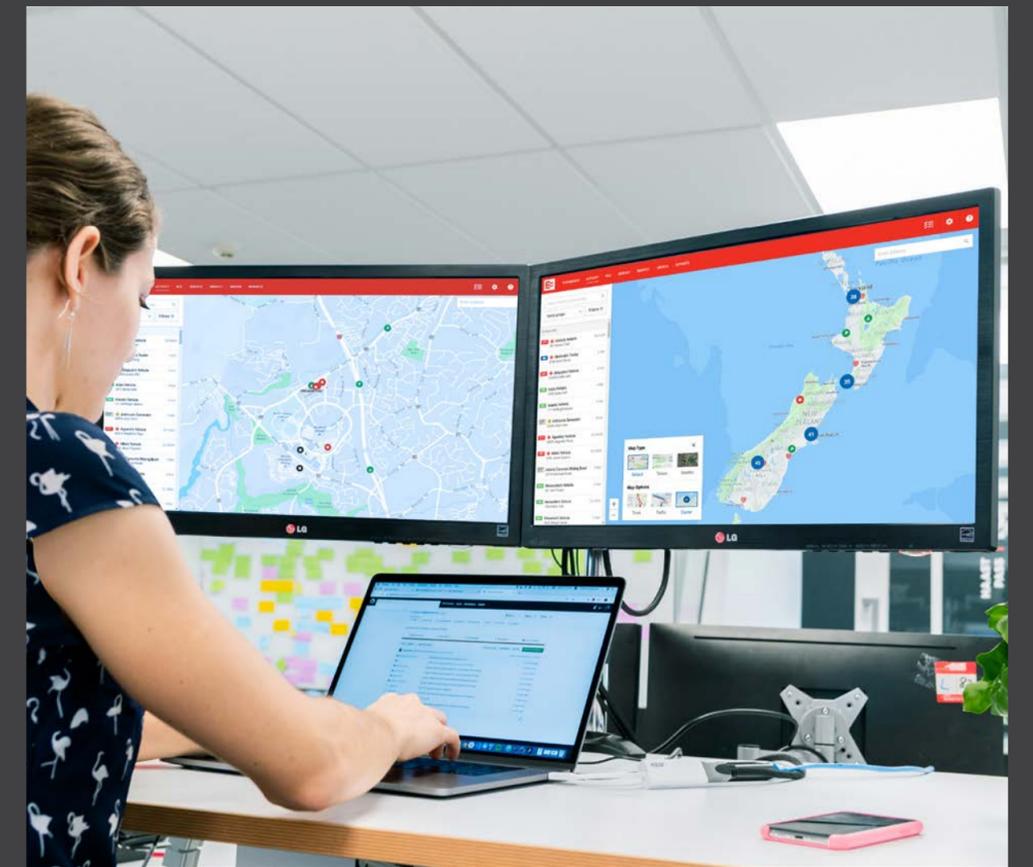
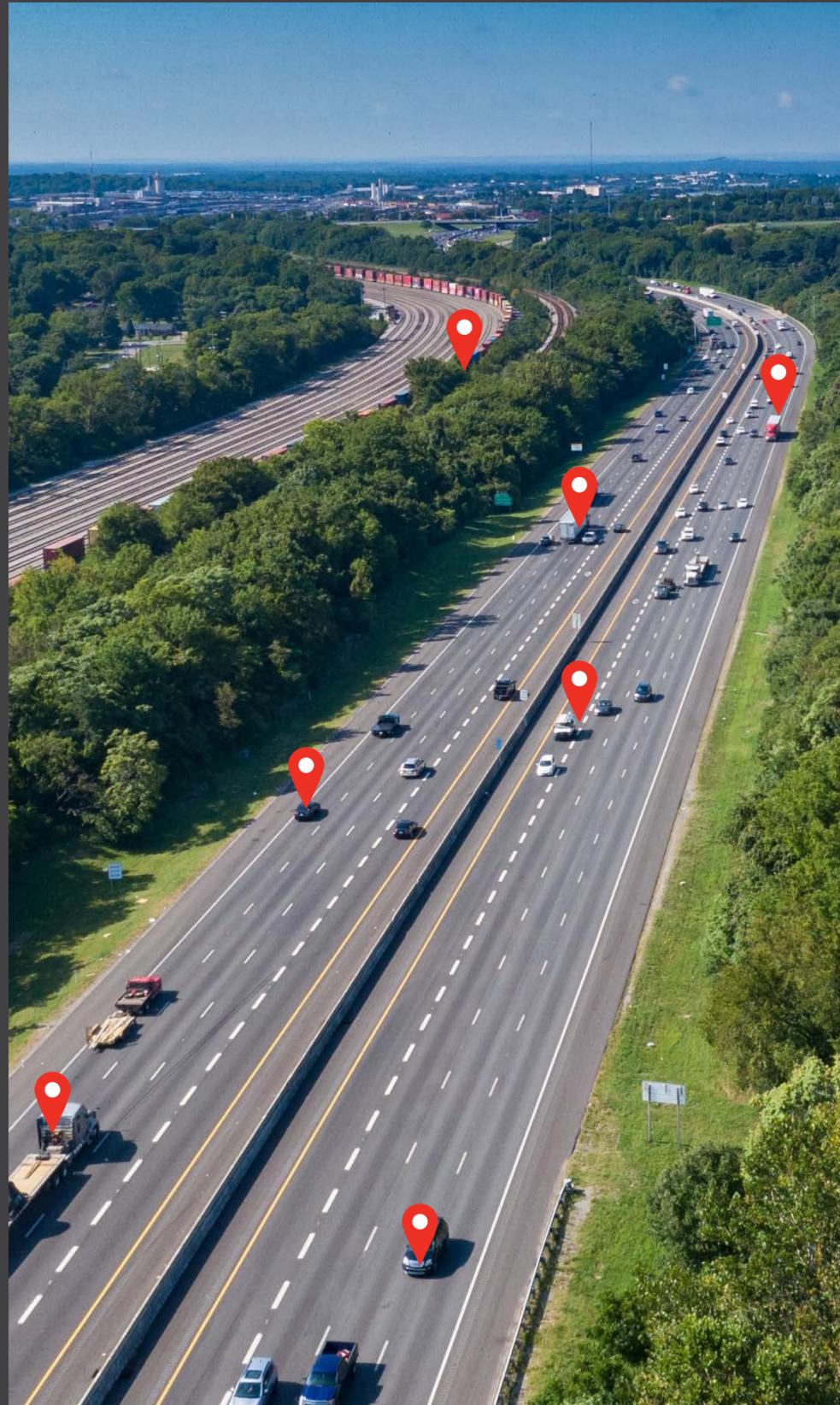




# WHO IS EROAD?

**CANACCORD 40TH GROWTH CONFERENCE**  
**13 AUGUST 2020**



## 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.

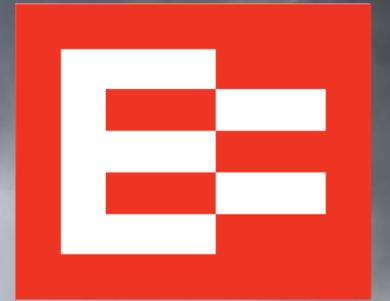
There is no assurance that results contemplated in any projections or forward-looking statements in this presentation will be realised. Actual results may differ materially from those projected in this presentation. No person is under any obligation to update this presentation at any time after its release to you or to provide you with further information about EROAD.

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## 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 Glossary on page 135 of the Annual Report.



**STEVEN NEWMAN**

**CHIEF EXECUTIVE  
OFFICER**



OUR PURPOSE

SAFER, MORE PRODUCTIVE ROADS

WHAT WE DO

Technology solutions to manage vehicle fleets, support regulatory compliance, improve driver safety and reduce costs associated with driving.

OUR UNIQUE APPROACH



WHY OUR CUSTOMERS CHOOSE US

CUSTOMER SERVICE

DIFFERENTIATED SOLUTIONS

RELIABLE AND ACCURATE

EASY TO USE

SUCCESSFULLY EXECUTING OUR STRATEGY

CUSTOMERS

6,642

TOTAL CONTRACTED UNITS

116,488

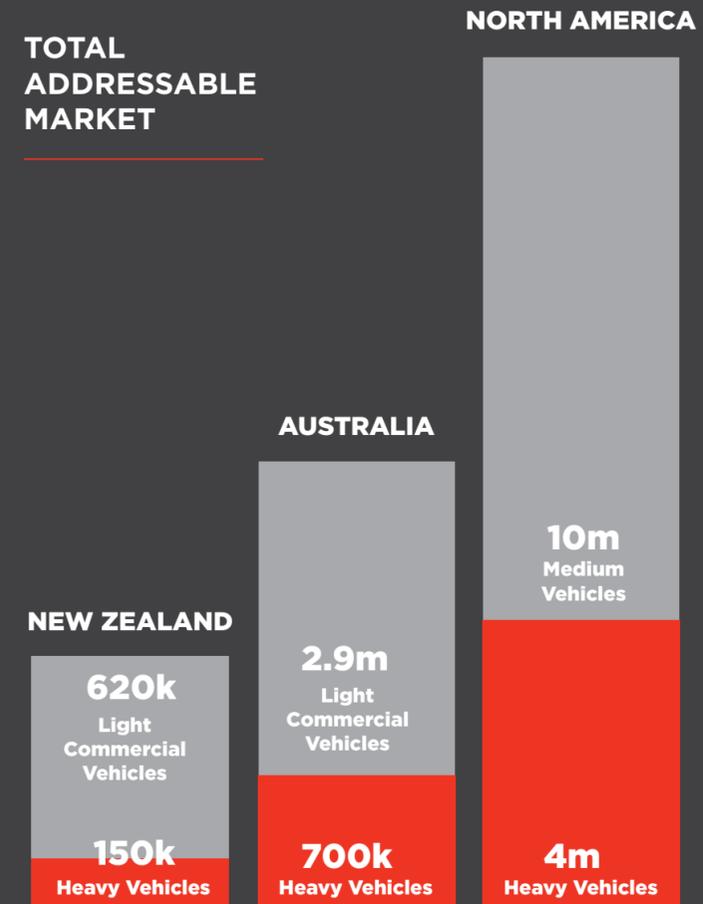
LOYAL CUSTOMERS

> 95% ASSET RETENTION RATE

SELLING MORE SAAS PRODUCTS

\$ 58.38 MONTHLY SAAS AVERAGE REVENUE PER UNIT

WE CHOOSE TO GROW



AN ENERGISED AND CAPABLE TEAM OF EROADERS

OUR VALUES



SAFETY



TRUST



INTEGRITY



TEAM

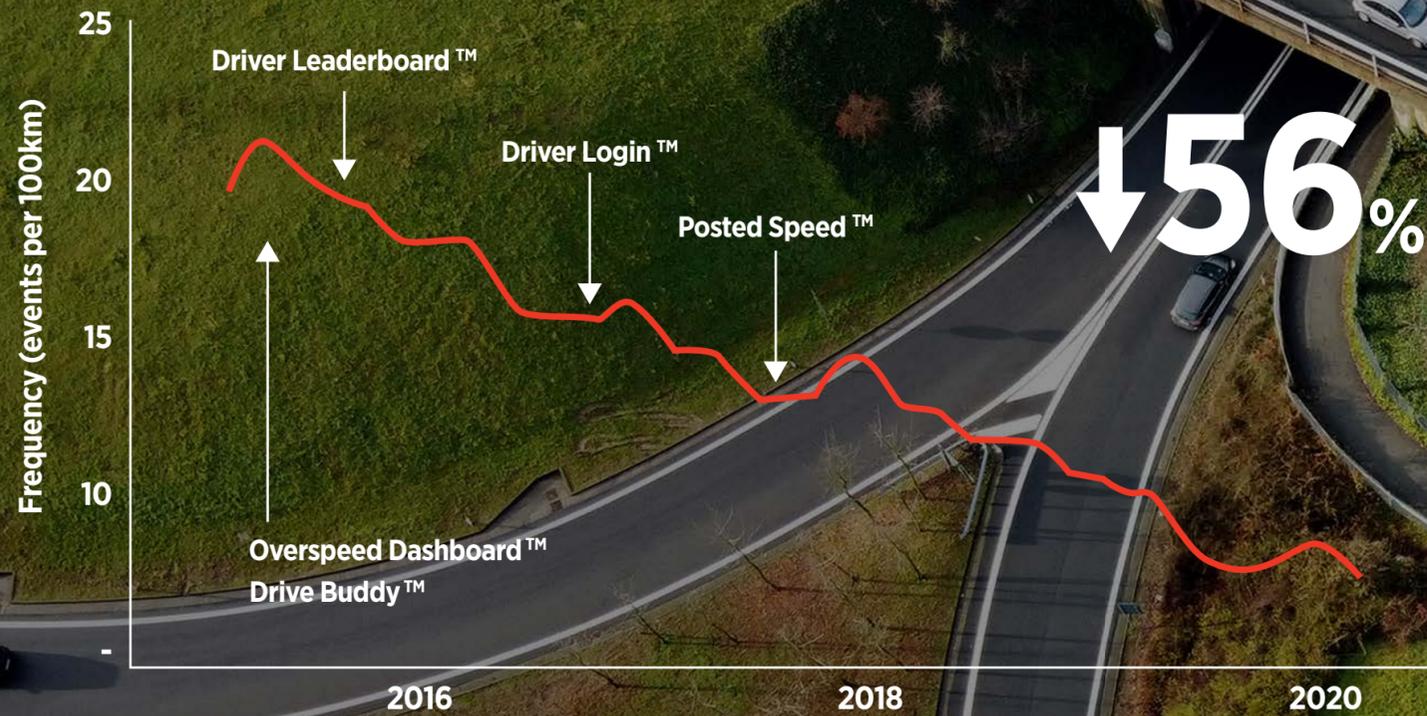


INNOVATION

NEXT MILESTONE:  
250,000+  
CONNECTED UNITS

# OUR PURPOSE IS SAFER, MORE PRODUCTIVE ROADS

## New Zealand frequency of speeding events



*The above graph shows the reduction in over speed events over time as product enhancements have been added.*

**TECHNOLOGY SOLUTIONS TO MANAGE VEHICLE FLEETS, SUPPORT REGULATORY COMPLIANCE, IMPROVE DRIVER SAFETY AND REDUCE COSTS ASSOCIATED WITH DRIVING.**

**REGULATORY COMPLIANCE**

 NZ ERUC	 ELECTRONIC LOGBOOK	 EASY-TO-USE ELD	 IFTA EASY FILE
 ELECTRONIC OREGON WMT/RUAF	 ELECTRONIC IRP	 AU FRINGE BENEFIT TAX	 CHAIN OF RESPONSIBILITY

**FLEET MANAGEMENT**

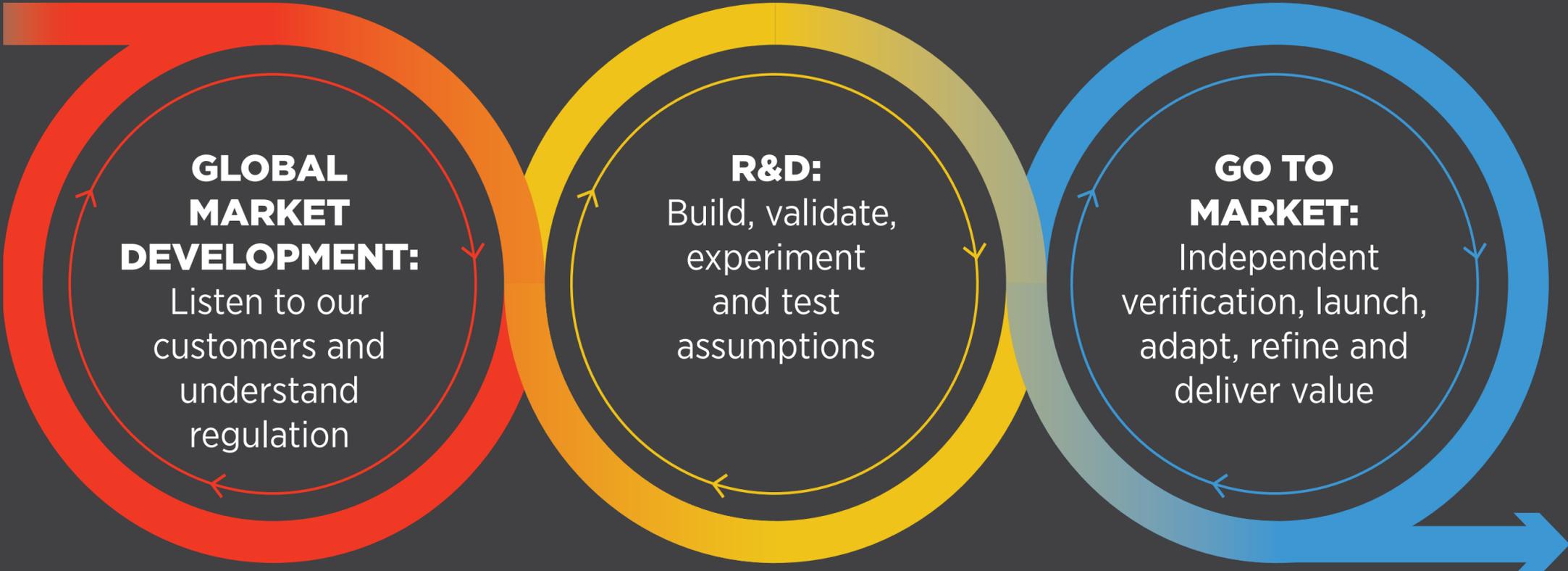
 EROAD SHARE	 E-TRACK WIRED	 PARTNER INTEGRATIONS	 PROOF OF SERVICE	 TRIP INVESTIGATOR
 DAILY FLEET ACTIVITY	 FUEL MANAGEMENT	 EROAD POOL CAR BOOKING	 SERVICE SCDULING AND ALERTS	 EROAD ANALYTICS

**DRIVER MANAGEMENT & ROAD SAFETY**

 DRIVER LEADERBOARD	 DRIVER INSIGHT	 DAILY DRIVER ACTIVITY	 SPEED MONITORING	 SAFETY EVENT MONITORING
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# OUR UNIQUE APPROACH



# WHY OUR CUSTOMERS CHOOSE US



**CUSTOMER  
SERVICE**



**DIFFERENTIATED  
SOLUTIONS**

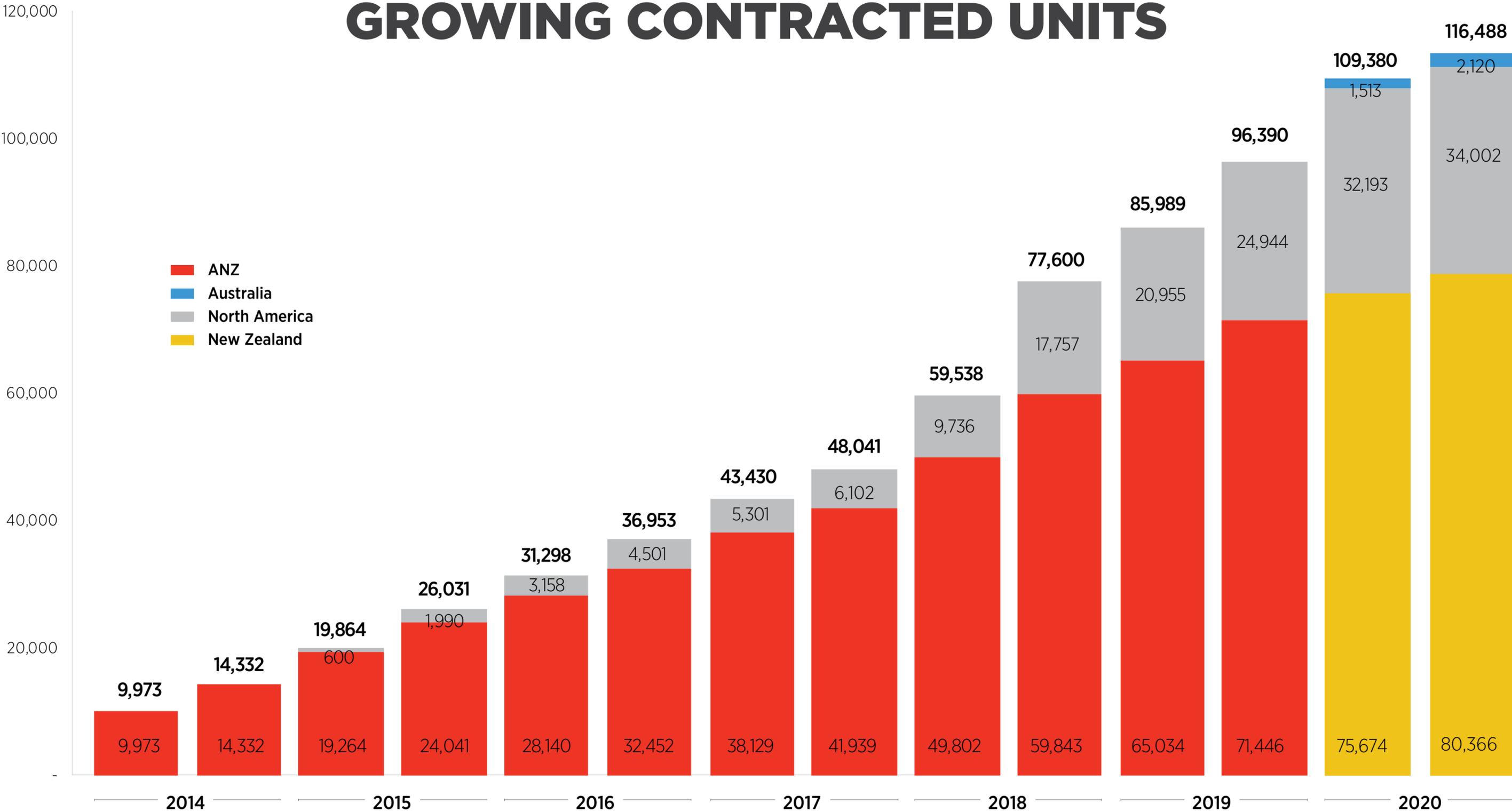


**RELIABLE AND  
ACCURATE**



**EASY  
TO USE**

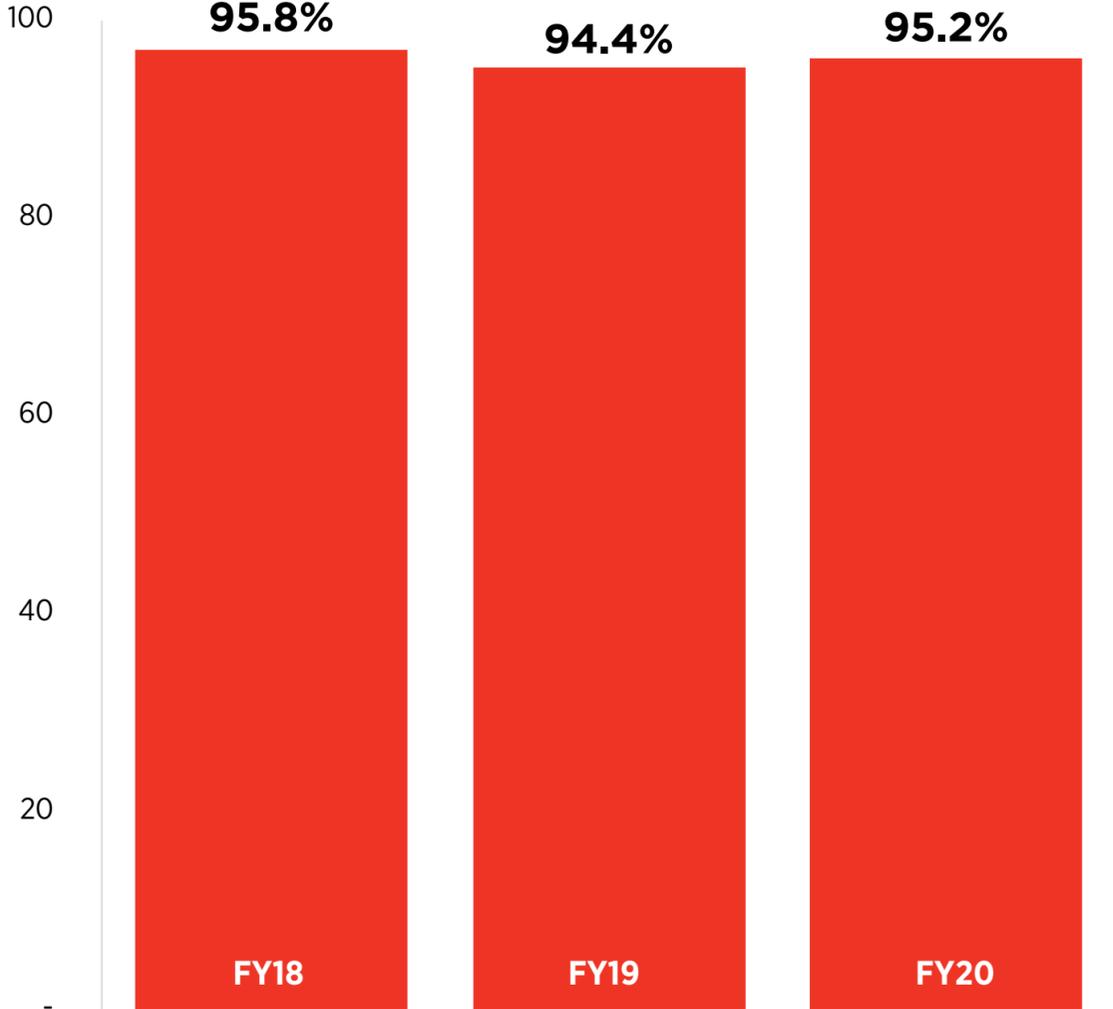
# GROWING CONTRACTED UNITS



# MONITORING PERFORMANCE

## ENTERPRISE VALUE FROM EXISTING CUSTOMER BASE

### LOYAL CUSTOMERS



### GROWING MONTHLY AVERAGE REVENUE PER UNIT (ARPU)



# AN ENERGISED AND CAPABLE TEAM

## OUR VALUES

WE LEAD  
WITH SAFETY

WE OPERATE  
WITH TRUST

WE ACT  
WITH INTEGRITY

WE PERFORM  
AS ONE TEAM

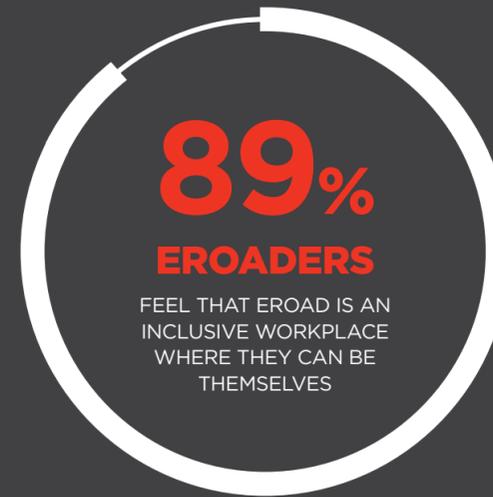
WE CELEBRATE  
INNOVATION

## INVESTING IN OUR PEOPLE

LEADERSHIP  
DEVELOPMENT

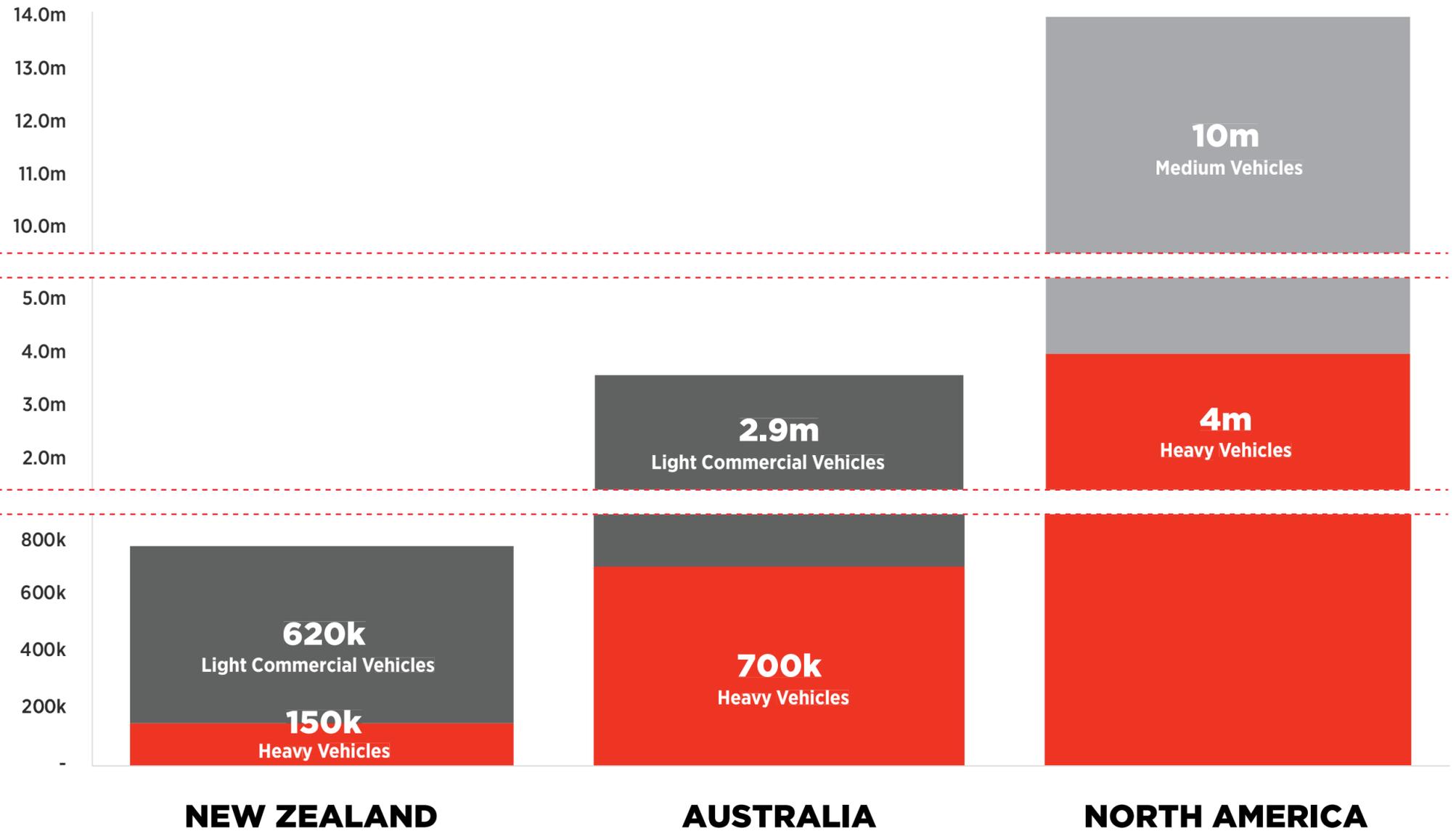
PEER TO PEER  
DEVELOPMENT

OUR LEARNING  
MANAGEMENT  
SYSTEM



**SIGNIFICANT  
GROWTH AND  
REVENUE  
OPPORTUNITY  
REMAINS AS  
PENETRATION  
OF TELEMATICS  
CONTINUES IN  
MARKETS**

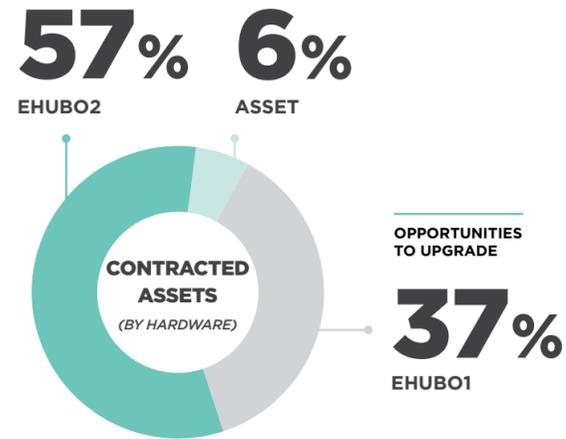
**EROAD IS OPERATING IN A **LARGE AND GROWING**  
TOTAL ADDRESSABLE MARKET (TAM)**



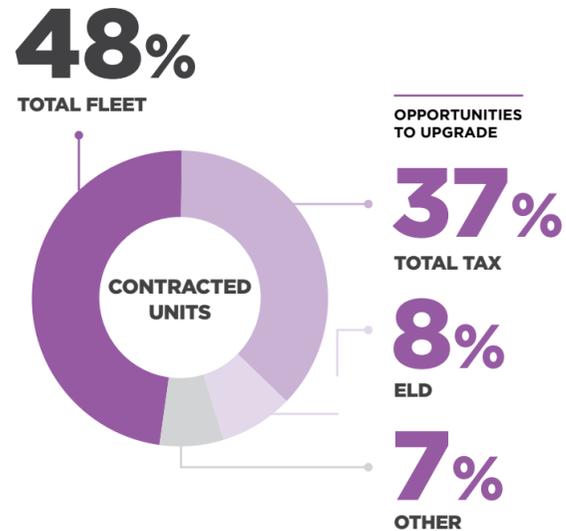
**CONTRACT RENEWAL AND LAUNCHES OF NEW PRODUCTS AND SERVICES PROVIDE OPPORTUNITY TO IMPROVE AVERAGE REVENUE PER UNIT (ARPU)**

## CUSTOMER PLAN UPGRADES

### NEW ZEALAND



### NORTH AMERICA



## SAAS UPGRADES

### NEW ZEALAND



EROAD INSPECT

### AUSTRALIA



FUEL TAX CREDITS

### NORTH AMERICA



ETRACK WIRED  
*launched Q1 FY21*

## AWESOME LAUNCHES - FY21

### NEW ZEALAND



LOGBOOK



DASHCAM



MYEROAD FLEET MAINTENANCE

### AUSTRALIA



MYEROAD FLEET MAINTENANCE



DASHCAM

### NORTH AMERICA



EROAD GO



DASHCAM



# WE ARE WELL POSITIONED AND READY

- We will continue to support our customers, many of which are necessary to rebuild the global economy
- In a global downturn current and new customers will look to our products and services to drive efficiencies in their operations and cost out
- We now have the right systems and processes now in place to drive efficiencies out of our business and continue to grow and scale
- We have the cashflow and funding facilities to support organic growth.
- We continue to look for growth opportunities and evaluate the ASX listing
- We still choose to grow

# QUESTIONS

