



4 July 2017

Media statement

Market Update EROAD – Record Unit sales for a Quarter

Transport technology services company EROAD today released its quarterly update on unit sales numbers showing strong growth, for the three months ended June 2017.

	Total at Mar-17	Total at Jun-17	Units added in Quarter	% growth in Quarter	% growth Annualised
Total Contracted Units*	48,041	52,452	4,411	9.2%	36.7%
Established Market (Australia/New Zealand)	41,939	45,029	3,090	7.4%	29.5%
Commercial Market (US)	6,102	7,423	1,321	21.6%	86.6%

*Total Contracted Units is a non GAAP-measure used by EROAD which represents the total units subject to a customer contract and includes both Units on Depot and units pending instalment.

Total Contracted Units growth in the quarter represents the single biggest growth in units for a quarter in EROAD's history. Unit sales in the US for the first quarter of FY18 represents 86% of the total sales for FY17.

For further information: Jason Dale
Chief Financial Officer
jason.dale@eroad.com
+ 64 9 927 4719

About EROAD

EROAD modernises road charging and tax compliance and health and safety compliance for road transport by replacing paper-based systems with easy-to-use electronic systems that also improve fleet management. The company is headquartered in Auckland, New Zealand, and listed on the New Zealand Exchange (NZX). Its US business is based in Portland, Oregon, serving customers with vehicles operating in every US mainland state, growing outward in concentration from the Northwest. In 2009 EROAD introduced the world's first nationwide electronic road user charging (eRUC) system in New Zealand and, in 2017, more than 50% of heavy transport RUC is expected to be collected electronically, representing a rapid transition to e-commerce on a voluntary, industry-led basis, due to the cost-savings and benefits to customers. EROAD is also a leading provider of health and safety compliance services, including vehicle management and driver behaviour and performance measures.

www.eroad.co.nz