



# EROAD

9 January 2018

## Media statement

### EROAD Market Update– Another Record Unit Sales Quarter

Transport technology services company EROAD today released its quarterly update on unit sales numbers showing strong growth for the quarter and nine months ended December 2017.

Quarter to 31 December 2017

	Total at Sep-17	Total at Dec-17	Units added in Quarter	% growth in Quarter
<b>Total Contracted Units*</b>	<b>59,538</b>	<b>69,391</b>	<b>9,853</b>	<b>16.5%</b>
Established Market (Australia/New Zealand)	49,802	54,579	4,777	9.6%
Commercial Market (US)	9,736	14,812	5,076	52.1%

Nine months to 31 December 2017

	Total at Mar-17	Total at Dec-17	Units added in 9 months	% growth 9 months
<b>Total Contracted Units*</b>	<b>48,041</b>	<b>69,391</b>	<b>21,350</b>	<b>44.4%</b>
Established Market (Australia/New Zealand)	41,939	54,579	12,640	30.1%
Commercial Market (US)	6,102	14,812	8,710	142.7%

\*Total Contracted Units is a non-GAAP measure used by EROAD which represents the total units subject to a customer contract and includes both units on Depot and units pending installation.

Total Contracted Units growth in the quarter of 9,853 units (39% up on EROAD's previous quarterly record of 7,086) represents the single biggest growth in units for a quarter in EROAD's history, and the third quarter in a row of record unit sales. The unit sales results were records in all markets.

Unit sales in the Established Market (ANZ) grew by 9.6% for the quarter or 4,777 units. This is marginally above EROAD's previous record quarter's sales of 4,773 for September 2017 and in the middle of the range of expectations for the quarter, as outlined on page 13 of the updated EROAD Investor presentation of 12 December 2017.

The Commercial Market (US) grew by 52.1% for the quarter or 5,076 units, which is 2,763 units more (119%) than the previous record quarter of 2,313 units for September 2017. This is also in



the middle of the range of expectations for the quarter, as outlined on page 13 of the updated EROAD Investor presentation of 12 December 2017.

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### **About EROAD**

EROAD modernises road charging and tax compliance and health and safety compliance for road transport by replacing paper-based systems with easy-to-use electronic systems that also improve fleet management. The company is headquartered in Auckland, New Zealand, and listed on the New Zealand Exchange (NZX). Its US business is based in Portland, Oregon, serving customers with vehicles operating in every US mainland state, growing outward in concentration from the Northwest. In 2009 EROAD introduced the world's first nationwide electronic road user charging (eRUC) system in New Zealand and, in 2017, more than 50% of heavy transport RUC is expected to be collected electronically, representing a rapid transition to e-commerce on a voluntary, industry-led basis, due to the cost-savings and benefits to customers. EROAD is also a leading provider of health and safety compliance services, including vehicle management and driver behaviour and performance measures.

[www.eroad.co.nz](http://www.eroad.co.nz)

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