



Capital Markets Event

February 2023

Trakm8

Capital Markets Day Agenda

- Arrival, Introductions and Refreshments
- Tour of the Manufacturing Facilities
- Presentations
 - Company Introduction – John Watkins, Executive Chairman
 - Insurance and Automotive Overview – Adam Gooch, Managing Director of Insurance
 - Fleet and Optimisation Overview – Paul Wilson, Fleet Sales & Marketing Director
- Q&A and Lunch

The background of the slide is a composite image. On the right, a hand is shown interacting with a tablet displaying a bar chart. On the left, there is a blurred image of a laptop. A white diagonal line separates these two scenes. Overlaid on the entire background is a light blue grid and a teal line graph with several data points marked by white circles.

Introduction to Trakm8

John Watkins

Company overview



Trakm8's mission: [Driving our Greener, Safer, Connected Tomorrow](#)

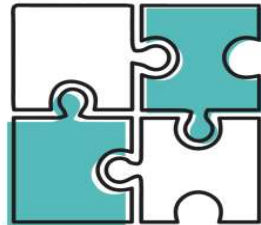
- Using market leading AI based algorithms to analyse data collected from vehicles Trakm8 improves the efficiency and risk of customers operations
- Presents the data analytics in easy to use and interpret formats
- Uses evergreen software platform to ensure the solution never ages out
- Agile development
- Fully integrated business
- Listed on AIM
- 119 employees of which 35 are engineers

Company overview



Cross-sector relationships:

- c.20 Insurance & Automotive Customers
- c.2400 Fleet & Optimisation Customers
- c.10 countries with connected devices

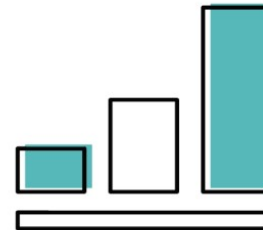


Range of telematics solutions:

IP-owned Software and hardware for

- Fleet Management
- Optimisation
- Insurance
- Automotive

Driven by investment in innovation



Organic growth platform:

- 318,000 connections
- £9.8M Recurring revenue in FY2022
- Positioned for growth and profitability



Strong end market drivers:

- Government initiatives and legislation
- Insurance premiums
- Fleet efficiencies
- Connected Car, autonomous and electric vehicles
- Environmental and risk trends

Trakm8 timeline



2002

Trakm8 is established

2005

Listed On London Stock Exchange AIM

2012

T8 Mini

- 30k units reporting to SWIFT worldwide
- ecoN and hardware launched
- Trakm8 s.r.o opens in Prague

2013

Acquisition



2014

North America launch

Customers

- Direct Line
- Churchill
- Privilege
- Kubota
- Scottish Power
- AA

2015

Acquisitions



2016

Acquisitions



2017

Hardware

192k units reporting as of March 31 2017

Contract extensions / wins

- Direct Line Group
- Iceland
- Intelematics
- Mecalac
- Calor

2018

Awards

RH600 wins GreenFleet Awards IT Innovation Award

Contract extensions / wins

- Scottish Power
- COLAS CZ
- FMG
- HW Martin
- EE

2019

Awards

RH600 wins Great British Fleet Awards Innovation Award 2019

Contract extensions / wins

- LexisNexis Risk Solutions
- Ingenie Insurance
- Xerox (UK) Ltd
- Baxi Heating
- Altrad Services UK

2020 - 22

Awards

- Great British Fleet Awards Innovation in telematics 2020
- What Van? - Telematics Award 2022
- Fleet News - Reader Recommended Award 2022
- London Stock Exchange - Green Economy Mark



Contract extensions / wins

- Iceland Foods
- Autoglass
- By Miles
- Bibby Distribution
- Komteknik Gruppen Sveirge AB
- E.ON
- Euro Car Parts
- Saint Gobain
- Arnold Clarke
- Ticker
- Ingenie
- Drvn
- One Call Insurance
- Love Your Miles Insurance

2002-14

2015-17

2018-19

2020 - 22



Fully integrated business

Trakm8 designs, develops, manufactures and hosts full solutions for connecting vehicles. Providing data analytics to enable operators of vehicles to improve efficiency and reduce risk, thereby significantly improving the environmental impact.

- Develops own Intellectual Property through:
 - Design and development of software solutions and platforms
 - Design and development of mobile apps
 - Development of AI based algorithms for Optimisation, ADAS, Scoring for risk and efficiency
 - Design and development of hardware devices
- Supply chain management and manufacturing
- Full fulfilment and installation services (installation through partners)
- Multichannel sales and distribution
- Hosting
- Customer support

Driving our greener, safer, connected tomorrow



Trakm8 Insight

Trakm8 Insight is a market leading evergreen software platform that processes data from telematics devices, connected cameras and mobile apps and displays them in digestible and user-friendly dashboards.

Live vehicle tracking

Find out where your vehicles are and where they've been with live GPS vehicle tracking from Trakm8 Insight. Expense reporting is made simple with HMRC-compliant reports.

Insurance Scoring and Crash reconstruction

Trakm8 has scoring, FNOL and crash reconstruction AI based analytics to improve insurers loss ratios.

Connectedcare (Advanced Vehicle Health)

Monitor your vehicle health remotely with Trakm8 Insight. When there are issues, you'll receive alerts by email, SMS or inbox. Our innovative Connectedcare solution even alerts you to engine warning lights, saving your business expensive repair bills.

Driver behaviour

Trakm8's driver behaviour solutions are proven to cut fuel costs by up to 10%; reduce instances of speeding; and help you negotiate lower insurance premiums due to a decrease in your at-fault incident rate.

Fleet optimisation & route planning

Trakm8 Insight's fleet optimisation & route planning solution goes beyond basic route planners to deliver substantial savings by increasing vehicle utilisation and reducing total fleet mileage. By planning the jobs in the most efficient order it can help fleets reduce total miles travelled by up to 20%.

Live-streaming video

The award-winning RH600 from Trakm8 combines all the benefits of telematics with video and photo evidence of road traffic incidents right inside Trakm8 Insight.

Third-party integration

Trakm8 Insight's Integration and API enables businesses to integrate third-party telematics data inside the portal and app.



Trakm8 Insurance & Automotive Overview

Adam Gooch



Routes To Market



Direct Insurer



End Consumer

MGA



End Consumer

Automotive Providers



End Consumer

Insurance Brokers



End Consumer

Market Summary

Trakm8



At the end of September 2022, there were 40.8 million licensed vehicles in the UK

Cars make up the majority of licensed vehicles in the UK

33.2 million cars (81.3 per cent)

Approximately

14 million

Of Connected cars also make up a proportion of current vehicles in the UK, a figure that is anticipated to rise significantly

Penetration of the UK market of telematics is relatively low, around

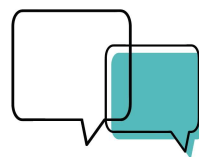
3% to 5%

The global insurance telematics market size was valued at **\$2.37 billion in 2020**, and is projected to reach **\$13.78 billion by 2030**

Why Do Insurers Want Our Services



**Data insights e.g
drive pricing
decisions**



**Customer
engagement**



**Aid renewal
retention**



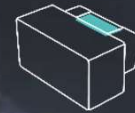
**USP
Market
differentiator**



**Manage loss
ratio's**

Solution Summary

Trakm8



Manufacture range of devices



Device e2e fulfilment & distribution



Data as a service



Connectedcare car data



Platform as a service



PH engagement APP

Connected Vehicle – The Future

Trakm8



Solutions In The Future

Trakm8



Platform enhancements

Enhancement of algorithms

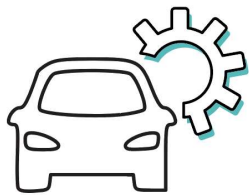
Processing Connected Data – The Future



Customer Installs
Trakm8 Telematics
Device



Data Transmitted
To Trakm8 Servers



Vehicle
Manufacturer
Data



Data Transmitted
To Trakm8 Servers

Trakm8
Data driven insights

**Live Vehicle
Manufacturer Data**

- Journey
- Risk Analysis & Scoring
- FNOL
- Fraud
- Connected Care
- EV Data



Customer Views Their
Data Via The Trakm8
Insight Platform or
Data Push

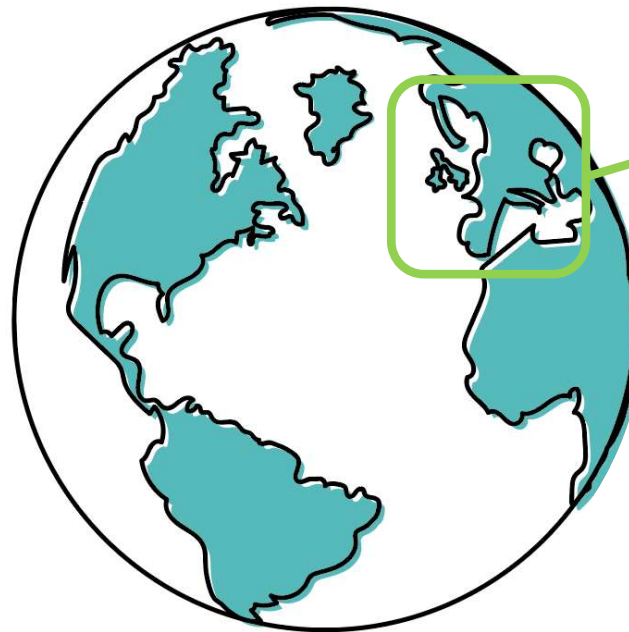
Territory



UK focus currently

UK more advanced than others in EU

Existing customers are rolling out more products i.e. PAYD



EU approvals not required to expand in EU, roaming sims, can distribute from UK

In discussions / prospecting in Europe



Trakm8

Any Questions?

After viewing this document if there are any questions or if clarity is required on any of the content please feel free to contact us.

Adam Gooch | Managing Director - Insurance



Trakm8

Trakm8 Fleet & Optimisation Overview

Paul Wilson

Trakm8 Fleet Presentation - Markets



Trakm8 is the recognised leader in technology solutions for fleet management, insurance telematics, optimisation and vehicle camera systems, supplying the automotive, insurance and fleet sectors.

Through IP owned technology, over three billion miles worth of data is collected annually. This data is developed to provide insights that are utilised to:



Trakm8 Insight

Create

fleet management solutions to develop and fine tune algorithms used to provide insights to companies to enable them to utilise their fleet's to their full potential.

Provide

360 solutions incorporating all product proposition to medium to large customers.

Optimise

vehicles. The Optimisation business unit is one of the UK's leading players in the utilisation of vehicles, goods, people and energy.

Market Summary – UK Fleet Market



U.K. fleet management market is expected to gain market growth in the forecast period of 2022 to 2029. Data Bridge Market Research analyses that the market is growing with a **CAGR of 9.6%** in the forecast period of 2022 to 2029 and is expected to reach USD **5,272.17 million** by 2029.

Trakm8 Fleet connections
(@ Sept 22)
increased by

4% to 74,000
(31.3.22: 71,000)

CAGR of 9.6%

in the forecast period of
2022 to 2029

\$5,272 million

By 2029

Why Do Fleets Want Our Services



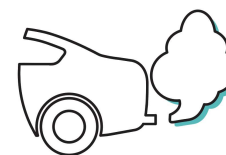
Improve Driver Behaviour



Vehicle Utilisation



Improve Customer Service



Reduce Emissions



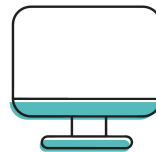
Transition To Electric Vehicles



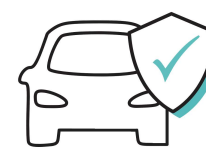
Reduce Fuel Use



Increase Fleet Efficiency



360° Solution On One Single Platform



Improve Road safety


















Compliance

Fleet Management Solutions



Trakm8 create fleet management solutions which provide businesses with the insights needed to reduce fuel consumption, lower carbon emissions, manage risk and improve safety. Our end-to-end fleet management solution includes:

- | | | | | | |
|--|-----------------------------------|--|-----------------------------------|--|--------------------------|
|  | Utilisation Reports |  | Driver Behaviour Monitoring |  | Asset Tracking |
|  | Trailer Tracking |  | Tacho Integration |  | Preventative Maintenance |
|  | Vehicle Tracking & Trace |  | Geo - Fencing |  | EV Modelling |
|  | Camera Integrated Telematics |  | FNOL (First notification of loss) |  | ePOD Integration |
|  | Route Optimisation and Scheduling |  | Vehicle Reports |  | DVSA Compliance |

Optimisation



We are leaders in the optimisation of vehicles, goods, people and energy. Our award-winning algorithms and cutting-edge Intelligent Mobility applications help hundreds of organisations to improve productivity, reduce costs, and cut emissions.



Energy



Mobility



Electric Vehicles

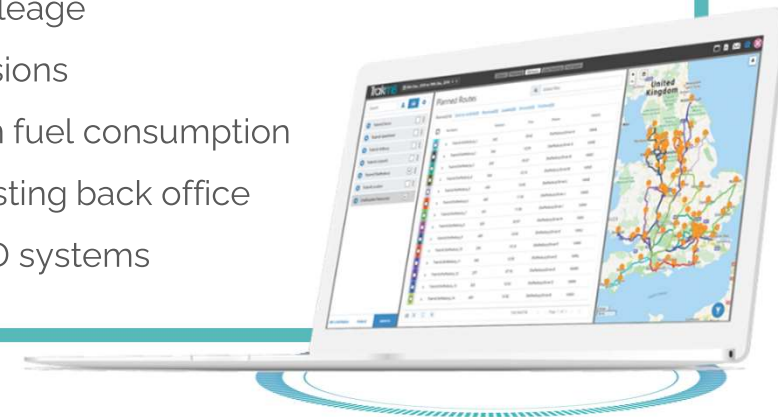


Route Optimisation for Fleet and Logistics



Scenario planning

- Plan schedules in minutes, at the click of a button
- **Increase delivery capability by up to 30%**
- Complete tasks with the fewest vehicles and in the lowest possible mileage
- Reduce CO2 emissions
- **Save up to 20%** on fuel consumption
- Integrates with existing back office software and ePOD systems



RH600 4G Integrated Telematics Camera



Adopted by companies such as Iceland Foods, the award-winning RH600 combines all the benefits of telematics with video and photo evidence of road traffic incidents. The most advanced 4G integrated telematics camera in the UK, the RH600 is proven to **reduce accident rates by up to 39%**, **cut instances of speeding by 35%**, improve driver behaviour, and **enhance fuel economy by up to 10%**.



-  FNOL
-  Driver Scoring
-  Vehicle Health
-  Connected care
-  Points Of Interest
-  GPS
-  Video On Demand
-  BLE Bluetooth
-  HD Video
-  Connectivity
-  Live Streaming
-  2x Optional Cameras
-  Integrated Telematics
-  G-Sensor



ACC750

In-Cab Driver Feedback and DriverID



The ACC750 is a combined driver identification and feedback solution that connects to a wide range of Trakm8 devices over wired and wireless connections.

The crystal clear auto-dimming display provides regular score updates and alerts the driver of poor driving technique in real-time using clear visual and audible prompts.

Drivers can log-on to the vehicle using all standard door entry and employee identity card solutions and NFC from a mobile phone.

The built in button protects driver privacy and simplifies expenses by designating journeys as business or private. Holding down the button for a few seconds will also register an event and send an alert to the server.

EV Telematics

Access everything you require to control and organise your whole fleet from the same platform – internal combustion engines, hybrid and electric vehicles.

Electrifying your fleet involves significant organisational change and requires careful planning to ensure business needs and objectives are met, financial savings are optimised and disruption is minimised.

Trakm8 can help you:

- **Assess and evaluate your current fleet to help build a business case for electrification.**
- **Get the most out of your EV vehicles.**
- **Manage all your assets in one place.**
- **Maximise your cost savings.**
- **Meet your business sustainability goals.**



Trakm8

EV dataset includes...

Vehicle Range

Battery Charge Level

Charge State

Charge Time

Battery Capacity

Battery Temperature

Battery Regen Rate

Low EV Battery WL

Predicted Vehicle Range

Maximum Range Available

Charging Event Logging

Automotive & Connectedcare



The connected car is transforming the automotive industry. Our automotive telematics solutions are enabling the connected car and other connected assets to notify businesses and end users about vehicle faults, maintenance requirements and more.



CANBus connectivity enables customers to take advantage of our Connectedcare package, providing true odometer readings, service intervals, prognostics and diagnostics including:

- Remotely identify underlying vehicle faults and battery health issues
- Prevent breakdowns and non-starts
- Proactively schedule maintenance work at a time that suits your business
- No need to pay for diagnostic services at a garage
- Improve customer service by reducing unplanned downtime



Connected Car



Asset Management

Future Opportunities

Trakm8

Optimisation Algorithm

sold into large retail Enterprise customers and other supermarkets

Upgrade Programme

for all customers onto Insight platform

RH800 Connected Camera

new product for HGV fleet market

360° Solutions

into new and existing customers

Helping Customers

with future legislation and compliance

Targeting European Fleets

with our 360° fleet management solutions



Trakm8

Trakm8 Fleet & Optimisation

Any Questions?