



# 2018 Annual General Meeting Results



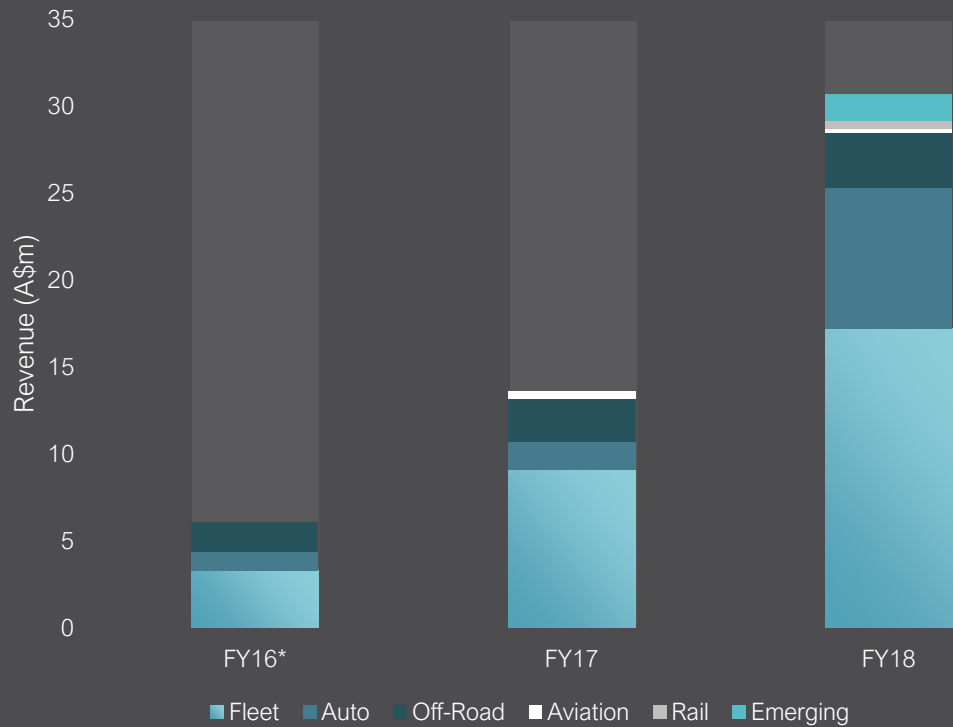
# HIGHLIGHTS



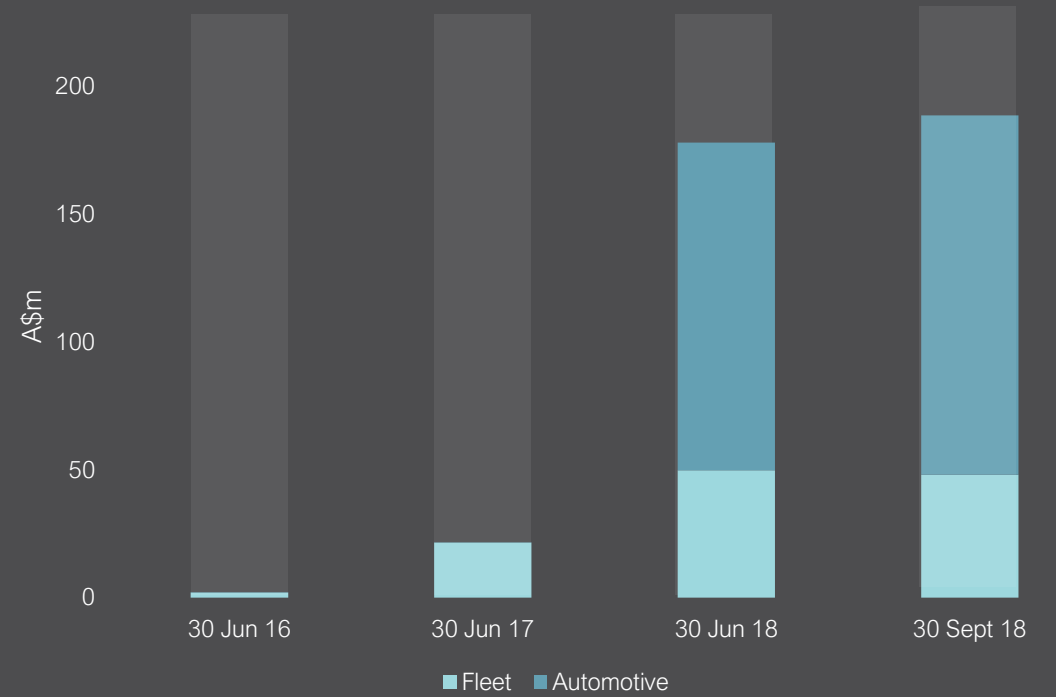
- Breakthrough technology with commercial applications across multiple industries
- First-mover advantage with industry proven, validated technology underpinned by 2 decades of deep expertise
- Large addressable markets, strong growth drivers
- Unrivalled data set with over 1.3 billion kms naturalistic driving data
- Revised, strengthened business model
- Guardian DMS now connected to more than 11,000 commercial vehicles in 24 countries
- DMS established as world-leading with validation from 5 OEMs and multiple Tier 1 automotive suppliers
- Safety and transport regulation accelerating demand for DMS across a range of sectors
- Strong relationships with many leading transport brands

# FINANCIAL HIGHLIGHTS

Sales Revenue (A\$m)



Automotive & Fleet Orderbook (A\$m)



\*Adjusted to eliminate one-time upfront CAT licensing fee and to include CAT licensing sales based on current contract

# AUTOMOTIVE



- Pivotal year with technology advancements and regulatory movements
- Five OEM programs under contract
- Approx. A\$138 million (US\$100 million) booked revenue to be recognised in 2019-2026 timeframe
- Additional vehicle models under discussion with existing OEM awards
- Strong pipeline of opportunities with additional OEMs across a range of vehicle classes
- Engaged with multiple Tier 1 customers to deliver FOVIO DMS
- Established offices in two additional key automotive markets - Japan and Germany

# FLEET



- 11,000 + Guardian connections globally (at 30 October 2018)
- Regulatory driven demand set to increase demand globally (European Commission)
- Transition business model to monthly unit revenue basis
- Remove costs and introduce inventory-lite business model
- Distribution sales channel
- Retain 24/7 monitoring centre to generate high margin services revenue and maintain access to data

# AVIATION



- Over next 20 years, pilot shortage (790,000<sup>1</sup>), and increase in commercial aircraft (40,000<sup>2</sup>) sets requirement for improved efficiency of training across industry
- Operator monitoring solution based on FOVIO DMS technology
- Commenced engagement with military flight training
- Product development work with major airlines – including Qantas, Emirates, FedEx Express
- All major simulator OEMs engaged to optimise flight training process
- Working closely with national air traffic management organisations

<sup>1</sup> Boeing: 2018 Pilot and Technician Outlook 2018 to 2037

<sup>2</sup> Boeing: Commercial Market Outlook 2018 to 2037

# RAIL



- Croydon Trams (UK) deployment has prompted industry interest in fatigue management system across region
- Strong interest from tram and light rail operators globally
- Class 1 rail operators in North America and Australia continue product assessment
- Short and medium-term revenue targets achieved





# PROXY RESULTS

RESOLUTION	VOTE TYPE	VOTED	% OF VOTES
Election of Jack Boyer	For	803,307,439	99.94
	Against	34,841	0.00
	Abstain	9,593	N/A
Re-election of YK NG	For	801,452,535	99.76
	Against	1,434,841	0.18
	Abstain	464,497	N/A
Re-election of Les Carmichael	For	802,847,043	99.94
	Against	34,841	0.00
	Abstain	469,989	N/A
Termination Benefits – Nick Di Fiore	For	755,374,447	94.96
	Against	39,623,091	4.98
	Abstain	8,354,335	N/A
Directors' Remuneration Cap	For	769,549,738	95.79
	Against	33,347,231	4.15
	Abstain	454,904	N/A



THANK YOU

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