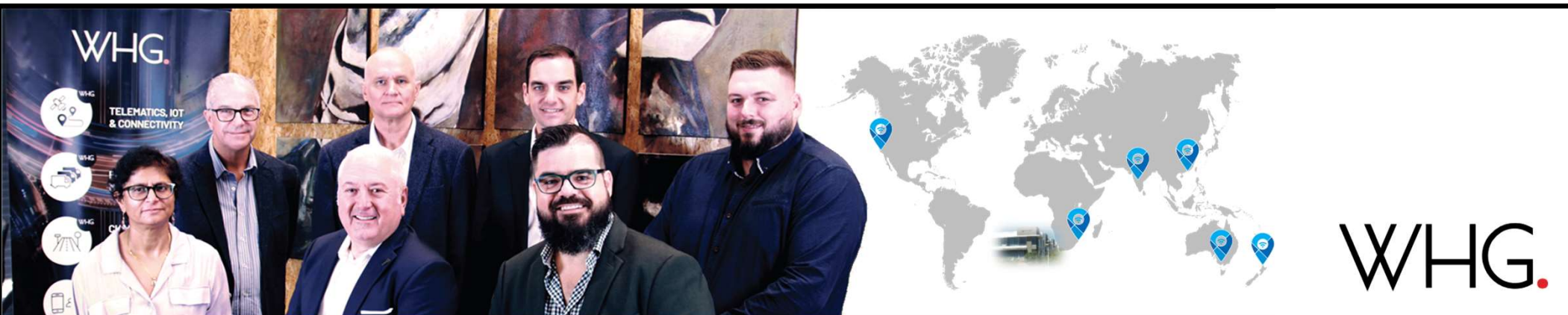
## WHG: OUR BACKGROUND

At our core we are a family business, and our business has grown exponentially over the years driven by strong family values and passion.

Our heritage comes from entrepreneurial spirit, OEM automotive and defence electronics, with a focus on quality products and exceptional service.

Our family is larger now and includes more than 127 people, with offices in 6 countries, servicing more than 450, 000 customers globally.

**The magic that makes our business is our people, our team and you, our customers.**





# WHG: WHY US

## A PEAK UNDER THE WHG HOOD



Enterprise grade solution expert



End to end development, manufacturing and deployment



Local hands-on support, with representation in all major global markets



We design local solutions for global deployment



Proudly Australian, localised Australia specific context



We incorporate connectivity and data services



Solutions are fully managed



Telematics and IoT specialists

Powered to non powered assets, full CANBUS ready systems and more; for all asset types from IoT and automotive through to personal tracking.

# WHG.



THE RPM GROUP OFFERS  
**HIGHEST QUALITY PRODUCTS  
AND SERVICES**



EXPANDED WITH WHG TO INCLUDE  
**LEADING TECHNOLOGY PRODUCTS  
TELEMATICS, SMART OBM & MORE**

**WHY THIS IS DIFFERENT: WE ARE EVOLVING HOW WE ENGAGE WITH INDUSTRY**

Our Partnership with RPM is set to change how fleets connect making technology more affordable and more accessible nationwide, evolving how fleets engage and interact with Application Service Providers.

# TELEMATICS GROWTH & TECH ADOPTION

**Our market is becoming more accepting of telematics and the demand for telematics solutions is increasing across various industries and sectors**

**Key factors that are driving the growth in telematics uptake in Australia are:**

- The need for real-time tracking of vehicles and assets
- The need for compliance and regulation, especially in relation to safety and environmental standards
- The need for enhancing fleet safety through driver coaching and behavior monitoring
- The need for improving operational efficiency and reducing
- The need for integrating telematics data with other systems and applications, such as IoT, video, and analytics

As more technology is adopted and our industry grows and expands, it is important for customers to make the right decisions that support the best investments and approved solutions and providers.

WHG.

# REDUCE IN-CABIN DISTRACTION



## TYPICAL CABIN

Multiple Systems all competing for space.

- Telematics
- ADAS
- Fatigue System
- Dash Camera
- Mass Display
- Reverse Camera
- Navigation
- Tablet
- Radio
- 360 Camera System
- Panic / Duress Button
- And more...

WHG.



# WHG: TECHNOLOGY ECOSYSTEM



## THE FUTURE

**Consolidated Technology Reducing  
Distraction, Cost and Management.**

- Telematics
- ADAS
- Fatigue System
- Dash Camera
- Reverse Camera
- Radio
- 360 Camera System
- Panic / Duress Button
- Mass Management
- And more...

# WHG.

# WHG: TECHNOLOGY ECOSYSTEM



**WHG.**


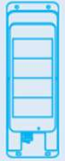








# WHG: HARDWARE SOLUTION SET

WHG offers a range of hardware options suitable for each vehicle category  
 By design our telematics platform allows for a mix of all hardware devices and technologies  
 Each of our product is designed to be cost effective and feature rich to cater for the vehicle category

We also offer API integration options for the ingestion of 3<sup>rd</sup> Party Systems  
 This allows us to centralise data and consolidate Service providers within one single platform

Hardware for every Application across large and diverse fleets

TRUCKS	TRAILERS	VANS	CARS	UTES	ELECTRIC DELIVERY VEHICLES	ELECTRIC BIKES	VIDEO	IoT	NON-POWERED	WEARABLE TECHNOLOGY
FleetMAX PLUS Series Telematics	CAT M1 Solar Unit	FleetONE Series Telematics			EV Series Telematics		FleetCAM Video Telematics Range	Bluetooth Active RF IoT Tags Hightsite Reader	Battery GPS Tracking	SAT Sleep Algorithms
730		720						514, 534, 554	554	
										

Each Hardware device is fully customizable, and configurable.  
 As a hardware manufacturer offering a full end to end solution, we can tailor the technology or build a bespoke solution.



# SMART OBM (ON-BOARD MASS SYSTEM)



**FLEET WEIGH**  
ON BOARD MASS

**WHG.**

# SMART OBM INTRODUCTION

**Introducing Smart OBM and Telematics Monitoring Platform in Victoria**

The Victoria Government is updating the telematics requirements for high-productivity freight vehicles (HPFV) to include smart on-board mass (OBM) systems. It is also offering an alternative to Intelligent Access Program (IAP) for HPFV and mobile crane operators.

The changes will broaden HPFV access to the network, deliver easier first-and-last-kilometre approval and reduce the need for permits, as well as provide greater protection for Victoria's roads and bridges.

The changes will also give Victorian HPFV and mobile crane operators the option of upgrading to the new Telematics Monitoring Application (TMA) in lieu of IAP.

**What is smart OBM?**

Smart OBM systems generate mass data from vehicles in a standardised format which is collected by an Application Service Provider (ASP). ASPs are certified to supply these services through the National Telematics Framework, a government-endorsed digital business platform.

Information on approved suppliers can be found at <https://tca.gov.au/smart-obm-systems/#smart-obm-table>.

**Queensland announces transition from IAP to TMA**

10 November 2022

The Queensland Department of Transport and Main Roads (TMR) has announced upcoming changes which will transition Framework applications for heavy vehicles in Queensland with other jurisdictions.

These changes will involve transitioning vehicles in the:

- Intelligent Access Program (IAP) to the Telematics Monitoring Application (TMA); and
- Interim On-Board Mass (OBM) Solution to Smart On-Board Mass (Smart OBM).

**NHVR -  
Harmonising the  
adoption of Smart  
OBM and  
Telematics  
Monitoring across  
the East Coast.**

<https://www.vicroads.vic.gov.au/business-and-industry/heavy-vehicle-industry/heavy-vehicle-road-safety/new-telematics-requirements-for-hpfv-and-mobile-cranes>

<https://tca.gov.au/news/queensland-announces-transition-from-iap-to-tma/>

**FLEET WEIGH**  
ON BOARD MASS

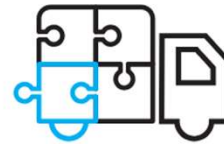
# FLEET WEIGH

O N B O A R D M A S S

**YOUR LOAD,  
YOUR DATA,  
ANYWHERE**



**Smart  
On-Board  
Mass**



**Multiple Truck  
and Trailer  
Combinations**

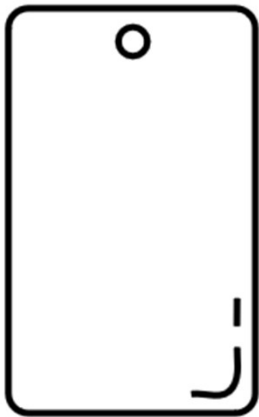


**Wireless  
Intelligent  
Bluetooth**



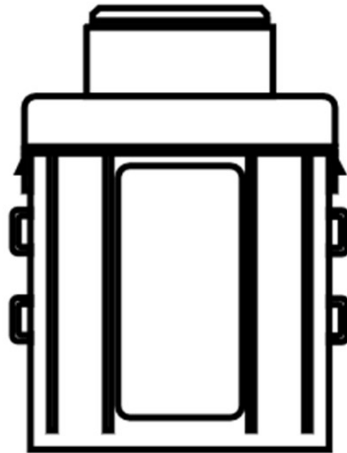
**In-Cab  
Display and  
Smart Device**

## FLEETWEIGH SMART OBM SOLUTION COMPONENTS



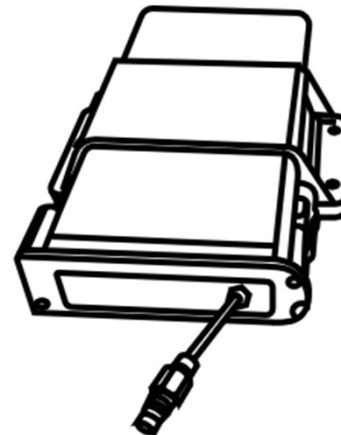
### In Cabin Display

iPad Mini as a managed device, mounted and lockable.



### WHG Telematics Device

TCA Type Approved IVU Hardware Device (One per Prime Mover).



### FLEETWEIGH Sensor

TCA Type Approved Smart OBM System (One per Axle Group).

# 36 MONTHS ALL INCLUSIVE

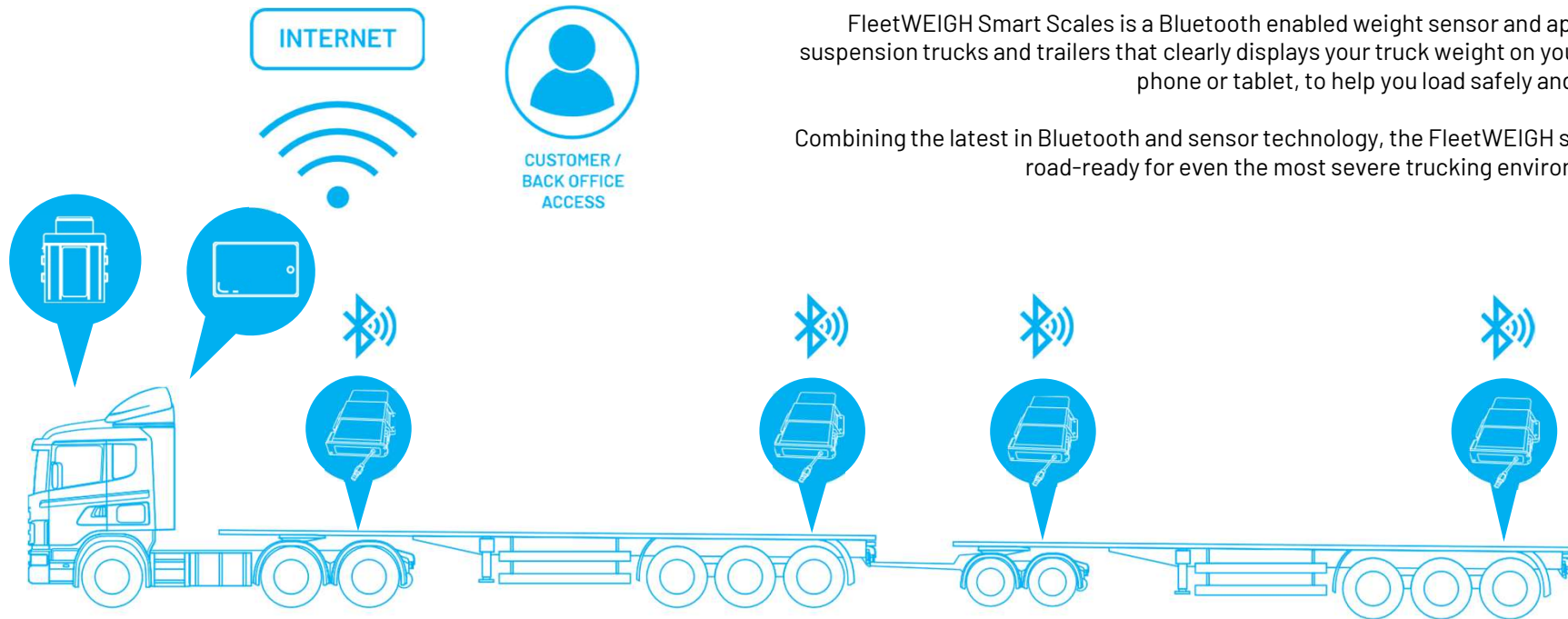


### ALL INCLUSIVE

Includes installation, calibration, all data, communication and subscription as a managed service.

**FLEET WEIGH**  
ON BOARD MASS





FleetWEIGH Smart Scales is a Bluetooth enabled weight sensor and app for air suspension trucks and trailers that clearly displays your truck weight on your smart phone or tablet, to help you load safely and legally.

Combining the latest in Bluetooth and sensor technology, the FleetWEIGH sensor is road-ready for even the most severe trucking environments.

\*Image only for illustration purposes.

**FLEET WEIGH**  
ON BOARD MASS



## A DIFFERENT APPROACH TO SMART OBM BLUETOOTH WEIGH SCALE – Air Suspension

Easy Installation with universal compression fittings. Wireless transmission via Bluetooth to the Telematics Device and iPad Mini Display Screen. Several mounting options and no additional wiring or complex setup.



**Robust Design and Mounting**



**Universal Compression Fittings**



**Multi-Axle Fitment**

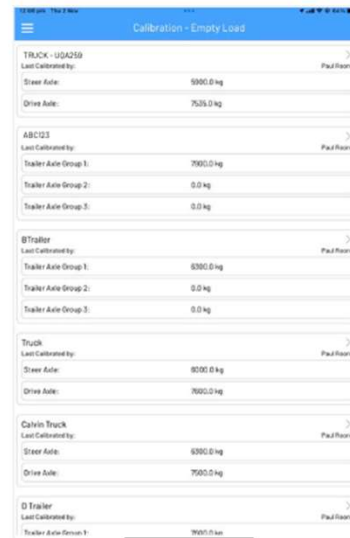
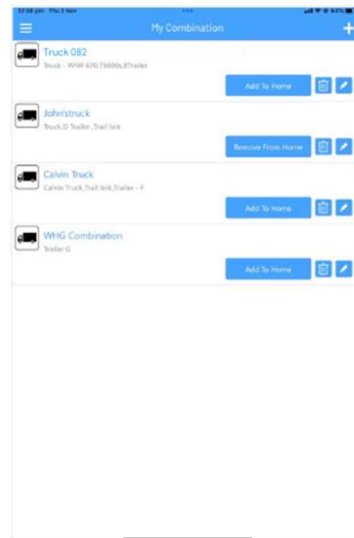
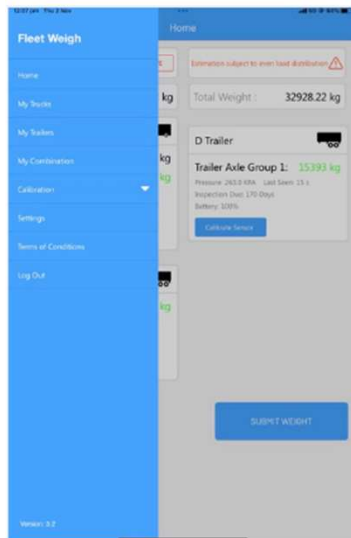
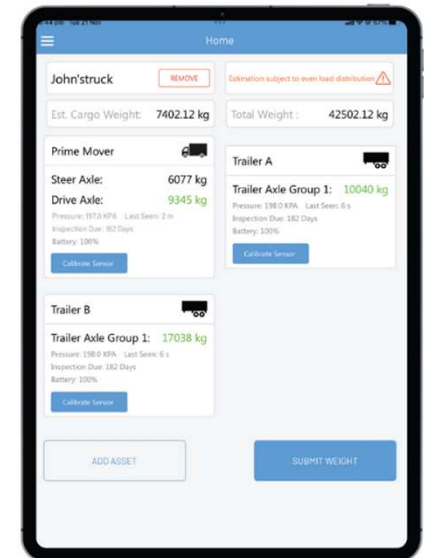
**FLEET WEIGH**  
ON BOARD MASS

# FLEETWEIGH SMART OBM

## FLEETWEIGH SOFTWARE

With FleetWEIGH, your truck and/or trailer weight is clearly displayed via the FleetWEIGH app on your smart phone or tablet within the 30 metre line-of-sight range of the Bluetooth enabled sensor.

Your equipment profiles are backed up to your FleetWEIGH account, pairing and calibration is saved in the Cloud for easy access on any smart device, as a fully managed TCA approved On-Board Mass (OBM) system.

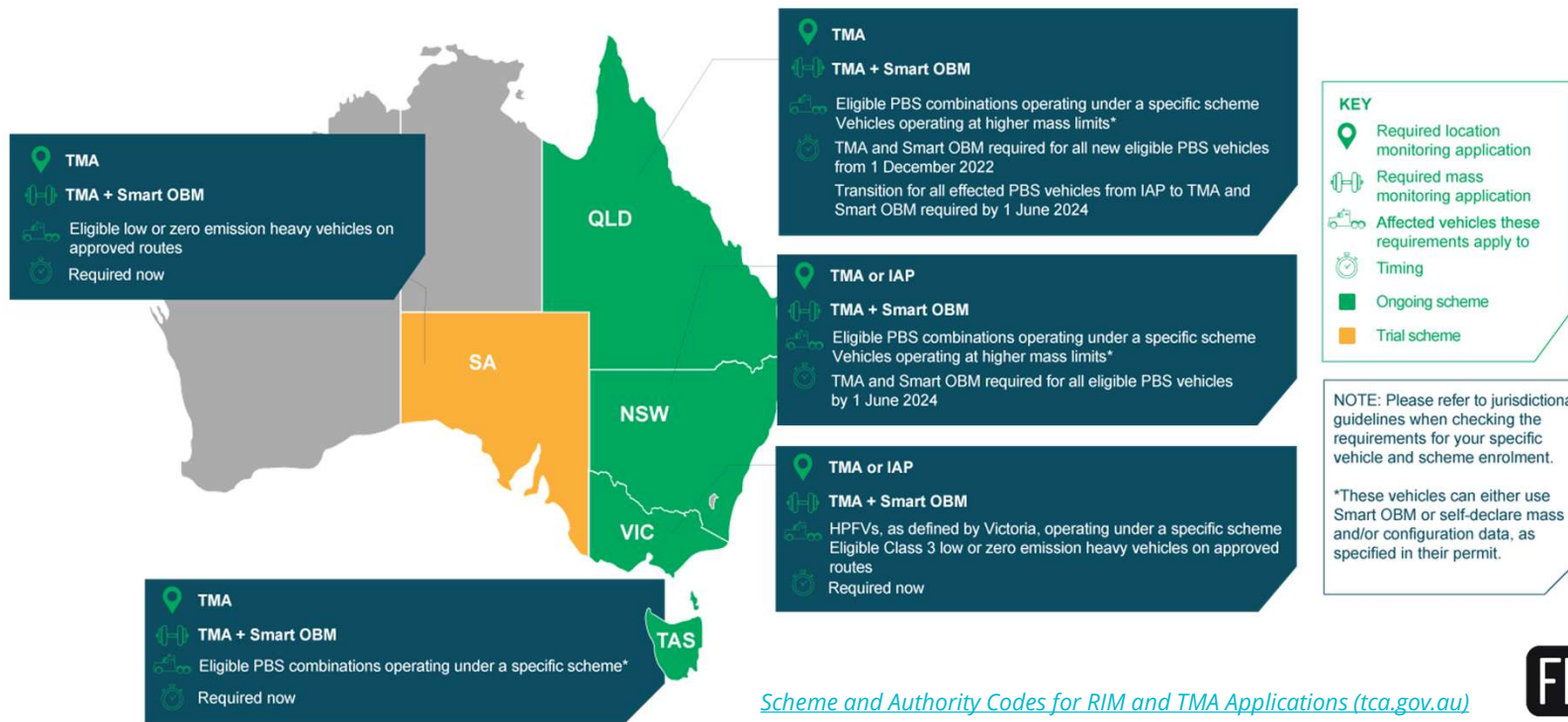


tca | Type-Approved

tca | Type-Approved  
Smart OBM System (Category B)

**FLEET WEIGH**  
ON BOARD MASS

# FLEETWEIGH SMART OBM KEY DATES AND DEADLINES UNDERSTAND YOUR REQUIREMENTS AND PLAN



[Scheme and Authority Codes for RIM and TMA Applications \(tca.gov.au\)](http://tca.gov.au)

# CAMERA TELEMATICS & ADVANCED DRIVER ASSISTANCE SYSTEMS



FLEET CAM

WHG.



REVERSE AND REAR CAMERA



DRIVER MONITORING SYSTEM WITH INTEGRATED CABIN CAMERA



FULLY CONNECTED WITH BACK TO BASE VISIBILITY AND REPORTING



ADAS CENTRAL AI PROCESSING UNIT WITH INTEGRATED FORWARD-FACING CAMERA



DRIVER TRAINING & EVENT COACHING



LEFT SIDE BLIND SPOT CAMERA

7



RIGHT SIDE BLIND SPOT CAMERA



DRIVER ASSIST DISPLAY



DRIVER NOTIFIER

FLEET CAM

5

1

6

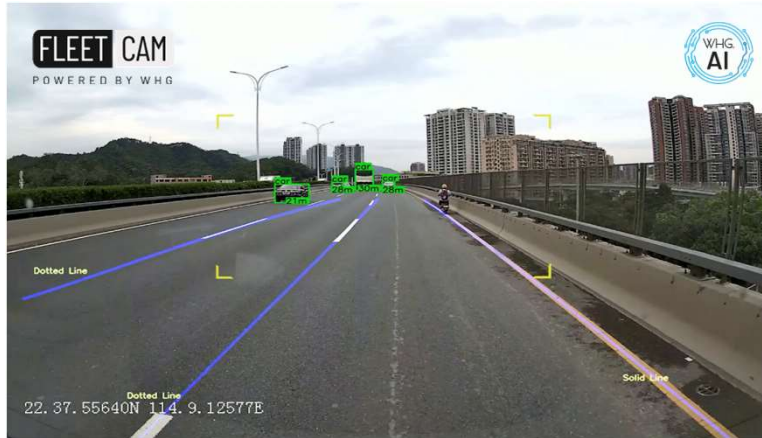
2

3

4



# FLEETCAM AI CAMERA TELEMATICS



**ADAS (Advanced Driver Assistance Assistance)\***

FCW	LDW	HMW
PCW	Stop Sign	Speed Sign

- Front Collision Warning
- Lane Departure
- Headway Monitoring
- Pedestrian Collision
- Stop Sign
- Speed Limit Exception



**DMS (Driver Monitoring System)\***

Distraction	Seat Belt	Smoking
No Driver	Yawning	Lens Covered

- Driver Distraction
- Seat Belt Monitoring
- Smoking
- No Driver
- Fatigue & Distraction
- Lens Covered

\* Functionality may vary based on hardware technology and region

# OEM INSTALLATION OPTIONS



**FLEET CAM**  
POWERED BY WHG.

**WHG.**

# SOLAR ASSET TRACKING

## TRACK HIGH-VALUE, NON-POWERED ASSETS

Built to withstand the elements, the ruggedised Cat M1 Solar Tracking Unit can be attached to containers, trailers, heavy equipment and other large, moveable assets. It has a rechargeable solar battery that can last up to 4 months between charges, with a device life of approximately 5 years.



TRAILER MAINTENANCE



TRIP MONITORING



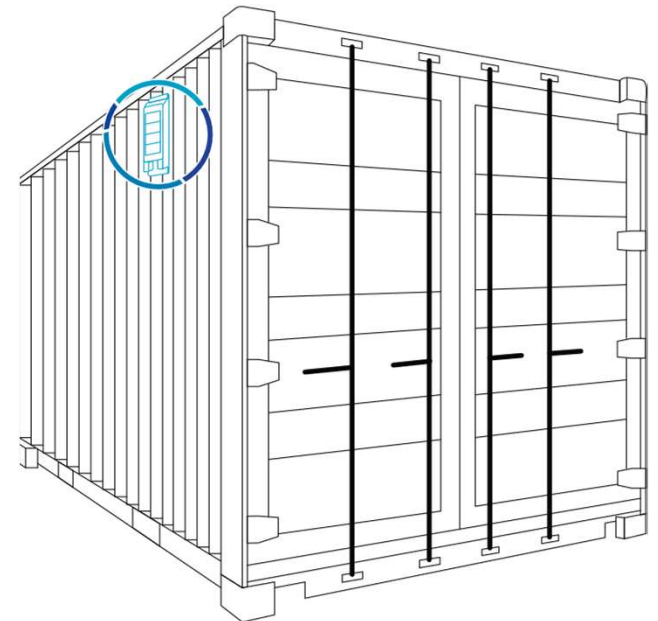
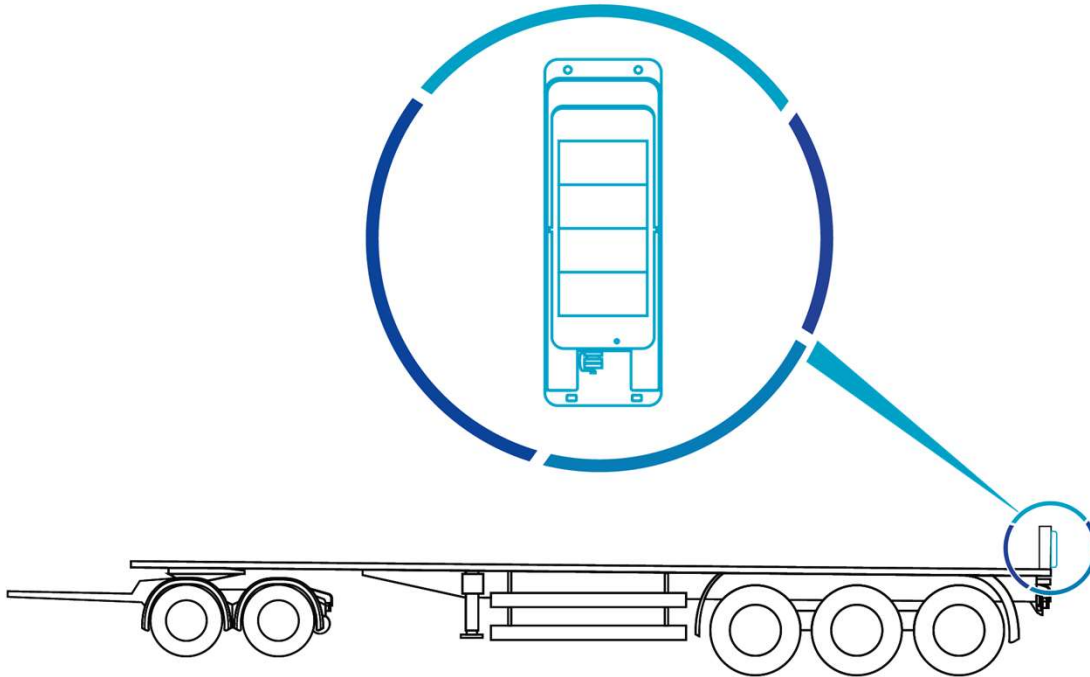
REAL-TIME ALERTS



GPS TRACKING



QR CODE ASSET MANAGEMENT





# SOLAR ASSET TRACKING

## TRACK HIGH-VALUE, NON-POWERED ASSETS

### KEY FEATURES

- GPS Location
- Movement
- Tracking
- Speed
- Geofencing
- Journey History Replay
- Permanent or temporary install



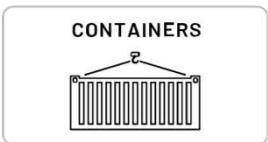
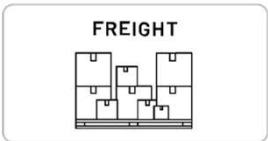
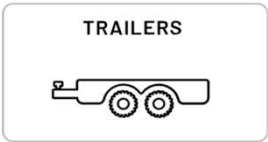
# TELEMATICS SCALABLE FOR THE FUTURE

TECHNOLOGY FOR VEHICLE CANBUS SOLUTIONS,  
INTERNET OF THINGS, RF FINDING, CONNECTIVITY READY  
AND MORE.

The WHG Telematics Platform is CANBUS enabled, and the  
Telematics hardware is scalable to offer advanced  
telematics functions and features.







# IOT ASSET TRACKING

## MAKE BETTER DECISIONS WITH ASSET TRACKING DATA

Tracking movable assets gives you visibility of your assets and valuable insights into their usage. With this data, our clients are able to save time and money, secure their assets better, and deliver an improved experience to their customers.

Through our partnership with Telstra IoT network technologies, we can deliver the right asset tracking solution for your business.

**ALL SIZES AND VALUES**

We offer a range of IoT asset tracking devices to track assets of all sizes and values, from onsite tools to national fleets.

**STOP LOSING ASSETS**

Know where your assets are at all times. Automate your stock counts and reduce the asset replacement costs.

**DATA THAT DRIVES DECISIONS**

Make decisions informed by location data that empower you to manage assets at scale, connect your supply chain data and serve your customers better.

**THE FINANCIAL BENEFIT**

Each year Australian companies lose on average between 3% - 5% of their assets due to theft, negligence and other factors.

**MAKE YOUR CUSTOMERS HAPPY**

Complete visibility of your assets, gives you data to provide a faster, more accurately priced service to your customers.

**SECURE DATA**

A secure onshore cloud platform hosts the data, which is then displayed in an intuitive web portal or integrated with your own systems via API.

**EXTENSIVE COVER**

Track assets using a range of different Telstra IoT network technologies including Cat-M1/LTE-M, GPS and the Telstra Bluetooth® Finding Community.

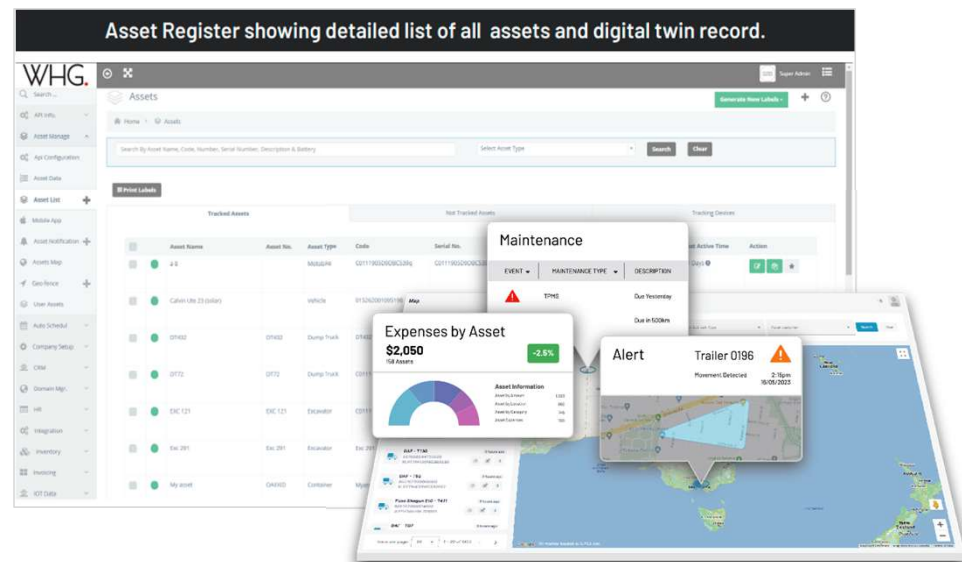


\*Customised hardware case & mounting solutions available.

# iLINK 24/7 SOFTWARE PLATFORM

**iLink Air** is a process management platform, offering a software suite of business management modules each designed and configured to meet an individual company, organization or enterprise-wide requirement.

- Robust Telematics Software Platform
- Bespoke Software Modules
- Integrated Warranty & Service Management
- Tiered Management in One Location
- Digital Twin Asset Information
- Asset Documentation, Guides & Checklists
- Interactive QR Codes & GPS Hardware
- Mobile Phone Application
- Built with Microsoft Azure





This is an exciting new Journey. Wheels in motion as we scale and deploy across the RPM network and national footprint.

As we work with RPM to facilitate training and coordinate the on-boarding of each location.

**Our Partnership will support Industry, making technology more accessible and affordable.**

**Together with WHG and RPM**



TELEMATICS



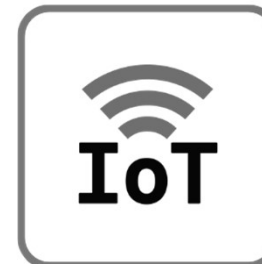
SMART OBM



FATIGUE SYSTEMS



CAMERA SYSTEMS



INTERNET OF THINGS



AND MORE



---

**CLOSE**

Guy Nicholls  
CEO

---

# OUTLOOK

**EARNINGS**

Reaffirming FY24 guidance Group EBITDA range \$11 to \$13m

**GROWTH FOCUS**

Organic growth phase

**NEW PRODUCTS & PROGRAMS**

WHG, Yokohama, Recycling and new 4WD Protection program

**OPERATIONS**

Continued focus on realising group synergies and cross selling

**PEOPLE**

Embedding safety, performance and accountability





Q&A

# IMPORTANT NOTICE & DISCLAIMER

## Overview

This document is issued by RPM Automotive Group Limited ACN 002 527 906 RPM ("RPM Automotive" or "RPM") on 29<sup>th</sup> May 20224

## Summary Information

This document contains summary information about RPM Automotive and its associated and proposed associated entities and their activities as known by RPM Automotive at the date of this document. The information contained in this document is of general background and does not purport to be complete. It should be read in conjunction with RPM Automotive's periodic and continuous disclosure announcements lodged with ASX which are available at [www.asx.com.au](http://www.asx.com.au)

This document is not a prospectus or other offering document under Australian or any other law. This document does not contain all of the information which would be required to be disclosed in a prospectus or other offering document. The information in this document remains subject to change without notice.

## Not an offer

This document is for information purposes only and is not an invitation nor offer of securities for subscription, purchase or sale in any jurisdiction. This document will not be lodged with ASIC and is not approved by or registered with any regulator in any jurisdiction. This document should not be considered to be an offer or invitation or a solicitation of an offer to acquire entitlements or New Shares or any other financial products and neither this document nor any of its contents will form the basis of any contract or commitment.

## Forward looking statements

This document may contain certain forward looking statements. Forward looking statements can generally be identified by the use of forward looking words such as 'anticipate', 'believe', 'expect', 'project', 'forecast', 'estimate', 'likely', 'intend', 'should', 'will', 'could', 'may', 'target', and other similar expressions within the meaning of securities laws of applicable jurisdictions, and include statements regarding outcome and effects. Indications of, and guidance or outlook on future earnings, distributions or financial position or performance are also forward looking statements. These forward looking statements have been made based upon RPM's expectations and beliefs concerning future developments and their potential effect upon RPM (and its controlled entities) and are subject to known and unknown risks and uncertainties which are, in many instances, beyond RPM's control, and may involve significant elements of subjective judgement and assumptions as to future events which may or may not be correct. No assurance is given that future developments will be in accordance with RPM's expectations.

Actual results could differ materially from those expected by RPM and RPM assumes no obligation to update any forward-looking statements or information.

## Not advice or recommendation

The information set out in this document does not constitute or purport to be a securities or other recommendation by RPM or any other person and has been prepared without taking into account the objectives, financial situation or needs of any recipient or other person. The information in this document does not constitute financial product advice (nor investment, taxation or legal advice).

Before making an investment decision, investors should consider the appropriateness of the information having regard to their own objectives, financial situation or needs and seek appropriate advice applicable to them in their jurisdiction. An investment in RPM is subject to investment risk including possible loss of income and principal invested.