

An aerial photograph of a multi-lane highway interchange. A thick, bright blue diagonal line runs from the top right towards the bottom left, crossing the highway. Several green concentric circles, resembling sensor or radar waves, are overlaid on the road surface, primarily around a yellow truck in the lower right quadrant. The background is a light, hazy blue.

**EW EUROWAG**

# Product and platform

**Martin Strigač**  
Chief Product Officer

# Medium and heavy trucks account for more than 75% of all inland transports in Europe

(Berg Insight, 2021)



**Complex**



**Fragmented**



**Analogue**



**Driver shortages**



**Constrained**



**Small profits**

# Highly regulated industry

with national exceptions



## EU Mobility Package 1 Europe on the move

- Driving and rest time regulation
- Posting of drivers
- New cabotage rules
- Access to market
- Smart Tachographs for LCVs

## EU Mobility Package 2 Clean Mobility

- Access to the bus and coach market
- Clean Vehicles Directive
- Combined Transport Directive
- CO<sub>2</sub> standards for cars & vans
- Battery initiative

## EU Mobility Package 3 Sustainable Mobility

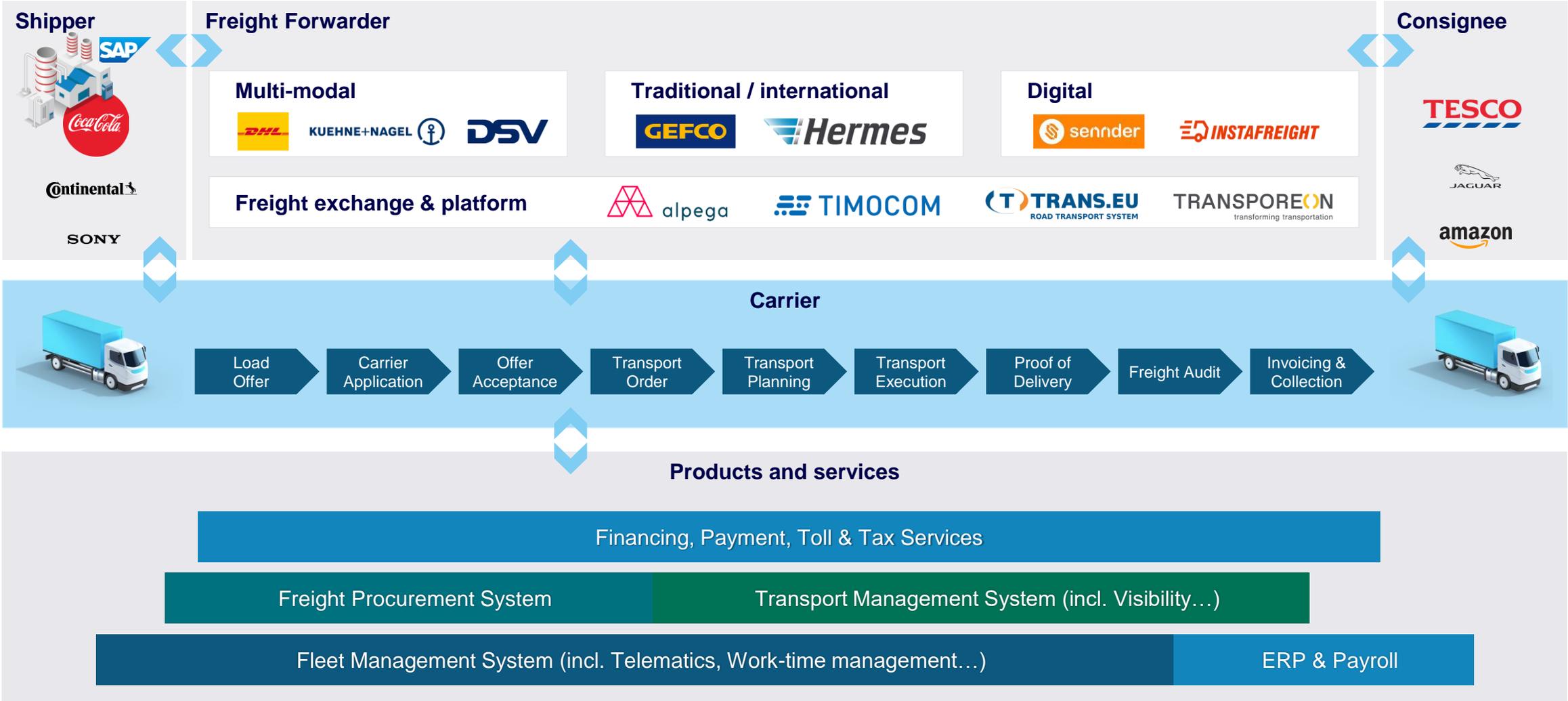
- CO<sub>2</sub> standards for Heavy Duty Vehicles
- The digitalization of freight transport documents
- Deployment of advanced vehicle safety technologies and Infrastructure safety

2020 - 2023



The future packages will create targets that are to be reached  
between 2025 and 2030

# The process and workflow of a carrier



**EW | OFFICE**

# EW | OFFICE



## Where many become One

The image displays a grid of logos for various companies, all associated with the EW | OFFICE brand. The logos are arranged in three rows:

- Row 1: EW EUROWAG, WebEye (A Eurowag Company), Sygic, Last Mile Solutions, RAEMON TAX, JITpay™ (the easy way)
- Row 2: INELO, Dispečer.sk (Powered by EUROWAG), ARRARA OIL S.L., ROAD LORDS, Hi Software development, PRINCIP
- Row 3: CVS (Advanced Telematics), fireTMS (cloud transport management), sledování vozidel, WEBDISPEČINK, Aldobec technologies, Drivitty

# EW | OFFICE

Together we make commercial road transport clean, fair, and efficient

The image shows a man in a blue shirt and glasses sitting at a desk, looking at a large computer monitor. The monitor displays a complex software interface for a dispatcher. The interface includes a map, a 'Dispatcher board' with vehicle status, a 'Live tracking' section, and a 'Need shipping?' section. Various data points and callouts are overlaid on the screen.

**Price** Proposed by you **350€** (due in 30 days)

**Pick up** 08.08.2021 08:30-09:00

**Dispatcher board**

**Live tracking**

**Need shipping?**

**BA012ER**

**321 km, CZ, Praha 6, Výškov - Cintorinská 89**

**BT 001 XS**

**Driver**

Searching for 1000 carriers in this area.



# EW | OFFICE

Because we care about your problems



- Dashboard
- Live operations
- Finance
- Transport management
- Fleet management
- Toll management
- Insights & Reports
- Settings

Smart search Add filter Active first

### Live operations

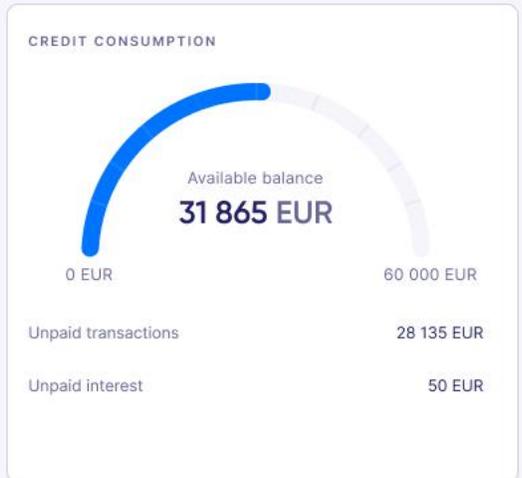
Optimize your fleet performance with real-time data.

[Go live](#)

### Transports

Manage transports, orders and invoicing in one system to have control and transparency.

[Loading & unloading](#)



**Your daily interest is 8,45 EUR.**  
Your account is blocked.  
[Pay your commitments](#) of 2 599,00 EUR.

Day 1. - 21.   0 % p.a.	6 012,88 EUR
Day 22. - 35.   7 % p.a.	20 123,00 EUR
Day 36. - 42.   14 % p.a.	5 599,60 EUR
Daily penalty fee   0,12 %	1 499,60 EUR

- Assistance
- Documents
- My reports
- Settings
- Maps
- My vehicles

- Shop Fuel cards Telematics Toll Vehicle accessories Tax Refunds Insurance Wash Parking All categories

### Shop

Order our tailor made products for your business needs.

[Go to shop](#)

### Mobile payments

Revolutionize your fleet's fuel management with Eurowag Mobile Payments – the ultimate tool for drivers to pay for fuel effortlessly through their mobile phones, saving time and simplifying the process.

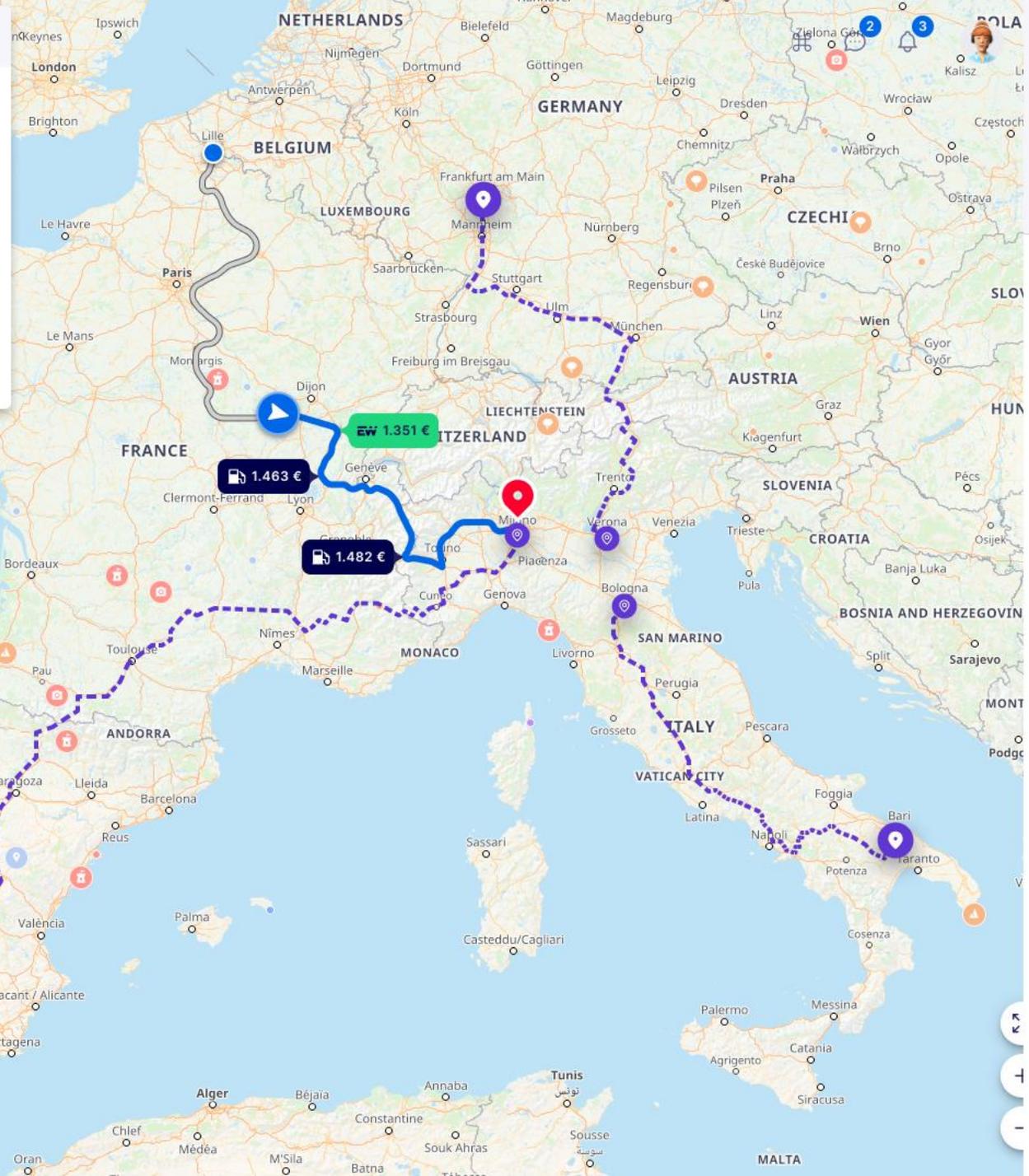
[Order now](#)

### Last transactions

- 323 3849 5172 72... 8210
- PN 486 DC 5172 72... 8210
- CZ 5H57975 7896... 0329
- 1A4 7654 0232 03... 2332
- 323 3849 7896... 0329

[See all transactions](#)

	BA001RT	CZ, 6930 → CZ, 6930		ON TIME
	BA355DD	DE, 8099 → CZ, 3770		ON TIME
	BA876GF	FR, 2054 → ES, 4618		+02:30
	BA654FW	HR, 1132 → IT, 2021		+00:20
	BA023VC	DE, 8067 → HU, 3540		ON TIME
	BA018JK	ES, 1422 → ES, 1422		+02:30
	BT453WS	SK, 8210 → CZ, 6930		+00:41



BA654FW  
DE014YE

03:24 FR, D2, 908 01 Dijon 90 km/h

824 890 km 48.048 17.825

01:03 h since last update [Journeys activity](#)

Work time

Ivan Dugovic

00420 442 222 114

Remaining daily capacity	Remaining daily drive time	Remaining 14 days drive
<b>04:34</b> out of 15 h	<b>03:54</b> out of 10 h	<b>50:07</b> out of 90 h

Transport proposals

- Tuesday, 02.07.2024 IT, Milano → ES, Madrid **352 €**
- Tuesday, 02.07.2024 IT, Verona → DE, Frankfurt **126 €**
- Tuesday, 02.07.2024 IT, Bologna → IT, Bari **107 €**

Driver behaviour



(BL) 155 00, Vliegveld Malle, Lille  
19.09.2023 (Tuesday) at 13:30

(IT) 12445 Casano Bosseno, Milano

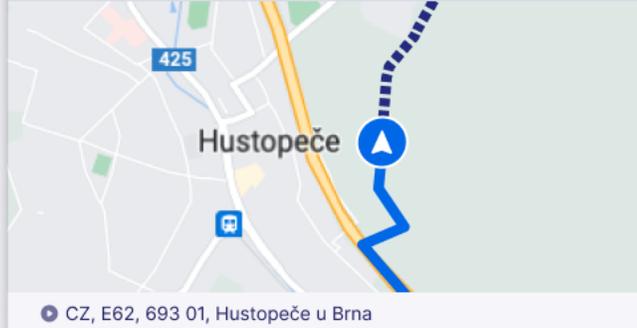
Add filter

ETA
  Empty mileage
  "Loads"

	Monday 18.09.2023	Tuesday 19.09.2023	Wednesday 20.09.2023	Thursday 21.09.2023	Friday 22.09.2023	KPI
	03 06 09 12 15 18 21	03 06 09 12 15 18 21	03 06 09 12 15 18 21	03 06 09 12 15 18 21	03 06 09 12 15 18 21	Target

<b>BA001RT</b> TT333DY (CZ) 693 01, Hustopeče u Brna → 585/650 KM ETA 15:30	(HU) 820 km, (HU) 00198, Budapest	<b>September KPI</b> <table border="1"> <tr> <td>1,64€</td> <td>9 421</td> </tr> <tr> <td>Cost/Km</td> <td>Km driven</td> </tr> <tr> <td>1 376€</td> <td>2 879€</td> </tr> <tr> <td>Toll cost</td> <td>Fuel cost</td> </tr> <tr> <td>8 368€</td> <td>821 €</td> </tr> <tr> <td>Total cost</td> <td>Profit</td> </tr> </table>	1,64€	9 421	Cost/Km	Km driven	1 376€	2 879€	Toll cost	Fuel cost	8 368€	821 €	Total cost	Profit	Target 821 €
1,64€	9 421														
Cost/Km	Km driven														
1 376€	2 879€														
Toll cost	Fuel cost														
8 368€	821 €														
Total cost	Profit														
<b>BA355DD</b> NR198FY (DE) Gewerbegebiet Straße	(CZ) 377 01, Jindřichův Hradec 1 → 560/1200 KM ETA 17:40	124 €													
<b>BA876GF</b> BA732DY (FR) Jardin des Plantes	(ES) 461 82, Campo Charro, Salamanca → 743/1130 KM ETA 09:10 +02:30	605 €													
<b>BA654FW</b> DE014YE (SK) 412 55, Lille	(IT) 202 13, Milano → 800/1543 KM ETA 21:20	1 085 €													
<b>BA023VC</b> BA085DY (DE) Gaustad, Bamberg	(HU) Domaszék, 6781 → 260/1850 KM ETA 09:10 +02:30	485 €													
<b>BA018JK</b> NR190DY (ES) Campo Charro, Salamanca	→ 1050/1130 KM	697 €													
<b>BT453WS</b> TT090DY (CZ) 693 01, Hustopeče u Brna	→ 780/650 KM ETA 09:30	312 €													

**BA001RT** **TT333DY**  
 Theodor Nagy  
 Total distance: 650 km  
 Route duration: 09:30



**NEW** 1065 km, (HR) 53250, Dubrovnik

(CZ) 664 53, Újezd u Brna  
 19.09.2023 (Tuesday) at 08:30

(HR) 12445, Dubrovnik  
 21.09.2023 (Thursday) at 10:15

**Distance**  
 Distance to pickup: 15 km  
 Duration: 2 d 1:45 m  
 Total distance: 1 065 km

**Shipment**  
 Load type: 21 t, 20 x Pallets, 5 x Rolls, 10 x Boxes

**Costs**  
 Pickup cost: 25 €  
 Transport cost: 1 747 €  
 Fuel per/km: 1,64 €

Offered price: 1 984 €  
 Profit: 12%

Your proposed price: 2000 EUR  
 Profit: 13%

- 
- 
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24°C

25.1 L/100km

22.5 L/100km

2087 km

16h 23:47



Radio P1  
Summer 1 P1

DAB

35 km  
Earl La Ferme Huffin

A39 A40 E62

A31

+20 min

150 m

7 Km

Triftstraße

130

54 km/h

9 h 25 m  
743 km 21:20

(FR) EW E.Leclerc - Pont II

12 Km

(IT) Viale Industrie 10, 20044, Italy  
19.09.2023 (Tuesday) at 21:00

+20 min

Remaining daily capacity  
04:34  
out of 15 h

Remaining daily drive time  
03:54  
out of 10 h

Remaining 14 days drive  
50:07  
out of 90 h

45 min. rest

34 min

20°

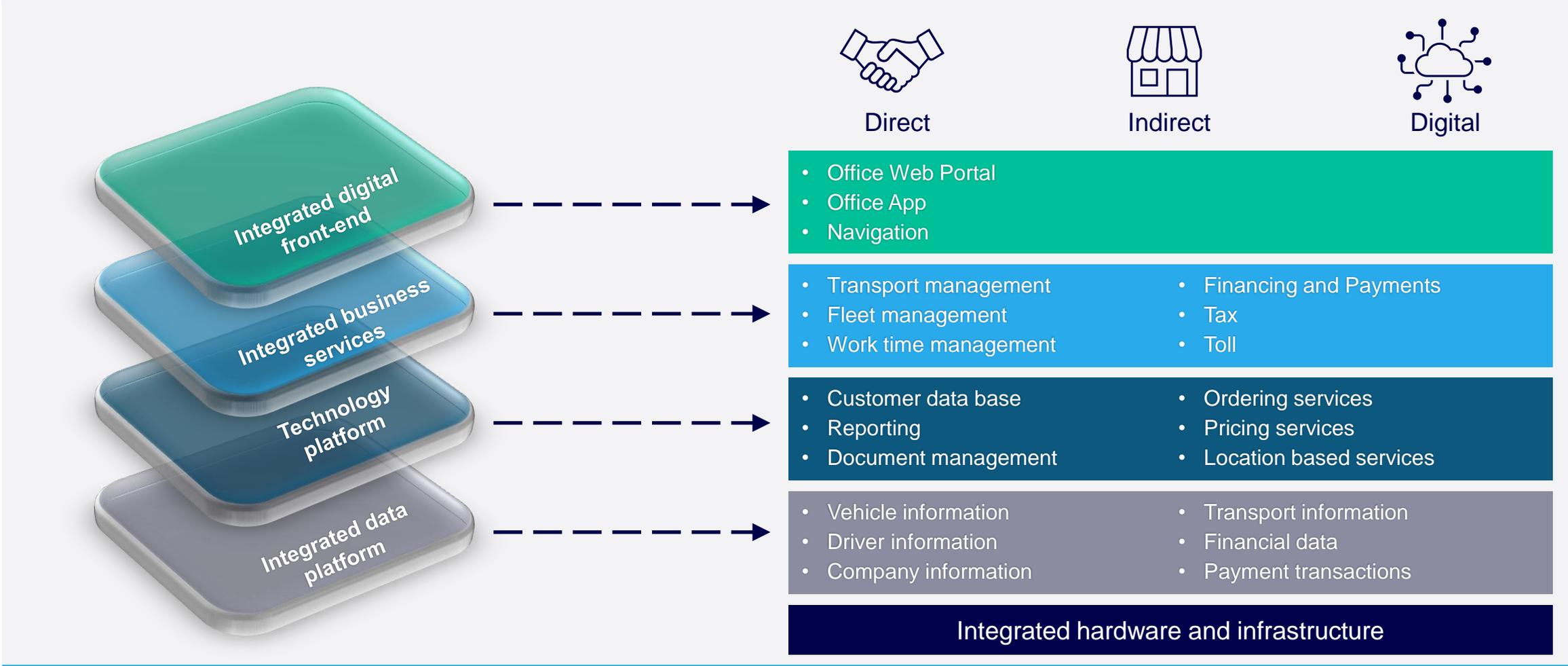
AUTO

# EW | OFFICE

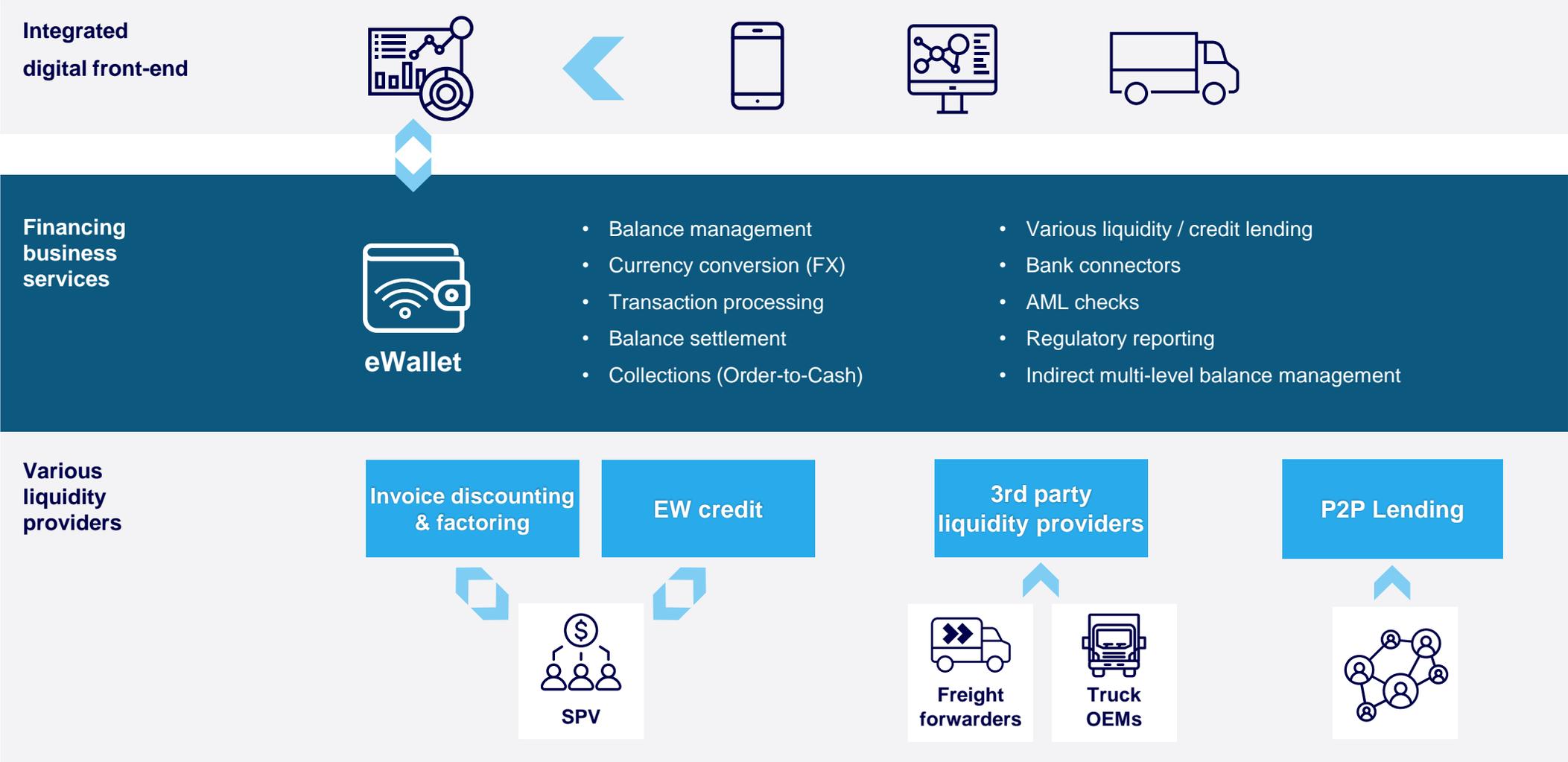
Just connect your trucks and let us guide you!



# EW | OFFICE



# Enhancing our services through eWallet



# Combining transactional and subscription business models



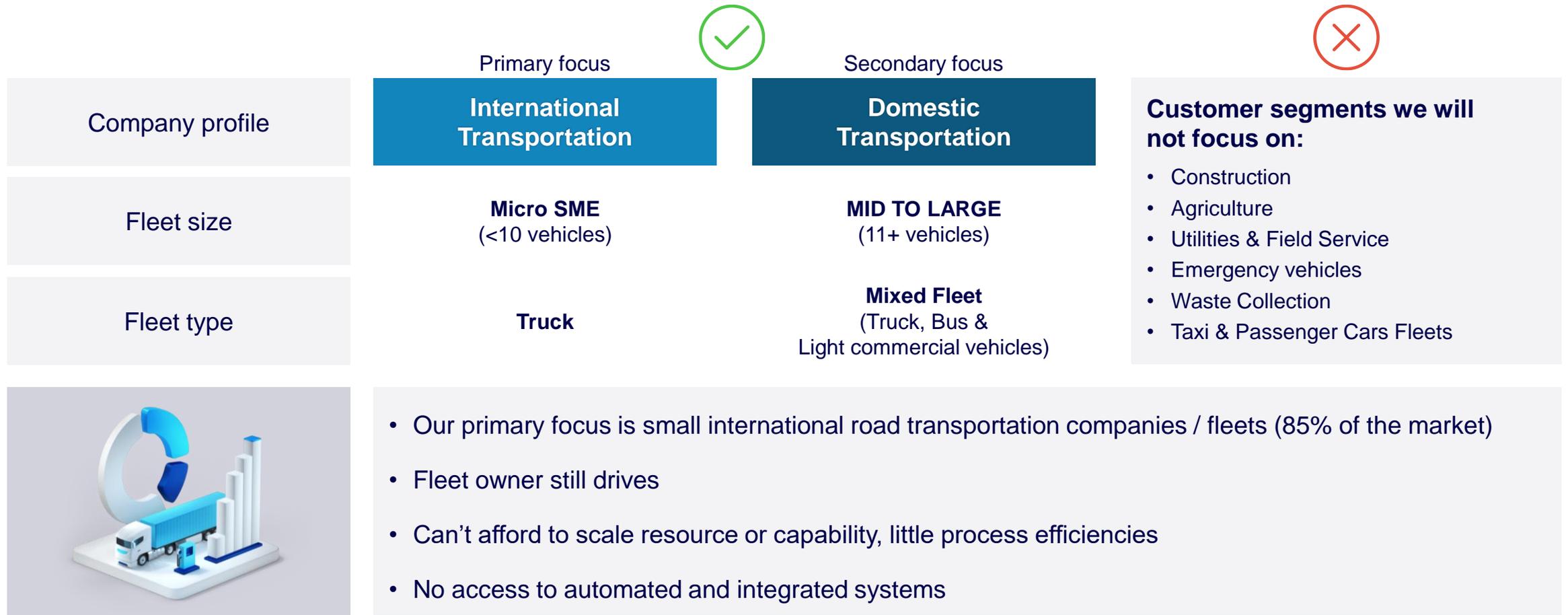
- Freemium business model
- Subscription-based bundles
- Gamification
- Loyalty program

## Ambition

- >60% revenue contribution from subscription
- >20% financing revenues

# EW | Office – customer segments

## Our focus on a path to 1 million trucks in Europe



# Digital platform roadmap

## Product

### DESIGN and PILOT phase

- Map customer journeys
- Design and develop of digital channel touch points
- Collaborate with Automotive OEMs to integrate the new navigation app
- Integrate business services required for pilot
- **Prepare freemium business model and premium pricing**

### LIVE phase

- Continue to improve integrated front end to support customer journeys
- **Roll out digital sales channel across Europe**
- Develop functionality to support indirect channel
- Continue to develop integrated business services
- Continue to evolve pricing models incl. **new bundled subscription**

FY 2024

SOFT  
LAUNCH

FY 2025

2026+

## Technology

- Create a **service-oriented architecture** and governance
- Develop technology platform components required for pilot
- Implement **new ERP system** and migrate data
- Develop new integrated data platform

- Continue closing gap with the existing solutions
- **Develop rich analytics and AI tools for customer insights**
- Decommission old ERP systems
- Discontinue selected websites, apps and hardware
- **Design and certify new Integrated hardware on-board unit**

