

EROAD

BELL POTTER TECHNOLOGY FORUM DECODED

28 APRIL 2021

ALEX BALL

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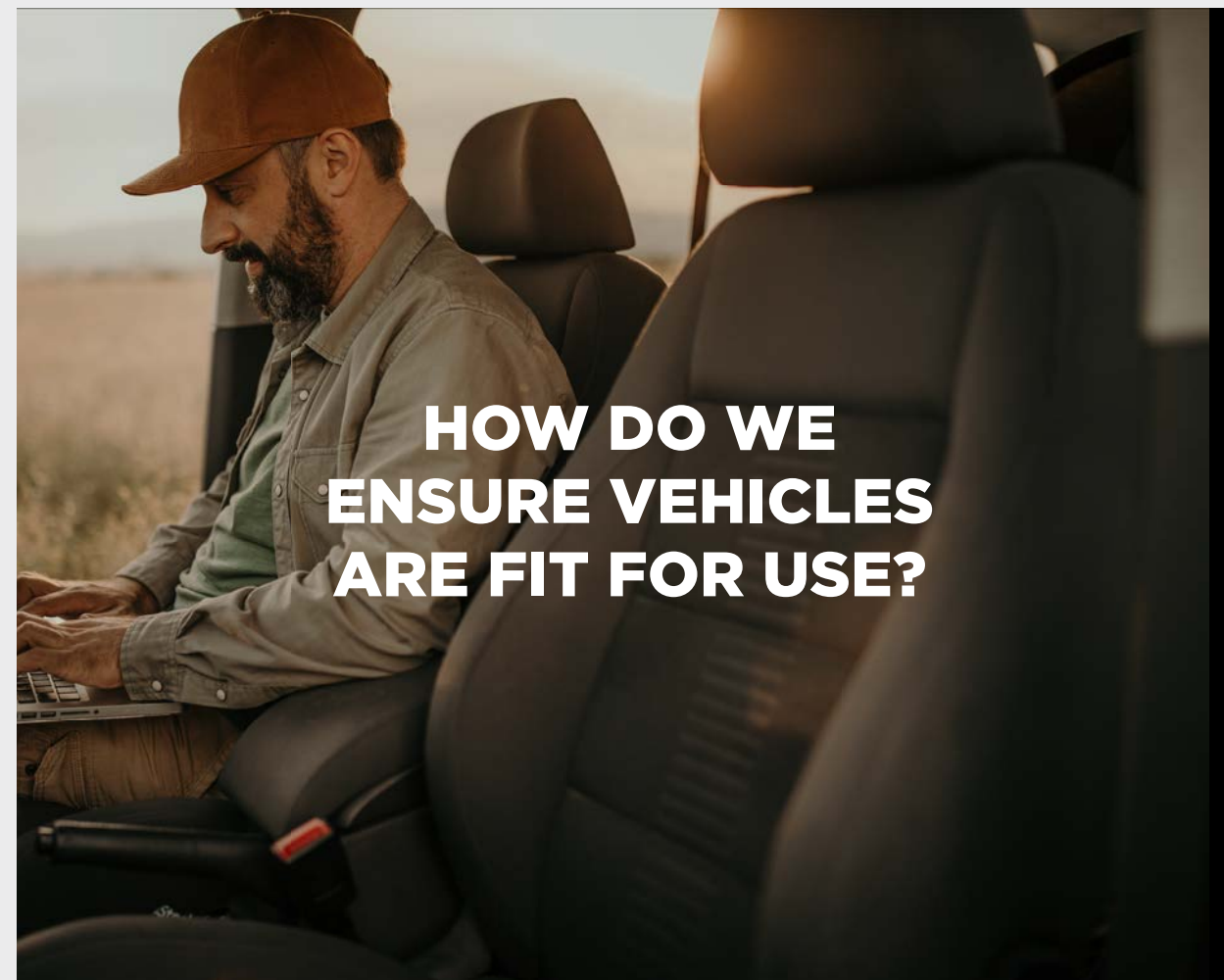


**EROAD IS A HARDWARE ENABLED
SAAS COMPANY WHO PIONEERED
REGULATORY TELEMATICS**



REGULATORY TELEMATICS

EVERY COUNTRY
IS LOOKING TO
SOLVE THE SAME
TRANSPORTATION
ISSUES

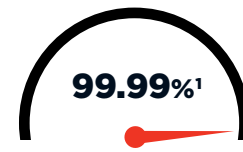


TO DO GREAT REGULATORY TELEMATICS YOU NEED A GREAT PLATFORM



SECURE, RELIABLE, ACCURATE

Highly reliable network, paired with advanced ping rates – ensuring visibility for every trip



INDUSTRY-LEADING SERVICE UPTIME

Platform available therefore reducing business delays for customers



SIMPLIFIED COMPLIANCE

Easy to adopt and use



PROACTIVE CUSTOMER SERVICE

Responsive, knowledgeable and friendly customer service team

DASHCAM



EHUBO2



IN-VEHICLE HARDWARE

DRIVER'S LOGBOOK



MyEROAD



PLATFORM OVERVIEW

MyEROAD

USED BY DISPATCH OPERATORS,
FLEET MANAGERS, SAFETY OFFICERS
AND OPERATIONS



MyEROAD provides customers with a range of real time reports and analytical reports for managing their fleets and drivers efficiently and safely.

MyEROAD integrates into backoffice – logistics and business insights.

MyEROAD platform provides fleet operators with the following tools and services:

REGULATORY COMPLIANCE

Software varies across jurisdictions in line with differing legislative requirements for compliance

DRIVER MANAGEMENT & ROAD SAFETY

Monitor driver fatigue and behaviour

FLEET MANAGEMENT

Maps, tracking and utilisation analytics.

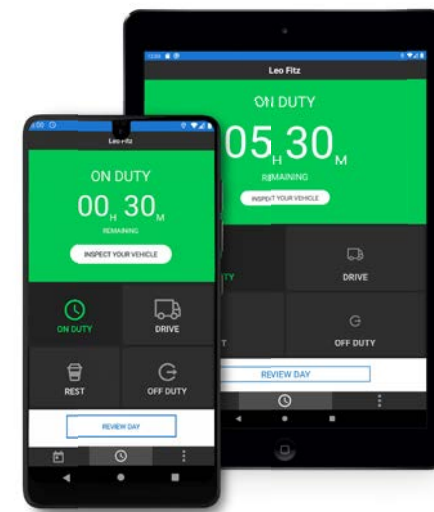
PLATFORM OVERVIEW

EHUBO

IN CAB DRIVER INTERFACE

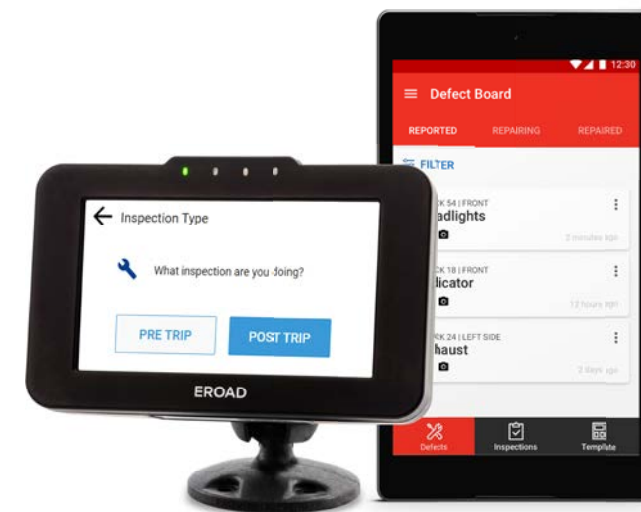


LOGBOOK



- A unified in-Cab Driver Experience
- Compliance as easy as cruise control
- Ongoing driver coaching & gamification

INSPECT



Allows drivers to carry out pre and post trip vehicle inspections – and record any defects to be fixed, or maintenance to be completed.

- EROAD's main hardware product is a dashboard mounted device (Ehubo) connected to a cloud based data and analytics platform (MyEROAD)
- Ehubo is a regulatory approved device that uses GPS and other onboard sensors to measure time, distance, location, and other vehicle operational data
- The Ehubo continually transmits data via secure cellular networks to MyEROAD

WHY OUR CUSTOMERS CHOOSE US

PROACTIVE
CUSTOMER SERVICE

~ **95%**
ASSET RETENTION RATE

DIFFERENTIATED
SOLUTIONS

RELIABLE
AND ACCURATE

99.99%
UPTIME²

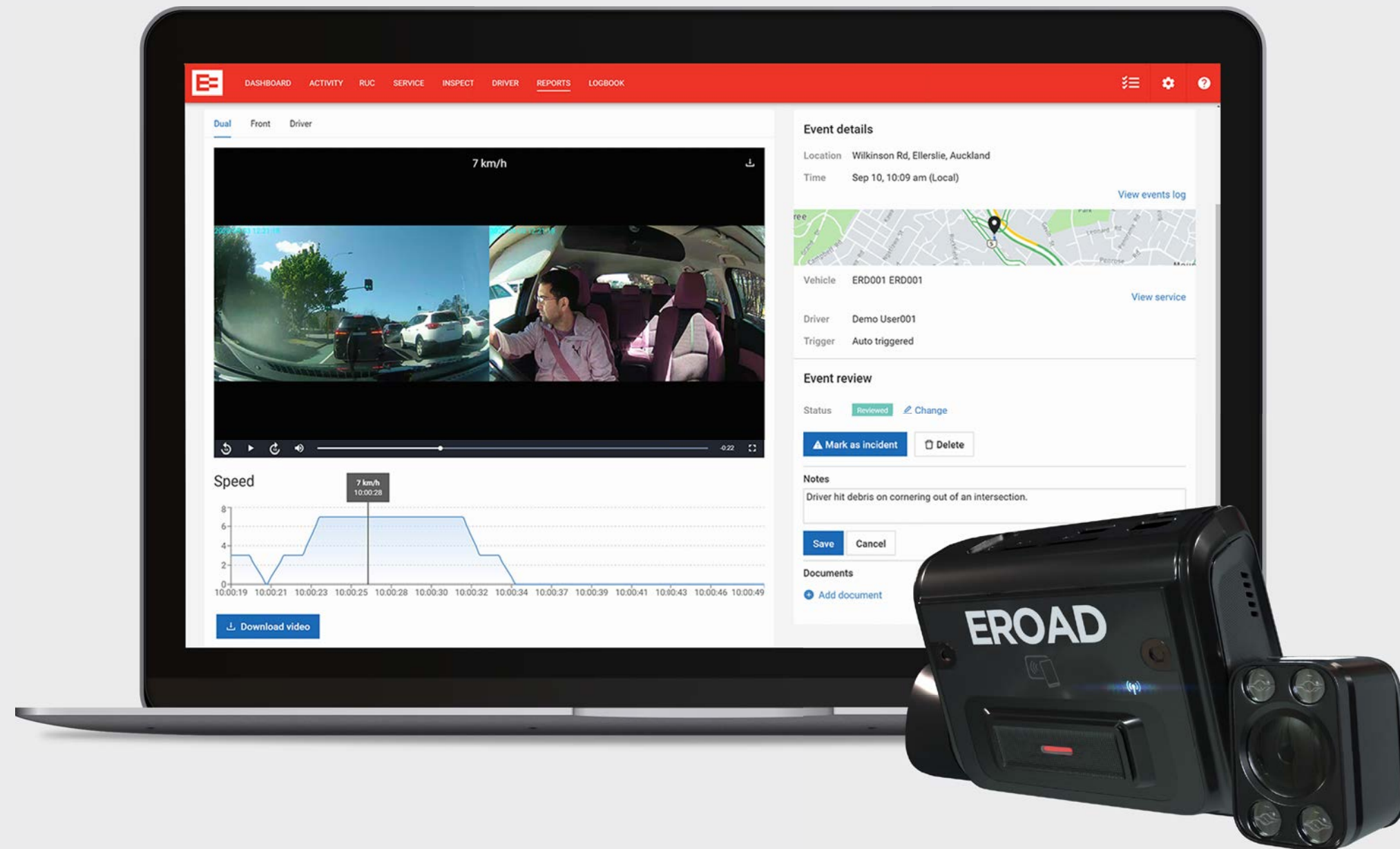
1/33³ ON ELD
RATINGS

“EROAD is one of the most dependable, durable, and accurate systems in the business. It’s easy to use, affordably priced, and has been independently tested for ELD mandate compliance by the PIT Group research firm.”

² For the 12 months ended 13 November 2020

³ ELD Ratings supplies ratings of 33 of the top tier ELD solution providers out of 313 that supply a solution that is self certified with the FMCSA

EROAD CLARITY DASHCAM



WHAT IS THE PRODUCT

- Dual facing dashcam. Integration of dashcam, and the Ehubo data into MyEROAD web platform means the driver statistics, vehicle maintenance, and now video footage can all be found in MyEROAD Replay

BENEFIT TO CUSTOMERS

- Lower insurance premiums in North America and further helps meet Health & Safety obligations in NZ and AU

BENEFIT TO EROAD

- Further opens up addressable market in North America across all segments, opportunity to grow ARPU and retention tool in all markets

LAUNCH

- Following the launch of 'MY EROAD Clarity' Dashcam in October 2020, EROAD began marketing, selling and dispatching this product in March 2021
- EROAD sold a total of 1,054 EROAD Clarity Dashcams in March 2021



GLOBAL TREND FOR TELEMATICS

- Companies increasingly require telematics solutions that give visibility, data and insights
- Companies want to track and manage all their mobile and remote assets, beyond trucks, trailers and cars
- During recessions, adoption of telematics continues to increase as businesses look to reduce costs and improve supply chain
- Government supported/mandated regulatory telematics solutions are forecasted to be a significant growth driver forcing telematics adoption over the next five+ years
- Many global enterprise businesses want a global solution but which also addresses their localised needs
- Continued growth in customers ESG reporting requirements will drive demand for low-cost telematics solutions
- Increasing fuel efficient and electric vehicles and continued growth in road congestion will accelerate moves to road pricing

NOW IS THE TIME TO BE BOLD



- Extending the platform to focus on winning medium and enterprise customers in North America and Australia
- Increasing scalability of the platform to target larger enterprise fleets
- Developing Integration & Data Analytics capability to provide enabling greater insights, benchmarking and targeted action

QUESTIONS & ANSWERS

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