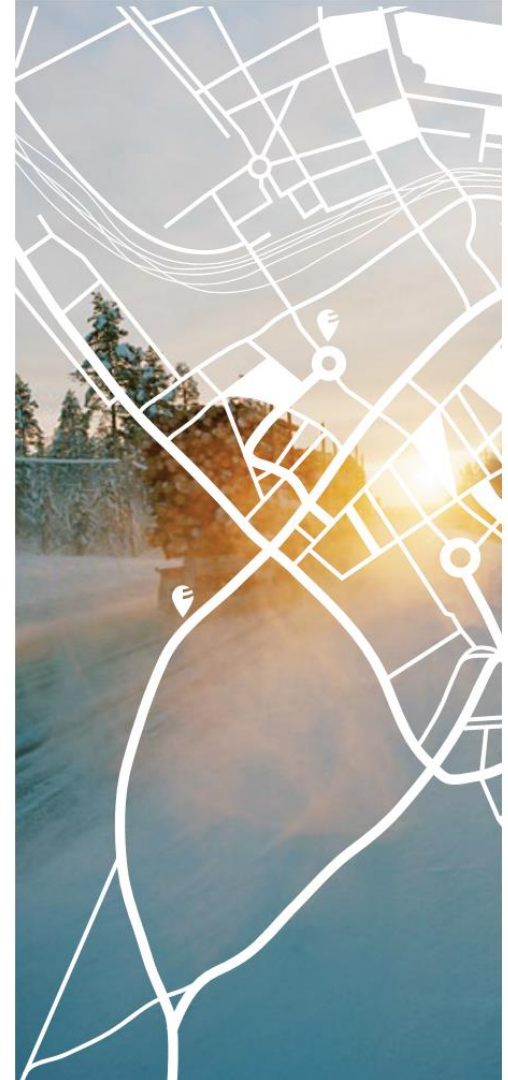
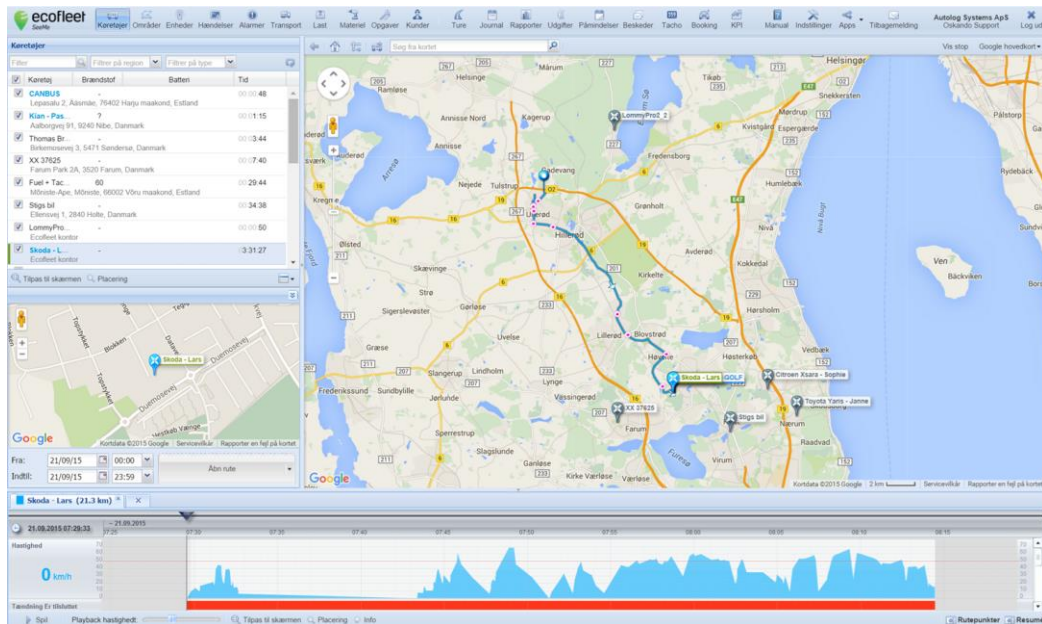


Exex

September 2015

- Specializes in development of telematics platform and providing telematics-related services.
- Offers a fleet management solution



Offices:

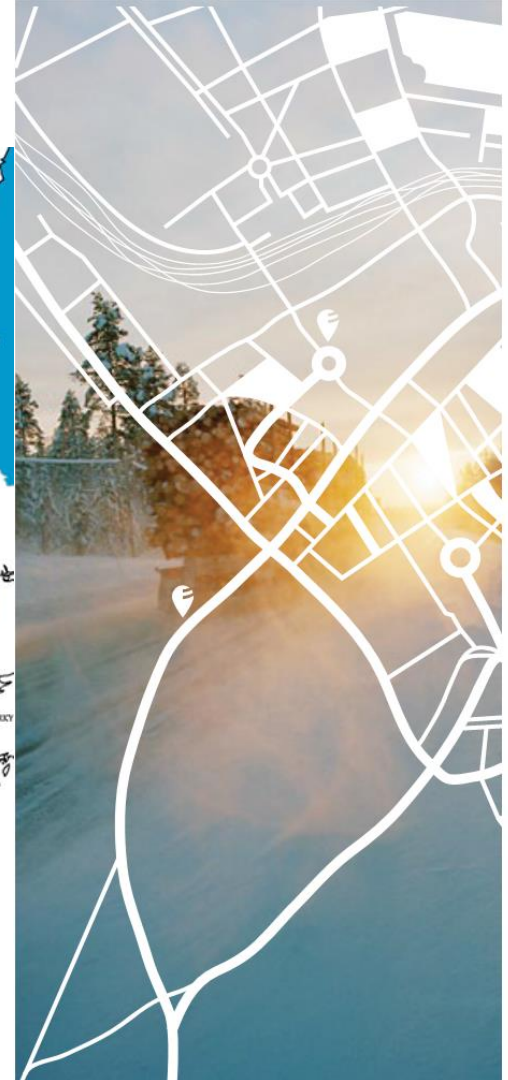
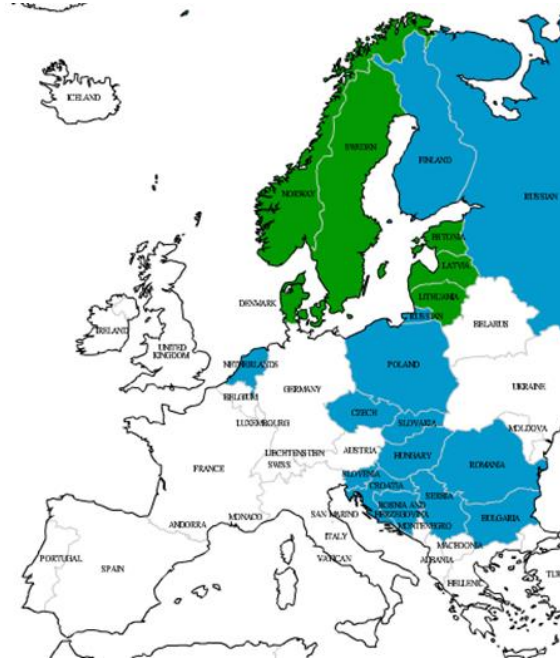
- Estonia
- Latvia
- Lithuania
- Denmark
- Norway
- Sweden

Resellers: total 18 EU countries

Employing 85 People

2015 Expected revenue approx. 6 mil. EUR

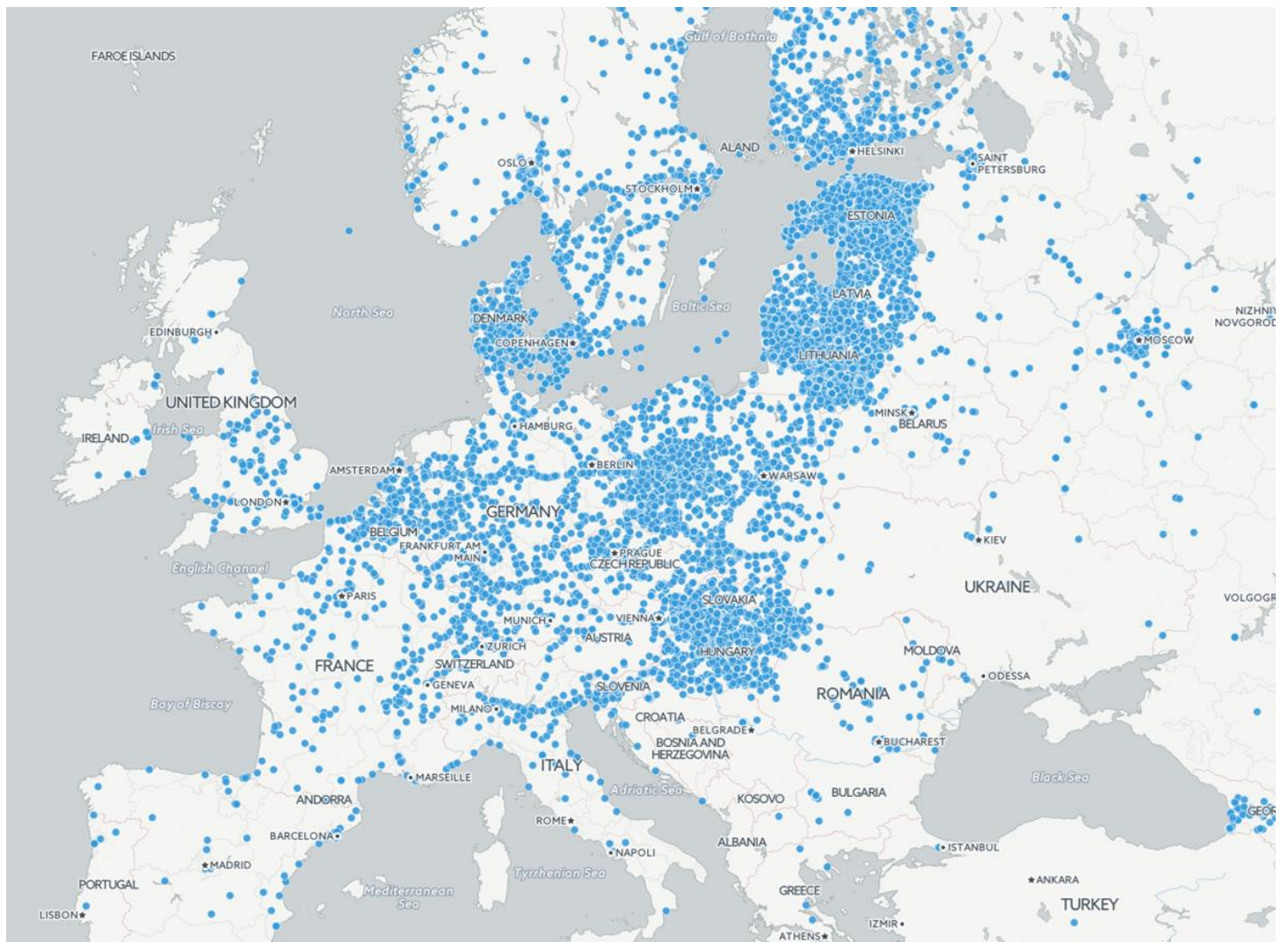
25.000 units in Baltics





Present all over Europe

Approx. 55.000 units running on our services.





Converting KPI data to improved bottom line

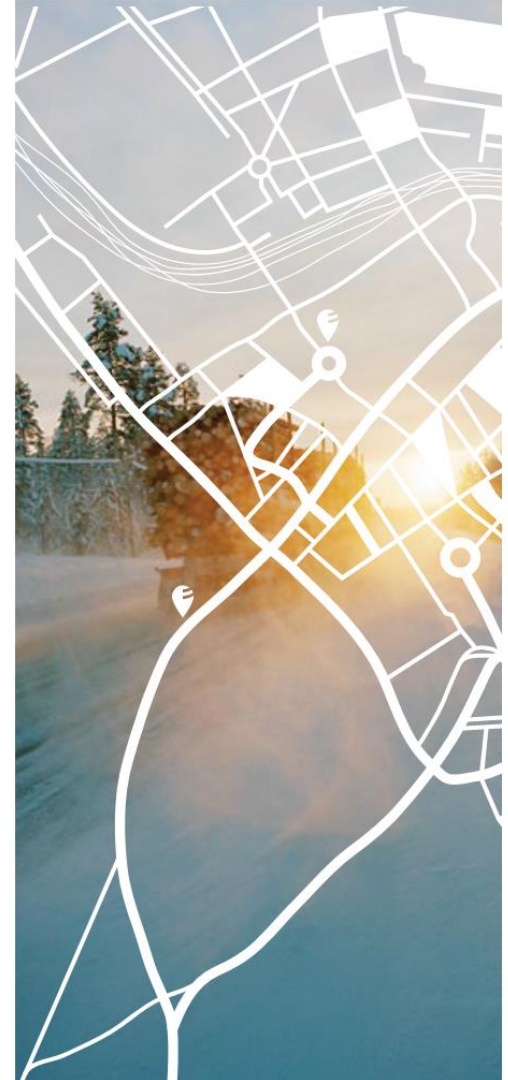
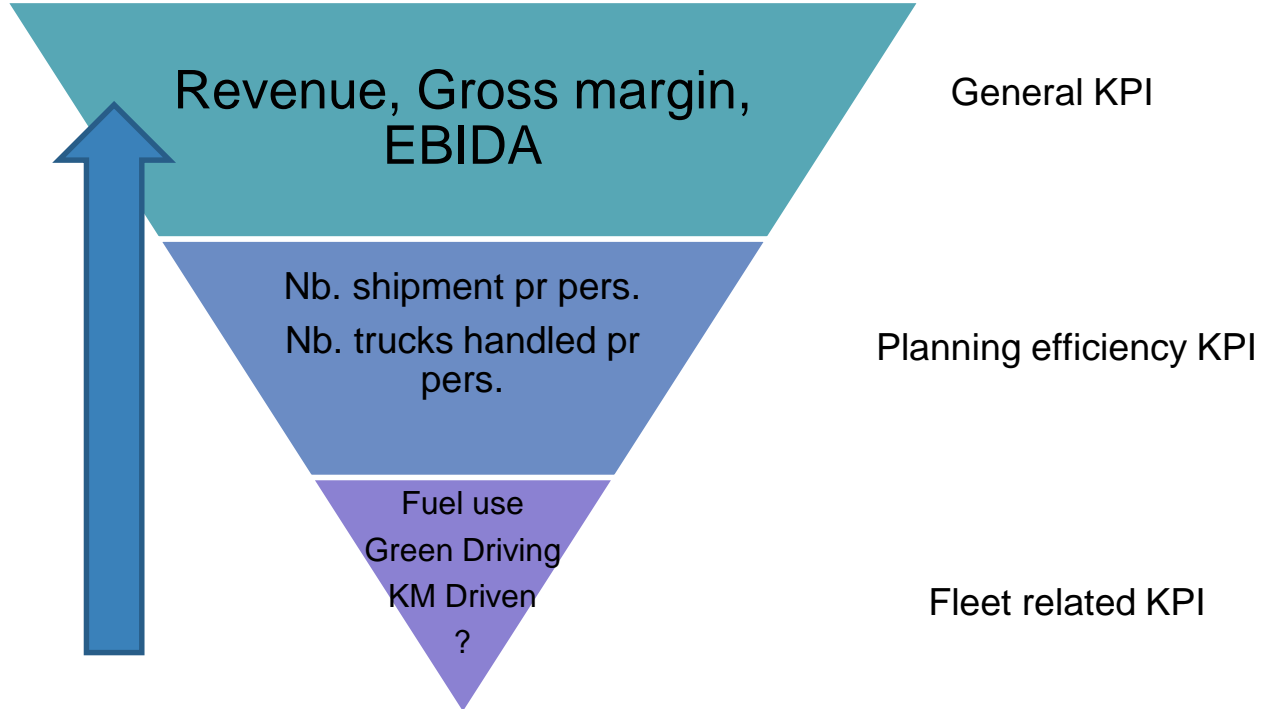


Salary cost going up
Fuel cost going up
Competition going up

What can we do?



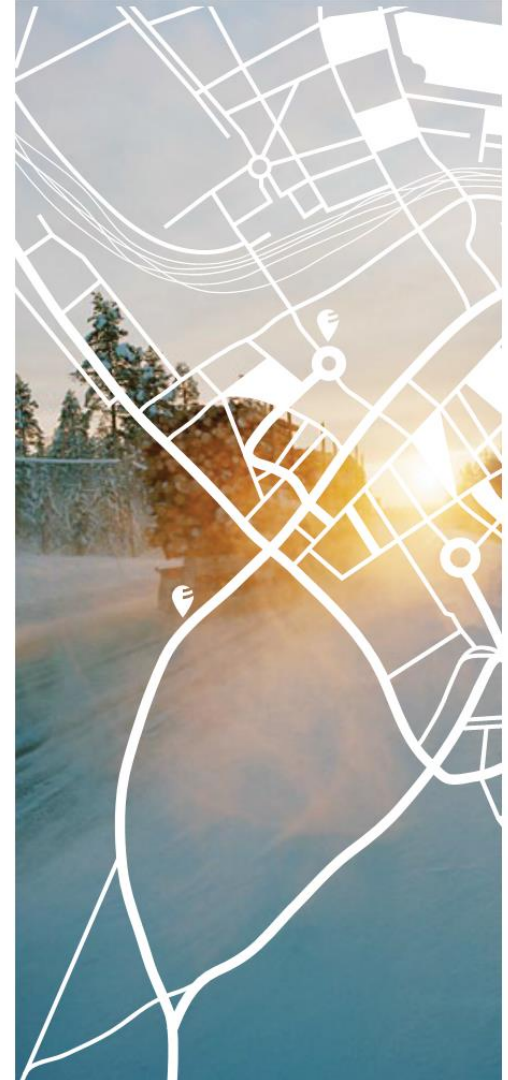
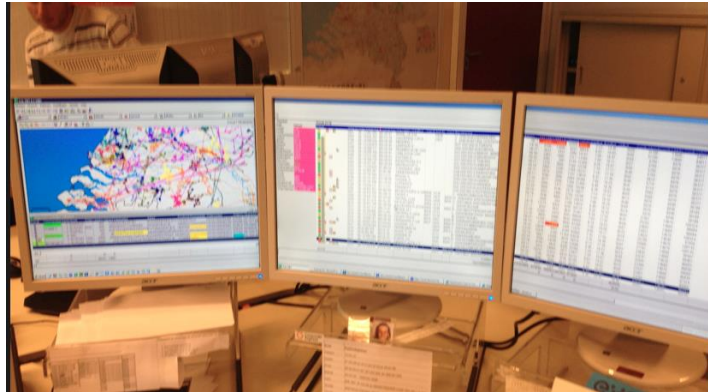
KPI Groups



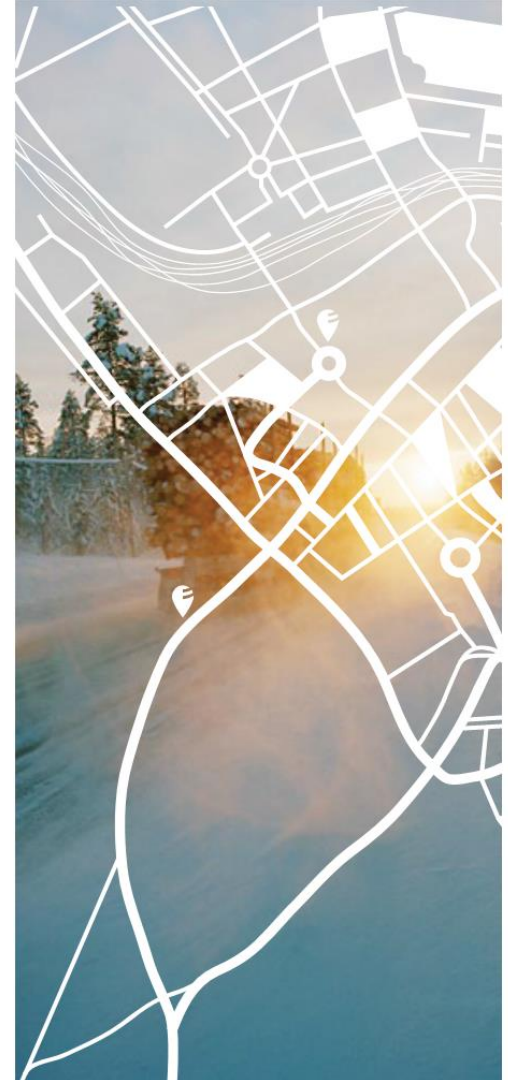
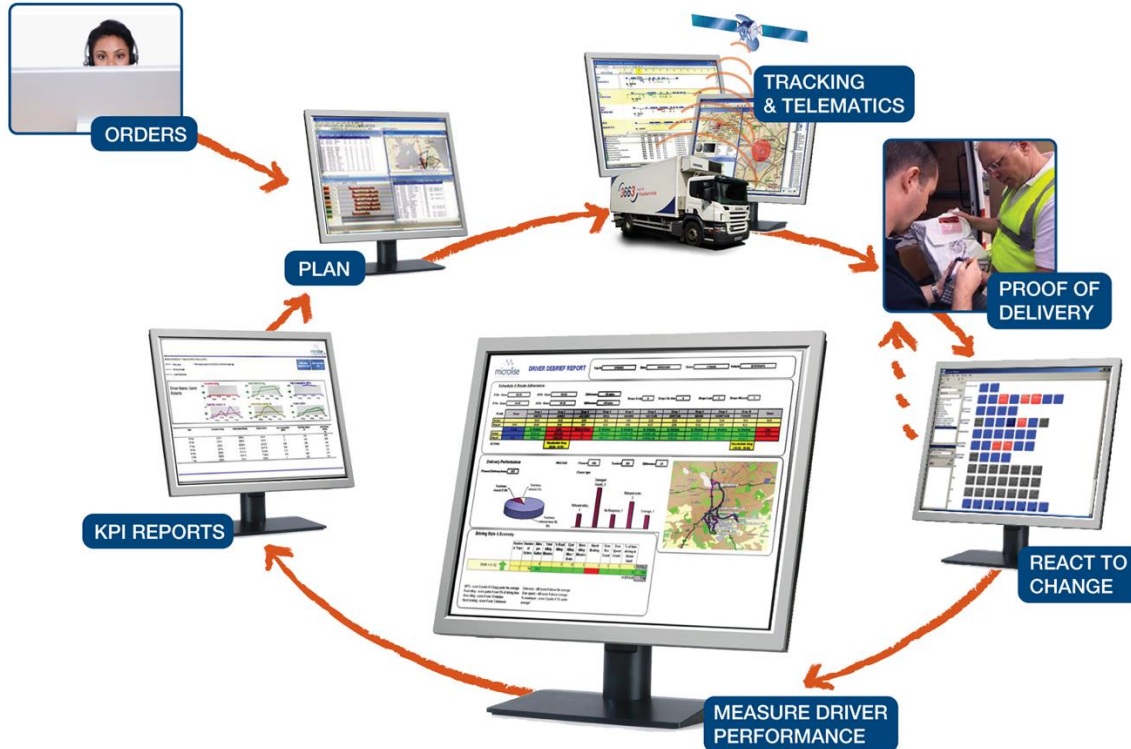
Planning Efficiency

Holland - 1 logistic person could handle 40 distribution/collection trailers per day.

Normal average is 7-10

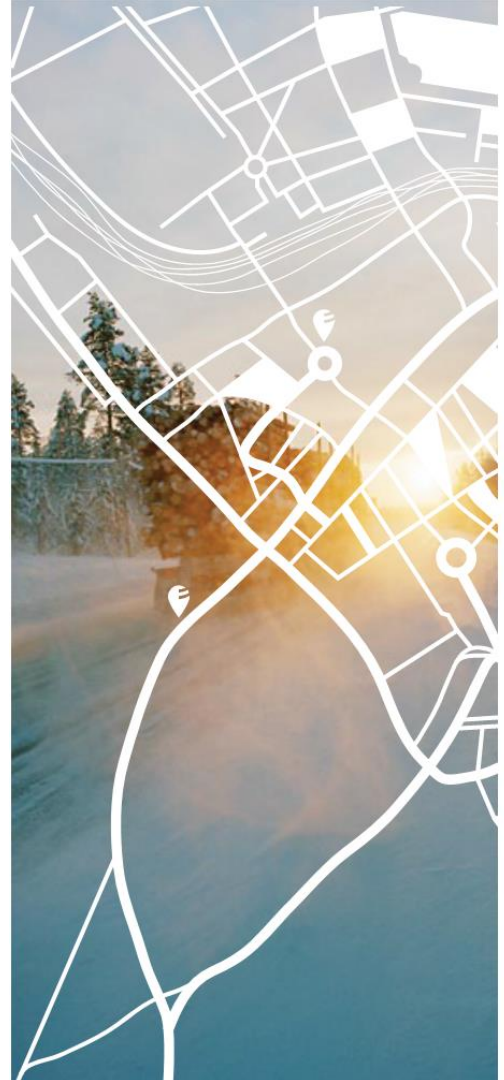
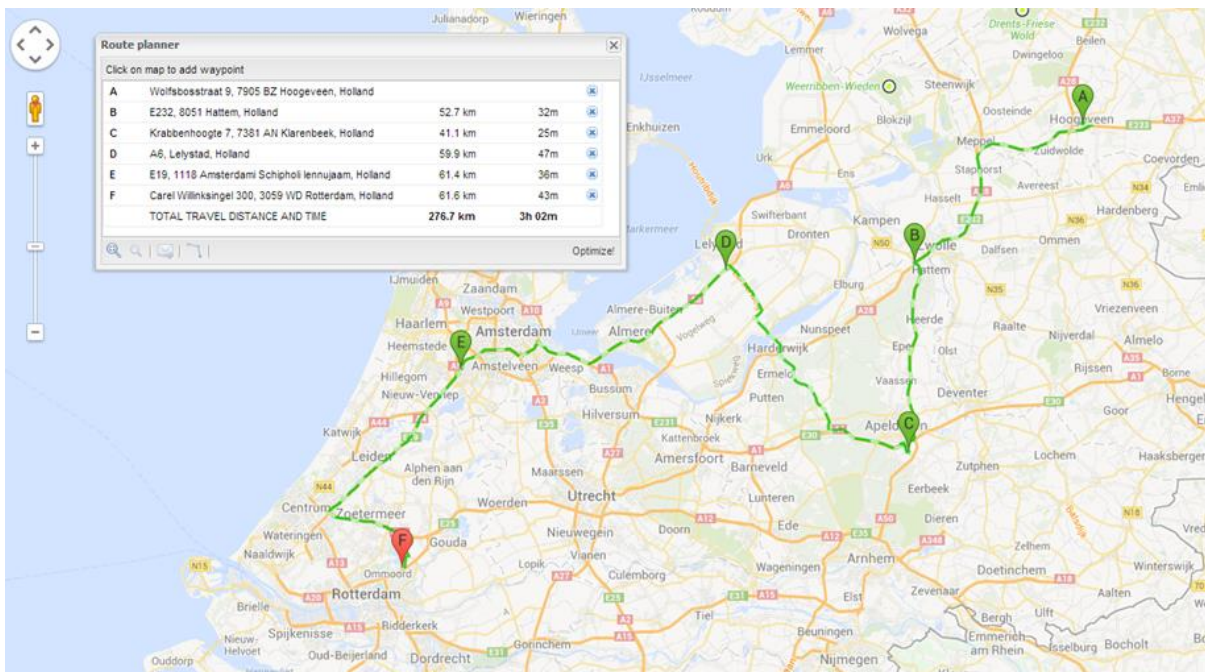


Integrated Telematics

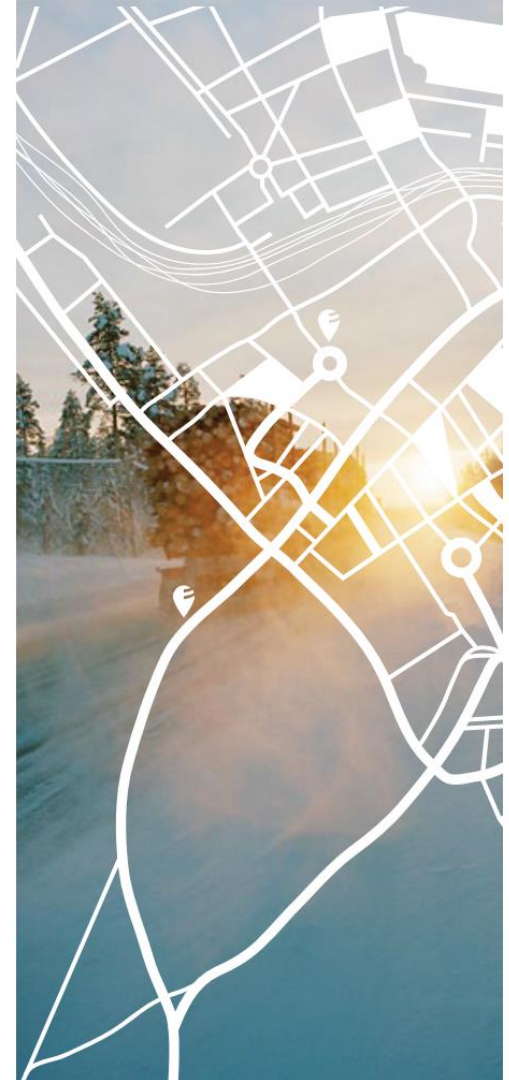


Logistical features used

- Nearest relevant truck to a pickup
- Direct messaging to driver
- Customer location on map
- Planning the shortest route



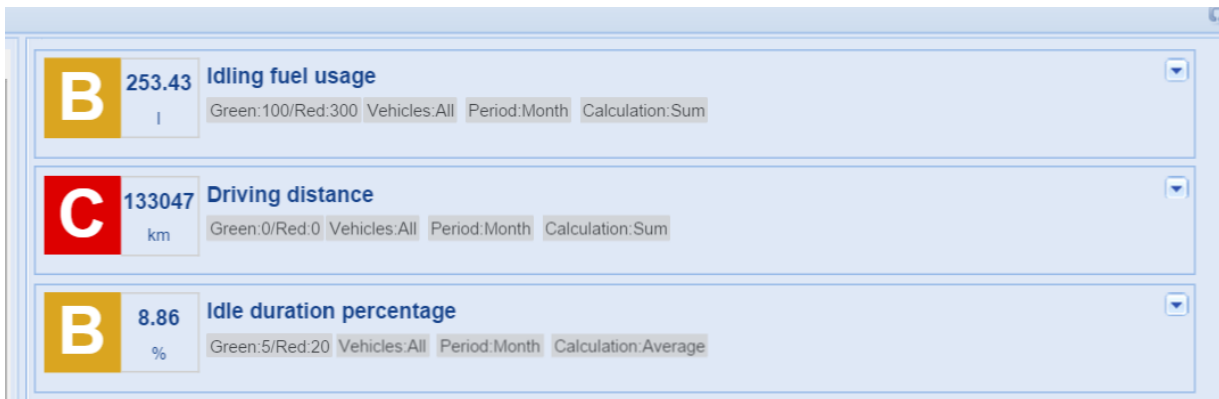
Which fleet related KPI's are important.?



HVIDOVRE TRANSPORT

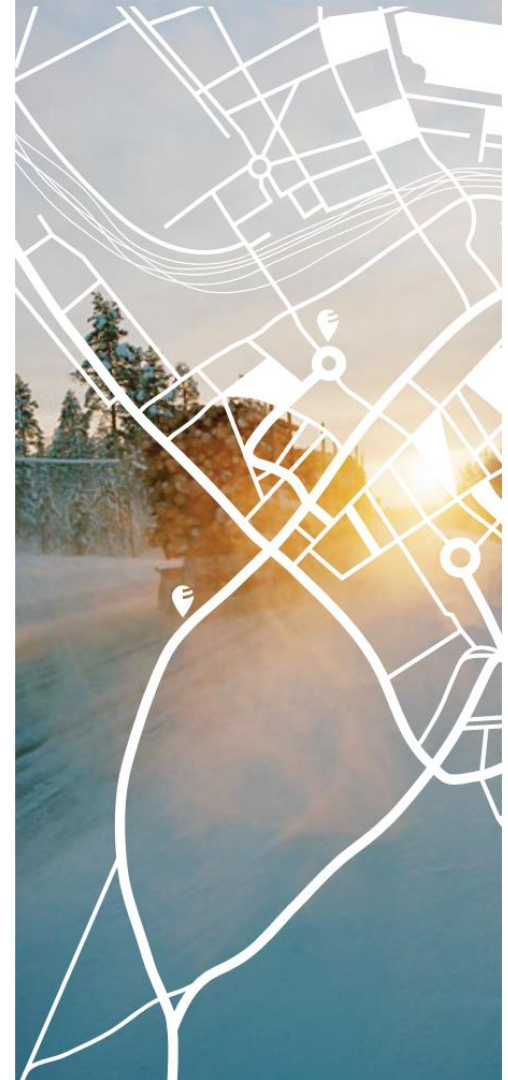
20 vehicles, monitoring driving behaviors, fuel consumption and green driving.

Which fleet related KPI's are important.?

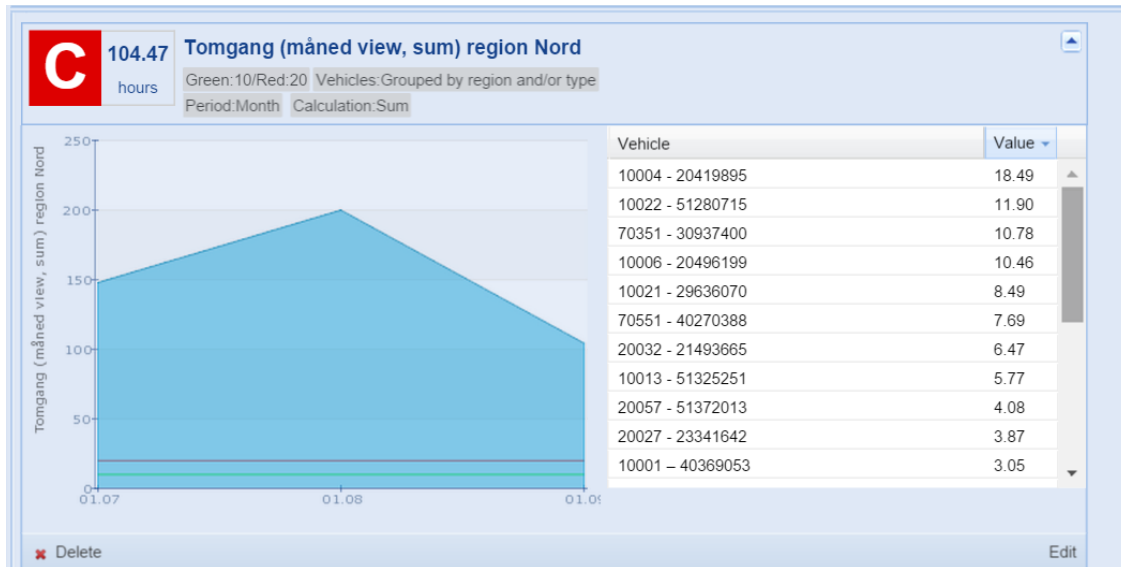


 HVIDOVRE TRANSPORT

20 vehicles, monitoring driving behaviors, fuel consumption and green driving, idling.

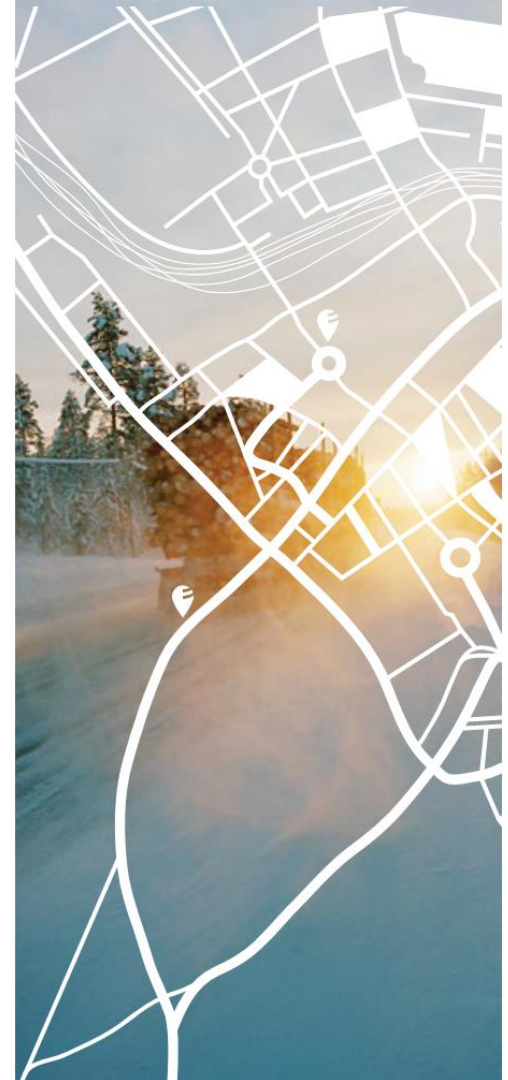


KPI for monitoring idling



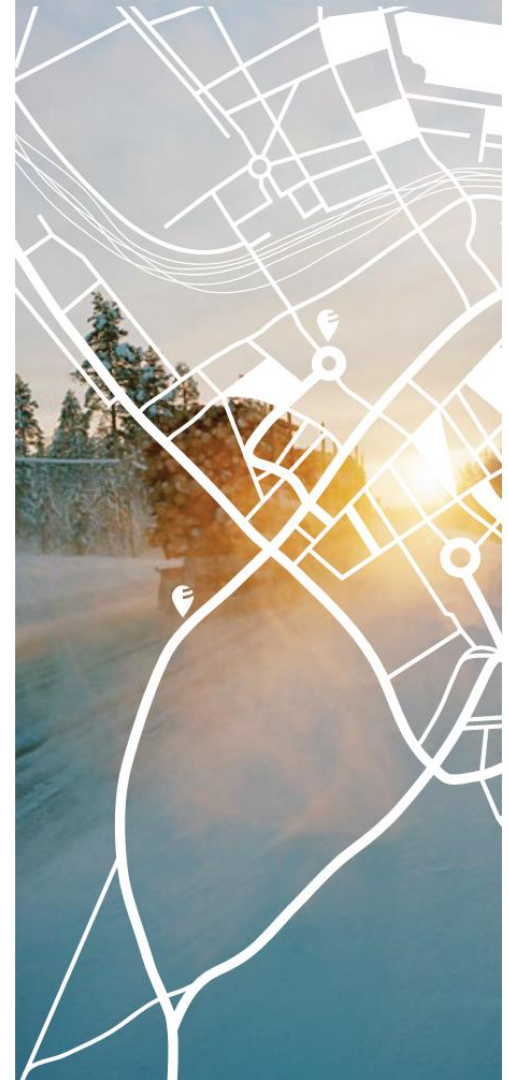
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20 vehicles, monitoring driving behaviors, fuel consumption and green driving, Idling.



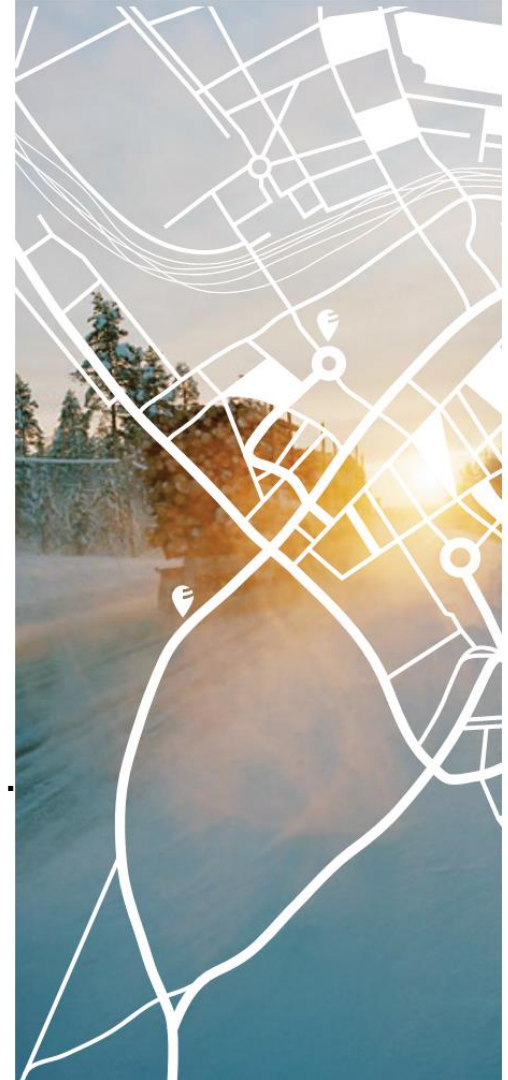
How to design KPI

- KPI should clearly be linked to your company strategy
- KPI should provide answers to your most important questions
- KPI's should primarily be designed to empower your employee, and provide relevant information to learn.



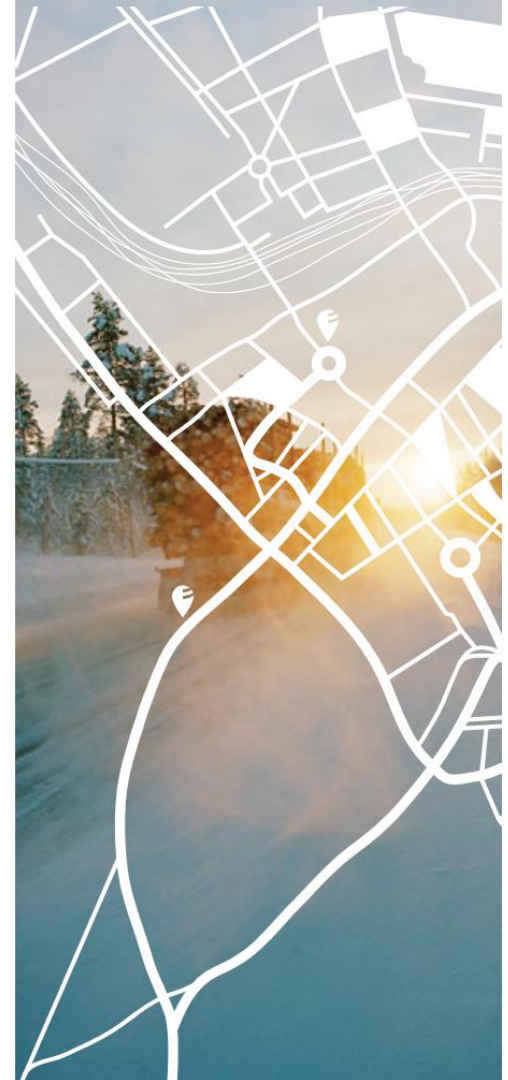
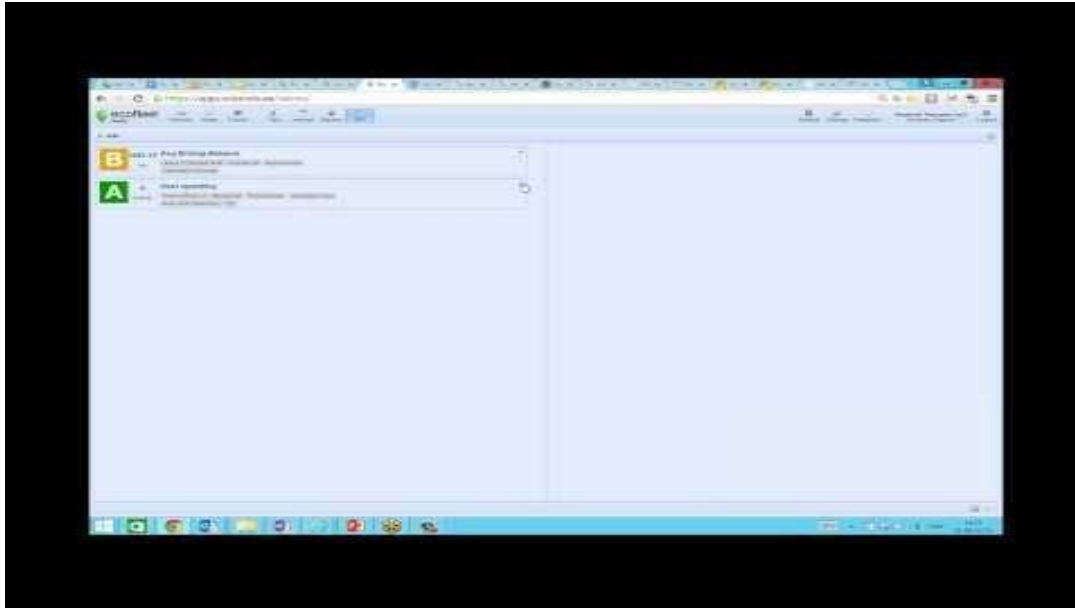
Prioritize KPI's you can measure and influence.

1. Understand your business cost drivers.
2. Look into your books
 - a. Total Kilometer driven
 - b. Overspeeding event, (Fuel consumption)
 - c. Fuel consumption
3. Telematics are the right tools, to measure your fleet KPI.

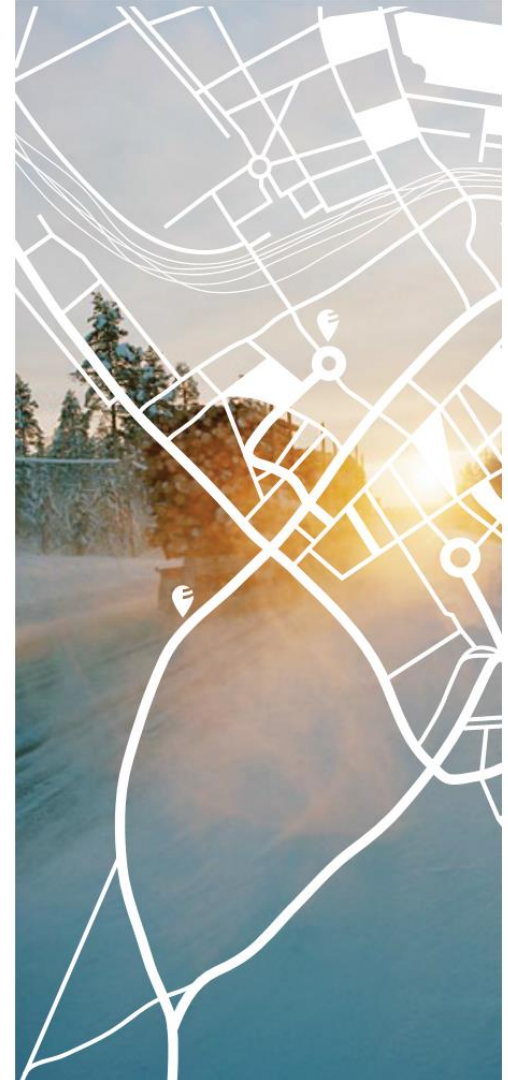
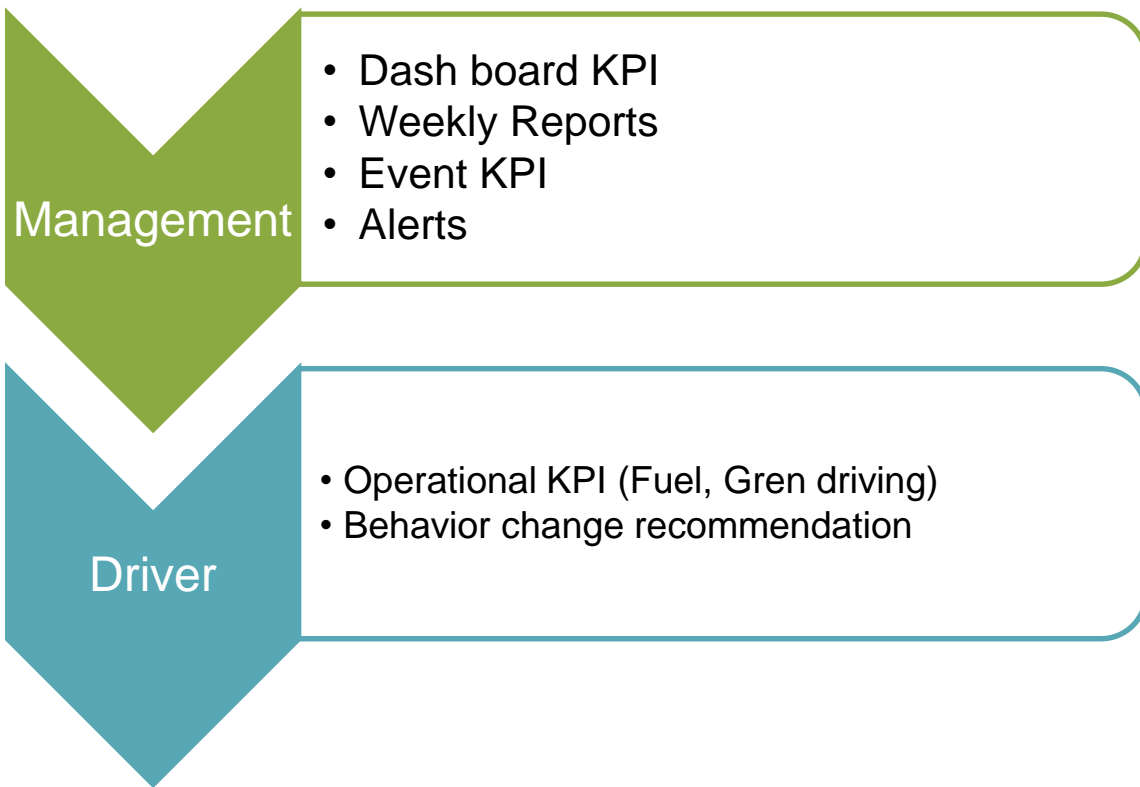


Let me show you how easy it is...

- a. Avg Total Kilometer driven
- b. Overspeeding event, (Fuel consumption)
- c. Fuel consumption

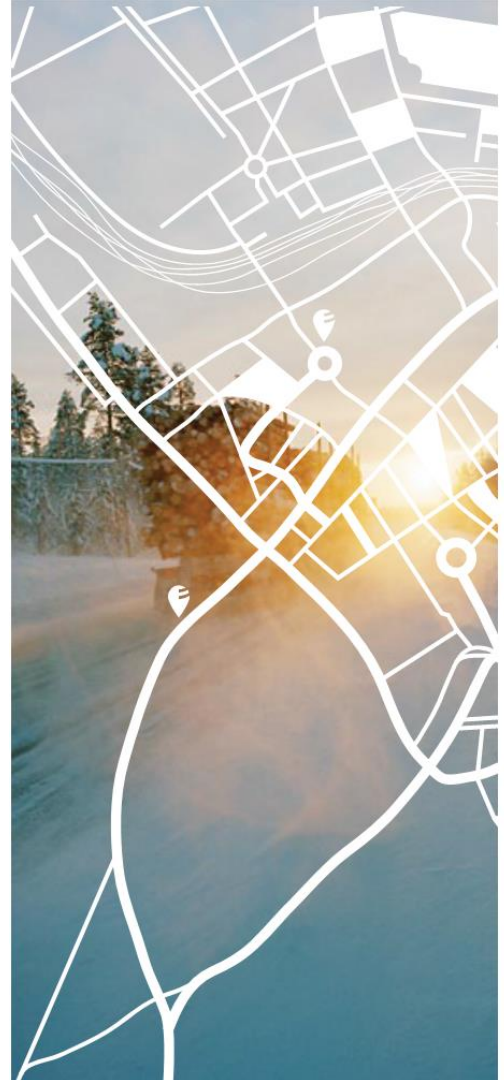


Activating the KPI



If you want to improve you have to be active.

**Telematics measure and suggest
- you have to implement**

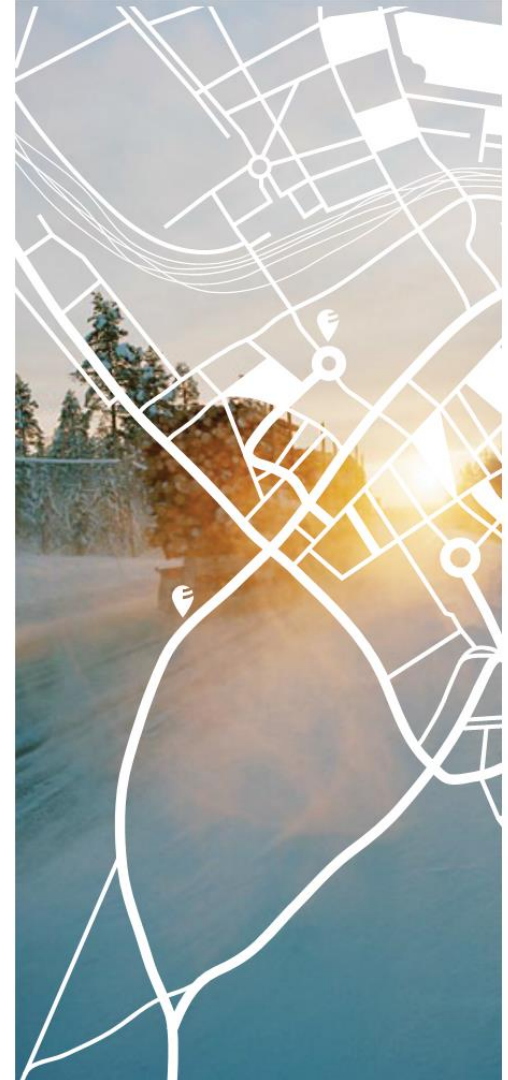
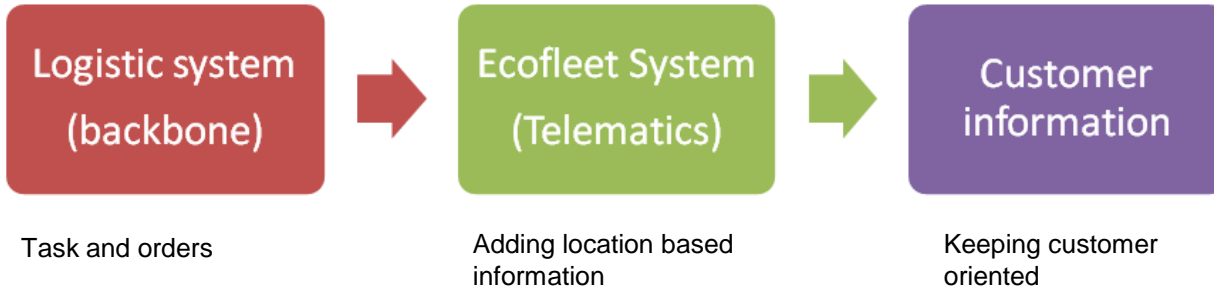




Telematic KPI trends 2016 -17

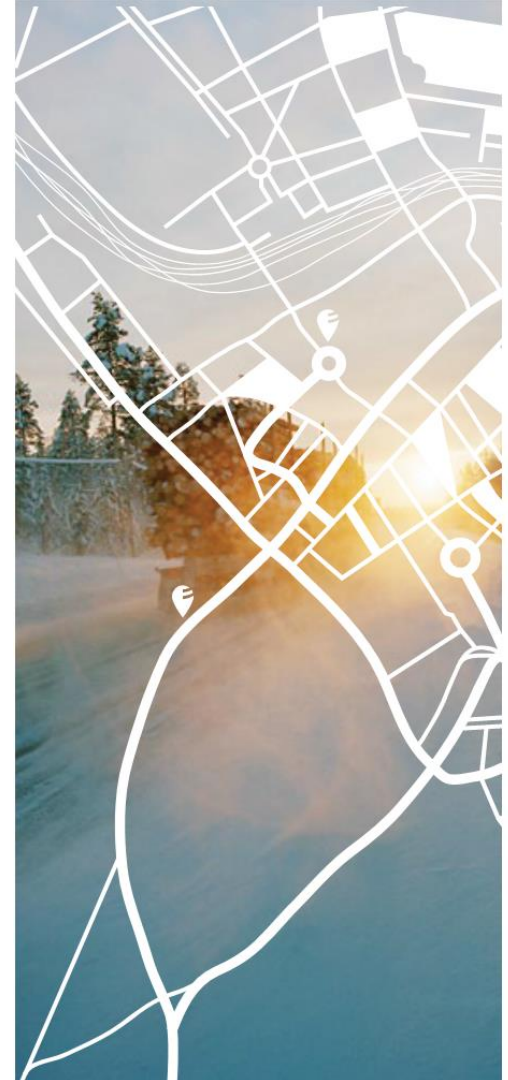
Full value chain Integration

- **Integrating Telematics information into backbone.**
- **Sending location based information to customer**
 - **ETA and arrivals**
 - **Delays messages**



The KPI of Future success

Customer satisfaction



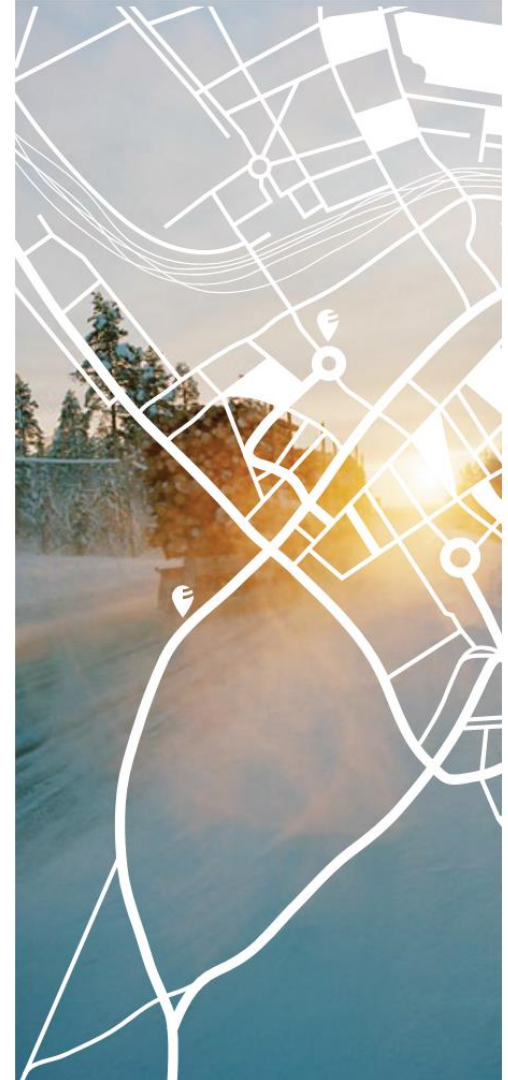


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Thanks