

EROAD

THE INSIDER: MEET THE CEO'S LIVE WEBCAST

23 JUNE 2021 | STEVEN NEWMAN

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EROAD IS A HARDWARE ENABLED SAAS COMPANY WHO PIONEERED REGULATORY TELEMATICS

Purpose is **SAFER AND MORE SUSTAINABLE ROADS**

Provides **REGULATORY COMPLIANCE AND TELEMATICS SOFTWARE** to heavy and light vehicle fleets in New Zealand, North America and Australia

Develops **TECHNOLOGY SOLUTIONS** to manage vehicle fleets, support regulatory compliance, improve driver safety and reduce costs of operating a fleet of vehicles and assets

126,203
CONTRACTED UNITS

94.9%
ASSET RETENTION RATE

\$58.30
MONTHLY SAAS ARPU

CLARITY DASHCAM



EHUBO2



IN-VEHICLE HARDWARE

SAAS PRODUCTS



MyEROAD





THE GLOBAL TELEMATICS INDUSTRY POISED FOR SIGNIFICANT GROWTH

THE GLOBAL TELEMATICS INDUSTRY IS ESTIMATED TO GROW TO US\$750B BY 2030¹

- Digital Transformation of the Transportation industry
- Acceleration towards road pricing
- Health & Safety focus continues to increase
- Government supported/mandated regulatory telematics solutions forecast to drive telematics adoption
- Number of post COVID-19 trends emerging

¹Source McKinsey & Company (2018). Relates to global telematics plus the monetary value of the global ecosystem developing around monetizing vehicle data—including consumer vehicles.

EROAD TODAY

NEW ZEALAND

↑9%
GROWTH IN UNITS
(FY21: 87,892 FY20: 80,366)

95.8%
ASSET RETENTION RATE
(FY20: 96.1%)

\$56.18
NZ MONTHLY SAAS ARPU
(FY20: \$55.78)

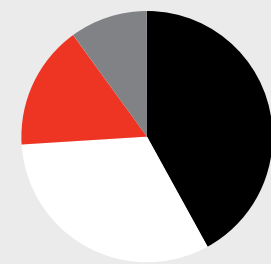
\$38.8m
EBITDA
(FY20: \$34.9m)

87,892

CONTRACTED UNITS

45%⁴

ENTERPRISE CUSTOMERS



32% CONSTRUCTION & CIVIL ENGINEERING
16% FREIGHT & ROAD TRANSPORT
10% AGRICULTURE/FORESTRY
42% OTHER

NORTH AMERICA

↑4%
GROWTH IN UNITS
(FY21: 35,437 FY20: 34,002)

92.8%
ASSET RETENTION RATE
(FY20: 95.2%)

US\$42.95
MONTHLY SAAS ARPU²
(FY20: US\$41.94)

\$10.0m
EBITDA
(FY20: \$7.5m)

35,437

CONTRACTED UNITS

30%⁴

ENTERPRISE CUSTOMERS



47% FREIGHT & ROAD TRANSPORT
24% CONSTRUCTION & CIVIL ENGINEERING
8% SERVICES & TRADE
21% OTHER

AUSTRALIA

745
UNITS ADDED IN FY21
(FY21: 2,874 FY20: 2,120)

\$(0.9)m
EBITDA
(FY20: \$(1.3)m)

AU\$33.16
MONTHLY SAAS ARPU³
(FY20: AU\$35.86)

VENTIA
LARGEST ENTERPRISE
CUSTOMER SIGNED

2,874

CONTRACTED UNITS

32%⁴

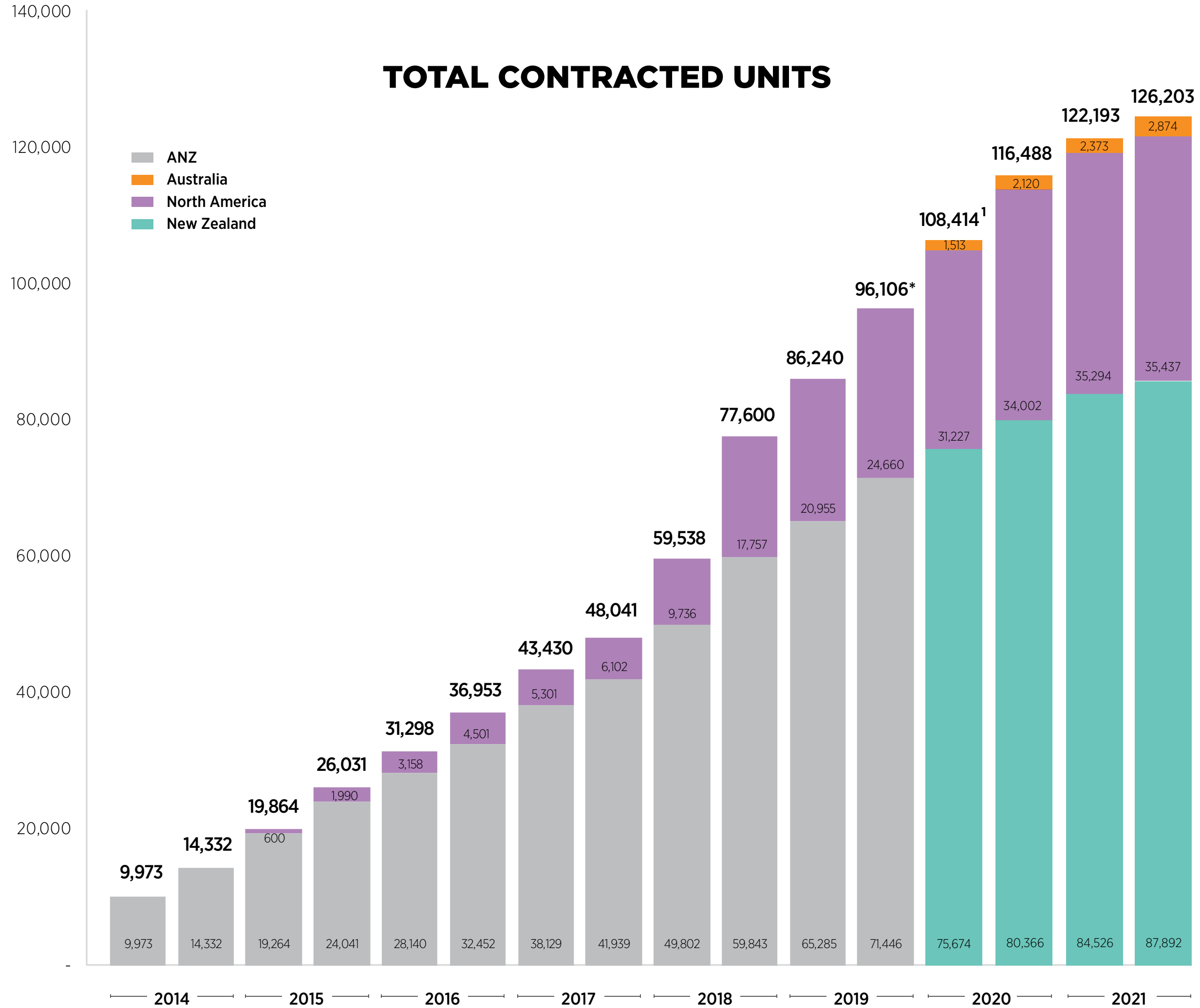
ENTERPRISE CUSTOMERS



44% SERVICES & TRADE
16% FREIGHT & ROAD TRANSPORT
15% CONSTRUCTION & CIVIL ENGINEERING
25% OTHER

²In NZ\$ ARPU fell from NZ\$65.73 to NZ\$65.03 reflecting FX impacts. ³In NZ\$ ARPU fell from NZ\$37.28 to NZ\$35.50 reflecting a high proportion of trailer solutions sold in AU. ⁴Enterprise customers is defined as fleet sizes of over 500 for North America and over 150 for New Zealand and Australia

TOTAL CONTRACTED UNITS



8% GROWTH SINCE FY20, DESPITE COVID-19

- Contracted units continued to grow across all regions
- However, slower growth rates across all markets, reflecting longer sales lead times

¹ North America units for FY19 are restated for data cleansing adjustments identified as part of the new business systems implementation

GROWTH THROUGH RETENTION AND ACCOUNT UPGRADES DESPITE UNCERTAINTY FOR OUR CUSTOMERS



94.9%

**ASSET
RETENTION RATE**

640

**CUSTOMERS RENEWED
THEIR EROAD PLAN**

(13,821 contracted units)

GROWTH THROUGH ACCOUNT EXPANSION



Increases addressable market



Improved ARPU



Retention Tool

EROAD CLARITY DASHCAM

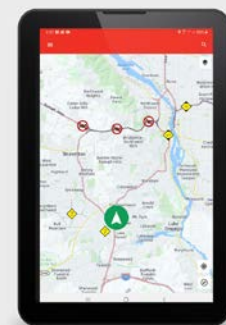
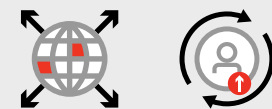
Dual facing dashcam. Integration of dashcam while Ehubo data and other key driver and vehicle statistics supports advanced driver coaching and accident exoneration in MyEROAD Replay



1,054
SOLD IN MARCH
(86 WHICH WERE NEW EROAD CUSTOMERS)

EROAD GO

A workflow application that connects with the transport management system



OPENS UP ADDRESSABLE MARKET
LONG SALES LEAD-IN TIMES

EROAD DAY LOGBOOK

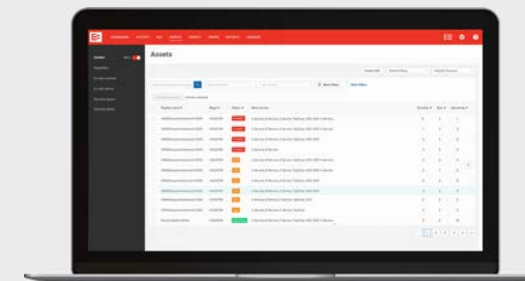
Simplifies fatigue management by enabling drivers to capture work and rest hours via a smart phone or tablet



6,407
DRIVERS SUBSCRIPTIONS
(515 WHICH ARE STANDALONE)

MyEROAD FLEET MAINTENANCE

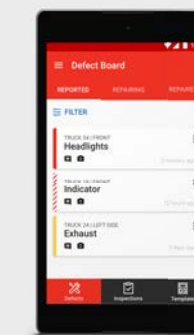
Simplifies vehicle maintenance with automated service schedule based on time lapsed, distance travelled or engine hours, plus a full service history archive



5,647
IN-CAB SERVICE ALERTS
5,818
PRE-TRIP COMMS

EROAD INSPECT

Makes vehicle inspections easy, capturing defects with your mobile device, and providing transparent and traceable inspection information



10,490
DRIVERS SUBSCRIPTIONS
OVER **306**
CUSTOMERS

EROAD WHERE

Affordable Asset Tracking



5,060
SOLD TO
OVER **164**
CUSTOMERS

STRATEGIC PRIORITIES ACROSS OUR MARKETS

STILL SIGNIFICANT GROWTH OPPORTUNITIES IN NEW ZEALAND

- Grow connected units to 100,000 over the next 18 months
- Extend product offering in Civil Engineering, Government fleets, Health & Safety, Electric vehicles, carbon footprint reduction initiatives and ESG reporting
- Increase APRU by selling additional SaaS and mobile services to existing customers
- Extend the range of telematics solutions beyond trucks and commercial light vehicles into off road vehicles and small assets
- Leverage EROAD's customer ecosystem to create new value

FOCUSED ON INCREASING THE ADDRESSABLE MARKET IN NORTH AMERICA

- Grow connected units to 50,000 over the next 18 months
- Extend product offering in the freight, road transportation fleets and the areas of health & safety
- Extend the range of telematics solutions beyond trucks into trailers and associated light duty vehicles and large assets
- Pursue Enterprise opportunities
- Grow monthly run rate business in small to medium sized fleets
- Support National Road User Charging pilot for heavy vehicles

BUILDING BRAND IN AUSTRALIA

- Grow number of connected units to 10,000 over the next 18 months
- Extend product offering in the Civil Engineering, Government fleets, areas of driver fatigue, health & safety and vehicle service & maintenance
- Establish AU based leadership team to support Enterprise and market development activities
- Pursue Enterprise opportunities
- Grow monthly run rate business in small to medium sized fleets
- Increase EROAD's Brand awareness using targeted digital marketing
- Support National Road User Charging pilots and transport regulatory development using telematics technology

CONTINUED R&D AND STRATEGIC PARTNERSHIPS TO EXTEND PLATFORM AND FILL ANY PRODUCT GAPS

ENHANCED SALES AND MARKETING DELIVERY

CONSIDER STRATEGIC INORGANIC GROWTH OPPORTUNITIES

QUESTIONS & ANSWERS

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