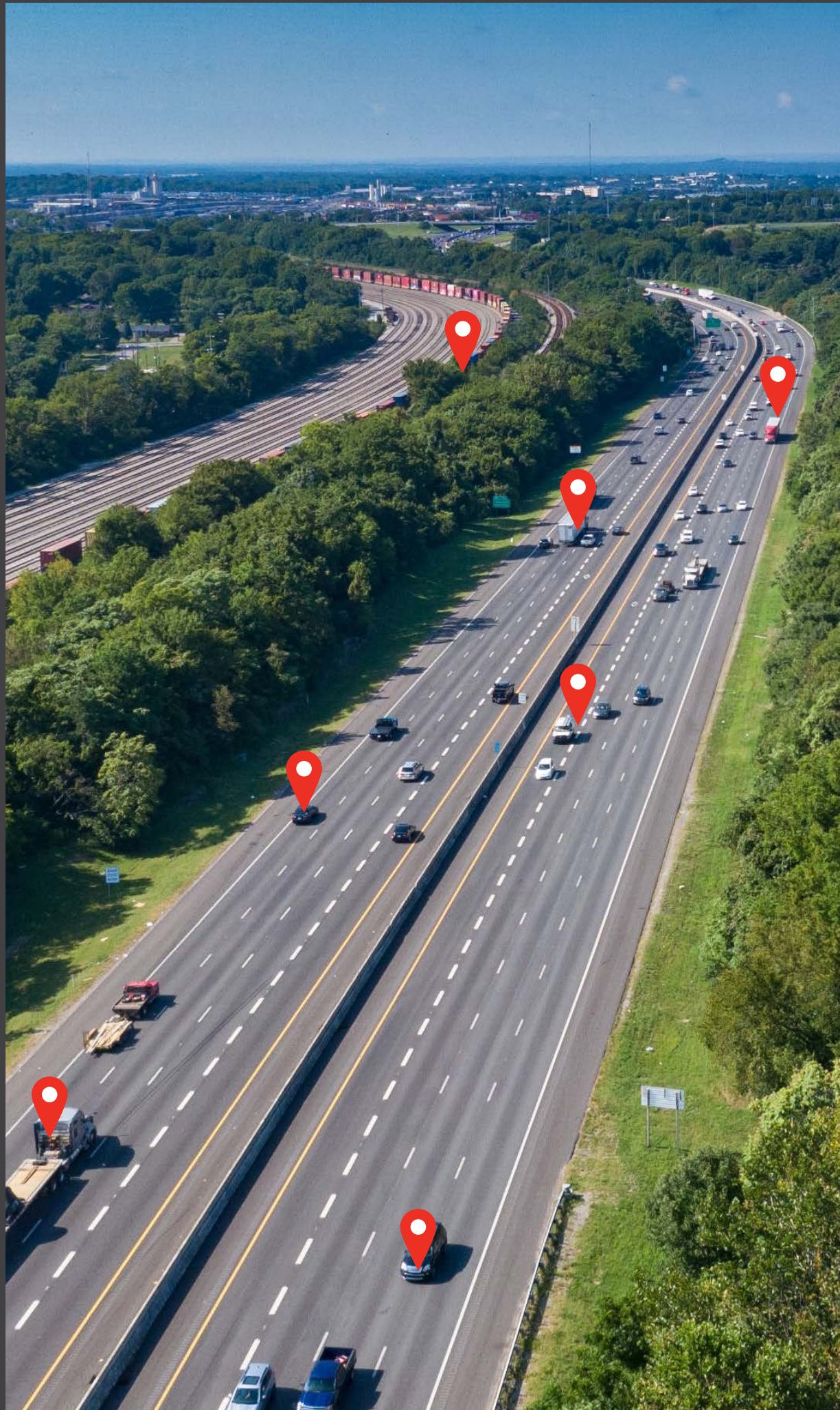




WHO IS EROAD?

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.

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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

AN ENERGISED AND CAPABLE TEAM OF EROADERS

OUR VALUES



SAFETY



TRUST



INTEGRITY



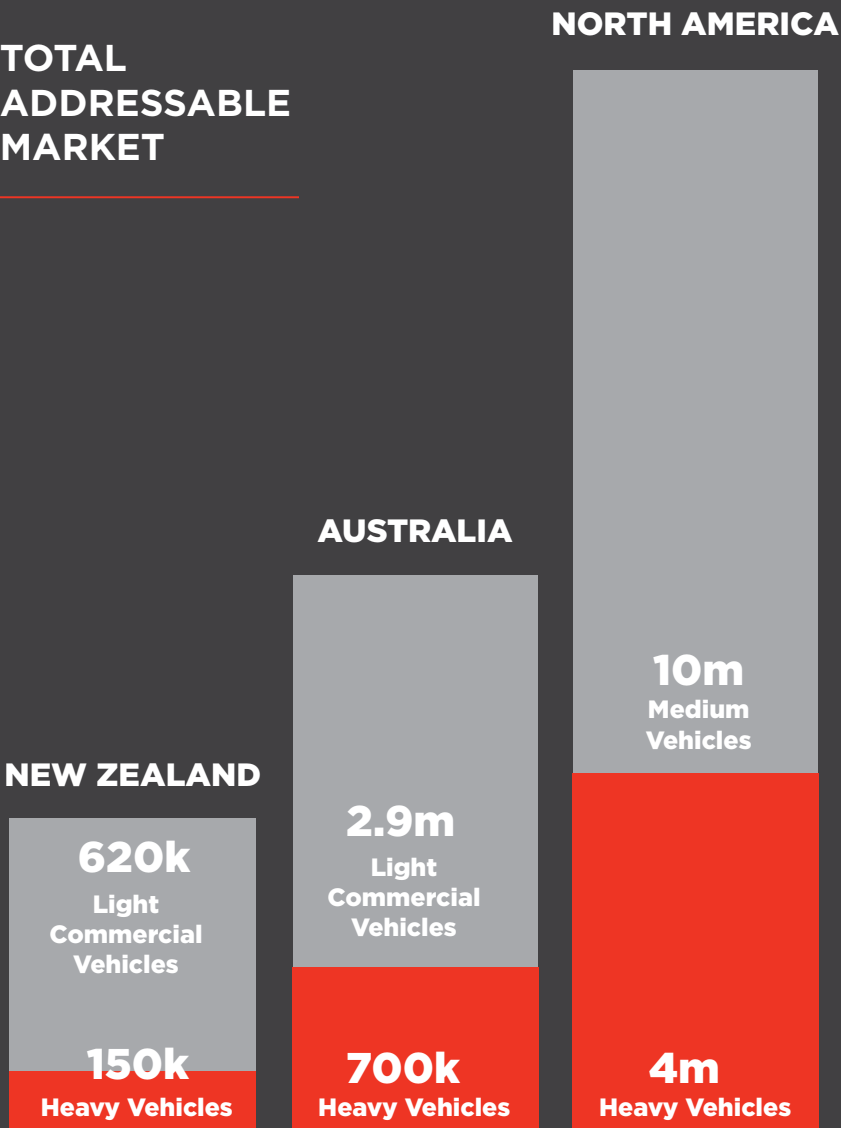
TEAM



INNOVATION

WE CHOOSE
TO GROW

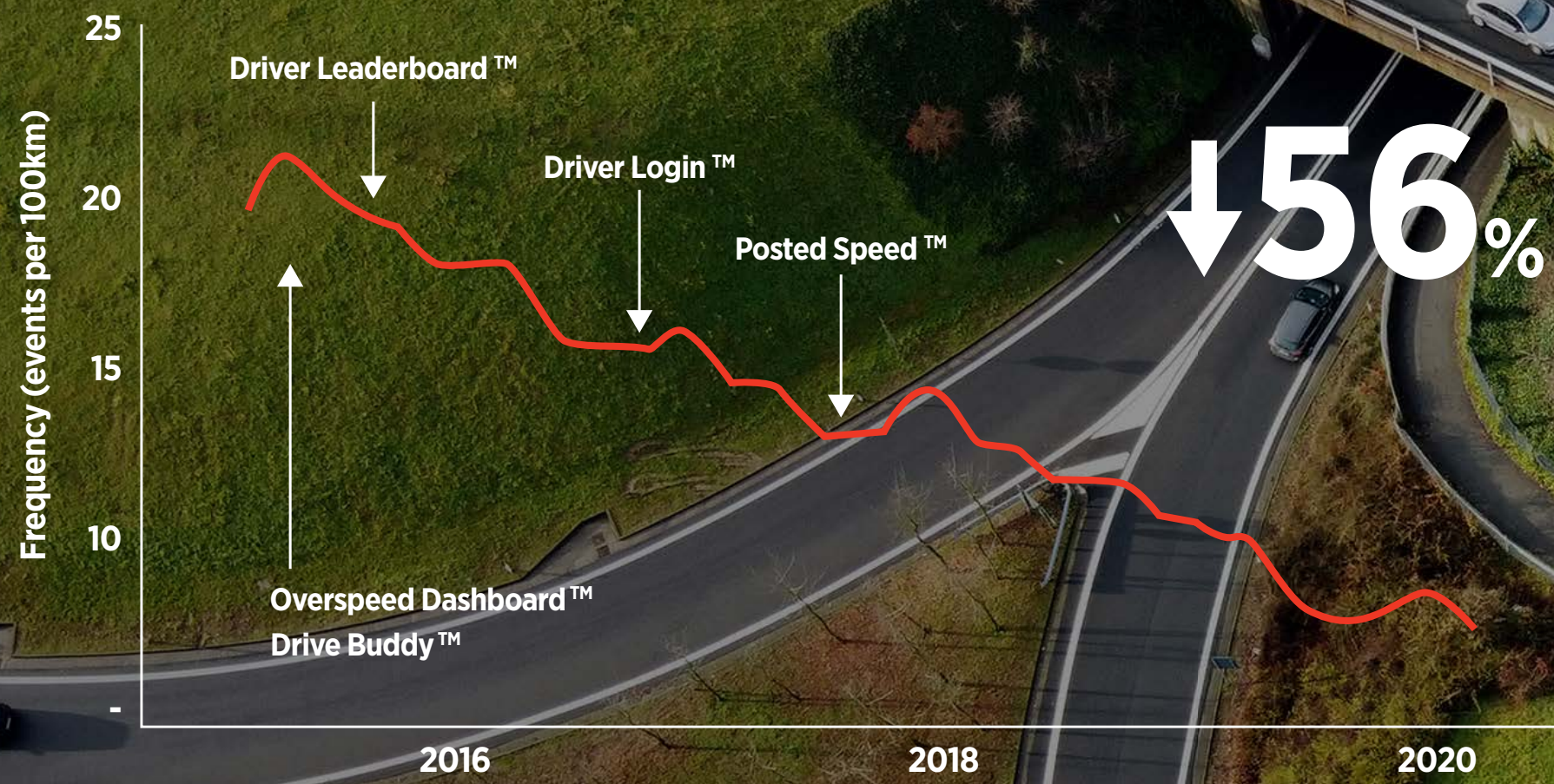
TOTAL
ADDRESSABLE
MARKET



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
SCEDULING
AND ALERTS



EROAD
ANALYTICS

DRIVER MANAGEMENT & ROAD SAFETY



DRIVER
LEADERBOARD



DRIVER
INSIGHT



DAILY DRIVER
ACTIVITY



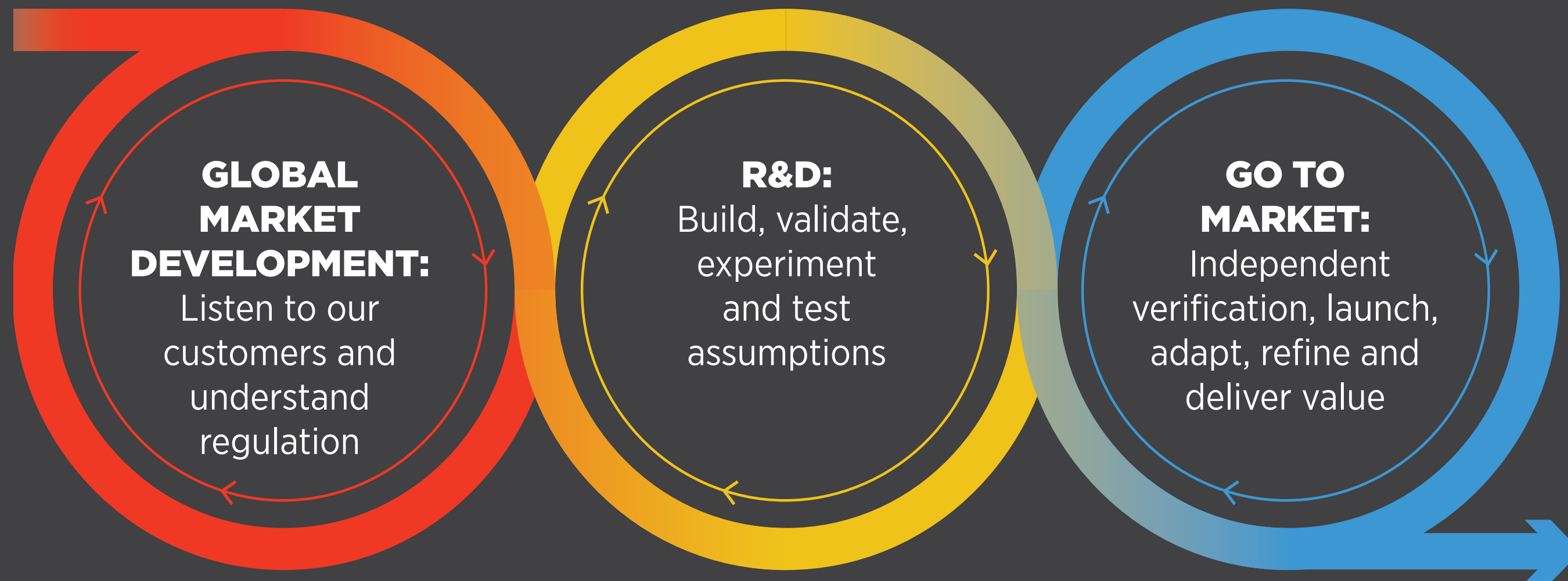
SPEED
MONITORING



SAFETY EVENT
MONITORING



OUR UNIQUE APPROACH



WHY OUR CUSTOMERS CHOOSE US



**CUSTOMER
SERVICE**



**DIFFERENTIATED
SOLUTIONS**

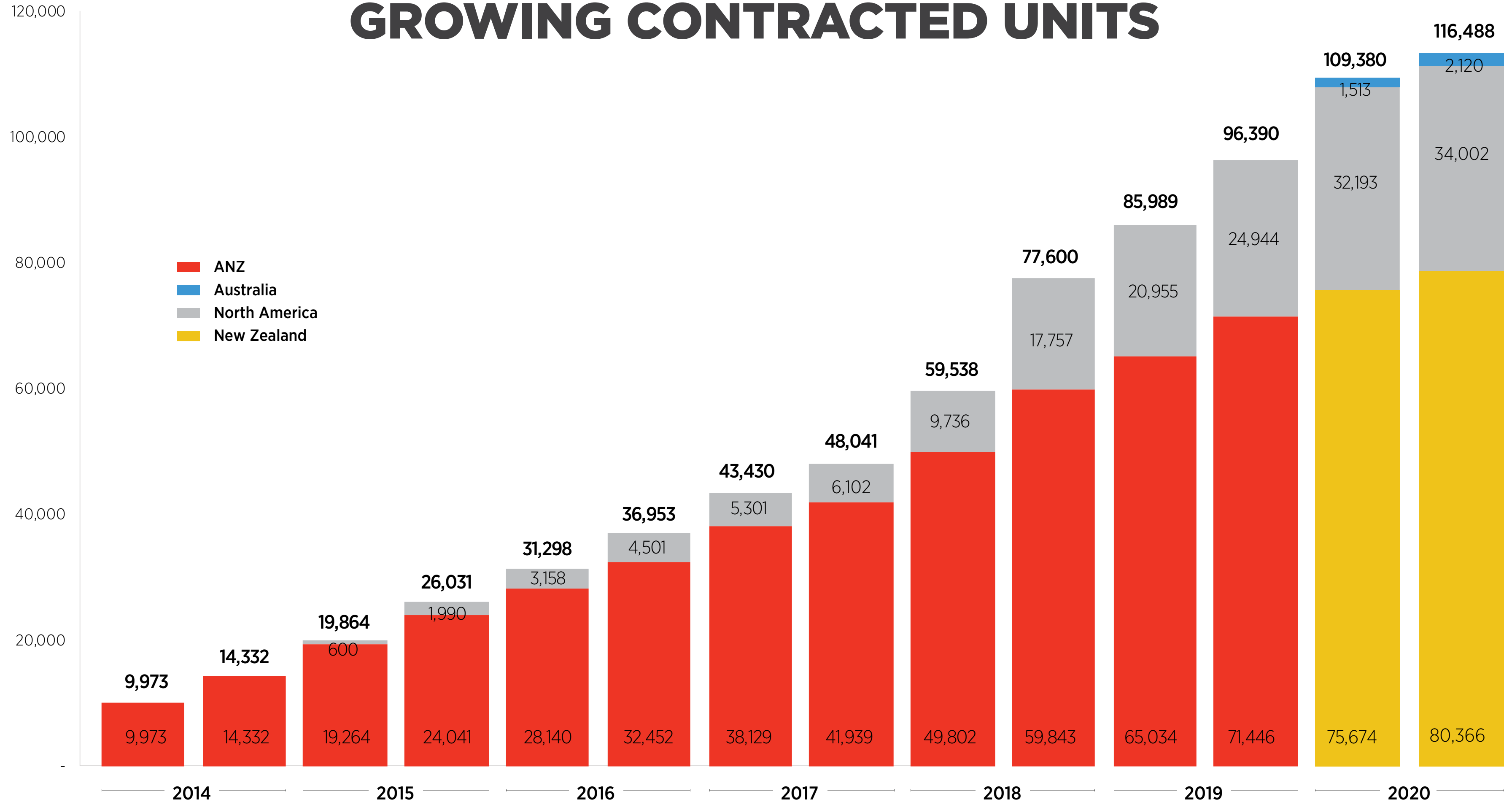


**RELIABLE AND
ACCURATE**



**EASY
TO USE**

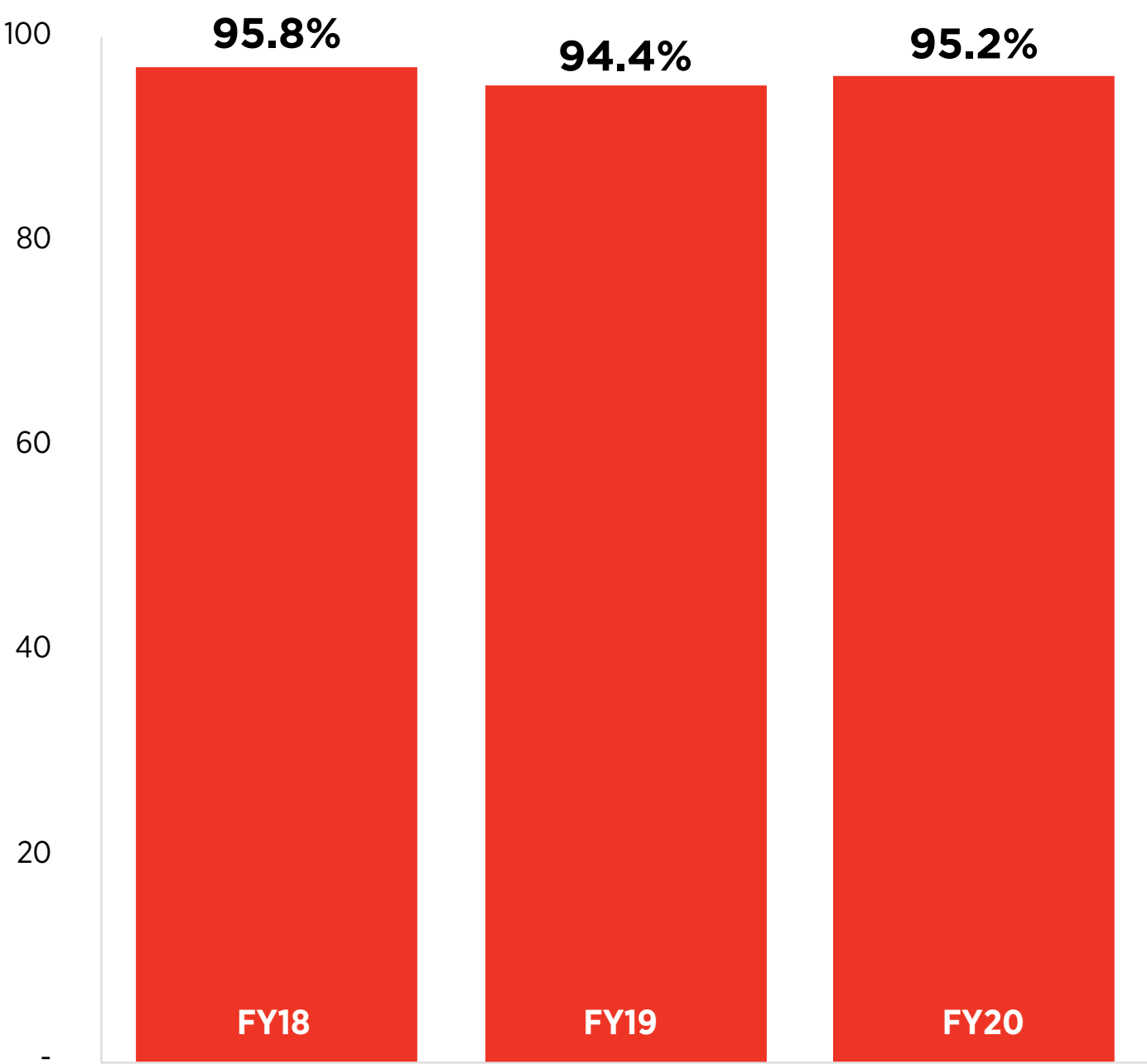
GROWING CONTRACTED UNITS



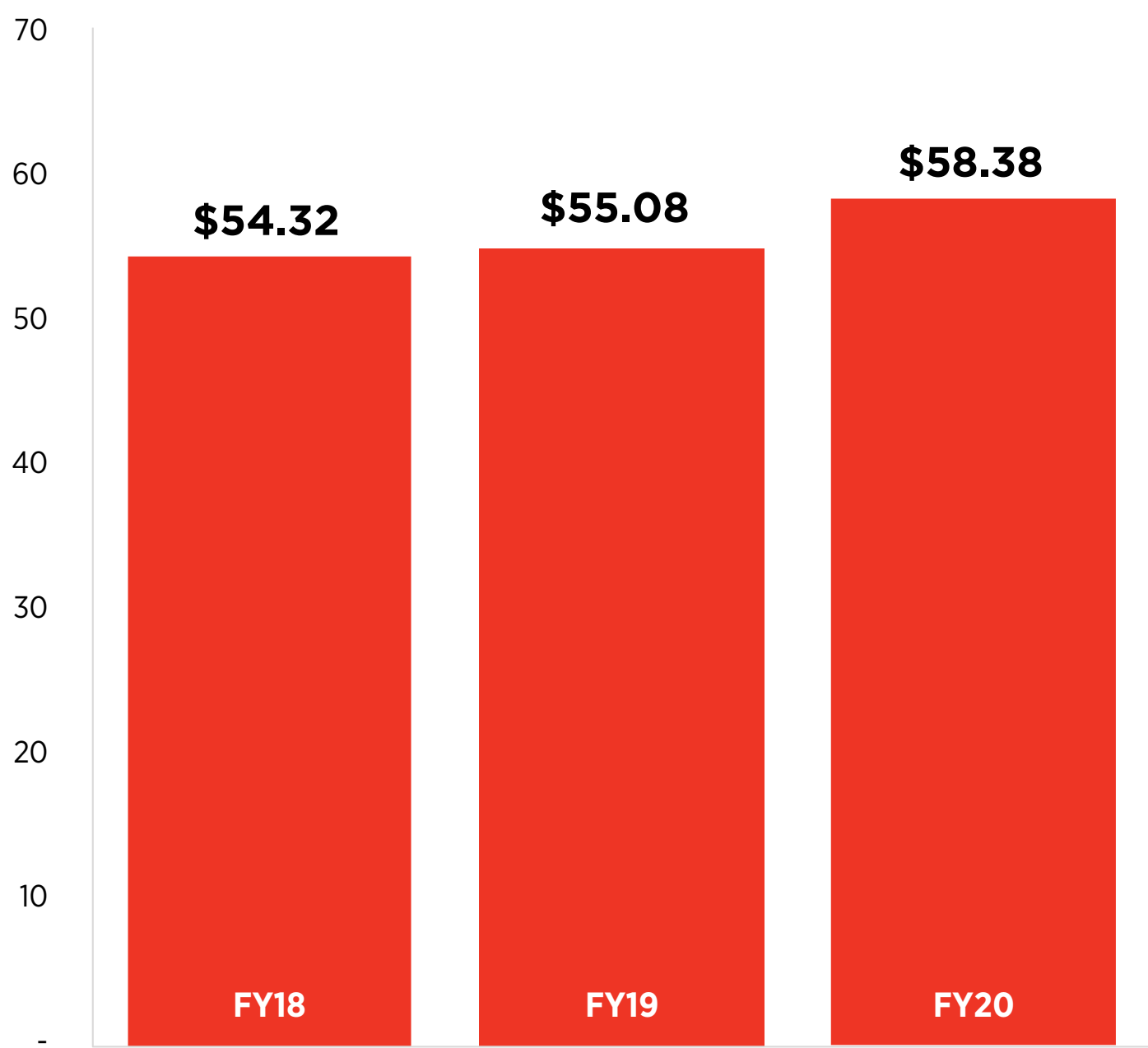
MONITORING PERFORMANCE

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

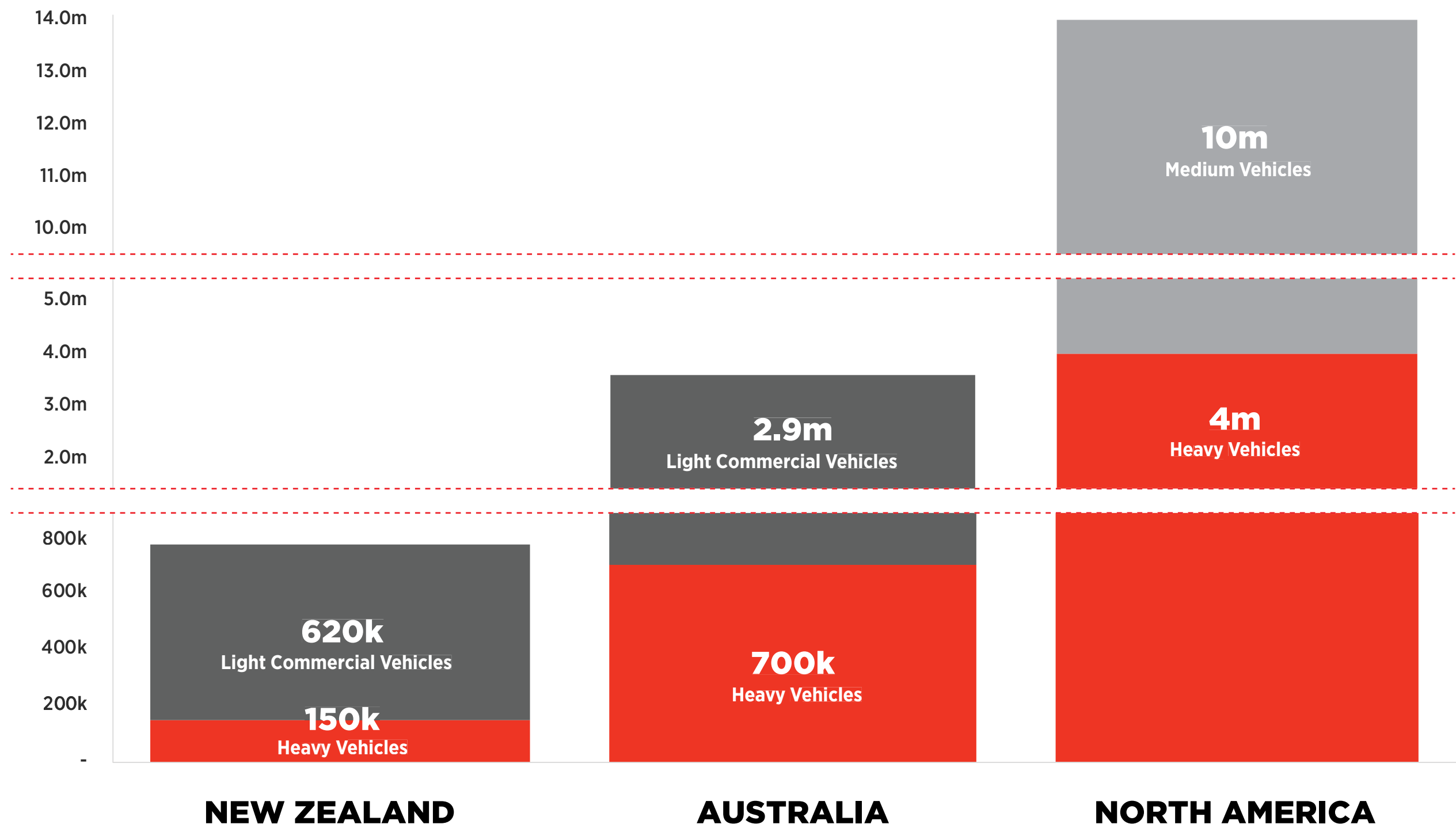
PEER TO PEER
DEVELOPMENT

OUR LEARNING
MANAGEMENT
SYSTEM



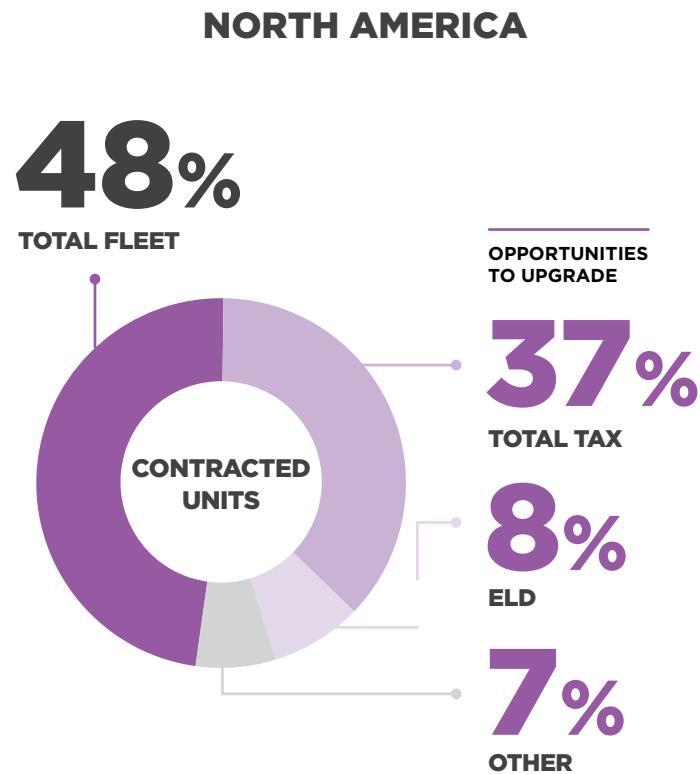
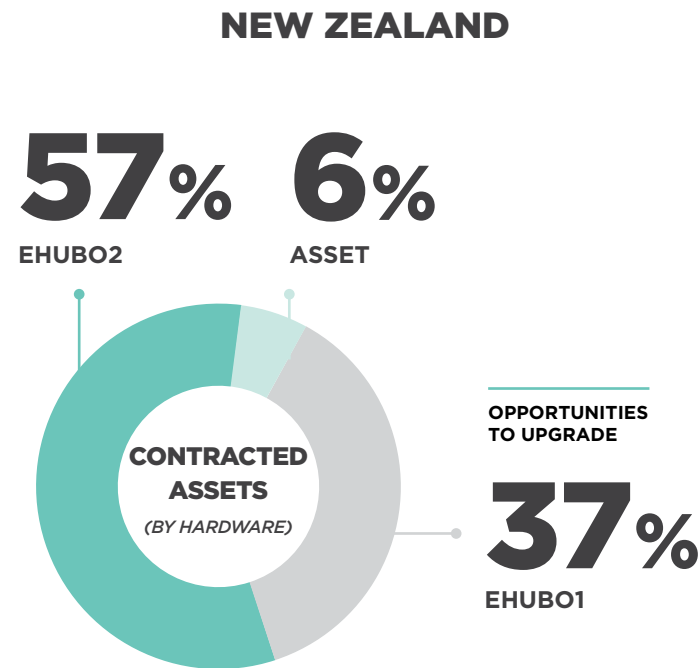
**SIGNIFICANT
GROWTH AND
REVENUE
OPPORTUNITY
REMAINS AS
PENETRATION
OF TELEMATICS
CONTINUES IN
MARKETS**

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



SAAS UPGRADES

NEW ZEALAND	AUSTRALIA	NORTH AMERICA
 EROAD INSPECT	 FUEL TAX CREDITS	 ETRAK WIRE launched Q1 FY21

AWESOME LAUNCHES - FY21

NEW ZEALAND	AUSTRALIA	NORTH AMERICA
 LOGBOOK	 MYEROD FLEET MAINTENANCE	 EROAD GO
 DASHCAM	 DASHCAM	 DASHCAM
 MYEROD FLEET MAINTENANCE		



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

