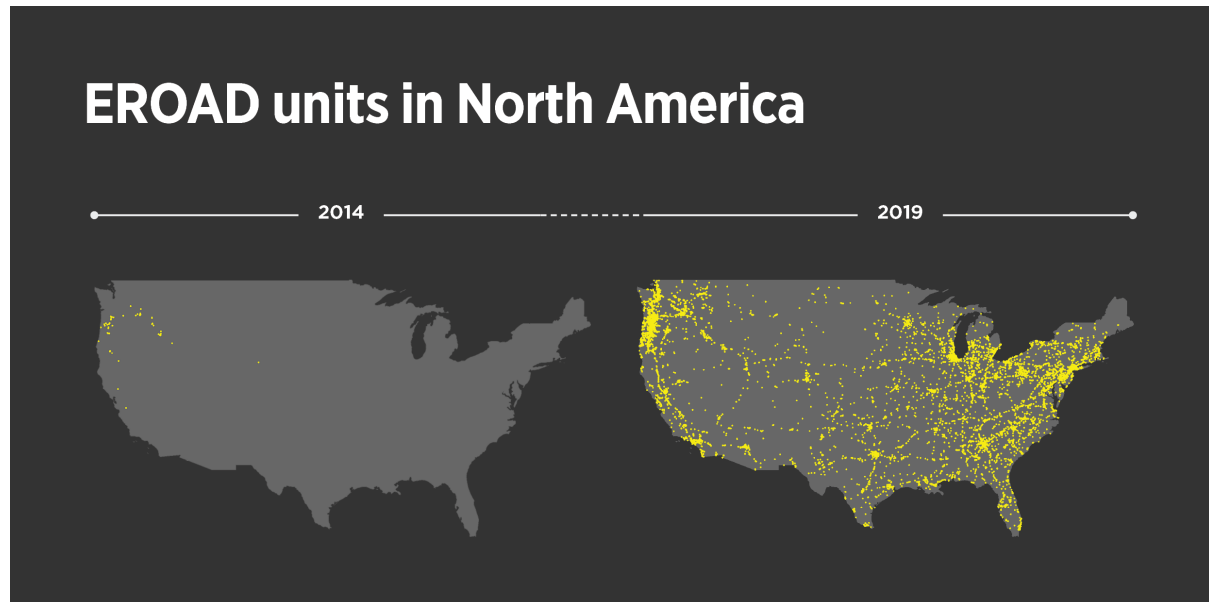




Press Release

30 September 2019

## EROAD's growth trajectory



EROAD continues to make headway in North America, attracting customers in every contiguous state.

This strong growth trajectory was acknowledged late last week with news that EROAD will appear on the 2019 Deloitte's Master of Growth Index for the second consecutive year. The company has regularly appeared on The Deloitte's Fast 50 and Asia Pacific Fast 500 lists since 2013.

EROAD has also just been confirmed as a finalist in the Best Large Business category of the 2019 New Zealand International Business Awards run by New Zealand Trade and Enterprise. These awards celebrate the success of New Zealand businesses on the world stage and recognise excellence and innovative practice.

Validation of this growth was supported by a recent announcement that EROAD had signed an agreement (in June) with another large enterprise customer in North America. This new customer is a key national supplier to the United States Postal Service.

EROAD's investment in scalable systems and processes has enabled more than 90% of the contracted units for this customer (totalling 1,650) to have been installed over the past eight weeks.

While EROAD's new customer has requested anonymity for commercial reasons, the decision to switch telematics services to a new provider was based on a combination of the accuracy and reliability of the EROAD system along with its driver friendly interface.

Norm Ellis, North American President for EROAD, expressed "This is a business with an outstanding record of performance, and we're delighted that they chose EROAD".



Steven Newman CEO of EROAD said “EROAD has built a solid platform for scalable growth across our markets and continues to attract customers with vehicle fleets both large and small.”

### **Ends**

EROAD recently provided a full company overview for Investors. A copy of the presentation can be viewed here: [Investor Day Presentation](#)

### **Contact:**

For EROAD: Sue-Ellen Craig, Director of Communications

Ph +64 21 577 685 email: [sueellen.craig@eroad.com](mailto:sueellen.craig@eroad.com)

### **About EROAD**

- North America is now a developed market for EROAD, with this market alone now having equalled EROAD’s size in New Zealand when it listed on the NZX in August 2014.
- EROAD believes every community deserves safer roads that can be sustainably funded. This is why EROAD develops technology solutions (products and services) that manage vehicle fleets, support regulatory compliance, improve driver safety and reduce the costs associated with driving. EROAD also provides valuable insights and data analytics to universities, government agencies and others who research, trial and evaluate future transport networks. This data enables those who use the roads to influence the design, management and funding of future transport networks.
- EROAD launched with the purpose of modernizing New Zealand’s paper-based road user charging system. By 2009 EROAD had introduced the world’s first nationwide electronic road user charging system and now around 46% of collected heavy vehicle road user charges in New Zealand are being collected using EROAD technology. By March 2019, this had delivered NZ\$2.5B to NZTA for the sustainability of the NZ transport network. In the USA, EROAD introduced the first electronic Weight Mile Tax service (2014) and the first independently verified Electronic Logging Device service (2017).
- EROAD (ERD) is listed on the NZX, and employs almost 300 staff located across NZ, Australia and North America.