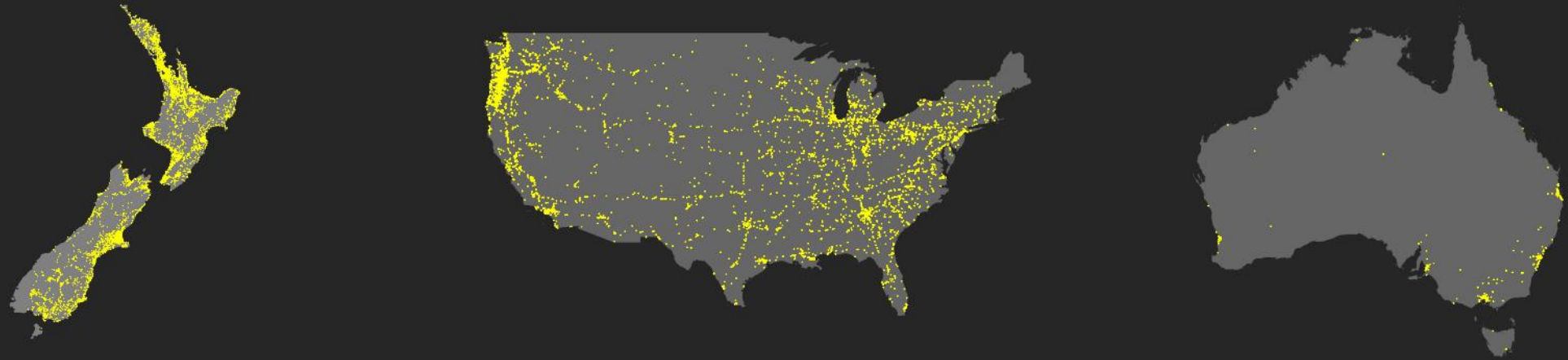




EROAD



ANNUAL SHAREHOLDERS MEETING

1st August 2019

1

**VIEW FROM
THE BOARD**

2

**CEO'S
ADDRESS**

- R&D
- Financial highlights
- Australia & New Zealand
- North America
- FY20 Outlook

3

RESOLUTIONS

4

**GENERAL
BUSINESS**

AGENDA



GRAHAM STUART

Chairman, Member
of Remuneration,
Talent and Nomination
Committee



MICHAEL BUSHBY

Independent
Director, Member of
Remuneration, Talent
and Nomination
Committee and
Finance, Risk and
Audit Committee



TONY GIBSON

Independent Director,
Chairman of the
Remuneration, Talent
and Nomination
Committee and
Member of Finance,
Risk and Audit
Committee



CANDACE KINSER

Independent
Director, Member of
Remuneration, Talent
and Nomination
Committee and
Finance, Risk and
Audit Committee



SUSAN PATERSON

Independent Director,
Chair of the Finance,
Risk and Audit
Committee, Member
of Remuneration,
Talent and Nomination
Committee



STEVEN NEWMAN

Executive Director /
Chief Executive Officer

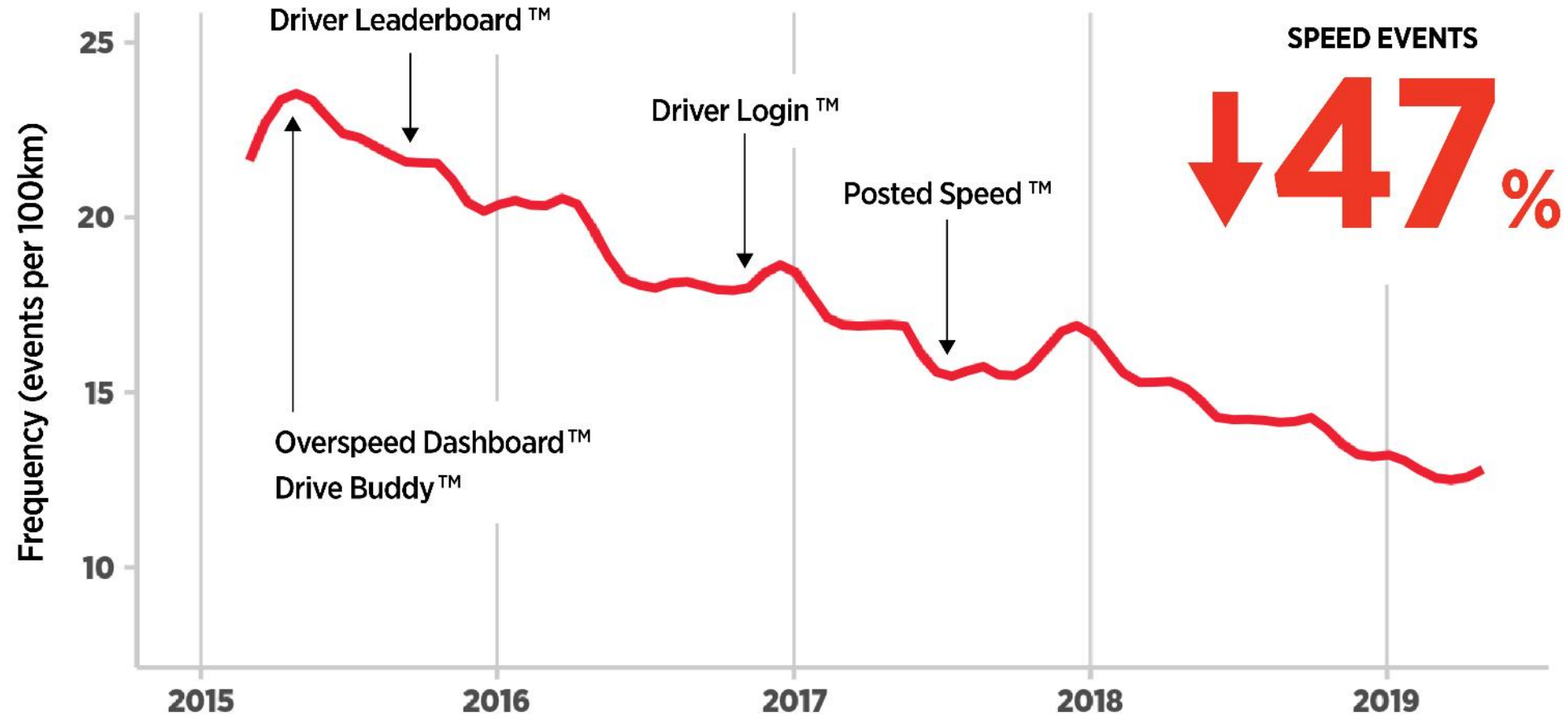


GREGG DAL PONTE

Independent
Director, Member of
Remuneration, Talent
and Nomination
Committee
Retired April 2019

BOARD OF DIRECTORS

New Zealand reduction in speed



Every country is looking to solve the same transport issues

How do we pay for and maintain roading infrastructure?



How do we ensure vehicles are fit for use?

How do we improve health and safety on roads?



How do we best manage driver fatigue?



CEO'S ADDRESS

Strategic approach to customer solutions

TODAY

Collecting and Providing Data Feeds



Develop Insights capabilities

Telematics and Tax Software



Build out SaaS features and interventions

Truck and Trailer hardware



Partner to meet market needs

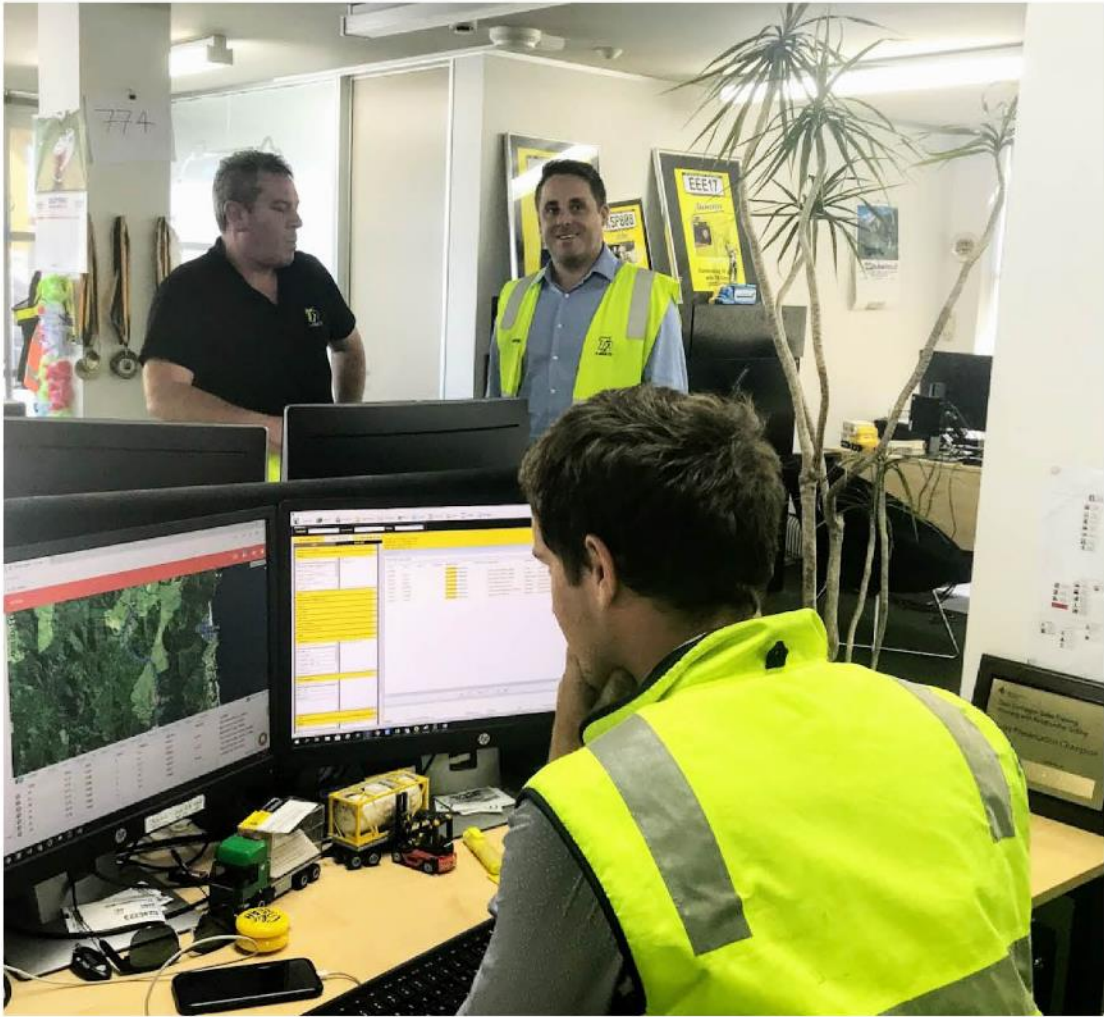
FUTURE

Insights, Benchmarking & Predictions

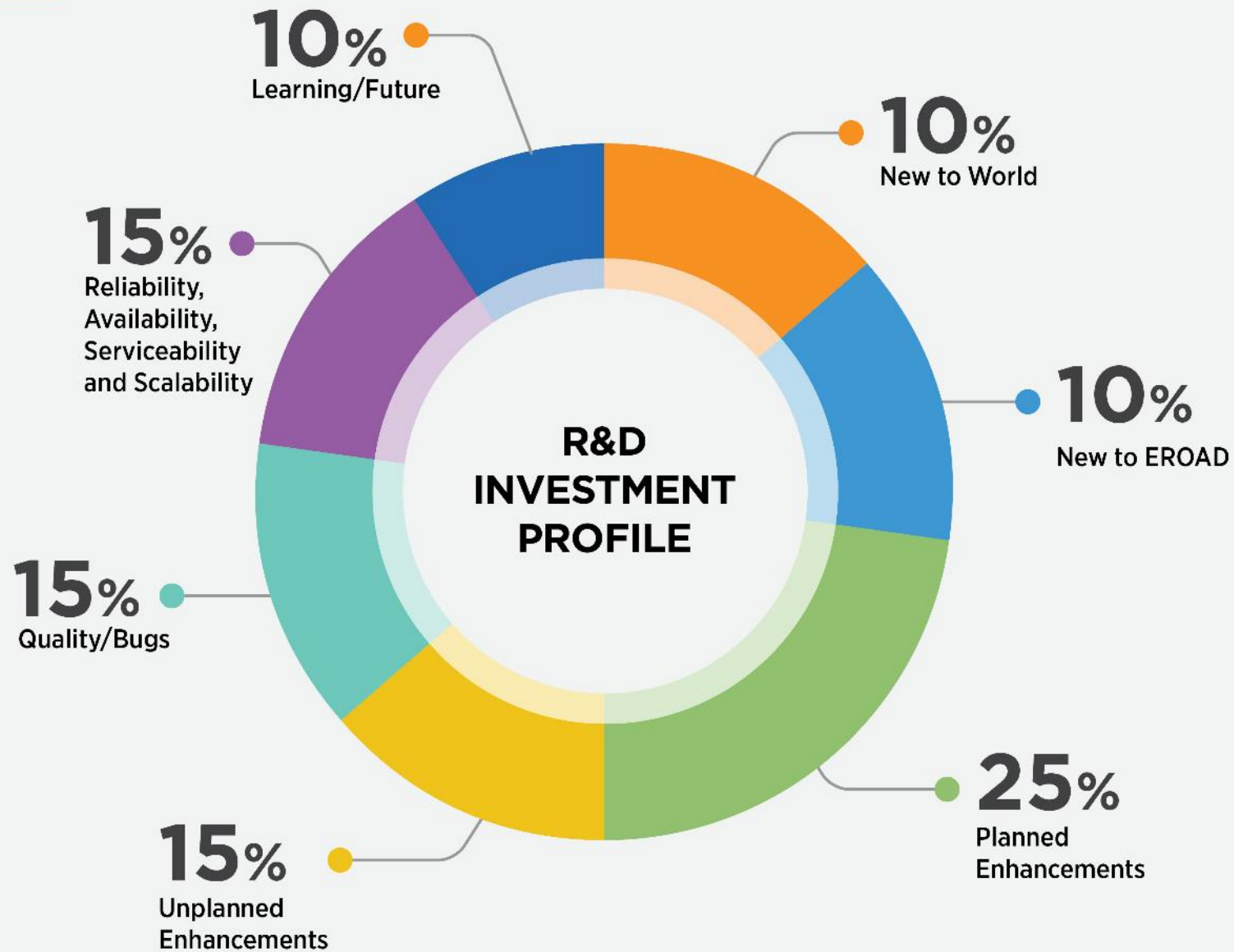
Customer Solutions

Connected Devices

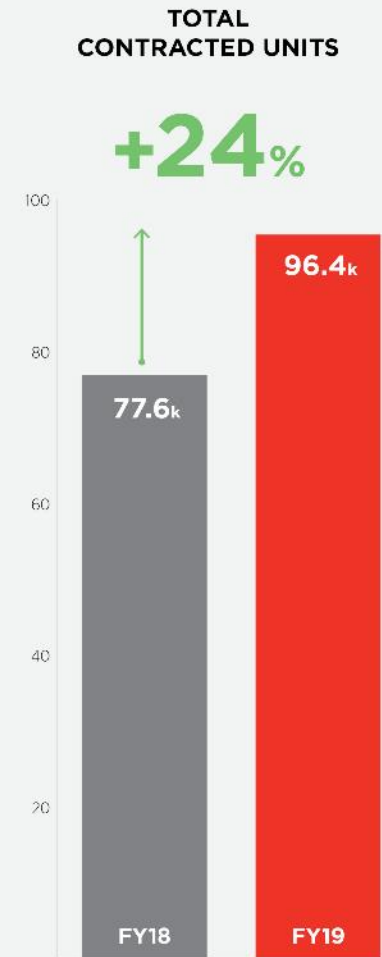
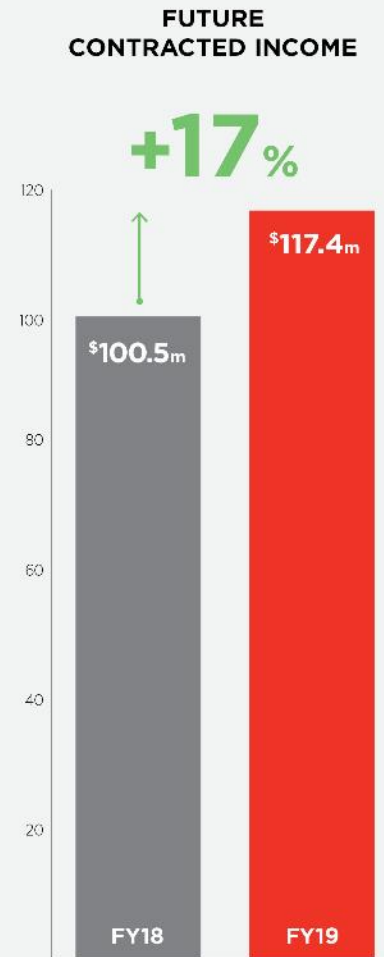
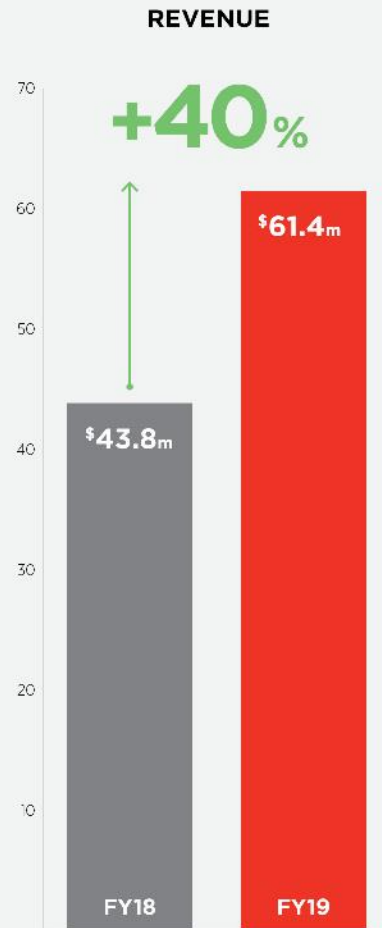
Helping our customers succeed



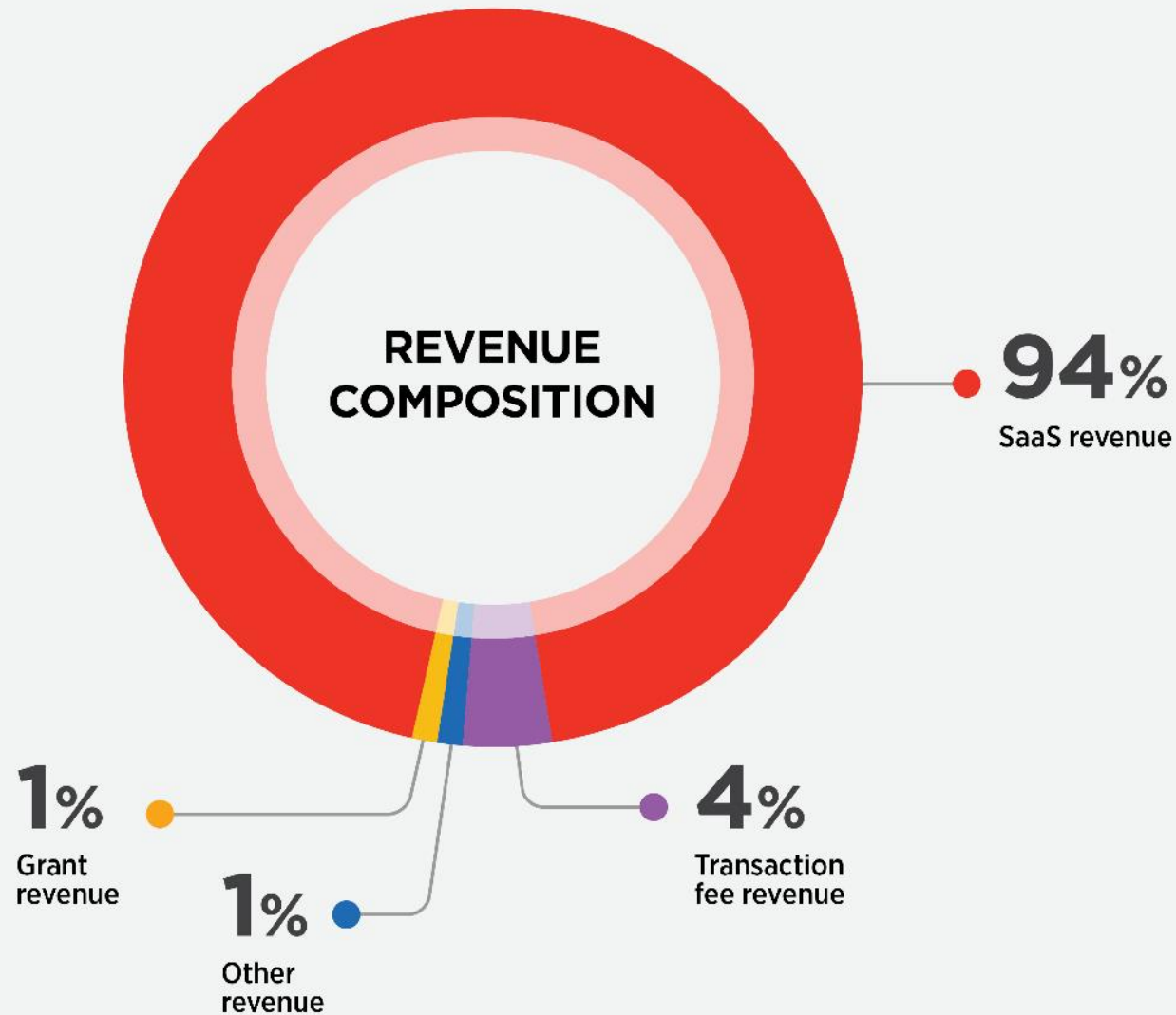
R&D investment



Continued strong growth across our key metrics



EROAD driven by recurring SaaS revenue



CUSTOMER RETENTION RATE

98.5%

ASSET RETENTION RATE

94.4%

ANNUALISED MONTHLY RECURRING REVENUE

\$66.5m

MONTHLY SAAS ARPU

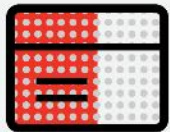
\$55.10



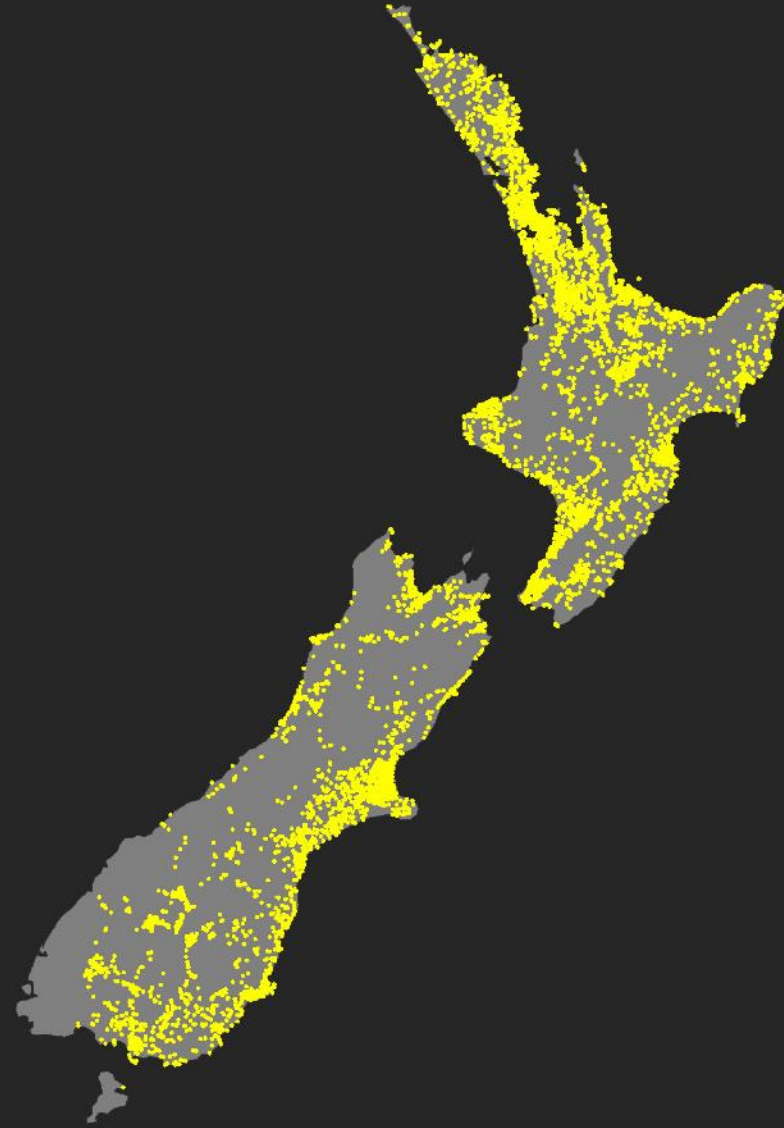
\$27.3m
ANZ EBITDA



40%
EROAD's customer
base classified as
enterprise



54%
all HT RUC Licenses
issued through
EROAD



“

EROAD has made us more proactive in keeping the trucks safe. Maintenance is simpler to manage and we're able to keep on top of things a lot more easily.

Conroy Removals • Australia





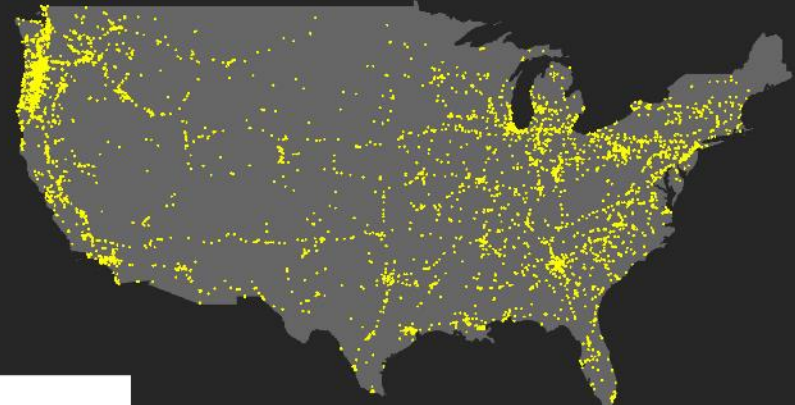
2014



2015



2017



2019

“

The ROI for us on
EROAD was almost
immediate.

Recoil Oil Services • North America



NZ

Continuation of unit growth levels in NZ market.

Health and safety offering driving expansion in light commercial vehicles



AU

Initial review of Australian market re-launch and increased sales traction providing a more meaningful contribution to unit growth on a monthly basis by HY1 FY20.

Start-up investment to run ahead of revenue in the near to medium term (but lower level investment than for a new market entry).



NA

Unit and revenue growth driven by large enterprise account roll out over HY1 and continued geo-vertical focus to build sustainable run-rate business in SMB space.







FINANCIAL STATEMENTS

EROAD LIMITED
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 MARCH 2019

	2018	GROUP	
		31 March 2019	31 March 2018
		\$	\$
			Restated
Revenue	1	12,201,896	11,764,478
Operating Expenses	4	(10,718,727)	(10,224,461)
Earnings before interest, taxation, depreciation and amortisation		1,483,169	1,539,017
Depreciation of Property, Plant & Equipment	14	(1,632,372)	(1,503,395)
Amortisation of Intangible Assets	15	(1,078,741)	(1,044,395)
Amortisation of Contract and Customer Acquisition Assets		(1,832,245)	(1,871,226)
Earnings (Loss) before interest and taxation		(2,059,250)	(1,880,003)
Finance Income	8	20,84	9,584
Finance Expenses	8	(2,714,462)	(2,896,685)
Net financing costs		(2,703,618)	(2,796,961)
Profit (Loss) before tax		(4,782,868)	(4,676,966)
Income tax expenses/benefit	9	10,39	2,601,232
Profit (Loss) from continuing operations		(4,772,479)	(4,674,334)
Profit (Loss) after tax for the year attributable to the shareholders		(4,772,479)	(4,674,334)
Items that are or may be reclassified subsequently to profit or loss			
Other comprehensive income		(200,345)	(200,765)
Total comprehensive income (Loss) for the year		(4,972,824)	(4,875,099)
Earnings per share - Basic (cents)	1	(0.25)	(0.49)
Earnings per share - Diluted (cents)	1	(0.24)	(0.37)

The above Consolidated Statement of Comprehensive Income should be read in conjunction with the accompanying notes.

FINANCIAL STATEMENTS • AUDITORS REPORT

1

**ELECTION
OF DIRECTOR**

Steven Newman

2

**ELECTION
OF DIRECTOR**

Susan Paterson

3

**AUDITOR'S
REMUNERATION**

4

**AMEND
CONSTITUTION**

RESOLUTIONS

Election of Steven Newman

That Steven Newman, who retires, and being eligible, is elected as a director of EROAD



RESOLUTION 1

Election of Susan Paterson

That Susan Paterson, who joined the Board after the last Annual Shareholders' Meeting, and being eligible, is elected as a director of EROAD.

RESOLUTION 2



Auditor's Remuneration

That the Directors be authorised to fix the fees and expenses of KPMG as the auditor of EROAD.



RESOLUTION 3

(Special Resolution)

Amend EROAD's Constitution

To amend EROAD's constitution in the form and the manner described in the Notice of Meeting Explanatory Notes with effect from the close of the Annual Meeting of Shareholders.

This resolution is to be passed as a special resolution.

RESOLUTION 4





**HILTON
HAULAGE**

Carrying Canterbury's Future

**HILTON
HAULA**

HILTON HAULAGE

GENERAL BUSINESS

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