

EROAD Annual Shareholders Meeting

Safer and more sustainable roads

28 July 2022



IMPORTANT INFORMATION

The information in this presentation is of a general nature and does not constitute financial product advice, investment advice or any recommendation. Nothing in this presentation constitutes legal, financial, tax or other advice.

This presentation may contain projections or forward-looking statements regarding a variety of items. Such projections or forward-looking statements are based on current expectations, estimates and assumptions and are subject to a number of risks, uncertainties and assumptions.

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CORETEX

The Coretex merger completed on 30 November 2021. All financials include 4 months of Coretex.

NON-GAAP MEASURES

EROAD has used non-GAAP measures when discussing financial performance in this document. The directors and management believe that these measures provide useful information as they are used internally to evaluate performance of business units, to establish operational goals and to allocate resources. Non-GAAP measures are not prepared in accordance with NZ IFRS (New Zealand International Financial Reporting Standards) and are not uniformly defined, therefore the non-GAAP measures reported in this document may not be comparable with those that other companies report and should not be viewed in isolation or considered as a substitute for measures reported by EROAD in accordance with NZ IFRS.

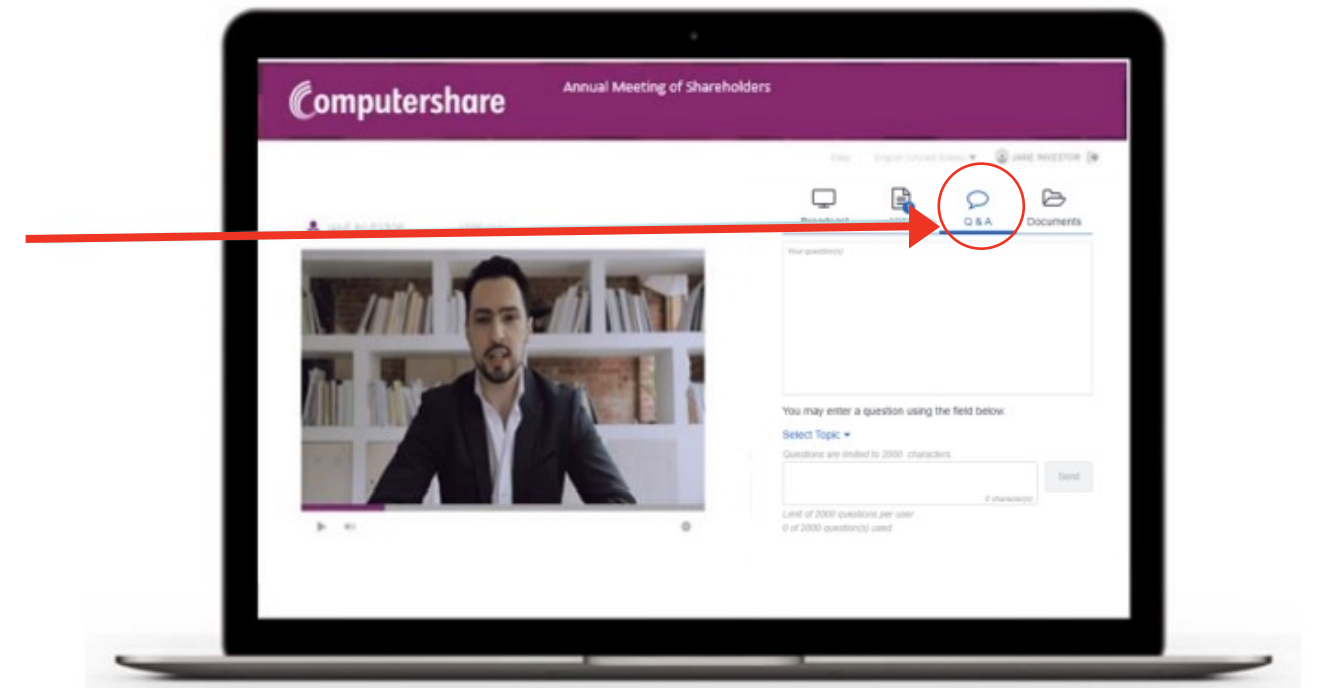
The non-GAAP measures are not subject to audit or review. Definitions can be found in the FY22 Annual Report.

HOW TO PARTICIPATE ONLINE

Shareholder & Proxyholder Q&A Participation

Written Questions: Questions may be submitted ahead of the meeting. If you have a question to submit during the live meeting, please select the Q&A tab on the right half of your screen at anytime. Type your question into the field and press submit. Your question will be immediately submitted.

Help: The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.

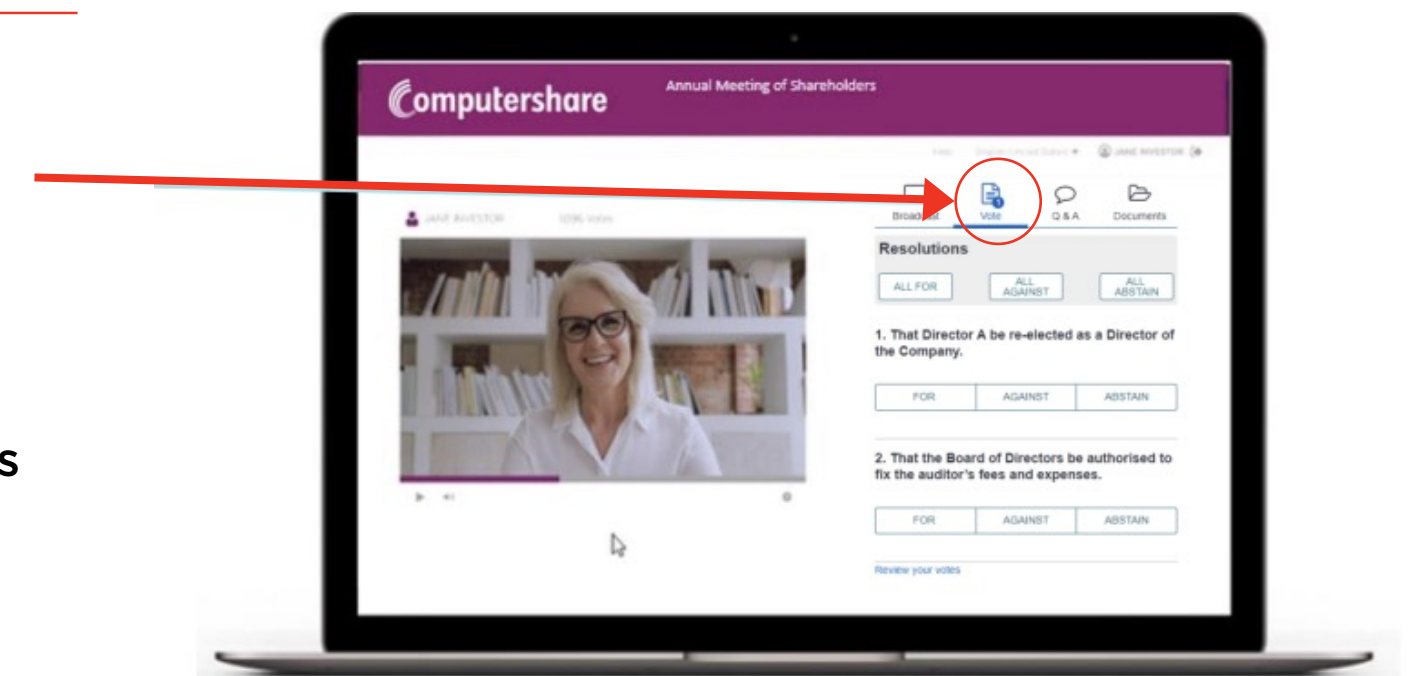


Shareholder & Proxyholder Voting

Once the voting has been opened, the resolutions and voting options will allow voting.

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.

Your vote has been cast when the tick appears. To change your vote, select **'Change Your Vote'**.



AGENDA

1. Chair's Address
2. CEO Address
3. Financial Statements and Auditor's Report
4. Resolutions



CHAIR'S ADDRESS



SAFER AND MORE SUSTAINABLE ROADS

**KEEP THE
COMMUNITY SAFE**



**CONSERVE AND
IMPROVE THE
ENVIRONMENT**



**SUPPORT ECONOMIC
GROWTH**



FY22 AT A GLANCE

**FINANCIAL RESULTS REFLECT INVESTMENT
IN CAPABILITIES FOR FUTURE GROWTH**

**SIGNIFICANT PERIOD OF TRANSITION
DESPITE CHALLENGING MACRO-ECONOMIC
CONDITIONS**

**WELL POSITIONED TO BUILD GROWTH
MOMENTUM OVER FY23 AND BEYOND**

OUR BOARD



GRAHAM STUART
Chairman, Independent Director
Appointed January 2018



BARRY EINSIG
Independent Director
Appointed January 2020



TONY GIBSON
Independent Director
Appointed October 2009



SUSAN PATERSON
Independent Director
Appointed March 2019



SARA GIFFORD
Independent Director
Appointed April 2022



SELWYN PELLETT
Executive Director
Appointed December 2021

CEO SUCCESSION



BOARD FOCUS FOR FY23

**COMPLETE THE
CORETEX INTEGRATION**

**ENGAGED CULTURE
ALIGNED TO VISION OF
MERGED COMPANY**

**KEEP BUILDING
MOMENTUM IN
NORTH AMERICA**

STRATEGY REFRESH

**HIGH RETENTION RATES
IN NEW ZEALAND AND
AUSTRALIA**

**IMPROVED OPERATING
LEVERAGE**

CEO ADDRESS

Mark Heine

Chief Executive Officer





WE ARE **EROAD**

**SAFER AND MORE
SUSTAINABLE
ROADS**

**REGULATORY
AND SPECIALISED
TELEMATIC
SOLUTIONS**

**OVER 200,000
CONNECTED
VEHICLES**

**STABLE ASSET
RETENTION RATE**

GROWING AMRR

**TARGETING
STRONG GROWTH
OF AT LEAST
\$250M BY FY25**

SOLVING CUSTOMER PROBLEMS



PRODUCTIVITY



**REGULATORY
COMPLIANCE**



ROAD SAFETY



FOOD SAFETY



**PROOF OF
SERVICE**



**CERTIFICATION
OF QUALITY**

SOLVING CUSTOMER PROBLEMS ACROSS 4 INDUSTRIES

IN CAB PROFESSIONAL TRANSPORT



Truck 2141

Location I-85, N, MM17

Fuel tank 68%

Driver ID 13466


Hours worked 04:37

Hours remaining 00:23

CoreHub 10TV11 - Online

4G

REFRIGERATED TRANSPORT



Delivery 12841

Arrival Time 14:48 ✓

Delivery Deadline 15:00

Product CoreTemp 3.32°C - 5.65°C

Compliant ✓


CONSTRUCTION

Ticket 501385

Time to site 00:10:36

Wait time on job 00:08:12

Total time on site 00:41:05



WASTE AND RECYCLING

Route 45GTR

Start 05:00

Status Collection

Vehicle WM104 8% complete

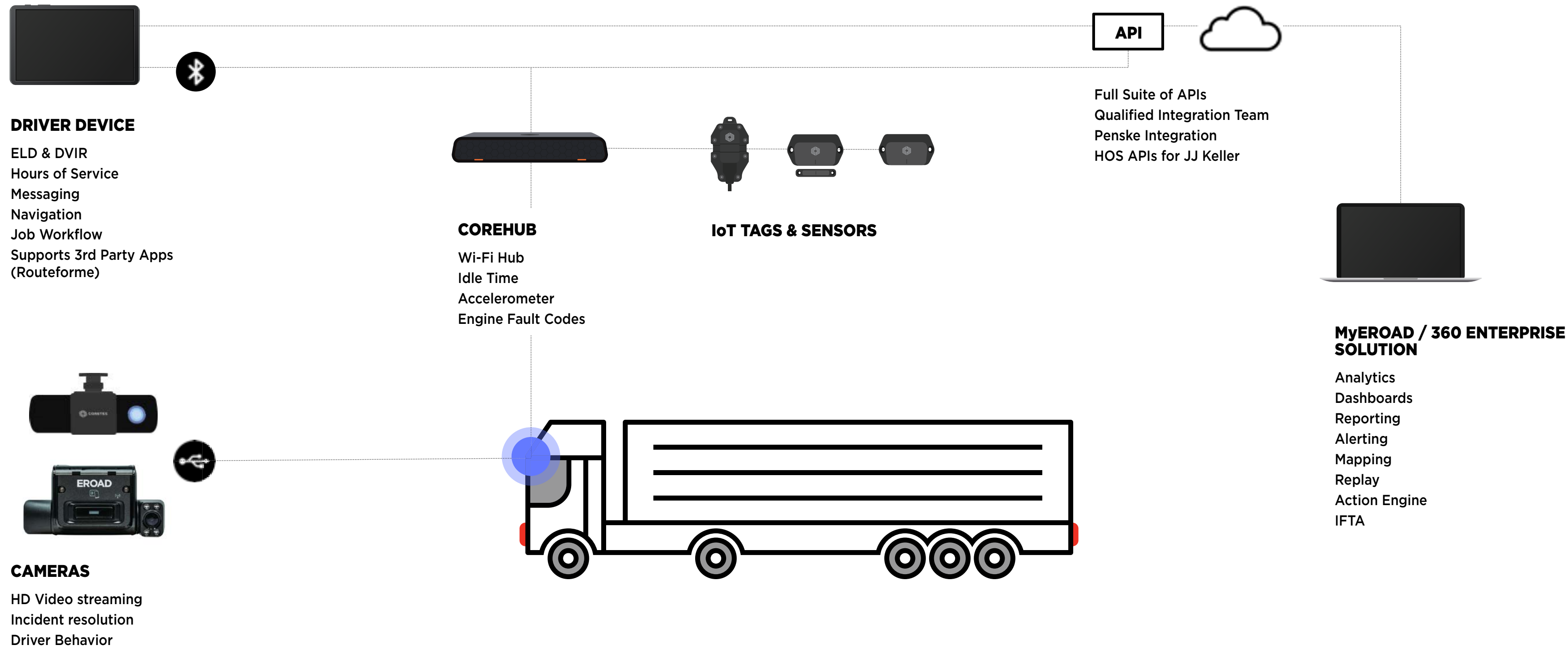
Vehicle WM105 63% complete

Vehicle WM106 92% complete



OUR NEXT GENERATION OFFERING

ALL VEHICLES. ALL ASSETS. ONE PLATFORM



NEW ZEALAND



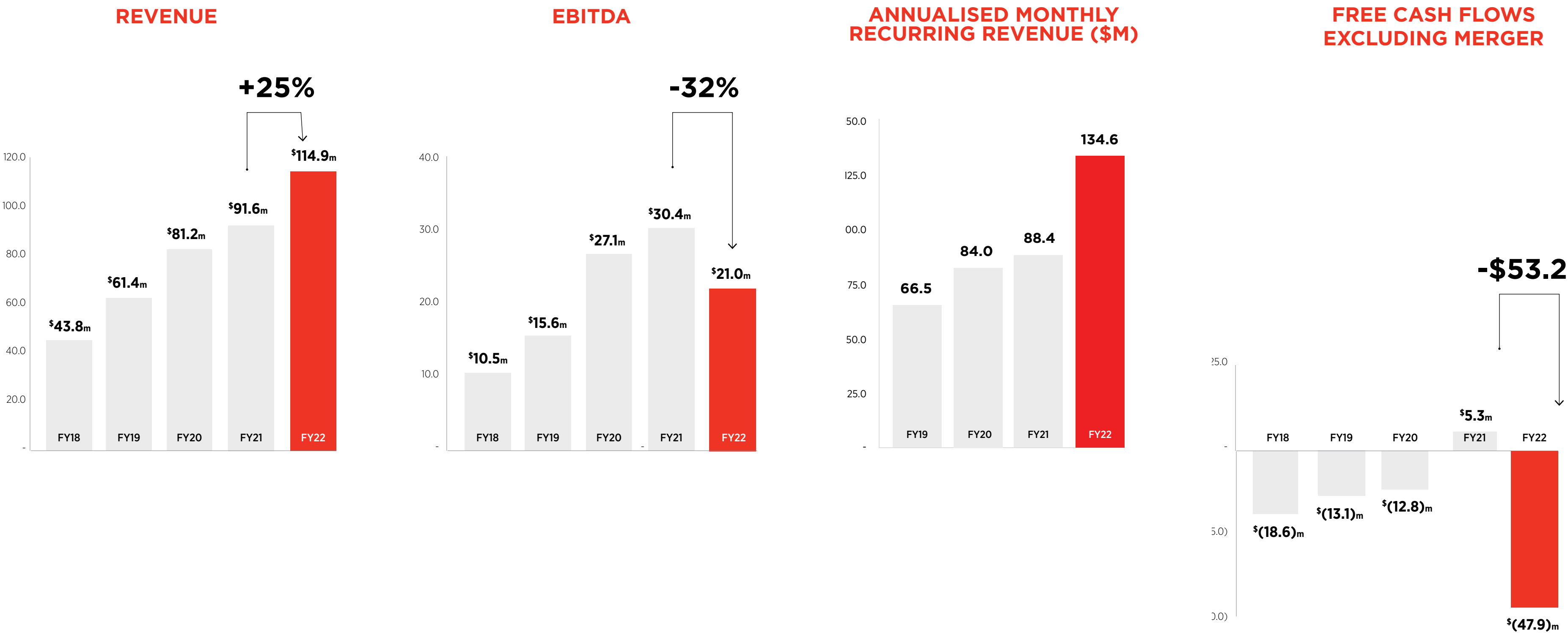
NORTH AMERICA



AUSTRALIA

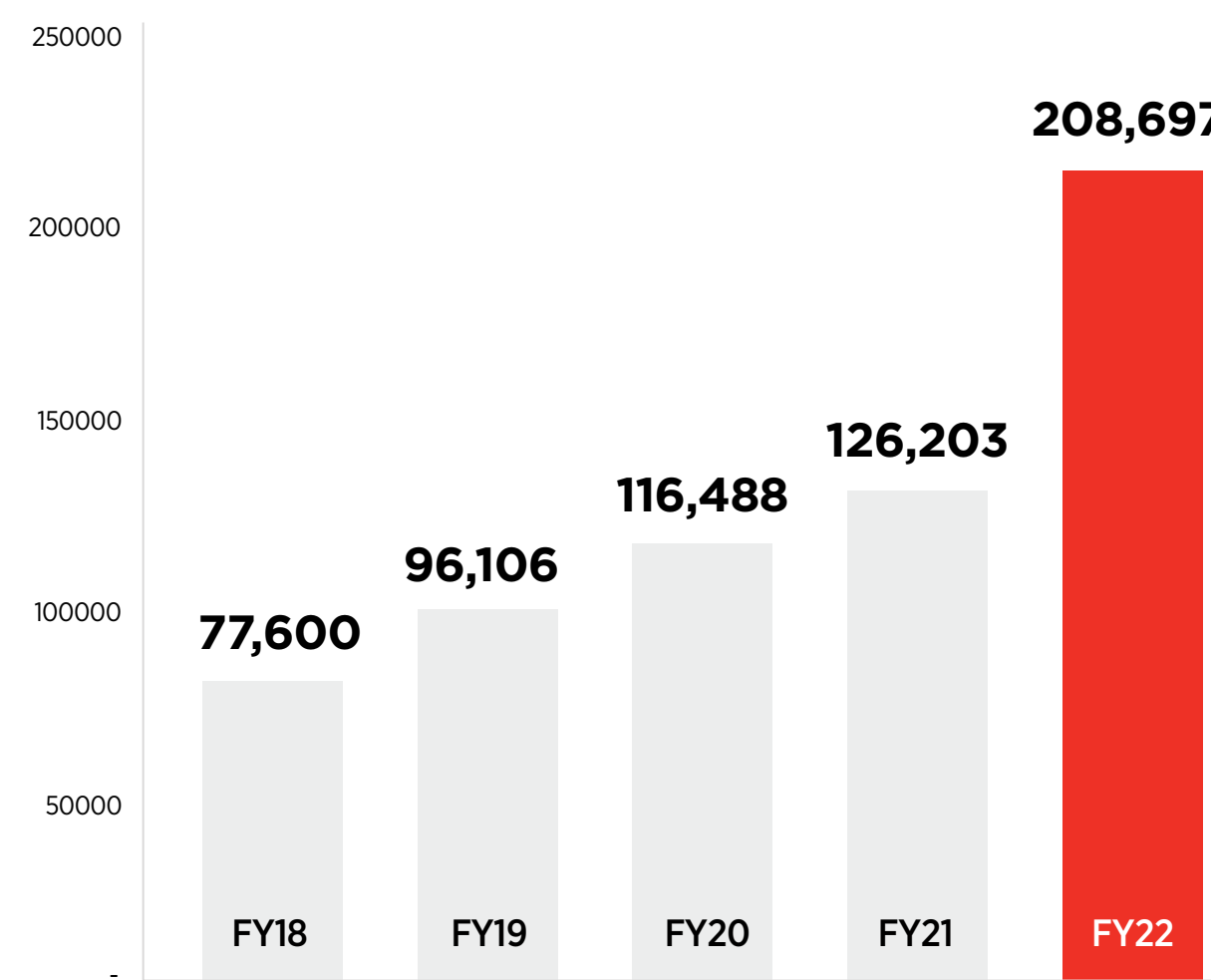


FINANCIAL PERFORMANCE REFLECTS INVESTMENT IN CAPABILITIES FOR FUTURE GROWTH

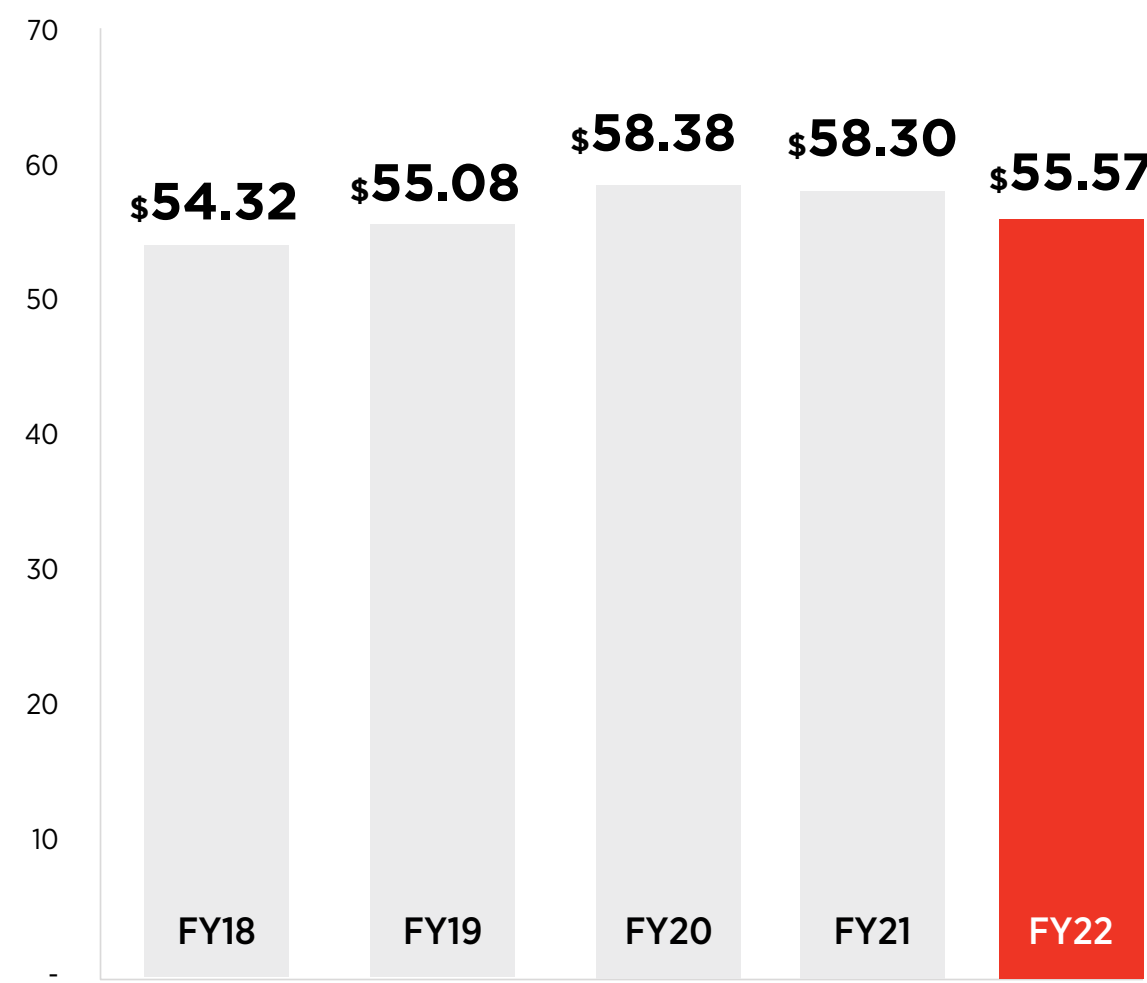


KEY PERFORMANCE METRICS

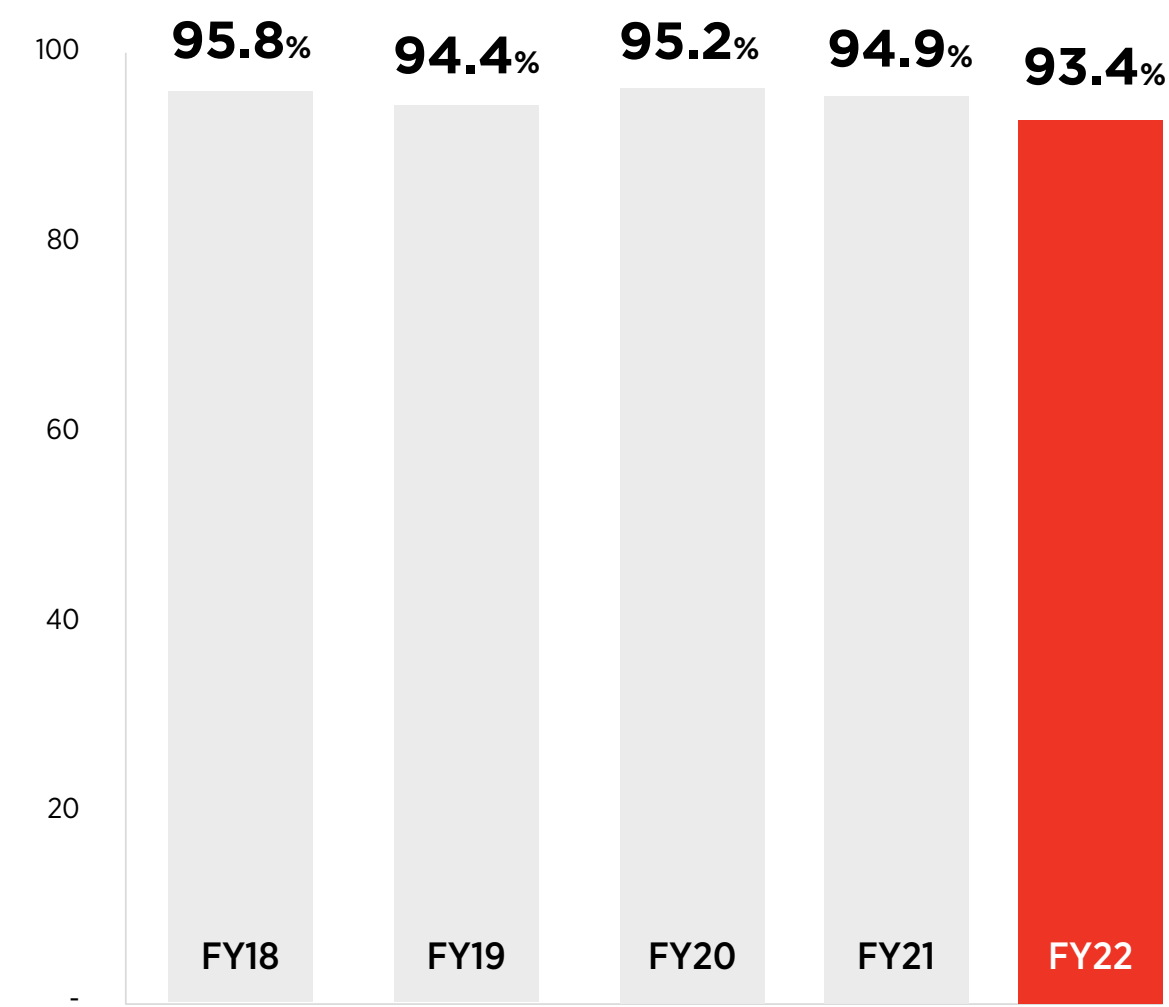
CONTRACTED
UNITS



ARPU



EROAD STAND ALONE
ASSET RETENTION RATE



CORETEX INTEGRATION ON TRACK WITH SIGNIFICANT PROGRESS MADE TO DATE



Sales underway with next generation platform and hardware solutions



Engineering teams now integrated with focus on integration of key platform and products by end of 2022



Supply chain integration complete



Integrated Sales Teams and aligned go-to-market strategy



3G to 4G upgrade programme in North America largely complete



Integration of EROAD and Coretex teams complete with on-going change management to build an inclusive, diverse and collaborative culture

FY23 PRIORITIES

**Revenue growth momentum in
New Zealand and North America**

**Maintain an engaged culture aligned to the
vision of the merged company**

**Deliver key product and platform integration
by the end of CY2022 to enable delivery of
enhanced SaaS products to build growth
momentum further and support retention**

FY23 OUTLOOK

**Growth momentum
expected to build with
successful conversion of
North American enterprise
pipeline opportunities**

**Targeting Revenue of
at least \$250 by FY25**

**Anticipate Revenue between
\$150m - \$170m in FY23**

**Expect improved
operating leverage
from FY24**

**Targeting normalised
EBIT of between -\$5m
to breakeven**

QUESTIONS



RESOLUTIONS



VOTES RECEIVED
(AS AT 27 JULY)

42.73% OF VALID
SECURITIES VOTED

Votes				
	For	Against	Abstain	Discretion
Resolution 1	41,236,821	562,866	6,857	2,103,088
Resolution 2	41,666,787	9,212	130,545	2,103,088
Resolution 3	41,703,492	96,195	6,857	2,103,088
Resolution 4	37,275,497	4,527,000	4,047	2,103,088
Resolution 5	37,035,574	97,171	4,660,899	2,115,988

RESOLUTION 1

Election of Selwyn Pellett

That Selwyn Pellett, having been appointed by the Board and only holding office until the Annual Shareholders' Meeting, be elected as an Executive Director of EROAD.



RESOLUTION 2

Election of Sara Gifford

That Sara Gifford, having been appointed by the Board and only holding office until the Annual Shareholders' Meeting, be elected as a Director of EROAD.



RESOLUTION 3

Re-election of Susan Paterson

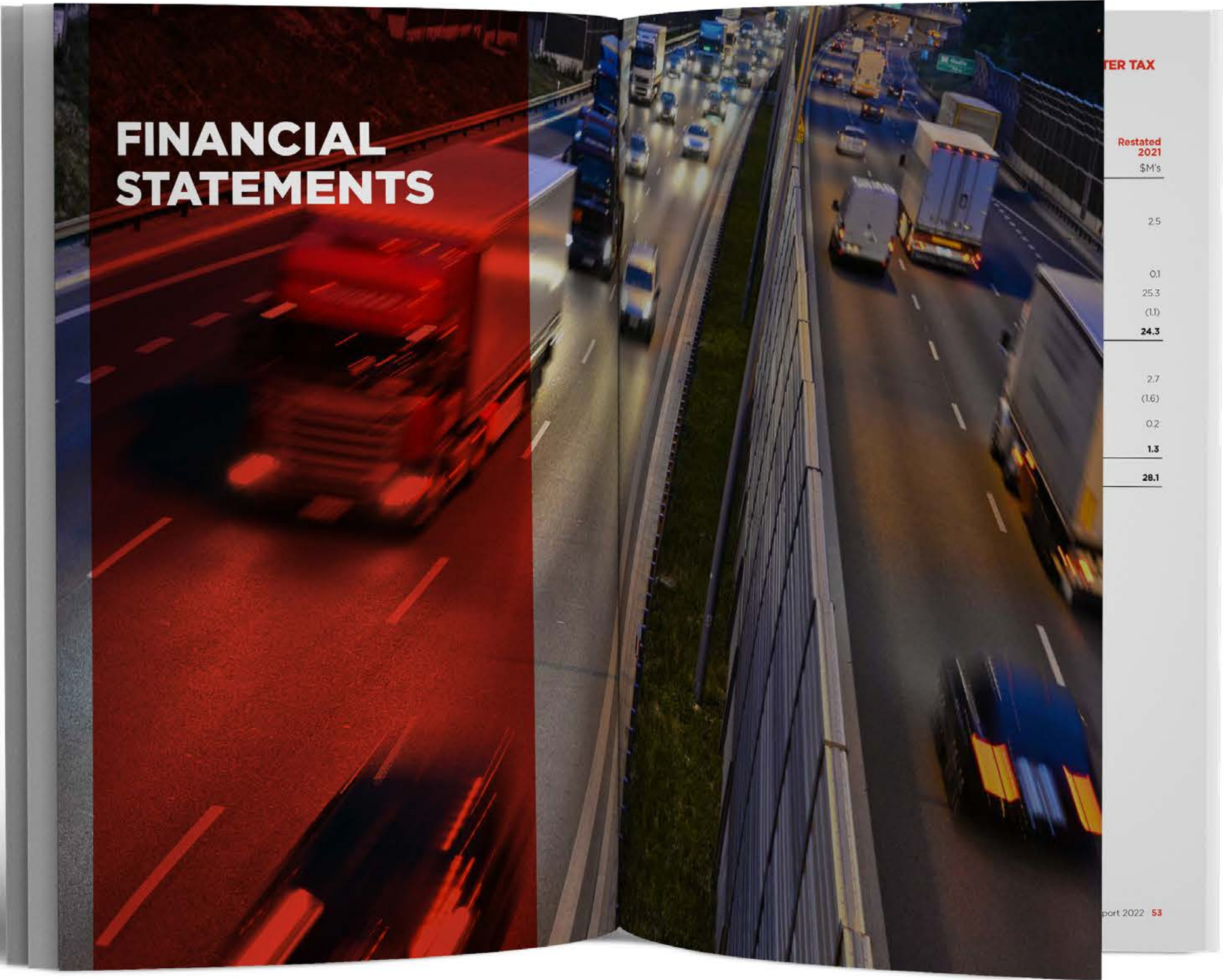
That Susan Paterson,
having retired in
accordance with NZX
Listing Rule 2.7.1, be
re-elected as a Director
of EROAD.



RESOLUTION 4

Auditor's Remuneration

That the Directors be authorised to fix the fees and expenses of KPMG as auditor of EROAD.



RESOLUTIONS 5

Nonbinding Say on Pay vote

That EROAD's Remuneration Report for the year ended 31 March 2022, as set out in the FY22 Annual Report, be adopted.



QUESTIONS

