



SmartTrans Holdings Limited
ASX: SMA

An Australian based
Technology Solutions Company

Corporate Structure:

Shares on issue: 2,717 M
Unlisted Options: 209 M
Market Cap: \$AUD 24M

52 week high: 3.4 cents
52 week low: 0.7 cents

Directors:

Mr Mark Vaile AO
Non-Executive Chairman

Mr Brendan Mason
CEO and Managing Director

Mr Bryan Carr
Executive Director

Mr Yui (Ian) Tang
Non-Executive Director

Ms Tracy Colgan
Non-Executive Director

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SmartTrans secures new contracts and extensions for SaaS Supply Chain Division

- New contracts to deliver \$1.4 million in recurring revenue to SMA with \$494k expected in the next 12 months
- Contract renewal rates at an impressive 89%
- Contract extensions include Austral Bricks, Sigma Healthcare, Baycorp and BAM Wine Logistics and new contracts include Ceva Logistics for Caltex, Ceva Logistics for “On The Run” stores, Calendar Cheese, and Fultons Landscape Deliveries
- SMA aggressively scaling up the Supply Chain SaaS division in Australia
- Chinese e-commerce platforms continue to grow

9 August, 2017: SmartTrans Holdings Limited (ASX: SMA) (SmartTrans) is pleased to report that its Australian cloud-based, software-as-a-service (SaaS) Supply Chain solutions division has secured a number of new contracts and re-signed existing contracts.

The agreements range from one to three year commitments and collectively deliver \$1.4 million in revenue. Of this, approximately \$494k will be recognised over the next 12 months from July 2017. Currently, contract renewal rates with existing customers are an impressive 89%.

The SmartTrans’ Board has taken the decision to invest in the growth of the Supply Chain Services division. A recent review concluded the SaaS platform has significant unmet potential in Australia and other markets, including China.

Improved sales and marketing has resulted in recent contract extensions and renewals which include Austral Bricks, Sigma Healthcare, Baycorp and BAM Wine Logistics, with BAM’s contract being expanded to a national implementation of the Supply Chain solutions module.

New contracts include Kings Transport; Ceva Logistics, for a rollout to their Caltex South Australia and ‘On The Run’ store contracts; Calendar Cheese and materials supplier Fultons.

SmartTrans’ market-leading SaaS mobile Supply Chain workforce management technology has become an indispensable management tool for professional supply chain providers and fleet operators. The easy to install technology integrates easily into existing logistics technology, ERP and mobility platforms. This seamless integration is leading to high contract renewal rates.

SmartTrans Managing Director Brendan Mason said: “Our increased sales and marketing efforts for our Supply Chain workforce management technology in Australia is already paying off as witnessed by these new contract wins and extensions.

“The technology delivers considerable benefits and cost savings for customers and this is reflected in the solid renewal rates and growing subscription revenues which typically range from \$5,000 to \$10,000 per customer fleet per month.

“Australia has over 3.5 million commercial vehicles and trucks, and we estimate that at least 1 million of these are in fleets of some kind. There is considerable unmet demand locally which we regard as a big opportunity and an immediate priority.”

SmartTrans is also pleased to confirm that revenues from the Company’s e-Commerce operations in China continue to expand and an update on sales and new brands will be provided shortly.

– ENDS –

Integrity / Innovation / Inspiration / Information

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About SmartTrans

SmartTrans Holdings Limited (ASX:SMA) is a leading Australian software and technology provider that offers cutting-edge solutions for the online retail and logistics markets.

In partnership with leading Chinese e-commerce firms, SmartTrans has built online marketplaces from which quality-conscious consumers in China's rapidly growing middle class are able to purchase Australian premium products.

In addition, SmartTrans has long-term contracts with some of Australia's leading blue-chip organisations for its proprietary, cloud-based supply chain solutions software.