

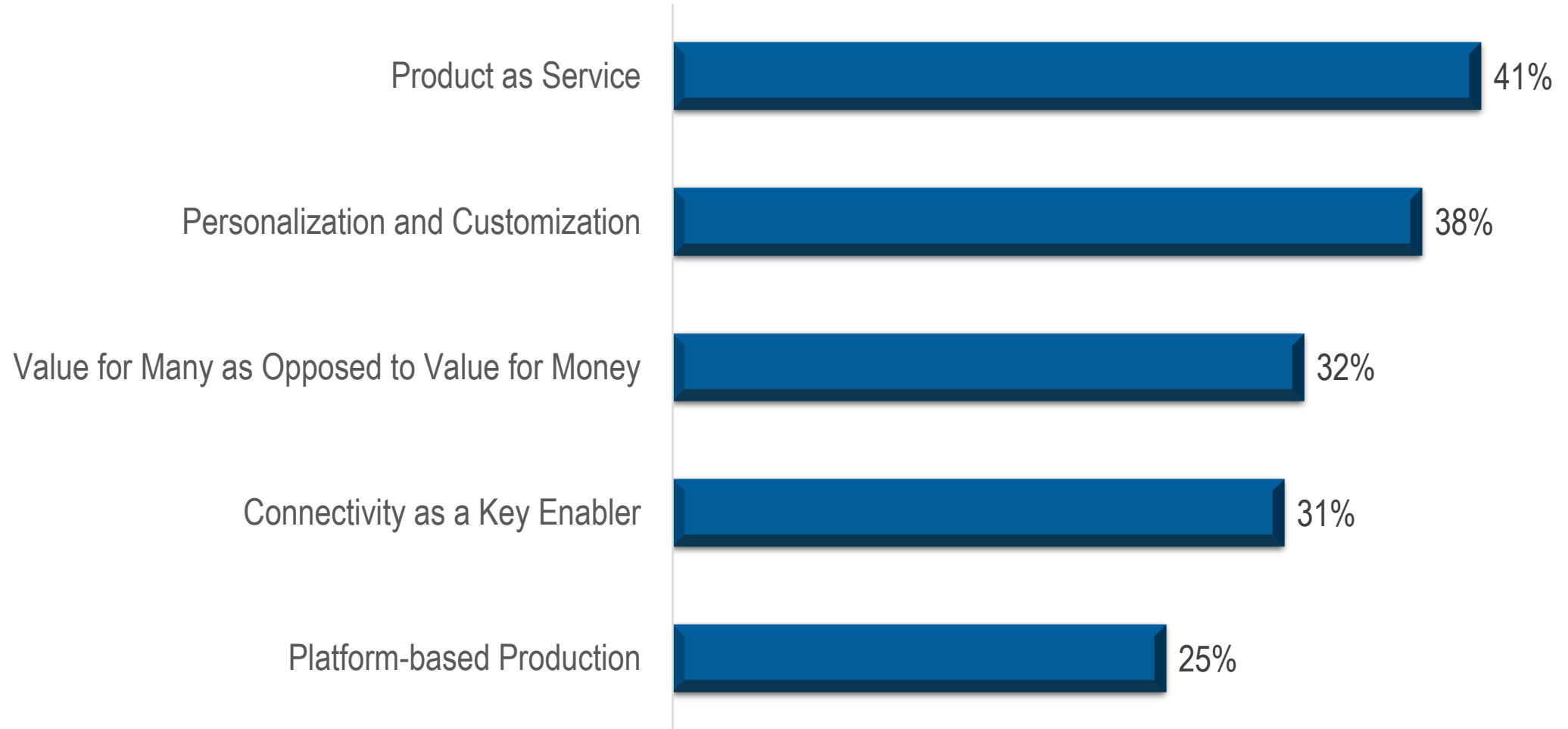


Cost Optimization Through Telematics...But What About Revenues?

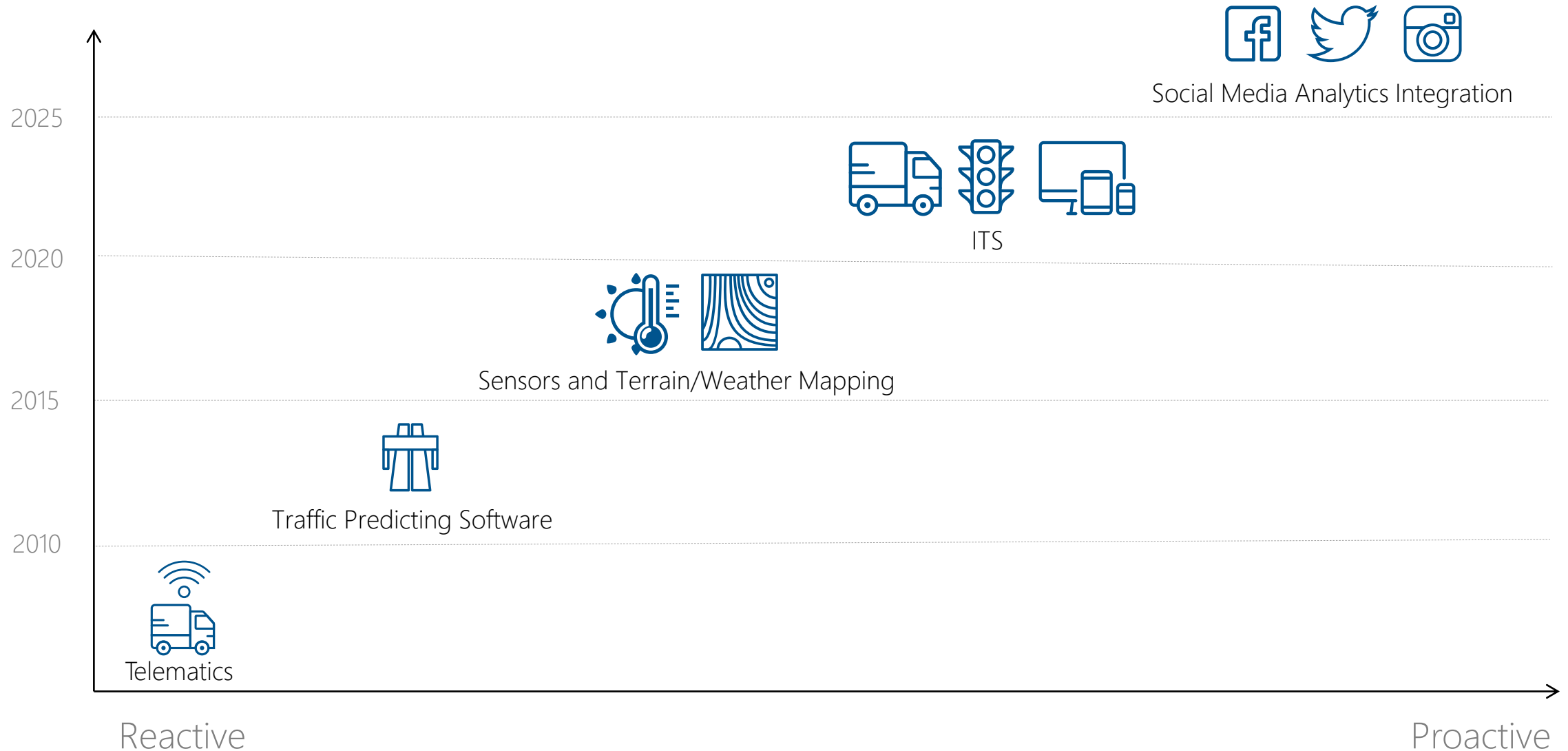
Sandeep Kar

CSO, Fleet Complete

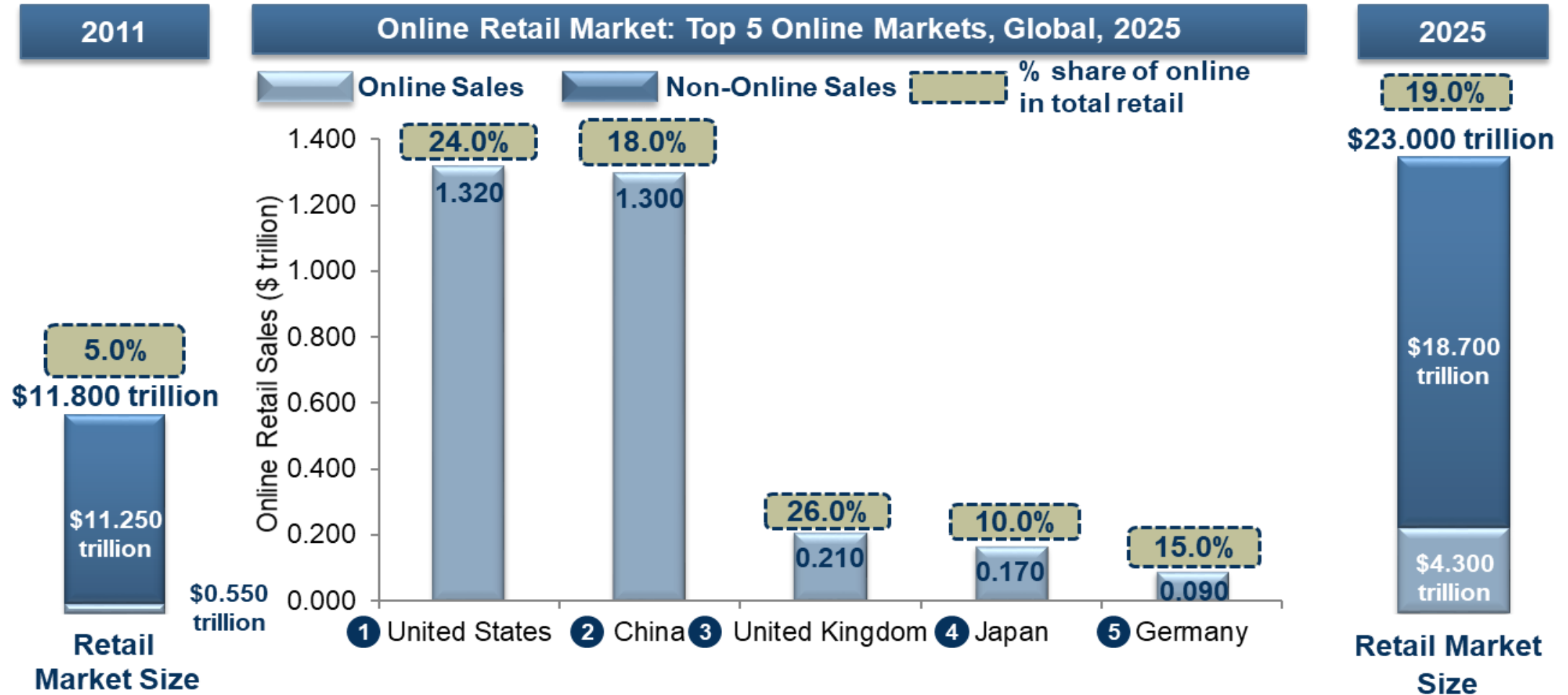
Top 5 Potentially Disruptive Business Models Cited by Global Survey of CEOs



Digital Transformation in Trucking: Big Data Analytics Enabling Both Panoramic and Granular Insights

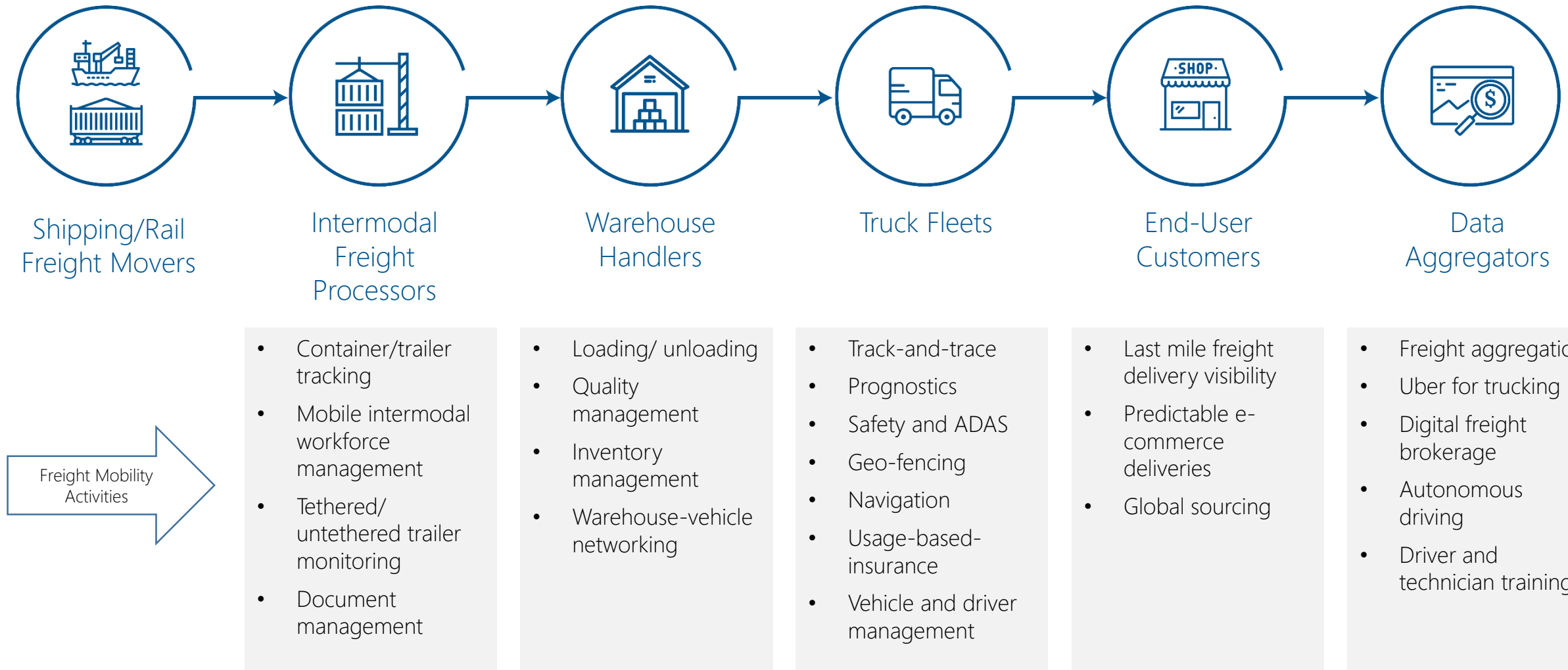


Rise of E-Retailing- Requiring Cost Optimization Solutions

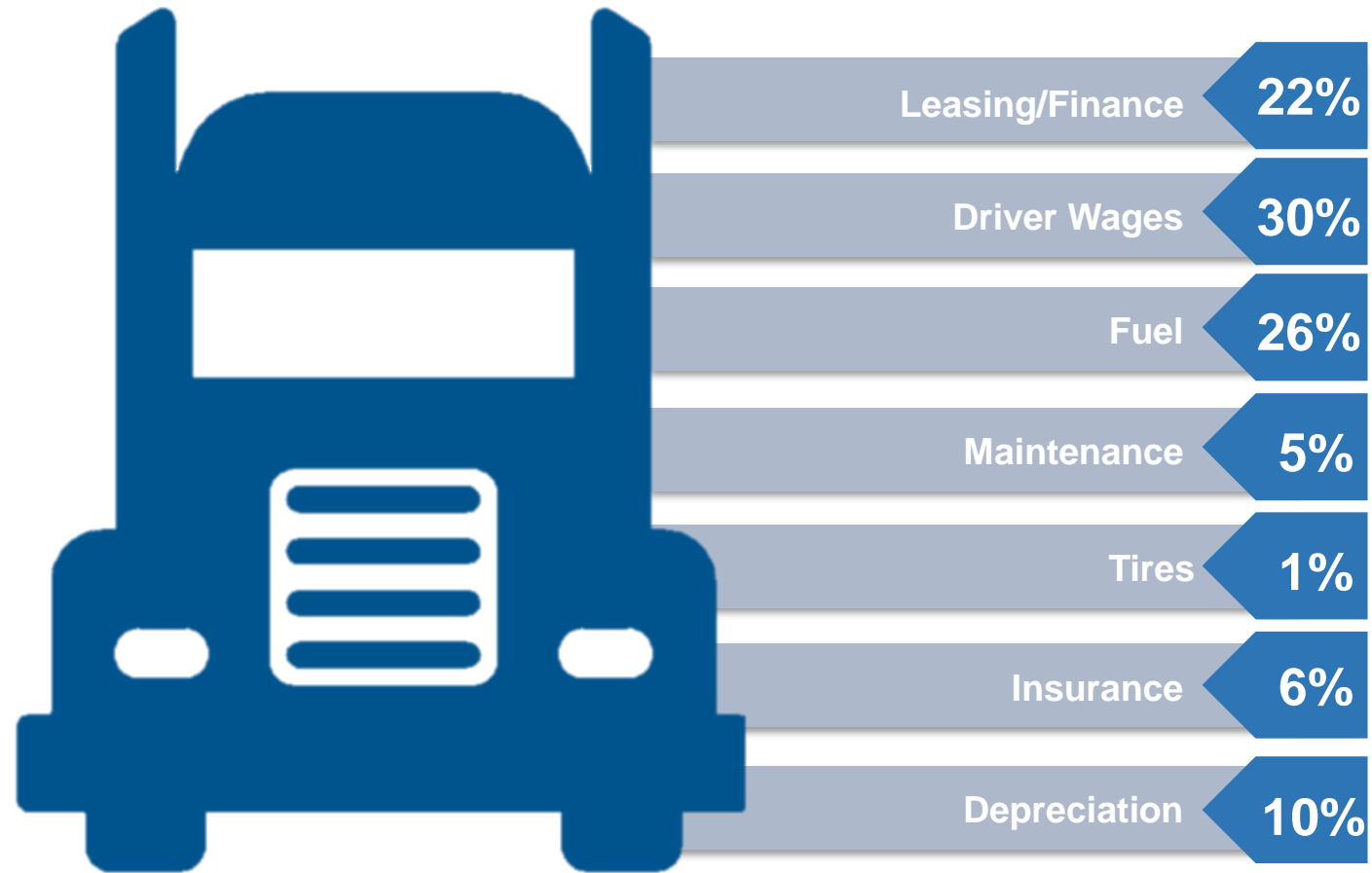


Source: U.S. Census Bureau, Centre for Retail Research, Ministry of Economy, Trade and Industry (Japan), and China National Bureau of Statistics.

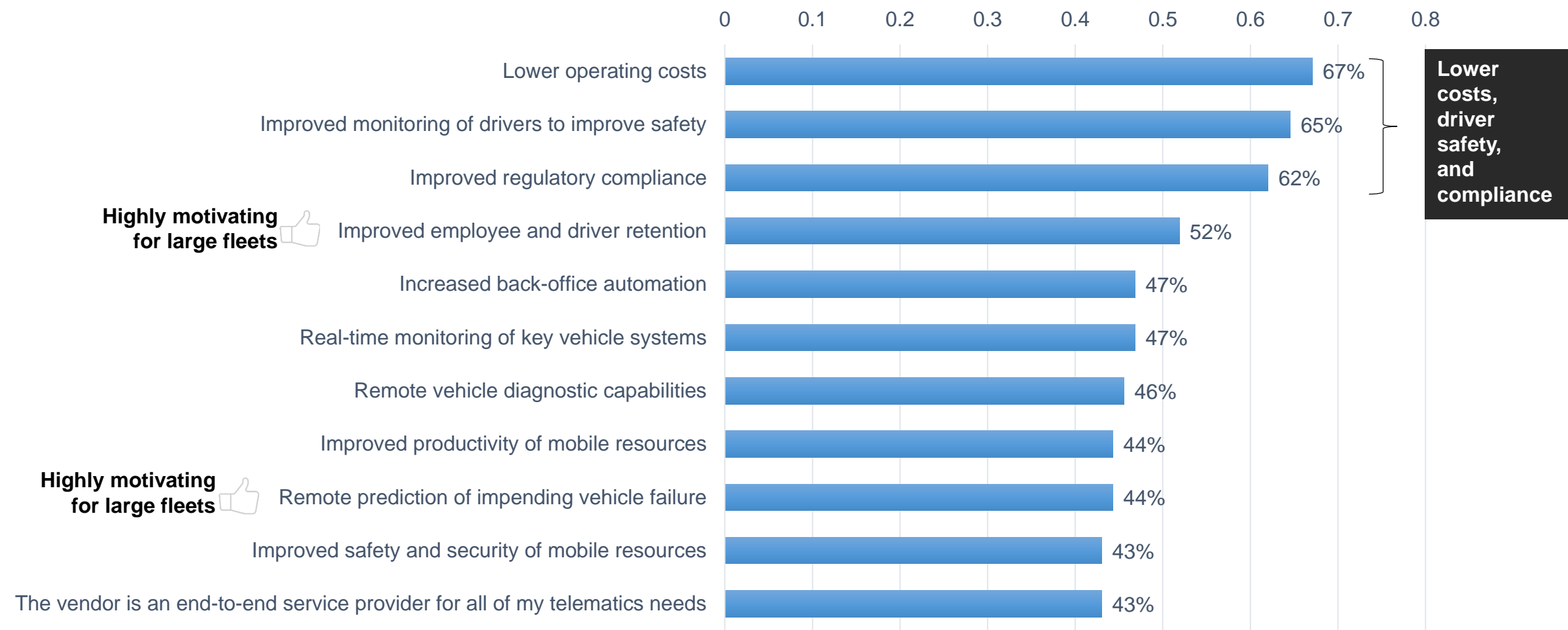
Flow of Freight: Tremendous Volumes of Data Derived from Freight Flow Powering New Business Models



Total Cost of Operation (TCO) Components for Trucks, NA and EU, 2018



Voice of Fleet Managers: Benefits that Motivate Technology Adoption



Fleet Benefits After Effective Deployment of Fleet IoT Solutions



10 to 15%
Increase in
Productivity



10 to 15%
Overtime
Reduction



20 to 25%
Reduction in
Fuel Expenses



5 to 10%
Reduction in
Total Miles



20 to 30 minutes
Day/Driver
Labor Savings



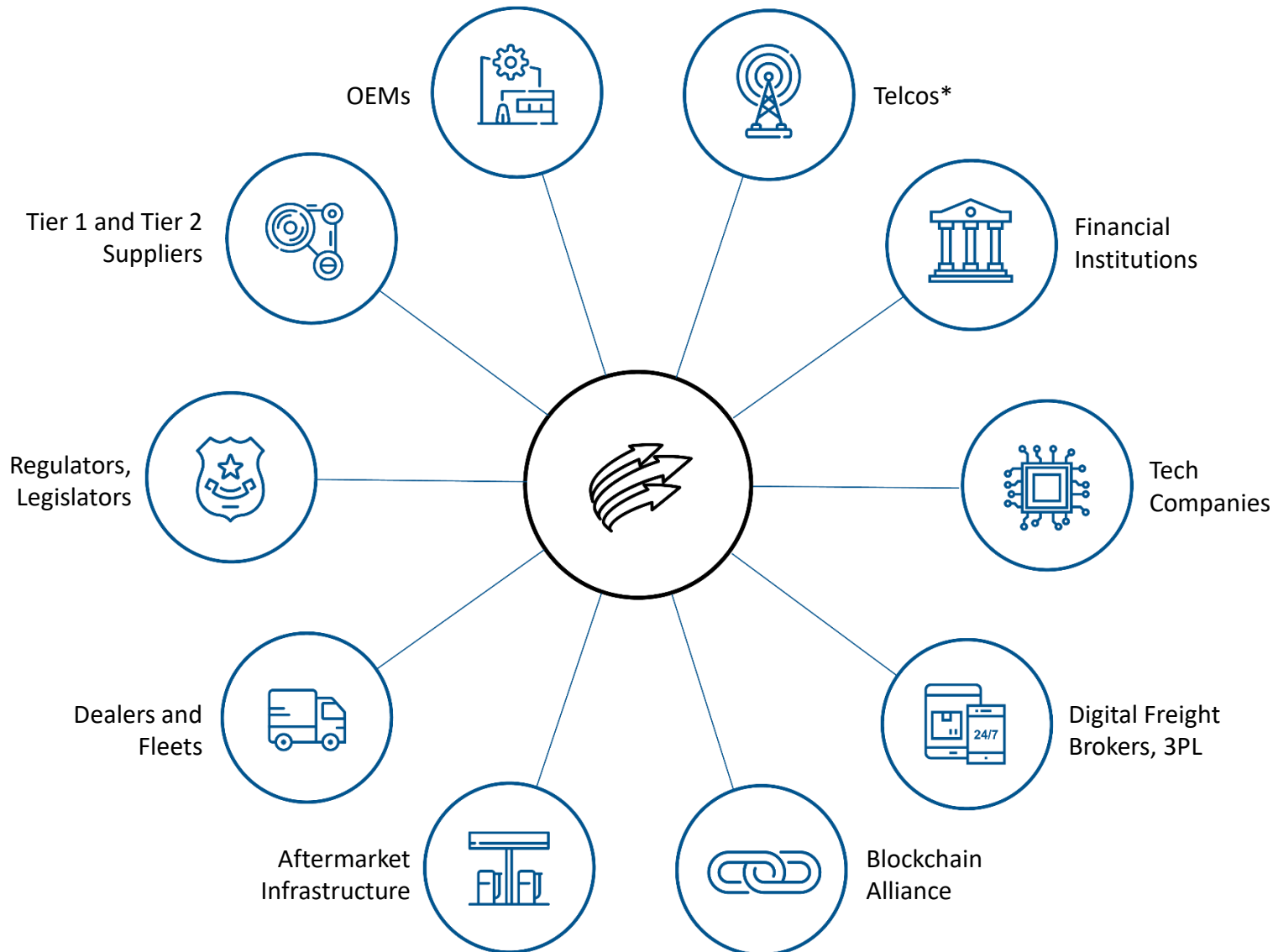
15 to 20%
Increase in
Vehicle Utilization



20 to 30%
Reduction in
Vehicle Idle Time

Fleet Complete Eco-System Partnerships

Big challenges created by massive digital transformation is creating the need for large-scale eco-system partnerships



Fleet Complete's Industry Partnerships Encompass:

- IoT Technologies
- Econometrics
- Application
- Markets

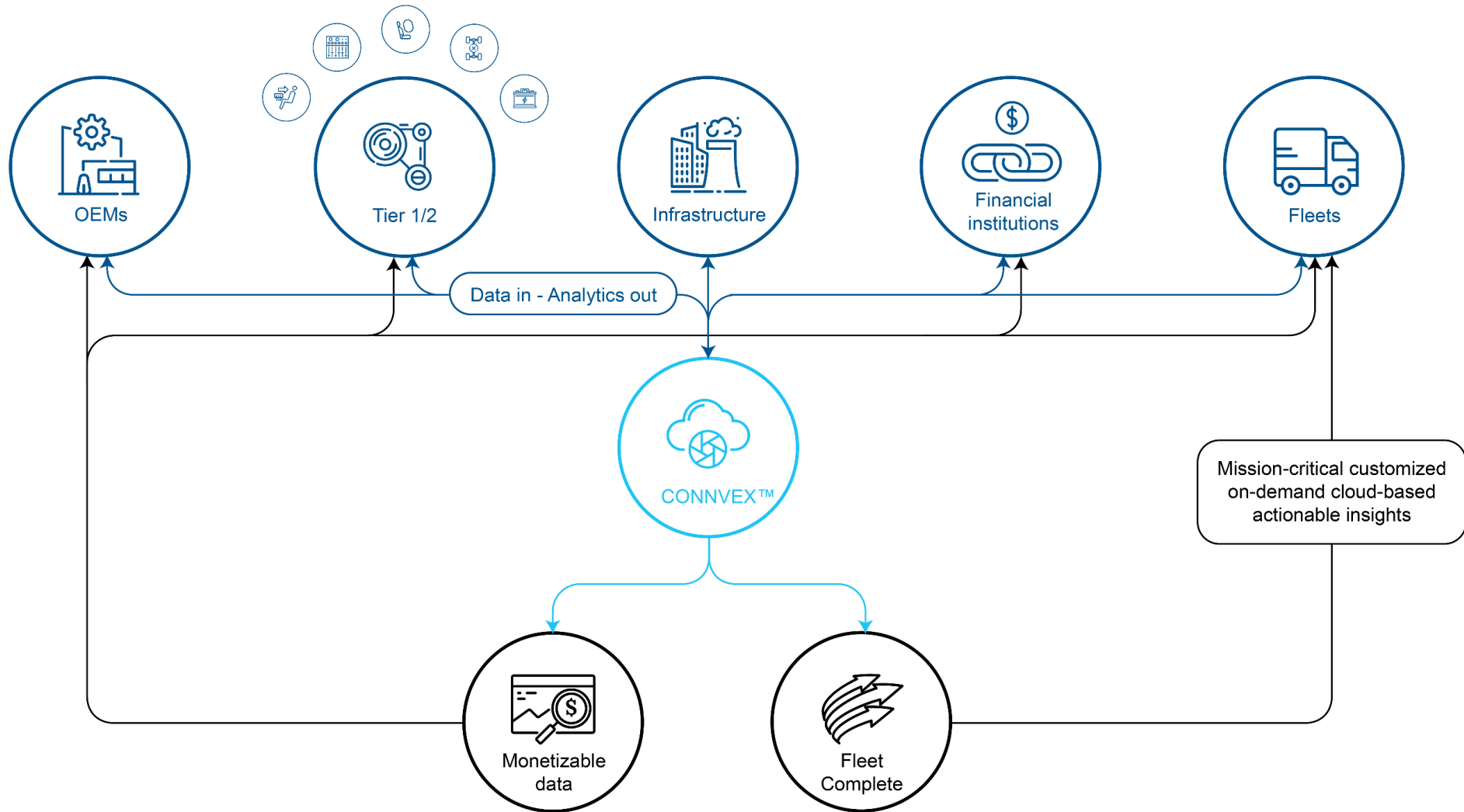
3rd Party Partnership Best Practices:

- Powerful Carrier-Based Growth Model
- ITS and City/Municipality Partnerships for Geo-X Value and ADAS
- Synergistic Model That Offers Both Value for Money and Value-to-Many
- Focus on Partnerships That Enable Revenue Opportunities for Partners

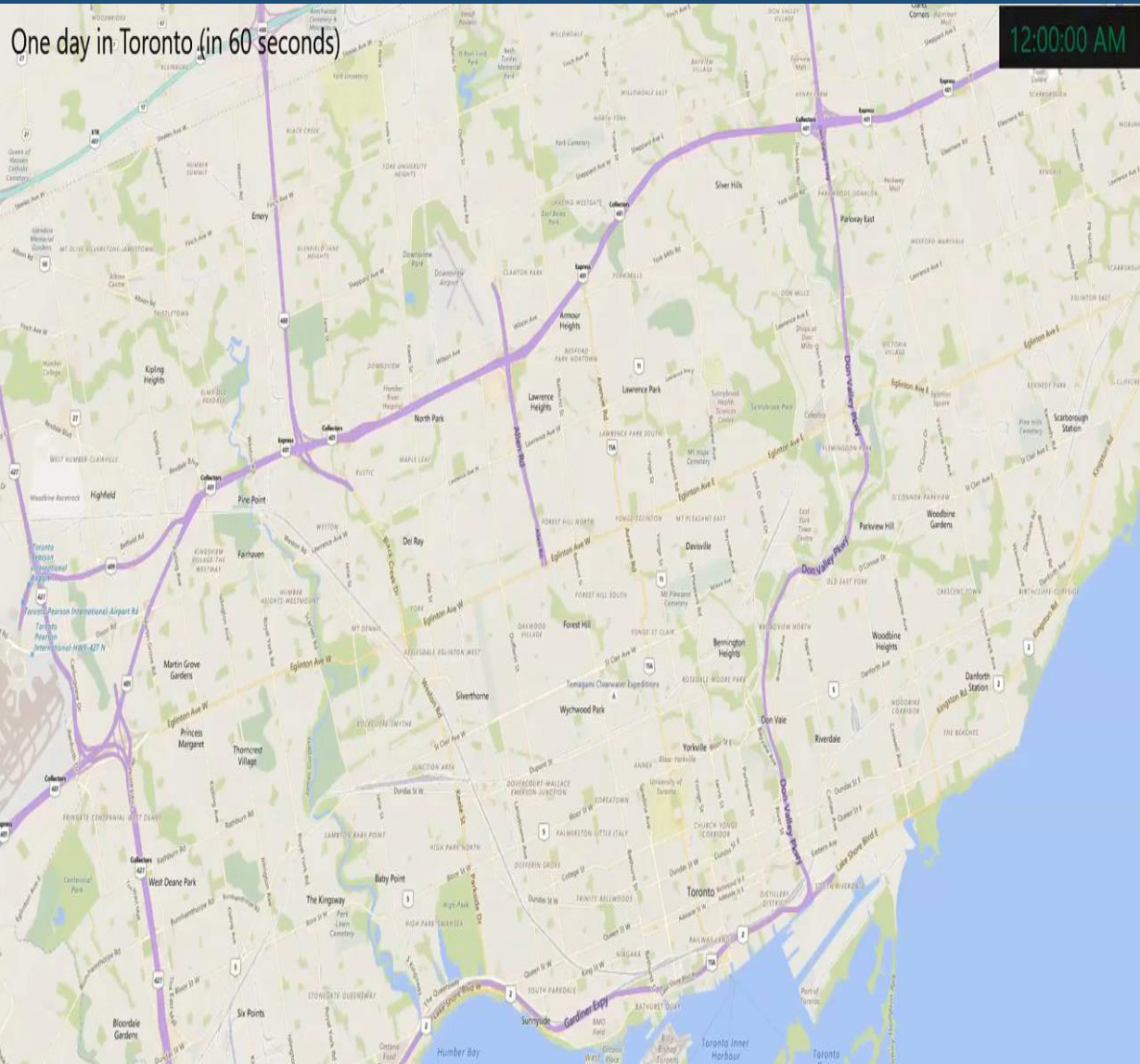
The Most “Complete” Solution Portfolio



CONNEX: A Purpose Built Big Data Analytics Platform for Connected HD Truck Eco-System Stakeholders



CONNVEX™ Is Gaining Momentum: Get Ready



Daily Harsh Braking Events

9/19/2017



The Real Change CONNVEX is Enabling



Owning Assets

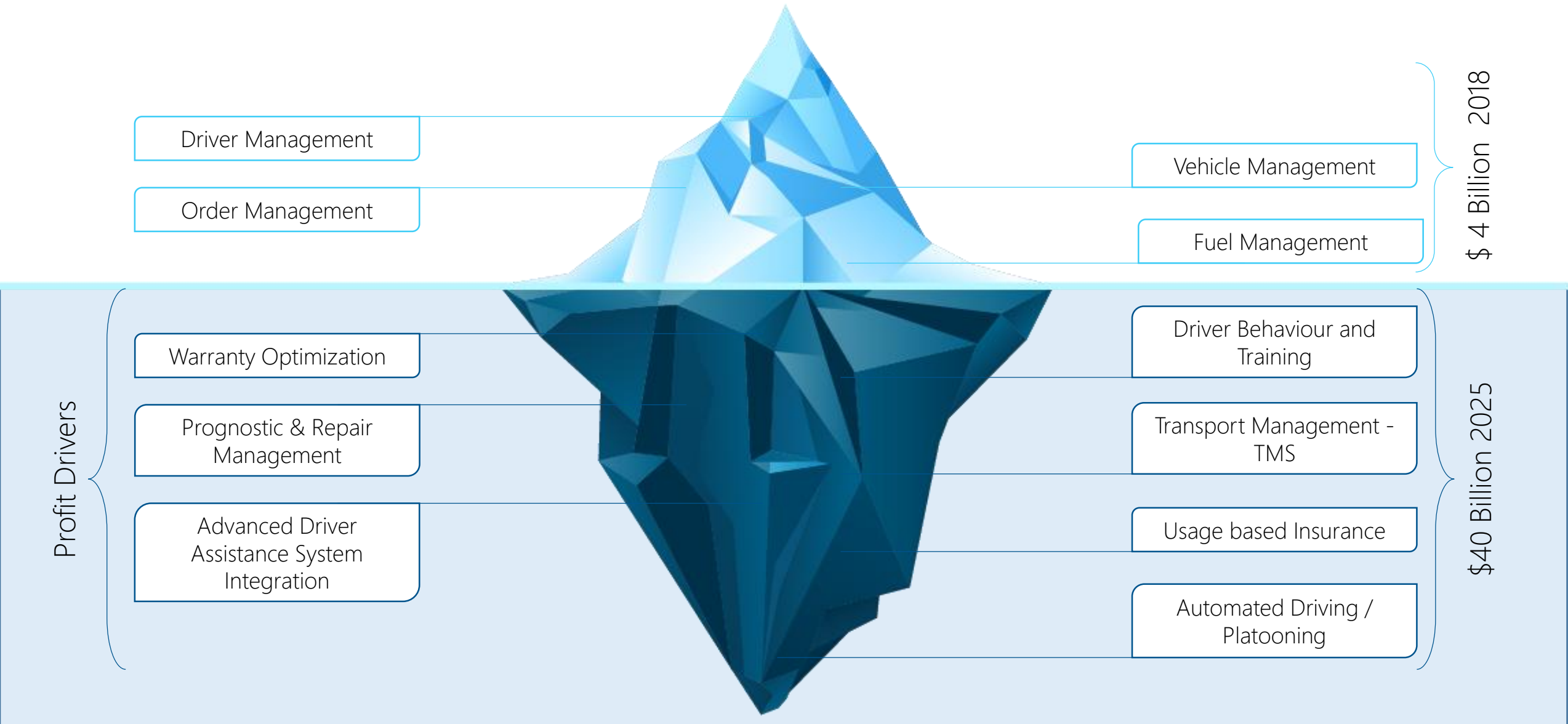


Owning Transactions



Owning Interactions

Evolving Service Opportunities: Rise of Profit Drivers





GREEN TRUCK



SAFE TRUCK



CONNECTED TRUCK

Contact Details



Sandeep Kar
Chief Strategy Officer
Fleet Complete
(416) 333-5498
Sandeep.Kar@fleetcomplete.com